

# QUARTERLY REPORT MARCH 31

2015



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## 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. Nausherwan Adil Chairman

Dr. Amjad Waheed Chief Executive Officer

Mr. Nigel Poh Cheng Director
Mr. Koh Boon San Director
Mr. Kamal Amir Chinoy Director
Mr. Shehryar Faruque Director
Mr. Aamir Sattar Director
Mr. Abdul Hadi Palekar 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. Nausherwan Adil Chairman Mr. Nigel Poh Cheng 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

Bank Alfalah Limited Habib Bank Limited United Bank Limited Meezan 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 4716 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

### Lahore Office:

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

Website: www.nafafunds.com

#### 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:

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 Islamic Principal Protected Fund - II for the period ended March 31, 2015.

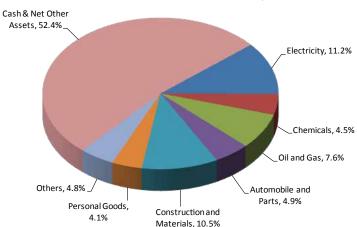
#### Fund's Performance

During the third quarter, the unit price of NAFA Islamic Principal Protected Fund-II (NIPPF-II) has decreased from Rs. 109.0792 on December 31, 2014 to Rs. 109.0634 on March 31, 2015, thus showing a decline of 0.0%. The Benchmark (Daily weighted return of KMI-30 index & Islamic Bank Deposits based on Funds' actual allocation) declined by 2% during the same period. Thus, the Fund has outperformed its Benchmark by 2% during the period under review. Since Inception the NAV of Fund has increased from Rs. 100.000 on June 27, 2014 to Rs. 109.0634 on March 31, 2015, thus showing an increase of 9.1%. The Benchmark return during the same period was 2.7%. Thus, the Fund has outperformed its Benchmark by 6.4% during the period under review. This performance is net of management fee and all other expenses. The size of NAFA Islamic Principal Protected Fund-II is Rs.1,243 million.

The stock market exhibited high volatility during the 3QFY15. The market started off the quarter on a strong note in January, posting around 6% return before taking a breather in February and finally plunging sharply in March. Overall, the benchmark KMI-30 Index fell by 2.7% during the quarter defying strong fundamentals of the economy such as sharp decline in inflation and subsequent cuts in discount rate, improving external account position and build-up in FX reserves, stabilizing political situation; and attractive stock market valuations as reflected by widening discount to the regional peers. Foreign investors turned large net sellers during the period where the major chunk reportedly came from a single hedge fund facing large redemptions. Sharp decline in market unnerved leveraged investors forcing them to liquidate their positions amid margin calls. The Index heavy Oil & Gas sector underperformed the market whereas Chemicals, Electricity and Household Goods sectors outperformed during the period under review.

On the shariah complaint securities sphere, search for yields and dearth of primary issuance versus elevated demand kept the yield on the high credit quality corporate bonds depressed. Furthermore, helped by the economic rebound, and declining interest rates, we have seen recoveries from many non-performing corporate bonds. During the period under review, the State Bank of Pakistan reduced the policy rate by 200 bps to 8.0% mainly due to sharp decline in inflation, build-up of FX reserves, largely contained fiscal deficit, and improved external account position. Sovereign securities responded to the beginning of loose monetary policy period with yields on the short term and long term sovereign bonds declining sharply. All sukuks in the Fund are floating rate linked to KIBOR with three to six month coupon resetting period.

The Fund has earned total income of Rs.152.37 million during the period. After deducting expenses of Rs.33.96 million, the net income is Rs.118.41 million. The asset allocation of the Fund as on March 31, 2015 is as follows:



## 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 21, 2015 Place: Karachi.

# CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2015

(Un-Audited)

(Audited)

	Note	As at March 31, 2015	As at June 30, 2014
		Rupees	in '000
ASSETS			
Balances with banks Investments Receivable against sale of investments Dividend and profit receivable Advances and deposits Preliminary expenses and floatation costs Total assets	4	581,918 591,286 65,974 13,380 2,600 1,442 1,256,600	710,807 156,906 - 480 102,600 2,306 973,099
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 Payable against purchase of investments Accrued expenses and other liabilities Total liabilities		8,662 144 735 49 - 3,617 13,207	24,309 8 5 145 155,911 350 180,728
NET ASSETS		1,243,393	792,371
UNIT HOLDERS' FUND (AS PER STATEMENT ATTACHED)		1,243,393	792,371
CONTINGENCIES AND COMMITMENTS	5		
		Number of units	
NUMBER OF UNITS IN ISSSUE		11,400,643	7,914,029
		Rupees	
NET ASSET VALUE PER UNIT	6	109.0634	100.1223

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

For NBP Fullerton Asset Management Limited (Management Company)

Nine Months

ended

Note

Quarter

ended

# CONDENSED INTERIM INCOME STATEMENT (UN-AUDITED) FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2015

	Note	March 31, 2015	March 31, 2015
		Rupees	in '000
INCOME			
Capital gain on sale of investments - net Profit on bank deposits Dividend income Unrealised appreciation on re-measurement of investment classified as 'at fair value'through profit or loss' - net Total Income		38,672 40,292 29,807 43,596 152,367	34,492 10,714 11,807 (42,960) 14,053
EXPENSES			
Remuneration of the Management Company Sindh Sales Tax on Management Company's remuneration Federal Excise Duty on Management Company's remuneration Remuneration of Central Depository Company of Pakistan Limited - Trustee Annual fee to the Securities and Exchange Commission of Pakistan Amortisation of preliminary expenses and floatation costs Auditors' remuneration Annual listing fee Printing charges Securities transaction cost Settlement and bank charges Total Expenses  Net income from operating activities		19,597 3,410 3,136 1,274 735 864 242 30 73 1,697 478 31,536	6,559 1,141 1,050 427 246 284 52 10 - 443 163 10,375
Provision for Workers' Welfare Fund	7	(2,417)	(74)
Net income for the period before taxation		118,414	3,604
Taxation	8	-	-
Net income for the period after taxation		118,414	3,604
Earnings per unit	9		

For NBP Fullerton Asset Management Limited (Management Company)

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

# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2015

	Nine Months ended March 31, 2015 Rupee	Quarter ended March 31, 2015 s in '000
Net income for the period after taxation	118,414	3,604
Other comprehensive income for the period	-	-
Total comprehensive income for the period	118,414	3,604

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

For NBP Fullerton Asset Management Limited (Management Company)

# CONDENSED INTERIM DISTRIBUTION STATEMENT (UN-AUDITED) FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2015

	Nine Months ended March 31, 2015	Quarter ended March 31, 2015
	Rupees	in '000
Undistributed income brought forward comprising of :		
Realised (loss) / income	(27)	26,569
Unrealised income	995	86,556
	968	113,125
Net income for the period	118,414	3,604
Net element of loss and capital losses included in prices of units issued less those in units redeemed	(16,479)	(13,826)
Undistributed income carried forward	102,903	102,903
Undistributed income comprising of :		
Realised income	59,307	59,307
Unrealised income	43,596	43,596
	102,903	102,903

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

For NBP Fullerton Asset Management Limited (Management Company)

# CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUND (UN-AUDITED) FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2015

	Nine Months ended March 31, 2015 Rupee	Quarter ended March 31, 2015 s in '000
Net assets at the beginning of the period	792,371	1,365,868
Issue of 5,259,569 units	525,999	-
Redemption of 1,772,955 units	(193,391) 332,608	(126,079)
Net element of loss and capital losses included in prices of units issued less those in units redeemed		(,,
	16,479	13,826
Unrealised appreciation on re-measurement of investment classified as	42 506	(42.060)
'at fair value through profit or loss' - net Capital gain on sale of investments - net	43,596 38,672	(42,960) 34,492
Other net income for the period	36,146 118,414	12,072
Net element of loss and capital losses included in prices of units		
issued less those in units redeemed - transferred to distribution statement	(16,479)	(13,826)
Net assets at the end of the period	1,243,393	1,243,393

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

For NBP Fullerton Asset Management Limited (Management Company)

# CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2015

	Nine Months ended March 31, 2015 Rupees	Quarter ended March 31, 2015 s in '000
CASH FLOW FROM OPERATING ACTIVITIES	·	
Net income for the period before taxation	118,414	3,604
Adjustments Unrealised appreciation on re-measurement of investments classified as 'financial assets at fair value through profit or loss' - net Amortisation of preliminary expenses and floatation costs	(43,596) 864 75,682	42,960 284 46,848
(Increase) / decrease in assets Investments Receivables against sale of investments Dividend and profit receivable Advances and deposits	(390,784) (65,974) (12,900) 100,000 (369,658)	28,374 (56,627) (8,027) 27 (36,253)
Increase / (decrease) in 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 purchase of investments Accrued expenses and other liabilities	(15,647) 136 730 (155,911) 3,267 (167,425)	927 (6) 246 - 473 1,640
Net cash used in operating activities	(461,401)	12,235
CASH FLOW FROM FINANCING ACTIVITIES		
Receipts from issue of units Payments on redemption of units Net cash generated from / (used in) financing activities	332,608 (96) 332,512	(193,391) 67,361 (126,030)
Net decrease in cash and cash equivalents during the period Cash and cash equivalents at the beginning of the period	(128,889) 710,807	(113,795) 695,713
Cash and cash equivalents at the end of the period	581,918	581,918

The annexed notes 1 to 12 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 INFORMATION (UNAUDITED) FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2015

#### 1. LEGAL STATUS AND NATURE OF BUSINESS

NAFA Islamic Principal Protected Fund-II (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 the Trustee. The Trust Deed was executed on May 07, 2014 and was approved by the Securities and Exchange Commission of Pakistan (SECP) on May 15, 2014. 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 the SECP. The principal 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 a member of the Mutual Funds Association of Pakistan (MUFAP).

The Fund has been categorised as an Open-End "Shariah Compliant Capital Protected Fund Scheme" as per the criteria laid down by the Securities and Exchange Commission of Pakistan for categorisation of Collective Investment Schemes (CIS).

The core objective of the Fund is to earn a potentially high return through dynamic asset allocation between shariah compliant equities and Money Market investment avenues, while providing principal protection.

The Pakistan Credit Rating Agency (PACRA) has assigned an asset manager rating of AM2+ to the Management Company. The Fund has not yet been rated.

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

1.1 The Fund commenced its operations from June 28, 2014. As per the offering document, the nature of the Fund is perpetual and the initial maturity of the fund is two years from the date of commencement. Principal protection will not be available if units are encashed before the expiry of initial maturity term.

#### 2 BASIS OF PREPARATION

#### 2.1 Statement of Compliance

This condensed interim financial information have 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 Trust Deed, 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 Trust Deed, the NBFC Rules, the NBFC Regulations or the directives issued by the SECP differ with the requirements of IFRSs, the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or the directives issued by the SECP prevail.

The disclosures made in this condensed interim financial statements 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 period ended June 30, 2014.

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, 2015.

## 3 Accounting Policies

The accounting policies adopted for the preparation of the condesed interim financial statements for the Nine months and quarter ended March 31, 2015 are same as those applied in the preparation of annual audited financial statements for the year ended June 30, 2014.

Note

(Un-Audited) March 31, 2015

(Audited) June 30, 2014

(Rupees in '000)

#### 4 INVESTMENTS

Financial assets classified as 'at fair value through profit or loss'
- Listed equity securities

4.1 591,286

156,906

## 4.1 Listed equity securities

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

		Number of shares		- Market value	Investr	nent as a percent	age of		
Name of the investee company	As at July 01, 2014	Purchases during the period	Bonus / right shares	Sales during the period	As at March 31, 2015	as at March 31, 2015	Net assets	Market value of total investments	Paid up capital of the investee company
						(Rupees in '000)		%	
Oil and Gas National Refinery Limited Oil and Gas Development Company	-	29,000	-	-	29,000	5,536	0.45	0.94	0.04
Limited Pakistan Oilfields Limited Pakistan Petroleum Limited Pakistan State Oil Company Limited Hascol Petroleum Shell Pakistan Limited	29,400 23,500 68,000 24,600	152,000 151,200 411,600 174,400 157,500 23,500		181,400 110,200 337,400 112,700 34,500	64,500 142,200 86,300 123,000 23,500	21,057 21,994 29,722 11,297 5,190	1.69 1.77 2.39 0.91 0.42	3.56 3.72 5.03 1.91 0.88	0.03 0.01 0.03 0.14 0.02
Chemicals		,				0,100			
Engro Corporation Limited Engro Fertilizers Limited Fatima Fertilizer Company Limited Fauji Fertilizer Company Limited	-	227,500 315,000 292,000 137,000	-	12,000 314,500 290,000 137,000	215,500 500 2,000	55,362 38 77	4.45 0.00 0.01	9.36 0.01 0.01	0.04 0.00 0.00
Construction and Materials Akzo Nobel Pakistan Limited	-	77,000	-	31,500	45,500	12,899	1.04	2.18	0.10
Cherat Cement Company Limited D.G. Khan Cement Company Limited Kohat Cement Company Limited Lucky Cement Limited	88,000 39,000	239,000 811,000 44,200 135,900	-	239,000 395,500 31,200 105,000	503,500 13,000 69,900	56,291 2,093 31,171	4.53 0.17 2.51	9.52 0.35 5.27	0.11 0.01 0.02
Maple Leaf Cement Factory Limited Pioneer Cement Limited	253,000 334,000	1,619,000 544,000	-	1,310,500 870,000	561,500 8,000	26,975 629	2.17 0.05	4.56 0.11	0.11 0.00
Technology Hardware and Equipment Avanceon Limited	-	276,500	-	-	276,500	9,011	0.72	1.52	0.26
Pharma and Bio Tech Ferozsons Laboratories Limited	-	49,400	-	31,500	17,900	8,829	0.71	1.49	0.06
<b>General Industrials</b> Ghani Glass Limited Thal Limited	6,000 36,000	131,500 42,600	-	48,500	89,000 78,600	6,387 20,070	0.51 1.61	1.08 3.39	0.07 0.19
Household Goods Tariq Glass Industries Limited	-	96,000	-	96,000	-	-	-	-	-
Automobile and Parts Ghandhara Nissan Limited Honda Atlas Cars (Pakistan) Limited Indus Motor Company Limited Pak Suzuki Motor Company Limited	59,000 - - 28,400	134,500 218,500 29,900 118,500		73,000 130,000 120,900	120,500 88,500 29,900 26,000	5,630 16,233 30,350 9,009	0.45 1.31 2.44 0.72	0.95 2.75 5.13 1.52	0.27 0.06 0.36 0.32
Personal Goods Kohinoor Textile Mills Limited Nishat Mills Limited	69,000	1,068,000	-	250,000 244,000	818,000 164,000	34,479 16,757	2.77 1.35	5.83 2.83	0.33 0.05
Fixed Line Telecommunication Pakistan Telecommunication Company Limited	300,000	535,000	-	835,000	-	-	-	_	_
Electricity K-Electric Limited The Hub Power Company Limited Kot Addu Power Company Limited	450,000 230,000 226,000	280,000 834,000 722,000	:	475,000 278,000 351,000	255,000 786,000 597,000	1,813 67,109 46,435	0.15 5.40 3.73	0.31 11.35 7.85	0.00 0.07 0.07
Lalpir Power Limited  Commercial Banks	-	920,000	-	110,500	809,500	24,180	1.94	4.09	0.21
Bank Islami Pakistan Limited (BIPL) BIPL - Letter of rights Meezan Bank Limited	-	36,000 406,000	3,266	36,000 3,266 73,500	332,500	14,663	- - 1.18	2.48	0.03
		.00,000		, 3,330	332,330	591,286	47.55	100.00	-
Carrying value as at March 31, 2015						547,690			•
Unrealised appreciation on re-measurem as 'at fair value'through profit or loss' -	ent of investme	nt classified				43,596			

Investments include shares with market value of Rs 60.467 million (June 30, 2014 Nil) which have been pledged with National Clearing Company of Pakistan Limited for guaranteeing settlement of the Fund's trades in accordance with Circular number 11 dated October 23, 2007 issued by the SECP.

#### 5 CONTINGENCIES AND COMMITMENTS

There were no contingencies and commitments outstanding as at March 31, 2015 and June 30, 2014.

#### 6 NET ASSET VALUE PER UNIT

The net asset value (NAV) per unit, as disclosed on the condensed interim statement of assets and liabilities, is calculated by dividing the net assets of the Fund by the number of units in issue at the period end.

### 7 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") 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 Honourable High Court of Sindh (the Court), challenging the applicability of WWF to the CISs, which is pending adjudication.

During the year ended June 30, 2012, the Honourable Lahore High Court (LHC) in a Constitutional Petition relating to the amendments brought in the WWF Ordinance, 1971 through the Finance Act, 2006 and the Finance Act, 2008, had declared the said amendments as unlawful and unconstitutional. In March 2013, a larger bench of the Honourable Sindh High Court (SHC) passed an order declaring that the amendments introduced in the WWF Ordinance, 1971 through the Finance Act, 2006 and the Finance Act, 2008 do not suffer from any constitutional or legal infirmity. However, the Honorable High Court of Sindh has not addressed the other amendments made in the WWF Ordinance 1971 about applicability of WWF to the CISs which is still pending before the Court. In a recent judgment, the Peshawar High Court (PHC) has also held these amendments to be ultra vires as they lacked the essential mandate to be introduced and passed through the Money Bill under the Constitution. Without prejudice to the above, the Management Company, as a matter of abundant caution, has decided to retain the provision for WWF amounting to Rs 2.434 million (including Rs 2.417 million for the current period) in this condensed interim financial information. Had the same not been made the net asset value per unit of the Fund as at March 31, 2015 would have been higher by Rs 0.2135 per unit.

## 8 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. 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.

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 EARNINGS PER UNIT

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

## 10 TRANSACTIONS WITH RELATED PARTIES / CONNECTED PERSONS

Related parties / 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, entities having common directorship with the Management Company and directors and officers of the Management Company.

- **10.2** The transactions with related parties / connected persons are in the normal course of business, at contracted rates and terms determined in accordance with market rates.
- **10.3** Remuneration and sale load payable to the Management Company is determined in accordance with the provisions of the NBFC Regulations and the Trust Deed respectively.
- 10.4 Remuneration payable to the Trustee is determined in accordance with the provisions of the NBFC Regulations and the Trust Deed.
- 10.5 Details of the transactions with related parties / connected persons are as follows:

	·	(Un-aud	dited)
		Nine Months ended March 31, 2015	Quarter ended March 31, 2015
		(Rupees i	n '000)
	NBP Fullerton Asset Management Limited - (Management Company) Remuneration of the Management Company	19,597	6,559
	Sindh sales tax on remuneration of Management Company	3,410	1,141
	Federal Excise Duty on remuneration of the Management Company	3,410	1,141
	rederal excise Duty on remuneration of the Management Company	3,130	1,030
	Central Depository Company of Pakistan Limited - Trustee		
	Remuneration for the period	1,274	427
	CDS charges	342	119
	PTCL Employees General Provident Fund		
	Issue of 3,999,948 units	400,000	-
	Employees of the Management Company		
	Issue of 18,006 units	1,800	
	Redemption of 18,006 units	1,788	-
	Redemption of 10,000 units	1,7 00	
	Taurus Securities Limited		
	Brokerage expense	201	47
		(Un-audited)	(Audited)
		March 31,	June
		2015	30, 2014
		(Rupees ii	n '000)
0.6	Balances outstanding as at period / year end		
	NBP Fullerton Asset Management Limited - (Management Company)		
	Management remuneration payable	2,210	122
	Sindh Sales Tax (SST) payable on remuneration of the Management Company	385	23
	Federal Excise Duty (FED) payable on remuneration of the Management Company	3,154	20
	SST and FED payable on sales load	2,899	4,927
	Other payable	14	2,606
	Preliminary expenses and floatation costs	-	2,316
	Initial deposit on opening of bank accounts	-	20
	Listing fee	-	20
	Sales load payable	-	14,255
	· ·		

10.

	(Un-audited) March 31, 2015	(Audited) June 30, 2014
	(Rupees i	n '000)
Central Depository Company of Pakistan Limited - (Trustee)		
Remuneration payable	144	8
CDS charges payable	54	20
Security deposit	100	100
(The Trustees) - The Mama Parsi Girls Secondary School* Units held: Nil units (June 30, 2014: 868,503 units)	-	86,957
PTCL Employees General Provident Fund Units held: 3,999,948 units (June 30, 2014: Nil units)	436,248	-
Employees of the Management Company Units held: 1,507 units (June 30, 2014: 1,507 units)	164	151
Taurus Securities Limited Brokerage payable	37	23

<sup>\*</sup>Current period figures have not been presented as the entity is not classified as a related party / connected person of the Fund as at March 31, 2015.

#### 11 DATE OF AUTHORISATION FOR ISSUE

This condensed interm financial information was authorised for issue by the Board of Directors of the Management Company on April 21, 2015.

### 12 GENERAL

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

For NBP Fullerton Asset Management Limited (Management Company)



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