



NBP Fullerton
Asset Management Ltd.

A Subsidiary of

National Bank of Pakistan

NAFA INCOME OPPORTUNITY FUND



Your investments & "NAFA" grow together



MISSION STATEMENT

To rank in the top quartile in performance of

NAFA FUNDS

relative to the competition,
and to consistently offer
Superior risk-adjusted returns to investors.

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FUND'S INFORMATION

Management Company

NBP Fullerton Asset Management Limited - Management Company

Board of Directors of the Management Company

Mr. Mudassir Husain Khan Chairman

Dr. Amjad Waheed Chief Executive Officer

Mr. Tariq Jamali Director Mr. Abdul Hadi Palekar Director Mr. Kamal Amir Chinoy Director Mr. Shehryar Faruque Director Dr. Foo Chiah Shiung (Kelvin Foo) Director Mr. Lui Mang Yin (Martin Lui) Director Mr Humayun Bashir Director

Company Secretary & COO

Mr. Muhammad Murtaza Ali

Chief Financial Officer

Mr. Khalid Mehmood

Audit & Risk Committee

Mr. Shehryar Faruque Chairman Mr. Tariq Jamali Member Dr. Foo Chiah Shiung (Kelvin Foo) Member

Human Resource and Remuneration Committee

Mr. Kamal Amir Chinov Chairman Member Mr. Abdul Hadi Palekar Mr. Lui Mang Yin (Martin Lui) Member

Central Depository Company of Pakistan Limited (CDC)

CDC House, 99-B, Block "B" S.M.C.H.S.,

Main Shahra-e-Faisal, Karachi.

Bankers to the Fund

Allied Bank Limited

Askari Bank Limited

Bank Alfalah Limited

Bank Al-Habib Limited

Faysal Bank Limited

Habib Bank Limited

Habib Metropolitan Bank Limited

IS Bank Limited

KASB Bank Limited

MCB Bank Limited

National Bank of Pakistan

NIB Bank Limited

SILK Bank Limited

Soneri Bank Limited

The Bank of Panjab

Summit Bank Limited

United Bank Limited

Samba Bank Limited

Al Baraka Bank Limited

Meezan Bank Limited

Sindh Bank Limited

Dubai Islamic Bank Pakistan Limited

Khushhali Bank Limited

Bankislami Pakistan Limited Zarai Taraqiati Bank Limited

Summit Bank Limited NRSP Microfinace Bank Limited

Auditors

Deloitte Yousuf Adil Chartered Accountants Cavish Court, A-35, Block 7 & 8, KCHSU, Sharae Faisal Karachi-75350 Pakistan

Legal Advisor

M/s Jooma Law Associates 205, E.I. Lines, Dr. Daudpota Road, Karachi.

Head Office:

7th Floor Clifton Diamond Vuilding, Block No. 4, Scheme No. 5, Clifton Karachi. UAN: 111-111NFA (111-111-632), (Toll Free): 0800-20001, Fax: (021) 35825329 Website: www.nafafunds.com

Lahore Office:

7-Noon Avenue, Canal Bank, Muslim Town, Lahore. UAN: 042-111-111-632 Fax: 92-42-35861095

Islamabad Office:

Plot No. 395, 396 Industrial Area, I-9/3 Islamabad. UAN: 051-111-111-632 Phone: 051-2514987 Fax: 051-4859031

Peshawar Office:

Opposite Gul Haji Plaza, 2nd Floor National Bank Building University Road Peshawar, UAN: 091-111 111 632 (nfa) Fax: 091-5703202

Multan Office:

NBP City Branch, Hussain-a-Gahi, Multan. Phone No: 061-4502204 Fax No: 061-4502203

DIRECTORS' REPORT

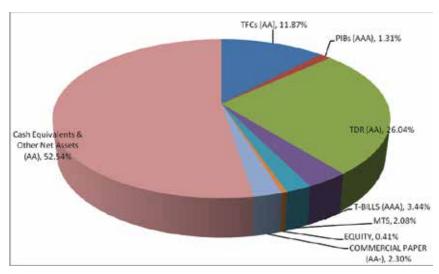
The Board of Directors of NBP Fullerton Asset Management Limited is pleased to present the unaudited financial statements of **NAFA Income Opportunity Fund** (NIOF) for the quarter ended September 30, 2017.

Fund's Performance

The size of NAFA Income Opportunity Fund has increased from Rs. 8,199 million to Rs. 8,640 million during the quarter, i.e. a growth of 5%. During the period under review, the unit price of the Fund has increased from Rs. 10.6964 on June 30, 2017 to Rs. 10.8329 on September 30, 2017; thus posting a return of 5.1% as compared to its Benchmark return of 6.2%. The performance of the Fund is net of management fee and all other expenses.

NIOF is categorized as an Income Scheme and has been awarded stability rating of A (f) by PACRA. During the period, State Bank of Pakistan (SBP) maintained the policy rate at 5.75%. SBP cited that macroeconomic environment remains conducive to growth without impacting headline inflation. Average CPI inflation eased to 3.4% in Jul-Sep FY18 compared to 3.9% during the same period last year. Given potential risks to inflation and interest rates from deteriorating Balance of Payment (BoP) position, investors' preference tilted towards short-term government securities as indicated by heavy participation in 03 month T-bills. During the quarter, T-bill yields remained almost unchanged however, PIB yields increased by 45 bps, 56 bps and 13 bps for the 3 year, 5 year and 10 year tenors, respectively. With pickup in private sector investment activity we have seen increased issuance of corporate debt securities. Trading activity in corporate TFCs/Sukuks increased slightly with a cumulative trade value of around Rs. 2.5 billion as compared to Rs. 1.5 billion during 1QFY17 with Banking sector making up the lion's share.

The Fund has earned total income of Rs.146.66 million during the period. After accounting for expenses of Rs.36.30 million, the net income is Rs.110.36 million. The chart below presents the asset allocation and the weighted average credit rating of each of the sub-asset classes of NIOF.



Acknowledgement

The Board takes this opportunity to thank its valued unit-holders for their confidence and trust in the Management Company, and providing the opportunity to serve them. It also offers its sincere gratitude to the Securities & Exchange Commission of Pakistan and State Bank of Pakistan for their patronage and guidance.

The Board also wishes to place on record its appreciation for the hard work, dedication and commitment shown by the staff and the Trustee.

On behalf of the Board of NBP Fullerton Asset Management Limited

Chief Executive Director

Date: October 27, 2017

Place: Karachi.

ڈائز یکٹرزر پورٹ

این بی پی فلرٹن ایسیٹ مینجنٹ کمیٹڈ کے بورڈ آف ڈائر یکٹرز NAFAانکم اپر چونٹی فنڈ (NIOF) کے غیرآ ڈٹ شدہ مالیاتی گوشوارے برائے مختتمہ سہ ماہی 300 ستمبر2017 پیش کرتے ہوئے اظہار مسرت کرتے ہیں۔

فنڈ کی کار کردگی

اس سہ ماہی کے دوران، NAFA اسلامک انکم اپر چوٹی فنڈ (NIOF) کا تجم 8,199 ملین روپے سے بڑھ کر8,640 ملین روپے ہوگیا جو 5 فیصد نمو ہوگی، جہ جائزہ مدت کے دوران فنڈ کے بینٹ کی قیت 30 جون 2017 کو 10.69644 روپے سے بڑھ کر 30 متمبر 2017 کو 10.8329 روپے ہوگی، جو کہ بینچ مارک کے منافع 5.1 فیصد کے مقابلے میں 6.2 فیصد منافع کی نشاندہی کرتا ہے۔ بیکارکردگی انتظامیہ کے معاوضہ اور دیگر تمام اخراجات نکالئے کے بعد سے۔

NIOF کی درجہ بندی اٹکم اسکیم میں گئی ہے اورا ہے PACRA نے را کہ مستحکم درجہ بندی سے نوازا ہے۔ اس مدت کے دوران ، اسٹیٹ بینک آف پاکستان نے اپنے پالیسی نرخ %5.75 پر برقر ارر کھے۔ SBP نے بڑے معاشی معاملات کو ترقی کے لئے موزوں قرار دیا اس بات کی برواہ کئے بغیر کہ افراط ذر کے کیا اثر اے مرتب ہو نگے۔ جولائی سے تتمبر مالی سال 2018 کے دوران درمیا فی اCPl فراط ذر میں قدر سے کی آئی جو کہ 4. 3 فیصد رہی جو پچھلے سال اس مدت کے دوران 9.8 فیصد تھی۔ تو از ن ادائیگی کی بگر تی ہوئی صور تحال کے پیش نظر افراط ذر اور سود کی نرخوں میں متوقع اضافے کی وجہ سے 3 مالی اس مائی کے مدت کی قبیل المیعاد حکومتی تسکات کی طرف سر ما بید داروں کا ربحان ربا جس کی نشاند ہی سے ماہی T-Bills میں مواری سرما بیکاری سے ہوتی ہے۔ اس سے ماہی کے دوران SBP ہی بیا غیر مترازل رہا تا ہم PIB کی تین سالہ ، پانچ سالہ اور 10 سالہ مدتی اسکیموں کے منافع میں بالتر تیب 44 بی نی الیس اور 13 بی الیس اور 13 بی الیس اضافہ کی وجہ سے کار پوریٹ قرضہ کی تسکات میں اضافہ دیوا جسے کار پوریٹ قرضہ کی تسکات میں اضافہ دیوا ہو ہو کے جانہ مالیس کی دوران 2017 کی پہلی سے ماہی عبال تو رہ ہے۔ نگورہ بالا سے ماہی میں بینکنگ سیٹر کا ایک بہت بڑا حصہ ہے۔ اس مودے ہوئے جبکہ مالی سال 2017 کی پہلی سے ماہی میں میں بینکنگ سیٹر کا ایک بہت بڑا حصہ ہے۔ فنڈ کو ایس مدت کے دوران 146.66 ملین روپے کی آمہ نی ہوئی۔ 26.6 ملین روپے کے اخراجات منہا کرنے کے بعد خالص آمہ نی میں 10 ملین فنڈ کو ایس مدت کے دوران 146.66 ملین روپے کے اخراجات منہا کرنے کے بعد خالص آمہ نی میں 10 ملین

رویے ہوگئ ۔ مندرجہ ذیل چارٹ اٹا توں گخصیص اور NIOF کے ہرذیلی اٹا نے کی اوز انی اوسط کی کریڈٹ درجہ بندی کو ظاہر کرتا ہے:

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**COUNTRY COMPANY WENTH IN COMPANY COMPA

اعتراف

اس موقع پر بورڈ اپنے تمام یونٹ ہولڈرز کاشکر گزار ہے جنہوں نے انظامی کمپنی پر اپنے بھروسے اور اعتاد کا اظہار کیا اور ہمیں اپنی خدمت کا موقع دیا۔ بورڈ اپنی مخلصانہ ستائش سیکیو رٹیز اینڈ ایمپینے کمیشن آف پاکستان اور اسٹیٹ بینک کوان کی سر پرستی اور رہنمائی پر پیش کرتا ہے۔ بورڈ بخوشی اس بات کا اعتراف کرتا ہے کہ ملاز مین اورٹرسٹیز نے انتقک محنت، جدوجہدا ورکگن سے کام کیا۔

> ازطرف بورڈ این بی فیلرٹن ایسیٹ مینجنٹ کمیٹٹر

چیف ایگزیکٹو ہتارتؓ: اکتوبر2017،27 ہتارتؓ:

بمقام کراچی

Condensed Interim Statement of Assets and Liabilities As at 30 September 2017

	Note	(Un- Audited) September 30' 2017	Audited June 30, 2017
		(Rupees in	(000)
Assets			
Balances with banks	4	4,171,879	2,174,206
Investments	5	4,100,544	2,231,513
Receivable against margin trading system		127,635	87,869
Income and profit receivable	6	68,473	56,609
Receivable against sale of investments		295,270	3,203,158
Deposit and prepayments		12,057	619,115
Total assets		8,775,858	8,372,470
Liabilities			
Payable to Management Company		25,132	24,056
Payable to Central Depository Company of Pakistan		23,132	24,036
Limited - Trustee		5,064	1 010
Payable to Securities and Exchange Commission of		3,004	1,910
Pakistan - annual fee		1,635	9,406
Accrued expenses and other liabilities	7	104,117	137,970
Total liabilities	/	135,948	173,342
iotai liabilities		133,340	173,342
Net assets		8,639,910	8,199,128
11.91.11.77.1		0.620.010	0.100.120
Unit holders' fund		8,639,910	8,199,128
Contingencies and commitments	8		
	_		
		Numbe	r of units
Number of units in issue		707 565 047	766 520 674
Number of units in Issue		797,565,047	766,529,674
		(Rup	ees)
Net assets value per unit		10.8329	10.6964
·			

The annexed notes 1 to 16 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

Condensed Interim Income Statement (Unaudited) For the quarter ended 30 September 2017

	Note	Quarter Ended September 30'	Quarter Ended September 30,
Income	Note	2017	2016
Return / mark-up on:		(Rupees in	
 bank balances and term deposits term finance certificates and sukuks 		112,680 15,663	154,082 17,326
- government securities		11,225	9,108
- letter of placement and commercial paper		3,809	12.105
- margin trading system - clean placement		4,025 1,989	13,195
Net (loss) / income on spread transactions		(817)	1,020
Dividend income on spread transactions		3,715	19,099
Net (loss) on sale of investments - net		(13)	(11,179)
Net unrealised (diminution) / appriciation on re-measurement of investments at fair value through profit and loss -net		(7,563)	3,616
Reversal of provision in respect of non-performing investments		1,948	7,987
Total income		146,661	214,254
Expenses Remuneration of Management Company		21,806	33,686
Sindh Sales tax on remuneration of		2,835	
Management Company Accounting and operational charges		2,181	4,379 2,591
Remuneration of Central Depository Company of Pakistan Limited - Trustee		1,930	2,217
Sindh Sales tax on remuneration of trustee		251	288
Annual fee - Securities and Exchange Commission of Pakistan		1,635	1,943
Settlement and bank charges		2,451 715	2,014 1,426
Securities and transaction cost Rating Fee		110	46
Annual listing Fee		7	14
Auditors' remuneration		126	230
Legal and professional charges Printing and related charges		- 0	46
Total expenses		34,053	48,880
Not also and of the control of the delice of the formation of the formatio		112,608	165,374
Net element of Income included in prices of units issued less those in units redeemed.		-	36,348
Provision for Sindh workers' welfare fund	9	(2,252)	-
Net income for the period before taxation		110,356	201,722
Taxation	10	-	-
Net income for the period after taxation		110,356	201,722
Earnings per unit	11		
Allocation of Net income for the period:			
Income already paid on units redeemed		(9,847)	-
Accounting income available for distribution			
-Relating to capital gains		(6,900)	-
-Excluding capital gains		107,409	-
Accounting Income available for Distribution		100,509	201,722
		_	

The annexed notes 1 to 16 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

Condensed Interim statement of Comprehensive Income (Unaudited) For the quarter ended 30 September 2017

	Quarter Ended September 30' 2017	Quarter Ended September 30, 2016
	(Rupees i	n '000)
Accounting Income available for Distribution	100,509	201,722
Other comprehensive income		
Items that may be reclassified subsequently to income statement		
Net unrealised (diminution) on re-measurement of investments classified as 'available-for-sale'	(606)	18,786
Total comprehensive income for the period	99,903	220,508

The annexed notes 1 to 16 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

Condensed Interim Statement of Movement in reserves or Unit Holders' Fund (Unaudited) For the quarter ended 30 September 2017

	Note	Quarter Ended September 30' 2017 (Rupees in '	Quarter Ended September 30, 2016 000)
Net assets at the beginning of the period		8,199,128	6,274,223
Issue of 233,669,302 units (2016: 661,648,832 units) Redemption of 202,633,930 units (2016: 167,844,371 units)		2,515,292 (2,184,260) 331,032	7,143,852 (1,816,714) 5,327,138
Total comprehensive income for the period Income already paid on units redeemed Net element of (income) / loss and capital (gains) / losses included in		99,903 9,847	220,508
prices of units issued less those in units redeemed Net element of income and capital gains included in prices of units issued less those in units redeemed - amount		-	(42,641)
representing income that form part of the unit holders' funds		-	6,293
Net assets as at the end of the period		8,639,910	11,785,521
Net Assets value per unit as at beginning of the period		10.6964	10.7016
Net Assets value per unit as at end of the period		10.8329	10.9116
Undistributed income brought forward comprises of: - Realised Gain - Unrealised Gain		474,475 2,936 477,411	464,419 18,533 482,952
Accounting income available for distribution: -Relating to capital gains -Excluding capital gains		(6,900) 107,409 100,509	201,722
Net element of income and capital gains included in prices of units issued less those in units redeemed - amount representing income that form part of the unit holders' funds			6,293
Undistributed income carried forward		577,920	690,967
Undistributed income carried forward comprises of: - Realised Gain - Unrealised Gain		585,483 (7,563) 577,920	687,351 3,616 690,967

The annexed notes 1 to 16 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

Condensed Interim Cash Flow Statement (Unaudited) For the quarter ended 30 September 2017

CASH FLOWS FROM OPERATING ACTIVITIES	Quarter Ended September 30' 2017 (Rupees	Quarter Ended September 30, 2016 in '000)
Net income for the period before taxation	100,509	201,722
Adjustments for non-cash charges and other items: Net unrealised (appreciation) / diminution in fair value of investments classified as 'at fair value through profit or loss' Reversal of provision in respect of non-performing investments Provision for Sindh workers' welfare fund Net income on spread transactions Income already paid on units redeemed Net element of (income) included in prices of units issued less those in units redeemed.	7,563 (1,948) 2,252 817 9,847	(3,616) (7,987) - - (36,348)
Decrease / (increase) in assets Investments Income and profit receivable Receivable against margin trading system Receivable against sale of investment Deposit and prepayments	119,040 (1,874,053) (11,864) (39,766) 2,907,888 607,058 1,589,263	153,771 (785,828) (27,144) (1,417,664) (751,619) 14,705 (2,967,550)
Decrease / (increase) in liabilities Payable to Management Company Payable to the Central Depository Company of Pakistan Limited - Trustee Payable to Securities and Exchange Commission of Pakistan - Annual fee Accrued expenses and other liabilities	1,076 3,154 (7,771) (33,853) (37,394)	5,787 182 (4,982) (2,543,818) (2,542,741)
Net cash generated / (used in) from operating activities	1,670,909	(5,356,520)
CASH FLOWS FROM FINANCING ACTIVITIES		
Receipts from issuance of units Payments on redemption of units	2,515,297 (2,188,533)	7,143,852 (1,816,714)
Net cash generated from financing activities	326,764	5,327,138
Net increase / decrease in cash and cash equivalents during the period	1,997,673	(29,382)
Cash and cash equivalents at beginning of the period	2,174,206	7,112,317
Cash and cash equivalents at end of the period	4,171,879	7,082,935

The annexed notes 1 to 16 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE QUARTER ENDED SEPTEMBER 30, 2017 (Un-audited)

1 LEGAL STATUS AND NATURE OF BUSINESS

NAFA Income Opportunity Fund ("the Fund") was established under a Trust Deed executed between NBP Fullerton Asset Management Limited as Management Company and Central Depository Company of Pakistan Limited (CDC) as Trustee. The Trust Deed was executed on February 11, 2006 and was approved by the Securities and Exchange Commission of Pakistan (SECP) on January 30, 2006 in accordance with the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the NBFC Rules). The Trust Deed was amended through first supplemental trust deed executed for the change of name and categorisation of the Fund as an income scheme as per the criteria for categorization of open end collective investment scheme as specified by SECP and other allied matters.

The Management Company of the Fund has been licensed to act as an Asset Management Company under the NBFC Rules through a certificate of registration issued by SECP. The registered office of the Management Company is situated at 7th Floor, Clifton Diamond Building, Block No. 4, Scheme No. 5, Clifton, Karachi.

The Fund is an open-ended mutual fund classified as an 'income scheme" by the Management Company and is listed on the Pakistan Stock Exchange (formerly Lahore Stock Exchange). Units are offered for public subscription on a continuous basis. The units are transferable and can be redeemed by surrendering them to the Fund.

The core objective of the Fund is to seek maximum preservation of capital and a reasonable rate of return. The principal activity of the Fund is to make investments in money market and debt securities having a good credit rating and liquidity subject to the guidelines prescribed by SECP. Other avenues of investments include ready future arbitrage in listed securities and transactions under margin trading system.

The Pakistan Credit Rating Agency Limited has assigned an asset manager rating of 'AM1' to the Management Company and a stability rating of A(f) to the Fund.

Title to the assets of the Fund is held in the name of CDC as a trustee of the Fund.

2 BASIS OF PREPARATION

2.1 Statement of compliance

This condensed interim financial information has been prepared in accordance with the approved accounting standards as applicable in Pakistan for interim financial reporting. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, the requirements of the Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003 (the NBFC Rules), the Non-Banking Finance and Notified Entities Regulations, 2008 (the NBFC Regulations) and the directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements of the NBFC Rules, the NBFC Regulations or the directives issued by the SECP differ with the requirements of IFRSs, the requirements of the NBFC Rules, the NBFC Regulations or the directives issued by the SECP shall prevail. The disclosures made in these condensed interim financial statements have, however, been limited based on the requirements of the International Accounting Standard 34: 'Interim Financial Reporting'.

The directors of the asset management company declare that condensed inerim nancial statements give a true and fair view of the fund

3 ACCOUNTING POLICIES

The accounting policies adopted for the preparation of the financial statements for the quarter ended September 30, 2017 are same as those applied in the preparation of annual audited financial statements for the year ended June 30, 2017 except for element of income. Pursuant to SRO 756(I)/2017, management has changed its accounting policy whereby element of income / loss and capital gains / losses in prices of units issued less those in units redeemed' during the year, previously transferred to the 'income statement' has now been taken to unit holders' fund. The above change has been applied from July 01, 2017 as clarified by MUFAP, therefore the comparative information have not been restated.

Un-audited

Audited

						Note	As at S	eptember 30, 2017	As at June 30, 2017
4.	BALANCES WITH BANKS							(Rupees in	(000
	Current accounts Saving accounts					4.1		26,756 145,123 171,879	14,609 2,159,597 2,174,206
4.1	These saving accounts carry mark-u to 10.25% per annum).	ıp at the rate	es ranging f	rom 4% to	o 10.25%	per an	num (30	June 2017: 4.5	5%
5.	INVESTMENTS								
	At fair value through profit or loss -	held for trac	ding						
	Equity securities - listed Equity securities - listed (spread Government securities Term finance certificates - listed Term finance certificates - unlist Sukuks		;)			5.1 5.2 5.3 5.4 5.5 5.6	2	- 179,774 410,325 267,921 757,789 - 515,809	282,911 167,128 449,941 899,980
	Available for sale								
	Equity securities - listed Term finance certificates - listed Term finance certificates - unlist Sukuks	ed			į	5.7 5.8 5.9 5.10		35,674 - - - 35,674	36,281 - - - 36,281
	Loans and receivables							33,674	30,201
	Term deposits Commercial Paper					5.13 5.14'		250,000 199,061	1,100,000 195,252 2,231,513
5.1	Equity securities - listed - at fair	r value thro	ugh profit (or loss - h	neld for tra	ading		<u> </u>	
		Nu	mber of shares	s			Investm	ent as a percenta	ge of
	Name of the investee company	Purchased during the period	Sold during the period	As at Septembe r 30, 2017	Market Value as at September 30, 2017	Net assets	Market value of total investmen t	Paid-up capital of investee company	Paid-up capital of investee company
	All shares have a nominal face value of R	s 10 each.		1	(Rupees in '000)			%	

Accumulated impairment

Textile composite

Azgard Nine Limited (Non-voting)

Carrying value before mark to market as at September 30, 2017

5.2 Equity securities - listed (spread transactions) - at fair value through profit or loss - held for trading

The movement in equity securities represent spread transactions entered into by the Fund. The Fund purchases equity securities in ready market and sells them in future market on the same day, resulting in spread income due to difference in ready and future stock prices. This way the Fund has no open exposure to the stock market.

	Nu	ımber of shares	i	Rs in '000		Investm	ent as a percentage of
Name of the investee company	Purchased during the year	Sold during the year	As at September 30, 2017	Market value as at September 30, 2017	Net assets	Market value of total investment	Paid-up capital of investee company
Oil and Gas							
Oil & Gas Development Company Limi	ted 47.500	20,500	27,000	4,013	0.03	0.16	0.09
Pakistan Petroleum Limited	1,000	1,000	-	,	_	-	-
Pakistan State Oil Company Limited	207,000	207,000	_		_	_	_
Attock Refinery Limited	305,000	81,000	224,000	92,559	0.79	3.71	108.52
Commercial banks							
Askari Bank	143,500	143,500	-	-	-	-	-
Habib Bank	36,500	36,500	-	-	-	-	-
United Bank	500	500	-	-	-	-	-
Chemicals							
Engro Fertilizers Limited	260,500	253,500	7,000	440	-	0.02	0.03
Fauji Fertilizer	260,500	245,000	15,500	1,289	0.01	0.05	0.10
Fauji Fertilizer Bin Qasim	41,500	41,500	-		-	-	-
Construction and Materials							
D.G. Khan Cement Company Limited	823,500	320,500	503,000	73,871	0.63	2.96	16.86
Fauji Cement Company Limited	111,500	93,000	18,500	602	0.01	0.02	0.04
Maple Leaf Cement Factory Limited	82,000	56,000	26,000	2,183	0.02	0.09	0.41
Personal Goods							
Nishat Mills Limited	63,000	57,500	5,500	798	0.01	0.03	0.23
Nishat chunian Limited	104,000	99,000	5,000	273	-	0.01	0.11
Household Goods							
Pak Elektron Limited (Note 6.1.1)	1,660,000	1,624,000	36,000	2,734	0.02	0.11	0.55
Food Producers							
Engro Foods	58,500	57,000	1,500	143	-	0.01	0.02
Power Generation							
K Electric	2,981,500	2,858,000	123,500	869	0.01	0.03	0.04
Hub Power	211,500	211,500	-		-	-	
•	7,399,000	6,406,500	992,500	179,774			

182,060

Page 16

Carrying value before mark to market as

5.3 Government securities - at fair value through profit or loss - held for trading

			Face Va	lue		Market	Investme	nt as a percentage of
Issue Date	Tenor	As at July 1, 2017	Purchases during the period	Sales / Matured during the period	As at September 30, 2017	value as at September 30, 2017	Net assets	Market value of total investments
	•		(Rup	ees in '000) -				%
Market Treasury Bills								
June 22, 2017	3 Months	170,000		170,000.00	-	-		
Aug 31, 2017	3 Months	-	2,940,000	2,640,000	300,000	297,387	2.52	11.93
July 06, 2017	3 Months		260,000	260,000	-	-		
March 2, 2017	6 Months	-	1,000,000	1,000,000	-	-	-	Ξ
Pakistan Investment Bonds								
July 22, 2010	10 Years	100,000	=	-	100,000	112,939	0.96	4.53
						410,326	-	
Carrying value as at Septeml	ber 30, 2017					412,431		

5.4 Term finance certificates - listed - at fair value through profit or loss - held for trading

		Number of ce	rtificates		Market	Investme	nt as a perc	entage of
Name of the investee company	As at July 01, 2017	Purchases during the period	Sales during the period	As at Setember 30, 2017	value as at September 30, 2017	Net assets	Market value of total investment	Issue size
					(Rupees in		%	
All term finance certificates have a face value	of Rs 5,000 ea	ch unless stated	otherwise.		(000)			
Bank Alfalah Limited - V	32,550	-	-	32,550	166,370	1.41	6.67	3.26
Habib bank Limited (Feb 19, 2016)	-	2,000	-	2,000	197,920	1.68	7.94	3.26
Silk Bank Limited (Aug 10, 2016)	-	20,000	-	20,000	94,467	0.80	3.79	3.26
Pace (Pakistan) Limited (note 5.4.1)	30,000	-	-	30,000	-	-	-	10.00
Saudi Pak Leasing Company Limited (note 5.4	.2) 15,000	-	-	15,000	-	-	-	10.00
					458,757	- !		
Carrying value before mark to market as at So	eptember 30, 20	017			655,917			
Accumulated impairment					191,141	ı		

- 5.4.1 This represents investment in listed term finance certificates with a term of five years. The investee company had defaulted on its obligation on account of principal and profit payment and accordingly has been classified as a non performing asset by Mutual Funds Association of Pakistan (MUFAP) since September 5, 2011. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
- 5.4.2 This represents investment in term finance certificates with original term of nine years. On October 13, 2011 the investee company defaulted on its obligation on account of principal and profit payment. The investee company rescheduled its term on December 26, 2011 with a new maturity in March 2017. The said term finance certificates complied with repayment terms since it was rescheduled and had been reclassified as performing as per criteria defined in circular no. 1 of 2009. However, the investee company again defaulted on its obligation on account of principal and profit payment for the month of April 2014 and was therefore declared as non performing asset by MUFAP since April 30, 2014. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.

5.5 Term finance certificates - unlisted - at fair value through profit or loss - held for trading

		Number of ce	rtificates		Market	Investment as a percentage of		
Name of the investee company	As at July 01, 2017	Purchases during the period	Sales during the period	As at Setember 30, 2017	value as at September 30, 2017	Net assets	Market value of total investment	Issue size
					(Rupees in '000)		%	
All term finance certificates have a face value	of Rs 5,000 ea	ch unless stated	otherwise.					
JS Bank Limited (December 14, 2016)	60,000	-	-	60,000	302,039	2.56	12.12	10
Jahangir Siddiqui and Company Limited (April 08, 20	014) 15,000	-	-	15,000	45,166	0.38	1.81	10
Jahangir Siddiqui and Company Limited (June 24, 20	16) 20,000	-	-	20,000	101,406	0.86	4.07	10
Jahangir Siddiqui and Company Limited (July 18, 20	17) -	23,340	=	23,340	118,363	1.00	4.75	10
					566,974			
Carrying value before mark to market as at Se	ptember 30, 20	017			566,642	•		

Equity securities - listed - available for sale 5.6

		Number of	shares		Market	Investment as a percentage of			
Name of the investee company	As at July 01, 2017	Purchased during the year	Sold / matured during the period	As at September 30, 2017	value as at September 30, 2017	Net assets		Paid-up capital of investee company	
					Rs in '000		%		

All shares have a nominal face value of Rs 10 each.

CHEMICALS

Accumulated impairment

Agritech Limited (note 5.7.1) 4.040.090 4,040,090 35,674 0.00% Carrying cost as at September 30, 2017 36,281

On April 12, 2012, a share transfer and debt swap agreement was entered into between the Financial Institutions and Azgard 5.7.1 Nine Limited (the issuer), whereby the issuer agreed to transfer its entire holding in Agritech Limited to the existing lenders / creditors, including the Term Finance Certificate (TFC) holders at the agreed settlement price, in partial settlement of the outstanding principal / redemption obligations. As part of the above arrangement, the Fund settled its investment in TFC of Azgard Nine Limited amounted to Rs. 141,403,150 in consideration of 4,040,090 ordinary shares at the value of Rs. 35 per share of Agritech Limited against the partial settlement of its outstanding exposure. The fair value of an ordinary share was Rs. 12.30 at transaction date i.e. October 31, 2012. Accordingly, the same have been recorded at fair value and the resultant effect recorded through income statement as recovery on partial settlement of investment.

As per the terms of the Share Transfer and Debt Swap Agreement, Agritech Limited shares shall be held by the respective trustees for the TFC issues in their name for and on behalf of the TFC holders who shall be the beneficial owners of the subjected shares in proportion to their holdings. Accordingly, the trustees for the TFC issue pursuant to shareholders investors agreement hold the said ordinary shares for and on behalf of TFC holders for a period of five years from the date of transfer. During the lock in period of five years, shares can be sold to an outside buyer subject to a prior written approval of the investors, however, no such approval is required for inter financier sale.

18,584

5.7 Term finance certificate - listed - available for sale

		Number of ce	rtificates		Market	Investment as a percentag		entage of
Name of the investee company	As at July 1, 2017	Purchased during the period	Sold / matured during the peiod	As at June 30, 2017	value as at September 30, 2017	Net assets	Market value of total investment s	Issue size
					Rs in '000		· %	
Worldcall Telecom Limited (note 5.8.1)	45,000	-	-	45,000			-	0.00%
Carrying value before mark to market as at September 30, 2017								
Accumulated impairment					88,456			

- 5.8.1 This represents investment in listed term finance certificates with a term of 5 years. On April 07, 2012, the investee company defaulted on its obligation on account of principal and profit payment and accordingly has been classified as a non performing asset by MUFAP since November 8, 2012. The amount of provision required as per SECP circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
 - 5.8 Term finance certificate unlisted available for sale

		Number of certificates			Carrying	Carrying Investme		ent as a percentage of	
Name of the investee company	As at July 01, 2017	Purchased during the period	Sold / matured during the period	As at September 30, 2017	value as at September 30, 2017	Net assets	Market value of total investment s	Issue size	
					Rs in '000		%		
Azgard Nine Limited III (note 5.9.1)	50,000	_	_	50,000	_	_	_	0.00%	
Azgard Nine Limited V (note 5.9.1)	16,436	-	-	16,436	-	-	-	0.00%	
Dewan Cement Limited (note 5.9.2)	30,000	-	-	30,000	-	-	-	0.00%	
New Allied Electronics Industries (Private)						_	-		
Limited (note 5.9.3)	15,000	-	-	15,000	-	_	-	0.00%	
Agritech Limited I (note 5.9.4)	30,000	-	-	30,000	-	-	-	0.00%	
Agritech Limited V (note 5.9.5)	6,464	-	-	6,464	-	-	-	0.00%	
					-	-			
Carrying value as at September 30, 2017					554,444	Ī			
Accumulated impairment					554,444	-			

- 5.9.1 These zero coupon privately placed term finance certificates were issued against the interest receivable on TFCs of Azgard Nine Limited (disclosed in note 5.7.1) under an agreement dated June 28, 2012 between the Management Company of the Fund and Azgard Nine Limited. These privately placed term finance certificates were issued against non performing securities, therefore the management, as a matter of prudence has recognized these at nil value. MUFAP classified these as non-performing since June 21, 2010 and December 7, 2012 respectively. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
- 5.9.2 The Fund had advanced an amount of Rs 150 million in respect of Pre-IPO placement of Dewan Cement Limited (DCL) under an agreement, which required public offering to be completed within 270 days of the date of agreement (which was 09 January 2008). DCL failed to complete the public offering within the said time period and has also defaulted in payment of principal and profit. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
- 5.9.3 These represent investments in privately placed term finance certificates (term: 4 years) and sukuks (term: 5 years) of the investee company. The investee company had defaulted on its obligation on account of principal and profit payment and accordingly has been classified as non performing asset by MUFAP since January 9, 2009. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.

- 5.9.4 This represents investment in listed term finance certificates with a term of seven years. On May 30, 2010, Agritech Limited defaulted in payment of principal and mark-up due and accordingly has been classified as non performing asset by MUFAP since June 14, 2010. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
- 5.9.5 This represents investment in privately placed term finance certificates of Agritech V received against due markup of Agritech I. MUFAP classified these as non-performing on January 17, 2012. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.

5.10 Sukuks - available for sale

		Number of ce	rtificates		Market	Investment as a percentage of		
Name of the investee company	As at July 1, 2017	Purchased during the period	Sold / matured during the period	As at September 30, 2017	value as at September 30, 2017	Net assets	Market value of total investment s	Issue size
					Rs in '000		%	
New Allied Electronics Industries (Private) Limited (note 5.9.3)	9,000	_	_	9,000	_	0.00%	0.00%	0.00%
Eden Housing Limited (note 5.10.1)	9,200	_	_	9,200	_	0.00%	0.00%	0.00%
BRR Guardian Modaraba (note 5.10.2)	10,000	-	-	10,000	-	0.00%	0.00%	0.00%
Carrying value as at September 30, 2017					65,449	ı		
Accumulated impairment					65,449	Ī		

- 5.10.1 This represents investment in privately placed sukuks with a term of five years. The investee company had defaulted on its obligation on account of principal and profit payment and accordingly has been classified as non performing asset by MUFAP since January 9, 2009. The amount of provision as per circular no. 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
- 5.10.2 This represents investment in privately placed sukuks. The investee company had defaulted on its obligation on account of principal and profit payment and accordingly has been classified as non performing asset by MUFAP since January 26, 2015. The investment has been fully provided.
- 5.11 The term finance certificates and sukuks held by the Fund are generally secured against hypothecation of stocks and receivables and mortgage / pledge of fixed assets of the investee company.
- 5.12 These represents long term deposits having original maturity period of more than three months. These carry mark-up rate of 10% per annum.
- 5.13 These represents long term deposits having original maturity period of more than three months. These carry mark-up rate of 8.35% per annum.
- 5.14 This carries return of 7.92% per annum (June 30, 2017: 7.92%).

		Un-audited As at September 30, 2017	Audited As at June 30, 2017
6	MARK-UP AND DIVIDEND RECEIVABLE	(Rupees in	'000)
	Mark-up accrued on bank balances and term deposits - net Mark-up accrued on margin trading system Mark-up accrued on term finance certificate and sukuks - net Mark-up accrued on Pakistan Investment Bonds Dividend receivable	31,005 702 22,465 8,285 6,016 68,473	18,354 363 6,337 5,260 26,295 56,609
7	ACCRUED EXPENSES AND OTHER LIABILITIES		
	Auditors' remuneration payable Provision for Sindh Workers' Welfare Fund Payable against investment Settlement charges Printing charges Withholding tax Capital gain tax Legal and professional charges Payable against redemption of units Brokerage payable Federal Excise duty Dividend payable Others	548 12,721 20,012 1,106 201 22,689 2,806 9 4,273 128 39,240 19 365	422 10,469 39,241 1,410 201 21,466 58,399 3 362 3,963

8 CONTINGENCIES AND COMMITMENTS

There were no contingencies outstanding as at September 30, 20176 and as at June 30, 2017, other than those disclosed elsewhere in these financial statements.

8.1 Commitments

Margin Trading System (MTS) transactions entered into by the Fund in respect of which the purchase transactions have not been settled	37,318	-
Margin Trading System (MTS) transactions entered into by the Fund in respect of which the released transactions have not been settled	39,538	9,836

9 PROVISION FOR SINDH WORKERS' WELFARE FUND

As a consequence of the 18th amendment to the Constitution of Pakistan, in May 2015 the Sindh Workers' Welfare Fund Act, 2014 (SWWF Act) had been passed by the government of Sindh as a result of which every industrial establishment located in the Province of Sindh, the total income of which in any accounting year is not less than Rs 0.50 million, is required to pay Sindh Workers' Welfare Fund (SWWF) in respect of that year a sum equal to two percent of such income. The matter was taken up by the MUFAP with the Sindh Revenue Board (SRB) collectively on behalf of various asset management companies and their CISs whereby it was contested that mutual funds should be excluded from the ambit of the SWWF Act as these were not industrial establishments but were pass through investment vehicles and did not employ workers. The SRB held that mutual funds were included in the definition of financial institutions as per the Financial Institution (Recovery of Finances) Ordinance, 2001 and were, hence, required to register and pay SWWF under the SWWF Act. Thereafter, MUFAP has taken up the matter with the Sindh Finance Ministry to have CISs / mutual funds excluded from the applicability of SWWF.

In view of the above developments regarding the applicability of SWWF on CISs / mutual funds, MUFAP on January 12, 2017 recommended all its members that as a matter of abundant caution the provision in respect of SWWF should be made on a prudent basis with effect from the date of enactment of the Sindh WWF Act, 2014 (i.e. starting from May 21, 2015).

104.117

137.970

Had the provision for SWWF not been recorded in the financial statements of the Fund, the net asset value of the Fund as at Sep 30, 2017 would have been higher by Re 0.0159 per unit.

10 Taxation

The income of the Fund is exempt from income tax as per clause 99 of part I of the Second Schedule to the Income Tax Ordinance, 2001 subject to the condition that not less than ninety percent of its accounting income for the year, as reduced by capital gains, whether realised or unrealised, is distributed to the unit holders as cash dividend. The management intends to distribute 90 percent of the Fund's net accounting income earned by the year end as cash dividend to the unit holders. Accordingly, no provision in respect of taxation has been made in this condensed interim financial information.

The Fund is also exempt from the provisions of section 113 (minimum tax) under clause 11A of Part IV of the Second Schedule to the Income Tax Ordinance, 2001.

11 EARNINGS PER UNIT

Earnings per unit (EPU) for the Quarter ended September 30, 2017 has not been disclosed as in the opinion of the management, determination of weighted average units for calculating EPU is not practicable.

12 TOTAL EXPENSE RATIO

Total Expense Ratio (all the expenses incurred during the period divided by Average net assets value for the period) is 1.66 % per annum including 0.32 % representing government levies on collective investment scheme such as sales tax, Sindh worker's welfare fund and SECP fee for the period

13 DETAILS OF NON-COMPLIANT INVESTMENT WITH THE INVESTMENT CRITERIA AS SPECIFIED BY THE SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN

The Securities and Exchange Commission of Pakistan vide circular no. 7 of 2009 dated March 6, 2009 required all Asset Management Companies to classify funds under their management on the basis of categorisation criteria laid down in the circular. The Board has approved the category of the Fund as 'Income Fund'.

In accordance with clause 9 (iii) of the investment criteria laid down for 'Income Schemes', the Fund is required to invest atleast 25% of the net assets in cash and near cash instruments which include cash in bank accounts(excluding TDRs), treasury bills not exceeding 90 days maturity. Clause (v) of the categorization criteria requires that the ratings of any security in the portfolio of the Fund shall not be lower than investment grade. However, as at September 30, 2013, the Fund is in non-compliance with the above-mentioned requirement in respect of the following:

Type of Investment	Name of Non-Compliant Investment	Value of investment befor provision	Provision held, if any	Value of investmen t after provision	Percentage of net assets	Percentage of gross assets
Investment in Debt securities & Sukuks**	Agritech Limited Agritech Limited V Azgard Nine Limited III Azgard Nine Limited III Azgard Nine Limited V BRR Guardian Modaraba - Suk Dewan Cement Limited Eden Housing Limited - Sukuk New Allied Electronics Industri (Private) Limited - PPTFC New Allied Electronics Industri (Private) Limited - Sukuk I PACE Pakistan Limited Saudi Pak Leasing Company Limited World Call Telecom Limitee	150,000 II 9,056 des 31,707 des I 44,149 149,820 *** 41,321	149,860 32,320 108,377 82,180 12,244 150,000 9,056 31,707 44,149 149,820 41,321 88,456	-	- - - - - - - - - - - - - - - - - - -	- - - - - - - - - - -
Investment in Equity	Azgard Nine Limited (Non-V Agritech Limited *	oting) 13/54,258	13 18,584	- 35,674	0.30%	0.29%

^{*} These shares are received in partial settlement against TFCs of Azgard Nine Limited as fully explained in note 4.4.1.
** At the time of purchase, the TFCs and Sukuks were in compliance with the aforementioned circular.

However, they subsequently defaulted or were downgraded to non investment grade.

*** Performing but below investment grade

14 TRANSACTIONS AND BALANCES WITH CONNECTED PERSONS

- 14.1 Connected persons include NBP Fullerton Asset Management Limited being the Management Company, Central Depository Company of Pakistan Limited being the Trustee, National Bank of Pakistan (NBP) and Alexandra Fund Management Pte. Limited being the sponsors, other collective investment schemes managed by the Management Company, directors and officers of the Management Company, entities under common management or directorships and unit holders holding 10 percent or more units of the Fund.
- 14.2 The transactions with connected persons are in the normal course of business, at contracted rates and terms determined in accordance with market rates.
- 14.3 Remuneration to the Management Company is determined in accordance with the provisions of the NBFC Regulations and the Trust Deed.
- 14.4 Remuneration payable to the Trustee is determined in accordance with the provisions of the Trust Deed.

		Quarter ended September 30, 2017	Quarter ended September 30, 2016
		(Rupee	s in '000)
14.5	Details of the transactions with connected persons are as follows:		
	NBP Fullerton Asset Management Limited - Management Company Remuneration of the Management Company Sindh sales tax on remuneration of the Management Company Accounting and operational charges to the Management Company Front-end load	21,806 2,835 2,181	33,686 4,379 2,591 133
	Central Depository Company of Pakistan Ltd Trustee Remuneration of the Trustee Sindh Sales Tax on remuneration of the Trustee CDS charges	1,930 251 1,380	2,217 288 204
	Employees of NAFA Units Issued / transferred in 2,403,952 units (2016: 3,875,964 units) Units redeemed / transferred out 2,047,430 units (2015: 2,999,725 units)	25,813 22,032	41,939 32,539
	TELENOR EMPLOYEES GRATUITY FUND Units redeemed / transferred out 292,975 units (2016: nil units)	3,148	
	PAKISTAN CENTRE FOR PHILANTHROPY Units Issued / transferred in 800,20 units (2016: nil units) Units redeemed / transferred out 137,644 units (2016: nil units)	862 1,485	- -
	CDC Trustee NAFA Financial Sector Income Fund Purchased T-Bill		68,308

		(Un-audited) As at September 30, 2017	(Audited) As at June 30, 2017
		(Rupee	s in '000)
5	Amounts outstanding as at year end		
	NBP Fullerton Asset Management Limited (Management Company)		
	Remuneration of the Management Company	7,450	8,475
	Sindh Sales Tax on remuneration of the Management Company	969	1,102
	Operational expenses	14,722	12,541
	FED payable on sales load	1,455	-
	Sales tax payable on sales load	154	-
	Sales load	382	336
	Central Depository Company of Pakistan Limited (Trustee)		
	Remuneration of the trustee	2,026	1,690
	Sindh sales tax on remuneration of the trustee	264	220
	CDS charges	2,774	1,394
	Security deposit	100	100
	security deposit	.00	.00
	National Bank of Pakistan (Parent of the Management Company)		
	Bank balance	27,386	25,691
	Summit Bank Limited (Common Directorship with the Management		
	Company)		
	Investment held in the Fund: nil units (June 30, 2017: nil units)	-	-
	Bank balance	28,871	16,732
	NBP Employees Pension Fund (Pension Fund of the parent of the		
	Management Company) Investment held in the Fund: 84,145,982 units (June 30, 2017: 84,145,983 units)	911,545	900,059
	NBP Employees Benevolent Fund Trust (Benevolent Fund of the		
	parent of the Management Company)		
	Investment held in the Fund: 2,856 units (June 30, 2017: 2,856 units)	31	31
	Employees of the Management Company		
	Investment held in the Fund: 1,116,196 units (June 30, 2017: 8,125,786 units)	12,091	760
	Telenor Employees Gratuity Fund Investment held in the Fund:12,392,409 units(June 30,2017:12,685,385units)	134,246	135,688
	investment nerd in the rund:12,392,409 unitslydne 30,2017:12,665,365units)	134,246	133,000
	Pakistan Centre for Philanthropy		
	Investment held in the Fund: 430,980 units (June 30, 2017: 488,605 units)	4,669	5,226
	BankIslami Pakistan Limited (Common Directorship with the Management Company)		
	Bank Balance	3,301	1,596
		-,	-,
	Amount receivable / (payable) against issue of units from:		
	NAFA Financial Sector Income Fund	-	9,009
	NAFA Islamic Asset Allocation Fund	-	1,440
	NAFA Islamic Stock Fund	-	3,212
	NAFA Stock Fund	-	3,281

14.5

15 DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue by the Board of Directors of the Management Company on October 27, 2017.

16 GENERAL

Figures have been rounded off to the nearest thousand rupees.

For NBP Fullerton Asset Management Limited (Management Company)



NBP Fullerton
Asset Management Ltd.

A Subsidiary of
National Bank of Pakistan

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