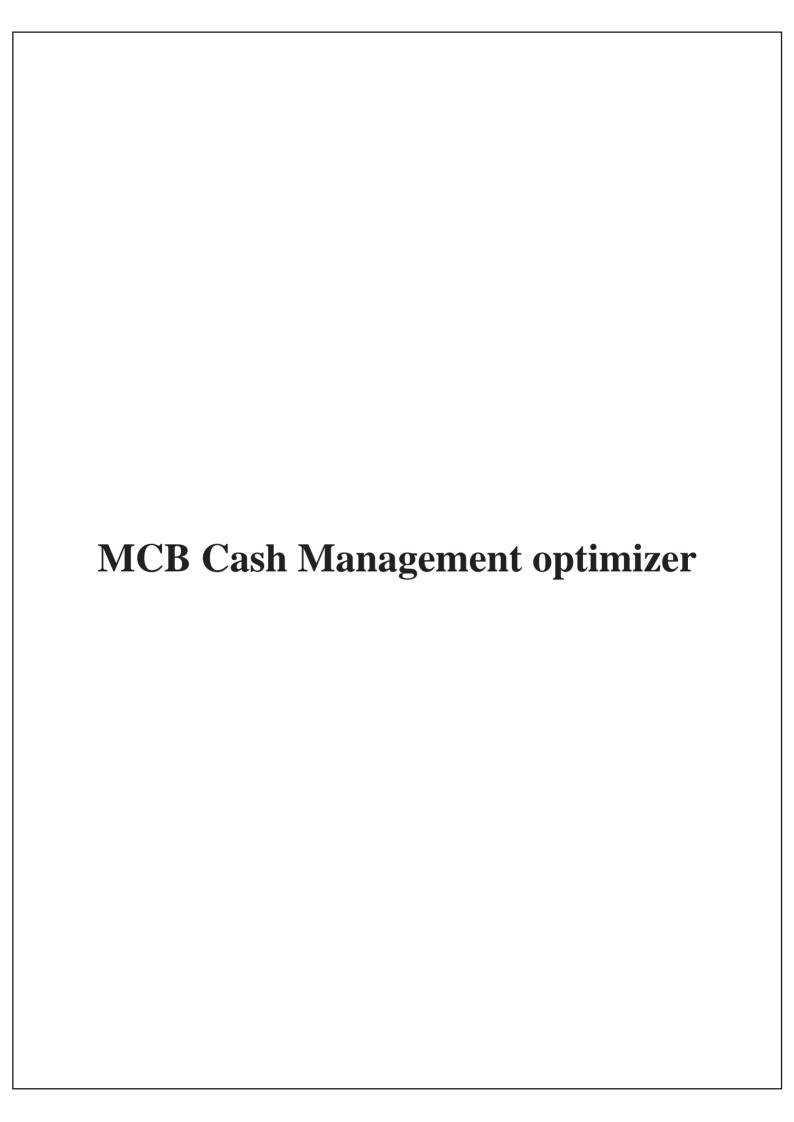


# **QUARTERLY** REPORT

SEPTEMBER 2017 (UNAUDITED)

Quarterly Report for Funds Under Management of MCB-Arif Habib Savings and Investments Limited





#### **CONTENTS**

Fund's Information	103
Report of the Directors of the Management Company	104
Condensed Interim Statement of Assets and Liabilities	109
Condensed Interim Income Statement (Un-audited)	110
Condensed Interim Statement of Comprehensive Income (Un-audited)	111
Condensed Interim Statement of Movement in Unit Holder's Funds (Un-audited)	112
Condensed Interim Cash Flow Statement (Un-audited)	113
Notes to and forming part of the Condensed Interim Financial Statements (Unaudited)	114

#### **FUND'S INFORMATION**

Management Company MCB-Arif Habib Savings & Investments Limited

24th Floor, Centre Point, Off Shaheed-e-Millat Expressway

Near K.P.T. Interchange, Karachi.

Board of Directors Mian Muhammad Mansha Chairman

Mr. Nasim Beg Vice Chairman

Mr. Muhammad Saqib Saleem Chief Executive Officer

Dr. Syed Salman Ali Shah
Director
Mr. Haroun Rashid
Director
Mr. Ahmed Jahangir
Director
Mr. Samad A. Habib
Director
Mr. Mirza Qamar Beg
Director

Audit CommitteeMr. Haroun RashidChairman

Mr. Ahmed Jahangir Member
Mr. Mirza Qamar Beg Member
Mr. Nasim Beg Member

Human Resource &Dr. Syed Salman Ali ShahChairmanRemuneration CommitteeMr. Nasim BegMember

Mr. Haroun Rashid Member
Mr. Ahmed Jahangir Member
Mr. Muhammad Saqib Saleem Member

Chief Executive Officer Mr. Muhammad Saqib Saleem

Chief Financial Officer & Company Secretary

Mr Abdul Basit

Trustee Central Depositary Company of Pakistan Ltd.

CDC House, 99-B, Block 'B'S.M.C.H.S

Main Shahra-e-Faisal Karachi Tel: (92-21) 111-111-500 Fax: (92-21) 34326053 Web: www.cdcpakistan.com

Bankers MCB Bank Limited

Habib Metropolitan Bank Limited

Bank Al-Falah Limited Faysal Bank Limited United Bank Limited Allied Bank Limited National Bank Limited Bank Al-Habib Limited Zarai Taragiati Bank Limited

Habib Bank Limited

Auditors Deloitte Yousuf Adil

Chartered Accountants

Cavish Court, A-35, Block 7 & 8,

KCHSU, Shahrah-e-Faisal, Karachi-75350.

Legal Advisor Bawaney & Partners

3rd & 4th Floor, 68 C, Lane 13, Bukhari Commercial Area

Phase VI, D.H.A., Karachi

Transfer Agent MCB-Arif Habib Savings & Investments Limited

24th Floor, Centre Point,

Off Shaheed-e-Millat Expressway Near K.P.T. Interchange, Karachi.

Rating AM2++Asset Manager Rating assigned by PACRA

# REPORT OF THE DIRECTORS OF THE MANAGEMENT COMPANY FOR THE QUARTER ENDED SEPTEMBER 30, 2017

Dear Investor.

On behalf of the Board of Directors, I am pleased to present **MCB Cash Management Optimizer's** accounts review for the quarter ended September 30th, 2017.

#### **ECONOMY AND MONEY MARKET OVERVIEW**

The economic scorecard in first quarter of FY18 posted a mixed picture relative to several economic indicators. The LSM grew at an astounding pace of 13% YoY, boosted by growth in Steel, Auto and Food & Beverages sector. Add to this the agricultural sector growth (being reflected in cotton crop, sugar crop and wheat crop bumper numbers coming in), we are well on our way to meet the 6% target GDP growth for FY18.

CPI for the first quarter averaged at a moderate level of 3.4% YoY, supported by lower oil prices, stable food prices and a higher base effect. Going forward we expect inflation to remain under control, averaging below 4.5% for FY18, as stable commodity prices along with a contained currency to rein in inflation. As a result of the stable indicators, the monetary policy committee maintained a status quo in its first meeting held for the current fiscal year.

Indicators that have started to sound a warning alarm include the widening fiscal deficit and current account deficit (CA). On the back of rising overall imports bill, the CA deficit for 2MFY18 has doubled from USD 1.3bn in SPLY to USD 2.6bn. As a result of the financing gap, the foreign exchange reserves of the country fell by USD 1.3 billion during the 1QFY18.

Fiscal account which was one source of comfort turned out to be a red herring. Fiscal deficit for FY17 was recorded at ~ PKR 1.8 tn and provinces recorded an unexpected deficit on account of election preparation spending. Keeping this in view we remain skeptical on the government's ability to meet the target of 4.1% of GDP.

PIB yields during the quarter inched up by ~45 bps for 3 year, and 56 bps for 5 year bonds. Political uncertainty along with deterioration in the external account kept the market participants at bay from long tenor bonds. Furthermore, the bearish sentiment was also backed by SBP in its MPS, which highlighted its concerns on external account as trade deficit widened.

#### **FUND PERFORMANCE**

During the period under review, the fund generated an annualized return of 5.24% as against its benchmark return of 5.18%, an outperformance of 0.06%. As at September 30, 2017 WAM stood at 15 days in line with our view on interest rates going forward. The fund decreased its exposure in term deposits with banks to 9.1% in the period while increasing the exposure in cash to 90%.

The Net Assets of the Fund as at September 30, 2017 stood at Rs. 12,080 million as compared to Rs.10,093 million as at June 30, 2017 registering an increase of 20%.

The Net Asset Value (NAV) per unit as at September 30, 2017 was Rs.101.8609 as compared to opening NAV of Rs. 100.5342 per unit as at June 30, 2017 registering an increase of Rs. 1.3267 per unit.

#### **FUTURE OUTLOOK**

While the government has been able to stabilize the economy, its ambitious plan to revive the growth can come in doldrums if it is not able to contain the twin deficits. We project a current account deficit of USD 17 billion for the FY18, and as such the ability of government to manage inflows will be highly tested. Nevertheless, our in-house projections estimate a financing gap of USD 6 billion which will gobble up the existing foreign exchange reserves. On the whole, cracks have started appearing in the economic façade which warrant immediate policy measure by the government of Pakistan if the economic progress is expected to be kept on track.

Going forward, we expect market to remain volatile in the short run, as political uncertainty along with twin deficits continue to haunt the basic macroeconomic fundamentals. We believe certain policy adjustments are necessary to maintain the direction of economic growth. Nevertheless, market valuations remain at a very attractive level, and they will sooner or later come into play. The risk premiums (difference between earnings yield and 10-year interest rates) are at historically high level, suggesting market to remain very cheap. Furthermore, KSE-100 trades at a forward P/E of 7.9x, at a steep discount of 35% from its emerging market peer group. Enduring themes that should play out over the medium-term regardless of the political situation include (i) PKR depreciation and higher interest rates (ii) CPEC and continued GoP support for the textiles sector that would encourage exports. We advice local investors to carefully watch the economic trends and build exposure on any weakness.

On the fixed income front, market is expected to remain cautious on back of a precarious external account position along with an uptick in inflation trajectory. Visibility on economic front, in particular to balance of payments, would guide further participation towards fixed income markets.

# REPORT OF THE DIRECTORS OF THE MANAGEMENT COMPANY FOR THE QUARTER ENDED SEPTEMBER 30, 2017

#### **ACKNOWLEDGMENT**

The Board is thankful to the Fund's valued investors, the Securities and Exchange Commission of Pakistan and the Trustees of the Fund for their continued cooperation and support. The Directors also appreciate the efforts put in by the management team.

On behalf of Directors,

**Muhammad Saqib Saleem** 

Chief Executive Officer October 20, 2017

Samad A. Habib

# ڈائر یکٹرزر پورٹ برائے سہ ماہی اختتام پذریہ 30 ستمبر 2017ء

عزيزسرماييكار,

پورڈ آف ڈائر کیٹرز کی کی طرف سے ایم می بی کیش میٹجنٹ آپٹیمائیزر کے 30 ستمبر 2017 ء کوختم ہونے والی سہ ماہی کے اکاؤنٹس کا جائزہ پیش خدمت ہے۔

### معيشت اور بازارِزر کا مجموعی جائزه

مالی سال 2018ء کی پہلی سہ ماہی میں معاشی اشار یوں میں ملا جلا رجحان پایا گیا اور اکانا مک سکورکارڈ میں صورتحال مختلف معاشی علامات کی بنیاد پر ملی جلی رہی۔ LSM نے تو قعات سے زیادہ بعن ۲۵۷۷% کے ساتھ فروغ پایا جس میں بنیادی کردار اسٹیل، آٹو اور غذائی اشیا و مشروبات کی کارکردگی نے ادا کیا۔علاوہ ازیں زرع سیٹر کی ترق کے مطابق (جو کہ کیاس، چینی اور گیہوں کی فصلوں کے آئے والے اعدادو شارسے ظاہر ہے) ہم پورے 2018ء کیلئے اپنا ہوف GDP % گروتھ حاصل کرنے کی راہ پرگامزن ہیں۔ کہلی سہماہی میں احبار اللہ ہمیں امید ہے کے کہلی سہماہی میں احبار الملاء ہمیں امید ہے کے کہنی سہماہی میں احبار الملاء ہمیں امید ہے کے افراطِ زرمقررہ حد میں رہے گا جسکا اوسط مالی سال 2018ء میں % 2018 سے کم رہنے کا امکان ہے کیونکہ کموڈ ٹی کی مشخص قیتوں کیسا تھردو ہے کی مضبوط قدر افراطِ زرکو قابو میں رکھے گی۔ لہذاِن سب انڈ کیٹرز کے نتیج میں مالیاتی پالیسی کمیٹی نے رواں مالی سال کیلئے کو خوالی اپنی پہلی میٹنگ میں شرح سودکو برقر اررکھا۔

انڈیکٹرز جنہوں نے انتہاہی گھنٹی بجانی شروع کردی ان میں شامل ہیں وسیع ہوتے ہوئے فسِکل اور کرنٹ خسارہ جات شامل ہیں وسیع ہوتے ہوئے فسِکل اور کرنٹ خسارہ جات شامل ہیں (CA). بنیادی طور پر بڑھتے ہوئے امپورٹ بل کی وجہ سے اِس سال کے پہلے دو ماہ میں ہی ڈیفیسٹ 1.3 بلین ڈالر سے دوگنا ہوکر 2.6 بلین ڈالر ہوگیا۔ اِس مالیاتی خلا کے نتیج میں 1QFY18 کے دوران ملک کے غیرملکی زرِمبادلہ کے ذخائز میں 1.3 بلین ڈالر کی ہوئی۔

فِسكل اكاوئث جوكه پرسكون طور پرچل رہاتھا خطرے میں نظر آیا۔ FY17 میں فِسكل ڈفیسٹ 1.8 ٹریلین روپے پر ریکارڈ كیا گیا اور صوبائی سطح پر آنے والے الیکشن کی وجہ سے غیر متوقع خسارہ ریکارڈ كیا گیا۔اس صور تحال کوسامنے رکھتے ہوئے ہم حکومت کا %4.1 معاشی ترقی کا ہدف یورا کرنے کی صلاحیت پر غیریقینی کا شکار ہیں۔

PIB کامنافع اس سہ ماہی کی دوران نہایت ہی ست رفتاری سے تین سالہ بانڈز کیلئے bps کاور پاپنچ سالہ بانڈز کیلئے 6bps کامنافع اس سہ ماہی کی دوران نہایت ہی ست رفتاری سے تین سالہ بانڈز کیلئے 56bps کے 56bps بڑھا۔ سیاسی عدم استحکام اور بیرونی اکاؤنٹ کی نازک صورتحال نے مارکیٹ کے شراکت داروں کوطویل المیعاد بانڈز سے دور رکھا۔ مزید براں MPS کے 8BP میں رویے نے Bearish Sentiment کوسہارادیا جس نے اپنے تحفظات کا اظہار بیرونی اکاؤنٹ برکیا کیونکہ مالیاتی خیارہ وسعت اختیار کر گیا تھا۔

# ڈ ائر یکٹرزر پورٹ برائے سہ ماہی اختتام پذریہ 30 ستبر 2017ء

### فنڈ کی کارکردگی:

زیرِ جائزہ مدّت کے دوران فنڈ کا ایک سال پر محیط منافع %5.24 تھا، جو مقررہ معیار %5.81 کے مقابلے میں %0.06 زیادہ ہے۔ 30 ستبر 2017ء کو ہمار نے نظریئے کے مطابق WAM لگا تار 15 ایام پر تھا بمع شرح سود میں ترقی کے بڑم ڈپازٹ میں فنڈ کی بینکوں کے ساتھ رونمائی میں %9.1 کمی واقع ہوئی اس مدت میں جبکہ رونمائی بذریعہ کیش %90 تر قی کررہی تھی۔

30 ستمبر 2017ء کوفنڈ کے net اثاثہ جات کی مالیت 12,080 ملکین روپے تھی، جو 30 جون 2017ء پر 10,093 ملکین روپے مالیت کے مقابلے میں %20 زیادہ ہے۔

30 ستبر 2017ء کو net اثاثہ جاتی قدر (NAV) فی یونٹ 101.8609 روپے تھی، جو 30 جون 2017ء پر کھلنے والی نیٹ اثاثہ جاتی قدر 100.534 روپے فی یونٹ سے 1.3267 روپے فی یونٹ زیادہ ہے۔

### مستقبل كامنظر:

گوکہ حکومت اب تک معیشت کو متحکم رکھنے میں خاصی کا میاب رہی ہے۔ تا ہم خدشات ہیں کہ جڑواں خساروں کو سنجالنا ایک چیلنج ثابت ہوں کہ محاروں کو سنجالنا ایک جیلنج ثابت ہوںگتا ہے۔ ہمارے اندازوں کے مطابق کرنٹ اکا ؤنٹ خسارہ ۴۷۱۵ میں 17 بلین ڈالر کے قریب ہوگا، جو جمع شدہ زرِ مبادلہ کو تیزی کے ساتھ کم کرنے کی صلاحیت رکھتا ہے۔ اگر سارے حالات کو دیکھا جائے تو معاشی افتی پر واضع اور تسلسل کے ساتھ پالیسیوں پر کا مرن کے کی فوری ضرورت ہے تا کہ ہم اپنی معاشی ترقی کی راہ پر گامزن رہ سکیس۔

مزید بران، رجان کے مطابق ابھی پچھ عرصے تک مارکیٹ غیر متنی ہے کیونکہ سیاسی عدم استخام بشمول بڑواں خساروں کے بنیادی مالیاتی بنیادوں پراثر انداز ہوتا رہے گا۔ ہمارایقین ہے کہ معاشی ترقی کی سمت کو برقر ارر کھنے کیلئے پچھ پالیسی ترامیم ضروری ہیں۔ اس کے باوجوداسٹاک مارکیٹ کے اعدادوشار پُرکشش سطے پر ہیں اور جلد یا بدیرشئیر زکی قیمتوں میں بہتری آسکتی ہے۔ خدشات کے پر ہمیئیم (دس سالہ شرح منافع اورار ننگ بیلڈ کی تفریق بین اور جلد یا بدیرشئیر زکی قیمتوں میں بہتری آسکتی ہے۔ خدشات کے پر ہمیئیم (دس سالہ شرح منافع اورار ننگ بیلڈ کی تفریق بین اس کے ساتھ ساتھ کے ایس ای 100 ، 7.9x کو بہت ستار ہے کا اشارہ دے رہے ہیں۔ اس کے ساتھ ساتھ کے ایس ای 100 ، 7.9x کے اعدادوال کو میڈ کم ٹرم سے مارکیٹ پیئر گروپ سے بینیتیس فیصد سے زا کدڈ سکاؤنٹ پر تجارت کر رہا ہے۔ سیاسی صورتحال سے قطع نظران پائیدار عوامل کو میڈ کم ٹرم سے وسیع ہو کر دیکھنا چا ہے (i) پاکستانی روپے کی قیمت میں کمی اور سود کی اعلٰی شرح (ii) سی پیک، اور ٹیکسٹائل کے شعبہ کے لیے حکومت پاکستان کا تعاون جو کہ برآمدات کی حوصلہ افزائی کرے گا۔ ہم مقامی سرمایہ کاروں کو معاشی رجحانات پرخصوصی توجہ دیتے ہوئے کسی بھی گراوٹ کو ثیمتر زجمع کرنے کا موقع سمجھ کر سرمایہ کاری کرنے کا مشورہ دے رہیں۔

فکسڈ انکم مارکیٹ میں غیر معمولی بیرونی اکاؤنٹس کی مختاط پوزیشن پر رہنے کی امید ہے۔معاشی محاذ پرصور تحال، خاص طور پرادائیکیوں کا

# ڈ ائر یکٹرزر پورٹ برائے سہ ماہی اختتام پذریہ 30 تتمبر 2017ء

توازن،فکسڈ انکم مارکیٹوں کی سمت تعین کرنے میں اہم کر دارا دا کرے گا۔

اظهارتشكر

بورڈ فنڈ کے گراں قدرسر مایہ کاروں ،سیکیو رٹیز اینڈ ایکیچنج کمیشن آف پاکستان اور فنڈ کےٹرسٹیز کی مسلسل معاونت اور پشت پناہی کے لئے شکر گزار ہے۔علاوہ ازیں، ڈائر یکٹرز مینجمنٹ ٹیم کی کوششوں کو بھی خراج تحسین پیش کرتے ہیں۔

برائے اور من جانب بورڈ

صداے۔حبیب ڈائریٹر محمد ثاقب سليم محمد ثاقب سليم چيف ايگزيکٹو آفيسر 20 اکتوبر 2017ء

# CONDENSED INTERIM STATEMENT OF ASSETS AND LIABILITIES As At September 30, 2017

ASSETS	
Investments 5 49,604 4 Term deposit receipts 1,100,000 80 Advances, Deposits, Prepayments and other receivable, 212 Profit Receivable 60,047 4	07,714 18,644 00,000 4,677 18,358
<b>Total assets</b> 12,157,311 10,20	9,393
LIABILITIES	
Payable to Central Depository Company of Pakistan Limited - Trustee  Payable to the Securities and Exchange Commission of Pakistan  Accrued and other liabilities  6  6 66,139 10	5,612 628 5,287 04,861 6,388
NET ASSETS 12,080,208 10,09	93,005
Unit holders' fund	93,005
Contingencies and commitments 7	
(Number of units	)
Number of units in issue (face value of units is Rs. 100 each) 118,595,106 100,39	3,708
(Rupees)	
NET ASSET VALUE PER UNIT 101.8609 100	).5342

The annexed notes from 1 to 13 form an integral part of this condensed interim financial information.

For MCB-Arif Habib Savings and Investments Limited (Management Company)

**Chief Executive Officer** 

**Chief Financial Officer** 

# CONDENSED INTERIM INCOME STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2017

		Quarte	rended
		30 September	30 September
		2017	2016
INCOME	Note	(Rupees	s in '000)
Capital gain / (loss) on sale of investments - net		516	(9,439)
Income from Investments  Net element of Income included in prices of units issued less those		5,024	41,599
in units redeemed.  Net unrealised (dimunition) / appreciation on re-measurement on		-	4,589
investments classified as 'at fair value through profit or loss' Profit on bank deposits and term deposit receipts		168,034	(22) 40,378
EXPENSES		173,574	77,106
Remuneration of Management Company		17,357	7,986
Sindh Sales tax and Federal Excise Duty on Management fee		2,256	1,038
Remuneration of Central Depository Company of Pakistan Limited - Trust	tee	2,211	1,187
Sindh Sales Tax on Remuneration of Central Depository Company		287	154
Annual fee of Securities and Exchange Commission of Pakistan		2,055	998
Allocated expenses and related taxes		3,097	1,330
Legal and professional		54	15
Brokerage expense		57	510
Auditors' remuneration		299	311
Other expenses		196 27,871	13,746
Total expenses		145,703	63,360
Provision for Workers' Welfare Fund	6.2	2,914	
	0.2		62.260
Net income for the period before taxation		142,789	63,360
Taxation	8	-	-
Net income for the period after taxation		142,789	63,360
Earnings per unit	10		
Allocation of Net income for the period:		Sep 30	0, 2017
Income already paid on units redeemed		(17,922)	
Accounting income available for distribution carried to distribution	account:		
-Relating to capital gains		451	
-Excluding capital gains		124,416	
Accounting Income available for Distribution			124,867

For MCB-Arif Habib Savings and Investments Limited (Management Company)

Chief Executive Officer

**Chief Financial Officer** 

# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2017

 30 September 2017 2016 (Rupees in '000)

 Net income for the period after taxation
 142,789
 63,360

 Other Comprehensive income:

 Surplus on revaluation of Available-for-Sale investments transferred to income statement on disposal
 8,317

 Total comprehensive income for the period
 142,789
 71,677

The annexed notes from 1 to 13 form an integral part of this condensed interim financial information.

For MCB-Arif Habib Savings and Investments Limited (Management Company)

**Chief Executive Officer** 

**Chief Financial Officer** 

# CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUND (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2017

	Quarte	er ended
	30 September	30 September
	2017	2016
	(Rupees	in '000)
Net asset at the beginning of the period	10,093,005	3,958,288
Issue of 53,063,558 units (September 30, 2016: 43,322,656 units)	5,359,144	4,365,003
Redemption of 34,535,710 units (September 30, 2016: 23,634,928 units)	(3,514,730)	(2,382,115)
	1,844,414	1,982,888
Accounting income for the period	124,867	58,599
ncome already paid on units redeemed	17,922	-
Net unrealised appreciation on re-measurement on investments classified as available for sale	_	8,317
as available for sale	_	0,317
Net assets at end of the period	12,080,208	6,008,092
Net Assets value per unit as at beginning of the period	100.5342	100.3367
Net Assets value per unit as at end of the period	101.8609	101.5977
Distribution during the period:		
Undistributed income brought forward comprises of:		
- Realised Gain	44,614	12,706
- Unrealised Gain	-	81
	44,614	12,787
Accounting income available for distribution:		
-Relating to capital gains	451	
-Excluding capital gains	124,416	
	124,867	63,360
Net element of income / (loss) and capital gains / (losses)		
included in the prices of units issued less those in units		0.507
redeemed - transferred to Distribution Statement	-	9,527
Distributions during the period	-	-
Undistributed income carried forward	169,481	85,674
Undistributed income carried forward comprises of:		
- Realised Gain	169,481	85,696
- Unrealised Gain	-	(22)
	169,481	85,674

The annexed notes from 1 to 13 form an integral part of this condensed interim financial information.

For MCB-Arif Habib Savings and Investments Limited (Management Company)

**Chief Executive Officer** 

**Chief Financial Officer** 

# CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2017

	Quarter ended	
	30 September 2017	30 September 2016
	(Rupees	
CASH FLOWS FROM OPERATING ACTIVITIES	(itapooo	555,
Net income for the period before taxation	142,789	63,360
Adjustments for:		
Capital loss on sale of investments	(516)	9,439
Net unrealised appreciation on re-measurement of investments		·
classified as 'financial assets at fair value through profit or loss'	-	22
Net element of (income) included in prices of units issued less those		
in units redeemed.		(4,589)
Net cash generated operations before working capital changes	142,273	68,232
Working capital changes		
(Increase) / Decrease in assets		
Investments - net	(300,444)	(16,783)
Other receivables	(7,224)	14,009
	(307,668)	(2,774)
(Decrease) / Increase in liabilities		, , ,
Payable to the Management Company	3,231	820
Payable to the Trustee	239	73
Payable to the Securities and Exchange Commission of Pakistan	(3,232)	(4,393)
Accrued and other liabilities	(39,523)	(31,731)
	(39,285)	(35,231)
Net cash (used in) / generated from operating activities	(204,680)	30,227
CASH FLOWS FROM FINANCING ACTIVITIES		
Net receipts from issue of units	5,359,144	4,365,003
Net payments on redemption of units	(3,514,730)	(2,382,115)
Net cash generated from financing activities	1,844,414	1,982,888
Net increase / (decrease) in cash and cash equivalents	1,639,734	2,013,116
Cash and cash equivalents at beginning of the period	9,307,714	3,025,336
Cash and cash equivalents at end of the period	10,947,448	5,038,452

The annexed notes from 1 to 13 form an integral part of this condensed interim financial information.

For MCB-Arif Habib Savings and Investments Limited (Management Company)

**Chief Executive Officer** 

**Chief Financial Officer** 

#### 1 LEGAL STATUS AND NATURE OF BUSINESS

- 1.1 "MCB Cash Management Optimizer (the Fund) was established through a Trust Deed executed between Arif Habib Investments Limited (now MCB-Arif Habib Savings and Investments Limited), as Management Company and Central Depository Company of Pakistan Limited (CDC) as Trustee. The Trust Deed was executed on July 10, 2009 and was approved by the Securities and Exchange Commission of Pakistan (SECP) on July 30, 2009 in accordance with the Asset Management Companies Rules, 1995 (AMC Rules) repealed by Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (NBFC Rules).
- 1.2 The Management Company of the Fund has been licensed to act as an Asset Management Company under the Non Banking Finance Companies (Establishment and Regulations) Rules 2003 through a certificate of registration issued by the SECP. The registered office of the Management Company is situated at 24th Floor, Centre Point, Off Shaheed-e-Millat Expressway, Near KPT Interchange, Karachi, Pakistan.
- **1.3** The Fund primarily invests in a mix of short term corporate debt and government securities, repurchase agreements, term deposit and money market placements with scheduled banks.
- **1.4** The objective of the Fund is to seek to generate superior risk adjusted returns by investing in short, medium and long-term high quality Shariah Compliant fixed income instruments.
- **1.5** The Pakistan Credit Rating Agency (PACRA) Limited has assigned Management quality rating of AM2++ dated June 23, 2017 to the Management Company and "AA(f)" as stability rating dated July 12, 2017 to the Fund.
- 1.6 Title to the assets of the Fund is held in the name of Central Depository Company of Pakistan Limited as Trustee of the Fund

#### 2. BASIS OF PREPARATION

- 2.1 This condensed interim financial information has been prepared in accordance with the approved accounting standards as applicable in Pakistan for interim financial reporting. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board as are notified under the Companies Act 2017, the requirements of the Trust Deed, the Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003 (the NBFC Rules), the Non-Banking Finance and Notified Entities Regulations, 2008 (the NBFC Regulations) and the directives issued by the Securities and Exchange Commission of Pakistan (SECP). Wherever the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations, Companies Act 2017 or the directives issued by the SECP differ with the requirements of IFRSs, the requirements of the Trust Deed, the NBFC Rules, the NBFC Regulations, Companies Act 2017 or the directives issued by the SECP prevail.
- 2.2 The Companies Act, 2017 was enacted on 30th May 2017 and is applicable with immediate effect. However, owing to the practical difficulty being faced by the companies in the preparation of the Financial Statements Circular No. 17/2017 dated October 06, 2017 issued by Institute of Chartered Accountants of Pakistan to be read with circular no. 23 of 2017 dated October 04, 2017 issued by Securities and Exchange Commission of Pakistan (SECP) have notified that the companies whose interim period ends on or before 31 December 2017, shall prepare their financial statements in accordance with the provisions of the repealed Companies Ordinance, 1984.
- **2.3** These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the financial statements of the Fund for the year ended June 30, 2017.
- 2.4 The comparatives in the condensed interim statement of assets and liabilities presented in the condensed interim financial information as at 30 September 2017 have been extracted from the audited financial statements of the Fund for the year ended 30 June 2017, where as the comparative in condensed interim income statement, condensed interim statement of movement in unit holders' fund and condensed interim cash flow statement are extracted from unaudited condensed interim financial information for the period ended 30 September 2016.

2.5 These condensed interim financial statements are unaudited and are presented in Pak rupees, which is the functional and presentation currency of the Fund. Figures have been rounded off to the nearest thousand rupees unless otherwise specified

#### 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- 3.1 The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in preparation of the financial statements of the Fund for the year ended June 30, 2017 except for change in accounting policy for recognition of Element of income / (loss) and capital gains / (losses) included in the prices of units issued less those in units redeemed (Element of Income) discussed in detail in Note No. 3.2.
- 3.2 The Securities and Exchange Commission of Pakistan through its SRO 756(I)/2017 dated August 3, 2017 has made certain amendments in the Non-Banking Finance Companies and Notified Entities Regulations, 2008 (the NBFC Regulations, 2008). The notification includes a definition and explanation relating to "element of income" and excludes the element of income from the expression "accounting income" as described in Regulation 63 (Amount distributable to unit holders) of the NBFC Regulations, 2008. As per the notification, Element of Income represents the difference between net assets value per unit on the issuance or redemption date, as the case may be, of units and the net assets value per unit at the beginning of the relevant accounting period. Further, the revised regulations also specify that element of income is a transaction of capital nature and the receipt and payment of element of income shall be taken to unit holders' fund. However, to maintain the same ex-dividend net asset value of all units outstanding on the accounting date, net element of income contributed on issue of units lying in unit holders fund will be refunded on units in the same proportion as dividend bears to accounting income available for distribution. Furthermore, the revised regulations also require certain additional disclosures with respect to 'Income Statement' and 'Statement of Movement in Unit Holders' Fund', whereas disclosure with respect to 'Distribution Statement' has been deleted in the revised regulations.

Previously, an equalisation account called the 'element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed' was created, in order to prevent the dilution of per unit income and distribution of income already paid out on redemption. The element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed to the extent it was represented by distributable income earned during the year was recognised in the income statement and the element of income / (loss) and capital gains / (losses) included in prices of units issued less those in units redeemed represented by distributable income carried forward from prior period was included in the distribution statement.

As required by IAS 8 - Accounting Policies, Changes in Accounting Estimates and Errors, a change in accounting policy requires retrospective application as if that policy had always been applied. However, the management has applied the above changes in accounting policy prospectively from July 01, 2017 as per clarification issued by the Mutual Funds Association of Pakistan and, accordingly, corresponding figures have not been restated.

#### 4 FINANCIAL RISK MANAGEMENT

The Fund's financial risk management objectives and policies are consistent with that disclosed in the financial statements as at and for the year ended June 30, 2017.

5 **INVESTMENTS** September 30, June 30 2017 2017 (Unaudited) (Audited) Note -----(Rupees in '000)------5.1 'Investments at fair value through profit or loss' Market Treasury Bills 5.1.1 Commercial Paper - JS GLOBAL CAPITAL LIMITED 5.1.2 49,604 48,644

### 5.1.1 'Investments at fair value through profit or loss'

#### - Investment in Market Treasury Bills

			Face Value			Balance	as at Septem	ber 30, 2017		
Government securities	As at July 1, 2017	Purchased during the period	Disposed	Matured	As at Sept 30, 2017	Carrying Value	Market value	Appreciation / (diminution)	Market value as a percentage of net assets	Market value as a percentage of total investment
				Rupees in	'000					%
Treasury bills - 3 months	-	1,970,000,000	1,970,000,000	-	-	-	-	-	0.00%	0.00%
Treasury bills - 6 months	-	1,450,000,000	1,450,000,000	-	-	-	-	-	0.00%	0.00%
									0.00%	0.00%
Totals - September 30, 2017							-		0.00%	0.00%
Totals: June 30, 2017					_	99.959	99.961	2		

49,604

48,644

#### 5.1.2 Commercial Papers - Loans and receivables

Name of Investee Company	Profit / mark-up rates	Issue date	Maturity date	Face Value	Amortised Cost	Carrying value as a percentage of net assets	Carrying value as a percentage of total investments
(Rupees in '000)							%
JS Global Capital Limited	8%	12-May-17	07-Nov-17	49,990	49,604	0.41%	4.31%
As at September 30, 2017					49,604		
As at June 30, 2017					48,644		

#### 5.1.3 Term deposit receipt - Loans and receivables

Particluars	Profit / mark-up rates	Issue date	Maturity date	At June 30, 2017	Carrying value as a percentage of net assets	Carrying value as a percentage of total investments				
	(Rupees in '000)									
Zarai Taraqiati Bank Limited	6.50%	14-Sep-17	13-Mar-18	1,100,000	9%	96%				
<b>As at September 30, 2017</b> As at June 30, 2017				<b>1,100,000</b> 800,000	· ·					

		September 30, 2017	June 30 2017
		(Unaudited)	(Audited)
		(Rupees ir	ı '000)
6 ACCRUED AND OTHER LIABILITIES			
Provision for Federal Excise Duty and relate	ed taxes 6.1	54,286	54,286
Provision for Workers' Welfare Fund	6.2	7,877	4,963
Withholding tax payable (deducted on capit	al gains)	441	42,829
Auditors' remuneration		252	678
Brokerage payable		24	54
Others		3,440	2,051
		66,139	104,861

#### 6.1 Provision for Federal Excise Duty and related taxes

The Finance Act, 2013 enlarged the scope of Federal Excise Duty (FED) on financial services to include Asset Management Companies (AMCs) with effect from June 13, 2013. As the asset management services rendered by the Management Company of the Fund are already subject to provincial sales tax on services levied by the Sindh Revenue Board, which is being charged to the Fund, the Management Company is of the view that further levy of FED was not justified.

On September 4, 2013, a constitutional petition was filed in the Honourable Sindh High Court (SHC) jointly by various asset management companies, together with their representative Collective Investment Schemes through their trustee, challenging the levy of FED..

During the period ended, the SHC passed an order whereby all notices, proceedings taken or pending, orders made, duty recovered or actions taken under the Federal Excise Act, 2005 in respect of the rendering or providing of services (to the extent as challenged in any relevant petition) were set aside. In response to this, the Deputy Commissioner Inland Revenue has filed a Civil Petition for leave to appeal in the Supreme Court of Pakistan. Thereafter, during the pendency of the present civil petition, the Supreme Court has suspended the operation of the impugned judgment of the SHC. The matter is still pending adjudication.

With effect from July 1, 2016, FED on services provided or rendered by non-banking financial institutions dealing in services which are subject to provincial sales tax has been withdrawn by the Finance Act, 2016.

In view of the above, the Fund has discontinued making further provision in respect of FED on remuneration of the Management Company with effect from July 1, 2016. However, as a matter of abundant caution the provision for FED made till June 30, 2016 amounting to Rs 54.2856 million (2016: Rs 54.2856 million) is being retained in the financial statements of the Fund as the matter is pending before the Supreme Court of Pakistan. Had the provision for FED not been recorded in the financial statements of the Fund, the net asset value of the Fund as at September 30, 2017 would have been higher by Re 0.4577 per unit.

#### 6.2 Provision For workers' welfare fund

The Finance Act, 2008 had introduced an amendment to the Workers' Welfare Fund Ordinance, 1971 (WWF Ordinance) as a result of which it was construed that all Collective Investment Schemes (CISs) / mutual funds whose income exceeded Rs 0.5 million in a tax year were brought within the scope of the WWF Ordinance, thus rendering them liable to pay contribution to WWF at the rate of two percent of their accounting or taxable income, whichever was higher. In light of this, the Mutual Funds Association of Pakistan (MUFAP) filed a constitutional petition in the Honourable Sindh High Court (SHC) challenging the applicability of WWF on CISs which is pending adjudication. Similar cases were disposed of by the Peshawar and the Lahore High Courts in which these amendments were declared unlawful and unconstitutional. However, these decisions were challenged in the Supreme Court of Pakistan.

Subsequently, the Finance Act, 2015 introduced an amendment under which CISs / mutual funds have been excluded from the definition of "industrial establishment" subject to WWF under the WWF Ordinance. Consequently, mutual funds are not subject to this levy after the introduction of this amendment which is applicable from tax year 2016. Accordingly, no further provision in respect of WWF was made with effect from July 1, 2015.

On November 10, 2016 the Supreme Court of Pakistan (SCP) has passed a judgment declaring the amendments made in the Finance Acts 2006 and 2008 pertaining to WWF as illegal citing that WWF was not in the nature of tax and could, therefore, not have been introduced through money bills. Accordingly, the aforesaid amendments have been struck down by the SCP. The Federal Board of Revenue has filed a petition in the SCP against the said judgment, which is pending hearing. While the petitions filed by the CISs on the matter are still pending before the SHC, the Mutual Funds Association of Pakistan (MUFAP) (collectively on behalf of the asset management companies and their CISs) has taken legal and tax opinions on the impact of the SCP judgement on the CISs petition before the SHC. Both legal and tax advisors consulted were of the view that the judgment has removed the 'very basis on which the demands were raised against the CISs. Therefore, there was no longer any liability against the CISs under the WWF Ordinance and that all cases pending in the SHC or lower appellate forums will now be disposed of in light of the earlier judgement of the SCP.

Furthermore, as a consequence of the 18th amendment to the Constitution of Pakistan, in May 2015 the Sindh Workers' Welfare Fund Act, 2014 (SWWF Act) had been passed by the Government of Sindh as a result of which every industrial establishment located in the Province of Sindh, the total income of which in any accounting year is not less than Rs 0.50 million, is required to pay Sindh Workers' Welfare Fund (SWWF) in respect of that year a sum equal to two percent of such income. The matter was taken up by the MUFAP with the Sindh Revenue Board (SRB) collectively on behalf of various asset management companies and their CISs whereby it was contested that mutual funds should be excluded from the ambit of the SWWF Act as these were not industrial establishments but were pass through investment vehicles and did not employ workers. The SRB held that mutual funds were included in the definition of financial institutions as per the Financial Institution (Recovery of Finances) Ordinance, 2001 and were, hence, required to register and pay SWWF under the SWWF Act. Thereafter, MUFAP has taken up the matter with the Sindh Finance Ministry to have CISs / mutual funds excluded from the applicability of SWWF.

In view of the above developments regarding the applicability of Federal and Sindh WWF on Mutual Funds and considering the legal opinion obtained on these matters, MUFAP has recommended the following to all its members on January 12, 2017:

- the entire provision against the Federal WWF held by the CISs till June 30, 2015, to be reversed on January 12, 2017; and
- the provision in respect of Sindh WWF should be made on a prudent basis with effect from the date of enactment of the Sindh WWF Act, 2014 (i.e. starting from May 21, 2015)

Accordingly, on January 12, 2017 the provision for WWF was reversed and the provision for SWWF was made for the period from May 21, 2015 to January 12, 2017. Thereafter, the provision for SWWF is being made on a daily basis going forward.

The above decisions were communicated to the Securities and Exchange Commission of Pakistan (SECP) and the Pakistan Stock Exchange Limited on January 12, 2017. The SECP vide its letter dated February 1, 2017 had advised MUFAP that the adjustments relating to the above should be prospective and supported by adequate disclosures in the financial statements of the CISs / mutual funds. Accordingly, necessary adjustments in this respect were recorded in the books of the Funds on January 12, 2017.

The provision for SWWF is now being made on a daily basis. Had the provision for SWWF not been recorded in the financial statements of the Fund, the net asset value of the Fund as at September 30, 2017 would have been higher by Re.0.0664 per unit. The above decisions were communicated to the Securities and Exchange Commission of Pakistan (SECP) and the Pakistan Stock Exchange Limited on January 12, 2017. The SECP vide its letter dated February 1, 2017 had advised MUFAP that the adjustments relating to the above should be prospective and supported by adequate disclosures in the financial statements of the CISs / mutual funds. Accordingly, necessary adjustments in this respect were recorded in the books of the Funds on January 12, 2017.

'The provision for SWWF is now being made on a daily basis. Had the provision for SWWF not been recorded in the financial statements of the Fund, the net asset value of the Fund as at September 30, 2017 would have been higher by Re.0.0664 per unit.

#### 7 Contigencies And Commitmients

There were no contingencies and commitments during the quarter ended 30 September 2017.

#### 8 Taxation

The Fund is exempt from taxation under clause 99 of the Part I of the 2nd Schedule of the Income Tax Ordinance, 2001, subject to the condition that not less than 90% of its accounting income for the year as reduced by capital gains whether realised or unrealised is distributed amongst the unit holders, provided that for the purpose of determining distribution of not less than 90% of its accounting income for the year, the income distributed through bonus units shall not be taken into account. Furthermore, as per Regulation 63 of the Non-Banking Finance Companies and Notified Entities Regulations, 2008, the Fund is required to distribute 90% of the net accounting income other than capital gains to the unit holders.

The Fund is also exempt from the provisions of section 113 (minimum tax) under clause 11A of Part IV of the Second Schedule to the Income Tax Ordinance, 2001. The management intends to distribute at least 90% of the income earned during the year by the Fund to the unit holders. Accordingly, no provision has been made in this condensed interim financial statement

#### 9 Total Expense Ratio

The Total Expense Ratio (TER) of the Fund as at September 30, 2017 is 0.28% which includes 0.07% representing government levies on the Fund such as sales taxes, annual fee payable to the SECP, etc. This ratio is within the maximum limit of 2% prescribed under the NBFC Regulations, 2008 for a collective investment scheme categorized as a "Money Market" .

#### 10 EARNINGS / (LOSS) PER UNIT

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

#### 11 TRANSACTIONS WITH CONNECTED PERSONS

Related parties / connected persons of the Fund include the Management Company, other collective investment schemes managed by the Management Company, MCB Bank Limited being the holding company of the Management Company, the Trustee, directors and key management personnel, other associated undertakings and unit holders holding more than 10% units of the Fund.

Remuneration payable to the Management Company and the Trustee is determined in accordance with the provision of the NBFC Regulations 2008 and Constitutive documents of the Fund.

The transactions with connected persons / related parties are in the normal course of business and are carried out on agreed terms at contracted rates.

11.1 Unit Holders' Fund				L L	4	OC and another of the first	77			
	As at July 01, 2017	Issued for cash	Bonus	Redeemed	As at September 30, 2017	As at September 35, 2017  September As at July 01, 2017  30, 2017  for	lssued for cash	Bonus	Redeemed	As at September 30, 2017
		Units	nits				(Ru	(Rupees in '000)	00	
Associated Companies										
MCB - Arif Habib Savings and Investments Limited - Management Company	3,821,037	1,481,309		1,219,280	4,083,066	384,145	150,000		123,500	415,905
Adamjee Insuance Company Limited	10,916,806	•		6,908,932	4,007,874	1,097,332	ı		700,000	408,246
Nishat Mills Limited Employees Provident Fund Trust	4,820,875	2,204,698		4,507,060	2,518,513	484,583	223,000		453,889	256,538
Nishat Power Limited Employees Provident Fund Trust	88,436				88,436	8,889	1		•	800'6
Adamjee Insurance Co.Ltd. Employees Gratuity Fund	135,991	45,768		į	181,759	13,669	4,646		•	18,514
Adamjee Insurance Co.Ltd Employees Provident Fund	279,638	85,026			364,664	28,109	8,631		•	37,145
Security General Insurance Co. Ltd. Employees Provident Fund Trust	30,559	9,824			40,383	3,072	1,000		ı	4,113
key management personnel	93,156	11,869		16,259	88,766	16,869	1,205,000		1,642,873	9,042
Mandate Under Discretionary Portfolio Services	13,380,003	6,340,171		2,767,368	16,952,806	1,252,500	642,014,305		279,522,490	1,726,829
				Ъ	r the quarter	For the quarter ended September 30, 2016	2016			
	As at July 01, 2016	Issued for cash	Bonus	Redeemed	As at September 30, 2016	As at July 01, 2016	Issued for cash	Bonus	Redeemed	As at September 30, 2016
		Units	nits				(Ru	pees in '0(	(Rupees in '000)	
Associated Companies										
MCB-Arif Habib Savings and Investments Limited (Management Company)	1	4,872,919		2,105,695	2,767,224	•	492,138		212,091	281,872
Nishat Mills Limited Employees Provident Fund Trust	629,949			659,949	1	66,218			66,236	
Adamjee Life Assurance Company Limited - ISF		49,572			49,572	1	5,000			5,049
Key management personnel	16,845	264,250	•	į	281,095	1,690	26,767			28,633
Mandate under discretionary portfolio services	17,985	2,060,332		763,653	1,314,664	1,805	208,084		77,450	133,913

		Unaudi	ted
		Quarter	ended
		30 September	30 September
		2017	2016
		(Rupees in	n '000)
			-
11.2	Transactions with connected persons during the period		
	MCB Bank Limited		
	Profit on Bank deposits	84	100
	Bank Charges	5	6
	Sale of securities - Face Value (2015: Rs. 400,000,000)	0	388,892
	Central Depository Company of Pakistan Limited-Trustee		
	Remuneration of the Trustee (including indirect taxes)	867	1,187
	MCB-Arif Habib Savings and Investments Limited (Management Company	<b>v</b> )	
	Remuneration of the Management Company (including indirect taxes)	19,614	9,024
	Allocated expenses and related taxes	3,097	1,330
	Silk Bank Limited		
	Sell of Securities - Face Value 950,000,000 (2016: Rs. 820,000,000)	933,230	808,242
	Next Capital Limited-Brokerage House		
	Brokerage expense *	1	1
		September 30,	June 30,
		2017	2017
		(Unaudited)	Unaudited
11.3	Amount outstanding as at period end are as follows:	(Rupees in '	000)
11.3		(	,
	MCB Bank Limited  Bank balance	33,511	121,534
	Profit receivable on deposit accounts	33,311	323
			323
	MCB-Arif Habib Savings and Investments Limited (Management Company	· -	2.044
	Management fee payable	6,161	2,941
	Sindh sales tax payable on management fee Payable against allocated expenses	801 1,881	400 664
		1,001	004
	Central Depository Company of Pakistan Limited-Trustee	707	550
	Remuneration payable	767 100	556
	Sindh sales tax payable on trustee fee	100	-
	Next Capital Limited-Brokerage House *		
	Brokerage payable	29	8

<sup>\*</sup> The amount disclosed the amount of brokerage paid or payable to the connected persons and not the purchase and sale value of securities transacted through them. The purchase and sale value can not be treated as transaction with connected persons as the ultimate counter parties are not connected persons.

#### 12 GENERAL

Certain prior year's / period's figures have been reclassified for the purpose of comparison. However, there were no material reclassifications to report.

#### 13 DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on 20th October,2017 by the Board of Directors of the Management Company.

For MCB-Arif Habib Savings and Investments Limited (Management Company)

**Chief Executive Officer** 

**Chief Financial Officer**