

Summary of NBFCs, NEs. & Modarabas Sector

February 2017



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

DISCLAIMER:

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

Snapshot of NBFI Industry as of February 28, 2017

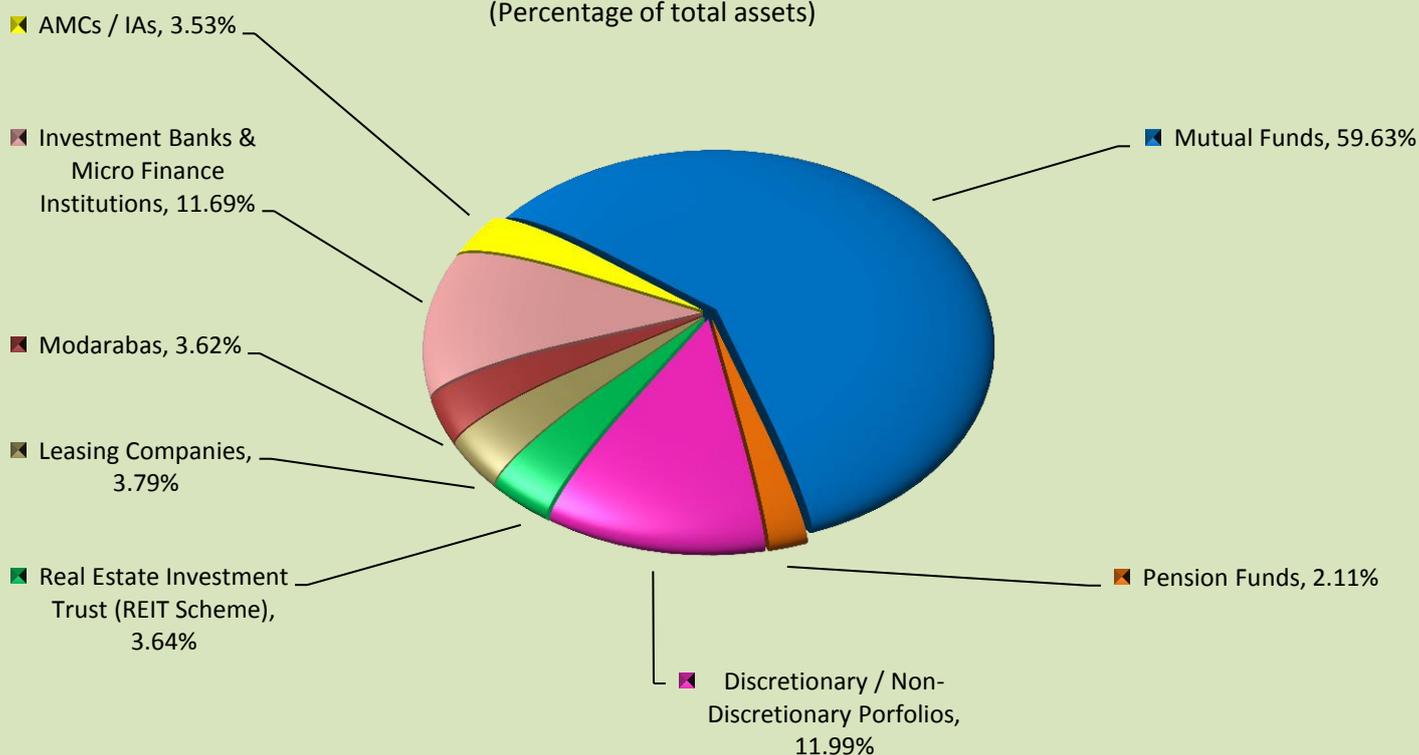
Sector	No. of Entities	Total Assets (Rs in Billion)	Percentage of Total Assets
Asset Management Companies/ Investment Advisors	22	40.04	3.53%
Mutual Funds (174) and Plans (38)	174	676.27	59.63%
Pension Funds	19	23.96	2.11%
Discretionary & Non-Discretionary Portfolios	-	135.95	11.99%
Real Estate Investment Trust	1	41.30	3.64%
Leasing Companies	8	43.02	3.79%
Modarabas	25	41.02	3.62%
Investment Banks & Micro Finance Institutions	26	132.64	11.69%
Total	275	1,134.20	100.00%

Note: Total Number of entities does not include plans (38) as they are not considered Notified Entities or NBFCs.

These plans are managed under 9 different mutual funds.

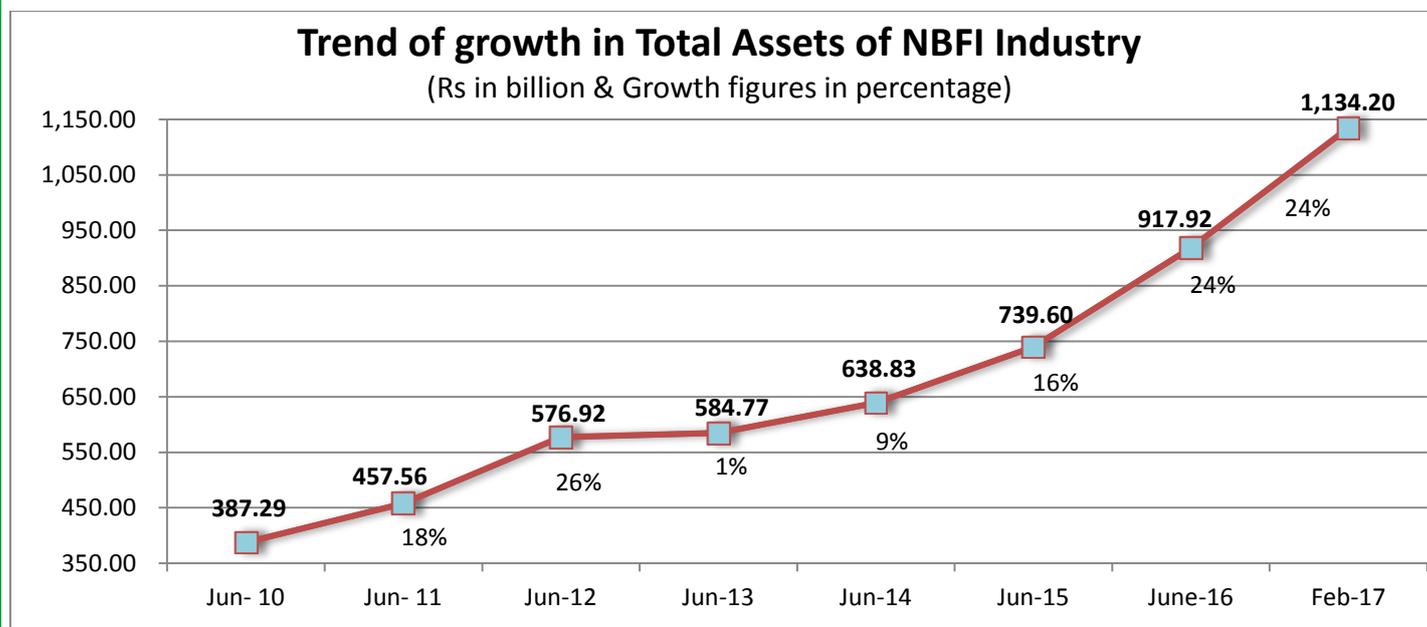
Snapshot of NBFI Industry as of February 28, 2017

(Percentage of total assets)



Trend of growth in Total Assets of NBFi Industry

Description	Jun- 10	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	June-16	Feb-17
Total Assets (Rs. in billion)	387.29	457.56	576.92	584.77	638.83	739.6	917.92	1,134.20
Growth Since Last June	-	18%	26%	1%	9%	16%	24%	24%
Growth since June 2010 till February 28, 2017					193%			
Average Annual Growth Rate (June 10 to June 16) - 6Years					22.84%			



Breakup of Shariah Compliant and Conventional Assets of NBFi Industry

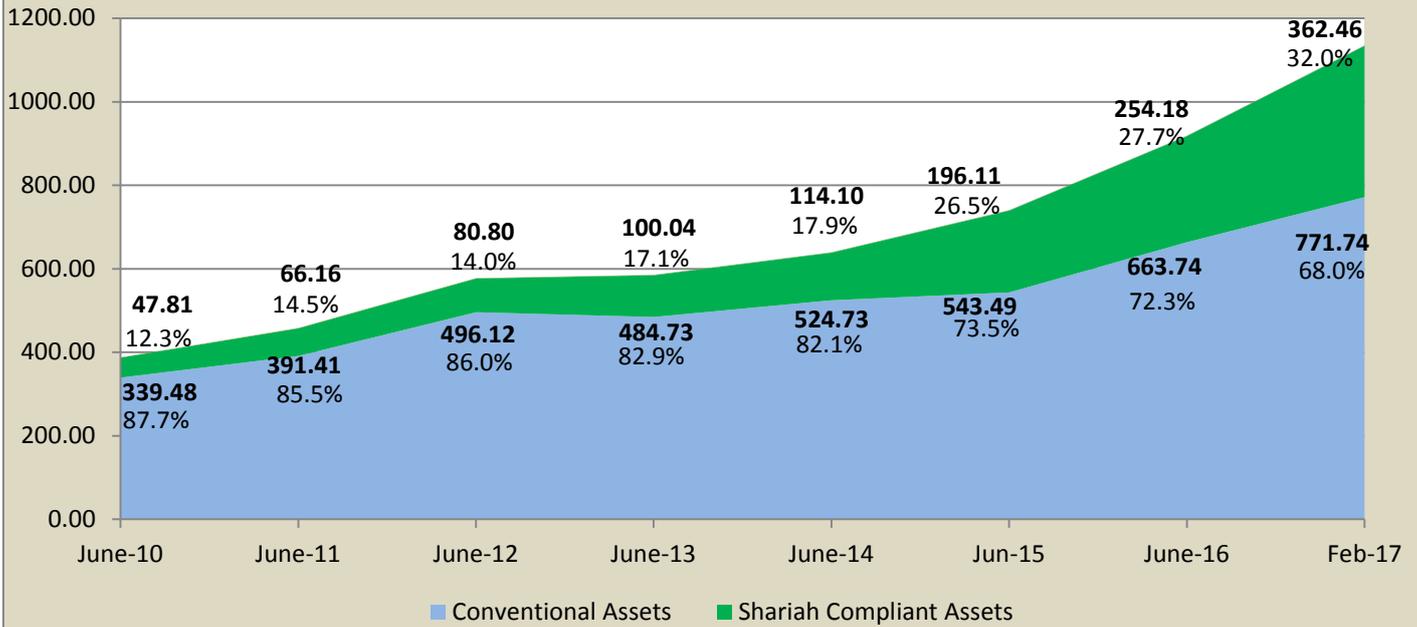
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Conventional Assets	339.48	391.41	496.12	484.73	524.73	543.49	663.74	771.74
Shariah Compliant Assets*	47.81	66.16	80.80	100.04	114.10	196.11	254.18	362.46
Total Assets	387.29	457.57	576.92	584.77	638.83	739.60	917.92	1,134.20
Share of Conventional Assets	87.7%	85.5%	86.0%	82.9%	82.1%	73.5%	72.3%	68.00%
Share of Shariah Compliant Assets	12.3%	14.5%	14.0%	17.1%	17.9%	26.5%	27.7%	32.00%
Conventional Assets - Growth since June 2010 till February, 2017							127.33%	
Shariah Compliant Assets - Growth since June 2010 till February, 2017							658.13%	

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

Breakup of Shariah compliant and Conventional Assets of NBFIs Industry

(Rs in billion & Percentage of Total Assets)



DATA RELATED TO MUTUAL FUNDS & PLANS

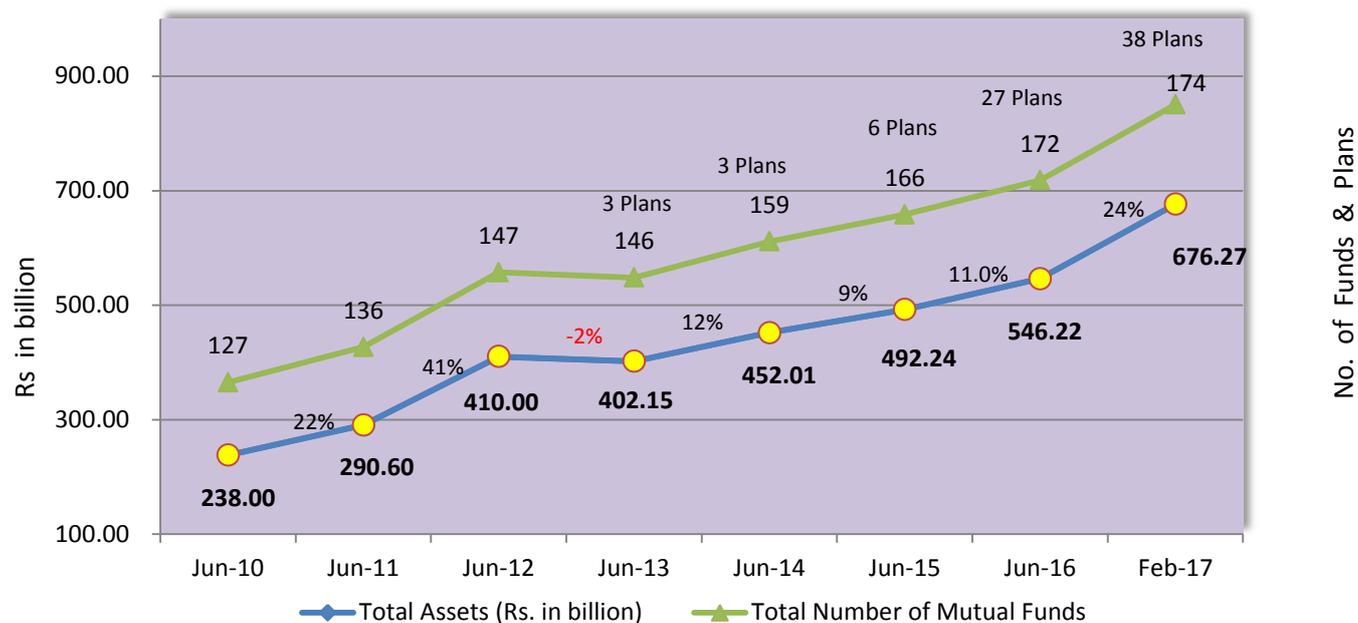
Trend of Total Assets and Number of Mutual Funds & Plans

(Rs in billion)

Period	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Total Assets (Rs. in billion)	238.00	290.60	410.00	402.15	452.01	492.24	546.22	676.27
Growth since last June	-	22%	41%	-2%	12%	9%	11%	24%
Number of Mutual Funds	127	136	147	146	159	166	172	174
Number of Plans	-	-	-	3	3	6	27	38
Total Number of Mutual Funds & Plans	127	136	147	149	162	172	199	212
Growth since June 2010 till February, 2017							184%	
Average Annual Growth Rate (June 2010 to June 2016)							21.58%	

Trend of Total Assets & Number of Mutual Funds & Plans

(Annual Growth of total assets in percentages)



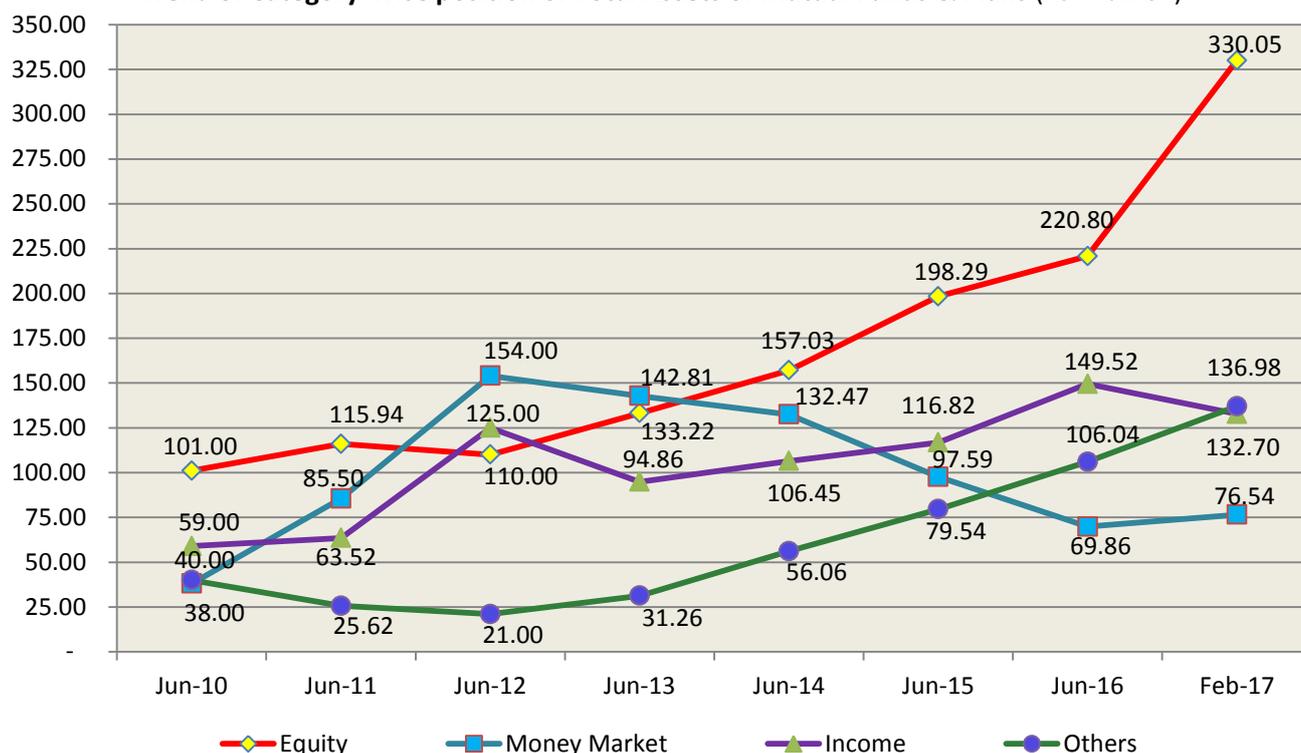
Trend of Category-Wise position of Total Assets of Mutual Funds

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Equity	101.00	115.94	110.00	133.22	157.03	198.29	220.80	330.05
Money Market	38.00	85.50	154.00	142.81	132.47	97.59	69.86	76.54
Income	59.00	63.52	125.00	94.86	106.45	116.82	149.52	132.70
Others*	40.00	25.62	21.00	31.26	56.06	79.54	106.04	136.98
Total	238.00	290.58	410.00	402.15	452.01	492.24	546.22	676.27

* 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)



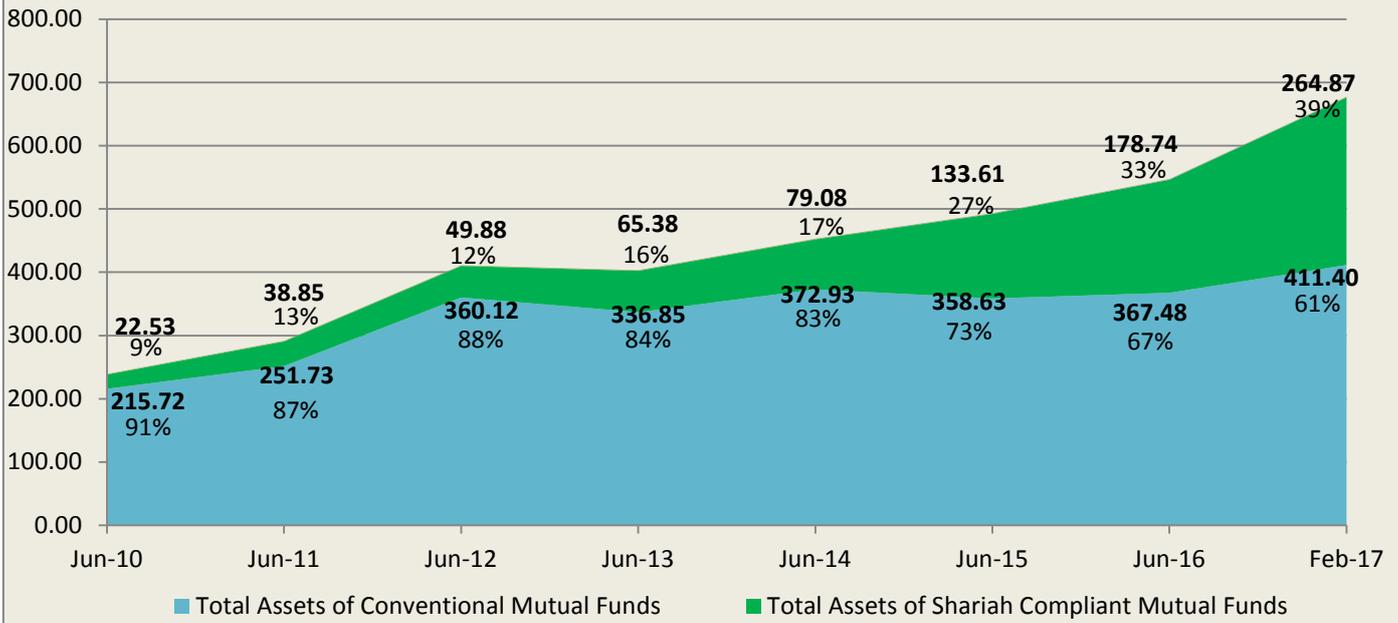
Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Total Assets of Conventional Mutual Funds	215.72	251.73	360.12	336.85	372.93	358.63	367.48	411.40
Total Assets of Shariah Compliant Mutual Funds	22.53	38.85	49.88	65.38	79.08	133.61	178.74	264.87
Total Assets of Mutual Funds	238.25	290.58	410.00	402.23	452.01	492.24	546.22	676.27
Share of Conventional Mutual Funds	91%	87%	88%	84%	83%	73%	67%	61%
Share of Shariah Compliant Mutual Funds	9%	13%	12%	16%	17%	27%	33%	39%
Conventional Mutual Funds - Growth since last June	-	16.69%	43.06%	-6.46%	10.71%	-3.83%	2.47%	11.95%
Shariah Compliant Mutual Fund - Growth since last June	-	72.44%	28.39%	31.07%	20.95%	68.69%	33.78%	48.19%
Conventional Mutual Funds - Growth since June 2010 till February, 2017							90.71%	
Shariah Compliant Mutual Fund -Growth since June 2010 till February, 2017							1,075.63%	

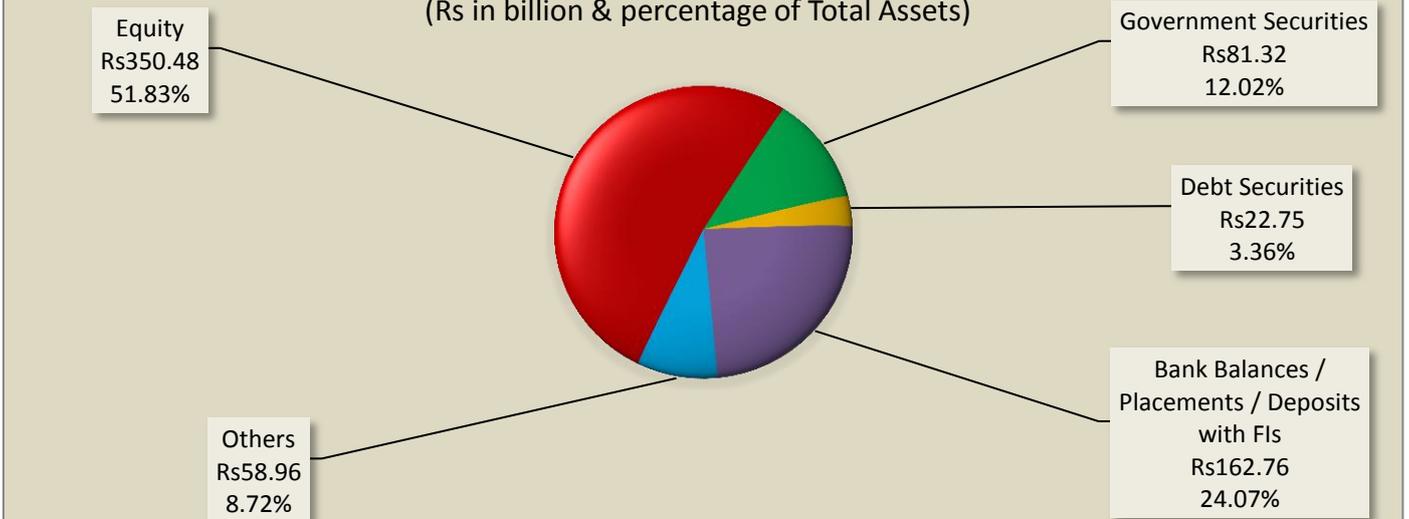
Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans

(Rs. in billion & percentage of total assets)

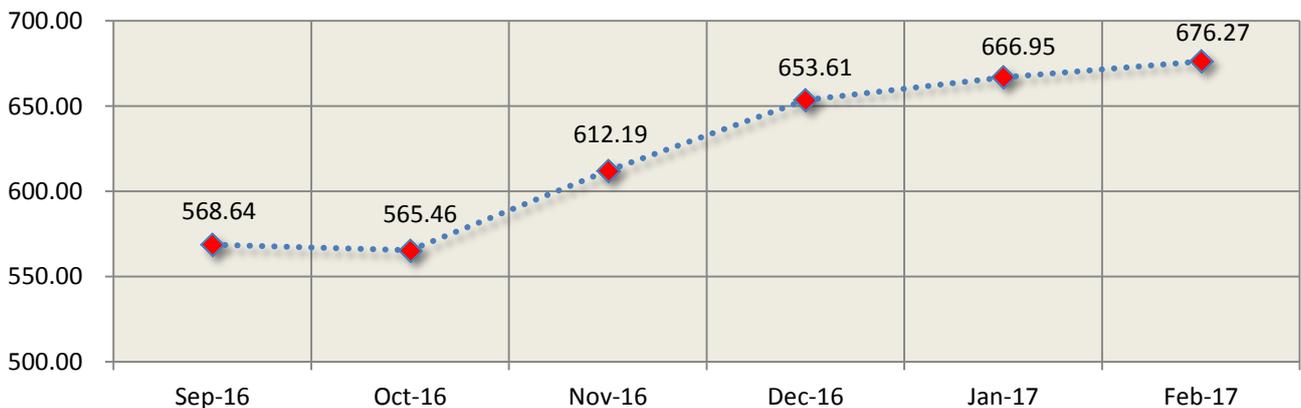


Asset Allocation of Mutual Funds as of February 28, 2017

(Rs in billion & percentage of Total Assets)



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



Total issuance and total Redemption in Mutual Funds & Plans during February 2017

	(Rs.in billion)
Total Issuance	45.86
Total Redemption	36.71
Net Issuance / (Redemption)	9.15

Regional Distribution of Individual Investors' Accounts in Mutual Funds & Pension Funds
(As of June 30, 2016)

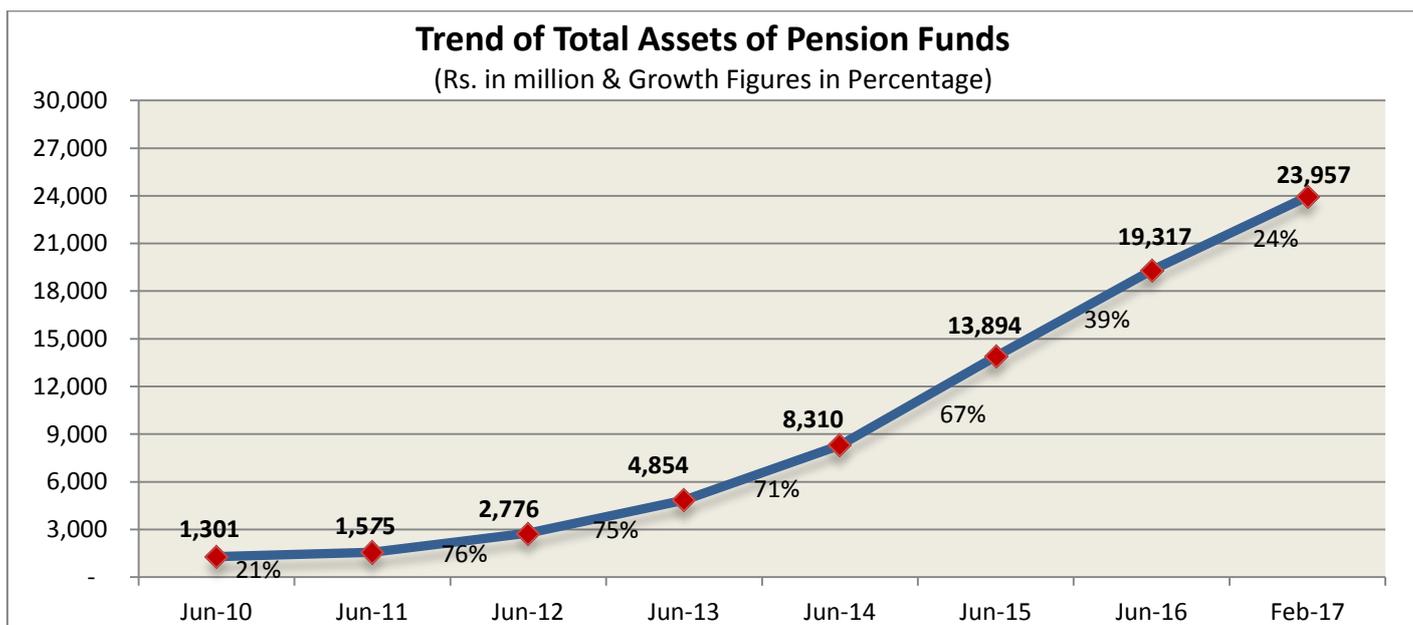
Region		Mutual Funds	Pension Funds
		No. of Individual Investors' Accounts	
Sindh	Karachi	145,277	8,753
	Hyderabad	4,801	206
	Sukkur	1,307	53
	Nawabshah	157	11
	Others	2,058	230
	Total	153,600	9,253
Punjab	Lahore	38,761	3,748
	Faisalabad	5,675	763
	Rawalpindi	10,118	826
	Multan	5,626	957
	Sialkot	2,271	32
	Gujranwala	1,922	45
	Others	8,908	1,484
	Total	73,281	7,855
Capital	Islamabad	14,649	1,793
KPK	Peshawar	6,162	582
	Abbottabad	1,244	22
	Dera Ismail Khan	84	3
	Bannu	30	5
	Others	2,150	239
	Total	9,670	851
Balochistan	Quetta	1,480	34
	Khuzdar	4	-
	Turbat	8	-
	Others	72	-
	Total	1,564	34
Gilgit-Baltistan	Gilgit	7	1
	Hunza	-	-
	Others	16	17
	Total	23	18
Azad Kashmir	Muzaffarabad	89	79
	Mirpur	2,097	2
	Others	160	59
	Total	2,346	140
Overseas		1,947	15
Unidentified		5,167	359
Grand Total		262,247	20,318

DATA RELATED TO 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	Feb-17
Total Assets	1,301	1,575	2,776	4,854	8,310	13,894	19,317	23,957
Growth since last June	-	21%	76%	75%	71%	67%	39%	24%

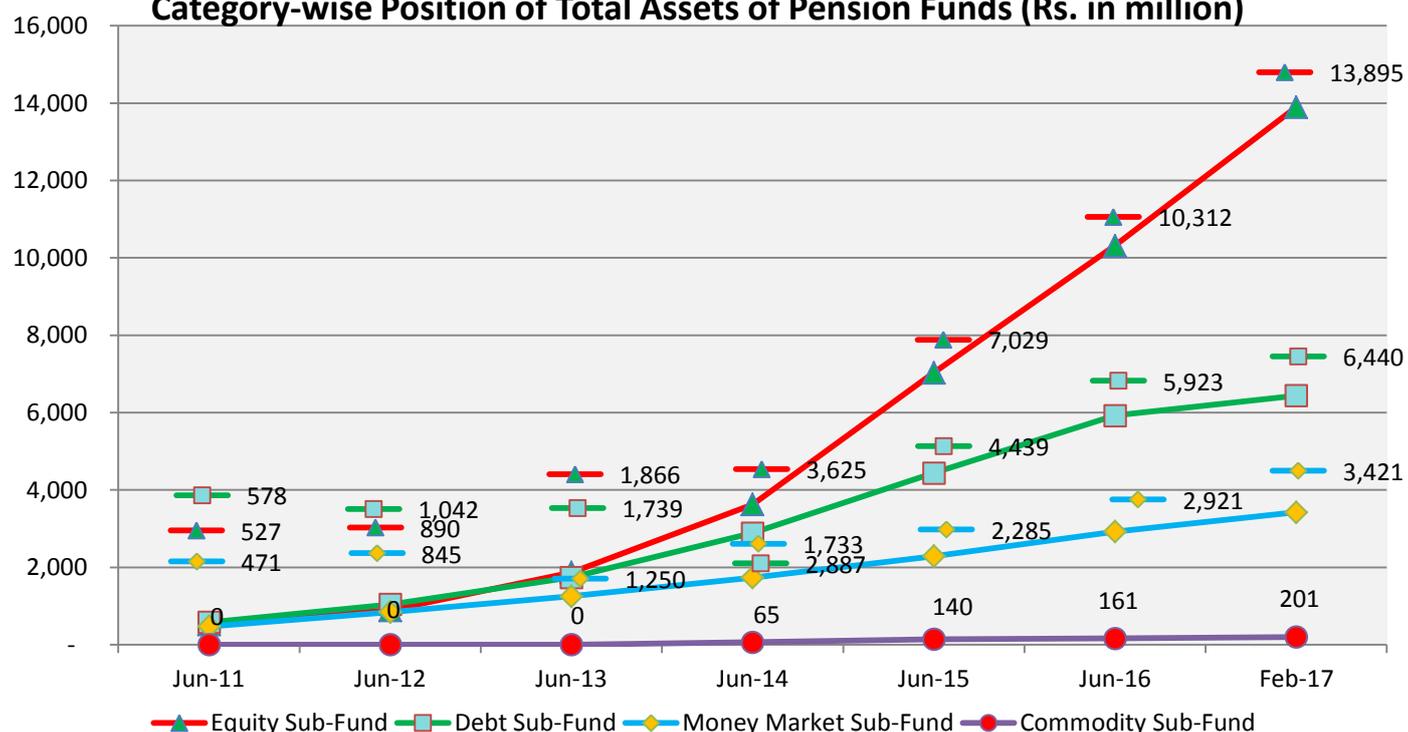


Category-Wise Position of Total Assets of Pension Funds

(Rs in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Equity Sub-Fund	527	890	1,866	3,625	7,029	10,312	13,895
Debt Sub-Fund	578	1,042	1,739	2,887	4,439	5,923	6,440
Money Market Sub-Fund	471	845	1,250	1,733	2,285	2,921	3,421
Commodity Sub-Fund	0	0	0	65	140	161	201
Total	1,576	2,777	4,855	8,310	13,894	19,317	23,957

Category-wise Position of Total Assets of Pension Funds (Rs. in million)



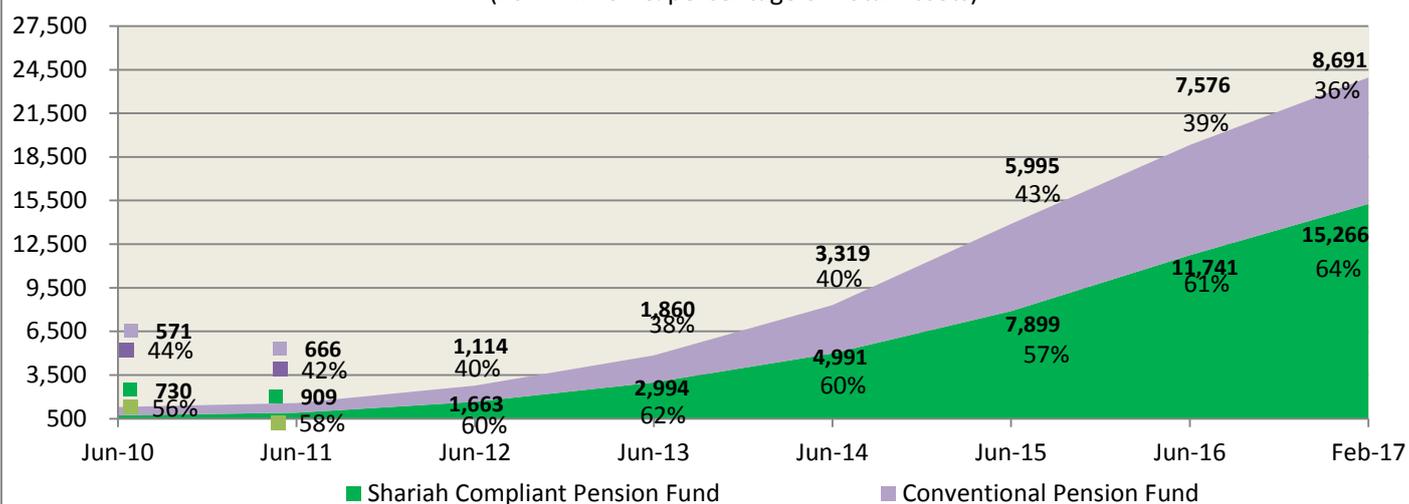
Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Shariah Compliant Pension Funds	730	909	1,663	2,994	4,991	7,899	11,741	15,266
Conventional Pension Funds	571	666	1,114	1,860	3,319	5,995	7,576	8,690
Total assets of Pension Funds	1,301	1,575	2,777	4,854	8,310	13,894	19,317	23,957
Share of Shariah Compliant Pension Funds	56%	58%	60%	62%	60%	57%	61%	64%
Share of Conventional Pension Funds	44%	42%	40%	38%	40%	43%	39%	36%
Shariah Compliant Pension Fund -Growth since June 2010 till February, 2017							1,991%	
Conventional Pension Fund -Growth since June 2010 till February, 2017							1,422%	

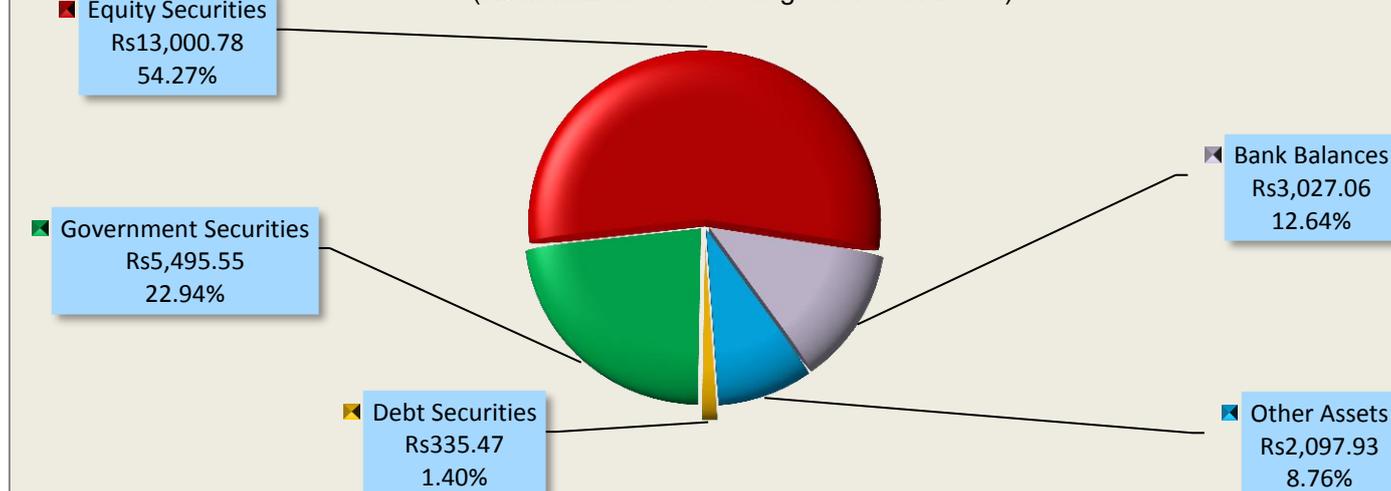
Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs in million & percentage of Total Assets)



Asset Allocation of Pension Funds as of February 28, 2017

(Rs in million & Percentage of Total Assets)

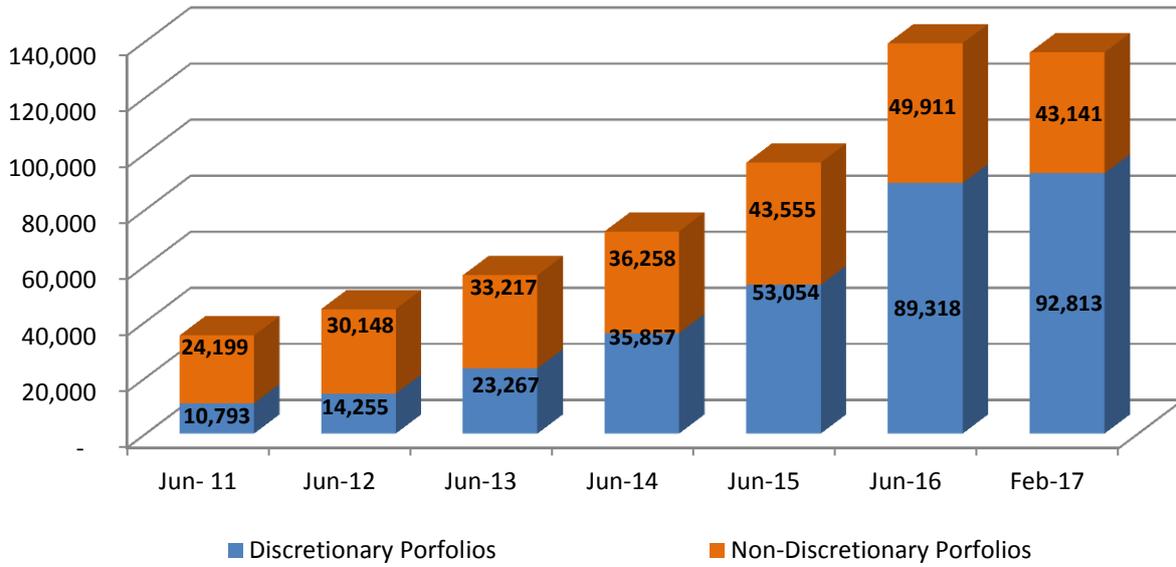


Trend of Total Assets of Discretionary / Non-Discretionary Portfolios

(Rs. in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Discretionary Portfolios	10,793	14,255	23,267	35,857	53,054	89,318	92,813
Non-Discretionary Portfolios	24,199	30,148	33,217	36,258	43,555	49,911	43,141
Total Assets of Portfolios	34,992	44,403	56,484	72,115	96,609	139,229	135,954

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



DATA RELATED TO LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS

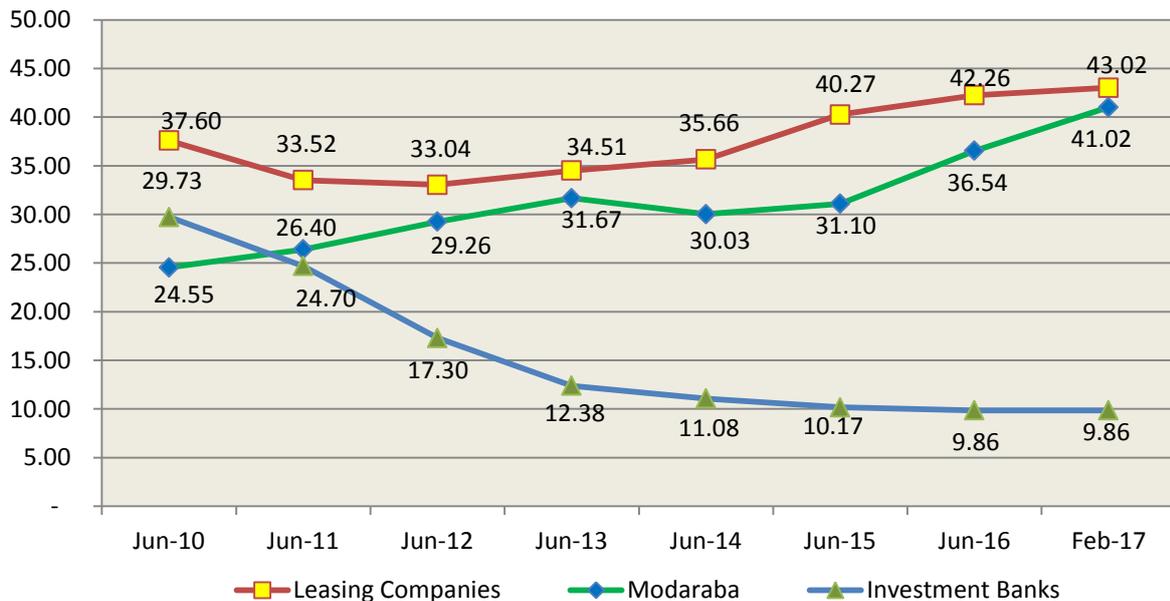
Trend of Total Assets of Leasing Cos., Modarabas and Investment Banks

(Rs. In billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Feb-17
Leasing Companies	37.60	33.52	33.04	34.51	35.66	40.27	42.26	43.02
Modarabas	24.55	26.40	29.26	31.67	30.03	31.10	36.54	41.02
Investment Banks	29.73	24.70	17.30	12.38	11.08	10.17	9.86	9.86

Note:
Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd., Lahore Stock Exchange Financial Services Ltd., & Microfinance NBFCs

Trend of Total Assets of Leasing Cos., Modarabas & Investment Banks (Rs in billion)

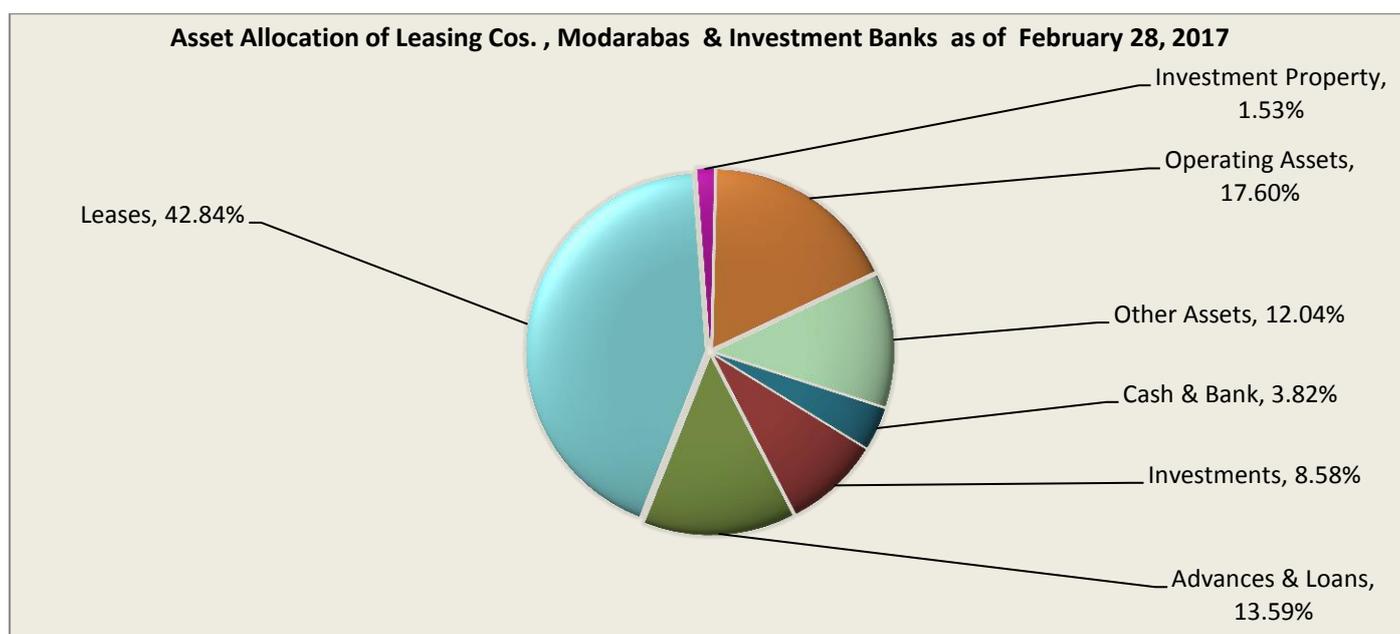


Asset Allocation of Leasing Companies, Modarabas & Investment Banks as of February 28, 2017

(Rs in million)

Category	Cash & Bank	Investments	Advances & Leases	Lease	Investment Property	Operating Assets	Other Assets	Total
Leasing Companies	805	3,705	3,976	30,650	134	1,897	1,851	43,018
Modarabas	2,660	3,165	7,783	8,006	1,188	11,550	6,665	41,017
Investment Banks	117	1,190	999	1,569	115	3,075	2,791	9,856
Total	3,582	8,060	12,758	40,225	1,437	16,522	11,307	93,891

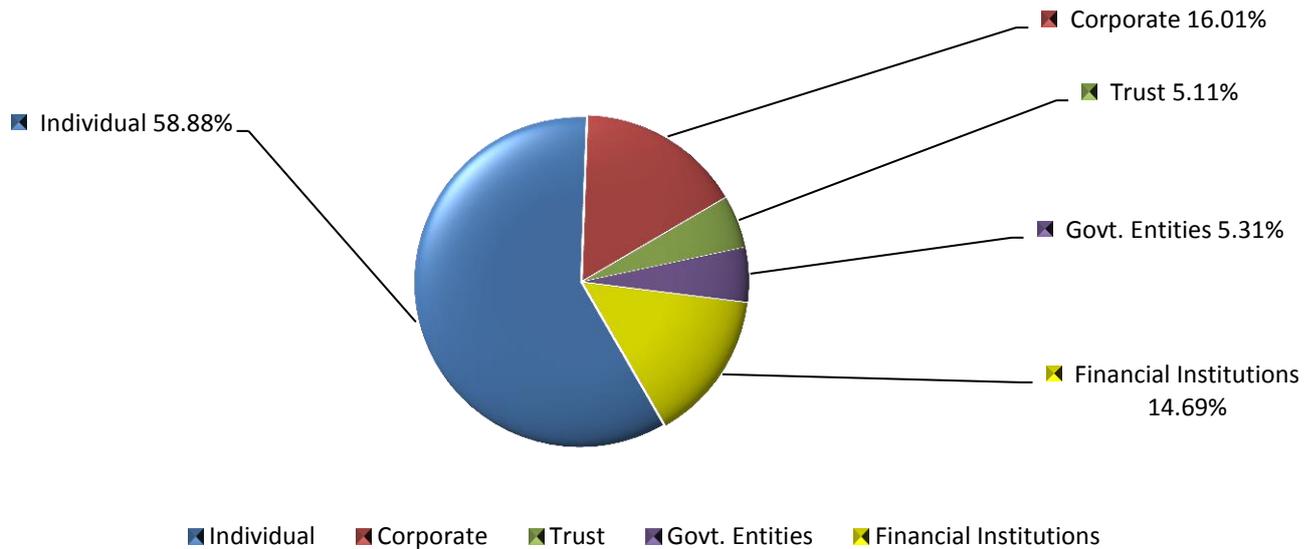
Note:
 Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd., Lahore Stock Exchange Financial Services Ltd., & Microfinance NBFCs.



Deposit raising of Leasing Cos., Modarabas & Investment Banks as of February 28, 2017

Category	Amounts (Rs in million)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks	Total	
Individual	6,269.67	2,463.73	438.28	9,171.68	58.88%
Corporate	579.44	1,662.30	252.36	2,494.10	16.01%
Trust	186.06	458.88	150.64	795.58	5.11%
Govt. Entities	-	314.00	513.13	827.13	5.31%
Financial Institutions	115.11	2,160.00	13.80	2,288.91	14.69%
Total	7,150.28	7,058.91	1,368.21	15,577.40	100.00%

Deposit raising of Leasing Cos., Modarabas & Investment Banks as of February 28, 2017
(percentage of Total Deposits)



Leverage profile of Leasing Companies, Modarabas & Investment Banks as of February 28, 2017

(Rs in million)

Category	Equity*	Liabilities	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies	6,508.44	35,593.10	43,018.00	15.1%	82.7%
Modarabas	20,478.88	19,718.20	41,107.00	49.8%	47.97%
Investment Banks	1,565.57	8,230.22	9,856.00	15.9%	83.5%

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

Note:
This asset allocation does not include information pertaining Pakistan Development Fund Ltd., Lahore Stock Exchange Financial Services Ltd., & Microfinance NBFCs.

Leverage profile of Leasing Cos, Modarabas & Investment Banks as of February 28, 2017
(Rs in million & percentage of total assets)

