

Summary of NBFCs, NEs. & Modarabas Sector

February 2019



Securities & Exchange Commission of Pakistan Specialized Companies Division Supervision and Enforcement Department

DISCLAIMER:

The information presented hereunder is based on information submitted by NBFIs through Specialized Companies Return System (SCRS) to SECP on monthly basis.

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SNAPSHOT OF NBFI INDUSTRY AS OF FEBRUARY 28, 2019

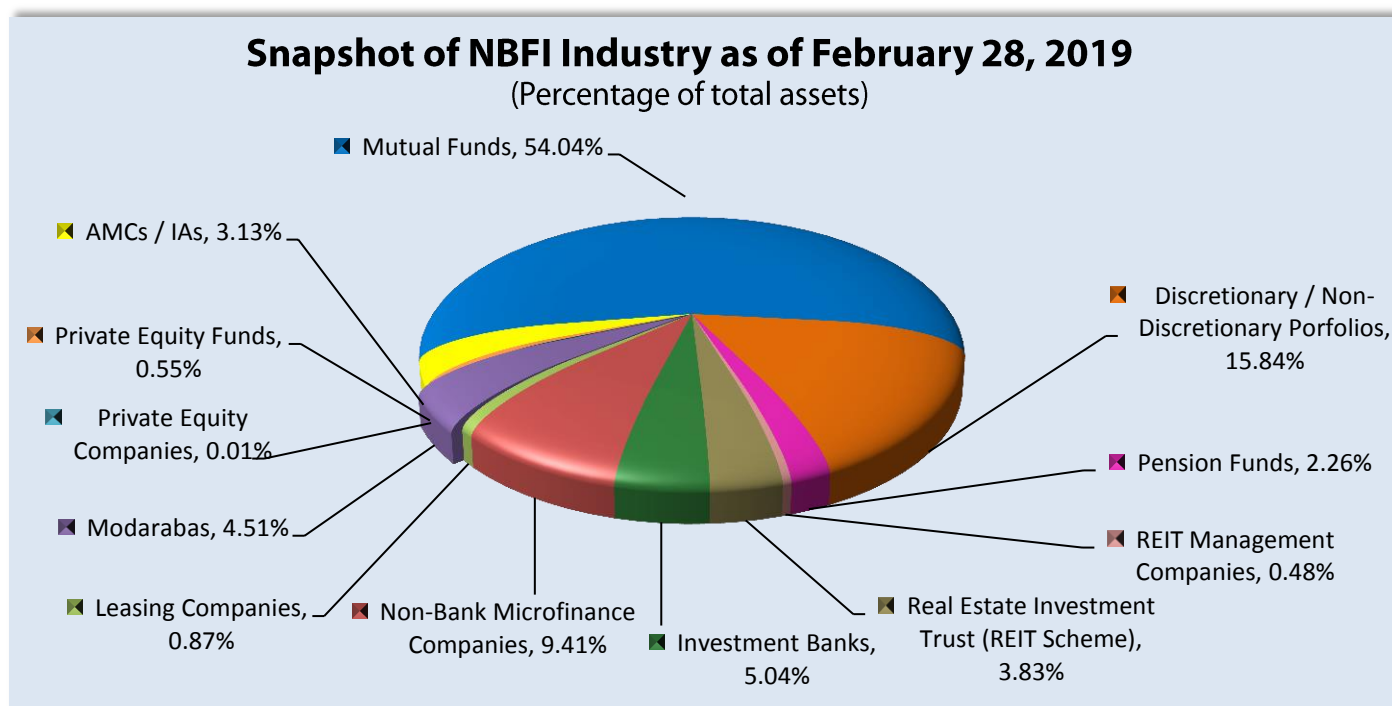
Sector	No. of Entities	Total Assets (Rs in Billion)	Percentage of Total Assets
Asset Management Companies/ Investment Advisors	22	37.41	3.13%
Mutual Funds (197) and Plans (89)	197	645.19	54.06%
Discretionary & Non-Discretionary Portfolios	-	189.05	15.84%
Pension Funds	19	27.02	2.26%
REIT Management Companies	4	05.67	0.48%
Real Estate Investment Trust (REIT Scheme)	1	45.68	3.83%
Investment Banks	9	60.12	5.04%
Non-Bank Microfinance Companies	26	112.33	9.41%
Leasing Companies	7	10.39	0.87%
Modarabas	28	53.81	4.51%
Private Equity Companies	2	00.18	0.01%
Private Equity Funds	3	06.54	0.55%
Total	318	1,193.38	100.00%

Note 1. Total Number of entities does not include plans (89) as they are not considered Notified Entities or NBFCs. These plans are managed under 21 different mutual funds.

Note 2. Direction no. 12 of 2017 dated April 27, 2017 requires AMCs to exclude the amount invested by fund of fund schemes in underlying funds managed by the same AMC while publishing the amount of assets under its management in advertisements. Accordingly, if the amount invested by fund of fund schemes in underlying funds of the same AMC (which is Rs47,235 million) is deducted from AUMs of the industry, the total assets under management of the industry amounted to the tune of Rs597,959 million, as of February 28, 2019

Note 3. The information pertaining to RMCs is based on their latest available accounts for the quarter ended on September 30, 2018, whereas, information of one REIT Management Company is based on available accounts for year ended on June 30, 2017.

Note 4. One NBFC (which holds licenses for Asset Management & Investment Advisory Services) has also been authorized to act as Private Equity Company. The company's assets are included in the assets of AMCs.

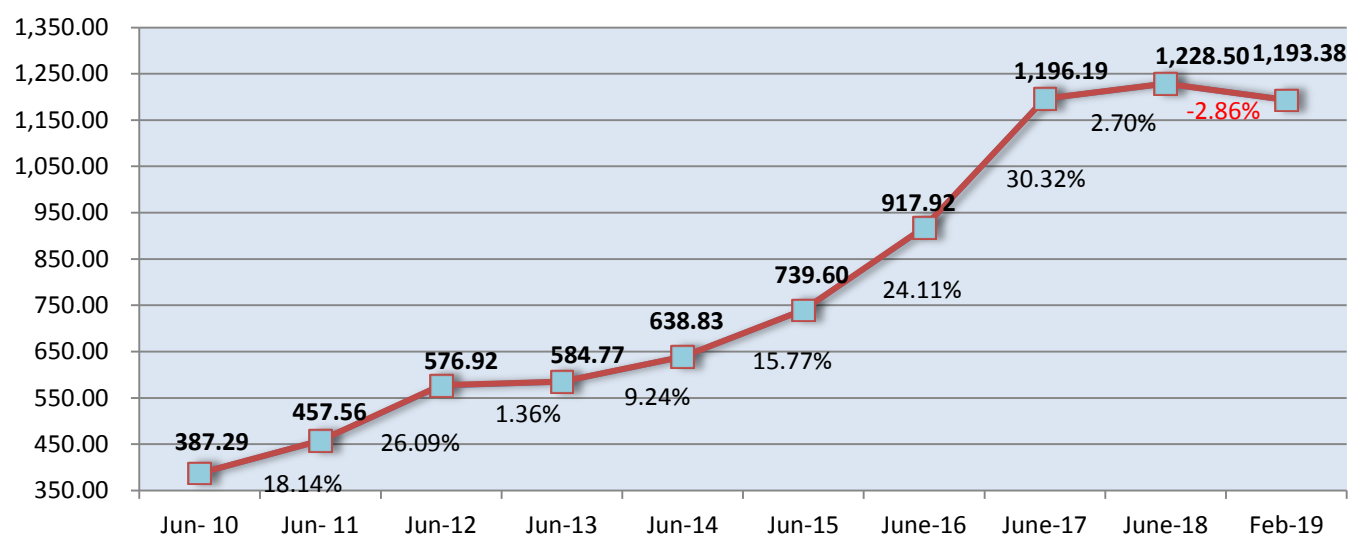


Trend of growth in Total Assets of NBFIs Industry

Description	Jun- 10	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	June-16	June-17	June-18	Feb-19
Total Assets (Rs. In billion)	387.29	457.56	576.92	584.77	638.83	739.60	917.92	1,196.19	1,228.50	1,193.38
Growth Since Last June	-	18%	26%	1%	9%	16%	24%	30%	3%	-2.86%
Growth since June 2010 till February 28, 2019	208%									
Compound Annual Growth Rate (June 2010 to February, 2019)	13.86%									

Trend of growth in Total Assets of NBFIs Industry

(Rs in billion & Growth figures in percentage)



Breakup of Shariah Compliant and Conventional Assets of NBFI Industry

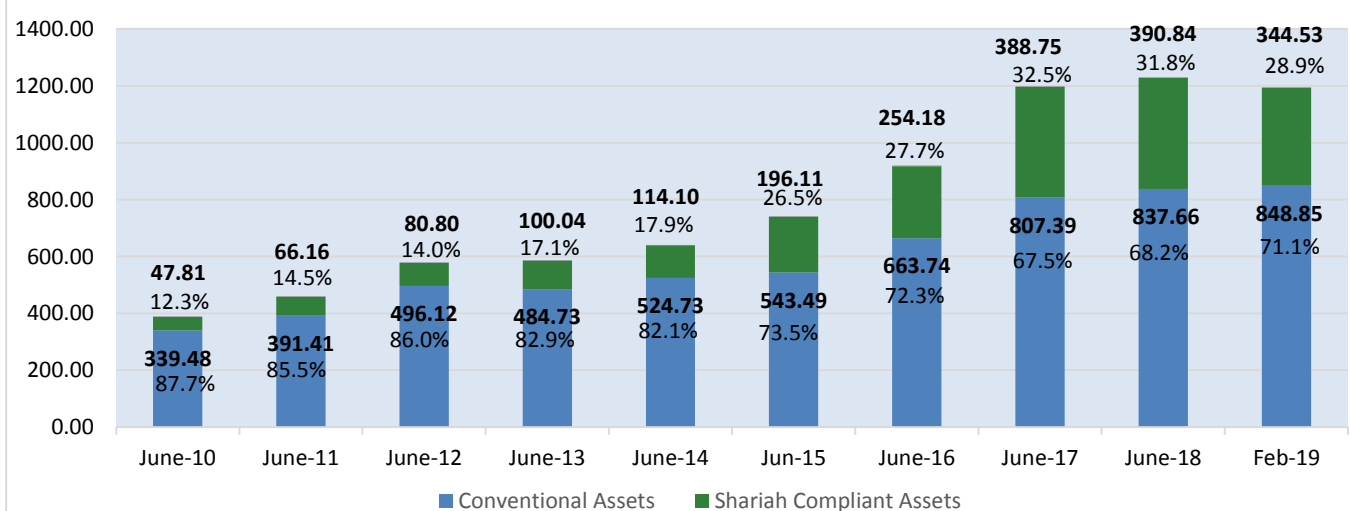
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Conventional Assets	339.48	391.41	496.12	484.73	524.73	543.49	663.74	807.39	837.66	848.85
Shariah Compliant Assets*	47.81	66.16	80.80	100.04	114.10	196.11	254.18	388.75	390.84	344.53
Total Assets	387.29	457.57	576.92	584.77	638.83	739.60	917.92	1,196.14	1,228.50	1,193.38
Share of Conventional Assets	87.7%	85.5%	86.0%	82.9%	82.1%	73.5%	72.3%	67.5%	68.2%	71.1%
Share of Shariah Compliant Assets	12.3%	14.5%	14.0%	17.1%	17.9%	26.5%	27.7%	32.5%	31.8%	28.9%
Conventional Assets - Growth since June 2010 till Feb. 2019								150.04%		
Shariah Compliant Assets - Growth since June 2010 till Feb. 2019								620.62%		
Compound Annual Growth Rate (June 10 to Feb. 2019)-Conventional Assets								11.15%		
Compound Annual Growth Rate (June 10 to Feb. 2019)-Shariah Compliant Assets								25.58%		

Note . Shariah Compliant assets include assets of Shariah Compliant Mutual Funds, Shariah Compliant Pension Funds, REIT Scheme and Shariah compliant Modarabas, while rest of the assets of NBFI industry are conventional assets.

Breakup of Shariah compliant and Conventional Assets of NBFI Industry

(Rs in billion & Percentage of Total Assets)

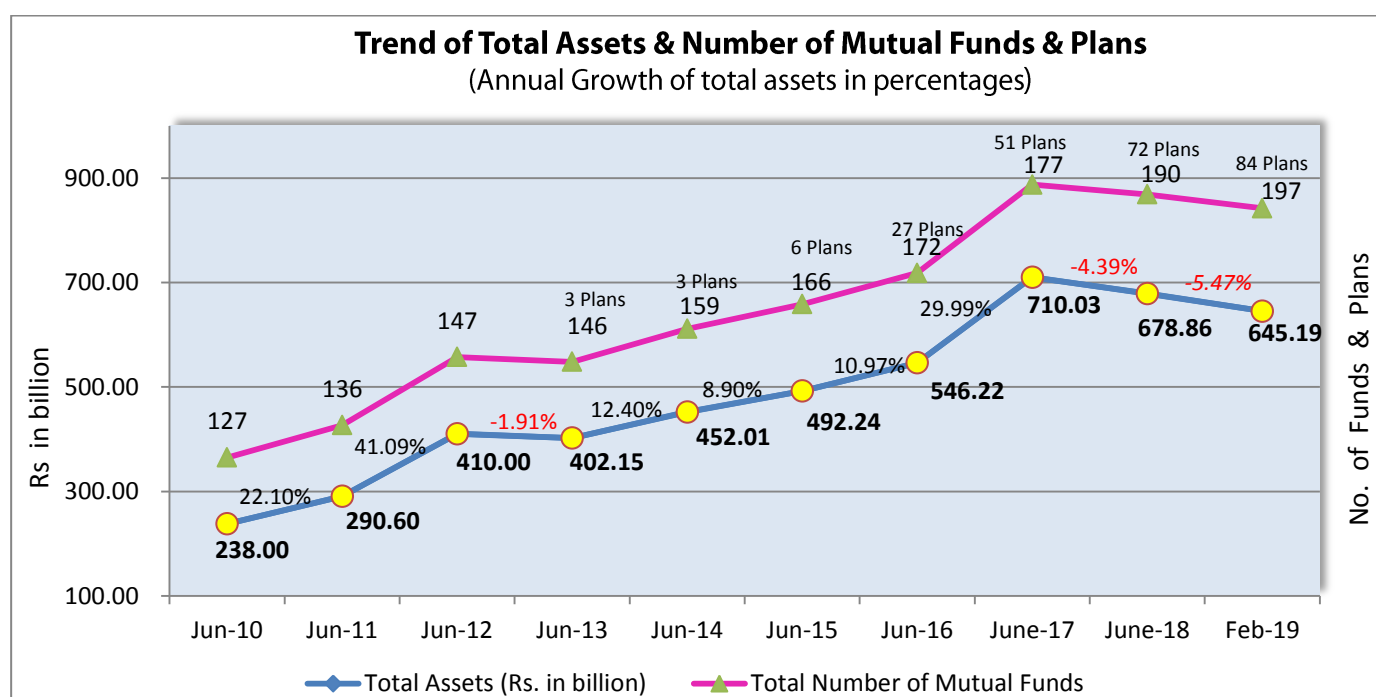


MUTUAL FUNDS & PLANS

Trend of Total Assets and Number of Mutual Funds & Plans

(Rs in billion)

Period	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Total Assets (Rs. in billion)	238.00	290.60	410.00	402.15	452.01	492.24	546.22	710.03	678.86	645.19
Growth since last June	-	22.10%	41.09%	-1.91%	12.40%	8.90%	10.97%	29.99%	-4.39%	-4.96%
Number of Mutual Funds	127	136	147	146	159	166	172	177	190	197
Number of Plans	-	-	-	3	3	6	27	51	72	89
Total Number of Mutual Funds & Plans	127	136	147	149	162	172	199	228	262	286
Growth since June 2010 till Feb, 2019							171%			
Compound Annual Growth Rate (June 10 to Feb 19)							12.19%			



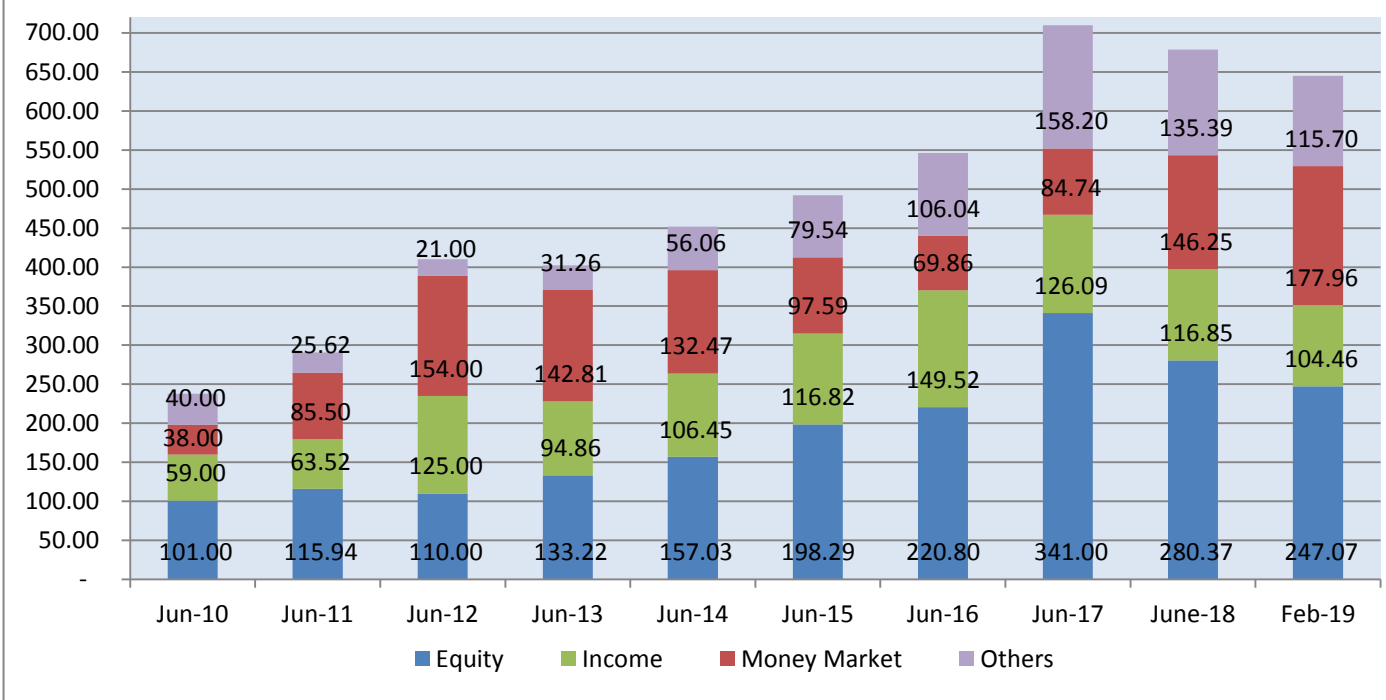
Trend of Category-Wise position of Total Assets of Mutual Funds

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Equity	101.00	115.94	110.00	133.22	157.03	198.29	220.80	341.00	280.37	247.07
Income	59.00	63.52	125.00	94.86	106.45	116.82	149.52	126.09	116.85	104.46
Money Market	38.00	85.50	154.00	142.81	132.47	97.59	69.86	84.74	146.25	177.96
Others	40.00	25.62	21.00	31.26	56.06	79.54	106.04	158.20	135.39	115.70
Total	238.00	290.58	410.00	402.15	452.01	492.24	546.22	710.03	678.86	645.19

Note. Others Include Asset Allocation, Aggressive Asset Allocation, Aggressive Income, Balanced, Capital Protected, Commodity, Fund of Funds, Index Tracker and Sector Specific Funds.

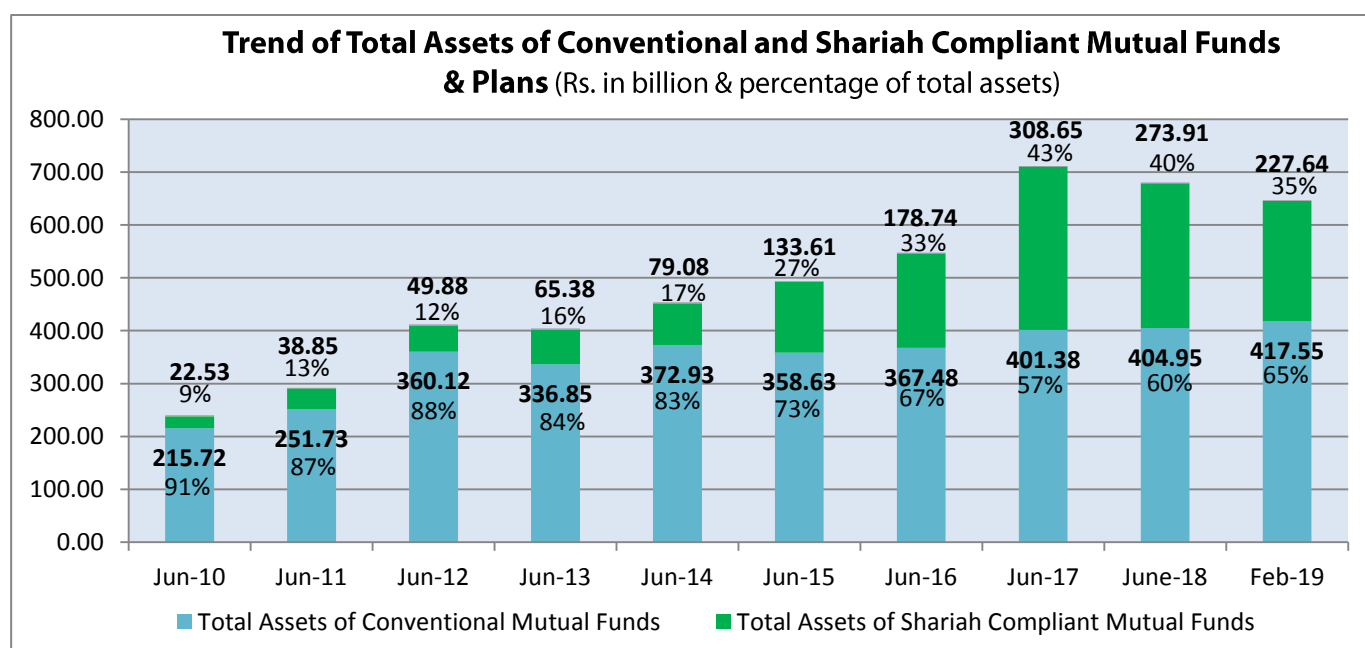
Trend of Category-Wise position of Total Assets of Mutual Funds & Plans
(Rs in billion)



Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans

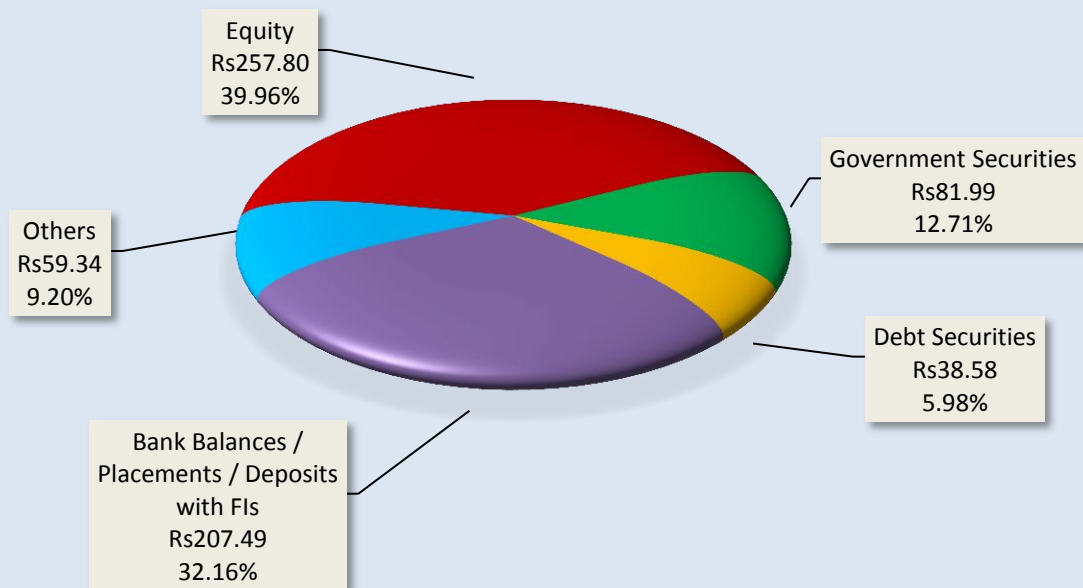
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19	
Total Assets of Conventional Mutual Funds	215.72	251.73	360.12	336.85	372.93	358.63	367.48	401.38	404.95	417.55	
Total Assets of Shariah Compliant Mutual Funds	22.53	38.85	49.88	65.38	79.08	133.61	178.74	308.65	273.91	227.64	
Total Assets of Mutual Funds	238.25	290.58	410.00	402.23	452.01	492.24	546.22	710.03	678.86	645.19	
Share of Conventional Mutual Funds	91%	87%	88%	84%	83%	73%	67%	57%	60%	65%	
Share of Shariah Compliant Mutual Funds	9%	13%	12%	16%	17%	27%	33%	43%	40%	35%	
Conventional Mutual Funds - Growth since last June	-	16.69%	43.06%	-6.46%	10.71%	-3.83%	2.47%	9.22%	0.89%	3.11%	
Shariah Compliant Mutual Fund - Growth since last June	-	72.44%	28.39%	31.07%	20.95%	68.96%	33.78%	72.68%	-11.26%	-16.89%	
Conventional Mutual Funds - Growth since June 2010 till Feb 2019								93.56%			
Shariah Compliant Mutual Fund -Growth since June 2010 till Feb 2019								910.40%			
Compound Annual Growth Rate (June 10 to Feb 19)-Conventional Mutual Funds								7.91%			
Compound Annual Growth Rate (June 10 to Feb 19)-Shariah Compliant Mutual Fund								30.57%			



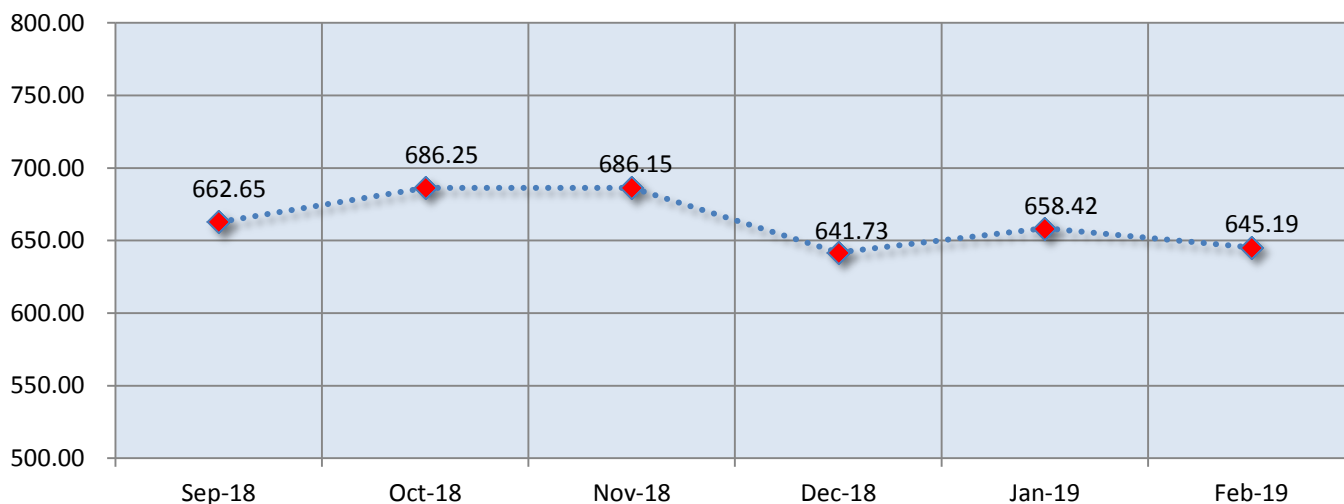
Asset Allocation of Mutual Funds

Asset Allocation of Mutual Funds as of February 28, 2019
(Rs in billion & percentage of Total Assets)



Trend of Total Assets of Mutual Funds

Trend of Total Assets of Mutual Funds during the last 6 Months
(Rs. in billion)



Detail of Investor Accounts in Open End Mutual Funds

Description	# of investor accounts as at February 28, 2019 (With balance > 0) - At AMC Level	Value of investment as at February 28, 2019 (Rs. in millions)	% of total investment value
Resident			
Individuals	292,541	212,362.06	34.20%
Associated Banks/DFIs/AMCs	66	35,715.70	5.75%
Other Banks/DFIs	166	13,488.96	2.17%
Insurance Companies	322	26,785.56	4.31%
Other financial institutions	163	12,523.71	2.02%
Other Corporates	2,471	150,446.19	24.23%
Fund of funds	68	42,460.09	6.84%
Retirement funds	2,645	93,288.97	15.02%
Trusts/NGOs/Societies/Foundations/Charities	1,144	32,189.47	5.18%
Foreign			
Individuals	341	1,456.54	0.23%
Non-Individuals	14	190.1377417	0.03%
TOTAL	299,941	620,907.38	100.00%

Note 1. Number of investor accounts as at February 28, 2019 (Having Zero balance)= 246,260,
 Number of investor accounts as at February 28, 2019 (With balance > 0)= 299,941,
 Total number of investor accounts (Including accounts with zero balance) as at February 28, 2019 = 546,201

Note 2. The above table shows the number of investor accounts in open end mutual funds only.

Note 3. The number of investors' accounts is different from the number of investors in mutual fund industry i.e. If Investor A has opened three accounts with three different Asset management companies, the same shall be reported as three investor accounts instead of one investor.

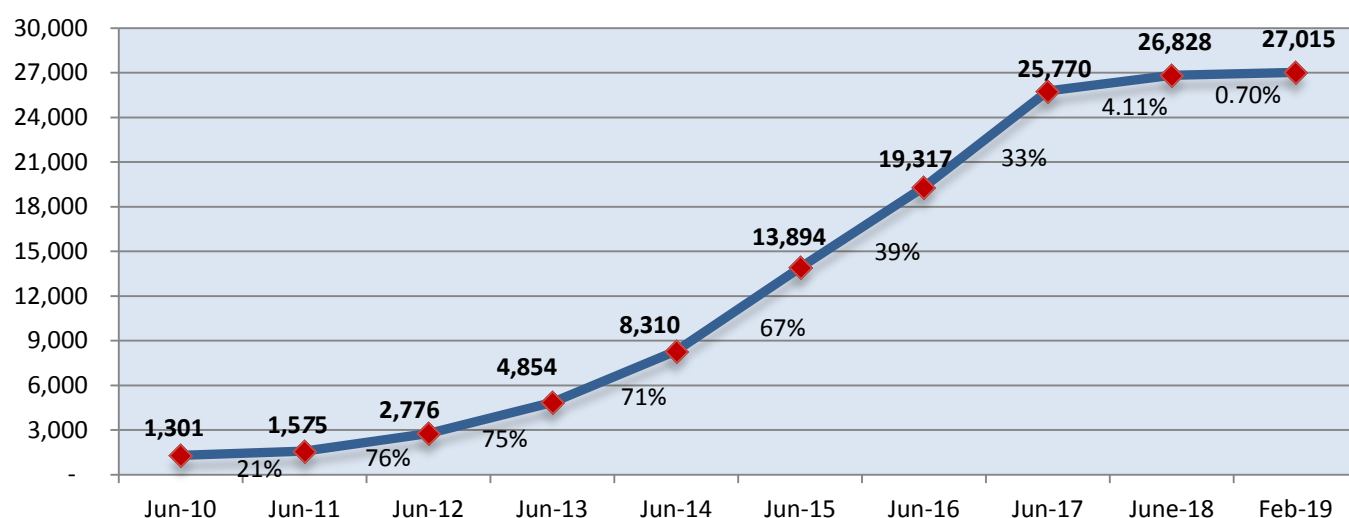
VOLUNTARY PENSION SCHEMES / FUNDS

Trend of Total Assets of Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Total Assets	1,301	1,575	2,776	4,854	8,310	13,894	19,317	25,770	26,828	27,015
Growth since last June	-	21%	76%	75%	71%	67%	39%	33%	4.11%	0.70%

Trend of Total Assets of Pension Funds
(Rs. in million & Growth Figures in Percentage)



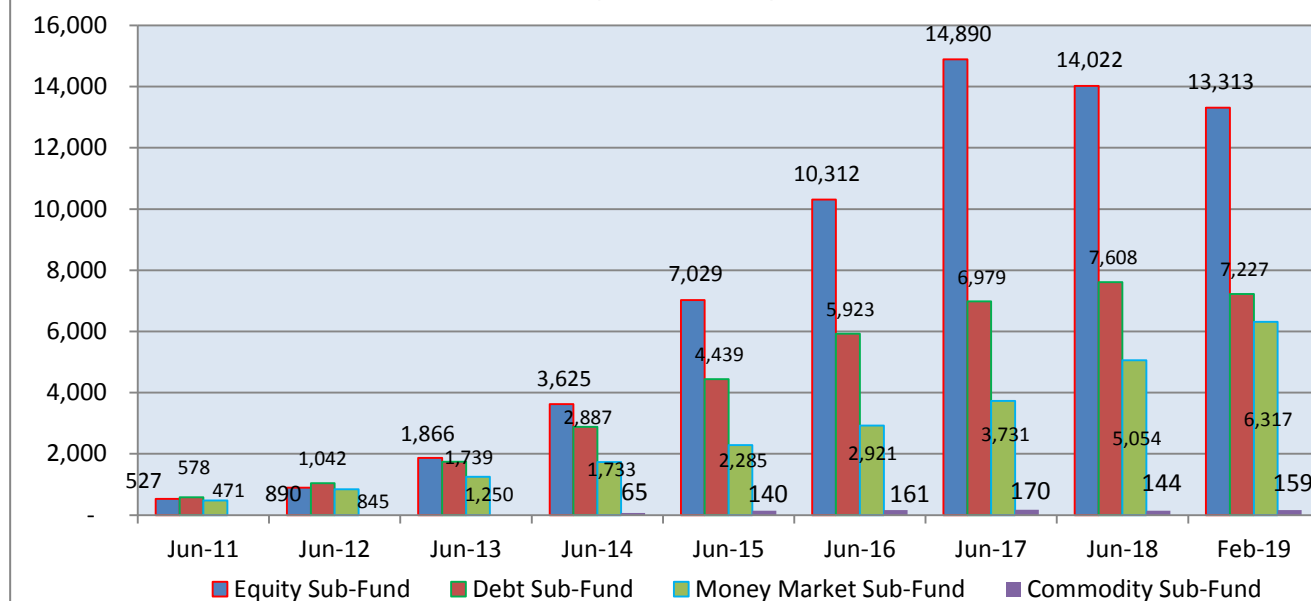
Category-Wise Position of Total Assets of Pension Funds

(Rs in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Equity Sub-Fund	527	890	1,866	3,625	7,029	10,312	14,890	14,022	13,313
Debt Sub-Fund	578	1,042	1,739	2,887	4,439	5,923	6,979	7,608	7,227
Money Market Sub-Fund	471	845	1,250	1,733	2,285	2,921	3,731	5,054	6,317
Commodity Sub-Fund	-	-	-	65	140	161	170	144	159
Total	1,576	2,777	4,855	8,310	13,894	19,317	25,770	26,828	27,015

Category-wise Position of Total Assets of Pension Funds

(Rs. in million)

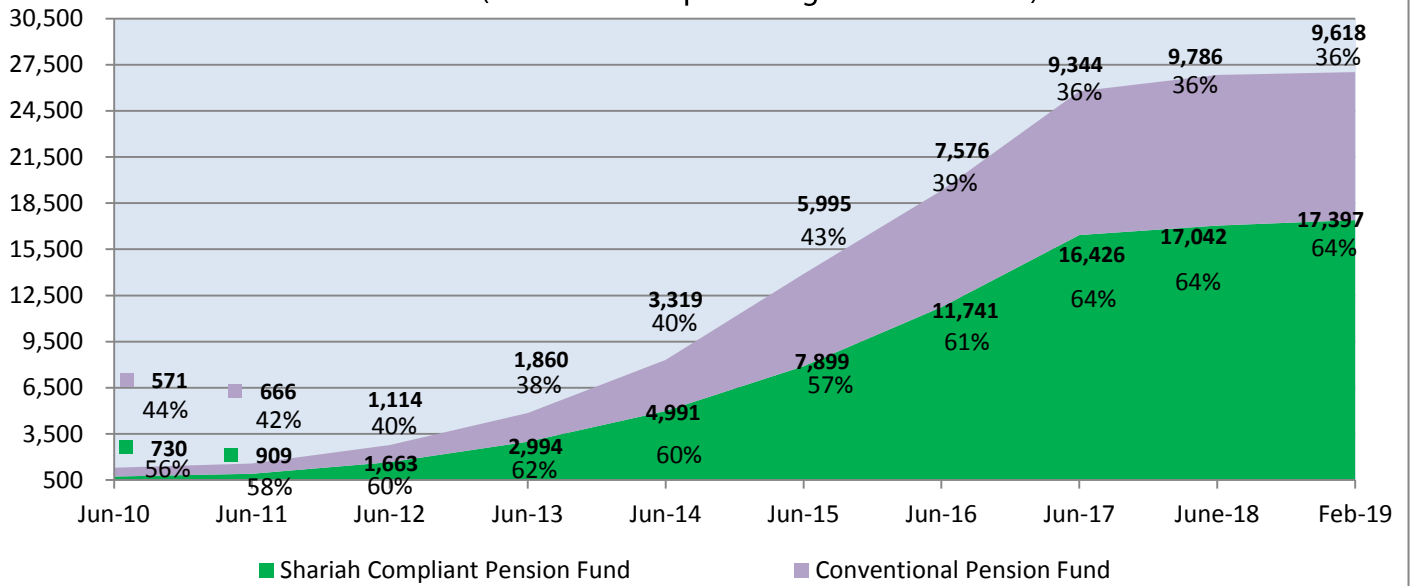


Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs. in million)

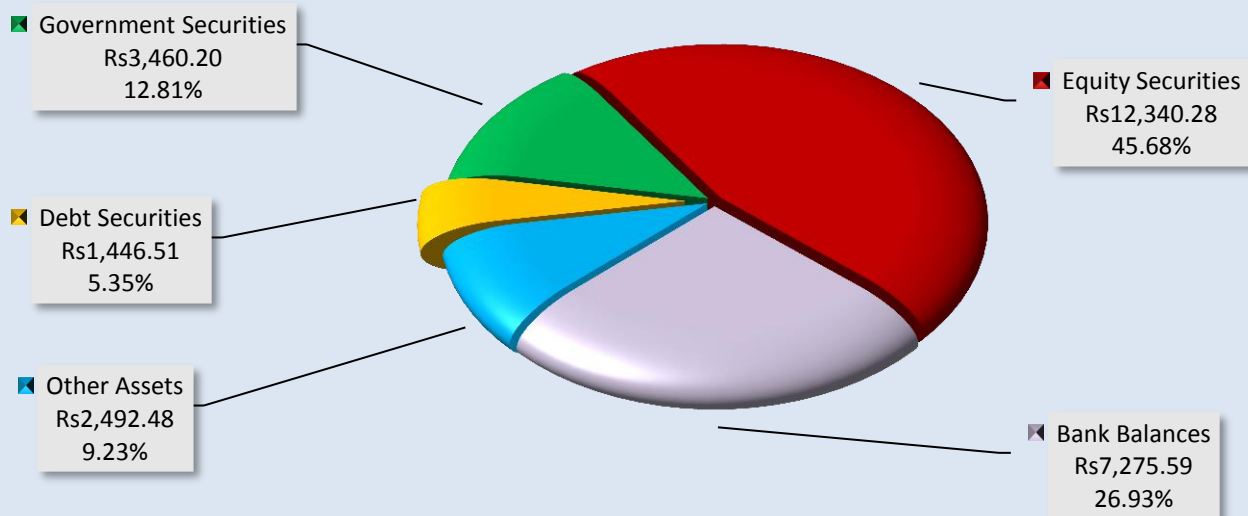
Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Shariah Compliant Pension Funds	730	909	1,663	2,994	4,991	7,899	11,741	16,426	17,042	17,397
Conventional Pension Funds	571	666	1,114	1,860	3,319	5,995	7,576	9,344	9,786	9,618
Total assets of Pension Funds	1,301	1,575	2,777	4,854	8,310	13,894	19,317	25,770	26,828	27,015
Share of Shariah Compliant Pension Funds	56%	58%	60%	62%	60%	57%	61%	64%	64%	64%
Share of Conventional Pension Funds	44%	42%	40%	38%	40%	43%	39%	36%	36%	36%
Compound Annual Growth Rate (June 10 to Feb 19) Shariah Compliant Pension Fund										44.16%
Compound Annual Growth Rate (June 10 to Feb 19) Conventional Pension Fund										38.50%

Trend of Total Assets of Conventional and Shariah Compliant Pension Funds (Rs in million & percentage of Total Assets)



Asset Allocation of Pension Funds

Asset Allocation of Pension Funds as of February 28, 2019 (Rs in million & Percentage of Total Assets)



Detail of Investor Accounts in Pension Funds

Description	# of investor accounts as at February 28, 2019 (With balance > 0) - At AMC Level	Value of investment as at February 28, 2019 (Rs. in millions)	% of total investment value
Resident			
Individuals	30,669	23,510.70	89.35%
Associated Banks/DFIs/AMCs	14	2,267.76	8.62%
Other financial institutions	1	331.154	1.26%
Foreign			
Individuals	6	204.30	0.78%
Non-Individuals	-	-	0.00%
Total	30,690	26,313.92	100.00%

Note. 1. Number of investor accounts as at February 28, 2019 (Having Zero balance)= 10,674,
 Number of investor accounts as at February 28, 2019 (With balance > 0)= 30,690,
 Total number of investor accounts (Including accounts with zero balance) as at February 28, 2019= 41,364

Note. 2. The number of investors' accounts is different from the number of investors in pension fund industry i.e. If Investor A has opened three accounts with three different pension fund managers, the same shall be reported as three investor accounts instead of one investor.

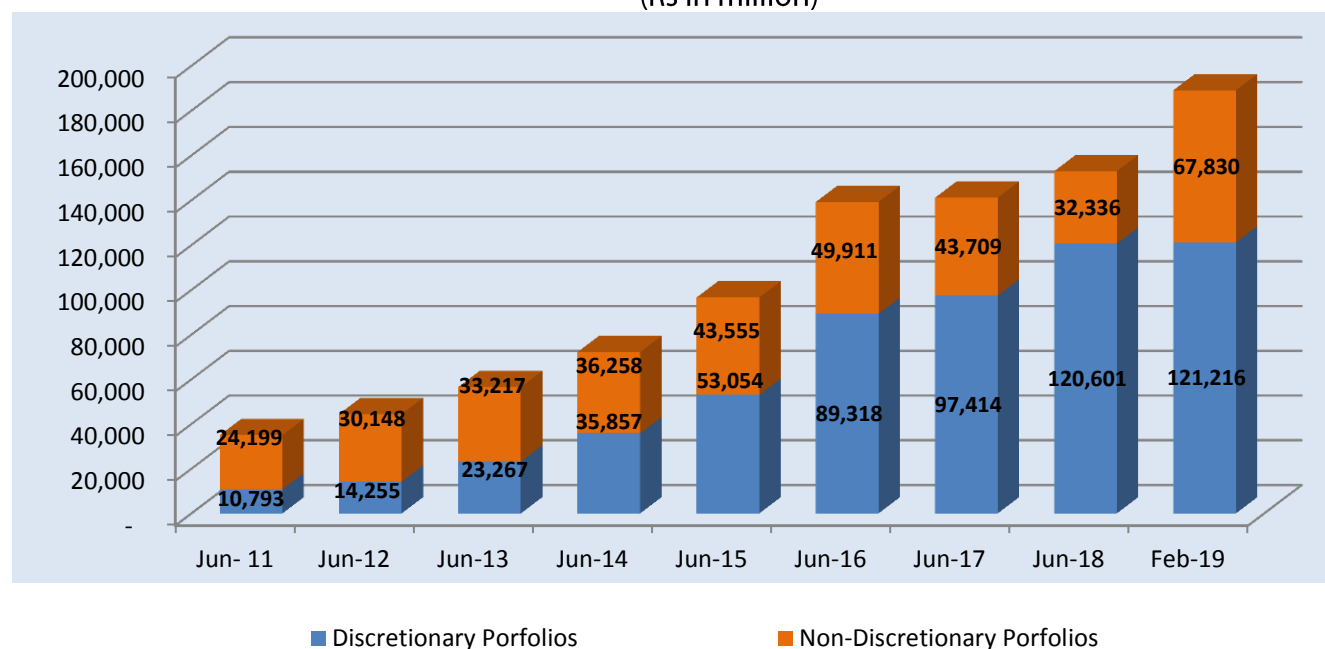
DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS

Trend of Total Assets of Discretionary / Non-Discretionary Portfolios

(Rs. in million)

Description	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Discretionary Portfolios	10,793	14,255	23,267	35,857	53,054	89,318	97,414	120,601	121,216
Non-Discretionary Portfolios	24,199	30,148	33,217	36,258	43,555	49,911	43,709	32,336	67,830
Total Assets of Portfolios	34,992	44,403	56,484	72,115	96,609	139,229	141,123	152,937	189,046

Trend of Total Assets of Discretionary / Non-Discretionary Portfolios
(Rs in million)

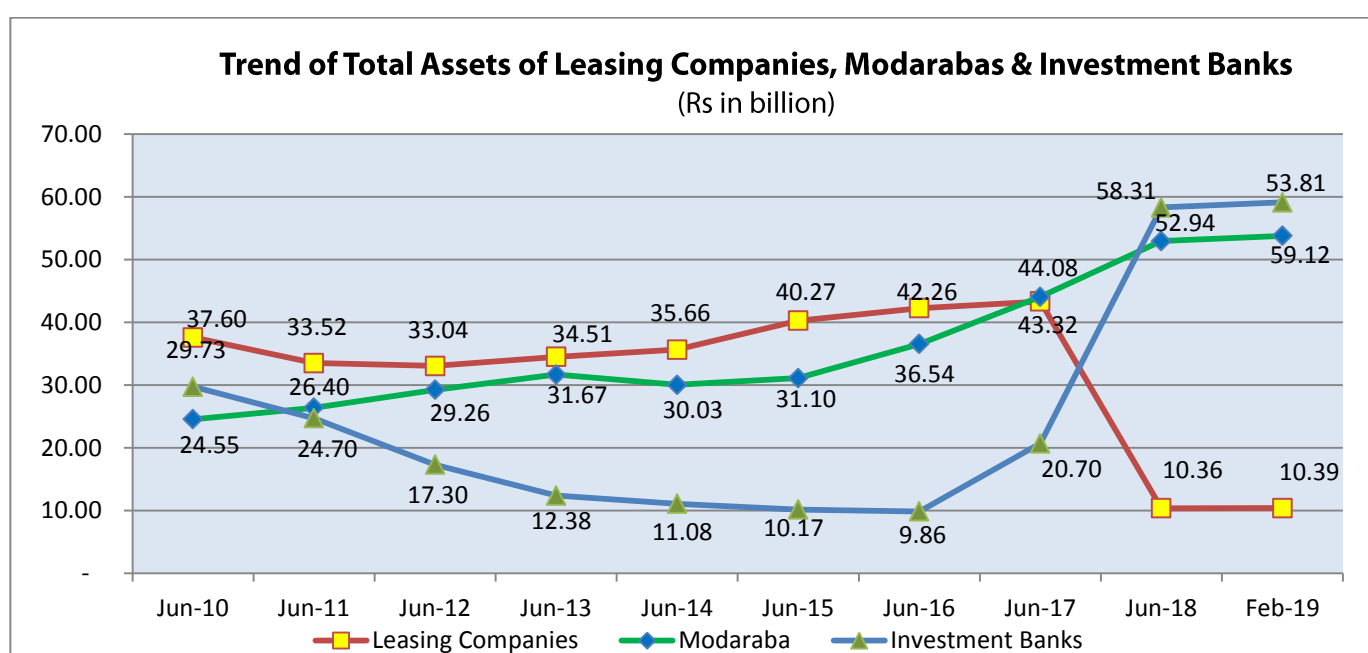


LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS

Trend of Total Assets of Leasing Companies, Modarabas and Investment Banks

(Rs in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Feb-19
Leasing Companies	37.60	33.52	33.04	34.51	35.66	40.27	42.26	43.32	10.36	10.39
Modaraba	24.55	26.40	29.26	31.67	30.03	31.10	36.54	44.08	52.94	53.81
Investment Banks	29.73	24.70	17.30	12.38	11.08	10.17	9.86	20.70	58.31	59.12



Note 1. Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd.

Note 2. Total Assets of Modarabas include previous month's information of one Modaraba, which did not file its returns through SCRS for the month of February 2019.

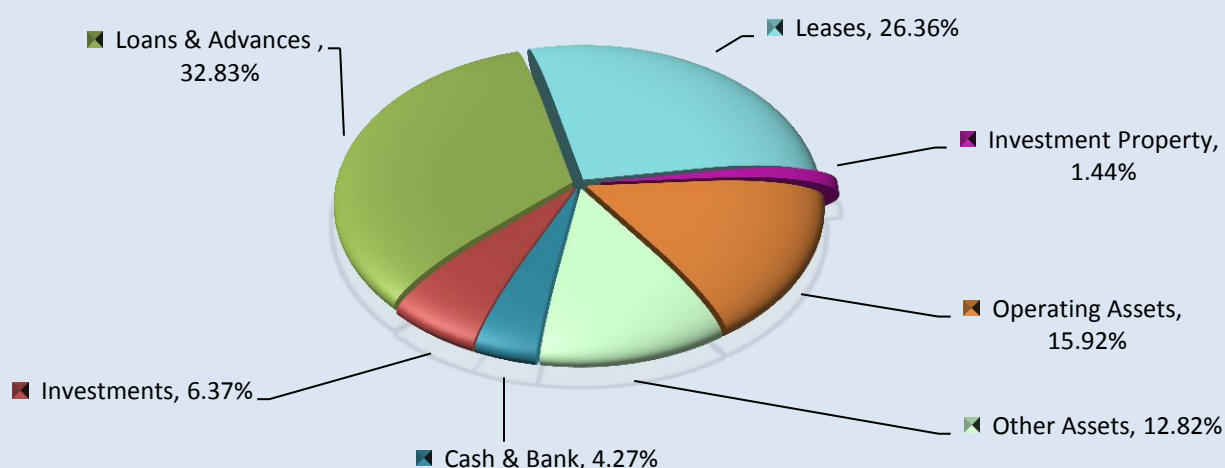
Note 3. Total assets, total liabilities, equity and deposits etc. of investment banks increased significantly in February 2018 mainly due to change of license status of Orix Leasing Pakistan Limited from leasing to investment finance services.

Asset Allocation of Leasing Companies, Modarabas & Investment Banks

(Rs in million)

Category	Cash & Bank	Investments	Loans & Advances	Lease	Investment Property	Operating Assets	Other Assets	Total
Leasing Companies	536	75	974	6,966	147	154	1,533	10,385
Modarabas	2,048	3,061	12,710	7,670	1,175	16,672	10,255	53,591
Investment Banks	2,668.00	4,706	26,724	17,810	447	2,771	3,998	59,124
Total	5,252	7,842	40,408	32,446	1,769	19,597	15,786	123,100

**Asset Allocation of Leasing Companies , Modarabas & Investment Banks
as of February 28, 2019**

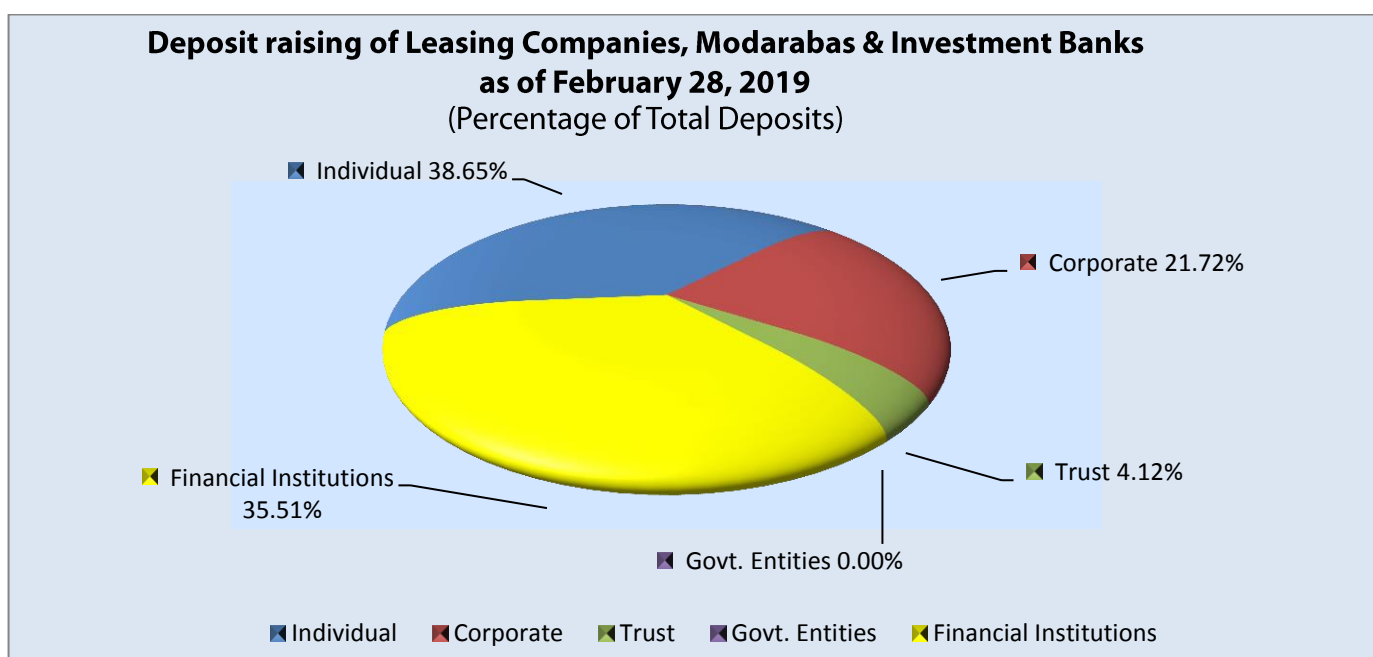


Note 1. Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd.

Note 2. Total Assets of Modarabas do not include information pertaining to one Modaraba, which did not file its returns through SCRS for the month of February 2019.

Deposit raising of Leasing Companies, Modarabas & Investment Banks

Category	Amounts (Rs in million)				% of Total Deposits
	Leasing Companies	Modarabas	Investment Banks	Total	
Individual	408.24	1,486.83	3,878.15	5,773.22	38.65%
Corporate	96.11	2,783.90	364.16	3,244.17	21.72%
Trust	10.00	390.62	215.46	616.08	4.12%
Govt. Entities	-	-	-	-	0.00%
Financial Institutions	-	5,305.00	-	5,305.00	35.51%
Total	514.35	9,966.35	4,457.77	14,938.47	100.00%



Note 1: Total of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd.

Note 2: Total of Modarabas does not include information pertaining to one Modaraba, which did not file its returns through SCRS for the month of February 2019.

Leverage profile of Leasing Companies, Modarabas & Investment Banks

(Rs in million)

Category	Equity	Liabilities	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies	4,965.99	5,149.33	10,385.00	47.8%	49.6%
Modarabas	21,264.48	31,754.68	53,591.00	39.7%	59.25%
Investment Banks	30,162.28	26,060.18	59,124.00	51.0%	44.1%

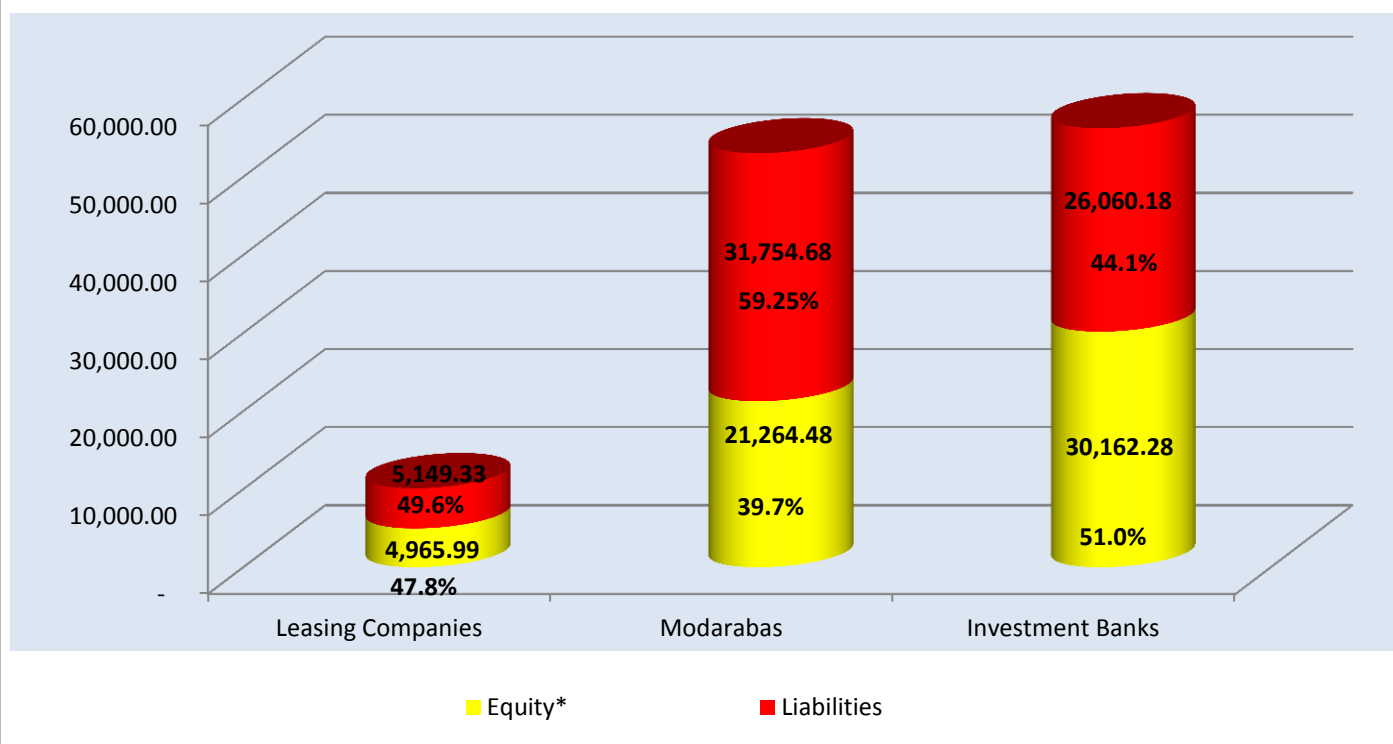
Note 1. Equity and liabilities do not include deficit / surplus on revaluation of fixed assets

Note 2. Information pertaining to Investment Banks does not include data of Pakistan Development Fund Ltd.

Note 3. Information pertaining to Modarabas does not include data of one Modaraba, which did not file its returns through SCRS for the month of February 2019.

Leverage profile of Leasing Cos, Modarabas & Investment Banks as of February 28, 2019

(Rs in million & percentage of total assets)



ADDITIONAL REPORTS PERTAINING TO MUTUAL FUNDS/PLANS:

Category wise Break up of Assets under Management – Collective Investment Schemes (Conventional and Shariah Compliant)

- a) The Total AUMs given in the said reports represent Net Assets of Open-end funds.

Region wise Issuance & Redemptions in Collective Investment Schemes (Conventional and Shariah Compliant)

- a) These reports do not include the transactions conducted by funds of funds.

Number of new accounts opened in Collective Investment Schemes

- a) These reports do not include the accounts opened by the funds of funds for investment in other funds.
- b) Such investor accounts exist which are invested in both Shariah compliant and Conventional funds. Therefore, such accounts are reported twice by the AMCs i.e. both in conventional funds and shariah compliant funds.

Region wise Assets under Management

- a) These reports do not include the accounts and investments by funds of funds for investment in other funds. Such investor accounts exist which are invested in both Shariah compliant and Conventional funds. Therefore, such accounts are reported twice by the AMCs i.e. both in conventional funds and shariah compliant funds.

Category wise Issuance & Redemption in Conventional Collective Investment Schemes during the month

(Rs. in million)

Fund Category	Gross Issuance	Gross Redemptions	Net Issuance/(Redemptions)
Aggressive Income	456.03	893.01	-436.98
Asset Allocation	99.55	451.84	-352.28
Balanced	16.01	27.66	-11.65
Capital Protected	282.16	17.15	265.00
Commodity	0.00	0.00	0.00
Equity	3,033.31	3,322.20	-288.89
Fund Of Funds	0.14	81.49	-81.35
Income	3,876.71	3,104.67	772.04
Index Tracker	0.19	0.00	0.19
Money Market	23,055.61	19,965.01	3,090.60
Total	30,819.70	27,863.03	2,956.67

Category wise Issuance & Redemption in Shariah Compliant Collective Investment Schemes during the month

(Rs. in million)

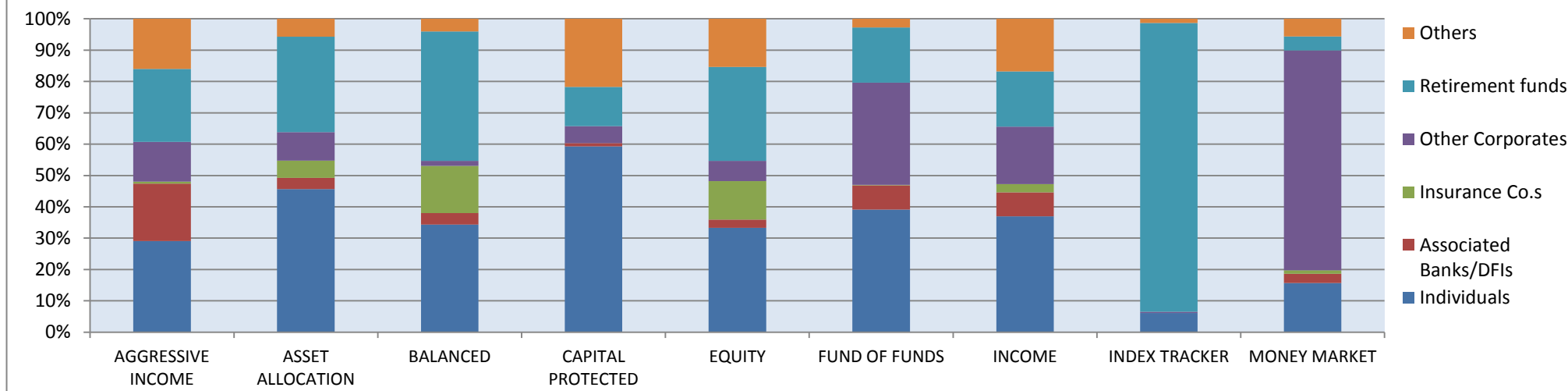
Fund Category	Gross Issuance	Gross Redemptions	Net Issuance/(Redemptions)
Islamic Aggressive Income	18.79	22.85	-4.06
Islamic Asset Allocation	412.13	1,099.17	-687.05
Islamic Balanced	101.00	263.00	-162.00
Islamic Capital Protected	0.00	0.02	-0.02
Islamic Commodity	10.00	4.00	6.00
Islamic Equity	4,226.49	8,330.05	-4,103.55
Islamic Fund Of Funds	1,340.88	2,725.03	-1,384.15
Islamic Income	7,136.91	7,595.71	-458.80
Islamic Index Tracker	229.00	64.00	165.00
Islamic Money Market	6,300.40	3,255.94	3,044.45
Total	19,775.59	23,359.76	-3,584.17

Category Wise Break up of Assets Under Management -Conventional Collective Investment Schemes

(Rs. in million)

Fund Category	Aggressive Income	Asset Allocation	Balanced	Capital Protected	Equity	Fund Of Funds	Income	Index Tracker	Money Market
Individuals	1,538.98	5,292.51	1,326.01	1,547.99	44,434.72	4,762.31	17,755.09	25.73	23,464.45
Associated Banks/DFIs	975.02	420.65	140.04	26.45	3,465.43	938.26	3,671.14	0.00	4,452.13
Insurance Co.s	33.00	636.04	583.14	0.00	16,376.35	20.36	1,277.02	0.00	1,596.12
Other Corporates	669.95	1,053.91	62.87	142.63	8,652.05	3,965.10	8,810.28	1.55	105,048.11
Retirement funds	1,234.90	3,529.98	1,594.30	324.92	40,000.15	2,147.29	8,488.70	385.50	6,628.34
Others	847.65	664.99	155.16	568.19	20,453.86	336.23	8,049.35	5.70	8,412.90
Total	5,299.49	11,598.08	3,861.52	2,610.19	133,382.56	12,169.55	48,051.58	418.47	149,602.05

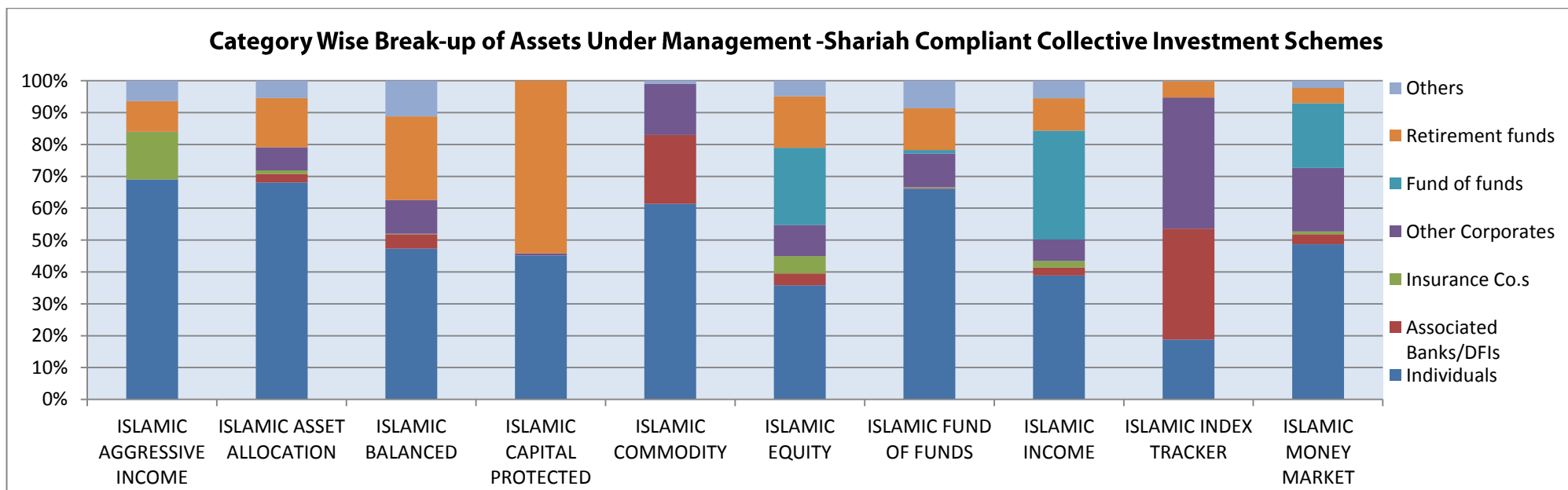
Category Wise Break-up of Assets Under Management -Conventional Collective Investment Schemes



Category Wise Break up of Assets Under Management - Shariah Compliant Collective Investment Schemes

(Rs. in million)

Fund Category	Islamic Aggressive Income	Islamic Asset Allocation	Islamic Balanced	Islamic Capital Protected	Islamic Commodity	Islamic Equity	Islamic Fund Of Funds	Islamic Income	Islamic Index Tracker	Islamic Money Market
Individuals	317.85	17,757.26	3,138.00	52.29	184.00	30,270.89	28,665.44	18,427.80	340.00	12,425.97
Associated Banks/DFIs	0.00	710.24	294.00	0.00	65.00	3,105.40	109.85	1,196.48	631.00	808.04
Insurance Co.s	68.56	282.09	15.00	0.00	0.00	4,611.50	98.90	972.99	0.00	213.61
Other Corporates	0.31	1,906.61	696.00	0.86	48.00	8,297.10	4,577.79	3,170.33	748.00	5,096.27
Fund of funds	0.00	0.00	0.00	0.00	0.00	20,446.20	467.78	16,188.98	0.00	5,175.29
Retirement funds	44.25	4,029.46	1,744.00	62.78	0.00	13,634.46	5,694.81	4,808.40	92.00	1,227.38
Others	29.39	1,415.23	739.00	0.00	3.00	4,129.12	3,745.46	2,624.44	3.00	570.44
Total	460.37	26,100.87	6,626.00	115.93	300.00	84,494.68	43,360.02	47,389.43	1,814.00	25,517.01



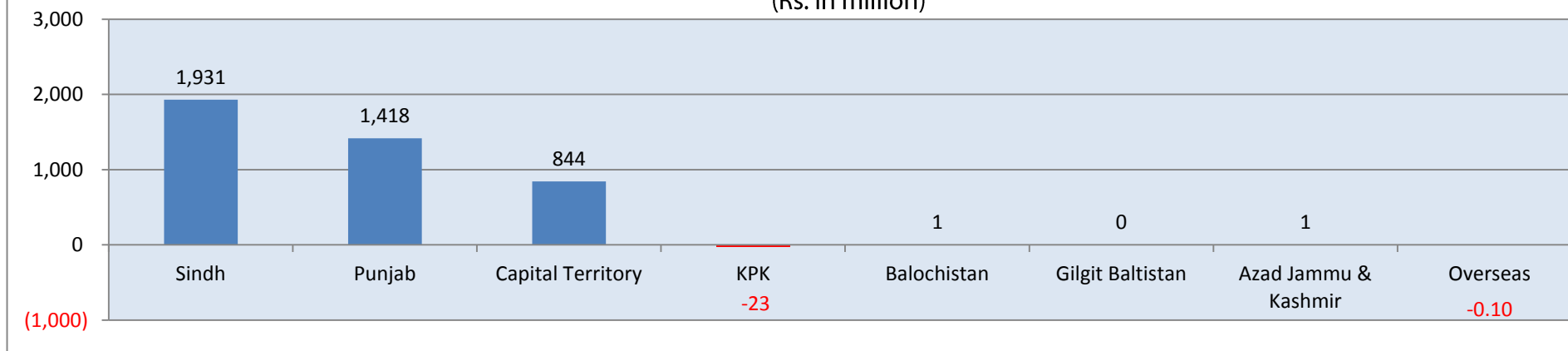
Region wise Issuance & Redemptions in Conventional Collective Investment Schemes during the month

(Rs. in million)

Region	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
Sindh	10,087	13,852	11,921	1,931
Punjab	11,473	11,709	10,291	1,418
Capital Territory	1,849	6,730	5,887	844
KPK	1,101	409	432	-23
Balochistan	0	12	11	1
Gilgit Baltistan	4	0	0	0
Azad Jammu & Kashmir	119	9	8	1
OVERSEAS	51	13.66	13.76	-0.10
Total	24,684	32,733.50	28,562.66	4,170.83

Net Sales/ **(Redemptions)** in Conventional Collective Investment Schemes during the month

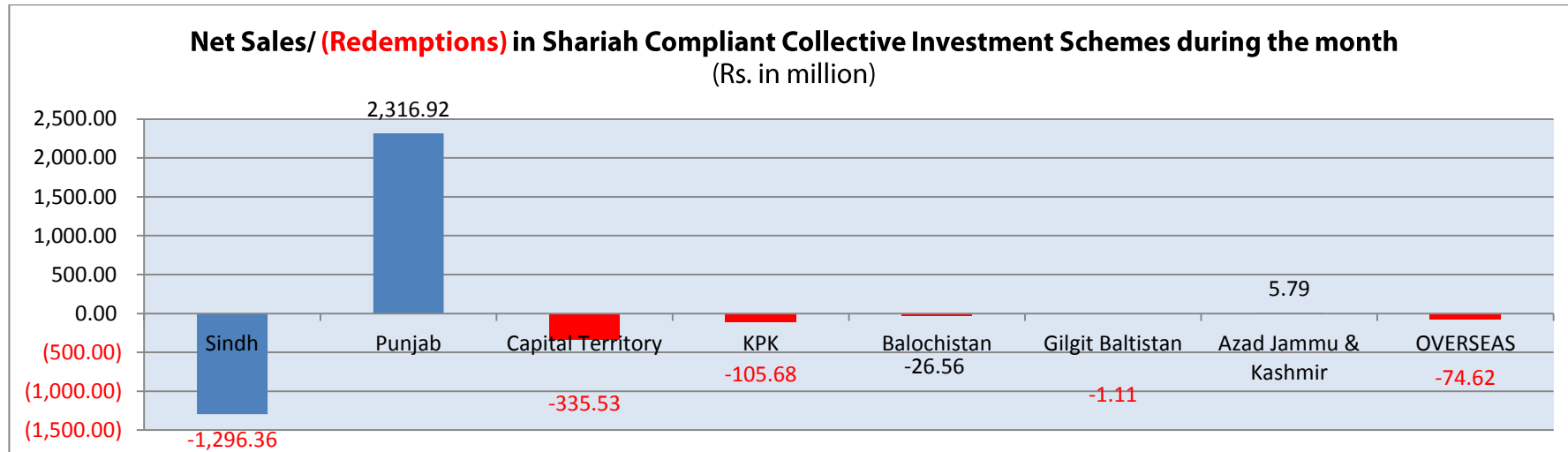
(Rs. in million)



Region wise Issuance & Redemptions in Shariah Compliant Collective Investment Schemes during the month

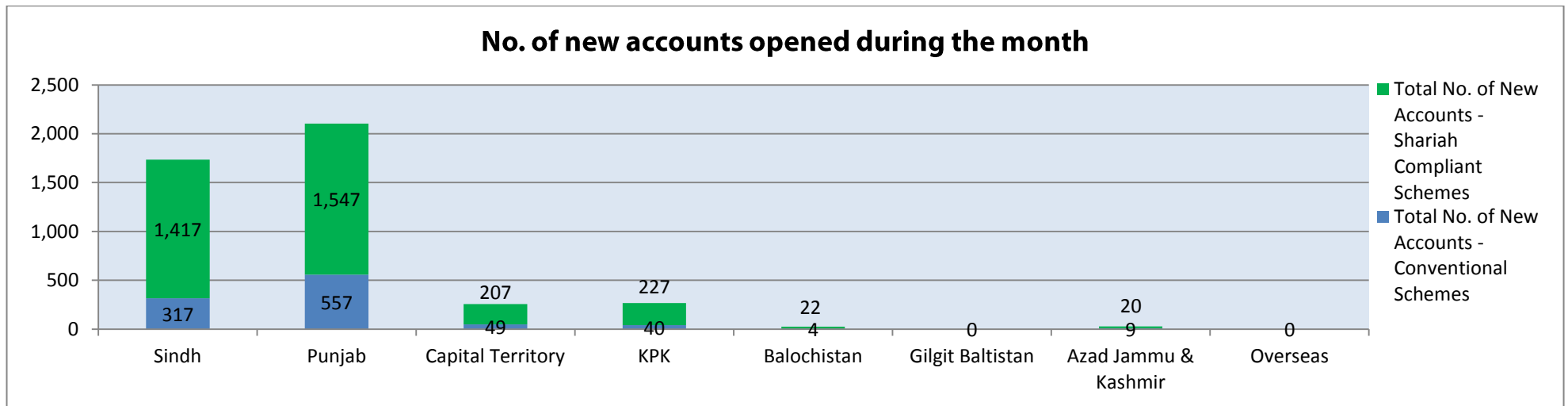
(Rs. in million)

Region	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
Sindh	13,971.31	15,267.67	-1,296.36
Punjab	6,614.52	4,297.60	2,316.92
Capital Territory	1,703.12	2,038.65	-335.53
KPK	616.66	722.33	-105.68
Balochistan	28.75	55.31	-26.56
Gilgit Baltistan	0.00	1.11	-1.11
Azad Jammu & Kashmir	30.28	24.49	5.79
Overseas	155.04	229.67	-74.62
Total	23,119.68	22,636.83	482.86



Number of New Accounts Opened in Collective Investment Schemes during the month

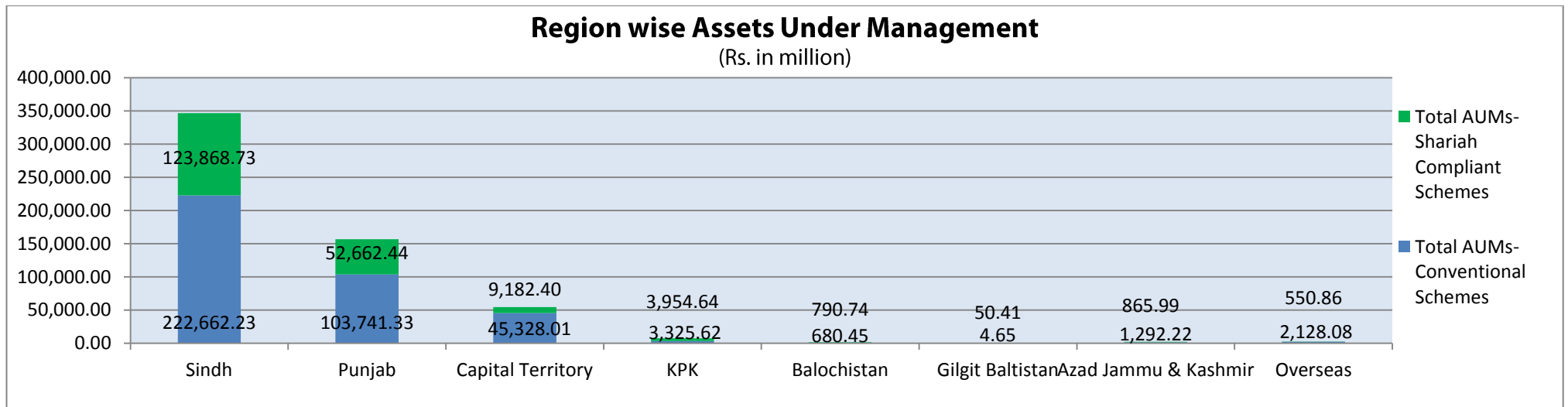
Region	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
Sindh	303	14	317	1,396	21	1,417
Punjab	551	6	557	1,536	11	1,547
Capital Territory	49	0	49	205	2	207
KPK	40	0	40	226	1	227
Balochistan	4	0	4	22	0	22
Gilgit Baltistan	0	0	0	0	0	0
Azad Jammu & Kashmir	9	0	9	20	0	20
Overseas	0	0	0	0	0	0
Total	956	20	976	3,405	35	3,440



Region-wise Assets Under Management

(Rs. in million)

Region	Conventional Schemes						Shariah Compliant Schemes					
	Individual		Non-Individual		Total		Individual		Non-Individual		Total	
	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs
Sindh	110,177.00	50,247.35	3,635.00	172,414.88	113,812.00	222,662.23	103,317.77	61,228.00	2,510.00	62,640.73	105,827.77	123,868.73
Punjab	67,144.00	37,043.08	2,110.00	66,698.25	69,254.00	103,741.33	67,411.00	36,563.15	1,213.00	16,099.28	68,624.00	52,662.44
Capital Territory	17,368.00	9,872.64	420.00	35,455.37	17,788.00	45,328.01	6,942.00	5,653.75	158.00	3,528.65	7,100.00	9,182.40
KPK	8,164.00	2,508.82	116.00	816.80	8,280.00	3,325.62	5,728.00	3,318.07	52.25	636.57	5,780.25	3,954.64
Balochistan	1,580.00	493.92	18.00	186.53	1,598.00	680.45	519.00	488.58	6.00	302.16	525.00	790.74
Gilgit Baltistan	61.00	4.65	1.00	0.00	62.00	4.65	59.00	21.72	3.00	28.69	62.00	50.41
Azad Jammu & Kashmir	2,369.00	1,241.09	7.00	51.12	2,376.00	1,292.22	1,120.00	844.26	3.00	21.73	1,123.00	865.99
Overseas	665.00	2,004.78	8.00	123.30	673.00	2,128.08	421.00	550.86	1.00	0.00	422.00	550.86
Total	207,528.00	103,416.34	6,315.00	275,746.25	213,843.00	379,162.5	185,517.7	108,668.39	3,946.25	83,257.8	189,464.0	191,926.2





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