

**SECURITIES AND EXCHANGE  
COMMISSION OF PAKISTAN**

**NBFC TEAM- OFFSITE-I DEPARTMENT  
SUPERVISION DIVISION**



# **SECTOR SUMMARY NBFI & MODARABAS SECTOR MARCH 2023 MARCH 2023**

**DISCLAIMER:**

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



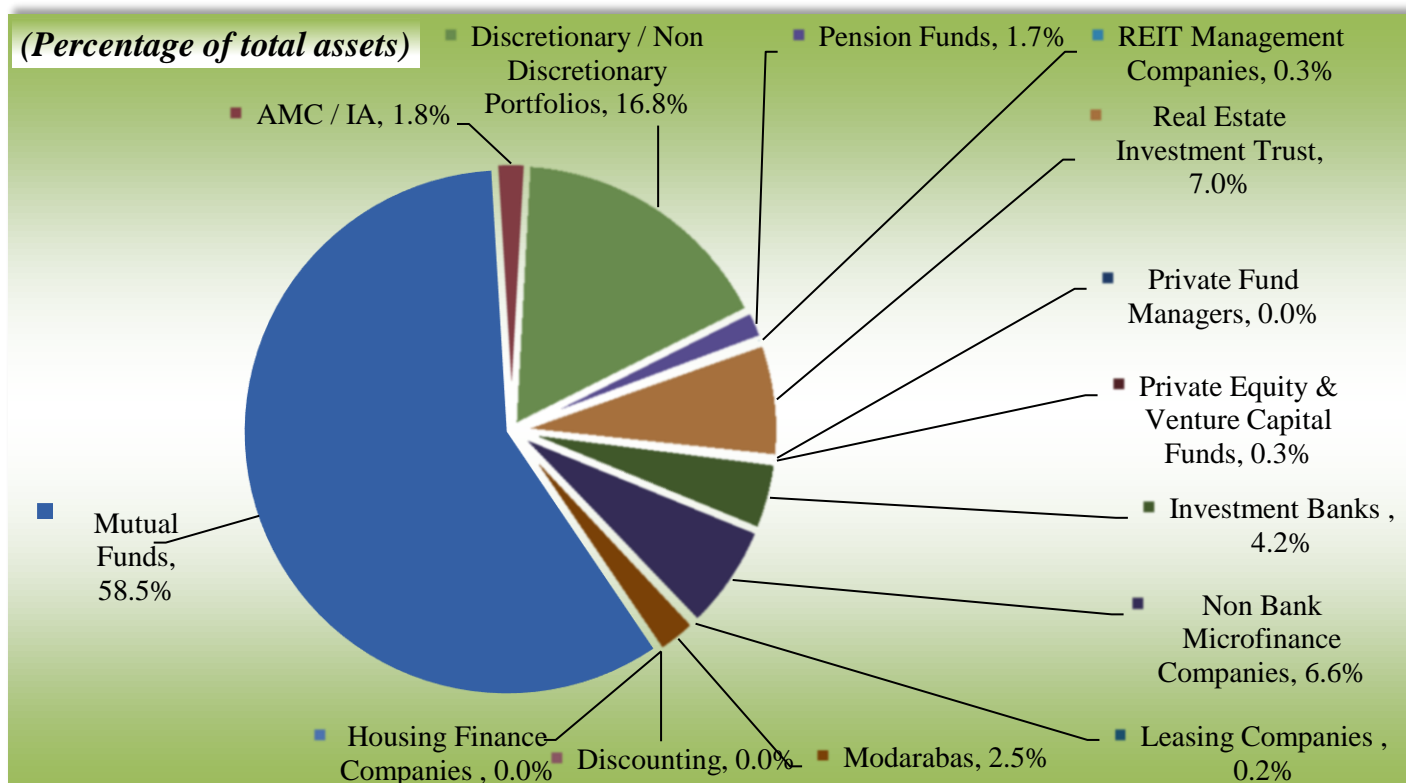
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## SNAPSHOT OF NBFI INDUSTRY AS OF MARCH 31, 2023

Sector & Sub Sectors		No. of Licenses	Total Assets (Rs in billion)	Percentage of Total Assets
<b>FUND MANAGEMENT</b>	Mutual Funds and Plans	334	1,548.51	58.5%
	Asset Management Companies/ Investment Advisors *	29	47.66	1.8%
	Discretionary & Non-Discretionary Portfolios	-	443.68	16.8%
	Pension Funds	24	45.21	1.7%
	REIT Management Companies *	18	9.00	0.3%
	Real Estate Investment Trust	13	184.94	7.0%
	Private Fund Managers *	10	0.27	0.0%
	Private Equity & Venture Capital Funds	5	8.32	0.3%
<b>LENDING</b>	Investment Banks	25	111.02	4.2%
	Non-Bank Microfinance Companies	38	175.54	6.6%
	Leasing Companies	4	5.92	0.2%
	Modarabas	26	66.45	2.5%
	Housing Finance Companies	4	0.51	0.0%
	Discounting	1	0.05	0.0%
<b>Total</b>		<b>531</b>	<b>2,647.09</b>	<b>100.0%</b>

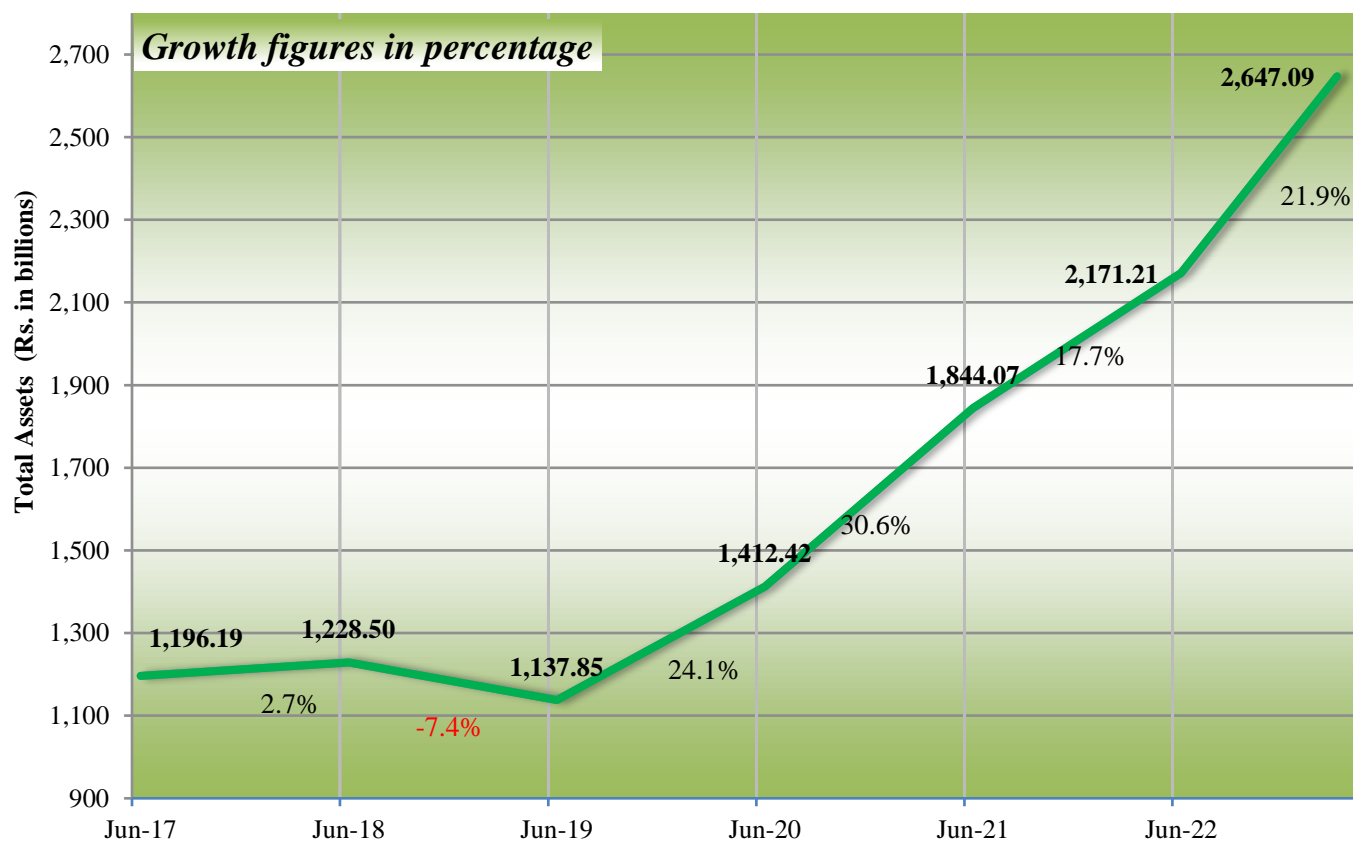
\*The assets of 6 RMC and 6 Private Fund Managers having more than one licenses are covered in AMC/IAs section and assets of 1 RMC has more than one licenses is covered in Private Fund Managers.



## TREND OF GROWTH IN TOTAL ASSETS OF NBF1 INDUSTRY

*(Rs. in billion)*

Description	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Total Assets	1,196.19	1,228.50	1,137.85	1,412.42	1,844.07	2,171.21	2,647.09
Growth Since Last June	30.3%	2.7%	-7.4%	24.1%	30.6%	17.7%	21.9%
Growth since June 2017 till March 2023				121.29%			
Compound Annual Growth Rate June 2017 till March 2023				14.81%			

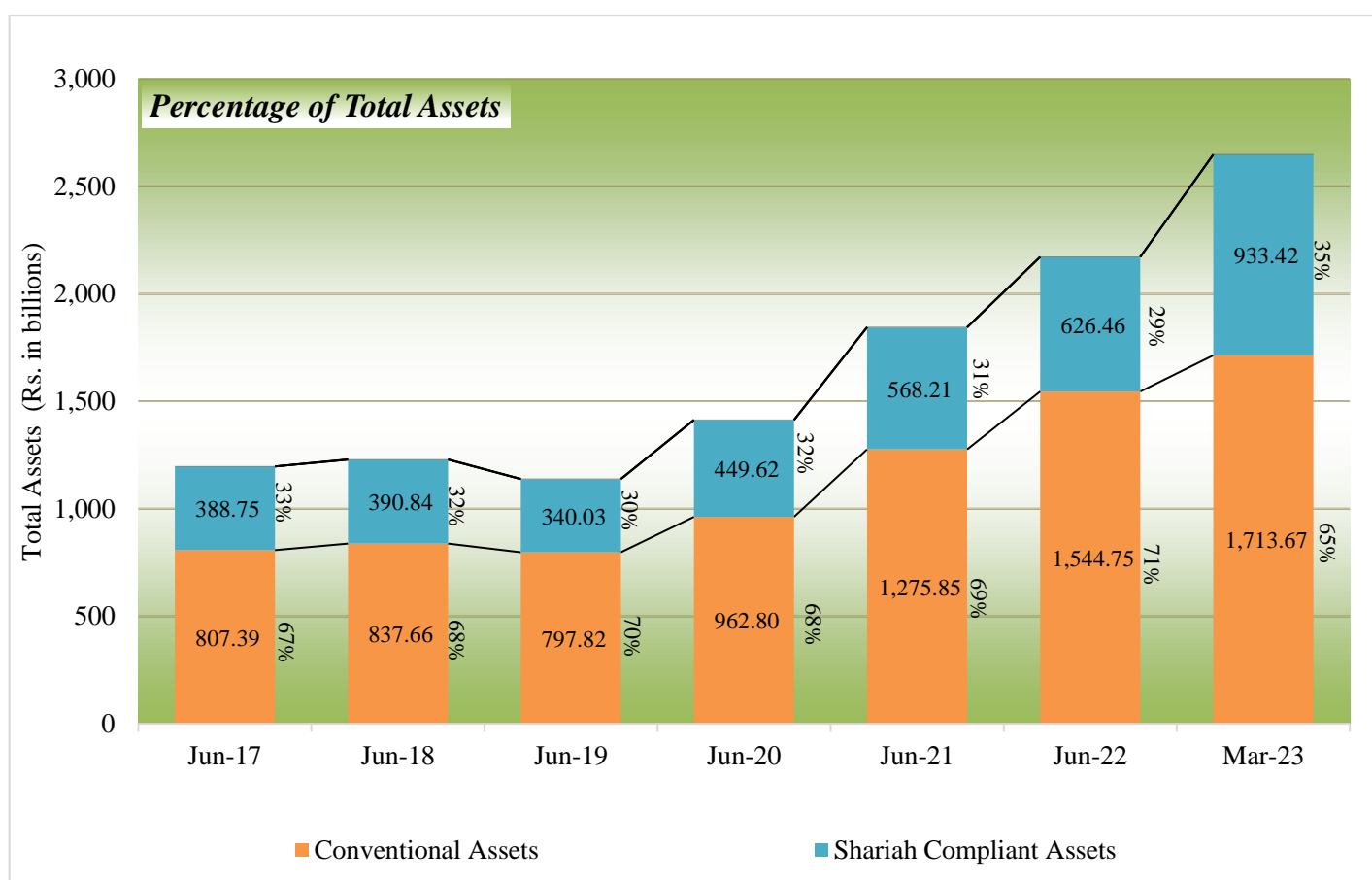


## BREAKUP OF SHARIAH COMPLIANT AND CONVENTIONAL ASSETS OF NBFI INDUSTRY

(Rs. in billion)

Description		Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Assets	Conventional	807.39	837.66	797.82	962.80	1,275.85	1,544.75	1,713.67
	Shariah Compliant	388.75	390.84	340.03	449.62	568.21	626.46	933.42
	<b>Total</b>	<b>1,196.14</b>	<b>1,228.50</b>	<b>1,137.85</b>	<b>1,412.42</b>	<b>1,844.06</b>	<b>2,171.21</b>	<b>2,647.09</b>
Share in Assets (%)	Conventional	67.5%	68.2%	70.1%	68.2%	69.2%	71.1%	64.7%
	Shariah Compliant	32.5%	31.8%	29.9%	31.8%	30.8%	28.9%	35.3%
Growth since June 2017 till March 2023	Conventional Assets	112.2%						
	Shariah Compliant Assets	140.1%						
Compound Annual Growth Rate (June 2017 till March 2023)	Conventional Assets	14.0%						
	Shariah Compliant Assets	16.5%						

*Note. Shariah Compliant assets include assets of Shariah Compliant Mutual Funds, Shariah Compliant Pension Funds, Shariah complaint REIT Schemes and Modarabas, while rest of the assets of NBFi industry are considered as conventional assets.*

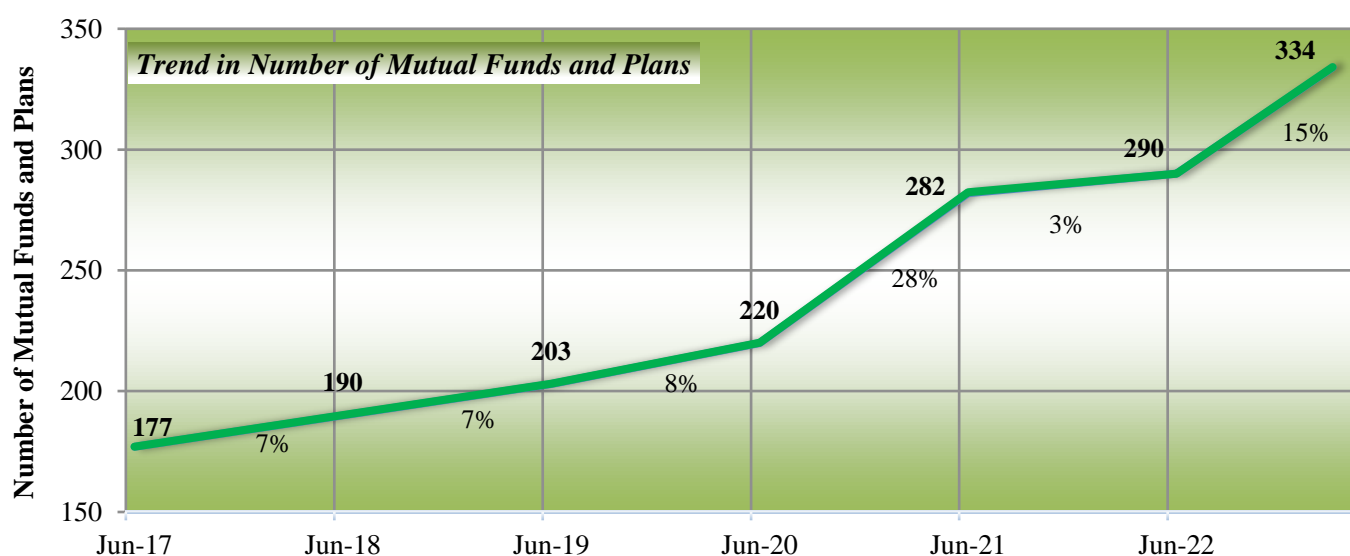
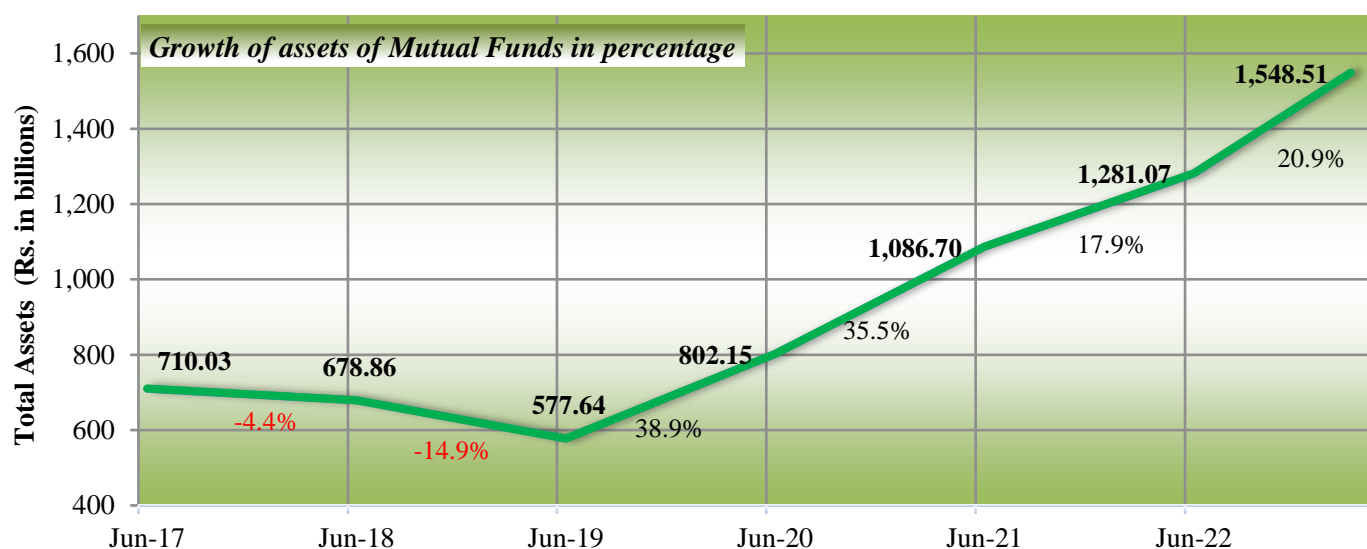


## MUTUAL FUNDS & PLANS

### TREND OF TOTAL ASSETS OF MUTUAL FUNDS & PLANS

(Rs in billion)

Description	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Total Assets	710.03	678.86	577.64	802.15	1,086.70	1,281.07	1,548.51
Growth since last June	30.0%	-4.4%	-14.9%	38.9%	35.5%	17.9%	20.9%
Total Number of Mutual Funds & Plans	177	190	203	220	282	290	334
Growth of Assets since June 2017 till March 2023				118.1%			
Compound Annual Growth Rate (June 2017 till March 2023)				14.5%			

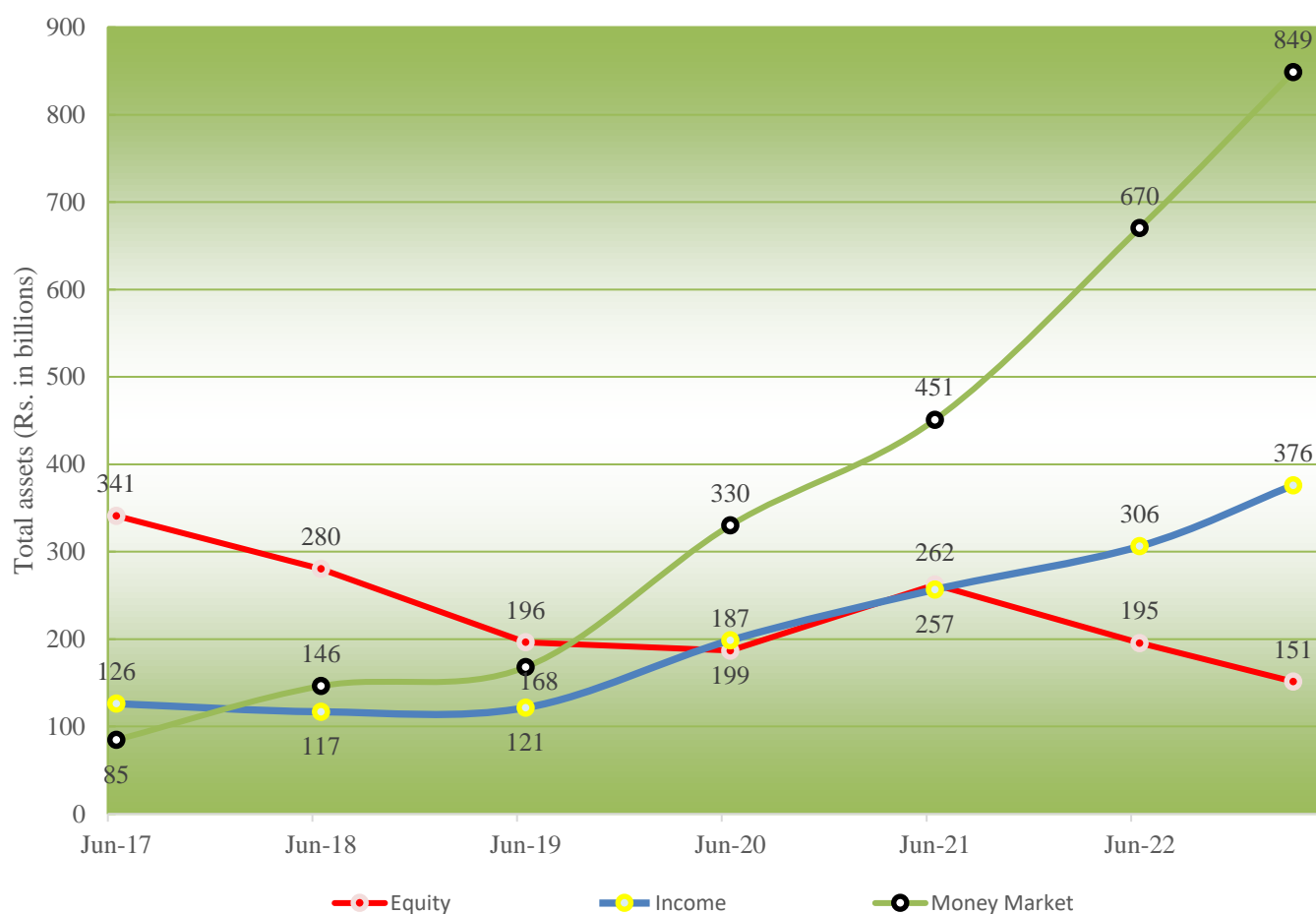


## TREND OF CATEGORY-WISE POSITION OF TOTAL ASSETS OF MUTUAL FUNDS

(Rs. in billion)

Fund Category	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Equity	341.00	280.37	196.37	186.77	262.36	195.47	151.38
Income	126.09	116.85	121.49	198.61	256.69	306.19	375.95
Money Market	84.74	146.25	167.93	330.17	451.00	670.35	848.75
Others *	158.20	135.39	91.85	86.60	116.65	109.06	172.43
<b>Total</b>	<b>710.03</b>	<b>678.86</b>	<b>577.64</b>	<b>802.15</b>	<b>1,086.70</b>	<b>1,281.07</b>	<b>1,548.51</b>

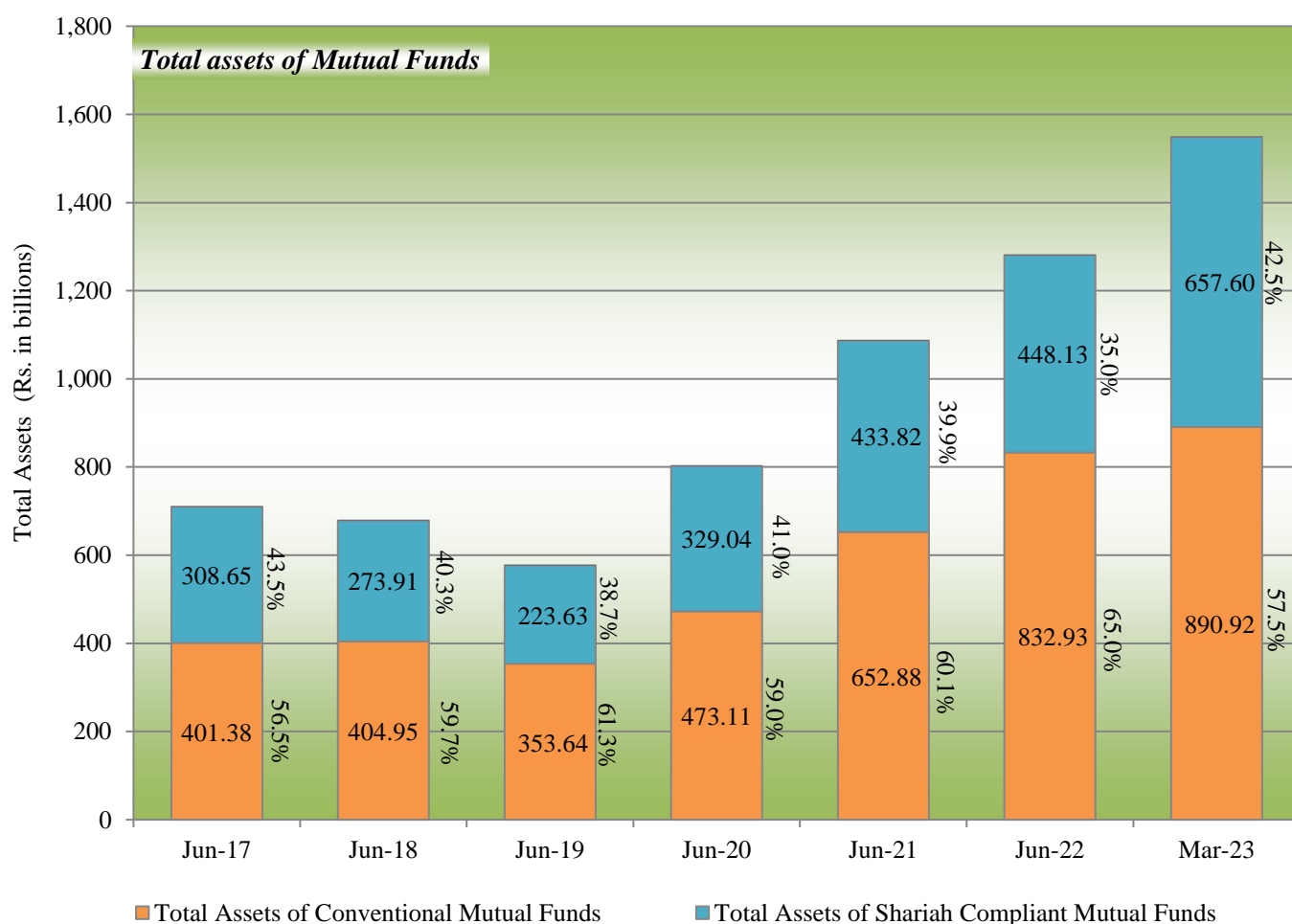
\* Others Include Asset Allocation, Aggressive Asset Allocation, Aggressive Income, Balanced, Capital Protected, Commodity, Fund of Funds, Exchange Traded, Index Tracker, Fixed Return and Sector Specific Funds.



## TREND OF TOTAL ASSETS OF CONVENTIONAL AND SHARIAH COMPLIANT MUTUAL FUNDS

(Rs. in billion)

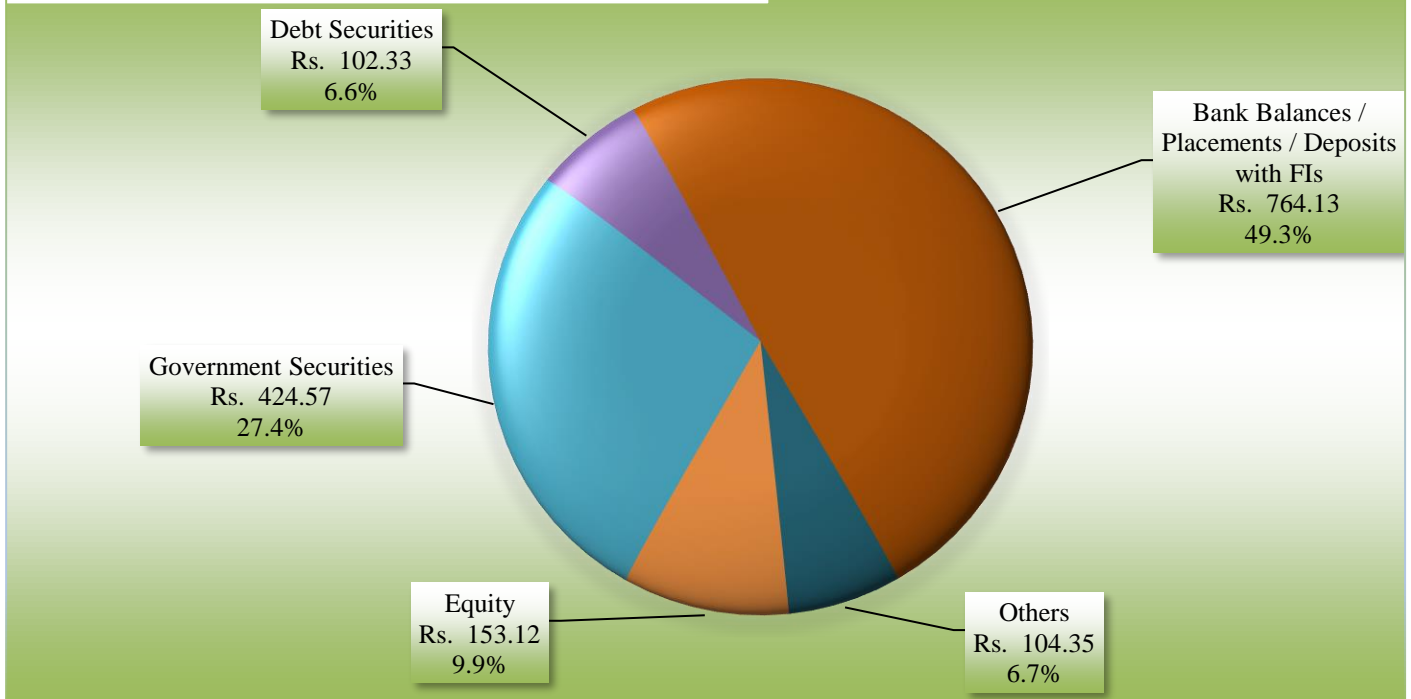
Description		Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Assets	Conventional Mutual Funds	401.38	404.95	353.64	473.11	652.88	832.93	890.92
	Shariah Compliant Mutual Funds	308.65	273.91	223.63	329.04	433.82	448.13	657.60
	<b>Total</b>	<b>710.03</b>	<b>678.86</b>	<b>577.27</b>	<b>802.15</b>	<b>1,086.70</b>	<b>1,281.07</b>	<b>1,548.51</b>
Share (%)	Conventional Mutual Funds	56.5%	59.7%	61.3%	59.0%	60.1%	65.0%	57.5%
	Shariah Compliant Mutual Funds	43.5%	40.3%	38.7%	41.0%	39.9%	35.0%	42.5%
Growth since last June	Conventional Mutual Funds	9.2%	0.9%	-12.7%	33.8%	38.0%	27.6%	7.0%
	Shariah Compliant Mutual Fund	72.7%	-11.3%	-18.4%	47.1%	31.8%	3.3%	46.7%
Growth since June 2017 till March 2023		Conventional Mutual Funds			122.0%			
		Shariah Compliant Mutual Fund			113.1%			
Compound Annual Growth Rate (June 2017 to March 2023)		Conventional Mutual Funds			14.9%			
		Shariah Compliant Mutual Fund			14.1%			



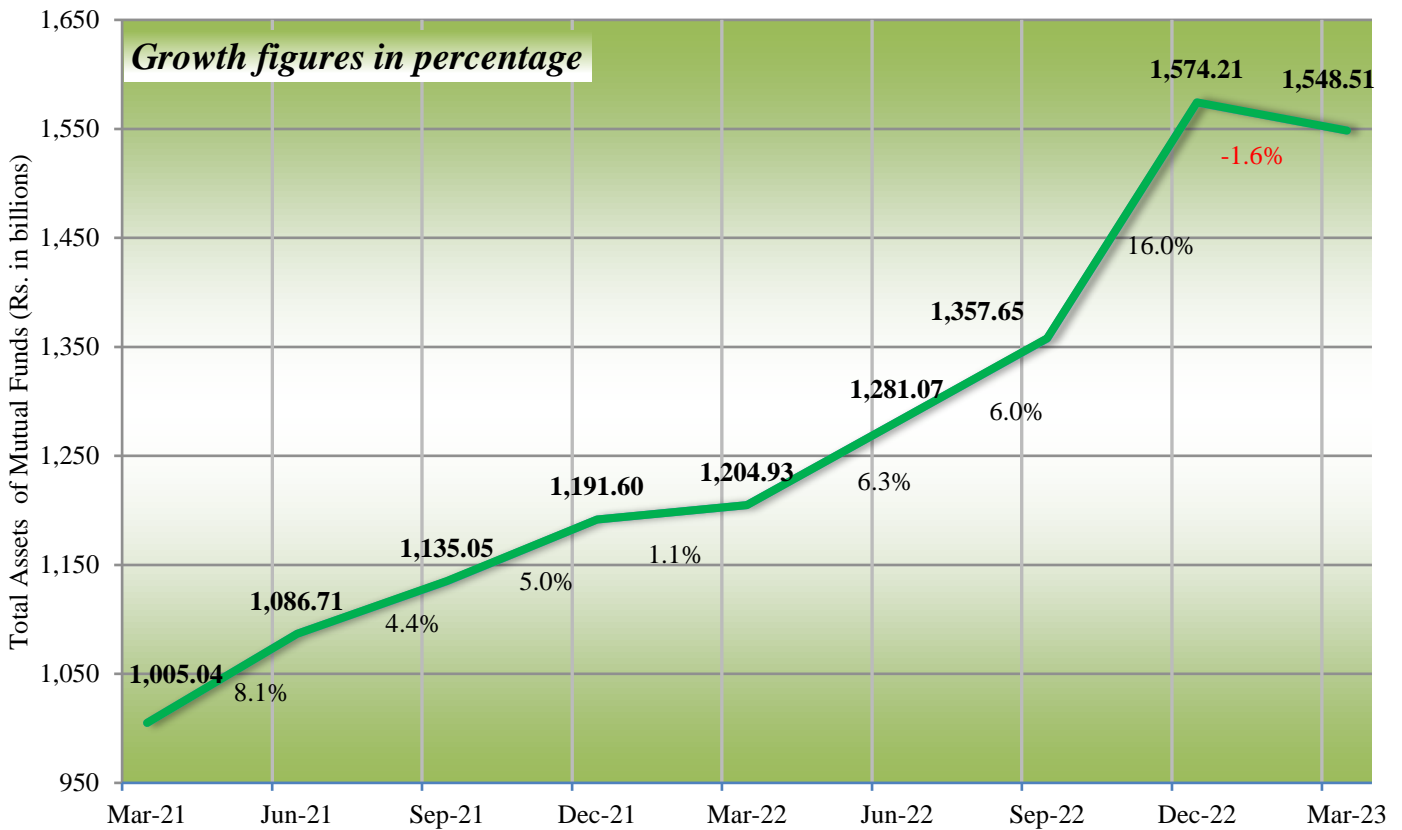


## ASSET ALLOCATION OF MUTUAL FUNDS

*Rs in billion & percentage of total assets of Mutual Funds*



## QUARTERLY TREND OF TOTAL ASSETS OF MUTUAL FUNDS



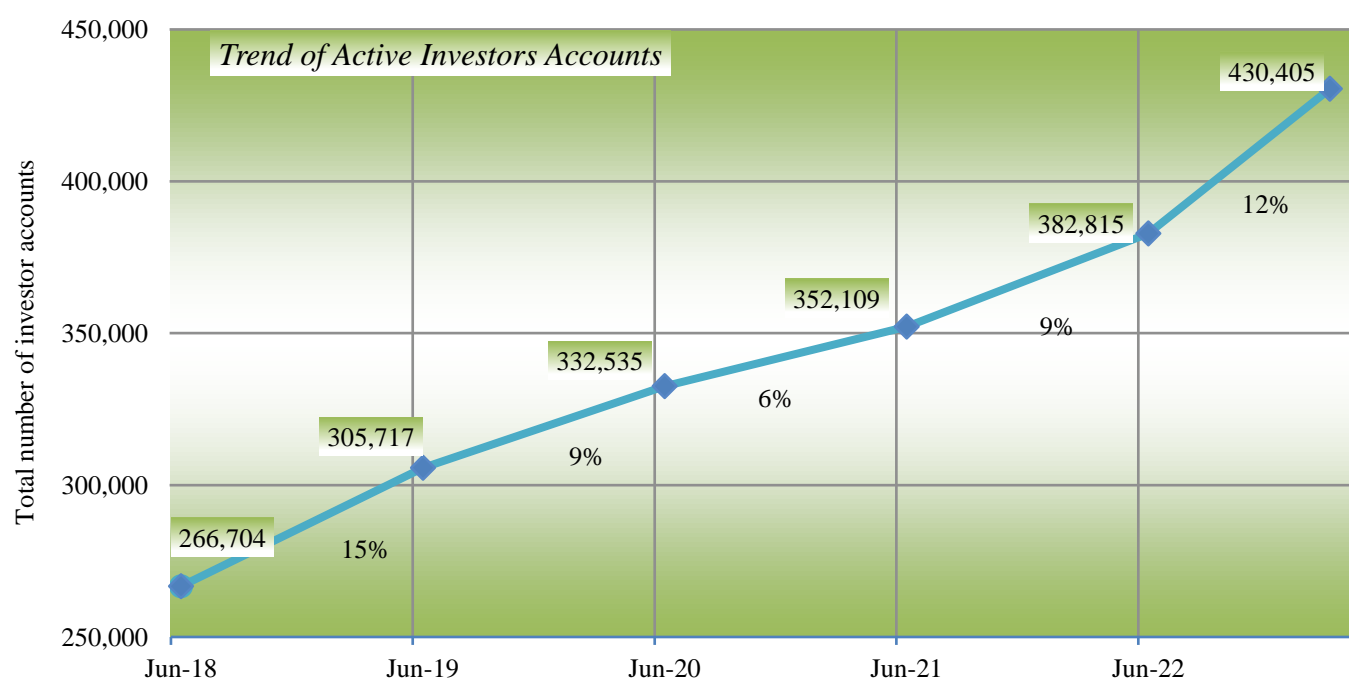
## DETAIL OF INVESTOR ACCOUNTS IN MUTUAL FUNDS

Description	No. of Active Investor Accounts on Mar 31, 2023	Value of Investment on Mar 31, 2023 (Rs. in billion)	% of total Investment Value
<b>Resident</b>			
Individuals	419,346	581	38%
Associated Banks/DFIs/AMCs	72	35	2%
Other Banks/DFIs	167	25	2%
Insurance Companies	367	54	4%
Other financial institutions	229	22	1%
Other Corporates	3,618	595	39%
Fund of funds	65	23	2%
Retirement funds	2,409	127	8%
Trust/NGO/Societies/Charities	1,702	48	3%
<b>Foreign</b>			
Individuals	2,412	7	0%
Non-Individuals	18	0	0%
<b>Total</b>	<b>430,405</b>	<b>1,516.97</b>	<b>100.0%</b>

- Note 1**
- Number of active investor accounts i.e. Accounts having more than zero balance as at March 31, 2023 are: 430,405
  - Number of investor accounts having zero balance at March 31, 2023 are: 442,149
  - Total number of investor accounts as at March 31, 2023 are: 872,554

**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.



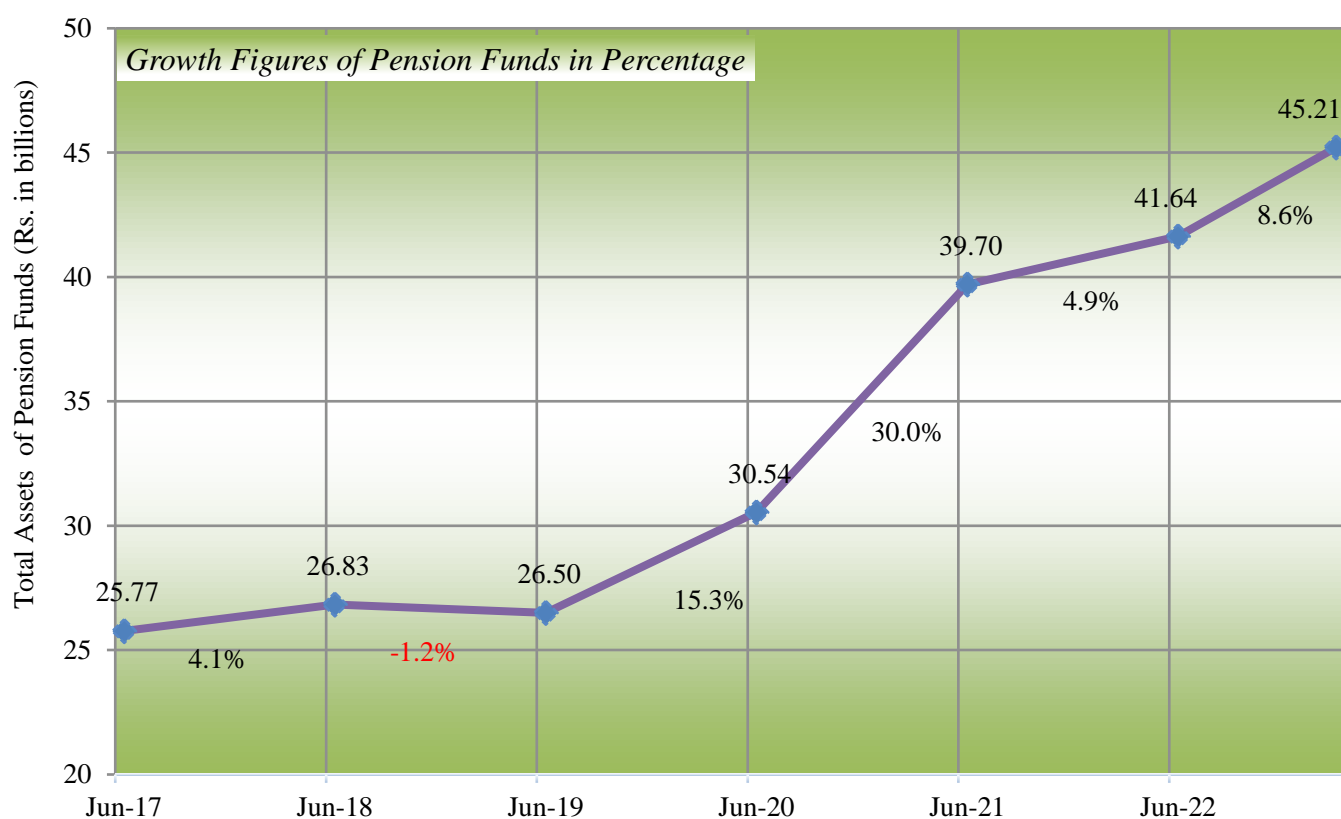
Note: Number of active investor account means accounts having more than zero balance

## VOLUNTARY PENSION SCHEMES / FUNDS

### TREND OF TOTAL ASSETS OF PENSION FUNDS

(Rs. in billion)

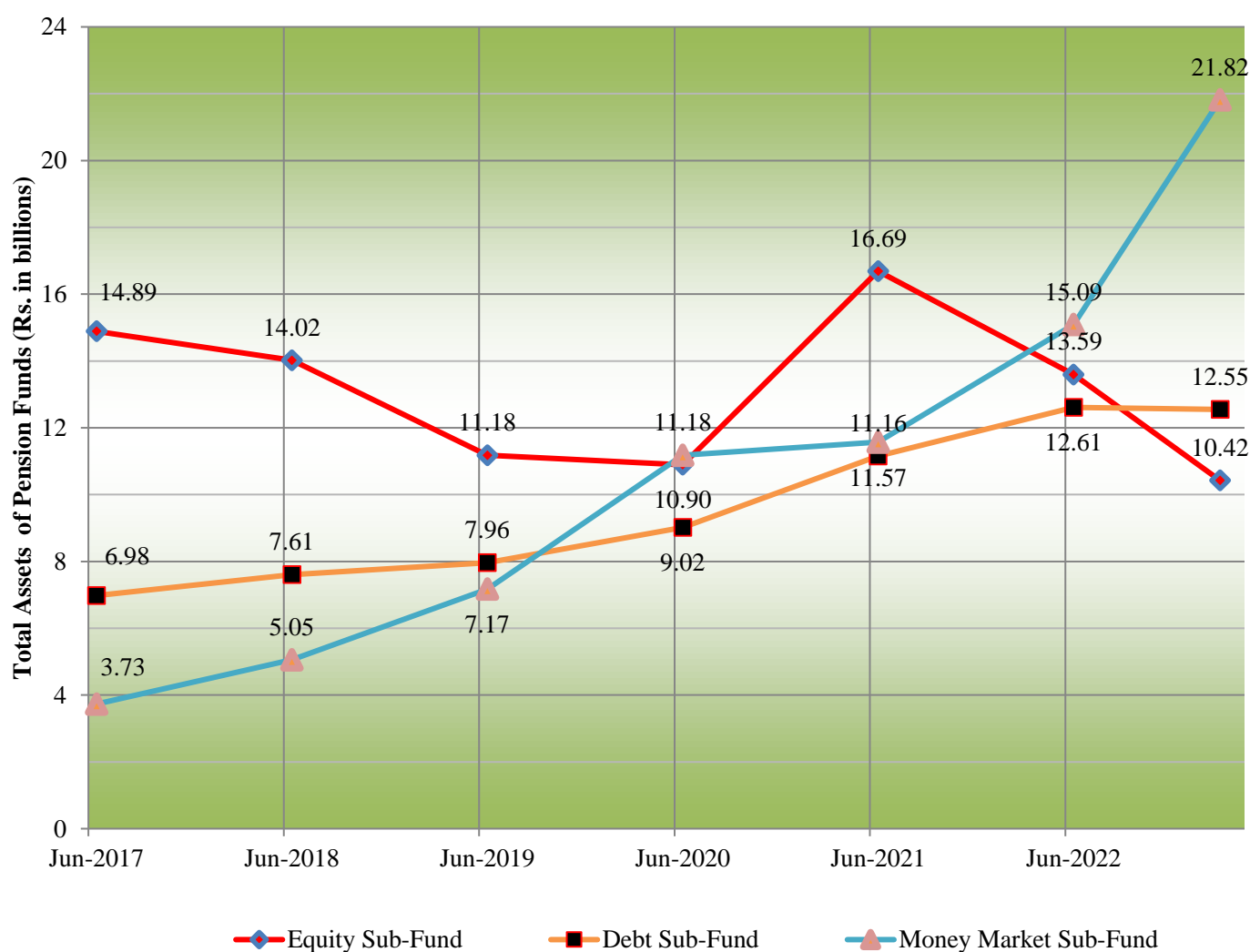
Description	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Total Assets	25.77	26.83	26.50	30.54	39.70	41.64	45.21
Growth since last June	33%	4%	-1%	15%	30%	4.9%	8.6%



## CATEGORY-WISE POSITION OF TOTAL ASSETS OF PENSION FUNDS

(Rs in billion)

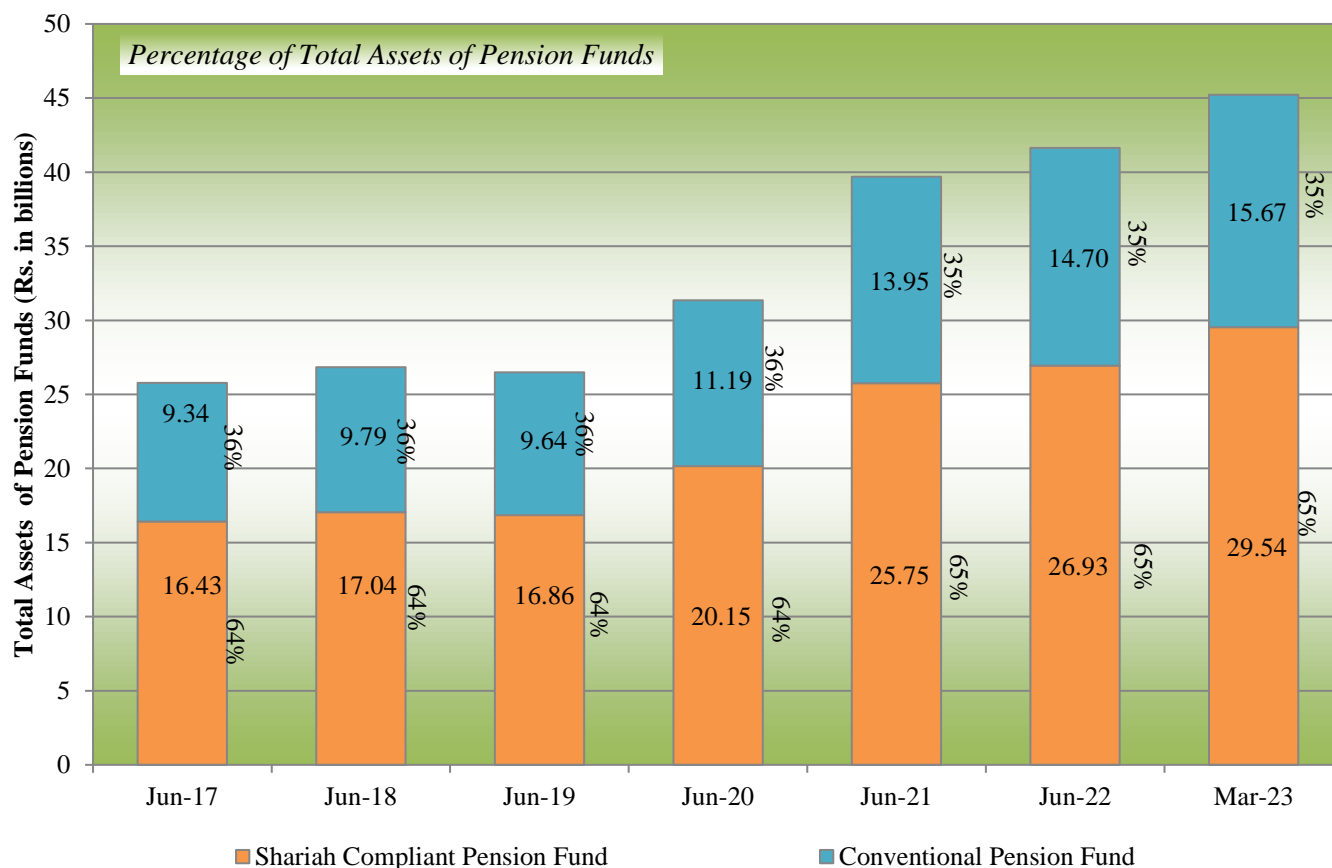
Description	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Equity Sub-Fund	14.89	14.02	11.18	10.90	16.69	13.59	10.42
Debt Sub-Fund	6.98	7.61	7.96	9.02	11.16	12.61	12.55
Money Market Sub-Fund	3.73	5.05	7.17	11.18	11.57	15.09	21.82
Commodity Sub-Fund	0.17	0.14	0.19	0.25	0.28	0.35	0.42
<b>Total</b>	<b>25.77</b>	<b>26.83</b>	<b>26.50</b>	<b>31.35</b>	<b>39.70</b>	<b>41.64</b>	<b>45.21</b>



## TREND OF TOTAL ASSETS OF CONVENTIONAL AND SHARIAH COMPLIANT PENSION FUNDS

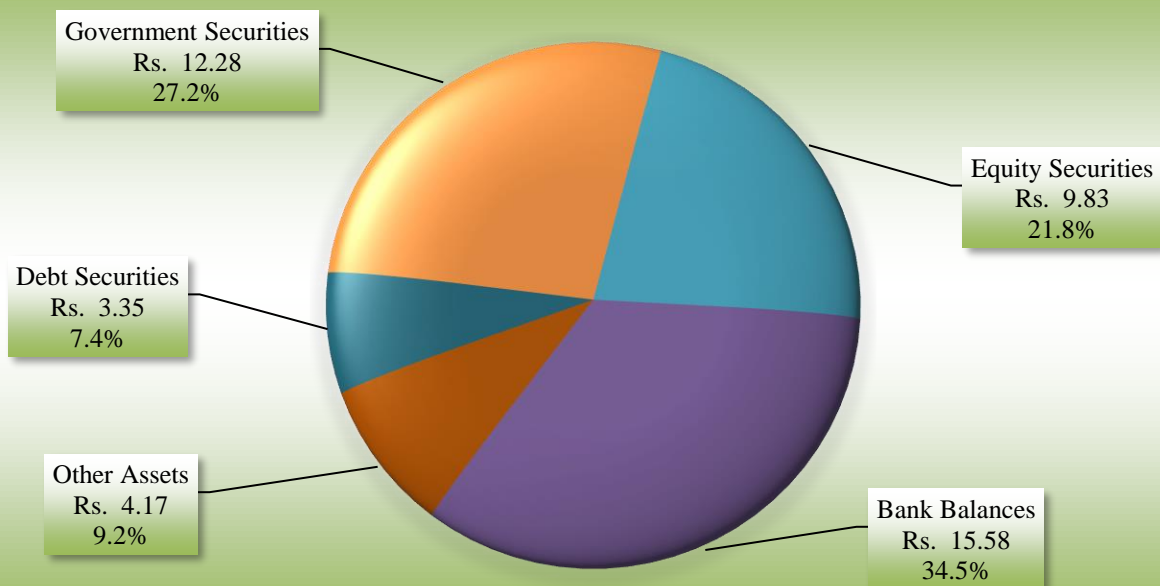
(Rs. in billion)

Description		Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Assets	Shariah Compliant Pension Funds	16.43	17.04	16.86	20.15	25.75	26.93	29.54
	Conventional Pension Funds	9.34	9.79	9.64	11.19	13.95	14.70	15.67
	<b>Total</b>	<b>25.77</b>	<b>26.83</b>	<b>26.50</b>	<b>31.35</b>	<b>39.70</b>	<b>41.64</b>	<b>45.21</b>
Share (%)	Shariah Compliant Pension Funds	63.7%	63.5%	63.6%	64.3%	64.9%	64.7%	65.3%
	Conventional Pension Funds	36.3%	36.5%	36.4%	35.7%	35.1%	35.3%	34.7%
Compound Annual Growth Rate June 2017 to March 2023		Shariah Compliant Pension Funds				10.7%		
		Conventional Pension Funds				9.4%		



## ASSET ALLOCATION OF PENSION FUNDS

Assets allocation of Pension Funds  
(Rs in billion & percentage of Total Assets)



## DETAIL OF INVESTOR ACCOUNTS IN PENSION FUNDS

Description	No. of Active Investor Accounts on March 31, 2023	Value of Investment on March 31, 2023 (Rs. In billion)	% of total Investment Value
<b>Resident</b>			
Individuals	55,241	41.587	93%
Associated Banks/DFIs/AMCs	15	2.579	6%
Other financial institutions	160	0.557	1%
<b>Foreign</b>			0%
Individuals	70	0.021	0%
Non-Individuals	-	-	0%
<b>Total</b>	<b>55,486</b>	<b>44.74</b>	<b>100%</b>

- Note 1**
- Number of active investor accounts i.e. Accounts having more than zero balance as at March 31, 2023 are: 55,486
  - Number of investor accounts having zero balance at March 31, 2023 are: 28,412
  - Total number of investor accounts as at March 31, 2023 are: 83,898

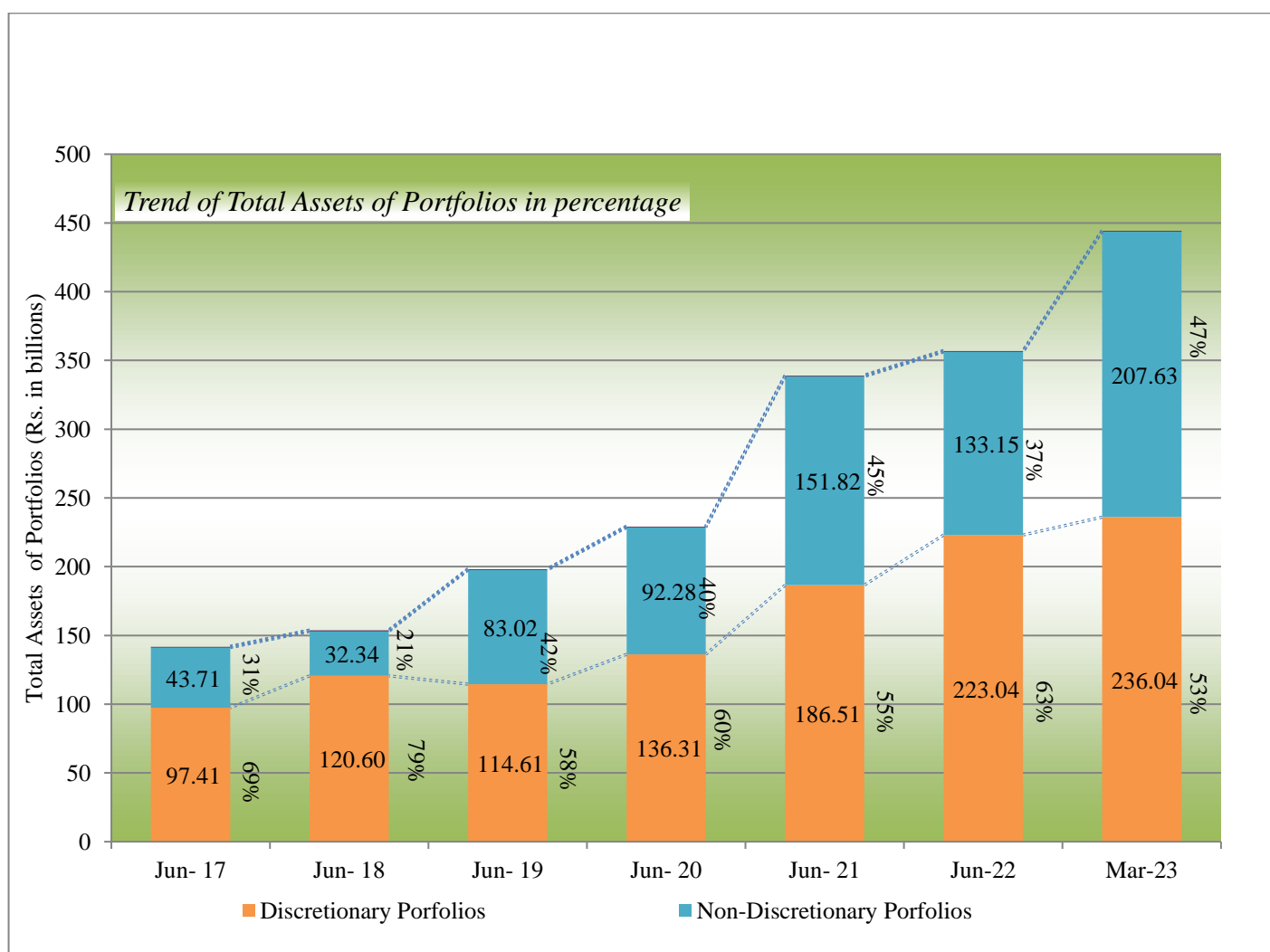
**Note 2** The number of investors' accounts is different from the number of investors in pension fund industry i.e. If Investor A has opened three accounts with three different Asset management companies, the same shall be reported as three investor accounts instead of one investor.

## DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS

### TREND OF TOTAL ASSETS OF DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS

(Rs. in billion)

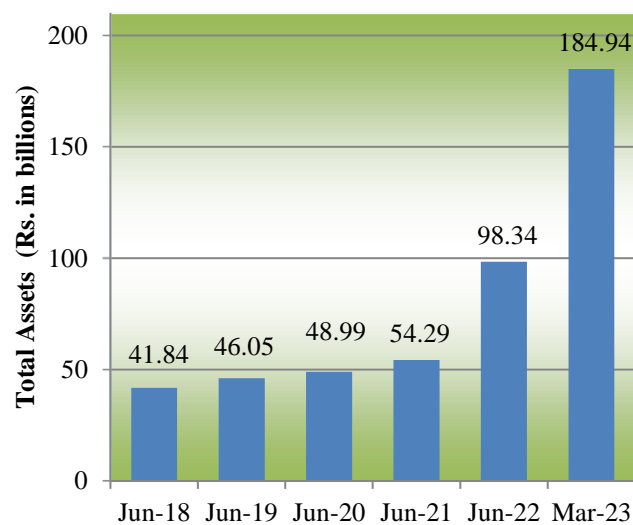
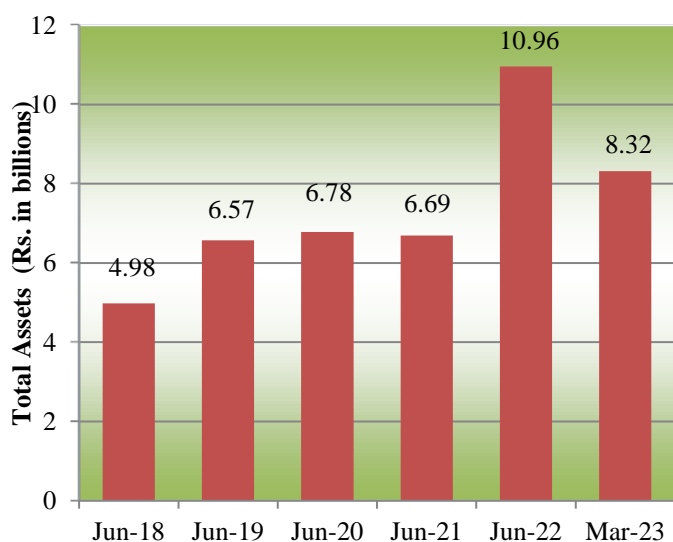
Description	Jun- 17	Jun- 18	Jun- 19	Jun- 20	Jun- 21	Jun-22	Mar-23
Discretionary Portfolios	97.41	120.60	114.61	136.31	186.51	223.04	236.04
Non-Discretionary Portfolios	43.71	32.34	83.02	92.28	151.82	133.15	207.63
<b>Total Assets of Portfolios</b>	<b>141.12</b>	<b>152.94</b>	<b>197.64</b>	<b>228.59</b>	<b>338.33</b>	<b>356.19</b>	<b>443.67</b>



## REAL ESTATE INVESTMENT TRUST AND PRIVATE EQUITY & VENTURE CAPITAL FUND TREND OF TOTAL ASSETS

(Rs in billion)

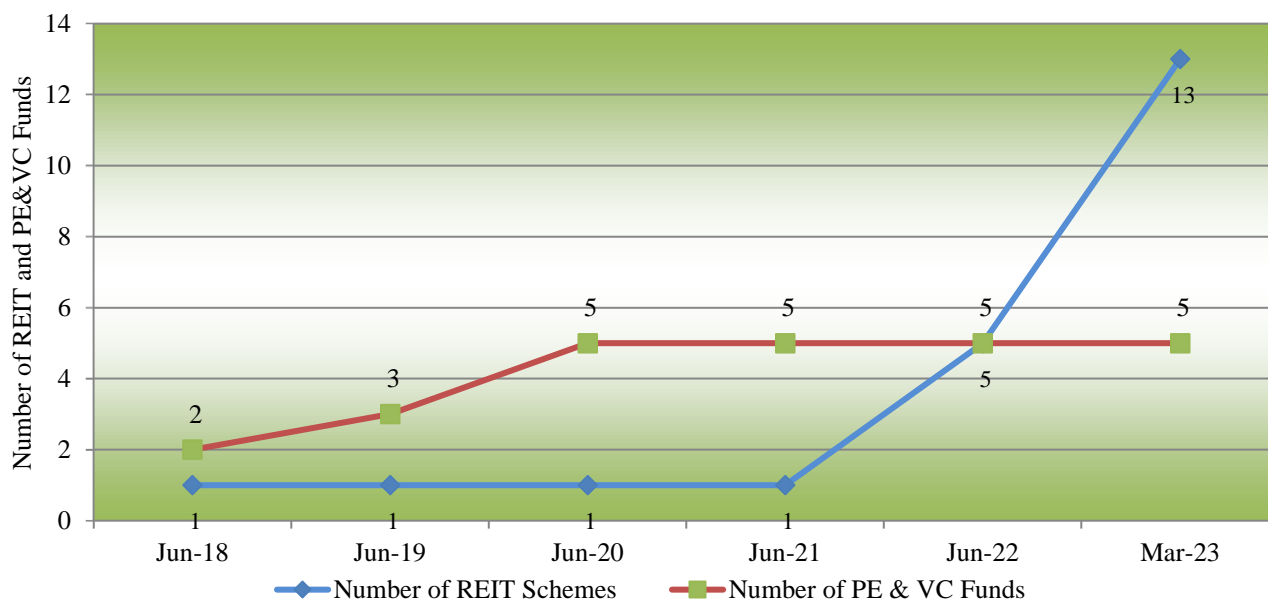
Description	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Real Estate Investment Trust	42.28	41.84	46.05	48.99	54.29	98.34	184.94
Private Equity & Venture Capital Fund	-	4.98	6.57	6.78	6.69	10.96	8.32
<b>Total Assets</b>	<b>42.28</b>	<b>46.82</b>	<b>52.62</b>	<b>55.77</b>	<b>60.98</b>	<b>109.31</b>	<b>193.26</b>



■ Private Equity & Venture Capital Fund

■ Real Estate Investment Trust

## NUMBER OF REITs AND PE&VC FUNDS

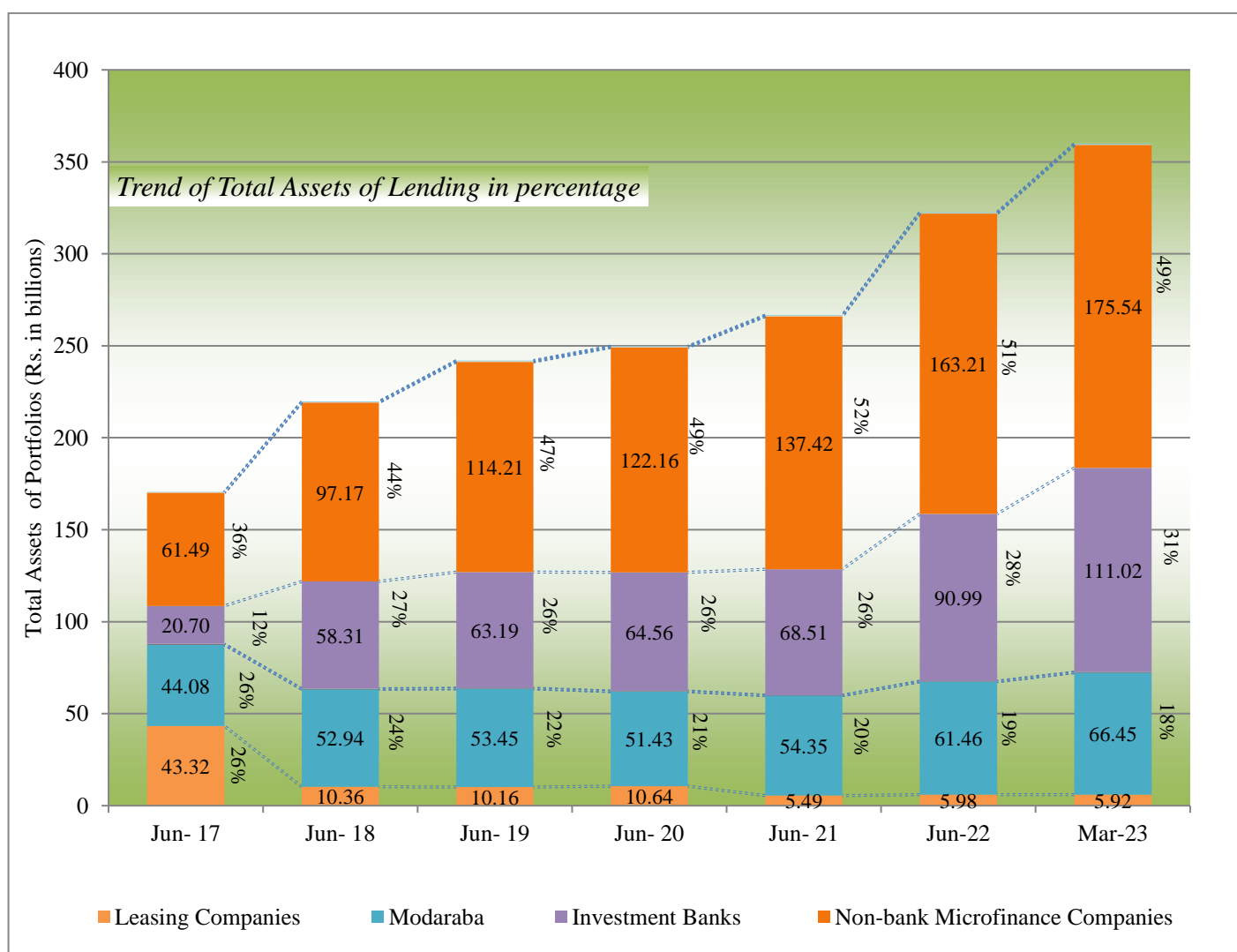




**LEASING CO, MODARABAS, INVESTMENT BANKS,**  
**NON-BANK MICROFINANCE CO, HOUSING FINANCE CO. &**  
**DISCOUNTING**  
**TREND OF TOTAL ASSETS**

(Rs in billion)

Description	Jun-17	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Mar-23
Leasing Companies	43.32	10.36	10.16	10.64	5.49	5.98	5.92
Modaraba	44.08	52.94	53.45	51.43	54.35	61.46	66.45
Investment Banks	20.70	58.31	63.19	64.56	68.51	90.99	111.015
Non-bank Microfinance Companies	61.49	97.17	114.21	122.16	137.42	163.21	175.54
Housing Finance Companies	-	-	-	-	-	0.47	0.51
Discounting	-	-	-	-	-	-	0.05
<b>Total Lending sector</b>	<b>169.59</b>	<b>218.78</b>	<b>241.01</b>	<b>248.79</b>	<b>265.76</b>	<b>322.11</b>	<b>359.48</b>
Growth since last June	91%	29%	10%	3%	7%	21%	12%

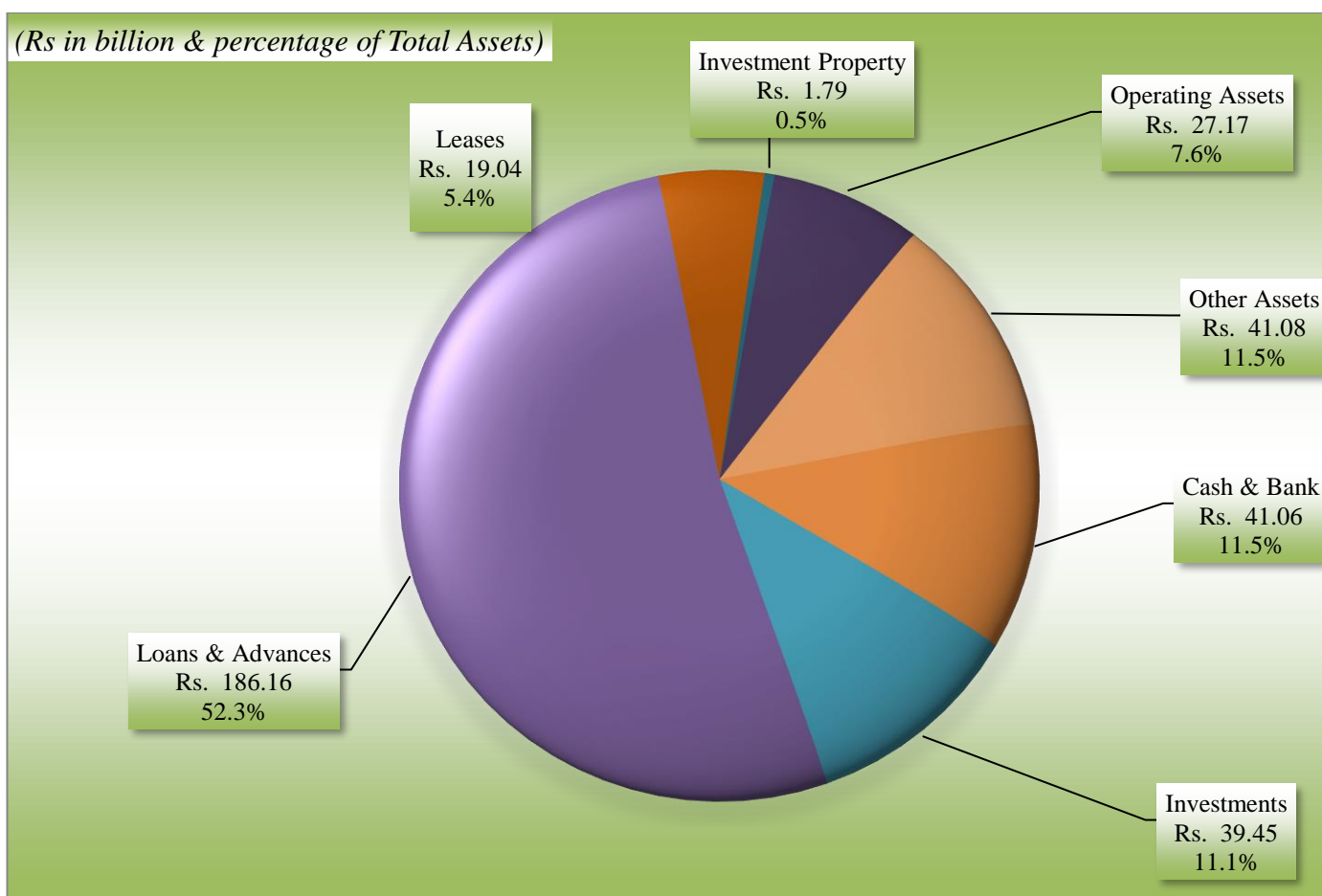


## ASSET ALLOCATION OF LEASING COMPANIES, MODARABAS, INVESTMENT BANKS, NON-BANK MICROFINANCE COMPANIES, HOUSING FINANCE COMPANIES & DISCOUNTING

(Rs in billion)

Category	Cash & Bank	Investments	Loans & Advances	Lease	Investment Property	Operating Assets	Other Assets
Modarabas	2.08	5.87	26.39	2.44	0.99	16.24	12.44
Leasing Cos.	0.14	0.20	0.73	4.45	0.17	0.02	0.22
Investment Banks *	4.09	28.99	47.33	12.15	0.51	4.65	10.70
Non-bank Microfinance Cos. *	34.45	4.37	111.54	-	0.13	6.20	17.70
Housing Finance Cos.	0.24	0.02	0.16	-	-	0.06	0.03
Discounting	0.05	-	-	-	-	-	0.00
<b>Total</b>	<b>41.06</b>	<b>39.45</b>	<b>186.16</b>	<b>19.04</b>	<b>1.79</b>	<b>27.17</b>	<b>41.08</b>

\* 8 Investment Bank and 8 NBMFCs are not included here due to non filing of SCRS returns.



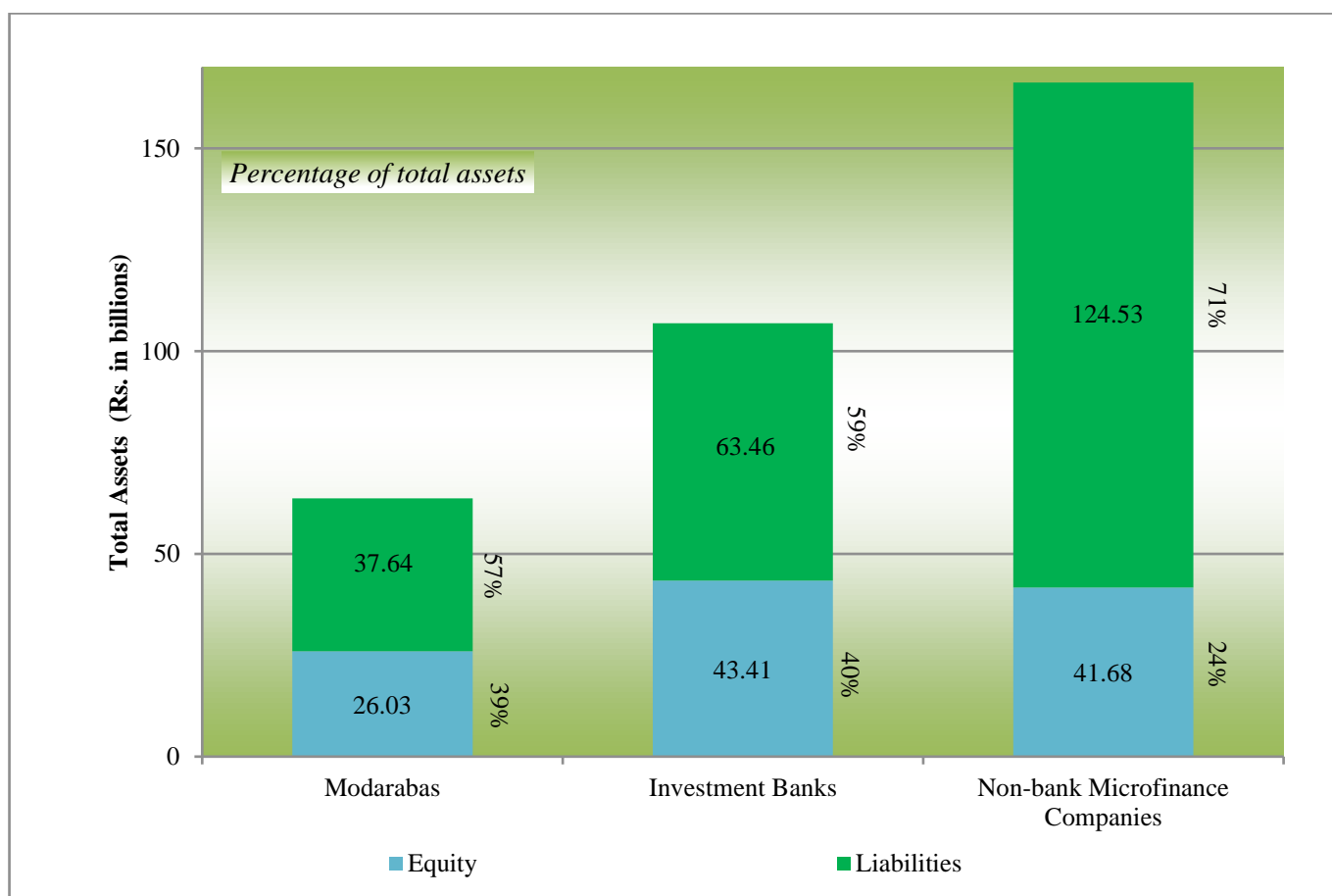
## LEVERAGE PROFILE OF LEASING COS., MODARABAS, INVESTMENT BANKS, NON-BANK MICROFINANCE COMPANIES, DISCOUNTING & HOUSING FINANCE COMPANIES

(Rs in billion)

Category	Equity*	Liabilities*	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies	1.10	1.56	5.92	18.54%	26.39%
Modarabas	26.03	38.51	66.45	39.17%	57.96%
Investment Banks **	43.41	63.46	108.43	40.03%	58.53%
Non-bank Microfinance Cos.**	41.68	124.57	174.39	23.90%	71.43%
Housing Finance Cos.	0.43	0.08	0.51	83.81%	16.19%
Discounting	0.05	0.00	0.05	97.24%	2.76%

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

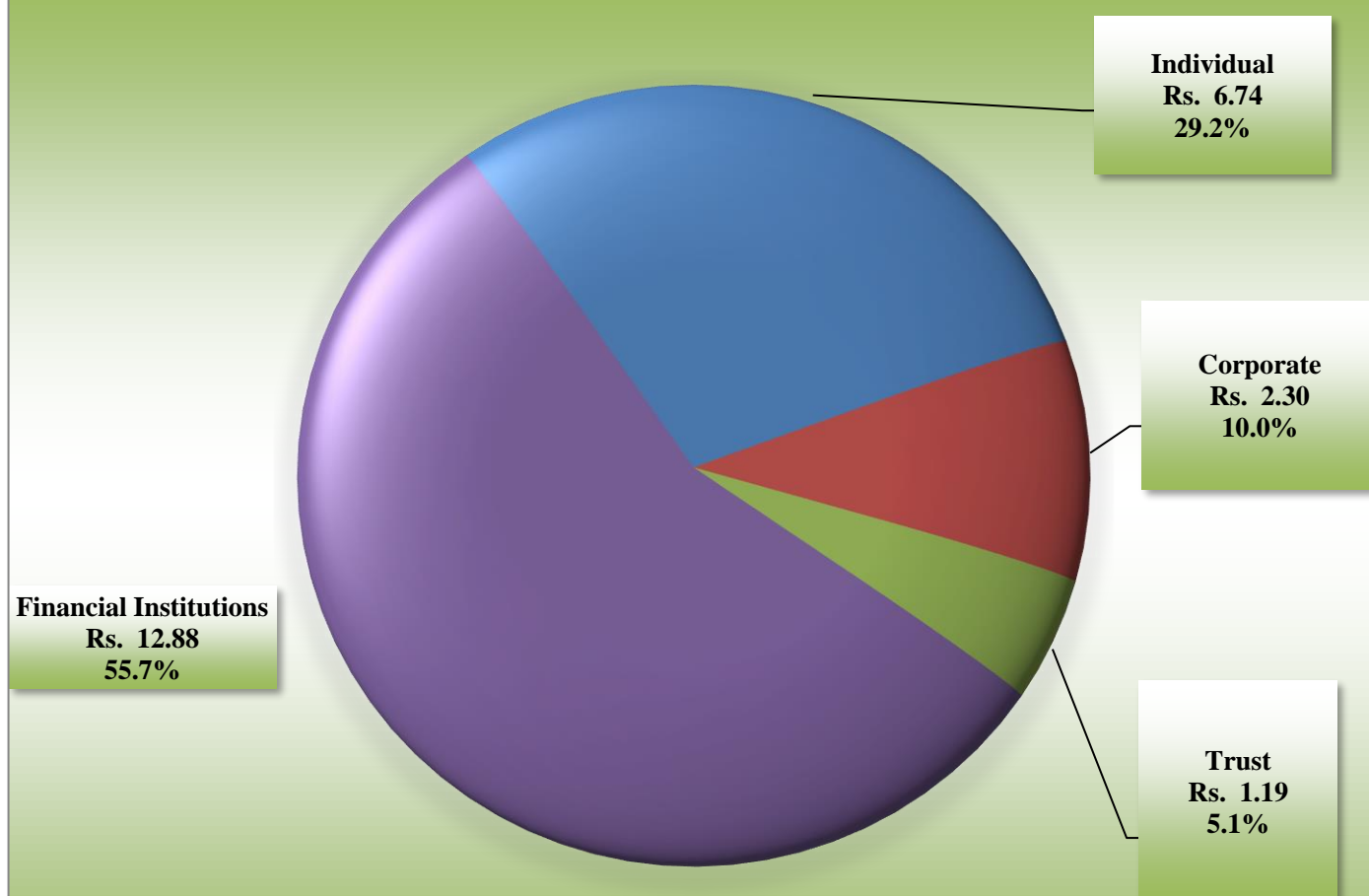
\*\* 8 Investment Bank and 8 NBMFCs are not included here due to non filing of SCRS returns



## DEPOSIT RAISING OF LEASING COMPANIES, MODARABAS & INVESTMENT BANKS

Category	Amounts (Rs in billion)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks *	Total	
Individual	0.33	2.40	4.01	Rs. 6.74	<b>29.2%</b>
Corporate	0.00	1.84	0.47	Rs. 2.30	<b>10.0%</b>
Trust	0.00	0.91	0.28	Rs. 1.19	<b>5.1%</b>
Govt. Entities	0.00	0.00	0.00	Rs. 0.00	<b>0.0%</b>
Financial Institutions	0.00	12.88	0.00	Rs. 12.88	<b>55.7%</b>
<b>Total</b>	<b>0.33</b>	<b>18.02</b>	<b>4.76</b>	<b>Rs. 23.11</b>	<b>100.0%</b>

(Rs in billion & percentage of Total Deposit)



## **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 billion)*

<b>Fund Category</b>	<b>Gross Issuance - Individuals</b>	<b>Gross Redemptions - Individuals</b>	<b>Net Issuance/(Redemptions) - Individuals</b>	<b>Gross Issuance - Non-Individuals</b>	<b>Gross Redemptions - Non-Individuals</b>	<b>Net Issuance/(Redemptions) - Non-Individuals</b>	<b>Gross Issuance - Fund of funds</b>	<b>Gross Redemptions - Fund of funds</b>	<b>Net Issuance/(Redemptions) - Fund of funds</b>	<b>Gross Issuance - Total</b>	<b>Gross Redemptions - Total</b>	<b>Net Issuance/(Redemptions) - Total</b>
Aggressive Income	0.57	0.58	-0.01	0.75	0.03	0.72	0.00	0.00	0.00	1.31	0.61	0.71
Asset Allocation	0.18	0.12	0.06	0.43	0.48	-0.05	0.00	0.00	0.00	0.61	0.60	0.01
Balanced	0.00	0.01	-0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	-0.01
Capital Protected	1.51	2.88	-1.37	20.36	10.46	9.90	0.00	0.00	0.00	21.87	13.34	8.53
Commodity	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equity	2.00	1.10	0.90	0.01	0.81	-0.81	0.00	0.00	0.00	2.01	1.92	0.10
Fund of Funds	0.78	0.36	0.43	4.37	0.95	3.42	0.00	0.00	0.00	5.15	1.30	3.85
Income	29.38	18.54	10.83	37.85	37.49	0.36	0.10	0.05	0.05	67.33	56.09	11.24
Index Tracker	0.00	0.01	-0.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.01	-0.01
Money Market	55.16	49.43	5.73	97.63	80.47	17.16	4.18	0.99	3.19	156.96	130.89	26.08
	<b>89.58</b>	<b>73.02</b>	<b>16.56</b>	<b>161.40</b>	<b>130.69</b>	<b>30.70</b>	<b>4.28</b>	<b>1.05</b>	<b>3.23</b>	<b>255.26</b>	<b>204.76</b>	<b>50.50</b>

**CATEGORY WISE ISSUANCE & REDEMPTION IN**  
**SHARIAH COMPLIANT COLLECTIVE INVESTMENT SCHEMES DURING THE MONTH**

(Rs. in billion)

<b>Fund Category</b>	<b>Gross Issuance - Individuals</b>	<b>Gross Redemptions - Individual</b>	<b>Net Issuance/(Redemptions) - Individual</b>	<b>Gross Issuance - Non-Individuals</b>	<b>Gross Redemptions - Non-Individuals</b>	<b>Net Issuance/(Redemptions) - Non-Individuals</b>	<b>Gross Issuance - Fund of funds</b>	<b>Gross Redemptions - Fund of funds</b>	<b>Net Issuance/(Redemptions) - Fund of funds</b>	<b>Gross Issuance - Total</b>	<b>Gross Redemptions - Total</b>	<b>Net Issuance/(Redemptions) - Total</b>
Islamic Aggressive Income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Islamic Asset Allocation	0.0	0.3	-0.2	0.1	0.0	0.1	0.0	0.0	0.0	0.1	0.3	-0.2
Islamic Balanced	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0
Islamic Capital Protected	0.0	0.4	-0.4	0.5	1.2	-0.7	0.0	0.0	0.0	0.5	1.6	-1.1
Islamic Commodity	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Islamic Equity	11.5	14.0	-2.4	0.1	0.5	-0.4	0.0	0.1	-0.1	11.6	14.6	-3.0
Islamic Fund of Funds	0.0	0.2	-0.2	0.0	0.1	-0.1	13.9	14.3	-0.5	13.9	14.6	-0.7
Islamic Income	19.2	24.3	-5.1	10.2	9.8	0.4	0.1	0.0	0.1	29.4	34.1	-4.6
Islamic Index Tracker	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0
Islamic Money Market	26.3	56.5	-30.2	68.6	68.5	0.1	0.1	0.1	-0.1	95.0	125.1	-30.1
	<b>57.1</b>	<b>95.8</b>	<b>-38.7</b>	<b>79.4</b>	<b>80.0</b>	<b>-0.6</b>	<b>14.0</b>	<b>14.6</b>	<b>-0.6</b>	<b>150.6</b>	<b>190.4</b>	<b>-39.8</b>

**CATEGOSRY WISE BREAK UP OF ASSETS UNDER MANAGEMENT**  
**CONVENTIONAL COLLECTIVE INVESTMENT SCHEMES**

*(Rs. in billion)*

<b>Fund Category</b>	<b>Individuals</b>	<b>Associated Banks/DFIs</b>	<b>Other Banks/DFIs</b>	<b>Insurance Co.s</b>	<b>Other Fin. Institutions</b>	<b>Other Corporates</b>	<b>Fund of funds</b>	<b>Retirement funds</b>	<b>Trusts/NGOs/Societies/Foundation/Charities</b>	<b>Foreign Individuals</b>	<b>Foreign Corporates</b>
Aggressive Income	2.7	0.3	9.7	0.0	0.0	1.1	0.0	2.7	0.1	0.0	0.0
Asset Allocation	4.3	0.5	0.2	0.3	0.1	0.1	0.0	1.2	0.0	0.0	0.0
Balanced	0.6	0.0	0.0	0.6	0.0	0.0	0.0	0.7	0.1	0.0	0.0
Capital Protected	10.4	3.9	0.0	0.0	0.0	22.9	0.2	0.4	0.3	0.0	0.0
Commodity	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Equity	22.3	2.4	3.1	12.7	2.5	8.4	0.1	30.6	4.8	0.6	0.2
Fund of Funds	3.9	0.3	0.0	0.3	0.0	4.5	0.0	2.9	0.5	0.0	0.0
Income	76.4	2.7	9.0	1.8	6.3	93.3	1.8	16.2	7.1	0.5	0.1
Index Tracker	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.0	0.0	0.0
Money Market	138.2	7.0	2.1	6.1	1.9	245.7	9.8	23.7	9.8	1.1	0.0
	<b>258.78</b>	<b>17.13</b>	<b>24.13</b>	<b>21.80</b>	<b>10.83</b>	<b>376.03</b>	<b>12.00</b>	<b>78.71</b>	<b>22.66</b>	<b>2.31</b>	<b>0.30</b>



**CATEGORY WISE BREAK UP OF ASSETS UNDER MANAGEMENT**  
**SHARIAH COMPLIANT COLLECTIVE INVESTMENT SCHEMES**

(Rs. in billion)

Fund Category	Individuals	Associated Banks/DFIs	Other Banks/DFIs	Insurance Co.s	Other Fin. Institutions	Other Corporates	Fund of funds	Retirement funds	Trusts/ NGOs/ Societies/ Foundation /Charities	Foreign Individuals	Foreign Corporates
Islamic Aggressive Income	0.57	0.00	0.00	1.57	0.00	0.00	0.00	0.35	0.00	0.01	0.00
Islamic Asset Allocation	3.33	0.10	2.20	5.63	0.00	2.44	0.00	1.45	0.11	0.07	0.00
Islamic Balanced	0.91	0.32	0.00	0.00	0.00	0.17	0.00	0.69	0.11	0.01	0.00
Islamic Capital Protected	7.33	0.11	0.00	0.00	0.00	0.07	0.00	0.07	0.05	0.25	0.00
Islamic Commodity	0.65	0.16	0.00	0.00	0.00	0.09	0.00	0.00	0.01	0.02	0.00
Islamic Equity	13.77	2.20	0.92	4.09	1.10	4.94	1.09	15.53	1.42	0.50	0.00
Islamic Fund of Funds	2.79	0.10	0.00	0.01	0.61	0.42	7.46	0.84	0.26	0.01	0.00
Islamic Income	133.84	1.45	2.98	3.88	1.19	18.75	0.90	10.13	1.97	2.28	0.00
Islamic Index Tracker	0.22	1.31	0.00	0.00	0.00	0.73	0.02	0.30	0.00	0.01	0.00
Islamic Money Market	150.50	3.68	2.12	12.94	3.76	196.85	2.48	19.83	18.42	1.89	0.00
	<b>313.91</b>	<b>9.42</b>	<b>8.22</b>	<b>28.12</b>	<b>6.66</b>	<b>224.46</b>	<b>11.94</b>	<b>49.19</b>	<b>22.35</b>	<b>5.05</b>	<b>0.00</b>

## REGION WISE ISSUANCE & REDEMPTIONS IN CONVENTIONAL COLLECTIVE INVESTMENT SCHEMES DURING THE MONTH

(Rs. in billion)

City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)
Hyderabad	1,125	0.13	0.12	0.01	2	0.00	0.00	0.00	1,127	0.13	0.12	0.01
Karachi	23,529	58.23	48.51	9.71	2,475	63.79	70.80	-7.01	26,004	122.02	119.31	2.71
Larkana	195	0.01	0.02	-0.01	0	0.00	0.00	0.00	195	0.01	0.02	-0.01
Mirpur khas	34	0.01	0.01	0.00	0	0.00	0.00	0.00	34	0.01	0.01	0.00
Nawab shah	117	0.00	0.01	-0.01	0	0.00	0.00	0.00	117	0.00	0.01	-0.01
Others	1,056	0.06	0.06	-0.01	8	0.01	0.05	-0.05	1,064	0.06	0.12	-0.05
Sukkur	188	0.00	0.00	0.00	0	0.00	0.00	0.00	188	0.00	0.00	0.00
<b>SINDH</b>	<b>26,244</b>	<b>58</b>	<b>49</b>	<b>10</b>	<b>2,485</b>	<b>64</b>	<b>71</b>	<b>-7</b>	<b>28,729</b>	<b>122</b>	<b>120</b>	<b>3</b>
Bahawalpur	197	0.04	0.04	0.00	5	0.01	0.00	0.01	202	0.05	0.04	0.01
Faisalabad	1,897	2.53	2.63	-0.10	103	2.87	1.89	0.98	2,000	5.40	4.52	0.88
Gujranwala	573	0.48	0.33	0.15	14	1.10	0.00	0.00	587	0.48	0.33	0.15
Lahore	12,989	19.80	16.73	3.07	1,063	18.86	21.69	-2.82	14,052	38.66	38.42	0.24
Multan	3,328	1.29	1.13	0.15	57	0.10	0.34	-0.24	3,385	1.39	1.47	-0.09
Others	7,859	1.02	1.17	-0.15	75	0.66	1.86	-1.21	7,934	1.68	3.03	-1.35
Rahim yar khan	296	0.06	0.05	0.00	0	0.00	0.00	0.00	296	0.06	0.05	0.00
Rawalpindi	2,954	1.93	1.18	0.74	130	59.23	22.43	36.80	3,084	61.16	23.61	37.55
Sadiqabad	20	0.00	0.01	-0.01	0	0.00	0.00	0.00	20	0.00	0.01	-0.01
Sargodha	390	0.05	0.02	0.02	0	0.00	0.00	0.00	390	0.05	0.02	0.02
Sialkot	565	0.64	0.49	0.14	12	0.28	0.01	0.27	577	0.91	0.50	0.41
<b>PUNJAB</b>	<b>31,068</b>	<b>28</b>	<b>24</b>	<b>4</b>	<b>1,459</b>	<b>83</b>	<b>48</b>	<b>34</b>	<b>32,527</b>	<b>110</b>	<b>72</b>	<b>38</b>
Islamabad	3,500	5.20	3.66	1.54	219	7.27	5.16	2.11	3,719	12.47	8.82	3.65
<b>CAPITAL TERRITORY</b>	<b>3,500</b>	<b>5</b>	<b>4</b>	<b>2</b>	<b>219</b>	<b>7</b>	<b>5</b>	<b>2</b>	<b>3,719</b>	<b>12</b>	<b>9</b>	<b>4</b>
Abbottabad	202	0.03	0.02	0.01	0	0.00	0.00	0.00	202	0.03	0.02	0.01
Bannu	40	0.01	0.00	0.00	0	0.00	0.00	0.00	40	0.01	0.00	0.00

City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)
Dera ismail khan	69	0.00	0.00	0.00	0	0.00	0.00	0.00	69	0.00	0.00	0.00
Mansehra	53	0.00	0.00	0.00	0	0.00	0.00	0.00	53	0.00	0.00	0.00
Nowshera	147	0.02	0.03	0.00	4	0.05	0.05	0.00	151	0.07	0.07	0.00
Others	1,412	0.21	0.06	0.15	9	0.01	0.00	0.00	1,421	0.22	0.06	0.15
Peshawar	742	0.43	0.33	0.10	15	0.32	0.03	0.29	757	0.75	0.36	0.39
Swat	47	0.02	0.00	0.02	0	0.00	0.00	0.00	47	0.02	0.00	0.02
<b>KPK</b>	<b>2,712</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>28</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,740</b>	<b>1</b>	<b>1</b>	<b>1</b>
Gwadar	11	0.00	0.00	0.00	1	0.00	0.00	0.00	0	0.00	0.00	0.00
Hub	4	0.00	0.00	0.00	1	0.02	0.00	0.02	0	0.02	0.00	0.02
Khuzdar	5	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
Lasbella	2	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
Others	104	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
Quetta	307	0.02	0.12	-0.09	4	0.00	0.00	0.00	0	0.03	0.12	-0.09
Turbat	31	0.00	0.00	0.00	0	0.00	0.00	0.00	0	0.00	0.00	0.00
<b>BALUCHISTAN</b>	<b>464</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>6</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
Gilgit	16	0.00	0.00	0.00	0	0.00	0.00	0.00	16	0.00	0.00	0.00
Hunza	7	0.00	0.00	0.00	0	0.00	0.00	0.00	7	0.00	0.00	0.00
Others	25	0.00	0.00	0.00	0	0.00	0.00	0.00	25	0.00	0.00	0.00
<b>GILGIT BALTISTAN</b>	<b>48</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>48</b>	<b>0</b>	<b>0</b>	<b>0</b>
Mirpur	181	0.09	0.04	0.05	1	0.00	0.00	0.00	182	0.09	0.04	0.05
Muzaffarabad	51	0.00	0.00	0.00	5	0.00	0.00	0.00	56	0.00	0.00	0.00
Others	173	0.02	0.01	0.00	6	0.00	0.00	0.00	179	0.02	0.01	0.00
<b>AJK</b>	<b>405</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>417</b>	<b>0</b>	<b>0</b>	<b>0</b>
Overseas	398	1.08	0.48	0.60	0	0.00	0.00	0.00	398	1.08	0.48	0.60
<b>TOTAL</b>	<b>64,839</b>	<b>93</b>	<b>77</b>	<b>16</b>	<b>4,209</b>	<b>155</b>	<b>124</b>	<b>29</b>	<b>68,578</b>	<b>247</b>	<b>202</b>	<b>45</b>

## REGION WISE ISSUANCE & REDEMPTIONS IN SHARIAH COMPLIANT COLLECTIVE INVESTMENT SCHEMES DURING THE MONTH

(Rs. in billion)

City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)
Hyderabad	2,026	0.26	0.14	0.12	0	0.00	0.00	0.00	2,026	0.26	0.14	0.12
Karachi	87,962	25.88	69.65	-43.78	7,470	70.18	55.63	14.55	95,432	96.06	125.28	-29.22
Larkana	66	0.01	0.01	0.00	0	0.00	0.00	0.00	66	0.01	0.01	0.00
Mirpur khas	114	0.00	0.00	0.00	0	0.00	0.00	0.00	114	0.00	0.00	0.00
Nawab shah	73	0.01	0.00	0.01	0	0.00	0.00	0.00	73	0.01	0.00	0.01
Others	1,141	0.13	0.06	0.06	1	0.00	0.00	0.00	1,142	0.13	0.06	0.06
Sukkur	154	0.01	0.01	-0.01	0	0.00	0.00	0.00	154	0.01	0.01	-0.01
<b>SINDH</b>	<b>91,536</b>	<b>26.29</b>	<b>69.88</b>	<b>-43.59</b>	<b>7,471</b>	<b>70.18</b>	<b>55.63</b>	<b>14.55</b>	<b>99,007</b>	<b>96.47</b>	<b>125.51</b>	<b>-29.04</b>
Bahawalpur	260	0.08	0.06	0.02	0	0.00	0.00	0.00	260	0.08	0.06	0.02
Faisalabad	3,197	1.74	0.88	0.85	60	1.13	0.44	0.69	3,257	2.87	1.32	1.55
Gujranwala	1,432	0.25	0.11	0.14	28	0.08	0.00	0.08	1,460	0.33	0.11	0.22
Lahore	29,023	9.85	5.16	4.69	2,099	11.71	7.50	4.21	31,122	21.56	12.66	8.90
Multan	2,486	0.85	0.44	0.41	98	0.68	0.42	0.26	2,584	1.53	0.85	0.67
Others	10,709	1.40	0.64	0.77	7	1.05	0.00	1.05	10,716	2.45	0.64	1.81
Rahim yar khan	577	0.06	0.02	0.04	0	0.00	0.00	0.00	577	0.06	0.02	0.04
Rawalpindi	9,552	1.19	0.66	0.53	387	9.23	28.77	-19.54	9,939	10.42	29.42	-19.00
Sadiqabad	187	0.02	0.01	0.01	0	0.00	0.00	0.00	187	0.02	0.01	0.01
Sargodha	802	0.16	0.05	0.10	0	0.00	0.00	0.00	802	0.16	0.05	0.10
Sialkot	836	0.75	0.51	0.24	24	0.34	0.22	0.12	860	1.09	0.73	0.36
<b>PUNJAB</b>	<b>59,061</b>	<b>16.35</b>	<b>8.54</b>	<b>7.81</b>	<b>2,703</b>	<b>24.22</b>	<b>37.34</b>	<b>-13.12</b>	<b>61,764</b>	<b>40.57</b>	<b>45.88</b>	<b>-5.31</b>
Islamabad	13,183	2.71	1.81	0.90	550	1.16	0.66	0.50	13,733	3.87	2.47	1.40
<b>CAPITAL TERRITORY</b>	<b>13,183</b>	<b>2.71</b>	<b>1.81</b>	<b>0.90</b>	<b>550</b>	<b>1.16</b>	<b>0.66</b>	<b>0.50</b>	<b>13,733</b>	<b>3.87</b>	<b>2.47</b>	<b>1.40</b>
Abbottabad	363	0.06	0.05	0.01	8	0.00	0.00	0.00	371	0.06	0.05	0.01
Bannu	33	0.04	0.01	0.02	5	0.00	0.00	0.00	38	0.04	0.01	0.02

City	Individual				Non-Individual				Total			
	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)	No. of Investor Accounts	Gross Sales (Rs.)	Gross Redemptions (Rs.)	Net Sales/ (Redemptions) (Rs.)
Dera ismail khan	71	0.01	0.01	0.00	0	0.00	0.00	0.00	71	0.01	0.01	0.00
Mansehra	114	0.03	0.01	0.01	14	0.00	0.00	0.00	128	0.03	0.01	0.01
Nowshera	224	0.03	0.02	0.01	13	0.01	0.01	0.00	237	0.03	0.02	0.01
Others	2,820	0.36	0.24	0.12	222	0.03	0.07	-0.04	3,042	0.39	0.31	0.08
Peshawar	2,759	0.79	0.59	0.20	169	0.00	0.01	0.00	2,907	0.79	0.59	0.20
Swat	114	0.06	0.04	0.03	25	0.00	0.00	0.00	139	0.06	0.04	0.03
<b>KPK</b>	<b>6,498</b>	<b>1.37</b>	<b>0.97</b>	<b>0.40</b>	<b>456</b>	<b>0.04</b>	<b>0.08</b>	<b>-0.04</b>	<b>6,933</b>	<b>1.41</b>	<b>1.05</b>	<b>0.36</b>
Gwadar	1	0.00	0.00	0.00	0	0.00	0.00	0.00	1	0.00	0.00	0.00
Hub	12	0.01	0.00	0.01	4	0.09	0.00	0.09	16	0.10	0.00	0.10
Khuzdar	2	0.00	0.00	0.00	0	0.00	0.00	0.00	2	0.00	0.00	0.00
Lasbella	1	0.00	0.00	0.00	0	0.00	0.00	0.00	1	0.00	0.00	0.00
Others	161	0.01	0.01	0.00	0	0.00	0.00	0.00	161	0.01	0.01	0.00
Quetta	974	0.09	0.02	0.07	68	0.54	0.00	0.54	1,042	0.63	0.02	0.61
Turbat	2	0.00	0.00	0.00	0	0.00	0.00	0.00	2	0.00	0.00	0.00
<b>BALUCHISTAN</b>	<b>1,153</b>	<b>0.11</b>	<b>0.03</b>	<b>0.08</b>	<b>72</b>	<b>0.63</b>	<b>0.00</b>	<b>0.63</b>	<b>1,225</b>	<b>0.74</b>	<b>0.03</b>	<b>0.71</b>
Gilgit	21	0.00	0.00	0.00	0	0.00	0.00	0.00	21	0.00	0.00	0.00
Hunza	1	0.00	0.00	0.00	0	0.00	0.00	0.00	1	0.00	0.00	0.00
Others	12	0.00	0.00	0.00	0	0.00	0.00	0.00	12	0.00	0.00	0.00
<b>GILGIT BALTISTAN</b>	<b>34</b>	<b>0.01</b>	<b>0.00</b>	<b>0.00</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>34</b>	<b>0.01</b>	<b>0.00</b>	<b>0.00</b>
Mirpur	256	0.01	0.03	-0.02	0	0.00	0.00	0.00	256	0.01	0.03	-0.02
Muzaffarabad	212	0.03	0.02	0.01	0	0.00	0.00	0.00	212	0.03	0.02	0.01
Others	487	0.01	0.01	0.00	0	0.00	0.00	0.00	487	0.01	0.01	0.00
<b>AJK</b>	<b>955</b>	<b>0.06</b>	<b>0.06</b>	<b>-0.01</b>	<b>0</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>955</b>	<b>0.06</b>	<b>0.06</b>	<b>-0.01</b>
Overseas	855	0.35	0.13	0.23	0	0.00	0.00	0.00	855	0.35	0.13	0.23
<b>TOTAL</b>	<b>173,275</b>	<b>47.25</b>	<b>81.42</b>	<b>-34.18</b>	<b>11,252</b>	<b>96.23</b>	<b>93.71</b>	<b>2.52</b>	<b>184,506</b>	<b>143.48</b>	<b>175.13</b>	<b>-31.66</b>

## NUMBER OF NEW ACCOUNTS OPENED IN COLLECTIVE INVESTMENT SCHEMES DURING THE MONTH

City	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
Hyderabad	42	0	42	78	0	78
Karachi	947	28	975	3,208	42	3,250
Larkana	20	0	20	5	0	5
Mirpur Khas	14	0	14	2	0	2
Nawab Shah	13	0	13	8	0	8
Others	181	1	182	73	0	73
Sukkur	27	0	27	11	0	11
<b>SINDH</b>	<b>1,244</b>	<b>29</b>	<b>1,273</b>	<b>3,385</b>	<b>42</b>	<b>3,427</b>
Bahawalpur	111	1	112	742	0	742
Faisalabad	937	2	939	671	2	673
Gujranwala	123	1	124	70	0	70
Lahore	735	15	750	1,778	11	1,789
Multan	558	4	562	242	2	244
Others	1,972	0	1,972	1,720	1	1,721
Rahim Yar Khan	62	0	62	21	0	21
Rawalpindi	203	2	205	287	5	292
Sadiqabad	1	0	1	17	0	17
Sargodha	72	0	72	51	0	51
Sialkot	91	2	93	48	0	48
<b>PUNJAB</b>	<b>4,865</b>	<b>27</b>	<b>4,892</b>	<b>5,647</b>	<b>21</b>	<b>5,668</b>
Islamabad	202	5	207	369	6	375
<b>CAPITAL TERRITORY</b>	<b>202</b>	<b>5</b>	<b>207</b>	<b>369</b>	<b>6</b>	<b>375</b>
Abbottabad	64	0	64	15	0	15

City	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
Bannu	8	0	8	4	0	4
Dera Ismail Khan	12	0	12	3	0	3
Mansehra	20	0	20	4	0	4
Nowshera	17	0	17	6	0	6
Others	180	1	181	178	0	178
Peshawar	63	0	63	79	0	79
Swat	8	0	8	13	0	13
<b>KPK</b>	<b>372</b>	<b>1</b>	<b>373</b>	<b>302</b>	<b>0</b>	<b>302</b>
Gwadar	0	0	0	1	0	1
Hub	1	1	2	1	0	1
Khuzdar	3	0	3	0	0	0
Lasbella	0	0	0	0	0	0
Others	24	0	24	4	0	4
Quetta	22	0	22	19	0	19
Turbat	4	0	4	0	0	0
<b>BALUCHISTAN</b>	<b>54</b>	<b>1</b>	<b>55</b>	<b>25</b>	<b>0</b>	<b>25</b>
Gilgit	6	0	6	3	0	3
Hunza	0	0	0	0	0	0
Others	3	0	3	1	0	1
<b>GILGIT BALTISTAN</b>	<b>9</b>	<b>0</b>	<b>9</b>	<b>4</b>	<b>0</b>	<b>4</b>
Mirpur	14	0	14	5	0	5
Muzaffarabad	12	0	12	9	0	9
Others	37	0	37	15	0	15
<b>AJ&amp;K</b>	<b>63</b>	<b>0</b>	<b>63</b>	<b>29</b>	<b>0</b>	<b>29</b>
Overseas	13	0	13	66	0	66
<b>TOTAL</b>	<b>6,822</b>	<b>63</b>	<b>6,885</b>	<b>9,827</b>	<b>69</b>	<b>9,896</b>

## REGION-WISE ASSETS UNDER MANAGEMENT

(Rs. in billion)

City	Conventional Schemes						Shariah Compliant Schemes					
	Individual		Non-Individual		Total		Individual		Non-Individual		Total	
	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)
Hyderabad	7,549	1.15	27	0.18	7,576	1.32	4,306	1.63	2	0.00	4,308	1.63
Karachi	129,162	131.67	5,654	310.66	134,816	442.33	167,880	172.35	3,807	276.71	171,687	449.06
Larkana	451	0.06	1	0.00	452	0.06	310	0.03	1	0.00	311	0.03
Mirpur Khas	343	0.02	0	0.00	343	0.02	333	0.04	1	0.00	334	0.05
Nawab Shah	255	0.08	1	0.00	256	0.08	281	0.08	0	0.00	281	0.08
Others	3,393	0.58	17	0.61	3,410	1.19	3,688	0.92	6	0.02	3,694	0.94
Sukkur	1,466	0.19	6	0.07	1,472	0.26	506	0.10	0	0.00	506	0.10
<b>SINDH</b>	<b>142,619</b>	<b>133.75</b>	<b>5,706</b>	<b>311.52</b>	<b>148,325</b>	<b>445.27</b>	<b>177,304</b>	<b>175.15</b>	<b>3,817</b>	<b>276.74</b>	<b>181,121</b>	<b>451.89</b>
Bahawalpur	1,189	0.19	13	0.10	1,202	0.29	1,941	0.41	2	0.00	1,943	0.41
Faisalabad	9,230	9.15	216	14.80	9,446	23.95	16,902	7.40	266	2.11	17,168	9.51
Gujranwala	4,389	1.23	61	1.22	4,450	2.45	4,582	2.01	38	0.21	4,620	2.22
Lahore	57,385	75.99	2,723	87.49	60,108	163.48	74,449	63.95	1,345	27.38	75,794	91.34
Multan	11,092	3.79	125	2.33	11,217	6.12	8,026	5.54	56	4.21	8,082	9.75
Others	16,757	5.75	110	7.02	16,867	12.77	24,774	8.20	37	1.20	24,811	9.40
Rahim Yar Khan	726	0.30	4	0.00	730	0.30	975	0.41	2	0.00	977	0.41
Rawalpindi	15,554	8.59	361	73.88	15,915	82.47	18,586	8.11	202	11.50	18,788	19.60
Sadiqabad	165	0.04	0	0.00	165	0.04	520	0.32	0	0.00	520	0.32
Sargodha	2,346	0.62	7	0.18	2,353	0.80	1,761	0.92	3	0.01	1,764	0.93
Sialkot	4,124	2.26	64	2.09	4,188	4.35	3,741	2.32	52	1.87	3,793	4.19
<b>PUNJAB</b>	<b>122,957</b>	<b>107.90</b>	<b>3,684</b>	<b>189.13</b>	<b>126,641</b>	<b>297.03</b>	<b>156,257</b>	<b>99.59</b>	<b>2,003</b>	<b>48.48</b>	<b>158,260</b>	<b>148.06</b>
Islamabad	18,308	15.18	590	56.63	18,898	71.80	24,484	19.01	375	7.57	24,859	26.58
<b>CAPITAL TERRITORY</b>	<b>18,308</b>	<b>15.18</b>	<b>590</b>	<b>56.63</b>	<b>18,898</b>	<b>71.80</b>	<b>24,484</b>	<b>19.01</b>	<b>375</b>	<b>7.57</b>	<b>24,859</b>	<b>26.58</b>
Abbottabad	1,403	0.53	10	0.26	1,413	0.79	1,863	0.59	3	0.00	1,866	0.59



City	Conventional Schemes						Shariah Compliant Schemes					
	Individual		Non-Individual		Total		Individual		Non-Individual		Total	
	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)	No. of Investor Accounts	AUMs (Rs.)
Bannu	93	0.04	0	0.00	93	0.04	206	0.09	0	0.00	206	0.09
Dera Ismail Khan	133	0.06	0	0.00	133	0.06	206	0.06	3	0.00	209	0.06
Mansehra	126	0.01	0	0.00	126	0.01	750	0.18	0	0.00	750	0.18
Nowshera	806	0.17	25	0.36	831	0.53	933	0.24	17	0.01	950	0.25
Others	2,663	0.70	27	0.46	2,690	1.16	6,873	1.75	21	0.09	6,894	1.84
Peshawar	8,055	2.37	122	3.29	8,177	5.65	11,147	4.14	89	1.67	11,236	5.82
Swat	139	0.04	0	0.00	139	0.04	1,307	0.28	0	0.00	1,307	0.28
<b>KPK</b>	<b>13,418</b>	<b>3.92</b>	<b>184</b>	<b>4.37</b>	<b>13,602</b>	<b>8.29</b>	<b>23,285</b>	<b>7.34</b>	<b>133</b>	<b>1.77</b>	<b>23,418</b>	<b>9.11</b>
Gwadar	16	0.01	1	0.02	17	0.02	21	0.00	1	0.00	22	0.00
Hub	15	0.00	1	0.02	16	0.02	131	0.02	1	0.24	132	0.27
Khuzdar	15	0.00	7	0.02	22	0.02	18	0.00	0	0.00	18	0.00
Lasbella	5	0.00	0	0.00	5	0.00	42	0.00	0	0.00	42	0.00
Others	154	0.07	0	0.00	154	0.07	198	0.09	0	0.00	198	0.09
Quetta	2,244	1.09	33	0.32	2,277	1.41	1,279	0.64	11	0.74	1,290	1.39
Turbat	27	0.02	0	0.00	27	0.02	15	0.00	0	0.00	15	0.00
<b>Balochistan</b>	<b>2,476</b>	<b>1.19</b>	<b>42</b>	<b>0.38</b>	<b>2,518</b>	<b>1.58</b>	<b>1,704</b>	<b>0.76</b>	<b>13</b>	<b>0.98</b>	<b>1,717</b>	<b>1.74</b>
Gilgit	79	0.00	0	0.00	79	0.00	83	0.01	2	0.00	85	0.01
Hunza	8	0.00	0	0.00	8	0.00	2	0.00	0	0.00	2	0.00
Others	39	0.00	1	0.00	40	0.00	30	0.00	1	0.00	31	0.00
<b>Gilgit Baltistan</b>	<b>126</b>	<b>0.00</b>	<b>1</b>	<b>0.00</b>	<b>127</b>	<b>0.00</b>	<b>115</b>	<b>0.01</b>	<b>3</b>	<b>0.00</b>	<b>118</b>	<b>0.01</b>
Mirpur	2,301	0.89	5	0.04	2,306	0.93	968	0.48	1	0.00	969	0.49
Muzaffarabad	170	0.01	7	0.05	177	0.06	433	0.15	4	0.00	437	0.15
Others	480	0.27	4	0.06	484	0.33	384	0.13	0	0.00	384	0.13
<b>AJ&amp;K</b>	<b>2,951</b>	<b>1.18</b>	<b>16</b>	<b>0.15</b>	<b>2,967</b>	<b>1.32</b>	<b>1,785</b>	<b>0.77</b>	<b>5</b>	<b>0.00</b>	<b>1,790</b>	<b>0.77</b>
Overseas	2,399	3.57	17	0.14	2,416	3.71	4,885	4.99	5	0.00	4,890	4.99
<b>TOTAL</b>	<b>305,254</b>	<b>267</b>	<b>10,240</b>	<b>562</b>	<b>315,494</b>	<b>829</b>	<b>389,819</b>	<b>308</b>	<b>6,354</b>	<b>336</b>	<b>396,173</b>	<b>643</b>



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