

QUARTERLY REPORT

2019 (UNAUDITED)

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







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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

Syed Savail Meekal Hussain Director Mr. Haroun Rashid Director Mr. Ahmed Jahangir Mr. Samad A. Habib Director Director Mr. Mirza Qamar Beg Director

Audit Committee Mr. Haroun Rashid Chairman

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

Mr. Mirza Qamar Beg **Risk Management Committee** Chairman Mr. Ahmed Jahangir

Member Mr. Nasim Beg Member

Human Resource & Mr. Mirza Qamar Beg Chairman Remuneration Committee Mr. Nasim Beg Member Mr. Haroun Rashid Member

Mr. Ahmed Jahangir Member Mr. Muhammad Saqib Saleem Member

Chief Executive Officer Mr. Muhammad Saqib Saleem

Chief Operating Officer & Chief Financial Officer Mr. Muhammad Asif Mehdi Rizvi

Mr Amir Oadir Company Secretary

Central Depositary Company of Pakistan Ltd. CDC House, 99-B, Block 'B'S.M.C.H.S Trustee

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 Silk Bank Limited Bank Al-Habib Limited

NRSP Micro Finance Bank Limited Mobilink Micro Finance Bank Limited U Micro Finance Bank Limited Khushali Micro Finanace Bank Limited Telenor Micro Finance Bank Limited Finca Micro Finance Bank Limited

JS Bank Limited Zarai Traqiati Bank Limited Habib Bank Limited

First Mirco Finance Bank Limited National Bank of Pakistan

Auditors A.F. Ferguson & Co.

Chartered Accountants

(A Member Firm of PWC Network) State Life Building 1-C I.I. Chundrigar Road, Karachi.

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, Center point, off Shaheed-e-Millat Express Way Near K.P.T. Interchange, Karachi.

Rating AM2++Asset Manager Rating assigned by PACRA

REPORT OF THE DIRECTOR OF THE MANAGEMENT COMPANY FOR THE QUARTER ENDED SEPTEMBER 30, 2019

Dear Investor,

On behalf of the Board of Directors, We are pleased to present **Pakistan Income Enhancement Fund** accounts review for the quarter ended September 30, 2019.

ECONOMY AND MONEY MARKET OVERVIEW

Stabilization measures pursued by the government have started to bear fruits as the Balance of Payment situation continues to improve. The Current Account Deficit (CAD) contracted by ~55% on an Year on Year (YoY) basis to USD 1.3 billion in the first two months of FY20. Imports of goods continued to nosedive as it compressed by 23.5% while exports increased by 1.4% in the first two months. On the flip side, remittances remained weak amidst lesser number of working days and declined by 8% during the first two months of the fiscal year. Foreign exchange reserves increased by USD 1.2 billion during the period as Pakistan received its first tranche of USD 1.3 billion from IMF, while the outflow from CAD remained restrained.

CPI was rebased with a new base of 2015-16 and the average for newly rebased CPI clocked in at 10.1% YoY. However, the latest monthly readings were recorded north of 11% as rising food and energy prices took its toll on the index. Food inflation during the latest month was recorded at 15.0% YoY. Nevertheless, core inflation as measured by Non Food Non Energy was still controlled and averaged 8.4% for the quarter.

Large Scale Manufacturing as anticipated continued on a downward trajectory as the import based consumption demand evaporated. LSM posted a decline of ~3.3% in July, 2019 primarily decline emanating from cyclical sectors. Both Autos and Steel manufacturing saw demand compression of 27.5% and 15.5% respectively.

Provisional number of tax collection were also encouraging as FBR collected PKR 962 billion in the first quarter of the current fiscal year, which was 16% higher compared to the corresponding period of the last year. Dissecting the performance in terms of domestic and international collection, the performance was even better as domestic tax revenue grew by 28% YoY. The non-tax collection as per the provisional estimates were also promising as the government managed to collect PKR ~400 billion with the major portion driven by Surplus Profitability from SBP and Sale of Telecom sector licenses. The target for primary deficit was also met as per the provisional estimates as government generated a surplus of PKR 200 billion.

During the period under review, yield curve shifted downwards owing to massive demand for longer tenor bonds as market participants drew comfort from stabilization measures and anticipated outlook of lower inflation. 2 Year bonds eased of by 86 bps during the quarter while the longer end (10Y) saw a massive easing of 154 bps during the same period. The State Bank of Pakistan (SBP) in its latest bi-monthly Monetary Policy Statement also left the Policy Rate unchanged at 13.25%, citing the Monetary Policy Committee's outlook on moderating inflation and balance of payment situation. The monetary policy committee kept the status quo after 8 successive increases.

FUND PERFORMANCE

During the period under review, the fund generated an annualized return of 14.49% against its benchmark return of 14.43%. WAM of fund stood at 1.3 years. The fund was mainly invested in Cash & TFCs.

At period-end, the fund was 71.1% invested in Cash, 27.2% in TFCs.

The Net Assets of the fund as at September 30, 2019 stood at Rs. 735 million as compared to Rs. 698 million as at June 30, 2019 registering an increase of 5.3%.

The Net Asset Value (NAV) per unit as at September 30, 2019 was Rs. 55.0919 as compared to opening NAV of Rs. 53.1512 per unit as at June 30, 2019 registering an increase of Rs. 1.9407 per unit.

FUTURE OUTLOOK

Policy adjustments by the central bank will result in macroeconomic consolidation thus restricting the economic growth in low single digits for the current year. IMF forecasts Pakistan GDP growth to slow down to 2.5% in FY20, in the wake of tightening policies pursued by the government. Industrial growth will remain muted particularly for the import-driven consumption based sectors. However, export driven industrial companies can provide some respite as the government has incentivized the above, while increased power supply also eliminates bottleneck for them. Balance of Payment worries are over for now as current account deficit has adjusted to reasonable level since the policy actions taken by the central government. Our forecast at very conservative assumptions is that CAD will settle at 2.6% of GDP. We have assumed crude oil prices at USD 70/BBL, which are currently hovering near USD 60/BBL. After signing up for an IMF program, Pakistan will be able to finance its gross finance requirements by tapping into international avenues.

REPORT OF THE DIRECTOR OF THE MANAGEMENT COMPANY FOR THE QUARTER ENDED SEPTEMBER 30, 2019

Saudi deferred oil facility will also provide a short term buffer to foreign exchange reserves. We expect foreign exchange reserves to increase to USD ~12 billion by the end of the current fiscal year. With PKR aligned to its equilibrium levels (Aug'19 REER at 92.71) and current account deficit in a sustainable range, PKR should now depreciate nominally based on its historical average.

CPI is expected to jack up to an average of ~11.0% for the fiscal year from current quarter average of 10.1% owing to a hike in food inflation and rising utility prices. Nevertheless, we expect core inflation as represented by Non Food Non Energy (NFNE) to average below 10.0% for the year. We expect the 12 month forward CPI to start slowing down from the second half of this fiscal year, which will open the room for monetary easing as central bank has indicated to opt for more proactive monetary policy approach.

On the fiscal side, the government is aiming to limit fiscal deficit at 7.4% of GDP for the year. While the final target for fiscal deficit can evolve, nevertheless, it has to meet the primary condition of IMF for limiting the primary deficit at 0.6% of GDP. For this purpose, FBR is targeting an ambitious tax collection of PKR 5.5 trillion (up 35% YoY). The budget presented in the parliament proposed PKR 600-700 billiion of tax measures, while the remaining amount was kept contingent on FBR efforts and economic growth. On the expenditure side, the government is aiming for austerity measures on the current expenditure side, however, it is aiming for an expansionary Public Sector Development Program (PSDP) of PKR 1.7 trillion (up 40% YoY). We believe the tax collection target to be highly optimistic and expect a shortfall of PKR ~400-500 billion. The result of provisional tax collection for 1Q assert our view as there was a shortfall of PKR 100 billion during the quarter. Resultantly, the shortfall in tax collection will trickle down to a lower development spending. On the equity side, we believe, the last two years' market performance (down approx. 39% from peak levels) has reflected the concerns on political and economic direction & also reflected in performance of cyclical stocks where correction in stock prices is even sharper. We continue to reiterate our stance that current levels offer very attractive levels for long term investors with very little downside potential. We believe upside in stocks shall unveil only gradually as confidence reigns back and economic policies shape the outlook in the expected manner. Therefore, going forward, stocks offer long term investment opportunity with rewards for patient investors. We continue to track trends in the economic indicators of the country and adjust our portfolio accordingly.

The equity strategy should be a mix of macro based theme along with bottom up analysis. The overall strategy should be a focus towards defensive sectors (E&P's, Power, Fertilizers) and sector which will benefit from changing dynamics on macro front (Commercial Banks) should be overweight. In addition to that, government's strong focus on reviving exports should provide a boost to the outlook of export oriented sectors such as Textiles & IT. Despite being negative on cyclical stocks, we believe there will be distressed assets and quality companies which should be looked into as they have a tendency to provide abnormal returns.

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 24, 2019

Nasim Beg Vice Chairman / Director

ڈائر یکٹرزر پورٹ

اظهارتشكر

بورڈ آف ڈائر کیٹرز فنڈ کے گرال قدرسر ماییکاروں ،سکیورٹیز اینڈ ایکیچنج کمیشن آف پاکتان اور فنڈ کےٹرسٹیز کی مسلسل معاونت اور پیثت پناہی کے لئے شکر گزار ہے۔علاوہ ازیں، ڈائر کیٹرز مینجمنٹٹیم کی کوششوں کو بھی خراج تحسین پیش کرتے ہیں۔

من حانب ڈائر یکٹرز،

مرثا قب سليم محمدثا قب سليم چف ايگزيکٹوآ فيسر

24اكتوبر،2019ء

فنڈ کی کارکردگی

زير جائزه مدّت كے دوران فنڈ كاايك سال يرمحيط منافع 14.49 فيصد تھا جبكه نيخ مارك منافع 14.43 فيصد تھا۔

فنڈ کی باوزن اوسط میچورٹی (WAM) کی سطح 1.3 سال تھی۔فنڈ کی اکثر سر ماییکاری نقد اورٹرم فائنانس سرٹیفکیٹس (TFCs) میں تھی۔

اختنام مدّت پر فنڈ کی سرماییکاری 71.1 فیصد نقد میں اور 27.2 فیصد TFCs میں تھی۔

30 ستمبر 2019ء کوفنڈ کے net اثاثہ جات 735 ملکین روپے تھے جو 30 جون 2019ء کی سطح 698 ملکین روپے کے مقابلے میں 5.3 فیصداضافہ ہے۔

30 ستمبر 2019ء کو net اثاثہ جاتی قدر (NAV) فی یونٹ 55.0919 روپے تھی جو 30 جون 2019ء کی ابتدائی قدر 53.1512 روپے فی یونٹ کے مقابلے میں 1.9407 روپے فی یونٹ اضافہ ہے۔

معیشت اور بازار - مستقبل کا منظر

مرکزی بینک کی طرف سے پالیسی میں ترمیمات کے نتیجے میں کلاں معاشیاتی استحکام ہوگا جس کے باعث موجودہ سال کے لیےمعاشی ترقی حجھوٹے اعداد تک محدود ہوجائے گی۔ آئی ایم ایف کی پیش گوئی کےمطابق حکومت کی اختیار کردہ نگلی پرمبنی یالیسیوں کے تناظر میں یا کستان کی مجموعی مُلکی پیداوار (جی ڈی پی) کی ترقی مالی سال 20-2019ء میں سُست ہوکر 2.5 فیصدیر آ جائے گی صنعتی ترقی غیرفعال رہے گی، خاص طور پر درآ مدات سے چلنے والے صَرف پر بینی شعبوں کے لیے۔ تاہم برآ مدات سے چلنے والی صنعتی کمپنیاں کچھ ہولت فراہم کرسکتی ہیں کیونکہ حکومت نے ان کے لیے تر غیبات مقرر کی ہیں،جبکہ توانائی کی فراہمی میں اضافے سے بھی ان کمپنیوں کے لیے رکاوٹیں دور ہوتی ہیں۔ ادائیگی کے توازن کی پریشانیاں فی الوقت ختم ہوگئی ہیں کیونکہ کرنٹ ا کا ؤنٹ کا خسارہ (سی اے ڈی) مرکزی حکومت کے پالیسی اقدامات کے بعدمعقول سطح تک آگیا ہے۔ہم بے حدمتا طمفروضوں کی بنیاد پر پیش گوئی کر سکتے ہیں کہ می اے ڈی مجموع مُکی پیداوار (جی ڈی پی) کے 2.6 فیصد بررُک جائے گا۔ ہم نے خام تیل کی قیمتوں کو 70 ڈالر فی بی بی ایل فرض کیا ہے جوموجودہ طور پر 60 ڈالر فی بی بی ایل کے قریب منڈلا رہی ہیں۔ یا کستان ایک آئی ایم ایف پروگرام اختیار کرنے کے بعد بین الاقوامی ذرائع کو استعال میں لاکرا پنی مجموعی مالیاتی ضروریات یوری کر سکے گا۔سعودی تیل کی ملتوی شدہ سہولت ہے بھی زیرمبادلہ کے ذخائر کو مختصرالمیعا دسہارا فراہم ہوگا۔موجودہ مالی سال کے اختیام تک زیمبادلہ کے ذخائر میں 12 بلیّن ڈالراضافہ متوقع ہے۔ یا کستانی روپیہا بینے توازن کی سطحوں سے ہم آ ہنگ ہے (اگست 2019ء 92.7 REER فیصد یر) اورکرنٹا کاؤنٹ کاخسارہ قابلِ بقاءحدمیں ہے، چنانچہ یا کشانی رویے کی قدر میں اب اس کے تاریخی اوسط کی بنیاد پر معمولی کمی ہونی چاہیے۔ زیر بحث مالی سال کے لیے تی پی آئی کا اوسط موجودہ سہ ماہی کے اوسط 10.1 فیصد سے 11.0 فیصد تک بڑھ جانے کی توقع ہے جس کا سبب اشیائے خوردونوش کے افراطِ زرمیں اضافہ اور پٹیلٹیز کی بڑھتی ہوئی قیمتیں ہیں لیکن اشیائے خور دونوش اورتوانا ئی کےعلاوہ دیگرعوامل (NFNE) سے ظاہر ہونے والی اصل افراطِ زر کا اوسط زیر بحث سال کے لیے 10.0 فیصد سے کم متوقع ہے ہمیں اُمید ہے کہ 12 ماہانہ فارور ڈسی پی آئی موجودہ مالی سال کے نصف آخر سے سُست رفتار ہونا شروع ہوجائے گا جس کے مالیاتی سہولت کا موقع ملے گا کیونکہ مرکزی بینک نے مالیاتی یا لیسی کا زیادہ متحرّک لائحۃ مل اختیار کرنے کی طرف اشارہ کیا ہے۔ مالیاتی جہت میں حکومت زیر بحث سال کے لیے مالیاتی خسارے کو جی ڈی پی کے 7.4 فیصد تک محدود کرنے کے لیے کوشاں ہے۔اگر چہ مالیاتی خسارے کاحتمی مہف تبدیل ہو سکتا ہے لیکن پرائمری خسارے کو جی ڈی پی کے 0.6 فیصد پرمحدود کردینے کی آئی ایم کی بنیادی شرط کو پورا کرنالازمی ہے۔اس مقصد کے لیےایف بی آر 5.5 ٹرلین رویے

ڈائر یکٹرزر بورٹ

عزيزسر ماييدار

پاکستان انکم انہیں منٹ کے بورڈ آف ڈائر یکٹرز کی طرف سے 30 ستمبر 2019 ، کونتم ہونے والی سہ ماہی کے لیے فنڈ کے گوشواروں کا جائزہ پیشِ خدمت ہے۔

معيشت اورباز ارزر كاجائزه

صارفی قیت کے انڈیکس (سی پی آئی) کو 16-2015 کی نئی بنیاد کے ساتھ دوبارہ مقرر کیا گیا، اوراس نئے سی پی آئی کے اوسط کا آغاز 10.1 فیصد ۲۵۷ سے ہوا۔ تاہم تازہ ترین ماہانہ اعداد شال سے 11 فیصد درج ہوئے کیونکہ اشیائے خور دونوش اور توانائی کی بڑھتی ہوئی قیمتوں نے انڈیکس کو متاثر کیا۔ تازہ ترین مہینے کے دوران اشیائے خور دونوش میں افراطِ زر 15.0 فیصد ۲۵۷ تھا، کیکن اشیائے خور دونوش اور توانائی کے علاوہ دیگر عوامل میں اصل افراطِ زرنسبتا قابو میں تھی اور زیرِ بحث سہ ماہی میں اس کا اوسط 8.4 فیصد تھا۔

وسیع پیانے کی مینوفیکچرنگ (ایل ایس ایم) میں تو قع کے مطابق کی کار بحان جاری رہا کیونکہ در آمدات پر بنی صرفی مانگ بتدری ختم ہوگی۔ایل ایس ایم میں جولائی 2019 ء میں 8.3 فیصد کی ہوئی جس کا اصل منبع گرد تی شعبہ جات تھے۔گاڑیوں اور آسٹیل کی مینوفیکچرنگ میں مانگ بالتر تیب 27.5 فیصد اور 15.5 فیصد سُکڑ گئی۔ ٹیکس کے حصول کے عارضی اعداد بھی حوصلہ افزاتھے۔فیڈرل بورڈ آف ریوینیو (ایف بی آر) نے موجودہ مالی سال کی پہلی سہ ماہی میں 962 بلیکن روپے ٹیکس جع کیا جو گئیس کے حصول کے عارضی اعداد بھی حوصلہ افزاتھے۔ اگر مقامی اور بین الاقوامی اعتبار سے علیحدہ علیحدہ دیکھا جائے تو کارکردگی زیادہ بہتر تھی کیونکہ مقامی سطح گزشتہ سال کی مماثل مدت کے مقابلے میں 16 فیصد زیادہ ہے۔اگر مقامی اور بین الاقوامی اعتبار سے علیحدہ علیحدہ دیکھا جائے تو کارکردگی زیادہ بہتر تھی کیونکہ مقامی سطح پر ٹیکس کی آمد نی میں 28 فیصد ۲۰۷۷ اضافہ ہوا۔ ٹیکس کے علاوہ وصولی بھی عارضی تخمینوں کے مطابق حوصلہ افزاتھے ۔ حکومت نے 400 بلین روپے ٹیکس جع کیا جس کا اکثر حسّہ اسٹیٹ بینک آف پاکستان (ایس بی پی) سے فاضل منافعے اور ٹیلی کا مسکٹر لائسنس کی فروخت سے حاصل ہوا۔ عارضی تخمینوں کے مطابق پر ائمری خسارے کا ہدنے بھی حاصل ہوگیا کیونکہ حکومت نے 200 بلین کا فاضل منافعے پیدا کیا۔

زیر جائزہ مدت کے دوران طویل ترمیعاد کے بانڈز کی خطیر مانگ کے سبب پیداواری خم جھک گیا کیونکہ بازار میں شامل ہونے والے نئے فریق استحکام کے اقد امات سے مطمئن ہوکرا فراطِ زرمیں کی کی تو قع کررہے تھے۔دورانِ سے ماہی دوسالہ بانڈز 86 بیسس پوائنٹس کی ایز نگ ہوئی جبہہ اِسی مدّ ت کے دوران طویل ترمیعادوالے (دس سالہ) بانڈز میں 154 بیسس پوائنٹس کی خطیر ایز نگ ہوئی۔ایس بی پی نے اپنے تازہ ترین دو ماہا نہ مالیاتی پالیسی میان میں افراطِ زراورادا ایک کی کو ازن کی صور تحال کو متعدل کرنے پر مانیٹری پالیسی کمیٹی کے نظریۓ کا حوالہ دیتے ہوئے پالیسی کی شرح کو تبدیل کے بغیر 13.25 فیصد پر چھوڑ دیا ہے۔ مالیاتی پالیسی نے 8 متواز اضافوں کے بعدرائے شرح کو برقر اررکھا ہے۔

CONDENDSED INTERIM STATEMENT OF ASSETS AND LIABILITIES AS AT SEPTEMBER 30, 2019

	Note	Sep 30, 2019 (Unaudited) (Rupees	June 30, 2019 (Audited) in '000)
ASSETS Balances with banks Investments Dividend and profit receivable Advances, deposits and prepayments Receivable from National Clearing Company of Pakistan Limited Total assets	6 7	567,174 216,905 8,722 3,192 2,021 798,013	473,804 618,024 9,138 3,261 2,021 1,106,248
LIABILITIES Payable to MCB-Arif Habib Savings and Investments Limited - Management Company Payable to Central Depository Company of Pakistan Limited - Trustee Payable to the Securities and Exchange Commission of Pakistan Payable against redemption of units Payable against purchase of investment Accrued expenses and other liabilities Total liabilities	8 9 10	1,985 51 36 2,079 - 59,054 63,204	1,125 115 658 2,079 369,326 35,185 408,488
NET ASSETS	,	734,809	697,760
Unit holders' fund (as per statement attached) Contingencies and Commitments	12	734,809 (Number	697,760 of units)
NUMBER OF UNITS IN ISSUE		13,337,893	13,127,815
NET ASSETS VALUE PER UNIT	,	(Rupe	53.1512

The annexed notes from 1 to 18 form an integral part of these condensed interim financial statements.

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

Chief Executive Officer

Chief Financial Officer

CONDENDSED INTERIM INCOME STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2019

		Quarter Ende	
		September 3 2019	<u>0,</u> 2018
	Note	(Rupees in '0	
INCOME	11010	(,,,
Income from government securities		8,288	641
Income from Term Finance Certificates		8,064	11,104
Profit on bank deposits		8,803	7,299
Capital gain / (loss) on sale of investments - net		6,043	(175)
Income on commercial papers		-	1,705
Unrealised diminution on re-measurement of			
investments classified as 'at fair value through profit or loss' - net		(325)	(3,295)
Other income		45	6
Total income		30,916	17,285
EXPENSES			
Remuneration of Management Company		2,694	2,975
Sindh sales tax on remuneration of Management Company		350	387
Remuneration of Central Depository Company of Pakistan Limited - Trustee		134	415
Sindh Sales tax on remuneration of Central Depository Company of			
Pakistan Limited - Trustee		17	54
Annual fee to Securities and Exchange Commission of Pakistan		36	190
Allocated expenses including indirect taxes		178	286
Selling and Marketing		816	-
Securities transaction cost		146 522	109
Provision for Sindh Workers' Welfare Fund		162	249
Fees and subscription		46	170 44
Legal and professional charges Auditors' remuneration		132	132
Bank charges		58	39
Printing and related costs		25	25
Total expenses		5,317	5,074
•			
Net income from operating activities		25,599	12,211
Net income for the period before taxation		25,599	12,211
Taxation	13	-	-
Net income for the period after taxation		25,599	12,211
Allocation of net income for the period:			
Net income for the period		25,599	12,211
Income already paid on units redeemed		(852)	(2,538)
•		24,747	9,673
Accounting income available for distribution			
- Relating to capital gains		5,590	-
- Excluding capital gains		19,156	9,673
		24,747	9,673

The annexed notes from 1 to 18 form an integral part of these condensed interim financial statements.

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

14

Chief Executive Officer

Earnings per unit

Chief Financial Officer

CONDENSED INTERIM STATEMENT OF OTHER COMPREHENSIVE INCOME (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2019

_	Quarter Septem	
	2019	2018
Note	(Rupees	in '000)
Net income for the period after taxation	25,599	12,211
Unrealised appreciation in fair value of investments classified as 'at fair value through other comprehensive income' - net	-	-
Total comprehensive income for the period	25,599	12,211

The annexed notes from 1 to 18 form an integral part of these condensed interim financial statements.

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

Chief Executive Officer

Chief Financial Officer

CONDENSED INTERIM STATEMENT OF MOVEMENT IN UNIT HOLDERS' FUNDS (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2019

	Quarter Ended									
	S	eptember 30, 2019		Sej	otember 30, 201	8				
			(Rupees	n '000)						
	Capital Value	Undistributed income	Total	Capital Value	Undistri- buted income	Total				
Net assets at beginning of the period	602,553	95,207	697,760	1,204,082	145,911	1,349,993				
Issue of 3,003,721 units (2018: 3,434,123 units) including additional units					.					
 Capital value (at net asset value per unit at the beginning of the period) Element of income 	159,651 2,437	- -	159,651 2,437	182,376 875	-	182,376 875				
	162,088	-	162,088	183,251		183,251				
Redemption of (2,793,643) units (2018: 11,295,194 units) - Capital value (at net asset value per unit at the beginning of the period)	(148,485)	_	(148,485)	(599,854)	_	(599,854)				
- Element of income	(1,300)	(852)	(2,152)	(369)	(2,538)	(2,907)				
	(149,785)	(852)	(150,637)	(600,223)	(2,538)	(602,761)				
Total comprehensive income for the period Final Distribution for the period Rs. Nil (Distribution for the year ended June 30, 2018 @ Rs.2.7329 per unit on	-	25,599	25,599	-	12,211	12,211				
July 4, 2018)	-	-	-	(14,799)	(51,272)	(66,071)				
	-	25,599	25,599	(14,799)	(39,061)	(53,860)				
Net assets at end of the period	614,856	119,954	734,809	772,311	104,312	876,624				
Undistributed income brought forward - Realised		98,350			149,796					
- Unrealised		(3,143)			(3,885)					
Accounting income available for distribution		95,207			145,911	1				
Relating to capital gains Excluding capital gains		5,590 19,156			- 9,673					
- Excluding capital gains		24,747			9,673					
Cash distribution during the period		-			(51,272)					
Undistributed income carried forward	•	119,954			104,312					
Undistributed income carried forward - Realised - Unrealised	•	120,279 (325)			107,607 (3,295)					
	:	119,954			104,312					
			(Rupees)			(Rupees)				
Net assets value per unit at beginning of the period		<u>-</u>	53.1512			55.8399				
Net assets value per unit at end of the period		:	55.0919		:	53.7311				

The annexed notes from 1 to 18 form an integral part of these condensed interim financial statements.

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

Chief Executive Officer

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Chief Financial Officer

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CONDENDSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2019

	Quarte	r Ended
	2019	September 30, 2018 s in '000)
CASH FLOWS FROM OPERATING ACTIVITIES		
Net income for the period before taxation	25,599	12,171
Adjustments for non cash and other items:		
Unrealised diminution on re-measurement of		
investments classified as 'at fair value through profit or loss' - net	325	3,295
Provision / (reversal) of Sindh worker's welfare fund - net		249
	25,924	15,715
Increase in assets	400 704	
Investments - net	400,794	149,903
Dividend and profit receivable	416	3,740
Advances, deposit and prepayments	69	(279)
Advance against subscription of Term Finance Certificate	-	22,000
Receivable from National Clearing Company of Pakistan Limited	401,279	21,000 196,365
Increase / (Decrease) in liabilities	401,279	190,303
Payable to MCB-Arif Habib Savings and Investments Limited -		
Management Company	860	(1,496)
Payable to Central Depository Company of Pakistan Limited - Trustee	(64)	(51)
Payable to the Securities and Exchange Commission of Pakistan	(622)	(1,188)
Payable against purchase of investment	(369,326)	-
Accrued expenses and other liabilities	23,869	17,932
·	(345,284)	15,197
Net cash generated from operating activities	81,919	227,277
CASH FLOWS FROM FINANCING ACTIVITIES		
Dividend paid	-	(66,071)
Receipts against issuance and conversion of units (excluding additional units)	162,088	183,251
Payment against redemption and conversion of units	(150,637)	(602,761)
Net cash generated / (used in) financing activities	11,451	(485,581)
Net increase / (decrease) in cash and cash equivalents during the year	93,370	(258,304)
Cash and cash equivalents at beginning of the period	473,804	646,442
Cash and cash equivalents at end of the period	567,174	388,138

The annexed notes from 1 to 18 form an integral part of these condensed interim financial statements.

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 Pakistan Income Enhancement Fund (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 the Central Depository Company of Pakistan Limited (CDC) as Trustee. The Trust Deed was executed on July 14, 2008 and was approved by the Securities and Exchange Commission of Pakistan (SECP) on June 26, 2008 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 is an open-ended mutual fund and has been categorised as 'Aggressive Fixed Income Scheme' by the Board of Directors of the Management Company in pursuant to Circular 7 of 2009, dated 6 March 2009 issued by the SECP, and offers units for public subscription on a continuous basis. The units are transferable and can also be redeemed by surrendering to the Fund. Unit holders are divided into plan 'A' and plan 'B'. The unit holders under plan "A" are entitled for bonus units as well as cash dividend, whereas unit holders under plan "B" are entitled for cash dividend. The units are listed on Pakistan Stock Exchange Limited (PSX).
- 1.4 The Fund primarily invests in a mix of listed equity and debt securities, unlisted government securities and secured debt securities, money market transactions, reverse repurchase transactions, spread transactions and transactions under Margin Trading System.
- 1.5 The Pakistan Credit Rating Agency (PACRA) Limited has assigned Management quality rating of AM2++ dated October 08, 2019 to the Management Company and "A+(f)" as stability rating dated June 27, 2019 to the Fund.
- 1.6 Title to the assets of the Fund is held in the name of the Central Depository Company of Pakistan Limited as Trustee of the Fund.

2. BASIS OF PREPARATION

2.1 Statement of compliance

- **2.1.1** "These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for condensed interim financial reporting. The accounting and reporting standards applicable in Pakistan for interim financial reporting comprise of:"
 - International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act);
 - Provisions of and directives issued under the Companies Act, 2017 along with part VIIIA of the repealed Companies Ordinance, 1984; and
 - Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003 (The NBFC Rules), Non-Banking Finance Companies and Notified Entities Regulations, 2008 (The NBFC Regulations) and requirement of the Trust Deed.

Where provisions of and directives issued under the Companies Act, 2017, Part VIIIA of the repealed Companies Ordinance, 1984, the NBFC rules, the NBFC Regulations and requirements of the Trust Deed differ from the International Accounting Standard (IAS) 34, Interim Financial Reporting, the provisions of and directives issued under the Companies Act, 2017, Part VIIIA of the repealed Companies Ordinance, 1984, the NBFC Rules, the NBFC Regulations and requirements of the Trust Deed have been followed.

- 2.1.2 This condensed interim financial information does not include all the information and disclosures required for full annual financial statements and should be read in conjunction with the financial statements for the year ended 30 June 2019.
- 2.1.3 The comparative in the statement of assets and liabilities presented in the condensed interim financial information as at 30 September 2019 have been extracted from the audited financial statements of the Fund for the year ended

30 June 2019, whereas the comparatives in the condensed interim income statement, condensed interim cash flow statement, condensed interim distribution statement and condensed interim statement of movement in unit holders' funds are stated from unaudited condensed interim financial information for the guarter ended 30 September 2018.

- 2.1.4 The disclosures made in this condensed interim financial information have, however, been limited based on the requirements of the International Accounting Standard 34: 'Interim Financial Reporting'. This condensed interim financial information is unaudited.
- **2.1.5** In compliance with schedule V of the NBFC Regulations the Directors of the Management Company, hereby declare that this condensed interim financial statement give a true and fair view of the Fund.
- **2.1.6** "This condensed interim financial information is presented in Pak Rupees which is the functional and presentation currency of the Fund."

2.2 Basis of Measurement

This condensed interim financial information have been prepared on the basis of historical cost convention except that investments have been included at fair value.

3. SIGNIFICANT ACCOUNTING POLICIES

- 3.1 "The accounting policies adopted for the preparation of these condensed interim financial statements are the same as those applied in the preparation of the annual published financial statements of the Fund for the period ended June 30, 2019."
- 3.2 Standards, amendments and interpretations to existing standards not yet effective and not applicable/ relevant to the Fund

There are certain standards, amendments to the approved accounting standards and interpretations that are mandatory for the Fund's accounting periods beginning on or after July 1, 2019 but are considered not to be relevant or do not have any significant effect on the Fund's operations and are, therefore, not detailed in these condensed interim financial statements.

4 Estimates and Judgements

"The preparation of condensed interim financial information requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. In preparing this condensed interim financial information, the significant judgments made by management in applying accounting policies and the key sources of estimation uncertainty were the same as those that applied to financial statements as at and for the year ended 30 June 2019."

5 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 30 June 2019.

			Sep 30, 2019 (Un-audited)	June 30, 2019 (Audited)
6	BALANCES WITH BANKS	Note	(Rupees	in '000)
	In current accounts	6.1	2,270	12
	In saving accounts	6.2	564,904	473,792
			567,174	473,804

- **6.1** This includes balances of Rs. 2.2 million (June 30, 2019: Rs. 0.02 million) maintained with MCB Bank Limited (a related party).
- 6.2 These carry profits at the rates ranging from 11.25% to 14.2% (June 30, 2019: 4.5% to 13%) per annum and include Rs. 0.01 (June 30, 2019: Rs. 0.01) million and Rs. 4.1 million (June 30, 2019: 0.5) maintained with MCB Bank Limited and Silk Bank Limited, a related party which carries profit at the rate of 11.25% (June 30, 2019: 10.25%) and 14.20% per annum (June 30, 2019: 13%).

7	INVESTMENTS	Note	Sep 30, 2019 (Un-audited) (Rupees	June 30, 2019 (Audited) s in '000)
	At fair value through profit or loss			
	Government securities	7.1	-	369,374
	Listed debt securities	7.2	65,743	65,932
	Unlisted debt securities	7.3	151,162	182,718
			216,905	618,024

7.1 Government securities - Fair value through profit or loss

			Face value At Sep 30, 2019								
Tenure	Issue Date	Maturity Date	At July 01, 2019	Purchased during the period	Sales / matured during the period	At Sep 30, 2019	Carrying value	Market value	(Diminution) / appreciation	Market value as a percent-age of net assets	Market value as a percent-age of total invest- ments
				(Rupe	es in '000)						%
*Treasury bills - 3 months Treasury Bills	May 23, 2019	August 15 2019	375,000	-	375,000	-	-	-	-	-	-
Treasury Bills	July 18, 2019	Oct 10, 2019	-	850,000	850,000	-	-	-	-	-	-
*Treasury bills - 6 months	July 18, 2019	Jan 16, 2020	-	400,000	400,000	-	-	-	-	-	
*Treasury bills - 12 months											
Treasury Bills	Aug 29, 2019	Aug 27, 2019	-	700,000	700,000	-	-	-	-	-	-
Treasury Bills	Sep 12, 2019	Sep 10, 2019	-	350,000	350,000	-	-	-	-	-	-
Treasury Bills	Sep 26, 2019	Sep 24, 2019	-	500,000	500,000	-	-	-	-	-	-
Pakistan Investment Bonds - 3 years	Sep 19, 2019	Sep 19, 2022	-	150,000	150,000	-	-	-	-	-	-
Pakistan Investment											
Bonds - 5 years Pakistan Investment Bonds	July 12, 2018	July 12, 2023	-	250,000	250,000	-	-	-	-	-	-
Pakistan Investment Bonds - 10 years											
Pakistan Investment Bonds	July 12, 2018	July 12, 2028	-	37,500	37,500	-	-	-	-	-	-
Pakistan Investment Bonds	Sep 19, 2019	Sep 19, 2029	-	50,000	50,000	-	-	-	-	-	-
As at Sep 30, 2019 (Unaudite	d)							-	-	-	
As at June 30, 2019 (Audited)							369,326	369,374	48	=	
(=	

7.2 Listed debt securities - Term Finance Certificates/Sukuks

Certificates have a face value of Rs 5,000 each unless stated otherwise

	Number of Certificates					At Sep 30, 2019				
Name of investee company	At July 1, 2019	Purchased during the period	Matured during the period	Disposed during the period	At Sep 30, 2019	Carrying value	Market value	diminu- tion	of net	Market value as a percentage of total investment
						F	Rupees in '0	00		%
Fertilizer	705				705	05.000	05.740	(400)	0.05	00.04
Dawood Hercules Corporation Limited (16-11-2017 issue) *-Sukuk	735		-		735	65,932	65,743	(189)	8.95	30.31
Real Estate investment and services										
Pace Pakistan Limited (15-02-08 issue)	15,000	-	-	-	15,000	72,570				
Less: Provision for impairment						(72,570)				
							-	-	-	-
As at Sep 30, 2019 (Unaudited)						65,932	65,743	(189)		
As at June 30, 2019 (Audited)						66,283	65,932	(351)		

^{*} Face value of the investment is Rs. 100,000

7.3 Unlisted debt securities - Term Finance Certificates/Sukuks - Fair value through profit or loss

Certificates have a face value of Rs 5,000 each unless stated otherwise

		Numl	per of Certifi	cates		As	at Sep 30, 2	019		Market
Name of investee company	As at July 1, 2019	Purchased during the period	Matured during the period	Disposed during the period	As at Sep 30, 2019	Carrying value*	Market value	Apprecia- tion / (diminu- tion)	Market value** as a percentage of net assets	value** as a percentage of total investment
						F	Rupees in '0	00		/ ₀
Commercial Banks										
The Bank of Punjab Limited - TFC -II- Issue date 23 April 2018 *	220		-	220	-	-	-	-	-	-
Askari Bank Limited (30-9-14 issue)	8,300	-	-	-	8,300	40,342	40,484	142	5.51	18.66
The Bank of Punjab Limited (23-12-16 issue)*	475	-	-	-	475	46,990	46,712	(278)	6.36	21.54
Investment Bank										
Jahangir Siddiqui & Company Limited (18-07-2017 issue)	17,000		-		17,000	63,141	63,146	5	8.59	29.11
Construction and Material										
Byco Petroleum Limited (18-01-2017 issue) *-Sukuk	10		-	-	10	825	820	(5)	0.11	0.38
Eden Housing Limited - Sukuk - (31-03-2008 issue) - Due but not rece	10,415 eived	-	-	-	10,415	10,251	-	-	-	-
Less: Provision for impairment						(10,251) -				
As at Sep 30, 2019 (Unaudited)						151,298	151,162	(136)	:	
As at June 30, 2019 (Audited)						185,558	182,718	(2,840)	:	

^{*} Nominal value of this sukuk certificate is Rs.100,000 per certificate.

8	PAYABLE TO THE MANAGEMENT COMPANY		Sep 30, 2019 (Un-audited) (Rupees i	June 30, 2019 (Audited) in '000)
	Remuneration Payable	8.1	960	878
	Sindh sales tax payable on management fee		125	114
	Sales load payable		24	73
	Selling and Marketing Payable	8.3	816	-
	Back office payable	8.2	60	60
			1,985	1,125

- **8.1** As per amendment in the offering document, the management company wef August 08, 2019 charged management fee at the rate of up to 15% of the gross earnings of the scheme, calculated on a daily basis. Provided that fund is subject to a minimum fee of 0.25% of the average daily net assets of the scheme.
- 8.2 Uptil June 19, 2019 in accordance with Regulation 60 of the NBFC Regulations, the Management Company was entitled to charge expenses related to registrar services, accounting, operations and valuation services, related to a Collective Investment Scheme (CIS) at the rate of 0.1% of the average annual net assets of the scheme or actual whichever is less. SECP vide SRO 639(I)/2019 dated June 20, 2019 has removed the maximum cap of 0.1%. Resultantly, during the current quarter, the Management Company has charge actual expenses to the extent as it has think expedient.
- 8.3 SECP vide SRO 639(I)/2019 dated June 20, 2019 has allowed the Asset Management Companies to charge selling and marketing expenses to all categories of open-end mutual funds (except fund of funds). Furthermore, maximum cap of selling and marketing expense of 0.4% per annum has also been removed. Resultantly, during the current quarter, the Management Company has charge actual expenses to the extent as it has think expedient.
- 9 Payable to Central Depository of Pakistan Trustee

	2019 (Unaudited)	2019 (Audited)
	s in '000)	
9.1	45	102
	<u>6</u> 51	13 115
	9.1	(Unaudited) (Rupees

- 9.1 From July 01, 2019, Central Depository Company of Pakistan Limited vide its letter number CDC/CEO/L-112/18/2019 dated June 27, 2019 changed its tariff structure. The trustee is entitled to a monthly remuneration for services rendered to the Fund at a flat rate of 0.075% of the average net assets calculated on a daily basis plus actual reimbursement of the actual custodial expenses (if any)..
- 10 Payable to Securities and Exchange Commission of Pakistan (SECP)

SECP, vide SRO no. 685 (I)/2019 dated June 28, 2019, revised the rate of annual fee at 0.02% (2019: 0.08%) of net assets on all categories of Collective Investment Schemes which is effective from July 01, 2019.

11 ACCRUED EXPENSES AND OTHER LIABILITIES	Note	Sep 30, 2019 (Unaudited) (Rupees i	June 30, 2019 (Audited) in '000)
Provision for Sindh workers' welfare fund	11.1	6,906	6,383
Provision for federal excise duty and related taxes on			
- Management fee	11.2	16,590	16,590
- Sales load		4,746	4,746
Brokerage		19	72
Capital gain tax		29	71
Auditors' remuneration		483	351
Printing and related expenditure		65	40
Zakat		14	14
Dividend Payable			6,802
Legal advisor payable		92	75
Other		30,110	41
		59,054	35,185

11.1 Provision for Sindh Workers' Welfare Fund

There is no change in the status of the SWWF as reported in the annual financial statements of the Fund for the year ended June 30, 2019. Had the provision for SWWF not been recorded in the condensed interim financial information of the Fund, the net asset value of the Fund as at September 30, 2019 would have been higher/lower by Re. 0.52 per unit (June 30, 2019 Re. 0.49 per unit).

11.2 Federal Excise Duty and related tax payable

There is no change in the status of the appeal filed by the Federal Board of Revenue in the Honorable Supreme Court of Pakistan in respect of levy of Federal Excise Duty as reported in the annual financial statements of the Fund for the year ended June 30, 2019. Had the said provision for FED not been recorded in the condensed interim financial information of the Fund, the net asset value of the Fund as at Sep 30, 2019 would have been higher/lower by Re. 1.24 per unit (June 30, 2019: Re. 1.63 per unit).

12 CONTINGENCIES AND COMMITMENTS

There are no contingencies and commitments outstanding as at September 30, 2019 and June 30, 2019.

13 TAXATION

The Fund's income is exempt from income tax as per clause (99) of part I of the Second Schedule to the Income Tax Ordinance, 2001 subject to the condition that not less than 90% of the accounting income available for distribution for the year as reduced by capital gains whether realized or unrealized is distributed amongst the unit holders by way of cash dividend. Furthermore, as per regulation 63 of the Non-Banking Finance Companies and Notified Entities Regulation, 2008, the Fund is required to distribute 90% of the net accounting income available for distribution other than capital gains to the unit holders in cash. The Fund is also exempt from the provision 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 the income to be earned by the Fund during the year ending June 30, 2019 to the unit holders in cash in the manner as explained above. Accordingly, no provision for taxation has been made in these condensed interim financial statements.

14 EARNINGS PER UNIT

Earnings per unit based on cumulative weighted average units for the period has not been disclosed as in the opinion of the Management Company, the determination of the same is not practicable.

15 TOTAL EXPENSE RATIO

SECP, vide SRO no. 639 (I)/2019 dated June 20, 2019 enhanced the Total Expense Ratio from 2% to 2.5%. The total expense ratio of the Fund from July 1, 2019 to September 30, 2019 is 0.75% (September 30, 2018: 1.63%) and this includes 0.13% (September 30, 2018: 0.10%) representing government levy, Sindh Worker's Welfare Fund, SECP fee etc. This ratio is within the maximum limit of 2.5% prescribed under the NBFC Regulations for a collective investment scheme categorized as "Aggressive Fixed Income Scheme".

16 TRANSACTIONS AND BALANCES OUTSTANDING WITH CONNECTED PERSONS / OTHER RELATED PARTIES

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.

"Details of transactions and balances at period end with related parties / connected persons, other than those which have been disclosed elsewhere in these financial statements, are as follows:"

16.1 Transactions during the period with connected persons / related parties in units of the Fund:

	For the Quarter ended September 30, 2019 (unaudited)								
	As at July 01, 2019	Issued for cash	Bonus	Redeemed	As at Sep 30, 2019	As at July 01, 2019	Issued for cash	Redeemed	As at Sep 30, 2019
			Units				(Rupe	es in '000)	
Associated Companies: Security General Insurance Company Limited Employees Provident Fund Trust	41,471	-			41,471	2,204	-	-	2,285
Mandate Under Discretionary Portfolio Services *	7	-	-	-	7	-	-	-	-
Unit holders holding 10% or more units Lahore Highcourt, Lahore	1,676,950	-	-	-	1,676,950	89,132	-	-	92,386
	For the Quarter ended September 30, 2018 (unaudited)								
	As at July 01, 2018	Issued for cash	Bonus	Redeemed	As at September 30,	As at	Issued for cash	Redeemed	As at September
	, ,	ioi casii			2018	July 01, 2018	for cash		30, 2018
		101 Casii	Units		2018	July 01, 2018			
Associated Companies:			Units		2018	July 01, 2018		es in '000)	
Associated Companies: Fatima Fertilizer Limited Management Staff Gratuity Fund	183,107	9,423	Units -	192,530	2018	9,847			
Fatima Fertilizer Limited Management			Units -		2018		(Rupe	es in '000)	
Fatima Fertilizer Limited Management Staff Gratuity Fund	183,107	9,423	-	192,530	-	9,847	(Ruped	es in '000) 10,300	30, 2018
Fatima Fertilizer Limited Management Staff Gratuity Fund Mandate Under Discretionary Portfolio Services	183,107 1,515,710	9,423	-	192,530	- 974	9,847	(Ruped	es in '000) 10,300	30, 2018

^{*} This reflects position of related party / connected persons status

16.2 Details of transactions with the connected persons / related parties during the period are as follows:

	Sep 30, 2019 (Unaudited) (Rupee	Sep 30, 2018 (Unaudited) s in '000)
MCB-Arif Habib Savings and Investments Limited - Management Company		•
Remuneration including indirect taxes Selling and Marketing	3,044 816	3,361
Allocated expenses including indirect taxes	178	286
Central Depository Company of Pakistan Limited		
Remuneration of the trustee (including indirect taxes)	151	469
CDC settlement charges	6	7
MCB Bank Limited		
Profit on bank deposits	23	6
Bank charges	2	3
Arif Habib Limited		
Brokerage expense*	3	-
Next Capital Limited		
Brokerage expense*	18	-
Silk Bank Limited		
Profit on bank deposits	3,202	3,078
Bank charges	3	19

^{*} The amount disclosed represents the amount of brokerage paid to connected persons and not the purchase or sale value of securities transacted through them. The purchase or sale value has not been treated as transactions with connected persons as the ultimate counter parties are not connected persons.

		2019	2019	
16.3	Amount outstanding as at period end / year end	30 Sep 2019 (Unaudited)	30 June 2019 (Audited)	
		(Rupees in '000)		
	MCB - Arif Habib Savings & Investments Limited - Management Company			
	Remuneration payable	960	878	
	Sindh Sale tax payable on remuneration to the Management Company	125	114	
	Selling and Marketing	816	-	
	Sales load payable	24	73	
	Allocated expenses payable excluding related taxes	60	60	
	Central Depository Company of Pakistan Limited - Trustee			
	Remuneration payable	45	102	
	Sindh Sales tax payable on remuneration of Trustee	6	13	
	Security deposits	200	200	
	MCB Bank Limited			
	Bank deposits held	2.21	3,506	
	Sales Load	110	-	
	Next Capital Limited			
	Brokerage expense*	18	19	
	Silk Bank Limited			
	Bank deposit held	4,185	515	
	Accrued profit on bank deposit	2,551	40	

17 **GENERAL**

- **17.1** Figures have been rounded off to the nearest thousand rupees.
- 17.2 Corresponding figures have been reclassified and rearranged in these condensed interim financial statements, wherever necessary, for the purpose of better presentation. However, no significant rearrangements or reclassifications were made in these condensed interim financial statements to report.

DATE OF AUTHORIZATION FOR ISSUE 18

These condensed interim financial statements were authorised for issue on October 24, 2019 by the Board of Directors of the Management Company.

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

Chief Executive Officer

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