



LAKSON INVESTMENTS

WE MANAGE YOUR MONEY, AS WE MANAGE OUR OWN

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Company Profile

Lakson Investments Limited ("LI") is a continuation of Lakson's commitment to customers towards providing superior products at competitive prices. Our goal is to provide a complete suite of investment products and services managed in a transparent and ethical manner.

LI is licensed by the Securities & Exchange Commission of Pakistan to provide asset management and investment advisory services under the Non-Banking Finance Companies Rules, 2003 and Notified Entities Regulations, 2008.

Our experience, reputation, and commitment to integrity and independence not only set us apart, they are what drive us to succeed. We are acutely aware of the reputational risk the entire group will shoulder if we do not manage to perform at the highest level or put the interests of our investors first.

Lakson Investments is the only Pakistani AMC to offer both domestic and internationally focused funds covering domestic stocks, domestic money markets, domestic fixed income and developed markets. In addition to the open-end funds, Lakson Managed Accounts (LMA) offers bespoke investment management services for trusts, retirement funds, high net worth investors etc. Lakson Investments has also launched its first Lakson Private Equity Fund in Aug, 2017 and is now in process of launching a Venture Capital Fund.

- LI is amongst the highest capitalized AMCs in Pakistan with more than twice the regulatory minimum paid up capital.
- Launched three funds in November 2009 - the first firm in Pakistan to commence operations with three funds covering all basic asset classes.
- LI has a current management quality rating of "AM2+" which puts it in the top tier of the AMCs.
- Today, over 30% of the funds we manage are generated from within Lakson (Lakson owned companies and Sponsors wealth) and are invested alongside the funds of our clients.
- Lakson Investments currently manages around PKR 30 billion in assets under management including discretionary investment advisory clients, and six open end mutual funds.
- Lakson Investments received first ever Private Equity and Venture Capital Fund Management license from Securities and Exchange Commission of Pakistan in 2016.

Board of Directors

| | |
|--------------------------------------|----------------|
| Mr. Iqbal Ali Lakhani | Chairman |
| Mr. Amin Mohammed Lakhani | Director |
| Mr. Jamil A. Mughal | Director |
| Ms. Kathleen Kennedy Townsend | Director |
| Mr. Jacques John Visser | Director |
| Ms. Gaite Ali | Director |
| Ms. Roxanne Davies | Director |
| Mr. Babar Ali Lakhani | Director / CEO |

Senior Management

| | |
|---------------------------------------|--|
| Mr. Babar Ali Lakhani | Chief Executive Officer |
| Mr. Kashif Mustafa | Executive Director & COO |
| Mr. Salman Hashmi | Chief Financial Officer & Company Secretary |
| Mr. Mustafa O. Pasha, CFA | Chief Investment Officer |
| Mr. Shahbaz Ashraf, CFA | Head of Research |
| Mr. Haider Abbas | Head of Business Development - North & Central |
| Mr. Saifullah Kazmi | Head of Business Development - South |
| Mr. Hassan Bin Nasir | Head of Fixed Income |
| Mr. Uzair Nasir | Head of Risk |
| Mr. Junaid Arshad | Head of Compliance |
| Mr. Kashif Mustafa | Head of Operations |
| Mr. Adeem Akhtar | Head of Information Technology |
| Ms. Hina Siddiqui | Head of Human Resources |
| Ms. Sameera Ali | Head of Marketing |
| Mr. Muhammad Shahbaz Singapuri | Head of Transfer Agency & Administration |
| Mr. Aziz Faqir | Managing Partner - Private Equity |
| Mr. Usman Mirza | Partner - Private Equity |
| Mr. Faisal Aftab | Managing Partner - Venture Capital |

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|--|--|
| Chief Executive Officer | : Mr. Babar Ali Lakhani |
| Total number of funds | : 6 |
| Assets Under Management as of June-2018 | : PKR 15.364 billion |
| AMC Management Quality Rating | : AM2+ PACRA (February 27, 2019) |
| Auditor | : Deloitte Yousuf Adil Chartered Accountants |



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For the Year Ended June 30

| Funds Under Management | Rating | Net Assets (as of June 30, 2019) PKR millions | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | Since Inception (or past 10 years whichever is less) |
|--|-----------|--|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|--|
| Open-End Schemes - Money Market* | | | | | | | | | | | | | |
| Lakson Money Market Fund (13-11-2009) | AA(f) (P) | 8,608 | 10.58% | 11.69% | 11.22% | 8.76% | 7.97% | 8.54% | 5.60% | 6.80% | 5.47% | 8.69% | 126.34% |
| Open-End Schemes - Income* | | | | | | | | | | | | | |
| Lakson Income Fund (13-11-2009) | A+(f) (P) | 2,251 | 11.19% | 11.50% | 11.60% | 9.21% | 8.38% | 14.17% | 8.57% | 6.92% | 5.23% | 7.64% | 145.84% |
| Open-End Schemes - Equity | | | | | | | | | | | | | |
| Lakson Equity Fund (13-11-2009) | | 3,293 | -0.66% | 20.44% | 9.74% | 40.02% | 32.15% | 23.93% | 10.60% | 26.40% | -12.74% | -20.27% | 192.83% |
| Open-End Schemes - Asset Allocation | | | | | | | | | | | | | |
| Lakson Asset Allocation Developed Markets Fund (10-10-2011) | | 562 | - | - | 6.42% | 10.52% | 9.64% | 7.76% | 8.00% | 9.01% | 13.06% | 18.15% | 118.52% |
| Lakson Tactical Fund (10-10-2011) | | 757 | - | - | 5.85% | 3.44% | 4.24% | 8.86% | 6.85% | 17.23% | -5.70% | -10.87% | 30.81% |
| Open-End Schemes - Shariah Compliant Asset Allocation | | | | | | | | | | | | | |
| Lakson Islamic Tactical Fund (10-10-2011) | | 137 | - | - | 6.23% | 5.46% | 6.40% | 4.96% | 4.42% | 8.99% | -7.71% | -12.19% | 15.39% |

*Annualized

(P) - PACRA

Trustee

Central Depository Company of Pakistan Limited

