# 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. Shahid Anwar Khan | Chairman                |
|-----------------------|-------------------------|
| Mr. Amir Shehzad      | Director                |
| Mr. Wah Geok Sum      | Director                |
| Mr. Koh Boon San      | Director                |
| Mr. Shehryar Faruque  | Director                |
| Mr. Kamal Amir Chinoy | Director                |
| Dr. Asif A. Brohi     | Director                |
| Dr. Amjad Waheed      | Chief Executive Officer |

### Company Secretary & CFO of the Management Company

Mr. Muhammad Murtaza Ali

### Audit & Risk Committee

| Mr. Koh Boon San     | Chairman |
|----------------------|----------|
| Mr. Shehryar Faruque | Member   |
| Mr. Amir Shehzad     | 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 National Bank of Pakistan Faysal 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:

9th Floor, Adamjee House, I.I. Chundrigar Road, Karachi

### Lahore Office:

House # 10 - A, Block -S, Gulberg - II, Lahore. UAN: (+92-42) 111-111-NFA (632) Fax No: (+92-42) 35760373

### 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 Corporate Branch 3rd Floor, Park Lane Tower, Near Shahjahan Banquet Hall, Officers Colony, Khanewal Road. Multan. Tel : 92-061-6214070 Fax: 92-061-6214062 UAN: 92-061-111-111-632

# **DIRECTORS' REPORT**

The Board of Directors of NBP Fullerton Asset Management Limited is pleased to present the unaudited financial statements of NAFA Money Market Fund (NMMF) for the period ended March 31, 2012.

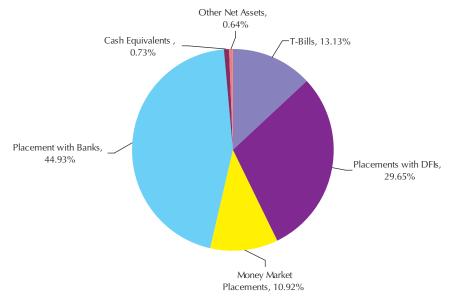
## Fund's Performance

The size of NAFA Money Market Fund is Rs. 1,113 million as at March 31, 2012. The Fund has earned an annualized return of 11.00% since its inception (February 24, 2012) as compared to its Benchmark (3-Month deposit rates of 'AA' & above rated banks) annualized return of 7.51% for the same period.

NMMF is a Money Market Scheme; the Fund's Authorized Investments include T-Bills, Bank Deposits and Money Market instruments. The Fund has been awarded a stability rating of AA(f) by PACRA which denotes a very strong capacity to manage risk and generate relatively stable return. Minimum rating of investments is AA, while the Fund is not allowed to invest in any security exceeding six month maturity. The weighted average time to maturity of the Fund can not exceed 90 days. These restrictions minimize credit and interest rate risks.

The management is announcing monthly dividends since the Fund came into operation and intends to continue this policy in the future as well.

The Fund has earned total income of Rs.13.72 million during the period. After deducting expenses of Rs.1.75 million, the net income is Rs.11.97 million. The asset allocation of the Fund as on March 31, 2012 is as follows:



### Income Distribution

The Board of Directors of the Management Company has ratified interim monthly distribution of 0.87% of par value for the period.

## 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 17, 2012 Place: Karachi.

## CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2012

|   |      | As At<br>March 31,<br>2012 |
|---|------|----------------------------|
| ASSETS  | Note | Rupees in '000             |
| Bank balances   |      | 500.000                    |
| Bank balances<br>Investments  | 4    | 508,066<br>267,656         |
| Loans and receivables   | т    | 330,000                    |
| Profit receivable   |      | 7,728                      |
| Prepayments and other receivables   |      | 1,039                      |
| Preliminary expenses and floatation costs   | 5    | 1,113                      |
| Total assets  |      | 1,115,602                  |
| LIABILITIES   |      |                            |
| Payable to the Management Company   |      | 1,991                      |
| Payable to the Trustee  |      | 153                        |
| Payable to the Securities and Exchange Commission of Pakistan<br>Payable on redemption of units |      | 86                         |
| Accrued expenses and other liabilities  |      | 498                        |
| Total liabilities   |      | 2,728                      |
| NET ASSETS  |      | 1,112,874                  |
|   |      | 1,112,074                  |
| Unit holders' fund (as per statement attached)  |      | 1,112,874                  |
| CONTINGENCIES AND COMMITMENTS   | 10   | -                          |
|   |      | (Number of units)          |
| NUMBER OF UNITS IN ISSUE  |      | 111,073,158                |
|   |      | Rupees                     |
|   |      | ·                          |
| NET ASSET VALUE PER UNIT  | 3.12 | 10.0193                    |
|   |      |                            |

The annexed notes form an integral part of these condensed interim financial informations.

For NBP Fullerton Asset Management Limited (Management Company)

Chief Executive

Director

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## CONDENSED INTERIM INCOME STATEMENT (UNAUDITED) FOR THE PERIOD FROM FEBRUARY 17, 2012 TO MARCH 31, 2012

| INCOME  | Note | For the period from<br>February 17, 2012<br>to March 31, 2012<br>Rupees in '000 |
|---|------|---|
| Capital gain / (loss) on sale of investments - net<br>Income from government securities<br>Income from Sukuk Bonds<br>Income from term deposit receipts<br>Income from money market placements<br>Profit on bank deposits<br>Net unrealised dimunition in the value of investments<br>classified as financial assets 'at fair value through profit or loss'<br><b>Total Income</b>                                |      | (209)<br>3,580<br>484<br>5,523<br>3,752<br>677<br>13,807<br>(84)<br>13,723      |
| EXPENSES  |      |   |
| Remuneration of the Management Company<br>Sindh Sales Tax on Remuneration of the Management Fee<br>Remuneration of the Trustee<br>Annual fee - Securities and Exchange Commission of Pakistan<br>Securities transaction cost<br>Bank charges<br>Annual listing fee<br>Auditors' remuneration<br>Amortisation of preliminary expenses and floatation costs<br>Rating fee<br>Other charges<br><b>Total Expenses</b> | 6    | 895<br>143<br>183<br>86<br>97<br>58<br>9<br>79<br>30<br>24<br>29<br>1,633       |
| Net income from operating activities  |      | 12,090  |
| Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed   |      | -   |
| Provision for workers' welfare fund   |      | (125)   |
| Net income for the period before taxation<br>Taxation   | 3.8  | 11,965  |
| Net income for the period after taxation  |      | 11,965  |
| Earnings per unit   | 3.13 |   |
|   |      |   |

The annexed notes form an integral part of these condensed interim financial informations.

For NBP Fullerton Asset Management Limited (Management Company)

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# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) FOR THE PERIOD FROM FEBRUARY 17, 2012 TO MARCH 31, 2012

For the period from February 17, 2012 to March 31, 2012

|   | Rupees in '000 |
|---|----------------|
| Net income for the period after taxation  | 11,965         |
| Other comprehensive income                | -              |
| Total comprehensive income for the period | 11,965         |

The annexed notes form an integral part of these condensed interim financial informations.

For NBP Fullerton Asset Management Limited (Management Company)

**Chief Executive** 

Director Page 09

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## CONDENSED INTERIM DISTRIBUTION STATEMENT (UNAUDITED) FOR THE PERIOD FROM FEBRUARY 17, 2012 TO MARCH 31, 2012

|  | For the period from<br>February 17, 2012 to<br>March 31, 2012 |
|--|---|
|  | Rupees in '000  |
| Undistributed income brought forward comprising:<br>- Realised income<br>- Unrealised (loss) / Income                                  |   |
| Interim distribution for the month ended March 25, 2012: 0.87%<br>(declared on March 29, 2012)<br>- Cash Distribution<br>- Bonus Units | (87)<br>(9,489)   |
| Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed                | (246)   |
| Net income for the period  | 11,965  |
| Undistributed income carried forward   | 2,143   |
| Undistributed income carried forward comprising:<br>- Realised income<br>- Unrealised income / (loss)                                  | 2,227<br>(84)<br>2,143  |

The annexed notes form an integral part of these condensed interim financial informations.

For NBP Fullerton Asset Management Limited (Management Company)

Chief Executive

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## CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUNDS (UNAUDITED) FOR THE PERIOD FROM FEBRUARY 17, 2012 TO MARCH 31, 2012

|   | For the period from<br>February 17, 2012 to<br>March 31, 2012 |
|---|---|
|   | Rupees in '000  |
| Net assets at the beginning of the period   | -   |
| Issue of 18,934,400 units - including 947,944 bonus units   | 1,205,528   |
| Redemption of 793,235,632 units   | (104,532)   |
| Net Element of (income) / loss and capital (gains) / losses included prices of units issued less those in units redeemed  | 1,100,996   |
| - amount representing accrued (income) / losses and capital (gains) / losses transferred to Income Statement  | _   |
| - amount representing (income) / losses that form part of the unit holders' fund transferred to Distribution Statement  | 246<br>246  |
| Net unrealised (diminution) in the value of investments classified as<br>financial assets 'at fair value through profit or loss'<br>Capital Gain / (Loss) on sale of investments - net<br>Other operating income (net of expenses)<br>Net income for the period | (84)<br>(209)<br>12,258<br>11,965                             |
| Interim distribution for the month ended March 25, 2012: 0.87%<br>(declared on March 29, 2012)<br>- Cash Distribution<br>- Bonus Units  | (87)<br>(9,489)   |
| Add: Bonus distribution<br>Final Distribution<br>Interim Distribution   | -<br>9,489  |
| Net Element of income / (loss) and capital gains / (losses) included in prices<br>of units sold less those in units redeemed - amount representing<br>income / (losses) that form part of the unit holders' fund  | (246)   |
| Net assets at the end of the period   | 1,112,874   |

The annexed notes form an integral part of these condensed interim financial informations.

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

| Chief Executive  | Director |
|------------------|----------|
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## CONDENSED INTERIM CASH FLOW STATEMENT (UNAUDITED) FOR THE PERIOD FROM FEBRUARY 17, 2012 TO MARCH 31, 2012

|  | For the period from<br>February 17, 2012 to<br>March 31, 2012                                  |
|--|--|
| CASH FLOW FROM OPERATING ACTIVITIES  | Rupees in '000   |
| Net income for the period before taxation  | 11,965   |
| Adjustments<br>Net unrealised (diminution) in the value of investments classified<br>as financial assets 'at fair value through profit or loss'<br>Amortisation of preliminary expenses and floatation costs<br>Element of (income) / loss and capital (gains) / losses included in<br>prices of units issued less those in units redeemed | 84<br>30<br><br>12,079   |
| (Increase) / decrease in assets<br>Investments<br>Loans and receivables<br>Profit receivable<br>Preliminary expenses and floatation costs<br>Prepayments and other receivables   | $\begin{array}{c} (267,740)\\ (330,000)\\ (7,728)\\ (1,143)\\ (1,039)\\ (607,650) \end{array}$ |
| Increase / (decrease) in liabilities<br>Payable to the Management Company<br>Payable to the Trustee<br>Payable to the Securities and Exchange<br>Commission of Pakistan<br>Accrued expenses and other liabilities  | 1,991<br>153<br>86<br>498<br>2,728   |
| Net cash outflow on operating activities   | (592,843)  |
| CASH FLOW FROM FINANCING ACTIVITIES  |  |
| Receipts from issue of units<br>Payments on redemption of units<br>Cash dividend paid<br><b>Net cash inflow from financing activities</b>  | 1,205,528<br>(104,532)<br>(87)<br>1,100,909  |
| Net (decrease) in cash and cash equivalents<br>during the period<br>Cash and cash equivalents at the beginning of the year / period  | 508,066  |
| Cash and cash equivalents at the end of the period   | 508,066  |

The annexed notes form an integral part of these condensed interim financial informations.

For NBP Fullerton Asset Management Limited (Management Company)

| Chief | Executive |  |
|-------|-----------|--|
|       |           |  |

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## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION (UNAUDITED) FOR THE PERIOD FROM FEBRUARY 17, 2012 TO MARCH 31, 2012

#### 1 LEGAL STATUS AND NATURE OF BUSINESS

NAFA Money Market Fund ('the Fund') was established under a Trust Deed executed between NBP Fullerton Asset Management Limited (NAFA) as Management Company and Central Depository Company of Pakistan Limited (CDC) as Trustee. The Trust Deed was approved by the Securities and Exchange Commission of Pakistan (SECP) on April 14, 2011 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 SECP. The registered office of the Management Company is situated at 9th Floor, Adamjee House, I.I. Chundrigarh Road, 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 can be transferred to / from the Funds managed by the Management Company and can also be redeemed by surrendering to the Fund. The Fund is categorized as an Open-End "Money Market Scheme" as per the criteria laid down by Securities and Exchange Commission of Pakistan for categorization of Collective Investment Schemes (CIS).

As per the Trust Deed, the first accounting period shall commence from the date on which the Fund property is first paid or transferred to the Trustee. The Fund opened its bank account on Feb 17, 2012 for receipt of subscription towards seed capital of the Fund. Accordingly, these financial statements have been prepared for the period from Feb 17, 2012 to March 31, 2012.

The objective of the Fund is to generate optimal return with minimum risk, to provide easy liquidity and reasonable income to its unit holders by investing primarily in short-term Government Securities.

The Pakistan Credit Rating Agency Limited (PACRA) has assigned an asset manager rating of AM2- (Positive outlook) to the Management Company and a stability rating of AA (f) to the Fund.

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 BASIS OF PREPARATION

#### 2.1 STATEMENT OF COMPLIANCE

These 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 International Accounting Standard (IAS) 34: 'Interim Financial Reporting', the Trust Deed, Non Banking Finance Companies (Establishment and Regulation) Rules, 2003 (NBFC Rules), Non Banking Finance Companies and Notified Entities Regulations 2008 (NBFC Regulations) and the directives issued by the SECP. Wherever the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or directives issued by the SECP differ with the requirements of IAS, the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or the directives issued by the SECP prevail.

2.1.1 These condensed interim financial information not include all the information and disclosures required in the annual financial statements.

2.1.2 These condensed interim financial information are unaudited. Accordingly, the Board of Directors of the Management Company declare that this condensed interim financial information gives a true and fair view of the state of affairs of the Fund.

#### 2.2 Standards, interpretations and amendments to published approved accounting standards, as adopted in Pakistan, that are not yet effective:

There are certain new standards, amendments and International Financial Reporting Interpretations Committee (IFRIC) interpretations that are mandatory for accounting periods beginning on or after July 1, 2012 but are considered not to be relevant or do not have any significant effect on the Fund's operations and are, therefore, not detailed in this condensed interim financial information.

#### 2.3 Critical accounting estimates and judgments

The preparation of financial information in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires the management to exercise its judgment in the process of applying the Fund's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. The areas where various assumptions and estimates are significant to the Fund's financial information or where judgment was exercised in application of accounting policies are as follows:

- i) Classification and valuation of investments (notes 3.2 and 4)
- ii) Amortisation of preliminary expenses and floatation costs (notes 3.4 and 5)

#### 2.4 Accounting Convention

These condensed interim financial information have been prepared under the historical cost convention except that certain investments have been carried at fair value.

#### 2.5 Functional and Presentation Currency

These condensed interim financial information are presented in Pak Rupees which is the Fund's functional and presentation currency.

#### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of this condensed interim financial information are set out below:

#### 3.1 Cash and cash equivalents

Cash and cash equivalents include balances with banks and other short term highly liquid investments with original maturities of three months or less.

#### 3.2 Financial assets

#### 3.2.1 Classification

The Fund classifies its financial assets in three categories, i.e., at fair value through profit or loss, available for sale and loans and receivables. The classification depends on the purpose for which the financial assets were acquired. Management determines the classification of its financial assets at initial recognition and re-evaluates this classification on a regular basis.

Investments are categorised as follows:

#### a) Financial assets at fair value through profit or loss

These are financial assets that are acquired principally for the purpose of generating profit from short-term fluctuations in prices.

#### b) Available for sale

Available for sale financial assets are those non-derivative financial assets that are designated as available for sale or are not classified as (a) loans and receivables, (b) held to maturity investments or (c) financial assets at fair value through profit or loss. These are intended to be held for an indefinite period of time which may be sold in response to needs for liquidity or changes in prices

#### c) Loans and receivables

These are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market.

#### 3.2.2 Regular way contracts

Regular purchases and sales of financial assets are recognised on the trade date - the date on which the Fund commits to purchase or sell the asset.

#### 3.2.3 Initial recognition and measurement

Financial assets are initially recognised at fair value plus transaction costs except for financial assets carried at fair value through profit or loss.

Financial assets carried at fair value through profit or loss are initially recognised at fair value and transaction costs are expensed in the income statement.

#### 3.2.4 Subsequent measurement

Subsequent to initial recognition, financial assets designated by the management as 'financial assets at fair value through profit or loss' are valued as follows:

#### a) Basis of valuation of debt securities

The investment of the Fund in debt securities is valued on the basis of rates determined by the Mutual Fund Association of Pakistan (MUFAP) in accordance with the methodology prescribed by SECP for valuation of debt securities vide its circular no. 1 of 2009 dated January 6, 2009. In the determination of the rates MUFAP takes into account the holding pattern of these securities and categorises them as traded, thinly traded and non-traded securities. The circular also specifies the valuation process to be followed for each category as well as the criteria for the provisioning of non-performing debt securities.

#### b) Basis of valuation of government securities

The investment of the Fund in government securities is valued on the basis of rates announced by the Financial Markets Association of Pakistan.



#### 3.2.5 Impairment

The carrying value of the Fund's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If such an indication exists, the recoverable amount of such asset is estimated. An impairment loss is recognised whenever the carrying amount of an asset exceeds its recoverable amount. Impairment losses are recognised in the Income Statement.

#### a) Debt securities

Provision for non-performing debt securities is made on the basis of time based criteria as prescribed under circular no. 1 of 2009 dated January 6, 2009 issued by the SECP. Impairment losses recognised on debt securities can be reversed through the 'Income Statement'.

As allowed under circular no. 13 of 2009 dated May 4, 2009 issued by the SECP, the management may also make provision against debt securities over and above the minimum provision requirement prescribed in the aforesaid circular, in accordance with a provisioning policy approved by the Board of Directors and disseminated by the Management Company on its website.

#### b) Loans and receivables

For financial assets classified as 'loans and receivables', a provision for impairment is established when there is objective evidence that the Fund will not be able to collect all amounts due according to the original terms. The amount of the provision is determined based on the provisioning criteria specified by the SECP.

#### 3.2.6 Derecognition

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or have been transferred and the Fund has transferred substantially all risks and rewards of ownership.

#### 3.2.7 Offsetting of financial assets and liabilities

Financial assets and financial liabilities are offset and the net amount is reported in the Statement of Assets and Liabilities when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on a net basis, or realise the assets and settle the liabilities simultaneously.

#### 3.3 Financial liabilities

All financial liabilities are recognised at the time when the Fund becomes a party to the contractual provisions of the instrument.

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expired.

#### 3.4 Preliminary expenses and floatation costs

Preliminary expenses and floatation costs represent expenditure incurred prior to the commencement of operations of the Fund. These costs are being amortised over a period of five years in accordance with the requirements set out in the Trust Deed of the Fund.

#### 3.5 Issue and redemption of units

Units are issued on the realisation of funds and are recorded at the offer price applicable for that date, determined by the Management Company. The applications are received by the distributors during business hours and are processed by the Management Company on the realisation of funds. The offer price represents the Net Asset Value per unit as of the close of the previous business day plus the allowable sales load, provision for transaction costs and any provision for duties and charges, if applicable.

Units redeemed are recorded at the redemption price, applicable to units for which the distributors receive redemption applications during business hours of that day. The redemption price represents the Net Asset Value per unit as of the close of the business day less any back-end load (if applicable), any duties, taxes, charges on redemption and any provision for transaction costs, if applicable.

#### 3.6 Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed

Element of income / (loss) and capital gains / (losses) included in the prices of units issued less those in units redeemed is determined based on the income earned during the period and unrealised appreciation / (diminution) arising during the period on available for sale securities and is taken directly to the distribution statement.

### 3.7 Provisions

Provisions are recognised when the Fund has a present, legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the obligation can be made. Provisions are regularly reviewed and adjusted to reflect the current best estimate.

#### 3.8 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 ninety percent of its accounting income for the year, as reduced by capital gains, whether realised or unrealised, is distributed among the unit holders.

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.

The Fund provides for deferred taxation using the balance sheet liability method on all major temporary differences between the amounts used for financial reporting purposes and amounts used for taxation purposes. In addition, the Fund also records deferred tax on unutilised tax losses to the extent that it is probable that the related tax benefit will be realised. However, the Fund has not recognised any amount in respect of deferred tax in these financial statements as the Fund intends to avail the tax exemption under clause 99 of Part 1 of the Second Schedule to the Income Tax Ordinance, 2001, in future years by distributing at least ninety percent of its accounting income for the year as reduced by capital gains, whether realised or unrealised, to its unit holders every year.

#### 3.9 Proposed distributions

Distributions declared subsequent to the balance sheet date are considered as non-adjusting events and are recognised in the financial statements in the period in which such distributions are declared.

#### 3.10 Revenue recognition

- Capital gains / (losses) arising on sale of investments are included in the income statement on the date at which the transaction takes place.
- Unrealised gains / (losses) arising on revaluation of investments classified as 'financial assets at fair value through profit or loss' are
  included in the income statement in the period in which they arise.
- Profit on bank deposits is recognised on an accrual basis.
- Profit from investments is recognised on an accrual basis.
- Income from government securities is recognised using the effective interest method.

#### 3.11 Net Asset Value per unit

The net asset value (NAV) per unit, as disclosed on the 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 / year end.

#### 3.12 Earnings per unit

Earnings per unit has not been disclosed as, in the opinion of the management, determination of cumulative weighted average number of outstanding units for calculating earnings per unit is not practicable.

|   |   | Note | March 31,<br>2012<br>(Rupees in '000) |
|---|---|------|---------------------------------------|
| 4 | INVESTMENTS   |      |                                       |
|   | At fair value through profit or loss - held for trading |      |                                       |
|   | Government securities - Market Treasury Bills           | 4.1  | 146,096                               |
|   | Sukuk Bonds   | 4.2  | 121,560                               |
|   |   |      | 267,656                               |

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

|   | Face value  |                          |                                   |   |                         |                 |  |   |
|---|---|--------------------------|-----------------------------------|---|-------------------------|-----------------|--|---|
| Issue date  | Tenor   | As at<br>Feb 17,<br>2012 | Purchases<br>during the<br>period | Sales / matured<br>during the<br>period | As at March 31,<br>2012 | Market<br>Value | Market value as<br>a percentage of<br>net assets | Market value as a<br>percentage of total<br>investments |
|   |   |                          | Rup                               | ees in '000                             |                         |                 |  | %   |
| Market Treasury Bills   |   |                          |                                   |   |                         |                 |  |   |
| 24-Mar-11   | 12 Months   | -                        | 22,750                            | 22,750                                  | -                       | -               | -  | -   |
| 22-Sep-11   | 6 Months  | -                        | 7,500                             | 7,500                                   | -                       | -               | -  | -   |
| 3-Nov-11  | 6 Months  | -                        | 40,000                            | -                                       | 40,000                  | 39,577          | 4.00   | 27.09   |
| 21-Apr-11   | 12 Months   | -                        | 800,000                           | 800,000                                 | -                       | -               | -  | -   |
| 9-Feb-12  | 3 Months  | -                        | 45,000                            | 40,000                                  | 5,000                   | 4,947           | -  | 3.39  |
| 19-May-11   | 12 Months   | -                        | 15,000                            | -                                       | 15,000                  | 14,775          | 1.00   | 10.11   |
| 25-Aug-11   | 12 Months   | -                        | 250,000                           | 200,000                                 | 50,000                  | 47,745          | 4.00   | 32.68   |
| 8-Mar-12  | 3 Months  | -                        | 100,000                           | 100,000                                 | -                       | -               | -  | -   |
| 22-Mar-12   | 3 Months  | -                        | 40,000                            | -                                       | 40,000                  | 39,052          | 4.00   | 26.73   |
| Total as at March 31, 2012  |   |                          |                                   |   |                         | 146,096         | 13   | 100   |
| Carrying Value as at March 31, 2012   |   |                          |                                   |   |                         | 146,180         |  |   |
| Net unrealised (diminution) / appreciation on re-measurement of investments |   |                          |                                   |   |                         |                 |  |   |
| classified as 'financial assets at fai                                      | classified as 'financial assets at fair value through profit or loss' |                          |                                   |   |                         |                 |  |   |
|   |   |                          |                                   |   |                         |                 |  |   |

#### 4.2 Sukuk Bonds

| Name of the investee company        | Number of certificates |                                   |                         |                            | Investment as a precentage of           |                                  |   |            |
|-------------------------------------|------------------------|-----------------------------------|-------------------------|----------------------------|---|----------------------------------|---|------------|
|                                     | As at Feb<br>17, 2012  | Purchases<br>during<br>the period | Sales during the period | As at<br>March 31,<br>2012 | Market value<br>as at March 31,<br>2012 | Market<br>Value of Net<br>Assets | Market value<br>of total<br>investments | lssue size |
|                                     |                        |                                   |                         |                            | Rupees in '000                          |                                  | %                                       |            |
| HUBCO SUKUK                         | -                      | 6,900                             | -                       | 6,900                      | 34,500                                  |                                  |   |            |
| Engro Fertilizer Ltd                | -                      | 1,742                             | -                       | 1,742                      | 87,060                                  |                                  |   |            |
|                                     |                        |                                   |                         |                            | 121,560                                 |                                  |   |            |
| Carrying Value as at March 31, 2012 |                        |                                   |                         |                            | 121,560                                 |                                  |   |            |
|                                     |                        |                                   |                         |                            |   |                                  | Ma                                      | rch 21     |

| Marc   | h 3 | 1,   |
|--------|-----|------|
| 20     | 12  |      |
| Rupees | in  | '000 |

#### 5 PRELIMINARY EXPENSES AND FLOATATION COSTS

| 1,143 |
|-------|
| (30)  |
| 1,113 |
|       |

5.1 Preliminary expenses and floatation costs represent expenditure incurred prior to the commencement of operations of the Fund and are being amortised over a period of five years commencing from Feb 24, 2012 (post IPO) as per the requirements set out in the Trust Deed.

### 6 SINDH SALES TAX ON PERFORMANCE FEE OF MANAGEMENT COMPANY

During the current period, the provincial government has levied General Sales Tax at the rate of 16% on the remuneration of the Management Company through Sindh Sales Tax on Services Act 2011 effective from July 1, 2011.

### 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 Honorable High Court of Sindh (the Court), challenging the applicability of WWF to the CISs, which is pending adjudication. However, without prejudice to the above, the Management Company made a provision for WWF contribution in the annual financial statements for the year ended June 30, 2011.

Subsequent to the year ended June 30, 2010, a clarification was issued by the Ministry of Labour and Manpower (the Ministry) which stated that mutual funds are not liable to contribute to WWF on the basis of their income. This clarification was forwarded by Federal Board of Revenue (FBR) (being the collecting agency of WWF on behalf of the Ministry) to its members for necessary action. Based on this clarification, the FBR also withdrew notice of demand which it had earlier issued to one of the mutual funds for collection of WWF. Notices of demand have also been issued to several other mutual funds and the matter has been taken up by the respective mutual funds with the FBR for their withdrawal on the basis of the above referred clarification of the Ministry.

Subsequent to the year ended June 30, 2011, the Honorable 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, has declared the said amendments as unlawful and unconstitutional. The Management Company is hopeful that the decision of the LHC will lend further support to the Constitutional Petition which is pending in the SHC. Accordingly, the Management Company has stopped making accrual of this provision with effect from March 14, 2012. However, as a matter of abundant caution, the Management Company has decided to maintain the provision for WWF made till this date amounting to Rs. 0.125 million in this financial information.

### 8 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 ditributed amongst the unit holders. The Fund has not recorded a tax liability in respect of income relating to the current period as the management company has decided to distribute at leat 90 percent of the Fund's accounting income for the period as reduced by the capital gains (whether realised or unrealised) to its unit holders

### 9 TRANSACTIONS WITH CONNECTED PERSONS

Connected persons include NBP Fullerton Asset Management Limited (NAFA) being the Management Company, Central Depository Company of Pakistan Limited being the Trustee, National Bank of Pakistan (NBP) and Alexandra Fund Management Pte. Limited being the sponsors, other collective investment schemes managed by the Management Company and directors and officers of the Management Company

- 9.1 The transactions with connected persons are in the normal course of business, at contracted rates and terms determined in accordance with market rates.
- 9.2 Remuneration to the Management Company is determined in accordance with the provisions of the NBFC Regulations and the Trust Deed respectively.

**9.3** Remuneration 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.

|     | accordance with the provisions of the NBFC Regulations and the Trust Deed respectively.   |  |
|-----|---|--|
|     |   | For the period<br>from Feb<br>17, 2012 to<br>March 31,<br>2012                     |
|     |   | (Rupees in '000)   |
| 9.4 | Details of the transactions with connected persons are as follows:  |  |
|     | NBP Fullerton Asset Management Limited - Management Company<br>Remuneration of the Management Company<br>Sindh sales tax on remuneration of the Management Company<br>Preliminary expenses and floatation costs paid by the Management<br>Company on behalf of the Fund<br>(CDC deposit, listing fee and initial deposit on opening of bank accounts<br>paid by the Management Company on behalf of the Fund) | 895<br>143<br>1,143  |
|     | <b>National Bank of Pakistan - Sponsor</b><br>Units issued during the period (100,007,387 units)<br>Pre-IPO profit  | 1,000,074<br>75  |
|     | Central Depository Company of Pakistan Limited - Trustee<br>Remuneration of the Trustee   | 183  |
|     | Employees of the Management Company<br>Units issued / transferred in during the period (65,970 units)<br>Units redeemed / transferred out during the period (38,353 units)  | 662<br>385   |
|     |   | For the period<br>from Feb<br>17, 2012 to<br>March 31,<br>2012<br>(Rupees in '000) |
| 9.5 | Balances outstanding as at period end   |  |
|     | NBP Fullerton Asset Management Limited - Management Company<br>Preliminary expenses and floatation costs paid by Management Company<br>on behalf of the Fund<br>Deposit on CDC accounts, initial deposit and annual listing fee paid by the Management Co   | 1,158<br>ompany  |
|     | on behalf of the Fund<br>Remuneration payable<br>Sindh sales tax payable on remuneration of the Management Company  | 719<br>114   |
|     | Central Depository Company of Pakistan Limited - Trustee<br>Remuneration payable  | 153  |
|     | National Bank of Pakistan - Sponsor<br>Investment held by the sponsor in the Fund (100,876,531 units)   | 1,010,712  |
|     | Employees of the Management Company<br>Investment held in the Fund (27,664 units)   | 277  |
|     |   | Daga 1   |

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### 10 CONTINGENCIES AND COMMITMENTS

There were no contingencies and commitments outstanding as at March 31, 2012.

### 11 DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information was authorised for issue on April 17, 2012 by the Board of Directors of the Management Company.

### 12 GENERAL

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

For NBP Fullerton Asset Management Limited (Management Company)

**Chief Executive**