# **Faysal Balanced Growth Fund**

The Faysal Balanced Growth Fund (FBGF) is an open-ended mutual fund. The units of FBGF are listed on the Karachi Stock Exchange and were initially offered to the public on April 19, 2004. FBGF seeks to provide long-term capital appreciation with a conservative risk profile and a medium to long-term investment horizon. FBGF's investment philosophy is to provide stable returns by investing in a portfolio balanced between equities and fixed income instruments.

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## **FUND INFORMATION**

## **Management Company**

Faysal Asset Management Limited

# **Board of Directors of the Management Company**

Mr. Mohammad Abdul Aleem, Chairman

Mr. Enamullah Khan, Chief Executive Officer

Mr. Razi-ur-Rahman Khan, Director

Mr. Feroz Rizvi, Director Syed Majid Ali, Director

Mr. Zafar Ahmed Siddiqui, Director Mr. Ibad-ur-Rehman Chishti, Director

# CFO and Company Secretary of the Management Company

Mr. Najm-ul-Hassan

## **Audit Committee**

Mr. Feroz Rizvi, Chairman Syed Majid Ali Esq., Member Mr. Zafar Ahmed Siddiqui, Member

### **Trustee**

Central Depository Company of Pakistan CDC House, 99B, Block B, S.M.C.H.S., Main Shahrah-e-Faisal, Karachi.

### Bankers to the fund

Askari Bank Limited Bank Alfalah Limited Faysal bank Limited NIB Bank Limited

## **Auditors**

Ford Rhodes Sidat Hyder & Co., Chartered Accountants

## **Legal Advisor**

Mohsin Tayebaly & Co. 2nd Floor, Dime Centre, BC-4 Block-9, KDA-5, Clifton, Karachi.

## Registrar

JWAFFS Registrar Service (Pvt) Limited Room # 505, 5<sup>th</sup> Floor, Kashif Centre, Near Hotel Mehran, Main Shahra-e-Faisal, Karachi.

### **Distributors**

Access Financial Service (Pvt) Limited
Summit Capital Markets (Pvt) Limited
Alfalah Securities (Pvt) Limited
AKD Securities (Pvt) Limited
Faysal Asset Management Limited
Faysal Bank Limited
Flow (Pvt) Limited
IGI Investment Bank Limited
JS Global Capital Limited
Pak Oman Investment Bank Limited
Reliance Financial Products (Pvt) Limited
Investment Capital & Securities (Pvt) Limited

# **MISSION STATEMENT**

Faysal Balanced Growth Fund endeavours to provide investors with an opportunity to earn income and longterm capital appreciation by investing in a large pool of fund representing equity/ non equity investment in a broad range of sectors and financial instruments.

# REPORT OF THE DIRECTORS OF THE MANAGEMENT COMPANY

The Directors of the Faysal Asset Management Limited, the Management Company of Faysal Balanced Growth Fund (FBGF), are pleased to present the 9th Annual Report on the operations of FBGF along with the audited accounts, Reports of the Trustee and Auditors to the Unit Holders for the year ended June 30, 2012.

### SALE AND REDEMPTION OF UNITS

During the year, units worth Rupees 1.336 million were issued and units with a value of Rupees 122.206 million were redeemed.

### **UNIT HOLDERS**

As of June 30, 2012, 3,513,135 units with a value of Rs. 210 million were outstanding (June 30, 2011: 4,983,777 units with a value of Rs. 360 million).

### **UNIT PRICES**

Unit prices are being announced on a daily basis based on the NAV of the underlying portfolio. The highest and lowest offer/redemption prices during the year as well as the prices prevailing as of June 30, 2012 were as below:

	Offer Price	Redemption Price
Highest	67.95	66.45
Lowest	59.60	58.28
As of June 30, 2012	61.13	59.78

### **EQUITY MARKETS REVIEW**

Pakistan's equity market proved to be one of the most dynamic and lucrative investment avenues across the global frontier markets over FY-2012, shaped primarily by noteworthy political and geopolitical proceedings. The key benchmark index, KSE-100, recorded a return of 10.45% YoY, succeeded only by Thailand's SET with a return of 12.54% YoY.

Although the first half of the fiscal year proved to be a dismal one as the benchmark index receded by 9.2%, the index still managed to outpace the MSCI Frontier Index that contracted by 14.3% over the same period. This contraction was primarily based on the growing bitterness between United States and its non-NATO ally Pakistan that had emanated from the incarceration of the alleged US operative Raymond Davis, the Salala-post airstrike incident which claimed the lives of 26 Pakistani soldiers and the subsequent blockade of the NATO ground lines of communication.

The second half remained significantly more robust, as the relaxation and incentives introduced under the Capital Gain Tax regime helped the market gain 21.6%. Comparatively, the MSCI Frontier Market Index contracted by 4.7% over January-June 2012. Foreign investment trend also fared relatively better over the second half, as FIPI recorded an outflow of USD 31.7mn against outflow of USD 157.4mn in the previous half.

Over the quarter ending June 2012, the equity market displayed mixed trends as certain political and geopolitical factors played their part in creating an oscillating momentum that saw the market form a peak and trough of +6.2% and -2.9%, respectively, and close the period with an insignificant +0.3%. The benchmark index gained support on account of Capital Gain Tax incentives over the better part of the quarter with the market gaining 6.2% till first week of May 2012. The MAY FACTOR soon assumed control of the benchmark and the market, true to expectations, corrected itself, erasing all gains by the end of the historically notorious month of May.

# REPORT OF THE DIRECTORS OF THE MANAGEMENT COMPANY

Going forward, the market is expected to remain buoyed by expected inflows from the US-funded Coalition Support Fund, especially in light of recommencement of NATO ground lines of communication in June. That said, under present circumstances, the equity market is exposed more to threats on the economic side as high import bill, IMF repayments and downgraded sovereign rating all pose considerable risk to the macroeconomic and company-specific valuations at the bourse.

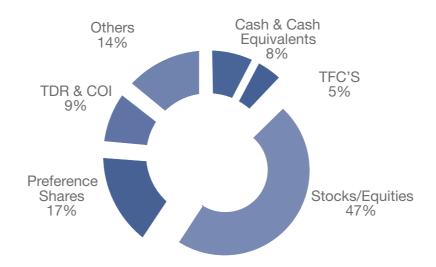
### PERFORMANCE REVIEW

After a laggard 1HFY12, the fund witnessed a sharp pull-back as performance improved on the back of healthy activity within the capital market. The 21.6% return put up by the benchmark equity index bolstered returns of FBGF to divert fund performance into the green. That said, the management decided to provide completely for non-performing assets during June to eliminate any future possibility of provisioning. Resultantly, the fund ended the year with a return of -4.67%. By providing for such assets, the management has essentially cleared the fund of all potential threats from toxic assets over FY13. This shall ensure a sound and stable return trajectory over the upcoming year, where investors can expect healthy competitive performance.

Going forward, the fund aims to strike an optimal mix of fixed-income and equity securities to capitalize on equity-induced opportunities and protect against excess interest rate risk.

### **ASSET ALLOCATION**

### **Asset Allocation Jun-12 FBGF**



#### INCOME DISTRIBUTION

The Board of directors has not approved any final distribution considering the loss for the year ended June 30, 2012.

# **MUTUAL FUND RATING**

JCR-VIS has assigned fund performance ranking of "MFR 1- Star", to FBGF.

# REPORT OF THE DIRECTORS OF THE MANAGEMENT COMPANY

### **CORPORATE GOVERNANCE**

A prescribed under clause xli of the Code of Corporate Governance 2012 Statement of Compliance with the Code of Corporate Governance along with the auditors' report thereon for the year ended June 30, 2012 forms part of this annual report.

- 1. Statements under clause xvi of the Code:
  - a. The financial statements, prepared by the management of the listed company, present its state of affairs fairly, the result of its operations, cash flows and changes in equity;
  - b. Proper books of account of the listed company have been maintained;
  - c. Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment;
  - d. International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departures therefrom has been adequately disclosed and explained;
  - e. The system of internal control is sound in design and has been effectively implemented and monitored;
  - f. There are no significant doubts upon the listed company's ability to continue as a going concern;
  - g. The details of taxes, duties, levies and charges outstanding, are disclosed in the financial statements;
  - h. The number of board and committees' meetings held during the year and attendance by each director forms part of this Annual Report; and
  - i. The prescribed pattern of shareholding is given as part of this Annual Report.

The was no sale and repurchase of units of the Fund carried out by the directors, CEO, COO, CFO, Head of Internal Audit, Company Secretary, their spouses and minor children, and the Management Company.

### PATTERN OF HOLDING

The Pattern of Holding of FBGF is given as part of this Annual Report.

### **AUDITORS**

The present auditors M/s Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants retired and have completed their term of 5 consecutive years in accordance with Regulation 38(i) of the Non-Banking Finance Companies and Notified Entities Regulations 2008. Therefore the Board on the recommendation of the Audit Committee has approved the appointment of M/s M. Yousuf Adil Saleem & Co., Chartered Accountants being eligible for appointment as auditors of FBGF for the year ending June 30, 2013.

### **ACKNOWLEDGEMENT**

The Board of Directors of the Management Company is thankful to unit holders for their confidence on the Management, the Securities and Exchange Commission of Pakistan and the management of Karachi Stock Exchange for their valuable support, assistance and guidance. The Board also thanks the employees of the Management Company and the Trustee for their dedication and hard work.

For and on behalf of the Board

Enamullah Khan Chief Executive Officer

Karachi: August 16, 2012

## **FUND MANAGER'S REPORT**

### **Economic Review**

FY12 remained a challenging year for the economy as GDP growth slowed down and fiscal deficit widened amidst increase in trade deficit and current account deficit. GDP expanded by 3.7%, less than the target of 4.2%. This growth was primarily driven by the agricultural and services sectors as growth across the manufacturing sector remained subdued due to severe shortage of electricity and fuel. Pak Rupee depreciated by 9% during the year as the country's foreign exchange reserves depleted by USD 3bn to USD 15.2bn.

The headline Consumer Price Index (CPI) during FY12 consolidated at 11% Y/Y compared to 13.31% Y/Y in FY11. This met the market consensus and SBP target of 11% Y/Y. Descending international commodity prices excluding oil, and relatively better domestic crop production data helped ease up food price pressure, while high base effect from the previous year lend added support to price softening. Resultantly, the SBP slashed the policy rate by 200 bps to 12% over the course of the year.

Country's external side continued to face headwinds on the back of unfavorable trade terms. Prevailing uncertainty in European countries, non-materialization of 3G auction proceeds and Coalition Support Fund (CSF) - due to uneasy relation with US - resulted in lack of external funding. This along with country's foreign debt repayments - including USD ~900mn made to IMF during the FY12 - resulted in overall depletion in Foreign exchange reserve by USD 3.0bn. This exerted considerable pressure on Pakistani rupee, forcing it to breach the PKR 94 mark by June-end against the Greenback. In order to make up for external funding squeeze and fiscal deficit financing, the government's budgetary borrowing requirement stepped up substantially.

On the positive front, remittances registered a hefty increase of 17% Y/Y to reach USD ~13bn, primarily driven by channelized inflows through the banking sector under the Pakistan Remittance Initiative (PRI). Over the upcoming year, remittances are once again expected to bolster balance of payment in conjunction with a lower oil import bill on account of reduced crude oil prices. Support to the balance of payments is also expected to emanate from recommencement of Coalition Support Fund (CSF) after resumption of NATO ground lines of communication. In this regard, the US has also agreed to arrange another USD2.0bn to support Pakistan's balance of payment situation.

### **Money Market Review**

Since July 2011, burgeoning fiscal deficit has kept the money market more volatile than what the Central Bank would have preferred. In the absence of external financial support, the money market was the only platform for the government to fill the widening gap between revenues and expenditure. Due to the heightened demand for funds by the government, yields across all the tenors remained at historically high levels – deviating significantly from its normality of fifty to sixty basis points above the discount rate. Throughout the outgoing fiscal year, State Bank intervened to stabilize money market yields through open market operation but gradually reduced the quantum of injections. Furthermore, downward surprises in the monthly inflation drove the yields on longer tenor down during preceding fiscal year. Considering the interest rate volatility and constant fluctuations in the yields, institutional investors remained inclined towards short-tenor instruments to enjoy liquidity, ward-off interest rate risk and time the entry and exit as per economic indicators. Going forward, relatively disciplined inflationary pressure may push yields down while increased reliance on domestic borrowing is expected to keep yields elevated till successful realization of external financial flows.

### **Equity Review**

Pakistan's equity market proved to be one of the most dynamic and lucrative investment avenues across the global frontier markets over FY-2012, shaped primarily by noteworthy political and geopolitical proceedings. The key benchmark index, KSE-100, recorded a return of 10.45% YoY, succeeded only by Thailand's SET with a return of 12.54% YoY.

# **FUND MANAGER'S REPORT**

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The second half remained significantly more robust, as the relaxation and incentives introduced under the Capital Gain Tax regime helped the market gain 21.6%. Comparatively, the MSCI Frontier Market Index contracted by 4.7% over January-June 2012. Foreign investment trend also fared relatively better over the second half, as FIPI recorded an outflow of USD 31.7mn against outflow of USD 157.4mn in the previous half.

Over the quarter ending June 2012, the equity market displayed mixed trends as certain political and geopolitical factors played their part in creating an oscillating momentum that saw the market form a peak and trough of +6.2% and -2.9%, respectively, and close the period with an insignificant +0.3%. The benchmark index gained support on account of Capital Gain Tax incentives over the better part of the quarter with the market gaining 6.2% till first week of May 2012. The MAY FACTOR soon assumed control of the benchmark and the market, true to expectations, corrected itself, erasing all gains by the end of the historically notorious month of May.

Going forward, the market is expected to remain buoyed by expected inflows from the US-funded Coalition Support Fund, especially in light of recommencement of NATO ground lines of communication in June. That said, under present circumstances, the equity market is exposed more to threats on the economic side as high import bill, IMF repayments and downgraded sovereign rating all pose considerable risk to the macroeconomic and company-specific valuations at the bourse.

### **FUND INFORMATION**

Fund Type Open Ended
Category Balanced Scheme
Pick Profile

Risk Profile Moderate
Net Assets (PKR mn) 210.02
NAV 30-Jun-2012 59.78
Pricing Mechanism Forward
Trustee CDC

Auditor Ernst & Young Ford Rhodes Sidat Hyder

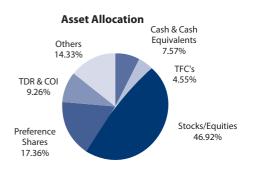
Management Fee 2.0%
Front End Load 2.25%
Back End Load None
Launch Date 19-Apr-04

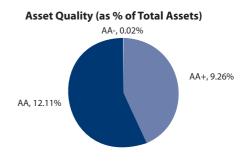
Benchmark KSE100 Index / 6M KIBOR

Asset Manager Rating AM3 + (JCRVIS)

\* weighted average of 6M KIBOR & percentage invested in equities

FUND INFORMATION			
	FY12	FY11	
Annual Return	-4.69	9.98	
Since Inception	63.42	71.51	
Benchmark	11.59	20.84	



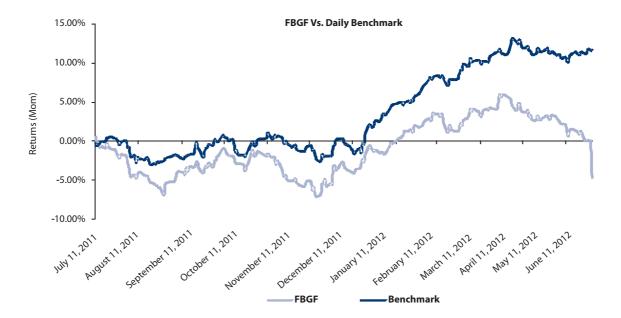


# **FUND MANAGER'S REPORT**

### **FBGF Performance**

After a laggard 1HFY12, the fund witnessed a sharp pull-back as performance improved on the back of healthy activity within the capital market. The 21.6% return put up by the benchmark equity index bolstered returns of FBGF to divert fund performance into the green. That said, the management decided to provide completely for non-performing assets during June to eliminate any future possibility of provisioning. Resultantly, the fund ended the year with a return of -4.67%. By providing for such assets, the management has essentially cleared the fund of all potential threats from toxic assets over FY13. This shall ensure a sound and stable return trajectory over the upcoming year, where investors can expect healthy competitive performance.

Going forward, the fund aims to strike an optimal mix of fixed-income and equity securities to capitalize on equity-induced opportunities and protect against excess interest rate risk.



CENTRAL DEPOSITORY COMPANY OF PAKISTAN LIMITED

**Head Office** 

CDC House, 99-B, Block 'B' S.M.C.H.S. Main Shahra-e-Faisal Karachi - 74400. Pakistan. Tel: (92-21) 111-111-500 Fax: (92-21) 34326020 - 23

Fax: (92-21) 34326020 - 23 URL: www.cdcpakistan.com Email: info@cdcpak.com





ISO 27001 Certified

### TRUSTEE REPORT TO THE UNIT HOLDERS

### FAYSAL BALANCED GROWTH FUND

Report of the Trustee pursuant to Regulation 41(h) and clause 9 of Schedule V of the Non-Banking Finance Companies and Notified Entities Regulations, 2008

We Central Depository Company of Pakistan Limited, being the Trustee of Faysal Balanced Growth Fund (the Fund) are of the opinion that Faysal Asset Management Limited being the Management Company of the Fund has in all material respects managed the Fund during the year ended June 30, 2012 in accordance with the provisions of the following:

- (i) Limitations imposed on the investment powers of the Management Company under the constitutive documents of the Fund;
- (ii) The pricing, issuance and redemption of units are carried out in accordance with the requirements of the constitutive documents of the Fund; and
- (iii) The Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003, the Non-Banking Finance Companies and Notified Entities Regulations, 2008 and the constitutive documents of the Fund.

Mukammad Hanif Jakhura

Chief Executive Officer

Central Depository Company of Pakistan Limited

Karachi: September 27, 2012

# REVIEW REPORT TO THE UNIT HOLDERS ON THE STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES OF THE CODE OF CORPORATE GOVERNANCE

We have reviewed the Statement of Compliance with the best practices (the Statement) contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of Faysal Asset Management Limited (the management Company) of Faysal Balance Growth Fund (the Fund) to comply with the Listing Regulation No. 35 (Chapter XI) of the Karachi Stock Exchange (Guarantee) Limited where the Fund is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Management Company of the Fund. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement reflects the status of the Management Company's compliance witht eh provisions of the Code in respect of the Fund and reprot if it does not. A review is limited primarily to inquiries of the Management Company's personnel and review of various documents prepared by the Management Company to comply with the Code.

As part of our audit of the financial statements, we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board's statement on internal control covers all risks and controls, or to form an opinion on the effectiveness of such internal controls, the Management Company's corporate governance procedures and risks.

Further, Sub-Regulation (x) of Listing Regulation 35 notified by the Karachi Stock Exchange (Guarantee) Limited requires the Management Company to place before the Board of Directors for their consideration and approval related party transactions distinguishing between transaction carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price recording proper justification for using such alternate pricing mechanism. Further, all such transactions are also required to be separately placed before the audit committee. We are only required and have ensured compliance of the above requirements to the extent of approval of related party transactions by the Board of Directors and placement of such transactions before the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length prices or not.

Based on our review, nothing has come to our attention, which causes us to believe that the Statement does not appropriately reflect the Management Company's compliance, in all material respects, with the best practices contained in the Code in respect of the Fund for the year ended June 30, 2012.

**Chartered Accountants** 

Dated: 16 August 2012

Karachi

# STATEMENT OF COMPLIANCE BY FAYSAL BALANCED GROWTH FUND WITH THE CODE OF CORPORATE GOVERNANCE

This statement is being presented to comply with the Code of Corporate Governance (the Code) contained in Regulation No 35 of the Listing Regulations of Karachi Stock Exchange (Guarantee) Limited for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of Corporate Governance. The Board of Directors (the Board) of Faysal Asset Management Limited (the Management Company), an unlisted public company, manages the affairs of **Faysal Balanced Growth Fund (the Fund)**. The Fund being a unit trust open end scheme does not have its own Board of Directors. The Management Company has applied the principles contained in the Code to the Fund, whose units are listed as a security on the Exchange, in the following manner:

1. The Management Company encourages representation of independent non-executive directors. At present, the Board includes:

Category	Names
Independent Directors	Mr. Mohammad Abdul Aleem Mr. Feroz Rizvi Mr. Zafar Ahmed Siddigui
Executive Director	Mr. Enamullah Khan (CEO)
Non-Executive Directors	Mr. Syed Majid Ali Mr. Syed Ibadur Rehman Chisht Mr. Razi-Ur-Rehman Khan

The independent directors meet the criteria of independence under clause i (b) of the Code.

- 2. The directors have confirmed that none of them are serving as a director in more than seven listed companies, including this company.
- 3. All the resident directors of the Management Company are registered as taxpayers and none of them have defaulted in payment of any loan to a banking company, a DFI or an NBFC or, being a member of a stock exchange, have been declared as a defaulter by that stock exchange.
- 4. During the year under review one casual vacancy occurred on the Board on June 19, 2012, which was filled within 30 days thereof.
- 5. The company has prepared a 'Code of Conduct' and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.
- 6. The Board has developed a vision / mission statement, an overall corporate strategy and significant policies for the Fund. A complete record of particulars of significant policies along with the dates on which these were approved or amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO and other executive and non-executive directors have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. In order to apprise the directors on their duties and responsibilities and the requirements of the Code, the company has a policy to conduct formal orientations for directors. The Board did not arrange director training / education program required under the Code as all the directors meet the exemption criteria of minimum fourteen years of education and fifteen years of experience. The directors are conversant with the relevant laws applicable to the company, its policies and procedures and provisions of memorandum and articles of association and are aware of their duties and responsibilities.

# STATEMENT OF COMPLIANCE BY FAYSAL BALANCED GROWTH FUND WITH THE CODE OF CORPORATE GOVERNANCE

- 10. The Board approved the appointments of Chief Financial Officer (CFO) and Company Secretary including the remuneration and terms and conditions of employment.
- 11. The Directors' report relating to the Fund for the year ended June 30, 2012 has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 12. The financial statements of the Fund were duly endorsed by the CEO and acting CFO of the Management Company before approval of the Board.
- 13. The Directors, CEO, and executives do not hold any interest in the units of the Fund other than disclosed in the Directors' Report.
- 14. The Management Company has complied with all the applicable corporate and financial reporting requirements of the Code.
- 15. The Board has formed an Audit Committee. It comprises of three members, all of whom are nonexecutive directors of the Management Company including the Chairman of the Committee who is an independent non-executive director.
- 16. The meetings of the Audit Committee were held at least once in every quarter and prior to the approval of interim and final results of the Fund as required by the Code. The terms of reference have been approved in the meeting of the Board and the Committee has been advised to ensure compliance with those terms of reference.
- 17. The Board has formed an HR and Compensation Committee. It comprises of three members, of whom two are non-executive directors including the chairman of the Committee.
- 18. The Management Company has outsourced its internal audit function to KPMG Taseer Hadi & Co. Chartered Accountants who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Fund.
- 19. The statutory auditors of the Fund have confirmed that they have been given a satisfactory rating under the Quality Control Review program of the Institute of Chartered Accountants of Pakistan (ICAP), that they or any of the partners of the firm, their spouses and minor children do not hold units of the Fund and that the firm and all its partners are in compliance with the International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP.
- 20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 21. The 'closed period', prior to the announcement of interim / final results, and business decisions, which may materially affect the market price of Fund's units, was determined and intimated to directors, employees and stock exchange(s).
- 22. Material / price sensitive information has been disseminated among all market participants at once through stock exchange(s).
- 23. We confirm that all other material principles enshrined in the the Code have been complied with.

For and on behalf of the Board

**Enamullah Khan** Chief Executive Officer

Karachi, August 16, 2012

# INDEPENDENT AUDITORS' REPORT TO THE UNIT HOLDERS

## REPORT ON THE FINANCIAL STATEMENTS

We have audited the accompanying financial statements of **Faysal Balance Growth Fund** (the Fund), which comprise the statement of assets and liabilities as at June 30, 2012, the related statements of income, distribution statement, cash flows and movement in unit holders' fund for the year then ended, and a summary of significant accounting policies and other explanatory notes.

### Management responsibility for the financial statements

The Management Company of the Fund is responsible for the preparation and fair presentation of these financial statements in accordance with the requirements of approved accounting standards as applicable in Pakistan, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' responsibility

Our responsibility is to express and opinion on these financial statements based on our audit. We conducted our audit in accordance with the International Standards on Auditing as applicable in Pakistan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatements.

And Audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements give a true and fair view of the financial position of the Fund as at June 30, 2012 and of its financial performance, cash flows and transactions for the year then ended in accordance with approved accounting standards as applicable in Pakistan.

### REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS

In our opinion, the financial statements have been prepared in accordance with the relevant provisions of the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 and Non-Banking Finance Companies and Notified Entities Regulations, 2008.

Chartered Accountants

Audit Engagement Partner: **Shabbir Yunus** Dated: 16 August 2012 Karachi

# STATEMENT OF ASSETS AND LIABILITIES

AS AT JUNE 30, 2012	Note	June 30, 2012	June 30, 2011 Rupees)
Assets	Note	(i	iupees)
Bank balances Dividend, deposits and other receivables Investments Receivable from the Management Company Total assets	7 8 9 10	16,351,685 26,648,953 169,704,476 3,230,314 215,935,428	102,285,282 6,353,385 254,550,476 3,230,314 366,419,457
Liabilities			
Payable to the Management Company Remuneration payable to the Trustee Accrued and other liabilities Total liabilities	11 12 13	425,827 57,377 5,427,589 5,910,793	617,991 60,891 5,550,138 6,229,020
Net assets		210,024,635	360,190,437
Unit holders' fund (as per the statement attached)		210,024,635	360,190,437
		(Numb	er of units)
Number of units in issue		3,513,135	4,983,777
		(Ri	upees)
Net asset value per unit		59.78	72.27
Contingencies and commitments	14		

The annexed notes from 1 to 24 form an integral part of these financial statements.

# For Faysal Asset Management Limited (Management Company)

Chief Executive Officer	Director	Director

# **INCOME STATEMENT**

AS AT JUNE 30, 2012	June 30, 2012	June 30, 2011
Income	<b>ote</b> (Ru	upees)
Profit earned on debt and government securities Dividend income Return on bank balances Net (loss) / gain on investments 'at fair value through profit or loss' - Net capital gain on sale of investments - Net unrealised loss on revaluation of investments - Provision against non-performing assets 9.	3,306,348 9,741,001 5,786,392 7,899,716 (4,808,036) (24,225,927) (21,134,247)	8,646,381 14,169,066 12,772,549 49,102,246 (844,783) (12,502,653) 35,754,810
Total income	(2,300,506)	71,342,806
Expenses		
Remuneration of the Management Company Sales tax on management fee 1: Remuneration of the Trustee Brokerage charges Bank charges Auditors' remuneration 1:	698,533 1,289,772 28,176 6 538,932	9,130,199 - 913,023 2,262,927 22,853 487,256
SECP annual fee Legal and professional charges Fees and subscription Settlement charges, federal excise duty and capital value tax Printing charges and other expenses Provision for Workers' Welfare Fund	222,371 60,000 175,000 468,280 261,691	388,049 67,188 165,000 672,814 100,976 1,077,119
Total expenses Net (loss) / income from operating activities	9,856,371 (12,156,877)	15,287,404 56,055,402
Element of income / (loss) and capital gains / (losses) included in prices of units sold less those in units redeemed	1,825,101	(3,276,570)
Net (loss) / income for the year before taxation	(10,331,776)	52,778,832
Taxation 1	7 -	-
Net (loss) / income for the year after taxation	(10,331,776)	52,778,832
Other comprehensive income for the year	-	-
Total comprehensive (loss) / income for the year	(10,331,776)	52,778,832

# For Faysal Asset Management Limited

(Management Company)

Chief Executive Officer	Director	Director

# **DISTRIBUTION STATEMENT**

FOR THE YEAR ENDED JUNE 30, 2012	June 30, 2012	June 30, 2011
	(RI	upees)
Undistributed loss brought forward [includes unrealised loss on investments of Rs.54,380,933 (2011: unrealised loss of Rs.75,002,571)]	(138,187,249)	(40,602,595)
Final bonus distribution for the year ended June 30, 2011 @ 9.55 per unit (2010: Rs.27 per unit declared for distribution on July 07, 2010) declared for distribution on July 09, 2011	(30,456,252)	(99,208,199)
Final cash dividend for the year ended June 30, 2011 @ 9.55 per unit (2010: Rs.27 per unit declared for distribution on July 07, 2010) declared for distribution on July 09, 2011	(17,138,814)	(51,155,287)
Net (loss) / income for the year after taxation	(10,331,776)	52,778,832
Undistributed loss carried forward [includes unrealised loss on investments of Rs.6,922,966 (2011: unrealised loss of Rs.54,380,933)]	(196,114,091)	(138,187,249)

The annexed notes from 1 to 24 form an integral part of these financial statements.

For Faysal Asset Management Limited (Management Company)

Chief Executive Officer Director Director

# STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED JUNE 30, 2012		June 30, 2012	June 30, 2011
CASH FLOWS FROM OPERATING ACTIVITIES	Note	(F	lupees)
Net (loss) / income for the year before taxation		(10,331,776)	52,778,832
Adjustments for non-cash and other items:  Net capital gain on sale of investments     'at fair value through profit or loss'  Net unrealised loss on revaluation of investments     'at fair value through profit or loss'  Provision against non-performing assets  Profit earned on debt and government securities  Dividend income  Return on bank balances  Element of (income) / loss and capital (gains) / losses     included in prices of units sold less those in units redeemed		(7,899,716) 4,808,036 24,225,927 (3,306,348) (9,741,001) (5,786,392)	(49,102,246) 844,783 12,502,653 (8,646,381) (14,169,066) (12,772,549) 3,276,570
•		(1,825,101) (9,856,371)	(15,287,404)
(Increase) / decrease in assets Dividend, deposits and other receivables		(19,907,500)	80
Decrease in liabilities Payable to the Management Company Remuneration payable to the Trustee Accrued and other liabilities		(192,164) (3,514) (122,549) (318,227) (30,082,098)	(237,735) (24,682) (2,532,673) (2,795,090) (18,082,414)
Proceed from sale / redemption of investments Payment against purchase of investments Profit received on debt and government securities Dividend received Return received on bank balances Net cash generated from operating activities		795,820,956 (731,040,426) 2,891,098 8,087,507 6,398,291 52,075,328	1,529,830,297 (1,409,596,362) 9,295,880 17,491,567 13,496,629 142,435,597
CASH FLOWS FROM FINANCING ACTIVITIES			
Amounts received against issue of units Payments made against redemption of units Dividend paid Net cash used in financing activities		1,336,022 (122,206,133) (17,138,814) (138,008,925)	75,578,273 (236,587,151) (51,155,287) (212,164,165)
Net decrease in cash and cash equivalents during the year Cash and cash equivalents at the beginning of the year Cash and cash equivalents at the end of the year	7	(85,933,597) 102,285,282 16,351,685	(69,728,568) 172,013,850 102,285,282

The annexed notes from 1 to 24 form an integral part of these financial statements.

# For Faysal Asset Management Limited

(Management Company)

Chief Evenutive Officer	Divoctor	Divoctor
Chief Executive Officer	Director	Director

# STATEMENT OF MOVEMENT IN UNIT HOLDERS FUND

FOR THE YEAR ENDED JUNE 30, 2012	June 30, 2012 (Ri	June 30, 2011 upees)
Net asset value per unit at the beginning of the year	72.27	92.71
Net asset value per unit at the end of the year	59.78	72.27
Net assets at the beginning of the year	360,190,437	516,299,200
Amounts received on issue of units *	1,336,022	75,578,273
Amounts paid on redemption of units **	(122,206,133)	(236,587,151)
	(120,870,111)	(161,008,878)
Element of (income) / loss and capital (gains) / losses included in prices of units sold less those in units redeemed	(1,825,101)	3,276,570
Final cash dividend for the year ended June 30, 2011 @ 9.55 per unit (2010: Rs.27 per unit declared for distribution on July 07, 2010) declared for distribution on July 09, 2011	(17,138,814)	(51,155,287)
Net capital gain on sale of investments Net unrealised loss on revaluation of investments Net (loss) / income for the year Other comprehensive income for the year Total comprehensive (loss) / income for the year	7,899,716 (4,808,036) (13,423,456) - (10,331,776)	49,102,246 (844,783) 4,521,369 - 52,778,832
Net assets at the end of the year	210,024,635	360,190,437
* Number of units issued (including 485,591 bonus units issued during the year ended June 30, 2012 and 1,509,788 bonus units issued during the year ended June 30, 2011)	(Numb	per of units) 2,615,235
** Number of units redeemed	1,977,440	3,200,476

The annexed notes from 1 to 24 form an integral part of these financial statements.

# For Faysal Asset Management Limited

(Management Company)

Chief Executive Officer Director Director

## FOR THE YEAR ENDED JUNE 30, 2012

### 1. LEGAL STATUS AND NATURE OF BUSINESS

Faysal Balanced Growth Fund (the Fund) has been established under the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the NBFC Rules) and has been authorised as a unit trust scheme by the Securities and Exchange Commission of Pakistan (SECP) on February 18, 2004. It has been constituted under a Trust Deed, dated January 29, 2004, between Faysal Asset Management Limited (the Management Company), a company incorporated under the Companies Ordinance, 1984 and Muslim Commercial Financial Services (Private) Limited as the Trustee till June 04, 2005 and thereafter between Faysal Asset Management Limited (the Management Company), a company incorporated under the Companies Ordinance, 1984 and Central Depository Company of Pakistan Limited (CDC) as the Trustee, also incorporated under the Companies Ordinance, 1984.

The Fund is an open ended balanced mutual fund and offers units for public subscription on a continuous basis. The units are transferable and can also be redeemed by surrendering to the Fund. The units are listed on the Karachi Stock Exchange (Guarantee) Limited. The Fund was launched on April 19, 2004.

The principal activity of the Fund is to make investments in equity market and fixed income securities including money market instruments.

### 2. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Ordinance, 1984, the requirements of the Trust Deed, the NBFC Rules, the Non Banking Finance Companies and Notified Entities Regulation, 2008 (the NBFC Regulations) and directives issued by the SECP. Wherever the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or the directives issued by the SECP differ with the requirements of IFRS, the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or the requirements of the said directives prevail.

### 3. BASIS OF MEASUREMENT

- 3.1 These financial statements have been prepared under the historical cost convention, except for investments and derivatives which are accounted for as stated in notes 4.3 and 4.4 below.
- 3.2 These financial statements are presented in pak rupees, which is the Fund's functional and presentation currency.

### 4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these financial statements are consistent with those of the previous financial year except as described in notes 4.1 and 4.2.

## 4.1 New and amended standards and interpretations

During the year, following amendments, interpretations and improvements to the accounting standards became effective:

- IFRS 7 Financial Instruments: Disclosures (Amendment)
- IAS 24 Related Party Disclosures (Revised)
- IFRIC 14 Prepayments of a Minimum Funding Requirement (Amendment)

In May 2010, International Accounting Standards Board (IASB) issued amendments to various standards primarily with a view to removing inconsistencies and clarifying wording. These improvements are listed below:

IFRS 7 - Financial Instruments: Disclosures - Clarification of disclosures

IAS 1 - Presentation of Financial Statements - Clarification of statement of changes in equity

IAS 34 – Interim Financial Reporting - Significant events and transactions

IFRIC 13 - Customer Loyalty Programmes - Fair value of award credits

The adoption of the above standards, amendments, interpretations and improvements did not have any material effect on the financial statements of the Fund.

### 4.2 Element of income / (loss) and capital gains / (losses) included in prices of units sold less those in units redeemed

An Equalisation account called the "Element of income / loss and capital gains /losses included in prices of units sold less those in units redeemed" (the element) is created in order to prevent the dilution of per unit income and distribution of income already paid out on redemption.

From July 01, 2012, the fund has revised the method of computation of the element. As per the revised method, the element is arrived at by comparing the unit prices with opening Ex-Nav at the beginning of financial year. The element so computed is recognised in the income statement except to the extent that the amount represented by the unrelaised appreciation / diminution arising on available for sale is included in distribution statement. Previously, the fund used to calculate the Element by comparing unit prices with the face value of the units.

The revised methodology, in opinion of the management, would ensure that the continuing unit holders' share of undistributed income remains unchanged on issue and redemption of units. Since the element is an equalisation account between income for the period and undistributed income, the change did not have any impact on Net Assets Value (NAV) of the Fund. Had the methodology not been changed, net loss for the year ended June 30, 2012 would have been lower by Rs.54.825 million.

### 4.3 Investments

The investments of the Fund, upon initial recognition, are classified as investment at fair value through profit or loss, available-for-sale or held to maturity investments as appropriate.

All investments, are initially measured at fair value plus, in the case of investments not at fair value through profit or loss, transaction costs that are directly attributable to acquisition.

All regular way purchases / sales of investments that require delivery with in the time frame established by the regulation of market convention are recognised on the trade date, i.e. the date on which the Fund commits to purchase / sell the investment. Regular way purchases / sales of investments require delivery of securities within the period generally established by the regulation or market convention such as "T+2".

## At fair value through profit or loss

This category has two sub-categories, namely; financial instruments held-for-trading, and those designated at fair value through profit or loss upon initial recognition.

- Investments which are acquired principally for the purposes of generating profit from short-term fluctuation in price or are part of the portfolio in which there is recent actual pattern of short-term profit taking are classified as held-for-trading.
- Investments designated at fair value through profit or loss upon initial recognition include those group of financial assets which are managed and their performance evaluated on a fair value basis, in accordance with the documented risk management / investment strategy.

These investments are initially recognised at fair value, being the cost of the consideration given.

After initial measurement, investment at fair value through profit or loss are carried at fair value and the gains or losses on revaluation are recognised in the income statement.

### **Held to maturity investments**

Investment securities with fixed maturities and fixed or determinable payments are classified as 'held-to-maturity' investments when management has both the intention and ability to hold to maturity. After initial measurement, such investments are carried at amortised cost less any provision for impairment except in case of debt securities and government securities, which are carried at fair value in accordance with the requirements of the NBFC Regulations.

### **Available-for-sale investments**

Investments which are not classified in any of the preceding categories are classified as available-for-sale investments. After initial measurement, such investments are measured at fair value with unrealised gain or loss recognised directly in the unit holders' fund until the investment is derecognised or determined to be impaired at which time the cumulative gain or loss previously recognised in unit holders' fund is taken to the income statement.

Fair value of investments is determined as follows:

### **Listed shares**

These are valued on the basis of closing market prices quoted on the respective stock exchanges.

#### **Debt securities**

These are valued at the rates quoted by Mutual Funds Association of Pakistan (MUFAP) in accordance with the SECP's Circular No. 1 of 2009 dated January 06, 2009, read with Regulation 66(b) of the NBFC Regulations.

### **Government securities**

These are valued by reference to the quotations obtained from the Reuters page.

#### 4.4 Derivatives

Derivative instruments held by the Fund generally comprise of futures contracts, options and forward contracts etc in the capital market. These are initially recognised at cost and are subsequently remeasured at their fair value. The fair value of derivative instruments is calculated as being the net difference between the contract price and the closing price reported on the primary exchange of the instrument. Derivative with positive market values (un-realised gains) are included in other assets and derivatives with negative market values (un-realised losses) are included in other liabilities in the statement of assets and liabilities. The resultant gains and losses are included in income

Derivative financial instruments entered into by the Fund do not meet the hedging criteria as defined by IAS-39 Financial Instruments: Recognition and Measurement, consequently hedge accounting is not used by the Fund.

## 4.5 Securities under repurchase / resale agreements

Transactions of purchase under resale (reverse-repo) of marketable and government securities are entered into at contracted rates for specified periods of time. Securities purchased with a corresponding commitment to resell at a specified future date (reverse-repos) are not recognised in the statement of assets and liabilities. Amounts paid under these agreements are included in receivable in respect of reverse repurchase transactions. The difference between purchase and resale price is treated as income from reverse repurchase transactions and accrued over the life of the reverse-repo agreement.

Transactions of sale under repurchase (repo) of marketable and government securities are entered into at contracted rates for specified periods of time. Securities sold with a simultaneous commitment to repurchase at a specified future date (repos) continue to be recognised in the statement of assets and liabilities and are measured in accordance with accounting policies for investment securities. The counterparty liabilities for amounts received under these transactions are recorded as financial liabilities. The difference between sale and repurchase price is treated as borrowing charges and accrued over the life of the repo agreement.

### 4.6 Impairment of financial assets

An assessment is made at each statement of assets and liabilities date to determine whether there is objective evidence that a specific financial asset may be impaired. If such evidence exists, any impairment loss, is recognised in the income statement.

Impairment is determined as follows:

- for assets carried at amortised cost, impairment is based on estimated cash flows discounted at the original effective interest rate.
- (b) for assets carried at fair value, impairment is the difference between cost and fair value.
- for assets carried at cost, impairment is present value of future cash flows discounted at the current market rate of return for a similar financial asset.

For available-for-sale equity investments, reversal of impairment losses are recorded as increases in cumulative changes in fair value through unit holders' fund.

In addition, a provision is made to cover impairment for specific groups of assets where there is a measurable decrease in estimated future cash flows.

### 4.7 Provisions

Provisions are recognised when the Fund has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the obligation can be made. Provisions are regularly reviewed and adjusted to reflect the current best estimate.

## 4.8 Issue and redemption of units

Units issued are recorded at the offer price prevalent on the day on which application form, (complete in all respects) is received. The offer price represents the net asset value of units at the end of the day plus the allowable sales load. The sales load is payable to the Management Company as processing fee. Issue of units is recorded on acceptance of application for sale.

Units redeemed are recorded at the redemption price, prevalent on the day on which the redemption form (complete in all respects) is accepted. The redemption price represents the net asset value of units at the end of the day. Redemption of units is recorded on acceptance of application for redemption.

## 4.9 Cash and cash equivalents

Cash and cash equivalents comprise cash at banks and short-term deposits with an original maturity of three months or less. Cash and cash equivalents are carried in the statement of assets and liabilities at cost.

### 4.10 Revenue recognition

Gain or loss on sale of investments is accounted for in the year in which it arises.

Dividend income on equity securities is recognised in the income statement when the right to receive the dividend is established.

Unrealised gains or losses arising on revaluation of investments classified as 'financial assets at fair value through profit or loss' are included in the income statement in the period in which they arise.

Mark-up on government securities, debt securities, return on certificates of investments, profit on clean placements, return on bank balances and income from reverse repurchase agreements are recognised on a time proportion basis using effective interest rate method.

### 4.11 Taxation

The Fund is exempt from taxation under clause 99 of Part I of the 2nd Schedule to the Income Tax Ordinance, 2001, subject to the condition that not less than 90% of its accounting income excluding realised and unrealised capital gains for the year is distributed amongst the unit holders.

## 4.12 Offsetting of financial assets and liabilities

Financial assets and financial liabilities are only offset and the net amount reported in the statement of assets and liabilities when there is a legally enforceable right to set off the recognised amount and the Fund intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

### 4.13 Net Asset Value (NAV) per unit

The net asset value per unit disclosed in the statement of assets and liabilities is calculated by dividing the net assets of the Fund by the number of units in issue at the year end.

### 4.14 Distribution to unit holders

Dividends declared and transfers between reserves, made subsequent to the statement of assets and liabilities date are considered as non-adjusting events and are recognised in the financial statements in the period in which such dividends are declared / transfers are made.

### 4.15 Financial assets and financial liabilities

All financial assets and financial liabilities are recognised at the time when the Fund becomes a party to the contractual provisions of the instrument. Financial assets are derecognised when the contractual rights to receive cash flows related to the asset expire. Financial liabilities are derecognised when they are extinguished, that is, when the obligation specified in the contract is discharged, cancelled or expires. Any gain or loss on derecognition of the financial assets and financial liabilities is taken to income statement currently.

Financial assets carried in the statement of assets and liabilities include bank balances, return on bank balances, profit on debt securities, commercial paper, dividends, deposits, investments and receivable against redemption of preference shares.

Financial liabilities carried in the statement of assets and liabilities include payable to Management Company, remuneration payable to the Trustee and accrued and other liabilities.

### 5. ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of financial statements requires management to make judgements, estimates and assumptions that effect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the result of which form the basis of making judgements about carrying values of assets and liabilities. The estimates and underlying assumptions are reviewed on an ongoing basis.

Judgements made by management in the application of accounting policies that have significant effect on the financial statements and estimates with a significant risk of material adjustment are explained in the relevant accounting policies / notes to the financial statements.

# 6. STANDARDS, INTERPRETATIONS AND AMENDMENTS TO APPROVED ACCOUNTING STANDARDS THAT ARE NOT YET EFFECTIVE

The following revised standards, interpretations and amendments with respect to the approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standards, interpretations and amendments:

# SStandard, interpretation or amendment

Effective date (accounting periods beginning on or after)

IFRS 7	- Financial Instruments : Disclosures - (Amendments)	
	- Amendments enhancing disclosures about offsetting of financial assets and financial liabilities	January 01, 2013
IAS 1	Presentation of Financial Statements – Presentation of items of comprehensive income	July 01, 2012
IAS 12	Income Taxes (Amendment) - Recovery of Underlying Assets	January 01, 2012
IAS 19	Employee Benefits – (Amendment)	January 01, 2013
IAS 32	Offsetting Financial Assets and Financial liabilities – (Amendment	) January 01, 2014
IFRIC 20	Stripping Costs in the Production Phase of a Surface Mine	January 01, 2013

The Fund expects that the adoption of the above revisions, amendments and interpretations of the standards will not affect the Fund's financial statements in the period of initial application except for certain additional disclosures.

Further, the following new standards have been issued by IASB which are yet to be notified by the SECP for the purpose of applicability in Pakistan.

	Standard		(a	Effective date nnual periods nning on or afte	r)
	IFRS 9 – Financial Instruments: Classification and N	Vleasurem	nent Ja	nuary 01, 2015	
	IFRS 10 - Consolidated Financial Statements		Ja	nuary 01, 2013	
	IFRS 11 – Joint Arrangements		Ja	nuary 01, 2013	
	IFRS 12 – Disclosure of Interests in Other Entities		Ja	nuary 01, 2013	
	IFRS 13 - Fair Value Measurement		Ja	nuary 01, 2013	
			June 30, 2012	June 30, 2011	
7.	BANK BALANCES	Note		(Rupees)	
	Cash at bank - PLS saving accounts	7.1	16,351,685	102,285,282	
	7.1 These carry mark-up ranging from 6% to 11.75 include balance of Rs.148,218 (June 30, 2011: F party).				
	βω. τγ).		June 30, 2012	June 30, 2011	
		Note		(Rupees)	
8.	DIVIDEND, DEPOSITS AND OTHER RECEIVABLES - CONSIDERED GOOD				
	Dividend receivable		1,918,494	265,000	
	Security deposit - National Clearing Company of Pakistan Limited - Central Depository Company of Pakistan Limited		2,500,000 107,500 2,607,500	2,500,000 107,500 2,607,500	
	Profit receivable on debt securities Receivable against redemption of preference shares Income tax refundable Return receivable on bank balances	8.1 8.2	330,227 19,907,500 1,736,410 148,822 26,648,953	983,754 - 1,736,410 - 760,721 - 6,353,385	

- 8.1 This represents receivable against full redemption of Preference shares of Pakistan International Containers Terminal Limited (PICTL). The issuer has served notice dated May 04, 2012 to exercise the option to call and redeem the Series A Preference shares on July 04, 2012 and for that purpose PITCL has announced book closure from June 27, 2012 to July 03, 2012 (both days inclusive) and notified the Stock Exchange that the preference shares issued by the PICTL shall be and deemed to stand cancelled and non-traceable from the date of start of book closure i.e. June 27, 2012.
- **8.2** This represents tax withheld till September 30, 2004 under Section 233(A) of the Income Tax Ordinance, 2001. This amount has been claimed as refundable in the return of income for the year ended June 30, 2005 and efforts are being made through tax advisor of the Fund to recover the same as soon as possible.

			June 30, 2012	June 30, 2011	
9.	INVESTMENTS	Note		(Rupees)	
	At fair value through profit or loss Held-for-trading				
	Listed equity securities	9.1	57,836,521	143,353,065	
	Designated 'at fair value through profit or loss'				
	Listed equity securities Listed preference shares	9.2 9.3	43,480,800 37,490,000	- 58,576,392	
	Listed debt securities Less: Provision against TFC principal redemption	9.4	9,828,378 - 9,828,378	57,033,519 (4,412,500) 52,621,019	
	Held to maturity				
	Commercial Papers - sukuk certificates	9.5	21,068,777 169,704,476	254,550,476	

# 9.1 Listed equity securities \*- held-for-trading

				Number of sh	ares		Market value	lr	vestment as %	of
Name of the investee company		As at July 01, 2011	Purchased during the period	Bonus / right shares received	Disposed off during the period	As at June 30, 2012	as at June 30, 2012 (Rupees)	Net assets	Total Investments	Investee company paid-up capital
Ordinary shares having a face value of s.10 each unless stated otherwise	f									
onstruction and materials										
kzoNobel Pakistan Limited 9	).1.1	-	14,573	-	-	14,573	1,910,083	0.91%	1.13%	0.031
afarge Pakistan Cement Limited		-	1,150,000	-	850,000	300,000	1,296,000	0.62%	0.76%	0.023
ucky Cement Limited		-	140,000	-	140,000	-	-	-	-	
•			,		,		3,206,083	1.53%	1.89%	0.054
anks							, ,			
ank Alfalah Limited		-	-	-	-	-	- 1	-	-	
abib Metropolitan Bank Limited		_	75,000	_	_	75,000	1,294,500	0.62%	0.76%	0.007
ICB Bank Limited		_	200,000	_	200,000	_	-	_	_	
ational Bank of Pakistan		_	360,000	5,000	365,000	_	_	_	_	
he Bank of Khyber	6	5,033,125	-	-	6,033,125	_	_	_	_	
nited Bank Limited		-	135,000	_	135,000	_	_	_	_	
Tittod Barik Elitikod			100,000		100,000		1,294,500	0.62%	0.76%	0.00
hemicals							1,204,000	0.0270	0.1070	0.007
rif Habib Corporation Limited			325,000		325,000	_	-		-	
awood Hercules Corporation Limited		_	32.881	_	12,881	20,000	660,200	0.31%	0.39%	0.004
ewan Salman Fibre Limited		-	1,000,000	-	1,000,000	20,000	- 000,200	0.5170	0.5970	0.004
						-	_ [	-		
ngro Corporation Limited		100,000	457,600	10,500	568,100				1	0.00
atima Fertilizer Company Limited		-	650,000	-	555,000	95,000	2,343,650	1.12%	1.38%	0.00
auji Fertilizer Bin Qasim Limited		-	45,000	-	45,000	-	-	-		0.00
auji Fertilizer Company Limited		-	225,000	-	185,000	40,000	4,442,000	2.11%	2.62%	0.002
	9.1.1	-	43,553	-	14,573	28,980	3,798,408	1.81%	2.24%	0.03
otte Pakistan PTA Limited		-	327,786	-	257,786	70,000	492,100	0.23%	0.29%	0.008
							11,736,358	5.58%	6.92%	0.047
on-life insurance										
PL Direct Insurance Limited		-	50,000	-	50,000	-	-	-	-	
							-	-	-	
ood producers										
ngro Foods Limited		-	100,000	-	100,000	-	-	-	-	
							-	-	-	
il and gas										
ttock Petroleum Limited		40,500	-	-	40,500	-	- [	-	-	
ttock Refinery Limited		-	25,000	-	25,000	-	-	-	-	
il & Gas Development Company Limit	ed	-	195,000	-	195,000	-	-	-	-	
akistan Oilfields Limited		35,000	115,000	-	150,000	-	-	-	-	
akistan Petroleum Limited		50,000	10,000	5,000	65,000	_	_	_	_	
akistan State Oil Company Limited 9	).1.2	125,000	15,000	-	95,000	45.000	10,612,800	5.05%	6.25%	0.026
		,	,		- 3,000	. 5,000	10,612,800	5.05%	6.25%	0.020

				Number of sh	nares		Market value	In	vestment as %	of
Name of the investee company	Note	As at July 01, 2011	Purchased during the period	Bonus / right shares received	Disposed off during the period	As at June 30, 2012	as at June 30, 2012 (Rupees)	Net assets	Total Investments	Investee company paid-up capital
Electricity										
Nishat Power Limited		-	50,000	-	50,000	-	-	-	-	-
The Hub Power Company Limited		200,000	-	-	200,000	-	-	-	-	-
Fixed line telecommunication Pakistan Telecommunication								-	-	
Company Limited		-	1,200,992	-	1,200,992	-	-	-	-	-
Ad to the control of							-	-	-	-
Multiutilities (gas and water) Sui Northern Gas Pipelines Limited			700,000		452,000	248,000	4,188,720	1.99%	2.47%	0.043%
Sui Northern das Pipeilles Limited		-	700,000	-	432,000	240,000	4,188,720	1.99%	2.47%	0.043%
Personal goods							4,100,720	1.0070	2.41 /0	0.04070
Nishat Mills Limited		-	355,000	-	355,000	-	-	-	-	-
								-	-	-
Engineering										
Millat Tractors Limited		-	45,186	-	-	45,186	21,818,060	10.39%	12.86%	0.123%
							21,818,060	10.39%	12.86%	0.123%
Tobacco		005 450			005.450					
Pakistan Tobacco Company Limited		205,150	-	-	205,150	-	-	-	-	-
Technology Hardware and Equipme	ant						-	-	-	-
Trakker Pakistan Limited	9.1.3	_	498,000	-	_	498,000	4,980,000	2.37%	2.93%	0.017%
			, •			, - 30	4,980,000	2.37%	2.93%	0.017%
		6,788,775	8,540,571	20,500	13,870,107	1,479,739	57,836,521	27.53%	34.08%	0.317%

- **9.1.1** The scheme of arrangement for reconstruction of ICI Pakistan Limited was executed on June 27, 2012 whereby the paints business and all assets, rights, liabilities and obligations pertaining thereto have been separated and vested into AkzoNobel Pakistan Limited. As a consequence of the transfer and vesting, AkzoNobel Pakistan Limited issued Ordinary shares of Rs.10 each and such allotment is made in proportion of 66.54:33.46 based on the proportion of net assets of the paints business to the total net assets of ICI Pakistan Limited. Consequently the Fund's holding of 43,533 shares in ICI Pakistan Limited as on June 27, 2012 is reduced to 28,980 Ordinary shares of ICI Pakistan Limited and 14,573 Ordinary shares of AkzoNobel Pakistan Limited issued to the Fund.
- 9.1.2 This investment includes securities with fair value aggregating to Rs.10.612 million (June 30, 2011: UBL-TFC Rs.28.353 million and 10,000 shares of APL Rs.3.743 million) which have been pledged with National Clearing Company of Pakistan Limited as security against settlement of the Fund's trades in terms of Circular No. 11 dated October 23, 2007 issued by the Securities and Exchange Commission of Pakistan.
- **9.1.3** This represents shares purchased through participation in initial public offer of TPL Trakker Limited through book building process of the Regulation 6(8) of Karachi Stock Exchange (Guarantee) Limited.

9.2 Listed equity securities \*- designated 'at fair value through profit or loss'

	[			Number of sh	ares		Market value	In	vestment as %	of
Name of the investee company	Vote	As at July 01, 2011	Purchased during the year	Bonus / right shares received	Disposed off during the period	As at June 30, 2012	as at June 30, 2012 (Rupees)	Net assets	Total Investments	Investee company paid-up capital
Ordinary shares having a face value of ls.10 each unless stated otherwise	f									
Construction and materials  Lafarge Pakistan Cement Limited			650,000			650,000	2,808,000	1.34%	1.65%	1.409
ucky Cement Limited		-	50,000	-	50,000	-	-	-	-	-
Banks							2,808,000	1.34%	1.65%	1.40
ank Alfalah Limited		-	100,000	-	-	100,000	1,710,000	0.81%	1.01%	0.01
lational Bank of Pakistan		-	37,000	-	37,000	-	1,710,000	0.81%	1.01%	0.01
themicals			10.000		10.000					
ngro Corporation Limited atima Fertilizer Company Limited		-	10,000 100,000	-	10,000	100,000	2,467,000	1.17%	1.45%	0.02
auji Fertilizer Bin Qasim Limited		-	150,000	-	150,000	-		-	-	-
auji Fertilizer Company Limited		-	49,000	-	49,000	-	- 1 400 000	- 0.070/	- 0.000/	0.01
otte Pakistan PTA Limited		-	200,000	-	-	200,000	1,406,000 3,873,000	0.67% 1.84%	0.83%   2.28%	0.01
on-life insurance			105.000			105 000	1 405 000	0.740/	0.000/1	0.07
PL Direct Insurance Limited		-	125,000	-	-	125,000	1,485,000	0.71% 0.71%	0.88%	0.27 0.27
<b>vil and gas</b> vil & Gas Development Company Limit	ad		92.000		92.000				1	
akistan Oilfields Limited	eu	-	83,000 25,000	-	83,000 25,000	-		-		-
akistan Petroleum Limited		-	25,000	-	25,000	-	-	-	-	-
lectricity							-	-	-	-
ot Addu Power Company Limited		-	388,734	-	228,734	160,000	7,200,000	3.43%	4.24%	0.02
he Hub Power Company Limited		-	690,000	-	690,000	-	7,200,000	3.43%	4.24%	0.02
ersonal goods										
lishat Mills Limited		-	190,000	-	-	190,000	9,040,200	4.30% 4.30%	5.33%	0.05
fultiutilities (gas and water)							9,040,200	4.30 70	5.5570	0.03
ui Northern Gas Pipelines Limited		-	140,000	-	-	140,000	2,364,600	1.13%	1.39%	0.02
ixed line telecommunication							2,364,600	1.13%	1.39%	0.02
akistan Telecommunication										
Company Limited		-	100,000	-	100,000	-		-	- 1	-
echnology Hardware and Equipmen										
rakker Pakistan Limited 9	).1.3	-	1,500,000	-	-	1,500,000	15,000,000	7.14% 7.14%	8.84%	0.05 0.05
-			4,612,734	-	1,447,734	3,165,000	43,480,800	20.70%	25.62%	1.85

9.3 Listed preference shares \* - designated 'at fair value through profit or loss'

			Num	ber of shares			Market value	Investn	nent as % of
Name of the investee company	Note	As at July 01, 2011	Purchased during the year	Redeemed during the year	Disposed off during the year	As at June 30, 2012	as at June 30, 2012 (Rupees)	Net assets	Total Investments
* Preference shares having a face va Rs.10 each unless stated otherwise	lue of				•				
Household Goods Pak Elektron Limited	9.3.1	3,749,000	-	-	-	3,749,000	37,490,000	17.85%	22.09%
Industrial Transportation Pakistan International Container Terminal Limited		2,110,750	2,500	1,990,750	122,500	-	-	-	-
		5,859,750	2,500	1,990,750	122,500	3,749,000	37,490,000	17.85%	22.09%

- 9.3.1 In response to the clarification sought by the management company through letter dated February 07, 2012, the SECP in its letter SCD/AMCW/FBGF/68/2012 dated March 09, 2012 has advised the management company to treat the above instrument as debt or equity instrument as per the recommendation of Audit Committee. The Audit Committee, after consultation with the internal auditors of the Fund, in its meeting held on April 21, 2012, has decided to treat the instrument as debt security.
- 9.4 Listed debt securities \* designated 'at fair value through profit or loss'

			Num	ber of shares			Market value	Investme	ent as % of
Name of the investee company	Note	As at July 01, 2011	Purchased during the year	Redeemed during the year	Disposed off during the year	As at June 30, 2012	as at June 30, 2012 (Rupees)	Net assets	Total Investments
* Term Finance Certificates (TFCs)									
Banks									
United Bank Limited (1st issue)		6,000	-	-	-	6,000	9,828,378	4.68%	5.79%
Fixed Line Telecommunication									
	9.4.1	20,010	-	-	-	20,010	36,728,580	17.49%	21.64%
Less: Provision against debt securities	9.4.1						(36,728,580)	-17.49%	-21.64%
							-	-	
		26,010	-	-	-	26,010	9,828,378	4.68%	5.79%

9.4.1 Due to the financial difficulties, Telecard Limited was unable to make the payment of principal amounting to Rs.4.413 million due on May 27, 2011 and negotiated the restructuring with the certificate holders on November 24, 2011. As per the revised repayment schedule, the maturity of the instrument has been extended from November 2013 to May 2015. Mark-up for the period from May 27, 2011 to November 27, 2011 has been deferred and will be paid in installments from May 27, 2012 to May 27, 2015. On May 27, 2012, The issuer has made partial payment of mark-up for the current coupon. However full amount of deferred mark-up installment and principal amount due on the said date has been paid. The Fund has recognised full provision against the principal outstanding as on June 30, 2012. Mark-up on the instrument is also suspended since May 2011.

The above provision and suspension of related mark-up are in accordance with the provisioning policy of the Fund duly approved by the Board of Directors of the Management Company and related circulars of Securities and Exchange Commission of Pakistan (SECP).

**9.4.2** Significant terms and conditions of TFCs are as follows:

Name of security	Number of certificates	Face value (Rupees)	Mark-up rate (per annum)	Maturity	Secured / unsecured	Rating
United Bank Limited (1st issue) Telecard Limited	6,000 20,010	5,000 5,000	8.45% 5.04% + 3 months KIBOR	August 2012 May 2015	Unsecured Secured	AA D

9.5 Commercial papers - Sukuk certificates (secured) - held to maturity

	Rate of				Face Value		Carrying	Maturity	Rating	Face Va	lue as % of
Name of the investee company	return p er annum	As at July 01, 2011	Purchased during the year	Matured during the year	Disposed off during the year	As at June 30, 2012	value as at		v	Net assets	Total investments
Hub Power Company Limited - Sukuk	13.09%	- 1	20,000,000	-	-	20,000,000	21,068,777	August 0 2012	3, AA+	9.52%	11.79%

9.6 Government Securities - designated 'at fair value through profit or loss'

			Face Value			Carrying	Face Value as % of	
Name of the security	As at July 01, 2011	Purchased during the year	Disposed off during the year	Matured during the year	As at June 30, 2012	value as at June 30, 2012 (Rupees)	Net assets	Total investments
Market Treasury Bills - 1 year	- 10	0,000,000	100,000,000	-	-	-	-	-
Pakistan Investment Bonds - 3 years	- 5	0,000,000	50,000,000	-	-	-	-	-
Pakistan Investment Bonds - 5 years	- 2	5,000,000	25,000,000	-	-	-	-	-
Pakistan Investment Bonds - 10 years	- 2	5,000,000	25,000,000	-	-	-	-	-
Pakistan Investment Bonds - 10 years	- 2	5,000,000	25,000,000	-	-	-	-	-
_	- 22	5,000,000	225,000,000	-	-	-	-	-

9.7 Net unrealised loss on revaluation of investments 'at fair value through profit or loss'

Market value of investments 148,635,699 254,550,476 Cost of investments (155,558,665) (308,931,409) (6,922,966)(54,380,933)Net unrealised loss on investments at the beginning of the year 46,290,486 75,002,571 Provision against non-performing assets 8,090,447 Realised on disposal during the year (44,175,556) (29,556,868) 53,536,150 2,114,930 (4,808,036)(844,783)

9.8 Details of non-compliant investments with the investment criteria of assigned category

Name of the investee company	Note	Type of investment	Required rating	Rating of instrument	Value before provision	Provision held (if any)	Value of investment after provision	% of net assets	% of gross assets
Millat Tractors Limited	9.8.1	Ord. Shares	-	-	21,818,060	-	21,818,060	10.39%	10.10%
Telecard Limited	9.8.2	TFC	A-	D	36,728,580	36,728,580	-	-	-
Pak Elektron Limited	9.8.2 &								
	9.8.3	Pref. Shares	A-	D	37.490.000	-	37.490.000	17.85%	17.36%

- 9.8.1 The above exposure is in excess of the limit prescribed by the NBFC Regulations and disclosure for breach of exposure limit is made as required by the Circular No. 16 of 2010 dated July 07, 2010 by the SECP. Exposure limit exceeded the prescribed limit of 10% due to reduction in fund size on June 30, 2012. However, the NBFC Regulations allow three months time period to regularize these exposures.
- **9.8.2** Circular No. 7 of 2009 issued by the SECP requires that the rating of any debt security in the portfolio shall not be lower than A-. However, the rating of above mentioned debt securities is D.
- **9.8.3** SECP has granted extension upto September 2012 to regularise the exposure vide its letter SCD/AMCW/FBGF/98/2012 dated April 03, 2012.

### 10. RECEIVABLE FROM THE MANAGEMENT COMPANY

In the matter involving the levy of Workers' Welfare Fund (WWF) on mutual funds (as fully explained in note 13.2), the Fund, as a matter of abundant caution, has created a provision for WWF since July 2008. Further, in order to compensate the unit holders of the Fund, the Board of Directors of the Management Company in their meeting held on October 02, 2010 decided to reduce their management fee for the year ended June 30, 2010 by Rs.3,230,314 i.e. the amount of provision for WWF as on June 30, 2010. Accordingly, this amount has been recorded as receivable from the Management Company and will be settled by the Management Company only upon payment of WWF to the relevant authorities otherwise it will be reversed in case decision regarding the applicability of WWF on Collective Investment Schemes is in favour of the Fund.

			June 30, 2012	June 30, 2011	
11.	PAYABLE TO THE MANAGEMENT COMPANY	Note	(Rupees)		
	Management fee payable Sales tax payable on management fee Sales load payable	11.1	366,143 58,581 1,103 425,827	9,107 617,991	

11.1 The Management Company is entitled to a remuneration for services rendered to the Fund under the provisions of the NBFC Regulations during the first five years of a Fund's existence of an amount not exceeding three percent of the average annual net assets of the Fund and thereafter of an amount equal to two per cent of such assets. The Management Company has charged its remuneration at the rate of 2% (June 30, 2011: 2%) per annum of the daily net asset value of the Fund.

#### 12. REMUNERATION PAYABLE TO THE TRUSTEE

The Trustee is entitled to a monthly remuneration for services rendered to the Fund under the provisions of the Trust Deed as per the tariff specified therein, based on the daily net asset value of the Fund.

		June 30, 2012	June 30, 2011	
13. ACCRUED AND OTHER LIABILITIES	Note	(	Rupees)	
SECP annual fee payable Accrued liabilities Zakat payable Settlement charges payable Provision for Workers' Welfare Fund	13.1	224,059 895,509 588 - 4,307,433 5,427,589	389,738 850,249 588 2,130 4,307,433 5,550,138	
	=	=, ==, , ==	-,,	

- 13.1 This represents annual fee payable to the SECP in accordance with the NBFC Regulations, whereby the Fund is required to pay SECP annually an amount equal to 0.085% (June 30, 2011: 0.085%) per annum of the daily net asset value of the Fund.
- 13.2 Through the Finance Act, 2008, an amendment was made in section 2(f) of the Workers' Welfare Fund Ordinance, 1971 (the WWF Ordinance) whereby the definition of 'Industrial Establishment' has been made applicable to any establishment to which West Pakistan Shops and Establishment Ordinance, 1969 applies. As a result of this amendment, it is alleged that all Collective Investment Schemes (CISs) / mutual funds whose income exceeds Rs.0.5 million in a tax year have been brought within the scope of the WWF Ordinance thus rendering them liable to pay contribution to WWF at the rate of two percent of their accounting or taxable income, whichever is higher. In this regard, a constitutional petition has been filed by certain CISs through their trustees in the Honourable High Court of Sindh (the Court), challenging the applicability of WWF to the CISs, which is pending adjudication.

During the current year, in August 2011, the Lahore High Court has issued a judgment in response to a petition in similar case whereby the amendments introduced in WWF Ordinance through Finance Acts, 2006 and 2008 are declared unconstitutional and therefore struck down.

As the matter relating to levy of WWF is currently pending in the Court, the Management Company, as a matter of prudence, has decided to retain and continue with the provision for WWF amounting to Rs.4.307 million (June 30, 2011: Rs.4.307 million) in these financial statements. Had the provision not been made, the net asset value per unit of the Fund would have been higher by Rs.0.306 (0.51%) per unit (June 30, 2011; Rs.0.216 per unit).

#### 14. CONTINGENCIES AND COMMITMENTS

There were no contingencies and commitments outstanding as at June 30, 2012.

#### 15. SALES TAX ON MANAGEMENT FEE

During the year, an amount of Rs.0.843 million (June 30, 2011: Rs.Nil) was charged on account of sales tax on management fee levied through Sindh Sales Tax on Services Act, 2011.

		June 30, 2012	June 30, 2011
16.	AUDITORS' REMUNERATION	(Rup	ees)
	Audit fee Review and other certifications	330,000 208,932 538,932	300,000 187,256 487,256

#### 17. TAXATION

The Fund's income is exempt from income tax as per clause (99) of part I of the Second Schedule of the Income Tax Ordinance, 2001 subject to the condition that not less than 90% of the accounting income for the year as reduced by capital gains whether realised or unrealised is distributed amongst the unit holders. The Fund suffered loss during the current year. Accordingly, no provision for tax has been made in these financial statements.

June 30,	June 30,
2012	2011
(Ru <sub>l</sub>	oees)

## 18. TRANSACTIONS WITH CONNECTED PERSONS / RELATED PARTIES

## 18.1 Transactions during the year

Faysal Asset Management Limited (Management Company Remuneration of the Management Company Sales tax on management fee Sales load	y) 5,270,106 843,510 30,808	9,130,199 - 42,343
Faysal Bank Limited (Group / Associated Company) Cash dividend paid Profit on PLS saving accounts Participation in non competitive bid of government securities	12,513,288 60,191 200,000,000	35,377,884 124,059 275,000,000
Faysal Bank Limited - Staff Provident Fund Issue of Nil units (2011: 584,966 units) Bonus Issue of 125,246 units (2011: 69,193 units) Redemption of 947,802 units (2011: Nil units)	- 7,855,405 58,308,726	40,000,000 4,546,689

		June 30, 2011
	(Rup	ees)
Faysal Bank Limited - Staff Gratuity Fund Issue of Nil units (2011: 292,483 units) Bonus Issue of 44,535 units (2011: Nil units) Redemption of 337,018 units (2011: Nil units)	2,793,214 20,733,338	20,000,000
AKD Securities (Private) Limited - (major shareholder of the Management Company) Brokerage fee	-	132,327
Central Depository Company of Pakistan Limited - (Trustee of the Fund) Remuneration of the Trustee Settlement charges	698,533 35,637	913,023 70,611
National Clearing Company of Pakistan Limited * (Common Directorship) Clearing charges	221,902	243,418
ICI Pakistan Limited - (Common Directorship) Purchase of 43,553 Ordinary shares (2011: Nil) Transfer of 14,573 Ordinary shares (2011: Nil) Dividend on Ordinary shares held by the Fund	5,865,675 1,962,677 132,000	- - 600,000
AkzoNobel Pakistan Limited - (Common Directorship) Transfer of 14,573 Ordinary shares (2011: Nil)	1,962,677	-
Engro Foods Limited - (Common Directorship) Purchase of 100,000 Ordinary shares (June 30, 2011: Nil shares) Sale of 100,000 Ordinary shares (June 30, 2011: Nil shares)	3,947,013 4,177,699	-
Engro Corporation Limited - (Common Directorship) * Purchase of 467,600 Ordinary shares (June 30, 2011: 503,250 shares) Sale of 578,100 Ordinary shares (June 30, 2011: 403,250) Bonus Issue of 10,500 shares (June 30, 2011: Nil shares) Dividend on Ordinary shares held by the Fund	55,888,290 71,592,401 1,183,477 70,000	95,974,805 76,686,235 - -
Dawood Hercules Corporation Limited - (Common Directorship) Purchase of 32,881 Ordinary shares (June 30, 2011: Nil shares) Sale of 12,881 Ordinary shares (June 30, 2011: Nils shares) Dividend on Ordinary shares held by the Fund	1,353,066 543,953 31,000	- - -

	June 30, 2012	June 30, 2011
	(Rup	oees)
Unit holder holding 10% or more units		
Pakistan Machine Tool Factory (Private) Limited - Employees Provident Fund		
Cash Dividend	3,503,641	9,905,582

During the year Mr. Aliuddin Ansair has resigned as a director of Faysal Asset Management Limited with effect from June 19, 2012. The transactions hereinabove represent the transactions upto the date of his resignation.

	upto the date of his resignation.		
		June 30, 2012	June 30, 2011
10.0	Outstanding halance	(R	Rupees)
10.2	Outstanding balances		
	Faysal Asset Management Limited (Management Company Receivable from the Management Company Remuneration payable to the Management Company	3,230,314 366,143	3,230,314 608,884
	Sales tax payable on management fee Sales load payable	58,581 1,103	9,107
	Faysal Bank Limited (Group / Associated Company)		
	Units in issue 1,310,292 units (June 30, 2011: 1,310,292 units) Balance in PLS saving accounts	78,329,256 148,218	94,694,803 96,297
	Faysal Bank Limited - Staff Provident Fund Units in issue Nil units (June 30, 2011: 822,556 units)	-	59,446,087
	Faysal Bank Limited - Staff Gratuity Fund Units in issue Nil units (June 30, 2011: 292,483 units)	-	21,137,760
	Dawood Hercules Corporation Limited - (Common Directorship) 20,000 Ordinary shares held by the Fund (June 30, 2011: Nil shares)	660,200	-
	ICI Pakistan Limited - (Common Directorship) 28,980 Ordinary shares held by the Fund (June 30, 2011: Nil shares)	3,798,408	-
	<b>AkzoNobel Pakistan Limited - (Common Directorship)</b> 14,573 Ordinary shares held by the Fund (June 30, 2011: Nil shares)	1,910,083	-

	June 30, 2012	June 30, 2011
Central Depository Company of Pakistan Limited - (Trustee of the Fund)	(R	upees)
Remuneration payable to the Trustee	57,377	60,891
Settlement charges Security deposit	107,500	2,130 107,500
National Clearing Company of Pakistan Limited * (Common Directorship) Security deposit	-	2,500,000
Unit holder holding 10% or more of the units in issue		
Pakistan Machine Tool Factory (Private) Limited - Employees Provident Fund Units in issue 366,873 units (June 30, 2011: 366,873 units)	) 21,931,668	26,514,859

During the year Mr. Aliuddin Ansair has resigned as a director of Faysal Asset Management Limited with effect from June 19, 2012. The transactions hereinabove represent the transactions upto the date of his resignation. As a result, units in issue at year end have not been disclosed above.

The transactions with connected persons / related parties are at contracted rates.

## 19. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Fund's objective in managing risk is the creation and protection of unit holders' value. Risk is inherent in the Fund's activities, but it is managed through monitoring and controlling activities which are primarily set up to be performed based on limits established by the Management Company, Fund's constitutive documents and the regulations and directives of the SECP. These limits reflect the business strategy and market environment of the Fund as well as the level of the risk that Fund is willing to accept. The Board of Directors of the Management Company supervises the overall risk management approach within the Fund (also refer Annexure I to these financial statements which describes the risk management structure of the Fund). The Fund is exposed to market risk, liquidity risk and credit risk arising from the financial instruments it holds.

#### 19.1 Market risk

Market risk is the risk that the fair value or future cash flows of financial instruments will fluctuate due to changes in market variables such as interest rates, foreign exchange rates and equity prices.

# (i) Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. As of June 30, 2012, the Fund's exposure to the risk of changes in market interest rates relates primarily to bank balances, debt securities, commercial paper and preference shares. The bank balances are subject to interest rates as declared by the respective banks on periodic basis. The debt securities and commercial paper are subject to floating interest rates. As at June 30, 2012, approximately 38.75% (June 30, 2011: 45.14%) of the Fund's financial assets are subject to interest rates.

The Fund is exposed to fixed rate on certain financial assets. However, a change in their interest rates at the reporting date would not have material impact on the income and net assets of the Fund.

Management of the Fund estimates that an increase of 100 basis points in the floating interest rate, with all other factors remaining constant, would decrease the Fund's loss and increase the net assets of the Fund by Rs.0.738 million (June 30, 2011: Rs.1.635 million) and a decrease of 100 basis points would result in a increase the Fund's loss and decrease the net assets of the Fund by the same amount. However, in practice, the actual results may differ from the sensitivity analysis.

# (ii) Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Fund does not have any financial instruments in foreign currencies and hence is not exposed to such risk.

#### (iii) Equity price risk

Equity price risk is the risk of volatility in share prices resulting from their dependence on market sentiments, speculative activities, supply and demand for shares and liquidity in the market. The equity price risk exposure arises from the Fund's investment in equity securities. Management of the Fund estimates that a 5% increase or decrease in the overall equity prices in the market with all other factors remaining constant would result in increase or decrease of Fund's net assets by Rs.5.066 million (June 30, 2011: Rs.10.096 million). However, in practice, the actual results may differ from the sensitivity analysis.

The Management Company manages the above market risks through diversification of investment portfolio and placing limits on individual and aggregate exposures in accordance with the internal risk management policies and regulations laid down by the SECP.

The analysis of Funds concentration on equity price risk is disclosed in note 9.1 and 9.2 to these financial statements.

# 19.2Liquidity risk

Liquidity risk is defined as the risk that the Fund will encounter difficulty in meeting obligations associated with financial liabilities. Liquidity risk arises because of the possibility that the Fund could be required to pay its liabilities earlier than expected. The Fund is exposed to cash redemptions of its redeemable units on a regular basis. Units are redeemable at the unit holders' option based on the Fund's net asset value per unit at the time of redemption calculated in accordance with the Fund's constitutive documents.

The table below summaries the maturity profile of the Fund's financial liabilities based on contractual undiscounted payments.

June 30, 2012	Upto one month	More than one month and upto three months	More than three months and upto one year	More than one year	Total
Financial liabilities			(Rupees)		
Payable to the Management Compa Remuneration payable to the Truster Accrued and other liabilities		- - -		- - -	425,827 57,377 895,509 1,378,713
June 30, 2011	Upto one month	More than one month and upto three months	More than three months and upto one year	More than one year	Total
Financial liabilities			(Rupees)		
Payable to the Management Compa Remuneration payable to the Truster Accrued and other liabilities		- - - -	- - - -	- - - -	617,991 60,891 852,379 1,531,261

# 19.3 Credit risk

Credit risk is the risk that the counterparty to a financial instrument will cause a financial loss for the Fund by failing to discharge its obligation. The Fund's policy is to enter into financial contracts with reputable counter parties in accordance with the internal guidelines, offering document and regulatory requirements. The table below analyses the Fund's maximum exposure to credit risk. The maximum exposure is shown gross, before the effect of mitigation through the use of collateral agreements at reporting date:

	June 30, 2012	June 30, 2011
	(R	upees)
Bank balances Dividend receivable Security deposit Profit receivable on debt securities Receivable against redemption of preference shares Return receivable on bank balances Investment in debt securities and preference shares	16,351,685 1,918,494 2,607,500 330,227 19,907,500 148,822 68,387,155 109,651,383	102,285,282 265,000 2,607,500 983,754 - 760,721 111,197,411 218,099,668

Concentration of credit risk exists when changes in economic or industry factors affect the group of counterparties whose aggregate credit exposure is significant in relation to the Fund's total credit exposure. The Fund's portfolio of financial assets is broadly diversified and transactions are entered into with diverse credit worthy counterparties thereby mitigating any significant concentration of credit risk. The table below analyses the credit quality of the Fund's exposure:

	June 30, 2012	June 30, 2011
Rating category		%
AAA+, AAA, AAA-	-	0.01
AA+, AA, AA-	24.44	60.70
A+,A,A-	39.00	9.67
Non performing (default)	-	11.12
Unrated	2.38	1.31
D	34.18	17.19
	100.00	100.00

The table below analyses the Fund's concentration of credit risk by industrial distribution:

	June 30, 2012	June 30, 2011
		s exposed to it risk
Banks Chemicals	24.31 19.21	60.70
Household goods	34.19	17.19
Industrial transportation	19.78	9.66
Telecommunication	-	11.13
Others	2.51	1.32
	100.00	100.00

# 19.4 Capital management

The capital of the Fund is represented by the net assets attributable to holders of redeemable units. The capital structure depends on the issuance and redemption of units. The Fund's objective when managing unit holders' fund is to safeguard the Fund's ability to continue as a going concern in order to seek maximum preservation of unit holders' fund and an optimum rate of return by investing in avenues having good credit rating and liquidity and to maintain a strong capital base to support the development of the investment activities of the Fund.

## 19.5 Fair value hierarchy

The Fund uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

Level 1: quoted prices in active markets for identical assets.

Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly.

techniques which use inputs which have a significant effect on the recorded fair Level 3: value that are not based on observable market data.

As at June 30, 2012, the Fund held the following financial instruments which were measured at fair value:

	Julie 3	J, ZU I Z	
Level 1	Level 2	Level 3	Total
		(1140000)	
57,836,521	-	-	57,836,521
43,480,800	-	-	43,480,800
37,490,000	-	-	37,490,000
	9,828,378		9,828,378
138,807,321	9,828,378		148,635,699
	57,836,521 43,480,800 37,490,000	Level 1 Level 2  57,836,521 -  43,480,800 - 37,490,000 - 9,828,378	57,836,521 43,480,800 37,490,000 9,828,378

		June 30, 2011						
	Level 1	Level 2	Level 3	Total				
		(Ru)	oees)					
Investments 'at fair value through profit or loss' Listed equity securities - held-for-trading Designated 'at fair value through profit or loss'	143,353,065	-	-	143,353,065				
<ul><li>Listed preference shares</li><li>Listed debt securities</li></ul>	58,576,392 - 201,929,457	28,353,642 28,353,642	24,267,377 24,267,377	58,576,392 52,621,019 254,550,476				

During the year ended June 30, 2012, there were no transfers between level 1 and level 2 fair value measurements, and no transfers into and out of level 3 fair value measurements except as follows:

	2012 (Rupees)
Opening balance Add: Provision charge in the previous year Add: Principal redemption reversed in the previous year Transfer from level 2 to level 3	24,267,377 8,090,153 4,412,500
Add: Redemption received during the current year Provision against non-performing assets Closing balance	(41,450) (36,728,580)

In accordance with Circular No. 1 of 2009 issued by SECP, all traded debt securities are valued on the basis of their volume weighted average price during the last 15 days while thinly traded and non traded debt securities are valued using a valuation methodology devised by MUFAP which includes variables including yields on government securities, Karachi Inter Bank Offer Rates and credit ratings. As the valuation techniques use inputs from observable market data, these securities are classified as Level 2. Rates for non-performing securities, however, are not quoted by MUFAP and are valued using the provisioning criteria prescribed by the abovementioned Circular and are hence classified as Level 3.

Hence, default on installment amounts by investee companies results in transfer into Level 3 while subsequent classification of a defaulting security as performing will result in transfer from Level 3 to Level 2.

#### 20. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable willing parties in an arm's length transaction. Consequently differences can arise between carrying values and the fair value estimates.

Underlying the definition of fair value is the presumption that the Fund is a going concern without any intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

Financial assets which are tradable in an open market are revalued at the market prices prevailing on the statement of assets and liabilities date. The estimated fair value of all other financial assets and liabilities is considered not significantly different from book value as the items are short-term in nature.

#### 21. SUPPLEMENTARY NON FINANCIAL INFORMATION

The information regarding pattern of unit holding, top ten brokers, members of the Investment Committee, performance table, fund manager, meetings of the Board of Directors of the Management Company and rating of the Fund and the Management Company has been disclosed in Annexure I to the financial statements.

#### 22. CORRESPONDING FIGURES

22.1 Corresponding figures have been re-arranged and reclassified wherever necessary, for the purpose of comparison. Major reclassifications are as follows:

Statement	Components	Reclassification from	Reclassification to	Rupees
Statement of assets and liabilities	TFC Principal Redemption	Receivable against TFC Principal Redemption	Listed debt securities	4,412,500

#### 23. GENERAL

Figures are rounded off to the nearest rupee.

#### 24. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on August 16, 2012 by the Board of Directors of the Management Company.

> For Faysal Asset Management Limited (Management Company)

Chief Executive Officer Director Direct
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# SUPPLEMENTARY NON FINANCIAL INFORMATION AS REQUIRED UNDER RULES 6(D), (F), (G), (H), (I) AND (J) OF THE 5TH SCHEDULE TO THE NON BANKING FINANCE COMPANIES AND NOTIFIED ENTITIES REGULATIONS, 2008

#### (i) PATTERN OF UNIT HOLDING

Category	No. of investors	Units held	%
Associated companies*	2	1,310,292	37.30
Insurance companies	1	9,857	0.28
Banks and DFIs	0	_	0.00
NBFCs	-	-	0.00
Retirement Funds	13	1,492,346	42.48
Individuals	215	673,263	19.16
Others	1_	27,377	0.78
	232	3,513,135	100.00
* Includes faysal bank Limited			

<sup>(</sup>ii) TOP TEN BROKERS BY PERCENTAGE OF COMMISSION PAID

Name		%
BMA Ca	pital Management Limited	14.39
Invest C	apital Securities	12.25
Elixir Se	curities Pakistan (Pvt) Limited	10.56
KASB S	ecurities Limited	7.98
Top Line	Securities (Pvt) Limited	7.96
Fortune	Securities Ltd	7.24
Next Ca	pital	6.91
	pital Pakistan Pvt. Ltd.	6.89
Global S	Securities Pakistan Limited	6.03
IGI Fine:	k Securities Limited	5.68

## (iii) THE MEMBERS OF THE INVESTMENT COMMITTEE

Following are the members of the Investment Committee of the Fund:

Name	Qualification	Experience
Mr. Enam Ullah Khan	B.Eco., FSA Accreditations	Over 20 years.
Mr. Mansoor Khalil	MBA	Over 19 years.
Mr. Najam UI Hassan	MBA,ACMA, CFA I	Over 17 years.
Mr. Vasseh Ahmed	M.Sc	Over 4 years.
Mr. Ayub Khuhro	B.Sc. Eco., CFA I	Over 4 years.
Mr. Syed Shahid Iqbal	B.Com	Over 22 years.
Mr. Imran Altaf	MBA,CFA II	Over 4 years.

## (iv) PARTICULARS OF FUND MANAGERS

Name	Qualification	Other Collective Investment Schemes Managed
	N 4 O	
Vasseh Ahmed	M.Sc	Faysal Asset Allocation Fund

#### Mr. Enam Ullah Khan

Mr. Khan has over 20 years of diversified experience and technical know-how in equity markets, fixed income markets, complex derivatives and commodity markets from across the globe. Prior to joining Faysal Bank, he served as a consultant with Nasdaq OMX, Stockholm, Managing Director - Cannon Bridge Corporation, London, Head of Pakistan Initiative - Cantor Fitzgerald, London, Head of Asian markets - IG Index plc and as Head of Sales and Trading Asia at Berkely Futures Ltd, London.

In his previous assignment Mr. Khan served as Head of Equity Capital markets (ECM) division at Faysal Bank since 2008, where he initiated Pakistan's first ever equity capital markets department within the banking sector backed by a comprehensive buy-side research desk. Furthermore, he is accredited with setting up Pakistan's first ever technical analysis desk in brokerage firm.

Mr. Khan holds several FSA (Financial Services Authority) accreditations, obtained during his time in London which has aided his desire towards pioneering product development in the capital markets world-over.

# Mr. Mansoor Khalil

Mansoor Khalil is the Chief Operating Officer of Faysal Asset Management Limited (FAML). He has been professionally associated in senior position with leading multinationals i.e. Citibank, ABN AMRO, RBS and ABB.

Prior to joining FAML he was associated with Faysal Bank as Head of Business Strategy. He has diversified experience in activities across Strategy, Finance and Operating functions including Asset & Liability Management, Management Information, HR with exposure in business planning, M&A and Integration activities. He brings with him over 19 years of experience in the Pakistan Corporate World.

#### Mr. Najam UI Hassan

Mr. Hassan, having held positions of Head of Risk Management brings with himself an experience of over 17 years with various reputable organizations i.e. Pak Oman Asset Management Company Ltd, Pakistan Kuwait Investment Company Ltd, JS Investment Ltd, Rahimtoola Group of Companies and TAS Engineers. Before joining FAML, he was heading two core functions i.e. finance & Operations. He also worked in POAMCL, in addition to his core responsibilities of CFO, as Company Secretary for over three years, and also managed Product Development activities as responsibilities. He also took part in restructuring of various problematic Term Finance Certificates and Placements. Mr. Najam completed his Cost & Management Accountant in year 2000 and also did his MBA from Institute of Business Administration.

#### Mr. Vasseh Ahmed

Mr. Ahmed has over 4 years of diversified experience in Treasury and Portfolio management. Before joining FAML, he was senior equity trader at Faysal Bank Limited. Preceding his involvement with Faysal bank Vasseh was engaged in the United Kingdom as a spread trader. In 2011 he completed a DCPP certification from the Dubai, Gold and Commodity Exchange (DGCX). Mr. Ahmed has an MSc in Management from University of Surrey and a BSc (hons.) from Hull University, United Kingdom.

## Mr. Ayub Khuhro

Mr. Khuhro has over 4 years of experience in Capital market Research & Investment Advisory with over 3 years association with Faysal Group as Research Analyst. Mr. Khuhro earned his BSc(Hons). in Economics from Lahore University of Management Sciences (LUMS).

## Mr. Syed Shahid Iqbal

Mr. Iqbal possesses over 22 years experience in Treasury, Capital markets, with in depth knowledge and experience in money markets. Prior to joining FAML Cap, Mr. Iqbal was affiliated with Burj Capital Management Ltd as Head of Treasury.

He was earlier associated with various Fls in senior management positions, which include Head of sales Khojas capital, Executive Director at Live Securities, Head Money Market at KASB Securities and Head, Money Market & Forex at FCSC

Mr. Iqbal has also served as the corporate Head, Karachi & nominee director at Shaheen Insurance on behalf of FCSC group. In addition, he has also managed the treasury division at Crescent Standard Investment Bank Ltd effectively till 2006.

He possesses international exposure through his first professional affiliation with the treasury division at BCCI. By qualification, Mr. Iqbal is a Commerce Graduate from Karachi University & a member of financial market association of Pakistan (FMA). In 2007, SBP granted him a license of Money Market brokers due to his outstanding work for the development of secondary market in Pakistan. Mr. Iqbal's forte remains resource mobilization, effective & efficient fund management which he performed/ successfully managed at FCSC & the World Call Group.

#### Mr. Imran Altaf

Mr. Altaf has over 4 years of experience in Capital Market Research and Fund Management under Financial Institutions such as Pak Oman Asset Management Limited and Faysal Bank Limited. He earned his MBA from SZABIST in 2010 and is a CFA Level-III Candidated. Mr. Altaf is presently working under the financial brand of Faysal Asset Management Limited as a Fixed Income Portfolio Manager, managing over PKR 1,000 Million in Assets under Management.

(v)	PERFORMANCE TABLE	June 30, 2012	June 30, 2011 (Rupees)	
	Net assets Net asset value per unit Offer price Repurchase price per unit Highest offer price per unit Highest repurchase price per unit Lowest offer price Lowest repurchase price per unit	220,261,368 59.78 61.13 59.78 67.95 66.45 59.60 58.28	360,190,437 72.27 73.90 72.27 81.92 80.11 67.49 66.00	516,299,200 92.71 94.80 92.71 104.22 101.92 80.31 78.54
	Total return: - capital growth - income distribution  Average annual return: (Launch date: April 19, 2004)	9.98% 0.43% 9.55%	9.98% 0.43% 9.55%	21.99% -5.01% 27%
	<ul><li>one year</li><li>two years</li><li>three years</li></ul>	-4.69% 2.65% 9.09%	9.98% 15.99% 2.66%	21.99% -1.01% -0.70%
	Distribution per unit: - Interim distribution per unit - Final distribution per unit		9.55% 27%	27% 27%

The Fund's past performance is not necessarily indicative of future performance. Therefore, the unit prices and investment returns may go down, as well as up.

# (vi) MEETINGS OF THE BOARD OF DIRECTORS

Following is the analysis of the attendance in the meetings of the Board of Directors of the Management Company during the year:

	Mastings			Me	etings he	ld on		
Name of Directors	Meetings Attended	Jul 09 2011	Sep 24 2011	Oct 28 2011	Jan 17 2012	Feb 11 2012	Apr 21 2012	Jun 19 2012
Mr. Mohammad Abdul Aleem, Chairman	7	1	1	1	1	1	1	1
Mr. Feroz Rizvi, Director	6	0	1	1	1	1	1	1
Syed Majid Ali, Director	7	1	1	1	1	1	1	1
Mr. Zafar Ahmed Siddiqui, Director	5	1	1	0	1	1	1	0
Mr Syed Ibadur Rahman Chishti Director	6	1	1	0	1	1	1	1
Mr. Aliuddin Ansari, Director	2	0	1	1	0	0	0	0
Mr. Enamullah Khan, Chief Executive Officer (appointed - January 2012	4	0	0	0	1	1	1	1
Mr. Salman Haider Sheikh, Ex-Chief Executive Officer (resigned - January 2012	3	1	1	1	0	0	0	0

#### (vii) MEETINGS OF THE AUDIT COMMITTEE

Following is the analysis of the attendance in the meetings of the Audit Committee of the Management Company during the year:

			Meetings held on						
Name of Directors	Meetings Attended	Jul 09 2011	Sep 23 2011	Oct 21 2011	Jan 17 2012	Feb 10 2012	Apr 3 2012	Apr 21 2012	May 16 2012
Mr. Feroz Rizvi, Director	7	0	1	1	1	1	1	1	1
Syed Majid Ali, Director	8	1	1	1	1	1	1	1	1
Mr. Zafar Ahmed Siddiqu Director	i, 7	1	1	1	1	1	0	1	1

#### (viii) MEETINGS OF THE BOARD HR COMMITTEE

Following is the analysis of the attendance in the meetings of the Board HR Committee of the Management Company during the year:

		Meetings held on	
Name of Directors	Meetings Attended	Jul 08 2011	Feb 11 2012
Mr. Zafar Ahmed Siddiqui, Chairman	2	1	1
Syed Majid Ali, Member	2	1	1
Mr. Enamullah Khan	1	0	1
Mr. Salman Haider Sheikh	1	1	0

# (ix) RATING OF THE FUND AND THE MANAGEMENT COMPANY

The JCR - VIS Credit Rating Company Limited (JCR - VIS) has assigned a "MFR -3 Star" performance ranking over wieghted average period of three years to Faysal Balanced Growth Fund.

JCR - VIS has awarded an " AM3+ " asset manager rating to the Management Company.