# Faysal AssetManagement



# Fund Manager's Report

December 2015





Risk Disclosure: All investments in mutual fund are subject to market risks. The investors are advised in their own interest to carefully read the contents of Offering Document in particular the Investment Policies mentioned in Clause 2.1.1, Risk Factors mentioned in Clause 4 and Warnings in Clause 9.1 before making any investment decision.

#### The Art of Investment

### Faysal AssetManagement



# Raise the bar with Halal earnings

### Faysal Islamic Asset Allocation Fund

Salient Features: Earn Riba free - Halal Returns • Open-end Fund Structure - Ease of entry & exit (in part or whole)
• Proactive portfolio rebalancing to harness optimal asset allocation among equity, fixed income & money market asset classes • Opportunity to track escalating equity market returns in times of rapidly growing economy • Portfolio engineered to manage risk while maintaining liquidity • No lock in period, you can redeem your investment at any time you wish • There is no penalty or charges at time of redemption • Start your Investment with as low as PKR 5,000/• Hassle-free portfolio diversification through a single investment scheme • Avail Tax benefits as per section 62

To read the offering document, please visit www.faysalfunds.com

income tax ordinance 2001

### The Month in Review

#### **Economic Review**

According to the data released by Pakistan Bureau of Statistics the headline inflation ticked up a notch, as per market expectations and SBP forecasts, to settle at 3.2% for Dec'15 as compared to 2.7% in Nov'15 and 4.3% in Dec'14. On a monthly basis, Dec'15 CPI decreased by 0.6%, as compared to 0.6% increase in Nov'15. The main contributors to monthly CPI decline were prices of perishable food items. Further details showed that decrease of 27.42%, 23.92%, 16.55% and 15.42% on monthly basis in the prices of Tomatoes, Vegetables, Onions, and Potatoes respectively helped to keep CPI prices in check for Dec'15. The average inflation for Jul-Dec'15 was recorded at 2.08% compared to 6.08% for the corresponding period last year.

Going forward, overall CPI reading is expected to continue its uptrend, albeit at a slower pace as the low base effect has been largely wiped off. The GoP's decision to keep Petrol prices unchanged for Dec'15 while decrease in Diesel and further decline expected in food prices will be key to keeping overall CPI in check. Overall inflation reading for the rest of FY16 is expected to be in the range of 4%-4.5%.

On the fiscal front, SBP kept policy rate unchanged at 6% in its latest MPS announcement for the next two months on account of reversal expected in inflationary environment going forward coupled with PKR depreciation against the greenback.

Regarding the external account, SBP reported a marked improvement as the C/A deficit shrunk to USD1.0bn in 5MFY16 i.e. 0.8% of GDP visa-vis USD2.5bn (2.2% of GDP) registered in 5MFY15. The continual decline in C/A deficit is attributed to i) 14% decline in trade deficit to USD7.5bn (6.1% of GDP vs. 7.7% in 5MFY15) and ii) strong foreign remittances of USD8.0bn, up 8%YoY. Furthermore, financial flows remained robust at USD1.6bn on account of strong FDI flows of USD540mn registered during 5MFY16 of which a major chunk is likely attributable to CPEC inflows. Future external account position is expected to remain stable owing to healthy FDIs expectations: USD1.5-2.0bn FDI in FY16, coupled with lower trade deficit. Furthermore, approval of 10th IMF tranche (i.e. USD498mn) along with continued project based inflows from multilateral agencies (World Bank, ADB) are likely to keep overall balance of payment position under control. Consequently, C/A deficit for FY16 is anticipated to clock in at ~USD1.0bn, translating into 0.4% of GDP, which would result in SBP FX reserves to clock in at USD18bn by the end of FY16. Furthermore, massive weakness in PKR/USD exchange rate may be ruled out on account of recent lift-off in fund rates by Federal Reserve as the authorities will continue intervening in exchange market in order to keep the exchange rate at manageable levels.

Going forward, economic indicators are expected to remain strong including manageable inflationary environment, easing external account position on the back of subdued international oil prices and unprecedented growth in remittances, approval of 10th IMF tranche, and infrastructural developments under CPEC to support investment scenario which would help generate economic activity in the country.

#### Money Market Review

In the month of Dec'15 money market remained short of liquidity and to overcome this liquidity shortage SBP conducted 09 OMO – Injections where the total participation stood at PKR 5.46trn and total accepted amount was PKR 5.26trn at weighted average rate of 6.03%.

During the month of Dec'15, long awaited GoP Ijara Sukuk auction was held by SBP with a target of PKR 100bn. Total participation in the auction amounted to PKR 273.30bn within the range of -180bps to +25bps from last 6 months T bill auction's weighted average yield. Amount accepted in the auction was PKR 117.72bn and the cut off was -50bps.

SBP also conducted two T bill auctions during the month under review. Total target was set at PKR 275bn against maturities of PKR 250.48bn. SBP accepted a total of PKR 109.261bn in 2 auctions. In the T bill auctions major participation was witnessed in the 3 months tenor followed by 6 months whereas, 12 months bids were rejected in the first auction of the month. However, in the second auction the focus was moved towards 6 months tenor where the realized amount was PKR 17.36bn followed by PKR 6.9bn in 3 months and only PKR 940.7mn in 12 months tenor. In the second auction the cut offs were reduced as compared to first auction by 06bps in 3 months tenor and 3bps in 6 months tenor. Cut offs of the last T bill auction were 3 months -6.3374%, 6 months -6.3637% and for 12 months -6.3914%

In the monthly PIB auction held during Dec'15, total realized amount was PKR 32.83bn which was below than the targeted amount of PKR 50mn. When compared to the previous month's PIB auction market participants still remained focused to 3Yr and 5Yr tenor PIBs. The cut-offs for 3yr and 5yr remained same and cut off for 10yr was skewed downwards by 05bps in the last PIB auction. The cut-offs for the auction held during the month under review were 3Yr - 7.0251% from 7.0270%, 5Yr -7.9997% from 7.999%, 10Yr - 9.1011% from 9.1507% and 20Yr - No bids received.

It is evident from the T bill and PIB auctions results that government is not in the dire need of financing at the moment due to which the realized amounts in all the 3 auctions beside the Ijara Sukuk auction was significantly lower than the targets scheduled for the respective auctions owing to healthy foreign exchange inflows and lower budget deficit.

#### **Equity Review**

The KSE100 index closed December 2015 at 32,816.31 points posting a meager MoM return of 1.74% taking CY15 return to 2.13% thus putting an end to a streak of strong annual returns. On FYTD basis the bourse posted a loss of 4.60%. During the month the KSE100 ended 11 times in red and 13 times in green as dull performance continued from foreign selling pressure, after a decade the Fed Reserve increasing interest rates, tumbling international oil prices and political row between the Federal and Sindh Government over the matter of Ranger's extension in Karachi.

During the month of December 2015 foreign investors continued to reduced their exposure in the regional market and with KSE100 being no exception for 6 month straight remained as net sellers with USD 34mn (-35% MoM) taking their selling position to for FY16 USD 239.26mn. The much needed support was provided by Banks/DFI, Mutual Funds, Companies and Individuals with net buy of USD 2.5mn, USD 4.3mn, USD 6.3mn and USD 15.81mn respectively. Sectors performance included Industrial metals and Mining (+53.84% MoM) primarily led by the inclusion of Amreli Steels which by the end of the month closed at PKR 60.07 giving an upside of approx.17% to the investors. Other top performing sectors included Software and Computer Services (+21.99%), Electronic and Electrical Goods (+16.06%), Real Estate Investment and Services (+10.44% MoM) and Financial Services (+9.05% MoM).

Among the KSE100 companies MARI toped the chart with a MoM increase of 36.26% as the company announced conversion to the Petroleum Policy 2012 to avail concessions on new gas discoveries, Ferozsons came in 2nd with +24.56% MoM followed by three cement manufactures Kohat (+19.25% MoM), D.G Khan (+15.49% MoM) and Maple Leaf (+15.27%) on the back of strong local and export dispatches in 6MFY16 when compared to same period last year. Interestingly Construction and Materials sector came in 7th with a MoM return of 7.69%.

Going forward we expect the bourse to pick up on the back of investors keenly looking forward for results announcement as the companies gear up to declare their earnings, the second last review by IMF related to Extended Fund Facility which is most likely to be approved and possible reclassification of Pakistan to the Emerging Markets Index in the MSCI semiannual review will keep the foreign investors' interest alive.

#### MUFAP's recommended format

# Money Market Fund

FUND INFORMATI	ON
Fund Type	Open Ended
Category	Money Market Scheme
Stability Rating	AA+ (f) (PACRA)
Risk Profile	Low
Launch Date	December 13, 2010
Custodian/Trustee	CDC
Auditor	Deloitte Yousuf Adil, Charted Accountants
Management Fee	0.80%
Front/Back end Load	Nil
Min Subscription	PKR 5,000
Benchmark	50% 3 month T-Bills and 50% Average 3 months
	deposit rate of AA rated and above banks
Pricing Mechanism	Backward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3+ (JCRVIS)
NAV per Unit (PKR)	103.93
Net Assets (PKR mn)	1,964.87
Leverage	Nil
Weighted Average Maturity	15.02 Days

<sup>\*</sup> Requested for withdrawal of rating

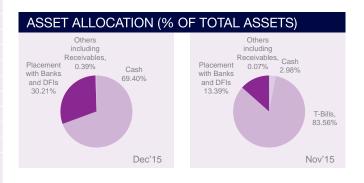
#### Investment Objective

Faysal Money Market Fund (FMMF) seeks to provide stable and competitive returns in line with the money markets exhibiting low volatility consistent with capital preservation by constructing a liquid portfolio of low risk short term investments yielding competitive returns.

INVESTMENT COMMITTEE				
Mr. Enamullah Khan	Chief Executive Officer			
Mr. Najm-Ul-Hassan	Chief Operating Officer			
Mr. Ayub Khuhro	Head of Research			
Mr. Vasseh Ahmed	Chief Investment Officer			
Mr. Syed Shahid Iqbal	Fund Manager (Fixed Income)			
Mr. Hassan Bin Nasir	Fund Manager (Fixed Income)			
Mr. Ravi Kumar Mandhan	Head of Compliance & Internal Audit			
(Non voting member)				
Vacant	Manager Risk			

FUND RETURNS						
(Annualized % p.a Holding Period) FMMF Benchma					chmark	
Month on Month			5.46%	5.29%		
FY16 to Date			5.63%	5.63% 5		
1 year Trailing			7.04%	6	.16%	
Returns (%)	FY 15 FY 1		FY 13	FY 12	FY 11	
FMMF	8.64% 8.35		9.06%	10.98%	11.20%	
Benchmark (YTD)	7.72%	8.44%	8.83%	9.98%	10.18%	

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)



ASSET QUALITY (% OF TOTAL ASSETS)			
AAA	72.74%		
AA+	12.39%		
AA	14.48%		
NR (include receivables against sale of Government Securities)	0.39%		

Returns(MoM)

Benchmark

FMMF



The Scheme has maintained provisions against Workers' Welfare Fund liability to the tune of Rs. 18,100,029 as at December 31, 2015. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.957 (0.92%). For details investors are advised to read the Note 9.2 of the latest financial statements for the quarter ended September 30, 2015.

#### Performance Review

Faysal Money Market Fund yielded an annualized return of 5.46% during the month of December, which allowed YTD return to consolidate at 5.63%, beating the benchmark by 7bps. During the month, your fund liquidated its investments in Government security papers and the same were placed with financial institutions on competitive yields. Going forward, enhanced liquidity profile of your fund would give further opportunities to explore risk free securities with more competitive yields.

#### MUFAP's recommended format

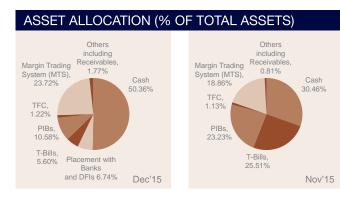
# Savings Growth Fund

FUND INFORMATI	ON
Fund Type	Open Ended
Category	Income scheme
Stability Rating	AA- (f) (PACRA)
Risk Profile	Low
Launch Date	May 12, 2007
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants
Management Fee	1.50%
Front/Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	75% 6M KIBOR & 25% 3M PKRV
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3+ (JCRVIS)
NAV per Unit (PKR)	106.15
Net Assets (PKR mn)	4,373.44
Leverage	Nil
Weighted Average Maturity * Page 25 of Fatigue 1 of Fatigue 2	0.65 Yrs

FUND RETURNS		
(Annualized % p.a) Holding Period	FSGF	Benchmark
Month on Month	4.79%	6.49%
FY16 to Date	8.90%	6.71%
1 year Trailing	10.39%	7.31%

Returns (%)	FY 15	FY 14	FY 13	FY 12	FY 11
FSGF	12.81%	8.81%	8.67%	11.14%	11.01%
Benchmark (YTD)	6.61%	9.76%	9.88%	12.33%	13.34%

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)

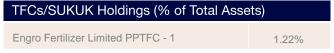


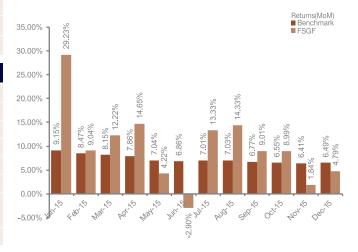
#### Investment Objective

To generate competitive returns by investing primarily in debt and fixed income instruments having investment grade credit rating.

ASSET QUALITY (% OF TOTAL ASSETS)				
Government Securities	16.18%			
AAA	6.74%			
AA	18.99%			
AA-	32.59%			
MTS (Unrated)	23.72%			
NR (include receivables against sale of investments)	1.77%			

INVESTMENT COMMITTEE			
Mr. Enamullah Khan	Chief Executive Officer		
Mr. Najm-Ul-Hassan	Chief Operating Officer		
Mr. Ayub Khuhro	Head of Research		
Mr. Vasseh Ahmed	Chief Investment Officer		
Mr. Syed Shahid Iqbal	Fund Manager (Fixed Income)		
Mr. Hassan Bin Nasir	Fund Manager (Fixed Income)		
Mr. Ravi Kumar Mandhan	Head of Compliance & Internal Audit		
(Non voting member)			
Vacant	Manager Risk		





The Scheme has maintained provisions against Workers' Welfare Fund liabilty to the tune of Rs. 52,554,556 as at December 31, 2015. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 1.276 (1.20%). For details investors are advised to read the Note 9.2 of the latest financial statements for the quarter ended September 30, 2015.

#### Performance Review

Faysal Savings Growth Fund generated an annualized yield of 4.79% on month-on-month basis whereas year-to-date return clocked in at 8.90%, outperforming the benchmark by 219bps. Considering the end of ongoing monetary easing cycle, your fund liquidated most of its investments in T-Bills and PIBs, thus considerably enhancing its liquidity profile. Going ahead, your fund would explore competitive investment avenues keeping in view the macroeconomic landscape

#### MUFAP's recommended format

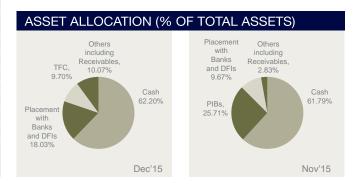
<sup>\*</sup> Requested for withdrawal of rating

# Financial Sector Opportunity Fund

FUND INFORMAT	ION
FUND INFUNIVIAL	
Fund Type	Open Ended
Category	Income scheme
Stability Rating	AA-(f) (JCRVIS)
Risk Profile	Moderate
Launch Date	July 5-, 2013
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder
	Chartered Accountants
Management Fee	0.50%
Front end Load	1.75% for investments under PKR 10 mi
Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	70% 6M rolling average of 6M KIBOR and 30% of average deposit rate of 3 Banks rated AA-and above
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3+ (JCRVIS)
NAV per Unit (PKR)	104.06
Net Assets(PKR mn)	218.06
Leverage	Nil
Weighted Average Maturity	1.58 Yrs

FUND RETURNS							
(Annualized % p.a)	(Annualized % p.a) Holding Period				Benchmark		
Month on Month	Month on Month				5	.82%	
FY16 to Date			7.58%		6	6.10%	
1 year Trailing			6.21%		6	.66%	
Returns (%)	FY 15	FY 14	FY 13	F	<b>/</b> 12	FY 11	
FFSOF	7.41%	9.12%	-		-	-	
Benchmark (YTD)	8.22%	8.96%	-		-	-	

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)



#### Investment Objective

Faysal Financial Sector Opportunity Fund (FFSOF) seeks to provide a competitive rate of returns to its investors by investing in money market and debt instruments with major exposure in financial sector.

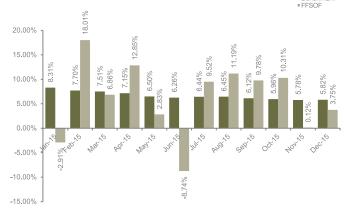
ASSET QUALITY (% OF TOTAL ASSETS)				
AAA	18.73%			
AA+	0.02%			
AA	9.79%			
AA-	61.38%			
NR (include receivables against sale of investments)	10.07%			

NR (include receivables again	10.07%		
INVESTMENT COMM	MITTEE		
Mr. Enamullah Khan	Chief Executive Office	r	
Mr. Najm-Ul-Hassan	Chief Operating Officer		
Mr. Ayub Khuhro	Head of Research		
Mr. Vasseh Ahmed Chief Investment Officer			
Mr. Syed Shahid Iqbal Fund Manager (Fixed Income)			
Mr. Hassan Bin Nasir	Fund Manager (Fixed	Income)	

Manager Risk

Head of Compliance & Internal Audit

TFCS/SUKUK HOLDINGS (% OF TOTAL	ASSETS)
Standard Chartered Bank	9.70%



The Scheme has maintained provisions against Workers' Welfare Fund liability to the tune of Rs. 1,095,739 as at December 31, 2015. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.523 (0.50%). For details investors are advised to read the Note 9.2 of the latest financial statements for the quarter ended September 30, 2015.

#### Performance Review

Mr. Ravi Kumar Mandhan

(Non voting member)

Vacant

Faysal Financial Sector Opportunity Fund yielded an annualized return of 7.58% on year-to-date basis, outperforming the benchmark by 148bps whereas month-to-date return clocked in at 3.75%. During the month, your fund liquidated its investments in longer tenor securities and placed the funds with financial institutions and corporate securities. Going forward, your fund is expected to maintain diversified portfolio with major exposure in financial sector.

#### MUFAP's recommended format

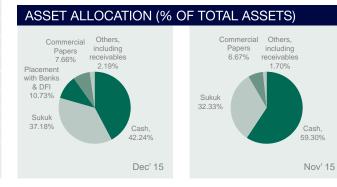
# Islamic Savings Growth Fund

FUND INFORMATION	ON
Fund Type	Open Ended
Category	Islamic Income Scheme
Stability Rating	A (f) (JCRVIS)
Risk Profile	Low
Launch Date	June 14, 2010
Custodian/Trustee	CDC
Auditor	Deloitte Yousuf Adil, Charted Accountants
Management Fee	1.50%
Front/Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	Average 6M deposit rate of 3 Islamic Banks
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3+ (JCRVIS)
NAV per Unit (PKR)	104.33
Net Assets (PKR mn)	640.98
Leverage	Nil
Weighted Average Maturity	1.15 Yrs

FUND RETURNS		
(Annualized % p.a) Holding Period	FISGF	Benchmark
Month on Month	5.67%	4.57%
FY16 to Date	4.91%	4.94%
1 year Trailing	6.09%	5.58%

Returns (%)	FY 15	FY 14	FY 13	FY 12	FY 11
FISGF	8.22%	7.65%	8.28%	11.24%	10.33%
Benchmark (YTD)	6.61%	6.92%	7.30%	8.70%	8.85%

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)



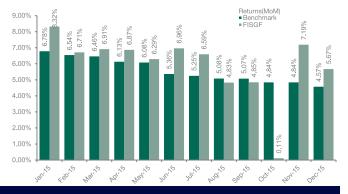
#### Investment Objective

Faysal Islamic Savings Growth Fund (FISGF) seeks to provide maximum possible preservation of capital and a reasonable rate of return via investing in Shariah Compliant money market and debt securities having good credit quality rating and liquidity.

SUKUK HOLDINGS (% OF TOTAL ASSETS	S)
K-Electric AZM Sukuk III	11.85%
Engro Fertilizer Sukuk	15.12%
Engro Rupaya Sukuk - 1	8.90%
Engro Rupaya Sukuk - 2	1.32%

ASSET QUALITY (% OF TOTAL ASSETS)				
AA	17.95%			
A+	37.92%			
A-	41.94%			
NR (include receivables against sale of investments)	2.19%			

INVESTMENT COMMITTEE					
Mr. Enamullah Khan	Chief Executive Officer				
Mr. Najm-Ul-Hassan	Chief Operating Officer				
Mr. Ayub Khuhro	Head of Research				
Mr. Vasseh Ahmed	Chief Investment Officer				
Mr. Syed Shahid Iqbal	Fund Manager (Fixed Income)				
Mr. Hassan Bin Nasir	Fund Manager (Fixed Income)				
Mr. Ravi Kumar Mandhan	Head of Compliance & Internal Audit				
(Non voting member)					
Vacant	Manager Risk				



NON COM	NON COMPLIANCE										
Name of Non-Complaint Investment	Rating required	Existing Rating	Maximum Exposure as a % of NAV	Existing Exposure as a % of NAV	Excess Exposure %	Type of Instrument	Value of Investment before provisioning	Provision (If any)	Value of Investment after provisioning	% of Net Assets	% of Total Assets
Engro Fertilizers Limited	A-	A+	15%	15.39%	0.39%	TFC	98,650,897	-	98,650,897	15.39%	15.12%

The Scheme has maintained provisions against Workers' Welfare Fund liabilty to the tune of Rs. 5,044,472 as at December 31, 2015. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.821 (0.79%). For details investors are advised to read the Note 10.2 of the latest financial statements for the quarter ended September 30, 2015.

#### Performance Review

Faysal Islamic Savings and Growth Fund yielded an annualized return of 4.91% on year-to-date basis whereas month-to-date return clocked in at 5.67%, outperforming the benchmark by 110bps. During the month, liquid assets of your funds were placed with financial institutions along with marginal increase in Sukuk exposure. Going forward, your fund would proactively manage its assets and risk profile considering the direction of macroeconomic indicators.

#### MUFAP's recommended format

### Income & Growth Fund

FUND INFORMATION	DN .
Fund Type	Open Ended
Category	Aggressive Income Fund
Stability Rating	A(f) (PACRA)
Risk Profile	Medium
Launch Date	October 10, 2005
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants
Management Fee	1.50%
Front/Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	90% 1 Yr KIBOR and 10% average of most recent published 3month deposit rates of top 3 scheduled Commercial Bank by deposit size
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3+ (JCRVIS)
NAV per Unit (PKR)	110.06
Net Assets (PKR mn)	585.09
Leverage	Nil
Weighted Average Maturity	1.52 Yrs

FUND RETURNS							
(Annualized % p.a) Holding Period FIGF Benchmark							
Month on Month			5.48%		6	.55%	
FY16 to Date			9.26% 6		.80%		
1 year trailing	1 year trailing				7.38%		
Returns (%)	FY 15	FY 14	FY 13	FY 12		FY 11	
FIGF	12.14% 8.82%		9.50%	13.55%		9.71%	
Benchmark (YTD)	9.03%	9.87%	9.92%	12	.24%	13.30%	

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)

ASSET ALLOCATI	ON (% OF	TOTAL ASSETS)	
Others including Receivables, 1.53% System (MTS), 22.87%  TFCs 8.73%  PIB T-Bills, 8.21%	Cash, 40.32% Dec'15	Others including Receivables, 2.23% Trading System (MTS), 11.89% TFCs 8.91% PIB 38.17%	

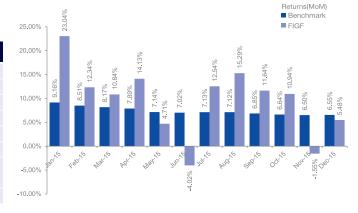
#### **Investment Objective**

Faysal Income & Growth Fund (FIGF) seeks to provide its investors with optimal yields through a diversified portfolio consisting of both long-term fixed instruments as well as short-term money market securities.

TFCS/SUKUK HOLDINGS (% OF TOTAL ASSETS)				
Askari Bank Limited IV	6.23%			
Engro Fertilizer Limited-PPTC I	2.50%			

ASSET QUALITY (% OF TOTAL ASSETS)			
Government Securities	26.55%		
AAA	0.01%		
AA+	0.02%		
AA	1.09%		
AA-	31.16%		
A+	16.77%		
MTS (Unrated)	22.87%		
NR (include receivables against sale of investments)	1.53%		

INVESTMENT COMMITTEE						
Chief Executive Officer						
Chief Operating Officer						
Head of Research						
Chief Investment Officer						
Fund Manager (Fixed Income)						
Fund Manager (Fixed Income)						
Head of Compliance & Internal Audit						
Manager Risk						



The Scheme has maintained provisions against Workers' Welfare Fund liabilty to the tune of Rs. 8,379,631 as at December 31, 2015. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs.1.576 (1.43%). For details investors are advised to read the Note 9.2 of the latest financial statements for the the quarter ended September 30, 2015.

#### Performance Review

Faysal Income and Growth Fund yielded an annualized return of 9.26% on year-to-date basis, outperforming the benchmark by 246bps whereas month-to-date return clocked in at 5.48%. During the month, exposure towards longer tenor bonds was reduced by 20% whereas exposure in MTS and liquid assets was increased. Going ahead, your fund would keep evaluating the direction of interest rates to optimally balance the portfolio ensuring competitive returns.

#### MUFAP's recommended format

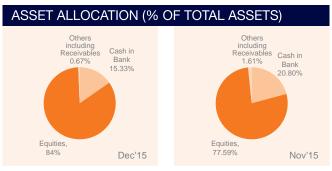
### Asset Allocation Fund

FUND INFORMATION						
Fund Type	Open Ended					
Category	Asset Allocation Scheme					
Risk Profile	Moderate to High Risk					
Launch Date	July 24, 2006					
Custodian/Trustee	CDC					
Auditor	Deloitte Yousuf Adil, Charted Accountants					
Management Fee	2%					
Front/Back end Load	Nil					
Min Subscription	PKR. 5,000					
Benchmark*	KSE100 Index / 6M KIBOR					
Pricing Mechanism	Forward					
Dealing Days	Monday-Friday					
Cut-Off Timing	9:00 am - 5:00 pm					
AMC Rating	AM3+ (JCRVIS)					
NAV per Unit (PKR)	70.73					
Net Assets (mn)	658.76					
Leverage	Nil					

* weighted	average of	6M KIBOR	percentage	invested in equities

FUND RETURNS							
(Annualized % p.a) H	(Annualized % p.a) Holding Period FAAF Benchmark						
Month on Month			0.37%		1	.55%	
FY16 to Date			0.20%		-3	-3.20%	
1 year trailing		9.50%		3	.38%		
Returns (%)	FY 15	FY 14	FY 13	F	Y 12	FY 11	
FAAF	16.16%	17.01%	20.26%	(0.02)%		20.58%	
Benchmark (YTD)	13.44%	30.21%	34.43%	11	.62%	20.20%	

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)



#### Investment Objective

Faysal Asset Allocation Fund (FAAF) endeavors to provide investors with an opportunity to earn long-term capital appreciation optimizing through broad mix of asset classes encompassing equity, fixed income & money market instruments.

SECTOR ALLOCATIONS (% OF TOTAL ASSETS)					
	Dec'15	Nov'15			
Multiutilities (Gas and water)	17.65%	16.75%			
Oil & Gas	17.60%	14.97%			
Construction and Material	10.90%	6.24%			
Industrial Metal & Mining	10.11%	9.64%			
Software and Computer Services	8.50%	8.49%			
Others	19.24%	21.51%			

ASSET QUALITY (% OF TOTAL ASSETS)	
AA+	0.01%
AA	3.65%
AA-	11.67%
NR (Include Equity Investments)	84.67%

INVESTMENT COMMITTEE						
Mr. Enamullah Khan	Chief Executive Officer					
Mr. Najm-Ul-Hassan	Chief Operating Officer					
Mr. Ayub Khuhro	Head of Research					
Mr. Vasseh Ahmed	Chief Investment Officer					
Mr. Ravi Kumar Mandhan (Non voting member)	Head of Compliance & Internal Audit					
Mr. Saif Hasan	Fund Manager - Equity					
Vacant	Manager Risk					

EQUITY HOLDINGS (% OF TOTAL ASSETS)					
Crescent Steel & Allied Products 10.11%					
Sui Southern Gas Company Ltd	9.19%				
Mari Petroleum Company Ltd	8.99%				
Hascol Petroleum Ltd 8.60%					
Sui Northren Gas Piplines Co. 8.46%					
Dewan Cement Limited	6.57%				
TRG Pakistan Ltd	5.68%				
AL-Shaheer Corporation	5.64%				
TPL Properties	3.73%				
Lucky Cement Ltd	3.69%				

NON COMI	PLIAN	CE									
Name of Non-Complaint Investment	Rating required	Existing Rating	Maximum Exposure as a % of NAV	Existing Exposure as a % of NAV	Excess Exposure %	Type of Instrument	Value of Investment before provisioning	Provision (If any)	Value of Investment after provisioning	% of Net Assets	% of Total Assets
Crescent Steel and Allied Products Limited	BBB	N/A	10%	10.29%	0.29%	Equity Shares	67,781,650	-	67,781,650	10.29%	10.11%
Trust Investment Bank	BBB	Withdrawn	10%	0.00%	-	TFC	13,137,042	13,137,042	-	-	-

The Scheme has maintained provisions against Workers' Welfare Fund liabilty to the tune of Rs. 3,819,675 as at December 31, 2015. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.410 (0.58%). For details investors are advised to read the Note 9.1 of the latest financial statements for the quarter ended September 30, 2015.

#### Performance Review

Faysal Asset Allocation Fund yielded an YTD return of 0.20% beating the benchmark of -3.20% by 340bps. During the month under review your fund reduced its cash position from 20.80% to 15.33% and increased its equity exposure to 84.00% from 77.59% to take advantage of the undervalued market. Going forward your fund is expected to remain invested in securities with expected strong investment triggers.

#### MUFAP's recommended format

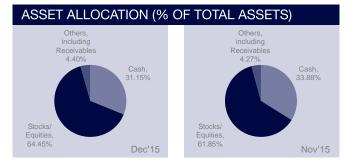
## **Balanced Growth Fund**

FUND INFORMATION	ON
Fund Type	Open Ended
Category	Balanced Scheme
Risk Profile	Moderate
Launch Date	April 19, 2004
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants
Management Fee	2%
Front/Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark*	KSE100 Index / 6M KIBOR
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3+ (JCRVIS)
NAV per Unit (PKR)	70.19
Net Assets (mn)	143.67
Leverage	Nil

<sup>\*</sup> weighted average of 6M KIBOR & percentage invested in Equities

FUND RETURNS							
(Annualized % p.a) Holding Period FBGF Benchmark							
Month on Month		-0.68%		1	1.36%		
FY16 to Date		9.67%		-1.51%			
1 year trailing			21.22%		4.36%		
Returns (%)	FY 15	FY 14	FY 13	3 FY 12		FY 11	
FBGF	19.83% 14.69%		19.15%	9.15% (4.		9.98%	
Benchmark (YTD)	12.42%	23.53%	30.70%	11	.59%	20.84%	

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)



#### **Investment Objective**

Faysal Balanced Growth Fund (FBGF) endeavors to provide investors with an opportunity to earn income and long-term capital appreciation by investing in a large pool of funds representing equity / non equity investments in a broad range of sectors and financial instruments

SECTOR ALLOCATIONS (%	OF TOTAL A	ASSETS)
	Dec'15	Nov'15
Multiutilities (Gas and water)	17.16%	17.71%
Oil & Gas	15.14%	14.40%
Industries Metal & Mining	9.46%	8.51%
Food & Personal Care Products	8.08%	7.94%
Construction and Materials	6.28%	4.43%
Others	8.34%	8.86%

AA+	0.03%
AA	1.48%
AA-	29.65%
NR (Include Equity Investments)	68.85%

INVESTMENT COMMI	TTEE
Mr. Enamullah Khan	Chief Executive Officer
Mr. Najm-Ul-Hassan	Chief Operating Officer
Mr. Ayub Khuhro	Head of Research
Mr. Vasseh Ahmed	Chief Investment Officer
Mr. Ravi Kumar Mandhan (Non voting member)	Head of Compliance & Internal Audit
Mr. Saif Hasan	Fund Manager - Equity
Vacant	Manager Risk

EQUITY HOLDINGS (% OF TOTAL ASSE	TS)
Crescent Steel & Alied Products Limited	9.46%
Hascol Petroleum Ltd	8.92%
Sui Southern Gas Company Ltd	8.89%
Sui Nothern Gas Pipelines Company Ltd	8.27%
Al-Shaheer Corporation	8.08%
Mari Petroleum Company Ltd	6.22%
Dewan Cement Ltd	5.49%
Systems Limited	2.50%
Sapphire Fiber Ltd	2.33%
TRG Pakistan Ltd	2.29%

The Scheme has maintained provisions against Workers' Welfare Fund liabilty to the tune of Rs. 5,443,878 as at December 31, 2015. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 1.082 (1.54%). For details investors are advised to read the Note 11.2 of the latest financial statements for the quarter ended September 30, 2015.

#### Performance Review

Faysal Balanced Growth Fund yielded an YTD return of 9.67% beating the benchmark of -1.51% by 1,118 bps. During the month under review your fund increased its equity exposure from 61.85% to 64.45% while decreasing its cash position to 31.15% from 33.88%. Going forward your fund will invest in securities expected to generate strong earnings.

#### MUFAP's recommended format

# Islamic Asset Allocation Fund

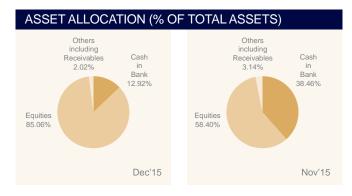
FUND INFORMATION	ON
Fund Type	Open Ended
Category	Shariah Compliant Asset Allocation Scheme
Risk Profile	Moderate to High Risk
Launch Date	September 9, 2015
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants
Management Fee	2%
Front end Load	0 - less than 2 million : 2% 2 million - less than 5 million : 1% 5 million and above : 0%
Back end Load	Back end - 0 %
Min Subscription	PKR. 5,000
Benchmark*	KMI- 30 Index/6M Deposit rate for A & above rated Islamic Banks
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3+ (JCRVIS)
NAV per Unit (PKR)	97.20
Net Assets (PKR mn)	245.19
Leverage	Nil

<sup>\*</sup> Weighted Average Daily Return of KMI-30 Index & 6M Deposit Rate of A & above rated islamic Banks or Islamic windows of Scheduled Commercial Banks

#### **FUND RETURNS** (Annualized % p.a) Holding Period FIAAF Benchmark 3 17% Month on Month -1.26% FY16 to Date -2.80% 0.78% 1 year trailing N/A N/A Returns (%) FY 15 FY 14 FY 13 FY 12 FIAAF

Note: Funds returns computed on NAV to NAV with the dividend reinvestment (excluding Sales Load)

Benchmark (YTD)



#### **Investment Objective**

The objective of Faysal Islamic Asset Allocation Fund (FIAAF) is to earn competitive riba free return by investing in various Shariah compliant asset classes/instruments based on the market outlook and may easily change allocation to take advantage of directional macro and micro economic trends and undervalued stocks.

ASSET QUALITY (% OF TOTAL ASSETS)	
AA	1.36%
AA-	11.56%
NR (include receivables against sale of investments)	87.08%

INVESTMENT COMMIT	TEE
Mr. Enamullah Khan	Chief Executive Officer
Mr. Najm-Ul-Hassan	Chief Operating Officer
Mr. Ayub Khuhro	Head of Research
Mr. Vasseh Ahmed	Chief Investment Officer
Mr. Saif Hasan	Fund Manager (Equity)
Mr. Ravi Kumar Mandhan	Head of Compliance & Internal Audit
(Non voting member)	
Vacant	Manager Risk

SECTOR ALLOCATIONS (% OF TOTAL ASSETS)						
	Dec'15	Nov'15				
Oil & Gas	23.29%	9.00%				
Multiutilities (Gas and water)	13.45%	7.70%				
Industrial Metal & Mining	9.94%	7.48%				
Chemicals	9.82%	13.23%				
Construction and Material	8.86%	5.65%				
Others	19.69%	15.36%				

EQUITY HOLDINGS (% OF TOTAL ASSETS)					
Sui Northern Gas Piplines Co.	13.45%				
Mari Petroleum Company Ltd	12.87%				
Hascol Petroleum Ltd	10.42%				
Crescent Steel & Allied Products	9.94%				
Systems Limited	6.93%				
Al-Shaheer Corporation	6.21%				
Lucky Cement Ltd	5.94%				
ICI Pakistan Limited	5.61%				
Fauji Fertilizer Bin Qasim Ltd	4.21%				
Packages	3.49%				

#### Performance Review

Faysal Islamic Asset Allocation Fund yielded an YTD return of -2.80% underperforming the benchmark of 0.78% while KMI – 30 posted an YTD loss of 2.91%. During the month under review your fund decreased its cash position from 38.46% to 12.92% and increased its equity exposure to 85.06% from 58.40% in order to take advantage of the undervalued market. Going forward your fund will keep investing in Shariah Compliant companies expected to generate strong earnings.

#### MUFAP's recommended format

SINCE INCEPTION RETURNS (ANNUALIZED %)									
	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15
FIGF	10.21%	10.12%	9.81%	10.06%	10.00%	10.50%	10.37%	10.20%	10.39%
Benchmark	9.86%	10.08%	11.07%	11.34%	11.66%	11.74%	11.51%	11.33%	11.10%
FISGF				9.04%	9.68%	10.20%	9.72%	9.30%	9.12%
Benchmark				7.70%	8.27%	8.42%	8.14%	7.89%	7.68%
FSGF	10.42%	10.19%	11.04%	11.02%	11.02%	11.04%	10.70%	10.46%	10.72%
Benchmark	9.39%	9.76%	10.95%	11.32%	11.72%	11.82%	11.54%	11.32%	10.79%
FMMF					11.20%	11.09%	10.41%	9.89%	9.64%
Benchmark					10.18%	10.08%	9.49%	9.23%	8.93%
FFSOF								9.12%	8.26%
Benchmark								8.96%	8.59%

Note: Funds returns computed on NAV to NAV with dividend reinvestment (excluding Sales Load)

SINCE INCEPTION RETURNS (ABSOLUTE %)									
	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15
FBGF	52.49%	52.35%	15.79%	41.25%	55.35%	48.06%	76.42%	102.33%	142.46%
Benchmark	84.86%	80.25%	50.64%	87.36%	126.41%	152.65%	230.21%	307.91%	358.58%
FAAF				30.70%	57.60%	57.57%	89.49%	121.72%	157.55%
Benchmark				24.07%	49.13%	66.46%	123.77%	191.38%	230.54%

Note: Funds returns computed on NAV to NAV with dividend reinvestment (excluding Sales Load)

#### Faysal Asset Management Limited

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#### Risk Disclosure:

All investments in mutual funds are subject to market risks. The NAV of units may go up or down based on the market conditions. Past performance is not necessarily indicative of future results. Please read the offering documents of respective schemes for understanding the investment policies, the risks and the taxation involved.



### **Invest Now**

### To Avail Tax Credit Upto Rs. 409,320/-

Salaried individuals who invest in Faysal Funds can save an attractive amount through tax credit. In order to avail a tax credit of upto Rs. 409,320 invest in Faysal Funds as per relevant laws. According to Section 62 of the Income Tax Ordinance 2001, an investment made in open end mutual funds during the tax year (between July 01 to June 30) is entitled to a tax credit on investment amount of maximum Rs. 1,500,000 or 20% of taxable income, whichever is lower.

Sr. No.	Taxable Income			Income Tax				Maximum amount	Total Tax Credit
	From	То	Annual Taxable Income (Rupees)	Fixed Tax (Rupees)	Rate of Tax on Exceeding Amount	Total Tax Liability (Rupees)	Effective Tax Rate	of investment (Rupees)	(Rupees)
1	-	400,000	400,000	-	0.00%	-	0.00%	-	-
2	400,001	500,000	500,000	-	2.00%	2,000	0.40%	-	-
3	500,001	750,000	750,000	2,000	5.00%	14,500	1.93%	150,000	2,900
4	750,001	1,400,000	1,400,000	14,500	10.00%	79,500	5.68%	280,000	15,900
5	1,400,001	1,500,000	1,500,000	79,500	12.50%	92,000	6.13%	300,000	18,400
6	1,500,001	1,800,000	1,800,000	92,000	15.00%	137,000	7.61%	360,000	27,400
7	1,800,001	2,500,000	2,500,000	137,000	17.50%	259,500	10.38%	500,000	51,900
8	2,500,001	3,000,000	3,000,000	259,500	20.00%	359,500	11.98%	600,000	71,900
9	3,000,001	3,500,000	3,500,000	359,500	22.50%	472,000	13.49%	700,000	94,400
10	3,500,001	4,000,000	4,000,000	472,000	25.00%	597,000	14.92%	800,000	119,400
11	4,000,001	7,000,000	7,000,000	597,000	27.50%	1,422,000	20.31%	1,400,000	284,400
12*	7,000,001	10,000,000	10,000,000	1,422,000	30.00%	2,322,000	23.22%	1,500,000	348,300
13*	7,000,001	15,000,000	15,000,000	1,422,000	30.00%	3,822,000	25.48%	1,500,000	382,200
14*	7,000,001	20,000,000	20,000,000	1,422,000	30.00%	5,322,000	26.61%	1,500,000	399,150
15*	7,000,001	25,000,000	25,000,000	1,422,000	30.00%	6,822,000	27.29%	1,500,000	409,320

<sup>\*</sup> There is no upper limit defined for taxable income exceeding Rs. 7 million in the Income Tax Ordinance 2001. However, for the purpose of illustration different income slabs has been taken as taxable income.

Today's investor requires suitable investment which provides good returns. To nurture your investments, Faysal Asset Management Limited has launched a number of mutual funds based on various investment objectives.

So, give yourself an opportunity to enhance returns through tax credits by contacting us for further information on the given numbers or check our website www.faysalfunds.com for more information on our funds.

#### Notes

- 1. Tax credit is only available to resident individuals
- 2. Minimum investment holding period is 24 months

#### Faysal Asset Management Limited

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★ twitter.com/faysalasset

#### Risk Disclosure:

All investments in mutual funds are subject to market risks. The NAV of units may go up or down based on the market conditions. Past performance is not necessarily of future results. Please read the offering documents of respective schemes for understanding the investment policies, the risks and the taxation involved.



### Also Available at Branches of Faysal Bank Limited

Faysal Bank Limited Old Bahawalpur Road Branch (133) 129/1, Old Bahawalpur Road, Multan, Phone: 061-6214903

Faysal Bank Limited 310-Upper Mall Shahrah-e-Quaid-e-Azam,

Lahore.

Phone: 042-35789201, 042-111-11-22-33,

042-35789013 Fax: 042-35751020310

Faysal Bank Limited Bilal Road, Civil Lines, Faisalabad, (111)

Phone: (92 41) 2644476, 041-2644481-5,

111-747-747

Fax: 041-2640545, 041-2644486

Faysal Bank Limited 9-A, Main Boulevard, Gulberg, Lahore, (148)

Phone: 042-35817262 / 042-35787823-9

Fax: 042-35787830

Faysal Bank Limited 1 Fakhr-e-Alam Road Cantt, Peshawar, 411

Phone: 091-5260337 / 091-5285289,

5270176-8 Fax: 091-5275503

Faysal Bank Limited 841 Farooqabad, Main Mansehra Road, Peshawar,

Phone: 0992-385927 / 0992-385919-28

Fax: 0992-385921

Faysal Bank Limited 32 Haider Road, Rawalpindi Cantt, Rawalpindi, 120

Phone: 051-5701018 - 22

Fax: 051-55258

Faysal Bank Limited 15, Markaz F-7, Opposite FG College for Women, F-7/2.

Islamabad, 332

Phone: 051-111-11-22-33 Fax: 051-2651331

Faysal Bank Limited

Plot Number 339, Main Bohra Bazar Saddar,

Hyderabad,138

Phone: 022-2728359 / 022-2728356-58

Fax: 022-2728360

Faysal Bank Limited (282) Garrison Officers Mess, 12 Tufail Road, Lahore Cantt Lahore,

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Faysal Bank Limited Branch (464) Awami Complex, Block No 2, New Garden Town, Lahore,

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Fax: 042-35889869

Faysal Bank Limited Z Block Lahore, 326 Z, Commercial Area,

DHA, Lahore,

Phone: 042-35728246

Faysal Bank Limited

136/1, Block-H, Commercial Area Phase I, DHA, Lahore Cantt,

Lahore.

Phone: 042-35897712-17 Fax: 042-35897720

Faysal Bank Limited

43 Shahrah-e-Quaid-e-Azam,

Lahore,

Phone: 042-37314051-53, 042-37236014-8

Fax: 042-37314447

Faysal Bank Limited (457) 25-B-2, Gulberg III, Lahore,

Phone: 042-35717141-5, Fax: 042-35718050

Faysal Bank Limited Cavalry Ground (3421)

97- Commercial Area, Cavalry Ground,

Lahore,

Phone: 042-36603412-15 Fax: 042-36603411

Faysal Bank Limited 5th Road City Shopping Centre, Commercial Market, Satellite Town,

Rawalpindi, Phone: 051-4424969-72

Fax: 051-4424962

Faysal Bank Limited 15-West, Jinnah Avenue Blue Area, Islamabad.

Phone: 051-111-747-747,2275096-8

Fax: 051-2275095

Faysal Bank Limited (194) Plot 14, F-11 Markaz,

Islamabad,

Phone: 051-2228142-4 Fax: 051-2228145

Faysal Bank Limited

(452) 78-W, Roshan Center, Jinnah Avenue,

Blue Area, Islamabad, Phone: 051-227-5250-2 Fax: 051-2275254

Faysal Bank Limited

(144)

130/1, Main Korangi Road, KM Centre,

Phase I, DHA, Karachi,

Phone: 021-35388161, 021-35388175

Fax: 021-35391345

Faysal Bank Limited

(173) 14-C, Khayaban e Tanzeem, Tauheed Commercial, DHA, Phase V,

Karachi,

Phone: 021-35877909-10 Fax: 021-35877847 Faysal Bank Limited

(118) Quality Heights, K.D.A Scheme # 5,

Clifton, Karachi,

Phone: 021-35863771-73 Fax: 021-35863774

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(269) Plot Number DC-1, 16-A and 16-B, Block 5, Clifton Centre, Kehkashan,

Karachi,

Phone: 021-35830113-5

Fax: 021-35875404

Faysal Bank Limited

(441) 19-C Bukhari Commercial Lane No 5,

Ground, Basement and 1st Floor,

Phase VI, DHA, Karachi, Phone: 021-35149595 - 97 Fax: 021-35149591

Faysal Bank Limited

(330) 16-Abdullah Haroon Road, Karachi,

Phone: 111 11 22 33

Faysal Bank Limited

(110) ST- 02, Main Shahra e Faisal (FAYSAL

HOUSE), Karachi,

Phone: 021-111-747-747, 32795200

Fax: 021-32795234

Faysal Bank Limited

(342) D-4, Block D, North Nazimabad,

Karachi

Phone: 021-36721600-4 Fax: 021-36721614

Faysal Bank Limited

(338) Address: 22/C, Lane-2, Shahbaz Commercial, Phase V1, DHA, Karachi (175) 14-C, Sunset Commercial Street # 2,

Phase IV, DHA, Karachi, Phone: 021-35802423 Fax: 021-35802425

Faysal Bank Limited

(333) 72-A/Z, Block 7/8, Al-Riaz Cooperative

Housing Society, Karachi Phone: 021-34376342, 021-

Faysal Bank Limited

(165) Plot Number Commercial 7/1, Block 2, Green Belt Residency No.13-16, KDA Scheme-5 Shop,

Kehkashan, Clifton

Karachi,

Phone: 021-35877922, 021-35375103

Fax: 021-35877925

Favsal Bank Limited

(119) B -35,Block 13-A Main University Road,Gulshan e Iqbal, Phone: 021-3499 4262-3 (422) State Life Building. 11, Abdullah Haroon

Road Karachi, Phone: 021-386 79355-56