



NBP Fullerton Asset Management Ltd. A Subsidiary of

National Bank of Pakistan

# **NAFA MONEY MARKET FUND**

# **QUARTERLY REPORT** MARCH 31 2016



Your investments & "NAFA" grow together



Joint - Venture Partners

# MISSION STATEMENT

To rank in the top quartile in performance of

# **NAFA FUNDS**

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

# Contents

FUND'S INFORMATION	03
DIRECTORS' REPORT	05
CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES	07
CONDENSED INTERIM INCOME STATEMENT	08
CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME	09
CONDENSED INTERIM DISTRIBUTION STATEMENT	10
CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUND	11
CONDENSED INTERIM CASH FLOW STATEMENT	12
NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS	13

## **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. Amir Sattar Director
Mr. Abdul Hadi Palekar Director

## Company Secretary & COO

Mr. Muhammad Murtaza Ali

#### Chief Financial Officer

Mr. Khalid Mehmood

## Audit & Risk Committee

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

## **Human Resource and Remuneration 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

Askari Bank Limited
Bank Alfalah Limited
National Bank of Pakistan
Faysal Bank Limited
NIB Bank Limited
Habib Metropolitan Bank Limited
MCB Bank Limited
Habib Bank Limited
Bank Al Habib Limited
Allied Bank Limited
United Bank Limited
Summit Bank Limited
Sindh Bank Limited

Samba Bank Limited Zarai Taraqiati 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

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. UAN: 042-111-111-632 Fax: 92-42-35861095

## Islamabad Office:

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

## Peshawar Office:

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

## Multan Office:

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

## **DIRECTORS' REPORT**

The Board of Directors of NBP Fullerton Asset Management Limited is pleased to present the unaudited financial statements of NAFA Money Market Fund (NMMF) for the period ended March 31, 2016.

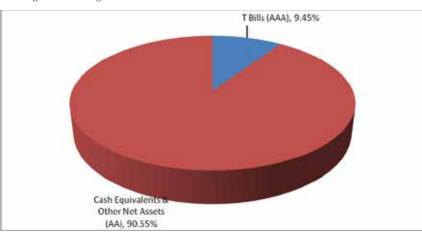
## Fund's Performance

The size of NAFA Money Market Fund has increased from Rs. 2,959 million to Rs. 5,142 million during the period, i.e. an increase of 73.8%. During the period, the unit price of the Fund has increased from Rs. 9.8265 (Ex - Div) on June 30, 2015 to Rs. 10.2924 on March 31, 2016, thus showing a return of 6.29% as compared to the benchmark (3-Month deposit rate of 'AA' & above rated banks) return of 4.64% for the same period. The performance of the Fund is net of management fee and all other expenses.

NMMF's stability rating awarded by PACRA is 'AA (f)', which denotes a very strong capacity to maintain relative stability in returns and very low exposure to risks. Being a Money Market scheme, the Fund has strict investment guidelines. The authorized investments of the Fund include T-Bills, Bank Deposits and Money Market instruments. Minimum rating requirement is 'AA', while the Fund is not allowed to invest in any security exceeding six months maturity. The weighted average time to maturity of the Fund cannot exceed 90 days.

During the period under review, the State Bank of Pakistan reduced the discount rate by 50 bps to 6.5%. SBP highlighted: i) benign inflation readings and anchored near-term inflation expectation; ii) high real lending rates; iii) comfortable external account position; and (iv) improving law and order situation; and macroeconomic stability. Sovereign securities responded to the loose monetary policy stance. The T-Bills yield declined by around 78 bps and PIB yield declined by 142 bps, 183 bps and 141 bps for 3year, 5 year 10 Year maturity respectively. Foreign exchange reserves reached a comfortable level of USD 20 billion. Inflation as measured by the CPI clocked-in at 3.9% on a year-on-year basis in March compared to 3.2% in June 2015.

The Fund has earned total income of Rs.277.86 million during the period. After deducting expenses of Rs.43.95 million, the net income is Rs.233.91 million. The chart below presents the asset allocation and the weighted average credit rating of each of the sub-asset classes of NMMF.



## 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 29, 2016 Place: Karachi.

# CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES AS AT MARCH 31, 2016

	Note	Un-Audited March 31, 2016	Audited June 30, 2015
ASSETS		(Rupees in	י (000 מ' '000 מ'
Balances with Banks Investments Profit receivable Receivable against issuance of units Premilinary Expenses and floatation cost Deposits and Prepayments Total assets	4	4,789,941 486,127 62 - 207 110 5,276,447	5,144,234 950,000 14,797 51,347 379 251 6,161,008
LIABILITIES			
Payable to NBP Fullerton Asset Management Ltd - Management Company Payable to Central Depository Company of Pakistan Limited - Trustee Payable to Securities and Exchange Commission of Pakistan Payable against redemption of units Accrued expenses and other liabilities  Total liabilities		47,847 452 2,449 9,807 73,478 134,033	50,726 734 10,180 3,042,428 98,247 3,202,315
Net Assets		5,142,414	2,958,693
Unit Holders' Funds (as per statement attached)		5,142,682	2,958,693
CONTIGENCIES & COMMITMENTS	6	- (Number	of units)
NUMBER OF UNITS IN ISSUE		499,634,333	284,618,261
NET ASSET VALUE PER UNIT		10.2924	10.3953

The annexed notes 1 to 10 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

# CONDENSED INTERIM INCOME STATEMENT FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2016 (UN-AUDITED)

Nine Months Ended

March 31. March 31.

**Quarter Ended** 

March 31. March 31

Note	March 31, 2016	March 31, 2015	March 31, 2016	March 31, 2015
		(Rupees		
INCOME		(Napoc.		
Net gain on sale of investments - net	3,066	10,209	-	8,719
Income from government securities	48,384		1,236	94,078
Income from term deposits receipt	-	192,904	-	151,474
Income from letter of placements	24	22,832		636
Income from certificate of investments	23,010	98,788	3,551	46,249
Income from commercial paper & sukuk certificates'	169,377	2,160	81,771	
Profit on bank deposits	169,377	303,237	01,//1	50,370
Net unrealised (diminution)/ appreciation on re-measurement of investment	s			
claasified as financial aseets at fair value through profit or loss	(109)	894	(109)	894
Total Income	243,752	1,051,867	86,450	352,420
EXPENSES				
EXPENSES				
Remuneration of NBP Fullerton Asset Management Ltd - Management Company	26,516	103,359	6,630	35,151
Sindh Sales Tax on Management Company's Remuneration	4,306		1,076	6,116
Federal Excise Duty on Management Company's Remuneration	4,243	16,537	1,061	5,624
Allocation of operational expenses from the Management Company	1,547	-	1,149	-
Remuneration of Central Depository Company of Pakistan Ltd - Trustee	3,012	7,891	1,048	2,664
Sindh Sales Tax on Remuneration of the Trustee	422	7 7 7 7 7	147	1 2 6 2 6
Annual fee - Securities and Exchange Commission of Pakistan Securities transaction cost	2,449 208	7,752 785	862	2,636
Bank charges	165	569	46	135
Listing fee	30	30	10	10
Auditors' remuneration	503	464	108	115
Legal Fee	-	38	-	12
Printing Charges	103	91	27	18
Rating Fee	276	188	125	60
Amortisation of preliminary expenses and floatation costs	171	171	56	
Total Expenses	43,951	155,859	12,345	52,801
Net Income from Operating activites	199,801	896,008	74,105	299,619
Element of income / (loss) and capital gains / (losses) included in				
the price of units issued less those in units redeemed - net	34,104		35,410	
•				
Provision for workers' welfare fund 5		(17,920)		(5,992)
Net income for the period before taxation	233,905	878,088	109,515	293,627
Taxation 7	-	-	-	-
Net income for the period after taxation	233,905	878,088	109,515	293,627
·				

The annexed notes 1 to 10 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2016 (UN-AUDITED)

			hs Ended	Quarte	r Ended
	Note	March 31, 2016	March 31, 2015	March 31, 2016	March 31, 2015
		(Rupees in '000)			
Net income for the period after taxation		233,905	878,088	109,515	293,627
Other comprehensive income for the period		-	-	-	-
Total comprehensive income for the period		233,905	878,088	109,515	293,627

The annexed notes 1 to 10 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

## CONDENSED INTERIM DISTRIBUTION STATEMENT FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2016 (UN-AUDITED)

	Nine Mont	Nine Months Ended		r Ended
	March 31, 2016	March 31, 2015	March 31, 2016	March 31, 2015
		(Rupee	s in '000)	
Undistributed income brought forward comprising : - Realised income - Unrealised (loss) / income	139,765 - 139,765	32,278 (1,279) 30,999	196,451 - 196,451	639,243
	139,763	30,999	190,431	039,243
Net income for the period	233,905	878,088	109,515	293,627
Final distribution made during the period - Re 0.5711 per unit distribution for the year ended June 30, 2015	(67,705)	-	=	-
Element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed - net	-	35,478	-	11,695
	305,965	944,565	305,966	944,565
Undistributed income comprising				
- Realised Income - Unrealised Income / (loss)	306,074 (109)	943,671 894	306,074 (109)	949,394 (4,829)
	305,965	944,565	305,966	944,565

The annexed notes 1 to 10 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 FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2016 (UN-AUDITED)

	Nine Mo	nths Ended	Quarte	r Ended
		1, March 31, 2015		
		(Rupe	es in '000)	
Net assets at the beginning of the period	2,958,693	11,911,375	4,141,402	14,347,534
Issue of 1,271,994,949 units (Mar 31, 2015:1,407,670,180 units)	12,838,094	14,599,136	3,954,313	5,650,037
Redemption of 1,056,978,396 units (Mar 31, 2015 :1,215,561,034 units)			(3,027,406)	(5,542,595)
	2,051,624	1,959,140	926,907	107,442
Net Element of (income) / loss and capital (gains) / losses included in prices of units issued less those in units redeemed				
transferred to income statement	(34,104)	-	(35,410)	-
transferred to distribution statement	-	(35,478)	-	(11,695)
	(34,104)	(35,478)	(35,410)	(11,695)
<ul> <li>Net unrealised (diminution) / appreciation on re-measurement of investments classified as 'at fair value through profit or loss'</li> </ul>	(109)	894	(109)	894
Capital gain / (loss) on sale of investments - net	3,066	10,209	(0)	8,719
- other Income (net of expenses) for the period	230,948	866,985	109,623	284,014
	233,905	878,088	109,514	293,627
Final distribution made during the period - Re 0.5711 per unit distribution for the year ended June 30, 2015	(67,705)	-	-	-
Net element of income / (loss) and capital gains / (losses) included in the poliuits issued less those in units redeemed - transferred to distribution states and the second control of the second co		35,478	-	11,695
Net assets as at the end of the period	5,142,414	14,748,603	5,142,414	14,748,603

The annexed notes 1 to 10 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

# CONDENSED INTERIM CASH FLOW STATEMENT FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2016 (UN-AUDITED)

	Nine Mor	nths Ended	Quarter Ended		
	March 31 2016	, March 31, 2015	March 31, 2016	March 31, 2015	
		(Rupee	s in '000)		
CASH FLOWS FROM OPERATING ACTIVITIES					
Net income for the period before taxation	233,905	878,088	109,515	293,627	
Adjustments for  Net unrealised diminution / (appreciation) on re-measurement of investments classified as 'at fair value through profit or loss'	109	(894)	109	(894)	
Element of income / (loss) and capital gains / (losses) included in the prices of units issued less those in units redeemed - net	(34,104)	-	(35,410)	-	
Amortisation of preliminary expenses and floatation costs	171	171	56	56	
Danisa (Angerra) in conte	200,081	877,365	74,269	292,789	
Decrease / (Increase) in assets Investments - net Profit receivables Prepayments and other receivables	463,765 14,735 141	(7,203,779) (44,229) 118 (7,247,890)	(86,235) 3,965 10	(7,706,862) (7,594) 10 (7,714,446)	
Increase / (decrease) in liabilities Payable to the Management Company Payable to Central Depository Company of Pakistan Ltd - Trustee Payable to the Securities and Exchange Commission of Pakistan Accrued expenses and other liabilities	(2,879) (282) (7,731) (24,769) (35,661)	29,292 242 (1,082) 20,956 49,408	3,232 94 862 2,952 7,140	4,920 4 2,636 6,298 13,858	
Net cash generated / (used in) from operating activities	643,061	(6,321,117)	(851)	(7,407,799)	
CASH FLOWS FROM FINANCING ACTIVITIES					
Receipts from issue of units Payments on redemption of units Distributions paid Net cash (used in) / generated from financing activities	12,889,441 (13,819,090) (67,705) (997,354)	14,404,570 (13,468,267) - 936,303	3,970,671 (6,076,383) - (2,105,712)	5,454,892 (5,566,113) - (111,221)	
Net (decrese) in cash and cash equivalent during the period	(354,293)	(5,384,814)	(2,106,563)	(7,519,020)	
Cash and cash equivalents at the beginning of the period	5,144,234	10,790,444	6,896,504	12,924,650	
Cash and cash equivalents at the end of the period	4,789,941	5,405,630	4,789,941	5,405,630	

The annexed notes 1 to 10 form an integral part of this condensed interim financial information.

For NBP Fullerton Asset Management Limited (Management Company)

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTHS PERIOD AND QUARTER ENDED MARCH 31, 2016 (UN-AUDITED)

## 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 the Management Company and Central Depository Company of Pakistan Limited (CDC) as the Trustee. The Trust Deed was executed on May 4, 2011 and was approved by the Securities and Exchange Commission of Pakistan (SECP) on May 18, 2011 under the Non-Banking Finance Companies and Notified Entities Regulations, 2008 (the NBFC Regulations).

The Management Company of the Fund has been licensed to act as an Asset Management Company under the NBFC rules through a certificate of registration issued by the SECP. The registered office of the Management Company is situated at 7th floor, Clifton Diamond Building, Block 4, Scheme no. 5, Clifton, Karachi. The Management Company is a member of the Mutual Funds Association of Pakistan (MUFAP).

The Fund is an open-end mutual fund and is listed on the Lahore Stock Exchange (now merged into Pakistan Stock Exchange Limited). The units of the Fund are offered for public subscription on a continuous basis and are transferable and redeemable by surrendering them to the Fund. The Fund is categorised as an Open-End "Money Market Scheme" as per the criteria laid down by the Securities and Exchange Commission of Pakistan (SECP) for categorisation of Collective Investment Schemes (CIS).

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, term deposits receipt and bank deposits.

The Pakistan Credit Rating Agency Limited (PACRA) has assigned a stability rating of "AA(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 (CDC) as trustee of the Fund

## 2 BASIS OF PREPARATION

## 2.1 Statement Of Compliance

This condensed interim financial information has been prepared in accordance with the approved accounting standards as applicable in Pakistan for interim financial reporting. The 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 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 condensed interim financial information does not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the annual published financial statements of the Fund for the year ended June 30, 2015.

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, 2016.

## 3 SIGNIFICANT ACCOUNTING AND RISK MANAGEMENT POLICIES, ESTIMATES, JUDGEMENT AND CHANGES THEREIN

The accounting policies applied for the preparation of this condensed interim financial information are the same as those applied in the preparation of the published annual audited financial statements of the Fund for the year ended June 30, 2015.

March 31, 2016 June 30, 2015 Note (Un-audited) (Audited) (Rupees in '000)

4 INVESTMENTS

Financial assets classified as 'at fair value through profit or loss' Government securities - Market Treasury Bills

4.1 486,127

Loans & Receivables
Certificate of Investments

486,127 950,000

950,000

## 4.1 Government securities - Market Treasury Bills

			Fac	e Value			Market value	Market value
Issue date	Tenor	As at July 01, 2015	Purchases during the period	Sales / matured during the period	As at March 31, 2016	Market Value as at March 31, 2016	as a percentage of net assets	as a percentage of total investments
				Rupees in '(	000			%
13-Nov-14	12 Months	-	250,000	250,000	-	-	-	-
8-Jan-15	12 Months	-	500,000	500,000	-	-	-	-
5-Mar-15	6 Months	-	2,355,000	2,355,000	-	-	-	-
19-Mar-15	6 Months	-	100,000	100,000	-	-	-	-
28-May-15	3 Months	-	25,000	25,000	-	-	-	-
29-Jun-15	6 Months	-	300,000	300,000	-	-	-	-
9-Jul-15	3 Months	-	900,000	900,000	-	-	-	-
6-Aug-15	6 Months	-	1,200,000	1,200,000	-	-	-	-
25-Jun-15	3 Months	-	850,000	850,000	-	-		
14-May-15	6 Months	-	150,000	150,000	-	-		
30-Oct-14	12 Months	-	1,000,000	1,000,000	-	-	-	-
20-Aug-15	6 Months	-	350,000	350,000	-	-	-	-
3-Sep-15	6 Months	-	150,000	150,000	-	-	-	-
2-Apr-15	6 Months	-	100,000	100,000	-	-	-	-
17-Sep-15	6 Months	-	1,000,000	1,000,000	-	-	-	-
29-Oct-15	6 Months	_	250,000	250,000				
12-Nov-15	3 Months	_	250,000	250,000			_	_
12-Nov-15	6 Months	_	250,000	250,000			_	_
17-Mar-16	6 Months	-	500,000	-	500,000	486,127	9	97
		-	10,480,000	9,980,000	500,000	486,127		

Carrying value before fair value adjustment as at Mach 31, 2016 Net unrealised (diminution)/ appreciation on re-measurement of investments classified as financial aseets at fair value through profit or loss 486,236

## 5 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 69.38 million 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, 2016 would have been higher by Rs 0.1389 per unit (June 2015: 0.2438 per unit).

The Finance Act, 2015 has excluded Mutual Funds and Collective Investment Schemes from the definition of 'Industrial establishment' subject to WWF under the WWF Ordinance, 1971. Accordingly, no further provision of WWF has been made from July 1, 2015. However, provision made till June 30, 2015 has not been reversed as the above law suit is still pending in the SHC.

#### 6 CONTINGENCIES AND COMMITMENTS

There were no contingencies and commitments outstanding as at March 31, 2016 and June 30, 2015.

#### 7 Taxation

The income of the Fund is exempt from income tax under clause 99 of Part I of the Second Schedule to the Income Tax Ordinance, 2001 subject to the condition that not less than ninety percent of its accounting income for the period, 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 for 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.

#### 8 TRANSACTIONS WITH CONNECTED PERSONS

Related Parties / Connected persons include NBP Fullerton Asset Management Limited being the Management Company, the 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, entities having common directorship with the Management Company, retirement funds of group companies, directors and officers of the Management Company and any person or company which beneficially owns directly or indirectly 10% or more of the units in issue / net assets of the Fund.

The transactions with connected persons are in the normal course of business, at contracted rates and terms determined in accordance with market rates.

Remuneration to the Management Company is determined in accordance with the provisions of the NBFC Regulations and the Trust Deed.

Remuneration payable to the Trustee is determined in accordance with the provisions of the Trust Deed.

		Nine Months Ended		Quarter Ended	
		March 31, 2016	March 31, 2015	March 31, 2016	March 31, 2015
8.1	Details of the transactions with connected persons are as follows:		(Rupee	s in '000)	
	NBP Fullerton Asset Management Limited - Management Company				
	Remuneration of the Management Company	26,516	103,359	6,630	35,151
	Sindh Sales Tax on Management Company's remuneration	4,306	17,984	1,076	6,116
	Federal Excise Duty on Management Company's remuneration	4,243	16,537	1,061	5,624
	Allocation of Operational expenses from the Management Company	1,547	-	1,149	-
	Issue of 1,959,651 units (March 2015: 3,999,569 units)	20,000	42,394	20,000	14,620
	Redemption of 1,959,651units (March 2015: 3,179,826 Units)	20,070	33,307	20,070	33,307
	National Bank of Pakistan - Sponsor				
	Sale of Market Treasury Bills	-	-	- (	1,613,330)
	Profit on saving account	12	12	(22)	12
	Central Depository Company of Pakistan Limited - Trustee				
	Remuneration for the period	3,012	7,891	1,048	2,664
	Sindh Sales Tax on Remuneration of the Trustee fee	422	-	147	-
	Employees of the Management Company				
	Issue of 263,942 units (March 2015: 22,291,921 Units)	2,666	22,928	554	2,515
	Redemption of 222,844 units (March 2015: 2,686,206 Units)	2,255	27,717	322	5,414

		Nine Months Ended		Quarter Ended		
		March 31, 2016	2015	2016	March 31, 2015	
8.1	Dr. Amjad Waheed - Chief Executive Officer		(Rupees	in '000)		
	Issue of 46 units (March 2015: 13,237,520 Units) Redemption of 931 units (March 2015: 13,212,613 Units)	0 9	136,056 136,816	0 9	18,056 29,601	
	Muhammad Murtaza Ali - Chief Operating Officer / Company Secreta	ry				
	Issue of 4,968 units (March 2015: 1,274,073 Units) Redemption of 255,777 units(March 2015: 1,133,099 Units)	49 2,618	13,200 11,750	-	2,200	
	International Industries Limited Employees' Provident Fund					
	Issue of Nil units (March 2015: 294, 123' units) Redemption of Nil units (March 2015: 2,002,901 units)	-	2,978 20,724	-	-	
	National Fullerton Asset Management Ltd Employees' Provident Fund					
	Issue of 1,243,423 units (March 2015: Nil units)	12,675		11,395		
	Redemption of 1,225,620 units (March 2015: Nil units)	12,549		12,549		
	NBP Exchange Company Limited - Assocaited Companies Redemption of Nil units (March 2015: 15,449,905 units)	-	1,374	-	-	
	International Steels Limited Employees' Provident Fund					
	Issue of Nil units (March 2015: 85,009 units)	-	859	-	-	
	Redemption of Nil units (March 2015: 519,618 units)	-	5,358	-	-	
	NAFA Government Securities Liquid Fund					
	Purchase of Market Treasury Bills	900,000	-	_	(98,769)	
	Sale of Market Treasury Bills	250,000	-	-	(2,022,447)	
	NAFA Income Opportunity Fund Sale of Market Treasury Bills	-		-	(122,267)	
	NAFA Financial Sector Income Fund Purchase of Market Treasury Bills	-	-	-	(186,275)	
	NAFA Government Securities Savings Fund					
	Purchase of Market Treasury Bills	-	1,676,475	-	1,446,414	
	Sale of Market Treasury Bill	-	819,818	-	819,818	
	Thal Limited Employees' Retirement Benevolent Fund Sale of Market Treasury Bill	-	1,497	-	1,497	
	Thal Limited Employees'Provident Fund					
	Purchase of Market Treasury Bills	-	2,976	-	2,976	
	Cherat Packaging Limited Issue of 4,944,816 units (2015: Nil units)	50,000		-		
	Thal Limited - Treasury - Related Party Issue of 19,530,663 units (March 2015: Nil Units)	19,528		19,528		
	Cherat Cement Company Limited Redemption of Nil units (March 2015: 15,751,083 units)	-	159,384	-	-	
	Discretionary portfolio managed by the Management Company:					
	BYCO Oil Pakistan Limited Employees' Provident Fund					
	Redemption of 5,434,019 units (March 2015: 2,238,770 units) Sale of Market Treasury Bill	49,580 55,422 -	26,603 23,149 2,594	8,659 35,326 -	26,603 23,149 2,594	
	RVCO Patrolaum Pakistan Limitad Employaasi Provident Eurod					
	BYCO Petroleum Pakistan Limited Employees' Provident Fund Issue of 5,201,385 units (March 2015: 3,489,547 units) Redemption of 3,069,164 units (March 2015: 5,290,944 units)	52,252 31,027	36,402 54,636	17,035 15,510	36,402 54,636	

8.2	Balances outstanding as at period end are as follows:	As at Mar 31, 2016	As at June 30, 2015
		Un-Audited	Audited
	NBP Fullerton Asset Management Limited - Management Company		s in '000)
	Remuneration Payable	2,556	9,222
	Sindh Sales Tax payable on remuneration of the Management Company	421 43,284	1,605 38,782
	Federal Excise Duty payable on remuneration of the Management Company Allocation of operational expenses from the Management Company	1,547	30,/02
	Sales Load and front end load payable	39	1,117
	. ,		
	Central Depository Company of Pakistan Limited - Trustee	206	72.4
	Remuneration payable Sindh Sales Tax payable on remuneration	396 56	734
	Security deposit receivable	100	100
	deposit receivable		
	National Bank of Pakistan - Sponsor		
E	Bank balances	1 021	100
	- in savings accounts - in current accounts	1,921 166	490 1,663
F	Profit receivable on bank deposits	16	10
	Employees of the Management Company		
l	Units held: 46,846 units (June 2015: 5,747 units)	482	60
ı	Dr. Amjad Waheed - Chief Executive Officer		
	Units held: Nil (June 2015: 885 units)	-	9
	Muhammad Murtaza Ali - Chief Operating Officer / Company Secretary Units held: Nil (June 2015: 250,809 units)	-	2,607
	National Fullerton Asset Management Limited - Employees' Provident Fund Units held: 17,803 units (June 2015: Nil units)	183	-
	Nagina Cotton Mills Limited * Jnits held: Nil units (June 2015: 33,016,947 units)	-	343,221
			0 10,221
	ubilee General Insurance Company Limited *		
Į	Units held: Nil units (June 2015: 33,669,062 units)	-	350,000
(	Cherat Packaging Limited - Related Party		
	Units held: 4,944,816 units (June 2015: Nil units)	50,894	-
9	Summit Bank Limited - Related Party	0.466	6.022
	Bank balances - in current account	9,466	6,933
I	Discretionary portfolio managed by the Management Company:		
E	BYCO Oil Pakistan Ltd Employees' Provident Fund		
Į	Units held: 669,690 units (June 2015: 1,130,689 units)	6,893	11,754
	DVCO Deturber Debister Ltd Frankris et Duraident Frank		
	BYCO Petroleum Pakistan Ltd Employees' Provident Fund Units held: 2,132,221 units (2015: Nil units)	21,946	_
`	20131 W dinay	2./3.0	
	Amount receivable against issue of units to:		
	NAFA Asset Allocation Fund	-	22,990
	NAFA Government Securities Savings Fund NAFA Stock Fund	-	21,037 6,804
	NAFA Islamic Stock Fund	-	6,604
	NAFA Islamic Principal Preservation Fund	-	435
	NAFA Income Fund	-	14
			Dago 17 —

	As at Mar 31, 2016	As at June 30, 2015	
	Un-Audited (Rupees	Audited es in '000)	
Amount payable against issue of units to:			
NAFA Government Securities Liquid Fund	-	2,188,358	
NAFA Income Opportunity Fund	-	823,009	
NAFA Islamic Asset Allocation Fund	8,544	14,574	
NAFA Stock Fund	1,000	-	
NAFA Islamic Aggressive Income Fund	-	8,777	
NAFA Multi Asset Fund	-	5,571	
NAFA Savings Plus Fund	-	57	

<sup>\*</sup> Prior year figures presented as the entity was classified as a connected person of the Fund as at June 30, 2015 on account of having 10% of the unit holding of the Fund. The entity no longer holds 10% of the unit holding of the Fund.

## 9 DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information was authorised for issue on April 29, 2016 by the Board of Directors of the Management Company.

## 10 GENERAL

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

For NBP Fullerton Asset Management Limited (Management Company)



NBP Fullerton
Asset Management Ltd.

A Subsidiary of
National Bank of Pakistan

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