

# Summary of NBFCs, NEs. & Modarabas Sector

September 2018



## 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 SEPTEMBER 30, 2018

Sector	No. of Entities	Total Assets (Rs in Billion)	Percentage of Total Assets
Asset Management Companies/ Investment Advisors	21	37.66	2.99%
Mutual Funds (188) and Plans (76)	188	662.65	52.64%
Discretionary & Non-Discretionary Portfolios	-	191.15	15.19%
Pension Funds	19	26.72	2.12%
REIT Management Companies	4	5.06	0.42%
Real Estate Investment Trust (REIT Scheme)	1	42.98	3.41%
Investment Banks	10	118.82	9.44%
Non-Bank Microfinance Companies	26	103.99	8.26%
Leasing Companies	7	10.35	0.82%
Modarabas	28	54.18	4.30%
Private Equity Companies	2	00.18	0.01%
Private Equity Funds	2	04.98	0.40%
<b>Total</b>	<b>308</b>	<b>1258.72</b>	<b>100.00%</b>

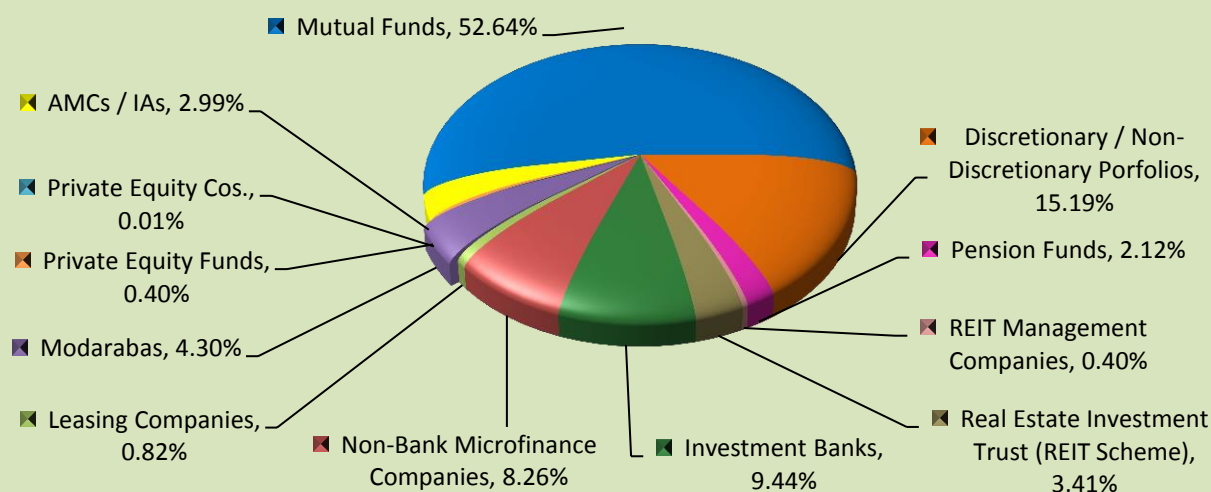
Note 1. Total Number of entities does not include plans (76) as they are not considered Notified Entities or NBFCs. These plans are managed under 18 different mutual funds.

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 Rs 55,324 million) is deducted from AUMs of the industry, the total assets under management of the industry amounted to the tune of Rs607,323 million, as of September 30, 2018.

Note 3. One Company was licensed by SECP on November 14, 2017 to carry out investment advisory services. The Company is not currently filing monthly returns through Specialized Companies Return System (SCRS).

Note 4. The information pertaining RMCs is based on their latest available accounts for the quarter ended on March 31, 2018, whereas, information of one REIT Management Company is based on year ended on June 30, 2017.

### Snapshot of NBFI Industry as of September 30, 2018 (Percentage of total assets)

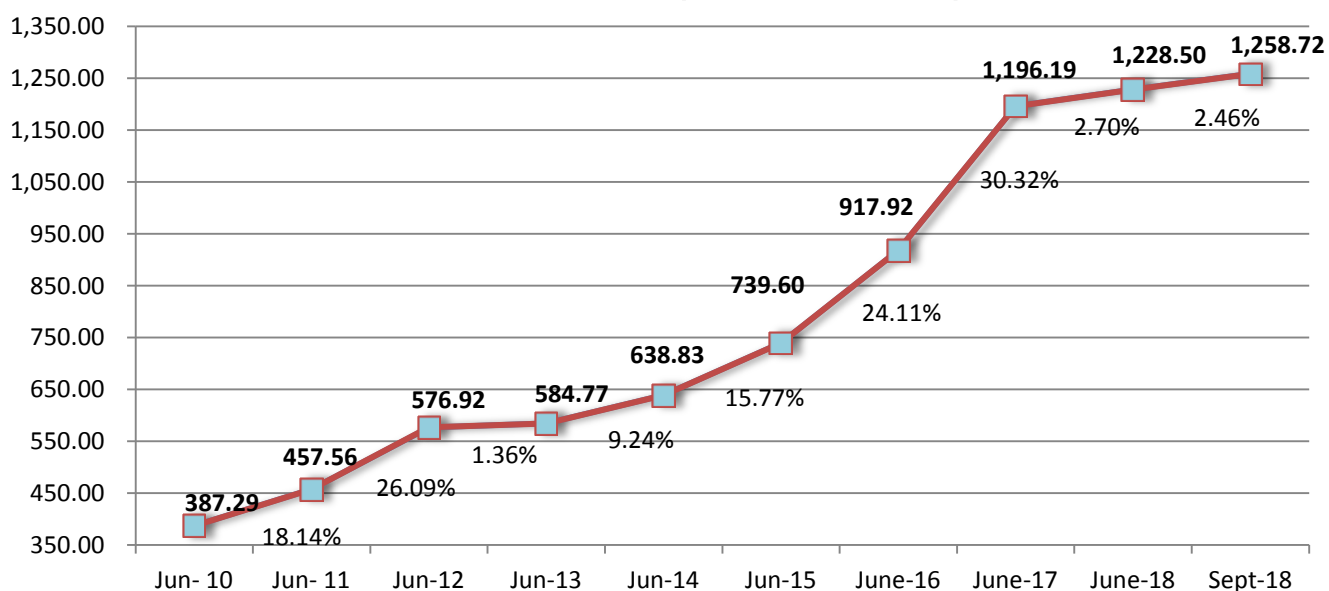


## Trend of growth in Total Assets of NBFIs Industry

Description	Jun- 10	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	June-16	June-17	June-18	Sept-18
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	1,258.72
Growth Since Last June	-	18%	26%	1%	9%	16%	24%	30%	3%	2.46%
Growth since June 30, 2010 till Sept. 30, 2018	<b>225%</b>									
Compound Annual Growth Rate (June 2010 to Sept. 2018)	<b>15.36%</b>									

Note. Total assets of NBFIs Industry as on June 30, 2017 have been updated with the inclusion of total assets of REIT Management Companies.

### Trend of growth in Total Assets of NBFIs Industry (Rs in billion & Growth figures in percentage)

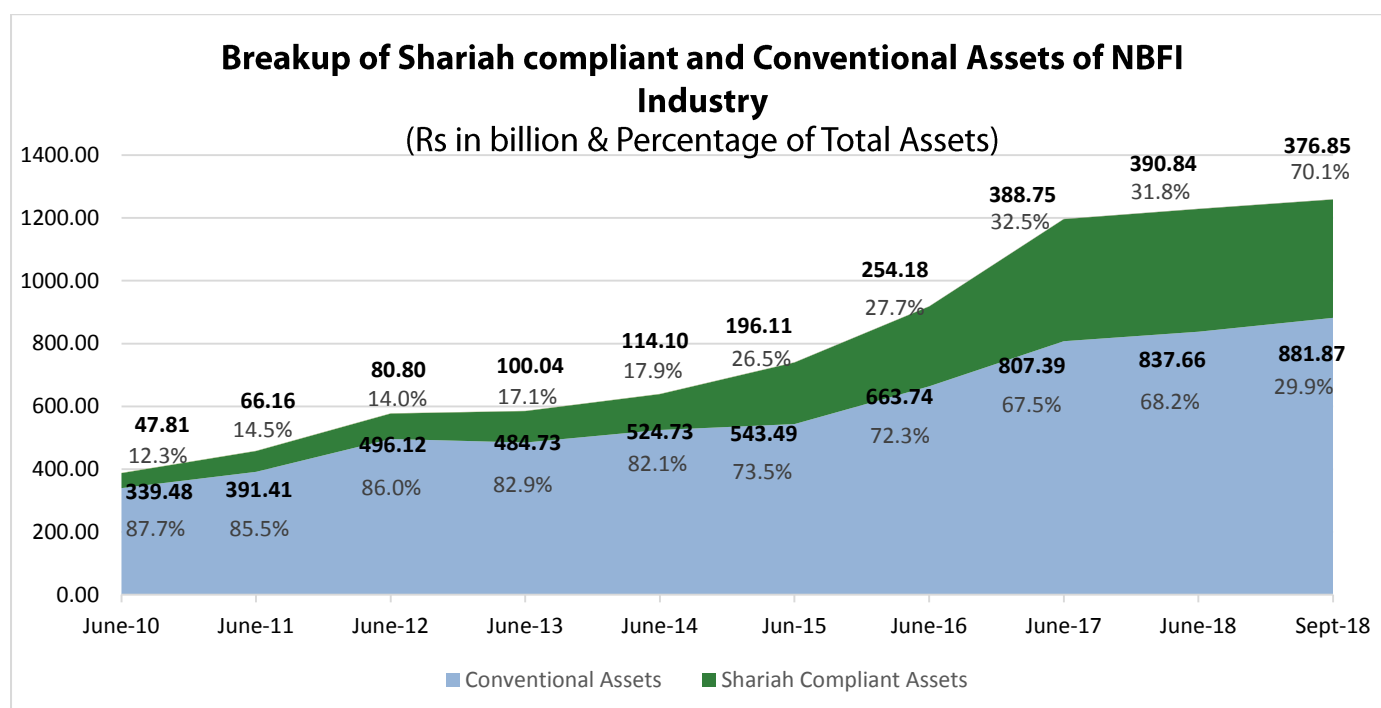


## Breakup of Shariah Compliant and Conventional Assets of NBFIs Industry

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun -18	Sept-18
Conventional Assets	339.48	391.41	496.12	484.73	524.73	543.49	663.74	807.39	837.66	881.87
Shariah Compliant Assets*	47.81	66.16	80.80	100.04	114.10	196.11	254.18	388.75	390.84	376.85
<b>Total Assets</b>	<b>387.29</b>	<b>457.57</b>	<b>576.92</b>	<b>584.77</b>	<b>638.83</b>	<b>739.60</b>	<b>917.92</b>	<b>1,196.14</b>	<b>1,228.50</b>	<b>1,258.72</b>
Share of Conventional Assets	87.7%	85.5%	86.0%	82.9%	82.1%	73.5%	72.3%	67.5%	68.2%	70.1%
Share of Shariah Compliant Assets	12.3%	14.5%	14.0%	17.1%	17.9%	26.5%	27.7%	32.5%	31.8%	29.9%
Conventional Assets - Growth since June 2010 till Sept. 2018								<b>159.77%</b>		
Shariah Compliant Assets - Growth since June 2010 till Sept. 2018								<b>688.22%</b>		
Compound Annual Growth Rate (June 10 to Sept. 2018)-Conventional Assets								<b>12.27%</b>		
Compound Annual Growth Rate (June 10 to Sept. 2018)-Shariah Compliant Assets								<b>28.44%</b>		

\*Shariah Compliant assets include assets of Shariah Compliant Mutual Funds, Shariah Compliant Pension Funds, REIT and Shariah compliant Modarabas, while rest of the assets of NBFIs industry are conventional assets.

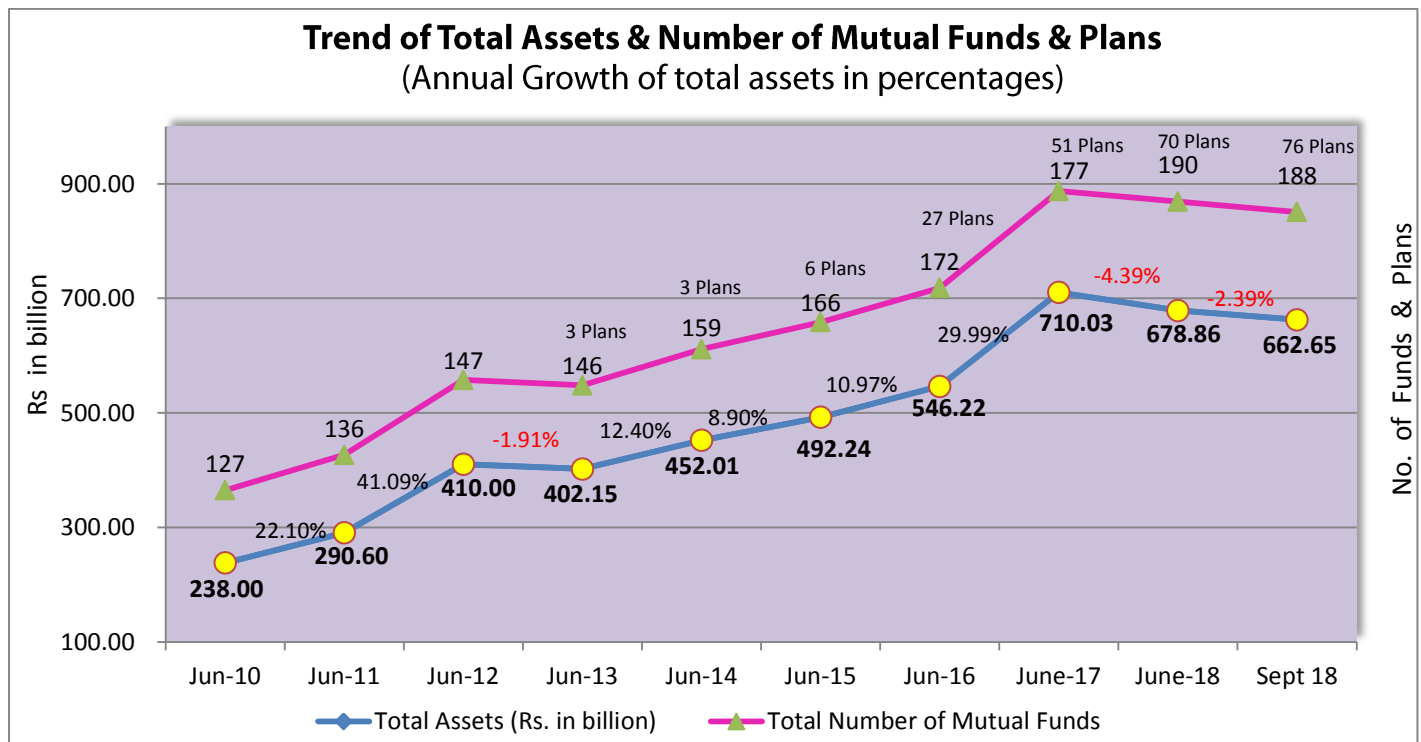


## MUTUAL FUNDS & PLANS

### 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	Sep-18
Total Assets (Rs. in billion)	238.00	290.60	410.00	402.15	452.01	492.24	546.22	710.03	678.86	662.65
Growth since last June	-	22.10%	41.09%	-1.91%	12.40%	8.90%	10.97%	29.99%	-4.39%	-2.39%
Number of Mutual Funds	127	136	147	146	159	166	172	177	190	188
Number of Plans	-	-	-	3	3	6	27	51	72	76
Total Number of Mutual Funds & Plans	127	136	147	149	162	172	199	228	262	264
Growth since June 2010 till Sept. 2018							<b>178%</b>			
Compound Annual Growth Rate (June 2010 to Sept. 2018)							<b>13.21%</b>			



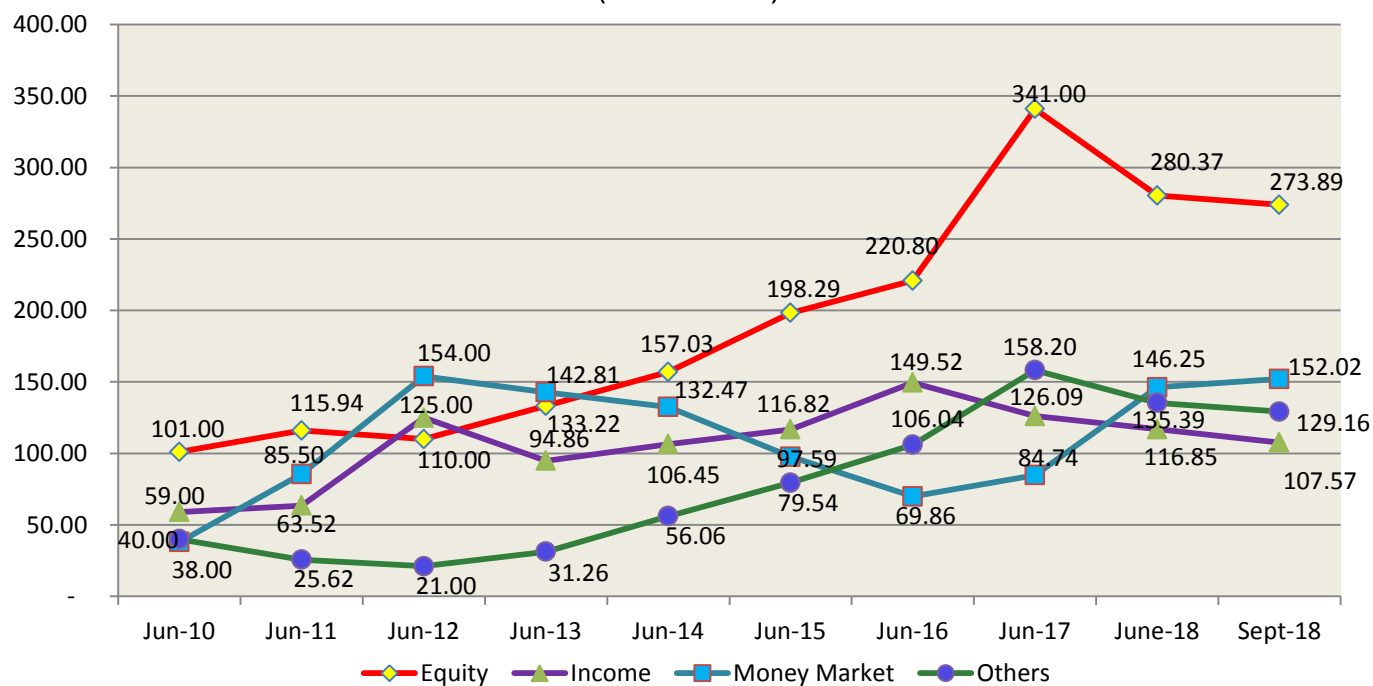
## Trend of Category-Wise position of Total Assets of Mutual Funds

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Sept-18
Equity	101.00	115.94	110.00	133.22	157.03	198.29	220.80	341.00	280.37	273.89
Income	59.00	63.52	125.00	94.86	106.45	116.82	149.52	126.09	116.85	107.57
Money Market	38.00	85.50	154.00	142.81	132.47	97.59	69.86	84.74	146.25	152.02
Others	40.00	25.62	21.00	31.26	56.06	79.54	106.04	158.20	135.39	129.16
Total	238.00	290.58	410.00	402.15	452.01	492.24	546.22	710.03	678.86	662.65

*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)



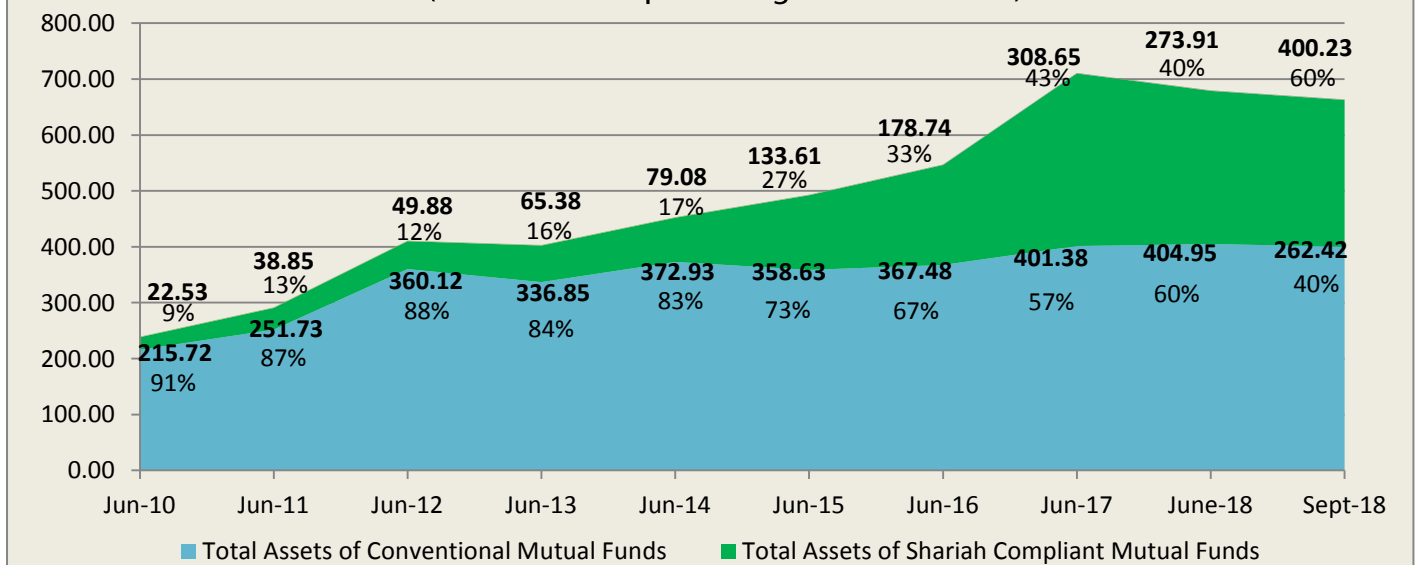
## Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Sep-18	
Total Assets of Conventional Mutual Funds	215.72	251.73	360.12	336.85	372.93	358.63	367.48	401.38	404.95	400.23	
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	262.42	
Total Assets of Mutual Funds	<b>238.25</b>	<b>290.58</b>	<b>410.00</b>	<b>402.23</b>	<b>452.01</b>	<b>492.24</b>	<b>546.22</b>	<b>710.03</b>	<b>678.86</b>	<b>662.65</b>	
Share of Conventional Mutual Funds	91%	87%	88%	84%	83%	73%	67%	57%	60%	60%	
Share of Shariah Compliant Mutual Funds	9%	13%	12%	16%	17%	27%	33%	43%	40%	40%	
Conventional Mutual Funds - Growth since last June	-	16.69%	43.06%	-6.46%	10.71%	-3.83%	2.47%	9.22%	0.89%	-1.17%	
Shariah Compliant Mutual Fund - Growth since last June	-	72.44%	28.39%	31.07%	20.95%	68.96%	33.78%	72.68%	-11.26%	-4.19%	
Conventional Mutual Funds - Growth since June 2010 till Sept. 2018								<b>85.53%</b>			
Shariah Compliant Mutual Fund -Growth since June 2010 till Sept. 2018								<b>1064.76%</b>			
Compound Annual Growth Rate (June 2010 to Sept. 2018)-Conventional Mutual Funds								<b>7.78%</b>			
Compound Annual Growth Rate (June 2010 to Sept. 2018)-Shariah Compliant Mutual Fund								<b>34.66%</b>			

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

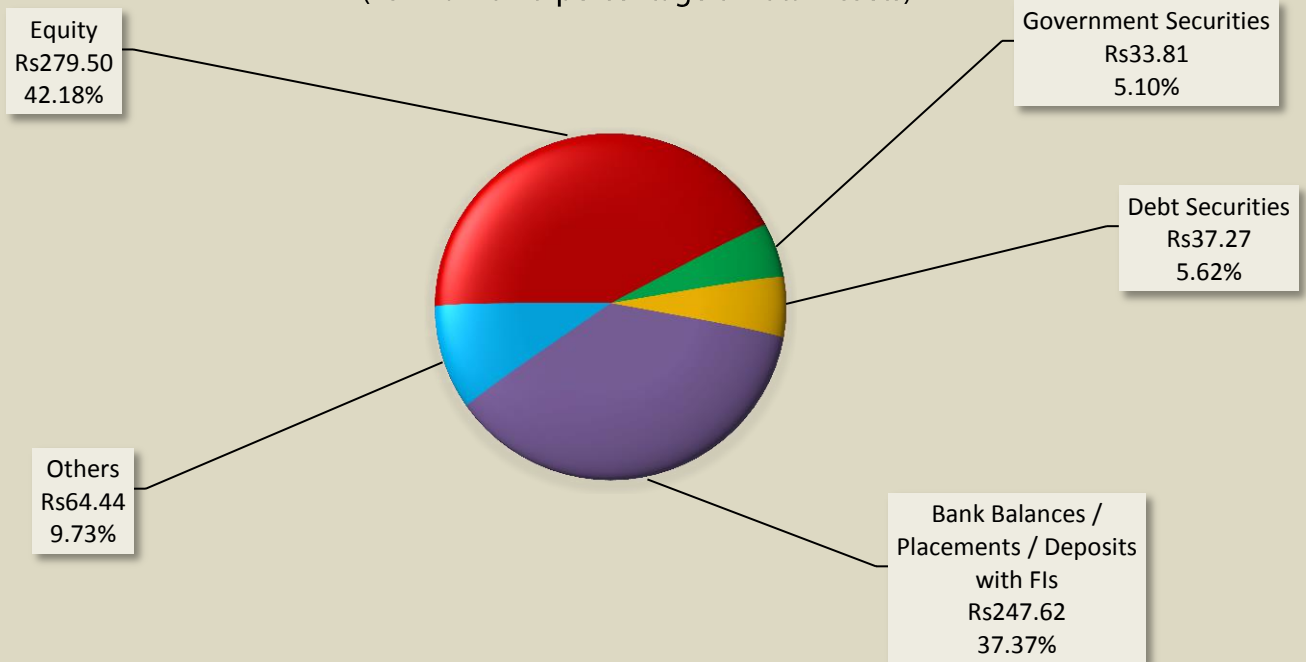
(Rs. in billion & percentage of total assets)





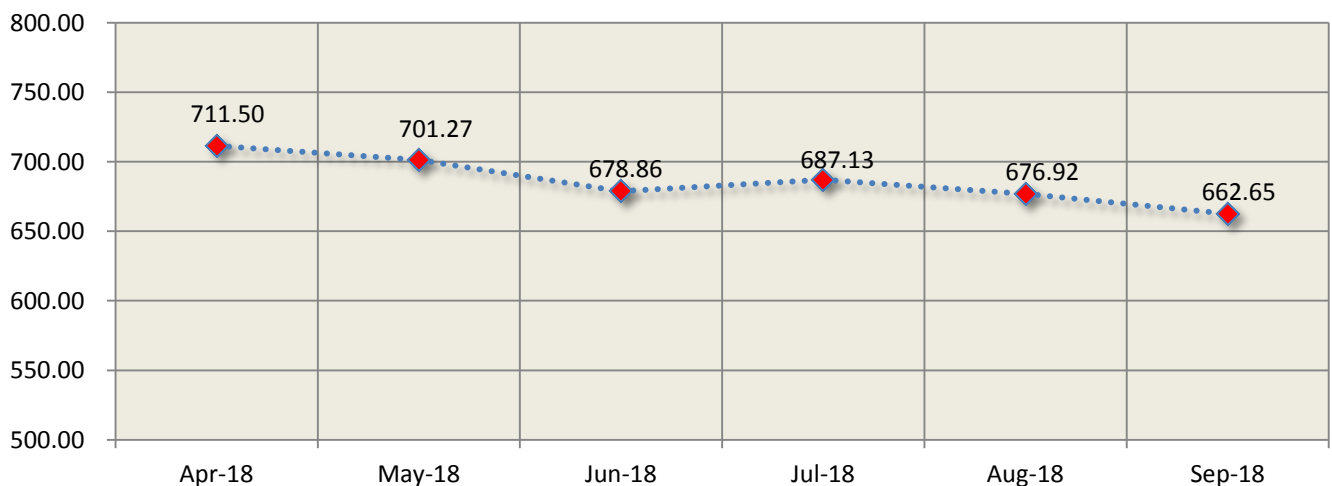
## Asset Allocation of Mutual Funds

**Asset Allocation of Mutual Funds as of September 30, 2018**  
(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 September 30, 2018 (With balance > 0) - At AMC Level	Value of investment as at September 30, 2018 (Rs. in millions)	% of total investment value
<b>Resident</b>			
Individuals	281,974	213,931.66	<b>33.60%</b>
Associated Banks/DFIs/AMCs	64	37,355.23	<b>5.87%</b>
Other Banks/DFIs	167	11,571.61	<b>1.82%</b>
Insurance Companies	294	27,259.46	<b>4.28%</b>
Other financial institutions	140	12,709.45	<b>2.00%</b>
Other Corporates	2,365	147,359.99	<b>23.15%</b>
Fund of funds	60	51,062.30	<b>8.02%</b>
Retirement funds	2,734	98,931.52	<b>15.54%</b>
Trusts/NGOs/Societies/Foundations/Charities	1,172	34,784.06	<b>5.46%</b>
<b>Foreign</b>			
Individuals	321	1,511.25	<b>0.24%</b>
Non-Individuals	12	168.0929676	<b>0.03%</b>
<b>TOTAL</b>	<b>289,303</b>	<b>636,644.63</b>	<b>100.00%</b>

Note. 1) Number of investor accounts as at September 30, 2018 (Having Zero balance)= 231,782,  
 Number of investor accounts as at September 30, 2018 (With balance > 0)= 289,303,  
 Total number of investor accounts (with zero balance and greater than zero balance) as at September 30, 2018= 521,085

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

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

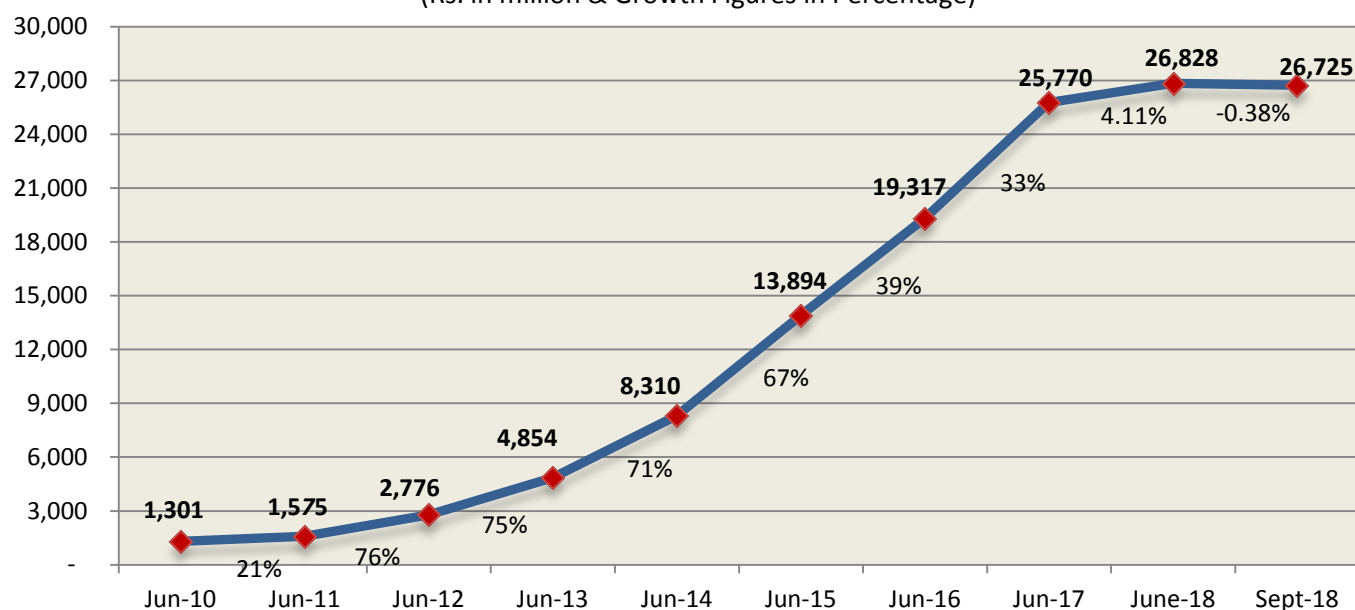
### Trend of Total Assets of Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Sept-18
Total Assets	1,301	1,575	2,776	4,854	8,310	13,894	19,317	25,770	26,828	26,725
Growth since last June	-	21%	76%	75%	71%	67%	39%	33%	4.11%	-0.38%

### Trend of Total Assets of Pension Funds

(Rs. in million & Growth Figures in Percentage)



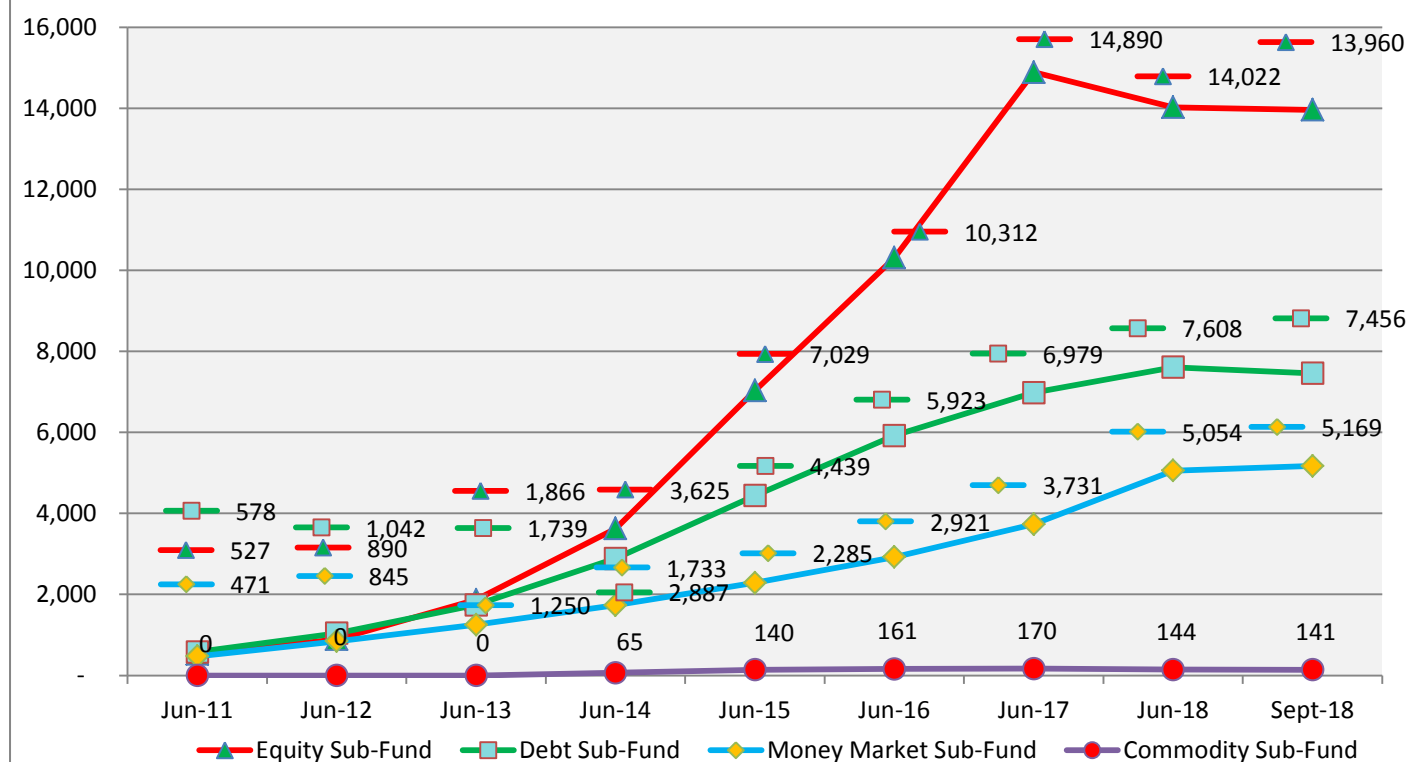
### Category-Wise Position of Total Assets of Pension Funds

(Rs in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Sept-18
Equity Sub-Fund	527	890	1,866	3,625	7,029	10,312	14,890	14,022	13,960
Debt Sub-Fund	578	1,042	1,739	2,887	4,439	5,923	6,979	7,608	7,456
Money Market Sub-Fund	471	845	1,250	1,733	2,285	2,921	3,731	5,054	5,169
Commodity Sub-Fund	-	-	-	65	140	161	170	144	141
<b>Total</b>	<b>1,576</b>	<b>2,777</b>	<b>4,855</b>	<b>8,310</b>	<b>13,894</b>	<b>19,317</b>	<b>25,770</b>	<b>26,828</b>	<b>26,725</b>

### Category-wise Position of Total Assets of Pension Funds

(Rs. in million)



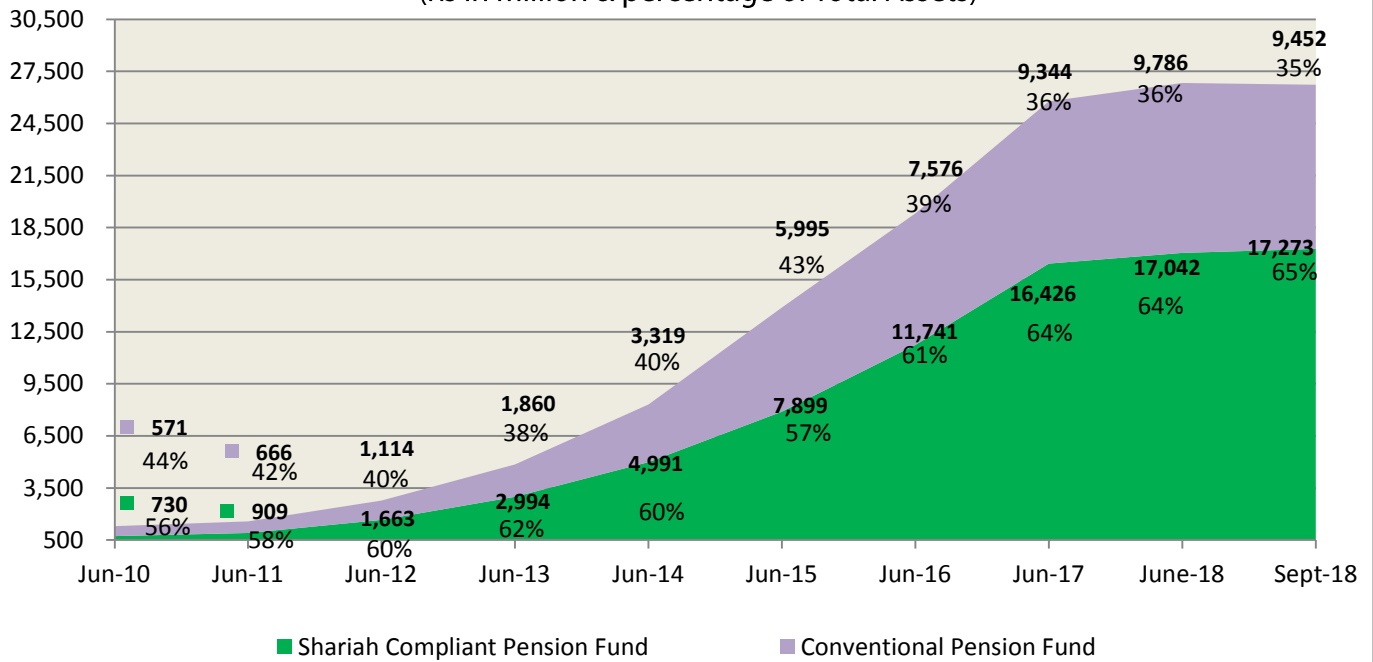
### Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Sept-18
Shariah Compliant Pension Funds	730	909	1,663	2,994	4,991	7,899	11,741	16,426	17,042	17,273
Conventional Pension Funds	571	666	1,114	1,860	3,319	5,995	7,576	9,344	9,786	9,452
<b>Total assets of Pension Funds</b>	<b>1,301</b>	<b>1,575</b>	<b>2,777</b>	<b>4,854</b>	<b>8,310</b>	<b>13,894</b>	<b>19,317</b>	<b>25,770</b>	<b>26,828</b>	<b>26,725</b>
Share of Shariah Compliant Pension Funds	56%	58%	60%	62%	60%	57%	61%	64%	64%	65%
Share of Conventional Pension Funds	44%	42%	40%	38%	40%	43%	39%	36%	36%	35%
Compound Annual Growth Rate (June 2010 to Sept. 2018)-Shariah Compliant Pension Fund										<b>46.74%</b>
Compound Annual Growth Rate (June 2010 to Sept. 2018)-Conventional Pension Fund										<b>40.52%</b>

### Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

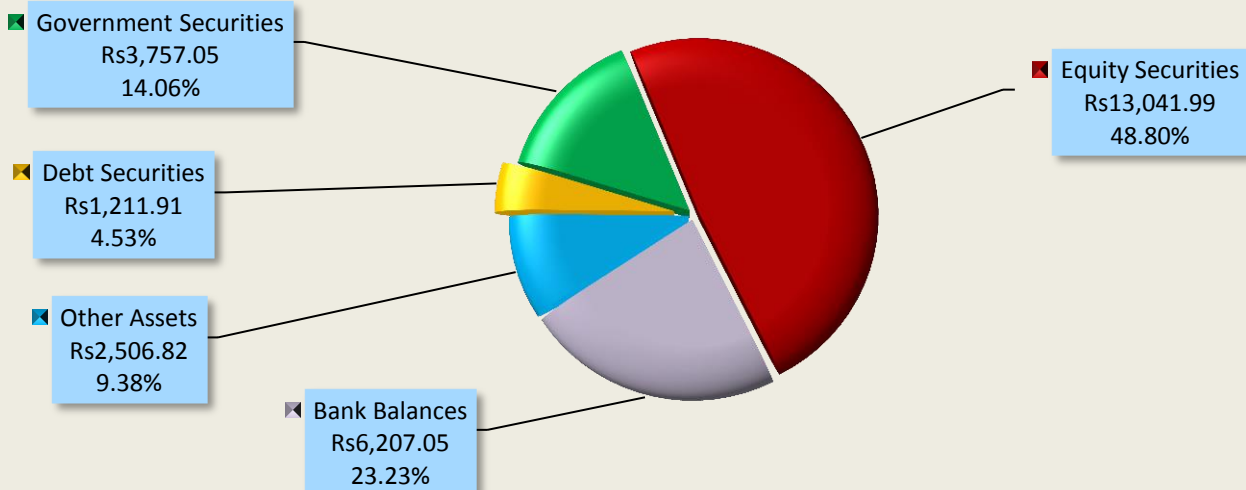
(Rs in million & percentage of Total Assets)



### Asset Allocation of Pension Funds

#### Asset Allocation of Pension Funds as of September 30, 2018

(Rs in million & Percentage of Total Assets)



## Detail of Investor Accounts in Pension Funds

Description	# of investor accounts as at September 30, 2018 (With balance > 0) - At AMC Level	Value of investment as at September 30, 2018 (Rs. in millions)	% of total investment value
<b>Resident</b>			
Individuals	27,891	23,277.80	<b>88.28%</b>
Associated Banks/DFIs/AMCs	16	2,548.08	<b>9.66%</b>
Other financial institutions	1	332.033	<b>1.26%</b>
<b>Foreign</b>			
Individuals	5	211.25	<b>0.80%</b>
Non-Individuals	-	-	<b>0.00%</b>
<b>TOTAL</b>	<b>27,913</b>	<b>26,369.17</b>	<b>100.00%</b>

Note. 1) Number of investor accounts as at September 30, 2018 (Having Zero balance)= 8,798,  
 Number of investor accounts as at September 30, 2018 (With balance > 0)= 27,913 ,  
 Total number of investor accounts (with zero balance and greater than zero balance) as at September 30, 2018= 36,711

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.

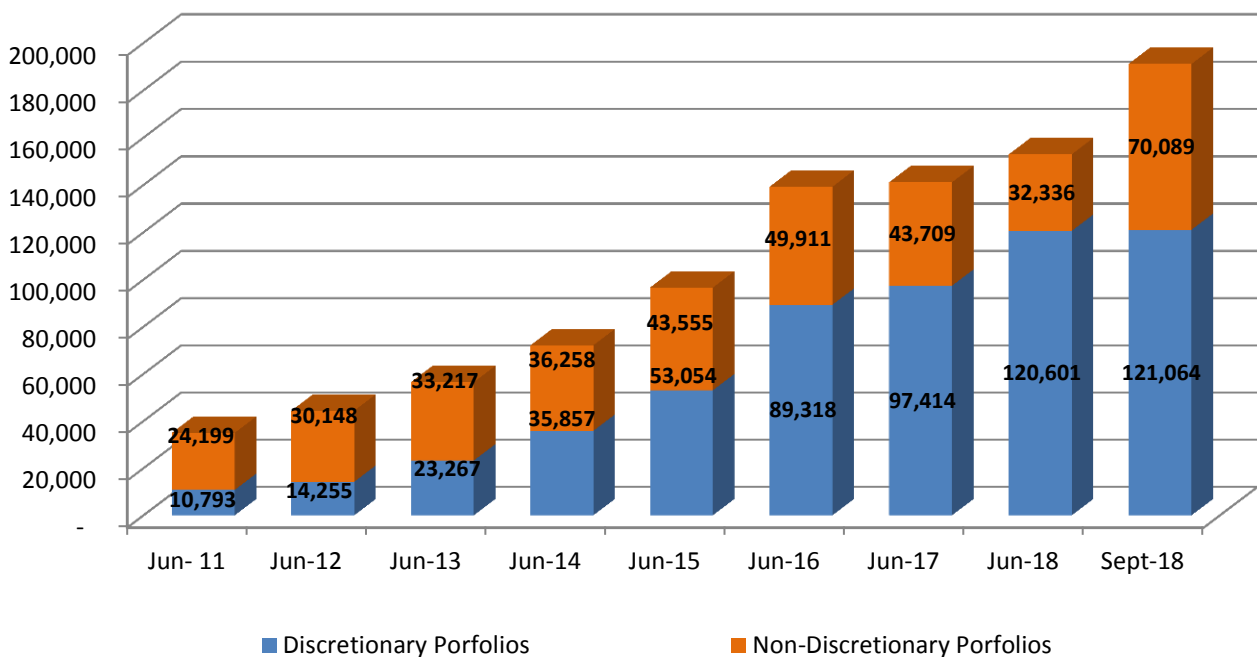
## DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS

### 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	Sept-18
Discretionary Portfolios	10,793	14,255	23,267	35,857	53,054	89,318	97,414	120,601	121,064
Non-Discretionary Portfolios	24,199	30,148	33,217	36,258	43,555	49,911	43,709	32,336	70,089
<b>Total Assets of Portfolios</b>	<b>34,992</b>	<b>44,403</b>	<b>56,484</b>	<b>72,115</b>	<b>96,609</b>	<b>139,229</b>	<b>141,123</b>	<b>152,937</b>	<b>191,153</b>

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

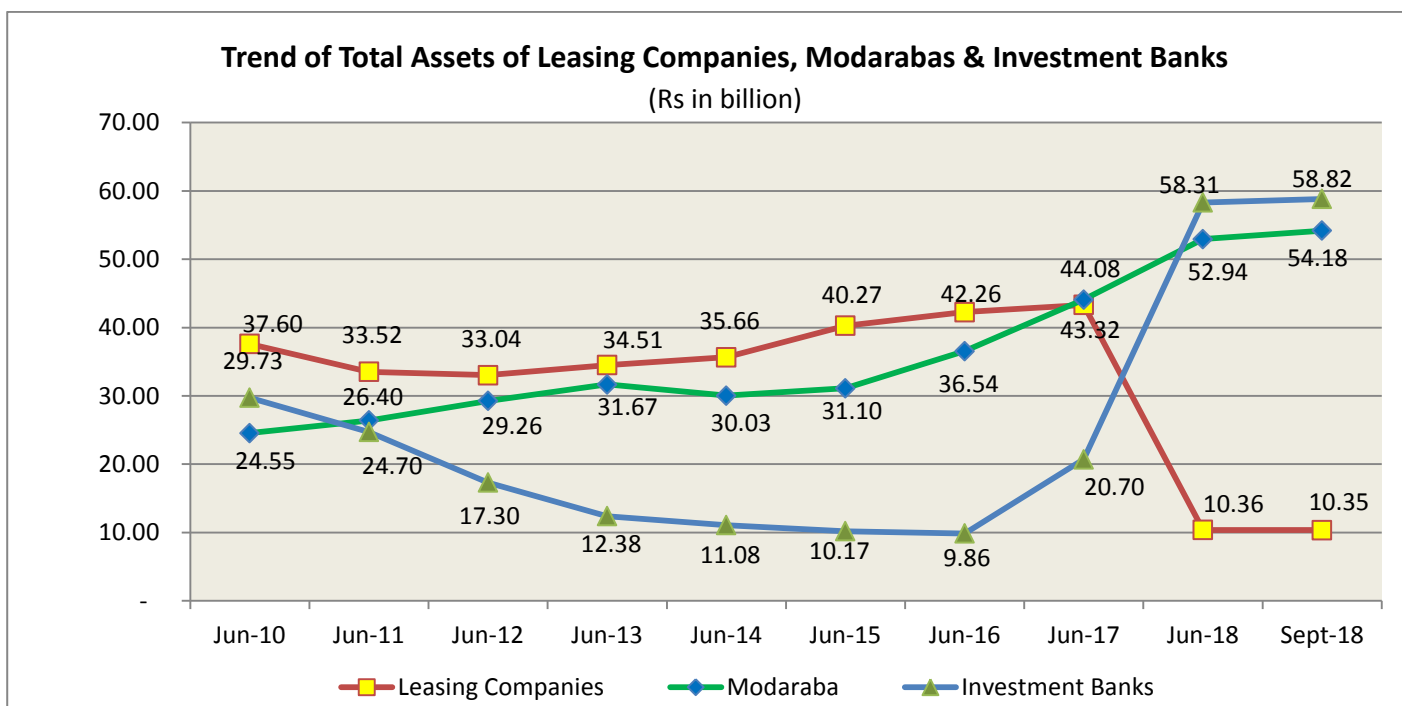


## LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS

### **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	Sept-18
Leasing Companies	37.60	33.52	33.04	34.51	35.66	40.27	42.26	43.32	10.36	10.35
Modaraba	24.55	26.40	29.26	31.67	30.03	31.10	36.54	44.08	52.94	54.18
Investment Banks	29.73	24.70	17.30	12.38	11.08	10.17	9.86	20.70	58.31	58.82



Note. 1) Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd., & Microfinance NBFCs.

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

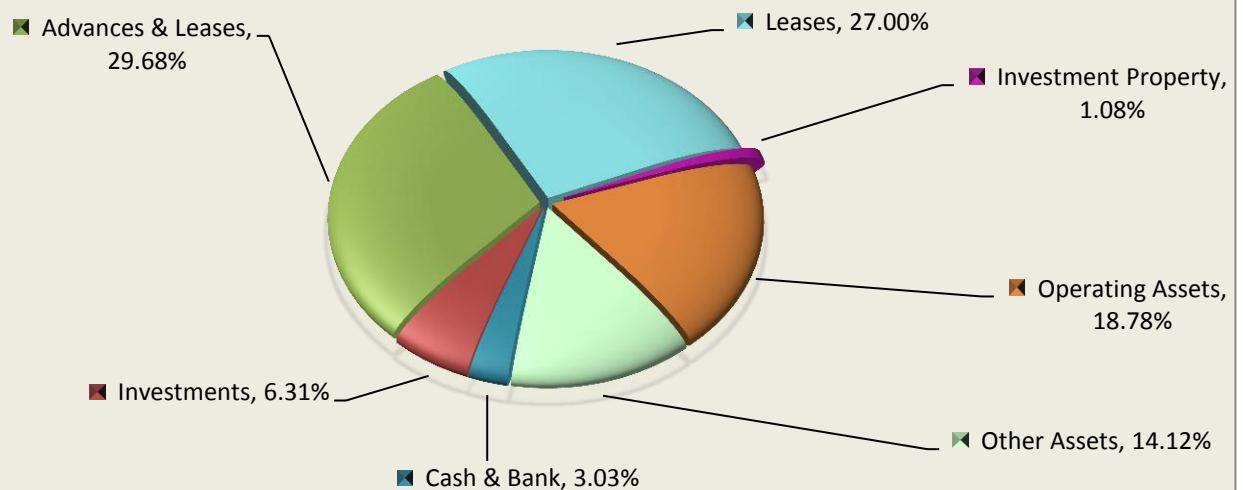


## Asset Allocation of Leasing Companies, Modarabas & Investment Banks

(Rs in million)

Category	Cash & Bank	Investments	Advances & Leases	Lease	Investment Property	Operating Assets	Other Assets	Total
Leasing Companies	438	131	979	6,773	147	166	1,719	10,353
Modarabas	2,635	3,191	11,701	7,309	1,117	16,941	11,072	53,966
Investment Banks	655	4,449	23,873	19,162	63	6,014	3,964	58,818
Total	3,728	7,771	36,553	33,244	1,327	23,121	16,755	123,137

**Asset Allocation of Leasing Companies, Modarabas & Investment Banks as of September 30, 2018**

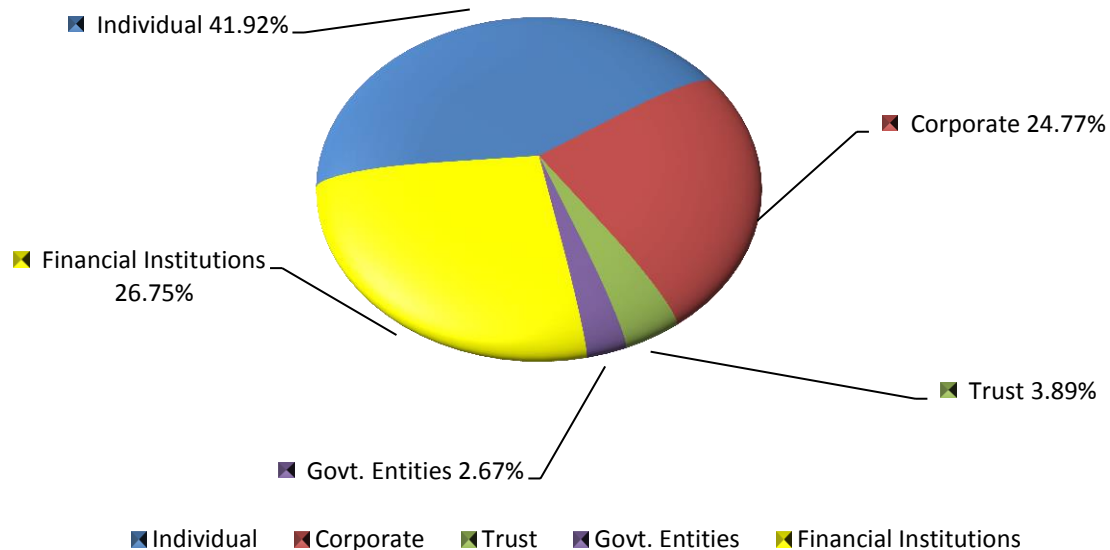


Note. Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd., & Microfinance NBFCs.

## Deposit raising of Leasing Companies, Modarabas & Investment Banks

Category	Amounts (Rs in million)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks	Total	
Individual	422.73	1,774.24	4,715.33	<b>6,912.30</b>	<b>41.92%</b>
Corporate	96.11	3,316.04	671.31	<b>4,083.46</b>	<b>24.77%</b>
Trust	10.00	263.86	368.10	<b>641.96</b>	<b>3.89%</b>
Govt. Entities	-	-	440.73	<b>440.73</b>	<b>2.67%</b>
Financial Institutions	-	4,400.00	10.15	<b>4,410.15</b>	<b>26.75%</b>
<b>Total</b>	<b>528.84</b>	<b>9,754.14</b>	<b>6,205.62</b>	<b>16,488.60</b>	<b>100.00%</b>

**Deposit raising of Leasing Companies, Modarabas & Investment Banks as of September 30, 2018**  
(Percentage of Total Deposits)



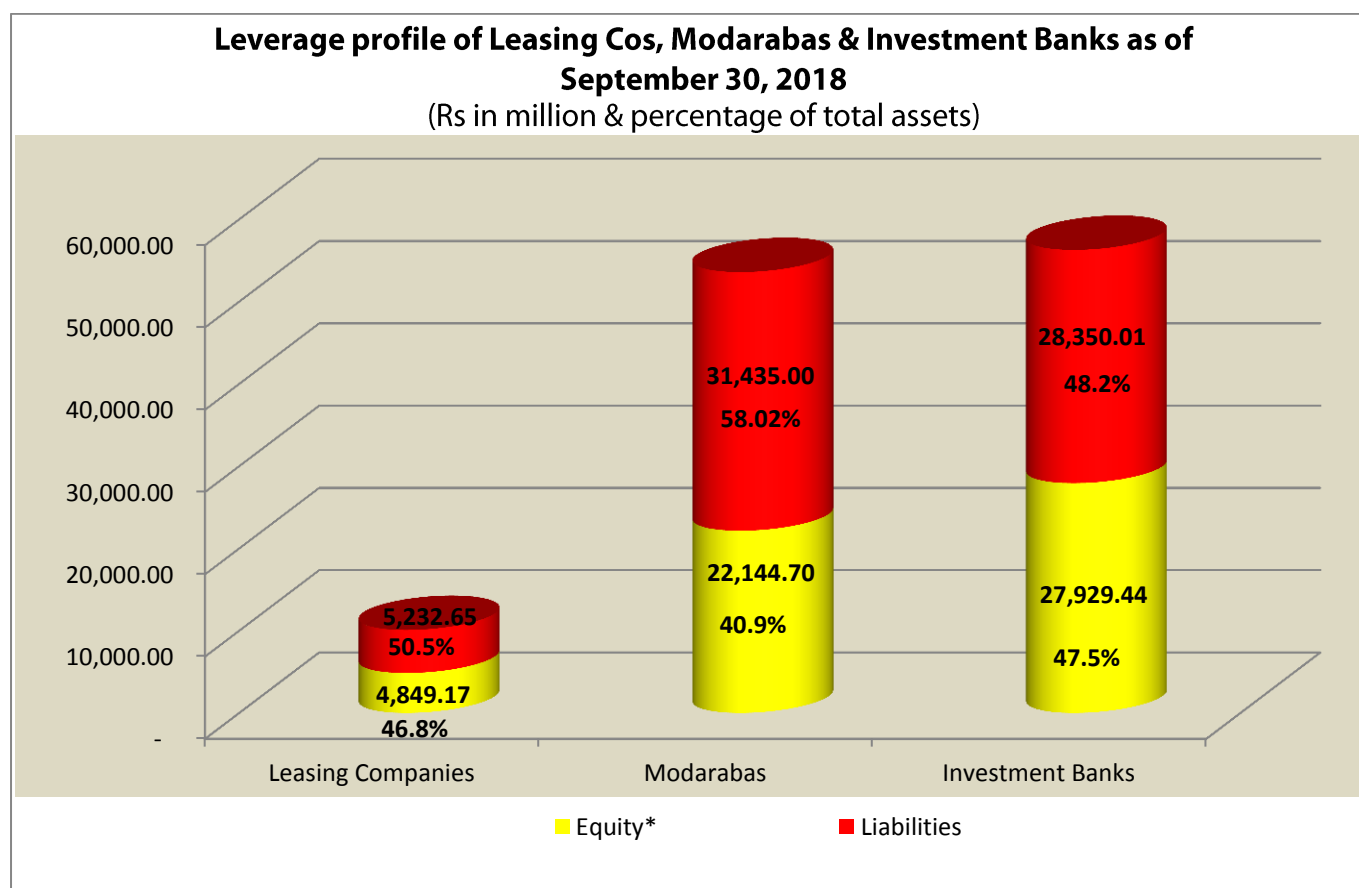
*Note: Total of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd., & Microfinance NBFCs.*

## 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	4,849.17	5,232.65	10,353.00	46.8%	50.5%
Modarabas	22,144.70	31,435.00	54,181.00	40.9%	58.02%
Investment Banks	27,929.44	28,350.01	58,818.00	47.5%	48.2%

\* Equity and liabilities do not include deficit / surplus on revaluation of fixed assets



Note: Information pertaining to Investment Banks do not include data of Pakistan Development Fund Ltd., & Microfinance NBFCs

## **NOTES REGARDING ADDITIONAL REPORTS PERTAINING 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

Fund Category - Conventional Schemes	Gross Issuance - Individuals	Gross Redemptions - Individuals	Net Issuance/(Redemptions) - Individuals	Gross Issuance - Non-Individuals	Gross Redemptions - Non-Individuals	Net Issuance/(Redemptions) - Non-Individuals	Gross Issuance - Fund of funds	Gross Redemptions - Fund of funds	Net Issuance/(Redemptions) - Fund of funds	Gross Issuance - Total	Gross Redemptions - Total	Net Issuance/(Redemptions) - Total
<b>AGGRESSIVE INCOME</b>	181.03	239.07	<b>-58.04</b>	165.68	993.47	<b>-827.79</b>	0.00	211.00	<b>-211.00</b>	346.71	1,443.54	<b>-1,096.83</b>
<b>ASSET ALLOCATION</b>	133.87	290.52	<b>-156.65</b>	215.09	327.68	<b>-112.59</b>	0.00	0.00	<b>0.00</b>	348.96	618.21	<b>-269.24</b>
<b>BALANCED</b>	18.15	25.22	<b>-7.07</b>	0.00	22.73	<b>-22.73</b>	0.00	0.00	<b>0.00</b>	18.15	47.95	<b>-29.80</b>
<b>CAPITAL PROTECTED</b>	0.00	1.52	<b>-1.52</b>	0.00	0.00	<b>0.00</b>	0.00	0.00	<b>0.00</b>	0.00	1.52	<b>-1.52</b>
<b>COMMODITY</b>	0.00	0.00	<b>0.00</b>	0.00	0.00	<b>0.00</b>	0.00	0.00	<b>0.00</b>	0.00	0.00	<b>0.00</b>
<b>EQUITY</b>	1,026.57	1,369.27	<b>-342.70</b>	613.31	1,281.33	<b>-668.02</b>	141.60	21.50	<b>120.10</b>	1,781.49	2,672.10	<b>-890.61</b>
<b>FUND OF FUNDS</b>	40.34	38.23	<b>2.10</b>	2.70	14.89	<b>-12.20</b>	0.00	0.00	<b>0.00</b>	43.04	53.13	<b>-10.09</b>
<b>INCOME</b>	1,038.13	977.84	<b>60.29</b>	657.38	4,255.98	<b>-3,598.60</b>	199.50	138.11	<b>61.39</b>	1,895.01	5,371.93	<b>-3,476.92</b>
<b>INDEX TRACKER</b>	131.92	1.81	<b>130.11</b>	739.04	127.40	<b>611.64</b>	0.00	0.00	<b>0.00</b>	870.96	129.21	<b>741.75</b>
<b>MONEY MARKET</b>	2,265.95	1,679.26	<b>586.69</b>	15,077.25	13,431.70	<b>1,645.56</b>	156.00	59.85	<b>96.15</b>	17,499.20	15,170.80	<b>2,328.40</b>
<b>Total</b>	<b>4,835.96</b>	<b>4,622.74</b>	<b>213.22</b>	<b>17,470.46</b>	<b>20,455.19</b>	<b>-2,984.72</b>	<b>497.10</b>	<b>430.46</b>	<b>66.64</b>	<b>22,803.52</b>	<b>25,508.38</b>	<b>-2,704.86</b>

## Category wise Issuance & Redemption in Shariah Compliant Collective Investment Schemes

Fund Category - Shariah Compliant Schemes	Gross Issuance - Individuals	Gross Redemptions - Individuals	Net Issuance/(Redemptions) - Individuals	Gross Issuance - Non-Individuals	Gross Redemptions - Non-Individuals	Net Issuance/(Redemptions) - Non-Individuals	Gross Issuance - Fund of funds	Gross Redemptions - Fund of funds	Net Issuance/(Redemptions) - Fund of funds	Gross Issuance - Total	Gross Redemptions - Total	Net Issuance/(Redemptions) - Total
ISLAMIC AGGRESSIVE INCOME	24.35	50.13	-25.78	0.44	34.19	-33.75	0.00	0.00	0.00	24.79	84.32	-59.53
ISLAMIC ASSET ALLOCATION	443.20	802.74	-359.54	303.24	444.82	-141.58	0.00	0.00	0.00	746.44	1,247.56	-501.12
ISLAMIC BALANCED	54.00	88.00	-34.00	198.00	209.00	-11.00	0.00	0.00	0.00	252.00	297.00	-45.00
ISLAMIC CAPITAL PROTECTED	0.00	1.52	-1.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.52	-1.52
ISLAMIC COMMODITY	2.00	4.00	-2.00	0.00	20.00	-20.00	0.00	0.00	0.00	2.00	24.00	-22.00
ISLAMIC EQUITY	1,223.02	1,522.96	-299.95	921.33	1,330.44	-409.11	1,305.07	1,701.44	-396.36	3,449.42	4,554.84	-1,105.41
ISLAMIC FUND OF FUNDS	1,738.73	779.95	958.78	1,028.74	231.75	796.99	0.00	0.00	0.00	2,767.47	1,011.71	1,755.77
ISLAMIC INCOME	2,002.39	1,287.30	715.08	454.94	2,248.41	-1,793.47	1,016.32	516.04	500.28	3,473.65	4,051.75	-578.10
ISLAMIC INDEX TRACKER	6.00	11.00	-5.00	67.00	74.00	-7.00	0.00	0.00	0.00	73.00	85.00	-12.00
ISLAMIC MONEY MARKET	852.50	941.73	-89.24	459.32	560.88	-101.56	1,346.00	1,031.00	315.00	2,657.81	2,533.61	124.20
<b>Total</b>	<b>6,346.18</b>	<b>5,489.34</b>	<b>856.84</b>	<b>3,433.02</b>	<b>5,153.49</b>	<b>-1,720.47</b>	<b>3,667.40</b>	<b>3,248.48</b>	<b>418.92</b>	<b>13,446.60</b>	<b>13,891.30</b>	<b>-444.71</b>

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

Fund Category - Conventional Schemes	Individuals	Associated Banks/DFIs	Other Banks/DFIs	Insurance Co.s	Other Financial Institutions	Other Corporates	Fund of funds	Retirement funds	Trusts/NGOs/Societies/Foundations/Charities	Foreign Individuals	Foreign Corporates	TOTAL
<b>AGGRESSIVE INCOME</b>	2,024.77	259.15	483.60	301.27	1.00	933.57	112.31	1,536.13	587.29	1.11	0.00	<b>6,323.45</b>
<b>ASSET ALLOCATION</b>	6,279.34	267.34	347.74	705.84	2.23	1,156.70	0.00	4,057.00	308.65	19.05	31.08	<b>13,288.20</b>
<b>BALANCED</b>	1,443.93	141.50	0.00	604.20	15.74	49.52	0.00	1,648.67	136.87	4.98	0.00	<b>4,191.52</b>
<b>CAPITAL PROTECTED</b>	823.71	25.92	0.00	0.00	0.00	139.70	0.00	298.46	548.50	0.00	0.00	<b>1,836.29</b>
<b>COMMODITY</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	<b>0.00</b>
<b>EQUITY</b>	49,852.04	6,917.97	5,105.46	17,428.08	5,847.38	13,222.18	1,687.11	40,388.22	6,475.65	144.80	1,451.65	<b>158,454.28</b>
<b>FUND OF FUNDS</b>	1,634.50	238.67	0.00	0.00	0.00	897.32	0.00	915.58	170.32	6.00	0.00	<b>4,146.96</b>
<b>INCOME</b>	17,813.80	2,987.60	643.24	1,473.34	3,099.25	11,914.58	1,175.60	8,646.97	3,045.44	37.47	0.00	<b>54,614.44</b>
<b>INDEX TRACKER</b>	29.90	0.00	0.00	0.00	0.00	1.63	0.00	410.05	0.00	0.00	6.01	<b>447.59</b>
<b>MONEY MARKET</b>	19,185.52	2,838.78	1,219.36	1,003.96	3,064.88	93,741.92	950.28	7,507.67	4,526.46	16.06	0.00	<b>135,316.55</b>
<b>Total</b>	<b>99,087.50</b>	<b>13,676.93</b>	<b>7,799.40</b>	<b>21,516.69</b>	<b>12,030.48</b>	<b>122,057.12</b>	<b>3,925.30</b>	<b>65,408.74</b>	<b>15,799.17</b>	<b>229.48</b>	<b>1,488.74</b>	<b>378,619.28</b>

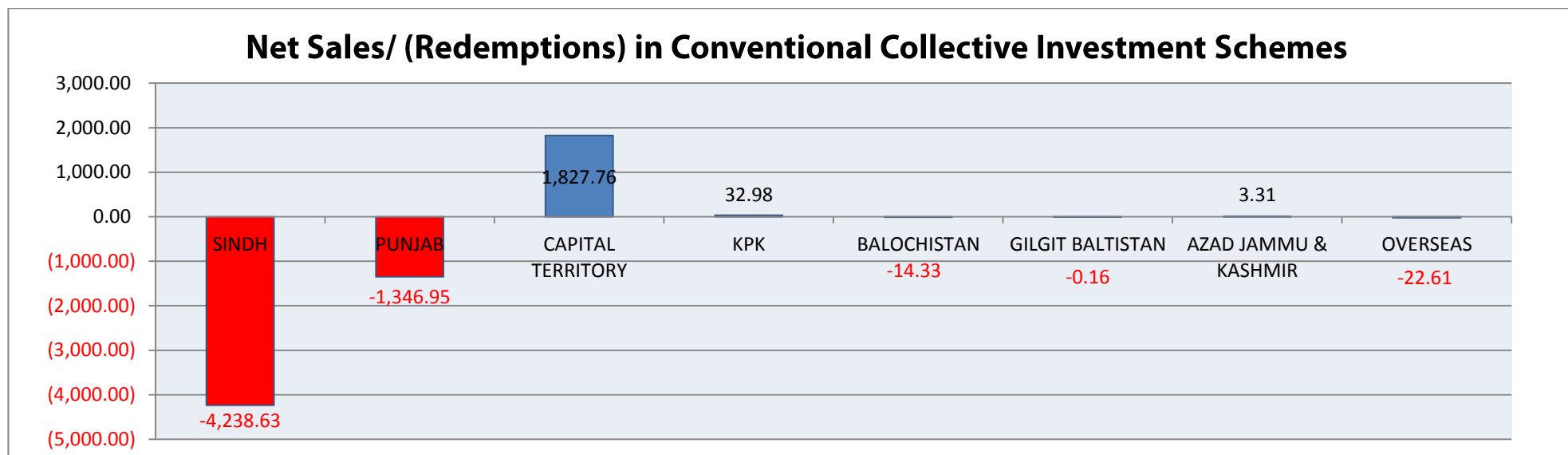
## Category Wise Break up of Assets Under Management - Shariah Compliant Collective Investment Schemes

Fund Category -Shariah Compliant Schemes	Individuals	Associated Banks/DFIs	Other Banks/DFIs	Insurance Co.s	Other Financial Institutions	Other Corporates	Fund of funds	Retirement funds	Trusts/NGOs/Societies/Foundations/Charities	Foreign Individuals	Foreign Corporates	TOTAL
<b>ISLAMIC AGGRESSIVE INCOME</b>	445.00	0.00	0.00	67.00	0.00	3.00	0.00	83.00	14.00	0.00	0.00	612.00
<b>ISLAMIC ASSET ALLOCATION</b>	20,646.06	703.49	83.90	284.34	33.52	2,237.98	0.00	4,695.92	1,573.93	27.69	0.00	30,299.35
<b>ISLAMIC BALANCED</b>	3,745.00	300.00	0.00	15.00	27.00	781.00	0.00	1,891.00	663.00	128.00	0.00	7,550.00
<b>ISLAMIC CAPITAL PROTECTED</b>	58.96	0.00	0.00	0.00	0.00	1.45	0.00	62.50	0.00	0.00	0.00	122.91
<b>ISLAMIC COMMODITY</b>	168.00	56.00	0.00	0.00	0.00	15.00	0.00	7.00	0.00	0.00	0.00	246.00
<b>ISLAMIC EQUITY</b>	35,435.21	3,261.09	1,795.14	4,836.68	231.67	9,395.64	24,989.47	14,883.24	1,523.62	804.08	1.00	98,271.76
<b>ISLAMIC FUND OF FUNDS</b>	36,301.35	208.76	0.00	279.15	56.57	7,943.14	0.00	7,679.12	2,653.61	61.78	34.42	55,274.40
<b>ISLAMIC INCOME</b>	14,118.12	1,542.49	120.48	758.01	297.02	3,368.69	20,455.22	4,920.70	3,376.57	208.16	0.00	49,395.38
<b>ISLAMIC INDEX TRACKER</b>	307.00	451.00	0.00	0.00	0.00	796.00	0.00	83.00	970.00	3.00	0.00	2,610.00
<b>ISLAMIC MONEY MARKET</b>	5,474.43	358.45	0.00	82.00	0.00	2,387.61	6,752.09	515.01	328.83	26.00	0.00	15,924.42
<b>Total</b>	<b>116,699.12</b>	<b>6,881.27</b>	<b>1,999.53</b>	<b>6,322.18</b>	<b>645.78</b>	<b>26,929.51</b>	<b>52,196.78</b>	<b>34,820.50</b>	<b>11,103.56</b>	<b>1,258.71</b>	<b>35.42</b>	<b>260,306.22</b>



## Region wise Issuance & Redemptions in Conventional Collective Investment Schemes

City	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
SINDH	7,063.41	11,302.04	-4,238.63
PUNJAB	10,432.86	11,779.81	-1,346.95
CAPITAL TERRITORY	3,611.39	1,783.63	1,827.76
KPK	118.90	85.93	32.98
BALUCHISTAN	1.71	16.05	-14.33
GILGIT BALTISTAN	0.08	0.24	-0.16
AZAD JAMMU & KASHMIR	13.11	9.81	3.31
OVERSEAS	3.59	26.20	-22.61
<b>Grand Total</b>	<b>21,245.06</b>	<b>25,003.69</b>	<b>-3,758.64</b>



Note: Detailed report on region wise Issuance & Redemptions in Conventional Collective Investment Schemes is on the subsequent page.

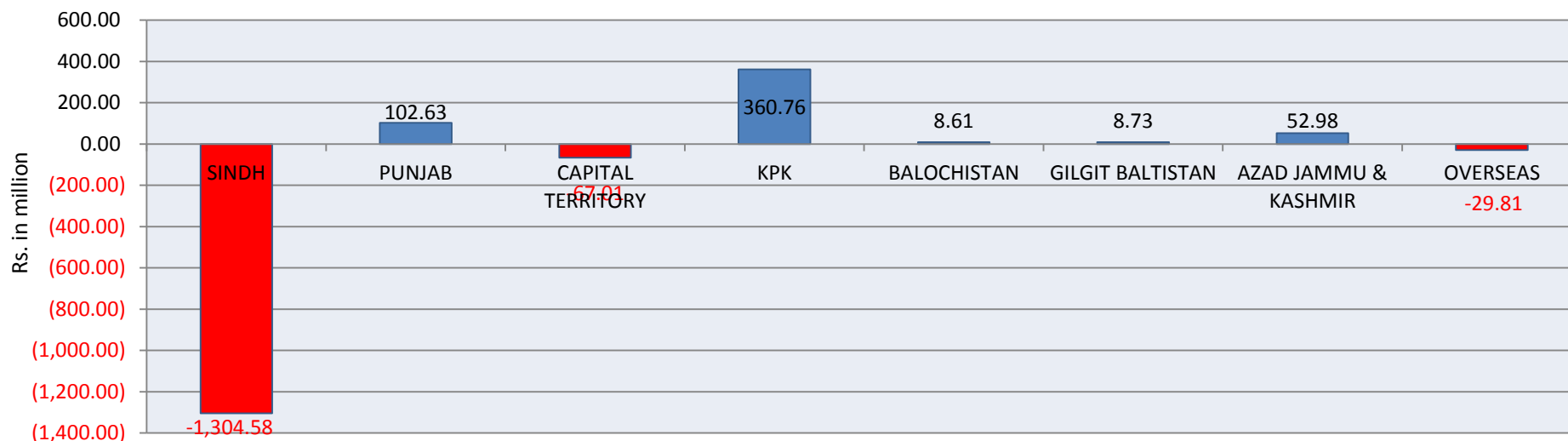
City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
HYDERABAD	641	17.74	18.57	-0.83	1	0.00	0.00	0.00	642	17.74	18.57	-0.83
KARACHI	5,761	1,868.96	1,792.39	76.56	450	4,770.62	9,139.66	-4,369.04	6,211	6,639.57	10,932.05	-4,292.48
LARKANA	97	1.06	0.61	0.45	0	0.00	0.00	0.00	97	1.06	0.61	0.45
MIRPUR KHAS	11	1.05	0.16	0.89	0	0.00	0.00	0.00	11	1.05	0.17	0.89
NAWAB SHAH	42	1.39	0.14	1.25	0	0.00	0.00	0.00	42	1.39	0.14	1.25
OTHERS	368	35.02	136.77	-101.75	13	363.51	210.30	153.20	381	398.53	347.07	51.45
SUKKUR	65	4.06	3.42	0.64	0	0.00	0.00	0.00	65	4.06	3.42	0.64
<b>SINDH</b>	<b>6,985</b>	<b>1,929.28</b>	<b>1,952.08</b>	<b>-22.79</b>	<b>464</b>	<b>5,134.12</b>	<b>9,349.96</b>	<b>-4,215.84</b>	<b>7,449</b>	<b>7,063.41</b>	<b>11,302.04</b>	<b>-4,238.63</b>
BAHAWALPUR	47	2.88	8.25	-5.37	2	100.42	0.00	100.42	49	103.30	8.25	95.05
FAISALABAD	452	95.00	83.06	11.94	10	25.84	36.75	-10.91	462	120.84	119.81	1.03
GUJRANWALA	208	128.40	117.17	11.23	4	0.50	0.52	-0.02	212	128.90	117.70	11.21
LAHORE	2,929	1,624.50	1,457.02	167.48	234	1,785.82	5,837.35	-4,051.53	3,163	3,410.32	7,294.36	-3,884.05
MULTAN	1,002	115.08	114.59	0.49	6	0.87	0.05	0.82	1,008	115.95	114.64	1.30
OTHERS	1,143	136.93	158.17	-21.24	7	0.23	571.29	-571.06	1,150	137.17	729.46	-592.30
RAHIM YAR KHAN	58	4.37	4.97	-0.60	0	0.00	0.00	0.00	58	4.37	4.97	-0.60
RAWALPINDI	769	179.48	146.25	33.22	26	6,143.22	3,189.98	2,953.24	795	6,322.70	3,336.24	2,986.46
SADIQABAD	6	0.00	0.03	-0.03	0	0.00	0.00	0.00	6	0.00	0.03	-0.03
SARGODHA	247	37.52	36.76	0.76	0	0.00	0.00	0.00	247	37.52	36.76	0.76
SIALKOT	187	51.80	17.35	34.46	3	0.00	0.25	-0.25	190	51.80	17.60	34.21
<b>PUNJAB</b>	<b>7,048</b>	<b>2,375.96</b>	<b>2,143.62</b>	<b>232.34</b>	<b>292</b>	<b>8,056.90</b>	<b>9,636.19</b>	<b>-1,579.29</b>	<b>7,340</b>	<b>10,432.86</b>	<b>11,779.81</b>	<b>-1,346.95</b>
ISLAMABAD	1,034	393.02	345.48	47.54	65	3,218.37	1,438.15	1,780.22	1,099	3,611.39	1,783.63	1,827.76
<b>CAPITAL TERRITORY</b>	<b>1,034</b>	<b>393.02</b>	<b>345.48</b>	<b>47.54</b>	<b>65</b>	<b>3,218.37</b>	<b>1,438.15</b>	<b>1,780.22</b>	<b>1,099</b>	<b>3,611.39</b>	<b>1,783.63</b>	<b>1,827.76</b>
ABBOTTABAD	85	3.94	3.92	0.03	1	0.00	0.00	0.00	86	3.94	3.92	0.03
BANNU	14	0.00	0.00	0.00	0	0.00	0.00	0.00	14	0.00	0.00	0.00
DERA ISMAIL KHAN	2	0.00	1.07	-1.07	0	0.00	0.00	0.00	2	0.00	1.07	-1.07
MANSEHRA	8	0.48	2.12	-1.64	0	0.00	0.00	0.00	8	0.48	2.12	-1.64
NOWSHERA	93	1.77	12.45	-10.68	0	0.00	0.00	0.00	93	1.77	12.45	-10.68
OTHERS	131	5.31	12.39	-7.08	1	0.00	0.00	0.00	132	5.31	12.39	-7.08
PESHAWAR	420	107.33	51.92	55.40	8	0.08	2.06	-1.98	428	107.41	53.98	53.42

City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
SWAT	3	0.00	0.00	0.00	0	0.00	0.00	0.00	3	0.00	0.00	0.00
<b>KPK</b>	<b>756</b>	<b>118.82</b>	<b>83.87</b>	<b>34.96</b>	<b>10</b>	<b>0.08</b>	<b>2.06</b>	<b>-1.98</b>	<b>766</b>	<b>118.90</b>	<b>85.93</b>	<b>32.98</b>
GWADAR	0	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
HUB	0	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
KHUZDAR	2	0.00	10.01	-10.01	0	0.00	0.00	0.00	0	0.00	10.01	-10.01
LASBELLA	0	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
OTHERS	4	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
QUETTA	54	1.71	4.94	-3.22	1	0.00	0.10	-0.10	0	1.71	5.04	-3.32
TURBAT	4	0.00	1.00	-1.00	0	0.00	0.00	0.00	0	0.00	1.00	-1.00
<b>BALUCHISTAN</b>	<b>64</b>	<b>1.71</b>	<b>15.95</b>	<b>-14.23</b>	<b>1</b>	<b>0.00</b>	<b>0.10</b>	<b>-0.10</b>	<b>0</b>	<b>1.71</b>	<b>16.05</b>	<b>-14.33</b>
GILGIT	25	0.07	0.24	-0.17	0	0.00	0.00	0.00	25	0.07	0.24	-0.17
HUNZA	0	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
OTHERS	8	0.01	0.00	0.01	0	0.00	0.00	0.00	8	0.01	0.00	0.01
<b>GILGIT BALTISTAN</b>	<b>33</b>	<b>0.08</b>	<b>0.24</b>	<b>-0.16</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>33</b>	<b>0.08</b>	<b>0.24</b>	<b>-0.16</b>
MIRPUR	70	4.99	4.81	0.18	1	0.00	0.33	-0.33	71	4.99	5.14	-0.15
MUZAFFARABAD	22	3.02	0.00	3.02	0	0.00	0.00	0.00	22	3.02	0.00	3.02
OTHERS	14	5.10	4.67	0.44	0	0.00	0.00	0.00	14	5.10	4.67	0.44
<b>AZAD JAMMU &amp; KASHMIR</b>	<b>106</b>	<b>13.11</b>	<b>9.47</b>	<b>3.64</b>	<b>1</b>	<b>0.00</b>	<b>0.33</b>	<b>-0.33</b>	<b>107</b>	<b>13.11</b>	<b>9.81</b>	<b>3.31</b>
<b>OVERSEAS</b>	<b>89</b>	<b>3.59</b>	<b>26.20</b>	<b>-22.61</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>89</b>	<b>3.59</b>	<b>26.20</b>	<b>-22.61</b>
<b>Grand Total</b>	<b>16,115</b>	<b>4,835.58</b>	<b>4,473.05</b>	<b>362.54</b>	<b>833</b>	<b>16,409.47</b>	<b>20,426.80</b>	<b>-4,017.32</b>	<b>16,883</b>	<b>21,245.06</b>	<b>25,003.69</b>	<b>-3,758.64</b>

## Region wise Issuance & Redemptions in Shariah Compliant Collective Investment Schemes

Regions	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
SINDH	4,823.68	6,128.25	-1,304.58
PUNJAB	3,178.25	3,075.62	102.63
CAPITAL TERRITORY	939.78	1,006.79	-67.01
KPK	671.27	310.51	360.76
BALUCHISTAN	12.09	3.48	8.61
GILGIT BALTISTAN	9.13	0.40	8.73
AZAD JAMMU & KASHMIR	69.59	16.61	52.98
OVERSEAS	42.94	72.76	-29.81
<b>Grand Total</b>	<b>9,746.71</b>	<b>10,614.41</b>	<b>-867.70</b>

### Net Sales/ (Redemptions) in Shariah Compliant Collective Investment Schemes



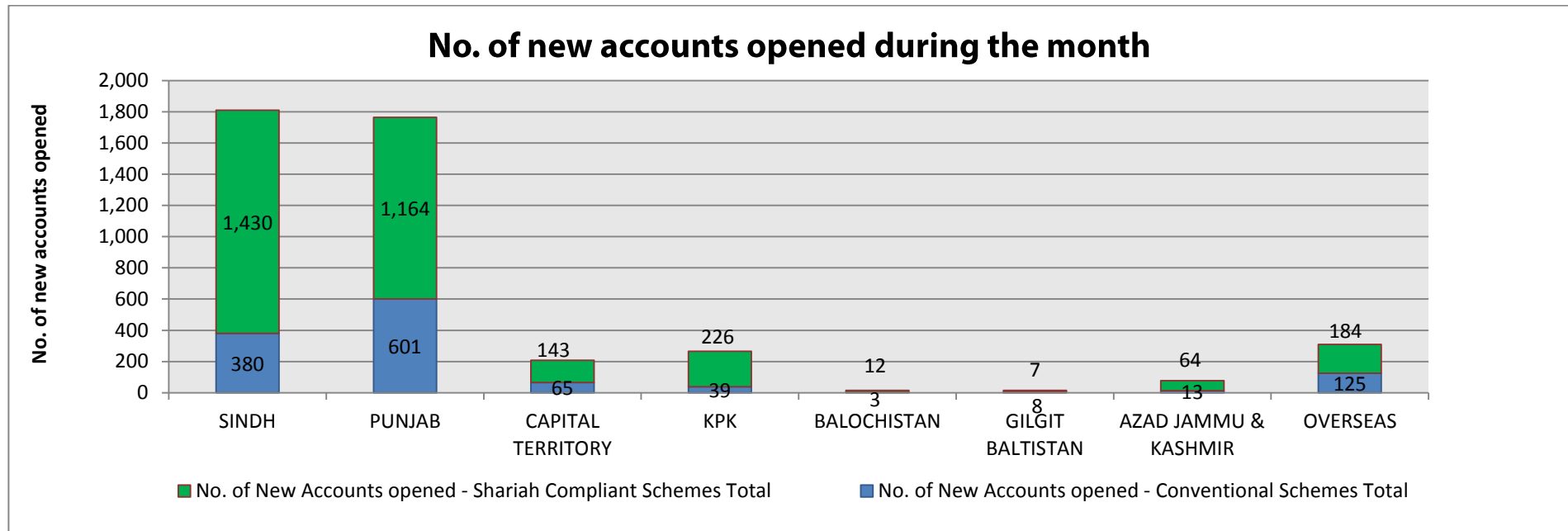
Note: Detailed report on region wise Issuance & Redemptions in Shariah Compliant Collective Investment Schemes is on the subsequent page

City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
HYDERABAD	365	70.07	33.38	36.70	0	0.00	0.00	0.00	365	70.08	33.38	36.70
KARACHI	17,744	2,789.58	2,583.49	206.09	325	1,566.46	3,151.07	-1,584.62	5,417	4,356.03	5,734.56	-1,378.53
LARKANA	44	6.05	3.57	2.49	0	0.00	0.00	0.00	44	6.05	3.57	2.49
MIRPUR KHAS	25	8.95	1.00	7.95	1	10.00	0.00	10.00	26	18.95	1.00	17.95
NAWAB SHAH	10	0.00	0.00	0.00	0	0.00	0.00	0.00	10	0.01	0.00	0.00
OTHERS	527	182.32	39.18	143.14	7	165.36	313.26	-147.90	534	347.68	352.44	-4.76
SUKKUR	49	24.88	3.30	21.59	0	0.00	0.00	0.00	49	24.88	3.30	21.59
<b>SINDH</b>	<b>18,764</b>	<b>3,081.86</b>	<b>2,663.92</b>	<b>417.94</b>	<b>333</b>	<b>1,741.82</b>	<b>3,464.33</b>	<b>-1,722.52</b>	<b>6,445</b>	<b>4,823.68</b>	<b>6,128.25</b>	<b>-1,304.58</b>
BAHAWALPUR	32	4.64	1.67	2.97	0	0.00	0.00	0.00	32	4.64	1.67	2.97
FAISALABAD	1,490	218.68	234.69	-16.01	85	44.44	63.59	-19.15	420	263.12	298.28	-35.16
GUJRANWALA	508	81.73	73.08	8.66	4	2.55	0.00	2.55	512	84.28	73.08	11.21
LAHORE	4,712	1,066.49	879.10	187.39	167	889.79	1,086.43	-196.64	2,104	1,956.29	1,965.53	-9.25
MULTAN	870	113.90	83.83	30.07	3	1.10	0.16	0.94	873	115.00	83.99	31.01
OTHERS	1,725	286.73	167.97	118.76	7	8.29	8.29	0.00	1,732	295.02	176.26	118.76
RAHIM YAR KHAN	100	20.16	19.41	0.75	0	0.00	0.00	0.00	100	20.16	19.41	0.75
RAWALPINDI	1,664	334.65	381.22	-46.57	11	6.74	8.04	-1.30	1,675	341.39	389.26	-47.87
SADIQABAD	195	2.89	2.82	0.07	0	0.00	0.00	0.00	195	2.89	2.82	0.07
SARGODHA	188	49.72	30.83	18.89	0	0.00	0.00	0.00	188	49.72	30.83	18.89
SIALKOT	276	45.74	34.49	11.25	0	0.00	0.00	0.00	276	45.75	34.49	11.25
<b>PUNJAB</b>	<b>11,760</b>	<b>2,225.34</b>	<b>1,909.11</b>	<b>316.23</b>	<b>277</b>	<b>952.91</b>	<b>1,166.51</b>	<b>-213.60</b>	<b>8,107</b>	<b>3,178.25</b>	<b>3,075.62</b>	<b>102.63</b>
ISLAMABAD	1,910	378.41	522.52	-144.12	69	561.37	484.27	77.10	1,979	939.78	1,006.79	-67.01
<b>CAPITAL TERRITORY</b>	<b>1,910</b>	<b>378.41</b>	<b>522.52</b>	<b>-144.12</b>	<b>69</b>	<b>561.37</b>	<b>484.27</b>	<b>77.10</b>	<b>1,979</b>	<b>939.78</b>	<b>1,006.79</b>	<b>-67.01</b>
ABBOTTABAD	283	143.22	49.39	93.83	0	0.00	0.00	0.00	283	143.22	49.39	93.83
BANNU	20	3.15	0.49	2.66	0	0.00	0.00	0.00	20	3.15	0.49	2.66
DERA ISMAIL KHAN	8	4.40	0.21	4.19	0	0.00	0.00	0.00	8	4.40	0.21	4.19
MANSEHRA	39	15.72	11.10	4.62	0	0.00	0.00	0.00	39	15.72	11.10	4.62
NOWSHERA	86	13.88	5.20	8.68	2	3.48	0.07	3.41	88	17.36	5.27	12.09
OTHERS	571	86.57	37.62	48.95	1	130.30	0.00	130.30	572	216.87	37.62	179.25
PESHAWAR	1,552	239.14	182.33	56.81	3	13.14	7.85	5.29	1,555	252.29	190.18	62.10

City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)	No. of Investor Accounts	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
SWAT	124	18.25	16.24	2.01	0	0.00	0.00	0.00	124	18.25	16.24	2.01
<b>KPK</b>	<b>2,683</b>	<b>524.35</b>	<b>302.59</b>	<b>221.76</b>	<b>6</b>	<b>146.92</b>	<b>7.92</b>	<b>139.00</b>	<b>2,689</b>	<b>671.27</b>	<b>310.51</b>	<b>360.76</b>
GWADAR	2	4.20	0.00	4.20	3	0.00	0.06	-0.06	5	4.20	0.06	4.14
HUB	0	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
KHUZDAR	1	0.06	0.00	0.06	0	0.00	0.00	0.00	1	0.06	0.00	0.06
LASBELLA	2	0.00	0.00	0.00	0	0.00	0.00	0.00	2	0.00	0.00	0.00
OTHERS	7	2.01	0.00	2.01	0	0.00	0.00	0.00	7	2.01	0.00	2.01
QUETTA	56	5.32	2.66	2.66	10	0.50	0.76	-0.26	66	5.82	3.42	2.40
TURBAT	1	0.00	0.00	0.00	0	0.00	0.00	0.00	1	0.00	0.00	0.00
<b>BALUCHISTAN</b>	<b>69</b>	<b>11.59</b>	<b>2.66</b>	<b>8.93</b>	<b>13</b>	<b>0.50</b>	<b>0.82</b>	<b>-0.32</b>	<b>82</b>	<b>12.09</b>	<b>3.48</b>	<b>8.61</b>
GILGIT	11	6.11	0.00	6.12	2	0.00	0.30	-0.30	13	6.12	0.30	5.82
HUNZA	0	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
OTHERS	7	3.01	0.10	2.92	0	0.00	0.00	0.00	7	3.01	0.10	2.92
<b>GILGIT BALTISTAN</b>	<b>18</b>	<b>9.13</b>	<b>0.10</b>	<b>9.03</b>	<b>2</b>	<b>0.00</b>	<b>0.30</b>	<b>-0.30</b>	<b>20</b>	<b>9.13</b>	<b>0.40</b>	<b>8.73</b>
MIRPUR	62	26.02	10.43	15.60	0	0.00	0.00	0.00	62	26.02	10.43	15.60
MUZAFFARABAD	69	3.93	1.43	2.50	0	0.00	0.00	0.00	69	3.93	1.43	2.50
OTHERS	57	39.63	4.75	34.88	0	0.00	0.00	0.00	57	39.63	4.75	34.88
<b>AZAD JAMMU &amp; KASHMIR</b>	<b>188</b>	<b>69.59</b>	<b>16.61</b>	<b>52.98</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>188</b>	<b>69.59</b>	<b>16.61</b>	<b>52.98</b>
<b>OVERSEAS</b>	<b>151</b>	<b>42.94</b>	<b>72.34</b>	<b>-29.39</b>	<b>1</b>	<b>0.00</b>	<b>0.42</b>	<b>-0.42</b>	<b>152</b>	<b>42.94</b>	<b>72.76</b>	<b>-29.81</b>
<b>Grand Total</b>	<b>35,543</b>	<b>6,343.19</b>	<b>5,489.83</b>	<b>853.36</b>	<b>701</b>	<b>3,403.52</b>	<b>5,124.57</b>	<b>-1,721.05</b>	<b>19,662</b>	<b>9,746.71</b>	<b>10,614.41</b>	<b>-867.70</b>

## Number of New Accounts Opened in Collective Investment Schemes

City	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
SINDH	367	13	380	1,411	19	1,430
PUNJAB	595	6	601	1,155	9	1,164
CAPITAL TERRITORY	60	5	65	135	8	143
KPK	39	0	39	225	1	226
BALUCHISTAN	3	0	3	12	0	12
GILGIT BALTISTAN	8	0	8	7	0	7
AZAD JAMMU & KASHMIR	13	0	13	64	0	64
OVERSEAS	122	3	125	182	2	184



*Note: Detailed report on Number of New Accounts Opened in Collective Investment Schemes is on the subsequent page*

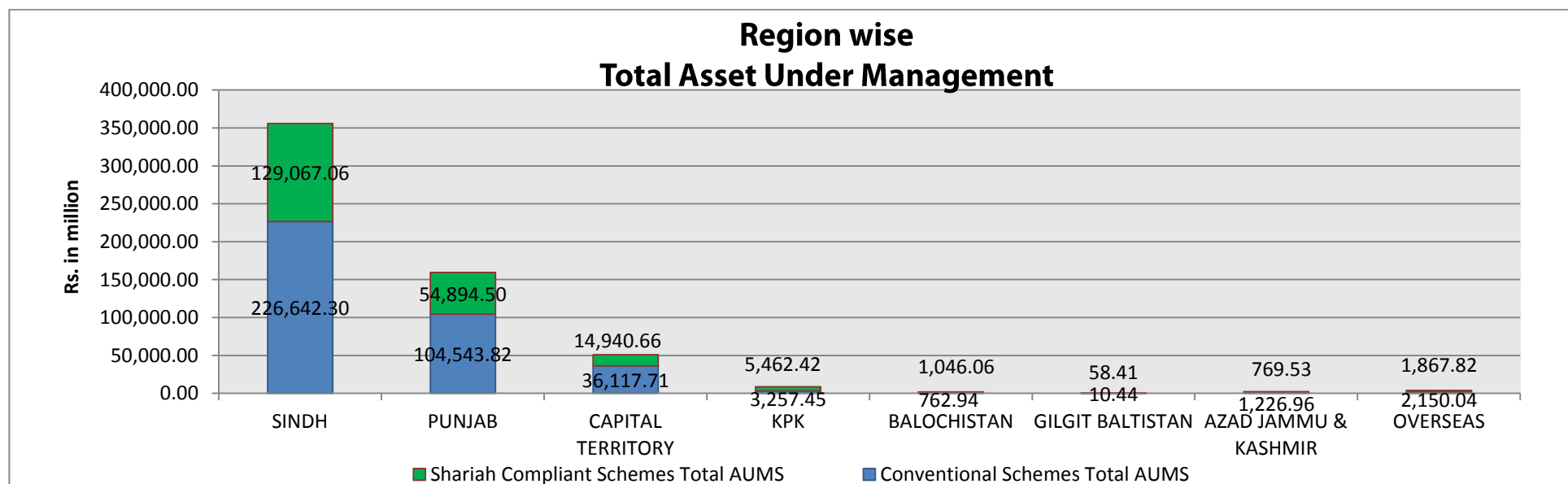
City	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
HYDERABAD	24	0	24	31	0	31
KARACHI	308	13	321	1,083	18	1,101
LARKANA	0	0	0	4	0	4
MIRPUR KHAS	4	0	4	9	1	10
NAWAB SHAH	3	0	3	0	0	0
OTHERS	23	0	23	278	0	278
SUKKUR	5	0	5	6	0	6
<b>SINDH</b>	<b>367</b>	<b>13</b>	<b>380</b>	<b>1,411</b>	<b>19</b>	<b>1,430</b>
BAHAWALPUR	8	0	8	5	0	5
FAISALABAD	31	0	31	91	0	91
GUJRANWALA	28	0	28	68	1	69
LAHORE	254	5	259	437	8	445
MULTAN	56	0	56	91	0	91
OTHERS	84	0	84	248	0	248
RAHIM YAR KHAN	6	0	6	12	0	12
RAWALPINDI	64	1	65	123	0	123
SADIQABAD	1	0	1	4	0	4
SARGODHA	27	0	27	27	0	27
SIALKOT	36	0	36	49	0	49
<b>PUNJAB</b>	<b>595</b>	<b>6</b>	<b>601</b>	<b>1,155</b>	<b>9</b>	<b>1,164</b>
ISLAMABAD	60	5	65	135	8	143
<b>CAPITAL TERRITORY</b>	<b>60</b>	<b>5</b>	<b>65</b>	<b>135</b>	<b>8</b>	<b>143</b>
ABBOTTABAD	9	0	9	24	0	24
BANNU	0	0	0	5	0	5
DERA ISMAIL KHAN	0	0	0	1	0	1
MANSEHRA	1	0	1	10	0	10
NOWSHERA	2	0	2	3	0	3
OTHERS	5	0	5	82	0	82
PESHAWAR	22	0	22	69	1	70
SWAT	0	0	0	31	0	31
<b>KPK</b>	<b>39</b>	<b>0</b>	<b>39</b>	<b>225</b>	<b>1</b>	<b>226</b>



City	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
GWADAR	0	0	0	1	0	1
HUB	0	0	0	0	0	0
KHUZDAR	0	0	0	0	0	0
LASBELLA	0	0	0	0	0	0
OTHERS	0	0	0	4	0	4
QUETTA	3	0	3	7	0	7
TURBAT	0	0	0	0	0	0
<b>BALUCHISTAN</b>	<b>3</b>	<b>0</b>	<b>3</b>	<b>12</b>	<b>0</b>	<b>12</b>
GILGIT	0	0	0	2	0	2
HUNZA	0	0	0	0	0	0
OTHERS	8	0	8	5	0	5
<b>GILGIT BALTISTAN</b>	<b>8</b>	<b>0</b>	<b>8</b>	<b>7</b>	<b>0</b>	<b>7</b>
MIRPUR	11	0	11	24	0	24
MUZAFFARABAD	1	0	1	5	0	5
OTHERS	1	0	1	35	0	35
<b>AZAD JAMMU &amp; KASHMIR</b>	<b>13</b>	<b>0</b>	<b>13</b>	<b>64</b>	<b>0</b>	<b>64</b>
<b>OVERSEAS</b>	<b>122</b>	<b>3</b>	<b>125</b>	<b>182</b>	<b>2</b>	<b>184</b>
<b>Grand Total</b>	<b>1,207</b>	<b>27</b>	<b>1,234</b>	<b>3,191</b>	<b>39</b>	<b>3,230</b>

## Region-wise Assets Under Management

City	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	109,929	50,676.45	3,540.00	175,965.85	113,469	226,642.30	94,572	62,704.02	2,402	66,363.04	96,974	129,067.06
PUNJAB	65,361	35,802.56	2,019.00	68,741.25	67,380	104,543.82	63,065	38,416.49	1,161	16,478.01	64,226	54,894.50
CAPITAL TERRITORY	10,078	6,362.91	360.00	29,754.80	10,438	36,117.71	11,903	9,033.94	202	5,906.71	12,105	14,940.66
KPK	7,982	2,308.06	116.00	949.39	8,098	3,257.45	9,066	4,605.35	73	857.07	9,139	5,462.42
BALUCHISTAN	1,549	604.51	16.00	158.43	1,565	762.94	704	551.11	11	494.95	715	1,046.06
GILGIT BALTISTAN	83	10.44	0.00	0.00	83	10.44	63	27.72	3	30.69	66	58.41
AZAD JAMMU & KASHMIR	2,317	1,201.54	4.00	25.42	2,321	1,226.96	1,239	726.99	6	42.54	1,245	769.53
OVERSEAS	679	2,023.15	8.00	126.89	687	2,150.04	805	1,865.82	7	2.00	812	1,867.82
<b>Grand Total</b>	<b>197,978</b>	<b>98,989.61</b>	<b>6,063.00</b>	<b>275,722.04</b>	<b>204,041</b>	<b>374,711.66</b>	<b>181,417</b>	<b>117,931.45</b>	<b>3,865</b>	<b>90,175.01</b>	<b>185,282</b>	<b>208,106.46</b>



Note: Detailed report on region-wise Assets Under Management is on the subsequent page.

City	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
HYDERABAD	5,265	711.54	25.00	179.93	5,290	891.48	2,000	939.95	4	19.15	2,004	959.10
KARACHI	96,665	46,192.33	3,393.00	173,606.14	100,058	219,798.48	88,992	59,934.17	2,363	65,369.21	91,355	125,303.39
LARKANA	274	57.76	1.00	0.00	275	57.76	167	88.43	1	0.00	168	88.43
MIRPUR KHAS	143	30.74	0.00	0.00	143	30.74	137	69.70	1	9.69	138	79.39
NAWAB SHAH	130	43.61	0.00	0.00	130	43.61	74	13.67	0	0.00	74	13.67
OTHERS	6,260	3,416.06	115.00	2,089.68	6,375	5,505.74	2,900	1,445.50	33	964.98	2,933	2,410.48
SUKKUR	1,192	224.42	6.00	90.10	1,198	314.52	302	212.60	0	0.00	302	212.60
<b>SINDH</b>	<b>109,929</b>	<b>50,676.45</b>	<b>3,540.00</b>	<b>175,965.85</b>	<b>113,469</b>	<b>226,642.30</b>	<b>94,572</b>	<b>62,704.02</b>	<b>2,402</b>	<b>66,363.04</b>	<b>96,974</b>	<b>129,067.06</b>
BAHAWALPUR	402	188.64	10.00	624.87	412	813.51	523	223.61	1	1.91	524	225.52
FAISALABAD	4,252	1,985.72	86.00	7,090.96	4,338	9,076.68	5,017	2,169.32	121	1,497.65	5,138	3,666.97
GUJRANWALA	2,110	705.69	20.00	45.68	2,130	751.37	1,663	933.78	19	68.81	1,682	1,002.60
LAHORE	32,938	23,413.35	1,438.00	37,952.19	34,376	61,365.53	33,774	21,773.43	835	10,716.24	34,609	32,489.68
MULTAN	6,342	1,766.54	82.00	673.37	6,424	2,439.91	3,493	1,829.51	21	1,182.77	3,514	3,012.28
OTHERS	5,628	2,212.42	72.00	1,179.98	5,700	3,392.40	4,662	3,696.58	24	245.37	4,686	3,941.95
RAHIM YAR KHAN	343	97.43	0.00	0.00	343	97.43	441	295.00	1	9.81	442	304.81
RAWALPINDI	9,585	3,862.45	271.00	20,777.73	9,856	24,640.18	7,833	5,198.38	127	2,708.81	7,960	7,907.19
SADIQABAD	62	33.11	0.00	0.00	62	33.11	421	165.89	0	0.00	421	165.89
SARGODHA	1,521	541.77	5.00	40.95	1,526	582.72	3,879	1,327.91	1	0.98	3,880	1,328.89
SIALKOT	2,178	995.45	35.00	355.52	2,213	1,350.96	1,359	803.08	11	45.66	1,370	848.73
<b>PUNJAB</b>	<b>65,361</b>	<b>35,802.56</b>	<b>2,019.00</b>	<b>68,741.25</b>	<b>67,380</b>	<b>104,543.82</b>	<b>63,065</b>	<b>38,416.49</b>	<b>1,161</b>	<b>16,478.01</b>	<b>64,226</b>	<b>54,894.50</b>
ISLAMABAD	10,078	6,362.91	360.00	29,754.80	10,438	36,117.71	11,903	9,033.94	202	5,906.71	12,105	14,940.66
<b>CAPITAL TERRITORY</b>	<b>10,078</b>	<b>6,362.91</b>	<b>360.00</b>	<b>29,754.80</b>	<b>10,438</b>	<b>36,117.71</b>	<b>11,903</b>	<b>9,033.94</b>	<b>202</b>	<b>5,906.71</b>	<b>12,105</b>	<b>14,940.66</b>
ABBOTTABAD	1,002	307.32	19.00	45.89	1,021	353.21	857	509.11	1	23.26	858	532.38
BANNU	26	13.78	0.00	0.00	26	13.78	78	43.10	0	0.00	78	43.10
DERA ISMAIL KHAN	54	53.26	0.00	0.00	54	53.26	66	42.62	0	0.00	66	42.62
MANSEHRA	51	5.28	0.00	0.00	51	5.28	175	81.43	0	0.00	175	81.43
NOWSHERA	423	63.07	12.00	204.71	435	267.78	397	247.72	8	80.21	405	327.93
OTHERS	1,185	346.50	14.00	40.84	1,199	387.34	1,822	910.39	10	184.79	1,832	1,095.18
PESHAWAR	5,193	1,511.74	69.00	657.91	5,262	2,169.65	5,333	2,664.94	54	568.81	5,387	3,233.75

City	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
SWAT	48	7.10	2.00	0.04	50	7.15	338	106.04	0	0.00	338	106.04
<b>KPK</b>	<b>7,982</b>	<b>2,308.06</b>	<b>116.00</b>	<b>949.39</b>	<b>8,098</b>	<b>3,257.45</b>	<b>9,066</b>	<b>4,605.35</b>	<b>73</b>	<b>857.07</b>	<b>9,139</b>	<b>5,462.42</b>
GWADAR	6	2.62	0.00	0.00	6	2.62	12	129.04	0	0.00	12	129.04
HUB	4	0.28	0.00	0.00	4	0.28	23	3.00	0	0.00	23	3.00
KHUZDAR	2	0.30	0.00	0.00	2	0.30	7	3.97	0	0.00	7	3.97
LASBELLA	0	0.00	0.00	0.00	0	0.00	25	8.35	0	0.00	25	8.35
OTHERS	34	10.85	0.00	0.00	34	10.85	43	18.23	0	0.00	43	18.23
QUETTA	1,495	581.27	16.00	158.43	1,511	739.70	592	385.67	11	494.95	603	880.62
TURBAT	8	9.20	0.00	0.00	8	9.20	2	2.85	0	0.00	2	2.85
<b>BALUCHISTAN</b>	<b>1,549</b>	<b>604.51</b>	<b>16.00</b>	<b>158.43</b>	<b>1,565</b>	<b>762.94</b>	<b>704</b>	<b>551.11</b>	<b>11</b>	<b>494.95</b>	<b>715</b>	<b>1,046.06</b>
GILGIT	41	2.38	0.00	0.00	41	2.38	36	18.40	2	25.91	38	44.31
HUNZA	0	0.00	0.00	0.00	0	0.00	0	0.00	0	0.00	0	0.00
OTHERS	42	8.06	0.00	0.00	42	8.06	27	9.32	1	4.78	28	14.10
<b>GILGIT BALTISTAN</b>	<b>83</b>	<b>10.44</b>	<b>0.00</b>	<b>0.00</b>	<b>83</b>	<b>10.44</b>	<b>63</b>	<b>27.72</b>	<b>3</b>	<b>30.69</b>	<b>66</b>	<b>58.41</b>
MIRPUR	2,081	1,038.51	2.00	1.00	2,083	1,039.51	613	359.69	3	22.00	616	381.69
MUZAFFARABAD	78	13.14	1.00	0.00	79	13.14	334	90.31	2	20.54	336	110.85
OTHERS	158	149.89	1.00	24.42	159	174.31	292	276.99	1	0.00	293	276.99
<b>AZAD JAMMU &amp; KASHMIR</b>	<b>2,317</b>	<b>1,201.54</b>	<b>4.00</b>	<b>25.42</b>	<b>2,321</b>	<b>1,226.96</b>	<b>1,239</b>	<b>726.99</b>	<b>6</b>	<b>42.54</b>	<b>1,245</b>	<b>769.53</b>
<b>OVERSEAS</b>	<b>679</b>	<b>2,023.15</b>	<b>8.00</b>	<b>126.89</b>	<b>687</b>	<b>2,150.04</b>	<b>805</b>	<b>1,865.82</b>	<b>7</b>	<b>2.00</b>	<b>812</b>	<b>1,867.82</b>
<b>Grand Total</b>	<b>197,978</b>	<b>98,989.61</b>	<b>6,063.00</b>	<b>275,722.04</b>	<b>204,041</b>	<b>374,711.66</b>	<b>181,417</b>	<b>117,931.45</b>	<b>3,865</b>	<b>90,175.01</b>	<b>185,282</b>	<b>208,106.46</b>



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