

# Summary of NBFCs, NEs. & Modarabas Sector

June 2019



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

**DISCLAIMER:**

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

## Table of Contents

<b>SNAPSHOT OF NBFI INDUSTRY AS OF June 30, 2019</b> .....	1
Trend of growth in Total Assets of NBFI Industry.....	2
Breakup of Shariah Compliant and Conventional Assets of NBFI Industry .....	3
<b>MUTUAL FUNDS &amp; PLANS</b> .....	4
Trend of Category-Wise position of Total Assets of Mutual Funds.....	5
Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans.....	6
Asset Allocation of Mutual Funds.....	7
Trend of Total Assets of Mutual Funds.....	7
Detail of Investor Accounts in Open End Mutual Funds.....	8
<b>VOLUNTARY PENSION SCHEMES / FUNDS</b> .....	9
Trend of Total Assets of Pension Funds.....	9
Category-Wise Position of Total Assets of Pension Funds .....	10
Trend of Total Assets of Conventional and Shariah Compliant Pension Funds.....	11
Asset Allocation of Pension Funds.....	12
Detail of Investor Accounts in Pension Funds .....	12
<b>DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS</b> .....	13
Trend of Total Assets of Discretionary / Non-Discretionary Portfolios.....	13
<b>LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS</b> .....	14
Trend of Total Assets of Leasing Companies, Modarabas and Investment Banks .....	14
Asset Allocation of Leasing Companies, Modarabas & Investment Banks.....	15
Deposit raising of Leasing Companies, Modarabas & Investment Banks.....	16
Leverage profile of Leasing Companies, Modarabas & Investment Banks .....	17
<b>ADDITIONAL REPORTS PERTAINING TO MUTUAL FUNDS/PLANS:</b> .....	18
Category wise Issuance & Redemption in Conventional Collective Investment Schemes during the month .....	19
Category wise Issuance & Redemption in Shariah Compliant Collective Investment Schemes during the month ....	20
Category Wise Break up of Assets Under Management -Conventional Collective Investment Schemes.....	21
Category Wise Break up of Assets Under Management - Shariah Compliant Collective Investment Schemes .....	22
Region wise Issuance & Redemptions in Conventional Collective Investment Schemes during the month .....	23
Region wise Issuance & Redemptions in Shariah Compliant Collective Investment Schemes during the month .....	25
Number of New Accounts Opened in Collective Investment Schemes during the month .....	27
Region-wise Assets Under Management .....	29

## SNAPSHOT OF NBFI INDUSTRY AS OF June 30, 2019

Sector	No. of Entities	Total Assets (Rs in Billion)	Percentage of Total Assets
Asset Management Companies/ Investment Advisors	23	36.56	3.21%
Mutual Funds (203) and Plans (94)	203	577.64	50.65%
Discretionary & Non-Discretionary Portfolios	-	197.64	17.33%
Pension Funds	19	26.50	2.32%
REIT Management Companies	5	05.72	0.50%
Real Estate Investment Trust (REIT Scheme)	1	46.05	4.04%
Investment Banks	10	63.19	5.54%
Non-Bank Microfinance Companies	26	116.73	10.24%
Leasing Companies	6	10.16	0.89%
Modarabas	28	53.45	4.69%
Private Equity Companies	4	00.16	0.01%
Private Equity Funds	3	06.57	0.58%
<b>Total</b>	<b>328</b>	<b>1,140.37</b>	<b>100.00%</b>

Note 1: Total Number of entities does not include plans (94) as they are not considered Notified Entities or NBFCs. These plans are managed under 24 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 Rs32,796 million) is deducted from AUMs of the industry, the total assets under management of the industry amounted to the tune of Rs544,848 million, as of June 30, 2019.

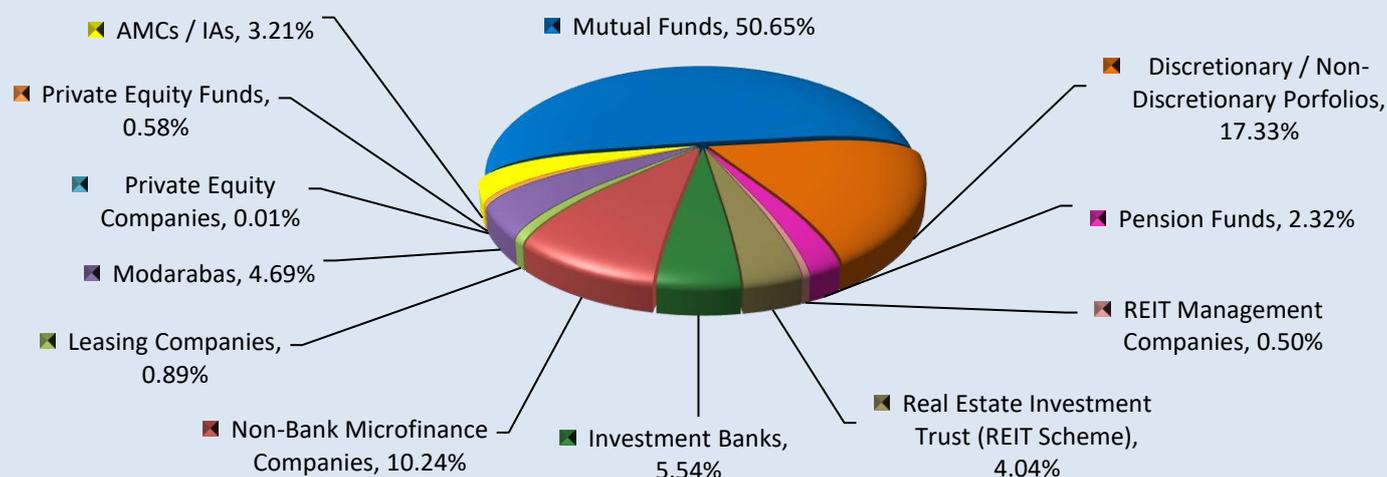
Note 3: As of June 30, 2019, Total numbers of funds are 203 while 94 Plans are being offered under 24 different Fund of funds. The Annexures to the Sector Report reflect the sum of number of plans and funds (excluding the 24 funds with the underlying investment plans), which, as of June 30, 2019 are 273.

Note 4: The information pertaining to RMC is based on their latest available accounts for the period ended on December 31, 2018. Total assets of SB Global REIT Management Company Ltd as of June 30, 2018 have been included in total assets of REIT Management Companies for June 30, 2019 and June 30, 2018. Moreover, TPL Properties REIT Management Company Ltd was licensed to carry out REIT Management Services in May 2019 and its total assets as of June 30, 2019 have been included in total assets of REIT Management Companies for June 30, 2019.

Note 5: Two NBFCs (which holds licenses for Asset Management & Investment Advisory Services) have also been authorized to act as Private Equity Company. The companies' assets are included in the assets of AMCs/IAs.

### Snapshot of NBFI Industry as of June 30, 2019

(Percentage of total assets)

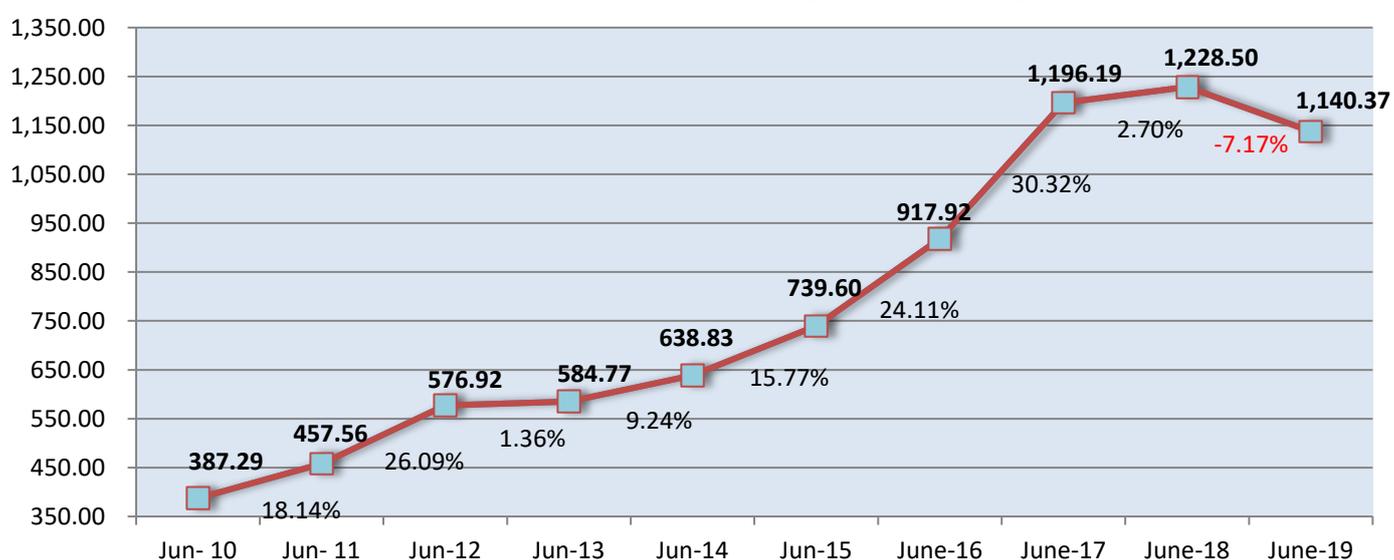


## Trend of growth in Total Assets of NBFIs Industry

Description	Jun- 10	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	June-16	June-17	June-18	June-19
Total Assets (Rs. In billion)	387.29	457.56	576.92	584.77	638.83	739.60	917.92	1,196.19	1,228.50	1,140.37
Growth Since Last June	-	18%	26%	1%	9%	16%	24%	30%	3%	-7.17%
Growth since June 2010 till June 30, 2019	<b>194%</b>									
Compound Annual Growth Rate (June 2010 to June 2019)	<b>12.75%</b>									

### Trend of growth in Total Assets of NBFIs Industry

(Rs in billion & Growth figures in percentage)



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

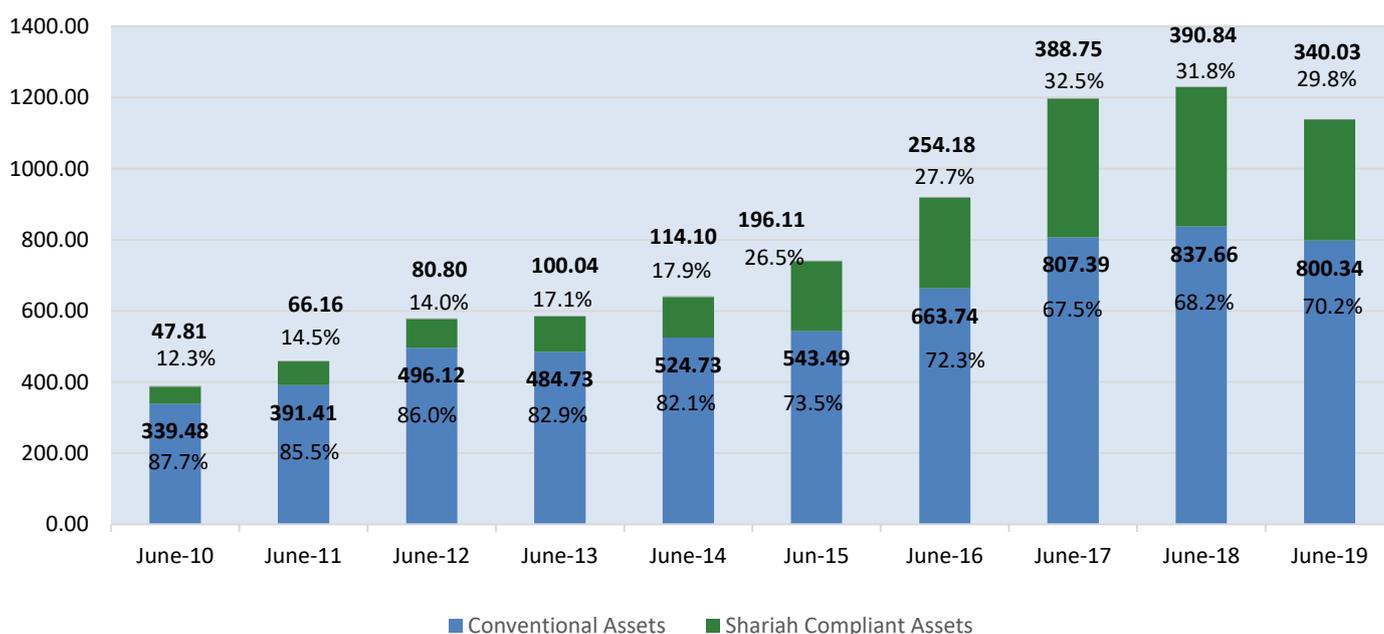
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun -18	June-19
Conventional Assets	339.48	391.41	496.12	484.73	524.73	543.49	663.74	807.39	837.66	800.34
Shariah Compliant Assets	47.81	66.16	80.80	100.04	114.10	196.11	254.18	388.75	390.84	340.03
<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>1,140.37</b>
Share of Conventional Assets	87.7%	85.5%	86.0%	82.9%	82.1%	73.5%	72.3%	67.5%	68.2%	70.2%
Share of Shariah Compliant Assets	12.3%	14.5%	14.0%	17.1%	17.9%	26.5%	27.7%	32.5%	31.8%	29.8%
Conventional Assets - Growth since June 2010 till June 2019								<b>135.75%</b>		
Shariah Compliant Assets - Growth since June 2010 till June 2019								<b>611.21%</b>		
Compound Annual Growth Rate (June 10 to June 2019)-Conventional Assets								<b>10.00%</b>		
Compound Annual Growth Rate (June 10 to June 2019)-Shariah Compliant Assets								<b>24.36%</b>		

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

### Breakup of Shariah compliant and Conventional Assets of NBF Industry

(Rs in billion & Percentage of Total Assets)

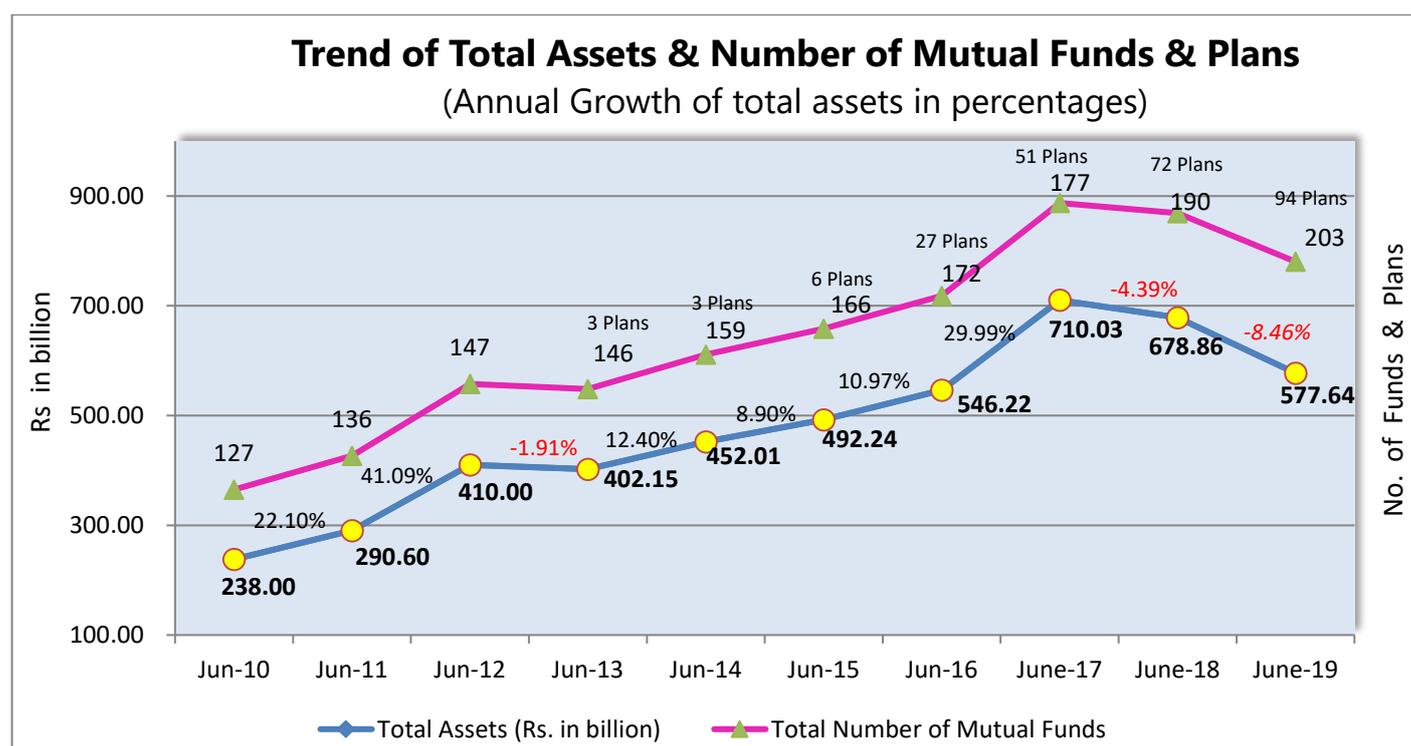


## MUTUAL FUNDS & PLANS

### Trend of Total Assets and Number of Mutual Funds & Plans

(Rs in billion)

Period	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	June-19
Total Assets (Rs. in billion)	238.00	290.60	410.00	402.15	452.01	492.24	546.22	710.03	678.86	577.64
Growth since last June	-	22.10%	41.09%	-1.91%	12.40%	8.90%	10.97%	29.99%	-4.39%	-14.91%
Number of Mutual Funds	127	136	147	146	159	166	172	177	190	203
Number of Plans	-	-	-	3	3	6	27	51	72	94
Total Number of Mutual Funds & Plans	127	136	147	149	162	172	199	228	262	297
Growth since June 2010 till June 2019							<b>143%</b>			
Compound Annual Growth Rate (June 10 to June 19)							<b>10.35%</b>			



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

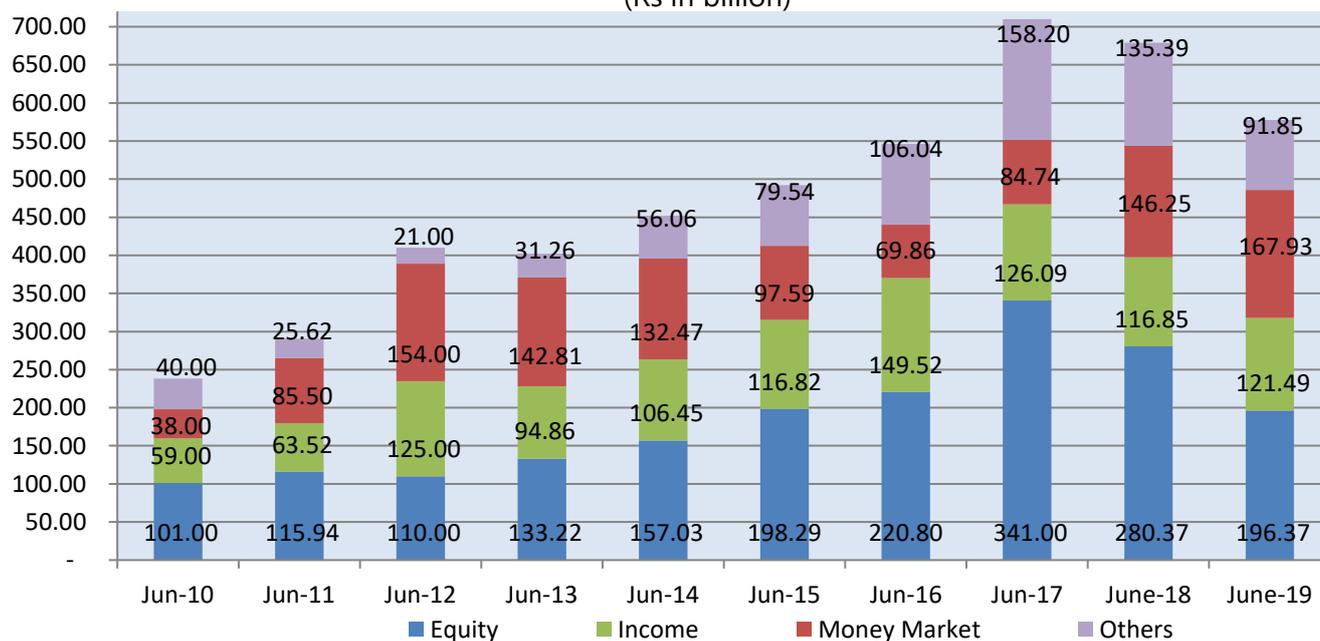
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	June-19
Equity	101.00	115.94	110.00	133.22	157.03	198.29	220.80	341.00	280.37	196.37
Income	59.00	63.52	125.00	94.86	106.45	116.82	149.52	126.09	116.85	121.49
Money Market	38.00	85.50	154.00	142.81	132.47	97.59	69.86	84.74	146.25	167.93
Others	40.00	25.62	21.00	31.26	56.06	79.54	106.04	158.20	135.39	91.85
<b>Total</b>	<b>238.00</b>	<b>290.58</b>	<b>410.00</b>	<b>402.15</b>	<b>452.01</b>	<b>492.24</b>	<b>546.22</b>	<b>710.03</b>	<b>678.86</b>	<b>577.64</b>

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)



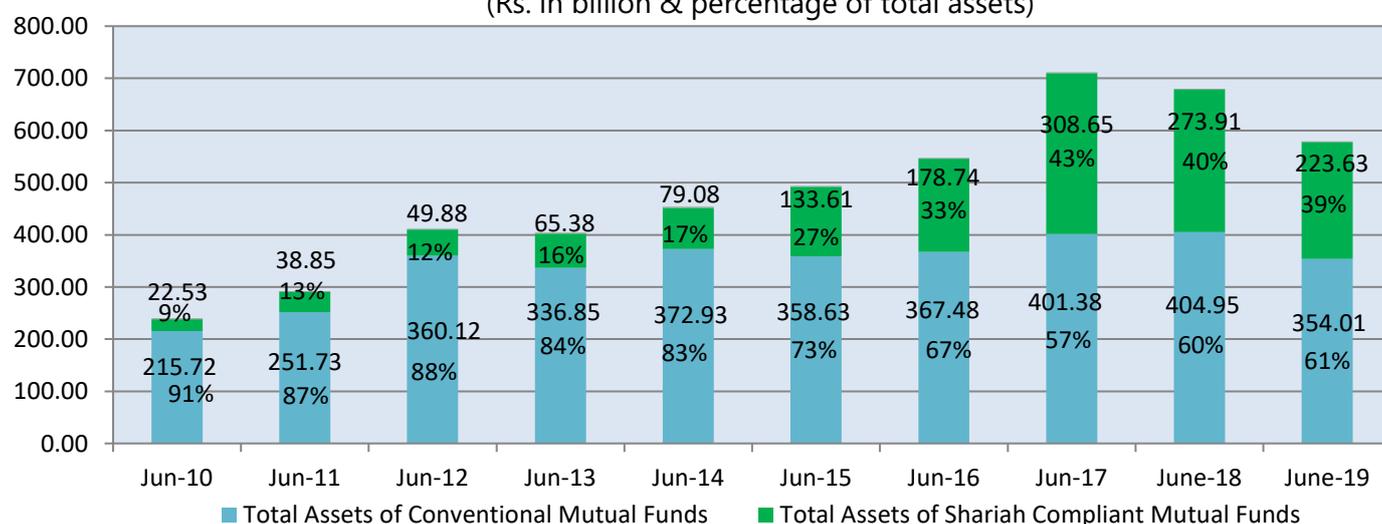
**Trend of Total Assets of Conventional and Shariah  
Compliant Mutual Funds & Plans**

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jun-19	
Total Assets of Conventional Mutual Funds	215.72	251.73	360.12	336.85	372.93	358.63	367.48	401.38	404.95	354.01	
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	223.63	
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>577.64</b>	
Share of Conventional Mutual Funds	91%	87%	88%	84%	83%	73%	67%	57%	60%	61%	
Share of Shariah Compliant Mutual Funds	9%	13%	12%	16%	17%	27%	33%	43%	40%	39%	
Conventional Mutual Funds - Growth since last June	-	16.69%	43.06%	-6.46%	10.71%	-3.83%	2.47%	9.22%	0.89%	-12.58%	
Shariah Compliant Mutual Fund - Growth since last June	-	72.44%	28.39%	31.07%	20.95%	68.96%	33.78%	72.68%	-11.26%	-18.36%	
Conventional Mutual Funds - Growth since June 2010 till June 2019								<b>64.11%</b>			
Shariah Compliant Mutual Fund -Growth since June 2010 till June 2019								<b>892.59%</b>			
Compound Annual Growth Rate (June 10 to June 19)-Conventional Mutual Funds								<b>5.66%</b>			
Compound Annual Growth Rate (June 10 to June 19)-Shariah Compliant Mutual Fund								<b>29.05%</b>			

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

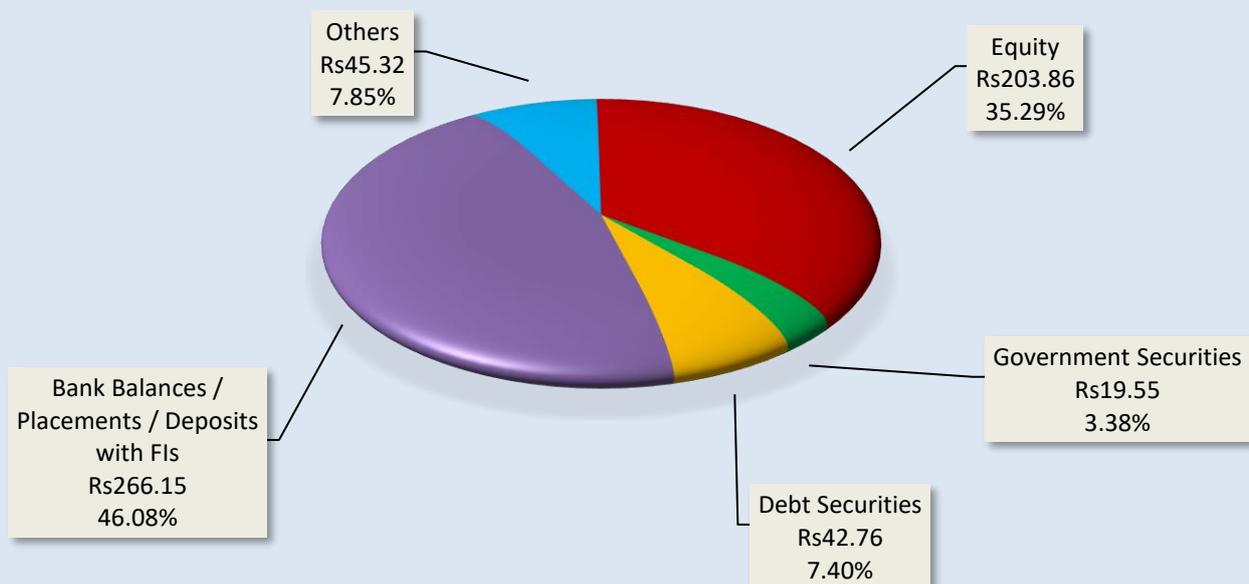
(Rs. in billion & percentage of total assets)



## Asset Allocation of Mutual Funds

### Asset Allocation of Mutual Funds as of June 30, 2019

(Rs in billion & percentage of Total Assets)



## Trend of Total Assets of Mutual Funds

### Trend of Total Assets of Mutual Funds during the last 6 Months

(Rs. in billion)



## Detail of Investor Accounts in Open End Mutual Funds

Description	# of investor accounts as at June 30, 2019 (With balance > 0)	Value of investment as at June 30, 2019 (Rs. in millions)	% of total investment value
<b>Resident</b>			
Individuals	298,417	200,805.83	36.69%
Associated Banks/DFIs/AMCs	62	30,564.27	5.58%
Other Banks/DFIs	158	7,845.63	1.43%
Insurance Companies	312	22,293.54	4.07%
Other financial institutions	135	10,452.58	1.91%
Other Corporates	2,275	136,660.99	24.97%
Fund of funds	64	29,431.59	5.38%
Retirement funds	2,620	79,322.94	14.49%
Trusts/NGOs/Societies/Foundations/Charities	1,139	26,993.67	4.93%
<b>Foreign</b>			
Individuals	519	2,742.26	0.50%
Non-Individuals	16	173.76	0.03%
<b>TOTAL</b>	<b>305,717</b>	<b>547,287.07</b>	<b>100.00%</b>

Note 1. Number of investor accounts as at June 30, 2019 (Having Zero balance)= 257,561

Number of investor accounts as at June 30, 2019 (With balance > 0)= 305,717

Total number of investor accounts (Including accounts with zero balance) as at June 30, 2019 = 563,278

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

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

## VOLUNTARY PENSION SCHEMES / FUNDS

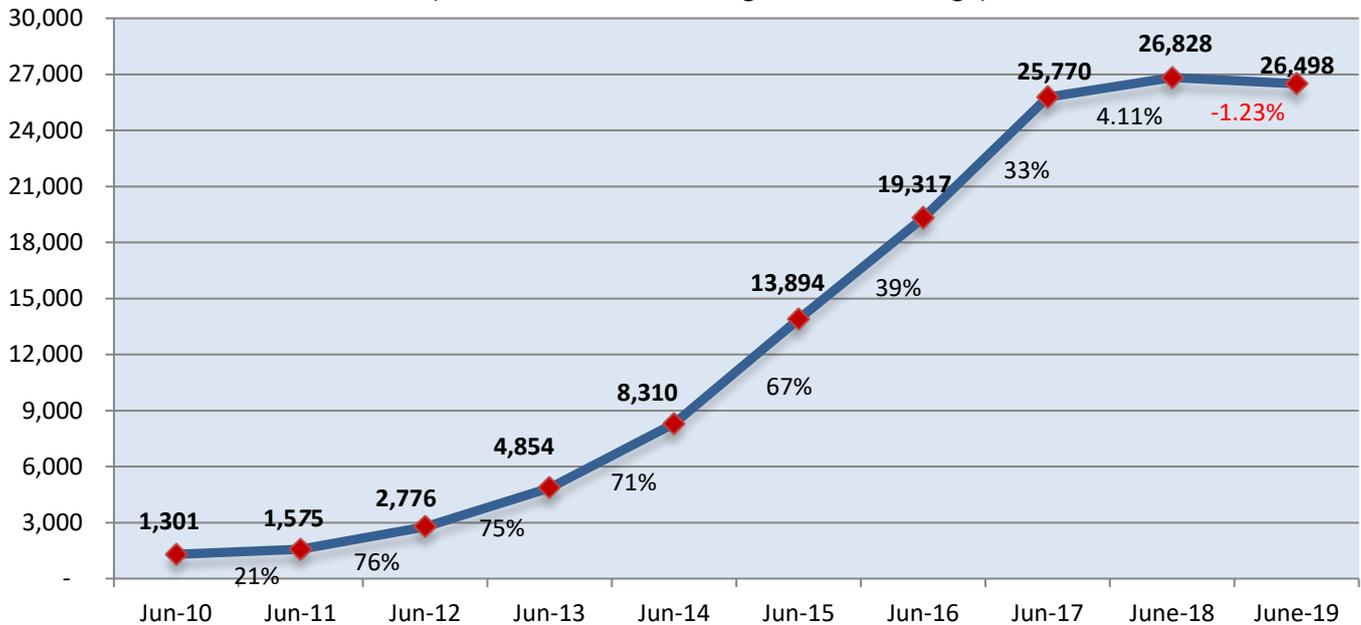
### Trend of Total Assets of Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	June -19
Total Assets	1,301	1,575	2,776	4,854	8,310	13,894	19,317	25,770	26,828	26,498
Growth since last June	-	21%	76%	75%	71%	67%	39%	33%	4.11%	-1.23%

### **Trend of Total Assets of Pension Funds**

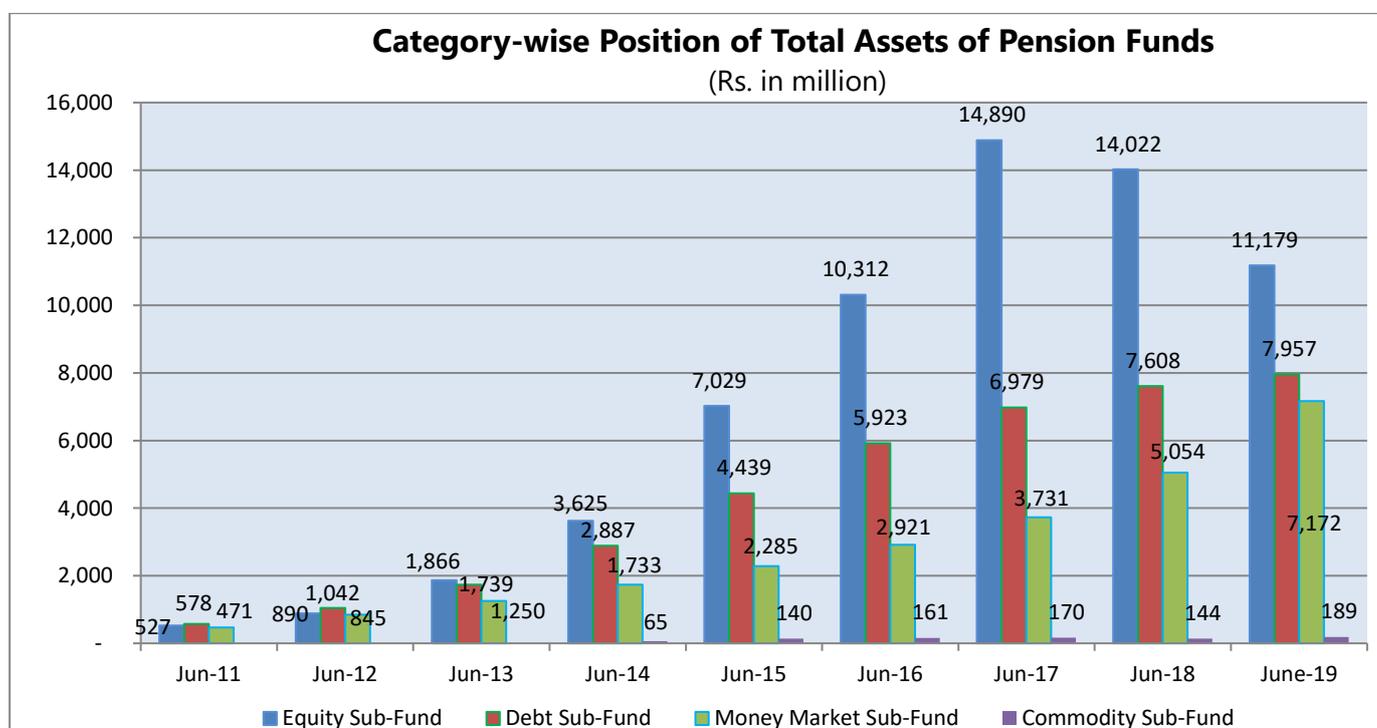
(Rs. in million & Growth Figures in Percentage)



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

(Rs in million)

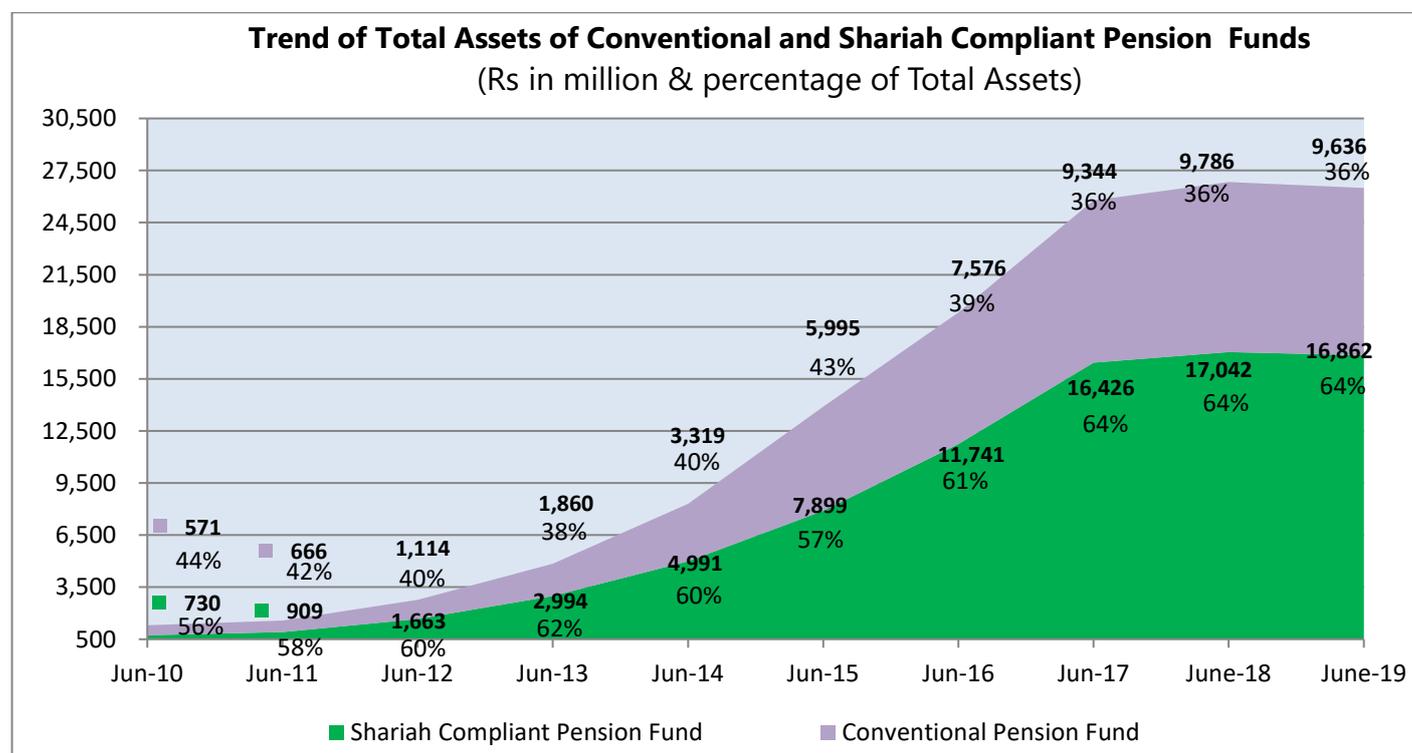
Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	June-19
Equity Sub-Fund	527	890	1,866	3,625	7,029	10,312	14,890	14,022	11,179
Debt Sub-Fund	578	1,042	1,739	2,887	4,439	5,923	6,979	7,608	7,957
Money Market Sub-Fund	471	845	1,250	1,733	2,285	2,921	3,731	5,054	7,172
Commodity Sub-Fund	-	-	-	65	140	161	170	144	189
<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>26,498</b>



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

(Rs. in million)

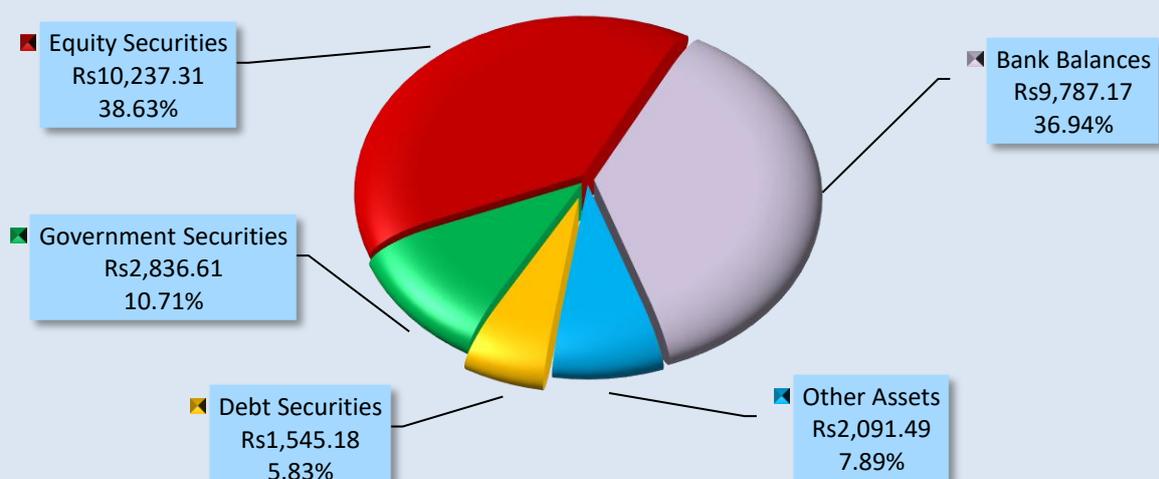
Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	June-19
Shariah Compliant Pension Funds	730	909	1,663	2,994	4,991	7,899	11,741	16,426	17,042	16,862
Conventional Pension Funds	571	666	1,114	1,860	3,319	5,995	7,576	9,344	9,786	9,636
Total assets of Pension Funds	<b>1,301</b>	<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>26,498</b>
Share of Shariah Compliant Pension Funds	56%	58%	60%	62%	60%	57%	61%	64%	64%	64%
Share of Conventional Pension Funds	44%	42%	40%	38%	40%	43%	39%	36%	36%	36%
Compound Annual Growth Rate (June 10 to June 2019) Shariah Compliant Pension Fund	<b>41.75%</b>									
Compound Annual Growth Rate (June 10 to June 2019) Conventional Pension Fund	<b>36.89%</b>									



## Asset Allocation of Pension Funds

### **Asset Allocation of Pension Funds as of June 30, 2019**

(Rs in million & Percentage of Total Assets)



### Detail of Investor Accounts in Pension Funds

Description	# of investor accounts as at June 30, 2019 (With balance > 0)	Value of investment as at June 30, 2019 (Rs. in millions)	% of total investment value
<b>Resident</b>			
Individuals	33,228	23,259.67	89.84%
Associated Banks/DFIs/AMCs	14	2,045.30	7.90%
Other financial institutions	1	309.518	1.20%
<b>Foreign</b>			
Individuals	6	276.37	1.07%
Non-Individuals	-	-	0.00%
<b>Total</b>	<b>33,249</b>	<b>25,890.86</b>	<b>100.00%</b>

Note. 1. Number of investor accounts as at June 30, 2019 (Having Zero balance)= 11,135  
 Number of investor accounts as at June 30, 2019 (With balance > 0)= 33,249  
 Total number of investor accounts (Including accounts with zero balance) as at June 30, 2019= 44,384

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

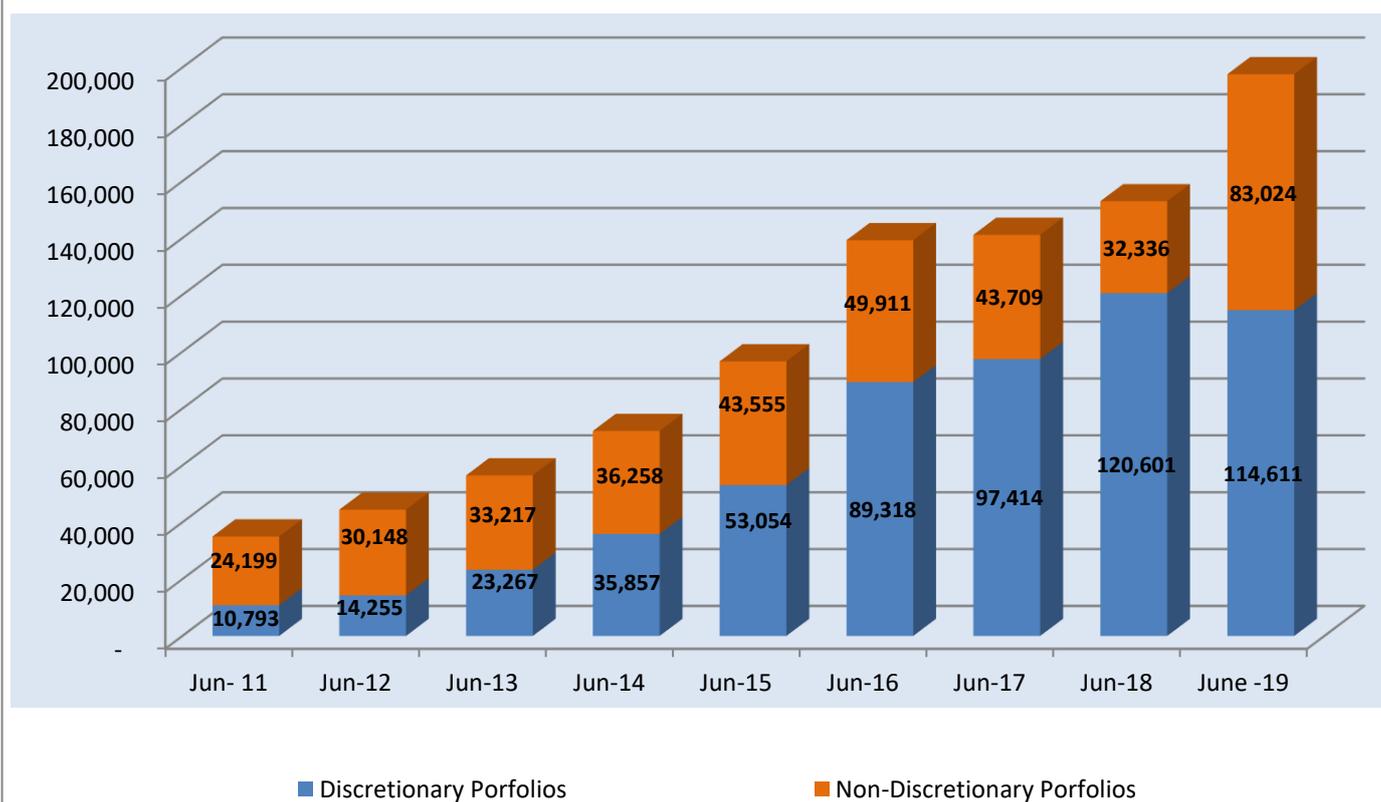
## DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS

### Trend of Total Assets of Discretionary / Non-Discretionary Portfolios

(Rs. in million)

Description	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Jun-19
Discretionary Portfolios	10,793	14,255	23,267	35,857	53,054	89,318	97,414	120,601	114,611
Non-Discretionary Portfolios	24,199	30,148	33,217	36,258	43,555	49,911	43,709	32,336	83,024
<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>197,635</b>

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



## LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS

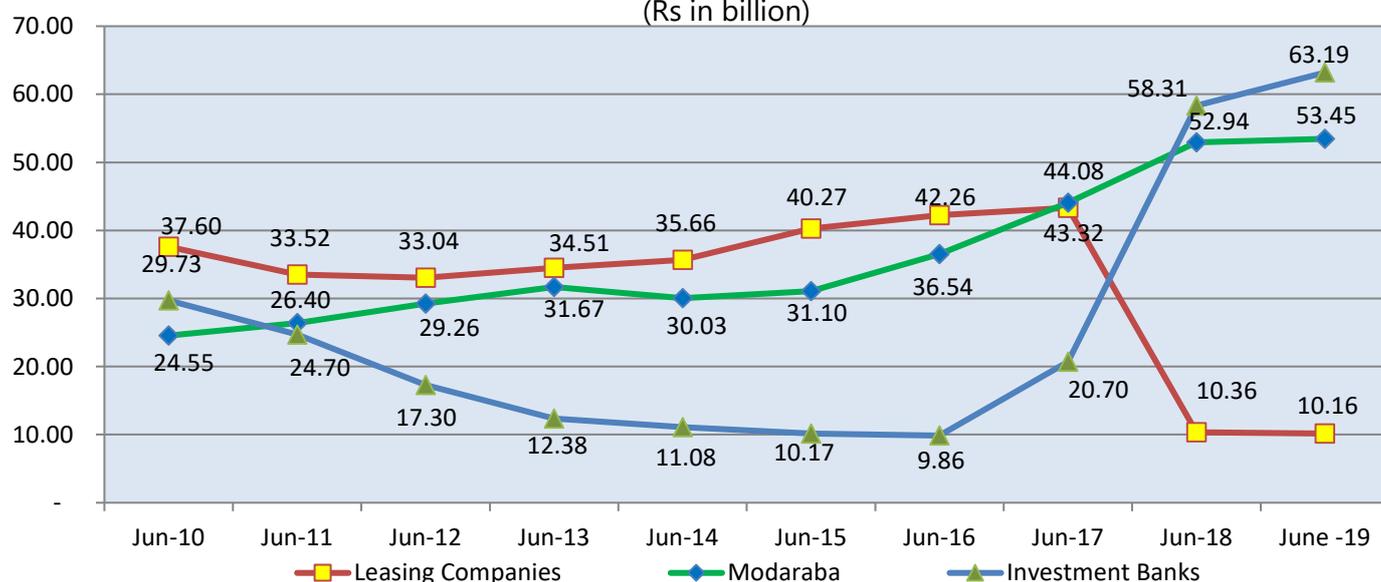
### Trend of Total Assets of Leasing Companies, Modarabas and Investment Banks

(Rs in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	June -19
Leasing Companies	37.60	33.52	33.04	34.51	35.66	40.27	42.26	43.32	10.36	10.16
Modaraba	24.55	26.40	29.26	31.67	30.03	31.10	36.54	44.08	52.94	53.45
Investment Banks <small>Note 1 &amp; 2</small>	29.73	24.70	17.30	12.38	11.08	10.17	9.86	20.70	58.31	63.19

### **Trend of Total Assets of Leasing Companies, Modarabas & Investment Banks**

(Rs in billion)



Note 1. Total Assets of Investment Banks include information pertaining to Pakistan Development Fund Ltd and Taleem Finance Company Ltd.

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

Note 3 During April 2019, Administrator was appointed to manage affairs of three Modarabas. Therefore, SCRS returns of these three Modarabas were not filed. However, figures of total assets, total liabilities and total equity for April 30, 2019 were reported by these entities which are included in the above table.

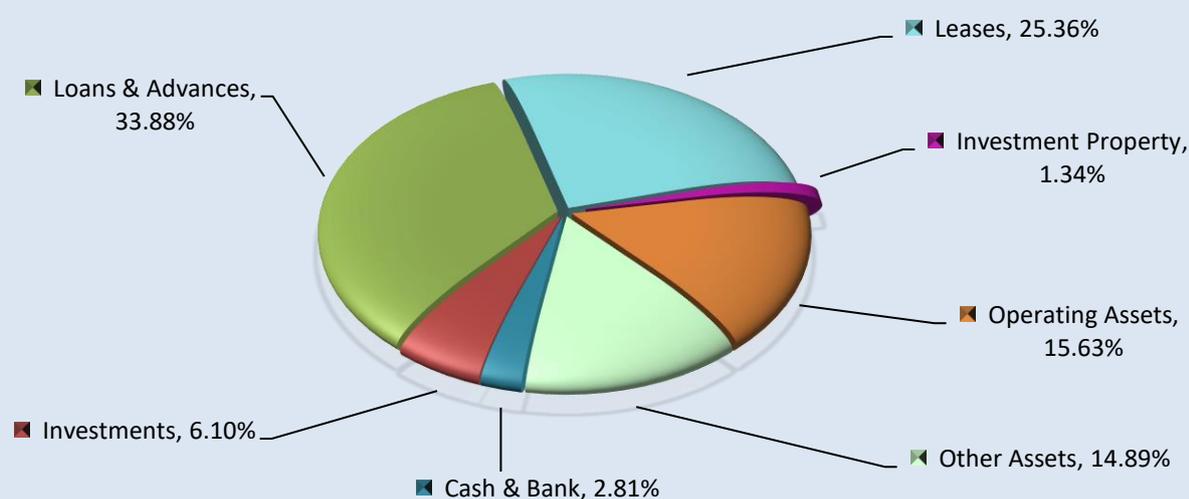
Note 4 Financial figures of two Modaraba are as of November 30, 2018 and May 31, 2019 respectively in the above table.

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

(Rs in million)

Category	Cash & Bank	Investments	Loans & Advances	Lease	Investment Property	Operating Assets	Other Assets	Total
Modarabas	2,031	2,567	12,905	6,573	1,062	16,560	10,358	52,056
Leasing Companies	560	130	1,011	7,154	154	123	1,025	10,157
Investment Banks	899	4,887	28,196	17,793	447	2,746	7,120	62,088
<b>Total</b>	<b>3,490</b>	<b>7,584</b>	<b>42,112</b>	<b>31,520</b>	<b>1,663</b>	<b>19,429</b>	<b>18,503</b>	<b>124,301</b>

### Asset Allocation of Leasing Companies , Modarabas & Investment Banks as of June 30, 2019

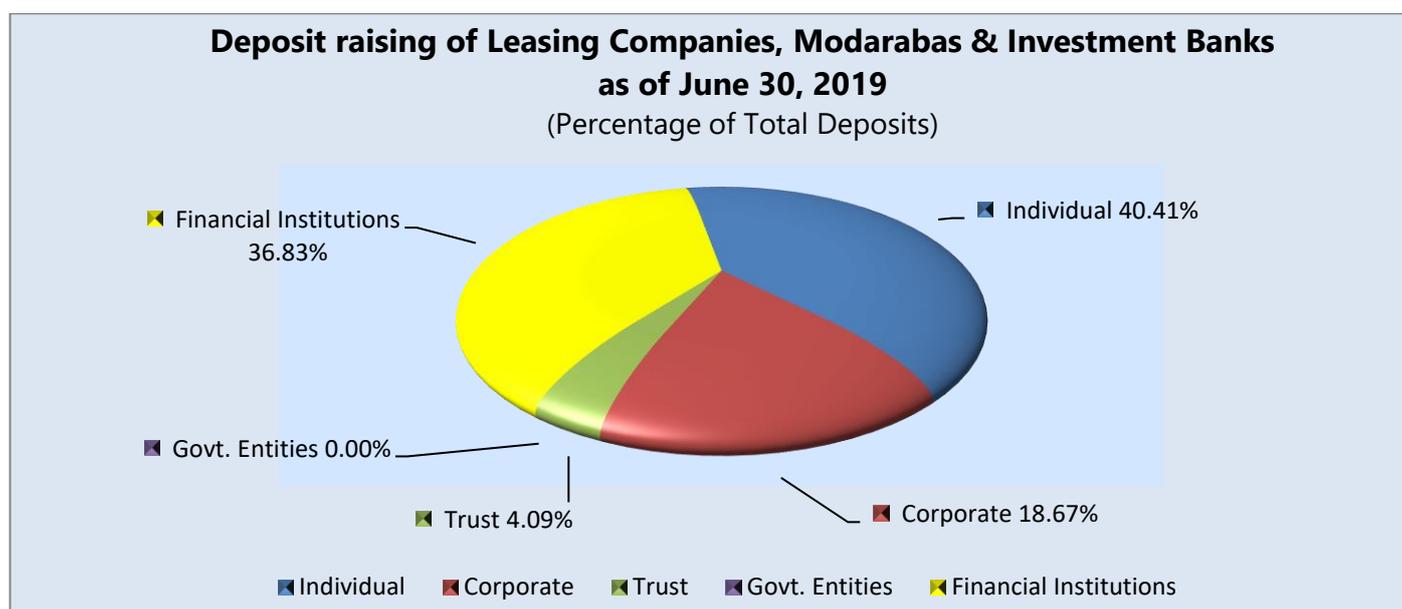


Note 1. Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd and Taleem Finance Company Ltd.

Note 2. Total Assets of Modarabas do not include information pertaining to five Modarabas, which did not file their returns for the month of June 2019.

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

Category	Amounts (Rs in million)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks	Total	
Individual	415.15	1,552.70	3,902.94	<b>5,870.79</b>	<b>40.41%</b>
Corporate	92.91	2,300.00	318.68	<b>2,711.59</b>	<b>18.67%</b>
Trust	10.00	356.65	227.56	<b>594.21</b>	<b>4.09%</b>
Govt. Entities	-	-	-	-	<b>0.00%</b>
Financial Institutions	-	5,350.00	-	<b>5,350.00</b>	<b>36.83%</b>
<b>Total</b>	<b>518.06</b>	<b>9,559.35</b>	<b>4,449.18</b>	<b>14,526.59</b>	<b>100.00%</b>



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

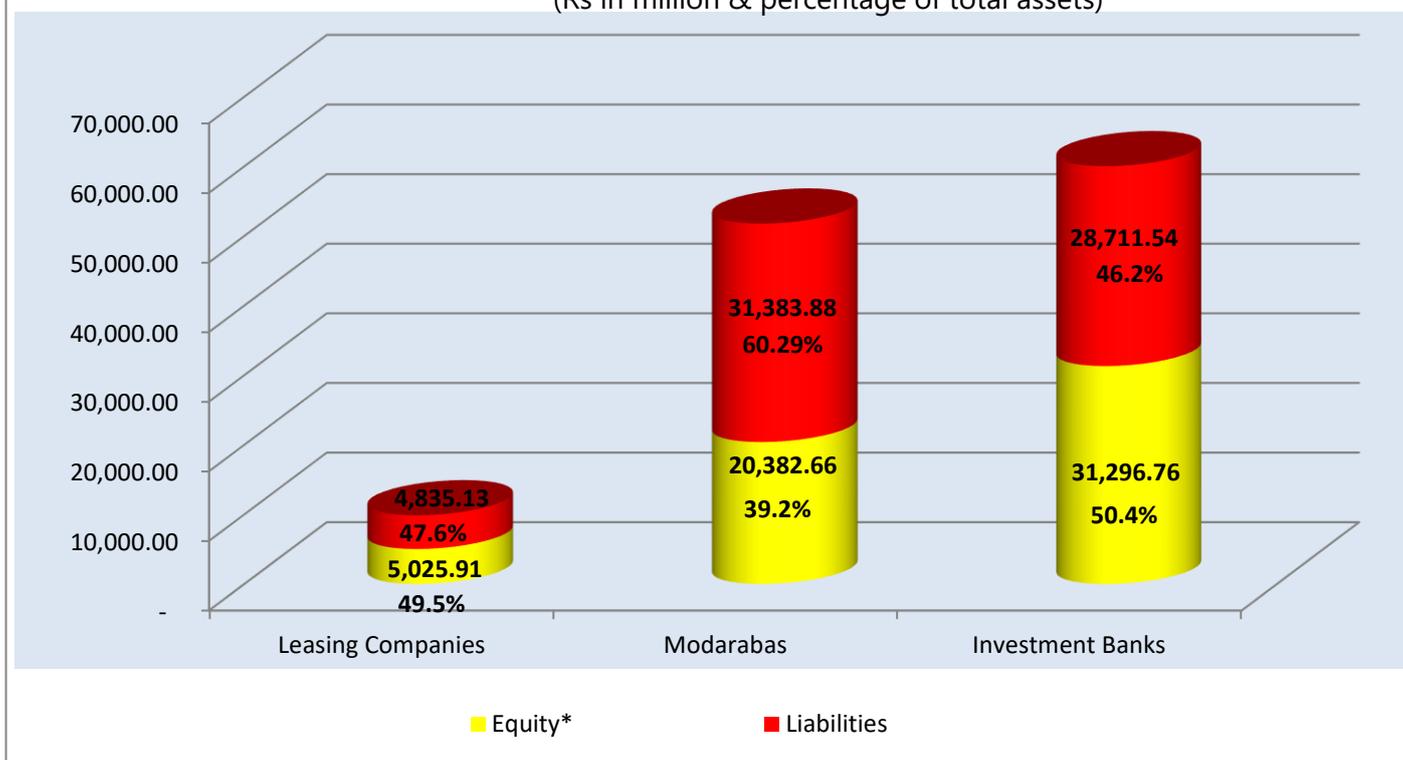
Note 2. Total Assets of Modarabas do not include information pertaining to five Modarabas, which did not file their returns for the month of June 2019.

## Leverage profile of Leasing Companies, Modarabas & Investment Banks

Category	Equity	Liabilities	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies	5,025.91	4,835.13	10,157.00	49.5%	47.6%
Modarabas	20,382.66	31,383.88	52,056.00	39.2%	60.29%
Investment Banks	31,296.76	28,711.54	62,088.00	50.4%	46.2%

### Leverage profile of Leasing Cos, Modarabas & Investment Banks as of June 30 2019

(Rs in million & percentage of total assets)



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

Note 2. Total Assets of Modarabas do not include information pertaining to five Modarabas, which did not file their returns for the month of June 2019.

## **ADDITIONAL REPORTS PERTAINING TO MUTUAL FUNDS/PLANS:**

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

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

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

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

### **Number of new accounts opened in Collective Investment Schemes**

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

### **Region wise Assets under Management**

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

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

(Rs. in million)

Fund Category	Gross Issuance - 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
Aggressive Income	82.16	132.00	-49.83	187.64	535.91	-348.27	93.00	12.80	80.20	362.81	680.71	-317.90
Asset Allocation	22.84	200.34	-177.50	470.18	705.96	-235.78	0.00	0.00	0.00	493.02	906.30	-413.28
Balanced	2.18	28.63	-26.45	0.00	22.58	-22.58	0.00	8.52	-8.52	2.18	59.74	-57.56
Capital Protected	65.57	21.95	43.62	5.80	10.66	-4.86	0.00	0.00	0.00	71.38	32.61	38.76
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	543.18	1,126.44	-583.26	847.59	1,405.66	-558.07	2.15	256.47	-254.32	1,392.92	2,788.57	-1,395.66
Fund Of Funds	5.35	49.79	-44.44	4.50	219.42	-214.92	0.00	0.00	0.00	9.85	269.21	-259.36
Income	3,349.56	3,192.78	156.78	3,166.67	3,892.48	-725.81	181.25	112.93	68.32	6,697.48	7,198.19	-500.71
Index Tracker	0.33	0.00	0.33	3.87	0.00	3.87	0.00	0.00	0.00	4.20	0.00	4.20
Money Market	5,585.30	4,962.46	622.84	19,700.97	39,086.23	-19,385.26	962.61	954.95	7.66	26,248.87	45,003.64	-18,754.77
<b>Total</b>	<b>9,656.47</b>	<b>9,714.39</b>	<b>-57.91</b>	<b>24,387.22</b>	<b>45,878.89</b>	<b>-21,491.68</b>	<b>1,239.01</b>	<b>1,345.68</b>	<b>-106.67</b>	<b>35,282.70</b>	<b>56,938.96</b>	<b>-21,656.26</b>

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

(Rs. in million)

Fund Category	Gross Issuance - Individual	Gross Redemptions - Individuals	Net Issuance/(Redemptions) - Individuals	Gross Issuance - Non-Individual	Gross Redemptions - Non-Individual	Net Issuance/(Redemptions) - Non-Individual	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	33.30	10.54	22.76	6.55	0.03	6.52	0.00	0.00	0.00	39.85	10.57	29.28
Islamic Asset Allocation	115.97	885.63	-769.66	121.74	680.74	-559.00	0.00	0.00	0.00	237.71	1,566.37	-1,328.66
Islamic Balanced	13.00	59.00	-46.00	1.00	175.00	-174.00	0.00	0.00	0.00	14.00	234.00	-220.00
Islamic Capital Protected	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Islamic Commodity	149.56	9.89	139.67	24.50	0.00	24.50	0.00	0.00	0.00	174.06	9.89	164.17
Islamic Equity	1,258.07	2,281.66	-1,023.60	669.99	799.30	-129.32	410.25	930.72	-520.47	2,338.31	4,011.68	-1,673.38
Islamic Fund Of Funds	686.59	3,200.16	-2,513.58	592.79	1,471.93	-879.14	55.00	207.65	-152.65	1,334.38	4,879.74	-3,545.37
Islamic Income	10,814.45	7,323.75	3,490.70	5,412.55	3,895.68	1,516.87	8,381.83	12,649.95	-4,268.13	24,608.82	23,869.38	739.44
Islamic Index Tracker	46.00	5.00	41.00	8.00	36.00	-28.00	40.00	0.00	40.00	94.00	41.00	53.00
Islamic Money Market	2,648.13	2,521.54	126.59	4,202.59	5,650.12	-1,447.54	5,401.57	7,376.69	-1,975.12	12,252.28	15,548.35	-3,296.07
<b>Total</b>	<b>15,765.06</b>	<b>16,297.17</b>	<b>-532.12</b>	<b>11,039.71</b>	<b>12,708.81</b>	<b>-1,669.10</b>	<b>14,288.64</b>	<b>21,165.01</b>	<b>-6,876.36</b>	<b>41,093.41</b>	<b>50,170.99</b>	<b>-9,077.58</b>

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

(Rs. in million)

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 s/Charities	Foreign Individuals	Foreign Corporates
Aggressive Income	1,306.59	261.88	328.85	0.25	1.02	691.94	252.52	1,060.14	559.87	1.18	0.00
Asset Allocation	4,276.79	463.10	431.71	567.75	39.43	872.40	0.00	2,445.80	173.74	8.67	29.22
Balanced	1,128.42	108.68	0.00	515.42	8.74	55.29	8.52	1,288.33	108.28	4.56	0.00
Capital Protected	2,471.58	26.97	0.00	0.00	0.00	130.59	0.00	294.35	591.39	13.59	0.00
Commodity	705.08	76.29	0.00	183.31	0.00	853.51	0.00	1,197.14	0.00	278.15	0.00
Equity	36,155.66	1,864.84	5,134.75	13,027.18	4,752.88	9,234.33	702.94	32,057.14	4,941.74	325.15	1,220.88
Fund Of Funds	1,102.33	236.59	0.00	0.00	0.00	700.45	0.00	484.36	112.12	5.78	0.00
Income	20,584.41	3,412.36	377.51	866.49	2,891.45	8,365.74	1,037.69	8,025.52	2,635.58	225.34	24.00
Index Tracker	226.61	137.01	1.91	0.00	0.73	388.41	0.00	344.00	0.00	0.00	4.93
Money Market	25,958.08	2,475.04	54.99	892.77	943.22	89,024.74	679.26	7,449.18	2,281.22	883.48	0.00
<b>Total</b>	<b>93,915.55</b>	<b>9,062.74</b>	<b>6,329.72</b>	<b>16,053.17</b>	<b>8,637.47</b>	<b>110,317.40</b>	<b>2,680.94</b>	<b>54,645.97</b>	<b>11,403.95</b>	<b>1,745.90</b>	<b>1,279.03</b>

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

(Rs. in million)

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	328.42	0.00	0.00	69.87	0.01	0.32	0.00	57.52	0.00	0.00	0.00
Islamic Asset Allocation	12,625.03	505.70	46.37	219.60	23.25	1,435.06	0.00	3,182.35	836.62	10.24	0.00
Islamic Balanced	2,496.00	266.00	0.00	14.00	4.00	612.00	0.00	1,384.00	501.00	74.00	0.00
Islamic Capital Protected	44.13	0.00	0.00	0.00	0.00	0.84	0.00	61.35	0.00	0.00	0.00
Islamic Commodity	343.00	74.00	0.00	0.00	0.00	55.00	0.00	0.00	3.00	3.00	0.00
Islamic Equity	22,884.09	2,706.65	870.45	4,223.10	140.74	6,132.70	11,014.27	11,099.99	1,498.60	535.48	1.00
Islamic Fund Of Funds	22,940.68	124.83	0.00	101.43	5.19	6,665.98	894.06	4,709.69	2,796.97	35.13	35.42
Islamic Income	27,586.63	643.08	0.41	794.82	140.98	6,057.83	15,052.61	6,041.15	2,675.44	241.48	0.00
Islamic Index Tracker	260.00	517.00	0.00	0.00	0.00	615.00	40.00	83.00	0.00	2.00	0.00
Islamic Money Market	17,673.26	1,057.23	61.00	195.31	6.05	8,317.67	1,941.31	1,095.63	516.22	88.91	0.00
<b>Total</b>	<b>107,181.24</b>	<b>5,894.49</b>	<b>978.23</b>	<b>5,618.12</b>	<b>320.22</b>	<b>29,892.41</b>	<b>28,942.25</b>	<b>27,714.68</b>	<b>8,827.86</b>	<b>990.24</b>	<b>36.42</b>

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

(Rs. in million)

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	1,351.00	69.42	64.58	4.84	2.00	0.00	0.00	0.00	1,353.00	69.42	64.58	4.84
Karachi	26,619.00	4,664.22	3,509.37	1,154.85	1,659.00	14,784.17	34,712.04	-19,927.86	28,278.00	19,448.40	38,221.41	-18,773.01
Larkana	187.00	8.25	7.89	0.36	0.00	0.00	0.00	0.00	187.00	8.25	7.89	0.36
Mirpur Khas	47.00	2.15	0.17	1.98	0.00	0.00	0.00	0.00	47.00	2.15	0.17	1.98
Nawab Shah	67.00	3.49	2.91	0.59	0.00	0.00	0.00	0.00	67.00	3.49	2.91	0.59
Others	1,560.00	104.58	79.44	25.13	36.00	25.31	21.04	4.27	1,596.00	129.88	100.48	29.40
Sukkur	252.00	6.57	2.99	3.58	0.00	0.00	0.00	0.00	252.00	6.57	2.99	3.58
<b>Sindh</b>	<b>30,083.0</b>	<b>4,858.7</b>	<b>3,667.35</b>	<b>1,191.33</b>	<b>1,697.00</b>	<b>14,809.48</b>	<b>34,733.07</b>	<b>-19,923.59</b>	<b>31,780.0</b>	<b>19,668.1</b>	<b>38,400.4</b>	<b>-18,732.27</b>
Bahawalpur	487.00	25.71	20.08	5.63	14.00	2.41	889.46	-887.05	501.00	28.12	909.54	-881.42
Faisalabad	2,019.00	332.70	484.35	-151.65	50.00	144.43	88.74	55.70	2,069.00	477.13	573.09	-95.96
Gujranwala	614.00	35.59	25.56	10.03	14.00	2.27	0.83	1.44	628.00	37.86	26.39	11.47
Lahore	13,830.00	2,207.77	2,155.33	52.44	869.00	2,623.20	2,388.72	234.48	14,699.00	4,830.97	4,544.05	286.92
Multan	2,438.00	194.68	256.62	-61.94	20.00	7.13	34.99	-27.86	2,458.00	201.81	291.61	-89.80
Others	3,854.00	378.88	215.39	163.49	56.00	74.99	45.28	29.71	3,910.00	453.87	260.67	193.20
Rahim Yar Khan	197.00	8.46	10.62	-2.16	0.00	0.00	0.00	0.00	197.00	8.46	10.62	-2.16
Rawalpindi	3,791.00	247.14	562.43	-315.29	123.00	3,186.00	5,292.87	-2,106.87	3,914.00	3,433.14	5,855.30	-2,422.16
Sadiqabad	32.00	0.47	0.09	0.38	0.00	0.00	0.00	0.00	32.00	0.47	0.09	0.38
Sargodha	460.00	29.74	29.27	0.47	0.00	0.00	0.00	0.00	460.00	29.74	29.27	0.47
Sialkot	689.00	70.12	48.74	21.38	14.00	154.00	21.79	132.21	703.00	224.12	70.53	153.58
<b>Punjab</b>	<b>28,411.00</b>	<b>3,531.24</b>	<b>3,808.47</b>	<b>-277.23</b>	<b>1,160.00</b>	<b>6,194.43</b>	<b>8,762.67</b>	<b>-2,568.25</b>	<b>29,571.0</b>	<b>9,725.67</b>	<b>12,571.1</b>	<b>-2,845.48</b>
Islamabad	5,266.00	696.57	672.69	23.89	215.00	4,443.39	3,031.32	1,412.07	5,481.00	5,139.97	3,704.01	1,435.96
<b>Capital Territory</b>	<b>5,266.00</b>	<b>696.57</b>	<b>672.69</b>	<b>23.89</b>	<b>215.00</b>	<b>4,443.39</b>	<b>3,031.32</b>	<b>1,412.07</b>	<b>5,481.00</b>	<b>5,139.97</b>	<b>3,704.01</b>	<b>1,435.96</b>
Abbottabad	210.00	6.09	3.60	2.49	1.00	0.02	0.00	0.02	211.00	6.11	3.60	2.51
Bannu	61.00	3.96	8.98	-5.02	0.00	0.00	0.00	0.00	61.00	3.96	8.98	-5.02
Dera Ismail Khan	17.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.00	0.00	0.00	0.00
Mansehra	17.00	0.03	0.03	0.00	0.00	0.00	0.00	0.00	17.00	0.03	0.03	0.00
Nowshera	275.00	27.81	22.92	4.89	1.00	0.00	0.00	0.00	276.00	27.81	22.92	4.89
Others	528.00	29.85	25.83	4.02	3.00	0.00	0.00	0.00	531.00	29.85	25.83	4.02

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)
Peshawar	1,546.00	247.08	238.53	8.55	31.00	7.50	153.64	-146.15	1,577.00	254.58	392.17	-137.59
Swat	10.00	0.00	0.03	-0.03	1.00	0.00	0.00	0.00	11.00	0.00	0.03	-0.03
<b>KPK</b>	<b>2,664.00</b>	<b>314.83</b>	<b>299.92</b>	<b>14.91</b>	<b>37.00</b>	<b>7.52</b>	<b>153.64</b>	<b>-146.13</b>	<b>2,701.00</b>	<b>322.34</b>	<b>453.56</b>	<b>-131.22</b>
Gwadar	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Hub	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Khuzdar	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Lasbella	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Others	39.00	1.52	0.26	1.26	0.00	0.00	0.00	0.00	0.00	1.52	0.26	1.26
Quetta	169.00	34.49	52.88	-18.39	2.00	0.00	0.86	-0.86	0.00	34.49	53.74	-19.26
Turbat	4.00	0.28	0.02	0.27	0.00	0.00	0.00	0.00	0.00	0.28	0.02	0.27
<b>Balochistan</b>	<b>213.00</b>	<b>36.28</b>	<b>53.16</b>	<b>-16.87</b>	<b>2.00</b>	<b>0.00</b>	<b>0.86</b>	<b>-0.86</b>	<b>0.00</b>	<b>36.28</b>	<b>54.02</b>	<b>-17.74</b>
Gilgit	23.00	0.02	0.62	-0.60	0.00	0.00	0.00	0.00	23.00	0.02	0.62	-0.60
Hunza	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Others	1.00	0.10	0.00	0.10	0.00	0.00	0.00	0.00	1.00	0.10	0.00	0.10
<b>Gilgit Baltistan</b>	<b>24.00</b>	<b>0.12</b>	<b>0.62</b>	<b>-0.50</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>24.00</b>	<b>0.12</b>	<b>0.62</b>	<b>-0.50</b>
Mirpur	288.00	19.96	19.47	0.49	1.00	0.02	0.00	0.02	289.00	19.98	19.47	0.51
Muzaffarabad	90.00	2.23	1.11	1.12	0.00	0.00	0.00	0.00	90.00	2.23	1.11	1.12
Others	94.00	2.37	4.91	-2.54	0.00	0.00	0.00	0.00	94.00	2.37	4.91	-2.54
<b>Azad Jammu &amp; Kashmir</b>	<b>472.00</b>	<b>24.56</b>	<b>25.49</b>	<b>-0.93</b>	<b>1.00</b>	<b>0.02</b>	<b>0.00</b>	<b>0.02</b>	<b>473.00</b>	<b>24.58</b>	<b>25.49</b>	<b>-0.91</b>
Overseas	205.00	130.38	111.44	18.93	0.00	0.00	0.00	0.00	205.00	130.38	111.44	18.93
<b>Total</b>	<b>67,338.0</b>	<b>9,592.7</b>	<b>8,639.14</b>	<b>953.53</b>	<b>3,112.00</b>	<b>25,454.83</b>	<b>46,681.56</b>	<b>-21,226.73</b>	<b>70,235.0</b>	<b>35,047.5</b>	<b>55,320.7</b>	<b>-20,273.21</b>

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

(Rs. in million)

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	1,276.00	55.08	24.29	30.79	464.00	11.11	17.00	-5.89	1,740.00	66.19	41.29	24.90
Karachi	59,084.00	31,520.75	11,498.44	20,022.32	17,153.00	7,529.97	7,491.09	38.88	76,237.00	39,050.72	18,989.52	20,061.20
Larkana	75.00	3.89	4.52	-0.62	68.00	1.00	1.00	0.00	143.00	4.89	5.52	-0.62
Mirpur Khas	72.00	3.07	0.66	2.41	77.00	4.17	1.00	3.17	149.00	7.24	1.66	5.58
Nawab Shah	27.00	0.78	0.82	-0.04	87.00	2.00	2.00	0.00	114.00	2.78	2.82	-0.04
Others	1,575.00	60.50	12.81	47.70	7,172.00	57.10	42.00	15.10	8,747.00	117.60	54.81	62.80
Sukkur	211.00	6.77	1.89	4.88	49.00	2.00	2.00	0.00	260.00	8.77	3.89	4.88
<b>Sindh</b>	<b>62,320.00</b>	<b>31,650.85</b>	<b>11,543.41</b>	<b>20,107.43</b>	<b>25,070.00</b>	<b>7,607.35</b>	<b>7,556.09</b>	<b>51.26</b>	<b>87,390.00</b>	<b>39,258.19</b>	<b>19,099.50</b>	<b>20,158.69</b>
Bahawalpur	151.00	8.87	17.71	-8.84	0.00	0.00	0.00	0.00	151.00	8.87	17.71	-8.84
Faisalabad	4,314.00	363.47	319.47	44.00	2,056.00	522.23	562.55	-40.32	6,370.00	885.70	882.02	3.68
Gujranwala	1,459.00	133.42	121.01	12.41	792.00	35.18	27.00	8.18	2,251.00	168.60	148.01	20.59
Lahore	17,554.00	1,616.59	1,478.84	137.74	7,199.00	963.19	2,221.87	-1,258.68	24,753.00	2,579.78	3,700.71	-1,120.94
Multan	2,261.00	99.28	142.25	-42.96	1,284.00	227.74	233.85	-6.11	3,545.00	327.02	376.10	-49.08
Others	5,098.00	344.29	411.77	-67.48	2,886.00	162.75	107.39	55.36	7,984.00	507.04	519.16	-12.12
Rahim Yar Khan	256.00	30.60	58.15	-27.56	62.00	2.41	4.00	-1.59	318.00	33.01	62.15	-29.15
Rawalpindi	4,578.00	453.47	441.17	12.30	1,359.00	534.52	1,055.34	-520.82	5,937.00	987.99	1,496.52	-508.52
Sadiqabad	323.00	15.45	4.45	11.00	10.00	1.00	1.00	0.00	333.00	16.45	5.45	11.00
Sargodha	458.00	12.23	16.72	-4.50	354.00	15.00	8.00	7.00	812.00	27.23	24.72	2.50
Sialkot	774.00	41.02	58.58	-17.56	605.00	73.27	66.00	7.27	1,379.00	114.30	124.59	-10.29
<b>Punjab</b>	<b>37,226.00</b>	<b>3,118.69</b>	<b>3,070.13</b>	<b>48.56</b>	<b>16,607.00</b>	<b>2,537.28</b>	<b>4,286.99</b>	<b>-1,749.71</b>	<b>53,833.00</b>	<b>5,655.98</b>	<b>7,357.13</b>	<b>-1,701.15</b>
Islamabad	7,277.00	1,149.51	957.59	191.91	2,213.00	657.30	563.99	93.31	9,490.00	1,806.81	1,521.58	285.23
<b>Capital Territory</b>	<b>7,277.00</b>	<b>1,149.51</b>	<b>957.59</b>	<b>191.91</b>	<b>2,213.00</b>	<b>657.30</b>	<b>563.99</b>	<b>93.31</b>	<b>9,490.00</b>	<b>1,806.81</b>	<b>1,521.58</b>	<b>285.23</b>
Abbottabad	472.00	25.22	120.75	-95.54	233.00	7.00	4.00	3.00	705.00	32.22	124.75	-92.54
Bannu	58.00	0.72	0.00	0.72	18.00	2.00	0.00	2.00	76.00	2.72	0.00	2.72
Dera Ismail Khan	86.00	0.22	0.01	0.21	14.00	3.00	0.00	3.00	100.00	3.22	0.01	3.21
Mansehra	139.00	11.72	10.83	0.89	50.00	1.00	1.00	0.00	189.00	12.72	11.83	0.89
Nowshera	201.00	17.16	16.09	1.07	64.00	8.65	7.65	1.00	265.00	25.81	23.74	2.07
Others	1,538.00	100.01	68.58	31.43	984.00	31.60	17.77	13.83	2,522.00	131.62	86.36	45.26
Peshawar	3,283.00	323.61	234.85	88.77	853.00	298.99	211.56	87.43	4,136.00	622.61	446.41	176.20

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	476.00	15.04	7.37	7.67	296.00	4.00	2.00	2.00	772.00	19.04	9.37	9.67
<b>KPK</b>	<b>6,253.00</b>	<b>493.70</b>	<b>458.49</b>	<b>35.21</b>	<b>2,512.00</b>	<b>356.25</b>	<b>243.98</b>	<b>112.26</b>	<b>8,765.00</b>	<b>849.94</b>	<b>702.47</b>	<b>147.47</b>
Gwadar	17.00	2.50	1.12	1.38	2.00	0.00	0.00	0.00	19.00	2.50	1.12	1.38
Hub	13.00	0.00	0.00	0.00	23.00	0.00	0.00	0.00	36.00	0.00	0.00	0.00
Khuzdar	2.00	0.04	0.00	0.04	2.00	0.00	0.00	0.00	4.00	0.04	0.00	0.04
Lasbella	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Others	36.00	0.73	1.07	-0.34	37.00	3.00	0.00	3.00	73.00	3.73	1.07	2.67
Quetta	171.00	3.75	5.30	-1.55	42.00	9.63	18.75	-9.12	213.00	13.38	24.05	-10.67
Turbat	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Balochistan</b>	<b>239.00</b>	<b>7.02</b>	<b>7.49</b>	<b>-0.47</b>	<b>106.00</b>	<b>12.63</b>	<b>18.75</b>	<b>-6.12</b>	<b>345.00</b>	<b>19.65</b>	<b>26.24</b>	<b>-6.59</b>
Gilgit	30.00	6.20	0.15	6.05	8.00	0.00	0.30	-0.30	38.00	6.20	0.45	5.75
Hunza	6.00	286.89	98.95	187.94	0.00	0.00	0.00	0.00	6.00	286.89	98.95	187.94
Others	22.00	5.58	0.01	5.57	0.00	0.00	0.00	0.00	22.00	5.58	0.01	5.57
<b>Gilgit Baltistan</b>	<b>58.00</b>	<b>298.67</b>	<b>99.11</b>	<b>199.57</b>	<b>8.00</b>	<b>0.00</b>	<b>0.30</b>	<b>-0.30</b>	<b>66.00</b>	<b>298.67</b>	<b>99.41</b>	<b>199.27</b>
Mirpur	190.00	47.59	32.57	15.01	23.00	6.00	5.00	1.00	213.00	53.59	37.57	16.02
Muzaffarabad	171.00	3.54	2.19	1.35	78.00	21.79	18.79	3.00	249.00	25.33	20.98	4.35
Others	243.00	29.68	7.36	22.32	20.00	0.00	0.00	0.00	263.00	29.68	7.37	22.32
<b>Azad Jammu &amp; Kashmir</b>	<b>604.00</b>	<b>80.81</b>	<b>42.13</b>	<b>38.68</b>	<b>121.00</b>	<b>27.79</b>	<b>23.79</b>	<b>4.00</b>	<b>725.00</b>	<b>108.60</b>	<b>65.92</b>	<b>42.68</b>
Overseas	403.00	246.82	51.55	195.27	23.00	1.00	0.00	1.00	426.00	247.82	51.55	196.27
<b>Total</b>	<b>114,380.00</b>	<b>37,046.06</b>	<b>16,229.89</b>	<b>20,816.16</b>	<b>46,660.00</b>	<b>11,199.60</b>	<b>12,693.89</b>	<b>-1,494.29</b>	<b>161,040.00</b>	<b>48,245.66</b>	<b>28,923.79</b>	<b>19,321.87</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	39.00	0.00	39.00	47.00	0.00	47.00
Karachi	262.00	13.00	275.00	1,333.00	15.00	1,348.00
Larkana	1.00	0.00	1.00	1.00	0.00	1.00
Mirpur Khas	1.00	0.00	1.00	3.00	0.00	3.00
Nawab Shah	3.00	0.00	3.00	1.00	0.00	1.00
Others	41.00	0.00	41.00	63.00	1.00	64.00
Sukkur	3.00	0.00	3.00	6.00	0.00	6.00
<b>Sindh</b>	<b>350.00</b>	<b>13.00</b>	<b>363.00</b>	<b>1,454.00</b>	<b>16.00</b>	<b>1,470.00</b>
Bahawalpur	3.00	0.00	3.00	6.00	0.00	6.00
Faisalabad	50.00	0.00	50.00	145.00	1.00	146.00
Gujranwala	18.00	0.00	18.00	54.00	0.00	54.00
Lahore	225.00	15.00	240.00	670.00	6.00	676.00
Multan	59.00	0.00	59.00	95.00	0.00	95.00
Others	79.00	0.00	79.00	251.00	0.00	251.00
Rahim Yar Khan	7.00	0.00	7.00	4.00	0.00	4.00
Rawalpindi	63.00	4.00	67.00	196.00	1.00	197.00
Sadiqabad	0.00	0.00	0.00	8.00	0.00	8.00
Sargodha	26.00	0.00	26.00	20.00	0.00	20.00
Sialkot	19.00	0.00	19.00	30.00	1.00	31.00
<b>Punjab</b>	<b>549.00</b>	<b>19.00</b>	<b>568.00</b>	<b>1,479.00</b>	<b>9.00</b>	<b>1,488.00</b>
Islamabad	72.00	3.00	75.00	265.00	1.00	266.00
<b>Capital Territory</b>	<b>72.00</b>	<b>3.00</b>	<b>75.00</b>	<b>265.00</b>	<b>1.00</b>	<b>266.00</b>
Abbottabad	1.00	0.00	1.00	27.00	0.00	27.00
Bannu	0.00	0.00	0.00	3.00	0.00	3.00
Dera Ismail Khan	1.00	0.00	1.00	2.00	0.00	2.00
Mansehra	0.00	0.00	0.00	7.00	0.00	7.00
Nowshera	1.00	0.00	1.00	13.00	0.00	13.00
Others	8.00	0.00	8.00	101.00	0.00	101.00
Peshawar	36.00	0.00	36.00	145.00	1.00	146.00

City	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
Swat	1.00	0.00	1.00	7.00	0.00	7.00
<b>KPK</b>	<b>48.00</b>	<b>0.00</b>	<b>48.00</b>	<b>305.00</b>	<b>1.00</b>	<b>306.00</b>
Gwadar	0.00	0.00	0.00	0.00	0.00	0.00
Hub	0.00	0.00	0.00	0.00	0.00	0.00
Khuzdar	0.00	0.00	0.00	0.00	0.00	0.00
Lasbella	0.00	0.00	0.00	1.00	0.00	1.00
Others	1.00	0.00	1.00	4.00	0.00	4.00
Quetta	1.00	0.00	1.00	2.00	0.00	2.00
Turbat	0.00	0.00	0.00	0.00	0.00	0.00
<b>Balochistan</b>	<b>2.00</b>	<b>0.00</b>	<b>2.00</b>	<b>7.00</b>	<b>0.00</b>	<b>7.00</b>
Gilgit	1.00	0.00	1.00	2.00	0.00	2.00
Hunza	0.00	0.00	0.00	0.00	0.00	0.00
Others	0.00	0.00	0.00	1.00	0.00	1.00
<b>Gilgit Baltistan</b>	<b>1.00</b>	<b>0.00</b>	<b>1.00</b>	<b>3.00</b>	<b>0.00</b>	<b>3.00</b>
Mirpur	12.00	0.00	12.00	21.00	0.00	21.00
Muzaffarabad	2.00	0.00	2.00	5.00	0.00	5.00
Others	4.00	0.00	4.00	14.00	0.00	14.00
<b>Azad Jammu &amp; Kashmir</b>	<b>18.00</b>	<b>0.00</b>	<b>18.00</b>	<b>40.00</b>	<b>0.00</b>	<b>40.00</b>
Overseas	1.00	0.00	1.00	6.00	0.00	6.00
<b>Total</b>	<b>1,041.00</b>	<b>35.00</b>	<b>1,076.00</b>	<b>3,559.00</b>	<b>27.00</b>	<b>3,586.00</b>

## Region-wise Assets Under Management

(Rs. in million)

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	5,464.00	680.65	27.00	219.94	5,491.00	900.59	2,251.00	815.91	3.00	1.79	2,254.00	817.70
Karachi	98,519.00	43,065.15	3,319.00	151,745.98	101,838.00	194,811.13	96,586.00	56,968.22	2,423.00	59,269.67	99,009.00	116,237.89
Larkana	305.00	39.50	1.00	0.00	306.00	39.50	198.00	81.91	1.00	0.00	199.00	81.91
Mirpur Khas	196.00	21.18	0.00	0.00	196.00	21.18	140.00	64.39	2.00	11.79	142.00	76.19
Nawab Shah	143.00	57.46	0.00	0.00	143.00	57.46	126.00	47.81	0.00	0.00	126.00	47.81
Others	3,551.00	1,122.00	29.00	363.86	3,580.00	1,485.85	2,869.00	1,045.16	13.00	357.97	2,882.00	1,403.13
Sukkur	1,250.00	213.49	6.00	72.12	1,256.00	285.61	339.00	183.47	0.00	0.00	339.00	183.47
<b>Sindh</b>	<b>109,428.00</b>	<b>45,199.44</b>	<b>3,382.00</b>	<b>152,401.90</b>	<b>112,810.00</b>	<b>197,601.33</b>	<b>102,509.00</b>	<b>59,206.86</b>	<b>2,442.00</b>	<b>59,641.22</b>	<b>104,951.00</b>	<b>118,848.08</b>
Bahawalpur	465.00	252.78	6.00	1.64	471.00	254.42	263.00	119.52	1.00	1.72	264.00	121.24
Faisalabad	4,384.00	1,912.46	101.00	5,038.85	4,485.00	6,951.31	5,607.00	1,992.43	119.00	1,919.96	5,726.00	3,912.39
Gujranwala	2,309.00	767.73	21.00	94.27	2,330.00	862.00	1,975.00	899.06	21.00	20.59	1,996.00	919.66
Lahore	34,220.00	23,056.03	1,457.00	25,383.06	35,677.00	48,439.09	37,116.00	19,133.51	835.00	9,926.57	37,951.00	29,060.08
Multan	6,099.00	1,842.67	76.00	544.34	6,175.00	2,387.01	3,757.00	1,534.49	23.00	731.57	3,780.00	2,266.07
Others	5,847.00	2,768.63	69.00	1,264.18	5,916.00	4,032.81	9,011.00	4,176.96	21.00	217.74	9,032.00	4,394.70
Rahim Yar Khan	382.00	130.34	0.00	0.00	382.00	130.34	449.00	269.29	1.00	10.09	450.00	279.39
Rawalpindi	10,038.00	3,729.26	228.00	28,802.35	10,266.00	32,531.61	8,916.00	4,570.15	127.00	4,579.18	9,043.00	9,149.33
Sadiqabad	71.00	35.27	0.00	0.00	71.00	35.27	267.00	186.08	0.00	0.00	267.00	186.08
Sargodha	1,686.00	631.52	5.00	32.56	1,691.00	664.08	878.00	361.41	1.00	0.88	879.00	362.29
Sialkot	2,370.00	983.90	38.00	421.75	2,408.00	1,405.65	1,722.00	706.48	14.00	88.26	1,736.00	794.75
<b>Punjab</b>	<b>67,871.00</b>	<b>36,110.59</b>	<b>2,001.00</b>	<b>61,583.00</b>	<b>69,872.00</b>	<b>97,693.60</b>	<b>69,961.00</b>	<b>33,949.40</b>	<b>1,163.00</b>	<b>17,496.56</b>	<b>71,124.00</b>	<b>51,445.97</b>
Islamabad	11,652.00	6,569.47	360.00	15,402.34	12,012.00	21,971.81	13,191.00	7,938.64	205.00	3,292.86	13,396.00	11,231.50
<b>Capital Territory</b>	<b>11,652.00</b>	<b>6,569.47</b>	<b>360.00</b>	<b>15,402.34</b>	<b>12,012.00</b>	<b>21,971.81</b>	<b>13,191.00</b>	<b>7,938.64</b>	<b>205.00</b>	<b>3,292.86</b>	<b>13,396.00</b>	<b>11,231.50</b>
Abbottabad	1,020.00	314.78	18.00	45.35	1,038.00	360.13	1,018.00	321.33	18.00	131.90	1,036.00	453.24

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
Bannu	32.00	33.09	0.00	0.00	32.00	33.09	99.00	37.54	0.00	0.00	99.00	37.54
Dera Ismail Khan	55.00	31.77	0.00	0.00	55.00	31.77	64.00	19.54	0.00	0.00	64.00	19.54
Mansehra	50.00	5.82	0.00	0.00	50.00	5.82	215.00	57.86	0.00	0.00	215.00	57.86
Nowshera	442.00	93.05	11.00	140.91	453.00	233.97	458.00	193.02	8.00	40.23	466.00	233.25
Others	1,265.00	396.30	14.00	4.46	1,279.00	400.75	2,409.00	885.00	14.00	224.40	2,423.00	1,109.41
Peshawar	5,398.00	1,666.15	69.00	518.75	5,467.00	2,184.90	5,944.00	2,589.57	36.00	484.85	5,980.00	3,074.42
Swat	50.00	6.88	2.00	0.04	52.00	6.92	471.00	211.33	0.00	0.00	471.00	211.33
<b>KPK</b>	<b>8,312.00</b>	<b>2,547.84</b>	<b>114.00</b>	<b>709.50</b>	<b>8,426.00</b>	<b>3,257.34</b>	<b>10,678.00</b>	<b>4,315.19</b>	<b>76.00</b>	<b>881.39</b>	<b>10,754.00</b>	<b>5,196.58</b>
Gwadar	6.00	2.29	0.00	0.00	6.00	2.29	19.00	150.63	0.00	0.00	19.00	150.63
Hub	4.00	0.90	0.00	0.00	4.00	0.90	32.00	8.00	0.00	0.00	32.00	8.00
Khuzdar	7.00	0.61	0.00	0.00	7.00	0.61	6.00	1.92	0.00	0.00	6.00	1.92
Lasbella	0.00	0.00	0.00	0.00	0.00	0.00	29.00	5.30	0.00	0.00	29.00	5.30
Others	38.00	7.78	0.00	0.00	38.00	7.78	75.00	31.81	0.00	0.00	75.00	31.81
Quetta	1,485.00	395.67	17.00	98.22	1,502.00	493.90	620.00	283.36	9.00	254.89	629.00	538.25
Turbat	7.00	5.61	0.00	0.00	7.00	5.61	1.00	1.00	0.00	0.00	1.00	1.00
<b>Balochistan</b>	<b>1,547.00</b>	<b>412.87</b>	<b>17.00</b>	<b>98.22</b>	<b>1,564.00</b>	<b>511.10</b>	<b>782.00</b>	<b>482.02</b>	<b>9.00</b>	<b>254.89</b>	<b>791.00</b>	<b>736.91</b>
Gilgit	52.00	1.45	1.00	0.00	53.00	1.45	51.00	18.55	2.00	20.59	53.00	39.14
Hunza	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Others	16.00	5.60	1.00	19.63	17.00	25.23	27.00	13.19	1.00	4.26	28.00	17.45
<b>Gilgit Baltistan</b>	<b>68.00</b>	<b>7.05</b>	<b>2.00</b>	<b>19.63</b>	<b>70.00</b>	<b>26.68</b>	<b>78.00</b>	<b>31.74</b>	<b>3.00</b>	<b>24.85</b>	<b>81.00</b>	<b>56.59</b>
Mirpur	2,128.00	828.50	3.00	1.10	2,131.00	829.60	749.00	428.33	3.00	18.00	752.00	446.33
Muzaffarabad	89.00	26.73	1.00	0.00	90.00	26.73	308.00	90.00	2.00	21.07	310.00	111.07
Others	201.00	187.12	2.00	43.63	203.00	230.75	437.00	429.03	1.00	0.62	438.00	429.65
<b>Azad Jammu &amp; Kashmir</b>	<b>2,418.00</b>	<b>1,042.36</b>	<b>6.00</b>	<b>44.73</b>	<b>2,424.00</b>	<b>1,087.09</b>	<b>1,494.00</b>	<b>947.36</b>	<b>6.00</b>	<b>39.69</b>	<b>1,500.00</b>	<b>987.05</b>
Overseas	827.00	2,129.06	5.00	108.59	832.00	2,237.65	810.00	1,519.81	4.00	1.00	814.00	1,520.81
<b>Total</b>	<b>202,123.00</b>	<b>94,018.67</b>	<b>5,887.00</b>	<b>230,367.92</b>	<b>208,010.00</b>	<b>324,386.60</b>	<b>199,503.00</b>	<b>108,391.04</b>	<b>3,908.00</b>	<b>81,632.46</b>	<b>203,411.00</b>	<b>190,023.50</b>



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