

Summary of NBFCs, NEs. & Modarabas Sector

September 2017



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.

Snapshot of NBFI Industry as of September 30, 2017

Sector	No. of Entities	Total Assets (Rs in Billion)	Percentage of Total Assets
Asset Management Companies/ Investment Advisors	22	39.85	3.40%
Mutual Funds (176) and Plans (56)	176	693.25	59.12%
Discretionary & Non-Discretionary Portfolios	-	134.44	11.46%
Pension Funds	19	24.34	2.08%
Real Estate Investment Trust (REIT Scheme)	1	40.94	3.49%
Investment Banks & Micro Finance Institutions	32	151.26	12.90%
Leasing Companies	7	42.56	3.63%
Modarabas	25	45.21	3.86%
Private Equity Companies	2	0.22	0.02%
Private Equity Funds	1	0.59	0.05%
Total	285	1,172.66	100.00%

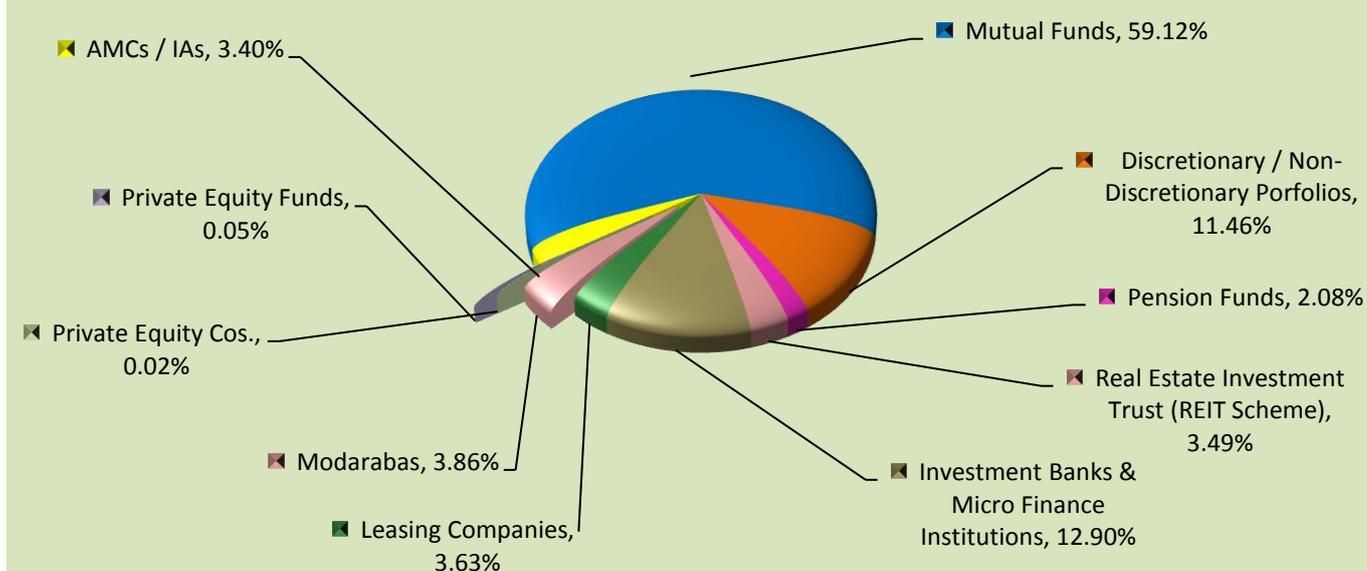
Note 1: Total Number of entities does not include plans (56) as they are not considered Notified Entities or NBFs. These plans are managed under 12 different mutual funds.

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 Rs62,178 million) is deducted from AUMs of the industry, the total assets under management of the industry amounted to the tune of Rs631,074 million, as of September 30, 2017.

Note 3: Lakson Investments Limited (which holds licenses for 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 September 30, 2017

(Percentage of total assets)

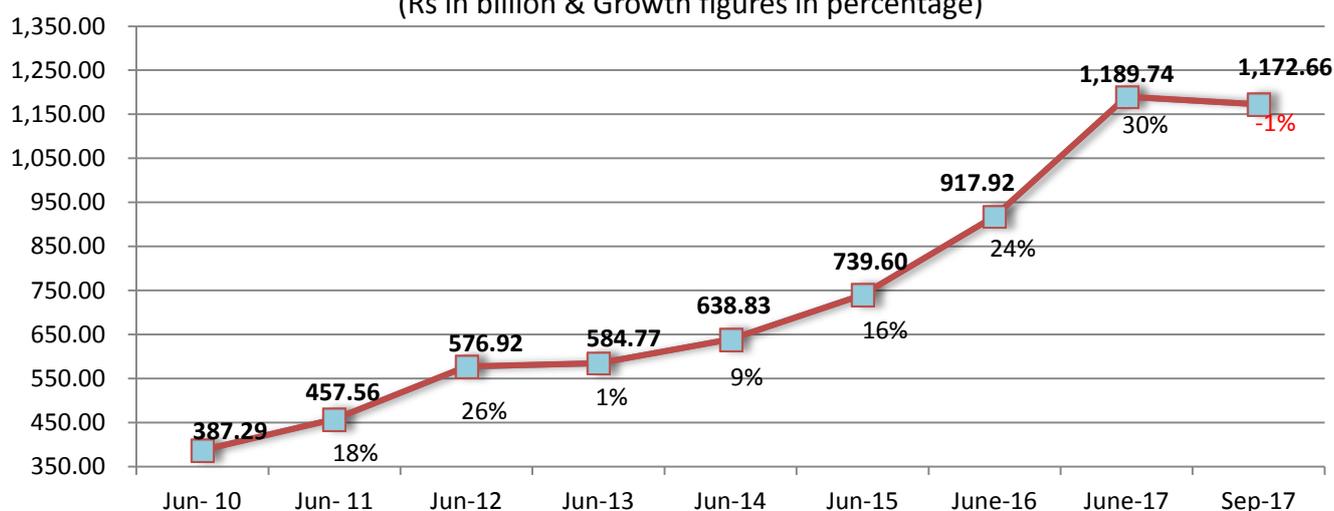


Trend of growth in Total Assets of NBFi Industry

Description	Jun- 10	Jun- 11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Total Assets (Rs. in billion)	387.29	457.56	576.92	584.77	638.83	739.6	917.92	1,189.74	1,172.66
Growth Since Last June	-	18%	26%	1%	9%	16%	24%	30%	-1%
Growth since June 2010 till September 30, 2017	203%								
Compound Annual Growth Rate (June 10 to September 17)	16.51%								

Trend of growth in Total Assets of NBFi Industry

(Rs in billion & Growth figures in percentage)



Breakup of Shariah Compliant and Conventional Assets of NBFi Industry

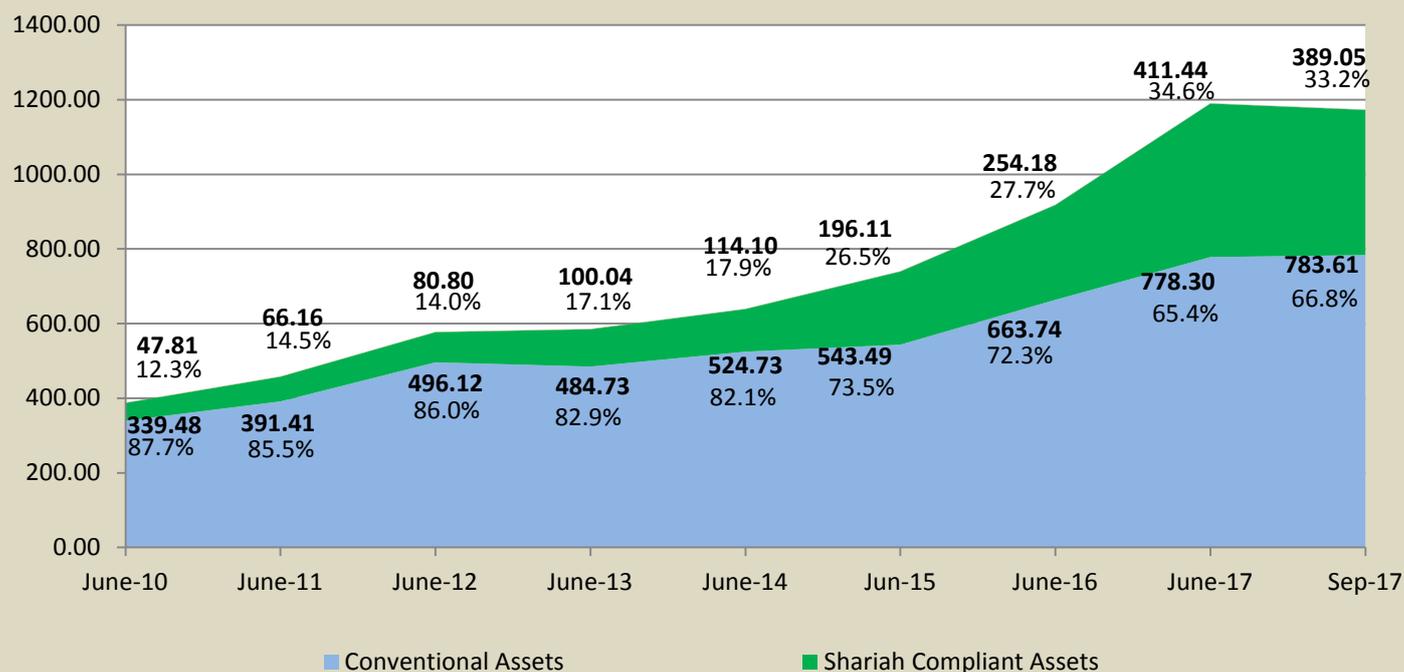
(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Conventional Assets	339.48	391.41	496.12	484.73	524.73	543.49	663.74	778.30	783.61
Shariah Compliant Assets*	47.81	66.16	80.80	100.04	114.10	196.11	254.18	411.44	389.05
Total Assets	387.29	457.57	576.92	584.77	638.83	739.60	917.92	1,189.74	1,172.66
Share of Conventional Assets	87.7%	85.5%	86.0%	82.9%	82.1%	73.5%	72.3%	65.4%	66.80
Share of Shariah Compliant Assets	12.3%	14.5%	14.0%	17.1%	17.9%	26.5%	27.7%	34.6%	33.2%
Conventional Assets - Growth since June 2010 till Sept. 2017	130.83%								
Shariah Compliant Assets - Growth since June 2010 till Sept, 2017	713.74%								
Compound Annual Growth Rate (June 10 to Sep 17) -Conventional Assets	12.23%								
Compound Annual Growth Rate (June 10 to Sep.17)- Shariah Compliant Assets	33.53%								

*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

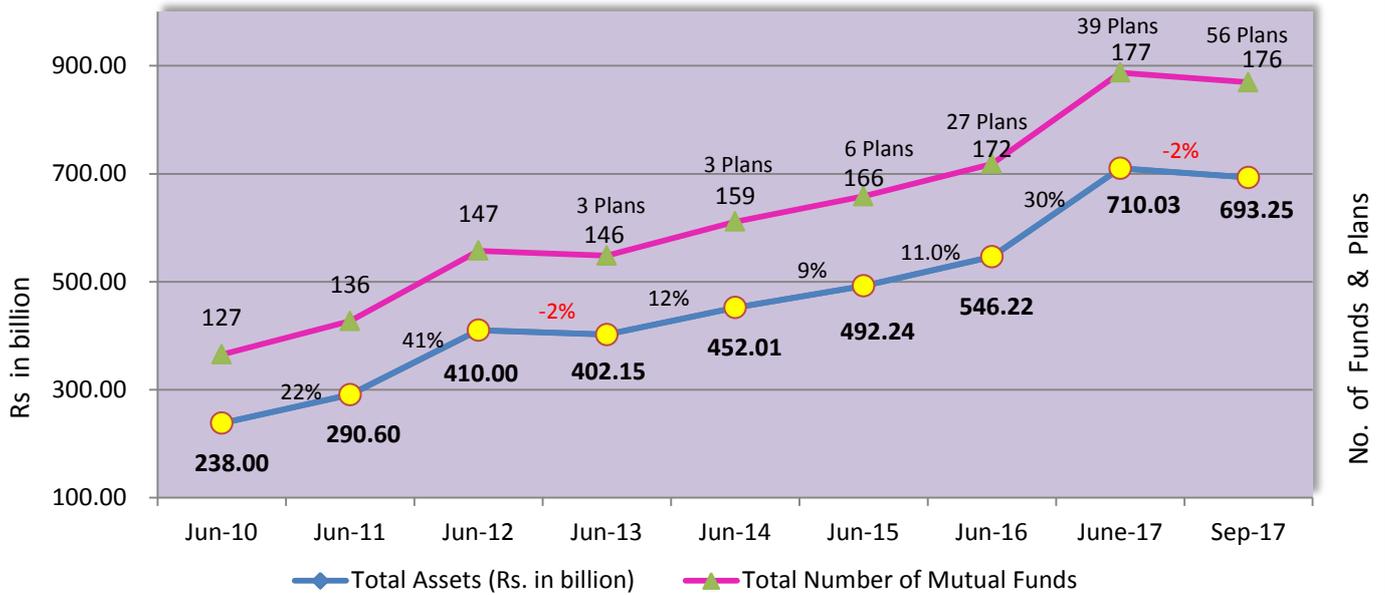
Trend of Total Assets and Number of Mutual Funds & Plans

(Rs in billion)

Period	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Total Assets (Rs. in billion)	238.00	290.60	410.00	402.15	452.01	492.24	546.22	710.03	693.25
Growth since last June	-	22%	41%	-2%	12%	9%	11%	30%	-2%
Number of Mutual Funds	127	136	147	146	159	166	172	177	176
Number of Plans	-	-	-	3	3	6	27	51	56
Total Number of Mutual Funds & Plans	127	136	147	149	162	172	199	228	232
Growth since June 2010 till September, 2017	191%								
Compound Annual Growth Rate (June 10 to September 17)	15.89%								

Trend of Total Assets & Number of Mutual Funds & Plans

(Annual Growth of total assets in percentages)

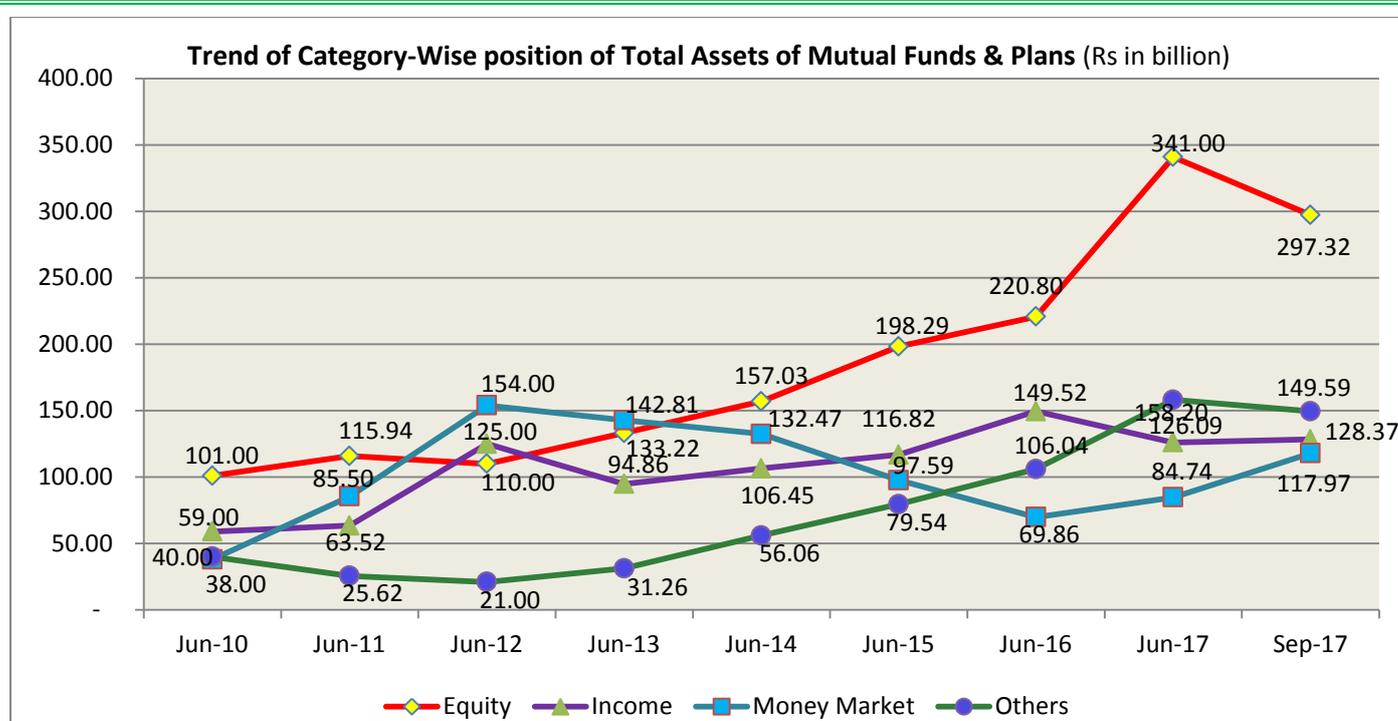


Trend of Category-Wise position of Total Assets of Mutual Funds

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Equity	101.00	115.94	110.00	133.22	157.03	198.29	220.80	341.00	297.32
Income	59.00	63.52	125.00	94.86	106.45	116.82	149.52	126.09	128.37
Money Market	38.00	85.50	154.00	142.81	132.47	97.59	69.86	84.74	117.97
Others*	40.00	25.62	21.00	31.26	56.06	79.54	106.04	158.20	149.59
Total	238.00	290.58	410.00	402.15	452.01	492.24	546.22	710.03	693.25

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



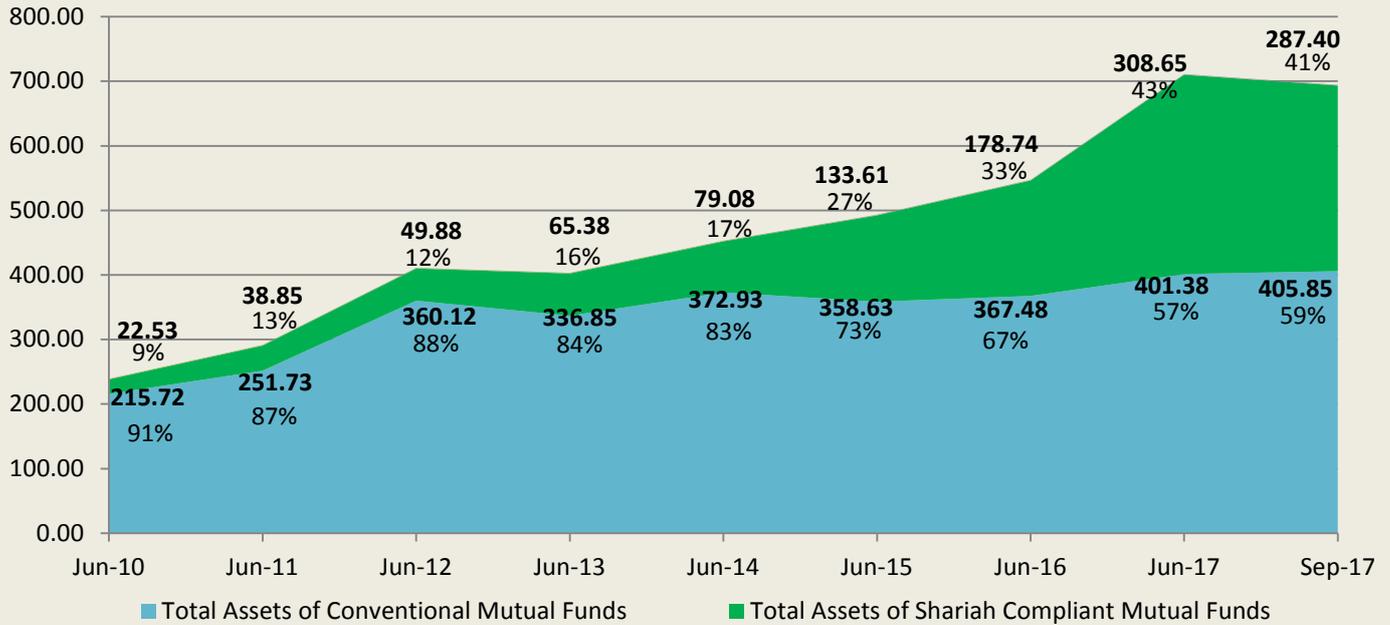
Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans

(Rs. in billion)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17	
Total Assets of Conventional Mutual Funds	215.72	251.73	360.12	336.85	372.93	358.63	367.48	401.38	405.85	
Total Assets of Shariah Compliant Mutual Funds	22.53	38.85	49.88	65.38	79.08	133.61	178.74	308.65	287.40	
Total Assets of Mutual Funds	238.25	290.58	410.00	402.23	452.01	492.24	546.22	710.03	693.25	
Share of Conventional Mutual Funds	91%	87%	88%	84%	83%	73%	67%	57%	59%	
Share of Shariah Compliant Mutual Funds	9%	13%	12%	16%	17%	27%	33%	43%	41%	
Conventional Mutual Funds - Growth since last June	-	16.69%	43.06%	-6.46%	10.71%	-3.83%	2.47%	9.22%	1.11%	
Shariah Compliant Mutual Fund -Growth since last June	-	72.44%	28.39%	31.07%	20.95%	68.96%	33.78%	72.68%	-6.88	
Conventional Mutual Funds - Growth since June 2010 till September, 2017							88.14%			
Shariah Compliant Mutual Fund -Growth since June 2010 till September, 2017							1,175.63%			
Compound Annual Growth Rate (June 10 to September 17)- Conventional Mutual Funds							9.11%			
Compound Annual Growth Rate (June 10 to September 17)- Shariah Compliant Mutual Fund							42.07%			

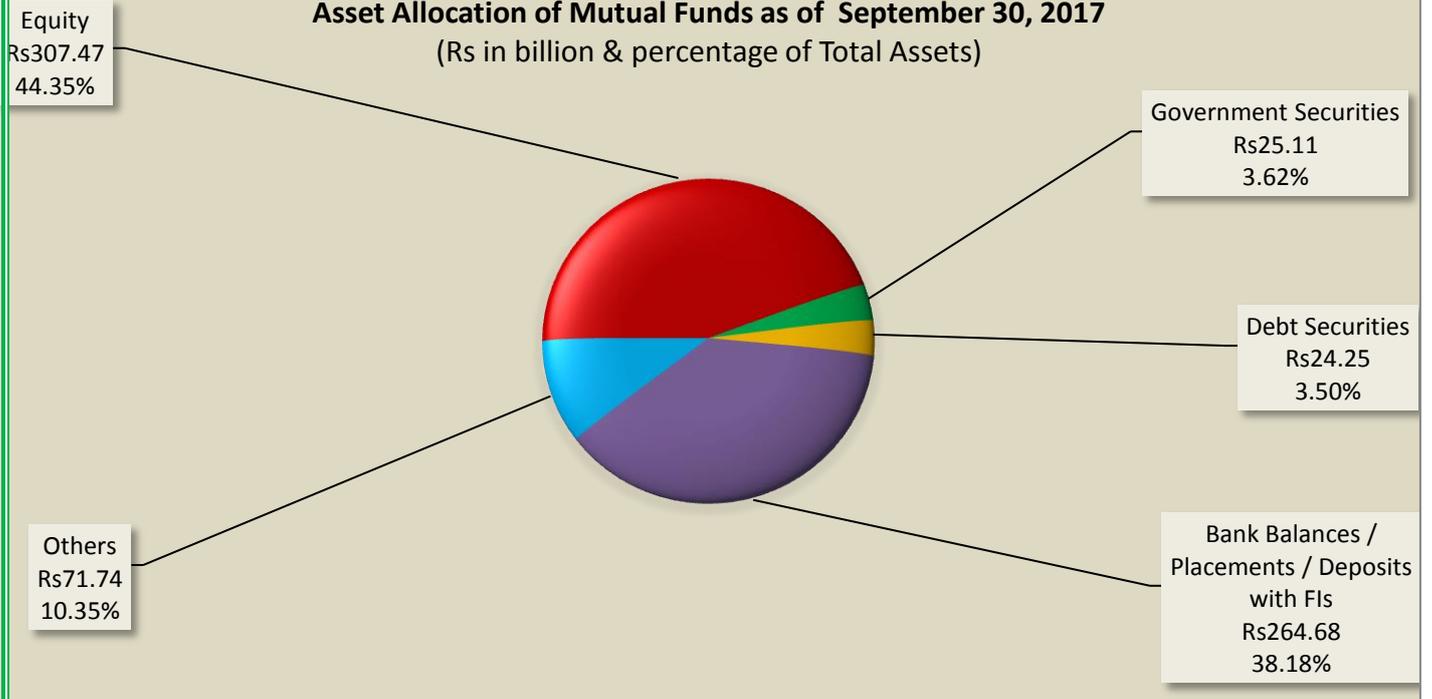
Trend of Total Assets of Conventional and Shariah Compliant Mutual Funds & Plans

(Rs. in billion & percentage of total assets)

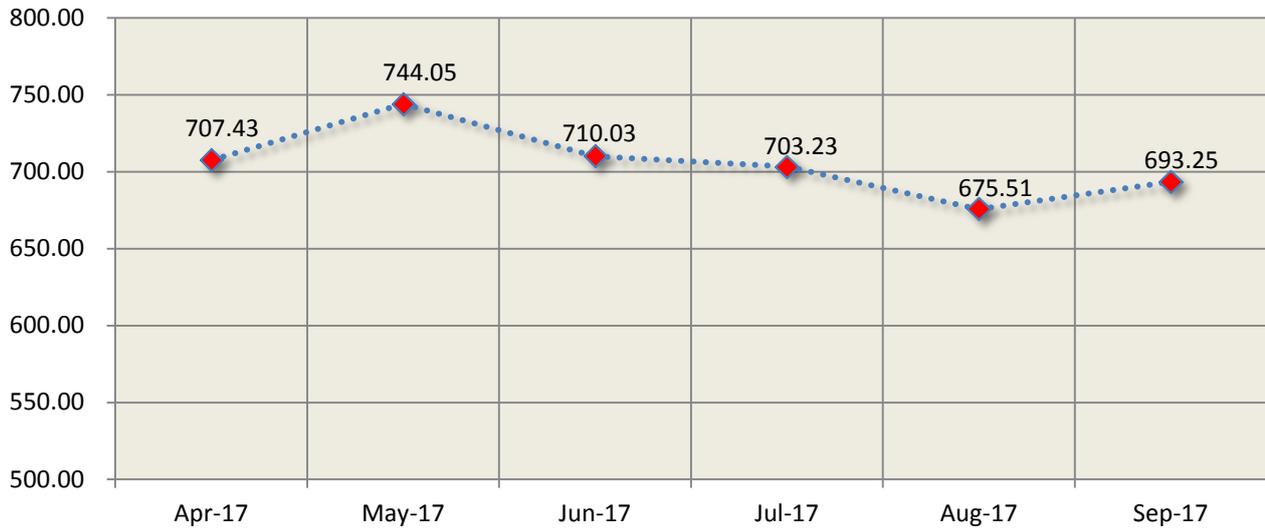


Asset Allocation of Mutual Funds as of September 30, 2017

(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 September 2017

	(Rs.in billion)
Total Issuance	44.71
Total Redemption	36.59
Net Issuance / (Redemption)	8.12

DATA RELATED TO VOLUNTARY PENSION SCHEMES / FUNDS

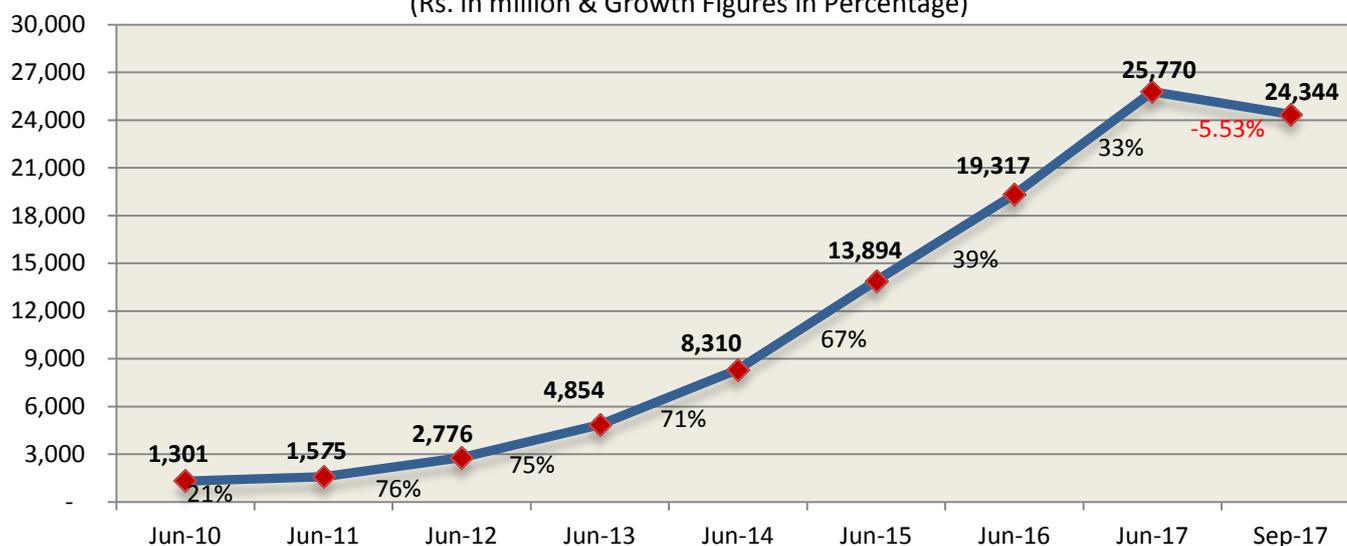
Trend of Total Assets of Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Total Assets	1,301	1,575	2,776	4,854	8,310	13,894	19,317	25,770	24,344
Growth since last June	-	21%	76%	75%	71%	67%	39%	33%	-5.53%

Trend of Total Assets of Pension Funds

(Rs. in million & Growth Figures in Percentage)

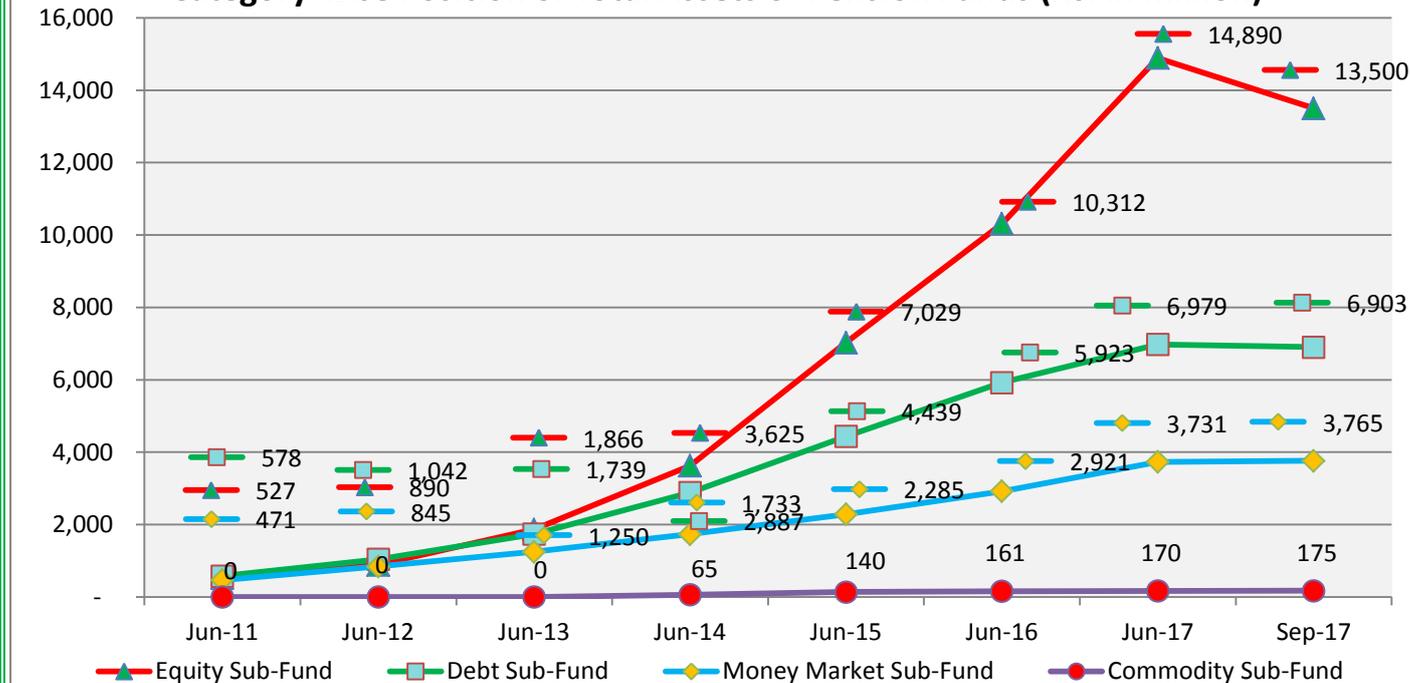


Category-Wise Position of Total Assets of Pension Funds

(Rs in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Equity Sub-Fund	527	890	1,866	3,625	7,029	10,312	14,890	13,500
Debt Sub-Fund	578	1,042	1,739	2,887	4,439	5,923	6,979	6,903
Money Market Sub-Fund	471	845	1,250	1,733	2,285	2,921	3,731	3,765
Commodity Sub-Fund	0	0	0	65	140	161	170	176
Total	1,576	2,777	4,855	8,310	13,894	19,317	25,770	24,344

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



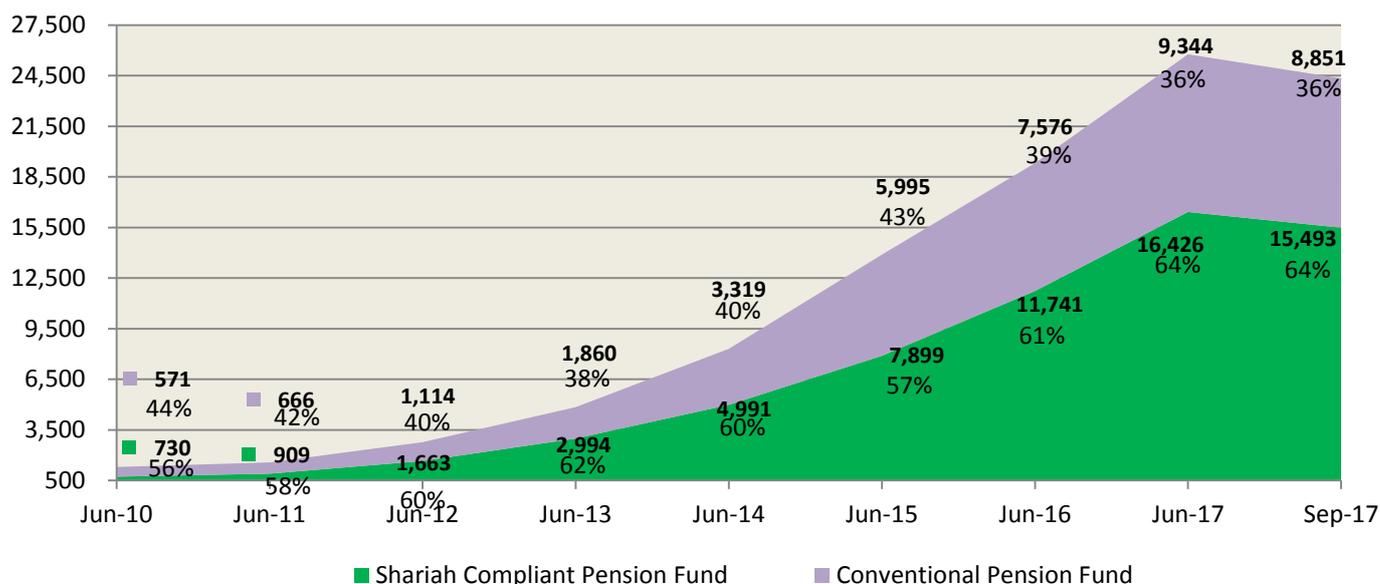
Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

(Rs. in million)

Description	Jun-10	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Shariah Compliant Pension Funds	730	909	1,663	2,994	4,991	7,899	11,741	16,426	15,493
Conventional Pension Funds	571	666	1,114	1,860	3,319	5,995	7,576	9,344	8,851
Total assets of Pension Funds	1,301	1,575	2,777	4,854	8,310	13,894	19,317	25,770	24,344
Share of Shariah Compliant Pension Funds	56%	58%	60%	62%	60%	57%	61%	64%	64%
Share of Conventional Pension Funds	44%	42%	40%	38%	40%	43%	39%	36%	36%
Shariah Compliant Pension Fund -Growth since June 2010 till September, 2017	2022.33%								
Conventional Pension Fund -Growth since June 2010 till September, 2017	1450.09%								
Compound Annual Growth Rate (June 10 to September 17)- Shariah Compliant Pension Fund	52.41%								
Compound Annual Growth Rate (June 10 to September 17)- Conventional Pension Fund	45.94%								

Trend of Total Assets of Conventional and Shariah Compliant Pension Funds

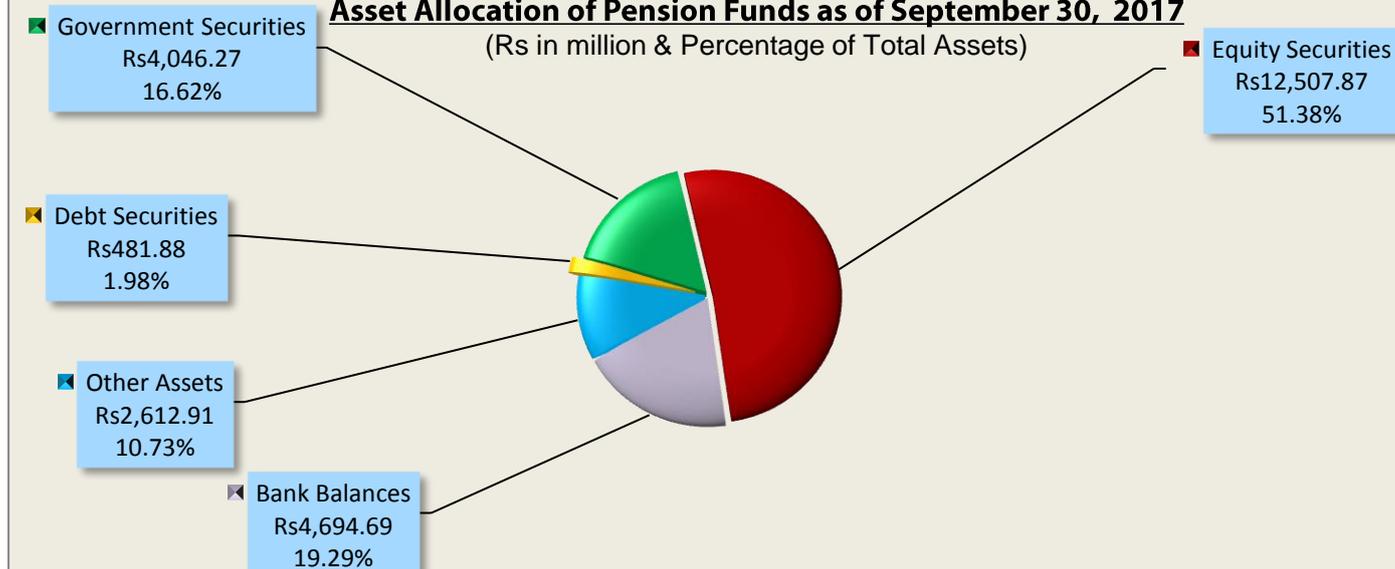
(Rs in million & percentage of Total Assets)



■ Shariah Compliant Pension Fund ■ Conventional Pension Fund

Asset Allocation of Pension Funds as of September 30, 2017

(Rs in million & Percentage of Total Assets)

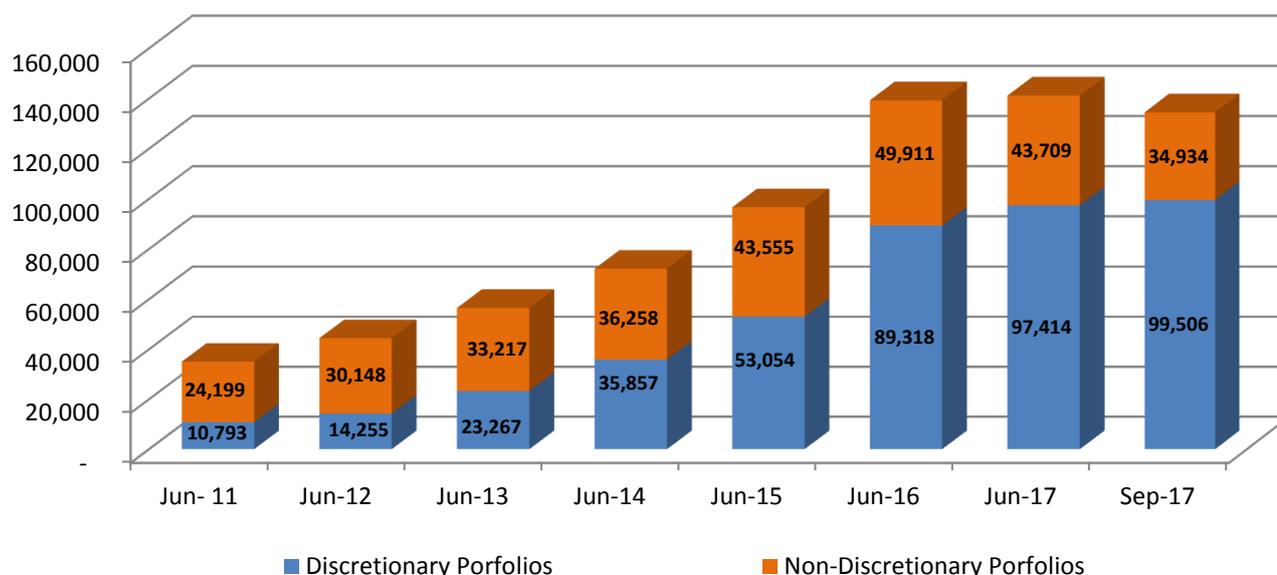


Trend of Total Assets of Discretionary / Non-Discretionary Portfolios

(Rs. in million)

Description	Jun-11	Jun-12	Jun-13	Jun-14	Jun-15	Jun-16	Jun-17	Sep-17
Discretionary Portfolios	10,793	14,255	23,267	35,857	53,054	89,318	97,414	99,506
Non-Discretionary Portfolios	24,199	30,148	33,217	36,258	43,555	49,911	43,709	34,934
Total Assets of Portfolios	34,992	44,403	56,484	72,115	96,609	139,229	141,123	134,440

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



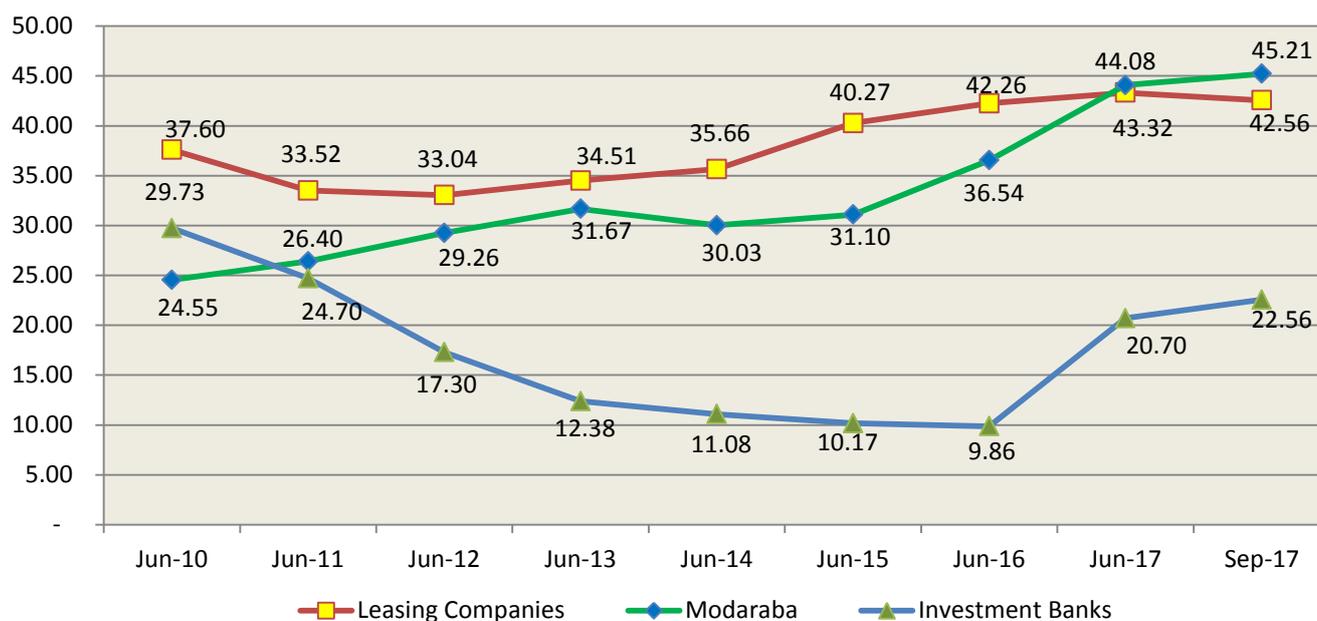
DATA RELATED TO LEASING COMPANIES, MODARABAS AND INVESTMENT BANKS

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	Jun-17	Sep-17
Leasing Companies	37.60	33.52	33.04	34.51	35.66	40.27	42.26	43.32	42.56
Modarabas	24.55	26.40	29.26	31.67	30.03	31.10	36.54	44.08	45.21
Investment Banks	29.73	24.70	17.30	12.38	11.08	10.17	9.86	20.70	22.56

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



Note:

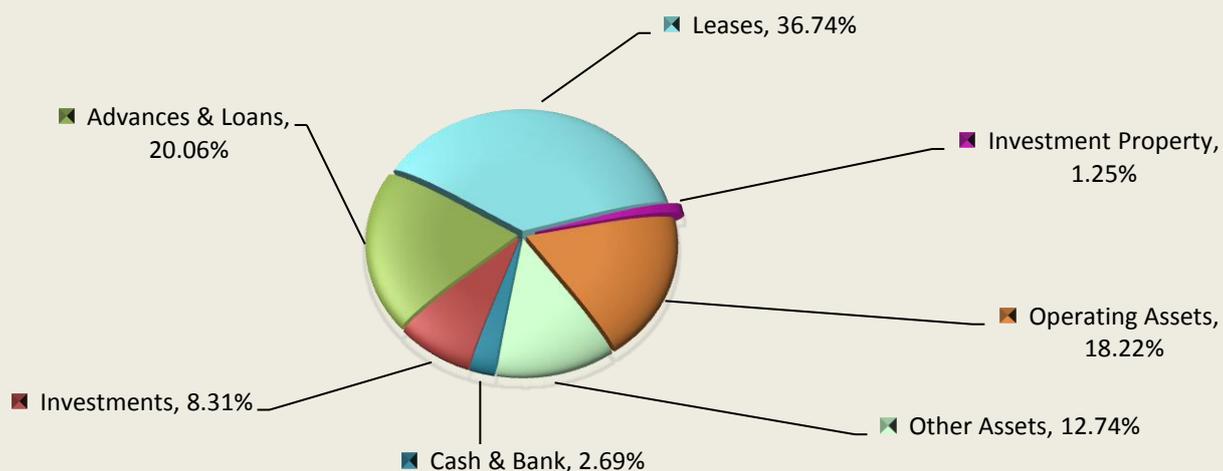
Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd., & Microfinance NBFCs.

Asset Allocation of Leasing Companies, Modarabas & Investment Banks as of September 30, 2017

(Rs in million)

Category	Cash & Bank	Investments	Advances & Leases	Lease	Investment Property	Operating Assets	Other Assets	Total
Leasing Companies	618	3,665	4,498	31,113	139	1,669	861	42,563
Modarabas	1,886	3,256	8,788	7,850	1,118	14,111	8,199	45,208
Investment Banks	469	2,244	8,841	1,568	120	4,317	4,997	22,556
Total	2,973	9,165	22,127	40,531	1,377	20,097	14,057	110,327

Asset Allocation of Leasing Cos. , Modarabas & Investment Banks as of September 30, 2017



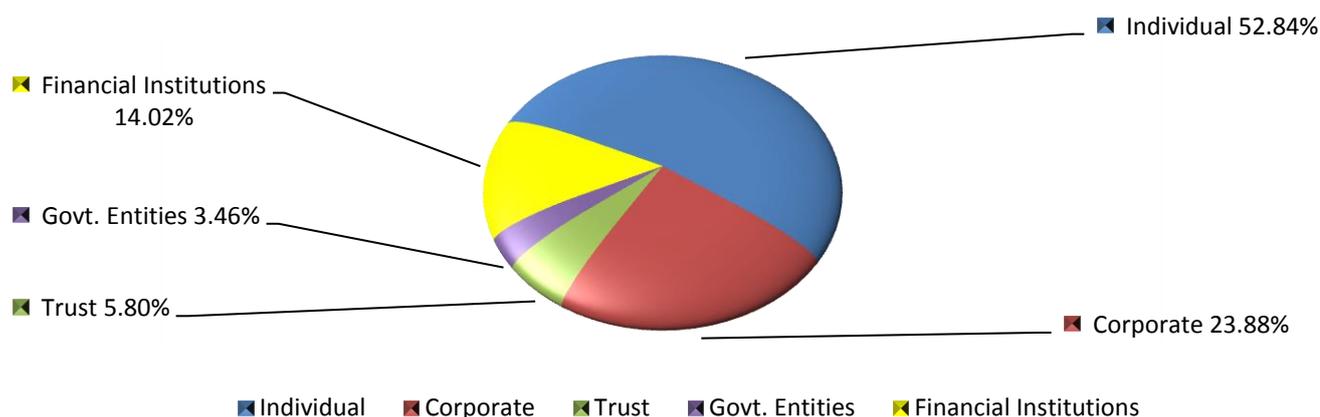
Note:

Total Assets of Investment Banks do not include information pertaining to Pakistan Development Fund Ltd., & Microfinance NBFCs.

Deposit raising of Leasing Cos., Modarabas & Investment Banks as of September 30, 2017

Category	Amounts (Rs in million)				% of Total Deposits
	Leasing Cos.	Modarabas	Investment Banks	Total	
Individual	5,607.27	1,798.71	433.08	7,839.06	52.84%
Corporate	455.37	2,836.08	251.28	3,542.73	23.88%
Trust	220.34	491.85	148.94	861.13	5.80%
Govt. Entities	-	-	513.13	513.13	3.46%
Financial Institutions	5.64	2,060.00	13.80	2,079.44	14.02%
Total	6,288.62	7,186.64	1,360.23	14,835.49	100.00%

Deposit raising of Leasing Cos., Modarabas & Investment Banks as of September 30, 2017
(percentage of Total Deposits)



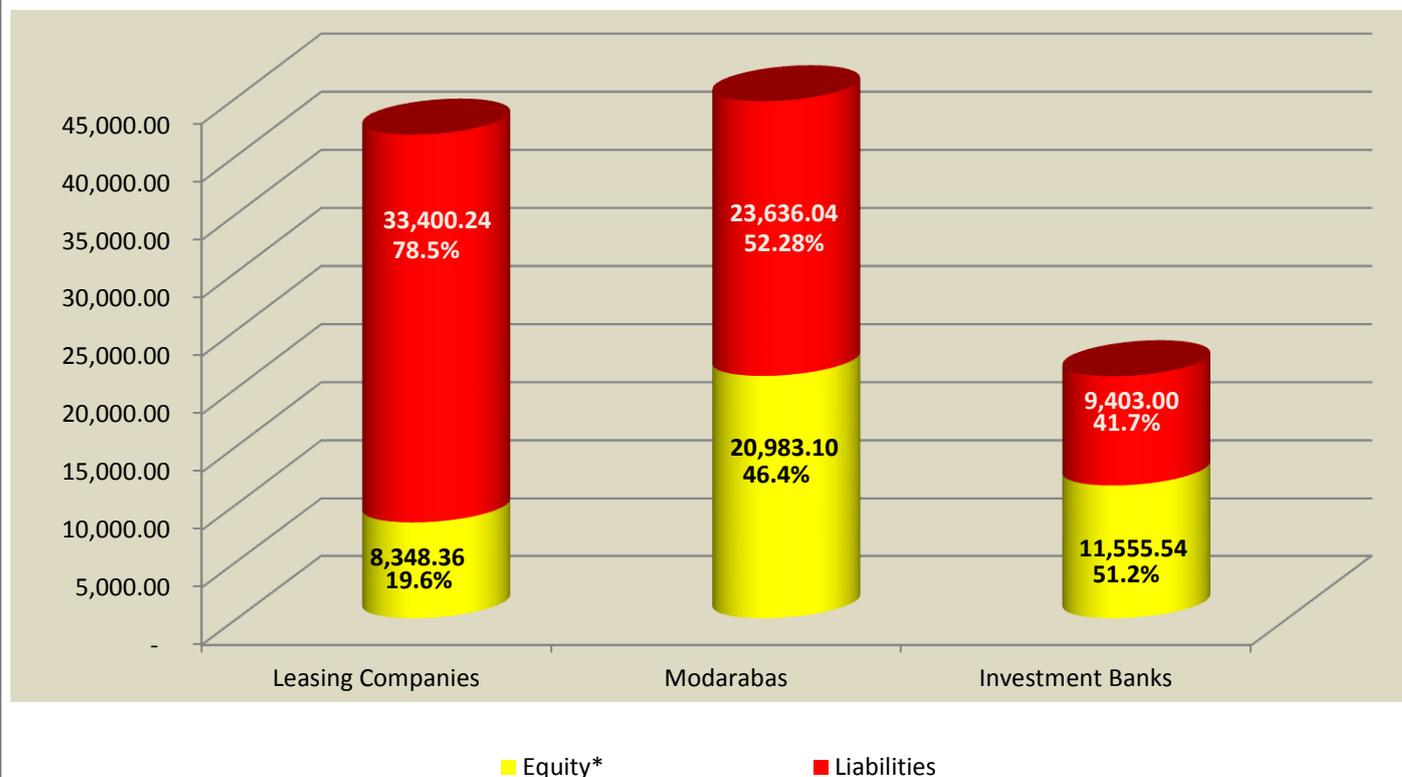
Leverage profile of Leasing Companies, Modarabas & Investment Banks as of September 30, 2017

(Rs in million)

Category	Equity*	Liabilities	Total Assets	Equity as percentage of total assets	Liabilities as percentage of total assets
Leasing Companies	8,348.36	33,400.24	42,563.00	19.6%	78.5%
Modarabas	20,983.10	23,636.04	45,208.00	46.4%	52.28%
Investment Banks	11,555.54	9,403.00	22,556.00	51.2%	41.7%

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

Leverage profile of Leasing Cos, Modarabas & Investment Banks as of September 30, 2017
(Rs in million & percentage of total assets)



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