

Fund Managers' Report

September 2019



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Market Review & Outlook

Fund Managers Report - September'19

Managed by:
UBL Fund Managers Limited



From the CIO's Desk

After a long hiatus, the local bourse finally made a strong recovery in September as captured in 8.1% rise in the benchmark KSE 100 Index during the month, reversing the downward trend that persisted during the previous seven consecutive months. The turnaround was mainly driven by an improving external account position as manifested in a stabilizing exchange rate, some abatement in local institutional selling and evolving market expectations of an early rate cut on lower CPI reading under the new inflation calculation methodology. Corroborating the above, secondary market yields on the longer end declined by 60bp to 12.2% of (10Y PIB) during the month.

For July-Sep FY20, average monthly CPI inflation came at 10.1%, vs. 6.1% during SPLY, as significant currency devaluation, higher utility prices and some fiscal measures in the current year budget culminated into mounting price pressures. We expect inflationary pressures to remain elevated during the next few months, as second-round impact of the above fully seeps through the broader economy, before subsiding in 2HFY20. After aggressively hiking interest rates earlier, SBP in its latest monetary policy review meeting maintained status quo citing a balanced view on developments in the monetary, real, external and fiscal sectors. We also believe that interest rates have peaked out though SBP may wait a while longer before changing its stance to attract foreign flows in the debt market and firm up its view on external and fiscal front.

The current account deficit for July-August FY20 declined by 55%YoY to USD1.3bn mainly due to 23% fall in imports. Further, due to a healthy surplus on the financial account, the overall balance of payments position posted a surplus of USD1.2bn. We expect external account position to remain manageable during the rest of FY20, due to a contained current account deficit position and healthy flows on the financial account. On the fiscal front, FBR missed 1QFY20 revenue collection target of Rs1.07tn by over Rs100bn. Nonetheless, the government is likely to meet 1Q fiscal/primary deficit targets due to better growth in other taxes (PDL) and non-tax revenues (telecom licenses, SBP profit) and contained growth in expenses (lower development spending, less revenue release to provinces). In our opinion, achieving a sustained improvement on the fiscal side remains the greatest challenge for the economy with skewed distribution of revenues and expenditures among federating units and poor governance and service delivery being the major impediments.

We think that news flow and macroeconomic indicators over the next few months should remain supportive for the equity market. On FATF, we believe that Pakistan is likely to remain on the grey list due to measurable progress on some compliance issues and support from friendly member countries. Barring a shortfall in FBR revenue collection target, the government is expected to meet all other IMF targets for the first quarter. External account position is also expected to remain comfortable due to a contained current account deficit and healthy financial flows. Lastly, there is broad consensus that interest rates have peaked out though market participants having differing views on timing of the rate cut.

The domestic equity market is trading at a forward earnings yield of 17-18%-a sizable discount to long-term fixed income yields. Further, corporate earnings growth is also likely to hover in low double digits over the next two years. At current levels, stock market offers a very attractive risk/return tradeoff.

We recommend our investors to invest in our equity funds as per their risk appetite and return expectations. For instance, our Al-Ameen Islamic Asset Allocation Fund (AIAAF) offers an appropriate strategy for investors with low to moderate risk tolerance. This fund invests in a diversified portfolio of stocks, bonds, and money market instruments. It has the potential to earn returns well above those on offer in Money Market and Income Funds, while limiting risk by investing no more than 40% of its assets in stocks at any point in time. For those with higher risk tolerance and return expectations, we have Al-Ameen Shariah Stock Fund, which offers pure exposure to the domestic equity market.

We strongly recommend our investors to also invest in our Voluntary Pension Scheme (Al-Ameen Islamic Retirement Savings Fund) in order to avail tax benefits, grow their long-term savings and achieve retirement security. For those with a longer investment horizon, we recommend a high exposure to Equity Sub-Fund of the Scheme. We have been following an aggressive investment strategy in this Sub-Fund considering its long time horizon and low liquidity/redemption pressures. The strategy has performed well and the Equity Sub-Fund has generated an absolute return of 383.16% (KMI-30 Index: 228.88% since inception). This translates to an average annualized return of 18.24% p.a. (KMI-30 Index: 13.50% p.a.) - thus outperforming the KSE-100 Index by a significant margin.

Syed Suleman Akhtar, CFA
Chief Investment Officer
UBL Fund Managers

UBL Money Market Fund

Fund Managers Report - September'19



Investment Objective

The objective of UBL Money Market Fund is to generate competitive returns within a low risk portfolio to provide a regular stream of income and easy liquidity to its investors by investing a major chunk of the portfolio in short term government securities.

Fund Performance

	UMMF ¹	UMMF ²	Benchmark
FY-YTD (p.a.)	11.95%	12.49%	12.61%
September 2019 (p.a.)	12.32%	13.04%	12.88%
Since Inception (CAGR)		8.13%	8.70%
Standard Deviation*		0.12%	1.77%
Sharpe Ratio**	(10.21)	(0.60)	
Weighted Avg Time to Maturity	7.71 Days		
Expense Ratio³	0.40%		

	Aug'19	Sep'19	%Δ
Fund Size (PKR Mn)	4,373	4,221	-3.47%
Fund Size excluding FoFs (PKR Mn)	4,046	3,952	-2.31%
NAV (PKR)	102.6688	103.7087	1.01%

¹ Simple Annualized Return | ² Morning Star Return

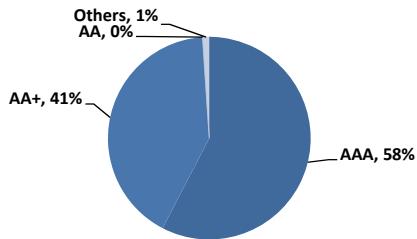
* 12m Trailing | ** 12m Trailing, 3M PKRV yield is used as a risk-free rate

³ This includes 0.1% representing government levy, Worker's Welfare Fund and SECP fee. Selling and Mkt expense PKR 0.96mn

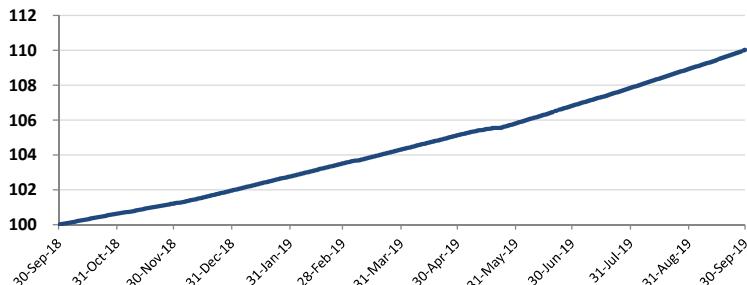
Note: Benchmark has been changed effective from October 2016; Previously 75% 3M PKRV + 25% 3M TDR (with AA or better banks)

*Actual Management Fees charged for the month is 0.73% based on average net assets (annualized).

Portfolio Quality (% of Total Assets)



Value of 100 Rupees invested 12 months ago



Monthly Yield*

Monthly Yield*	Oct'18	Nov'18	Dec'18	Jan'19	Feb'19	Mar'19	Apr'19	May'19	Jun'19	Jul'19	Aug'19	Sep'19	CYTD
UMMF	7.68%	7.22%	9.02%	9.75%	9.88%	9.42%	9.93%	7.97%	12.21%	11.90%	12.56%	13.04%	10.73%
Benchmark	7.50%	7.97%	8.83%	8.99%	9.27%	9.76%	10.11%	10.77%	11.66%	12.19%	12.77%	12.88%	10.95%

*Returns are annualized using the Morningstar Methodology | For periodic returns as per SECP's SCD Circular No. 16 of 2014, refer to the end of this FMR

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Fund Information

Fund Type	Open-end
Fund Categorization	Money Market
Risk Profile	Low
Launch Date	14-Oct-10
Benchmark	70% Average of 3M PKRV rates + 30% 3M average deposit rate of three 3 AA rated scheduled Banks as selected by MUFAAP
Listing	Pakistan Stock Exchange (PSX)
Trustee	Central Depository Company (CDC)
Auditor	KPMG – Taseer Hadi & Co
Management Co.Rating	AM1 (JCR-VIS)
Fund Stability Rating	AA (f) (JCR-VIS)
Minimum Investment	Rs. 500
Load	1% (Front-end)
Dealing Days	Monday to Friday
Cut off times	Issuance: 4:00 PM (Mon-Fri) Redemption: 9:30 AM (Mon-Fri)
Pricing Mechanism	Backward
Management Fee	5% of gross earnings (with min. fee of 0.15% p.a. & max fee of 1% p.a.)
Fund Manager	Syed Sheeraz Ali
Investment Committee	Yasir Qadri Syed Suleman Akhtar, CFA Hadi Mukhi* Muhammad Waseem, CFA Syed Sheeraz
Members	

* Head of Risk - non voting observer

Asset Allocation (% of Total Assets)	Jul'19	Aug'19	Sep'19
Placements with Banks	6%	11%	7%
Placements with DFIs	14%	4%	4%
PIB	0%	0%	0%
GOP Ijarah Sukuk	0%	0%	0%
T-Bills	76%	83%	0%
Cash	3%	1%	87%
Others	1%	0%	1%
Leverage	Nil	Nil	Nil

Total amount invested by FoFs is PKR 268.81 Mn

	3 Months	6 Months	1 Year	3 Years	5 Years	Since Inception
UMMF (p.a)	12.49%	11.25%	10.03%	6.96%	6.63%	8.13%
Benchmark	12.61%	11.73%	10.23%	7.06%	6.88%	8.70%

Returns are annualized using the Morningstar Methodology

Disclosures regarding Sindh Workers Welfare Fund

The Fund/Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 8,268,112, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs. 0.20/0.19%.

Al-Ameen Islamic Asset Allocation Fund

Fund Managers Report - September'19



Managed by:
UBL Fund Managers Limited



Investment Objective

The investment objective of the Fund is to earn competitive riba free return by investing in various shariah compliant asset classes/instruments based on the market outlook.

Fund Performance

	AIAAF	Benchmark
FY-YTD	-1.91%	-0.85%
Sep-19	4.20%	4.55%
Since Inception (CAGR)***	6.49%	5.83%
Standard Deviation*	8.67%	9.55%
Sharpe Ratio**	(2.03)	(1.96)
Expense Ratio¹	0.78%	

	Aug'19	Sep'19	%Δ
Fund Size (PKR Mn)	2,897	2,829	-2.35%
NAV (PKR)	105.7451	110.1911	4.20%

*12M Trailing. **12M Trailing, 3M PKRV yield used as Risk-Free rate.

***Returns have been annualized using Morningstar Methodology

¹ This includes 0.08% representing government levy, Worker's Welfare Fund and SECP fee.

Selling & Marketing Expense PKR 3.14 million.

Note: Benchmark has been changed effective from 2 January 2018; Previously Average of 6M KIBOR + 2%.

Fund Information

Fund Type Categorization	Open-end Islamic Asset Allocation
Risk Profile	Medium
Launch Date	10-Dec-13
Benchmark	Weighted Avg. of 3M & 6M avg. deposit rates of 3 AA rated Islamic Banks or Islamic windows of Conventional Banks as selected by MUFAP and KMI-30 Index based on actual proportion of the scheme
Listing	Pakistan Stock Exchange (PSX)
Trustee	Central Depository Company (CDC)
Auditor	KPMG, Taseer Hadi and Company
Management Co.Rating	AM1 (JCR-VIS)
Minimum Investment	Rs. 10,000/- initial & subsequent
Load	3% (Front-end)
Dealing Days	Monday to Friday
Cut off times	4:00 PM
Pricing Mechanism	Forward
Management Fee	2% p.a.
Fund Manager	Usama Bin Razi
Investment Committee	Yasir Qadri Syed Suleman Akhtar, CFA Asim Wahab Khan, CFA Usama Bin Razi Hadi Mukhi* Muhammad Waseem, CFA
Members	

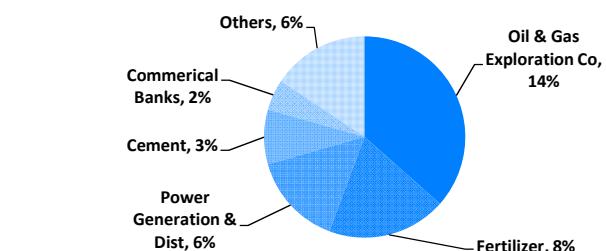
* Head of Risk - non voting observer

Asset Allocation (% of Total Assets)	Jul'19	Aug'19	Sep'19
Equities	39%	38%	40%
Placements with banks	0%	0%	0%
Sukuk	3%	3%	3%
Cash	57%	58%	55%
GoP Ijarah	0%	0%	0%
Others	1%	1%	2%
Leverage	Nil	Nil	Nil

	3 Months	6 Months	1 Year	3 Years	5 Years	Since Inception
AIAAF	-1.91%	-6.25%	-6.29%	2.83%	32.11%	44.06%
Benchmark	-0.85%	-5.80%	-7.46%	4.49%	27.13%	38.96%

Returns are on absolute basis

Sector Allocation of Equity



Disclosures regarding Sindh Workers Welfare Fund

The Fund/Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 24,245,715, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs. 0.94/0.85%.

Value of 100 Rupees invested 12 months ago



Monthly Yield

	Oct'18	Nov'18	Dec'18	Jan'19	Feb'19	Mar'19	Apr'19	May'19	Jun'19	Jul'19	Aug'19	Sep'19	CYTD
AIAAF	2.13%	-1.10%	-3.17%	3.81%	-0.44%	-1.12%	-1.72%	-0.57%	-2.19%	-2.36%	-3.60%	4.20%	-4.19%
Benchmark	1.70%	-1.57%	-3.78%	4.53%	-1.38%	-1.05%	-2.35%	-0.03%	-2.68%	-2.28%	-2.96%	4.55%	-3.91%

For periodic returns as per SECP's SCD Circular No. 16 of 2014, refer to the end of this FMR

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Investment Objective

ASSF is an open-end Equity Fund, investing primarily in Shariah compliant equities. The Fund seeks to maximize total returns and outperform its benchmark by investing in a combination of securities offering long term capital gains and dividend yield potential.

Fund Performance

	ASSF	Benchmark
FY-YTD	-6.74%	-5.48%
Sep'19	9.12%	10.65%
Since Inception (CAGR)***	11.72%	11.39%
Standard Deviation*	20.57%	24.45%
Sharpe Ratio**	(1.67)	(1.53)
Beta*	0.81	1.00
Alpha*^	3.00%	
R-Square^^	93%	
Price-to-Earning Ratio ^^^	7.04x	8.10x
Dividend Yield ^^^	7.04%	5.14%
Value at Risk	-1.31%	-1.52%
Expense Ratio¹	0.80%	
	Aug'19	Sep'19
		%Δ
Fund Size (PKR Mn)	4,291	4,642
NAV (PKR)	93.59	102.13

*12M Trailing. **12M Trailing, 3M PKRV yield used as Risk-Free rate. *^ Alpha measures the risk adjusted performance of the fund vs. the benchmark. ^^ R-Square measures the correlation between the benchmark and the fund. ^^^ Benchmark figures are for KMI-30 Index only. ^^^ NAV based. ***Returns have been annualized using Morningstar Methodology. ¹ This includes 0.08% representing government levy, Worker's Welfare Fund and SECP fee. Selling & Marketing Expense PKR 4.77 million.

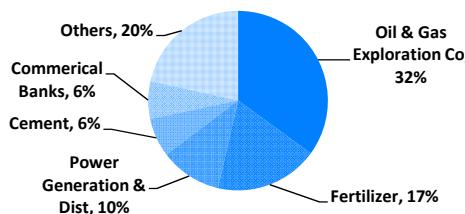
Fund Information

Fund Type	Open-end
Fund Categorization	Islamic Equity
Risk Profile	High
Launch Date	24-Dec-06
Benchmark	KMI-30 Index
Listing	Pakistan Stock Exchange (PSX)
Trustee	Central Depository Company (CDC)
Auditor	To be appointed
Management Co.Rating	AM1 (JCR-VIS)
Minimum Investment	Rs. 500
Load	2.5% (Front-end), Nil (Back-end)
Dealing Days	Monday to Friday
Cut off times	4:00 PM
Pricing Mechanism	Forward
Management Fee	2% p.a.
Fund Manager	Asim Wahab Khan, CFA
Investment Committee	Yasir Qadri Syed Suleman Akhtar, CFA Hadi Mukhi* Asim Wahab Khan, CFA
Members	Muhammad Waseem, CFA

* Head of Risk - non voting observer

*Reconstitution of the Fund on 18th July 2012 from "Islamic Balanced to Islamic Equity"

Sector Allocation (% of Total Assets)



Top Ten Equity Holdings (% of Total Assets)

Oil And Gas Development Co. Ltd.	11.0%	Meezan Bank Ltd.	6.3%
Mari Petroleum Co. Ltd.	9.7%	Fauji Fertilizer Co. Ltd.	5.3%
Engro Corporation	8.6%	Pak Oilfields Ltd.	4.7%
Hub Power Co. Ltd.	8.2%	Nishat Mills Ltd.	4.1%
Pak Petroleum Ltd.	7.0%	Kohat Cement Co. Ltd.	3.7%

Value of 100 Rupees invested 12 months ago



Disclosures regarding Sindh Workers Welfare Fund

The Fund/Scheme has maintained provisions against Sindh Workers' Welfare Fund liability to the tune of Rs. 63,332,395, if the same were not made the NAV per unit/return of the Scheme would be higher by Rs. 1.39/1.36%.

Monthly Yield	Oct'18	Nov'18	Dec'18	Jan'19	Feb'19	Mar'19	Apr'19	May'19	Jun'19	Jul'19	Aug'19	Sep'19	CYTD
ASSF	3.94%	-2.90%	-8.34%	8.54%	-1.71%	-2.80%	-5.60%	-2.85%	-6.29%	-6.52%	-8.58%	9.12%	-16.89%
Benchmark	3.62%	-4.67%	-10.55%	11.60%	-4.04%	-3.35%	-6.48%	-1.65%	-7.07%	-6.56%	-8.59%	10.65%	-16.38%

For periodic returns as per SECP's SCD Circular No. 16 of 2014, refer to the end of this FMR

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Historical Performance

Disclosure as per SECP's SCD Circular No. 16, 2014
Fund Managers Report



The periodic returns for the funds have been presented below as per SECP's SCD Circular No. 16 dated July 03, 2014. The returns presented below are:

- Yearly returns for the last five fiscal years, and
- Absolute returns for every fiscal year since inception

The returns have been annualized for money market, income and aggressive income schemes where the performance evaluation period is less than one year.

Last 3 & 5 Fiscal Years

	FY'14	FY'15	FY'16	FY'17	FY'18
UBL Money Market Fund	7.81%	7.98%	5.15%	5.41%	5.12%
Benchmark	10.06%	8.61%	5.91%	5.31%	5.26%

	FY'14	FY'15	FY'16	FY'17	FY'18
AIAAF	5.26%	17.98%	9.15%	14.58%	-1.33%
Benchmark	7.32%	11.56%	8.74%	8.45%	6.56%

	FY'14	FY'15	FY'16	FY'17	FY'18
ASSF	34.36%	27.07%	14.47%	29.19%	-12.38%
Benchmark	29.89%	20.10%	15.53%	18.80%	-9.59%

Since Inception Absolute returns

UMMF vs Benchmark (Fund return in top row)

FY'10	FY'11	FY'12	FY'13	FY'14	FY'15	FY'16	FY'17	FY'18
-	11.9%	21.6%	32.9%	43.2%	54.7%	62.6%	71.5%	80.2%
-	14.2%	24.5%	37.3%	51.1%	64.1%	69.7%	78.8%	88.4%

AIAAF vs Benchmark (Fund return in top row)

FY'10	FY'11	FY'12	FY'13	FY'14	FY'15	FY'16	FY'17	FY'18
-	-	-	-	5.3%	24.2%	35.6%	55.3%	53.2%
-	-	-	-	7.3%	19.7%	30.2%	41.2%	50.5%

ASSF vs Benchmark (Fund return in top row)

FY'10	FY'11	FY'12	FY'13	FY'14	FY'15	FY'16	FY'17	FY'18
9.9%	39.0%	63.6%	144.8%	228.9%	317.9%	378.4%	518.0%	441.5%
32.0%	67.1%	88.2%	184.6%	269.7%	344.0%	412.9%	509.3%	450.9%

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