## M I S S I O N

At First Capital Mutual Fund Limited we would focus on creating wealth for shareholders, to conduct ourselves with dignity and the highest ethical standards, to contribute as a good corporate citizen to the society and also to provide a good working environment that will surely stimulate talent and reward hard work.

## V I S I O N

To be a leader among Mutual Funds of the country through prudent investments in diversified portfolio for sustained best financial results and continuing achieving maximum yield for the shareholders of First Capital Mutual Fund Limited.

First Capital Mutual Fund Limited

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02

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## COMPANY INFORMATION

| Board of Directors | Aamna Taseer (Chairman) <br> Shahzad Jawahar (CEO) <br> Syed Nadeem Hussain <br> Syed Adnan Ali Zaidi <br> Syed Gazanfar Ali Bukhari* <br> Sulaiman Ahmed Saeed Al-Hoqani <br> Imran Hafeez* <br> Syed Etrat Hussain Rizvi (Alternate Dire <br> Mr. Sulaiman Ahmed Saeed Al-Hoqani) | Non-Executive <br> Executive Independent Independent Executive Non-Executive Non-Executive r to |
| :---: | :---: | :---: |
| Chief Financial Officer | Syed Asad Abbas Ali Zaidi |  |
| Audit Committee | Syed Nadeem Hussain (Chairman) <br> Aamna Taseer <br> Syed Adnan Ali Zaidi |  |
| Company Secretary | Tariq Majeed |  |
| Investment Committee | Shahzad Jawahar <br> Syed Ghazanfar Ali Bukhari <br> Syed Asad Abbas Ali Zaidi |  |
| Auditors | A.F. Ferguson \& Co. Chartered Accountants |  |
| Legal Adviser | Mazhar Law Associates Advocates \& Solicitors |  |
| Custodian | Central Depository Company of Pakistan | mited ("CDC") |
| Registered Office / Head Office | 103-C/II, Gulberg-III <br> Lahore, Pakistan <br> Tel: +92 42 35757591-4 <br> Fax: +92 4235757590,35877920 |  |
| Asset Management Company | First Capital Investments Limited 103-C/II, Gulberg-III, Lahore. |  |
| Registrar and Shares Transfer Office | THK Associates (Pvt.) Limited Ground Floor, State Life Building No.3, Dr. Ziauddin Ahmed Road, Karachi Tel: + 9221 111-000-322 |  |

*Subject to approval of SECP

First Capital Mutual Fund Limited

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## NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the $18^{\text {th }}$ Annual General Meeting of the Shareholders of First Capital Mutual Fund Limited ("the Company") will be held on Friday, 28 September 2012 at 03:00 p.m. at 103-C/II, Gulberg-III, Lahore, the Registered Office of the Company, to transact the following business:

1. To confirm the minutes of last Annual General Meeting held on 31 October 2011;
2. To receive, consider and adopt the audited financial statements of the Company for the year ended 30 June 2012 together with the Directors' and Auditors' reports thereon;
3. To approve the final cash dividend @ 0.650 per share i.e. $6.50 \%$ as recommended by the Board of Directors;
4. To appoint the Auditors of the Company for the year ending 30 June 2013 and to fix their remuneration;

By order of the Board

## Tariq Majeed

Company Secretary

## Notes:

1) The Members Register will remain closed from 20 September 2012 to 28 September 2012 (both days inclusive). Transfers received at THK Associates (Pvt.) Limited, Ground Floor, State Life Building No. 3, Dr. Ziauddin Ahmad Road, Karachi the Registrar and Shares Transfer Office of the Company, by the close of business on 19 September 2012 will be treated in time for the purpose of entitlements of dividend and Annual General Meeting.
2) A member eligible to attend and vote at the meeting may appoint another member as proxy to attend and vote in the meeting. Proxies in order to be effective must be received by the company at the Registered Office not later than 48 hours before the time for holding the meeting.
3) In order to be valid, an instrument of proxy and the power of attorney or other authority (if any) under which it is signed, or a notarially certified copy of such power of attorney, must be deposited at the registered office of the company, 103-C/II, Gulberg-III, Lahore, not less than 48 hours before the time of the meeting.
4) a) Individual beneficial owners of CDC entitled to attend and vote at the meeting must bring his/her participant ID and account/sub-account number along with original CNIC or passport to authenticate his/her identity. In case of Corporate entity, resolution of the Board of

Directors/Power of attorney with specimen signatures of nominees shall be produced (unless provided earlier) at the time of meeting.
b) For appointing of proxies, the individual beneficial owners of CDC shall submit the proxy form as per above requirement along with participant ID and account/sub-account number together with attested copy of their CNIC or Passport. The proxy form shall be witnessed by two witnesses with their names, addresses and CNIC numbers. The proxy shall produce his/her original CNIC or Passport at the time of meeting. In case of Corporate entity, resolution of the Board of Director/Power of attorney along with specimen signatures shall be submitted (unless submitted earlier) along with the proxy form.
5) Members are requested to notify any change in their registered address immediately.

## FINANCIAL HIGHLIGHTS - LAST SIX YEARS

20122011201020092008200

## Income Statement

| Capital gian/(loss) | $\mathbf{1 3 , 2 2 4}$ | 21,975 | 37,839 | $(98,205)$ | 23,516 | 52,949 |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Dividend income | $\mathbf{1 1 , 9 8 4}$ | 12,126 | 10,125 | 13,090 | 13,650 | 10,738 |  |
| Return on Market Tresury bills | $\mathbf{1 3 , 1 6 8}$ | 3,064 | - | - | - | - |  |
| Unrealized gain/(loss) on securitiese | $\mathbf{( 5 , 4 9 3 )}$ | 2,692 | $(9,752)$ | $(43,001)$ | $(71,012)$ | 58,493 |  |
| Operating expenses | $\mathbf{1 2 , 7 8 3}$ | 13,486 | 13,257 | 7,070 | 10,847 | 11,183 |  |
| Net gain/(loss) before taxation | $\mathbf{2 1 , 2 4 1}$ | 28,733 | 28,945 | $(133,821)$ | $(41,590)$ | 114,400 |  |
| Taxation | $\mathbf{6 6 0}$ | 2,744 | 1,013 |  | 478 | 1,086 | - |
| Net gain/(loss) after taxation | $\mathbf{2 0 , 5 8 1}$ | 25,989 | 27,923 | $(134,299)$ | $(42,676)$ | 114,400 |  |
| Earning per share | $\mathbf{0 . 6 9}$ | 0.87 | 0.93 | $(4.48)$ | $(1.42)$ | 3.95 |  |

## Balance Sheet

| Net assets | $\mathbf{2 7 7 , 7 9 9}$ | 257,219 | 231,229 | 203,306 | 337,605 | 380,281 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Net assets value per share | $\mathbf{9 . 2 6}$ | 8.57 | 7.71 | 6.78 | 11.25 | 12.68 |

## Payouts

| Dividend distribution (\%) | $\mathbf{6 . 5}$ | Nil | Nil | Nil | Nil | 10 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

## Stock Exchange

KSE 100 Index
13,801
12,496 9,722
7,162
$12,289 \quad 13,772$

## DIRECTORS' REPORT

The Board of Directors of First Capital Mutual Fund Limited ("the fund" or "the Company") is pleased to present its annual report together with the annual audited financial statements of the Company for the financial year ended 30 June 2012.

## Financial Performance - FY2012

The summary of financial performance for financial year ended 30 June 2012 along with a comparison with the corresponding period last year is as follows:

|  | $\mathbf{2 0 1 2}$ <br> Rupees | 2011 <br> Rupees |
| :--- | ---: | ---: |
| Capital gain on sale of Investments-net | $\mathbf{1 3 , 2 2 3 , 5 9 0}$ | $21,975,049$ |
| Income on Treasury Bills | $\mathbf{1 3 , 1 6 8 , 0 5 3}$ | $3,064,382$ |
| Dividend Income | $\mathbf{1 1 , 9 8 3 , 6 7 6}$ | $12,126,039$ |
| Profit on Bank Deposits | $\mathbf{1 , 1 4 1 , 6 0 3}$ | $7,167,180$ |
| Unrealized diminution in value of investments |  |  |
| at fair value through profit \& loss $\boldsymbol{-}$ net | $\mathbf{( 5 , 4 9 2 , 9 3 9 )}$ | $(2,691,570)$ |
| Operating Expenses | $\mathbf{1 2 , 7 8 3 , 2 5 3}$ | $13,486,181$ |
| Profit after tax | $\mathbf{2 0 , 5 8 0 , 7 6 4}$ | $25,989,448$ |
| Net Assets Value ("NAV") | $\mathbf{2 7 7 , 7 9 9 , 4 3 1}$ | $257,218,667$ |
| NAV per share | $\mathbf{9 . 2 6}$ | 8.57 |
| Earnings per share Basic | $\mathbf{0 . 6 9}$ | 0.86 |
| Dividend | $\mathbf{6 . 5 \%}$ | Nil |
| KSE 100 index | $\mathbf{1 3 , 8 0 1}$ | 12,496 |

During the period under review, the fund recognized accounting profit after tax of Rs. 20.58 Million as compared to Rs. 25.99 Million in FY11. This translated into EPS of Rs. 0.69 as against Rs. 0.86 in FY11. The Fund's NAV has grown by $8.05 \%$ as compared to a growth of $10.44 \%$ in KSE 100 index, a little bit lower than KSE 100 Index benchmark due to increased exposure in treasury bills.

During the year under review the fund has diverted its bank balances towards investment in treasury bills which resulted in increased return, the total return on investments in Treasury Bills and bank deposits has increased by $39.86 \%$ on YoY basis. The fund has also increased its exposure in equity securities during the year, however, there is a decrease in the dividend income of $1.17 \%$ YoY basis. There is a decrease of $39.82 \%$ in capital gains on sale of Investments on a YoY basis. In view of the downward trend in capital market during the first half of year 2012, the fund adopted a risk minimization strategy and parked its funds in Treasury Bills. In the second half of year 2012 the fund started diversion of its investments in Treasury bills towards equity securities, which continued after the close of financial year 2012. This change in Investment policy benefitted the fund and its total NAV increased to around total of Rs. 295.00 million and Rs. 9.8 per share as of the date of signing this report.

## Payment of Dividend

The Board of Directors of the fund in their meeting held on 18 August 2012, declared and recommended a final cash dividend of $6.5 \%$ for the financial year 2012.

## Equity Market Review

The Karachi Stock Exchange (KSE) ended FY12 on a high note, with the Benchmark KSE-100 Index posting a gain of 10.4\% on a YoY basis. The market remained extremely volatile during the financial year, especially in the first half, with the KSE 100 index oscillating between 10,842 and 14,618 . 3QFY12 remained the best performing quarter of the year, posting a $21.3 \%$ gain on a QoQ basis, as market stakeholders and regulators finalized the issues of Capital Gains Tax (CGT) and amnesty scheme for the equity investors. Furthermore, healthy corporate announcements during the year backed the handsome growth in benchmark KSE-100 index. The gains achieved during the 3QFY12 were diluted to some extent during the last quarter where index witnessed a modest $0.3 \%$ uptick. KSE remained one of the best performing markets in the region with the exception of PSEI (Philippine Index) and Thai Index. All the major regional indices witnessed declines with major losses being witnessed on CSI 300 (China) and TAIEX (Taiwan).

## Treasury Bills

In FY12 treasury bills yielded good returns mainly due to inflationary pressures, increased government borrowing and most importantly banks' participation rather than releasing funds to corporate sectors. However, due to the recent cut in discount rate of 150 bps , future returns on Treasury Bills will be lower.

## Future Outlook

It is expected that the main factors that will drive the changes in market in FY13 are upcoming elections, PAK-US ties, proposed demutualization of stock markets, the monetary policy announced by State Bank of Pakistan, IMF plans for Pakistan, and positive developments on Pakistan and India relationship. KSE100 still remains a lucrative avenue for foreigner's money due to its comparatively healthy performance against other stock markets in the world.

Construction and materials sector is expected to continue to outperform in FY13 because of a hike in their topline due to public sector development projects and expected increased exports to different countries especially to Afghanistan. The fertilizer sector may perform well, subject to resolution of the problem of severe gas shortage in the country. As far as Oil \& Gas sector is concerned it is expected that this sector will also perform well because some big guns are involved in expansion through strategic expansion plans, but the issue of circular debt is still a bone of contention. The Banking sector will definitely receive a blow to their earnings due to a hefty cut of 150 bps in discount rate.

The fund is committed to provide consistent long term returns to its investors by investing in a blend of research based equity and debt securities. We are looking forward to further increase our exposure in equity markets by decreasing the proportionate investments in treasury bills. As of the signing of this report the composition of our investments is as follows:

| \% of Total Assets | As at 30-June-2012 | As at 18-August-2012 |
| :--- | :---: | :---: |
| Equities | $55.71 \%$ | $\mathbf{7 0 . 8 2 \%}$ |
| Treasury Bills | $42.20 \%$ | $\mathbf{2 2 . 4 9 \%}$ |

## Performance Rating

The fund has been assigned an MFR of 4 Star ranking (short term) and 3 Star ranking (long term) by Pakistan Credit Rating Agency Limited (PACRA) in the category of closed end equity funds.

## Conversion of fund in to Open end or winding up

Sub regulation 65 of NBFC and notified entities regulation 2008, which requires an Asset Management Company to seek approval from the shareholders of the investment company under its management, either to convert in to an open end scheme or wind up the investment company, is applicable to the fund in current calendar year i.e. $20^{\text {th }}$ November 2012. In this regard, a meeting of the Shareholders of FCMF will tentatively be held on 20 December 2012 or before if possible, to seek the approval of Shareholders in compliance with Clause 65 of NBFC \& Notified Entities Regulations 2008.

## Worker's Welfare Fund

The Fund has not made provisions amounting to Rs. 4.105 million against Worker's Welfare Fund liability; if the same were made the NAV per unit of the Fund would be lower by Rs. 0.14 . For details investors are advised to read the Note 13 of the Annual Financial Statements of the Fund.

## Renewal of License of Asset Management Company

An application for the renewal of the license of Asset Management Company of the fund has been submitted to Securities and Exchange Commission of Pakistan, which is in process.

## Changes in the Board of Directors

During the financial year Mr. Ghazanfar Ali Bukhari and Mr. Imran Hafeez were co-opted by the Board of Directors in place of Mr. Omer Subhan Salamat and Mr. Mahmood Ali Athar, respectively, who have ceased to hold their office of the board of directors under section 188 of the Companies Ordinance, 1984. Further, Syed Etrat Hussain Rizvi was appointed as alternate director to Mr. Sulaiman Ahmed Saeed Al-Hoqani.

During the financial year Syed Kashan Hussain Kazmi resigned from the position of CEO/Director of the Company and Mr. Shahzad Jawahar was appointed as CEO/Director in his place.

## Board Meetings during the year

Five meetings of the Board of Directors were held during the year Attendance by each director is as under:

## Directors

## Meetings Attended

Mrs. Aamna Taseer 5
Syed Kashan Hussain Kazmi (Resigned) 3
Mr. Shahzad Jawahar 2
Mr. Sulaiman Ahmed Saeed Al-Hoqani 1
Mr. Omer Subhan Salamat (Ceased) -
Syed Ghazanfar Ali Bukhari 2
Mr. MahmoodAli Athar (Ceased) -
Mr. Imran Hafeez 3
Syed Nadeem Hussain 5
Syed AdnanAli Zaidi 3
Syed Etrat Hussain Rizvi (Alternate Director of Hoqani) 2

## Trading of Directors

Details of trading in shares of the fund during the financial year, by the Directors, CEO, CFO, Company Secretary and their spouses and any minor children is given in Annexure-I.

## Audit Committee

The Board of directors in compliance with the Code of Corporate Governance has established an Audit Committee. Five meetings of the Audit committee were held during the year. Attendance by each member is as under:

## Audit Committee Member

## Meetings Attended

Syed Nadeem Hussain (Chairman) 3
Aamna Taseer (Member) 5
Syed Adnan Ali Zaidi (Member) 3
There is no change any in audit committee members during the year.

## Investment Committee

The fund's core activities involve trading in listed equity securities. In additions to a prudent and proactive investment policy and strategy as discussed above, the fund has an investment committee for continuous monitoring and risk management. The investment committee members meet on a fortnightly basis. The following are the members of investment committee:

| Mr. Shahzad Jawahar | CEO/Director |
| :--- | :--- |
| Syed Ghazanfar Ali Bukhari | Fund Manager/Director |
| Syed Asad Abbas Ali Zaidi | CFO |

## Pattern of Shareholding

Pattern of shareholdings as required under section 236 of the Companies Ordinance, 1984, and Listing regulations is enclosed.

## Auditors

The present Auditors, Messrs.' A.F Ferguson \& Co., Chartered Accountants shall retire and are eligible to offer themselves for re-appointment. As required under the code of corporate governance, the audit committee has recommended the appointment of Messrs.' A.F Ferguson \& Co., Chartered Accountants. The Board of Directors endorses the recommendation of the Audit Committee for the appointment of Messrs.' A.F Ferguson \& Co., Chartered Accountants as the auditors of the Fund for the financial year ending June 30, 2013.

## Good Governance and Best Business Practices

Practicing Governance means implementing and ensuring compliance with a comprehensive set of ethical principles, plus a team that is committed to these principals and ensures that all our business activities are conducted according to these principles.

The Board of Directors of the Fund is responsible to its shareholders for managing the business of the Fund in strict compliance with the regulatory requirements and sound internal controls. In other words we have to live up to high standards that are independently verifiable. The board acknowledges the responsibility for the sound internal controls and is committed to upholding the highest standards of Code of Corporate Governance.

## Related Party Transactions

The Fund has fully complied with the requirements on Related Party Transactions to the extent as contained in the listing regulations of stock exchanges and NBFC Rules and Regulations.

## Statement of Compliance in accordance with the Code of Corporate Governance

The Fund for the year ended 30 June 2012 has duly complied with the provisions of the relevant code for good governance. The Board of Directors has reviewed the Codes and hereby confirms that:

1) The financial statements, prepared by the management of the listed company, present its state of, affairs, the results of its operations, cash flows and changes in equity, in a true \& fair manner.
2) Proper Books of accounts of the Fund have been maintained.
3) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
4) International Accounting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departures there from have been adequately disclosed and explained.
5) The system of internal control is sound in design and has been effectively implemented and monitored.
6) There are no significant doubts upon the Fund's ability to continue as a going concern.
7) The key operating and financial data of last six years is attached to this report.
8) There are no statutory payments on account of taxes, duties, levies and charges, which are outstanding and have not been disclosed in the accounts.
9) The fund is in compliance with the requirement of training programs for Directors.

## Acknowledgment

The Board would like to take this opportunity to thank and appreciate all the shareholders for their continued support. The board also wishes to place on record its appreciation for the guidance and support extended by the Securities and Exchange Commission of Pakistan, Mutual Funds Association of Pakistan as well as the Stock Exchange(s). Finally, the board would like to express its admiration for the employees of the company for their commitment, hard work and co-operation throughout the year.

## For and on behalf of the Board

Lahore:
18th August 2012

## Aamna Taseer <br> Chairman/Director

Shahzad Jawahar<br>Chief Executive Officer/Director

## TRADING BY BOARD MEMBERS, COMPANY SECRETARY, CFO AND THEIR SPOUSE \& MINOR CHILDREN

| Directors | Opening balance as on 01-07-2011 | Purchase/ <br> al ready shareholder | Bonus | Sale/ <br> Transfer | Closing balance as on 30-06-2012 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mrs. Aamna Taseer | 500 | - | - | - | 500 |
| Syed Kashan Hussain Kazmi (Resigned) | 500 | - | - | 500 | - |
| Mr. Shahzad Jawahar | - | 500 | - | - | 500 |
| Mr. Sulaiman Ahmed Saeed Al-Hoqani | 2,462,140 | 5,510 | - | - | 2,467,650 |
| Mr. Mahmood Ali Athar (Ceased) | 500 | - | - | 500 | - |
| Syed Ghazanfar Ali Bukhari | - | 1,000 | - | - | 1,000 |
| Mr. Omer Subhan Salamat (Ceased) | 1,000 | - | - | 1,000 | - |
| Mr. Imran Hafeez | - | 500 | - | - | 500 |
| Syed Nadeem Hussain | 500 | - | - | - | 500 |
| Syed Adnan Ali Zaidi | 500 | - | - | - | 500 |
| Syed Etrat Hussain Rizvi (Alternate Director to Sulaiman Ahmed Saeed Al-Hoqani) | - | - | - | - | - |

## Spouces

## Minor Children

Chief Financial Officer
Syed Asad Abbas Ali Zaidi

## Company Secretary

Tariq Majeed

## FUND MANAGER REPORT FOR THE YEAR ENDED JUNE 30, 2012

## Profile

Fund Type<br>Category<br>Net Assets Vale (PKR mn.)<br>NAV per share (PKR)<br>Custodian<br>Name of Auditor of the Fund<br>Rate of Management Fee<br>Date of Launch<br>Benchmark<br>AMC Rating<br>Risk Profile

Closed End<br>Equity Fund<br>277.799<br>9.26<br>Central Depository Company of Pakistan Ltd.<br>A.F Ferguson \& Co.<br>2\%<br>January 8, 1995<br>KSE-100 Index<br>AM4+<br>Low

## Objective

The objective of the fund is to augment the wealth of investors through investments geared towards securing maximum returns while simultaneously offsetting resultant risks through efficient diversification across sectors with low correlation amongst them. The management of the fund is continuously striving towards achieving its objective.

## Investment Policy

The investment policy of FCMF is based on valuation driven portfolio building rather than momentum chasing. FCMF focuses on outperforming the market, but does not conceptualize upon aggressive high risk strategies to give the best return in the short run, aiming instead for consistent higher returns in the long run.

The investment portfolio of the fund is comprised of highly liquid, high dividend yield listed securities and fixed income Govt. Securities with upward potential. Earnings consist of capital gain, dividend income, return on Treasury Bills and profit on bank deposits. Our investment philosophy is to capitalize the growth opportunities in different sectors of market by using a cautious approach and doesn't expose it in highly volatile and illiquid stocks.

The proportion of investment in various securities of different companies and across different sectors is based upon expected return \& inherent risks while proportion of investment in stocks or fixed income securities is according to the guidelines of Investment Committee / Asset management company within the limits of applicable NBFC's laws.

## Performance Review during the Fy12

The Net Asset Value per share of the fund as on June 30, 2012 stands at Rs. 9.26 per share representing an increase of $8.05 \%$ over the NAV of the last year as compared to $10.44 \%$ increase in benchmark KSE-100 index during FY12. During the year fund maintained an increased exposure in treasury bills, primarily due to high volatility in equity markets and that eventually resulted in little bit lower return as compared to benchmark index.

|  | FY 2009-2010 | FY 2010-2011 | FY 2011-2012 |
| :--- | :---: | :---: | :---: |
| Beginning net assets | $203,305,781$ | $231,229,219$ | $257,218,667$ |
| Beginning NAV per share | 6.78 | 7.71 | 8.57 |
| Ending net assets | $231,229,219$ | $257,218,667$ | $277,799,431$ |
| Ending NAV per share | 7.71 | 8.57 | 9.26 |
| Cash Distribution |  |  |  |
| $\quad \quad \quad$ Final | - | - | 0.65 |
| $\quad$ Income Distribution (\%) | - | - | $7.58 \%$ |
| Capital Growth (\%) | $13.63 \%$ | $10.89 \%$ | $0.47 \%$ |
| Total Return | $13.63 \%$ | $10.89 \%$ | $8.05 \%$ |


|  | Total Return | Annualized Return (CAGR) |
| :--- | :---: | :---: |
| One Year | $8.05 \%$ | $8.05 \%$ |
| Two Year | $20.10 \%$ | $9.59 \%$ |
| Three Year | $36.58 \%$ | $10.95 \%$ |

## RELATIVE PERFORMANCE



## Summary of Key Investment Decisions during the Year

Consistent with the objective of value investing, the fund mostly pursued a buy and hold strategy except for those stocks which became overvalued or fundamentals got negative. In the 2HFY12 Bank balances were diverted towards equity instruments and treasury bills therefore exposure in equity has been increased from $48 \%$ at the end of FY11 to $55.68 \%$ at the end of FY 12 and Cash and other receivables has been decreased from $10 \%$ to $2.63 \%$ at the end of FY12.
Major portfolio activity during the year was as follows
In view of the downward trend in capital market during the first half of year 2012, the fund adopted a risk minimization strategy and parked its funds in Treasury Bills. However, in the second half of financial year 2012 the fund started diversion of its investments in Treasury bills towards equity securities, which even continued after the close of financial year 2012.

## EQUITY:

- Oil and Gas: The fund increased its exposure in oil and gas sector from 2.88\% at the end of FY11 to $12.38 \%$ at the end of FY12. The increase in exposure is primarily due to strategic growth of the companies in this sector, following expansion plans, and handsome returns which was mainly attributable to increasing international oil prices. The fund increased its exposure mainly in POL and PPL due to heavy volumetric growth.
- Chemicals: The gas shortages remained the key concern as it caused heavy production losses to fertilizers sub sector. In response, the fund reduced its exposure mainly in FFBL and FATIMA however, the fund increased its exposure in FFC due to its attractive fundamental valuation and handsome dividend yield.
- Electricity: Our exposure in this sector has not been changed significantly, while HUBC and KAPCO remained our top picks due to their attractive dividend yields. We divested from NCPL and NPL mainly due to Circular Debt issue.
- Construction and Materials: The fund realized gains over its investments in construction and material sector and closed our positions mainly due to concerns over the further growth in these shares. The fund's exposure to the sector, at the end of FY 12, remained only in DGKC due its better outlook.
- Banks: The exposure in banking sector has been increased from $4.5 \%$ at the end of FY11 to $9.3 \%$ at the end of FY12, primarily due to their healthy growth mainly attributable to downward trajectory in their non-
performing loans and the investments of banks in safer avenues such as government treasury bills. These factors made banking sector lucrative enough for the Fund to increase its exposure in the sector.


## FIXED INCOME INSTRUMENTS:

3-month T-Bills: In order to protect shareholders from unpredictable swings in the equity market, the fund had maintained its exposure between $40 \%-43 \%$ in 3-month T-Bills. These instruments not only provided fixed return to the investors but also offered handsome yields.

## BANK DEPOSITS:

In the 2HFY12 Bank balances were diverted towards equity instruments and treasury bills.

## ASSETS ALLOCATION




## Stock Market Review:

The Karachi Stock Exchange (KSE) ended FY12 on a high note, with the Benchmark KSE-100 Index posting a gain of $10.4 \%$ YoY basis. The market remained extremely volatile during the financial year, especially in first half, with the KSE 100 index oscillating between 10,842 and 14,618 . 3QFY12 remained the best performing quarter of the year, posting a $21.3 \%$ gain QoQ basis, as market stakeholders and regulators finalized the issues of Capital Gains Tax (CGT) and amnesty scheme for the equity investors. Furthermore, healthy corporate announcements during the year backed the handsome growth in benchmark KSE-100 index. The gains achieved during the 3QFY12 were diluted to some extent during the last quarter where index witnessed a modest $0.3 \%$ uptick. This was mainly on account of political uncertainty and strained Pak-US relations. KSE remained one of the best performing markets in the region with the exception of PSEI (Philippine Index) and Thai Index. All the major regional indices witnessed declines with major losses being witnessed on CSI 300 (China) and TAIEX (Taiwan).

## Treasury Bills

In FY12 treasury bills yielded good returns mainly due to inflationary pressures, increased governmental borrowing and most importantly banks participation rather than releasing funds to corporate sectors. However, due to recent cut in discount rate of 150 bps future returns on Treasury Bills will be lower.

## Market Outlook:

It is expected that the main factors that will drive the change in market in FY13 are upcoming elections, PAK-US ties, proposed demutualization of stock markets, the monetary policy announced by State Bank of Pakistan, IMF plans for Pakistan, and positive developments on Pakistan and India relationship. KSE100 still remains a lucrative avenue for foreigner's money due to its comparatively healthy performance against other stock markets in the world.

Construction and materials sector is expected to continue to outperform in FY13 because of a hike in their topline due to public sector development projects and expected increased exports to different countries especially to Afghanistan. The fertilizer sector may perform well, subject to resolution of the problem of severe gas shortage in country. As far as Oil \& Gas sector is concerned it is also expected that this sector will also perform well because some big guns are heavily involved in expansions and strategic expansion plans, but the issue of circular debt is still a bone of contention. The Banking sector will definitely receive a blow to their earnings due to a hefty cut of 150 bps in discount rate.

## Disclosures:

The Fund has not made provisions amounting to Rs. 4.105 million against Worker's Welfare Fund liability; if the same were made the NAV per unit of the Fund would be lower by Rs. 0.14 . For details investors are advised to read the Note 13 of the Annual Financial Statements of the Fund.

## Other disclosures under NBFC regulations 2008

The Fund Manager hereby makes the following disclosures as required under the NBFC Regulations 2008,
a) The Management Company or any of its delegates did not receive any soft commission (goods \& services) from any of its brokers/dealers by virtue of transactions conducted by the Fund.
b) There was no share split undertaken during the year.
c) The Fund Manager is not aware of any circumstances that can materially affect any interests of the shareholders other than those listed below or already disclosed in this report:

In accordance with clause 65 of the Non-Banking Finance Companies and Notified Entities Regulations, 2008, an asset management company managing a closed-end fund shall, upon expiry of every five years from November 21, 2007 or the date of launch of the fund whichever is later, hold, within one month of such period, a meeting of the shareholders of a closed end scheme to seek the approval of the shareholders (by special resolution) to convert the fund into an open end scheme or revoke the closed end scheme, subject to applicable provisions of the Non-Banking Finance Companies and Notified Entities Regulations, 2008 and the Non-Banking Finance Companies (Establishment \& Regulation) Rules, 2003. Accordingly, the management company has to hold a meeting of the shareholders of the fund, within one month of November 21, 2012 as aforesaid. However, the management company is confident that the fund would not be revoked as is the market trend.

## STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

## First Capital Mutual Fund Limited For year ended 30 June 2012

This statement is being presented to comply with the Code of Corporate Governance (the "Code") contained in Regulation No. 35 of listing regulations of Karachi Stock Exchange and Lahore Stock Exchange 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 Fund has applied the principles contained in the Code in the following manner:

1. The Fund encourages the representation of independent non-executive directors and directors representing minority interests on its board of directors. At present the board includes:

| Category | Names |
| :--- | :--- |
| Independent Director | Syed Nadeem Hussain <br> Syed Adnan Ali Zaidi |
| Executive Directors | Mr. Shahzad Jawahar <br>  <br> Syed Ghazanfar Ali Bukhari <br> Non-Executive Directors <br>  <br>  <br>  <br>  <br>  <br>  <br>  Mrs. Aamna Taseer |
|  | Mr. Imran Hafeez |
| Mr. Sulaiman Ahmed Saeed Al -Hoqani |  |
| Syed Etrat Hussain Rizvi (Alternate Director to |  |
|  | Mr. Sulaiman Ahmed Saeed Al -Hoqani) |

2. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Fund (excluding the listed subsidiaries of listed holding company where applicable).
3. All the resident directors of the Fund are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI, or being a member of a stock exchange, has been declared as defaulter by that stock exchange.
4. A casual vacancy occurring during the year under review was filled up by the directors within 90 days.
5. The Fund has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Fund along with its supporting policies and procedures.
6. The board has developed a vision/mission statement, overall corporate strategy and significant policies of the Fund. A complete record of particulars of significant policies along with the dates on which they 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 directors have been taken by the board/shareholders.
8. The meetings of the board were presided over by the Chairman and, in his absence, by a director elected by the board for this purpose. 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. The board arranged orientation courses/training programs for its directors during the year.
10. The board has approved appointment of CFO, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment. The CFO and Head of Internal Auditor possess the necessary qualification and experience as required the Code.
11. The director's report for this year 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 CEO and CFO before approval of the board.
13. The directors, CEO and executives do not hold any interest in the shares of the Fund other than that disclosed in the pattern of shareholding.
14. The Fund has complied with all the corporate and financial reporting requirements of the Code.
15. The board has formed an audit committee. It comprises of three members, of whom two are non-executive directors, while the Chairman is an independent director.
16. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Fund as required by the Code. The terms of reference of the committee have been formed and advised to the committee for compliance.
17. The board of directors of Asset Management Company of the Fund has formed a Human Resource and Remuneration Committee. It comprises of three members, of whom two are non-executive directors and the chairman of the committee is an independent director.
18. The board of directors of Asset Management Company of the Fund has set up an effective internal audit function that is considered suitably qualified and experienced for the purpose and is 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 programme of the ICAP, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Fund and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by 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 securities, was determined and intimated to directors, employees and stock exchanges.
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchanges.
23. All related party transactions entered during the year were at arm's length basis and these have been placed before the Audit Committee and Board of Directors. These transactions are duly reviewed and approved by Audit Committee and Board of Directors.
24. We confirm that all other material principles enshrined in the Code have been complied with.

## For and on behalf of the Board

Lahore:
18August 2012

Aamna Taseer<br>Chairman/Director

Shahzad Jawahar<br>Chief Executive Officer/Director

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

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of First Capital Mutual Fund Limited ('the Fund') to comply with the Listing Regulation No. 35 of the Karachi and Lahore Stock Exchanges, where the Fund is listed.

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

As part of our audit of 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 controls covers all risks and controls, or to form an opinion on the effectiveness of such internal controls, the Fund's corporate governance procedures and risks.

Regulation 35 (x) of the Listing Regulations requires the Fund to place before the Board of Directors for their consideration and approval related party transactions distinguishing between transactions 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 requirement 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 price or not.

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

## LAHORE

18th August 2012

## A.F. Ferguson \& Co.

Chartered Accountants
(Muhammad Masood)

## AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed statement of assets and liabilities of First Capital Mutual Fund Limited as at June 30, 2012 and the related income statement, distribution statement, cash flow statement, statement of changes in equity and statement of movement in equity and reserves 'per share' together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the management company to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards, the requirements of the Companies Ordinance, 1984 and the Non Banking Finance Companies and Notified Entities Regulations, 2008. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:
(a) in our opinion, proper books of account have been kept by the Fund as required by the Companies Ordinance, 1984;
(b) in our opinion:
(i) the statement of assets and liabilities and income statement together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984 and the Non-Banking Finance Companies and Notified Entities Regulations, 2008 and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
(ii) the expenditure incurred during the year was for the purpose of the Fund's business; and
(iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Fund;
(c) in our opinion and to the best of our information and according to the explanations given to us, the statement of assets and liabilities, income statement, distribution statement, cash flow statement, statement of changes in equity and statement of movement in equity and reserves 'per share' together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984 and the Non-Banking Finance Companies and Notified Entities Regulations, 2008 in the manner so required and respectively give a true and fair view of the state of the Fund's affairs as at June 30, 2012 and of the income, its distributions, its cash flows, changes in equity and movement in equity and reserves 'per share' and transactions for the year then ended; and
(d) in our opinion no zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

We draw attention to note 1 to the financial statements which, inter-alia, states that the management company has to hold a meeting of the share holders of the Fund within one month of November 21, 2012 to seek their approval in accordance with clause 65 of the Non-Banking Finance Companies and Notified Entities Regulations, 2008. Our opinion is not qualified in respect of this matter.

We also draw attention to note 13 to the accompanying financial statements which refers to an uncertainty relating to the future outcome of the litigation regarding contribution to the Workers' Welfare Fund which is currently pending adjudication at the Honourable High Court of Sindh. Our opinion is not qualified in respect of this matter.

The financial statements of the Fund for the year ended June 30, 2011 were audited by another firm of accountants, M/s KPMG Taseer Hadi \& Company, Chartered Accountants, whose report dated September 26, 2011 expressed an unqualified opinion thereon.

## LAHORE <br> Dated: 18th August, 2012

## A.F. Ferguson \& Co. <br> Chartered Accountants <br> (Muhammad Masood)

## STATEMENT OF ASSETS AND LIABILITIES

AS AT 30 JUNE 2012

|  | 2012 | 2011 |
| :---: | :---: | :---: |
| NOTE | Rupees | Rupees |

## ASSETS

## Current assets

Bank balances
Investments at fair value through profit or loss
Receivable against sale of investments
Dividend, prepayments and other receivables

## Non-current assets

Long-term deposit
TOTAL ASSETS

## LIABILITIES

## Current liabilities

Due to management company - an associated company
Payable against purchase of investments
Accrued expenses and other liabilities
Unclaimed dividend
Income tax payable

## NET ASSETS

## SHARE HOLDER'S EQUITY

## Authorized capital

35,000,000 (June 30, 2011: 35,000,000) ordinary shares of Rs 10 each

Issued, subscribed and paid-up capital
30,000,000 (June 30, 2011: 30,000,000) ordinary shares of Rs 10 each

## Accumulated Loss

Contingencies and commitments

Net assets value per share

10  13

12


8

9

| $\mathbf{5 , 2 9 6 , 6 0 7}$ |
| ---: |
| $\mathbf{1 6 , 5 1 4}$ |
| $\mathbf{7 2 1 , 6 2 9}$ |
| $\mathbf{1 , 7 8 4 , 2 4 4}$ |
| $\mathbf{6 0 8 , 5 3 5}$ |
| $\mathbf{8 , 4 2 7 , 5 2 9}$ |
| $\mathbf{2 7 7 , 7 9 9 , 4 3 1}$ |


| $5,008,853$ |
| ---: |
| $5,772,056$ |
| 682,306 |
| $1,784,244$ |
| $2,833,993$ |
| $16,081,452$ |
| $257,218,667$ |

5
6

7

$$
\begin{array}{rr}
\mathbf{1 3 7 , 5 0 0} \\
\mathbf{2 8 6 , 2 2 6 , 9 6 0} & 137,500 \\
& 273,300,119
\end{array}
$$

$$
-2 .
$$



## INCOME STATEMENT

## FOR THE YEAR ENDED 30 JUNE 2012

|  | 2012 | 2011 |
| :---: | :---: | :---: |
| NOTE | Rupees | Rupees |

## Income

| Capital gain on sale of investments - net | 14 | 13,223,590 | 21,975,049 |
| :---: | :---: | :---: | :---: |
| Unrealized diminution in value of investments |  |  |  |
| Income on market treasury bills |  | 13,168,053 | 3,064,382 |
| Dividend income |  | 11,983,676 | 12,126,039 |
| Profit on bank deposits |  | 1,141,603 | 7,167,180 |
| Other income |  | - | 578,700 |
|  |  | 34,023,983 | 42,219,780 |
| Operating expenses |  |  |  |
| Remuneration to management company | 8 | 5,296,607 | 5,008,853 |
| Securities transaction cost |  | 4,294,099 | 5,489,016 |
| Fees and subscription | 15 | 481,811 | 460,838 |
| Custodian fee |  | 1,302,229 | 1,464,665 |
| Printing |  | 493,432 | 334,318 |
| Auditors' remuneration | 16 | 615,813 | 395,000 |
| Legal and professional charges |  | 204,667 | 197,000 |
| Bank charges |  | 94,595 | 136,491 |
|  |  | 12,783,253 | 13,486,181 |
| Profit before taxation |  | 21,240,730 | 28,733,599 |
| Taxation | 17 | 659,966 | 2,744,151 |
| Profit after taxation |  | 20,580,764 | 25,989,448 |
| Earnings per share | 18 | 0.69 | 0.86 |

The annexed notes from 1 to 28 form an integral part of these financial statements.

## STATEMENT OF COMPREHENSIVE INCOME

## FOR THE YEAR ENDED 30 JUNE 2012

Profit after taxation

Other comprehensive income/(loss) for the year

Total comprehensive income for the year
2012
Rupees

20,580,764
2011 Rupees

25,989,448

The annexed notes from 1 to 28 form an integral part of these financial statements.

## CASH FLOW STATEMENT

## FOR THE YEAR ENDED 30 JUNE 2012

|  | 2012 | 2011 |
| :---: | :---: | :---: |
| Note | Rupees | Rupees |

## Cash flow from operating activities

Income before tax
Adjustment for non-cash items:

- Dividend income
- Remuneration to management company
- Unrealized loss in value of investments at fair value through profit or loss - net
- Capital gain on sale of investments - net
- Income on market treasury bills
- Other income

Loss before working capital changes

Effect on cash flow due to working capital changes:

- Decrease in investments at fair value through profit and loss account
- Increase / (decrease) in receivable against sale of investments and other receivables
- (Decrease) / increase in payable against purchase of investments and other liabilities

Cash used in operations
Remuneration paid to management company
Taxes paid
Dividend received
Net cash outflow from operations

Net decrease in cash and cash equivalents
Cash and cash equivalents at the beginning of the year

Cash and cash equivalents at the end of the year

21,240,730
28,733,599

20
$(11,983,676)$
5,296,607

5,492,939
$(13,223,590)$
$(13,168,053)$
$\frac{-}{(6,345,043)}$

| $(27,028,325)$ |
| ---: |
| $3,520,334$ |
|  |
| $(5,716,219)$ |
| $(29,224,210)$ |
| $(35,569,253)$ |


| (37,040,609) |
| :---: |
| $(2,755,007)$ |
| 941,576 |
| (38,854,040) |
| $(40,164,188)$ |


| $\mathbf{( 5 , 0 0 8 , 8 5 3 )}$ | $(4,878,698)$ |  |
| ---: | ---: | ---: |
| $\mathbf{( 1 , 9 1 2 , 6 7 8 )}$ | $(1,581,058)$ |  |
| $\mathbf{1 1 , 9 5 9 , 6 7 5}$ | $12,367,735$ |  |
| $\mathbf{( 3 0 , 5 3 1 , 1 0 9 )}$ |  | $(34,256,209)$ |

(30,531,109)
$(34,256,209)$
36,186,688
$(12,126,039)$
5,008,853

2,691,570
$(21,975,049)$
$(3,064,382)$
$(1,310,148)$

70,442,897


The annexed notes from 1 to 28 form an integral part of these financial statements.

## STATEMENT OF CHANGES IN EQUITY

## FOR THE YEAR ENDED 30 JUNE 2012

| Share Capital | $\begin{gathered} \text { Accumulated } \\ \text { loss } \end{gathered}$ | Total |
| :---: | :---: | :---: |
|  | Rupe |  |


| Balance as at 01 July 2010 | 300,000,000 | (68,770,781) | 231,229,219 |
| :---: | :---: | :---: | :---: |
| Total comprehensive income for the year | - | 25,989,448 | 25,989,448 |
| Balance as at 30 June 2011 | 300,000,000 | (42,781,333) | 257,218,667 |
| Balance as at 01 July 2011 | 300,000,000 | $(42,781,333)$ | 257,218,667 |
| Total comprehensive income for the year | - | 20,580,764 | 20,580,764 |
| Balance as at 30 June 2012 | 300,000,000 | (22,200,569) | 277,799,431 |

The annexed notes from 1 to 28 form an integral part of these financial statements.

## STATEMENT OF MOVEMENT IN EQUITY AND RESERVES - PER SHARE

## FOR THE YEAR ENDED 30 JUNE 2012

| 2012 | 2011 |
| :---: | :---: |
| Rupees | Rupees |

Net assets value per share at the beginning of the year
Capital gain on sale of investments - net
Unrealized loss in value of investments at fair value through profit or loss - net
Other net operating income for the year

| 8.57 |
| :---: | :---: |
| 0.44 |
| $(0.18)$ |
| 0.43 |
| 0.69 |
| 9.26 |

The annexed notes from 1 to 28 form an integral part of these financial statements.

## DISTRIBUTION STATEMENT

## FOR THE YEAR ENDED 30 JUNE 2012

| 2012 | 2011 |
| :---: | :---: |
| Rupees | Rupees |

(Accumulated loss) / Undistributed
income brought forward

| Realized loss | (63,937,612) | $(92,618,630)$ |
| :---: | :---: | :---: |
| Unrealized gain | 21,156,279 | 23,847,849 |
|  | $(42,781,333)$ | (68,770,781) |
| Total comprehensive income for the year | 20,580,764 | 25,989,448 |
| Unappropriated loss carried forward | $(22,200,569)$ | (42,781,333) |

Represented by

Accumulated loss carried forward
Realized loss

| $\mathbf{( 3 7 , 8 6 3 , 9 0 9 )}$ |  | $(63,937,612)$ |
| ---: | ---: | ---: |
| $\mathbf{1 5 , 6 6 3 , 3 4 0}$ | $21,156,279$ |  |
|  |  | $(42,781,333)$ |

The annexed notes from 1 to 28 form an integral part of these financial statements.

## NOTES TO THE FINANCIALSTATEMENTS

## FOR THE YEAR ENDED 30 JUNE 2012

## 1 Legal status and nature of business

First Capital Mutual Fund Limited (the "Fund") was incorporated in Pakistan on January 08, 1995 as a public limited company under the Companies Ordinance, 1984, having registered office at 103-C/II Gulberg III, Lahore. The Fund commenced its operations on March 14, 1995. The Fund is listed on Karachi and Lahore Stock Exchanges. It is registered with the Securities and Exchange Commission of Pakistan (SECP) as an Investment Company under the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (The NBFC Rules). The Fund is registered as a Notified Entity under the Non-Banking Finance Companies and Notified Entities Regulations, 2008. The objective of the Fund is to carry on the business of a close end mutual fund and to invest its assets in securities, which are listed or unquoted securities unless an application for listing of such securities has been accepted by the stock exchanges.

The Fund has an agreement with First Capital Investments Limited (the "Management Company"), an associated company, to provide asset management services. First Capital Investments Limited is duly licensed under the NBFC Rules to provide asset management services to closed end funds only. The Central Depository Company of Pakistan Limited is the custodian of the Fund.

The Management Company has been assigned rating of "AM4+" by Pakistan Credit Rating Agency (PACRA). The Fund has been assigned long term credit rating at " 3 Star", while normal credit rating has been assigned at "4 Star" by PACRA.

In accordance with clause 65 of the Non-Banking Finance Companies and Notified Entities Regulations, 2008, an asset management company managing a closed-end fund shall, upon expiry of every five years from November 21, 2007 or the date of launch of the fund whichever is later, hold, within one month of such period, a meeting of the share holders of a closed-end scheme to seek the approval of the share holders (by special resolution) to convert the fund into an open-end scheme or revoke the closed-end scheme, subject to applicable provisions of the Non Banking Finance Companies and Notified Entities Regulations, 2008 and the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003. Accordingly, the Management Company has to hold a meeting of the share holders of the Fund within one month of November 21, 2012 as aforesaid. However, the Management Company is confident that the Fund would not be revoked as is the market trend and, therefore, these financial statements have been prepared on a 'going concern' basis.

## 2. Basis of preparation

### 2.1 Statement of compliance

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, the requirements of the Companies Ordinance 1984, the Non-Banking Finance Companies (Establishment and Regulation) Rules 2003 (the NBFC Rules), the Non-Banking Finance Companies and Notified Entities Regulations, 2008 (the NBFC Regulations) and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements of the Companies Ordinance 1984, the NBFC Rules, NBFC Regulations 2008 or the directives issued by the SECP differ with the requirement of IFRS, the requirements of the Companies Ordinance 1984, the NBFC Rules, the NBFC Regulations or the directives issued by the SECP prevail.

### 2.2.1 Standards, amendments to published standards and interpretations that are effective in the current year and are relevant to the Fund

- IFRS 7, 'Disclosures on transfers of financial assets' (Amendment), issued in October 2010. The new
disclosure requirements apply to transferred financial assets. An entity transfers a financial asset when it transfers the contractual rights to receive cash flows of the asset to another party. These amendments are a part the IASBs comprehensive review of off-balance sheet activities. The amendments will promote transparency in the reporting of transfer transactions and improve users' understanding of the risk exposures relating to transfers of financial assets and the effect of those risks on an entity's financial position, particularly those involving securitization of financial asset. The Fund has determined that there is no significant transfer of financial assets that require disclosure under the guidance above.
- Annual improvements to IFRSs 2010 (effective 1 January 2011). This set of amendments includes changes to two standards: IFRS 7, 'Financial instruments: Disclosures' and IAS 1, 'Presentation of financial statements'. The improvements are as follows:


## IFRS

IFRS 7, 'Financial instruments; Disclosures'

## IAS 1, 'Presentation of financial statements'

## Subject of amendment

Clarification for disclosures (Interaction between qualitative and quantitative disclosures)

Presentation changes to statement of changes in equity

The Fund has determined that there is no material impact of the above amendments on the financial statements.

- IAS 24 (Revised), 'Related party disclosures', issued in November 2009. It supersedes IAS 24, 'Related party disclosures', issued in 2003. The revised standard clarifies and simplifies the definition of a related party and removes the requirement for government-related entities to disclose details of all transactions with the government and other government-related entities. As this change only impacts presentation aspects, there is no impact on the profit for the year.


### 2.2.2 Amendments and interpretations to published standards not yet effective

The following amendments and interpretations to existing standards have been published and are mandatory for the company's accounting periods beginning on or after July 01,2012 or later periods, but the company has not early adopted them:

- IFRS 7, 'Disclosures on offsetting financial assets and financial liabilities' (Amendment), issued on 19 December 2011. The new disclosure requirements apply to offsetting of financial assets and financial liabilities. The amendment clarifies that the right of set-off must be available at present i.e. it is not contingent on a future event and must be legally enforceable for all counterparties. This amendment reflects the requirements to enhance current offsetting disclosures. The new disclosure is intended to facilitate comparison between those entities that prepare IFRS financial statements and those that prepare US GAAP financial statements. The company will apply these amendments for the financial reporting period commencing on July 01, 2013. It is not expected to have any material impact on the company's financial statements.
- IFRS 9, 'Financial Instruments', originally issued in November 2009 and reissued in October 2010. This addresses the classification and measurement of financial assets and financial liabilities, and is likely to affect the company's accounting for its financial assets and financial liabilities. The standard is not applicable until January 01,2015 but is available for early adoption. IFRS 9 only permits the recognition of fair value gains and losses in other comprehensive income if they relate to equity investments that are not held for trading. Fair value gains and losses on available-for-sale debt investments, for example, will therefore have to be recognised directly in profit or loss. It is not expected to have any material impact on the company's financial statements.
- IFRS 13 - 'Fair value measurement'. This is applicable on accounting periods beginning on or after January 01, 2013. This standard aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirements for use across IFRSs. The requirements, which are largely aligned between IFRSs and US GAAP, do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other
standards within IFRSs or US GAAP. The company will apply this standard from July 01, 2013 and does not expected to have any material impact on its financial statements.
- IAS 1 - 'Financial statement presentation' (Amendment). This is applicable on accounting periods beginning on or after July 01, 2012. The main change resulting from this amendment is a requirement for entities to group items presented in Other Comprehensive Income (OCI) on the basis of whether they are potentially recycled to profit or loss (reclassification adjustments). The amendment does not address which items are presented in OCI. The company will apply this amendment from July 01,2013 and does not expect to have a material impact on its financial statements.
- IAS 32 - 'Financial instruments - Presentation on offsetting financial assets and financial liabilities' (Amendment) issued on 19 December 2011. This is applicable on accounting periods beginning on or after July 01, 2014. This amendment clarifies some of the requirements for offsetting financial assets and financial liabilities on the balance sheet. The company will apply this amendment from July 01, 2014 and does not expect to have a material impact on its financial statements. IAS 32 (Amendment), 'Financial instruments: Presentation' is applicable on accounting periods beginning on or after January 01, 2014.


## 3. Basis of measurement

### 3.1 Critical accounting estimates and judgements

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires the management to exercise its judgement in the process of applying the Fund's accounting policies. Estimates and judgements are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. The areas where various assumptions and estimates are significant to the Fund's financial statements or where judgement was exercised in application of accounting policies principally relate to classification and valuation of investments (note 4.1 and 6).

### 3.2 Accounting convention

The financial statements have been prepared under the historical cost convention except for certain investments which are carried at fair value.

### 3.3 Functional and presentation currency

These financial statements are presented in Pak Rupees, which is the Fund's functional and presentation currency.

## 4 Summary of significant accounting policies

The significant accounting policies adopted in the preparation of these financial statements are set out below:

### 4.1 Investment at fair value through profit or loss

An investment is classified at fair value through profit or loss if it is held-for-trading or is designated as such upon initial recognition. Investments are designated at fair value through profit or loss if the Fund manages such investments and makes purchase and sale decisions based on their fair value in accordance with the Fund's documented risk management or investment strategy.

Investments which are acquired principally for the purpose of generating profit from short term price fluctuation or are part of the portfolio in which there is recent actual patterns of short term profit taking are classified as held for trading or a derivative.

Investment in listed securities including investment in associated companies are classified as investment at fair value through profit or loss. These are securities that are acquired principally for the purpose of generating profit from short-term fluctuation in price or dealer's margin.

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All investments are initially recognized at cost, being the fair value of the consideration given excluding acquisition charges associate with the investment. After initial recognition, investments are measured at their fair value. Unrealized gains and losses on investments are recognized in income statement of the period. Transaction costs are expensed out immediately.

Fair values of these securities representing listed equity securities are determined by reference to the stock exchange quoted market prices and that of debt securities through discounting of future cash flows to determine present value by using PKRV rates.

### 4.2 Taxation

### 4.2.1 Current

Provision for current taxation is based on taxable income at the current rates of taxation after taking into account tax credits and rebates available, if any. Any income, other than capital gain on stock and shares of a public company held for less than twelve months, derived by the Fund is exempt from tax if the Fund intends to distribute 90 percent or more of its accounting profit as reduced by capital gains whether realized or unrealized amongst its shareholders in accordance with the exemptions available under clauses 57(2) and 99 of Part I of the Second Schedule to the Income Tax Ordinance, 2001.

The Fund is also exempt from provisions of section 113 (minimum tax) under clause 11A of part IV to the Second Schedule of the Income Tax Ordinance, 2001.

### 4.2.2 Deferred

Deferred tax is provided using the balance sheet liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of the taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

Deferred tax is calculated at the rates that are expected to apply to the period when the differences reverse based on tax rates that have been enacted or substantively enacted by the balance sheet date. Deferred tax is charged or credited in the profit and loss account, except in the case of items credited or charged to other comprehensive income or equity in which case it is included in other comprehensive income or equity.

The deferred tax asset on unused tax losses has not been recognized in these financial statements, as the Fund intends to continue availing the tax exemption in future years and management believes that tax benefit relating to carried forward tax losses would not be utilized.

### 4.3 Revenue recognition

### 4.3.1 Capital gains / (losses)

Realised capital gains / (losses) arising on sale of securities are included in the income statement in the period in which they arise.

### 4.3.2 Unrealized gains / (losses)

Unrealized gains / (losses) arising on the remeasurement of securities classified as ' financial assets at fair value through profit and loss' are included in the income statement in the period in which they arise.

### 4.3.3 Dividend

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

### 4.3.4 Profit on bank deposits

Profit on bank deposits is recognized on an accrual basis.

### 4.4 Trade date accounting

Regular way purchases and sales of financial assets are recognized on the trade date - the date the Fund commits to purchase or sell the asset.

### 4.5 Financial instruments

All financial assets and liabilities are recognised at the time when the Fund becomes a party to the contractual provisions of the instrument.

The Fund de-recognises a financial asset or a portion of a financial asset when, and only when, the Fund loses control of the contractual rights that comprise the financial asset or portion of the financial asset. While a financial liability or a part of a financial liability is de-recognised from the balance sheet when, and only when, it is extinguished i.e. when the obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on recognition or de-recognition of financial assets and financial liabilities are stated in their respective notes.

### 4.6 Offsetting of financial assets and financial liabilities

Financial assets and liabilities are offset and the net amount is reported in the statement of assets and liabilities when there is a legally enforceable right to set off the recognized amounts and there is an intention to settle on a net basis or to realize the asset and settle the liability simultaneously.

### 4.7 Provisions

Provisions are recognized when the Fund has a present legal or constructive obligation as a result of past event and 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 Cash and cash equivalents

Cash and cash equivalents are carried on the statement of assets and liabilities at cost. Cash comprises of saving accounts with banks.

Profit on balances in saving accounts ranges from 5\% to $8.25 \%$ (2011:5\% to $8.25 \%$ ) per annum.
Investments at fair value though profit and loss account
Investment in shares
Investment in market tr

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##  <br> －note 6.1 －note 6.5 <br> （Rupees） 2011 <br> zIOz

| Name of the Investee Company | $\begin{gathered} \text { As at July 01, } \\ 2011 \\ \hline \end{gathered}$ | $\begin{gathered} \text { Purchases during } \\ \text { the year } \end{gathered}$ | Bonus | $\begin{gathered} \text { Sales during the } \\ \text { year } \\ \hline \end{gathered}$ | $\begin{gathered} \text { As at June 30, } \\ \hline 2012 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Shares of listed companies－Fully paid ordinary shares of Rs 10 each unless stated otherwise |  |  |  |  |  |
| Oil and Gas |  |  |  |  |  |
| Attock Petroleum Limited | － | 38，638 | － | 38，638 | － |
| Attock Refinery Limited | 8，500 | 300，210 | － | 307，210 | 1，500 |
| Mari Gas Company Limited | － | 33，500 | － | 33，500 | － |
| National Refinery Limited | 3，500 | 43，960 | － | 43，623 | 3，837 |
| Oil and Gas Development Company Limited | － | 328，571 | － | 261，571 | 67，000 |
| Pakistan State Oil Company Limited | 15，295 | 194，400 | － | 180，695 | 29，000 |
| Pak Oil Fields Limited | － | 303，700 | － | 265，700 | 38，000 |
| Pakistan Petroleum Limited | 5，000 | 159，770 | 770 | 150，456 | 15，084 |
| Shell Pakistan Limited | － | 1，800 | － | 1，800 |  |
|  | 32，295 | 1，404，549 | 770 | 1，283，193 | 154，421 |
| Chemicals |  |  |  |  |  |
| Agritech Limited | － | 105，304 | － | 65，304 | 40，000 |
| Arif Habib Corporation Limited | 104，500 | 1，031，200 | 5，300 | 1，046，000 | 95，000 |
| Dawood Hercules Chemical Limited | － | 22，500 | － | 22，500 | － |
| Engro Corporation Limited | 23，000 | 435，100 | 2，400 | 400，100 | 60，400 |
| Fauji Fertilizer Bin Qasim Limited | 452，000 | 1，496，035 | － | 1，938，035 | 10，000 |
| Fauji Fertilizer Company Limited | 65，500 | 1，044，729 | 38，000 | 981，229 | 167，000 |
| Fatima Fertilizer Company Limited | 130，000 | 2，838，808 | － | 2，870，808 | 98，000 |
| Ghani Gases Limited | 94，500 | － | － | 94，500 | － |
| ICI Pakistan Limited | 28，070 | 56，575 | － | 74，645 | 10，000 |
| Lotte Pakistan PTA Limited | 35，000 | 1，422，000 | － | 1，457，000 | － |
| Nimir Industrial Chemical Limited | 57，000 | 599，500 | － | 656，500 | － |
| Sitara Chemicals Limited | － | 6，500 | － | 6，500 | － |
| Sitara Peroxide Limited | － | 28，000 | － | 28，000 | － |
|  | 989，570 | 9，086，251 | 45，700 | 9，641，121 | 480，400 |
| Construction and Materials |  |  |  |  |  |
| Attock Cement Pakistan Limited | － | 14，500 | － | 14，500 | － |
| Cherat Cement Company Limited | － | 50，000 | － | 50，000 | － |
| D．GKhan Cement Company Limited | 151，938 | 1，729，500 | － | 1，841，438 | 40，000 |
| Fauji Cement Company Limited | － | 340，000 | － | 340，000 | － |
| Lafarge Pakistan Cement Limited | 150，000 | 250，000 | － | 400，000 | － |
| Lucky Cement Company Limited | 54，152 | 819，700 | － | 873，852 | － |
| Maple Leaf Cement Factory Limited | 100，000 | 96，105 | － | 196，105 | － |
|  | 456，090 | 3，299，805 | － | 3，715，895 | 40，000 |


|  | ＋ |  |  | $\cdot \mid$ |  |  | $\mid$ |  | $\mid$ |
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| Percentage in relation to |  |  |
| :---: | :---: | :---: |
| Market Value as percentage of net assets | Market Value as percentage of total investments | Effective Rate of Return |
| - | - |  |
| - | - |  |
| - | - |  |
| - | - |  |
| - | - |  |
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| - | - |  |
| - | - |  |
| - | - |  |
| 5.70 | 5.65 | 11.72 |
| 8.80 | 8.73 | 11.72 |
| 9.31 | 9.23 | 11.72 |
| 3.34 | 3.31 | 11.72 |
| 7.43 | 7.37 | 11.72 |
| 8.89 | 8.82 | 11.76 |
| 43.47 | 43.11 |  |




| Note | $\mathbf{2 0 1 2}$ | 2011 |
| :---: | :---: | :---: |
|  | Rupees | Rupees |

7 Dividend, prepayments and other receivables
Dividend receivable

| $\mathbf{1 8 7 , 5 0 7}$ |  |  |
| :---: | :---: | ---: |
| - |  | 163,506 |
| 9 |  | 972,746 |

## 8 Due to management company - an associated company

Balance as at July 01
Remuneration for the year

Less: Payments made during the year
Balance as at June 30

|  | $\mathbf{5 , 0 0 8 , 8 5 3}$ |  | $4,878,698$ |
| :---: | :---: | :---: | ---: |
| 8.1 | $\mathbf{5 , 2 9 6 , 6 0 7}$ |  | $5,008,853$ |
|  |  |  | $9,887,551$ |
|  | $\mathbf{1 0 , 3 0 5 , 4 6 0}$ |  | $(4,878,698)$ |
|  |  |  | $5,008,853$ |

8.1 Under the provisions of the Non Banking Finance Companies and Notified Entities Regulations, 2008, the Asset Management Company of a closed end Fund is entitled to a remuneration, during the first five years of the closed end Fund, of an amount not exceeding three percent of the average annual net assets of the Fund and thereafter of an amount equal to two percent of such assets of the Fund. In the current year, the management company has charged remuneration at the rate of two percent of the average annual net assets of the Fund.

| Note | 2012 | 2011 |
| :--- | :---: | :---: |
|  | Rupees | Rupees |

## 9 Accrued expenses and other liabilities

Accrued custodian fee
Legal expenses payable
Audit fee
Annual fee-SECP
Other payables

| 9.1 | $\mathbf{2 4 , 0 4 0}$ | 158,885 |
| ---: | ---: | ---: |
|  | $\mathbf{1 8 , 0 0 0}$ | 18,000 |
|  | $\mathbf{4 2 5 , 5 0 0}$ | 242,500 |
| 9.2 | $\mathbf{2 5 1 , 5 8 9}$ | 237,921 |
|  | $\mathbf{2 , 5 0 0}$ | 25,000 |
|  | $\mathbf{7 2 1 , 6 2 9}$ | 682,306 |
|  |  |  |

### 9.1 Payable to Central Depository Company of Pakistan Limited

The custodian is entitled to a monthly remuneration for services rendered to the Fund under the provisions of a Custodian Services Agreement in accordance with the tariff specified there in.

### 9.2 Payable to Securities and Exchange Commission of Pakistan

This represents annual fee at the rate of $0.095 \%$ of the average annual net assets of the Fund payable to SECP under Regulation 62 read with Schedule 2 of the NBFC Regulation, 2008.


## 10 Issued, subscribed and paid up capital

30,000,000 (2011: 30,000,000) ordinary shares of Rs $10 /$ - each fully paid in cash
10.1 Ordinary shares of the Fund held by associated undertakings are as follows:

First Capital Investments Limited
First Capital Securities Corporation Limited
Al- Hoqani Securities \& Investment Corporation

## 11 Pattern of shareholding

Shareholding pattern of the Fund as at June 30, 2012 is as follows:

| Category | Number of <br> Shareholders | Shareholding <br> amount | \% of Total |
| :--- | ---: | ---: | ---: | ---: |

Shareholding pattern of the Fund as at June 30, 2011 is as follows:

| Category | Number of <br> Shareholders | Shareholding <br> amount | \% of Total |
| :--- | ---: | ---: | ---: |


| 2012 | 2011 |
| :---: | :---: |
| Rupees | Rupees |

## 12 Net Assets Value per share

Total net assets

Total number of shares in issue

| 277,799,431 | $257,218,667$ <br> $\mathbf{3 0 , 0 0 0 , 0 0 0}$ |
| ---: | ---: |
| $\mathbf{9 . 2 6}$ | $30,000,000$ |

## 13 Contingencies and commitments

The Finance Act 2008 introduced an amendment to the Workers' Welfare Fund Ordinance, 1971 (WWF Ordinance). As a result of this amendment it may be construed that all Collective Investment Schemes / mutual funds (CISs) 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 light of this, Mutual Funds Association of Pakistan (MUFAP) filed a constitutional petition in the Honourable Sindh High Court challenging the applicability of WWF on CISs which was dismissed mainly on the ground that MUFAP is not an aggrieved party.

Subsequently, clarifications were issued by the Ministry of Labour and Manpower (the Ministry) which stated that mutual funds are not liable to contribute to WWF on the basis of their income. These clarifications were forwarded by the Federal Board of Revenue (FBR) (being the collecting agency of WWF on behalf of the Ministry) to its members for necessary action. Based on these clarifications, the FBR also withdrew notice of demand which it had earlier issued to one of the mutual funds for collection of WWF. Other mutual funds to whom notices were issued by the FBR also took up the matter with FBR for their withdrawal.

Further, a fresh Constitutional Petition has been filed with the Honourable High Court of Sindh by a CIS / mutual fund and a pension fund through their trustee and an asset management company inter alia praying to declare that mutual funds / voluntary pension funds being pass through vehicles / entities are not industrial establishments and hence, are not liable to contribute to the WWF under the WWF Ordinance. The proceedings of the Honourable Court in this matter have concluded and the Honourable Court has reserved its decision.

Subsequent to the year ended June 30, 2011, the Honourable Lahore High Court (LHC) in a Constitutional Petition relating to the amendments brought in the WWF Ordinance, 1971 through the Finance Act, 2006, and the Finance Act, 2008, has declared the said amendments as unlawful and unconstitutional. The Management Company is hopeful that the decision of the LHC, will lend further support to the Constitutional Petition which is pending in the SHC. However, pending the decision of the said constitutional petition, the Management Company believes that the Fund is not liable to contribute to WWF and hence no provision has been recognised by the Fund. The aggregate unrecognised amount of WWF as at June 30, 2012 amounted to Rs 4.105 million (including Rs. 0.425 million for the current year).

| $\mathbf{2 0 1 2}$ | 2011 |
| :---: | :---: |
| Rupees | Rupees |

## 14 Capital gain on sale of investments - net

Gain on sale of shares
Loss on sale of market treasury bills

| $\mathbf{1 3 , 2 2 3 , 5 9 0}$ <br> - |
| :---: |
| $\mathbf{1 3 , 2 2 3 , 5 9 0}$ | | $21,975,902$ |
| ---: |
| $(853)$ |


|  | $\mathbf{2 0 1 2}$ | 2011 |
| :---: | :---: | :---: |
| Note | Rupees | Rupees |

## 15 Fees and subscription

Central Depository Company of Pakistan fees

|  | $\mathbf{6 7 , 5 0 0}$ | 67,500 |
| ---: | ---: | ---: |
| 15.1 | $\mathbf{1 6 2 , 7 2 2}$ | 155,417 |
|  | $\mathbf{2 5 1 , 5 8 9}$ | 237,921 |
|  |  | 460,838 |

15.1 Under the provisions of the Non-Banking Finance Companies and Notified Entities Regulations, 2008, a collective investment scheme is required to pay an annual fee to the Securities and Exchange Commission of Pakistan, of an amount equal to 0.095 percent of its average annual net assets.

$$
\begin{array}{cc}
\mathbf{2 0 1 2} & 2011 \\
\text { Rupees } & \text { Rupees }
\end{array}
$$

## 16 Auditors' remuneration

| Statutory audit | $\mathbf{3 7 5 , 0 0 0}$ | 215,000 |
| :--- | ---: | ---: |
| Halfyear review | $\mathbf{1 7 5 , 0 0 0}$ | 105,000 |
| Certification and other services | $\mathbf{5 0 , 0 0 0}$ | 20,000 |
| Out of pocket expenses | $\mathbf{1 5 , 8 1 3}$ | 55,000 |
|  | $\mathbf{6 1 5 , 8 1 3}$ | 395,000 |

## 17 Taxation

## Current

-For the year

| $\mathbf{1 , 1 8 9 , 4 2 5}$ |  |
| ---: | ---: |
| $\mathbf{( 5 2 9 , 4 5 9 )}$ |  |
| $\mathbf{6 5 9 , 9 6 6}$ | $3,613,894$ <br> $(869,743)$ |

Provision for the year represents tax on capital gains realised by the Fund during the current year. No income tax provision has been accrued on the balance income as the Management Company is of the view that it will avail the exemptions under clauses 57 (2) and 99 of the Part I of the Second Schedule to the Income Tax Ordinance, 2001 by distributing atleast ninety percent of its accounting income for the year as reduced by capital gains, whether realised or unrealised, in future year.

| - | $2012$ <br> Rupees | 2011 <br> Rupees |
| :---: | :---: | :---: |
| 18 Earnings per share |  |  |
| Net income attributable to ordinary shareholders (Rupees) | 20,580,764 | 25,989,448 |
|  | Number of Shares |  |
| Weighted average number of ordinary shares | 30,000,000 | 30,000,000 |
|  | $2012$ <br> Rupees | 2011 <br> Rupees |
| Earnings per share | 0.69 | 0.86 |

18.1 There were no convertible dilutive potential ordinary shares in issue as at June 30, 2012 (2011: Nil).

## 19 Transactions with connected persons

Connected persons include First Capital Investments Limited (FCIL) being the Management Company, Central Depository Company of Pakistan Limited (CDC) being the custodian of the Fund, First Capital Equities Limited (FCEL) and Al-Hoqani Securities \& Investment Corporation (Pvt.) Limited.

Transactions with connected persons are in the normal course of business and on arm's length basis. Details of transactions and balances with connected persons are as follows:

| 2012 | 2011 |
| :---: | :---: |
| Rupees | Rupees |

### 19.1 Transactions during the year

## First Capital Investments Limited - Management Company

Remuneration for the year $\quad \xlongequal{\text { 5,296,607 }} \quad$| 5,008,853 |
| :--- |

## Al-Hoqani Securities \& Investment Corporation (Pvt.) Limited

Purchase of investments


## First Capital Equities Limited

Purchase of investments
414,041

Central Depository Company of Pakistan Limited - Custodian
Custodian fee

| $\mathbf{1 , 3 0 2 , 2 2 9}$ |
| :--- |

### 19.2 Balances outstanding as at year end

First Capital Investments Limited - Management Company
Remuneration payable
Shares in issue (No. of shares:
June 30,2012: 6,962,380; June 30,2011: 6,962,380)

| $\mathbf{5 , 2 9 6 , 6 0 7}$ <br> $\mathbf{6 9 , 6 2 3 , 8 0 0}$ | $5,008,853$ |
| :---: | :---: |

## Al-Hoqani Securities \& Investment Corporation (Pvt.) Limited

Receivable against sale of investments
Shares in issue (No. of shares:
June 30,2012: 6,000,000; June 30,2011: 6,000,000)

| - | 14 |
| :---: | ---: |
| $\mathbf{6 0 , 0 0 0 , 0 0 0}$ |  |

## First Capital Equities Limited

## Payable against purchase of investments

Shares in issue (No. of shares:
June 30,2012: 3,735,330; June 30,2011: 3,735,330)

| - | - |
| :---: | :---: |
| $\mathbf{3 7 , 3 5 3 , 3 0 0}$ |  |
|  |  |

2012
Rupees
Central Depository Company of Pakistan Limited - Custodian

Custodian fee payable
$\xlongequal{\mathbf{2 4 , 0 4 0}} \quad 158,885$

## 20 Cash and Cash equivalents

Bank balances
5,655,579
36,186,688

## 21 Financial instruments and related disclosures

The Fund has exposure to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

The Board of Directors has overall responsibility for the establishment and oversight of Fund's risk management framework. The Board is also responsible for developing and monitoring the Fund's risk management policies.

### 21.1 Credit risk

Credit risk represents the accounting loss that would be recognized at the reporting date if counter parties failed completely to perform as contracted. Credit risk arises from deposits with banks and credit exposure arising as a result of dividends receivable from equity securities. For banking relationships, credit ratings and other factors are evaluated. Credit risk on dividend receivable is minimal due to statutory protection. All transactions in listed securities are settled vide delivery vs. payment through Central Depository Company of Pakistan Limited (the custodian). The risk of default is considered minimal due to inherent systematic measures taken therein.

The analysis below summarizes the credit rating quality of the Fund's bank balances as at June 30:

|  | $\mathbf{2 0 1 2}$ | 2011 |
| :--- | :---: | :---: |
| Bank balances by rating category | Rupees | Rupees |
|  |  |  |
| Faysal Bank Limited | AA | AA |
| Habib Metropolitan Bank Limited | AA+ | AA+ |
| MCB Bank Limited | AA+ | AA+ |
| NIB Bank Limited | AA- | AA- |

### 21.1.1 Exposure to credit risk

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date is as follows:

|  | $2012$ <br> Rupees | 2011 <br> Rupees |
| :---: | :---: | :---: |
| Bank balances | 5,655,579 | 36,186,688 |
| Investment at fair value through profit or loss | 280,234,052 | 232,307,023 |
| Receivable against sale of investments | 12,322 | 3,532,656 |
| Dividend, prepayments and other receivables | 187,507 | 1,136,252 |
| Long term deposit | 137,500 | 137,500 |
|  | 286,226,960 | 273,300,119 |

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### 21.1.2 Investments at fair value through profit or loss

Investment in shares
Investment in market treasury bills

| $\mathbf{1 5 9 , 4 4 5 , 6 2 9}$ |  | $122,531,479$ |
| :--- | :--- | :--- |
| $\mathbf{1 2 0 , 7 8 8 , 4 2 3}$ |  |  |
| $\mathbf{2 8 0 , 2 3 4 , 0 5 2}$ |  | $109,775,544$ |

122,531,479

232,307,023

### 21.1.3 Concentration of credit risk

Concentration of credit risk exists when the changes in economic or industry factors similarly affect groups of counterparties whose aggregate credit exposure is significant in relation to the Fund's total credit exposure. The Fund's portfolio of financial instruments is broadly diversified and all other transactions are entered into with credit-worthy counterparties thereby mitigating any significant concentrations of credit risk.

### 21.2 Liquidity risk

Liquidity risk is the risk that the Fund will not be able to meet its financial obligations as they fall due. The Fund's approach to managing liquidity is to ensure as far as possible to always have sufficient liquidity to meet its liabilities when due. The Fund is not materially exposed to liquidity risk as substantially all obligations / commitments of the Fund are short term in nature and are restricted to the extent of available liquidity. The investment advisor manages the liquidity risk by maintaining maturities of financial assets and liabilities and investing a major portion of the Fund's assets in highly liquid financial assets.

The following are the contractual maturities of financial liabilities as on June 30, 2012:

|  | Carrying <br> Amount | One month to three months $\qquad$ | Three months to one year | More <br> than one years |
| :---: | :---: | :---: | :---: | :---: |
| Due to management company - an associated company | 5,296,607 | 5,296,607 | - | - |
| Payable against purchase of investments | 16,514 | 16,514 | - | - |
| Accrued expenses and other liabilities | 721,629 | 721,629 | - | - |
| Unclaimed dividend | 1,784,244 | 1,784,244 | - | - |
| Income tax payable | 608,535 | 608,535 | - | - |
|  | 8,427,529 | 8,427,529 | - | - |

The following are the contractual maturities of financial liabilities as on 30 June 2011:

| Carrying <br> Amount | One month <br> to | Three months <br> to | More <br> than |
| :---: | :---: | :---: | :---: |
| (three months | one year | one years |  |


| Due to management company - an |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| $\quad$ associated company | $5,008,853$ | $5,008,853$ | - | - |
| Payable against purchase of investments | $5,772,056$ | $5,772,056$ | - | - |
| Accrued expenses and other liabilities | 682,306 | 682,306 | - | - |
| Unclaimed dividend | $1,784,244$ | $1,784,244$ | - | - |
| Income tax payable | $2,833,993$ | $\frac{2,833,993}{16,081,452}$ | $\underline{16,081,452}$ | - |
|  |  |  | - | - |

### 21.3 Market risk

Market risk is the risk that changes in market price, such as foreign exchange rates, interest rates and equity prices (caused by factors specific to the individual security or its issuer or factors affecting all securities traded in the market) will effect the Fund's income or the value of its holdings of financial instruments. The investment advisor manages the market risk by monitoring exposure on listed securities by following the directives issued by the Securities and Exchange Commission of Pakistan.

Market risk comprises of three types of risks: currency risk, interest rate risk and other price risk.

### 21.3.1 Currency risk

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, at present is not exposed to currency risk as all transactions are carried out in Pak Rupees.

### 21.3.2 Interest rate risk

Interest rate risk represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. At the balance sheet date, the interest rate profile of the fund's significant interest bearing financial instruments was as follows:

| $\mathbf{2 0 1 2}$ |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\mathbf{\%}$ |  |  |
| Effective interest rate |  | 2011 |
|  |  | Rupees |
| Carrying amount |  |  |

## Financial Assets

Fixed rate instruments
Bank balances
Market Treasury Bills

| $\mathbf{5 \%}$ to $\mathbf{8 \%}$ | $5 \%$ to $8 \%$ | $\mathbf{5 , 6 5 5 , 5 7 9}$ | $36,186,688$ |
| :---: | :---: | ---: | ---: |
| $\mathbf{1 1 . 4 9 \%}$ to $\mathbf{1 1 . 7 6 \%}$ | $10.86 \%$ to $14.7 \%$ | $\mathbf{1 2 0 , 7 8 8 , 4 2 3}$ | $109,775,544$ |

### 21.3.3 Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk). The Fund is exposed to equity price risk because of investments held by the Fund and classified on the statement of assets and liabilities at fair value through profit and loss. To mange its price risk arising from investments in equity securities, the Fund diversifies its portfolio within the eligible stocks in accordance with the risk investment guidelines approved by the investment committee. The Fund's constitutive document/ NBFC Regulations also limit individual equity securities to no more than $10 \%$ of net assets, or issued capital of the investee company and sector exposure limit to $25 \%$ of net assets.

In case of $5 \%$ increase in the KSE 100 Index on June 30, 2012, net income and net assets of the Fund would increase by Rs. $7,972,281(2011$ : Rs. $6,126,574)$ as a result of gains on equity securities at fair value through profit and loss.

In case of $5 \%$ decrease in the KSE 100 Index on June 30, 2012, net income and net assets of the Fund would decrease by Rs. $7,972,281$ (2011: Rs. $6,126,574$ ) as a result of losses on equity securities at fair value through profit and loss.

The analysis is based on the assumption that the equity index had increased/ decreased by $5 \%$ with all other variables held constant and all the Fund's equity instruments moved according to the historical correlation with the index on the basis of three years data. This represents management's best estimate of a reasonable possible shift in KSE 100 Index having regard to historical volatility of the index. The composition of the Fund's investment portfolio and the correlation thereof to the KSE Index is expected to change over time. Accordingly, the sensitivity analysis prepared as of June 30, 2012 is not necessarily indicative of the effect on the Fund's net assets of future movements in the level of the KSE 100 index.

### 21.4 Fair value of financial instruments

The carrying values of all the financial assets and financial liabilities approximate their fair values. 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.

Effective 01 January 2009 the Fund adopted the amendments to IFRS 7 for financial instruments that are measured in the Statement of Assets and Liabilities at fair value. This requires disclosure of fair value measurements by level of the following fair value measurement hierarchy:

Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1);

Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly (that is, derived from prices) (level 2);

Inputs for the assets or liability that are not based on observable market data (that is, unobservable inputs) (level 3).
The following table presents the Fund's assets and liabilities that are measured at fair value at June 30, 2012.


## At fair value through profit or loss

- Investment in shares

| $159,350,629$ | - | 95,000 | $159,445,629$ |
| :--- | :--- | :---: | :---: |
| $120,788,423$ | - | - | $120,788,423$ |
|  |  |  |  |
| $280,139,052$ | - | 95,000 | $280,234,052$ |

Total liabilities

| - | - | - | - |
| :---: | :---: | :---: | :---: |

The following table presents the Fund's assets and liabilities that are measured at fair value at June 30, 2011.


At fair value through profit or loss

- Investment in shares
$122,531,479$ - $\quad 122,531,479$
- Investment in market treasury bills

109,775,544
$109,775,544$

Total assets

| $232,307,023$ | - | - | $232,307,023$ |
| :--- | :--- | :--- | :--- |

Total liabilities

### 21.5 Capital management

The Fund's policy is to maintain an efficient capital base so as to maintain investor, creditor and market confidence and to sustain the future development of its business. The Board of Directors monitors the return on capital employed, which the Fund defines as operating income divided by total capital employed. The Board of Directors also monitors the level of dividends to ordinary shareholders.

The Fund's objectives when managing capital are:
(i) to safeguard the entity's ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders, and
(ii) to provide an adequate return to shareholders.

The Fund manages the capital structure in the context of economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Fund may adjust the amount of dividends paid to shareholders or issue new shares.

Neither there were any changes in the Fund's approach to capital management during the year nor the Fund is subject to externally imposed capital requirements.

### 21.6 Financial instruments by category

|  | Loans and receivables | -------------As at <br> Assets at fair value through profit or loss | Available for sale | Total |
| :---: | :---: | :---: | :---: | :---: |
|  |  | ------------ R u | --- | ------ |
| Assets |  |  |  |  |
| Bank balances | 5,655,579 | - | - | 5,655,579 |
| Investments at fair value through profit or loss | - | 280,234,052 | - | 280,234,052 |
| Receivable against sale of Investments | 12,322 | - | - | 12,322 |
| Dividend, prepayments and other receivables | 187,507 | - | - | 187,507 |
| Long term deposit | 137,500 | - | - | 137,500 |
|  | 5,992,908 | 280,234,052 | - | 286,226,960 |

## Liabilities

Due to management company - an associated company 5,296,607
Payable against purchase of investments
Accrued expenses and other liabilities
Unclaimed dividend
1,784,244
Income tax payable

|  | --------------------------As at 30 June 2011--- |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Loans and receivables | Assets at fair value through profit or loss | Available for sale | Total |
| Assets |  |  |  |  |
| Bank balances | 36,186,688 | - | - | 36,186,688 |
| Investments at fair value through profit or loss | - | 232,307,023 | - | 232,307,023 |
| Receivable against sale of investments | 3,532,656 | - | - | 3,532,656 |
| Dividend, prepayments and other receivables | 1,136,252 | - | - | 1,136,252 |
| Long term deposit | 137,500 | - | - | 137,500 |
|  | 40,993,096 | 232,307,023 | - | 273,300,119 |
|  |  |  |  | Financial liabilities at amortized cost Rupees |
| Liabilities |  |  |  |  |
| Due to management company - an associated company |  |  |  |  |
| Payable against purchase of investments |  |  |  | 5,772,056 |
| Accrued expenses and other liabilities |  |  |  | 682,306 |
| Unclaimed dividend |  |  |  | 1,784,244 |
| Income tax payable |  |  |  | 2,833,993 |
|  |  |  |  | 16,081,452 |

## 22 Particulars of Investment Committee and Fund Manager

Details of members of the investment committee of the Fund are as follows:

| Name | Designation | Qualification | Experience in years |
| :--- | :---: | :---: | :---: |
|  |  |  |  |
| Shahzad Jawahar | Chief Executive Officer | AICS | 16 Years |
| Syed Asad Abbas Zaidi | CFO | MBA | 7 Years |
| Syed Ghazanfar Ali Bukhari | Chief Investment Officer/ | MA ECONOMICS | 12 Years |
|  | Fund Manager |  |  |

### 22.1 No other fund is being managed by Syed Ghazanfar Ali Bukhari

## 23 Attendance at meeting of board of directors

The Board meetings were held on September 26, 2011, October 25, 2011, February 23, 2012, April 26, 2012 and June 12, 2012. Information in respect of attendance by the directors in the meetings is given below:

## Name of Director

Number of meetings
Attended Leave Granted

| Mrs. Aamna Taseer | 5 | - | - |
| :--- | :--- | :--- | :---: |
| Syed Kashan Hussain Kazmi (Resigned) | 3 | - | - |
| Mr. Nadeem Hussain | 5 | - | - |
| Syed Adnan Ali Zaidi | 3 | 1 | 4 th |
| Sheikh Sulaiman Ahmad Saeed Al-Hoqani | 1 | - | 2nd, 3rd, 4th,5th |
| Mr. Shahzad Jawahar | 2 | - | - |
| Mr. Imran Hafeez | 3 | - | - |
| Syed Ghazanfar Ali Bukhari | 2 | - | - |
| Syed Etrat Hussain Rizvi |  |  | - |
| (Alternate director of Hoqani) | 2 | - |  |

During the year Mr. Shahzad Jawahar has been appointed as the new CEO in place of Mr Kashan Hussain Kazmi and two casual vacancies have been filed by the Fund by appointing Syed Ghazanfar Ali Bukhari and Mr. Imran Hafeez in place of Mr. Omer Subhan Salamat and Mr. Mahmood Ali Athar subject to approval of Securities \& Exchange Commission of Pakistan (SECP). Syed Etrat Hussain Rizvi has been appointed as alternate director to Mr. Sulaiman Ahmed Saeed Al - Hoqani.

24 Top ten brokerage commission by percentage

| Broker's Name | $\mathbf{2 0 1 2}$ | 2011 |
| :--- | :---: | :---: |
| \% | $\%$ |  |
| Pearl Securities Limited | 11.08 | - |
| Aziz Fida Hussain | 10.82 | 19.44 |
| Axis Global Limited | 9.26 | - |
| BMA Capital Management Limited | 7.19 | 6.56 |
| Arif Habib Limited | 7.14 | 7.84 |
| Ismail Iqbal Securities | 7.02 | 2.92 |
| First Capital Equities Limited | 6.76 | - |
| Next Capital | 6.11 | 16.96 |
| Global Securities | 4.27 | 5.85 |
| Invest \& Finance Securities Limited | 4.08 | - |
| Elixir Securities Pakistan (Pvt.) Limited | - | 8.13 |
| NUA Securities (Pvt.) Limited | - | 6.16 |
| Akeel Karim Dhedhi Securities | - | 4.00 |
| Foundation Securities | - | 3.95 |

25 Non-adjusting events after the balance sheet date

The Board of Directors have proposed to distribute $6.5 \%$ (2011: Nil) dividend to the members of the Fund for approval of the members at the Annual General Meeting to be held on 28 September, 2012. These financial statements do not reflect this appropriation.

## 26 Corresponding figures

Corresponding figures have been re-arranged, wherever necessary, for the purposes of comparison. However, no significant re-arrangement has been made.

Date of authorization for issue

These financial statements were authorized for issue on 18 August, 2012 by the Board of Directors of the Fund.

## General

Figures have been rounded off to the nearest Rupee.

## PERFORMANCE TABLE

|  | 2012 | 2011 | 2010 | 2009 | 2008 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net assets (Rupees) | 277,799,431 | 257,218,667 | 231,229,219 | 203,305,781 | 337,604,653 |
| Profit/(loss) after tax (Rupees) | 20,580,764 | 25,989,448 | 27,923,438 | $(134,298,872)$ | $(42,675,881)$ |
| Net assets value per share (Rupees) | 9.26 | 8.57 | 7.71 | 6.78 | 11.25 |
| Earnings/(loss) per share (Rupees) | 0.69 | 0.87 | 0.93 | (4.48) | (1.42) |
| Final dividend distribution (Per share) - gross | 0.65 | - | - | - | - |
| Interim dividend distribution (Per share) - gross | - | - | - | - | - |
| Distribution Dates - Final dividend 28 S | tember 2012 | - | - | - | - |
| Distribution Dates - Interim dividend | - | - | - | - | - |
| Total Return (\%) | 8.05 | 10.92 | 13.73 | (39.72) | (3.94) |
| Distribution | 7.58 | - | - | - | - |
| Capital Growth | 0.47 | 10.92 | 13.73 | (39.72) | (3.94) |
| Averag annualized return of the fund (CAGR) (\%) |  |  |  |  |  |
| One Year | 8.05 | 10.92 | 13.73 | (39.72) | (3.94) |
| Two Year | 9.59 | 12.30 | (17.20) | (23.90) | 2.36 |
| Three Year | 10.95 | (8.70) | (12.87) | (14.07) | 8.97 |

## Disclaimer

Past performance is not necessarily indicative of future performance and that unit price and investment return may go

## STATEMENT OF INCOME AND EXPENDITURE <br> IN RELATION TO THE MANAGEMENT COMPANY

## FOR THE YEAR ENDED 30 JUNE 2012

| 2012 | 2011 |
| :---: | :---: |
| Rupees | Rupees |

## INCOME

| Investment advisory fee | 5,296,607 | 5,008,853 |
| :---: | :---: | :---: |
| Unrealized gain on remeasurement of investments at fair value through profit or loss | 835,907 | 86,176 |
| Profit on bank deposits | 142,307 | 5,343,544 |
|  | 6,274,821 | 10,438,573 |
| EXPENSES |  |  |
| Operating expenses | 11,273,363 | 12,087,115 |
| Finance cost | 4,125 | 22,653 |
| OPERATING LOSS | (5,002,667) | $(1,671,195)$ |
| Other income | 383,500 | 234,863 |
| Share of profit from associate | 4,624,461 | 6,255,783 |
| PROFIT BEFORE TAXATION | 5,294 | 4,819,451 |
| Taxation | 52,966 | $(703,360)$ |
| Share of taxation from associate | 143,686 | 597,447 |
| (LOSS) / PROFIT AFTER TAXATION | $(191,358)$ | 4,925,364 |
| Earning per share- (Basic and Diluted) | (0.02) | 0.48 |

PATTERN OF SHAREHOLDING AS AT 30 JUNE 2012

INCORPORATION NUMBER: 0033995 of 08-01-1995

| No. of Shareholders | Shareholdings |  |  | Shares Held |
| :---: | :---: | :---: | :---: | :---: |
|  | From |  | To |  |
| 1585 | 1 | - | 100 | 146,548 |
| 193 | 101 | - | 500 | 65,550 |
| 71 | 501 | - | 1000 | 66,316 |
| 86 | 1001 | - | 5000 | 252,406 |
| 25 | 5001 | - | 10000 | 217,430 |
| 10 | 10001 | - | 15000 | 129,598 |
| 6 | 15001 | - | 20000 | 114,500 |
| 7 | 20001 | - | 25000 | 162,529 |
| 2 | 25001 | - | 30000 | 57,000 |
| 2 | 30001 | - | 35000 | 65,500 |
| 2 | 35001 | - | 40000 | 75,253 |
| 3 | 40001 | - | 45000 | 122,500 |
| 2 | 45001 | - | 50000 | 95,010 |
| 1 | 50001 | - | 55000 | 54,000 |
| 1 | 55001 | - | 60000 | 58,000 |
| 1 | 65001 | - | 70000 | 69,030 |
| 1 | 70001 | - | 75000 | 72,922 |
| 1 | 85001 | - | 90000 | 89,000 |
| 2 | 95001 | - | 100000 | 197,300 |
| 1 | 100001 | - | 105000 | 100,484 |
| 1 | 130001 | - | 135000 | 131,601 |
| 1 | 135001 | - | 140000 | 138,159 |
| 1 | 140001 | - | 145000 | 143,097 |
| 1 | 170001 | - | 175000 | 174,334 |
| 1 | 180001 | - | 185000 | 183,600 |
| 1 | 190001 | - | 195000 | 193,500 |
| 1 | 245001 | - | 250000 | 247,613 |
| 1 | 295001 | - | 300000 | 300,000 |
| 1 | 325001 | - | 330000 | 329,541 |
| 1 | 480001 | - | 485000 | 482,377 |
| 1 | 595001 | - | 600000 | 600,000 |
| 1 | 635001 | - | 640000 | 638,552 |
| 1 | 695001 | - | 700000 | 700,000 |
| 1 | 1780001 | - | 1785000 | 1,785,000 |
| 1 | 2235001 | - | 2240000 | 2,239,040 |
| 1 | 2800001 | - | 2805000 | 2,805,000 |
| 1 | 3735001 | - | 3740000 | 3,735,330 |
| 1 | 5995001 | - | 6000000 | 6,000,000 |
| 1 | 6960001 | - | 6965000 | 6,962,380 |
| 2021 |  |  |  | 30,000,000 |

## PATTERN OF SHAREHOLDING

 AS AT 30 JUNE 2012| Categories of shareholders | Shares held | Percentage |
| :---: | :---: | :---: |
| Directors, Chief Executive Officer, and their spouse and minor children | 2,471,150 | 8.237 |
| Associated Companies, undertakings and related parties. | 15,768,880 | 52.563 |
| NIT and ICP | 146,882 | 0.490 |
| Banks, Development Financial Institutions, Non Banking financial Institutions | 14,562 | 0.049 |
| Insurance Companies | - | - |
| Modarabas and Mutual Funds | 30,800 | 0.103 |
| Share holders holding 10\% or more | 16,697,710 | 55.659 |
| General Public |  |  |
| a) Local | 5,320,878 | 17.736 |
| b) Foreign | 773,029 | 2.577 |
| Others |  |  |
| - Public Sector Companies and Corporations <br> - Foreign Companies | $5,473,819$ | 18.246 |

Note: Some of the shareholders are reflected in more than one category

## PATTERN OF SHAREHOLDING AS PER LISTING REGULATIONS AS AT 30 JUNE 2012

## $\underline{\text { Shareholders' Category }}$

Number of Shares held

## Associated Companies, undertaking and related parties

First Capital Securities Corporation Limited 2,806,500
Al-Hoqani Securities \& Investment Corporation 6,000,000
First Capital Investments Limited 6,962,380

## Mutual Funds

## Directors and their Spouse and Minor Children

Aamna Taseer (Director) ..... 500
Shahzad Jawahar (CEO/Director) ..... 500
Syed Nadeem Hussain (Director) ..... 500
Syed Adnan Ali Zaidi (Director) ..... 500
Imran Hafeez (Director) ..... 500
Syed Ghazanfar Ali Bukhari (Director) ..... 1,000
Mr. Sulaiman Ahmed Saeed Al-Hoqani ..... 2,467,650
Executives
Public Sector Companies and Corporations$5,473,819$
Banks Development Finance Institutions, Non-Banking Finance Companies
Insurance Companies, Takaful, Modarabas and Pension Funds ..... 45,362
Shareholders holding 5\% or more voting interest in the Company
Mr. Salmaan Taseer ..... 1,786,000
Mr. Sulaiman Ahmed Saeed Al-Hoqani ..... 2,467,650
First Capital Securities Corporation Limited ..... 2,806,500
First Capital Equities Limited ..... 3,735,330
Al-Hoqani Securities \& Investment Corporation ..... 6,000,000
First Capital Investments Limited ..... 6,962,380

## FORM OF PROXY

The Company Secretary
First Capital Mutual Fund Limited 103-C/II, Gulberg-III Lahore

Folio No./CDC A/c No. $\qquad$
Shares Held:
of $\qquad$
(Address)
being the member (s) of First Capital Mutual Fund Limited hereby appoint Mr. / Mrs./
Miss $\qquad$ of $\qquad$ (Name)
(Address)
or failing him / her / Mr. / Mrs. / Miss. $\qquad$ of $\qquad$
(Name)
(Address)
[who is also member of the Company vide Registered Folio No. $\qquad$ (being the member of the Company)] as my / our proxy to attend at and vote for me / us and on my / our behalf at the Annual General Meeting of the Company to be held at the Registered Office of the Company, 103-C/II, Gulberg-III, Lahore, on 28 September 2012 at 3:00 p.m. and at any adjournment thereof.

Signature this $\qquad$ Day of $\qquad$ 2012.
$\qquad$
2. $\qquad$
Signature $\qquad$ (Signature appended should agree with the specimen signature registered with the Company.)

## Notes:

1. This Proxy Form, duly completed and signed, must be received at the Registered Office of the Company not later than 48 hours before the time of holding the meeting.
2. No person shall act as proxy unless he himself is a member of the Company, except that a corporation may appoint a person who is not a member.
3. CDC account holders will further have to follow the guidelines as laid down in Circular No. 1 dated 26 January 2000 issued by the Securities and Exchange Commission of Pakistan.

First Capital Mutual Fund Limited

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