



# MUFAP

## MUTUAL FUNDS ASSOCIATION OF PAKISTAN

### MONTHLY FACT SHEET

### MARCH 2014

#### Overall results

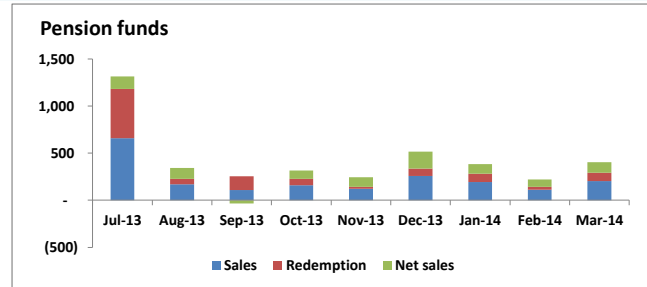
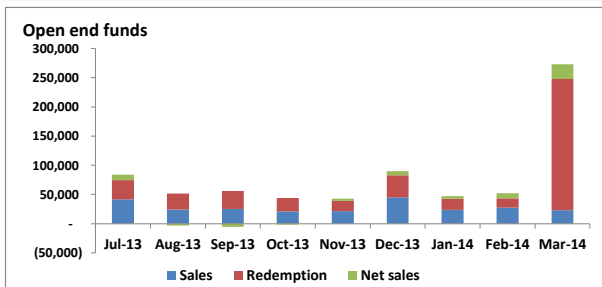
- ✓ Industry sales for the month of March 2014 were PKR 23,232 million and year to date sales were 255,191 million. Redemption for the month totaled as PKR 20,505 million and year to date were PKR 225,688 million.
- ✓ Total Mutual Fund Assets under management (AuM) as of March 2014 were PKR 422,458 million.
- ✓ 4 funds were launched in the month under the category of capital protected fund, fund of funds, Islamic equity and Islamic money market by Ubl funds, Nafa funds and Prmius AMC respectively.
- ✓ The Islamic Aggressive fixed income was at the top with the return of 16.6%.

#### Top Line Metrics

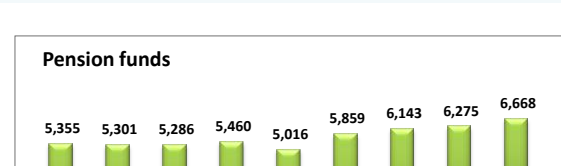
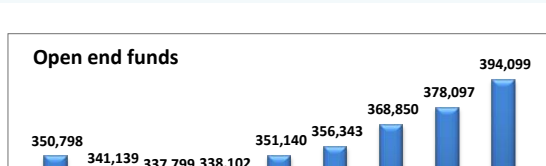
| Fund category                   | Net Sales (PKR Million) |              |             | Assets under Management (PKR Million) |                |            | Return (%)* |        |        |
|---------------------------------|-------------------------|--------------|-------------|---------------------------------------|----------------|------------|-------------|--------|--------|
|                                 | Mar-14                  | Feb-14       | MoM         | Mar-14                                | Feb-14         | MoM        | Mar-14      | Feb-14 | MoM    |
| <b>Open end funds</b>           |                         |              |             |                                       |                |            |             |        |        |
| Equity                          | 238                     | 362          | -34%        | 89,077                                | 80,738         | 10%        | 8.7%        | -5.2%  | 266%   |
| Income                          | 1,326                   | (276)        | 580%        | 50,549                                | 48,958         | 3%         | 12.7%       | 10.9%  | 17%    |
| Money Market                    | (2,254)                 | 4,530        | -150%       | 146,207                               | 147,613        | -1%        | 8.2%        | 8.4%   | -2%    |
| Aggressive Fixed Income         | 612                     | 83           | 636%        | 10,884                                | 10,149         | 7%         | 13.5%       | 8.1%   | 68%    |
| Asset Allocation                | 424                     | (191)        | 322%        | 6,365                                 | 5,897          | 8%         | 1.5%        | -0.2%  | 1054%  |
| Balanced                        | (25)                    | 7            | -440%       | 3,636                                 | 3,519          | 3%         | 4.0%        | -1.2%  | 445%   |
| Capital Protected               | 1,674                   | (21)         | 7932%       | 3,015                                 | 1,370          | 120%       | 0.7%        | -0.7%  | 198%   |
| Commodities                     | (8)                     | (3)          | -124%       | 361                                   | 379            | -5%        | -1.9%       | 6.2%   | -131%  |
| Fund of Funds                   | (1)                     | 4            | -113%       | 5,304                                 | 3,884          | 37%        | 1.5%        | -0.9%  | 265%   |
| Index Tracker                   | (5)                     | (0)          | -1104%      | 383                                   | 371            | 3%         | 4.7%        | -3.6%  | 232%   |
| Islamic Equity                  | 802                     | 928          | -14%        | 22,221                                | 19,547         | 14%        | 4.3%        | -3.2%  | 232%   |
| Islamic Income                  | (954)                   | 3,365        | -128%       | 39,296                                | 39,853         | -1%        | 13.2%       | 9.4%   | 40%    |
| Islamic Money Market            | 675                     | 48           | 1309%       | 7,320                                 | 6,693          | 9%         | 7.6%        | 6.9%   | 11%    |
| Islamic Aggressive Fixed Income | (47)                    | 9            | -616%       | 1,542                                 | 1,531          | 1%         | 16.6%       | 10.4%  | 59%    |
| Islamic Asset Allocation        | (2)                     | (3)          | 36%         | 1,074                                 | 1,043          | 3%         | 2.3%        | -1.5%  | 258%   |
| Islamic Balanced Fund           | 146                     | (164)        | 189%        | 2,546                                 | 2,335          | 9%         | 3.0%        | -1.4%  | 309%   |
| Islamic Capital Protected Fund  | (0)                     | (2)          | 98%         | 527                                   | 518            | 2%         | 1.7%        | 0.4%   | 339%   |
| Islamic Fund of Funds           | 15                      | 59           | -75%        | 2,783                                 | 2,723          | 2%         | 2.5%        | -2.8%  | 188%   |
| Islamic Index Tracker           | (5)                     | (50)         | 91%         | 1,008                                 | 976            | 3%         | 3.7%        | -3.0%  | 224%   |
|                                 | <b>2,613</b>            | <b>8,684</b> | <b>-70%</b> | <b>394,099</b>                        | <b>378,097</b> | <b>4%</b>  |             |        |        |
| <b>Close end funds</b>          |                         |              |             |                                       |                |            |             |        |        |
| Equity                          | -                       | -            | -           | 19,501                                | 17,743         | 10%        | 10%         | 0%     | 20956% |
| Balanced                        | -                       | -            | -           | 1,081                                 | 1,054          | 3%         | 3%          | -4%    | 169%   |
| Income                          | -                       | -            | -           | 1,109                                 | 1,098          | 1%         | 12%         | 5%     | 147%   |
|                                 |                         |              |             | <b>21,691</b>                         | <b>19,895</b>  | <b>9%</b>  |             |        |        |
| <b>Pension funds</b>            |                         |              |             |                                       |                |            |             |        |        |
| General Pension Fund            | (6)                     | 20           | -130%       | 2,634                                 | 2,510          | 5%         | 8.9%        | 6.0%   | 49%    |
| Islamic Pension Fund            | 120                     | 58           | 109%        | 4,035                                 | 3,765          | 7%         | 13.0%       | 3.1%   | 319%   |
|                                 | <b>114</b>              | <b>78</b>    | <b>47%</b>  | <b>6,668</b>                          | <b>6,275</b>   | <b>6%</b>  |             |        |        |
|                                 | <b>2,727</b>            | <b>8,762</b> | <b>-69%</b> | <b>422,458</b>                        | <b>404,266</b> | <b>-4%</b> |             |        |        |

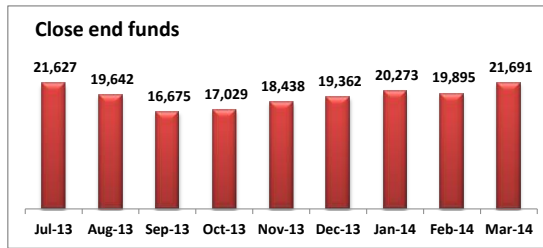
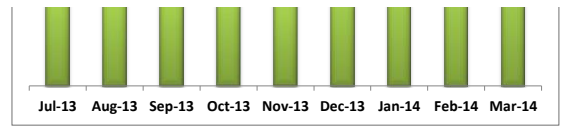
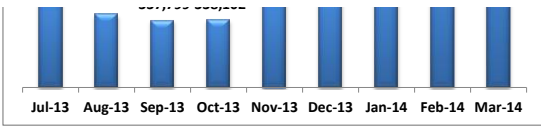
\* Based on weighted average return of industry

#### SALES (PKR in Million)

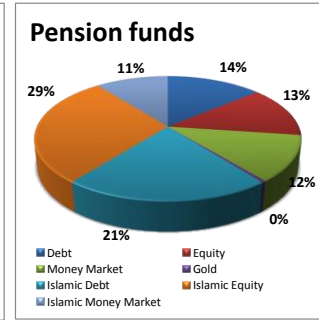
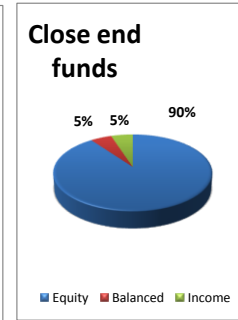
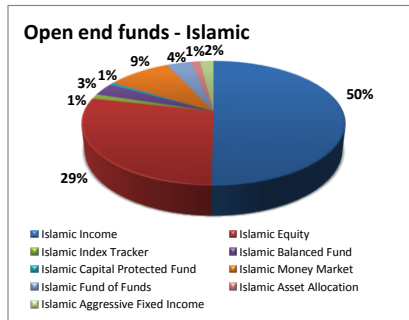
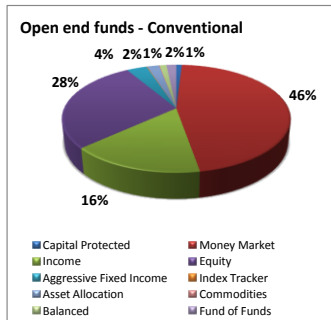


#### NET ASSETS (PKR in Million)



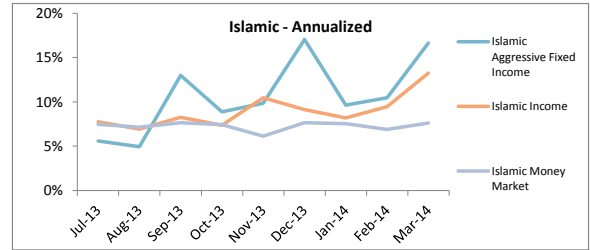
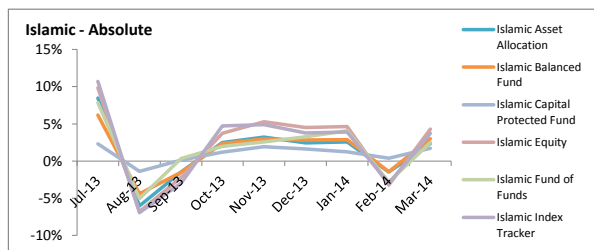
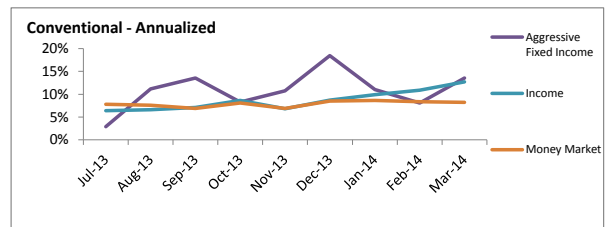
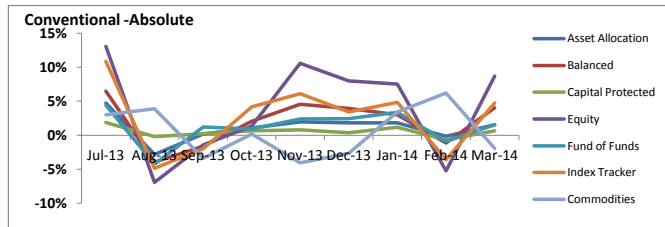


### Fund category as at March 31, 2014

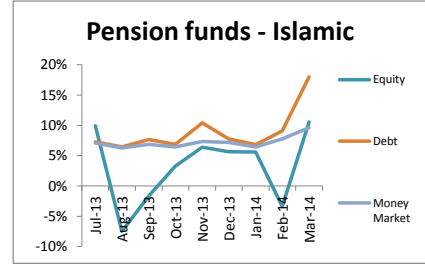
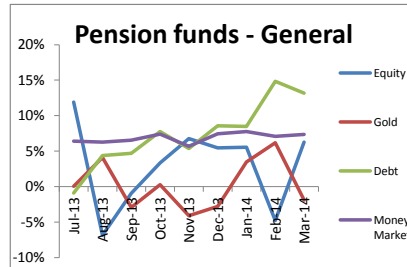
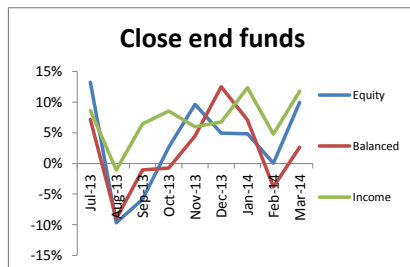


### RETURN (Monthly - %)\*

#### Open end funds



#### Close end funds and pension funds



\* Based on weighted average return of industry

#### NOTE:

The information pertaining to sales, redemptions and net sales for the month March 2014 does not reflect the complete industry picture as it does not include data from PICIC Funds, ABL Investment, KASB Fund, Pak Oman Fund, Habib Asset Management Ltd, NAMCO Fund, NIT Fund, Safeway Fund and UBL Fund Managers as the data was not received from them till the date of this publication.