

NBP Fullerton Asset Management Ltd.

A Subsidiary of National Bank of Pakistan

Your investments & "NAFA" grow together



Joint - Venture Partners

# NAFA FINANCIAL SECTOR INCOME FUND

# OUARTERLY REPORT SEPTEMBER 30 2013

## 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. Khalid Mahmood	Chairman
Dr. Amjad Waheed	Chief Executive Officer
Mr. Aamir Sattar	Director
Mr. Abdul Hadi Palekar	Director
Mr. Wah Geok Sum	Director
Mr. Koh Boon San	Director
Mr. Shehryar Faruque	Director
Mr. Kamal Amir Chinoy	Director

### Company Secretary & CFO of the Management Company

Mr. Muhammad Murtaza Ali

### Audit & Risk Committee

Mr. Shehryar Faruque	Chairman
Mr. Koh Boon San	Member
Mr. Aamir Sattar	Member

### Human Resource Committee

Mr. Khalid Mahmood	Chairman
Mr. Wah Geok Sum	Member
Mr. Kamal Amir Chinoy	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

Askari Bank Limited Bank Alfalah Limited NIB Bank Limited National Bank of Pakistan Allied Bank Limited Faysal Bank Limited MCB Bank Limited Bank Al Habib Limited Habib Bank Limited Al Baraka Islamic Bank Limited Burj Bank Limited Summit Bank Limited Sindh Bank Limited

### Auditors

A.F. Ferguson & Co. Chartered Accountants State Life Building No. 1-C I.I. Chundrigar Road, P.O.Box 47116 Karachi.

### 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

### Lahore Office:

7-Noon Avenue, Canal Bank, Muslim Town, Lahore.

### Islamabad Office:

Plot No. 395, 396 Industrial Area, 1-9/3 Islamabad. UAN: 051-111-111-632 Phone: 051-2514987 Fax: 051-4859031

### Peshawar Office:

1st Floor, Haji Tehmas Centre, Near KFC, Tehkal Payan University Road, Peshawar. Phone: 92-91-5711784, 5711782 Fax: 92-91-5211780

### 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 Financial Sector Income Fund (NFSIF) for the quarter ended September 30, 2013.

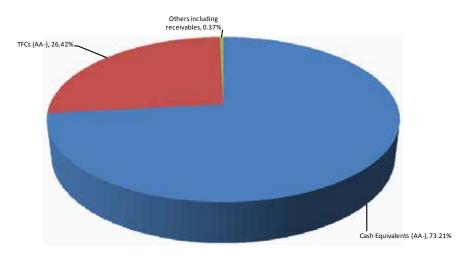
## Fund's Performance

The size of NAFA Financial Sector Income Fund has increased from Rs. 4,962 million to Rs. 4,992 million during the quarter, i.e. a growth of 0.59%. During the quarter, the unit price of the Fund has increased from Rs. 10.2664 (Ex-Div) on June 30, 2013 to Rs. 10.4644 on September 30, 2013, thus showing an annualized simple return of 7.65% as compared to its Benchmark (70% 6 month KIBOR & 30% average 3 month deposit rates of A & above rated banks) annualized simple return of 8.34% for the same period.

The Fund is unique as it invests a minimum of 70% of its assets in financial sector (mainly banks) debt securities, instruments or deposits. Minimum entity / instrument rating of debt securities are AA-. This minimizes credit risk and at the same time enhances the liquidity of the Fund. Duration of the Fund cannot be more than one year. This minimizes interest rate or pricing risk. The Fund invests 25% of its assets in less than 90 days T-Bills or saving accounts with banks, which further enhances the liquidity profile of the Fund.

NFSIF is predominantly invested in AA category floating rate TFCs belonging to financial sector with coupon income linked to KIBOR. Therefore, any increase in interest rates will improve the coupon income of the TFC portfolio. In the secondary market Trading activity was mainly witnessed in the Financial sector TFCs.

The Fund has earned total income of Rs.124.77 million during the period. After deducting expenses of Rs.29.52 million, the net income is Rs.95.25 million. The asset allocation of the Fund as on September 30, 2013 is as follows:



## Income Distribution

The Board of Directors of the Management Company has approved an interim distribution of 1.50% of opening ex-NAV (1.54% of the par value) for the quarter ended September 30, 2013.

## 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 30, 2013 Place: Karachi.

## CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES (UN-AUDITED) AS AT SEPTEMBER 30, 2013

	Note	(Un-audited) September 30, 2013	(Audited) June 30, 2013
ASSETS			
Balances with banks Investments Profit receivable Preliminary expenses and floatation costs Security deposit Receivable against sale of units Prepayments and other receivables <b>Total assets</b>	4 5	3,654,078 1,318,831 47,176 672 100 2,911 84 5,023,852	1,321,210 2,634,567 62,690 726 100 964,360 129 4,983,782
LIABILITIES			
Payable to the Management Company Payable to Central Depository Company of Pakistan Limited - Trustee Payable to the Securities and Exchange Commission of Pakistan Payable against redemption of units Accrued expenses and other liabilities <b>Total liabilities</b>	6	11,493 419 943 6,946 12,519 32,320	7,819 352 2,776 - 10,501 21,448
NET ASSETS		4,991,532	4,962,334
Unit holders' fund (as per statement attached)		4,991,532	4,962,334
CONTINGENCIES AND COMMITMENTS	9	Number	of Units
Number of units in issue		476,999,852	482,880,329
		Rupees	
Net asset value per unit		10.4644	10.2765

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

For NBP Fullerton Asset Management Limited (Management Company)

**Chief Executive** 

Director

Quarterly Report

## CONDENSED INTERIM INCOME STATEMENT FOR THE QUARTER ENDED SEPTEMBER 30, 2013 (UN-AUDITED)

	Note	Quarter ended September 30, 2013	Quarter ended September 30, 2012
INCOME			
Capital gain on sale of investments - net Income from term finance certificates Income from government securities Profit on bank and term deposit receipts Income on money market placements Income from certificate of investments Net unrealised appreciation in the value of investments classified as financial assets at fair value through profit or loss' Other income <b>Total income</b>		73 48,858 4,530 61,869 816 6,680 1,941 - 124,767	599 60,998 23,542 6,508 2,285 1,155 3,436 227 98,750
EXPENSES		[]	[]
Remuneration of the Management Company Sindh sales tax on remuneration of the Management Company Federal excise duties on remuneration of the Management Company Remuneration of the Trustee Annual fee - Securities and Exchange Commission of Pakistan Securities transaction cost Settlement and bank charges Annual listing fee Auditors' remuneration Printing charges Fund's Rating fee Amortisation of preliminary expenses and floatation costs <b>Total expenses</b>		$18,862 \\ 3,018 \\ 3,018 \\ 1,283 \\ 943 \\ 26 \\ 190 \\ 10 \\ 121 \\ - \\ 50 \\ 55 \\ 27,576$	11,825 1,892 - - 884 591 92 109 10 10 127 47 56 55 15,688
Net income from operating activities		97,191	83,062
Provision for Workers' Welfare Fund	8	(1,944)	(1,661)
Net income for the period before taxation		95,247	81,401
Taxation	10		-
Net income for the period after taxation		95,247	81,401
Earnings per unit	7		

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

For NBP Fullerton Asset Management Limited (Management Company)

	Chief Executive	
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Director

## CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE QUARTER ENDED SEPTEMBER 30, 2013 (UN-AUDITED)

	Quarter ended September 30, 2013	Quarter ended September 30, 2012
Net income for the period after taxation	95,247	81,401
Other comprehensive income for the period		-
Total comprehensive income for the period	95,247	81,401

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

For NBP Fullerton Asset Management Limited (Management Company)

**Chief Executive** 

Director Page 09

## CONDENSED INTERIM DISTRIBUTION STATEMENT FOR THE QUARTER ENDED SEPTEMBER 30, 2013 (UN-AUDITED)

	Quarter ended September 30, 2013	Quarter ended September 30, 2012
Accumulated income brought forward		
- Realised income	104,392	94,644
- Unrealised income	2,382	17,699
	106,774	112,343
Net income for the period after taxation	95,247	81,401
Element of (loss) / Income and Capital (losses) / gains included in the prices of units issued less those in units redeemed	(776)	6,574
Final distribution for the year ended June 30, 2013: 0.1010% (June 30 ,2012 : 3.00%) Date of Distribution: July 11, 2013		
- Bonus units	(2,463)	(35,968)
- Cash distribution	(2,438)	(44,925)
Undistributed income carried forward	196,344	119,425
Undistributed income comprising of :		
- Realised income	194,403	115,989
- Unrealised income	1,941	3,436
	196,344	119,425

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

For NBP Fullerton Asset Management Limited (Management Company)

Chief Executive

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Director

## CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUND FOR THE QUARTER ENDED SEPTEMBER 30, 2013 (UN-AUDITED)

	Quarter ended September 30, 2013	Quarter ended September 30, 2012
Net assets at the beginning of the period	4,962,334	2,767,667
Issue of 44,049,413 units (2012: 79,263,976 units)	456,880	776,574
Redemption of 50,169,409 units (2012: 21,430,701)	(520,491) (63,611)	(220,517)
Final distribution for the year ended June 30, 2013: 0.1010% (June 30 ,2012 : 3.00%) Date of Distribution: July 11, 2013 - Bonus distribution ; issue of bonus units 239,518	2,463	35,968
<ul> <li>amount representing loss / (income) that form part of unit holders' fund - transferred to distribution statement</li> </ul>	776	(6,574)
Net unrealised appreciation on re-measurement of investments classified as 'financial assets at fair value through profit or loss'	1,941	3,436
Capital gain on sale of investments - net	73	599
Other operating income Net income for the period	93,233 95,247	77,366 81,401
Final distribution for the year ended June 30, 2013: 0.1010% (June 30 ,2012 : 3.00%) Date of Distribution: July 11, 2013		
<ul><li>Bonus units</li><li>Cash distribution</li></ul>	(2,463) (2,438)	(35,968) (44,925)
Element of (loss) / income and capital (losses) / gains included in prices of units issued less those in units redeemed	(776)	6,574
Net assets as at the end of the period	4,991,532	3,360,200

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

For NBP Fullerton Asset Management Limited (Management Company)

Chief Executive

Director

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## CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2013

	Quarter ended September 30, 2013	Quarter ended September 30, 2012
CASH FLOW FROM OPERATING ACTIVITIES		
Net income for the period before taxation	95,247	81,401
Adjustments : Net unrealised appreciation on re-measurement of investments classified	(4.0.14)	(2,420)
as 'financial assets at fair value through profit or loss' Amortisation of preliminary expenses and floatation costs	(1,941) 55	(3,436) 55
Decrease / (increase) in assets	93,361	78,020
Investments Profit receivable Receivable against sale of units Prepayments and other receivables	1,317,677 15,514 961,449 45	(274,075) (16,369) (6,143) 57
Increase in liabilities	2,294,685	(296,530)
Payable to the Management Company Payable to the Trustee Payable to the Securities and Exchange Commission of Pakistan Payable against redemption of units Accrued expenses and other liabilities	3,674 67 (1,833) 6,946 2,018 10,871	3,464 86 (247) (4,364) 2,828 1,767
Net cash generated from / (used in) operating activities	2,398,917	(216,743)
CASH FLOW FROM FINANCING ACTIVITIES		
Receipts from issue of units Payment on redemption of units Cash distribution	456,880 (520,491) (2,428)	776,574 (220,517)
Net cash (outflow) / inflow from financing activities	(2,438) (66,049)	(44,925) 511,132
Net increase in cash and cash equivalents during the period	2,332,868	294,389
Cash and cash equivalents at the beginning of the period	1,321,210	125,856
Cash and cash equivalents as at the end of the period	3,654,078	420,245

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

For NBP Fullerton Asset Management Limited (Management Company)

Chief I	xecutive
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Director

### NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE QUARTER ENDED SEPTEMBER 30, 2013 (UN-AUDITED)

#### 1 LEGAL STATUS AND NATURE OF BUSINESS

NAFA Financial Sector Income Fund (the Fund) was established under a Trust Deed executed between NBP Fullerton Asset Management Limited (NAFA) as the Management Company and Central Depository Company of Pakistan Limited (CDC) as Trustee. The Trust Deed was executed on July 28, 2011 and was approved by the Securities and Exchange Commission of Pakistan (SECP) on August 16, 2011 under 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 SECP. The registered office of the Management Company is situated at 7th floor, Clifton Diamond Building, Block 4, Scheme no. 5, Clifton, Karachi. The Management Company is a member of the Mutual Fund Association of Pakistan (MUFAP).

The Fund is an open-ended mutual fund and is listed on the Lahore Stock Exchange. Units are offered for public subscription on a continuous basis. The units of the Fund are transferable and can be redeemed by surrendering these to the Fund. The Fund is categorized as an Open-End "Income Scheme" as per the criteria laid down by SECP for categorisation of Collective Investment Schemes (CIS).

The core objective of the Fund is to provide income enhancement and preservation of capital by investing in prime quality Financial Sector TFCs / Sukuks, Bank deposits and short-term money market instruments.

The Pakistan Credit Rating Agency (PACRA) has assigned stability rating of A+(f) to the Fund and an asset manager rating of AM2 to the Management Company.

Title of the assets of the Fund is held in the name of Central Depository Company of Pakistan Limited as Trustee of the Fund.

#### 2 STATEMENT OF COMPLIANCE

These condensed interim financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, the requirements of the Trust Deed, the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the NBFC Rules), the Non-Banking Finance Companies and Notified Entities Regulations, 2007 (the NBFC Regulations) and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulation or directives issued by SECP differ with the requirements of IFRS, the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or the directives issued by SECP 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 interim financial statements give a true and fair view of the fund

### 3 ACCOUNTING POLICIES

The accounting policies adopted for the preparation of the condensed financial statements for the quarter ended September 30, 2013 are same as those applied in the preparation of annual audited financial statements for the year ended June 30, 2013.

		Note	September 30, 2013 (Un-audited)	June 30, 2013 (Audited)
4	INVESTMENTS		Rupees ir	יייייי '000 יייייי
	At fair value through profit or loss - held for trading			
	Term finance certificates - listed	4.1	832,102	1,500,406
	Term finance certificates - unlisted	4.2	486,729	514,161
	Government securities	4.3	-	-
	Loans and receivables			
	Certificate of Investment		-	300,000
	Sukuk Certificates		-	320,000
			1,318,831	2,634,567

#### 4.1 Term finance certificates - listed

All term finance certificates have a face value of Rs. 5.000 each unless stated otherwise

		Number of c	ertificates / bonds		Market value	Investment as a precentage of		
Name of the investee company	As at July 01, 2013	Purchases during the period Sales during the period		As at September 30, 2013	as at September 30, 2013	Net assets	Market value of total investments	lssue size
			Rupees in '000 %		%			
Term finance certificates - listed								
Allied Bank Limited - I	4,400	-	-	4,400	16,542	0.33	1.25	0.88%
Allied Bank Limited II	13,000	-	-	13,000	60,640	1.21	4.60	2.16%
Askari Bank Limited - II	3,000	-	-	3,000	14,972	0.30	1.14	1.00%
Askari Bank Limited - III	30,336	-	-	30,336	156,802	3.14	11.89	5.00%
Askari Bank Limited - IV	44	-	-	44	45,578	0.91	3.46	0.02%
Bank Al-Habib Limited -II	1,077	-	-	1,077	5,395	0.11	0.41	0.36%
Faysal Bank Limited - III	59,000	-	-	59,000	311,363	6.24	23.61	9.99%
NIB Bank Limited	54,600	-	54,600	-	-	-	-	0.00%
Pak Libya Holding Company (Pvt) Limited	10,000	-	-	10,000	41,268	0.83	3.13	5.00%
Pakistan Mobile Communication Limited	22,677	1,930	-	24,607	123,045	2.47	9.33	6.00%
Pakistan Mobile Communication Limited	-	10,000	-	10,000	50,000	1.00	3.79	0.00%
United Bank Limited -III	3,900	-	-	3,900	6,497	0.13	0.49	0.98%
United Bank Limited -IV	88,100	-	88,100	-	-	-	-	0.00%
				159,364	832,102	16.67	63.09	_
Carrying Value as at September 30, 2013	Carrying Value as at September 30, 2013 Net unrealised diminution on re-measurement of investments				972,129			
classified as 'financial assets at fair value through profit or loss'			_	(140,027)				

#### 4.2 Term finance certificates - unlisted

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

		Number of c	ertificates / bonds		Market value	Investment as a precentage of			
Name of the investee company	As at July 01, 2013	Purchases during the period	Sales during the period	As at September 30, 2013	as at September 30, 2013	Net assets	Market value of total investments	Issue size	
<u> </u>					Rupees in '000		%		
Term finance certificates - unlisted									
Bank Alfalah Limited -IV	70,200	-	-	70,200	373,697	7.49	28.34	7.01%	
Bank Alfalah Limited -IV FX	11,500	-	-	11,500	62,082	1.24	4.71	1.15%	
Jahangir Siddiqui & Company Limited	13,500	-	13,500	-	-	-	-	0.00%	
Standard Chartered Bank	10,000	-	-	10,000	50,950	1.02	3.86	2.50%	
				91,700	486,729				
Carrying Value as at September 30, 2013 Net unrealised appreciation on re-measurement of investments					341,359	-			
classified as 'financial assets at fair value through profit or loss'					145,370				

4.3 Government securities

			Fac	e value		Market Value	Investment a	s a percentage of
Issue date	Tenor	As at July 01, 2013	Purchases during the period	Sales / matured during the period	As at September 30, 2013	as at September	Net assets	Market value of total investments
Market Treasury Bills		Rupees in '000						
24-Jan-13	6 months	-	150,000	150,000	-	· -		-
2-May-13	3 months	-	969,500	969,500	-	-	-	-
26-Jul-12	12 months	-	240,000	240,000	-	-	-	-
19-Sep-13	3 months	-	250,000	250,000	-	-	-	
						-		

Carrying Value as at September 30, 2013 Net unrealised diminution on re-measurement of investments classified as 'financial assets at fair value through profit or loss'

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4.4 The term finance certificates held by the Fund are generally secured against hypothecation of stocks and receivables and mortgage of fixed assets of the issuer.

	Note	(Un-Audited) September 30, 2013	(Audited) June 30, 2013
		Rs. In '	000'
5 PROFIT RECEIVABLE			
Profit receivable on bank deposits Profit receivable on term finance certificates Profit receivable on certificate of investment		3,324 43,852 -	6,027 56,197 466
6 ACCRUED EXPENSES AND OTHER LIABILITIES		47,176	62,690
Auditors' remuneration Provision for Workers' Welfare Fund Brokerage Printing charges Legal fee Settlement and bank charges Withholding tax payable	8	449 11,281 18 75 40 62 592 12,519	328 9,337 28 75 40 46 647 10,501

#### 7 EARNINGS PER UNIT

Earnings per unit (EPU) for the period ended September 30, 2013 has not been disclosed as in the opinion of the management, determination of weighted average units for calculating EPU is not practicable.

#### 8 PROVISION FOR WORKERS' WELFARE FUND

The Finance Act 2008 introduced an amendment to the Workers' Welfare Fund Ordinance, 1971 (WWF Ordinance). As a result of this amendment it may be construed that all Collective Investment Schemes / Mutual Funds (CISs) / Pension Funds whose income exceeds Rs. 0.5 million in a tax year, have been brought within the scope of the WWF Ordinance, thus rendering them liable to pay contribution to WWF at the rate of two percent of their accounting or taxable income, whichever is higher. In this regard, a Constitutional Petition has been filed by certain CISs through their trustees in the Honorable High Court of Sindh (SHC), challenging the applicability of WWF to the CISs / pension funds, which is pending adjudication.

A clarification was issued by the Ministry of Labour and Manpower (the Ministry) on July 8, 2010 which stated that mutual funds are not liable to contribute to WWF on the basis of their income. However on December 14, 2010 the Ministry filed its response against the Constitutional Petition requesting the Court to dismiss the same. This response was contradictory to the earlier clarification issued by the Ministry. Show cause notices were then issued by the Federal Board of Revenue (FBR) to several mutual funds (CISs) / pension funds for the collection of WWF. In respect of such show cause notices, certain mutual funds (CISs) / pension funds have been granted stay by the Honorable SHC on the basis of the pending Constitutional Petition as referred to above.

In March 2013, a three member bench of the Sindh High Court in its judgement on various Constitutional Petitions challenging the amendments brought in the WWF Ordinance, 1971 through the Finance Act, 2006, and the Finance Act, 2008, held that WWF is a tax and consequently, the amendments introduced in the Workers' Welfare Fund Ordinance, 1971 through the Finance Act, 2006 and 2008 respectively (Money Bills) do not suffer from any constitutional or legal infirmity. This judgement was in contrast to the July 2011 single member bench decision of the Honorable Lahore High Court which had held such amendments as unlawful and unconstitutional for the reason that they were made through the money bills. For the CISs and pension funds, the issue of chargeability or otherwise of WWF levy to the CISs / pension funds is currently pending before the Honorable SHC.

In view of the pending decision, the Management Company of the Fund, as a matter of abundant caution, has continued to maintain the provision for WWF amounting to Rs. 11.281 million (2013: Rs. 9.337 million) in these financial statements. Had the same not been made the net asset value per unit /return of the Fund would have been higher by Re. 0.0237 per unit.

### 9 CONTINGENCIES AND COMMITMENTS

There were no contingencies and commitments outstanding as at September 30, 2013 (June 30, 2013: Nil).

#### 10 TAXATION

1

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 Fund has not recorded a provision for taxation in respect of income relating to the current period as the Management Company has distributed the required minimum percentage of the Fund's accounting income for the period as reduced by capital gains (whether realised or unrealised) to its unit holders.

#### 11 TRANSACTIONS WITH CONNECTED PERSONS

- 11.1 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, NAFA Provident Fund Trust being the employee contribution plan of the Management Company, other collective investment schemes managed by the Management Company and directors and officers of the Management Company.
- 11.2 The transactions with connected persons are in the normal course of business, at contracted rates and terms determined in accordance with market rates.
- 11.3 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.

		For the quarter ended September 30, 2013	(Un-Audited) For the quarter ended September 30, 2012 ees in '000
11.4	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 Federal excise duty on remuneration of the Management Company Front end load	18,862 3,018 3,018 3,018 848	11,825 1,892 1,512
	Alexandra Fund Management Pte. Limited - Sponsor Bonus of 11345 units issued during the period (2012 :308,204 units)	-	-
	National Bank of Pakistan Nil Units issued/ transferred in during the period (2012 :20,220 units) TBill purchased from sponsor Dividend paid to sponsor TDR purchased from sponsor	1,358,125 2,438 500,000	211 25,937 44,925
	Central Depository Company of Pakistan Limited - Trustee Remuneration of the Trustee Settlement charges	1,283 50	884 46
	Employees of the Management Company Bonus of 496 units issued during the period (2012: 14,646 units) 857,958 Units issued / transferred in during the period (2012: 644,950 units) 821,143 Units redeemed / transferred out during the period (2012: 472,934 units)	8,932 8,539	6642 4847
	Chief Financial Officer Bonus of 19 units issued during the period (2012: Nil units) 181,291 Units issued / transferred in during the period (2012 : 39,144 units) 964 Units redeemed / transferred out during the period (2012 : 39,144 units)	1,887 10	400 407
	NAFA Asset Allocation Fund Sukuks purchased from NAFA Asset Allocation Fund	-	38,430
	Summit Bank Limited Bank profit	135	-



		As at September 30, 2013	As at June 30, 2013
		Ruj	pees in '000
11.5	Balances outstanding as at period end		
	NBP Fullerton Asset Management Limited - Management Company		
	Preliminary expenses and floatation costs paid by Management Company on behalf of the Fund	1,092	1,092
	Rating fee paid by the Management Company on behalf of the Fund	52	52
	Sales load and transfer load payable to the Managment Company	1,077	320
	Security deposit with Central Depository Company of Pakistan Limited given	100	100
	by the Management Company on behalf of the Fund		
	Management remuneration payable	6,180	4,977
	Sindh Sales Tax payable on Management Company's remuneration	989	797
	Federal excise duty on Management Company's remuneration	2,003	481
	Central Depository Company of Pakistan Limited - Trustee		
	Remuneration payable	419	352
	Security deposit	100	100
	Alexandra Fund Management Pte. Limited - Sponsor		
	Investment held by the sponsor in the Fund 11,564,345 (June 30 2013: 11,553,000 unit	ts) 121,014	118,724
	National Bank of Pakistan - Sponsor		
	Investment held by the sponsor in the Fund 241,390,609 (June 30 2013: 241,390,610 uni	its) 2,526,008	2,480,651
	Balance in current account	1,172	1,161
	Employees of the Management Company		
	Investment held in the Fund 456,483 units (June 30 2013: 250,012 units)	4,777	2,569
	Muhammad Murtaza Ali - Company Secretary / CFO		
	Units held : 199,440 units (June 30 2013 : 19,094 units)	2,087	196
	Summit Bank Limited		
	Bank balance	3,628	8,702

### 12 DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information was authorised for issue on 30 October, 2013 by the Board of Directors of the Management Company.

## 13 GENERAL

13.1 Figures have been rounded off to the nearest thousand rupees, unless otherwise specified.

## For NBP Fullerton Asset Management Limited (Management Company)

## **Chief Executive**

Director



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Joint - Venture Partners

## **Head Office**

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