



NBP Fullerton  
Asset Management Ltd.  
A Subsidiary of  
National Bank of Pakistan

## NAFA MULTI ASSET FUND

**QUARTERLY  
REPORT**  
**March  
31 2017**




*Your investments & "NAFA" grow together*



**FULLERTON FUND  
MANAGEMENT**

*Joint - Venture Partners*

## 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.

# NAFA MULTI ASSET FUND

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# NAFA MULTI ASSET FUND

## FUND'S INFORMATION

### Management Company

NBP Fullerton Asset Management Limited – Management Company

### Board of Directors of the Management Company

Mr. Nausherwan Adil	Chairman
Dr. Amjad Waheed	Chief Executive Officer
Mr. Aamir Sattar	Director
Mr. Abdul Hadi Palekar	Director
Mr. Foo Chiah Shiung (Kelvin Foo)	Director
Mr. Lui Mang Yin (Martin Lui)	Director
Mr. Kamal Amir Chinoy	Director
Mr. Shehryar Faruque	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. Foo Chiah Shiung (Kelvin Foo)	Member
Mr. Aamir Sattar	Member

### Human Resource and Remuneration Committee

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

### Trustee

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  
Summit Bank Limited  
Bank Alfalah Limited  
Bank Al-Habib Limited  
Faysal Bank Limited  
Habib Bank Limited  
Habib Metropolitan Bank Limited  
MCB Bank Limited  
National Bank of Pakistan  
NIB Bank Limited  
Silk Bank Limited  
Soneri Bank Limited  
The Bank of Punjab  
United Bank Limited  
Sindh Bank Limited  
Zarai Taraqati Bank Limited

# NAFA MULTI ASSET FUND

## **Auditors**

KPMG Taseer Hadi & Co.  
Chartered Accountants  
Sheikh Sultan Trust Building No.02  
Beaumont Road,  
Karachi - 75530, Pakistan.

## **Legal Advisor**

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

## **Head Office:**

7th Floor Clifton Diamond Building, 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](http://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

# NAFA MULTI ASSET FUND

## DIRECTORS' REPORT

The Board of Directors of NBP Fullerton Asset Management Limited is pleased to present the unaudited financial statements of **NAFA Multi Asset Fund (NMF)** for the period ended March 31, 2017.

### Fund's Performance

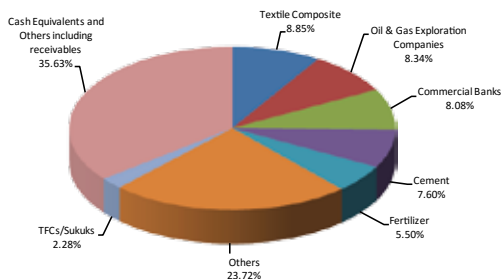
The size of NAFA Multi Asset Fund has increased from Rs.1,328 million to Rs.1,797 million during the period, i.e. a increase of 35%. During the period, the unit price of NAFA Multi Asset Fund (NMF) has increased from Rs. 15.6377 on June 30, 2016 to Rs. 20.1340 on March 31, 2017, thus showing a increase of 28.75%. The Benchmark increased during the same period was 15.94%. Thus, the Fund has outperformed its Benchmark by 12.82% during the period under review. Since inception the NAV of the Fund has increased from Rs.3.9496 (Ex-Div) on January 19, 2007 to Rs.20.1340 on March 31, 2017, thus showing an increase of 409.78%. During the said period, the Benchmark increased by 170.66%, translating into outperformance of 239.11%. This performance is net of management fee and all other expenses.

After lackluster stock market performance in FY16, the stock market bounced back sharply in 9MFY17, delivering impressive return of 27.5%. It is however worthwhile to note that most of the gains were made during 1HFY17 in which the benchmark KSE-100 index surged by 26.5%. Favorable macroeconomic indicators such as modest inflation, record low interest rates, all time high forex reserves coupled with reclassification of Pakistan Stock Exchange into MSCI emerging market index from frontier market underpinned the strong run-up in the market during 1HFY17. Though the market carried on its momentum entering into 3QFY17 as KSE-100 index crested at all time high level of 50,192 on 26th January, the market remained quite jittery in the subsequent period. Rising political uncertainty unnerved the investors, triggering panic sell-off by the investors. Rising risks to the external account from widening current account deficit and stagnating foreign remittances further soured the investors' sentiments.

Engineering, Chemicals, Autos, Oil & Gas Marketing Companies and Textiles delivered superior returns during 9MFY17, while Fertilizers, E&Ps, Pharmaceuticals and Power sector underperformed the market during the period. Foreign investors remained large net sellers with outflows of USD483 million during the aforesaid period. On the local side, Mutual Funds remained the main net buyers taking fresh equity exposure worth USD419 million absorbing most of the foreign selling. Other than Mutual Funds, Insurance and other Companies also remained net buyers investing USD152 million and USD131 million, respectively. Amongst the local investors, Banks/DFIs significantly liquidated their equity position worth USD181 million.

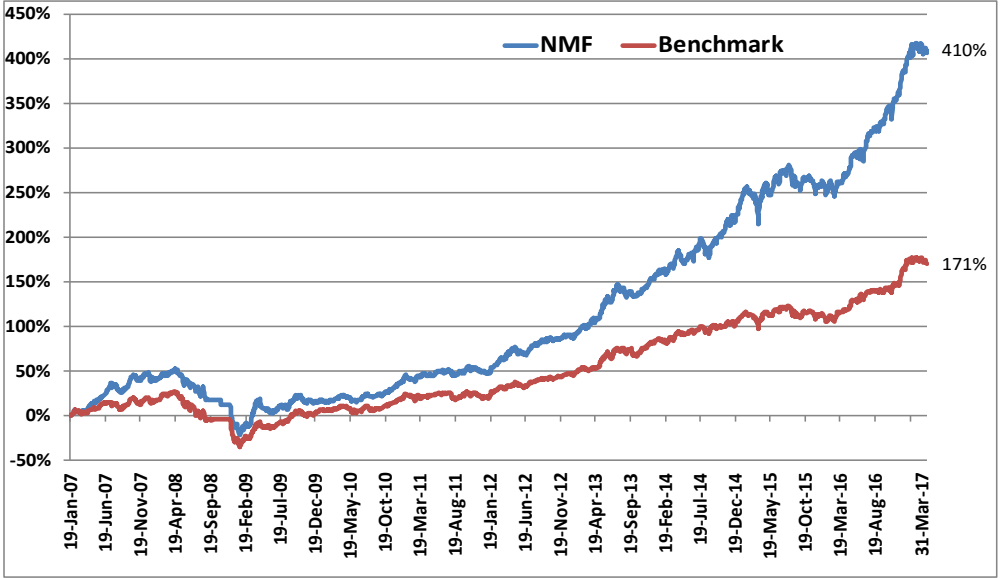
During the period under review, State Bank of Pakistan (SBP) maintained the discount rate and policy rate at 6.25% and 5.75% respectively. The improved interbank liquidity conditions (due to net government retirement and increase in bank deposits) were well calibrated through the open market operations – keeping the weighted average overnight repo rate close to the policy rate. However, long-term sovereign yields witnessed an average increase of around 45-60 basis points, indicating investors' demand for higher term premium. CPI on year-on-year basis was recorded at 4.01% in 9MFY17 as compared to 2.64% in corresponding period last year.

Overall trading activity in corporate debt securities was recorded at Rs. 7.8 billion. The trades were primarily concentrated in Banking sector TFCs. The Fund has earned total income of Rs.446.23 million during the period. After accounting for expenses of Rs.44.94 million, the net income is Rs.401.29 million. The asset allocation of the Fund as on March 31, 2017 is as follows:



# NAFA MULTI ASSET FUND

NMF Performance versus Benchmark (Since Inception)



## 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: April 28, 2017  
Place: Karachi.

# NAFA MULTI ASSET FUND

## ڈائریکٹرز رپورٹ

NBP فلٹرن ایسٹ منجمنٹ لمیٹڈ کے بورڈ آف ڈائریکٹرز صدمہ 31 مارچ 2017ء کو ختم ہونے والی مدت کے لیے NAFAs ملٹی ایسٹ فنڈ (NMF) کے غیر آڈٹ شدہ مالیاتی گوشوارے پیش کرتے ہیں۔

### فنڈ کی کارکردگی

NAFA ملٹی ایسٹ فنڈ (NMF) کا فنڈ سائز اس مدت کے دوران 1,328 ملین روپے سے بڑھ کر 1,797 ملین روپے ہو گیا، یعنی 35% کا اضافہ ہوا۔ اس مدت کے دوران NAFA ملٹی ایسٹ فنڈ (NMF) کے پونٹ کی قیمت 30 جون 2016ء کو 15.6377 روپے سے بڑھ کر 31 مارچ 2017ء کو 20.1340 روپے پر پہنچ چکی ہے۔ لہذا 28.75% اضافہ ہوا ہے۔ اسی مدت کے دوران نیٹج مارک میں 15.94% اضافہ ہوا ہے۔ لہذا زیر جائزہ مدت کے دوران فنڈ کی اپنے نیٹج مارک سے 12.82% سے بہتر کارکردگی رہی۔ اپنے قیام 19 جنوری 2007ء سے اب تک فنڈ کا NAV 3.9496 روپے (Ex-Div) سے بڑھ کر 31 مارچ 2017ء کو 20.1340 روپے ہو گیا، لہذا 409.78% کا اضافہ ہوا۔ اس مدت کے دوران نیٹج مارک میں 170.66% اضافہ ہوا ہے، جس کا نتیجہ فنڈ کی 239.11% بہتر کارکردگی کی صورت میں سامنے آیا ہے۔ یہ کارکردگی منجمنٹ فیس اور دیگر تمام اخراجات کے بعد حاصل ہے۔

مالی سال 2016ء میں اسٹاک مارکیٹ کی بے یقینی کی کیفیت کے بعد مالی سال 2017ء کے نو ماہ میں اسٹاک مارکیٹ میں خاطر خواہ تیزی آئی، اور منافع میں 27.5% کا متاثر کن اضافہ حاصل ہوا۔ تاہم یہ بات قابل قدر ہے کہ زیادہ اضافہ مالی سال 2017ء کی پہلی ششماہی میں ہوا جس میں KSE-100 انڈیکس کی معیاری سطح میں 26.5% اضافہ ہوا۔ کیا یہ معیشت کے مثبت اشارے، جیسے معتدل افراط زر، شرح سود میں ریکارڈ کمی، اس وقت تک کے سب سے زیادہ زرمبادلہ کے ذخائر، پاکستان اسٹاک ایکسچینج کی MSICI، ایئر لائن مارکیٹ انڈیکس میں دوبارہ شمولیت کی بدولت مالی سال 2017ء کی پہلی ششماہی میں مارکیٹ میں ایک مستحکم تیزی آنے سے تقویت حاصل ہوئی۔ اگرچہ مالی سال 2017ء کی تیسری سہ ماہی کے آغاز میں مارکیٹ کی آگے بڑھنے کی رفتار برقرار رہی جسکی بناء پر 26 جنوری KSE-100 انڈیکس اس وقت تک کی بلند ترین سطح یعنی 50,192 تک پہنچ گیا تاہم اس کے بعد کے عرصہ میں مارکیٹ میں جہانی کیفیت کا شکار رہی۔ سیاسی بے یقینی کے باعث سرمایہ کار گھبراہٹ کا شکار ہوئے جس کے نتیجے میں انہوں نے حصص فروخت کرنے شروع کر دیئے۔ کرنٹ اکاؤنٹ کے بڑھتے ہوئے خسارے کی وجہ سے بیرونی ڈالروں میں خدشات میں بھی اضافہ ہوا اور بیرون ملک سے ترسیل زر میں بھی کمی آگیا جس سے سرمایہ کاروں کا جوش و خروش مزید کم ہو گیا۔

انجینئرنگ، کیمیکلز، آٹو، آئل اینڈ گیس مارکیٹنگ کمپنیوں اور میٹال کے شعبے نے مالی سال 2017ء کے نو ماہ میں بہترین منافع دیا جب کہ اس عرصہ میں فرملائزر، مٹلاش اور پیداوار کی کمپنیوں، فارماسیوٹیکلز اور یاور کے شعبے کی کارکردگی معمول سے بھی کم رہی۔ مذکورہ مدت میں غیر ملکی سرمایہ کار بڑے فروخت کنندہ رہے اور \$483 ملین کی رقم بیرون ملک چلی گئی۔ ملکی سطح پر میچوئل فنڈز کے \$419 ملین کے حصص کے خریدار رہے جس نے غیر ملکی سرمایہ کاروں کی جانب سے کی گئی فروخت کے اثر کو زائل کیا۔ میچوئل فنڈز کے علاوہ انشورنس اور دیگر کمپنیاں بھی خالص خریداروں میں شامل رہیں اور انہوں نے بالترتیب 152 ملین یو ایس ڈالر اور 131 ملین یو ایس ڈالر کی سرمایہ کاری کی۔ مقامی سرمایہ کاروں میں بینک/DFIs نے \$18 ملین میں حصص کی فروخت کی۔

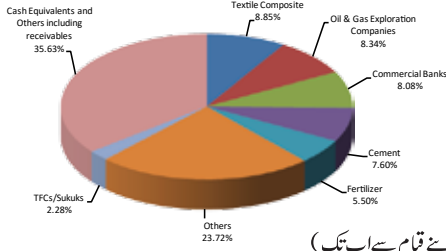
زیر جائزہ مدت میں اسٹیٹ بینک آف پاکستان (SBP) نے ڈسکانٹ ریٹ اور پالیسی ریٹ 6.25% اور 5.75% کی شرح پر برقرار رکھا۔ بہتر انٹریٹ سہولت کی صورت حال (نیٹ گورنمنٹ ریٹائرمنٹ اور بینک ڈپازٹس میں اضافہ کے سبب) کی قدر و قیمت کا اوپن مارکیٹ آپریشنز کے ذریعہ بہتر تعین کیا گیا۔ جبکہ ریپو کے ریٹ کی شرح کی قدر کو پالیسی ریٹ سے قریب تر رکھا گیا۔ تاہم طویل المدتی و بہترین نتائج میں تقریباً 60-45 بنیادی پوائنٹس کا اوسط اضافہ ہوا، جس سے سرمایہ کاروں کی زیادہ مدت کے پرمیٹنگ کی طلب کا مظاہرہ ہوا۔ مالی سال 2017ء کے نو ماہ میں سال بسال بنیاد پر CPL 4.01% ریکارڈ کیا گیا جو گزشتہ سال اسی مدت میں 2.64% تھا۔

مجموعی طور پر کار پورٹ ڈیٹ سیکورٹیز کی تجارتی سرگرمیاں 7.8 ملین روپے رہیں۔ تجارت میں ابتدائی توجہ بینکنگ کے شعبہ TFCs پر رہی۔ اس مدت کے دوران فنڈ نے 23.446 ملین روپے کی مجموعی آمدنی کمائی۔ اخراجات کی مد میں 44.94 ملین روپے منہا کرنے کے بعد خالص آمدنی 401.29 ملین روپے ہے۔ فنڈ کی ایسٹ ایلیکشن

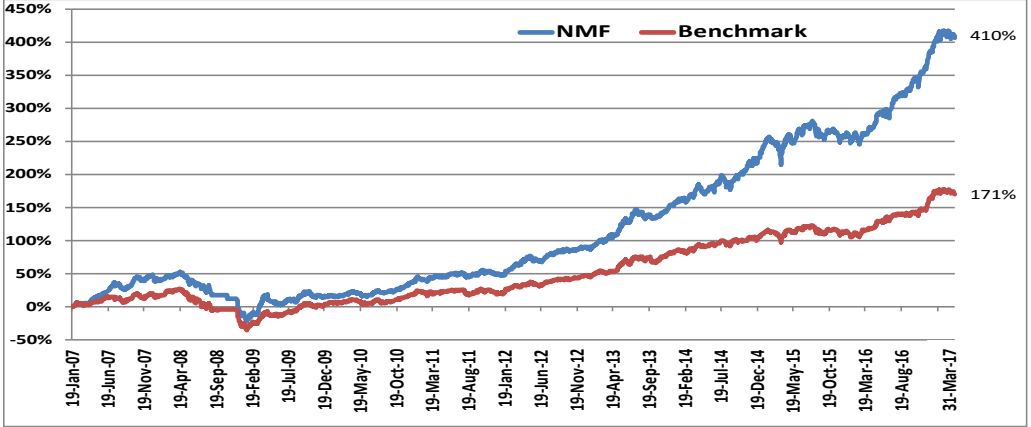
31 مارچ 2017ء کو برعاطن ذیل ہے:



# NAFA MULTI ASSET FUND



بچ مارک کے مقابلے میں NMF کی کارکردگی (اپنے قیام سے اب تک)



## اظہار تشکر

بورڈ اس موقع کا فائدہ اٹھاتے ہوئے منجنت کمپنی پر اعتماد، اعتبار اور خدمت کا موقع فراہم کرنے پر اپنے قابل قدر یونٹ ہولڈرز کا شکریہ ادا کرتا ہے۔ یہ سیکورٹیز اینڈ اینڈ اسٹیٹ بینک آف پاکستان اور اسٹیٹ بینک آف پاکستان سے بھی ان کی سرپرستی اور رہنمائی کے لیے پُر خلوص اظہار تشکر کرتا ہے۔

بورڈ اپنے اسٹاف اور اسٹریٹیجی کی طرف سے محنت، لگن اور عزم کے مظاہرے پر اپنا خراج تحسین بھی ریکارڈ پر لانا چاہتا ہے۔

منجانب بورڈ آف ڈائریکٹرز

NBP فلٹرن ایسٹ منجنت لمیٹڈ

ڈائریکٹر

چیف ایگزیکٹو

بتاریخ

28 اپریل 2017ء

مقام: کراچی

# NAFA MULTI ASSET FUND

## CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2017

	Note	31 March 2017 Unaudited	30 June 2016 Audited
(Rupees in '000)			
<b>ASSETS</b>			
Balances with banks		658,239	350,744
Investments	4	1,156,696	1,045,319
Receivable against sale of Investments		4,194	-
Dividend and profit receivable		7,001	3,898
Advances, deposits, prepayments and other receivables		3,746	3,650
<b>Total assets</b>		1,829,876	1,403,611
<b>LIABILITIES</b>			
Payable to the Management Company		17,650	16,031
Payable to the Trustee		272	226
Payable to the Securities and Exchange Commission of Pakistan		1,017	1,249
Dividend payable		-	33,441
Payable against redemption of units		20	11
Accrued expenses and other liabilities		13,967	24,811
<b>Total liabilities</b>		32,926	75,769
<b>NET ASSETS</b>		1,796,950	1,327,842
<b>UNIT HOLDERS' FUND (As per statement attached)</b>		1,796,950	1,327,842
<b>CONTINGENCIES AND COMMITMENTS</b>			
	5	(Number of units)	
Number of units in issue		89,249,757	84,912,656
		(Rupees)	
Net Asset Value per unit		20.1340	15.6377

The annexed notes 1 to 12 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited  
(Management Company)

Chief Executive

Director

# NAFA MULTI ASSET FUND

## CONDENSED INTERIM INCOME STATEMENT (UNAUDITED) FOR THE NINE MONTH PERIOD AND QUARTER ENDED MARCH 31, 2017

Note	Nine Month Ended		Quarter ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
----- Rupees in '000 -----				
<b>INCOME</b>				
Capital gain/ (loss) on sale of investments - net	86,184	(17,487)	33,340	(14,006)
Income from term finance certificates and sukuk bonds	7,345	8,864	2,177	2,643
Income from government securities	3,132	3,178	1,005	1,051
Dividend income	41,175	39,814	11,908	14,070
Profit on bank deposits	18,640	26,249	7,479	9,030
Reversal of provision for Workers' Welfare Fund	20,016	-	20,016	-
Unrealised appreciation / (diminution) on re-measurement of investments 'at fair value through profit or loss -held-for trading' - net	259,186	(40,810)	6,508	17,956
<b>Total Income</b>	<b>435,678</b>	<b>19,808</b>	<b>82,433</b>	<b>30,744</b>
<b>EXPENSES</b>				
Remuneration of the Management Company	23,938	22,164	8,927	7,071
Sindh sales tax on remuneration on the Management Company	3,112	3,600	1,161	1,149
FED on remuneration of the management company	-	3,546	-	1,131
Remuneration of the Trustee	1,948	1,860	693	603
Sindh Sales Tax on remuneration of Trustee	253	260	90	84
Accounting and operational charges to the Management Company	1,197	500	446	354
Annual fee - Securities and Exchange Commission of Pakistan	1,017	942	379	301
Securities transaction cost	580	765	134	165
Settlement and bank charges	406	396	40	130
Annual listing fee	41	30	14	10
Legal and professional charges	51	50	33	50
Auditors' remuneration	435	453	134	125
(Reversal) of impairment against non-performing securities	-	(8,571)	-	(2,857)
Printing expenses	52	-	-	-
Provision for Sindh Workers' Welfare Fund- previous years	3,602	-	3,602	-
Fund's rating fee	120	130	27	45
<b>Total Expenses</b>	<b>36,752</b>	<b>26,125</b>	<b>15,680</b>	<b>8,361</b>
<b>Net Income / (Loss) from operating activities</b>	<b>398,926</b>	<b>(6,317)</b>	<b>66,753</b>	<b>22,383</b>
Element of income/(loss) and capital gains/(losses) included in prices of units issued less those in units redeemed - net	<u>10,549</u>	<u>3,087</u>	<u>(1,797)</u>	<u>1,573</u>
	409,475	(3,230)	64,956	23,956
Provision for Sindh Workers' Welfare Fund	6 (8,190)	-	(8,189)	-
<b>Net Income / (Loss) for the period before taxation</b>	<b>401,285</b>	<b>(3,230)</b>	<b>56,766</b>	<b>23,956</b>
Taxation	7 -	-	-	-
<b>Net Income / (Loss) for the period after taxation</b>	<b>401,285</b>	<b>(3,230)</b>	<b>56,766</b>	<b>23,956</b>

The annexed notes 1 to 12 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited  
(Management Company)

Chief Executive

Director

# NAFA MULTI ASSET FUND

## CONDENSED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) FOR THE NINE MONTH PERIOD AND QUARTER ENDED MARCH 31, 2017

	Nine Month Ended		Quarter ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
	----- Rupees in '000 -----			
Net Income / (Loss) for the period after taxation	401,285	(3,230)	56,766	23,956
<b>Other comprehensive income / (loss)</b>				
Net unrealised appreciation in the value of investments classified as 'available for sale'	-	6,134	-	396
<b>Total comprehensive income / (loss) for the period</b>	<u>401,285</u>	<u>2,904</u>	<u>56,766</u>	<u>24,352</u>

The annexed notes 1 to 12 form an integral part of this condensed interim financial information.

Chief Executive

For NBP Fullerton Asset Management Limited  
(Management Company)

Director

# NAFA MULTI ASSET FUND

## CONDENSED INTERIM DISTRIBUTION STATEMENT (UNAUDITED) FOR THE NINE MONTH PERIOD AND QUARTER ENDED MARCH 31, 2017

	Nine Month Ended		Quarter ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
----- Rupees in '000 -----				
Accumulated Income brought forward	421,820	381,745	766,339	354,526
Net Income / (Loss) for the period after taxation	401,285	(3,230)	56,766	23,956
Element of Income / (loss) and capital gains included in - prices of units issued less those in units redeemed	-	(170)	-	(137)
<b>undistributed income carried forward</b>	<u>401,285</u>	<u>(3,400)</u>	<u>56,766</u>	<u>23,819</u>
	<u><u>823,105</u></u>	<u><u>378,345</u></u>	<u><u>823,105</u></u>	<u><u>378,345</u></u>
<b>Undistributed income carried forward comprising of:</b>				
- Realized Income	563,919	419,155	816,597	360,389
- Unrealized Income /(loss)	259,186	(40,810)	6,508	17,956
	<u><u>823,105</u></u>	<u><u>378,345</u></u>	<u><u>823,105</u></u>	<u><u>378,345</u></u>

The annexed notes 1 to 12 form an integral part of this condensed interim financial information.

Chief Executive

For NBP Fullerton Asset Management Limited  
(Management Company)

Director

# NAFA MULTI ASSET FUND

## CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUNDS (UNAUDITED) FOR THE NINE MONTH PERIOD AND QUARTER ENDED MARCH 31, 2017

	Nine Month Ended		Quarter ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
----- Rupees in '000 -----				
Net assets at the beginning of the period	1,327,842	1,487,299	1,747,240	1,454,217
Issue of 10,101,1148 units (March 31,2016:32,652,193 units)	185,313	512,000	36,143	15,611
Redemption of 5,764,047 units (Mar 31, 2016: 35,714,114 units)	(106,941)	(555,948)	(44,997)	(49,439)
	78,371	(43,948)	(8,854)	(33,828)
Net element of loss / (income) and capital losses / (gains) included in prices of units issued less those in units redeemed - transferred to distribution statement	-	170	-	137
Net element of (income) and capital (gains) included in prices of units issued less those in units redeemed - transferred to Income statement	(10,549)	(3,087)	1,797	(1,573)
<b>Total Comprehensive income / (loss) for the period</b>	401,285	2,904	56,766	24,352
Element of income / (loss) and capital (losses) / gains included in prices of units issued less those in units redeemed - transferred to distribution statement	-	(170)	-	(137)
<b>Net assets as at the end of the period</b>	1,796,950	1,443,168	1,796,950	1,443,168

The annexed notes 1 to 12 form an integral part of this condensed interim financial information.

Chief Executive

For NBP Fullerton Asset Management Limited  
(Management Company)

Director

# NAFA MULTI ASSET FUND

## CONDENSED INTERIM CASH FLOW STATEMENT (UNAUDITED) FOR THE NINE MONTH PERIOD AND QUARTER ENDED MARCH 31, 2017

	Nine Month Ended		Quarter ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
----- Rupees in '000 -----				
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>				
Net income / (loss) for the period before period	401,285	(3,230)	56,766	23,956
<b>Adjustments</b>				
Unrealised (appreciation) / diminution in the value of investments classified as 'at fair value through profit or loss'	(259,186)	40,810	(6,508)	(17,956)
( Gain) / loss on sale of investments - net	(86,184)	-	(33,340)	-
Element of (income) and capital (gains) included in prices of units issued less those in units redeemed - net	(10,549)	(3,087)	1,797	(1,573)
(Reversal) against non-performing securities	-	(8,571)	-	(2,857)
	45,367	25,922	18,716	1,570
<b>Decrease / (increase) in assets</b>				
Investments - net	233,993	168,804	175,328	87,770
Receivable against sale of investments	(4,194)	-	(4,194)	-
Advances, deposits, prepayments and other receivables	(96)	87,768	15	10
Dividend and profit receivable	(3,103)	(2,346)	(2,823)	(6,338)
	226,600	254,226	168,326	81,442
<b>(Decrease) / increase in liabilities</b>				
Payable to the Management Company	1,619	3,349	(271)	1,039
Payable to the Trustee	46	38	12	67
Payable to the Securities and Exchange Commission of Pakistan	(232)	(197)	379	301
Payable against purchase of investments	-	-	(3,962)	-
Accrued expenses and other liabilities	(10,844)	(78,956)	(8,599)	498
	(9,411)	(75,766)	(12,441)	1,905
<b>Net cash generated from / (used in) from operating activities</b>	<b>262,556</b>	<b>204,382</b>	<b>174,601</b>	<b>84,917</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>				
Amounts received from issuance of units	185,312	512,000	36,143	15,611
Amounts paid on redemption of units	(106,932)	(555,948)	(44,977)	(49,439)
Distribution paid	(33,441)	(2,128)	-	-
<b>Net cash generated / (used in) from financing activities</b>	<b>44,939</b>	<b>(46,076)</b>	<b>(8,834)</b>	<b>(33,828)</b>
<b>Net increase in cash and cash equivalents during the period</b>	<b>307,495</b>	<b>158,306</b>	<b>165,767</b>	<b>51,089</b>
Cash and cash equivalents at the beginning of the period	350,744	390,010	492,472	497,227
<b>Cash and cash equivalents at the end of the period</b>	<b>658,239</b>	<b>548,316</b>	<b>658,239</b>	<b>548,316</b>

The annexed notes 1 to 12 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited  
(Management Company)

Chief Executive

Director

# NAFA MULTI ASSET FUND

## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (UNAUDITED) FOR THE NINE MONTH PERIOD AND QUARTER ENDED MARCH 31, 2017

### 1 LEGAL STATUS AND NATURE OF BUSINESS

The NAFA Multi Asset Fund (the Fund) was established under a Trust Deed executed between NBP Fullerton Asset Management Limited, a company incorporated under the Companies Ordinance, 1984, as Management Company and Central Depository Company of Pakistan Limited (CDC), also incorporated under the Companies Ordinance, 1984, as Trustee. The Trust Deed was executed on December 06, 2006 and was authorised by the Securities and Exchange Commission of Pakistan (SECP) on December 20, 2006 in accordance with the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (NBFC Rules).

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 the 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 Management Company is also the member of Mutual Fund Association of Pakistan (MUFAP).

The Fund is an Open-ended Mutual Fund categorised as Balanced Scheme and its units are listed on the Lahore Stock Exchange (Now Pakistan Stock Exchange). Units of the fund are offered for public subscription on a continuous basis. These units are transferable and can be redeemed by surrendering them to the Fund.

The core objective of the Fund is to provide its investors with a combination of capital growth and income. The Fund aims to achieve attractive returns at moderate levels of risk by investing in a variety of asset classes such as stocks, bonds, money market instruments etc.

The Pakistan Credit Rating Agency Limited (PACRA) has assigned an asset manager rating of 'AM1' w.e.f April 21, 2017 to the Management Company.

Title of the assets of the Fund is held in the name of Central Depository Company of Pakistan (CDC) Limited as 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 prevail.

The disclosures made in this condensed interim financial information have, however, been limited based on the requirements of International Accounting Standard 34: 'Interim Financial Reporting'. This condensed interim financial information does not include all the information and disclosures required in a full set of financial statements and should be read in conjunction with the annual published financial statements of the Fund for the year ended June 30, 2016.

In compliance with Schedule V of the Non-Banking Finance Companies and Notified Entities Regulations, 2008, the directors of the Management Company hereby declare that this condensed interim financial information gives a true and fair view of the state of the Fund's affairs as at March 31, 2017.

### 3 ACCOUNTING POLICIES

The accounting policies adopted for the preparation of the condensed interim financial information are the same as those applied in the preparation of the annual audited financial statements for the year ended June 30, 2016.



# NAFA MULTI ASSET FUND

	Note	31 March 2017 Unaudited	30 June 2016 Audited
(Rupees in '000)			
<b>4 INVESTMENTS</b>			
<b>4.1 At fair value through profit or loss - held for trading</b>			
Equity securities - listed	4.1.1	1,115,655	885,979
Investment in government securities	4.1.3	-	39,497
Term finance certificates	4.1.6	41,041	79,843
		1,156,696	1,005,319
<b>4.2 Available for sale</b>			
Term finance certificates - unlisted	4.2.1	-	-
Sukuk bonds	4.2.1	-	-
		-	-
		1,156,696	1,005,319

## 4.1.1 Listed equity securities - at fair value through profit or loss

Name of the investee company	As at July 01, 2016	Purchases during the period	Bonus / Right Issue	Sales during the period	As at 31 March 2017	Market value / carrying value as at 31 March 2017	Investment as a percentage of		
							Net assets	Market value of investments	Paid Up Capital of the investee company
SHARES OF LISTED COMPANIES - Fully paid ordinary shares of Rs.10 each unless stated otherwise						Rupees in '000	-----%-----		
<b>Oil &amp; Gas Exploration Companies</b>									
Oil and Gas Development Company Limited	254,096	-	-	81,000	173,096	25,672	1.43%	2.22%	0.00%
Pakistan Oilfields Limited	87,069	-	-	8,500	78,569	34,967	1.95%	3.02%	0.03%
Pakistan Petroleum Limited	240,083	-	-	30,000	210,083	32,544	1.81%	2.81%	0.01%
Mari Petroleum Limited	42,200	-	-	4,900	37,300	56,714	3.16%	4.90%	0.03%
<b>Oil &amp; Gas Marketing Companies</b>									
Pakistan State Oil Company Limited	96,152	-	-	17,000	79,152	33,522	1.87%	2.90%	0.03%
Attock Petroleum Limited	18,951	-	-	-	18,951	12,030	0.67%	1.04%	0.02%
Shell Pakistan Limited	-	62,300	-	-	62,300	40,635	2.26%	3.51%	0.06%
Hascol Petroleum Limited (Refer 7.1.2)	565	-	-	-	565	170	0.01%	0.01%	0.00%
<b>Refinery</b>									
Attock Refinery Limited	73,600	-	-	44,500	29,100	13,060	0.73%	1.13%	0.03%
<b>Fertilizers</b>									
Engro Fertilizers Limited	238,500	308,500	-	-	547,000	34,275	1.91%	2.96%	0.04%
Fauji Fertilizer Bin Qasim Limited	210,000	-	-	-	210,000	10,968	0.61%	0.95%	0.02%
Fauji Fertilizer Company Limited	11	-	-	11	-	-	0.00%	0.00%	0.00%
Engro Corporation Limited	122,817	46,100	-	26,700	142,217	52,339	2.91%	4.52%	0.03%
Dawood Hercules Corporation Limited	9,000	-	-	-	9,000	1,193	0.07%	0.10%	0.00%
<b>Chemicals</b>									
Akzo Nobel Pakistan Limited	41,800	-	-	14,000	27,800	6,539	0.36%	0.57%	0.06%
Engro Polymer & Chemicals Ltd N	-	985,000	-	397,000	588,000	14,865	0.83%	1.29%	0.18%
<b>Cement</b>									
Attock Cement Pakistan Limited	105,300	4,400	-	-	109,700	37,298	2.08%	3.22%	0.10%
D.G. Khan Cement Pakistan Limited	140,500	-	-	28,000	112,500	26,145	1.45%	2.26%	0.03%
Fauji Cement Company Limited	100,000	-	-	49,500	50,500	2,155	0.12%	0.19%	0.00%
Lucky Cement Limited	40,264	21,000	-	9,600	51,664	43,263	2.41%	3.74%	0.02%
Maple Leaf Cement Factory Limited	130,500	-	-	69,500	61,000	7,568	0.42%	0.65%	0.01%
Pioneer Cement Limited	140,500	-	-	-	140,500	20,092	1.12%	1.74%	0.06%
<b>Automobile Parts &amp; Accessories</b>									
Thal Limited	132,336	-	-	97,700	34,636	18,357	1.02%	1.59%	0.09%
<b>Personal Goods (Textile)</b>									
Azgard Nine Limited (Non-voting shares)	807,000	-	-	-	807,000	5,649	0.31%	0.49%	7.31%
Kohinoor Textile Mills Limited (Refer 7.1.2)	639,275	-	-	79,000	560,275	62,745	3.49%	5.42%	0.10%
Nishat Mills Limited	409,700	58,000	-	137,000	330,700	54,632	3.04%	4.72%	0.05%

# NAFA MULTI ASSET FUND

Name of the investee company	As at July 01, 2016	Purchases during the period	Bonus / Right Issue	Sales during the period	As at 31 March 2017	Market value / carrying value as at 31 March 2017	Investment as a percentage of		
							Net assets	Market value of investments	Paid Up Capital of the investee company
Rupees in '000									
-----%-----									
<b>Transport</b>									
Pakistan National Shipping Corporation	96,000	-	-	64,000	32,000	5,611	0.31%	0.49%	0.02%
<b>Engineering</b>									
International Steels Limited	927,500	-	-	767,500	160,000	20,630	1.15%	1.78%	0.04%
International Industries Limited	459,000	-	-	374,500	84,500	20,490	1.14%	1.77%	0.07%
<b>Power Generation &amp; Distribution</b>									
Kot Addu Power Company Limited	431,500	-	-	145,500	286,000	22,940	1.28%	1.98%	0.03%
Saif Power Limited	257,000	-	-	127,000	130,000	4,267	0.24%	0.37%	0.03%
The Hub Power Company Limited	270,748	-	-	106,000	164,748	21,592	1.20%	1.87%	0.01%
<b>Commercial Banks</b>									
Allied Bank Limited	263,900	36,000	-	-	299,900	28,191	1.57%	2.44%	0.03%
Bank Al-falah Limited	486,500	-	-	486,500	-	-	0.00%	0.00%	0.00%
Bank Al-Habib Limited	569,400	-	-	251,500	317,900	17,024	0.95%	1.47%	0.03%
Faysal Bank Limited (Refer 7.1.2)	20,650	-	2,065	-	22,715	454	0.03%	0.04%	0.00%
Habib Bank Limited	83,180	32,800	-	-	115,980	31,269	1.74%	2.70%	0.01%
MCB Bank Limited	70,900	102,500	-	9,000	164,400	37,385	2.08%	3.23%	0.01%
Meezan Bank Limited	617	-	-	-	617	44	0.00%	0.00%	0.00%
United Bank Limited	117,691	36,000	-	18,000	135,691	30,887	1.72%	2.67%	0.01%
<b>Cable and Electrical Goods</b>									
Pakistan Elektron Limited	184,500	55,000	-	19,000	220,500	20,308	1.13%	1.76%	0.04%
<b>Glass and Ceramics</b>									
Tariq Glass Industries Limited	424,000	-	-	104,500	319,500	37,752	2.10%	3.26%	0.43%
Shabbir Tiles & Ceramics Ltd	-	1,243,000	-	-	1,243,000	20,050	1.12%	1.73%	0.76%
<b>Technology Hardware And Equipment</b>									
Avanceon Limited	31,000	-	-	31,000	-	-	0.00%	0.00%	0.00%
<b>Textile Composite</b>									
Crescent Textile Mills Ltd	-	496,500	-	115,000	381,500	13,913	0.77%	1.20%	0.48%
Nishat (Chunian) Ltd	-	364,000	-	-	364,000	22,047	1.23%	1.91%	0.10%
<b>Paper &amp; Board</b>									
Century Paper & Board Mills Ltd	-	259,000	-	-	259,000	18,596	1.03%	1.61%	0.18%
<b>Automobile Assembler</b>									
Indus Motor Company Limited	33,520	-	-	11,100	22,420	35,683	1.99%	3.08%	0.03%
Millat Tractors Ltd	-	33,850	-	2,200	31,650	41,664	2.32%	3.60%	0.07%
<b>Pharma And Biotech</b>									
GlaxoSmithKline (Pakistan) Limited	34,500	-	-	-	34,500	7,784	0.43%	0.67%	0.01%
Abbott Lab (Pakistan) Ltd.	-	10,300	-	-	10,300	9,677	0.54%	0.84%	0.01%
Carrying value as at March 31, 2017						<u>9,272,429</u>	<u>1,115,655</u>	<u>62.09</u>	
							<u>857,510</u>		

All shares have a nominal face value of Rs 10 each except for shares of Thal Limited and K-Electric Limited which have a face value of Rs 5 and Rs. 3.5 each respectively.

4.1.2 Investments include shares with market value of Rs 43.728 million (June 30, 2016: Rs 39.02 million) which have been pledged with National Clearing Company of Pakistan Limited for guaranteeing settlement of the Fund's trades in accordance with Circular No.11 dated October 23, 2007 issued by the SECP.

4.1.3 Investment in government securities - 'at fair value through profit or loss'

## Pakistan Investment Bond

Issue date	Tenor	Face Value			Investment as a percentage of		
		As at July 01, 2016	Purchases during the period	Sales/ matured during the period	As at March 31, 2017	Market value as at March 31, 2017	Net assets

July 17, 2014	3 Years	37,500	-	37,500	-	-	-

Carrying Value as at March 31, 2017

Net unrealised appreciation on re-measurement of investments classified as 'financial assets at fair value through profit or loss'

Rupees in '000'
-
-
-

# NAFA MULTI ASSET FUND

#### 4.1.4 Term finance certificates and Sukuk - listed - 'at fair value through profit or loss'

All term finance certificates have a face value of Rs 5,000 each unless stated otherwise

Name of the investee company	Number of certificates / bonds				Market value as at March 31, 2017	Investment as a percentage of	
	As at July 1, 2016	Purchases during the period	Sales during the period	As at March 31, 2017		Net assets	Market value of total investments
					Rupees in '000'		
Saudi Pak Leasing Company Limited (note 4.1.5)	10,000	-	-	10,000	-	-	-
K - Electric AZM Sukuk	16,000	-	16,000	-	-	-	-
	<b>26,000</b>	<b>-</b>	<b>16,000</b>	<b>10,000</b>	<b>-</b>	<b>-</b>	<b>-</b>
Carrying value as at March 31, 2017					<u>27,547</u>		
Provision for impairment loss as at March 31, 2017					<u>27,547</u>		

4.1.5 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 TFCs 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 (NPA) 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.

#### 4.1.6 Term finance certificates - unlisted

All term finance certificates have a face value of Rs 5,000 each unless stated otherwise

Name of the investee company	Number of certificates / bonds				Market value as at March 31, 2017	Investment as a percentage of	
	As at July 1, 2016	Purchases during the period	Sales during the period	As at March 31, 2017		Net assets	Market value of total investments
					Rupees in '000'		
Jahangir Siddiqui and Company Limited	8,000	-	-	8,000	41,041	2.28	3.55
	<b>8,000</b>	<b>-</b>	<b>-</b>	<b>8,000</b>	<b>41,041</b>		
Carrying value as at March 31, 2017					<u>40,000</u>		

#### 4.2.1 Term Finance Certificates - available for sale

Name of investee company	Number of certificates / bonds				Market value as at March 31, 2017	Investment as a percentage of	
	As at July 1, 2016	Purchases during the period	Sales/Matured during the period	As at March 31, 2017		Net assets	Market value of total investments
					Rupees in '000'		
<b>Sukuk bonds</b>							
New Allied Electronics Industries (Private) Limited (note 4.2.3)	32,000	-	-	32,000	-	-	-
Eden Housing Limited (note 4.2.5)	10,000	-	-	10,000	-	-	-
				42,000			
	<b>42,000</b>	<b>-</b>	<b>-</b>	<b>42,000</b>	<b>-</b>	<b>-</b>	<b>-</b>
Carrying value as at March 31, 2017					<u>19,844</u>		
Provision for impairment loss as at March 31, 2017					<u>19,844</u>		

# NAFA MULTI ASSET FUND

- 4.2.2 All term finance certificates have a face value of Rs 5,000 each except sukuk bonds of New Allied Electronics Industries (Pvt) Limited which have a face value of Rs 312.50.
- 4.2.3 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 NPA by MUFAP since January 9, 2009. The amount of provision as per circular 1 of 2009 and circular no. 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
- 4.2.4 This represents investment in privately placed sukuk bonds issue with a term of seven years. The issuer has defaulted its scheduled principal and profit payment and therefore it was classified as NPA by MUFAP. The amount of provision as per circular no 1 of 2009 and circular 33 of 2012 has been maintained by valuing the investment in terms of the said circular.
- 4.2.5 This represents investment in privately placed sukuk bonds with a term of five years. On May 06, 2011, the issuer has defaulted its scheduled principal and profit payment and therefore it was classified as NPA by MUFAP. 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 CONTINGENCIES AND COMMITMENTS

There were no contingencies and commitments outstanding as at March 31, 2016 and June 30, 2017.

## 6 PROVISION FOR SINDH WORKERS' WELFARE FUND

The Finance Act, 2008 introduced amendments to the Workers' Welfare Fund Ordinance, 1971 whereby the definition of industrial establishment was extended. The amendments were challenged at various levels and conflicting judgments were rendered by the Lahore High Court, Sindh High Court and Peshawar High Court. The Honourable Supreme Court of Pakistan vide its judgment dated November 10, 2016, has upheld the view of Lahore High Court and decided that Workers Welfare Fund (WWF) is not a tax and hence the amendments introduced through Finance Act, 2008 are ultra-vires to the Constitution. The Federal Board of Revenue has filed Civil Review Petitions in respect of above judgment with the prayer that the judgment dated November 10, 2016 passed in the Civil Appeal may kindly be reviewed in the interest of justice.

Furthermore, the Sindh Revenue Board (SRB) had written to few mutual funds in January 2016 to register and pay Sindh Workers Welfare Fund (SWWF) for the accounting year closing on or after December 31, 2013. MUFAP reviewed the issue and based on an opinion decided that SWWF is not applicable on mutual funds as they are not financial institutions as required by SWWF Act, 2014. MUFAP wrote to SRB that mutual funds are not establishments and are pass through vehicles hence, they do not have any worker and no SWWF is payable by them. SRB responded back that as mutual funds are included in definition of financial institutions in the Financial Institutions (Recovery of Finance) Ordinance, 2001, therefore SWWF is applicable on mutual funds. MUFAP has taken up this matter before the Sindh Finance Ministry to exclude mutual funds from SWWF.

In view of the above developments regarding the applicability of WWF and SWWF on mutual funds and considering the legal opinion obtained on these matters, MUFAP has recommended the following to all its members on January 12, 2017:

- based on legal opinion the entire provision against the Federal WWF held by the mutual funds till June 30, 2015, to be reversed on January 12, 2017; and
- The provision in respect of Sindh WWF should be made on January 12, 2017 with effect from the date of enactment of the Sindh WWF Act, 2014 (i.e. starting from May 21, 2015)."

Accordingly, the provision for Sindh WWF is being made on a daily basis going forward.

The above decisions were communicated to the SECP and the Pakistan Stock Exchange Limited on January 12, 2017 and the SECP vide its letter dated February 1, 2017 has advised MUFAP that the adjustments relating to the above should be prospective and supported by adequate disclosures in the financial statements of the mutual funds. Accordingly, the Fund has recorded these adjustments in its books on January 12, 2017.

The scheme has maintained provision against Sindh Workers' Welfare Fund's liability to the tune of Rs 11.792 million if the same were not been the NAV per unit of the scheme would be higher by Rs .0.1321.

# NAFA MULTI ASSET FUND

## 7 TAXATION

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

## 8 TOTAL EXPENSE RATIO

Total expense ratio (all the expenses incurred during the period divided by Average net assets value for the period) is 3.75% p.a. including 1.35% representing government levies on Collective Investment scheme such as Sales tax, Worker's Welfare Fund and Securities & Exchange Commission of Pakistan fee for the period.

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.

## 9 DETAILS OF NON COMPLIANT INVESTMENT WITH THE INVESTMENT CRITERIA AS DEFINED BY THE SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN

The Securities and Exchange Commission of Pakistan (SECP) 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 'Balanced Scheme'.

The SECP vide circular no. 16 dated July 07, 2010, prescribed specific disclosures for the scheme holding investments that are non - compliant either with the minimum investment criteria specified for the category assigned to such schemes or with investment requirements of their constitutive documents.

The following are the details of non-compliant investments:

Type of Investment	Name of non-compliant investment	Value of investment before provision	Provision held, if any	Value of investment after provision	Percentage of net assets	Percentage of gross assets
.....Rupees in '000'.....						
<b>Investment in Debt Securities</b>						
	a) Saudi Pak Leasing Company Limited-TFC *	27,547	27,547	-	-	-
	b) Eden Housing Industries Private Limited - Sukuk	9,844	9,844	-	-	-
	C) New Allied Electronics Limited	10,000	10,000	-	-	-

9.1 At the time of purchase, these term finance certificates and sukuks bonds were in compliance with the aforementioned circular. However, they subsequently defaulted or were downgraded to non investment grade.

9.2 The management is taking steps to ensure compliance with the above requirements.

## 10 TRANSACTIONS WITH CONNECTED PERSONS

10.1 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 and Alexandra Fund Management Pte. Limited being the sponsors, other collective investment schemes managed by the Management Company and directors and executives of the Management Company.

10.2 The transactions with connected persons are at contracted rates.

10.3 Remuneration and front - end load payable to the Management Company and remuneration payable to the Trustee are determined in accordance with the provisions of the NBFC Regulations and the Trust Deed respectively.

# NAFA MULTI ASSET FUND

## 10.4 Transactions during the period

	Nine month ended		Quarter ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
-----Rupees in '000-----				
<b>NBP Fullerton Asset Management Limited - Management Company</b>				
Management fee expense	23,938	22,164	8,927	7,071
Accounting and operational charges to the Management Company	1,197	500	446	354
Front-end load	2,121	1,779	663	65
Sindh Sales Tax on remuneration of the Management Company	3,112	3,600	1,161	1,149
FED on remuneration on the Management Company	-	3,546	-	1,131
<b>National Bank of Pakistan - Sponsor</b>				
Cash dividend paid	-	2,128	-	-
<b>International Industries Limited - Common Directorship</b>				
Shares purchased: nil shares ( March 31, 2016: 216,500 shares )	-	14,219	-	10,749
Shares sold: 374,500 shares ( March 31, 2016: 51,000 shares )	44,593	3,978	4,352	-
Dividend income	927	606	927	-
<b>International Steels Limited - Common Directorship</b>				
Shares purchased: Nil shares ( March 31, 2016:668,000 shares )	-	18,153	-	3,629
Shares sold: 767,000 shares ( March 31, 2016: Nil shares )	42,876	-	42,876	-
Dividend income	559	-	559	-
<b>Central Depository Company of Pakistan Limited - Trustee</b>				
Remuneration	1,948	1,860	693	603
Sindh Sales Tax on remuneration of the Trustee	253	260	90	84
CDS charges	38	50	15	-
<b>Employees of Management Company</b>				
Units Issued / Transferred in 4,218 units; (March 31, 2016: 78,001 units)	75	1,218	-	-
Units Redeemed / Transferred out 828 units (March 31, 2016: 78,108 units)	16	1,217	-	120
<b>Taurus Securities Limited - Subsidiary of Parent Company</b>				
Brokerage charges	46	42	-	20
<b>Summit Bank Limited</b>				
Bank Profit	1	2	-	1
<b>National Fullerton Asset Management Limited - Employee Provident Fund</b>				
Units issued / transferred in: Nil units (March 31, 2016: 827,385 units)	-	12,549	-	12,549
Units redeemed / transferred out: Nil units (March 31, 2016: 661,920 units)	-	9,697	-	8,417
<b>BYCO OIL PAKISTAN LIMITED - EMPLOYEE PROVIDENT FUND</b>				
Units Issued / Transferred in 157,905 units; (March 31, 2016: Nil units)	2,708	-	2,708	-
<b>BYCO PETROLEUM PAKISTAN LIMITED - EMPLOYEE PROVIDENT FUND</b>				
Units Issued / Transferred in 800,603 units; (March 31, 2016: Nil units)	13,729	-	13,729	-

# NAFA MULTI ASSET FUND

10.5 Balances outstanding as at period end	31 March 2017 Unaudited	30 June 2016 Audited
	------(Rupees in '000)-----	
<b>NBP Fullerton Asset Management Limited - Management Company</b>		
Remuneration payable to Management Company	3,078	2,284
Sindh Sales Tax payable to Management Company	400	371
Federal Excise Duty payable to Management Company	11,587	11,587
Allocated expenses payable	1,197	861
Front - end load payable to Management Company	1,388	928
<b>National Bank of Pakistan - Sponsor</b>		
Balance in current account	3,639	2,810
<b>Central Depository Company of Pakistan Limited - Trustee</b>		
Remuneration payable	241	226
Sindh Sales Tax on remuneration of the Trustee	31	27
Security deposit	100	100
<b>NBP Employees Pension Fund</b>		
Investment held in the Fund: 25,286,484 units (June 30, 2016:2,528,649 units)	509,118	364,197
<b>The Trustees- Karachi Electric Provident Fund</b>		
Investment held in the Fund: 34,224,720 units (June 30, 2016: 34,224,720 units)	689,081	535,196
<b>HUMAYUN BASHIR - DIRECTORS</b>		
Investment held in the Fund: 82,336 units (June 30, 2016: Nil units)	1,658	-
<b>Employees of Management Company</b>		
Investment held in the Fund: 16,520 units (June 30, 2016: Nil units)	333	-
<b>Summit Bank of Pakistan</b>		
Bank balance	3,231	2,561
<b>International Industries Limited - Common Directorship</b>		
Ordinary shares held 84,500 (June 30, 2016: 459,500 shares)	20,490	37,119
<b>International Steels Limited - Common Directorship</b>		
Ordinary shares held 160,000 (June 30, 2016: 927,500 shares)	20,630	33,038
<b>Taurus Securities Limited</b>		
Brokerage Payable	-	7
<b>BYCO OIL PAKISTAN LIMITED - EMPLOYEE PROVIDENT</b>		
Investment held in the Fund: 157,905 units (June 30, 2016: Nil units)	3,179	-
<b>BYCO PETROLEUM PAKISTAN LIMITED EMPLOYEE PROVIDENT FUND - RELATED PARTY</b>		
Investment held in the Fund: 157,905 units (June 30, 2016: Nil units)	16,119	-
<b>Net amount receivable / (payable) against transfer of units from:</b>		
- NAFA Asset Allocation Fund	-	(11)
- NAFA Income Opportunity Fund	-	655
- NAFA Government Securities Liquid Fund	-	1

# NAFA MULTI ASSET FUND

## 11 DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial information were authorized for issue by the Board of Directors of the Management Company on April 28, 2017.

## 12 GENERAL

- 12.1 Figures have been rounded off to the nearest thousand rupees.
- 12.2 Corresponding figures have been rearranged and reclassified, wherever necessary, for the purpose of better presentation. No significant reclassifications have been made during the current period.

For NBP Fullerton Asset Management Limited  
(Management Company)

Chief Executive

Director





NBP Fullerton  
Asset Management Ltd.  
A Subsidiary of  
National Bank of Pakistan

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