

Overall results

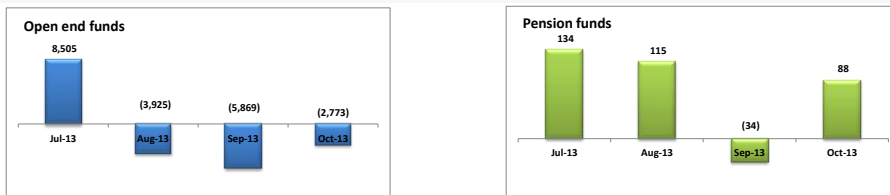
- ✓ Industry sales for the month of October 2013 were PKR 20,448 million and year to date sales were PKR 110,727 million. Redemption for the month totaled as PKR 23,134 million and year to date were PKR 114,488 million.
- ✓ During the month, Open end funds totaled the sales and redemption of PKR 20,289 and 23,063 million respectively. For pension funds, sales and redemption were PKR 158.320 and 70.656 PKR million respectively.
- ✓ Total Mutual Fund Assets under management (AuM) as of October 2013 were PKR 359,648 million as compared to PKR 401,158 million last year, a decrease of 10% or 41,510 million.
- ✓ Out of total net assets of PKR 360,523 million, Open end managed 338,033, close end 17,029 and Pension fund 5,460; with the monthly growth of (0.03%), 2.12% and 3.29% respectively.
- ✓ 14 out of 21 funds category managed to yield return of more than 10 per cent, particularly category of Islamic capital protected fund was able to manage the highest return of 8.13 times for the month of October 2013.

Top Line Metrics

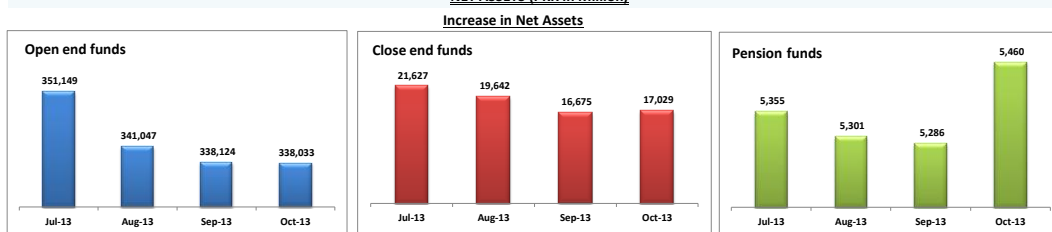
Fund category	Net Sales (PKR Million)						Assets under Management (PKR Million)					Return (%)*		
	Sep-13	Oct-13	YTD 2013	YTD 2013	MoM	YoY	Sep-13	Oct-13	Oct-12	MoM	YoY	Sep-13	Oct-13	MoM
Equity	(1,585)	(837)	(2,849)	(3,788)	47%	24.79%	83,242	83,556	70,377	0%	19%	-2.3%	1.56%	169%
Income	(2,310)	(629)	(4,458)	4,364	73%	-202.14%	48,226	47,796	103,864	-1%	-54%	7.1%	8.3%	17%
Money Market	(1,601)	(691)	2,943	54,528	57%	-94.60%	135,380	135,725	153,276	0%	-11%	7.0%	7.8%	13%
Aggressive Income	(42)	(941)	(1,302)	(70)	-214.2%	-1767.43%	10,259	9,385	7,926	-9%	18%	13.6%	8.0%	-41%
Asset Allocation	(42)	760	1,015	772	1890%	31.48%	4,897	5,221	4,067	7%	28%	0.2%	1.0%	561%
Balanced	(34)	(122)	260	(0)	-26.2%	N/A	4,190	4,099	3,126	-2%	31%	-1.0%	1.5%	254%
Capital Protected	(2)	(246)	(248)	(5)	-11066%	-4896.75%	612	370	636	-40%	-42%	0.1%	0.6%	341%
Commodity	1	(4)	231	-	-578%	N/A	386	382	-	-1%	N/A	-41.3%	1.7%	104%
Fund of Funds	(4)	(18)	804	(354)	-365%	326.86%	2,307	2,317	1,008	0%	130%	1.3%	0.9%	-34%
Index Tracker	(5)	3	45	33	172%	34.03%	320	337	307	5%	10%	-2.0%	4.2%	307%
Islamic Equity	(149)	43	266	126	129%	111.15%	15,585	16,162	9,960	4%	62%	-2.2%	3.7%	272%
Islamic Income	311	(414)	(747)	1,098	-233%	-168.04%	36,662	36,473	31,860	-1%	14%	8.4%	7.1%	-15%
Islamic Money Market	(325)	219	(234)	(428)	168%	45.25%	6,772	7,034	7,600	4%	-7%	7.6%	7.2%	-6%
Islamic Aggressive Income	(64)	116	71	25	280%	180.33%	541	657	403	22%	63%	13.0%	8.6%	-34%
Islamic Asset Allocation	(30)	(3)	20	(36)	89%	154.98%	849	866	916	2%	-5%	-1.5%	2.5%	268%
Islamic Balanced	(0)	6	96	14	2797%	599.56%	2,416	2,477	1,766	3%	40%	-1.5%	2.4%	255%
Islamic Capital Protected	(13)	(1)	(21)	(1)	92%	-2885.75%	490	495	465	1%	6%	0.1%	1.2%	813%
Islamic Fund of Funds	39	(8)	72	-	-120%	N/A	781	789	-	1%	N/A	0.3%	2.0%	496%
Islamic Index Tracker	(14)	(6)	(24)	(17)	53%	-40.92%	885	920	317	4%	190%	-3.0%	4.7%	259%
	(5,869)	(2,773)	(4,063)	56,261			354,800	355,062	397,875	0.07%	-11%			
Pension	23	36	187	70	58%	168%	2,146	2,213	1,316	3%	68%	3.4%	6.0%	75%
Islamic Pension	(57)	51	115	196	189%	-41%	3,140	3,247	1,967	3%	65%	-4.3%	16.7%	491%
	(34)	88	302	266			5,286	5,460	3,283	3%	66%			
	(5,904)	(2,686)	(3,761)	56,527			360,086	360,523	401,158	0%	-10%			

* Based on weighted average return of industry

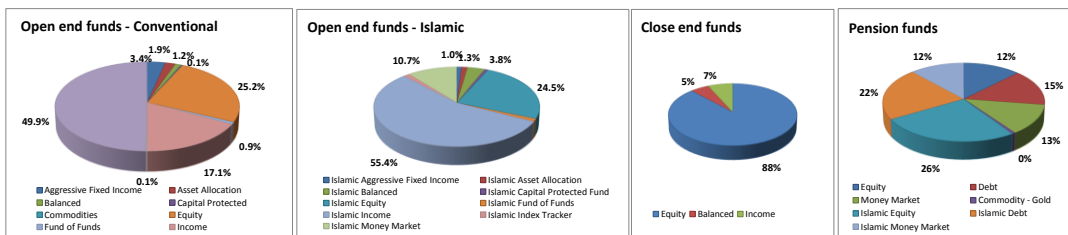
NET SALES (PKR in Million)



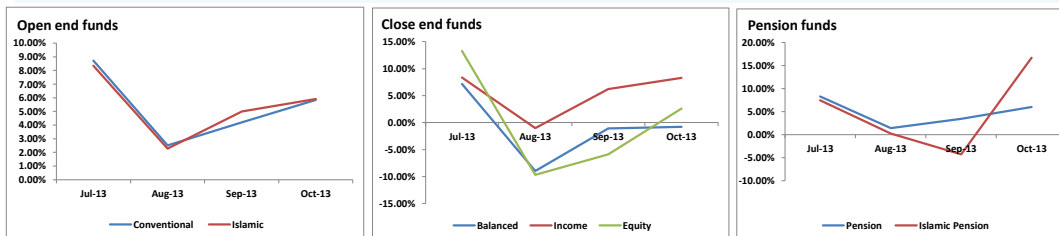
NET ASSETS (PKR in Million)



Fund category as at October 31, 2013



RETURN (Monthly - %) *



* Based on weighted average return of industry