



SECURITIES AND EXCHANGE
COMMISSION OF PAKISTAN

September 2023

NBFC Sector Summary Report



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.

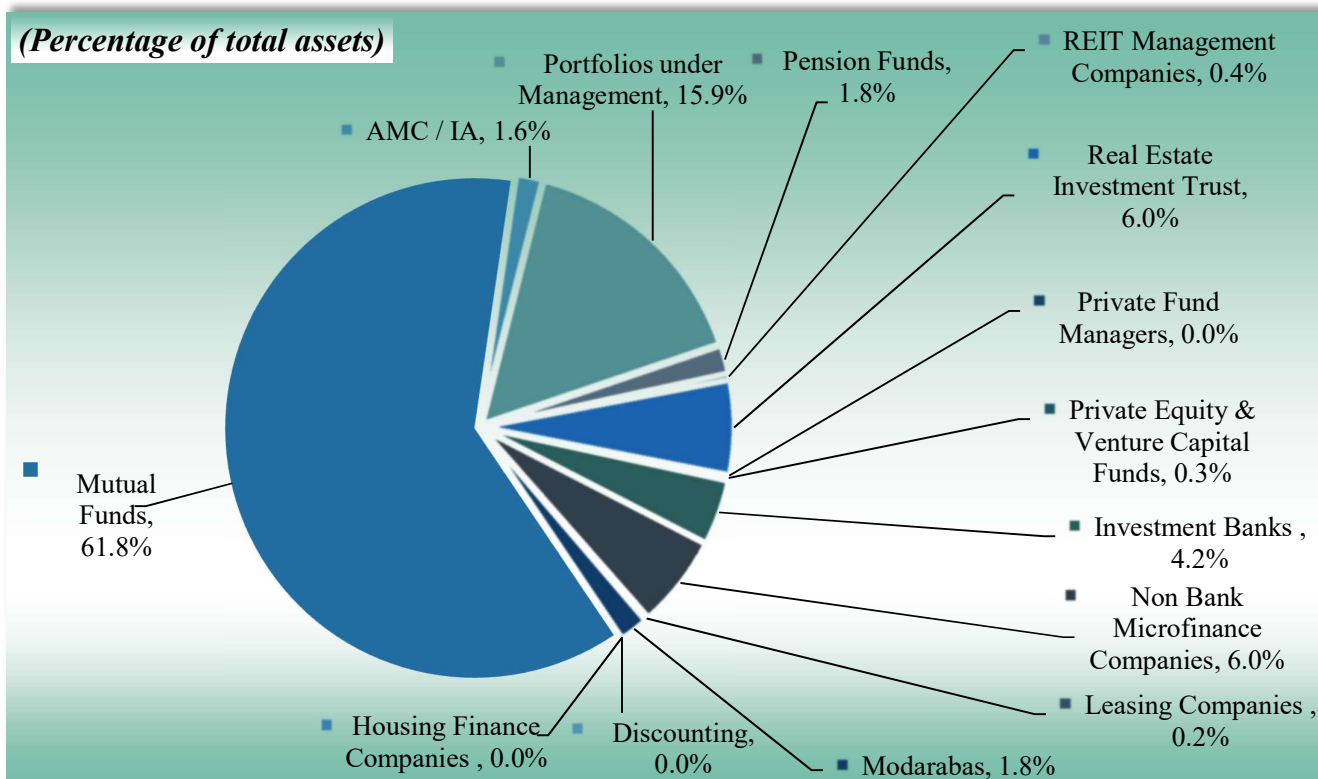
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SNAPSHOT OF NBFI INDUSTRY AS OF SEPTEMBER 30, 2023

Sector & Sub Sectors		No. of Licenses	Total Assets (Rs in billion)	Percentage of Total Assets
FUND MANAGEMENT	Mutual Funds and Plans	344	1,866.69	61.8%
	Asset Management Companies/ Investment Advisors *	29	49.51	1.6%
	Discretionary & Non-Discretionary Portfolios	-	479.03	15.9%
	Pension Funds	24	54.52	1.8%
	REIT Management Companies *	22	11.95	0.4%
	Real Estate Investment Trust	15	182.59	6.0%
	Private Fund Managers *	13	0.22	0.0%
	Private Equity & Venture Capital Funds	8	9.41	0.3%
LENDING	Investment Banks	28	125.98	4.2%
	Non-Bank Microfinance Companies	40	179.98	6.0%
	Leasing Companies	5	6.40	0.2%
	Modarabas	22	54.95	1.8%
	Housing Finance Companies	4	0.58	0.0%
	Discounting	1	0.05	0.0%
Total		555	3,021.86	100.0%

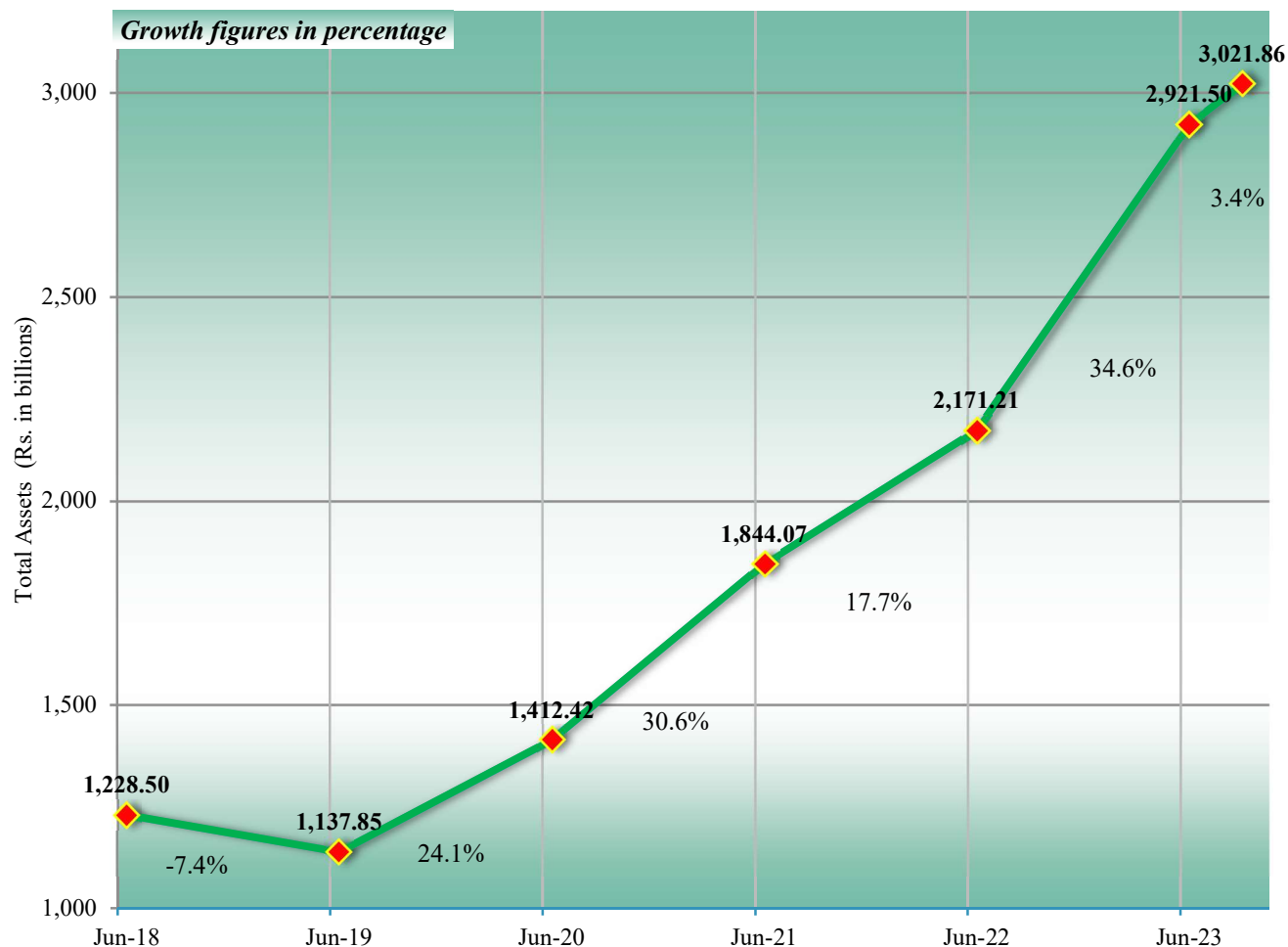
**The assets of 7 RMC and 7 Private Fund Managers having more than one licenses are covered in AMC/IAs section and assets of 1 RMC has more than one licenses is covered in Private Fund Managers.*



TREND OF GROWTH OF ASSETS OF NBFI INDUSTRY

(Rs. in billion)

Description	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Total Assets	1,228.50	1,137.85	1,412.42	1,844.07	2,171.21	2,921.50	3,021.86
Growth Since Last June	2.7%	-7.4%	24.1%	30.6%	17.7%	34.5%	3.4%
Growth of Assets since June 2018 till Sep 2023				145.98%			
Compound Annual Growth Rate of total Assets from June 2018 till Sep 2023				18.70%			

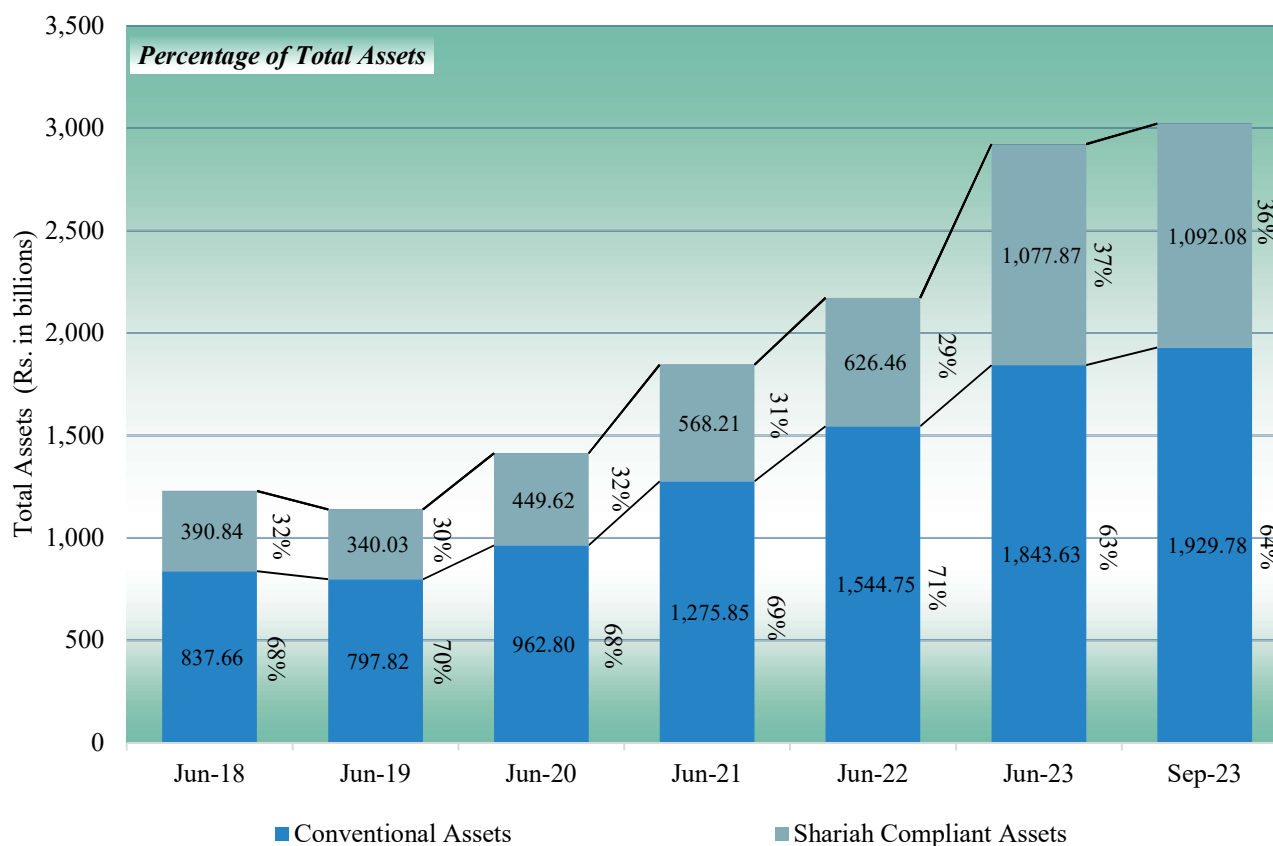


BREAKUP OF SHARIAH COMPLIANT AND CONVENTIONAL ASSETS OF NBFI INDUSTRY

(Rs. in billion)

Description		Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Assets	Conventional	837.66	797.82	962.80	1,275.85	1,544.75	1,843.63	1,929.78
	Shariah Compliant	390.84	340.03	449.62	568.21	626.46	1,077.87	1,092.08
	Total	1,228.50	1,137.85	1,412.42	1,844.06	2,171.21	2,921.50	3,021.86
Share in Assets (%)	Conventional	68.2%	70.1%	68.2%	69.2%	71.1%	63.1%	63.9%
	Shariah Compliant	31.8%	29.9%	31.8%	30.8%	28.9%	36.9%	36.1%
Growth since Jun-18 till Sep-23		Conventional Assets			130.4%			
		Shariah Compliant Assets			179.4%			
Compound Annual Growth Rate (June 2018 till Sep 2023)		Conventional Assets			17.2%			
		Shariah Compliant Assets			21.6%			

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.

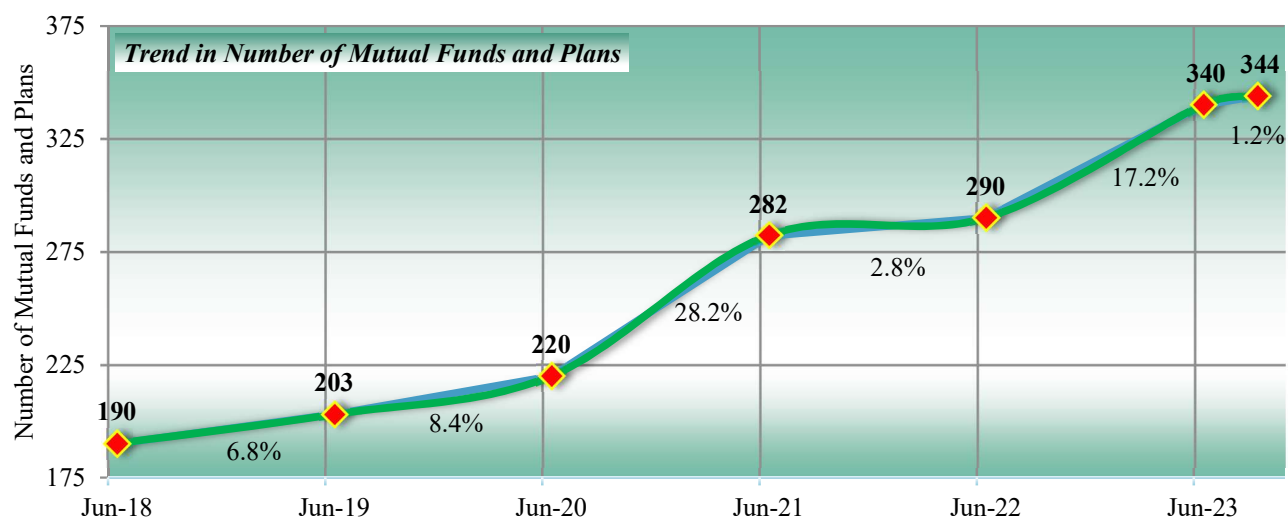
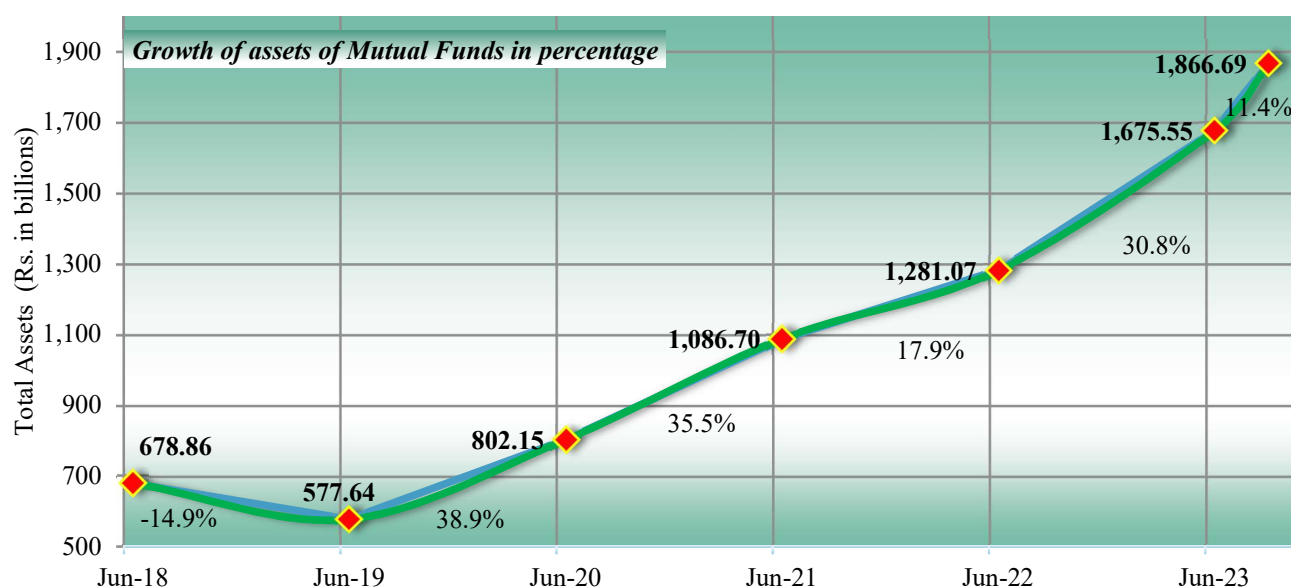


MUTUAL FUNDS & PLANS

TREND OF TOTAL ASSETS OF MUTUAL FUNDS & PLANS

(Rs in billion)

Description	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Total Assets	678.86	577.64	802.15	1,086.70	1,281.07	1,675.55	1,866.69
Growth since last June	-4.4%	-14.9%	38.9%	35.5%	17.9%	30.8%	11.4%
Total Number of Mutual Funds & Plans	190	203	220	282	290	340	344
Growth of Assets since June 2018 till September 2023					175.0%		
Compound Annual Growth Rate (June 2018 till September 2023)					21.2%		

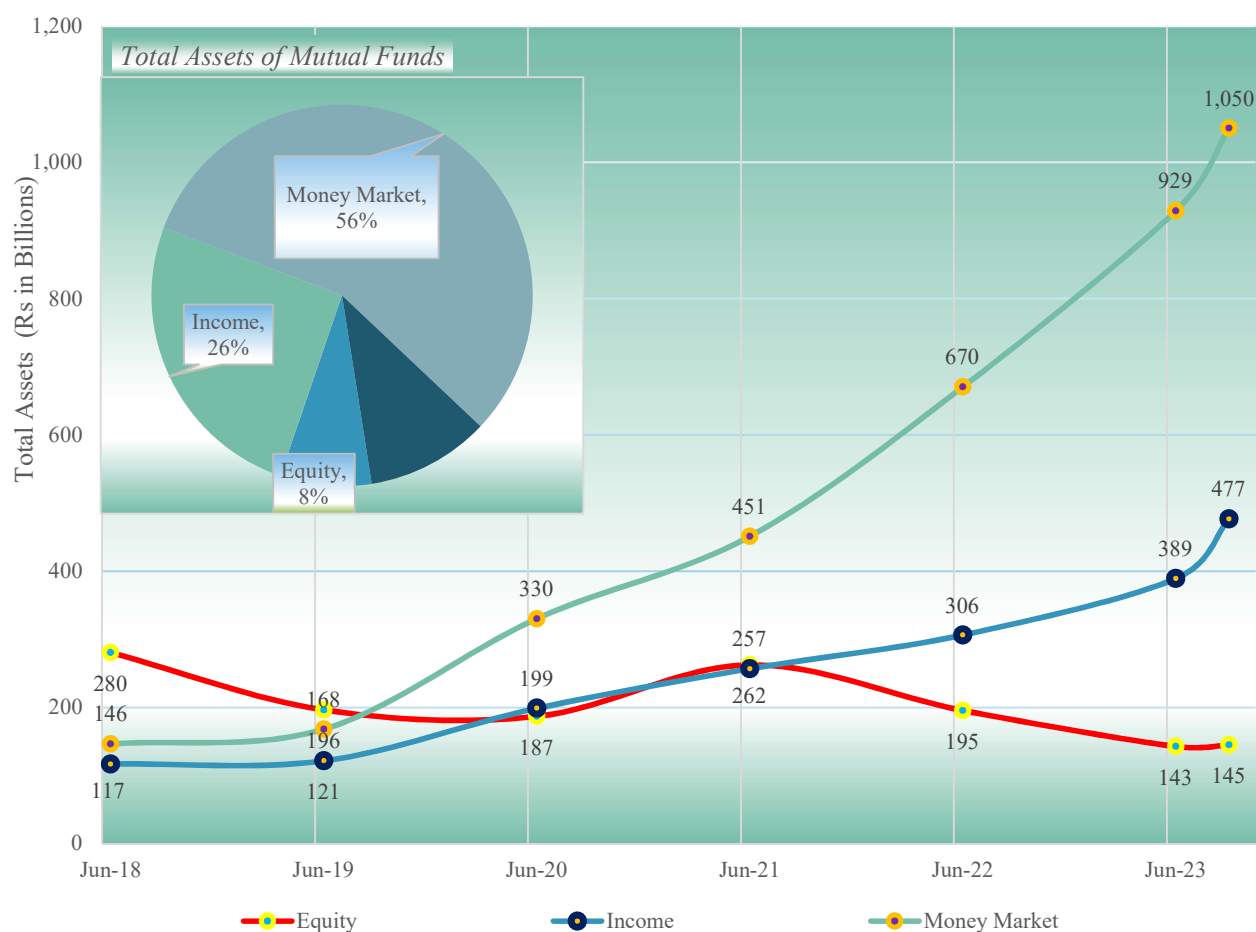


TREND OF CATEGORY-WISE POSITION OF TOTAL ASSETS OF MUTUAL FUNDS

(Rs. in billion)

Fund Category	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Equity	280.37	196.37	186.77	262.36	195.47	142.58	144.7
Income	116.85	121.49	198.61	256.69	306.19	389.08	476.56
Money Market	146.25	167.93	330.17	451.00	670.35	928.91	1,050.08
Others *	135.39	91.85	86.60	116.65	109.06	214.98	195.27
Total	678.86	577.64	802.15	1,086.70	1,281.07	1,675.55	1,866.69

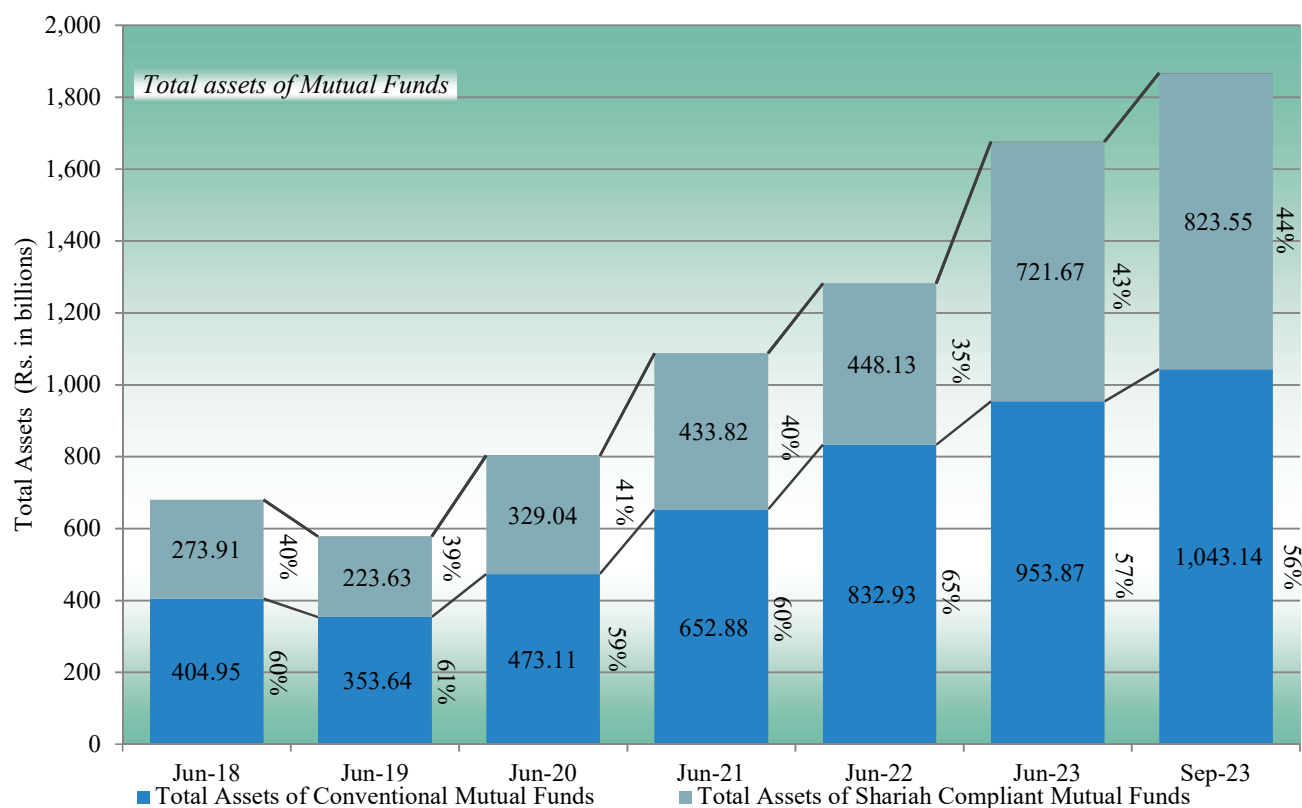
* Others Include Asset Allocation, Aggressive Asset Allocation, Aggressive Income, Balanced, Capital Protected, Commodity, Fund of Funds, Exchange Traded, Index Tracker, Fixed Return and Sector Specific Funds.



TREND OF TOTAL ASSETS OF CONVENTIONAL AND SHARIAH COMPLIANT MUTUAL FUNDS

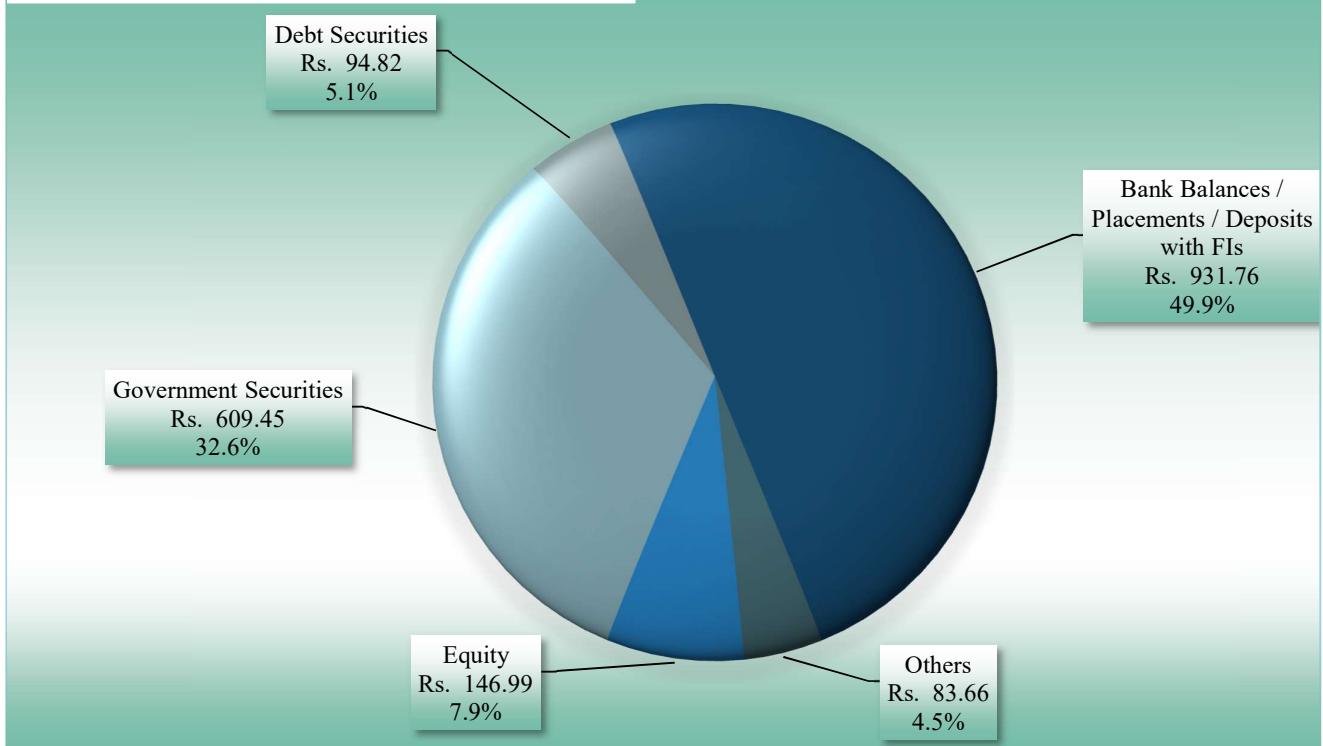
(Rs. in billion)

Description		Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Assets	Conventional Mutual Funds	404.95	353.64	473.11	652.88	832.93	953.87	1,043.14
	Shariah Compliant Mutual Funds	273.91	223.63	329.04	433.82	448.13	721.67	823.55
	Total	678.86	577.27	802.15	1,086.70	1,281.07	1,675.55	1,866.69
Share (%)	Conventional Mutual Funds	59.7%	61.3%	59.0%	60.1%	65.0%	56.9%	55.9%
	Shariah Compliant Mutual Funds	40.3%	38.7%	41.0%	39.9%	35.0%	43.1%	44.1%
Growth since last June	Conventional Mutual Funds	0.9%	-12.7%	33.8%	38.0%	27.6%	14.5%	9.4%
	Shariah Compliant Mutual Fund	-11.3%	-18.4%	47.1%	31.8%	3.3%	61.0%	14.1%
Growth since June 2018 till Sep 2023		Conventional Mutual Funds				157.6%		
		Shariah Compliant Mutual Fund				200.7%		
Compound Annual Growth Rate (June 2018 till Sep 2023)		Conventional Mutual Funds				19.7%		
		Shariah Compliant Mutual Fund				23.3%		



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

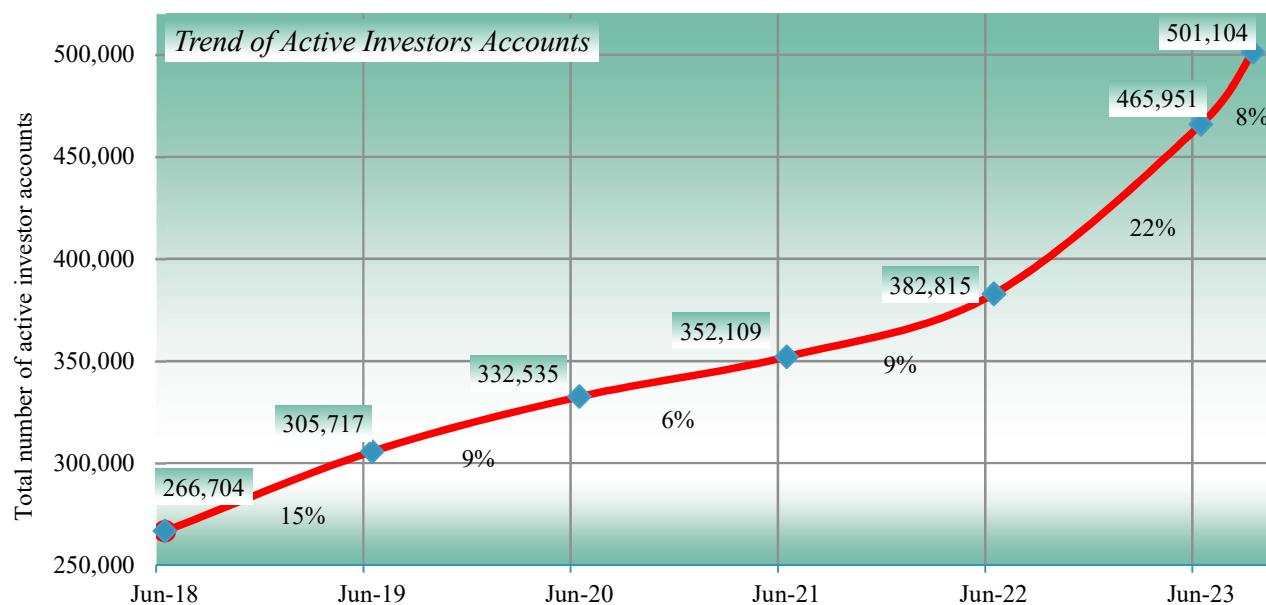
Description	No. of Active Investor Accounts on September 30, 2023	Value of Investment on September 30, 2023 (Rs. in billion)	% of total Investment Value
Resident			
Individuals	488,591	756.02	41%
Associated Banks/DFIs/AMCs	60	34.20	2%
Other Banks/DFIs	162	15.15	1%
Insurance Companies	362	56.28	3%
Other financial institutions	218	12.95	1%
Other Corporates	4,261	748.77	41%
Fund of funds	51	23.62	1%
Retirement funds	2,349	131.36	7%
Trust/NGO/Societies/Charities	1,209	38.30	2%
Foreign			
Individuals	3,824	8.41	0%
Non-Individuals	17	1.73	0%
Total	501,104	1,826.78	100.0%

Note 1

- Number of active investor accounts i.e. Accounts having more than zero balance as at September 30, 2023 are: 501,104
- Number of investor accounts having zero balance at September 30, 2023 are: 467,741
- Total number of investor accounts as at September 30, 2023 are: 968,845

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.



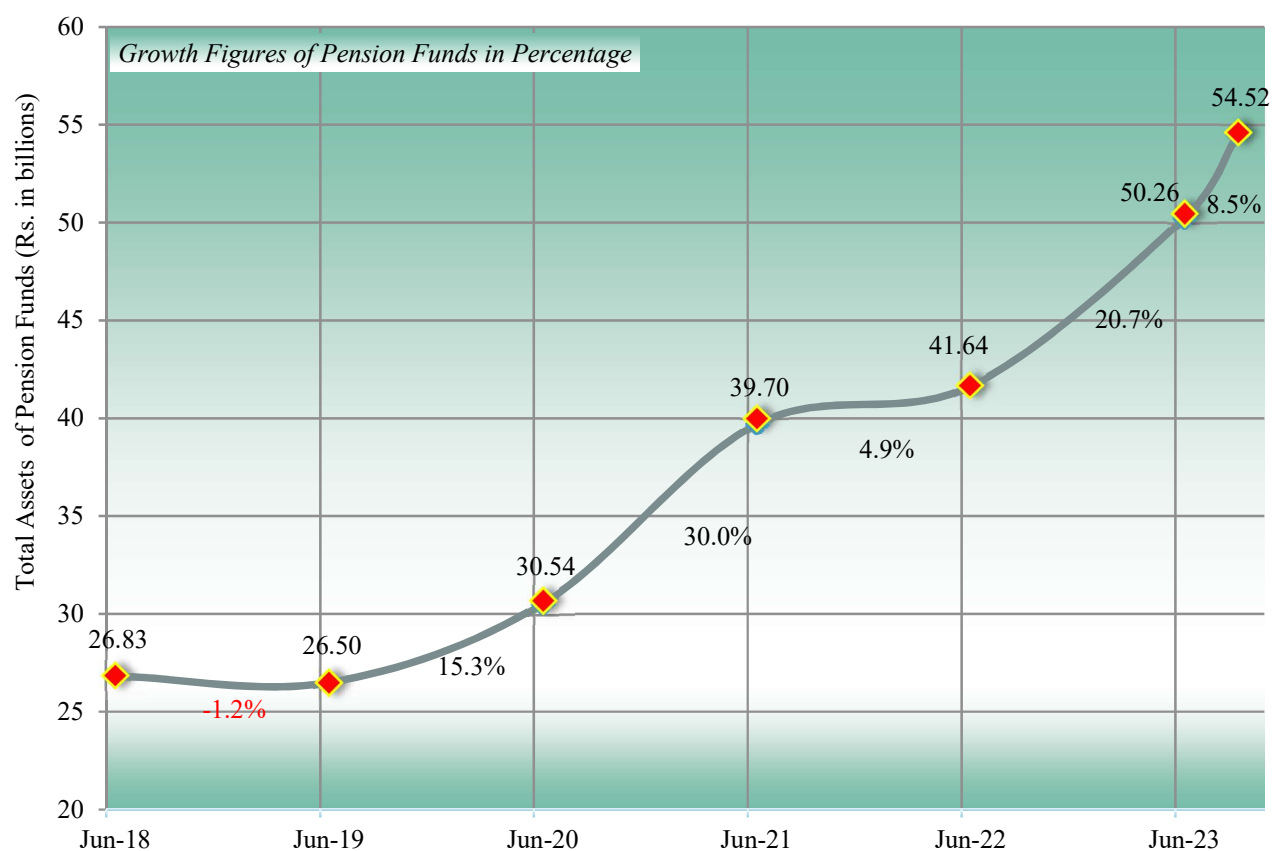
Note: Number of active investor account means accounts having more than zero balance

VOLUNTARY PENSION SCHEMES / FUNDS

TREND OF TOTAL ASSETS OF PENSION FUNDS

(Rs. in billion)

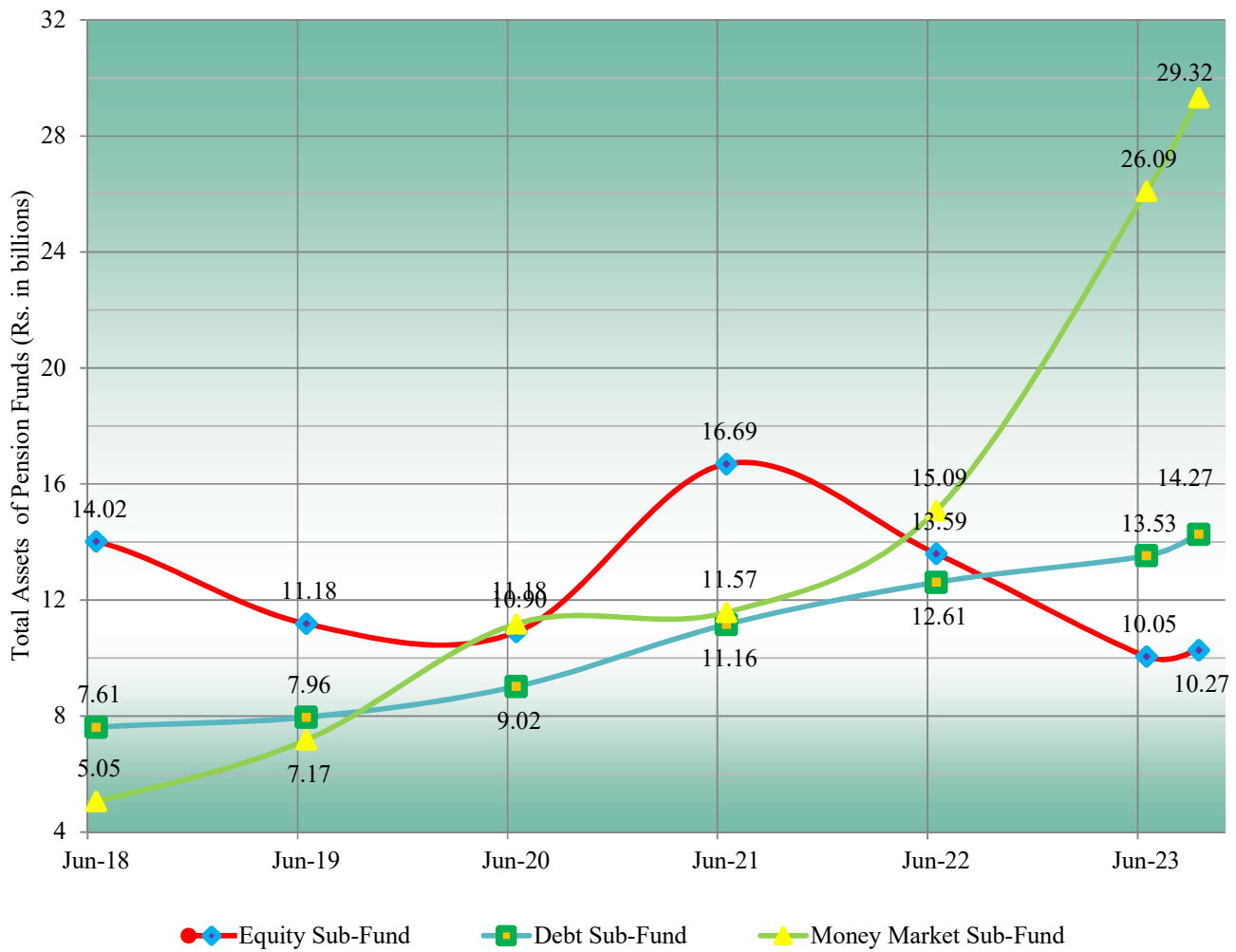
Description	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Total Assets	26.83	26.50	30.54	39.70	41.64	50.26	54.52
Growth since last June	4%	-1%	15%	30%	4.9%	20.7%	8.5%



CATEGORY-WISE POSITION OF TOTAL ASSETS OF PENSION FUNDS

(Rs in billion)

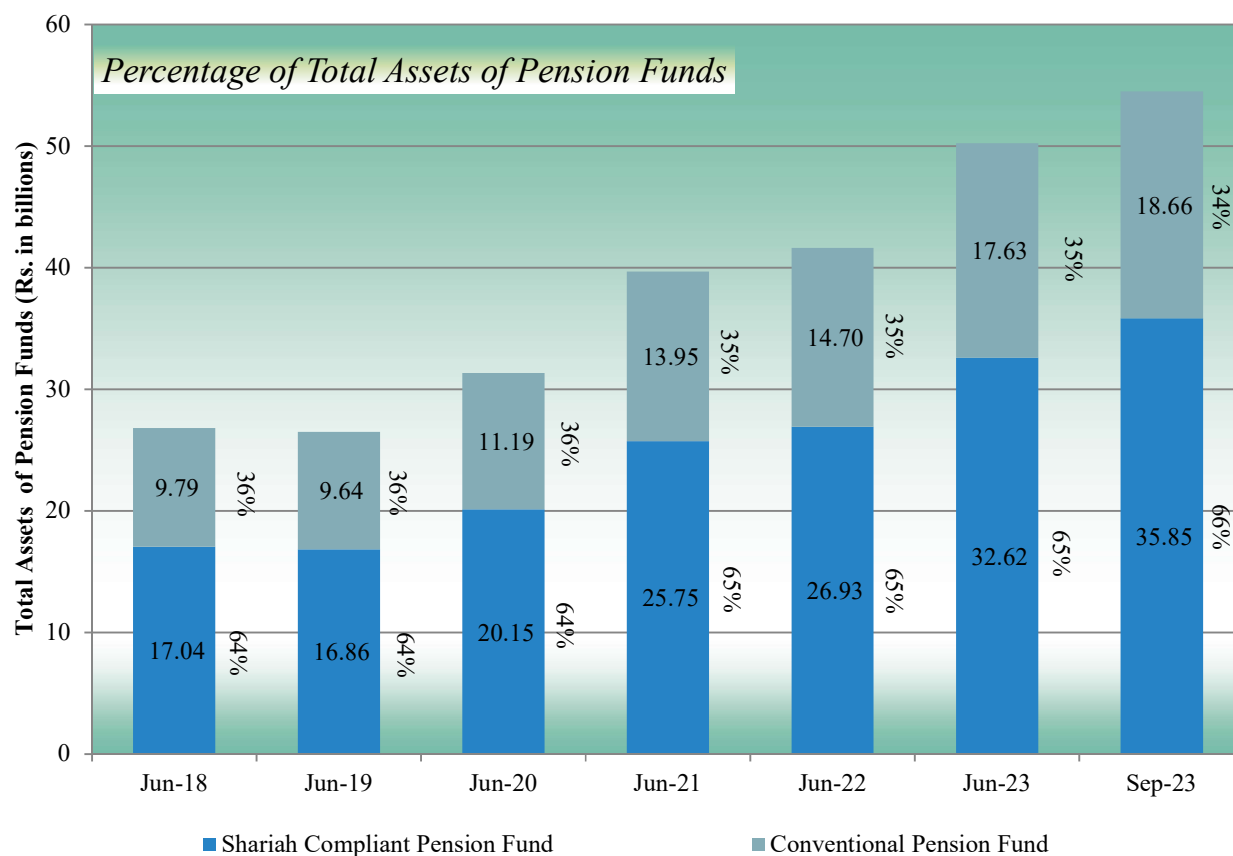
Description	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Equity Sub-Fund	14.02	11.18	10.90	16.69	13.59	10.05	10.27
Debt Sub-Fund	7.61	7.96	9.02	11.16	12.61	13.53	14.27
Money Market Sub-Fund	5.05	7.17	11.18	11.57	15.09	26.09	29.32
Commodity Sub-Fund	0.14	0.19	0.25	0.28	0.35	0.59	0.65
Total	26.83	26.50	31.35	39.70	41.64	50.26	54.52



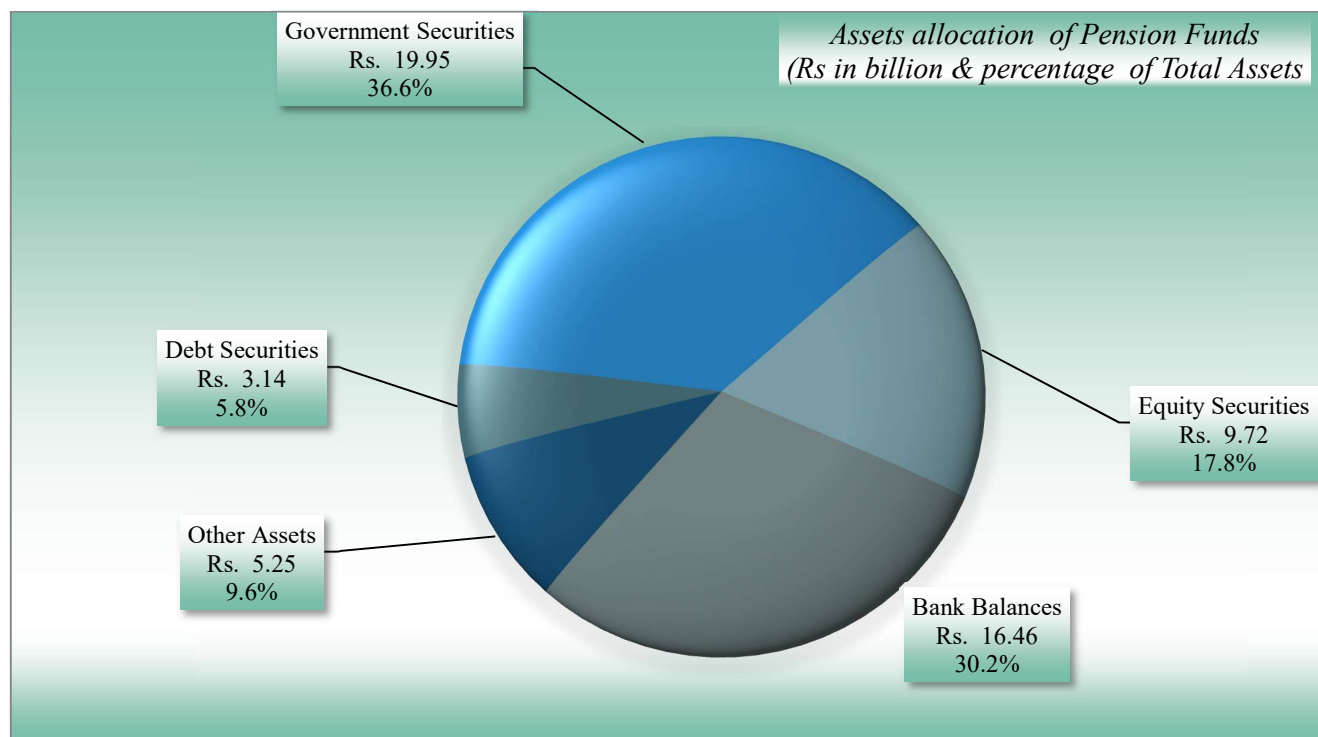
TREND OF TOTAL ASSETS OF CONVENTIONAL AND SHARIAH COMPLIANT PENSION FUNDS

(Rs. in billion)

Description		Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23	
Assets	Shariah Compliant Pension Funds	17.04	16.86	20.15	25.75	26.93	32.62	35.85	
	Conventional Pension Funds	9.79	9.64	11.19	13.95	14.70	17.63	18.66	
	Total	26.83	26.50	31.35	39.70	41.64	50.26	54.52	
Share (%)	Shariah Compliant Pension Funds	63.5%	63.6%	64.3%	64.9%	64.7%	64.9%	65.8%	
	Conventional Pension Funds	36.5%	36.4%	35.7%	35.1%	35.3%	35.1%	34.2%	
Compound Annual Growth Rate June 2018 to September 2023		Shariah Compliant Pension Funds					15.2%		
		Conventional Pension Funds					13.1%		



ASSET ALLOCATION OF PENSION FUNDS



DETAIL OF INVESTOR ACCOUNTS IN PENSION FUNDS

Description	No. of Active Investor Accounts on September 30, 2023	Value of Investment on September 30, 2023 (Rs. In billion)	% of total Investment Value
Resident			
Individuals	61,077	49.597	94%
Associated Banks/DFIs/AMCs	16	2.919	6%
Other financial institutions	1	0.482	1%
Foreign			0%
Individuals	84	0.022	0%
Non-Individuals	-	-	0%
Total	61,178	53.02	100%

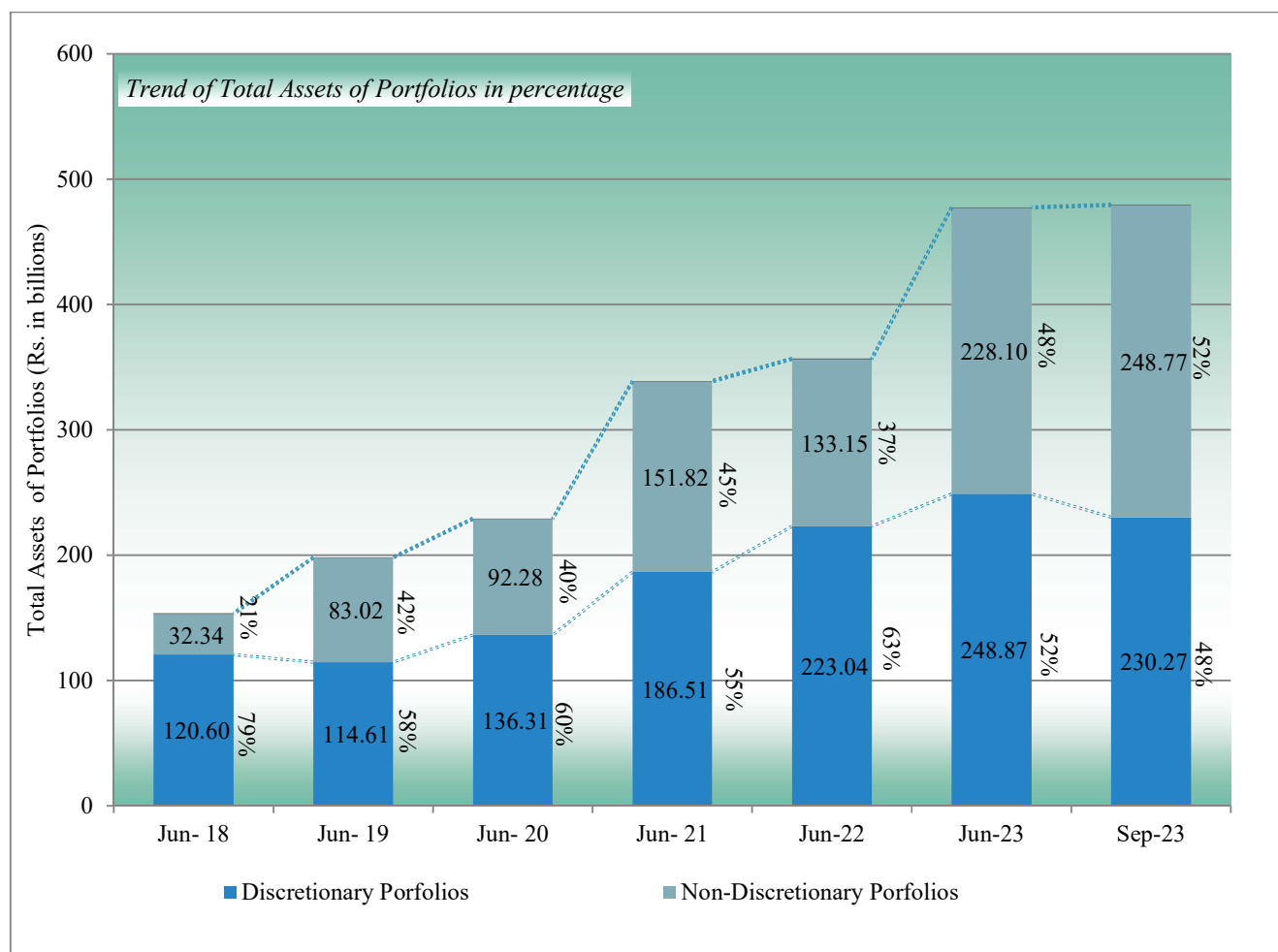
- Note 1**
- Number of active investor accounts i.e. Accounts having more than zero balance as at September 30, 2023 are: 61,178
 - Number of investor accounts having zero balance at September 30, 2023 are: 32,345
 - Total number of investor accounts as at September 30, 2023 are: 93,523

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)

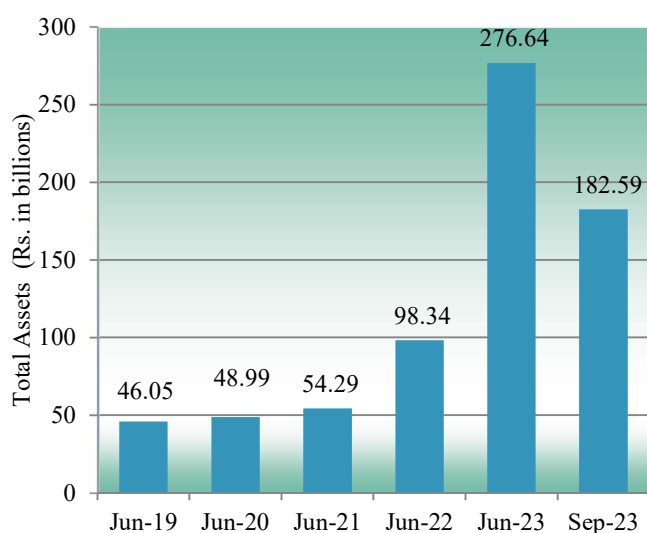
Description	Jun- 18	Jun- 19	Jun- 20	Jun- 21	Jun-22	Jun-23	Sep-23
Discretionary Portfolios	120.60	114.61	136.31	186.51	223.04	248.87	230.27
Non-Discretionary Portfolios	32.34	83.02	92.28	151.82	133.15	228.10	248.77
Total Assets of Portfolios	152.94	197.64	228.59	338.33	356.19	476.97	479.03



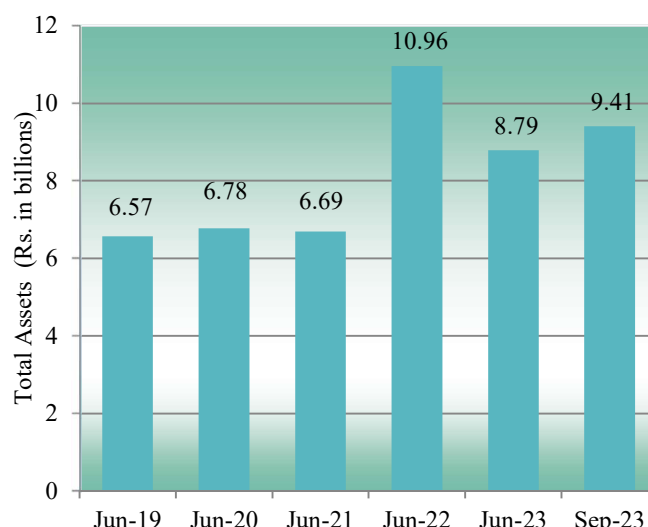
REAL ESTATE INVESTMENT TRUST AND PRIVATE EQUITY & VENTURE CAPITAL FUND TREND OF TOTAL ASSETS

(Rs in billion)

Description	Jun-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Real Estate Investment Trust	41.84	46.05	48.99	54.29	98.34	276.64	182.59
Private Equity & Venture Capital Fund	4.98	6.57	6.78	6.69	10.96	8.79	9.41
Total Assets	46.82	52.62	55.77	60.98	109.31	285.42	192.00

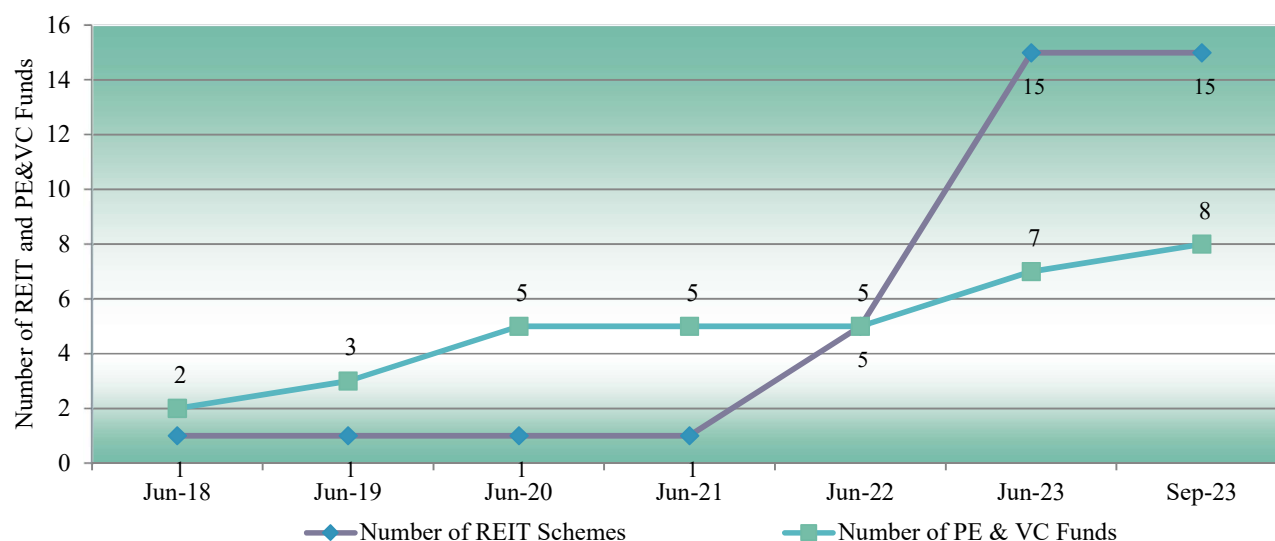


■ Real Estate Investment Trust



■ Private Equity & Venture Capital Fund

NUMBER OF REITs AND PE&VC FUNDS



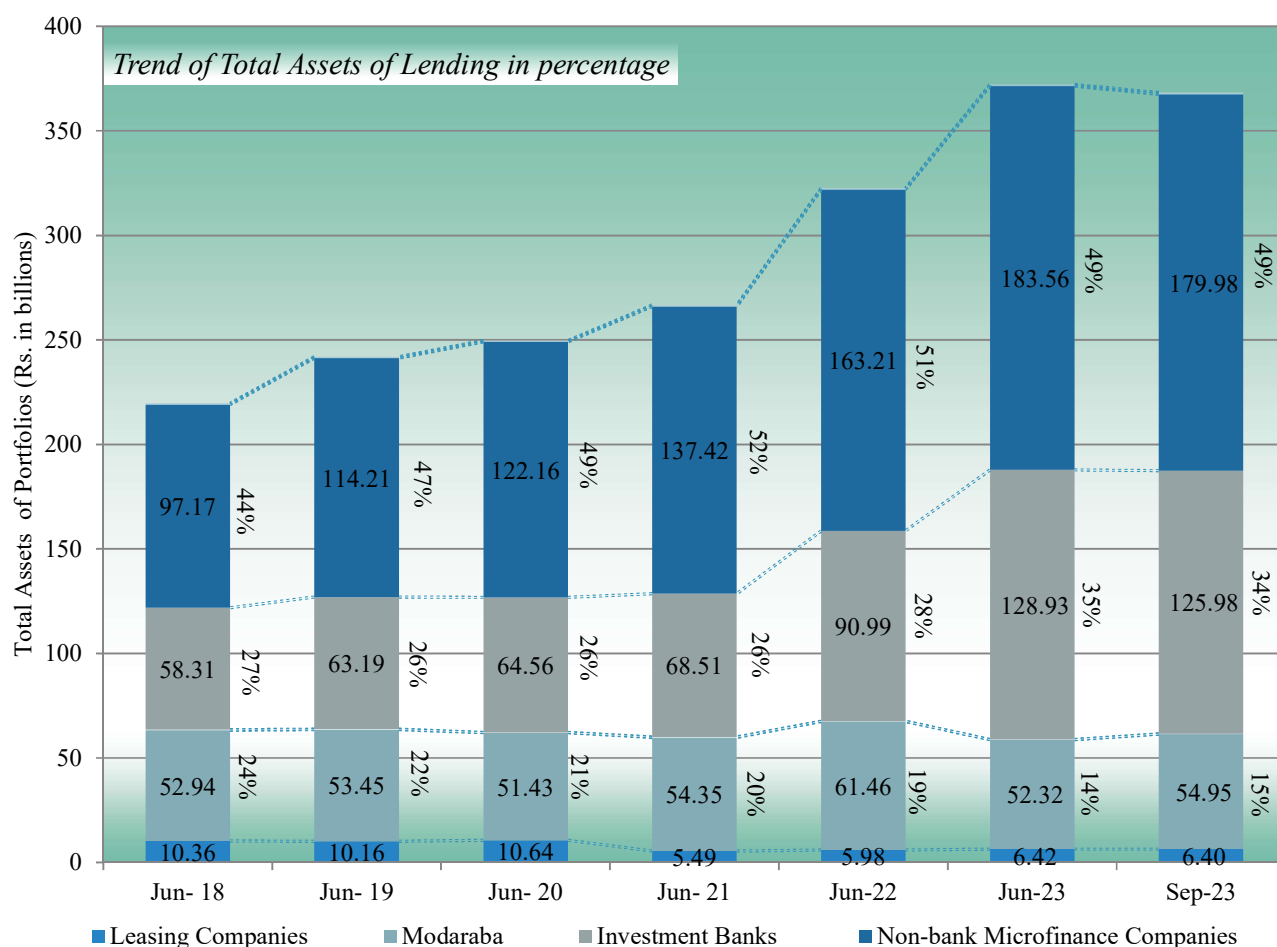
◆ Number of REIT Schemes

■ Number of 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-18	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Sep-23
Modaraba	52.94	53.45	51.43	54.35	61.46	52.32	54.95
Investment Banks	58.31	63.19	64.56	68.51	90.99	128.93	125.98
Non-bank Microfinance Companies	97.17	114.21	122.16	137.42	163.21	183.56	179.98
Leasing Companies	10.36	10.16	10.64	5.49	5.98	6.42	6.40
Housing Finance Companies	-	-	-	-	0.47	0.54	0.58
Discounting	-	-	-	-	-	0.05	0.05
Total Lending sector	218.78	241.01	248.79	265.76	322.11	371.83	367.95
Growth since last June	29%	10%	3%	7%	21%	15%	-1%



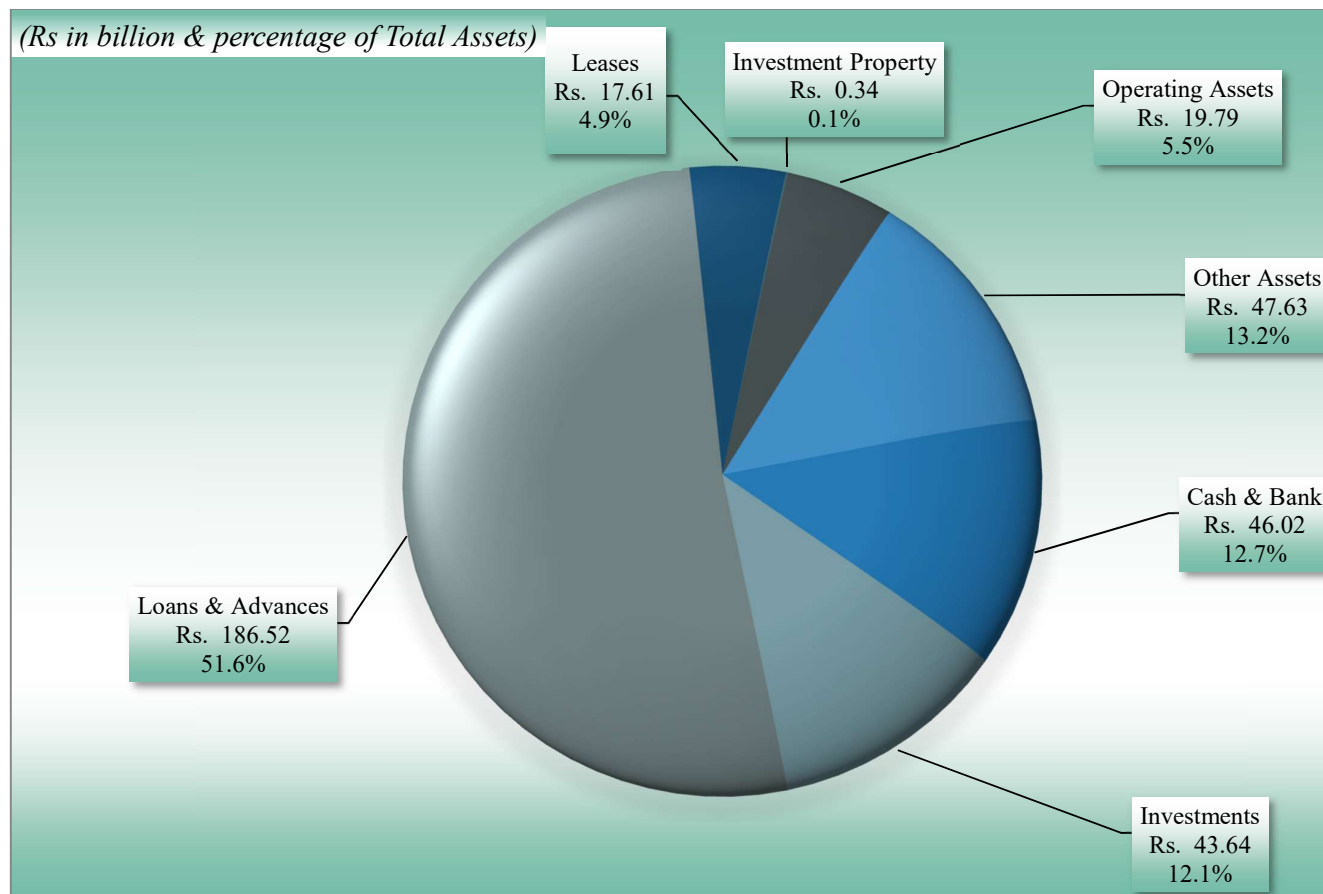
ASSET ALLOCATION OF LEASING COMPANIES, MODARABAS, INVESTMENT BANKS, NON-BANK MICROFINANCE COMPANIES, HOUSING FINANCE COMPANIES & DISCOUNTING

(Rs in billion)

Category	Cash & Bank	Investments	Loans & Advances	Lease	Investment Property	Operating Assets	Other Assets
Modarabas*	2.14	3.32	26.77	2.09	0.15	8.54	11.93
Leasing Cos.*	0.23	0.10	0.78	4.54	0.17	0.49	0.09
Investment Banks *	7.48	35.78	44.81	10.98	-	3.65	18.05
Non-bank Microfinance Cos. *	36.10	4.40	113.82	-	0.02	7.03	17.45
Housing Finance Cos.	0.06	0.04	0.34	-	-	0.07	0.06
Discounting	0.00	-	-	-	-	-	0.05
Total	46.02	43.64	186.52	17.61	0.34	19.79	47.63

* 3 Investment Bank and 7 NBMFCs are not included here due to non filing of SCRS returns.

(Rs in billion & percentage of Total Assets)



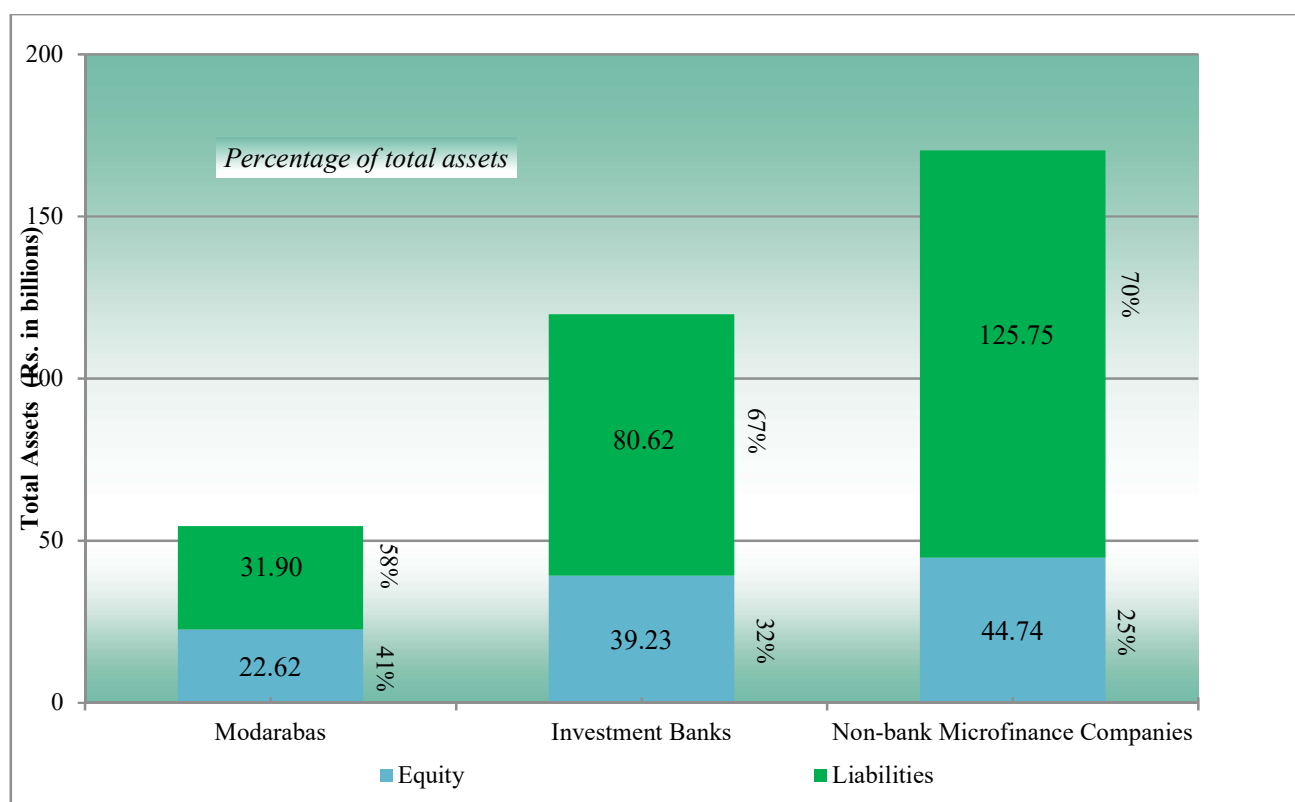
LEVERAGE PROFILE OF LEASING COS., MODARABAS, INVESTMENT BANKS, NON-BANK MICROFINANCE COMPANIES, DISCOUNTING & HOUSING FINANCE COMPANIES

(Rs in billion)

Category	Equity*	Liabilities*	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies**	2.24	4.06	6.40	35.07%	63.48%
Modarabas**	22.62	31.90	54.95	41.16%	58.06%
Investment Banks **	39.23	80.62	120.75	32.49%	66.77%
Non-bank Microfinance Cos.**	44.74	125.75	178.81	25.02%	70.32%
Housing Finance Cos.	0.45	0.13	0.58	77.60%	22.45%
Discounting	0.05	0.00	0.05	91.29%	8.71%

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

** 3 Investment Bank and 7 NBMFCs are not included here due to non filing of SCRS returns.

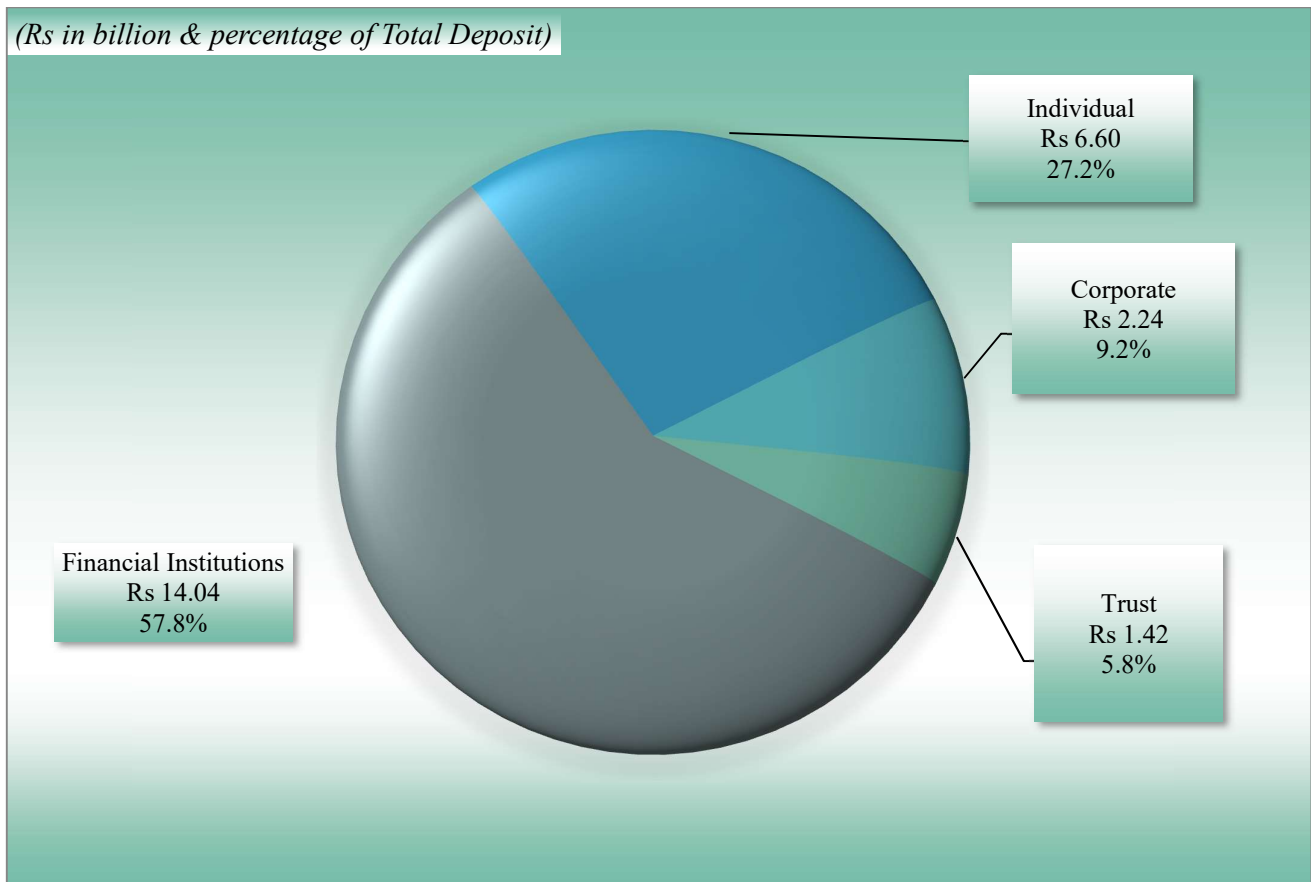


DEPOSIT RAISING OF LEASING COMPANIES, MODARABAS & INVESTMENT BANKS

Category	Amounts (Rs in billion)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks *	Total	
Individual	0.34	2.31	3.95	6.60	27.2%
Corporate	0.00	1.97	0.27	2.24	9.2%
Trust	0.00	1.15	0.26	1.42	5.8%
Govt. Entities	0.00	0.00	0.00	0.00	0.0%
Financial Institutions	0.00	14.04	0.00	14.04	57.8%
Total	0.34	19.46	4.48	24.29	100.0%

* 3 Investment Bank are not included here due to non filing of SCRS returns.

(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)

- 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)

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

Number of new accounts opened in Collective Investment Schemes

- These reports do not include the accounts opened by the 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.

Region wise Assets under Management

- 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)

Fund Category	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 fund	Gross Issuance - Total	Gross Redemptions - Total	Net Issuance/Redemptions - Total
Aggressive Income	3.44	1.31	2.13	4.88	7.89	(3.01)	-	-	-	8.32	9.20	(0.87)
Asset Allocation	0.00	0.05	(0.04)	0.48	0.51	(0.03)	-	-	-	0.48	0.56	(0.08)
Balanced	0.00	0.01	(0.01)	-	0.01	(0.01)	0.07	0.07	0.00	0.07	0.09	(0.02)
Capital Protected	1.68	1.01	0.66	11.96	4.77	7.20	-	0.02	(0.02)	13.64	5.79	7.84
Commodity	-	-	-	-	-	-	-	-	-	-	-	-
Equity	0.62	0.79	(0.17)	0.03	0.74	(0.71)	-	0.07	(0.07)	0.65	1.60	(0.94)
Fund of Funds	2.01	0.35	1.65	3.50	2.29	1.22	-	-	-	5.51	2.64	2.87
Income	35.37	33.10	2.27	29.69	45.39	(15.70)	1.03	0.54	0.48	66.09	79.04	(12.95)
Index Tracker	0.03	0.03	(0.00)	-	-	-	-	-	-	0.03	0.03	(0.00)
Money Market	73.23	62.79	10.44	103.93	94.78	9.15	3.14	1.18	1.96	180.30	158.75	21.55
	116.37	99.44	16.93	154.49	156.37	(1.89)	4.24	1.88	2.36	275.09	257.69	17.40

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

(Rs. in billion)

Fund Category	Gross Issuance - Individuals	Gross Redemptions - Individual	Net Issuance/ (Redemptions) - Individual	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	-	0.02	(0.02)	-	-	-	-	-	-	-	0.02	(0.02)
Islamic Asset Allocation	0.01	0.10	(0.08)	2.76	0.92	1.84	-	-	-	2.77	1.01	1.75
Islamic Balanced	0.03	0.03	-	-	0.01	(0.01)	-	-	-	0.03	0.03	(0.01)
Islamic Capital Protected	5.77	6.75	(0.98)	1.74	1.50	0.23	-	-	-	7.51	8.25	(0.74)
Islamic Commodity	0.14	0.11	0.03	0.01	-	0.01	-	-	-	0.14	0.11	0.03
Islamic Equity	2.96	2.24	0.72	5.73	3.32	2.41	0.00	0.04	(0.04)	8.69	5.60	3.09
Islamic Fund of Funds	0.77	0.58	0.19	-	0.05	(0.05)	7.79	9.88	(2.09)	8.56	10.51	(1.95)
Islamic Income	38.57	18.73	19.84	10.43	9.75	0.68	0.66	0.03	0.63	49.66	28.51	21.15
Islamic Index Tracker	0.02	0.02	(0.01)	0.05	-	0.05	0.00	-	0.00	0.07	0.02	0.05
Islamic Money Market	30.21	25.82	4.38	105.17	50.42	54.75	0.09	0.84	(0.75)	135.47	73.89	61.58
	78.46	54.38	24.08	125.88	65.97	59.90	8.55	10.80	(2.25)	212.89	127.95	84.94

CATEGOSRY WISE BREAK UP OF ASSETS UNDER MANAGEMENT
CONVENTIONAL 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
Aggressive Income	4.70	1.84	2.90	0.04	0.10	4.20	-	1.94	0.07	0.00	-
Asset Allocation	4.49	0.51	0.19	0.40	0.12	0.11	-	1.05	0.03	0.01	-
Balanced	0.55	-	-	0.65	0.00	0.02	-	0.76	0.08	-	-
Capital Protected	16.51	2.49	-	0.11	-	22.58	0.21	0.79	0.59	-	-
Commodity	-	-	-	-	-	-	-	-	-	-	-
Equity	18.10	2.48	2.78	12.03	0.66	8.80	0.10	24.31	5.14	0.23	0.24
Fund of Funds	7.40	0.32	-	0.28	0.09	8.27	-	1.34	0.40	0.02	0.02
Income	88.97	2.57	2.70	3.89	0.48	105.94	1.86	14.51	7.33	0.37	0.05
Index Tracker	0.02	0.00	-	-	-	0.04	-	0.43	-	-	0.01
Money Market	180.37	6.92	2.00	5.38	2.99	292.88	15.16	25.71	6.27	2.31	-
	321.11	17.13	10.55	22.77	4.44	442.83	17.33	70.85	19.90	2.95	0.32

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	0.36	-	-	0.77	0.00	0.00	-	0.21	-	-	0.01
Islamic Asset Allocation	2.77	0.20	1.73	7.52	-	3.28	-	0.60	0.08	0.06	-
Islamic Balanced	0.69	0.33	-	0.00	0.00	0.18	-	0.27	0.02	0.01	-
Islamic Capital Protected	7.60	0.36	-	0.06	-	2.13	-	0.33	0.08	-	-
Islamic Commodity	1.21	0.16	-	-	-	0.11	-	-	0.01	0.04	-
Islamic Equity	11.25	2.55	0.44	4.35	0.07	3.47	0.64	13.73	0.77	0.33	-
Islamic Fund of Funds	4.35	0.05	-	0.06	-	0.12	0.91	0.65	0.22	0.02	-
Islamic Income	184.24	2.47	0.00	10.38	0.99	27.07	1.10	10.53	2.60	3.39	-
Islamic Index Tracker	0.22	1.50	-	-	-	0.76	0.03	0.01	-	0.02	-
Islamic Money Market	183.83	2.74	0.93	13.71	2.09	236.88	4.49	22.80	14.74	1.42	-
	396.52	10.36	3.10	36.85	3.15	274.01	7.17	49.13	18.53	5.29	0.01

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	1,269	0.08	0.06	0.02	2	-	0.00	(0.00)	1,271	0.08	0.06	0.02
Karachi	28,092	63.72	51.71	12.00	2,936	83.41	69.79	13.62	31,028	147.13	121.51	25.62
Larkana	244	0.01	0.01	0.00	-	-	-	-	244	0.01	0.01	0.00
Mirpur khas	85	0.00	0.00	(0.00)	-	-	-	-	85	0.00	0.00	(0.00)
Nawab shah	111	0.01	0.01	(0.00)	-	-	-	-	111	0.01	0.01	(0.00)
Others	5,453	0.17	0.06	0.11	2	-	-	-	5,455	0.17	0.06	0.11
Sukkur	262	0.07	0.07	0.01	-	-	-	-	262	0.07	0.07	0.01
SINDH	35,516	64.07	51.92	12.14	2,940	83.41	69.79	13.62	38,456	147.47	121.71	25.76
Bahawalpur	238	0.06	0.03	0.02	5	0.01	0.00	0.00	243	0.07	0.04	0.03
Faisalabad	2,420	7.16	6.51	0.64	160	1.55	0.96	0.60	2,580	8.71	7.47	1.24
Gujranwala	750	0.55	0.90	(0.35)	11	0.08	0.01	0.07	761	0.63	0.91	(0.28)
Lahore	18,279	28.97	23.61	5.36	1,304	20.41	13.68	6.73	19,583	49.39	37.29	12.10
Multan	2,704	1.64	2.02	(0.38)	67	0.08	0.39	(0.32)	2,771	1.72	2.41	(0.69)
Others	6,139	1.33	1.27	0.07	80	0.61	11.15	(10.53)	6,219	1.94	12.41	(10.47)
Rahim yar khan	304	0.05	0.05	0.00	-	-	-	-	304	0.05	0.05	0.00
Rawalpindi	3,711	2.49	1.98	0.51	156	32.49	38.16	(5.68)	3,867	34.98	40.14	(5.17)
Sadiqabad	26	0.00	0.01	(0.01)	-	-	-	-	26	0.00	0.01	(0.01)
Sargodha	514	0.19	0.12	0.08	1	-	0.04	(0.04)	515	0.19	0.16	0.03
Sialkot	644	0.93	1.23	(0.30)	20	0.10	0.48	(0.38)	664	1.03	1.71	(0.69)
PUNJAB	35,729	43.38	37.72	5.66	1,804	55.33	64.88	(9.55)	37,533	98.70	102.60	(3.90)
Islamabad	4,821	5.21	4.91	0.30	266	3.67	3.15	0.52	5,087	8.88	8.06	0.82
CAPITAL TERRITORY	4,821	5.21	4.91	0.30	266	3.67	3.15	0.52	5,087	8.88	8.06	0.82
Abbottabad	227	0.05	0.05	0.01	-	-	-	-	227	0.05	0.05	0.01
Bannu	50	0.02	0.00	0.02	-	-	-	-	50	0.02	0.00	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	61	0.01	0.01	0.00	-	-	-	-	61	0.01	0.01	0.00
Manshra	62	0.00	0.00	0.00	-	-	-	-	62	0.00	0.00	0.00
Nowshera	197	0.03	0.00	0.03	3	0.04	-	0.04	200	0.07	0.00	0.07
Others	959	0.24	0.12	0.12	4	0.00	0.02	(0.01)	963	0.24	0.14	0.11
Peshawar	974	0.51	0.31	0.20	13	0.16	0.14	0.02	987	0.68	0.45	0.23
Swat	64	0.02	0.00	0.02	-	-	-	-	64	0.02	0.00	0.02
KPK	2,594	0.88	0.49	0.39	20	0.21	0.16	0.05	2,614	1.09	0.65	0.44
Gwadar	15	0.00	0.00	0.00	-	-	-	-	15	0.00	0.00	0.00
Hub	4	0.00	0.00	0.00	-	-	-	-	4	0.00	0.00	0.00
Khuzdar	7	0.00	0.00	0.00	6	0.02	0.02	(0.01)	13	0.02	0.02	(0.01)
Lasbella	9	0.01	0.00	0.01	-	-	-	-	9	0.01	0.00	0.01
Others	116	0.00	0.00	0.00	-	-	-	-	116	0.00	0.00	0.00
Quetta	391	0.18	0.05	0.13	3	0.00	0.00	(0.00)	394	0.19	0.06	0.13
Turbat	31	0.00	0.00	(0.00)	-	-	-	-	31	0.00	0.00	(0.00)
BALUCHISTAN	573	0.19	0.06	0.14	9	0.02	0.02	(0.01)	582	0.21	0.08	0.13
Gilgit	20	0.00	0.00	(0.00)	-	-	-	-	20	0.00	0.00	(0.00)
Hunza	6	0.00	0.00	0.00	-	-	-	-	6	0.00	0.00	0.00
Others	20	0.00	0.00	(0.00)	-	-	-	-	20	0.00	0.00	(0.00)
GILGIT BALTISTAN	46	0.00	0.00	(0.00)	-	-	-	-	46	0.00	0.00	(0.00)
Mirpur	184	0.02	0.05	(0.03)	2	0.00	0.00	(0.00)	186	0.02	0.05	(0.03)
Muzaffarabad	87	0.00	0.02	(0.02)	6	-	-	-	93	0.00	0.02	(0.02)
Others	193	0.17	0.04	0.13	10	0.03	0.00	0.03	203	0.20	0.04	0.16
AJK	464	0.19	0.11	0.08	18	0.03	0.00	0.03	482	0.22	0.11	0.11
Overseas	486	0.52	0.40	0.12	2	0.00	0.00	(0.00)	488	0.52	0.40	0.12
TOTAL	80,229	114.43	95.60	18.83	5,059	142.66	138.01	4.65	85,288	257.09	233.61	23.48

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	5,632	0.25	0.12	0.13	1	0.00	-	0.00	5,633	0.25	0.12	0.13
Karachi	221,045	44.26	32.73	11.54	11,108	76.74	51.56	25.18	232,153	121.01	84.29	36.71
Larkana	228	0.03	0.00	0.02	-	-	-	-	228	0.03	0.00	0.02
Mirpur khas	223	0.02	0.02	0.00	-	-	-	-	223	0.02	0.02	0.00
Nawab shah	73	0.01	0.01	0.00	-	-	-	-	73	0.01	0.01	0.00
Others	9,700	0.19	0.12	0.07	-	-	-	-	9,700	0.19	0.12	0.07
Sukkur	510	0.03	0.02	0.01	-	-	-	-	510	0.03	0.02	0.01
SINDH	237,411	44.79	33.01	11.78	11,109	76.74	51.56	25.18	248,520	121.53	84.58	36.96
Bahawalpur	354	0.15	0.08	0.07	7	0.02	0.00	0.02	361	0.17	0.08	0.09
Faisalabad	7,751	2.59	1.62	0.97	93	1.48	0.45	1.03	7,844	4.07	2.06	2.00
Gujranwala	3,873	0.28	0.19	0.09	24	0.00	0.05	(0.04)	3,897	0.29	0.24	0.05
Lahore	88,766	12.78	8.26	4.52	3,360	5.37	4.39	0.99	92,126	18.16	12.65	5.51
Multan	7,704	1.78	1.35	0.43	122	1.60	0.75	0.86	7,826	3.39	2.10	1.28
Others	22,363	1.88	1.41	0.46	18	0.14	0.04	0.10	22,381	2.02	1.46	0.56
Rahim yar khan	954	0.08	0.07	0.01	-	-	-	-	954	0.08	0.07	0.01
Rawalpindi	26,670	2.14	1.99	0.15	588	10.42	12.71	(2.29)	27,258	12.56	14.70	(2.14)
Sadiqabad	138	0.05	0.05	(0.00)	-	-	-	-	138	0.05	0.05	(0.00)
Sargodha	1,586	0.13	0.11	0.01	-	-	-	-	1,586	0.13	0.11	0.01
Sialkot	1,639	0.87	0.31	0.56	25	0.66	0.31	0.34	1,664	1.52	0.62	0.90
PUNJAB	161,798	22.73	15.46	7.27	4,237	19.69	18.69	1.00	166,035	42.42	34.15	8.27
Islamabad	40,238	4.25	2.97	1.28	1,048	1.91	2.18	(0.26)	41,286	6.16	5.15	1.02
CAPITAL TERRITORY	40,238	4.25	2.97	1.28	1,048	1.91	2.18	(0.26)	41,286	6.16	5.15	1.02
Abbottabad	616	0.09	0.10	(0.00)	-	-	0.03	(0.03)	616	0.09	0.12	(0.03)
Bannu	152	0.01	0.00	0.00	-	-	-	-	152	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	195	0.03	0.01	0.02	-	-	-	-	195	0.03	0.01	0.02
Manshra	178	0.06	0.03	0.03	-	-	-	-	178	0.06	0.03	0.03
Nowshera	366	0.06	0.02	0.04	1	0.03	0.06	(0.03)	367	0.09	0.08	0.01
Others	5,774	0.38	0.26	0.12	104	0.01	0.00	0.01	5,878	0.39	0.26	0.13
Peshawar	5,986	0.55	0.51	0.04	5	0.04	0.31	(0.27)	5,991	0.59	0.82	(0.23)
Swat	208	0.02	0.10	(0.08)	-	-	-	-	208	0.02	0.10	(0.08)
KPK	13,475	1.20	1.03	0.16	110	0.08	0.40	(0.31)	13,585	1.28	1.43	(0.15)
Gwadar	5	0.00	0.00	(0.00)	-	-	-	-	5	0.00	0.00	(0.00)
Hub	22	0.00	0.00	0.00	-	-	-	-	22	0.00	0.00	0.00
Khuzdar	3	0.00	-	0.00	-	-	-	-	3	0.00	-	0.00
Lasbella	3	-	0.00	(0.00)	-	-	-	-	3	-	0.00	(0.00)
Others	206	0.02	0.01	0.01	-	-	-	-	206	0.02	0.01	0.01
Quetta	1,881	0.24	0.13	0.11	165	1.20	0.00	1.20	2,046	1.44	0.13	1.31
Turbat	-	-	-	-	-	-	-	-	-	-	-	-
BALUCHISTAN	2,120	0.25	0.13	0.12	165	1.20	0.00	1.20	2,285	1.46	0.14	1.32
Gilgit	27	0.00	0.00	0.00	-	-	-	-	27	0.00	0.00	0.00
Hunza	80	-	-	-	-	-	-	-	80	-	-	-
Others	4	-	0.00	(0.00)	-	-	-	-	4	-	0.00	(0.00)
GILGIT BALTISTAN	111	0.00	0.00	0.00	-	-	-	-	111	0.00	0.00	0.00
Mirpur	557	0.02	0.01	0.01	-	-	-	-	557	0.02	0.01	0.01
Muzaffarabad	1,328	0.01	0.02	(0.01)	-	-	-	-	1,328	0.01	0.02	(0.01)
Others	1,232	0.02	0.01	0.00	-	-	-	-	1,232	0.02	0.01	0.00
AJK	3,117	0.05	0.05	0.00	-	-	-	-	3,117	0.05	0.05	0.00
Overseas	1,340	0.50	0.45	0.05	1	0.02	0.00	0.02	1,341	0.52	0.46	0.07
TOTAL	459,610	73.78	53.11	20.66	16,670	99.65	72.84	26.82	476,280	173.43	125.95	47.48

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	59	-	59	74	-	74
Karachi	1,005	39	1,044	7,089	36	7,125
Larkana	16	-	16	2	-	2
Mirpur Khas	13	-	13	6	-	6
Nawab Shah	16	-	16	4	-	4
Others	1,549	1	1,550	2,138	-	2,138
Sukkur	30	-	30	10	-	10
SINDH	2,688	40	2,728	9,323	36	9,359
Bahawalpur	35	1	36	39	-	39
Faisalabad	134	-	134	446	3	449
Gujranwala	49	-	49	57	-	57
Lahore	600	10	610	952	16	968
Multan	100	-	100	122	1	123
Others	687	-	687	526	-	526
Rahim Yar Khan	52	-	52	20	-	20
Rawalpindi	151	5	156	273	2	275
Sadiqabad	-	-	-	7	-	7
Sargodha	43	-	43	37	-	37
Sialkot	47	-	47	58	1	59
PUNJAB	1,898	16	1,914	2,537	23	2,560
Islamabad	203	1	204	351	-	351
CAPITAL TERRITORY	203	1	204	351	-	351
Abbottabad	15	1	16	22	-	22

City	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
Bannu	10	-	10	5	-	5
Dera Ismail Khan	16	-	16	11	-	11
Mansehra	15	-	15	9	-	9
Nowshera	19	-	19	20	-	20
Others	136	2	138	143	-	143
Peshawar	51	3	54	127	1	128
Swat	10	-	10	18	-	18
KPK	272	6	278	355	1	356
Gwadar	1	-	1	1	-	1
Hub	-	-	-	-	-	-
Khuzdar	1	2	3	-	-	-
Lasbella	1	-	1	-	-	-
Others	19	-	19	2	1	3
Quetta	47	1	48	22	-	22
Turbat	4	-	4	-	-	-
BALUCHISTAN	73	3	76	25	1	26
Gilgit	4	-	4	2	-	2
Hunza	-	-	-	-	-	-
Others	6	-	6	1	-	1
GILGIT BALTISTAN	10	-	10	3	-	3
Mirpur	13	-	13	5	-	5
Muzaffarabad	4	-	4	4	-	4
Others	17	-	17	6	-	6
AJ&K	34	-	34	15	-	15
Overseas	21	-	21	99	-	99
TOTAL	5,199	66	5,265	12,708	61	12,769

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	7,291	1.52	26	0.32	7,317	1.85	3,991	1.81	12	0.01	4,003	1.82
Karachi	116,136	175.97	5,073	586.10	121,209	762.07	152,305	186.02	3,509	263.19	155,814	449.22
Larkana	389	0.03	1	-	390	0.03	247	0.02	1	-	248	0.02
Mirpur Khas	308	0.02	0	-	308	0.02	279	0.08	1	-	280	0.08
Nawab Shah	218	0.08	1	0.00	219	0.08	215	0.10	0	-	215	0.10
Others	2,995	2.05	17	0.10	3,012	2.15	2,983	1.37	5	0.00	2,988	1.37
Sukkur	1,416	0.43	6	0.17	1,422	0.60	411	0.07	0	-	411	0.07
SINDH	128,753	180.10	5,124	586.70	133,877	766.80	160,431	189.47	3,528	263.20	163,959	452.67
Bahawalpur	735	0.28	9	0.09	744	0.37	948	0.55	2	0.00	950	0.56
Faisalabad	7,191	14.32	194	12.18	7,385	26.50	14,588	9.62	256	4.26	14,844	13.88
Gujranwala	4,191	1.92	59	0.16	4,250	2.09	3,711	2.62	42	0.14	3,753	2.76
Lahore	51,037	96.70	2,465	90.93	53,502	187.62	61,953	79.81	1,290	36.94	63,243	116.75
Multan	8,694	5.38	99	2.26	8,793	7.65	6,653	7.40	54	3.62	6,707	11.02
Others	11,923	7.14	85	18.64	12,008	25.78	17,245	12.06	36	1.85	17,281	13.91
Rahim Yar Khan	611	0.32	3	-	614	0.32	832	0.63	2	0.00	834	0.63
Rawalpindi	13,596	9.67	337	82.03	13,933	91.70	16,636	10.59	193	17.78	16,829	28.37
Sadiqabad	135	0.04	0	-	135	0.04	443	0.35	1	0.02	444	0.37
Sargodha	2,208	0.89	7	0.23	2,215	1.12	1,498	1.11	3	0.00	1,501	1.12
Sialkot	3,947	2.88	57	2.72	4,004	5.60	3,471	2.60	46	3.48	3,517	6.09
PUNJAB	104,268	139.54	3,315	209.24	107,583	348.79	127,978	127.36	1,925	68.10	129,903	195.45
Islamabad	16,678	24.03	514	40.98	17,192	65.01	22,307	25.94	356	7.19	22,663	33.13
CAPITAL TERRITORY	16,678	24.03	514	40.98	17,192	65.01	22,307	25.94	356	7.19	22,663	33.13
Abbottabad	1,256	0.83	7	0.40	1,263	1.23	1,678	0.73	3	0.00	1,681	0.73

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	82	0.05	0	-	82	0.05	161	0.13	0	-	161	0.13
Dera Ismail Khan	114	0.05	0	-	114	0.05	167	0.09	3	-	170	0.09
Mansehra	102	0.01	0	-	102	0.01	676	0.28	0	-	676	0.28
Nowshera	751	0.20	19	1.09	770	1.30	822	0.34	16	0.01	838	0.35
Others	2,429	1.01	28	1.55	2,457	2.56	5,912	2.23	22	0.13	5,934	2.36
Peshawar	7,240	3.07	121	4.12	7,361	7.19	10,270	5.00	90	1.47	10,360	6.47
Swat	126	0.05	0	0.03	126	0.08	1126	0.16	0	-	1126	0.16
KPK	12,100	5.26	175	7.19	12,275	12.46	20,812	8.97	134	1.61	20,946	10.57
Gwadar	15	0.01	1	-	16	0.01	17	0.02	1	-	18	0.02
Hub	7	0.00	0	0.02	7	0.02	111	0.05	1	-	112	0.05
Khuzdar	12	0.00	7	0.02	19	0.02	14	0.00	0	-	14	0.00
Lasbella	1	0.01	3	-	4	0.01	36	0.00	1	0.01	37	0.01
Others	122	0.10	0	-	122	0.10	136	0.13	0	0.05	136	0.18
Quetta	1,918	1.34	27	0.36	1,945	1.70	941	1.39	10	1.77	951	3.16
Turbat	19	0.03	0	-	19	0.03	8	0.00	0	-	8	0.00
Balochistan	2,094	1.49	38	0.39	2,132	1.88	1,263	1.60	13	1.82	1,276	3.42
Gilgit	75	0.00	0	-	75	0.00	66	0.02	2	-	68	0.02
Hunza	9	0.00	0	-	9	0.00	2	0.00	0	-	2	0.00
Others	28	0.01	1	0.00	29	0.01	13	0.00	1	-	14	0.00
Gilgit Baltistan	112	0.01	1	0.00	113	0.01	81	0.02	3	-	84	0.02
Mirpur	2,147	1.16	5	0.06	2,152	1.22	938	0.34	1	0.00	939	0.34
Muzaffarabad	149	0.02	7	0.02	156	0.04	387	0.16	4	0.00	391	0.16
Others	526	0.39	3	0.09	529	0.47	335	0.16	0	-	335	0.16
AJ&K	2,822	1.57	15	0.17	2,837	1.74	1,660	0.66	5	0.00	1,665	0.66
Overseas	2,165	3.81	17	0.16	2,182	3.96	4,437	5.82	5	1.52	4,442	7.34
TOTAL	268,992	355.81	9,199	844.83	278,191	1,200.64	338,969	359.81	5,969	343.45	344,938	703.26



**Securities and Exchange
Commission of Pakistan**

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