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# **FUND'S INFORMATION**

#### Management Company

Arif Habib Investment Management Limited 2/I, R.Y. 16, Old Queens Road, Karachi-74000, Pakistan.

#### Board of Directors of the Management Company

Mr. Salim Chamdia Mr. Nasim Beg Mr. Sirajuddin Cassim Mr. Muhammad Akmal Jameel Mr. Muhammad Kashif Habib Mr. Muhammad Shafi Malik Mr. Yacoob Memon Chairman Chief Executive Director Director Director Director Director

#### **Company Secretary & CFO of the Management Company** Syed Ajaz Ahmed

#### Audit Committee

Mr. Muhammad Shafi Malik Mr. Muhammad Akmal Jameel Mr. Yacoob Memon Chairman Member Member

#### Trustee

Central Depository Company of Pakistan Limited (CDC) Progressive Plaza, Suit # M-13-16, Mezzanine Floor, Beaumont Road, Karachi.

#### **Bankers of the Fund**

- Arif Habib Bank Limited
- Allied Bank Limited
- Bank Al Habib Limited
- Bank of Punjab
- Habib Metropolitan Bank Limited
- MCB Bank Limited
- Meezan Bank Limited
- Standard Chartered Bank (Pakistan) Limited
- United Bank Limited

#### Auditors

A.F. Ferguson & Co. - Chartered Accountants State Life Building No. 1-C, I.I. Chundrigar Road, Karachi - 74000.

#### Legal Advisor

Kabraji & Talibuddin 64-A/1, Gulshan-e-Faisal, Bath Island, Karachi-75530

#### Registrar

Gangjees Registrar Services (Pvt.) Limited Room No. 516, 5th Floor, Clifton Centre, Kehkashan Clifton, Karachi.

#### **Distributors**

- Arif Habib Bank Limited
- Allied Bank Limited
- Bank Al Habib Limited
- The Bank of PunjabCitibank N.A
- IGI Investment Bank Limited
- National Bank of Fujairah, Dubai, UAE
- Standard Chartered Bank (Pakistan) Limited

### Rating

- PACRA : 5 Star (Normal)
- PACRA : 5 Star (Long Term)
- PACRA : AM2 (Positive Outlook) Management Company

# **MISSION STATEMENT**

Pakistan Income Fund's mission is to provide investors the facility to benefit from an investment portfolio of debt securities and money market transactions, which optimises return with an emphasis on minimising risk.

# REPORT OF THE DIRECTORS OF THE MANAGEMENT COMPANY FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008

The Board of Directors of Arif Habib Investment Management Limited, the Management Company of the Pakistan Income Fund (PIF), is pleased to present its seventh annual report together with audited Financial Statements for the Financial Year ended 30<sup>th</sup> June 2008.

# Fund Objective

The objective of the Fund is to deliver regular income and preservation of capital, primarily from debt and fixed income securities investments.

# **Fund Profile**

PIF is an open end Fund, which invests in investment grade corporate securities, government securities, spread transactions, CFS, clean placements, TDRs and short maturity reverse repurchase transactions. The overall duration of the portfolio is kept below two years, in order to keep interest rate risk at a relatively low and manageable level. PIF is a long only fund. Under the Non Banking Finance Companies and Notified Entities Regulations, 2007 (NBFC Regulation), it is only allowed to borrow up to 15% of net assets for up to 90 days to meet redemption needs.

# Funds Performance during Financial Year ended 30<sup>th</sup> June 2008

The net assets of the Fund as at  $30^{\text{th}}$  June 2008 stood at Rs 6,070 million. The ex-dividend Net Assets Value (NAV) per unit at the start of the year was Rs 50.22. With an increase of Rs 4.56 in the NAV per unit during the year, the NAV per unit as on  $30^{\text{th}}$  June 2008 was Rs 51.48 after interim distribution of Rs 3.30 per unit. The Fund earned a total return of 9.23% per annum during the year.

### Earning Per Unit (EPU)

EPU have not been disclosed as we feel determination of weighted average units for calculating EPU is not practicable for open end funds.

# **Income Distribution**

The Board in the meeting held on  $3^{rd}$  July 2008 has declared final distribution in the form of bonus units to A class units and equivalent cash dividend for B class units for the year ended  $30^{th}$  June 2008 of Rs 1.45 per unit. Interim Distribution already paid amounted to Rs 3.30/- per unit hence total distribution for the Financial Year 2008 is Rs 4.75/- per unit (9.46% on the opening Ex–NAV and 9.50% of face value for Financial Year 2008).

## **Comments on Auditor's Qualification**

As explained in Note 3.4 to the Financial Statement, uptill 25<sup>th</sup> November 2007 the investments in government securities were being marked to market on the basis of quotes obtained from reputable brokers. This practice was being followed to avoid distortion in the calculation of NAV as the units are offered for sale on continuous basis and this practice was also fair to all investors and protected their interest. However, it was not in line with NBFC Rules 2003, which required un-listed securities to be reported at cost. On 21<sup>st</sup> November 2007, SECP issued NBFC Regulation, which required all government securities to be valued on the basis of average rate quoted on widely used electronic system (Reuters). The Fund has since adopted this practice and is now compliant with the applicable regulation.

As explained in Note 3.4 to the Financial Statements, till 18<sup>th</sup> December 2007 the Term Finance Certificates (TFCs) in the Fund's portfolio were not valued at prices quoted on stock exchanges as required by the NBFC Rules, 2003 since most of the TFC transactions occur in Over the Counter market through money market brokers and not on the stock exchanges. As a result, the prices quoted on the stock exchanges were not representative of the actual traded prices and therefore TFCs were valued using rates of the last transaction (purchase price) executed by the Fund in the relevant TFC adjusted for the effect of partial redemption, if any, after the date of transaction. Subsequently, the policy for valuation was revised in line with NBFC Regulations, 2007 according to which, investment in TFCs are now being valued on the basis of the rate notified by the Mutual Funds Association of Pakistan.

We believe that the policy adopted previously by the Fund was fair to all investors and protected their interest.

### **Corporate Governance**

The Fund is listed on the Karachi Stock Exchange. Hence the Management Company is required to comply with the requirements of the Code of Corporate Governance for listed companies. The Financial Statements prepared by the Management Company present fairly the state of affairs of the Fund and results of its operations, Cash Flows and Movement in Unit Holders' fund. Proper books of account of the Fund have been maintained and appropriate accounting policies have been consistently applied in preparation of Financial Statements and accounting estimates are based on reasonable and prudent judgment. International Financial Reporting Standards as applicable in Pakistan have been followed in the preparation of Financial Statements. The system of internal control is sound in design and has been effectively implemented and monitored. There are no events or conditions which create a doubt about the Fund's ability to continue as going concern. There has been no material departure from the best practices of Corporate Governance, as detailed in listing regulations. Key financial data is summarized in the Financial Statements. Outstanding statutory payments on account of taxes, duties, levies and charges, if any, have been fully disclosed in the Financial Statements. The statement as to the value of investments of provident fund is not applicable in the case of the Fund as such expenses are borne by the Management Company. The detailed pattern of Unit Holding, as required by the NBFC Regulation and Code of Corporate Governance is given in the annual report.

Statement showing attendance of Board meetings is as under:

# **Attendance of Board Meetings**

From 1<sup>st</sup> July 2007 to 30<sup>th</sup> June 2008

			Meeti	ngs
S. No.	Name	Total	Attende d	Leave Granted
1.	Mr. Salim Chamdia	12	12	-
2.	Mr. Nasim Beg	12	12	-
3.	Mr. Sirajuddin Cassim	12	-	12
4.	Mr. Muhammad Akmal Jameel	12	11	1
5.	Mr. Muhammad Kashif Habib	12	6	6
6.	Mr. Muhammad Shafi Malik	12	10	2
7.	Mr. John Kirkham	12	2	10
8.	Mr. Mirza Qamar Beg	12	10	2

On 21<sup>st</sup> August 2007 Mr. John Kirkham, the Chairman of the Board resigned and Mr. Salim Chamdia was appointed in his place on 6<sup>th</sup> October 2007. On 15<sup>th</sup> September 2007, Mr. Mirza Qamar Beg was appointed as director however he resigned from directorship on 3<sup>rd</sup> July 2008 and Mr. Yacoob Memon is appointed on 25<sup>th</sup> July 2008.

The trades in Units of the Fund carried out by the Directors, CE, CFO/Company Secretary of the Management Company and their spouses and minor children are as under:

ſ	S. No.	Name	Designation	Investment	Redemption	Bonus		
	<b>D. 110.</b>	Ivanic	Designation		(Number of Units)			
	1.	Mr. Nasim Beg	Chief Executive	142,744	139,386	448		
	2.	Syed Ajaz Ahmed	Company					
			Secretary &	55,967	13,344	632		
			CFO					
L								

# **External Auditor**

As recommended by the Audit Committee the Board of Directors of the Management Company has reappointed M/s. A.F. Fergusons & Co., Chartered Accountants, as the Fund's auditors for the year ending  $30^{\text{th}}$  June 2009.

# **Future Outlook**

In the backdrop of rising inflation and high twin deficits, tight monetary conditions are expected to prevail in the near future. Given this situation, PIF has made higher allocation in good quality TFCs with floaters which is expected to be re-fixed at higher rates in the coming months. In addition, substantial allocation has been made in high yielding CFS market and other short tenor instruments to avoid price knocks and rising interest rates. Overall we expect that PIF has the capacity to provide higher returns compared to that of last year.

### Acknowledgment

The Board is thankful to its valued investors, the Securities and Exchange Commission of Pakistan, State Bank of Pakistan, the Trustees of the Fund, Central Depository Company of Pakistan Limited and the management of the Karachi Stock Exchange for their continued cooperation and support. The Directors of the Management Company also acknowledge the efforts put in by the team of the Management Company for the growth and the meticulous management of the Fund.

For and on behalf of the Board

Karachi 25<sup>th</sup> July 2008 Nasim Beg Chief Executive

# **REPORT OF THE FUND MANAGER FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008**

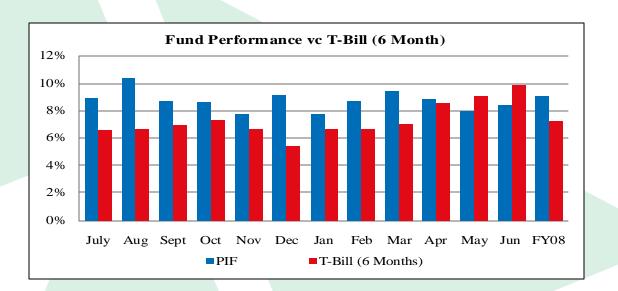
# **Fund Objective**

The objective of the Fund is to deliver regular income and preservation of capital, primarily from debt and fixed income securities investments.

# **Fund Performance**

PIF earned a total annualized return of 9.23% during the year ended  $30^{\text{th}}$  June 2008, compared to 7.23% on its internal benchmark and 9.66% on its external benchmark (6 months T-bill).

During this period, the funds under management fell to Rs 6,070 million from Rs 9,406 million on  $30^{\text{th}}$  June 2007 due to across the board redemptions in the debt and income mutual funds in the last quarter. The PIF net assets stood at Rs 11,173 million on  $31^{\text{st}}$  March 2008. The Fund introduced the policy of declaring quarterly dividends from the quarter ended March 2008 in order to provide better periodic net-of-tax returns to investors. PIF declared a quarterly dividend of Rs 1.45 per unit on  $30^{\text{th}}$  June 2008. Hence the total dividend declared during the year amounted to Rs 4.75 per unit.



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY08
PIF %	8.93	10.50	8.84	8.73	8.01	9.28	7.86	8.83	9.60	8.96	8.14	8.59	9.23
Bench mark %	6.64	6.81	6.63	6.81	6.56	7.13	6.80	6.41	7.19	7.21	8.69	10.80	7.23

## NAV Change Analysis and Total Return

	FY2005-06	FY2006-07	FY2007-08
Beginning net assets (Rs 000)	3,706,522	5,615,818	9,405,960
No. of Units	74,056,204	112,070,537	187,305,871
Beginning NAV (Ex Dividend) (Rs)	50.05	50.11	50.22
Ending Net Assets (Rs 000)	5,686,587	9,405,960	6,070,069
No. of Units	103,186,789	169,577,974	117,912,876
Ending NAV (Rs)	55.11	55.47	51.48
Interim Distribution (Rs) Final Distribution (Rs.)	- 5.00	- 5.25	3.3 1.45
Ending NAV (Ex-Dividend) (Rs)	50.11	50.22	50.03
Income Distribution (%)	9.99	10.48	9.46
Capital Growth (%)	0.12	0.22	-0.23
Total Return (%)	10.11	10.70	9.23
	Total I	Return Anr	nualized Return
	(%	ó)	(CAGR %)
1 year	9.	23	9.23
2 year	10.	-	9.97
3 year	10.		10.03

## Asset allocation during financial year 2008

PIF's investment remained in line with its stated objective. The major asset class during Financial Year 2008 was (CFS), averaging 28.61% of Fund size due to relatively higher rate of return in this asset class. The proportion of funds invested in TFCs has increased considerably during the year to 44.04% at end June 2008 (from 19.39% at the start of the year). Although a part of this increase was due to additions and portfolio revaluation, a substantial increase in proportion is due to the reduction in PIF fund size. Average investment in Term Finance Certificates was 29.48%. PIF remained invested only in good quality TFCs with average rating of AA-. The Fund's average investment in Government Securities (T-bill/PIBs) stood at 7.89%. During the year, the Fund made an allocation of 5.11% of net assets in TDR/COIs. The Fund also deployed a minimal amount in Ready /Future spread transactions. Average 23.46% of the fund was in bank deposits.

## **Market Review**

During Financial Year 2008, interest rates moved up as SBP tightened the monetary policy amid increasing Government borrowing and rising inflation. At the start of the

year, SBP increased its policy discount rate by 50 bps to 10.00% from 9.50%. Later, SBP further increased discount rate by 50 bps in February 2008 to 10.50%. Finally, on 23<sup>rd</sup> May 2008, SBP, in the wake of heavy pressure on Pak Rupee, opted to increase discount rate by 150 bps to 12.00%. Such measures by SBP and other variables resulted in changes in the performances of all investible asset classes in PIF. During the year, benchmark 6 months KIBOR increased by over 400 bps, from 10.01% to 14.19%.

### Government bonds:

The benchmark PIB yields (10 years) increased by over 300 bps during the year to 13.42% in the last auction of Financial Year 2008 held on 28<sup>th</sup> June 2008. Similarly, 6-months and 1-year maturity T-bills cutoffs rose 259 bps and 258 bps during the year to 11.49% and 11.74%, respectively.

### Continuous Funding System (CFS):

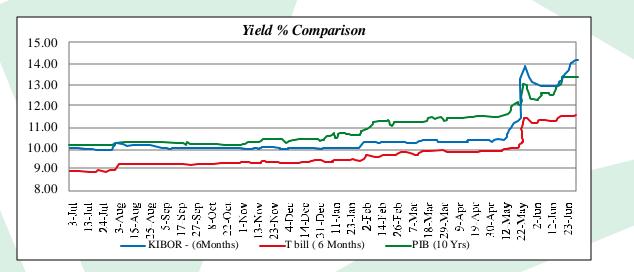
The average CFS started at 11.69% which decreased to 10.60% by September 2008 due to heavy induction of funds in this class in view of better short term returns compared to other asset classes. However, during the last quarter, the CFS rates surged and closed at 16.55% at the end of the year.

### Corporate Bonds (TFCs):

Buying interest in TFCs remained robust almost throughout the year where participants seemed eager to lock their funds in inflation protected floaters. By the end of the third quarter 2008, the spread between benchmark (PIB 10 years) and good quality (AA- or better rated) TFCs practically vanished in view of high demand and limited supply. Such developments gave opportunity to issuers who were able to price their TFCs at 85 bps over KIBOR. However, the scenario changed after the discount rate hike in May 2008 followed by liquidity crunch in the system. The selloff pressure in the last two months of Financial Year 2008 eroded the premiums on the bonds and good quality instruments were seen changing hands at discount or par value.

### COIs/TDRs:

The deposit market attracted major inflows during the second half of Financial Year 2008 where banks, DFIs and NBFCs were able to attract substantial long term funds in view of lower yields offered by other venues. Initially, profit rates for 3 to 6 months placements were seen at around 9% to 10%. The last quarter of the year saw heavy demand for term deposits and profits rates rose to 13.00% for 3 months to 6 months deposits in the wake tight liquidity in the system.



### **Economic Review**

### Growth Takes the Toll

GDP growth fell to 5.8% in Financial Year 2008, significantly lower than the targeted 7.2%. Large scale manufacturing grew by a dismal 4.8% and agriculture by a mere 1.5%. However, the services sector, insulated from all the gloom developing in the economy, exceeded its target of 7.2%, registering 8.2% growth rate, an indication that consumer confidence remained largely intact in this area.

### The Challenge of the Twin Deficits

Exports increased during Financial Year 2008 by 13.2% to USD 19.2 billion whereas imports rose by 30.9% to USD 39.9 billion. The result was a significantly large trade deficit of USD 20.7 billion, an increase of 52.9%. This in turn has impacted the current account, which has gone up to 8.2% of GDP in Financial Year 2008. As a result foreign reserves have been put under pressure which in October stood at over USD 15 billion, have shrunk to USD 11.2 billion. Further the Rupee has depreciated by 13% during the year amid the rising trade and current account deficits. The fiscal deficit narrates a similar tale; subsidies amounted to Rs 407 billion against a budgeted Rs 113 billion, had prompted increased borrowing from the Central Bank thus creating inflationary pressures. Increase in the cost of doing business has hurt the investment climate causing a decline in investment as a percentage of GDP from 22.9% to 21.6%. The fiscal deficit at present stands at 7.0% of GDP, significantly surpassing the limit of 4-4.5 % of GDP the GoP has to follow under Fiscal and Debt Responsibility Act 2005.

### A New Era of Inflation

In Financial Year 2008, prices of key commodities had gone up considerably high. Of particular significance was oil which since June 07 has more than doubled, with highly sensitive developing economies suffering the most. Prices of almost every major input to production have increased with dizzying speed, bringing down equity valuations across the globe. In Pakistan, like the rest of the world, inflation has hit both the individuals and industry with full vigour, average CPI since June has increased by 12%.

### **Future Outlook**

### The Year Ahead; a Time for Making Adjustments

There has been a gross realization of the seriousness of the global economic situation and central banks, governments and individuals are making adjustments in order to escape the brunt of inflation. The US Federal Reserve Bank, after an aggressive rate cutting in order to avert an economic crisis, is now poised to increase rates, along with the European Central Bank and other central banks in emerging markets. In this context, Pakistan's aggressive interest rate policy is not unique, but an amalgamation with the growing awareness of most other central banks that a tight monetary stance has become imperative in order to contain monetary overhang and the global commodities boom. In addition to this, emerging on subsidies (oil and food). Like other countries, the Pakistan government too has indicated that subsidies are not a solution to the problem and therefore, international price increase of oil and food will be passed on to domestic consumers.

### Twin deficits should improve

The government has put in place arrangements for raising approximately USD 10 billion external inflows in 2009 (compared to USD 3.3 billion similar inflows in 2008). This will include in particular Saudi Oil Facility, U.S Economic/Defence Assistance, World Bank and the Asian Development Bank. In addition, the government is targeting to reduce trade deficit by increasing exports up to 15% without imports accelerating significantly. All these measures should help in reducing current deficit to 6% of GDP in 2009 from 8.2% last year.

In order to control high fiscal deficit (presently 7% of GDP), the government has started to pass on the international oil price increase to domestic users and is aiming to reduce overall subsidies to Rs 295 billion from Rs 407 billion last year. In addition, the deferred oil payment facility (one third of Pakistan import) of USD 5 billion will create the necessary fiscal space for the government and which will lead to less borrowing from the Central Bank.

### High Interest Rate Environment to Persist

After a total of 250 basis points rise in rates in Financial Year 2008 (discount rate is now at 12%) accomplished through three revisions in the year, we can see further increase in interest rates if inflationary pressure stays strong in coming months.

### **Other Disclosures under NBFC Regulations 2007**

The Fund manager hereby makes the following disclosures as required under the NBFC Regulations 2007.

- a. The Management Company or any of its delegates did not receive any soft commission (goods and services) from any of its brokers/dealers by virtue of transactions conducted by the Fund.
- b. There was no unit split undertaken during the year.
- c. The Fund Manager is not aware of any circumstances that can materially affect any interests of the Unit Holders other than those already disclosed in this report.
- d. Statement of unit holding by size given in the annual report.

# **TRUSTEE REPORT TO THE UNIT HOLDERS**

Report of the Trustee pursuant to Regulation 58(f) and Clause 9 of Schedule IV of the Non-Banking Finance Companies and Notified Entities Regulations, 2007

The Pakistan Income Fund (Fund), an open-end mutual fund was established under a trust deed dated 23<sup>rd</sup> October 2001, executed between Arif Habib Investment Management Limited, as the Management Company and Central Depository Company of Pakistan Limited, as the Trustee.

In our opinion, the Management Company has in all material respects managed the Fund during the year ended 30<sup>th</sup> June 2008 in accordance with the provisions of the following:

- (i) Limitations imposed on the investment powers of the Management Company under the constitutive documents of the Fund;
- (ii) The pricing, issuance and redemption of units are carried out in accordance with the requirements of the constitutive documents of the Fund; and
- (iii) The Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003 (NBFC Rules), the Non-Banking Finance Companies and Notified Entities Regulations, 2007 (NBFC Regulations) and the constitutive documents of the Fund.

For the purpose of information, the attention of the unit holders is drawn towards note 3.4 (a) and 3.4 (b) of the financial statements wherein it is specified that previously the basis of valuation of Term Finance Certificates (TFC's) and Government Securities were not in line with the requirements of the NBFC Rules, however, subsequent to promulgation of NBFC Regulations the TFC's and Government Securities are valued in accordance with the requirements of the NBFC Regulations.

Karachi 12<sup>th</sup> September 2008 Muhammad Hanif Chief Executive Officer Central Depository Company of Pakistan Limited

# STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008

This statement is being presented by the Board of Directors of Arif Habib Investment Management Limited, the Management Company of the Pakistan Income Fund (Fund) to comply with the Code of Corporate Governance contained in Regulation No.37, of listing regulations of Karachi 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 Management Company has applied the principles contained in the Code in the following manner:

- 1. The Management Company encourages representation of independent nonexecutive directors and directors representing minority interests on its Board of Directors. At present the Board includes six non-executive directors however, none of the directors on the Board represent minority shareholders.
- 2. The directors have confirmed that none of them is serving as a director in more than ten listed companies, including this Company.
- 3. All the resident directors of the Management Company 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 a defaulter by that stock exchange.
- Casual vacancies occurred during the year in the Board of the Management Company due to resignation of Mr. John Kirkham on 21<sup>st</sup> August 2007 which was filled by Mr. Mirza Qamar Beg on 15<sup>th</sup> September 2007.
- 5. The Management Company has prepared a 'Statement of Ethics and Business Practices', which has been approved by the Board of Directors and circulated for signatures to all employees of the company.
- 6. The Board has developed mission statement 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 Chief Executive (CE) has been taken by the Board. There is no other executive director of the company besides the CE.
- 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 and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meeting. The minutes of the meetings were appropriately recorded and circulated and signed by the Chairman of the meeting of the Board of Directors.

- 9. An orientation course has been conducted for all the directors of the company to inform them about regulatory updates, NBFC Rules 2003 and NBFC & Notified entities Regulations, 2007.
- 10. During the year, appointment of Head of Internal Audit was made by the Board. The Board has approved appointment, remuneration and term and conditions of the employment of Head of Internal Audit.
- 11. The roles and responsibilities of the Chairman and Chief Executive have been approved by the Board of directors.
- 12. The directors' report of the Fund for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 13. The directors, CE and executives of the Management Company do not hold any interest in the units of the Fund other than that disclosed in the pattern of unit holding.
- 14. The financial statements of the Fund were duly endorsed by CE and CFO of the Management Company before approval of the Board.
- 15. The Management Company has complied with all the significant corporate and financial reporting requirements of the Code relevant to the Fund.
- 16. The Board has formed an audit committee for the Fund. It comprises of three members, all of whom are non-executive directors including the Chairman of the committee.
- 17. The meetings of the audit committee were held at least once every quarter prior to approval of the 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.
- 18. There exists an effective internal audit function within the Management Company.
- 19. The statutory auditors of the Fund have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold units of the Fund and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
- 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. We confirm that all other material principles contained in the Code have been complied with.

For and on behalf of the Board

Karachi 25<sup>th</sup> July 2008 Nasim Beg Chief Executive

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# REVIEW REPORT TO THE UNIT HOLDERS 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 Arif Habib Investment Management Limited, the Management Company of **Pakistan Income Fund** to comply with the listing regulation No.37 of the Karachi Stock Exchange, where the Fund is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Management Company of the Fund. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement 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 Company's personnel and review of various documents prepared by the Management Company 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 have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

Based on our review, noting 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 30<sup>th</sup> June 2008.

Karachi 25<sup>th</sup>July 2008 A.F. Ferguson & Co. Chartered Accountants

# **INDEPENDENT AUDITORS' REPORT TO THE UNIT HOLDERS**

We have audited the accompanying financial statements of **Pakistan Income Fund**, which comprise the statement of assets and liabilities as at 30<sup>th</sup> June 2008, and the related income statement, distribution statement, cash flow statement and statement of movement in unit holders' funds for the year then ended, and a summary of significant accounting policies and other explanatory notes.

#### Management Company's responsibility for the financial statements

The Management Company of the Fund is responsible for the preparation and fair presentation of these financial statements in accordance with approved accounting standards as applicable in Pakistan. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### Auditor's responsibility

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. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatements.

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

#### **Basis for Qualified Opinion**

- i. As explained in note 3.4(a) to the financial statements, investments of the Fund in Term Finance Certificates had been valued uptil 18<sup>th</sup> December 2007 on the following basis:
  - (a) Using the rates of the last transaction (purchase or sale) executed by the Fund in the relevant Term Finance Certificates, adjusted for the effect of partial redemption, if any, in the Term Finance Certificates after the date of transaction; or
  - (b) Using the quotes available at the stock exchange adjusted for the effect of partial redemption.

The revaluation of Term Finance Certificates using the rate of the last transaction executed by the Fund was not in accordance with the requirement of Rule 2(xxxiv) of the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 which required that a security which is quoted on the stock exchange should be valued at its last sale price on such exchange on the date on which it is valued. The Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 were amended on 21<sup>st</sup> November 2007 and the requirements to compute the net assets of a collective investment scheme are now laid down in Regulation 2(1)(xvi) of the Non-Banking Finance Companies and Notified Entities Regulations, 2007. This Regulation requires that investment in Term Finance Certificates should be valued at rates notified by the Mutual Funds Association of Pakistan. Accordingly, with effect from 19<sup>th</sup> December 2007, the Fund has now changed the basis for determination of the fair value of its investments in Term Finance Certificates to comply with the requirements of the new Regulations.

Had all the Term Finance Certificates been valued upto  $18^{th}$  December 2007 on the basis of the quotes available at the stock exchange, the net asset value of the Fund calculated during the year would have been different and consequently the number of units issued / redeemed during the year as well as element of income / loss and capital gains / losses included in the prices of units issued less those in units redeemed recorded by the Fund would also have been different. These effects have not been quantified as it was impracticable to do so.

ii. As explained in note 3.4(b) to the financial statements, investments of the Fund in government securities had been valued uptil 25<sup>th</sup> November 2007 using the average of the mid-rates obtained from reputable brokerage houses. This practice was not in accordance with the requirement of Rule 2(xxxiv) of the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 which required these securities to be carried at the investment price. The Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 which required these securities to be carried at the investment price. The Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 were amended on 21<sup>st</sup> November 2007 and the requirements to compute the net assets of a collective investment scheme are now laid down in Regulation 2(1)(xvi) of the Non-Banking Finance Companies and Notified Entities Regulations, 2007. This Regulation requires that investment in government securities should be valued on the basis of rates announced by the Financial Markets Association. Accordingly, with effect from 26<sup>th</sup> November 2007, the Fund has changed the basis for determination of the fair value of these investments to comply with the requirements of the new Regulations.

Had the government securities been valued at their investment price upto 25<sup>th</sup> November 2007 as required by the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003, the net asset value of the Fund calculated during the year would have been different and consequently the number of units issued/ redeemed during the year as well as element of income / loss and capital gains / losses included in the prices of units issued less those in units redeemed recorded by the Fund would also have been different. These effects have not been quantified as it was impracticable to do so.

#### **Qualified Opinion**

In our opinion, except for the effects of the matters described in paragraphs (i) and (ii) above, the financial statements give a true and fair view of the state of the Fund's affairs as at 30<sup>th</sup> June 2008 and of its financial performance, cash flows and transactions for the year then ended in accordance with approved accounting standards as applicable in Pakistan.

#### Other matters

In our opinion, the financial statements have been prepared in accordance with the relevant provisions of the Trust Deed and the Non-Banking Finance Companies and Notified Entities Regulations, 2007.

The financial statements of the Fund for the year ended 30<sup>th</sup> June 2007 were audited by another firm of Chartered Accountants who in addition to the qualification in respect of the matter discussed in paragraph (ii) above, had also included the following qualification in respect of the matter discussed in paragraph (i) above in their report dated 21<sup>st</sup> July 2007:

"The investment of the Fund in Term Finance Certificates was not marked to mark et on the basis of the rates quoted on the stock exchange as per the requirements of the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003. Instead the investment of the Fund in Term Finance Certificates was valued on the basis of the rates obtained from stock exchange website adjusted for the effects of partial redemption of the principal amount of these certificates which had not been incorporated in these rates. Had the Term Finance Certificates been valued at the last sale price quoted on the stock exchange, the carrying value of the investment as at 30<sup>th</sup> June 2007 would have been higher by Rs 123.684 million with corresponding effect on income and unit holders' fund. In addition, as the Net Asset Value of the Fund was not determined strictly in accordance with the NBFC Rules, it would have been different and consequently the number of units issued/ redeemed as well as the element of accrued income/ (loss) and capital gains/ (losses) included in units issued less those in units redeemed recorded by the Fund were also affected. These effects have not been quantified, as it was not practical to do so."

Karachi 25<sup>th</sup> July 2008

A.F. Ferguson & Co. Chartered Accountants

# STATEMENT OF ASSETS AND LIABILITIES AS AT 30<sup>TH</sup> JUNE 2008

	<b>.</b> .		2007		
	Note	2008	2007		
		Rupees in '000			
ASSETS					
Bank balances	4	1,168,583	5,643,153		
Receivable against sale of Investments		149,903	51,080		
Receivable against sale of units		111,318	264,830		
Investments	5	2,323,949	1,501,524		
Loans and receivables	6	825,000	-		
Receivable against Continuous Funding System (CFS) transactions	7	1,043,412	1,521,438		
Dividend and profit receivable	8	110,218	105,721		
Advances, deposits, prepayments and other receivables	9	369,348	370,677		
Total assets		6,101,731	9,458,423		
LIABILITIES					
Payable to Arif Habib Investment Management Limited					
- Management Company	10	5,615	10,891		
Payable to Central Depository Company of Pakistan Limited - Trustee	11	712	1,122		
Payable to Securities and Exchange Commission of Pakistan	12	9,375	6,519		
Payable against purchase of Investments		-	655		
Payable on redemption of units	10	11,972	8,933		
Accrued expenses and other liabilities	13	3,988	24,343		
Total liabilities		31,662	52,463		
NETASSETS	-	6,070,069	9,405,960		
NET ASSETS	-	0,070,009	9,403,900		
Unit Holders' Funds (as per statement attached)		6,070,069	9,405,960		
Unit morder's Funds (as per statement attached)	-	0,070,009	9,403,900		
COMMITMENTS	14				
CONTINUENTS	14	Number	of units		
		Inulliber	of units		
Number of units in issue		117,912,876	169,577,974		
	-	117,912,070			
		Rup	ees		
		Kup			
Net asset value per unit	3.10	51.48	55.47		
	=				

The annexed notes 1 to 29 form an integral part of these financial statements.

For Arif Habib Investment Management Limited (Management Company)

Chief Executive

# INCOME STATEMENT FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008

	Note	2008 Rupees	2007 5 in '000
INCOME			
Gain on sale of investments		28,539	6,822
Income from Term Finance Certificates and Sukuk bonds		313,965	186,210
Income from Government Securities		67,723	9,779
Income from Continuous Funding System transactions		312,484	373,487
Income from Certificates of Investment and Term Deposit Receipts		49,172	55,132
Income from reverse repurchase transactions		21,973	363
Profit on bank accounts		221,303	183,646
Other Income		461	938
Unrealised appreciation in the value of investments at fair			
value through profit or loss - net	5.1	12,192	18,686
Unrealised gain / (loss) on revaluation of futures contracts		(46)	
Total Income		1,027,766	835,063
EXPENSES			
Remuneration of Arif Habib Investment Management Limited	Г		
- Management Company		136,197	97,792
Remuneration of Central Depository Company of Pakistan Limited		10,375	7,516
		,	· ·
Annual fee - Securities and Exchange Commission of Pakistan	15	9,375	6,519
Borrowing cost Securities transaction cost	15	2,675	- 47 208
		31,029	47,308
Settlement and bank charges		7,538 347	8,173 200
Fees and Subscription Legal and Professional Charges		256	158
Auditors' Remuneration	16	230 708	564
	10	708	
Amortization of preliminary expenses and floatation costs		235	333
Printing and related cost	L		169 562
Total Expenses		198,735	168,563
Net income from operating activities	-	829,031	666,500
Element of income / (loss) and capital gains / (losses) included in			
prices of units issued less those in units redeemed		13,142	251,641
	_	0/0/170	010111
Net income	=	842,173	918,141
Earnings per unit	3.11		
The annexed notes 1 to 29 form an integral part of these financial statements.			

The annexed notes 1 to 29 form an integral part of these financial statements.

For Arif Habib Investment Management Limited (Management Company)

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Chief Executive

# DISTRIBUTION STATEMENT FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008

	2008 Rupee	2007 es in '000
Undistributed income brought forward	927,171	526,911
Final distribution for the year ended 30 <sup>th</sup> June 2007: Rs 5.25 per unit (Date of distribution: 4 <sup>th</sup> July 2007) (2006: Rs 5.00 per unit)	(890,295)	(515,934)
<ul> <li>Interim distribution 2008: Rs. 3.30 per unit (Date of distribution: 29<sup>th</sup> March 2008) (2007: Nil)</li> <li>Cash Distribution</li> <li>Bonus units</li> </ul>	(286,924) (417,558)	-
Element of income / (loss) and capital gains / (losses) included in prices of units sold less those in units repurchased - amount representing income / (losses) that form part of the		
unit holders' fund	(30)	(1,947)
Net income for the year	842,173	918,141
Undistributed income carried forward	174,537	927,171

The annexed notes 1 to 29 form an integral part of these financial statements.

For Arif Habib Investment Management Limited (Management Company)

**Chief Executive** 

# CASH FLOW STATEMENT FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008

	2008	2007
CASH FLOW FROM OPERATING ACTIVITIES	Rupees	in '000
CASH FLOW FROM OF ERATING ACTIVITIES		
Net income for the year	842,173	918,141
Adjustments		
Unrealised appreciation on investments at fair value		
through profit or loss - net	(12,192)	(18,686)
Amortization of preliminary expenses and floatation costs	-	333
Remuneration of Arif Habib Investment Management Limited		
- Management Company	136,197	97,792
Remuneration of Central Depository Company of Pakistan Limited - Trustee	10,375	7,516
Unrealised loss on revaluation of derivative	46	7,510
Net element of income and capital (gains) / losses included in	+0	-
prices of units issued less those in units redeemed	(13,142)	(251,641)
	963,457	753,455
(Increase) / decrease in assets		
Receivable against Continuous Funding System (CFS) transactions	478,026	587,597
Receivable against sale of Investments	(98,823)	162,214
Advances, deposits, prepayments and other receivables Investments	1,329	(363,991)
Loans and receivables	(810,235) (825,000)	(98,336)
Dividend and profit receivable	(4,497)	17,732
	(1,259,200)	305,216
Increase / (decrease) in liabilities		
Accrued expenses and other liabilities	(20,401)	(49,274)
Payable against purchase of Investments	(655)	(4,959)
Payable to Arif Habib Investment Management Limited		
- Management Company Payable to Central Depository Company of Pakistan Limited - Trustee	76 (234)	(76) 91
Payable to Securities and Exchange Commission of Pakistan	2,856	2,138
r ayable to see driftes and Excitatinge commission of rakistan	(18,358)	(52,080)
Remuneration paid to Arif Habib Investment Management Limited	(10,000)	(02,000)
- Management Company	(141,549)	(93,539)
Demunantian paid to Control Depository Company of Deliston Limited		
Remuneration paid to Central Depository Company of Pakistan Limited - Trustee	(10,551)	(7,235)
- husice	(10,551)	(1,255)
Dividend Paid	(286,924)	(70,769)
Net cash inflow from / (used in) operating activities	(753,125)	835,048
CASH FLOW FROM FINANCING ACTIVITIES		
Net (payment) / receipt from sale and repurchase of units	(3,721,445)	2,409,798
Net increase / (decrease) in cash and cash equivalents during the year	(4,474,570)	3,244,846
Cash and cash equivalents at the beginning of the year	5,643,153	2,398,307
Cash and cash equivalents at the end of the year	1,168,583	5,643,153

The annexed notes 1 to 29 form an integral part of these financial statements.

For Arif Habib Investment Management Limited (Management Company)

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Chief Executive

# STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUNDS FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008

	2008	2007	
		s in '000	
Net assets at the beginning of the year	9,405,960	5,686,587	
Issue of 1,008,789,374 units (2007: 674,984,353 units)	52,312,234	18,014,052	
Redemption of 1,086,475,476 units (2007: 617,476,914 units)	(56,190,230)	(14,889,982)	
	(3,877,996)	3,124,070	
		, , ,	
Element of (income) / loss and capital (gains) / losses included in prices of units issued less those in units redeemed			
- amount representing (income) / loss and capital (gains)			
/losses - transferred to Income Statement	(13,142)	(251,641)	
	(,)	()	
- amount representing (income) / loss that form part of unit holders'			
fund - transferred to Distribution Statement	30	1,947	
	(13,112)	(249,694)	
Diminution in respect of Term Finance Certificates transferred to			
the Income Statement on redemption / disposal	-	(430)	
Net unrealised appreciation / (diminution) during the year in market			
value of securities classified as 'available for sale '	(2)	2	
Issue of 8,293,107 interim bonus units (2007: Nil)	417,558	-	
Issue of 17,727,897 bonus units for the year ended 30 <sup>th</sup> June 2007			
(2006: 8,883,748 bonus units)	890,295	445,165	
Element of loss and capital losses included in prices of units issued less			
those in units redeemed - amount representing unrealised diminution	(30)	(1,947)	
Net income for the year	842,173	918,141	
Interim distribution @ Rs. 3.30 per unit announced on 29 <sup>th</sup> March 2008 (2007: Nil)			
Cash Distribution	(286,924)	-	
Issue of bonus units	(417,558)	-	
Final distribution @ Rs. 5.25 per unit for the year ended 30 <sup>th</sup> June 2007 announced on 4 <sup>th</sup> July 2007 (2006: @ 5.00 per unit announced on 4 <sup>th</sup> July 2006) - issue of bonus			
	(800.205)	(515.024)	
units	(890,295) (752,634)	(515,934) 400,260	
	(752,054)	400,200	
Net assets at 30 <sup>th</sup> June	6,070,069	9,405,960	
ivet assets at 50 <sup></sup> Julie	0,070,069	9,403,900	
The annexed notes 1 to 29 form an integral part of these financial statements.			

For Arif Habib Investment Management Limited (Management Company)

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**Chief Executive** 

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# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30<sup>TH</sup> JUNE 2008

#### LEGAL STATUS AND NATURE OF BUSINESS

Pakistan Income Fund (PIF) was established under a Trust Deed executed between Arif Habib Investment Management Limited (AHIML) as Management Company and Central Depository Company of Pakistan Limited (CDC) as Trustee. The Trust Deed was executed on 23<sup>rd</sup> October 2001 and was approved by the Securities and Exchange Commission of Pakistan (SECP) on 28<sup>th</sup> February 2002 in accordance with the Asset Management Companies Rules, 1995 (AMC Rules) repealed by Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (NBFC Rules).

The Management Company of the Fund has been licensed to act as an Asset Management Company under the NBFC Rules through a certificate of registration issued by SECP. The registered office of the Management Company is situated at 2/1, R.Y.16, Old Queens Road, Karachi, Pakistan.

PIF is an open-ended mutual fund and is listed on the Karachi Stock Exchange. Units are offered for public subscription on a continuous basis. The units are transferable and can be redeemed by surrendering them to the Fund.

The policy of the Fund is to invest in a mix of Continuous Funding System (CFS) transactions, investment-grade debt securities, government securities, money market instruments and short-term reverse repurchase transactions.

The Pakistan Credit Rating Agency (PACRA) Limited has assigned asset manager rating of AM2 to the Management Company and 5star normal and 5-star long term to the Fund.

Title to the assets of the Fund are held in the name of Central Depository Company of Pakistan Limited as trustee of the Fund.

#### 2 BASIS OF PREPARATION

#### 2.1 Statement of compliance

These financial statements have been prepared in accordance with 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 Trust Deed, the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the NBFC Rules), the Non-Banking Finance Companies and Notified Entities Regulations, 2007 (the NBFC Regulations) and directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or directives issued by the SECP differ with the requirements of IFRS, the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations or the directives issued by the SECP prevail.

#### 2.2 Amendments to published accounting standards effective in 2008

Amendments to IAS 1 - "Presentation of Financial Statements - Capital Disclosures", introduces certain new disclosures about the level of and the management of the Fund's capital. Adoption of this amendment has only resulted in additional disclosures which have been set out in note 23 of these financial statements.

Other new standards, amendments and interpretations that are mandatory for accounting periods beginning on or after 1<sup>st</sup> July 2007 which are not considered relevant nor have any significant effect on the Fund's operations are not detailed in these financial statements.

#### 2.3 Standards, interpretations and amendments to published approved accounting standards that are not yet effective.

The following standards, amendments and interpretations of approved accounting standards, effective for accounting periods beginning on or after 1<sup>st</sup> January 2008 are either not relevant to the Fund's operations or are not expected to have significant impact on the Fund's financial statements other than increased disclosures in certain cases:

IAS 1 - Presentation of Financial Statements (Revised September 2007)	effective from 1 <sup>st</sup> January 2009
IAS 23 - Borrowing Costs (Revised March 2007)	effective from 1 <sup>st</sup> January 2009
Amendments to IAS 27 (Revised) - Consolidated and Separate Financial Statements	effective from 1 <sup>st</sup> July 2009
IFRS 3 (Revised) - Business Combinations	effective from 1 <sup>st</sup> July 2009

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IFRS 7 - Financial Instruments: Disclosure

IFRS 8 - Operating Segments

IFRIC 12 - Service Concession Arrangements

IFRIC 13 - Customer Loyalty Programmes

IFRIC 14 - IAS 19 - The Limit on a Defined Benefit Asset, Minimum Funding Requirement and their interaction

IFRIC 15 - Agreements for the Construction of Real Estate

IFRIC 16 - Hedges of a Net Investment in a Foreign Operation

#### 2.4 Critical accounting estimates and judgements

effective from 28<sup>th</sup> April 2008 effective from 1<sup>st</sup> January 2009 effective from 1<sup>st</sup> January 2008 effective from 1<sup>st</sup> January 2008 effective from 1<sup>st</sup> January 2009

effective from 1<sup>st</sup> October 2008

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 are as follows:

Classification and valuation of investments (note 3.1)

#### 2.5 Accounting convention

These financial statements have been prepared under the historical cost convention except that certain investments have been carried at fair value.

#### 2.6 Functional and Presentation Currency

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

#### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 3.1 Investments

All purchases and sales of securities that require delivery within the time frame established by regulation or market convention are recognised at the trade date. Trade date is the date on which the Fund commits to purchase or sell the asset.

The management determines the appropriate classification of the investments made by the Fund in accordance with the requirements of International Accounting Standard (IAS) 39: 'Financial Instruments: Recognition and Measurement', at the time of purchase and reevaluates this classification on a regular basis. Investments are categorised as follows:

#### a) Financial assets at fair value through profit or loss

Investments that are acquired principally for the purpose of generating a profit from short-term fluctuations in prices are classified as 'Financial assets at fair value through profit or loss'. These investments are marked to market using the closing market rates at the end of each day and are carried on the Statement of Assets and Liabilities at fair value. Net gains and losses arising on changes in fair value of these investments are taken to the Income Statement.

Investments in unquoted debt securities, if any, are carried at fair value.

#### b) Available for sale

Available for sale financial assets are those non-derivative financial assets that are designated as available for sale or are not classified as (a) loans and receivables, (b) held to maturity investments or (c) financial assets at fair value through profit or loss.

Investments categorised as available for sale are initially recognised at fair value plus transaction costs that are directly attributable to the acquisition of the financial assets. Subsequent to initial recognition, 'available for sale' investments are measured at fair value. Net gains and losses arising on changes in fair values of these investments are taken to equity until the available for sale investment is derecognised. At this time, the cumulative gain or loss previously recognised directly in equity is transferred to the income statement.

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The Fund assesses at each balance sheet date whether there is objective evidence that a financial asset classified as available for sale is impaired. If evidence of impairment exists, the cumulative loss recognised in equity is removed from equity and recognised in the income statement.

Investments in unquoted debt securities, if any, are carried at fair value.

Financial assets are derecognised when the rights to receive cash flows from the financial assets have expired or where the Fund has transferred substantially all risks and rewards of ownership.

Transaction costs are included in the initial measurement of all financial assets and liabilities except for transaction costs incurred at acquisition of financial assets at 'fair value though profit or loss' and transaction cost that may be incurred on disposal which are charged as expense when incurred.

#### 3.2 Loans and receivables

These are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. These investments are initially recognised at fair value. Subsequently, these investments are carried at amortised cost.

#### 3.3 Derivatives

Derivative instruments are initially recognised at fair value and subsequent to initial measurement each derivative instrument is remeasured to its fair value and the resultant gain or loss is recognised in the income statement.

#### 3.4 a) Basis of valuation of Term Finance Certificates

During the current year, with effect from 19<sup>th</sup> December 2007, the management changed the basis for the determination of the fair value of investments in Term Finance Certificates (TFCs). The investment of the Fund in TFCs is now valued at the rates notified by the Mutual Funds Association of Pakistan. This change has been made to comply with the requirements of Regulation 2(1)(xvi) of the Non-Banking Finance Companies and Notified Entities Regulations, 2007. Uptil 18<sup>th</sup> December 2007, investments of the Fund in TFCs had been valued on the following basis:

- i) Using the rates of the last transaction (purchase or sale) executed by the Fund in the relevant TFCs, adjusted for the effect of partial redemption, if any, in the TFCs after the date of transaction; or
- ii) Using the quotes available at the stock exchange adjusted for the effect of partial redemption.

The revaluation of TFCs using the rate of the last transaction executed by the Fund in the TFC was not in accordance with the requirement of Rule 2(xxxiv) of the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 which required that securities which are quoted on the stock exchange should be valued at its last sale price on such exchange on the date on which it is valued. The Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 were amended on 21<sup>st</sup> November 2007 and the requirements to compute the net assets of a collective investment scheme are now laid down in Regulation 2(1)(xvi) of the Non-Banking Finance Companies, 2007.

The Management believes that the policy previously adopted by the Fund was fair to all investors and protected their interests.

Had all the Term Finance Certificates been valued upto 18<sup>th</sup> December 2007 on the basis of the quotes a vailable at the stock exchange, the net asset value of the Fund calculated during the year would have been different and consequently the number of units issued / redeemed during the year as well as element of income / loss and capital gains/ losses included in the prices of units issued less those in units redeemed recorded by the Fund would also have been different. These effects have not been quantified as it was impracticable to do so.

#### 3.4 b) Basis of valuation of Government Securities

During the current year, with effect from  $26^{\text{th}}$  November 2007, the management changed the basis for the determination of fair value of investment in government securities. The investment of the Fund in government securities is now valued on the basis of rates of these securities announced by the Financial Market Association. This change has been made to comply with the requirements of Regulation 2(1)(xvi) of the Non-Banking Finance Companies and Notified Entities Regulations, 2007.

Uptil 25<sup>th</sup> November 2007, investments of the Fund in government securities had been valued using the average of the mid-rates obtained from reputable brokerage houses. This practice was not in accordance with the requirement of Rule 2(xxxiv) of the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 which required these securities to be carried at the investment price. The Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 were amended on 21<sup>st</sup> November 2007 and the requirements to compute the net assets of a collective investment scheme are now laid down in Regulation 2(1)(xvi) of the Non-Banking Finance Companies and Notified Entities Regulations, 2007.

The Management believes that the policy previously adopted by the Fund was fair to all investors and protected their interests and the requirements of the Non-Banking Finance Companies and Notified Entities Regulations, 2007 confirm the same.

Had the government securities been valued at their investment price upto 25<sup>th</sup> November 2007 as required by the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003, the net asset value of the Fund calculated during the year would have been different and consequently the number of units issued / redeemed during the year as well as element of income / loss and capital gains / losses included in the prices of units issued less those in units redeemed recorded by the Fund would also have been different. These effects have not been quantified as it was impracticable to do so.

#### 3.5 Securities under repurchase / resale agreements

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

All reverse repo / continuous funding system transactions are accounted for on the settlement date.

#### 3.6 Issue and redemption of units

Units issued are recorded at the offer price, determined by the Management Company for the applications received by the distributors during business hours on that date. The offer price represents the net asset value per unit as of the close of the business day plus the allowable sales load, provision for transaction costs and any provision for duties and charges, if applicable. The sales load is payable to the investment facilitators, distributors and the Management Company. Transaction costs are recorded as the income of the Fund.

Units redeemed are recorded at the redemption price, applicable to units for which the distributors receive redemption request during business hours of that day. The redemption price represents the net asset value per unit as of the close of the business day less any backend load, any duties, taxes, charges on redemption and any provision for transaction costs, if applicable.

#### 3.7 Proposed dividend and transfer between reserves

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

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

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

The Fund records that portion of the net element of income / (loss) and capital gains / (losses) relating to units issued and redeemed during an accounting period which pertains to unrealised gains / (losses) held in the Unit Holder's Funds in a separate reserve account and any amount remaining in this reserve account at the end of an accounting period (whether gain or loss) is included in the amount available for distribution to the unit holders. The remaining portion of the net element of income / (loss) and capital gains / (losses) relating to units issued and redeemed during an accounting period is recognised in the Income Statement.

#### 3.9 Provisions

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

#### 3.10 Net asset value per unit

The net asset value (NAV) per unit, as disclosed on the Statement of Assets and Liabilities, is calculated by dividing the net assets of the Fund by the number of units in circulation at the year end.

#### 3.11 Earnings per unit

Earnings per unit (EPU) has not been disclosed as in the opinion of the management determination of weighted average units for calculating EPU is not practicable.

#### 3.12 Taxation

The income of the Fund is exempt from income tax under clause 99 of Part I of the Second Schedule to the Income Tax Ordinance, 2001 subject to the condition that not less than ninety percent of its accounting income for the year, as reduced by capital gains, whether realised or unrealised, is distributed amongst the unit holders. Accordingly, no tax liability has been recorded for the current year.

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

The Fund provides for deferred taxation using the balance sheet liability method on all major temporary differences between the amounts used for financial reporting purposes and amounts used for taxation purposes. In addition, the Fund also records deferred tax asset on unutilised tax losses to the extent that it is no longer probable that the related tax benefit will be realised. However, the Fund has not recognised any amount in respect of deferred tax in these financial statements as the Fund intends to continue availing the tax exemption in future years by distributing at least ninety percent of its accounting income for the year as reduced by capital gains, whether realised or unrealised, to its unit holders every year.

#### 3.13 Preliminary expenses and floatation costs

Preliminary expenses and floatation costs represent expenditure incurred prior to the commencement of operations of the Fund and include underwriting commission, commission to the bankers to the issue, brokerage paid to the members of the stock exchanges and other expenses. These costs have been amortised over a period of five years starting from the commencement of operations of the Fund.

#### 3.14 Offsetting of financial instruments

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 recognised amounts and there is an intention to settle on a net basis, or realise the assets and settle the liabilities simultaneously.

#### 3.15 Financial assets and financial liabilities

Financial assets carried on the Statement of Assets and Liabilities include bank balances, investments, receivable against sale of investments, receivable against sale of units, receivable against Continuous Funding System (CFS) transactions, dividend and profit receivable, advances, deposits and other receivables.

Financial liabilities carried on the Statement of Assets and Liabilities include payable to Arif Habib Investment Management Limited – Management Company, payable to Central Depository Company of Pakistan Limited – Trustee, payable against purchase of investments, payable on redemption of units and accrued expenses and other liabilities.

#### 3.16 Impairment

The carrying value of the Fund's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If such an indication exists, the asset's recoverable amount is estimated. An impairment loss is recognised whenever the carrying amount of an asset exceeds its recoverable amount. Impairment losses are recognised in the Income Statement.

#### 3.17 Revenue recognition

Realised capital gains / (losses) arising on sale of investments are included in the Income Statement on the date at which the transaction takes place.

Unrealised capital gains / (losses) arising on marking to market of investments classified as 'Financial assets at fair value through profit or loss ' are included in the Income Statement in the period in which they arise.

Dividend income is recognised when the right to receive the payment is established.

Profit on bank deposits is recognised on an accrual basis.

Profit on investment is recognised on an accrual basis.

#### 3.18 Cash and cash equivalents

Cash and cash equivalents comprise of bank balances.

#### 3.19 Foreign currency translation

Foreign currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in income statement. Translation differences on nonmonetary financial assets and liabilities such as equities at fair value through profit or loss are recognised in the Income Statement within the fair value net gain or loss.

....

		Note	30 <sup>th</sup> June	30 <sup>th</sup> June
4	BANK BALANCES		2008	2007
-	DATK DALATCES		Rupees	in '000
	In current accounts		20,492	8,489
	In deposit accounts		1,148,091	5,634,664
			1,168,583	5,643,153
5	INVESTMENTS			
	Investments at fair value through profit or loss			
	Equity securities purchased under future sale contracts	5.2	394	-
	Term Finance Certificates	5.3	2,323,555	1,476,624
			2,323,949	1,476,624
	Available for sale			24.000
	Government Securities	5.4	-	24,900
	Total		- 2,323,949	24,900 1,501,524
	lotal		2,323,949	1,301,324
5.1	Net unrealised appreciation / (dimunition) in value of investments			
	at fair value through profit or loss - net			
	Fair value of investments		2,323,949	1,476,624
	Less: Cost of investments		(2,284,878)	(1,451,421)
	Less: Net unrealised appreciation in fair value of investments at fair value		39,071	25,203
	through profit or loss at the beginning of the year		(25,203)	(5,016)
	unough ploth of loss at the beginning of the year		(23,203)	(5,010)
	Less: Realised on disposal during the year		(1,676)	(1,501)
			(26,879)	(6,517)
			,	
			12,192	18,686

### 5.2 Equity securities purchased under futures sale contracts

These securities are held under Ready-Future transactions. These securities are purchased in the ready "T+2" market and simultaneously sold in the futures market. PIF has no open exposure to the stock market. The details are as follows:

		N	umber of sha	res		Bal	ance as at 30 <sup>t</sup>	<sup>h</sup> June 2008		
Name of the Investee Company	As at 1 <sup>st</sup> July 2007	Purchases during the year	Bonus/ Right issu e	Sales during the year	As at 30 <sup>th</sup> June 2008	Cast	Market Value	App reciation / (Dimi nution)	Market value as a percentage of net assets	Market value as a per cen tage of total investment
Fully paid ordinary shares of Rs 10 each							(Rupees in '	000)		
Investment B an ks/ COS ./ Securities										
ahangir Siddiqui & Company Limited	-	435,000	-	435,000		-	-	-	-	-
I <b>nsur ance</b> Adamjee Insurance Company Limited		140,000	-	140,000						
	-	140,000	-	140,000		-	-		-	
Fextil e Composite Nishat Mills Limited	-	510,500	-	510,500			-	-	-	_
Azgard Nine Limited	-	151,500	-	151,500	_	-	-	-	-	-
Cement					_	-	-	<u> </u>		
D. G. Khan Cement Limited	-	625,500	-	625,500	-	-	-	-	-	-
Lucky Cement Limited Maple Leaf Cement	2	71,000 231,000	-	71,000 231,000	-	-		-	-	-
Pioneer Cement Limited	-	11,000	-	11,000	-	-	-	-	-	-
Engineering					_	-	-	-		
Crescent Steel and Al lied Products Limited	-	19,500	-	19,500	-	-	-	-	-	-
						-	-	-		
C <b>hemicals</b> CI Pakistan Limited		8,000	-	8,000	_	-	-	-	-	-
Sitara Paroxide Limited	-	421,000	-	414,000	7,000	373	380	7	0.01%	0.02%
Paper & Board					_	373	380	7		
ackages Limited		7,000	-	7,000		-	-	-	-	-
						-	-	-		
Commercial Banks Vational Bank of Pakistan	-	2,953,000	_	2,953,000	_	-	-	-	-	-
ACB Bank Limited	-	2,365,500	-	2,365,500	-	-	-	-	-	-
skari Bank Limited	-	411,000	-	411,000	-	-	-	-	-	-
'he Bank of Punjab 'aysal Bank Limited	-	3,759,500 443,500	-	3,759,500 443,500	-	-	-	-	-	-
ank Al Falah Limited	-	793,500	-	793,500	-	-	-	-	-	-
oneri Bank Limited Inited Bank Limited	-	500 321,000	-	500 321,000		-	-	-	-	-
VIB Bank Limited	-	1,789,000	-	1,789,000	-	-	-	-	-	-
labib Bank Limited	-	54,000 499,500	-	54,000 499,500	-	-	-	-	-	-
S Bank Limited	-	477,300	-	499,500		-			-	-
Refinery		0.40 500		0.40 500						
Attock Refinery Limited	-	248,500	-	248,500		-	-	<u>·</u>	-	-
ower Generation & Distribution										
he Hub Power Company Limited fot Addu Power Company Limited	1	531,500 50,500	-	531,000 50,500	500	14	14	-	-	1
Series rower company Limited	-	50,500		50,500		- 14	- 14			
Dil & Gas Marketing Cos.		260 000		260.000						
Pakistan State Oil Company Limited Sui Northem Gas Pipelines Limited	-	260,000 129,000	-	260,000 129,000	-	-	-	-	-	-
ui Southern Gas Company Limited	-	3,000	-	3,000	-	-	-	-	-	-
Dil & Gas Exploration Cos						-	-	-		
bil & Gas Development Company Limited	-	373,500	-	373,500	-	-	-	-	-	-
akistan Oilfield Limited	-	899,000	-	899,000	-	-	-	-	-	-
akistan Petrole um Limited	-	1,442,500	-	1,442,500		-	-	-	-	-
echnology & Communication										
akistan Telecommunic ation Company Limited		91,000		91,000	_				-	_
Jetsol Technologies Limited	-	347,000	-	347,000		-			-	-
					_	-	-			
Y <b>ertilizer</b> Cauji Fertilizer Company Limited	_	180,000	_	180,000	-	-	-	-	-	-
Engro Chemical Pakistan Limited	-	331,000	-	331,000	-	-	-	-	-	-
Fauji Fertilizer Bin Qasim Limited	-	1,683,000	-	1,683,000		-	-	-	-	-
<b>Aiscellaneous</b> Pace Pakistan Ltd.	-	513,500		513,500		-	-		-	-
	-	515,500	-	0.0,000						
						-	-	-		

#### 5.3 Term Finance Certificates

	Number of c ertificates Balance as at 30 <sup>th</sup> June 2008									
		Nur	nder of cert	ricates		Balance as at 30 June 2008				
Name of the Investee Company	As at 1 <sup>st</sup> July 2007	Purchases during the year	Sales during the year	Re dempti ons during the Year	As at 30 <sup>th</sup> June 2008	Cost	Market Value	Appreciation / (Diminution)	Market value as a percentage of net assets	Market value as percentage of total investment
							(Rupees in '000	)		
Allied Bank Limited (06-12-06)	22,000		8,400	-	13,600	67,959	72,064	4,105	1.19%	3.109
Askari Bank Limited - (04-02-05)	25,200	· ·	400	-	24,800	123,981	128,013	4,032	2.11%	5.519
Askari Bank Limited - (31-10-05)	11,405		200	-	11,205	55,614	57,917	2,303	0.95%	2.499
Bank AL Falah Limited - (19-12-02)	8,383	-	-	-	8,383	21,261	21,012	(249)	0.35%	0.909
Bank AL Falah Limited - (23-11-04)	21,000	-	200	-	20,800	104,092	107,630	3,538	1.77%	4.639
Bank AL Falah Limited - (25-11-05)	19,000	-	-	-	19,000	95,038	98,268	3,230	1.62%	4.2.39
Bank Al Habib Limited (07-02-07)	28,520	-	200	-	28,320	141,993	150,503	8,510	2.48%	6.489
Bank Al Habib Limited (15-07-04)	9,747	-	-	-	9,747	47,616	46,477	(1,139)	0.77%	2.009
Century Paper and Board Ltd - Sukuk Certificates (25-09-07)	•	5,000	5,000	-	-	-		-	-	-
Engro Chemical Pakistan Limited - TFC4 (18-03-08)		64,600	5,000	-	59,600	298,000	303,215	5,215	5.00%	13.059
Engro Chemical Pakistan Limited (30-11-07)	-	30,000	-	-	30,000	149,970	151,590	1,620	2.50%	6.529
Engro Chemicals Pakistan Limited - Sukuk										
Certificates (06-09-07)	-	6,500	6,500	-		-	-	-	-	-
Escorts Investment Bank Ltd - (15-03-07)	3,016	-	-	-	3,016	15,254	1 5,5 14	260	0.26%	0.679
First Dawood Investment Bank Limited - II	2,054	-	-	2,054	-	-	-	-	-	-
Faysal Bank Limited - (12-11-07)	-	20,000	-		20,000	97,432	102,689	5,257	1.69%	4.429
Itte had Chemicals Limited - (27-06-03)	2,952	-	-	2,952	-	-	-	-	-	-
Jahangir Siddiqui & Co Ltd - (30-09-05)	9,000	-		-	9,000	44,955	45,306	351	0.75%	1.95%
Jahangir Siddiqui & Co TFC 5 (04-07-07)	-	20,000	10,200	-	9,800	48,990	49,519	529	0.82%	2.139
MCB Bank Limited (10-08-02)	3,456		-	3,456	-	-	-	-	-	-
NIB Bank Limited - (05-03-08)	-	12,798	-	-	12,798	63,990	64,783	793	1.07%	2.799
Orix Leasing Pakistan Limited - (25-05-07)	31,000	-	-	-	31,000	152,859	157,463	4,604	2.59%	6.789
Pak Ara b Fertilize rs L imited - (28-02-08)	-	43,447	43,447	-	-	-	-	-	-	-
Pakistan Services Limited (12-11-03)	6,000	-	6,000	•	-	-	-	-	-	-
Pakistan Mobile Communication Ltd.	-	40,000	-	40,000	-	-	-	-	-	-
Pakistan Mobile Communication Ltd.										
(4th Issue) (01-10-07)	-	35,000	· ·	-	35,000	175,000	174,265	(735)	2.87%	7.50%
ABN Amro Bank Limited (12-11-04)	1,090	-	1,090	-	-	-	-	-	-	-
Searle Pakistan Limited - (09-03-06)	4,000	-	-	-	4,000	14,994	15,169	175	0.25%	0.65%
Standard Chartered Bank (Pakistan ) Limited - (21-12-02)	12,995	-	-	12,995	-	-	-	-	-	-
Standard Chartered Bank (Pakistan ) Limited - (20-01-04)	1,092	-	-	-	1,092	76,863	79,032	2,169	1.30%	3.40
Standard Chartered Bank (Pakistan ) Limited - (01-02-06)	15,000	-	-	-	15,000	4,911	5,401	490	0.09%	0.239
Telecard Limited - (27-05-05)	19,980	-	-	-	19,980	68,632	55,935	(12,697)	0.92%	2.419
Trust Investment Bank Limited - (03-06-03)	4,000	-	-	4,000	-	-	-	-	-	-
Trust Investment Bank Limited - (15-11-05)	7,500		-	-	7,500	18,750	18,906	156	0.31%	0.819
United Bank Limited - (08-09-06)	34,432		400	-	34,032	171,008	178,425	7,417	2.94%	7.689
United Bank Limited - (14-02-08)	-	38,000	-	-	38,000	190,000	188,955	(1,045)	3.11%	8.139
World Call Telecom Ltd (28-11-06)	7,000	-		-	7,000	35,329	35,504	175	0.58%	1.539
Total					-	2,284,491	2,323,555	39,064		

#### **5.3.1** All Term Finance Certificates have a face value of Rs 5,000 each.

**5.3.2** The above includes Term Finance Certificates with fair value aggregating to Rs 591.074 million which have been pledged with National Clearing Company of Pakistan Limited for guaranteeing settlement of the fund's trades in terms of circular No. 11 dated 23<sup>rd</sup> October 2007, issued by SECP.

#### 5.4 Government Securities

			Face Value					
Issue date	Tenor	Balance as at 1 <sup>st</sup> July 2007	Purchases during the ye ar	Sale during the year	Matured during the year	Datance as at	at 50 June	Fair Value as a % of net assets
					(Rupees	in '000)		
Fakistan Investment Bonds								
31 <sup>st</sup> December 2002	5 Years	-	30,000	-	30,000	-	-	
22nd August 2007	5 Years	-	25,000	25,000	-	-	-	-
22nd August 2007	10 Years	-	25,000	25,000	-	-		
22nd August 2007	3 Years	-	25,000	25,000	-	-	-	-
19 <sup>th</sup> May 2006	3 Years	25,000	-	25,000	-	-		-
		25,000	105,000	100,000	30,000	· ·		
Treasury Bills								
28 <sup>th</sup> September 2006	12 Months	-	30,000	-	30,000	-	-	-
13th September 2007	12 Months	-	300,000	300,000		-	-	-
27 <sup>th</sup> September 2007	12 Months	-	1,000,000	1,000,000	-	-	-	-
12 <sup>th</sup> October 2006	12 Months	-	30,000	-	30,000	-	-	-
23 <sup>rd</sup> November 2006	12 Months	-	725,000	-	725,000	-	-	-
15 <sup>th</sup> February 2007	12 Months		500,000	-	500,000	-	-	-
		-	2,585,000	1,300,000	1,285,000	-		

6	LOANS AND RE CE IVABLE S	30 <sup>th</sup> June 2008 Rup	30 <sup>th</sup> June 2007 ees in '000
	Certificate of investments	300,000	
	Term deposit receipts	525,000	
		825,000	-

### 7 RECEIVABLE A GAINST CONTINUOUS FUNDING SYSTEM (CFS) TRANSACTIONS

The rates of return on these transactions range between 14.49% to 30% (2007: 9.78% to 19.78%) per annum. Fair value of the collaterals accepted against the above receivable balance as at 30<sup>th</sup> June 2008 amounted to Rs 1,045 million (2007: Rs 1,585 million).

Not	e 30 <sup>th</sup> June 2008	30 <sup>th</sup> June 2007
8 DIVIDEND AND PROFIT RECEIVABLE	Rupe	es in '000
Income accrued on Continuous Funding System (CFS) transactions	9,522	8,698
Income accrued on Term Finance Certificates	78,040	48,165
Income accrued on Term Deposit Receipts	1,201	-
Income accrued on Certificate of Investments	11,178	-
Income accrued on Pakistan Investment Bonds	-	267
Profit receivable on bank deposits	10,014	35,858
Dividend receivables	263	12,733
	110,218	105,721
9 ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES		
	0.005	2.550
Advance tax	3,827	3,778
Transaction cost receivable	1	1
Prepaid expenses	902	86
Receivable from Pakistan Capital Market Fund	1,031	18,732
Receivable from Pakistan Stock Market Fund	7,999	-
Receivable from Pakistan International Element Islamic Fund	317	-
Deposit with National Clearing Company of Pakistan Limited	5,071	1,000
Deposit with Central Depository Company of Pakistan Limited	200	200
Advance against purchase of TFCs 9.1	350,000	346,880
	369,348	370,677

9.1 This represents investments in Pre-IPO Term Finance Certificates of Pakistan Mobile Communication Limited and Trust Investment Bank Limited (2007: Faysal Bank Limited, Jahangir Siddique and Company Limited and Engro Chemical Pakistan Limited).

10	PAYABLE TO ARIF HABI	B INVESTMEN	T MANAGEMENT LIMITED	Note	30 <sup>th</sup> June 2008 Rupees	30 <sup>th</sup> June 2007 in '000
	- MANAGEMENT COM	IPANY				
	Management Fee			10.1	5,426	10,778
	Front end load				189	113
					5,615	10,891

10.1 Upto 15<sup>th</sup> May 2008, the management fee was being calculated at the rate of 1.5 percent of the average annual net assets of the Fund. From 16<sup>th</sup> May 2008 onwards, management fee is being calculated at the rate of 1 percent of average annual net assets of the Fund. The remuneration is paid to the management Company monthly in arrears.

11	PAYABLE TO CENTRAL DEPOSITORY CO PAKISTAN LIMITED - TRUSTEE	MPA NY OI	Note	30 <sup>th</sup> June 2008 Rupee	30 <sup>th</sup> June 2007 es in '000
	Trustee fee CDS charges		11.1	625 87 712	801 321 1,122

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

Based on the Trust Deed, the tariff structure applicable to the Fund as at 30<sup>th</sup> June 2008 is as follows:

#### Amount of Funds Under Management (Average NAV)

#### Tariff per annum

Upto Rs. 1,000 million On an amount exceeding Rs 1,000 million Rs 0.7 million or 0.20% p.a. of NAV, whichever is higher Rs 2.0 million plus 0.10% p.a. of NAV exceeding Rs 1,000 million

The remuneration is paid to the trustee monthly in arrears.

#### 12 PAYABLE TO SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN

Under the provisions of the Non Banking Finance Companies and Notified Entities Regulations, 2007 (the NBFC Regulations), a collective investment scheme is required to pay as annual fee to the SECP, an amount equal to one-tenth of one percent of the average annual net assets of the scheme.

		30 <sup>th</sup> June	30 <sup>th</sup> June
		2008	2007
13	ACCRUED EXPENSES AND OTHER LIABILITIES	R upee	s in '000
	Auditors' Remuneration	380	310
	Brokerage Payable	2,005	1,093
	Payable to Pakistan Stock Market Fund	-	10,046
	Payable to Pakistan International Element Islamic Fund	-	203
	Other Payable	1,557	12,691
	Unrealised gain / (loss) on revaluation of futures contracts	46	-
		3,988	24,343
14	COMMITMENTS		
	Continuous Funding System (CFS) transactions (including transactions		
	to be rolled over) entered into by the Fund in respect of which the		
	purchase transactions have not been settled as at year end	112,130	2,470,772
	Spread Transactions (including transactions to be rolled over)		
	entered into by the Fund in respect of which the purchase		
	transactions have not been settled as at year end	362	-
15	BORROWING COST		
	Repo charges	1,293	-
	Markup on running finance	1,382	
		2,675	

**15.1** The Fund has a facility of short term running finance with Arif Habib Bank Limited amounting to Rs 1,000 million (2007: nil). The rate of mark-up on funds utilized is six month KIBOR (average ask side) plus 25 bps. This arrangement is secured by pledge of Term Deposit Receipt under lien in favour of the Bank.

			30 <sup>th</sup> June 2008	30 <sup>th</sup> June 2007
16	AUDITORS' REMUNERATION		Rupeo	es in '000
	Annual audit fee		175	150
	Half yearly review fee		80	50
	Other certifications and services		445	325
	Out of pocket expenses		8	39
			708	564

#### 17 TRANSACTIONS WITH CONNECTED PERSONS

Connected persons include Arif Habib Investment Management Limited being the Management Company, Arif Habib Limited, Arif Habib Securities Limited and Arif Habib Bank Limited (Formerly: Arif Habib Rupali Bank Limited) being companies under common management, Central Depository Company Limited being the trustee, other collective investment schemes managed by the management company and directors and officers of the management company.

The transactions with connected persons are in the normal course of business, at contracted rates and terms determined in accordance with market rates.

Remuneration payable to Management Company and trustee is determined in accordance with the provisions of the NBFC Regulations and the Trust Deed respectively.

### 17.1 Details of the transactions with connected persons are as follows:

Note Management Company	2008 (Rupees	2007 in '000)
Arif Habib Investment Management Limited	76	000
Issue of 1,507 bonus units (2007: 17,720 units)	76	888
Redemption of 15,918 units (2007: 180,897 units)	850	10,000 97,792
Management Fee for the year	136,197 11,154	8,629
Sales load for the year Transaction cost for the year	-	252
Transaction cost for the year	-	232
Associated Companies		
Arif Habib Securities Limited		
Issue of 9,763,718 units (2007: Nil)	500,000	-
Issue of 1,573 bonus units (2007: 806 units)	79	40
Redemption 9,774,178 units (2007: Nil)	501,709	-
Arif Habib Bank Limited		
Issue of 60,574,823 units (2007: 58,357,607 units)	3,138,761	3,145,000
Issue of 849,458 bonus units (2007: Nil)	42,660	-
Redemption of 69,549,958 units (2007: 50,231,930 units)	3,596,860	2,721,389
Investment in Term Deposit Receipt	1,500,000	-
Term Deposit Receipts - Matured	1,000,000	-
Profit on bank accounts	45,552	6,411
Income from Term Deposit Receipt	32,519	-
Bank charges	108	-
Mark-up on Running Finance 15	1,382	-
Pakistan Stock Market Fund		
Issue of 5,866,250 units (2007: Nil)	300,000	-
Redemption of 5,866,250 units (2007: Nil)	300,411	-
Other related parties		
other related parties		
Mr. Arif Habib		
Issue of 86,212,029 units (2007: Nil)	4,500,000	-
Issue of 1,211,746 bonus units (2007: Nil)	61,011	-
Redemption of 67,991,206 units (2007: Nil)	3,529,659	-
Directors and executives of the management company		
Issue of 1,728,258 units (2007: 1,164,010 units)	89,142	61,319
Issue of 44,078 bonus units (2007: 28,303 units)	2,248	1,418
Redemption of 1,551,895 units (2007: 985,376 units)	89,142	49,392
Control Danasitano Company of Dabietan Limitad		
<b>Central Depository Company of Pakistan Limited</b> Issue of 4,943,542 units (2007: Nil) during the year	260,000	
Issue of 373,803 bonus units (2007: 281,488 units)	18,792	- 14,105
Redemption 5,628,000 units (2007: 989,649 units)	295,000	51,243
Trustee fee for the year	10,375	7,516
CDS charges for the year	2,744	2,894
Arif Habib Limited - Brokerage house	746	4007
Brokerage	746	4,997

17.2	Amounts outstanding as at the year end	2008 (Rupees in	2007 n '000)
	Arif Habib Investment Management Limited	(1	
	Units held Nil (2007: 14,412 units) Payable to Arif Habib Investment Management Limited	-	799
	- Management Company	5,615	10,891
	Transaction cost receivable	1	1
	Arif Habib Securities Limited		493
	Units held Nil (2007: 8,888 units)	-	493
	Arif Habib Bank Limited Units held Nil (2007: 8,125,677 units)	-	450,488
	Bank balance	1,126,194	1,496
	Investment in Term Deposit Receipt Profit receivable on bank accounts	500,000 9,981	- 11
	Profit receivable on Term Deposit Receipt	756	-
	Mr. Arif Habib		
	Units held 19,432,569 (2007: Nil)	1,000,000	-
	Directors and executives of the Management Company	22.1.1.1	27,100
	Units held 449,755 (2007: 490,491 units)	23,144	27,198
	Central Depository Company of Pakistan Limited - Trustee Units held 1,802,253 (2007: 2,112,908 units)	92,744	117,140
	Trustee fee payable	712	1,122
	Security deposit	200	100
	Arif Habib Limited - Brokerage house Brokerage payable	16	
	bioketuge pujuole	10	=

### 18 PARTICULARS OF INVESTMENT COMMITTEE AND FUND MANAGER

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

		2008				
		Designation Qualifica	ation Experience in years			
1	Basharat Ullah	Chief Investment Officer MBA	A 15			
2	Syed Ajaz Ahmad	Chief Financial Officer LLB / A	CMA 36			
3	Nazia Nauman	Head of Research MBA / G	CFA 8			
4	Zafar Rehman	Fund Manager B.CO	M 16			

**18.1** Zafar Rehman is the Manager of the Fund. He has obtained a Bachelors degree in Commerce. Other funds beings managed by the fund manager are as follows:

Metro Bank Pakistan Sovereign Fund

### 19 TOP TEN BROKERS / DEALERS BY PERCENTAGE OF COMMISSION PAID

		2008
1		11.200/
1	BMA Capital Management Limited	11.29%
2	Shahzad Chamdia Securities (Pvt.) Limited	10.00%
3	Live Securities (Pvt.) Limited	8.54%
4	Noman Abid & Co. Limited	8.38%
5	JS Global & Company Limited	8.01%
6	ALFalah Securities Limited	6.28%
7	Escort Investment Bank Limited	5.45%
8	Invest & Finance Sec Limited	4.37%
9	Atlas Capital Market (Pvt.) Limited	4.22%
10	D J M Securities	4.13%

		2007	
1	Arif Habib Limited	10.50%	
2	Atlas Capital Market (Pvt.) Limited	8.46%	
3	BMA Capital Mangment Limited	6.62%	
4	Live Securities (Pvt.) Limited	6.11%	
5	Orix Investment Bank Pakistan Limited	6.08%	
6	JS Global & Company Limited	6.05%	
7	Ample Securites Limited	5.09%	
8	Shahzad Chamdia Securities (Pvt). Limited	4.54%	
9	First National Equities Limited	4.33%	
10	Global Securities Pakistan Limited	4.31%	
		As at 30 <sup>th</sup> June 2008	

20	PATTERN OF UNIT HOLDING	Number of unit holders	In ve stmen t am ou nt	Percentage investment
			(Rupees in '000)	
	Individuals	2,348	2,723,586	44.87
	Associated companies	-	-	0.00
	Directors	1	318	0.01
	Insurance companies	11	200,571	3.30
	Bank / DFIs	14	619,339	10.20
	NBFCs	-	-	0.00
	Retirement funds	190	1,134,286	18.69
	Public Limited companies	6	708,977	11.68
	Others	73	682,992	11.25
		2,643	6,070,069	100.00

		As at 30 <sup>th</sup> June 2007		
		Numbers of units holders	In ve stmen t am ou nt	Percentage in ve stmen t
			(Rupees in '000)	
Individuals		4,209	1,521,845	16.18
Associated companies		3	451,998	4.80
Directors		1	131	0.00
Insurance companies		13	102,364	1.09
Bank / DFIs		36	3,585,750	38.12
NBFCs		-	-	0.00
Retirement funds		257	955,452	10.16
Public Limited companies		26	1,707,759	18.16
Others		149	1,080,661	11.49
		4,694	9,405,960	100.00

### 21 ATTENDANCE AT MEETINGS OF BOARD OF DIRECTORS

The 40<sup>th</sup>, 41<sup>st</sup>, 42<sup>nd</sup>, 43<sup>rd</sup>, 44<sup>th</sup>, 45<sup>th</sup>, 46<sup>th</sup>, 47<sup>th</sup>, 48<sup>th</sup>, 49<sup>th</sup>, 50<sup>th</sup> and 51<sup>st</sup> Board meetings were held on 4<sup>th</sup> July 2007, 21<sup>st</sup> July 2007, 6<sup>th</sup> October 2007, 24<sup>th</sup> October 2007, 28<sup>th</sup> November 2007, 26<sup>th</sup> January 2008, 29<sup>th</sup> March 2008, 4<sup>th</sup> April 2008, 23<sup>rd</sup> April 2008, 10<sup>th</sup> May 2008, 23<sup>rd</sup> May 2008 and 24<sup>th</sup> June 2008 respectively. Information in respect of attendance by Directors in the meetings is given below:

		Number of meetings				
	Name of Director	Held	Attended	Leave granted	Meetings not attended	
1	Mr. Salim Chamdia	12	12	-	-	
2	Mr. Nasim Beg	12	12	-	-	
3	Mr. Sirajuddin Cassim	12	0	12	-	
4	Mr. Muhammad Akmal Jameel	12	11	1	47 <sup>th</sup> meeting	
5	Mr. Muhammad Kashif	12	6	6	40 <sup>th</sup> , 44 <sup>th</sup> , 46 <sup>th</sup> , 47 <sup>th</sup> , 48 <sup>th</sup> and 50 <sup>th</sup> meeting	
6	Mr. Muhammad Shafi Malik	12	10	2	44 <sup>th</sup> and 49 <sup>th</sup> meeting	
7	Mr. John Kirkham	12	2	10	42 <sup>nd</sup> to 51 <sup>st</sup> meeting	
8	Mr. Mirza Qamer Beg	12	10	2	40 <sup>th</sup> and 41 <sup>st</sup> meeting	

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#### 22 RISK MANAGEMENT

The Fund primarily invests in a portfolio of money market investments such as investment-grade debt securities, government securities, spread transactions, continuous funding system transactions and investments in other money market instruments. Such investments are subject to varying degrees of risk. These risks emanate from various factors that include, but are not limited to:

#### 22.1 Market risk

Market risk is the risk that the value of the financial instrument may fluctuate as a result of changes in market interest rates or the market price of securities due to a change in credit rating of the issuer or the instrument, change in market sentiments, speculative activities, supply and demand of securities and liquidity in the market.

The Management Company manages market risk by monitoring exposure on marketable securities by following the internal risk management policies and investment guidelines approved by the Investment Committee and regulations laid down by the Securities and Exchange Commission of Pakistan.

#### 22.2 Credit risk

#### Credit risk management

Credit risk arises from the inability of the relevant brokerage house or the counter party to fulfill their obligations. There is a possibility of default by participants or failure of the financial markets / stock exchanges, the depositories, the settlements or clearing system, etc.

The Fund's policy is to enter into financial contracts in accordance with the internal risk management policies and investment guidelines approved by the Investment Committee. In addition, the risk is managed through assignment of credit limits and by following strict credit evaluation criteria laid down by the Management Company. The Fund does not expect to incur material credit losses on its financial assets.

#### Concentration of credit risk

Concentration of credit risk exists when 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 transactions are entered into with diverse credit-worthy counterparties thereby mitigating any significant concentrations of credit risk.

#### 22.3 Liquidity risk

Liquidity risk is the risk that the Fund may encounter difficulty in raising funds to meet its obligations and commitments. The Management Company manages the liquidity risk by maintaining maturities of financial assets and financial liabilities and investing a major portion of the Fund's assets in highly liquid financial assets.

#### 22.4 Fair value of financial instruments

Investments on Statement of Assets and Liabilities are carried at fair value. The Management Company is of the view that the fair market value of the remaining financial assets and liabilities are not significantly different from their carrying values since assets and liabilities are essentially short-term in nature.

#### 23 CAPITAL RISK MANAGEMENT

The Fund's capital is represented by redeemable units. They are entitled to dividends and to payment of a proportionate share based on the Fund's net asset value per share on the redemption date. The relevant movements are shown on the statement of movement in unit holders' fund.

The Fund has no restrictions or specific capital requirements on the subscription and redemption of units.

The Fund's objectives when managing capital are to safe guard its ability to continue as a going concern so that it can continue to provide returns for unit holders and to maintain a strong capital base to meet unexpected losses or opportunities. In accordance with the NBFC Regulations the Fund is required to distribute at least ninety percent of its income from sources other than capital gain as reduced by such expenses as are chargeable to the Fund.

In accordance with the risk management policies stated in note 22, the Fund endeavours to invest the subscriptions received in appropriate investments while maintaining sufficient liquidity to meet redemption, such liquidity being augmented by short-term borrowings or disposal of investments where necessary.

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### 24 YIELD / INTEREST RATE RISK

24.1 The Fund is mainly exposed to mark-up / interest rate risk on its investment portfolio. The Investment Committee of the Fund reviews the portfolio of the Fund on a regular basis to ensure that risk is managed within acceptable limits.

	Ex	posed to Yield / Interest r	s at 30 <sup>th</sup> June 2008 isk	Not exposed to	
	Upto three months	More than three months and up to one	More than one year	Yield / Intetest rate risk	Total
		year	(Rupees in '000)		
balan ce sheet fin an cial i nst rum en ts			( <b>-</b>		
an cial assets	1 149 001			20,402	1 1 6 9 5
k balances eivable against sale of investments	1,148,091 149,903	-	-	20,492	1,168,5 149,9
eivable against Sac G investicints	1,043,412	_	-		1,043,4
estments	5,754	31,096	2,286,705	394	2,323,9
ns and receivables	800,000	25,000	-	-	825,0
dend and profit receivable	-	-	-	110,218	110,2
eivable against sale of units	-	-	-	111,318	111,3
ances, Deposits and other receivables		-		364,619	364,6
Total	3,147,160	56,096	2,286,705	607,041	6,097,0
ancial liabilities					
able against purchase of investments	-	-	-		-
able on redemption of units	-	-	-	11,972	11,9
able to Arif Habib Investment Management Limited - Management Company	-	-	-	5,615	5,6
able to Central Depository Company of Pakistan Limit ed -Trustee	-	-	-	712	7
ealised diminuiton in the fair value of future contract	-	-	-	46	
rued expenses and other liabilities				3,942	3,9
Total				22,287	22,2
balance sheet gap	3,147,160	56,096	2,286,705	584,754	6,074,7
balan ce sh eet finan cial i nstrum en ts					
transactions (including transactions to be rolled'over) entered into by					
the Fund in respect of which the purchase transactions have not been					
ettled as at $30^{\text{th}}$ June 2008	112,130	-	-	-	112,1
ad transactions (including transactions to be rolled over) entered into					
by the Fund in respect of which the sale transaction has not been					
sett led as at 30 <sup>th</sup> June 2008				362	3
-balance sheet gap	112,130	-	-	362	112,4
		А	s at 30 <sup>th</sup> June 2007		
	Ex	posed to Yield / Interest r	s at 30 <sup>th</sup> June 2007 isk	Not exposed to	
	Ex Upto three	oosed to Yield / Interest r More than three		Not exposed to Yield / Intetest	Total
		posed to Yield / Interest r	isk		Total
	Upto three	More than three months and up to one year	isk More than one	Yield / Intetest rate risk	Total
	Upto three	More than three months and up to one year	isk More than one year	Yield / Intetest rate risk	Total
ancial assets	Upto three months	More than three months and up to one year	isk More than one year	Yield / Intetest rate risk	
balance sheet fin ancial instruments ancial assets k balances dendand trofit receivable	Upto three	More than three months and up to one year	isk More than one year	Yield / Intetest rate risk 8,489	5,643,1
ncial assets c balances dend and profit receivable	Upto three months	More than three months and up to one year	isk More than one year	Yield / Intetest rate risk	5,643,1 105,7
ncial assets c balances dend and profit receivable ivable against Continuous Funding System	Upto three months	More than three months and up to one year	isk More than one year	Yield / Intetest rate risk 8,489 105,721	5,643,1 105,7 1,521,4
uncial assets k balances dendand profit receivable eivable against Continuous Funding System stments	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year	In the second se	Yield / Intetest rate risk 8,489 105,721	5,643,1 105,7 1,521,4 1,501,5
uncial assets c balance s dend and profit receivable ivable against Continuous Funding System stments ances, deposits, prepayments and other receivables ivable against sale of Investments	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year	In the second se	8,489           105,721           -           366,813           51,080	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0
ncial assets t balances dend and profit receivable eivable against Continuous Funding System stments ances, deposits, prepayments and other receivables vivable against sale of Investments eivable against sale of units	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	8,489 105,721 - 366,813 51,080 264,830	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8
ncial assets t balances dend and profit receivable eivable against Continuous Funding System stments ances, deposits, prepayments and other receivables vivable against sale of Investments eivable against sale of units	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year	In the second se	8,489           105,721           -           366,813           51,080	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8
ncial assets c balance s dend and profit receivable ivable against Continuous Funding System stments ances, deposits, prepayments and other receivables eivable against sale of Investments ivable against sale of units Total	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	8,489 105,721 - 366,813 51,080 264,830	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8
uncial assets c balances dend and profit receivable eivable against Continuous Funding System stments ances, deposits, prepayments and other receivables eivable against sale of Investments eivable against sale of units Total uncial liabilities	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	8,489           105,721           -           366,813           51,080           264,830           796,933	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5
uncial assets c balances dend and profit receivable eivable against Continuous Funding System stments ances, deposits, prepayments and other receivables eivable against sale of Investments eivable against sale of units Total Incial liabilities able against purchase of investment	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	8,489 105,721 - 366,813 51,080 264,830	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6
ncial assets t balances dend and profit receivable ivable against Continuous Funding System stments ances, deposits, prepayments and other receivables ivable against sale of Investments ivable against sale of units Total ncial liabilities ble on gainst purchase of investment ble on redemption of units ble on Arif Habib Asset Maragement Limited Management Company	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	8,489           105,721           366,813           51,080           264,830           796,933           655           8,933           10,891	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9 10,8
ncial assets t balances dend and profit receivable ivable against Continuous Funding System stments unces, deposits, prepayments and other receivables ivable against sale of Investments ivable against sale of units Total ncial liabilities ble against purchase of investment ble on redemption of units ble to Arif Habib Asset Maragement Limited Management Company ral Depository Company Pakistan Limited -Trustee	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	Second Stress           8,489           105,721           366,813           51,080           264,830           796,933           655           8,933	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9 10,8
ncial assets balances kend and profit receivable ivable against Continuous Funding System stments unces, deposits, prepayments and other receivables vivable against sale of Investments ivable against sale of units Total ncial liabilities ble against purchase of investment ble on reidemption of units ble to Arif Habib Asset Management Limited Management Company and Depository Company Pakistan Limited-Trustee ued expenses and other liabilities	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	Second Stress           8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9 10,8 1,1 24,3
ncial assets balances balances band and profit receivable vable against Continuous Funding System tments nces, deposits, prepayments and other receivables vable against sale of Investments vable against sale of Investments vable against sale of units Fotal ncial liabilities ble against purchase of investment ble on redemption of units ble to Arif Habib Asset Management Limited Management Company al Depository Company Pakistan Limited -Trustee red expenses and other liabilities	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9 10,8 1,1 24,3
ncial assets balances end and profit receivable vable against Continuous Funding System tments nces, deposits, prepayments and other receivables vable against sale of Investments vable against sale of Investments vable against sale of units <b>Fotal</b> scial liabilities lee against purchase of investment ole on redemption of units let on Arif Habib Asset Maragement Limited Management Company al Depository Company Pakistan Limited -Trustee red expenses and other liabilities <b>Fotal</b>	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year 	k More than one year Rupees in '000) - - 1,447,837 - -	Second Stress           8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9,9 10,8 1,1 24,3 45,9
ncial assets balances band and profit receivable ivable against Continuous Funding System stments inces, deposits, prepayments and other receivables ivable against sale of Investments ivable against sale of units Total metal liabilities ble on endemption of units ble on Arif Habib Asset Maragement Limited Management Company ral Depository Company Pakistan Limited -Trustee ued expenses and other liabilities Total metal metal metal against purchase of the set	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9 10,8 1,1 24,3 45,9
ncial assets balances band and profit receivable vable against Continuous Funding System timents nees, deposits, prepayments and other receivables ivable against sale of Investments vable against sale of units Total netal liabilities ble against purchase of investment ble against purchase of investment ble on redemption of units ble to Arif Habib Asset Management Limited Management Company al Deposit ory Company Pakistan Limited -Trustee ued expenses and other liabilities Total palance sheet gap	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9,9 10,8 1,1 24,3 45,9
ncial assets balances balances band and profit receivable ivable against Continuous Funding System stments inces, deposits, prepayments and other receivables ivable against sale of Investments ivable against sale of units Total metal liabilities ble against purchase of investment ble on redemption of units ble to Arif Habib Asset Management Limited Management Company ral Depository Company Pakistan Limited -Trustee ued expenses and other liabilities Total valance sheet gap balance sheet financial instruments transactions (including transactions to be rolled 'over ) entered into by	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9 10,8 1,1 24,3 45,9
ncial assets balances kind and profit receivable vable against Continuous Funding System timents nees, deposits, prepayments and other receivables vable against sale of Investments vable against sale of units Total netial liabilities ble against purchase of investment ble on redemption of units ble to Arif Habib Asset Management Limited Management Company al Depository Company Pakistan Limited -Trustee ued expenses and other liabilities Total alance sheet gap palance sheet financial instruments transactions (including transactions to be rolled 'over ) entered into by hee Fund in respect of which the purchase transactions have not been	Upto three months 5,634,664 1,521,438 18,072 - - - - - - - - - - - - - - - - - - -	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,9,9 10,8 1,1 24,3 45,9 9,408,6
ncial assets :balances dend and profit receivable ivable against Continuous Funding System stments inces, deposits, prepayments and other receivables ivable against sale of Investments ivable against sale of units Total meial labilities ble against purchase of investment ble on redemption of units ble to Arif Habib Asset Management Limited Management Company ral Depository Company Pakistan Limited -Trustee ued expenses and other liabilities Total malance sheet gap balance sheet financial instruments transactions (including transactions to be rolled 'over ) entered into by he Fund in respect of which the purchase transactions have not been ettled as at 30 <sup>th</sup> June 2007	Upto three months 5,634,664 	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8
ncial assets t balances dend and profit receivable dvable against Continuous Funding System stments ances, deposits, prepayments and other receivables ivable against sale of Investments ivable against sale of units Total mcial liabilitis ble against purchase of investment ble on redemption of units ble on redemption of units ble to Arif Habib Asset Mana gement Limited Mana gement Company ral Depository Company Pakistan Limited -Trustee ued experses and other liabilities Total balance sheet gap balance sheet financial instruments transactions (including transactions to be rolled 'over ) entered int o by he Fund in respect of which the purchase transactions have not been tett ed as at 30 <sup>th</sup> June 2007 ad transactions (including transactions to be rolled over) entered into	Upto three months 5,634,664 1,521,438 18,072 - - - - - - - - - - - - - - - - - - -	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,8,9 10,8 1,1 24,3 45,9 9,408,6
in cial assets k bal ances dend and profit receivable ivable against Continuous Funding System stments ances, deposits, prepayments and other receivables eivable against sale of Investments eivable against sale of Investments ivable against sale of units Total medial labilities able against purchase of investment bibe on redemption of units able to Arif Habib Asset Maragement Limited Management Company tral Depository Company Pakistan Limited -Trustee rured expenses and other liabilities Total balance sheet gap balance sheet financial instruments transactions (including transactions to be rolled 'over ) entered into by the Fund in respect of which the purchase transactions have not been settled as at 30 <sup>th</sup> June 2007 ad transactions (including transactions to be rolled over) entered into by the Fund in respect of which the sale transaction has not been	Upto three months 5,634,664 1,521,438 18,072 - - - - - - - - - - - - - - - - - - -	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,8,9 10,8 1,1 24,3 45,9 9,408,6
ancial assets	Upto three months 5,634,664 1,521,438 18,072 - - - - - - - - - - - - - - - - - - -	posed to Yield / Interest r More than three months and up to one year - - - - - - - - - - - - -	isk More than one year (Rupees in '000) - - - - - - - - - - - - - - -	8,489           105,721           -           366,813           51,080           264,830           796,933           655           8,933           10,891           1,122           24,343           45,944	5,643,1 105,7 1,521,4 1,501,5 366,8 51,0 264,8 9,454,5 6 8,8,9 10,8 1,1 24,3 45,9 9,408,6

Bank balances

**24.2** The rates of return on financial instruments are as follows:

Percentage per annum				
2008	2007			
5 to 10.5	8 to 10.75			
14.43 to 30	9.78 to 19.78			
10 to 17.39	9.1 to 13.9			

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10 to 13.79

As at 30<sup>th</sup> June 2008

Receivable against Continuous Funding System Investments Loans and receivables

#### 25 MATURITIES OF ASSETS AND LIABILITIES

			More than	
	Total	Upto three months	three months and upto one	More than one year
			year	
		Rupees	in '000	
Assets				
Bank balances	1,168,583	1,168,583	-	-
Receivable against sale of investment	149,903	149,903	-	-
Receivable against continuous funding system transactions	1,043,412	1,043,412	-	-
Investments	2,323,949	6,148	31,096	2,286,705
Loans and receivables	825,000	800,000	25,000	-
Dividend and profit receivable	110,218	110,218	-	-
Advances, deposits, prepayments and other receivables	369,348	364,618	902	3,828
Receivable against sale of units	111,318	111,318		
	6,101,731	3,754,200	56,998	2,290,533
Liabilities				
Payable against purchase of investments	-	-	-	-
Payable on redemption of units	11,972	11,972	-	-
Payable to Arif Habib Investment Management Limited			-	-
- Management Company	5,615	5,615	-	-
Payable to Central Depository Company of Pakistan Limited				
- Trustee	712	712	-	-
Payable to Securities & Exchange Commission of Pakistan	9,375	9,375	-	-
Unrealised diminution in the fair value of future contracts	46	46	-	-
Accrued expenses and other liabilities	3,942	3.942	-	-

	31,662	31,662	-	-
	6,070,069	3,722,538	56,998	2,290,533
		As at 30 <sup>th</sup>	June 2007	
	Total	Upto three months	More than three months and upto one year	More than one year
		Rupee	s in '000	
Assets				
Bank balances	5,643,153	5,643,153	-	-
Receivable against sale of investment	51,080	51,080	-	-
Receivable against continuous funding system transactions	1,521,438	1,521,438	-	-
Investments	1,501,524	18,072	35,615	1,447,837
Dividend and profit receivable	105,721	105,721	-	-
Advances, deposits, prepayments and other receivables	370,677	268,819	96,880	4,978
Receivable against sale of units	264,830	264,830	-	-
Liabilities	9,458,423	7,873,113	132,495	1,452,815
Payable against purchase of investments	655	655	-	-
Payable on redemption of units	8,933	8,933	-	-
Payable to Arif Habib Investment Management Limited				
- Management Company	10,891	10,891	-	-
Payable to Central Depository Company of Pakistan Limited			-	-
- Trustee	1,122	1,122	-	-
Payable to Securities & Exchange Commission of Pakistan	6,519	6,519	-	-
Unrealised diminution in the fair value of future contracts	-	-	-	-
	21212		1	1

38

Payable to Securities & Exchange Commission of Pakistan Unrealised diminution in the fair value of future contracts Accrued expenses and other liabilities

24,343 52,463	<u>24,343</u> 52,463	-	-
9,405,960	7,820,650	132,495	1,452,815

#### 26 NON-ADJUSTING EVENT AFTER THE BALANCE SHEET DATE

The Board of Directors of the Management Company in its meeting held on 3<sup>rd</sup> July 2008 has proposed a final distribution in respect of the year ended 30<sup>th</sup> June 2008 of Rs 1.45 per unit (2007: Rs. 5.25 per unit) amounting to Rs. 170.973 million (2007: 890.295 million). The financial statements for the year ended 30<sup>th</sup> June 2008 do not include the effect of this appropriation which will be accounted for in the financial statements for the year ending 30<sup>th</sup> June 2009

#### 27 CORRESPONDING FIGURES

Receivable against sale of units amounting to Rs 264,830 thousand has been reclassified from "Bank balances" to "Receivable against sale of units".

### 28 DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on 25<sup>th</sup> July 2008 by the Board of Directors of the Management Company.

#### 29 GENERAL

Figures have been rounded off to the nearest thousand rupees.

For Arif Habib Investment Management Limited (Management Company)

**Chief Executive** 

# PATTERN OF UNIT HOLDING (BY SIZE) AS AT 30<sup>TH</sup> JUNE 2008

No. of U			ldings	Total Units Held	
Holder			то		
405	1	-	100	13,882.5500	
329	101	-	500	81,754.2100	
155	501	-	1000	117,765.0800	
623	1001	-	5000	1,588,355.9100	
287 152	5001 10001	-	10000 15000	2,109,984.4500 1,852,370.0900	
132	15001	-	20000	2,455,427.5500	
80	20001	-	25000	1,800,019.5600	
55	25001	_	30000	1,506,016.8700	
27	30001	-	35000	861,991.8400	
41	35001	-	40000	1,543,849.5900	
41	40001	-	45000	1,727,984.8200	
26	45001	-	50000	1,229,167.6100	
23	50001	-	55000	1,200,820.1700	
23	55001	-	60000	1,324,674.3600	
24	60001	-	65000	1,479,140.5577	
12	65001	-	70000	813,509.3000	
14	70001	-	75000	1,017,452.2400	
12	75001	-	80000	925,738.3600	
9	80001	-	85000	737,681.5800	
5	85001	-	90000	443,653.9400	
5	90001	-	95000	458,407.6000	
10	95001	-	100000	977,454.1100	
7	100001	-	105000	726,806.7500	
7	105001	-	110000	752,953.4100	
7	110001	-	115000	787,813.7000	
6	115001	-	120000	703,200.6400	
5 4	120001	-	125000	611,826.0700	
4	125001 130001	-	1 30 0 00 1 35 0 00	512,584.5900 525,257.9700	
4	135001	-	133000	821,932.2000	
3	140001	-	145000	421,372.0600	
4	145001	-	150000	593,579.0500	
1	150001	-	155000	152,017.4800	
1	155001	-	160000	155,538.0400	
4	160001	-	165000	649,037.1200	
1	165001	-	170000	166,613.3800	
4	170001	-	175000	689,045.9500	
2	175001	-	180000	358,916.1100	
3	180001	-	185000	544,376.7200	
2	185001	-	190000	373,809.9300	
3	190001	-	195000	576,618.0000	
2	195001	-	200000	391,739.0100	
1	200001	-	205000	203,113.3700	
1	210001	-	215000	213,830.8300	
2 4	215001 220001	-	220000 225000	435,354.4500	
4	225001	-	223000	888,407.1300 228,455.6500	
1	223001	-	235000	228,455.0500	
1	235001	_	240000	235,861.5700	
1	240001	-	245000	242,367.7200	
3	245001	-	250000	743,700.3900	
2	250001	-	255000	503,378.3400	
1	255001	-	260000	258,184.9400	
1	265001	-	270000	269,099.1800	
1	285001	-	290000	285,574.7800	
1	290001	-	295000	292,094.3600	
49	Above 300000			76,096,665.3199	
2,642		• <b>AT T</b>	INTTE.	117 010 072 0 <i>572</i>	
2,042	101	AL U	NITS:	117,912,876.0576	
		40			
		- 41			

# DETAILS OF PATTERN OF HOLDING (UNITS) AS AT 30<sup>TH</sup> JUNE 2008

	Units Held
Directors and CEO	
Chief Executive	
Nasim Beg	6,170
Public Limited Companies	13,772,065
Banks and Financial Institutions	12,030,850
Insurance Companies	3,896,154
Individuals	52,906,467
Retirements Funds	22,033,845
Modarbas & Mutual Fund	-
Other Corporate Sector Entities	6,520,856
Non Profit Organizatons	6,746,469
TOTAL	117,912,876

# PERFORMANCE TABLE

	2008	2007	2006	2005	2004	2003	20021
	(Rupees in '000)						
Net assets	6,070,069	9,405,960	5,686,587	3,706,552	3,400,528	1,499,901	309,667
Netincome	842,173	918,141	523,839	315,810	284,423	154,299	10,679
	Announ cement date of distribution						
Interim	29/Mar/2008	6					
Final	3/Jul/2008	4/Jul/2007	4/Jul/2006	4/Jul/2005	5/Jul/2004	3/Jul/2003	1/Jul/2002
	(Percentage)						
Total return of the fund	9.23	10.70	10.11	9.63	7.49	13.03	12.76
Annual dividend distribution	9.50 <sup>3</sup>	$10.50^{3}$	$10.00^{3}$	9.60 <sup>2</sup>	9.00 <sup>2</sup>	$12.00^{2}$	$3.50^{2}$
Capital Growth	(0.23)	0.22	0.12	0.04	(1.38)	1.08	1.25
Average annual return (CAGR): One Year	0.22	10.70	10, 11	0.62	7.40	12.02	12.76
	9.23	10.70	10.11	9.63	7.49	13.03	12.76
Second Year	9.97	10.40	9.89	8.56	10.18	-	-
Third Year	10.03	10.16	9.07	10.01	-	-	-
	(Rupees)						
NAV per unit	51.48	55.47	55.11	54.85	54.53	56.73	 51.94
Highest offer price per unit	51.40 54.36	56.20	55.83	55.60	55.28	57.51	54.27
Lowest offer price per unit	50.95	50.20	50.76	50.62	51.47	52.57	52.49
Year end offer price per unit	52.16	56.20	55.83	55.55	55.26	57.50	54.27
Highest repurchase price per unit	53.63	55.44	55.08	54.85	54.53	56.73	51.83
Lowest repurchase price per unit	50.26	50.11	50.07	49.94	50.78	50.20	50.13
Year end repurchase price per unit	51.46	55.44	55.08	54.80	54.51	56.72	51.83
Interim distribution per unit	3.30	-	-	-	-	-	-
Final distribution per unit	1.45	5.25	5.00	4.80	4.50	6.00	1.75
Total distribution per unit	4.75	5.25	5.00	4.80	4.50	6.00	1.75
For any	1.75	0.20	5100			5100	

Fund keeps the average duration of its portfolio less than two years.

<sup>1</sup> First year of operations from 1<sup>st</sup> March 2002 to 30<sup>th</sup> June 2002.

<sup>2</sup> This represents distribution in form of bonus units.

<sup>3</sup> Unit holders who have opted for cash payout will receive cash payments accordingly.

#### Disclaimer

Past performance is not necessarily indicative of future performance and unit prices and investment returns may go down, as well as up.