

The Art of Investment

**Faysal** Asset Management

## Fund Manager's Report

July 2017



## FROM THE CIO'S & RESEARCH DESK

### Much Awaited Clarity To Drive Equity Market

#### **Dear Valued Investors,**

It is only natural for you to want assets with the best possible performance and lowest costs, but the secret to building wealth has a lot to do with the choices of your investment avenues to achieve higher returns and more on your savings rate.

In other words, the amount of money you contribute to your funds at FAML is far more important than what investment vehicles the money is parked in, as you can control the former but not the latter, showing your trust and confidence in us as we strive to grow your wealth in a halal and wise manner.

*So, the earlier you start saving, the better, because we strongly view positivity as clouds of uncertainty have been cleared now.*

With the PML-N government still intact, the swift decision to nominate current Punjab CM Shahbaz Sharif for Prime Minister (after a transition period) will likely lead to a relief rally in the PSX-100, continuing the reversal that saw it recover 3.8% from its intraday low on Friday.

Thus, as political clouds begin to clear with the decision in the long-drawn-out Panama Papers case, we anticipate that the benchmark PSX 100-share Index will now make a smart recovery and march again towards the much-trumpeted 50,000-point level by the end of December 2017 if status quo was maintained in economic policies and the rupee-dollar parity stood unchanged.

Moreover, value buying will help the market recover significantly, whilst economic fundamentals of the country and ongoing corporate results season should keep the market on an upward path going forward. However, political and macroeconomic challenges remain; pertinently surmounting the growing external account bottlenecks that pose a risk to the national economy as well as the stock market, need to be managed very carefully.

Also, since the local equity market is currently trading at forward Price to Earnings ratio (8.5x), lower compared to Asia Pac regional average of 13.4x while offering twice as better dividend yield of ~5.2% versus ~2.6% offered by the region, we expect politics to take a backseat and market fundamentals to start dictating sentiments on the bourse, reflecting there is room for stock pickers' market.

With clarity now at hand,

*We suggest that our investors should focus on investing with Faysal Funds being managed as equity related funds (with flavors of conventional & Islamic asset allocation and balanced category), that invests in scrip which offer i) strong earnings growth and ii) reasonable dividend yields.*

# The Month in Review

## Economic Review

Pakistan is a country of great potential and growth and with each passing day, the economy of the country is getting better. Business, Industrial sectors of the country is thriving just recently the economy of Pakistan joined other countries that are valued at \$300 billion or more. This shows that the business sectors in the country are booming. Moreover, the World Bank has also predicted that Pakistan's economy will grow by 5.5% in 2018, which itself is big news.

According to a recent study published by famous Harvard University, Pakistan will be able to surpass China's economic growth in next twenty years and due to CPEC investors from different countries are also investing in the country, facilitating business sectors to grow.

The annual rate of inflation fell for the third straight month in July to its lowest level in the past 20 months, which will help restrict high inflationary expectations in a challenging external sector environment. The Pakistan Bureau of Statistics (PBS) said on Tuesday that consumer prices rose 2.91% in July compared to the same month a year earlier. It was 0.34% higher compared with negative 0.4% reported in June this year. July's inflation reading was the lowest since November 2015, largely reflecting a slowdown in energy prices and a smooth supply chain.

The low pace of increase in prices was largely in line with the trend witnessed in the previous fiscal year when average inflation stood at 4.16%, significantly below the official target.

In its last monetary policy announced in July, the central bank voiced hope that average headline inflation, though higher than the previous fiscal year, was expected to be lower than the earlier outlook and would stay below the target of 6%, mainly on the back of favorable supply conditions.

For the new fiscal year, the State Bank of Pakistan (SBP) has projected that average Consumer Price Index (CPI) will remain in the range of 4.5% to 5.5%. This projection is explained by a lower-than-anticipated increase in international oil prices, recent behavior of CPI inflation, stable prices and lower inflationary expectations. While recognizing the emerging challenges on the external front, the SBP's Monetary Policy Committee kept the policy rate unchanged at 5.75%, which was slightly higher than the core inflation rate.

While announcing its monetary policy decision, the central bank gave a crisp account of some current macroeconomic indicators besides detailing its own assumptions. And as expected, it reminded the nation that underperformance of both exports and workers' remittances greatly impinged upon the current account deficit which reached \$12.1 billion in FY17 (from just \$4.867bn in FY16), and was expected to increase further in the new fiscal year.

This may bring the rupee-dollar parity under stress, any depreciation will put the inflation rate under pressure due to its impact on the cost of imported goods including crude oil.

As a matter of relief and after a very long time, Foreign Direct Investment (FDI) has shown an upward trend during last fiscal year. Growth in FDI in FY 2017 reflects on improved security situation, implying return of the investors had to Pakistan, as the country has attracted FDI of \$ 2.4 billion, up by 4.6% during 2016-17.

Also, growth in large-scale manufacturing (LSM) and higher private sector credit flow in FY17 are two strong indications that supply conditions may remain favorable, the twin developments combined with high growth in imports are sure to keep domestic demand up, creating demand-induced inflation. In the first 11 months of the outgoing fiscal year, LSM grew 5.7% against just 3.4% in the year-ago period. And private sector credit distribution reached an all-time high of PKR 748bn in FY17 against PKR 446bn in FY16. Part of the credit for these developments goes to a stable monetary policy that kept the cost of formal finance for businesses in check.

The whole country has been on tenterhooks for the past several months on account of the Panama Papers and JIT investigations, but what is being ignored is the economy and the effects of that is becoming visible on a daily basis. It is extremely important to review what the state of our economy and confidence of the people is, thus Pakistan's financial management should be key focus of our policy makers to avert any downgrade to our country's sustainable economic growth.

## Money Market Review

SSBP maintained status quo in its latest monetary policy review citing many plausible reasons for the decision. Fiscal deficit has shot through the target, government borrowing remains excessively high, circular debt of the power sector is being restructured, tax collections are not only short of target but continue to remain at around 50% of the tax capacity, and development budget disbursements still remain short of the original targets. All these things are symptoms of continued fiscal indiscipline. Whether, and how, a stable monetary policy can be helpful in promoting economic growth amid such fiscal indiscipline must be examined for improving the quality of policy inputs.

In the last fiscal year, the government chose to borrow heavily from the central bank and less from the banking system. Net government borrowing from the SBP

totaled PKR 908bn in FY17 against net retirement of PKR 487bn in FY16. Its net borrowing from scheduled banks totaled PKR 179bn, only a fraction of what it had borrowed from them a year earlier — PKR 1.28tr.

The currency depreciation debate is back in the market as soon as the political crisis has hit the country. The last time that the State Bank of Pakistan (SBP) depreciated the value of the rupee from PKR 108.25 to PKR 104.8, it was quickly stabilized at PKR 105.40 in the market. The reasons for the move were pretty apparent. Analysts say in the light of falling foreign currency reserves, Pakistani rupee's depreciation and monetary policy tightening in the next few months cannot be ruled out.

Total liquid foreign exchange reserves of the country fell \$20.436 billion as at July 27, while the foreign exchange reserves held by the State Bank of Pakistan (SBP) dropped to \$15.003 billion due to the payments on account of external debt servicing and other official payments. The foreign exchange reserves of commercial banks stood at \$5.433 billion. Foreign reserves in the SBP are lowering by the day and the external deficit is increasing.

Commercial borrowing has already put the economy under pressure and it is more harmful than international borrowing because commercial rates are usually higher than ones offered by bilateral and multilateral sources. The government has still not issued an exact figure of debt servicing required on external loans. The amount, however, for the first three quarters is over \$5.2 billion. This means that the government would have to indulge in more commercial borrowing in the next fiscal year, and an appreciation in the value of the dollar should be expected.

Market remained short of liquidity during the month of July'17 and to accomplish this liquidity shortage SBP conducted 07 OMO – Injections where the total participation stood at PKR 5.88trn and total accepted amount was PKR 5.45trn and the weighted average rate of all OMO – Injections was 5.78% (which is 01bps higher than that of observed in Jun'17). This is 20% less participation and 22% less acceptance relative to last month. Central bank conducted two T bill auctions during Jul'17, where in both auctions the cut offs were maintained at current previous levels for 3M – 5.991%, 6M – 6.0109%, 12M – 6.0386. The total amount realized was PKR 1,608bn against the target of PKR 1,300bn and total maturities of PKR 1,298bn. The central bank sold Pakistan Investment Bonds (PIBs) worth Rs52.46billion, which is lower than the pre-auction target of Rs100 billion. Cut – offs for the auction held during the period under discussion were marginally increased to: 3yr – 6.4091%, 5yr – 6.8961%, 10yr – 7.9360% and 20yr- no bids.

## Equity Review

PSX-100 index witnessed wild swings during the outgoing month, but eroded past month heavy losses (June 2017: PSX 100 return was -8%) and managed to close with lower losses of 554.84 points (-1.2% MoM) at 46,010.45 points. The PSX-100 index moved within a wide band of 2,782 points during July'17 amid thin participation, with average daily turnover of 90mn shares on the main-board. The market fell to 43,783 during first half of the month due to political uncertainty created by JIT proceedings, but recovery in later sessions clipped the losses. The much awaited verdict in Panama papers case was the major development during the latter leg of the month, wherein the apex court disqualified the PM from holding a public office and referred the case to National Accountability Bureau (N.A.B) for commencing a criminal investigation against the Sharif family.

Insurance companies, local individuals and banks were the main buyers of USD 39.26mn, USD 20.97mn and USD 15.16mn respectively. Mutual Funds and Foreigners both emerged as heavy net sellers of USD 30.57mn and USD 37.90mn respectively.

Average daily Volumes contracted by 30% to 175mn shares whereas average traded value was down 18% to US\$92mn driven by lackluster activity due to cautious trading owing to political uncertainty.

Performance at the mainboard was led by the heavyweight Oil & Gas sector that rallied 10.3%MoM on increasing oil prices (Brent/WTI up 3.3%/3.6%MoM). Moreover, emerging depreciation concerns on currency aided performance in Textiles (+0.6%MoM) and Electricity (+0.1%MoM). Similarly, import heavy sectors like Cements (-7.6%MoM), Household Goods (-3.4%MoM) and Pharma (-1.7%) took a hit. Commercial Banks were down 4.1% MoM on lower CPI reading delaying interest rate reversal expectations.

We at FAML predict that, the market could find new support as Pakistan's political noise is maturing now and the smooth transition phase from the parliament end have successfully achieved to the mark. We see maturing politics is highly positive for the long term sustainability of the country and eventually for the capital market. Result season is likely to gain traction from next month that could provide buffer to the market turnover and is likely to act as key catalyst, while CPEC and MSCI EM inclusion are long term theme plays that still remain intact.

Thus, current valuations are undemanding post steep correction (PSX 100 forward P/E at 8.3x - 31% discount to EM) should aid performance, with major focus on blue chips available at attractive valuations and stocks offering high dividend yield.

### MUFAP's recommended format

**Disclaimer:** This publication is for informational purposes only and nothing herein should be construed as a solicitation, recommendation or an offer to buy or sell any fund. All investments in mutual funds are subject to market risks. The NAV based prices of units and any dividends/returns thereon are dependent on forces and factors affecting the capital markets. These may go up or down based on market conditions. Past performance is not necessarily indicative of future results. Please read the Offering Document to understand the investment policies and the risks involved.

# Faysal Money Market Fund

FUND INFORMATION	
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, Chartered Accountants
Management Fee	0.80%
Front/Back end Load	Nil
Min Subscription	PKR 5,000
Benchmark	70% Three months PKRV rates + 30% three months average deposit rates of three AA- rated scheduled 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)	101.76
Net Assets (PKR mn)	1,455.87
Leverage	Nil
Weighted Average Maturity*	7.06 days
Total Expense Ratio	1.34% <small>TER includes 0.31% representing government levy, SECP fee and Sindh worker welfare Fund excluding reversal of WWF.</small>

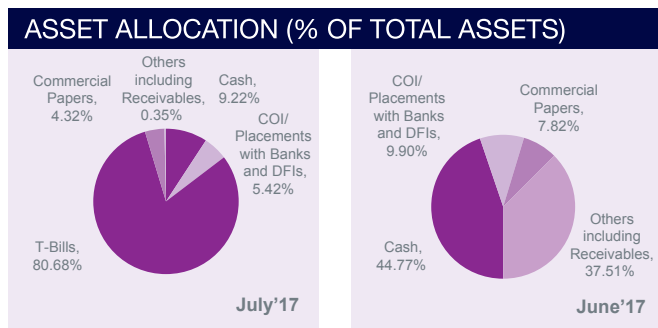
\*Excluding Govt. Securities

FUND RETURNS		
(Annualized % p.a Holding Period)	FMMF	Benchmark
FY18 to Date	4.76%	5.19%
Month on Month	4.76%	5.19%
1 year Trailing	7.07%	5.25%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FMMF	7.14%	5.67%	8.64%	8.35%	9.06%
Benchmark (YTD)	5.25%	5.34%	7.72%	8.44%	8.83%

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



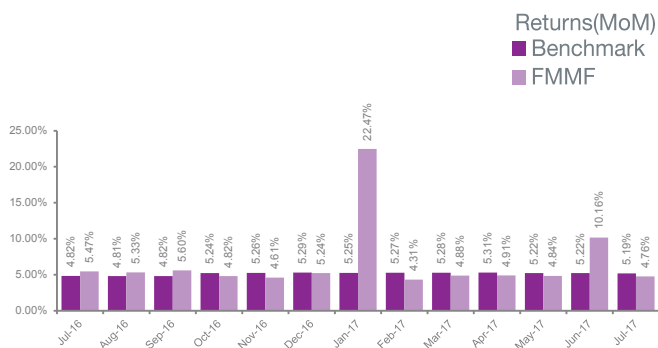
ASSET QUALITY (% OF TOTAL ASSETS)	
Government Securities	80.68%
AAA	0.01%
AA+	14.30%
AA	4.63%
NR (include receivables against sale of Government Securities)	0.35%

## 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.

TOP PORTFOLIO HOLDINGS (% OF TOTAL ASSETS)		
JS Global Capital	11-May-17	4.29%

INVESTMENT COMMITTEE	
Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Mr.Syed Shahid Iqbal	Sr. Fund Specialist - Fixed Income
Ms.Sania Awan	Acting Head of Research



The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 1,657,161 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.12.(0.21%). For details investors are advised to read the Note 6.1 of the latest financial statements for the quarter ended March 31, 2017.

## Performance Review

Faysal Money Market Fund yielded a return of 4.76% on a month-on-month basis whereas the trailing one year return clocked in at 7.07%, outpacing the benchmark by 182bps. During the month, exposure was built in T-Bills to 80.68%, while cash allocations, investments in COI and Commercial Paper were reduced to 9.22%, 5.42% and 4.32% respectively. Your fund is actively exploring lucrative investment avenues and trading opportunities to generate greater gains in a lower yields environment.

## MUFAP's recommended format

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# Faysal Savings Growth Fund

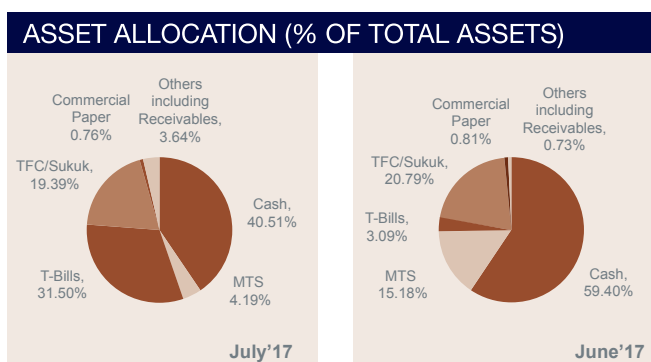
FUND INFORMATION	
Fund Type	Open Ended
Category	Income scheme
Stability Rating	AA- (f) (PACRA)
Risk Profile	Low
Launch Date	May 12, 2007
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants
Management Fee	1.50%
Front/Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	Six months KIBOR rates
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3++ (JCRVIS)
NAV per Unit (PKR)	102.44
Net Assets (PKR mn)	3,431.49
Leverage	Nil
Weighted Average Maturity*	1.59 Yr
Total Expense Ratio	2.34% <small>TER includes 0.38% representing government levy, SECP fee and Sindh worker welfare Fund excluding reversal of WWF.</small>

\*Excluding Govt. Securities

FUND RETURNS		
(Annualized % p.a) Holding Period	FSGF	Benchmark
FY18 to Date	4.96%	6.14%
Month on Month	4.96%	6.14%
1 year Trailing	5.69%	6.11%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FSGF	5.99%	7.75%	12.81%	8.81%	8.67%
Benchmark (YTD)	6.10%	6.50%	6.61%	9.76%	9.88%

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



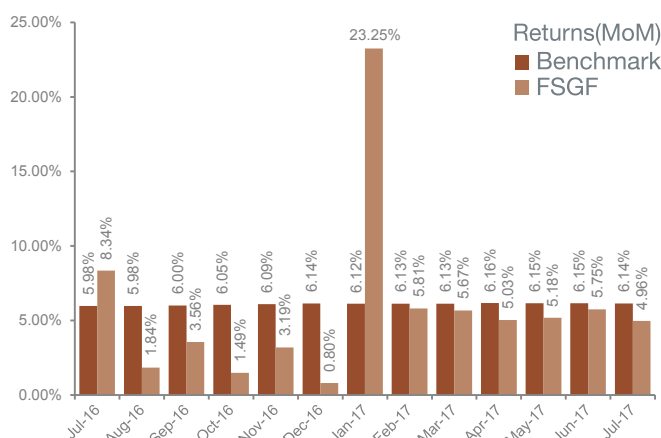
## Investment Objective

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	31.50%
AAA	5.26%
AA+	0.69%
AA	4.51%
AA-	45.57%
A+	4.64%
MTS (Unrated)	4.19%
NR (include receivables against sale of investments)	3.64%

TFCs/SUKUK Holdings (% of Total Assets)		
HBL TIER II TFC	19-Feb-16	5.26%
JSBL TFC	14-Dec-16	4.64%
BOP-TFC	23-Dec-16	4.37%
BAHL TFC	17-Mar-16	2.92%
AKBL TFC	30-Sep-14	2.20%
JS Global Capital (commercial paper)	11-May-17	0.76%

INVESTMENT COMMITTEE	
Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Mr.Syed Shahid Iqbal	Sr. Fund Specialist - Fixed Income
Ms.Sania Awan	Acting Head of Research



The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 5,958,355 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.18(0.19%). For details investors are advised to read the Note 7.1 of the latest financial statements for the quarter ended March 31, 2017.

## Performance Review

Faysal Savings Growth Fund generated a return of 4.96% on a month-on-month basis whereas the return over the last one year clocked in at 5.69%. Exposure towards MTS was decreased to 4.19% during the month, while T-bills exposure was enhanced to 31.5%. Cash allocations at banks were maintained at 40.50%; investments in TFCs and Commercial paper stood at 19.39% and 0.76% respectively. Going forward, the fund will continue to build exposure in profitable investment avenues to enhance yields with a continued proactive investment strategy.

## MUFAP's recommended format

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# Faysal Financial Sector Opportunity Fund

FUND INFORMATION	
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 less than PKR 10 mn
Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	Six months KIBOR rates
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3++ (JCRVIS)
NAV per Unit (PKR)	101.80
Net Assets(PKR mn)	130.06
Leverage	Nil
Weighted Average Maturity*	2.15 Yr
Total Expense Ratio	2.77% <small>TER includes 0.27% representing government levy, SECP fee and Sindh worker welfare Fund excluding reversal of WWF.</small>

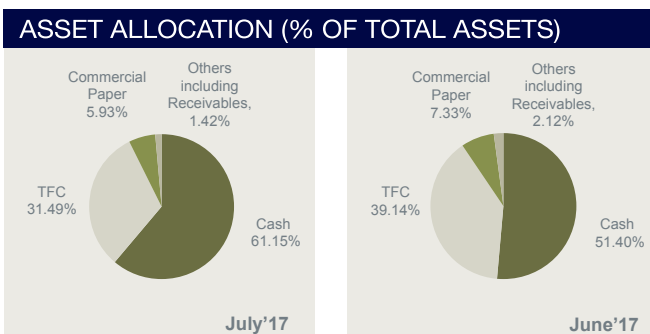
\*Excluding Govt. Securities

FUND RETURNS		
(Annualized % p.a) Holding Period	FFSOF	Benchmark
FY18 to Date	4.53%	6.14%
Month on Month	4.53%	6.14%
1 year Trailing	4.91%	6.11%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FFSOF	5.27%	7.08%	7.41%	9.12%	-
Benchmark (YTD)	6.10%	5.88%	8.22%	8.96%	-

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



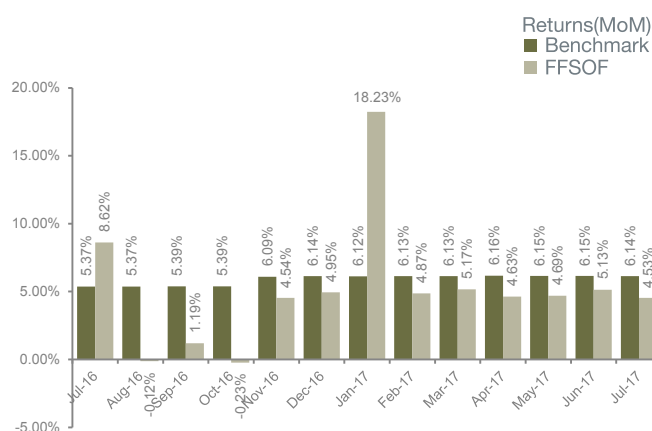
## Investment Objective

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 instruments.

ASSET QUALITY (% OF TOTAL ASSETS)	
AAA	6.90%
AA+	0.48%
AA	11.33%
AA-	72.96%
A+	6.91%
NR (include receivables against sale of investments)	1.42%

TFCs/SUKUK Holdings (% of Total Assets)		
BAFL TFC	20-Feb-13	6.98%
NIB Bank TFC	19-Jun-14	6.91%
BOP-TFC	23-Dec-16	6.89%
HBL TIER II TFC	19-Feb-16	6.86%
JS Global Capital (commercial paper)	11-May-17	5.93%
AKBL	30-Sep-14	3.85%

INVESTMENT COMMITTEE	
Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Mr.Syed Shahid Iqbal	Sr. Fund Specialist - Fixed Income
Ms.Sania Awan	Acting Head of Research



The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 347,748 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.272 (0.34%). For details investors are advised to read the Note 7.2 of the latest financial statements for the quarter ended March 31, 2017.

## Performance Review

Faysal Financial Sector Opportunity Fund yielded a return of 4.53% on a month-on-month basis whereas the trailing one year return clocked in at 4.91%. At the end of the month, cash allocations with banks stood at 61.15%, exposures in TFC's were decreased to 31.49% while investment in Commercial paper amounted to 5.93%. Your fund continues to focus on rebalancing the allocation of the fund in accordance with the macroeconomic landscape and market dynamics.

## MUFAP's recommended format

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# Faysal Islamic Savings Growth Fund

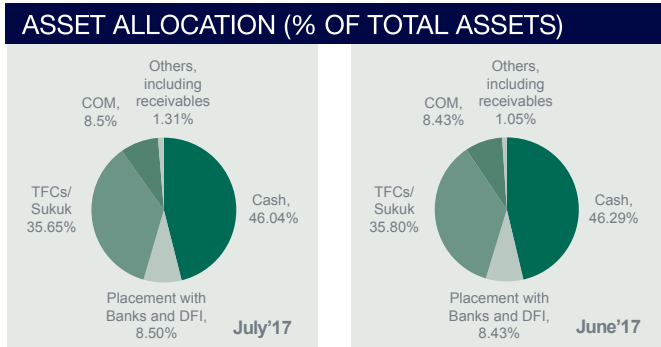
FUND INFORMATION	
Fund Type	Open Ended
Category	Islamic Income Scheme
Stability Rating	A (f) (JCRVIS)
Risk Profile	Low
Launch Date	June 14, 2010
Custodian/Trustee	CDC
Auditor	Deloitte Yousuf Adil, Chartered Accountants
Management Fee	1.50%
Front/Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	Six months average deposit rates of three A rated scheduled Islamic Banks or Islamic windows of conventional 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)	103.00
Net Assets (PKR mn)	1282.11
Leverage	Nil
Weighted Average Maturity*	1.59 Yr
Total Expense Ratio	2.14% <small>TER includes 0.39% representing government levy, SECP fee and Sindh worker welfare Fund excluding reversal of WWF.</small>

\*Excluding Govt. Securities

FUND RETURNS		
(Annualized % p.a) Holding Period	FISGF	Benchmark
FY18 to Date	4.36%	2.39%
Month on Month	4.36%	2.39%
1 year Trailing	4.79%	2.95%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FISGF	5.30%	5.50%	8.22%	7.65%	8.28%
Benchmark (YTD)	3.11%	4.68%	6.61%	6.92%	7.30%

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



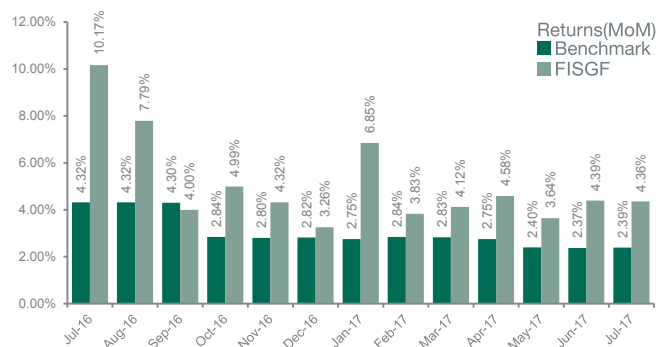
## Investment Objective

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)		
BYCO SUKUK	18-Jan-17	13.53%
ORIX Modarba	31-May-17	8.50%
TPL Trakker Ltd TFC Sukuk	13-Apr-16	7.35%
KEL SUKUK 5YR	19-Mar-14	5.91%
Meezan Bank Ltd Sukuk	22-Sep-16	4.43%
Engro Fertilizer SUKUK	9-Jul-14	3.36%
ENGRO SUKUK RUPIYA 5 YR	10-Jul-14	1.08%

ASSET QUALITY (% OF TOTAL ASSETS)	
AAA	13.53%
AA+	9.58%
AA	6.96%
AA-	7.79%
A+	60.83%
A	0.01%
NR (include receivables against sale of investments)	1.31%

INVESTMENT COMMITTEE	
Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Mr.Syed Shahid Iqbal	Sr. Fund Specialist - Fixed Income
Ms.Sania Awan	Acting Head of Research



The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 1,829,129 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.015 (0.15%). For details investors are advised to read the Note 7.1 of the latest financial statements for the quarter ended March 31, 2017.

## Performance Review

Faysal Islamic Savings and Growth Fund yielded a return of 4.36% on a month-on-month basis, outperforming the benchmark by 197bps, whereas the trailing one year return clocked in at 4.79%, outperforming the benchmark by 184bps. During the month, your fund maintained its exposure towards Sukuks at 35.65%, placements with Islamic Financial institutions at 8.50%, in Certificate of Modaraba at 8.50% and cash holdings at 46.04%. Going forward, your fund will continue to explore attractive Islamic investment avenues in order to maintain and grow the consistent competitive returns.

## MUFAP's recommended format

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# Faysal Income & Growth Fund

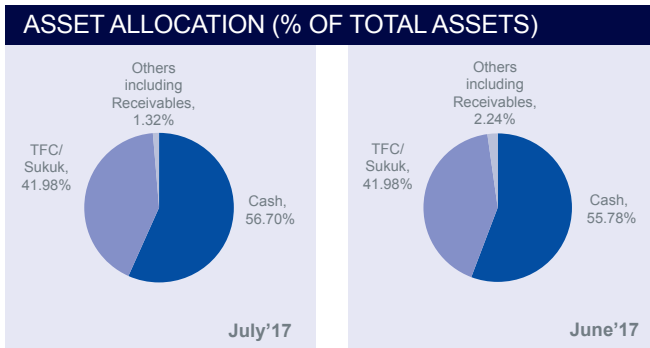
FUND INFORMATION	
Fund Type	Open Ended
Category	Aggressive Income Fund
Stability Rating	A(f) (PACRA)
Risk Profile	Medium
Launch Date	October 10, 2005
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants
Management Fee	1.50%
Front/Back end Load	Nil
Min Subscription	PKR. 5,000
Benchmark	One year KIBOR rates
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3++ (JCRVIS)
NAV per Unit (PKR)	106.35
Net Assets (PKR mn)	1,016.55
Leverage	Nil
Weighted Average Maturity*	2.33 Yr
Total Expense Ratio	2.32% <small>TER includes 0.4% representing government levy, SECP fee and Sindh worker welfare Fund excluding reversal of WWF.</small>

\*Excluding Govt. Securities

FUND RETURNS		
(Annualized % p.a) Holding Period	FIGF	Benchmark
FY18 to Date	5.45%	6.46%
Month on Month	5.45%	6.46%
1 year trailing	4.03%	6.41%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FIGF	4.56%	9.41%	12.14%	8.82%	9.50%
Benchmark (YTD)	6.40%	6.59%	9.03%	9.87%	9.92%

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



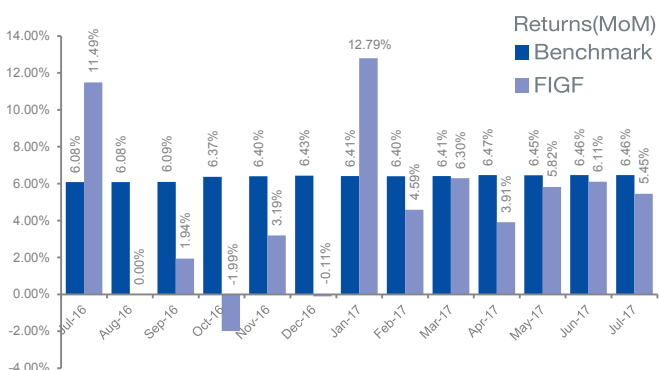
ASSET QUALITY (% OF TOTAL ASSETS)	
AAA	9.74%
AA+	0.97%
AA	0.40%
AA-	16.63%
A+	63.31%
A	7.63%
NR (include receivables against sale of investments)	1.32%

## 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)		
JSBL TFC	14-Dec-16	9.99%
BYCO Petroleum	18-Jan-17	9.72%
BOP-TFC	23-Dec-16	6.49%
TPL Trakker Ltd TFC Sukuk	13-Apr-16	6.16%
GGL	3-Feb-17	3.98%
NRSP TFC	30-Jun-16	3.66%
AKBL	30-Sep-14	1.98%

INVESTMENT COMMITTEE	
Mr. Razi Ur Rahman Khan	Chief Executive Officer
Mr. Ayub Khuhro	Chief Investment Officer
Mr. Syed Shahid Iqbal	Sr. Fund Specialist - Fixed Income
Ms. Sania Awan	Acting Head of Research



NON COMPLIANCE								Exposure Limit Range		Actual Holding	
DESCRIPTION								63%-100%		57.35%	
Securities and/or instruments issued or guaranteed, whether directly or indirectly, by Federal or Provincial Government / Authority of Pakistan, including but not limited to Federal Investment Bonds, Treasury Bills, Pakistan Investment Bonds and includes any securities or instruments issued by such entities majority of which is owned, whether directly or indirectly, by the Federal or Provincial Government / Authority of Pakistan or other deposits in the banks and Non-Banking Finance Companies.											
Name of Non-Complaint Investment	Rating required	Existing Rating	Required Exposure as a % of NAV	Existing Exposure as a % of NAV	Breach	Type of Instrument	Value of Investment before provisioning	Provision (If any)	Value of Investment after provisioning	% of Net Assets	% of Total Assets
JS Bank Limited TFC	BBB	A+	0%-10%	10.10%	0.10%	TFC	102,690,846	-	102,690,846	10.10%	9.99%

The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 2,143,273 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs.0.22 (0.21%). For details investors are advised to read the Note 8.1 of the latest financial statements for the the quarter ended March 31, 2017.

## Performance Review

Faysal Income and Growth Fund yielded a return of 5.45% on a month-on-month basis, whereas the return over the last one year clocked in at 4.03%. During the month, cash allocations stood at 56.70% and exposure in TFCs was maintained at 41.98%. Going forward, your fund will strive to maximize returns based on the markets outlook.

## MUFAP's recommended format

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# Faysal 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, 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)	67.93
Net Assets (mn)	523.14
Leverage	Nil
Total Expense Ratio	3.44% <small>TER includes 0.55% representing government levy, SECP fee and Sindh worker welfare Fund excluding reversal of WWF.</small>

\* Weighted average of 6M KIBOR & percentage invested in Equities

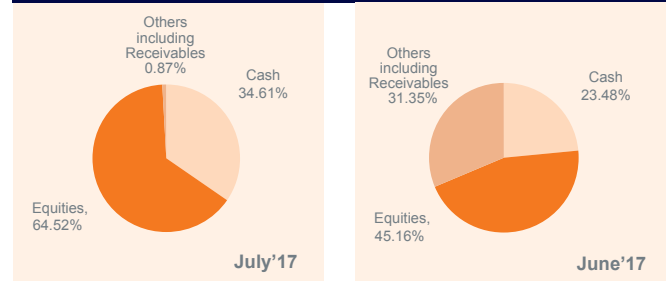
## FUND RETURNS

(Absolute % p.a) Holding Period	FAAF	Benchmark
FY18 to Date	-1.16%	-0.58%
Month on Month	-1.16%	-0.58%
1 year trailing	0.04%	14.75%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FAAF	4.67%	(2.46)%	16.16%	17.01%	20.26%
Benchmark (YTD)	20.73%	9.14%	13.44%	30.21%	34.43%

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

## ASSET ALLOCATION (% OF TOTAL ASSETS)



## 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)

	July'17	June'17
Engineering	10.85%	7.24%
Cement	9.08%	5.40%
Oil & Gas Marketing Companies	8.68%	4.92%
Commercial Banks	5.72%	6.82%
Fertilizers	5.48%	3.90%
Others	24.71%	16.88%

## ASSET QUALITY (% OF TOTAL ASSETS)

AAA	0.01%
AA+	7.74%
AA	0.53%
AA-	26.34%
NR (Include Equity Investments)	65.39%

## INVESTMENT COMMITTEE

Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Mr. Saif Hasan	Fund Manager (Equity)
Ms.Sania Awan	Acting Head of Research

## EQUITY HOLDINGS (% OF TOTAL ASSETS)

Sui Northern Gas Pipelines Co.	7.79%
Engro Corporation Ltd	5.48%
Lucky Cement Ltd	4.59%
International Steels Limited	3.48%
Hub Power Company Limited	3.16%
International Industries	2.80%
Pak Suzuki Motor Company Ltd	2.66%
Habib Bank Limited	2.22%
Mari Petroleum Company Ltd	2.21%
Pak Elektron Ltd	2.21%

## NON COMPLIANCE

Name of Non-Compliant Investment	Rating required	Existing Rating	Required Exposure as a % of NAV	Existing Exposure as a % of NAV	Breach	Type of Instrument	Value of Investment before provisioning	Provision (If any)	Value of Investment after provisioning	% of Net Assets	% of Total Assets
Trust Investment Bank Limited*	BBB	Withdrawn	10%	-	-	TFC	13,137,042	13,137,042	-	-	-

\* Fully provided.  
Note: "The FAAF scheme holds certain non-compliant investments. Before making any investment decision, investors should review this document and latest financial statements."

The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 636,885 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.08 (0.09%). For details investors are advised to read the Note 6.1 of the latest financial statements for the quarter ended March 31, 2017.

## Performance Review

Faysal Asset Allocation Fund yielded a negative return of -1.16% on month-on-month basis, as the equity market remained volatile during the month under review eroding all the gains earned. During the month, your fund increased its equity exposure to 64.52% and maintained cash holdings to 34.61%. Going forward, your fund will devise its portfolio strategy whilst keeping in view the dynamics of capital market meticulously.

## MUFAP's recommended format

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# Faysal Balanced Growth Fund

## FUND INFORMATION

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)	73.08
Net Assets (mn)	309.78
Leverage	Nil
Total Expense Ratio	3.62% <small>TER includes 0.65% representing government levy, SECP fee and Sindh worker welfare Fund excluding reversal of WWF.</small>

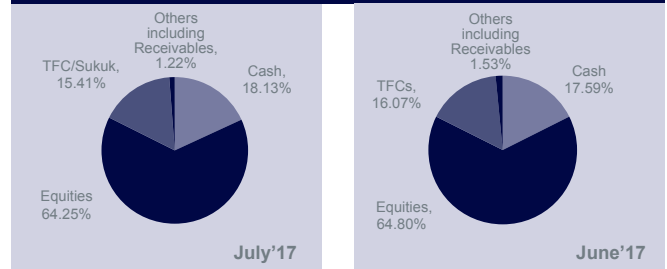
## FUND RETURNS

(Absolute % p.a) Holding Period	FBGF	Benchmark
FY18 to Date	-0.53%	-0.61%
Month on Month	-0.53%	-0.61%
1 year trailing	9.22%	12.90%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FBGF	14.30%	7.39%	19.83%	14.69%	19.15%
Benchmark (YTD)	17.32%	8.60%	12.42%	23.53%	30.70%

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

## ASSET ALLOCATION (% OF TOTAL ASSETS)



## 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 ASSETS)

	July'17	June'17
Engineering	8.59%	8.42%
Oil & Gas Marketing Companies	7.76%	7.20%
Cement	7.08%	5.68%
Automobile Assemblers	6.95%	6.03%
Electricity	5.59%	5.06%
Others	28.28%	32.41%

## TFCs/SUKUK HOLDINGS (% OF TOTAL ASSETS)

BYCO TFC	18-Jan-17	10.42%
JS PPTFC	14-Dec-16	5.99%

## ASSET QUALITY (% OF TOTAL ASSETS)

AAA	10.42%
AA+	6.10%
AA	0.03%
AA-	12.00%
A+	5.99%
NR (Include Equity Investments)	65.46%

## EQUITY HOLDINGS (% OF TOTAL ASSETS)

Sui Northern Gas Pipelines Co.	6.22%
Indus Motor Company Ltd	4.19%
Mari Petroleum Company Ltd	4.12%
Hub Power Company Limited	4.04%
International Steels Limited	3.64%
IGI Insurance	3.43%
Engro Corporation Ltd	3.38%
ICI Pakistan Limited	3.13%
International Industries Limited	3.05%
National Refinery	2.58%

## INVESTMENT COMMITTEE

Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Mr. Saif Hasan	Fund Manager (Equity)
Ms.Sania Awan	Acting Head of Research

## NON COMPLIANCE

Name of Non-Complaint Investment	Rating required	Existing Rating	Required Exposure as a % of NAV	Existing Exposure as a % of NAV	Breach	Type of Instrument	Value of Investment before provisioning	Provision (If any)	Value of Investment after provisioning	% of Net Assets	% of Total Assets
BYCO Oil Pakistan Limited Sukuk	A-	AAA	0%-10%	11.30%	1.30%	Sukuk	35,000,000	-	35,000,000	11.30%	10.42%

The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 1,129,980 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.27 (0.34%). For details investors are advised to read the Note 7.1 of the latest financial statements for the quarter ended ended March 31, 2017.

## Performance Review

Faysal Balanced Growth Fund yielded a negative return of -0.53% on a month-on-month basis, outperforming the benchmark by 8bps. During the month, your fund maintained its equity exposure at 64.25% while investments in TFCs stood at 16.41%. Your fund strives to devise its portfolio strategy to capitalize on returns from different asset classes amidst the political, economic and corporate outlook.

## MUFAP's recommended format

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# Faysal Islamic Asset Allocation Fund

## FUND INFORMATION

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	less than PKR 2 million : 2% PKR 2 million - less than PKR 5 million : 1% PKR 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)	97.65
Net Assets (PKR mn)	430.61
Leverage	Nil
Total Expense Ratio	3.88% <small>TER includes 0.58% representing government levy, SECP fee and Sindh worker welfare Fund.</small>

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

## 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	8.31%
A+	28.34%
A	0.02%
NR (include receivables against sale of investments)	63.32%

## INVESTMENT COMMITTEE

Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Mr. Saif Hasan	Fund Manager (Equity)
Ms.Sania Awan	Acting Head of Research

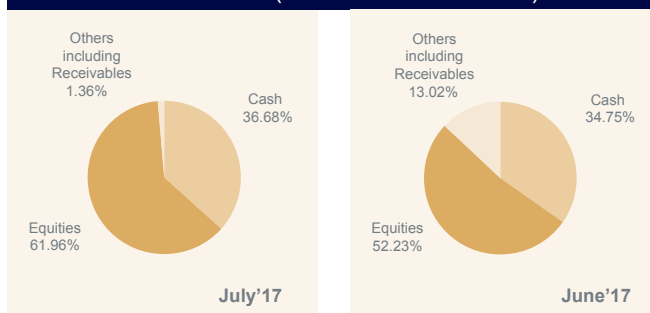
## FUND RETURNS

(Absolute % p.a) Holding Period	FIAAF	Benchmark
FY18 to Date	-2.28%	0.60%
Month on Month	-2.28%	0.60%
1 year trailing	12.14%	10.71%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FIAAF	23.04%	(4.02)%	-	-	-
Benchmark (YTD)	15.40%	14.45%	-	-	-

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

## ASSET ALLOCATION (% OF TOTAL ASSETS)



## SECTOR ALLOCATIONS (% OF TOTAL ASSETS)

	July'17	June'17
Engineering	13.28%	10.79%
Cement	11.02%	10.34%
Oil & Gas Marketing Companies	10.27%	6.88%
Electricity	7.57%	3.83%
Refinery	5.48%	4.40%
Others	14.35%	15.99%

## EQUITY HOLDINGS (% OF TOTAL ASSETS)

Sui Northern Gas Pipelines Co.	9.48%
Lucky Cement Ltd	7.67%
Hub Power Company Limited	7.57%
International Steels	5.55%
National Refinery Limited	3.78%
Engro Corporation Ltd	3.31%
Mari Petroleum Company Ltd	3.01%
International Industries	3.00%
ICI Pakistan Limited	2.28%
Crescent Steel & Allied Products	2.25%

The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 1,493,303 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.399 (0.40%). For details investors are advised to read the Note 6.2 of the latest financial statements for the quarter ended March 31, 2017.

## Performance Review

Faysal Islamic Asset Allocation Fund a negative return of -2.28% on a month-on-month basis, owing to continued volatility at equity market during the month. Your Fund has been consistent CY17 top equity fund, outperforming not only its peers in similar category, but also surpassing all conventional and equity funds in industry. During the month, your fund increased its equity exposure to 61.96%. Cash holdings were maintained at 36.68%. Going forward, your fund will explore lucrative securities in different Islamic asset classes in order to continue generating higher returns.

## MUFAP's recommended format

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# Faysal MTS Fund

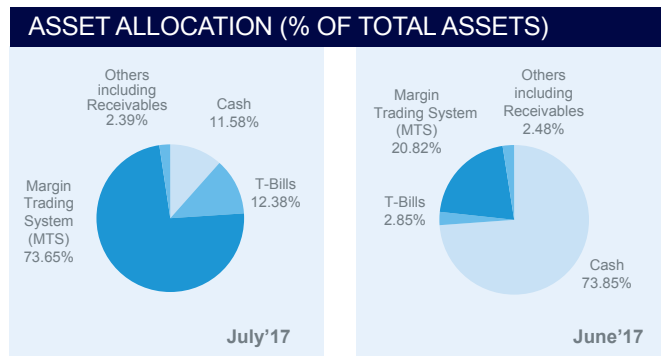
FUND INFORMATION	
Fund Type	Open Ended
Category	Income Scheme
Rating	"A+" f (PACRA)
Risk Profile	Moderate
Launch Date	April 8, 2016
Custodian/Trustee	CDC
Auditor	Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants
Management Fee	1.00%
Front/Back end Load	Less PKR 5mn FEL 1%, Above or equal to PKR 5 million, FEL 0% & BEL 0%.
Min Subscription	PKR. 5,000
Benchmark	Six months KIBOR rates
Pricing Mechanism	Forward
Dealing Days	Monday-Friday
Cut-Off Timing	9:00 am - 5:00 pm
AMC Rating	AM3++ (JCRVIS)
NAV per Unit (PKR)	100.80
Net Assets (PKR mn)	199.60
Leverage	Nil
Weighted Average Maturity*	0.12 Yr
Total Expense Ratio	2.24% <small>TER includes 0.35% representing government levy, SECP fee and Sindh worker welfare Fund.</small>

\*Excluding Govt. Securities

(Annualized % p.a) Holding Period	FMTS	Benchmark
FY18 to Date	5.99%	6.14%
Month on Month	5.99%	6.14%
1 year trailing	6.08%	6.11%

Returns (%)	FY 17	FY 16	FY 15	FY 14	FY 13
FMTSF	6.14%	5.96%	-	-	-
Benchmark (YTD)	6.10%	5.51%	-	-	-

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

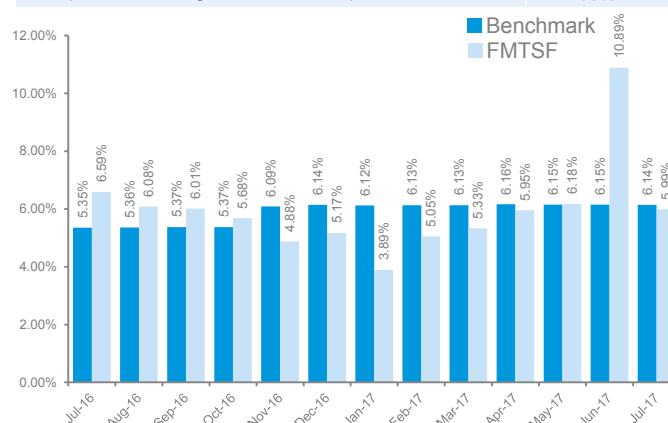


ASSET QUALITY (% OF TOTAL ASSETS)	
Government Securities	12.38%
AA+	2.86%
AA	0.05%
AA-	8.67%
MTS (Unrated)	73.65%
NR (include receivables against sale of investments)	2.39%

## Investment Objective

The objective of Faysal MTS Fund (FMTSF) is to provide competitive returns primarily through investment to MTS market.

INVESTMENT COMMITTEE	
Mr.Razi Ur Rahman Khan	Chief Executive Officer
Mr.Ayub Khuhro	Chief Investment Officer
Syed Shahid Iqbal	Sr. Fund Specialist - Fixed Income
Ms.Sania Awan	Acting Head of Research



NON COMPLIANCE		
Name of non-compliant investment/Investment Limit	Exposure Limit Range	Actual Holding
Margin Trading System*	70%-90%	57.83%

\* Minimum 70% will be maintained based on quarterly average investment calculated on daily basis.

The Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 149,821 as at July 31, 2017. If the same were not made the NAV per unit / return of the Scheme would have been higher by Rs. 0.076 (0.09%). For details investors are advised to read the Note 6.1 of the latest financial statements for the quarter ended March 31, 2017.

## Performance Review

Faysal MTS Fund yielded a return of 5.99% on a month-on-month basis. During the month under review, exposure in Margin Trading System (MTS) and T-bills was increased to 73.65% and 12.38% respectively. Going forward, your fund will relentlessly focus on exploring new avenues in the MTS market to yield higher returns.

### MUFAP's recommended format

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## TRANSACTION ALERT SMS SERVICE

### Dear Valued Investor,

We are pleased to announce the launch of transaction alert SMS service to acknowledge you about your account transactions. This service provides you with confirmation of transactions in your account i.e investment, redemption & conversion, through prompt SMS alert without any charges.

To receive transaction alerts, please ensure that your mobile number is updated in our record or if not already registered please update by sending us change & amendment form (available at our website) and submit it at any Faysal Asset Management Head Office, branches or Faysal Bank branches.

If you have any questions or need additional information, please contact below mention adress or contact number.

Faysal Asset Management Limited

8th Floor, Tower A, Saima Trade Tower, I.I.Chundrigar Road, Karachi.

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## Be Smart Be Happy

Avail Tax Credits

Generate Income

Save For a Rainy Day



## Avail Tax Credits - Be Smart Be Happy

Invest in one or more Funds of Faysal Asset Management mutual funds ,Simply do the following and be happy :)

**Salaried People,** Submit FAML statement of account to your Pay Roll / HR department, They will immediately stop deducting taxes from your salary till June-18 upto available tax credit.

**Non-Salaried/Self-employed people,** Reduce tax payable in your tax return by the available tax credit. Simply show Investment in FAML Funds in your wealth statement.

## ENJOY YOUR SAVINGS AND BE HAPPY :)

The benefits shown in the following tables are calculated as an illustration based on maximum permissible Investments subject to respective income brackets as defined in ITO, 2001.

Salaried Individuals				
Monthly Taxable Income PKR	Effective Tax Rate %	Annual Tax Amount PKR	Permissible Investment for Tax Credit PKR	Taxes Saved PKR 😊
100,000	4.96%	59,500	240,000	11,904
200,000	10.08%	242,000	480,000	48,384
300,000	13.81%	497,000	720,000	99,432
400,000	17.02%	817,000	960,000	163,392
500,000	19.12%	1,147,000	1,200,000	229,440
600,000	20.58%	1,482,000	1,440,000	296,352
700,000	21.93%	1,842,000	1,500,000	328,950
800,000	22.94%	2,202,000	1,500,000	344,100

Self- Employed Individuals				
Monthly Taxable Income PKR	Effective Tax Rate %	Annual Tax Amount PKR	Permissible Investment for Tax Credit PKR	Taxes Saved PKR 😊
100,000	8.29%	99,500	240,000	19,896
200,000	13.52%	324,500	480,000	64,896
300,000	17.21%	619,500	720,000	123,912
400,000	19.99%	959,500	960,000	191,904
500,000	21.99%	1,319,500	1,200,000	263,880
600,000	24.16%	1,739,500	1,440,000	347,904
700,000	25.71%	2,159,500	1,500,000	385,650
800,000	26.87%	2,579,500	1,500,000	403,050

- To avail tax credit, a minimum investment holding period of 2 years from the date of investment is required.
- As per Section 62 of the Income Tax Ordinance, 2001 an individual investor of open end mutual ( Unit trust schemes) can claim tax credit on investment up to Rs. 1,500,000/- or 20% of individual's taxable income ( whichever is lower ) on an investment made in Mutual Funds between July 1st and June 30th in each year.
- To assist you Faysal Mutual Funds Tax Calculator is available on our website ([www.faysalfunds.com](http://www.faysalfunds.com)) to calculate tax investible amount and tax credit available.

**Call Now or Email**  
**Don't Wait - Procrastination = Losses = 😞**

- Investors are advised to seek independent professional advise in tax matters. Capital gain tax and withhold- ing tax on dividend and bonus units will be charged according to Income Tax Law, if applicable.

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# The Art of Investment

## Faysal Asset Management

SINCE INCEPTION RETURNS (ANNUALIZED %)												
	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
FIGF	7.73%	6.18%	10.12%	9.81%	10.06%	10.00%	10.50%	10.37%	10.20%	10.39%	10.30%	9.81%
Benchmark	9.34%	9.86%	10.08%	11.07%	11.34%	11.66%	11.74%	11.51%	11.33%	11.10%	10.68%	10.32%
FISGF					9.04%	9.68%	10.20%	9.72%	9.30%	9.12%	8.59%	8.18%
Benchmark					7.70%	8.27%	8.42%	8.14%	7.89%	7.68%	7.24%	6.72%
FSGF		10.42%	10.19%	11.04%	11.02%	11.02%	11.04%	10.70%	10.46%	10.72%	10.42%	10.01%
Benchmark		9.39%	9.76%	10.95%	11.32%	11.72%	11.82%	11.54%	11.32%	10.79%	10.35%	9.96%
FMMF						11.20%	11.09%	10.41%	9.89%	9.64%	8.97%	8.70%
Benchmark						10.18%	10.08%	9.49%	9.23%	8.93%	8.32%	7.88%
FFSOF									9.12%	8.26%	7.87%	7.21%
Benchmark									8.96%	8.59%	7.68%	7.28%
FMTSF											5.96%	6.05%
Benchmark											5.51%	5.80%

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

SINCE INCEPTION RETURNS (ANNUALIZED %)												
	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17
FBGF	25.86%	52.49%	52.35%	15.79%	41.25%	55.35%	48.06%	76.42%	102.33%	142.46%	160.37%	197.60%
Benchmark	34.08%	84.86%	80.25%	50.64%	87.36%	126.41%	152.65%	230.21%	307.91%	358.58%	398.01%	484.27%
FAAF					30.70%	57.60%	57.57%	89.49%	121.72%	157.55%	151.22%	162.95%
Benchmark					24.07%	49.13%	66.46%	123.77%	191.38%	230.54%	260.75%	335.53%
FIAAF											-4.02%	18.10%
Benchmark											14.45%	32.10%

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

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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.

Rating by JCR-VIS



## Also Available at Branches of Faysal Bank Limited

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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,  
Phone: 042-36604909-15  
Fax: 042-36604905

Faysal Bank Limited Branch (464)  
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New Garden Town, Lahore,  
Phone: 042-35861111, 042-35868776  
Fax: 042-35889869

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DHA, Lahore,  
Phone: 042-35728246

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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

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(457) 25-B-2, Gulberg III, Lahore,  
Phone: 042-35717141-5,  
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97- Commercial Area, Cavalry Ground,  
Lahore,  
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Fax: 042-36603411

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Commercial Market, Satellite Town,  
Rawalpindi,  
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(194) Plot 14, F-11 Markaz,  
Islamabad,  
Phone: 051-2228142-4  
Fax: 051-2228145

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(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,  
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Fax: 021-35877847  
Faysal Bank Limited

(118) Quality Heights, K.D.A Scheme # 5,  
Clifton, Karachi,  
Phone: 021-35863771-73  
Fax: 021-35863774

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

Phone: 021-35830113-5  
Fax: 021-35875404

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Ground, Basement and 1st Floor,  
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(330) 16-Abdullah Haroon Road, Karachi,  
Phone: 111 11 22 33

Faysal Bank Limited  
(110) ST- 02, Main Shahra e Faisal  
(FAYSAL HOUSE), Karachi,  
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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

Faysal Bank Limited  
(119) B -35, Block 13-A Main University  
Road, Gulshan e Iqbal, Phone: 021-3499 4262-3  
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