

## Company Profile

HBL Asset Management Limited (HBL AML) is a wholly owned subsidiary of HBL, the largest commercial bank in Pakistan. The company was incorporated in February, 2006 as a public limited company under the Companies Ordinance 1984. It was licensed for Investment Advisory and Asset Management Services by the Securities and Exchange Commission of Pakistan in April, 2006. The company launched its first fund in 2007 and has developed a track record of strong and consistent growth over the past decade. With a nationwide foot print of retail and corporate clients, HBL AML is one of the largest private fund management company in the country. During the year 2016, HBL AML acquired PICIC Asset Management Company Limited which has subsequently merged into HBL AML. Our product suite includes both Conventional and Sharia-Compliant Portfolios and we are managing 14 open end mutual funds, two closed end funds along with two pension funds. HBL Asset Management is rated AM2 by JCR-VIS rating. HBL Asset Management is a Medium size company.

### Board of Directors

<b>Mr. Agha Sher Shah</b>	Chairman
<b>Ms. Ava A. Cowasjee</b>	Director
<b>Mr. Rizwan Haider</b>	Director
<b>Mr. Shabbir Hussain Hashmi</b>	Director
<b>Mr. Shahid Ghaffar</b>	Director
<b>Mr. Raymond H. Kotwal</b>	Director
<b>Mr. Farid Ahmed Khan</b>	Director & Chief Executive Officer

### Senior Management

<b>Mr. Farid Ahmed Khan</b>	Chief Executive Officer
<b>Mr. Noman Qurban</b>	Chief Financial Officer & Company Secretary
<b>Mr. Muhammad Imran</b>	Chief Investment Officer
<b>Mr. Sateesh Balani</b>	Head of Research
<b>Mr. Mohammad Amir Khan</b>	Head of Business Strategy & Product Development
<b>Mr. Asher Matloob</b>	Head of Internal Audit
<b>Mr. Mubeen Ashraf Bhimani</b>	Head of Compliance
<b>Mr. Faisal Islam</b>	Head of Information Technology
<b>Mr. Syed Hassan Mehdi</b>	Head of Operations
<b>Ms. Ayesha Sharjeel</b>	Head of HR
<b>Mr. Noman Ameer</b>	Manager Risk

<b>Chief Executive Officer</b>	: Mr. Farid Ahmed Khan, CFA
<b>Total number of funds</b>	: 23
<b>Assets Under Management as of June-2018</b>	: PKR 60.073 billion
<b>AMC Management Quality Rating</b>	: AM2+ JCR-VIS (December 29, 2016)
<b>Auditor</b>	: A.F. Ferguson & Co. Chartered Accountants



For the Year Ended June 30

Funds Under Management	Rating	Net Assets (as of June 30, 2018) PKR millions	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Since Inception (or past 10 years whichever is less)
<b>Open-End Schemes - Money Market*</b>													
HBL Money Market Fund (12-07-2010)**	AA(f) (J)	7,250	-	-	11.96%	11.53%	9.28%	8.08%	8.77%	5.13%	6.45%	5.32%	89.08%
HBL Cash Fund (13-12-2010)**	AA(f) (J)	11,763	-	-	11.68%	11.47%	9.07%	8.41%	10.31%	6.07%	7.15%	5.50%	94.70%
<b>Open-End Schemes - Income*</b>													
HBL Income Fund (15-03-2007)**	A(f) (J)	2,392	4.20%	13.60%	13.49%	12.35%	7.69%	9.91%	12.44%	6.12%	4.64%	4.98%	134.16%
HBL Government Securities Fund (24-07-2010)**	A(f) (J)	314	-	-	11.70%	11.85%	9.52%	8.78%	11.75%	7.85%	5.54%	4.74%	98.33%
<b>Open-End Schemes - Equity</b>													
HBL Stock Fund (27-08-2007)**		5,631	-17.80%	19.52%	28.20%	11.00%	44.42%	27.80%	8.26%	2.47%	23.89%	-11.85%	212.63%
HBL Energy Fund (20-01-2006)**		1,061	-12.20%	13.52%	31.09%	9.33%	30.01%	23.92%	8.18%	-2.86%	30.12%	-2.33%	207.39%
HBL Equity Fund (26-09-2004)**		294	-	-	-	13.03%	48.18%	41.93%	11.15%	6.71%	27.67%	-11.38%	219.00%
<b>Open-End Schemes - Balanced</b>													
HBL Multi Asset Fund (14-12-2007)**		324	-13.22%	19.17%	23.55%	12.67%	37.59%	24.09%	4.88%	5.90%	18.40%	-6.28%	202.94%
<b>Open-End Schemes - Funds of Funds</b>													
HBL Financial Planning Fund (Active Allocation Plan) (11-10-2017)***		330	-	-	-	-	-	-	-	-	-	2.65%	2.65%
HBL Financial Planning Fund (Conservative Allocation Plan) (11-10-2017)***		134	-	-	-	-	-	-	-	-	-	3.76%	3.76%
HBL Financial Planning Fund (Strategic Allocation Plan) (11-10-2017)***		209	-	-	-	-	-	-	-	-	-	2.52%	2.52%
<b>Open-End Schemes - Shariah Compliant Money Market*</b>													
HBL Islamic Money Market Fund (09-05-2011)**	AA(f) (J)	957	-	-	10.46%	10.33%	8.45%	6.86%	6.70%	4.29%	4.19%	4.32%	70.83%
<b>Open-End Schemes - Shariah Compliant Income*</b>													
HBL Islamic Income Fund (29-05-2014)**	A+(f) (J)	1,748	-	-	-	-	-	0.81%	8.37%	4.82%	5.52%	5.18%	27.10%
<b>Open-End Schemes - Shariah Compliant Equity</b>													
HBL Islamic Stock Fund (09-05-2011)**		1,280	-	-	2.50%	16.52%	44.86%	30.67%	11.80%	1.00%	24.51%	-13.99%	173.36%
HBL Islamic Equity Fund (29-05-2014)**		307	-	-	-	-	-	0.88%	24.49%	10.96%	24.42%	-12.32%	52.04%
<b>Open End Scheme - Shariah Compliant Asset Allocation</b>													
HBL Islamic Asset Allocation Fund (11-01-2016)**		2,470	-	-	-	-	-	-	-	3.35%	9.83%	-0.78%	12.63%
<b>Open-End Schemes - Shariah Compliant Fund of Funds</b>													
HBL Islamic Financial Planning Fund (Active Allocation Plan) (19-06-2017)***		247	-	-	-	-	-	-	-	-	0.17%	0.40%	0.58%
HBL Islamic Financial Planning Fund (Conservative Allocation Plan) (19-06-2017)***		37	-	-	-	-	-	-	-	-	0.34%	1.40%	1.74%
HBL Islamic Financial Planning Fund (Strategic Allocation Plan) (19-06-2017)***		4,282	-	-	-	-	-	-	-	-	0.51%	1.36%	1.87%
<b>Closed-End Schemes - Equity</b>													
PIQIC Growth Fund (31-07-2004)**		12,676	-36.08%	14.45%	16.75%	3.19%	58.55%	35.41%	-0.72%	3.39%	25.36%	-8.23%	123.46%
PIQIC Investment Fund (07-06-2004)**		5,435	-40.55%	14.90%	18.33%	4.29%	54.85%	35.39%	-1.12%	4.11%	23.18%	-8.54%	104.95%
<b>Voluntary Pension Funds</b>													
<b>HBL Pension Fund (15-12-2011)**</b>													
Equity		252	-	-	-	22.44%	45.43%	25.56%	31.58%	8.96%	27.33%	-10.24%	266.33%
Debt		180	-	-	-	8.05%	8.91%	7.44%	11.01%	8.04%	4.37%	3.99%	64.58%
Money Market		145	-	-	-	8.36%	7.92%	7.13%	6.88%	4.15%	4.50%	4.38%	52.10%
<b>Shariah Compliant Voluntary Pension Funds</b>													
<b>HBL Islamic Pension Fund (15-12-2011)**</b>													
Islamic Equity		172	-	-	-	19.93%	50.30%	44.41%	25.92%	5.56%	27.56%	-12.02%	288.26%
Islamic Debt		102	-	-	-	6.95%	8.67%	7.04%	4.97%	3.23%	5.06%	2.89%	45.72%
Islamic Money Market		83	-	-	-	7.91%	7.70%	6.08%	5.28%	2.82%	4.15%	3.41%	43.72%

\*Annualized  
(J) - JCR-VIS

**Trustee**

\*\* Central Depository Company of Pakistan Limited

\*\*\* MCB Financial Services Limited

