



**Monthly Issuance and Redemption Data of Mutual Funds**

| October 2023 (in PKR millions)               |                |                |                |
|--|----------------|----------------|----------------|
| Open End                                     | Sales          | Redemptions    | Net Sales      |
| Money Market                                 | 193,285        | 157,508        | 35,777         |
| Income                                       | 65,173         | 59,316         | 5,857          |
| Equity                                       | 1,510          | 2,443          | (933)          |
| Capital Protected                            | 13,936         | 10,060         | 3,876          |
| Capital Protected - Income                   | 535            | 74             | 461            |
| Fixed Rate / Return                          | 26,036         | 10,046         | 15,991         |
| Fund of Funds - CPPI                         | -              | -              | -              |
| Aggressive Fixed Income                      | 18,876         | 10,806         | 8,070          |
| Balanced                                     | 27             | 34             | (7)            |
| Asset Allocation                             | 583            | 816            | (233)          |
| Fund of Funds                                | 8              | 3              | 6              |
| Index Tracker                                | 16             | 9              | 7              |
| Commodities                                  | -              | -              | -              |
| Shariah Compliant Money Market               | 134,580        | 135,778        | (1,198)        |
| Shariah Compliant Income                     | 85,833         | 49,276         | 36,557         |
| Shariah Compliant Equity                     | 3,329          | 4,852          | (1,523)        |
| Shariah Compliant Capital Protected          | -              | -              | -              |
| Shariah Compliant Capital Protected - Income | -              | -              | -              |
| Shariah Compliant Fixed Rate / Return        | 2,353          | 3,315          | (962)          |
| Shariah Compliant Fund of Funds - CPPI       | 3              | 174            | (171)          |
| Shariah Compliant Aggressive Fixed Income    | 307            | 256            | 51             |
| Shariah Compliant Balanced                   | 6              | 45             | (39)           |
| Shariah Compliant Asset Allocation           | 1,052          | 810            | 242            |
| Shariah Compliant Fund of Funds              | 458            | 389            | 69             |
| Shariah Compliant Fund of Funds - Income     | -              | -              | -              |
| Shariah Compliant Index Tracker              | 32             | 28             | 4              |
| Shariah Compliant Commodities                | 0              | 47             | (47)           |
| <b>VPS</b>                                   |                |                |                |
| Conventional Voluntary Pension Schemes       | 1,270          | 1,191          | 79             |
| Shariah Compliant Voluntary Pension Schemes  | 1,372          | 1,265          | 106            |
| <b>ETF</b>                                   |                |                |                |
| Exchange Traded Funds                        | 10             | 6              | 4              |
| Shariah Compliant Exchange Traded Funds      | -              | 5              | (5)            |
| <b>Total</b>                                 | <b>550,591</b> | <b>448,553</b> | <b>102,038</b> |

| Channel Wise Break-up October 2023 (in PKR millions) |                |                |                           |              |                         |               |                                |               |            |            |
|--|----------------|----------------|---------------------------|--------------|-------------------------|---------------|--------------------------------|---------------|------------|------------|
| Open End   | Direct Sales   |                | Through RSP - Individuals |              | Through RSP - Coporates |               | Banks - Commercial / Scheduled |               | Others     |            |
|  | Sales          | Red            | Sales                     | Red          | Sales                   | Red           | Sales                          | Red           | Sales      | Red        |
| Money Market   | 154,056        | 121,025        | 4,346                     | 5,080        | 26,497                  | 24,512        | 8,337                          | 6,843         | 48         | 47         |
| Income   | 57,231         | 53,127         | 926                       | 2,232        | 4,217                   | 3,333         | 2,768                          | 623           | 30         | 0          |
| Equity   | 1,337          | 1,948          | 114                       | 141          | 6                       | 321           | 41                             | 28            | 13         | 6          |
| Capital Protected                                    | 7,901          | 9,780          | -                         | -            | 200                     | -             | 5,835                          | 281           | -          | -          |
| Capital Protected - Income                           | 500            | 0              | -                         | 6            | 35                      | 66            | 0                              | 3             | -          | -          |
| Fixed Rate / Return                                  | 15,984         | 2,310          | 434                       | 0            | 6,596                   | 6,830         | 3,022                          | 906           | -          | -          |
| Fund of Funds - CPPI                                 | -              | -              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| Aggressive Fixed Income                              | 18,874         | 10,348         | -                         | 9            | -                       | 396           | 2                              | 53            | -          | -          |
| Balanced   | 25             | 33             | 0                         | -            | -                       | -             | 1                              | 1             | -          | -          |
| Asset Allocation                                     | 577            | 799            | 5                         | 6            | -                       | -             | 1                              | 12            | -          | -          |
| Fund of Funds  | 8              | 3              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| Index Tracker  | 16             | 9              | -                         | -            | 0                       | 0             | -                              | -             | -          | -          |
| Commodities  | -              | -              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| Shariah Compliant Money Market                       | 96,724         | 106,060        | 1,277                     | 1,162        | 29,353                  | 23,042        | 7,198                          | 5,485         | 29         | 29         |
| Shariah Compliant Income                             | 71,589         | 39,631         | 317                       | 124          | 1,611                   | 1,618         | 12,315                         | 7,903         | 0          | 0          |
| Shariah Compliant Equity                             | 2,866          | 4,198          | 134                       | 182          | 60                      | 146           | 249                            | 276           | 20         | 50         |
| Shariah Compliant Capital Protected                  | -              | -              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| Shariah Compliant Capital Protected - Income         | -              | -              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| Shariah Compliant Fixed Rate / Return                | 2,353          | 3,285          | 0                         | 2            | -                       | 28            | -                              | -             | -          | -          |
| Shariah Compliant Fund of Funds - CPPI               | 3              | 156            | -                         | -            | -                       | -             | -                              | 18            | -          | -          |
| Shariah Compliant Aggressive Fixed Income            | 307            | 245            | -                         | 11           | -                       | -             | -                              | 0             | -          | -          |
| Shariah Compliant Balanced                           | 3              | 13             | -                         | -            | -                       | -             | 3                              | 33            | -          | -          |
| Shariah Compliant Asset Allocation                   | 1,037          | 762            | 7                         | 7            | -                       | 3             | 9                              | 38            | -          | -          |
| Shariah Compliant Fund of Funds                      | 456            | 313            | -                         | -            | -                       | -             | 2                              | 76            | -          | -          |
| Shariah Compliant Fund of Funds - Income             | -              | -              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| Shariah Compliant Index Tracker                      | 17             | 19             | 0                         | 0            | -                       | -             | 15                             | 8             | -          | -          |
| Shariah Compliant Commodities                        | -              | 42             | -                         | 0            | -                       | -             | 0                              | 5             | -          | -          |
| <b>VPS</b>   |                |                |                           |              |                         |               |                                |               |            |            |
| Conventional Voluntary Pension Schemes               | 1,053          | 1,039          | 154                       | 124          | 34                      | 9             | 1                              | 1             | 27         | 18         |
| Shariah Compliant Voluntary Pension Schemes          | 1,086          | 983            | 233                       | 227          | 4                       | 3             | 25                             | 24            | 23         | 28         |
| <b>ETF</b>   |                |                |                           |              |                         |               |                                |               |            |            |
| Exchange Traded Funds                                | 10             | 6              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| Shariah Compliant Exchange Traded Funds              | -              | 5              | -                         | -            | -                       | -             | -                              | -             | -          | -          |
| <b>Total</b>   | <b>434,014</b> | <b>356,138</b> | <b>7,948</b>              | <b>9,314</b> | <b>68,614</b>           | <b>60,306</b> | <b>39,824</b>                  | <b>22,616</b> | <b>192</b> | <b>179</b> |



| Investor Wise Break-up October 2023 (in PKR millions) |                |                |                                  |               |                |              |               |              |               |               |                          |               |                      |              |               |               |                |                |
|---|----------------|----------------|----------------------------------|---------------|----------------|--------------|---------------|--------------|---------------|---------------|--------------------------|---------------|----------------------|--------------|---------------|---------------|----------------|----------------|
| Open End  | Individuals    |                | Banking & Financial Institutions |               | Provident fund |              | Gratuity fund |              | Pension fund  |               | Public Limited Companies |               | Associated Companies |              | Fund of funds |               | Others         |                |
|   | Sales          | Red            | Sales                            | Red           | Sales          | Red          | Sales         | Red          | Sales         | Red           | Sales                    | Red           | Sales                | Red          | Sales         | Red           | Sales          | Red            |
| Money Market  | 78,863         | 74,663         | 1,081                            | 1,049         | 2,647          | 3,787        | 961           | 1,021        | 8,594         | 6,070         | 25,158                   | 28,923        | 10,549               | 3,700        | 10,639        | 2,917         | 54,793         | 35,379         |
| Income  | 44,972         | 43,174         | 3,606                            | 422           | 954            | 1,171        | 209           | 166          | 297           | 8             | 2,242                    | 291           | 840                  | 936          | 470           | 291           | 11,584         | 12,856         |
| Equity  | 1,139          | 1,319          | -                                | 17            | 16             | 277          | 15            | 104          | 35            | 206           | -                        | 47            | 0                    | 50           | 281           | 26            | 25             | 397            |
| Capital Protected                                     | 3,558          | 2,972          | 198                              | 1,072         | -              | 253          | 549           | 38           | -             | -             | 2,506                    | 3,916         | 276                  | 37           | 26            | 26            | 6,824          | 1,746          |
| Capital Protected - Income                            | 14             | 10             | -                                | -             | -              | 5            | -             | -            | -             | -             | 6                        | -             | 500                  | -            | -             | -             | 14             | 59             |
| Fixed Rate / Return                                   | 10,758         | 2,233          | -                                | -             | 374            | 14           | 51            | -            | 152           | 42            | 6,543                    | 5,142         | 2                    | -            | -             | -             | 8,157          | 2,615          |
| Fund of Funds - CPPI                                  | -              | -              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Aggressive Fixed Income                               | 10,431         | 2,291          | 5,500                            | 5,568         | 613            | 84           | 270           | -            | -             | -             | 1,462                    | 409           | 0                    | 0            | -             | -             | 600            | 2,454          |
| Balanced  | 14             | 20             | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | 13                   | -            | -             | -             | -              | 14             |
| Asset Allocation                                      | 104            | 145            | 2                                | -             | -              | 87           | -             | -            | -             | -             | -                        | -             | 477                  | 552          | -             | -             | -              | 32             |
| Fund of Funds   | 0              | 3              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | 8                    | -            | -             | -             | -              | -              |
| Index Tracker   | 16             | 9              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Commodities   | -              | -              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Shariah Compliant Money Market                        | 27,481         | 33,005         | 5,649                            | 3,541         | 1,033          | 924          | 119           | 13           | 7,538         | 6,550         | 30,613                   | 23,743        | 1,182                | 1,574        | 4,988         | 3,946         | 55,977         | 62,482         |
| Shariah Compliant Income                              | 61,292         | 34,009         | 383                              | 308           | 418            | 285          | 443           | 315          | 3,657         | 3,399         | 485                      | 225           | 2,665                | 1,223        | 4,819         | 4,916         | 11,671         | 4,595          |
| Shariah Compliant Equity                              | 2,873          | 3,134          | 60                               | 64            | 26             | 137          | 10            | 103          | -             | -             | -                        | 50            | 190                  | 259          | 6             | 481           | 164            | 624            |
| Shariah Compliant Capital Protected                   | -              | -              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Shariah Compliant Capital Protected - Income          | -              | -              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Shariah Compliant Fixed Rate / Return                 | 1,420          | 61             | -                                | -             | 486            | 83           | -             | 19           | -             | -             | 50                       | -             | 18                   | 586          | -             | -             | 378            | 2,568          |
| Shariah Compliant Fund of Funds - CPPI                | 3              | 174            | -                                | -             | -              | -            | -             | 0            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | 0              |
| Shariah Compliant Aggressive Fixed Income             | 307            | 256            | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Shariah Compliant Balanced                            | 6              | 44             | -                                | -             | -              | -            | -             | 1            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Shariah Compliant Asset Allocation                    | 42             | 130            | -                                | -             | -              | 9            | -             | 9            | -             | -             | -                        | -             | 1,010                | 662          | -             | -             | 0              | 1              |
| Shariah Compliant Fund of Funds                       | 457            | 386            | 1                                | 1             | -              | 1            | -             | 1            | -             | -             | -                        | -             | 0                    | -            | -             | -             | 0              | 1              |
| Shariah Compliant Fund of Funds - Income              | -              | -              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| Shariah Compliant Index Tracker                       | 31             | 28             | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | 1             | -             | -              | -              |
| Shariah Compliant Commodities                         | 0              | 47             | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| <b>VPS</b>  |                |                |                                  |               |                |              |               |              |               |               |                          |               |                      |              |               |               |                |                |
| Conventional Voluntary Pension Schemes                | 1,270          | 1,141          | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | 50           | -             | -             | -              | -              |
| Shariah Compliant Voluntary Pension Schemes           | 1,372          | 1,265          | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | -              |
| <b>ETF</b>  |                |                |                                  |               |                |              |               |              |               |               |                          |               |                      |              |               |               |                |                |
| Exchange Traded Funds                                 | -              | -              | -                                | -             | -              | -            | -             | -            | -             | -             | -                        | -             | 10                   | -            | -             | -             | -              | 6              |
| Shariah Compliant Exchange Traded Funds               | -              | 0              | -                                | 0             | -              | -            | -             | -            | -             | -             | -                        | -             | -                    | -            | -             | -             | -              | 4              |
| <b>Total</b>  | <b>246,424</b> | <b>200,519</b> | <b>16,480</b>                    | <b>12,041</b> | <b>6,567</b>   | <b>7,116</b> | <b>2,625</b>  | <b>1,791</b> | <b>20,271</b> | <b>16,275</b> | <b>69,065</b>            | <b>62,747</b> | <b>17,741</b>        | <b>9,627</b> | <b>21,229</b> | <b>12,603</b> | <b>150,188</b> | <b>125,834</b> |