

Summary of NBFCs, NEs. & Modarabas Sector

November 2018



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

DISCLAIMER:

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

Table of Contents

SNAPSHOT OF NBFİ INDUSTRY AS OF NOVEMBER 30, 2018	3
Trend of growth in Total Assets of NBFİ Industry	4
Breakup of Shariah Compliant and Conventional Assets of NBFİ Industry.....	5
MUTUAL FUNDS & PLANS.....	6
Trend of Category-Wise position of Total Assets of Mutual Funds.....	7
Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds.....	8
Asset Allocation of Mutual Funds.....	9
Trend of Total Assets of Mutual Funds.....	9
Detail of Investor Accounts in Open End Mutual Funds	10
VOLUNTARY PENSION SCHEMES / FUNDS.....	11
Trend of Total Assets of Pension Funds	11
Category-Wise Position of Total Assets of Pension Funds	11
Trend of Total Assets of Conventional and Shariah Compliant Pension Funds	12
Detail of Investor Accounts in Pension Funds	14
DISCRETIONARY / NON-DISCRETIONARY PORTFOLIOS.....	15
Trend of Total Assets of Discretionary / Non-Discretionary Portfolios	15
LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS.....	16
Trend of Total Assets of Leasing Companies, Modarabas and Investment Banks	16
Asset Allocation of Leasing Companies, Modarabas & Investment Banks	17
Deposit raising of Leasing Companies, Modarabas & Investment Banks	18
Leverage profile of Leasing Companies, Modarabas & Investment Banks	19
NOTES REGARDING ADDITIONAL REPORTS PERTAINING MUTUAL FUNDS/PLANS:.....	20

SNAPSHOT OF NBFI INDUSTRY AS OF NOVEMBER 30, 2018

Sector	No. of Entities	Total Assets (Rs in Billion)	Percentage of Total Assets
Asset Management Companies/ Investment Advisors	22	37.45	3.06%
Mutual Funds (193) and Plans (79)	193	686.15	56.06%
Discretionary & Non-Discretionary Portfolios	-	192.16	15.70%
Pension Funds	19	27.36	2.24%
REIT Management Companies	4	05.67	0.46%
Real Estate Investment Trust (REIT Scheme)	1	42.92	3.51%
Investment Banks	9	56.43	4.61%
Non-Bank Microfinance Companies	26	104.79	8.56%
Leasing Companies	7	10.35	0.85%
Modarabas	28	54.04	4.41%
Private Equity Companies	2	00.20	0.02%
Private Equity Funds	3	06.49	0.53%
Total	314	1,224.01	100.00%

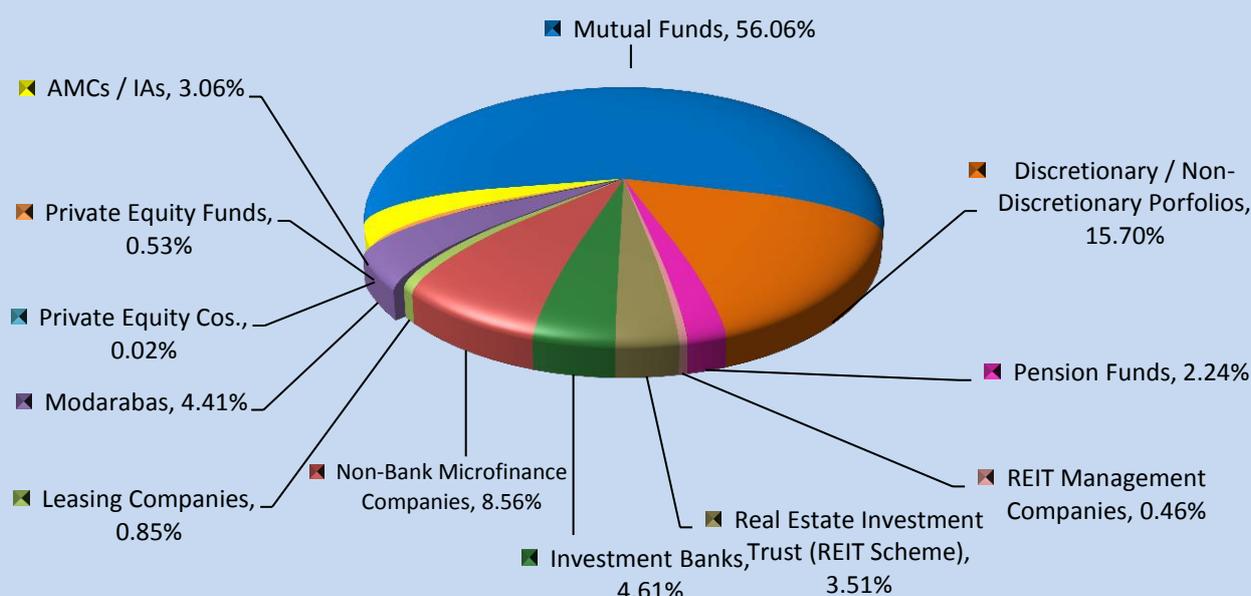
Note 1. Total Number of entities does not include plans (79) as they are not considered Notified Entities or NBFs. These plans are managed under 19 different mutual funds.

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 Rs50,628 million) is deducted from AUMs of the industry, the total assets under management of the industry amounted to the tune of Rs635,525 million, as of November 30, 2018.

Note 3. The information pertaining to RMCs is based on their latest available accounts for the 1st quarter ended on September 30, 2018, whereas, information of one REIT Management Company is based on June 30, 2017.

Note 4. One NBFC (which holds licenses of Asset Management & Investment Advisory Services) has also been authorized to act as Private Equity Company. The company's assets are included in the assets of AMCs.

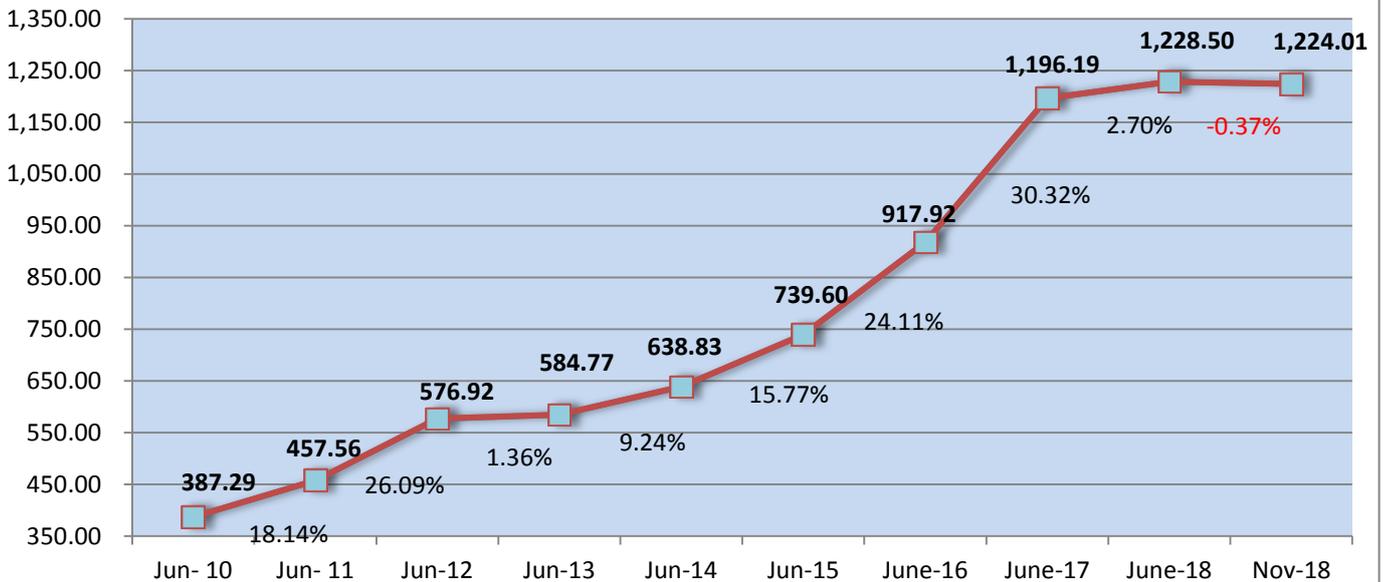
Snapshot of NBFI Industry as of November 30, 2018
(Percentage of total assets)



Trend of growth in Total Assets of NBFi Industry

Description	Jun- 10	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	June-16	June-17	June-18	Nov-18
Total Assets (Rs. In billion)	387.29	457.56	576.92	584.77	638.83	739.60	917.92	1,196.19	1,228.50	1,224.01
Growth Since Last June	-	18%	26%	1%	9%	16%	24%	30%	3%	(0.37%)
Growth since June 30, 2010 till Nov. 30, 2018	216%									
Compound Annual Growth Rate (June 2010 to Nov. 2018)	14.64%									

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



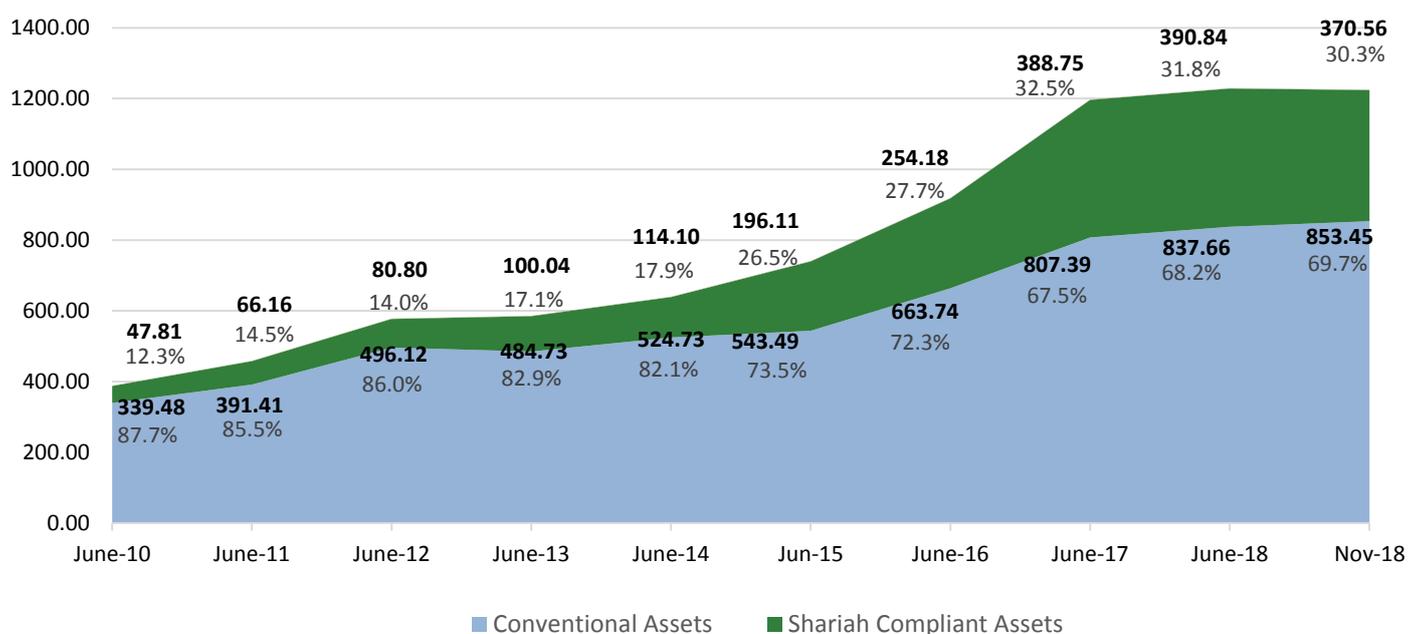
Breakup of Shariah Compliant and Conventional Assets of NBFIs Industry

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Nov-18
Conventional Assets	339.48	391.41	496.12	484.73	524.73	543.49	663.74	807.39	837.66	853.45
Shariah Compliant Assets*	47.81	66.16	80.80	100.04	114.10	196.11	254.18	388.75	390.84	370.56
Total Assets	387.29	457.57	576.92	584.77	638.83	739.60	917.92	1,196.14	1,228.50	1,224.01
Share of Conventional Assets	87.7%	85.5%	86.0%	82.9%	82.1%	73.5%	72.3%	67.5%	68.2%	69.7%
Share of Shariah Compliant Assets	12.3%	14.5%	14.0%	17.1%	17.9%	26.5%	27.7%	32.5%	31.8%	30.3%
Conventional Assets - Growth since June 2010 till Nov. 2018									151.40%	
Shariah Compliant Assets - Growth since June 2010 till Nov. 2018									675.07%	
Compound Annual Growth Rate (June 10 to Nov. 2018)-Conventional Assets									11.57%	
Compound Annual Growth Rate (June 10 to Nov. 2018)-Shariah Compliant Assets									27.53%	

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 NBFIs industry are conventional assets.

Breakup of Shariah compliant and Conventional Assets of NBFIs Industry (Rs in billion & Percentage of Total Assets)



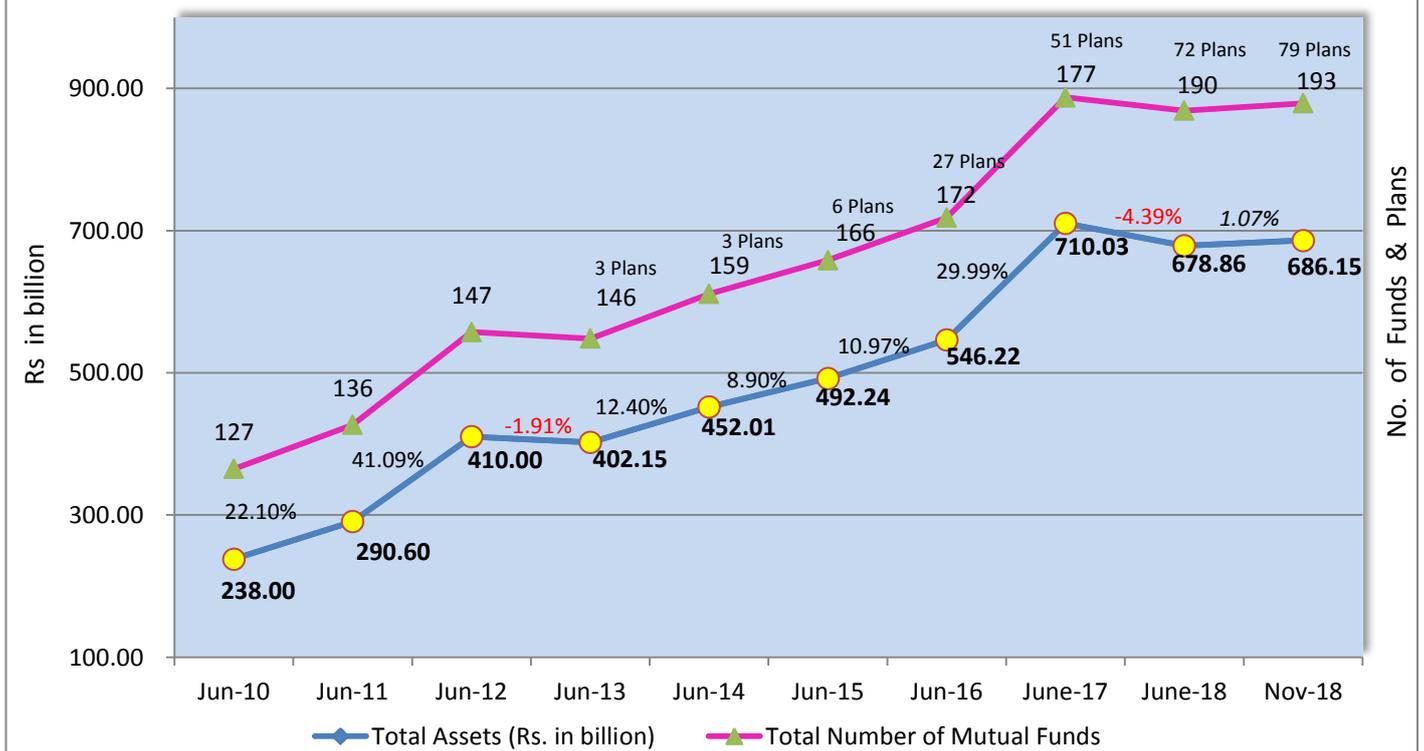
MUTUAL FUNDS & PLANS

Trend of Total Assets and Number of 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	Nov-18
Total Assets (Rs. in billion)	238.00	290.60	410.00	402.15	452.01	492.24	546.22	710.03	678.86	686.15
Growth since last June	-	22.10%	41.09%	-1.91%	12.40%	8.90%	10.97%	29.99%	-4.39%	1.07%
Number of Mutual Funds	127	136	147	146	159	166	172	177	190	193
Number of Plans	-	-	-	3	3	6	27	51	72	79
Total Number of Mutual Funds & Plans	127	136	147	149	162	172	199	228	262	272
Growth since June 2010 to Nov. 2018							188%			
Compound Annual Growth Rate (June 2010 to Nov 2018)							13.40%			

Trend of Total Assets & Number of Mutual Funds & Plans
(Annual Growth of total assets in percentages)



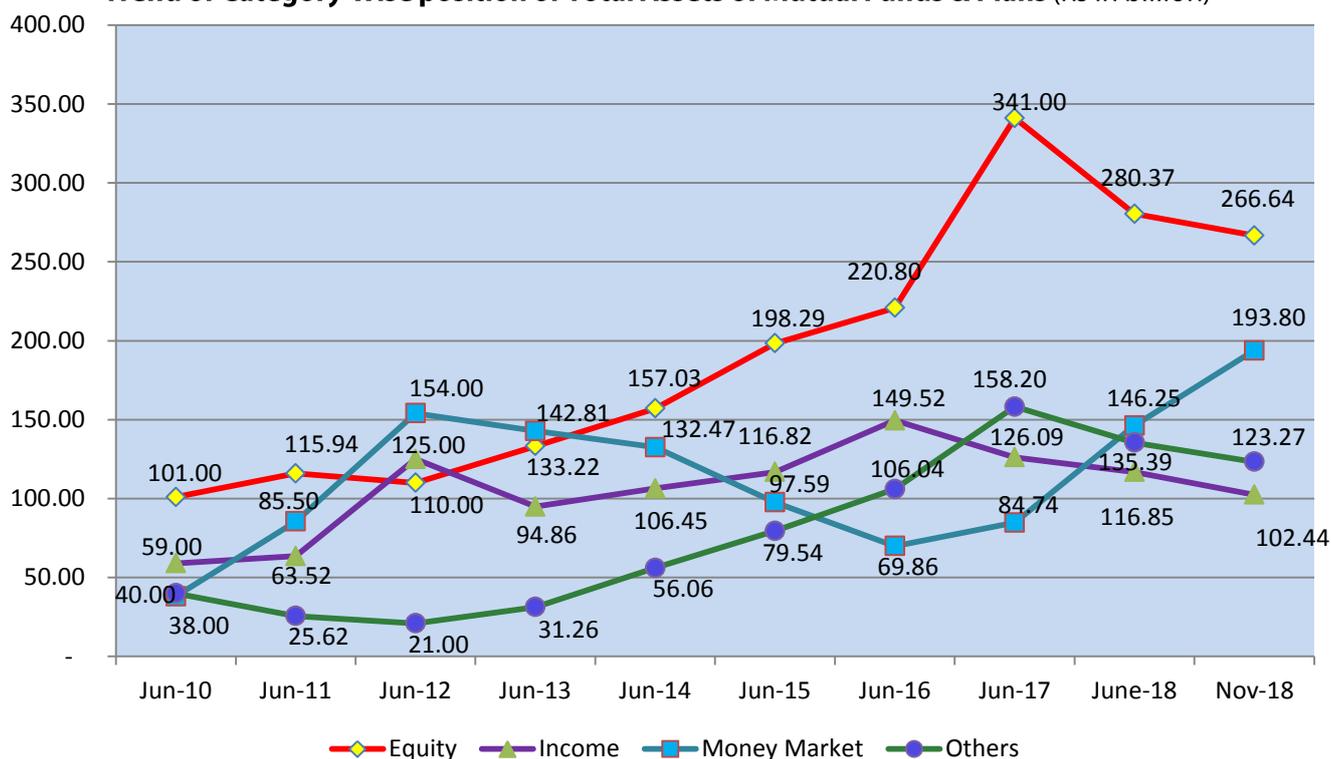
Trend of Category-Wise position of Total Assets of Mutual Funds

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Nov-18
Equity	101.00	115.94	110.00	133.22	157.03	198.29	220.80	341.00	280.37	266.64
Income	59.00	63.52	125.00	94.86	106.45	116.82	149.52	126.09	116.85	102.44
Money Market	38.00	85.50	154.00	142.81	132.47	97.59	69.86	84.74	146.25	193.80
Others	40.00	25.62	21.00	31.26	56.06	79.54	106.04	158.20	135.39	123.27
Total	238.00	290.58	410.00	402.15	452.01	492.24	546.22	710.03	678.86	686.15

Note. Others Include Asset Allocation, Aggressive Asset Allocation, Aggressive Income, Balanced, Capital Protected, Commodity, Fund of Funds, Index Tracker and Sector Specific Funds.

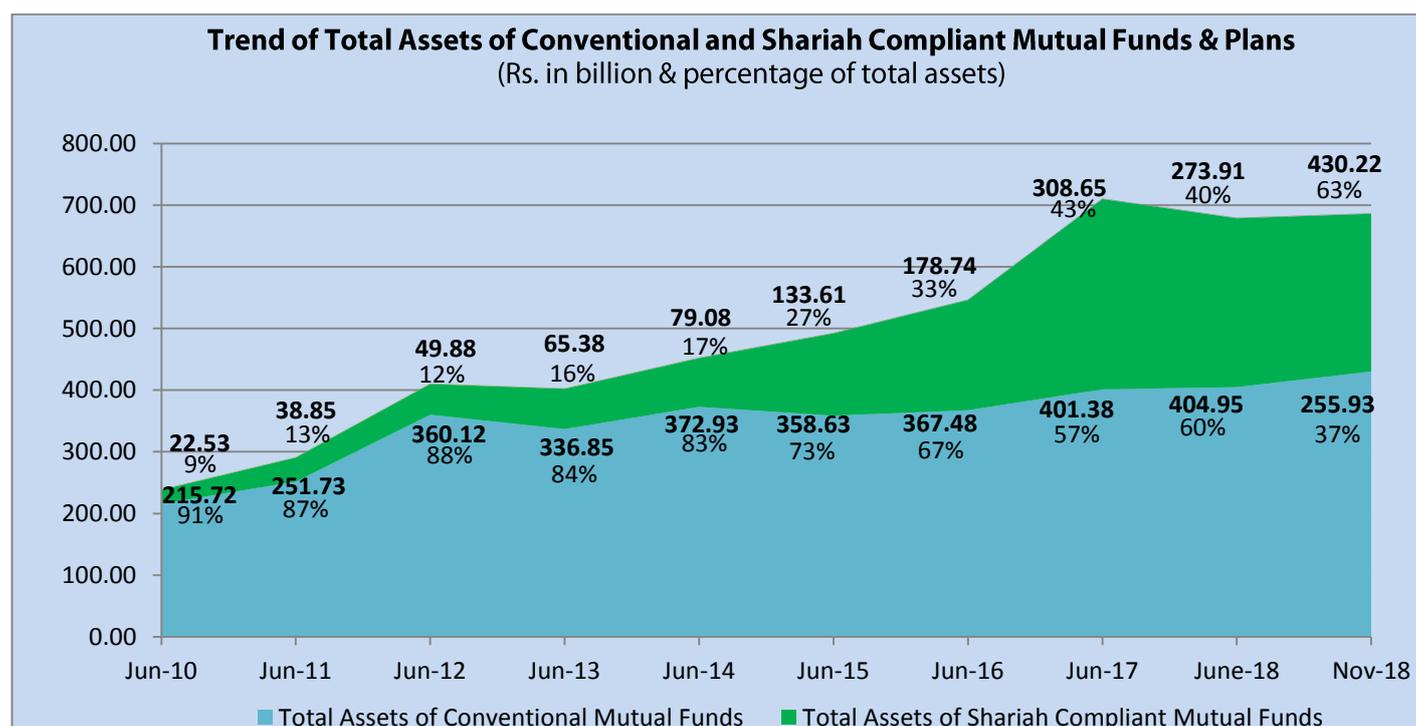
Trend of Category-Wise position of Total Assets of Mutual Funds & Plans (Rs in billion)



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

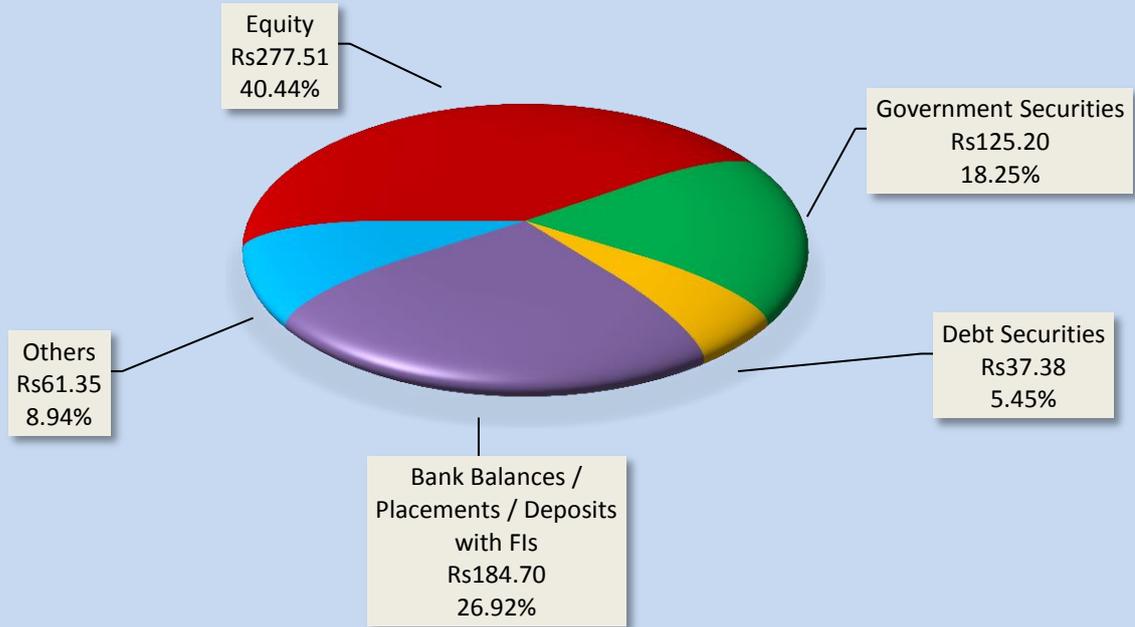
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Nov-18	
Total Assets of Conventional Mutual Funds	215.72	251.73	360.12	336.85	372.93	358.63	367.48	401.38	404.95	430.22	
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	255.93	
Total Assets of Mutual Funds	238.25	290.58	410.00	402.23	452.01	492.24	546.22	710.03	678.86	686.15	
Share of Conventional Mutual Funds	91%	87%	88%	84%	83%	73%	67%	57%	60%	63%	
Share of Shariah Compliant Mutual Funds	9%	13%	12%	16%	17%	27%	33%	43%	40%	37%	
Conventional Mutual Funds - Growth since last June	-	16.69%	43.06%	-6.46%	10.71%	-3.83%	2.47%	9.22%	0.89%	6.24%	
Shariah Compliant Mutual Fund - Growth since last June	-	72.44%	28.39%	31.07%	20.95%	68.96%	33.78%	72.68%	-11.26%	-6.56%	
Conventional Mutual Funds - Growth since June 2010 till Nov. 2018								99.43%			
Shariah Compliant Mutual Fund -Growth since June 2010 till Nov. 2018								1035.95%			
Compound Annual Growth Rate (June 2010 to Nov. 2018)-Conventional Mutual Funds								8.54%			
Compound Annual Growth Rate (June 2010 to Nov. 2018)-Shariah Compliant Mutual Fund								33.46%			



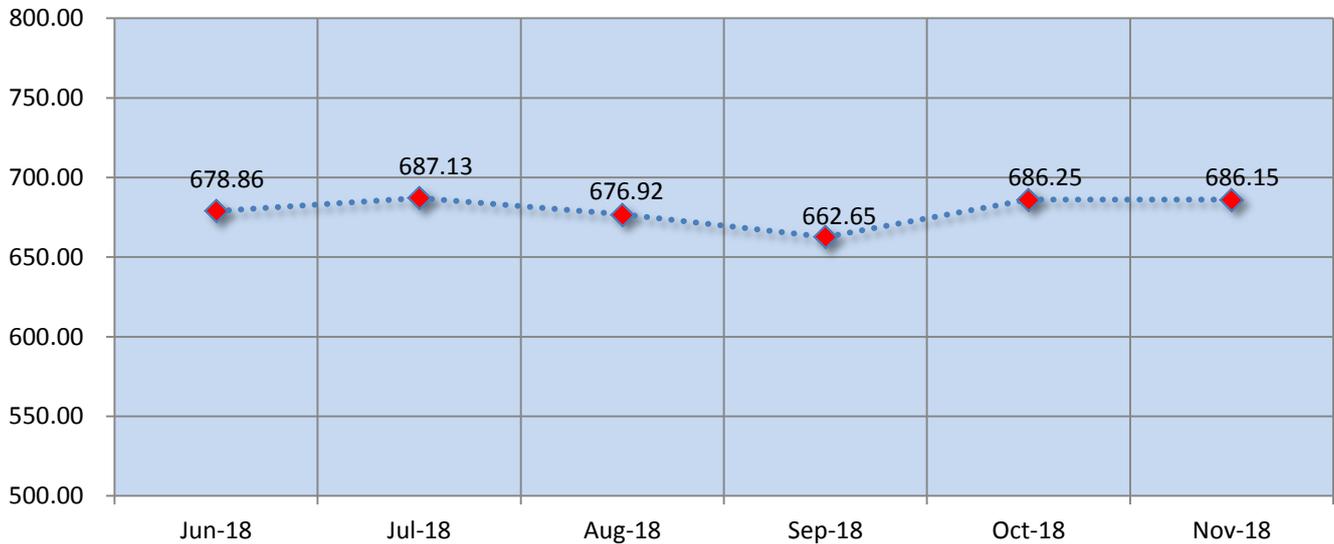
Asset Allocation of Mutual Funds

Asset Allocation of Mutual Funds as of November 30, 2018
(Rs in billion & percentage of Total Assets)



Trend of Total Assets of Mutual Funds

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



Detail of Investor Accounts in Open End Mutual Funds

Description	# of investor accounts as at November 30, 2018 (With balance > 0) - At AMC Level	Value of investment as at November 30, 2018 (Rs. in millions)	% of total investment value
Resident			
Individuals	288,451	211,883.17	33.08%
Associated Banks/DFIs/AMCs	63	36,461.07	5.69%
Other Banks/DFIs	165	13,453.37	2.10%
Insurance Companies	310	26,236.01	4.10%
Other financial institutions	151	12,129.36	1.89%
Other Corporates	2,443	160,509.71	25.06%
Fund of funds	66	47,215.92	7.37%
Retirement funds	2,734	96,862.03	15.12%
Trusts/NGOs/Societies/Foundations/Charities	1,126	34,142.02	5.33%
Foreign			
Individuals	345	1,558.73	0.24%
Non-Individuals	16	104.67	0.02%
TOTAL	295,870	640,556.04	100.00%

Note. 1) Number of investor accounts as at November 30, 2018 (Having Zero balance)= 235,305,
 Number of investor accounts as at November 30, 2018 (With balance > 0)= 295,870,
 Total number of investor accounts (with zero balance and greater than zero balance) as at November 30, 2018= 531,175

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

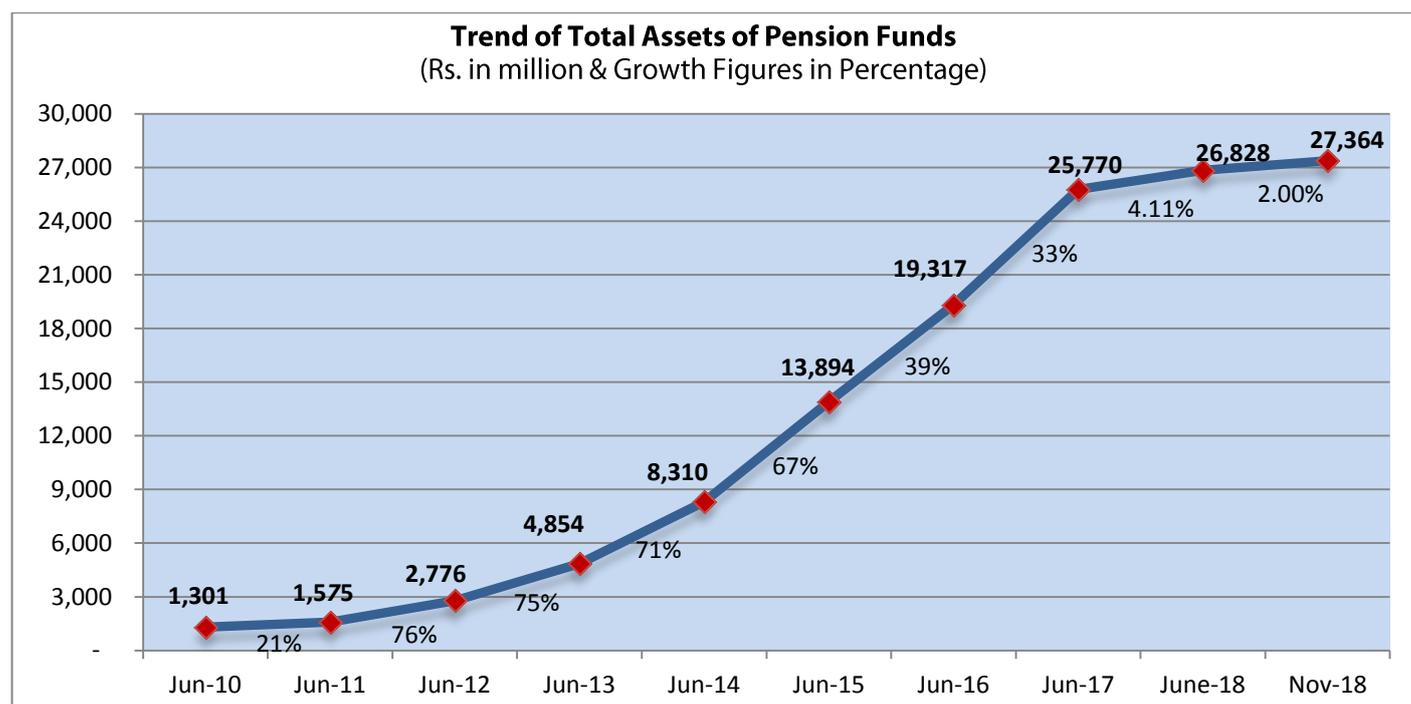
3) The number of investors' accounts is different from the number of investors in mutual fund industry i.e. If Investor A has opened three accounts with three different Asset management companies, the same shall be reported as three investor accounts instead of one investor.

VOLUNTARY PENSION SCHEMES / FUNDS

Trend of Total Assets of Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Nov-18
Total Assets	1,301	1,575	2,776	4,854	8,310	13,894	19,317	25,770	26,828	27,364
Growth since last June	-	21%	76%	75%	71%	67%	39%	33%	4.11%	2.00%



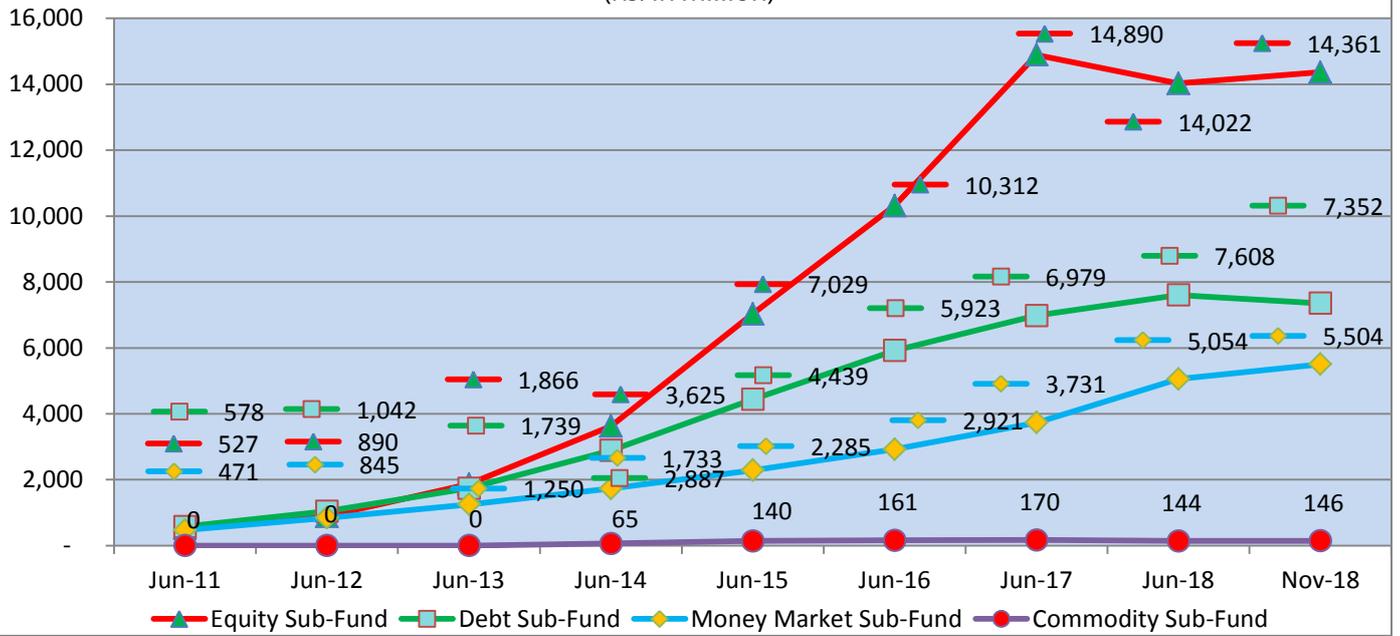
Category-Wise Position of Total Assets of Pension Funds

(Rs in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Nov-18
Equity Sub-Fund	527	890	1,866	3,625	7,029	10,312	14,890	14,022	14,361
Debt Sub-Fund	578	1,042	1,739	2,887	4,439	5,923	6,979	7,608	7,352
Money Market Sub-Fund	471	845	1,250	1,733	2,285	2,921	3,731	5,054	5,504
Commodity Sub-Fund	-	-	-	65	140	161	170	144	146
Total	1,576	2,777	4,855	8,310	13,894	19,317	25,770	26,828	27,364

Category-wise Position of Total Assets of Pension Funds

(Rs. in million)



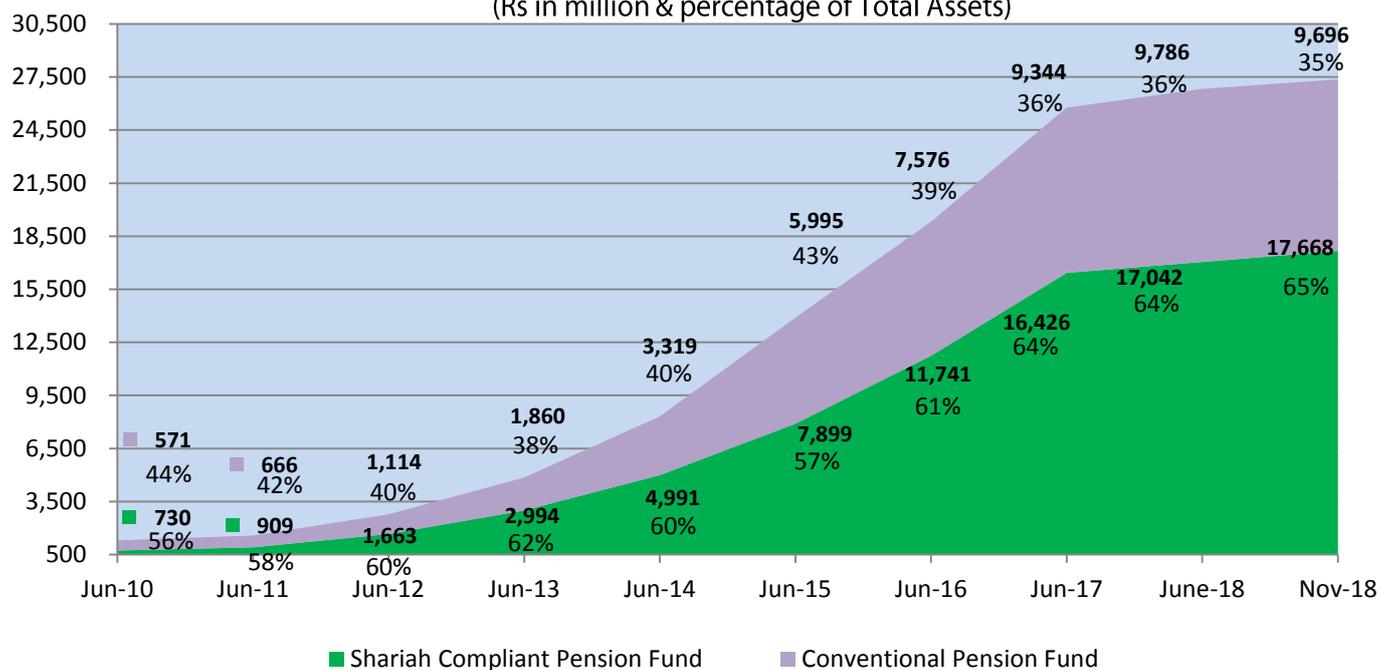
Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Nov-18
Shariah Compliant Pension Funds	730	909	1,663	2,994	4,991	7,899	11,741	16,426	17,042	17,668
Conventional Pension Funds	571	666	1,114	1,860	3,319	5,995	7,576	9,344	9,786	9,696
Total assets of Pension Funds	1,301	1,575	2,777	4,854	8,310	13,894	19,317	25,770	26,828	27,364
Share of Shariah Compliant Pension Funds	56%	58%	60%	62%	60%	57%	61%	64%	64%	65%
Share of Conventional Pension Funds	44%	42%	40%	38%	40%	43%	39%	36%	36%	35%
Compound Annual Growth Rate (June 2010 to Nov. 2018)-Shariah Compliant Pension Fund										46.00%
Compound Annual Growth Rate (June 2010 to Nov. 2018)-Conventional Pension Fund										39.98%

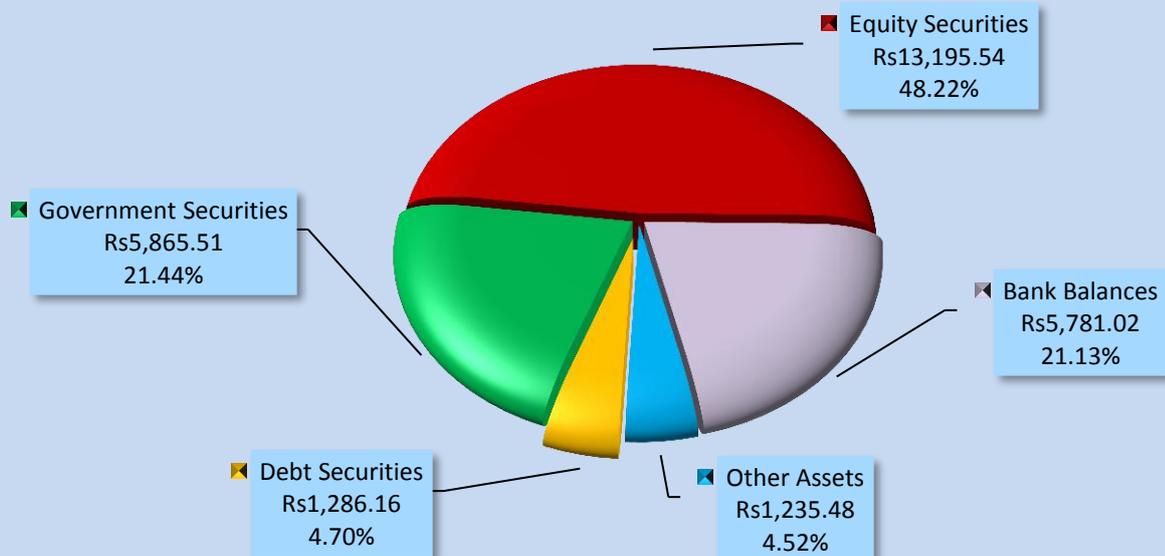
Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs in million & percentage of Total Assets)



Asset Allocation of Pension Funds as of November 30, 2018

(Rs in million & Percentage of Total Assets)



Detail of Investor Accounts in Pension Funds

Description	# of investor accounts as at November 30, 2018 (With balance > 0) - At AMC Level	Value of investment as at November 30, 2018 (Rs. in millions)	% of total investment value
Resident			
Individuals	29,039	23,759.24	88.71%
Associated Banks/DFIs/AMCs	16	2,479.65	9.26%
Other financial institutions	1	334.48	1.25%
Foreign			
Individuals	6	209.95	0.78%
Non-Individuals	-	0.00	0.00%
Total	29,062	26,783.31	100.00%

Note. 1) Number of investor accounts as at November 30, 2018 (Having Zero balance)= 9,487,
 Number of investor accounts as at November 30, 2018 (With balance > 0)= 29,062,
 Total number of investor accounts (with zero balance and greater than zero balance) as at November 30, 2018= 38,549

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

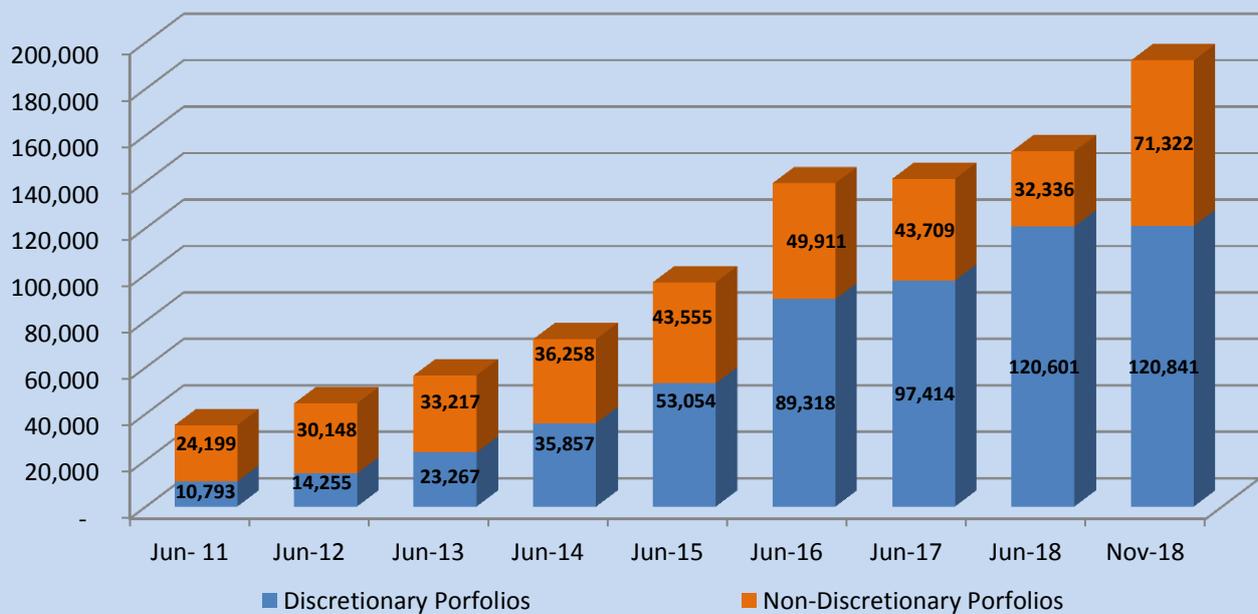
Trend of Total Assets of Discretionary / Non-Discretionary Portfolios

(Rs. in million)

Description	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Jun-18	Nov-18
Discretionary Portfolios	10,793	14,255	23,267	35,857	53,054	89,318	97,414	120,601	120,841
Non-Discretionary Portfolios	24,199	30,148	33,217	36,258	43,555	49,911	43,709	32,336	71,322
Total Assets of Portfolios	34,992	44,403	56,484	72,115	96,609	139,229	141,123	152,937	192,163

Trend of Total Assets of Discretionary / Non-Discretionary Portfolios

(Rs in million)



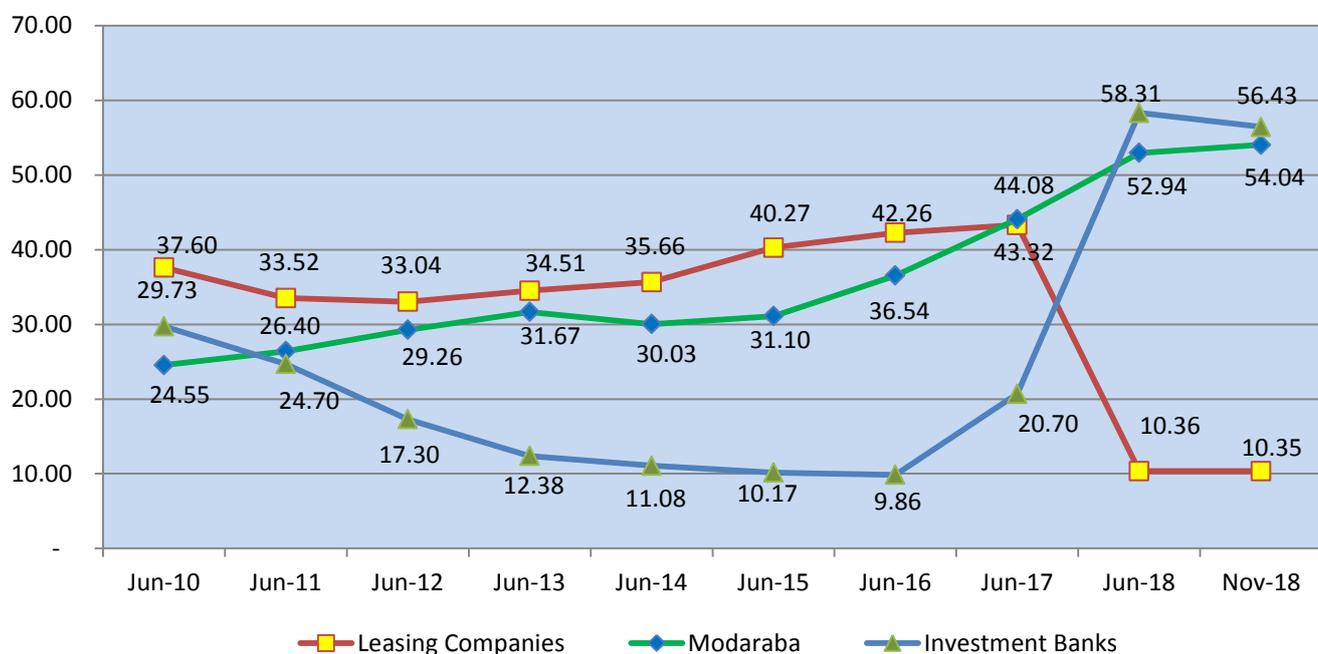
LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS

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	Nov-18
Leasing Companies	37.60	33.52	33.04	34.51	35.66	40.27	42.26	43.32	10.36	10.35
Modaraba	24.55	26.40	29.26	31.67	30.03	31.10	36.54	44.08	52.94	54.04
Investment Banks	29.73	24.70	17.30	12.38	11.08	10.17	9.86	20.70	58.31	56.43

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



Notes:

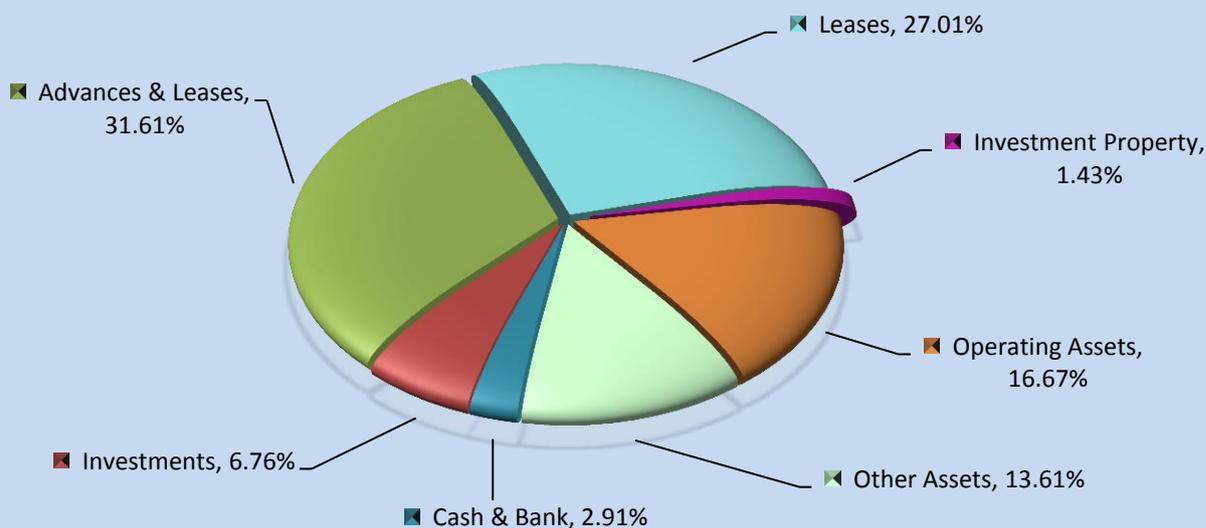
- 1) Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd
- 2) Total assets, total liabilities, equity and deposits etc. of investment banks have increased significantly in February 2018 mainly due to change of license status of Orix Leasing Pakistan Limited from leasing to investment finance services.

Asset Allocation of Leasing Companies, Modarabas & Investment Banks

(Rs in million)

Category	Cash & Bank	Investments	Advances & Leases	Lease	Investment Property	Operatin g Assets	Other Assets	Total
Leasing Companies	679	131	849	6,772	147	158	1,610	10,346
Modarabas	2,125	3,290	12,282	7,637	1,117	17,033	10,555	54,039
Investment Banks	684	4,673	24,744	17,952	447	2,787	4,139	55,426
Total	3,488	8,094	37,875	32,361	1,711	19,978	16,304	119,811

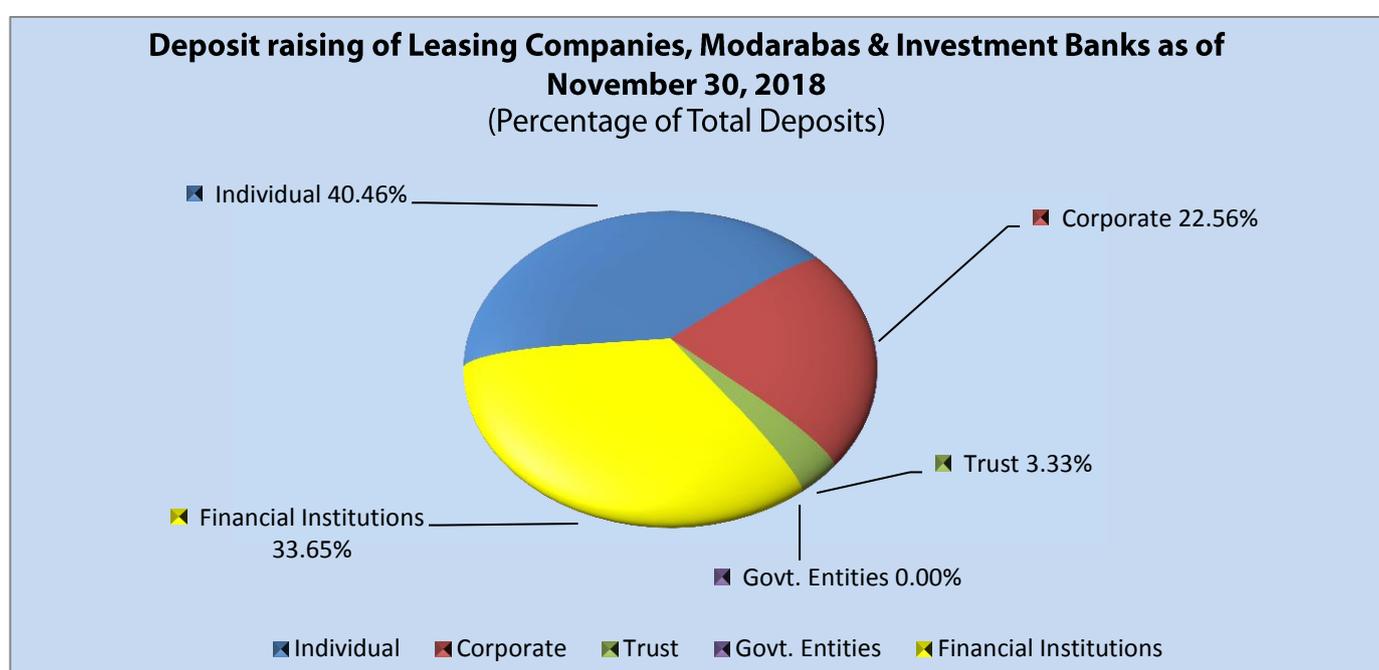
Asset Allocation of Leasing Companies , Modarabas & Investment Banks as of November 30, 2018



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

Deposit raising of Leasing Companies, Modarabas & Investment Banks

Category	Amounts (Rs in million)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks	Total	
Individual	411.12	1,660.69	4,300.83	6,372.64	40.46%
Corporate	96.10	3,079.58	377.66	3,553.34	22.56%
Trust	10.00	246.28	268.44	524.72	3.33%
Govt. Entities	-	-	-	-	0.00%
Financial Institutions	-	5,300.00	-	5,300.00	33.65%
Total	517.22	10,286.55	4,946.93	15,750.70	100.00%



Note: Total of Investment Banks does not include information pertaining to Pakistan Development Fund Ltd

Leverage profile of Leasing Companies, Modarabas & Investment Banks

(Rs in million)

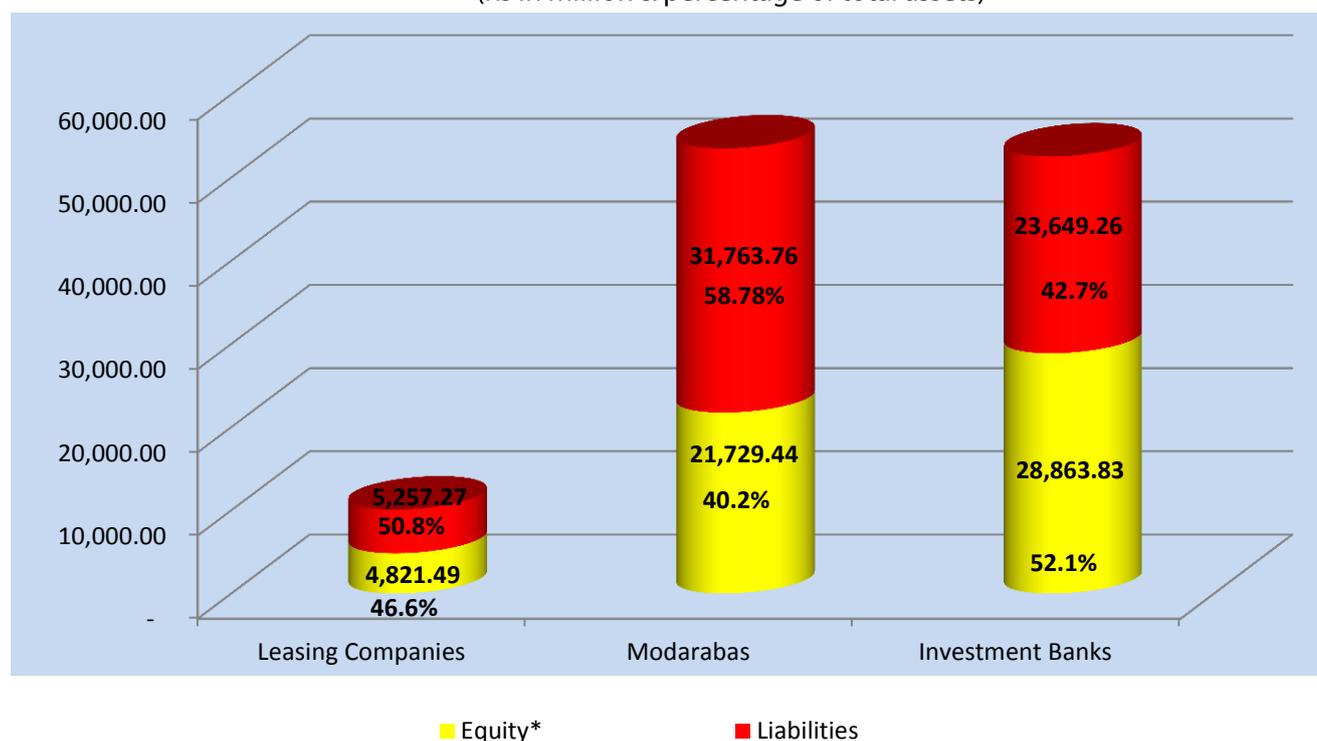
Category	Equity*	Liabilities	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies	4,821.49	5,257.27	10,346.00	46.6%	50.8%
Modarabas	21,729.44	31,763.76	54,039.00	40.2%	58.78%
Investment Banks	28,863.83	23,649.26	55,426.00	52.1%	42.7%

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

Note: Information pertaining to Investment Banks do not include data of Pakistan Development Fund Ltd

Leverage profile of Leasing Cos, Modarabas & Investment Banks as of November 30, 2018

(Rs in million & percentage of total assets)



NOTES REGARDING ADDITIONAL REPORTS PERTAINING MUTUAL FUNDS/PLANS:

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

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

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

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

Number of new accounts opened in Collective Investment Schemes

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

Region wise Assets under Management

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

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

(Rs. in million)

Fund Category	Gross Issuance	Gross Redemptions	Net Issuance/(Redemptions)
Aggressive Income	376.75	595.16	-218.42
Asset Allocation	493.23	426.05	67.18
Balanced	41.94	19.58	22.37
Capital Protected	336.97	13.32	323.65
Commodity	0.00	0.00	0.00
Equity	2,203.75	3,579.96	-1,376.21
Fund Of Funds	4.40	81.89	-77.49
Income	1,651.06	3,939.25	-2,288.19
Index Tracker	0.10	0.08	0.02
Money Market	28,241.32	27,998.60	242.72
Total	33,349.51	36,653.89	-3,304.38

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

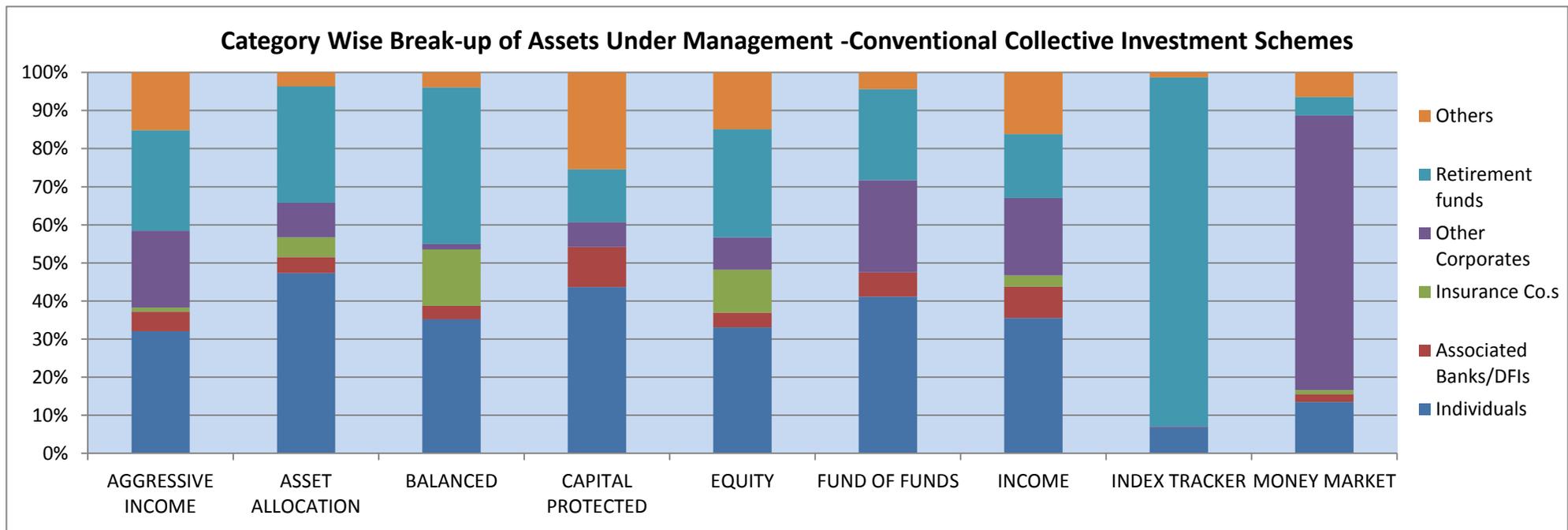
(Rs. in million)

Fund Category	Gross Issuance	Gross Redemptions	Net Issuance/(Redemptions)
Islamic Aggressive Income	90.59	394.80	-304.21
Islamic Asset Allocation	429.54	833.90	-404.37
Islamic Balanced	70.00	307.00	-237.00
Islamic Capital Protected	0.00	1.70	-1.70
Islamic Commodity	8.00	4.00	4.00
Islamic Equity	3,971.80	6,221.16	-2,249.35
Islamic Fund Of Funds	575.45	2,795.36	-2,219.91
Islamic Income	5,679.14	5,778.40	-99.26
Islamic Index Tracker	94.00	54.00	40.00
Islamic Money Market	3,869.70	2,464.72	1,404.98
Total	14,788.21	18,855.03	-4,066.82

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

(Rs. in million)

Fund Category	Aggressive Income	Asset Allocation	Balanced	Capital Protected	Equity	Fund Of Funds	Income	Index Tracker	Money Market
Individuals	1,655.51	6,025.54	1,418.86	942.76	47,852.01	1,528.57	16,684.61	29.38	20,749.00
Associated Banks/DFIs	262.93	540.39	141.54	226.91	5,586.14	239.31	3,880.93	0.00	3,221.03
Insurance Co.s	57.72	657.93	595.10	0.00	16,286.85	0.00	1,392.90	0.00	1,589.59
Other Corporates	1,041.59	1,156.34	58.02	140.65	12,314.52	898.40	9,526.34	1.61	111,021.97
Retirement funds	1,359.41	3,891.12	1,656.07	300.07	41,039.55	891.25	7,881.99	404.41	7,444.39
Others	783.41	467.99	158.53	548.83	21,537.67	162.26	7,613.28	5.92	9,944.63
Total	5,160.56	12,739.32	4,028.12	2,159.22	144,616.74	3,719.78	46,980.05	441.33	153,970.60

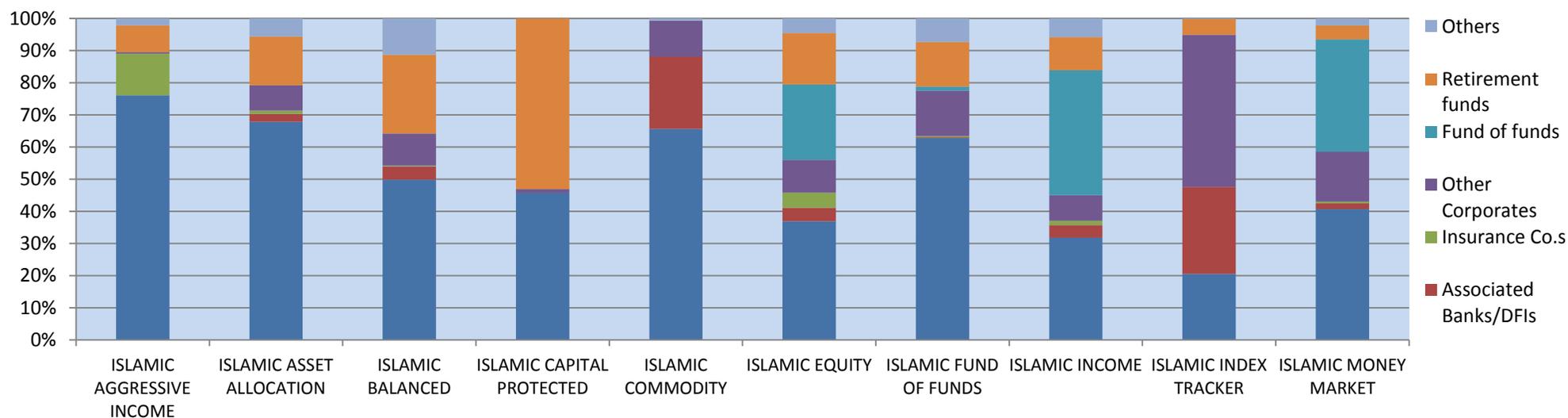


Category Wise Break up of Assets Under Management - Shariah Compliant Collective Investment Schemes

(Rs. in million)

Fund Category	Islamic Aggressive Income	Islamic Asset Allocation	Islamic Balanced	Islamic Capital Protected	Islamic Commodity	Islamic Equity	Islamic Fund Of Funds	Islamic Income	Islamic Index Tracker	Islamic Money Market
Individuals	397.59	19,876.55	3,581.00	54.00	181.00	33,746.35	34,210.82	14,891.02	341.00	7,131.85
Associated Banks/DFIs	0.00	709.31	299.00	0.00	62.00	3,818.08	111.27	1,808.95	450.00	310.50
Insurance Co.s	67.61	316.16	15.00	0.00	0.00	4,312.99	220.09	634.21	0.00	95.86
Other Corporates	2.42	2,298.38	722.00	1.46	31.00	9,362.31	7,712.06	3,714.80	785.00	2,722.44
Fund of funds	0.00	0.00	0.00	0.00	0.00	21,428.27	705.99	18,233.36	0.00	6,120.67
Retirement funds	43.40	4,442.79	1,760.00	62.78	0.00	14,665.95	7,545.64	4,827.50	82.00	758.78
Others	11.44	1,647.82	814.00	0.00	2.00	4,144.07	4,004.05	2,721.99	3.00	389.54
Total	522.46	29,291.00	7,191.00	118.24	276.00	91,478.02	54,509.91	46,831.83	1,661.00	17,529.64

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

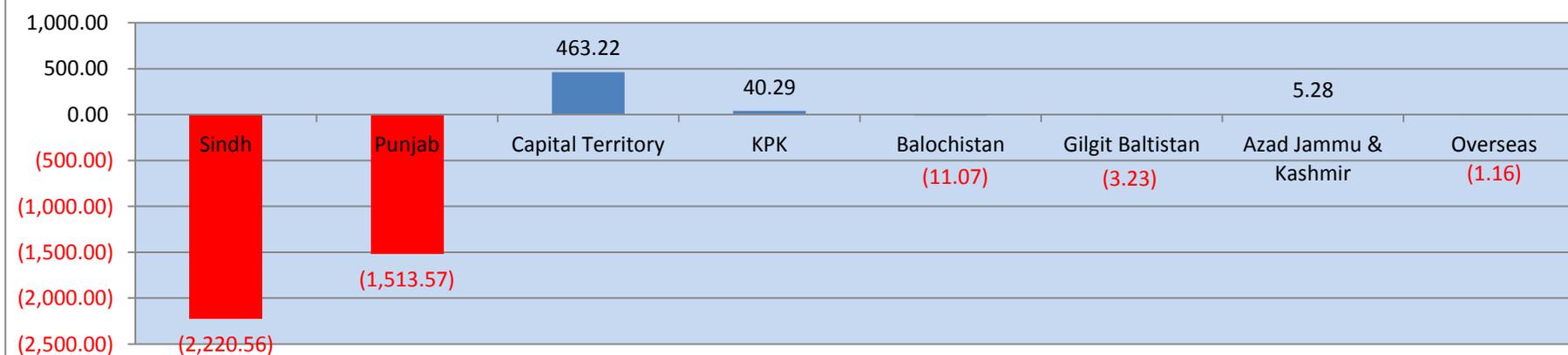


Region wise Issuance & Redemptions in Conventional Collective Investment Schemes during the month

(Rs. in million)

Region	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
Sindh	12,192.64	14,413.20	-2,220.56
Punjab	12,967.69	14,481.26	-1,513.57
Capital Territory	7,705.71	7,242.49	463.22
KPK	234.01	193.73	40.29
Balochistan	33.08	44.15	-11.07
Gilgit Baltistan	0.09	3.32	-3.23
Azad Jammu & Kashmir	6.89	1.61	5.28
Overseas	17.28	18.44	-1.16
Total	33,157.40	36,398.19	-3,240.80

Net Sales/ (Redemptions) in Conventional Collective Investment Schemes during the month (Rs. in million)

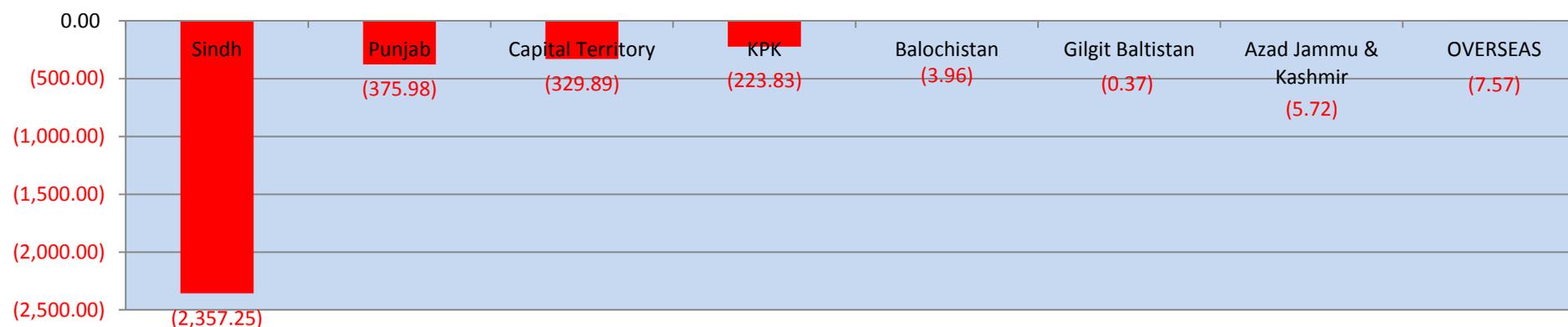


Region wise Issuance & Redemptions in Shariah Compliant Collective Investment Schemes during the month

(Rs. in million)

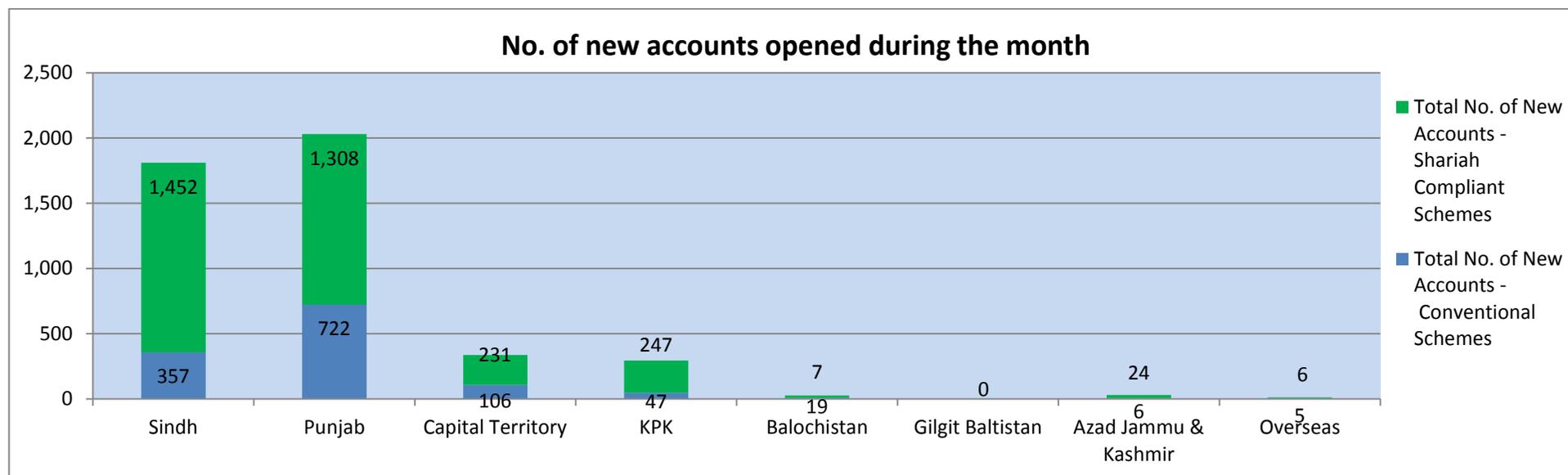
Region	Gross Sales	Gross Redemptions	Net Sales/ (Redemptions)
Sindh	6,953.56	9,310.81	-2,357.25
Punjab	3,644.58	4,020.56	-375.98
Capital Territory	1,327.12	1,657.01	-329.89
KPK	654.91	878.74	-223.83
Balochistan	10.96	14.92	-3.96
Gilgit Baltistan	0.02	0.39	-0.37
Azad Jammu & Kashmir	19.55	25.27	-5.72
Overseas	84.02	91.59	-7.57
Total	12,694.72	15,999.29	-3,304.56

Net Sales/ (Redemptions) in Shariah Compliant Collective Investment Schemes during the month
(Rs. in million)



Number of New Accounts Opened in Collective Investment Schemes during the month

Region	No. of New Accounts - Conventional Schemes			No. of New Accounts - Shariah Compliant Schemes		
	Individual	Non-Individual	Total	Individual	Non-Individual	Total
Sindh	345	12	357	1,434	18	1,452
Punjab	713	9	722	1,295	13	1,308
Capital Territory	106	0	106	231	0	231
KPK	47	0	47	246	1	247
Balochistan	7	0	7	19	0	19
Gilgit Baltistan	0	0	0	0	0	0
Azad Jammu & Kashmir	6	0	6	24	0	24
Overseas	5	0	5	6	0	6
Total	1,229	21	1,250	3,255	32	3,287



Region-wise Assets Under Management

(Rs. in million)

Region	Conventional Schemes						Shariah Compliant Schemes					
	Individual		Non-Individual		Total		Individual		Non-Individual		Total	
	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs	No. of Investor Accounts	AUMs
Sindh	116,818.00	48,893.85	3,964.00	180,352.65	120,782.00	229,246.50	107,089.00	61,284.27	2,871.00	65,332.03	109,960.00	126,616.31
Punjab	70,478.00	36,348.58	2,253.00	65,269.22	72,731.00	101,617.80	70,016.00	37,663.18	1,311.00	16,515.95	71,327.00	54,179.14
Capital Territory	12,396.00	6,858.08	402.00	39,163.32	12,798.00	46,021.40	13,202.00	8,812.33	205.00	5,501.97	13,407.00	14,314.30
KPK	8,347.00	2,445.75	121.00	922.71	8,468.00	3,368.47	9,726.00	4,546.42	71.00	818.80	9,797.00	5,365.22
Balochistan	1,631.00	589.29	18.00	155.55	1,649.00	744.84	761.00	552.41	13.00	504.18	774.00	1,056.59
Gilgit Baltistan	62.00	4.83	0.00	0.00	62.00	4.83	67.00	27.00	3.00	30.16	70.00	57.16
Azad Jammu & Kashmir	2,403.00	1,229.26	5.00	43.56	2,408.00	1,272.81	1,193.00	815.08	6.00	43.51	1,199.00	858.59
Overseas	825.00	2,023.11	8.00	126.16	833.00	2,149.27	1,061.00	1,912.14	7.00	2.00	1,068.00	1,914.14
Total	212,960.00	98,392.75	6,771.00	286,033.16	219,731.00	384,425.91	203,115.00	115,612.84	4,487.00	88,748.61	207,602.00	204,361.45

Region wise Assets Under Management (Rs. in million)

