

**Risk Disclaimer: All Investments in mutual fund are subject to market risks. The NAV of units may go up or down based on the market conditions. The investors are advised in their own interest to carefully read the contents of the Offering Document, in particular the Investment Policies mentioned in clause 2.1.1, Risk Factors mentioned in clause 2.4 and Warnings in Clause 11 before making any investment decision.**

*Your investments & "NAFA" grow together*

FULLERTON FUND  
MANAGEMENT



*Joint - Venture Partners*

**OFFERING DOCUMENT OF**

# **NAFA ASSET ALLOCATION FUND (NAAF)** **(An Asset Allocation Scheme)**

*Managed by*



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**OFFERING DOCUMENT OF  
NAFA ASSET ALLOCATION FUND  
(NAAF)**

**MANAGED BY**

**NBP Fullerton Asset Management Limited  
(Formerly: National Fullerton Asset Management Limited)**

**[An Asset Management Company Registered under the Non-Banking Finance Companies  
(Establishment and Regulation) Rules, 2003]**

**Date of Publication of Offering Document August 06, 2010**

**Initial Offering Period August 16, 2010 to August 20, 2010 (both days inclusive)**

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The NAFA ASSET ALLOCATION Fund (the Fund/the Scheme/the Trust/the Unit Trust/NAAF) has been established through a Trust Deed (the Deed), entered into and between NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited), the Management Company, and Central Depository Company of Pakistan Limited, the Trustee, and is authorized under the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the "Rules") and Non-Banking Finance Companies and Notified Entities Regulation, 2008 ("Regulations").

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**REGULATORY APPROVAL AND CONSENT**

**Approval of the Securities and Exchange Commission of Pakistan**

The Securities and Exchange Commission of Pakistan (SECP) has authorized the offer of Units of NAFA ASSET ALLOCATION Fund under the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 and Non-Banking Finance Companies and Notified Entities Regulations 2008. The SECP has approved this Offering Document, under Regulation 54 of the NBFC & NE Regulations 2008.

It must be clearly understood that in giving this approval, the SECP does not take any responsibility for the financial soundness of the Fund nor for the accuracy of any statement made or any opinion expressed in this Offering Document.

The provisions of the Trust Deed and the Rules and Regulations govern this Offering Document. It sets forth information about the Fund that a prospective investor should know before investing in the Fund. Prospective investors should consult one or more from amongst their legal adviser, stock broker, bank manager or other financial adviser.

Investors must recognize that the investments involve varying levels of risk. The portfolio of the Fund consists of investments, listed as well as unlisted, that are subject to market fluctuations and risks inherent in all such investments. Neither the value of the Units in the Fund nor the dividend declared by the Fund is, or can be, assured. Investors are requested to read the Risk Disclosure and Warnings statement contained in Clause 2.4 and Clause 11 respectively in this Offering Document.

**Filing of the Offering Document**

The Management Company has filed a copy of the Offering Document signed by the Chief Executive along with the Trust Deed with the SECP. Copies of the following documents can be inspected at the registered office of the Management Company or the place of business of the Trustee:



- (1) License No. NBFC-II/04/NAFA/AMS/03/2009 dated February 10, 2009 granted by SECP to NAFA to carry out Asset Management Services and Investment Advisor;
- (2) SECP's Letter No. NBFC-II/JD-VS/NAFA/502/2010 dated June 18, 2010 approving the appointment of CDC as the Trustee of NAFAASSET ALLOCATION FUND;
- (3) Trust Deed (Deed) of NAFA ASSET ALLOCATION FUND dated June 29, 2010 between National Fullerton Asset Management Limited (NAFA) as the establisher and the Management Company and Central Depository Company of Pakistan Limited (CDC) as the Trustee;
- (4) SECP's Letter No. NBFC/MF-RS/JD-VS/NAAF/558/2010 dated July 14, 2010 registering NAFA ASSET ALLOCATION FUND in terms of Regulation 44 of the NBFC and Notified Entities Regulations 2008;
- (5) Letters from A. F. Ferguson & Co., Chartered Accountants, Auditors of NAFA ASSET ALLOCATION Fund, consenting to the issue of statements and reports;
- (6) SECP's letter No. NBFC/MF/JD-VS/NAAF/626/2010 dated August 06, 2010 approving this Offering Document.

## 1. CONSTITUTION OF THE SCHEME

### 1.1 Constitution

The Fund is an open-end asset allocation fund and has been constituted by a Trust Deed entered into at Karachi on June 29, 2010 between:

**NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited) (NAFA)**, a Non-Banking Finance Company incorporated under the Companies Ordinance 1984 and licensed by SECP to undertake asset management services, with its principle place of business at 9th Floor, Adamjee House, I.I. Chundrigar Road, Karachi, as the Management Company; and

**Central Depository Company of Pakistan Limited (CDC)**, a public limited company, incorporated in Pakistan under the Companies Ordinance, 1984, having its registered office at CDC House, 99-B, Block 'B', S.M.C.H.S., Main Shakra-e-Faisal, Karachi, Pakistan, as the Trustee.

### 1.2 Principle Place of Business, Place and Date of Creation

Principle place of business of NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited) is 9th Floor, Adamjee House, I.I. Chundrigar Road, Karachi. The Trust was created on October 09, 2009. The official website address of NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited) is [www.nafafunds.com](http://www.nafafunds.com)

### 1.3 Trust Deed

The Deed is subject to and governed by the Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003 and Non-Banking Finance Companies and Notified Entities Regulations, 2008, Securities and Exchange Ordinance 1969, Companies Ordinance 1984 and all other applicable laws and regulations. The terms and conditions in the Deed and any supplemental deed(s) shall be binding on each Unit Holder. In the event of any conflict between the Offering Document and the Trust Deed the latter shall supersede and prevail over the provisions contained in this Offering Document. In the event of any conflict between the Trust Deed and the Rules or Regulations, the latter shall supersede and prevail over the provisions contained in the Trust Deed.

### 1.4 Modification of Trust Deed or Offering Document

The Trustee and the Management Company, acting together and with the approval of SECP, shall be entitled by supplemental deed(s) or supplemental Offering Document to modify, alter or add to the provisions of the Deed or Offering Document respectively on any of the following grounds:

- 1) To such extent as may be required to ensure compliance with any applicable laws, Rules and Regulations or any amendment of such laws, Rules and Regulations or to ensure compliance with any fiscal or statutory requirement.;



- 2) To enable the provisions of the Deed/Offering Document to be more conveniently and efficiently implemented;
- 3) To enable the Units to be listed on a Stock Exchange or any other Exchange; or
- 4) Otherwise to the benefit of the Unit Holders.

Provided that in case of (2), (3) and (4) above, such alteration or addition shall not prejudice the interest of the Unit Holders; and that, in any event, it shall not release the Trustee or the Management Company of their responsibilities.

Where the Deed/Offering Document has been altered or supplemented, the Management Company shall notify the Unit Holders at their respective registered addresses and the dispatch of such notices to the Unit Holders will be announced in one daily newspaper having its primary circulation in Pakistan.

### 1.5 Duration

The duration of the Fund is perpetual. However, the SECP or the Management Company may, on the occurrence of certain events, wind it up as stated in Clause 13 of this Offering Document under the heading “**Termination of NAFA ASSET ALLOCATION FUND**”.

### 1.6 Units

- 1.6.1 The Fund is divided into Units having an Initial Offer price of Rs.10/- (Rupees Ten only) each. This price is applicable to such Units that are issued before or during the Initial Offering Period. Thereafter, the Units shall be issued and redeemed on the basis of the Net Asset Value (NAV) of NAAF, which shall form the base for determining the Offer and Repurchase Prices.

All Units and fractions thereof represent an undivided share in the Fund and rank pari passu as to their rights in the net assets, earnings, and the receipt of the dividends and distributions. Each Unit Holder has a beneficial interest in NAAF proportionate to the Units held by such Unit Holder. For the convenience of investors, the Management Company may issue Units with different options for different arrangements as chosen by the investor from time to time.

### 1.7 Initial Offer and Initial Period

Initial Offer is made during the Initial Period which will be five Business Days and begins at the start of the banking hours on August 16, 2010 and shall end at the close of the banking hours on August 20, 2010. During the Initial Period, Units will be issued at an Initial Price of Rs.10/- per Unit. During the Initial Period of Offering, Units will not be redeemed.

### 1.8 Transaction in Units after Initial Offering Period

Subsequent to the Initial Offer, the sale of Units at Initial Price will be discontinued. Afterwards, the Units can be purchased at the Offer Price and redeemed at the Redemption Price. The Management Company will fix the Offer (Purchase) and Redemption (Repurchase) Prices on every Dealing Day on the basis of the Net Asset Value (NAV) of the Units after the close of the money market / scheduled banks / business hours. In the event there are closed days, for any reason, following a Dealing Day, the NAV determined for the next Dealing Day shall be adjusted for the accrual of income or losses if any for such closed day(s). The NAV based price per unit shall be fixed after adjusting for the Front-end Load or the Back-end Load as the case may be and any Transaction Costs that may be applicable. Except for circumstances elaborated in Clause 4.8 of this Offering Document, such prices shall be applicable to Purchase and Redemption requests, complete in all respects, received during the Business Hours on the Dealing Day.

The Management Company may issue Units without Front-end Load or with a reduced Front-end Load to Unit Holders opting to receive Units in lieu of dividends.

- 1.9 “Administrative Plans” means investment plans offered by the Management Company and approved by the Commission, where such plans allow investors a specific investment strategy in any one or a combination of Schemes managed by the Management Company in accordance with the conditions specified by SECP.





## 1.10 Offering Document

The provisions of the Trust Deed and the Regulations govern this Offering Document. It sets forth information about the Fund that a prospective investor should know before investing in any Unit. Prospective investors in their own interest are advised to carefully read this Offering Document to understand the Investment Policy, Risk Factors and Warning and Disclaimer and should also consult their legal, financial and/or other professional adviser before investing.

## 1.11 Modification of Offering Document

This Offering Document will be updated to take account of any relevant material changes relating to the Fund. Such changes shall be subject to prior approval from the Securities and Exchange Commission of Pakistan (SECP) and shall either be circulated to all Unit Holders or publicly notified by advertisements in the newspapers subject to the applicable provisions of the Trust Deed, the Rules and the Regulations

## 1.12 Responsibility of the Management Company for information given in this Document

NAFA accepts the responsibility for the information contained in this Offering Document as being accurate at the date of its publication

## 2. INVESTMENT OBJECTIVES, INVESTMENT POLICY, RESTRICTIONS, RISK DISCLOSURE AND DISCLAIMER

### 2.1 Investment Objective

The Objective of the Scheme is to generate income by investing in Debt & Money Market securities and to generate capital appreciation by investing in equity and equity related securities.

Instruments	Indicative Allocations (% of Total Assets)		Risk Profile
	Maximum	Minimum	High/ Medium/ Low
Equity & Equity related securities	100%	0%	High
Debt securities	100%	0%	Medium
Money Market instruments & Cash	100%	0%	Low
Margin/ Trade Financing Products / System or any other leveraged product/system approved by the Commission.	100%	0%	Medium

#### 2.1.1 Investment Policy

NAFA Asset Allocation Fund (NAAF), in line with its Investment Objectives, will invest in Authorized Investments.

NAAF intends to mitigate four key risks in the Fund through Investment Policy parameters which are as under:

**1. Credit Risk:** This risk is mitigated through the Investment Policy parameter whereby NAAF only invests in instruments and bank deposits, which carry a minimum rating of AA for TFC / Entity and A for Banks from a credit rating agency duly approved by the Commission.



**2. Interest Rate Risk:** Mitigation of this risk is through an Investment Policy parameter whereby weighted average duration of NAAF's fixed income class portfolio will not exceed 3 years.

**3. Liquidity Risk:** Mitigation of this risk is through Investment Policy parameters whereby (i) the weighted average time to maturity of the Fixed Income Portfolio of NAAF shall not exceed four years (ii) significant part of equity portfolio will be in stocks that have high traded value; and (iii) arrange financing line subject to applicable regulations, if needed.

**4. Market Risk:** This risk involves volatility in equities and debt instruments resulting from their dependence on market sentiment, speculative activity, supply and demand for the securities and liquidity in the market. The volatility in securities prices results in volatility in the NAV based price of the Unit of the Fund. The objective is to mitigate the risk through timely asset allocation decisions.

- 1) The stock selection process is to be a two phase approach, namely quantitative and fundamental analysis. Stock ranking based on the first phase shall be eligible for a detailed fundamental analysis.

In the first phase of quantitative screening the basis of stock identification would be value, growth and quality characteristics of stocks.

The quantitative screening process leads to the second phase of fundamental analysis whereby financial strength of the firm would be analyzed in addition to quality of management and business prospects. Technical indicators of the stock market in general and shares in particular will also be considered while making investment decisions.

- 2) On the fixed income side, the Fund Investment Process will be based on fundamental credit analysis of Securities or transaction. They may be deemed suitable to be held either in their own right or integrated with various yield curve / sector strategies that would decide the priority and place in the investment structure. Specifically, the Investment Process will consider the following key broad parameters:
  - a) **Sponsor of the issue:** Investments will be made keeping in mind the market reputation and past track record of the issuing entity and its main sponsors.
  - b) **Strength of financials and ability to repay:** The strength and stability of the issuing company's earnings will be taken into consideration and special focus will be made on its cash flows and the resultant ability to repay the debt.
  - c) **Rate of return offered:** Attempt will be made to invest in those securities that offer competitive returns vis-à-vis other similar investments in the market.
  - d) **Industry fundamentals and future outlook:** Industry outlook and its future potential will also be looked into at the time of investing in any company's debt and fixed income instruments.

The Fund will seek to invest in those debt, fixed income instruments and securities that offer attractive market returns and are issued by sponsors with good credit rating, strong financials and ability to repay. For Continuous Funding System (CFS) investments, the Fund will seek to identify the CFS eligible stocks / scrips that offer attractive returns, and invest with only those brokerage houses, which have strong sponsors and financials.

#### **Benchmark**

The Fund will be managed with the objective to give an absolute or consistent return to the investors, either through investment in debt instruments, equities, money market instruments or a combination of all. Therefore, the bench-mark of the Fund will be comprised by assigning 1/3rd weight to each of the following: (i) average 3-month bank deposit rate (ii) 6-month KIBOR (iii) KSE 30 Index.



The 'Authorized Investments' of NAAF are as follows:

**NAFA ASSET ALLOCATION FUND AUTHORIZED INVESTMENTS**

Sr. No	Investment Type	Entity Rating	Maximum Exposure	Minimum Exposure	Maximum Maturity
1.	Listed Equity Securities	N/A	100%	0%	N/A
2.	Listed Debt Securities*	AA and above	100%	0%	5Yrs.
3.	Musharika Certificates, Certificate of Deposits (CoD), Certificate of Investments (COI) issued by financial institution.	AA and above	50%	0%	6Months.
4.	Government of Pakistan Investment Bonds, Federal Investments Bonds, Treasury Bills and other Federal Government Securities.	N/A	100%	0%	10Yrs.
5.	Long, medium and short term deposits with Commercial banks	A and above	100%	0%	6Months
6.	Long, medium and short term deposits in foreign currencies with Commercial banks after prior approval of the applicable regulatory authority	A and above	50%	0%	6Months
7.	Reverse REPO against any security rated AA and above (excluding stocks)	N/A	75%	0%	6Months
8.	Convertible debt securities issued by corporate/ financial institutions*	AA and above	20%	0%	5Yrs.
9.	Convertible and non-convertible preferred shares	N/A	20%	0%	1Yr.
10.	Asset-backed or mortgage backed debt securities and Securities Traded Over the Counter Market*	AA and above	20%	0%	3Yrs.
11.	Commercial Papers and any other money market debt securities that may or may not be listed on the stock exchange but does not include bearer securities or any securities that would involve assumption of unlimited liability*	AA and above	75%	0%	1Yr.
12.	Margin/ Trade Financing Products / System or any other leveraged product/system approved by the Commission. Not more than 20% of the aforesaid CFS amount in any one scrip at the time of investment	N/A	50%	0%	3Months

Sr. No	Investment Type	Entity Rating	Maximum Exposure	Minimum Exposure	Maximum Maturity
13.	Spread Transaction; NAAF will enter into transactions aimed at earning a spread in the price of securities resulting from the timing of difference between ready and future settlements. NAAF will buy in the ready settlement market and sell in the future settlement market. Both the transaction will be carried out simultaneously so as to avoid any risk emanating from the movement in the prices of underlying securities. In the future if there are certain changes in methodology of settlement of future transactions, a revised mechanism will be permissible subject to the SECP's special or general approval	N/A	50%	0%	3Months.
14.	Warrants, options, derivatives subject to the prior approval of the commission. Investment in this asset class would be for the hedging purposes only and subject to such terms and conditions as approved by the Commission from time to time	N/A	20%	0%	1Yrs.
15.	Any other securities or instruments that may be permitted or approved under the SECP Rules, Regulations or any other directive from time to time*	AA and above	50%	0%	5Yrs.

\* Entity rating has to be AA, whereas instrument rating has to be minimum AA-. If the Entity is unrated, then the minimum instrument rating has to be AA.

Investments outside Pakistan will enable the Fund to diversify risk as well as avail opportunities for higher returns in international markets, subject to SECP and other regulatory approvals and in accordance with such terms, guidelines and directions as may be issued by SECP and the State Bank of Pakistan (SBP) from time to time. Foreign investment by the Fund is subject to the following limits:

- 30% of the Net Assets of the Fund.
- The above percentage is subject to a cap of US\$ 15 million.

The Fund's Investment Process will be based on fundamental analysis of economic environment including interest rates, inflation, monetary and fiscal policies, market liquidity including that of the banking sector and strict adherence to the Investment Policy, the risks identified therein and risk parameters established.



### 2.1.2 Risk Control in the Investment Process

Consistent with the investment objective of the scheme, the Investment Committee aims to identify investment opportunities on fixed asset class which offer superior levels of yields at lower level of volatility and risk. In equity assets class, the portfolio will be diversified across sectors and companies. The Investment Committee will be guided by internal and external ratings assigned to the investee companies. The research department will carry out an in-depth credit evaluation of the proposed investments. The Investment Committee will continuously monitor the macro economic environment, including the political and economic factors, money supply in the system, government borrowing, demand and supply of money market instruments, among others affecting the liquidity and interest rates.

Investment process would also require disciplined risk management. NAFA plans to incorporate adequate controls to safeguard against risks in the portfolio construction process. The investment restrictions defined in section 2.3 will reduce risk and result in portfolio diversification.

### 2.1.3 Management Company Can Alter Investment Mix

The Management Company can from time to time alter the weightings, subject to the specified limits as per clause 2.1.1 above, between the various types of investments if it is of the view that market conditions so warrant. The funds not invested in the foregoing avenues shall be placed as deposit with scheduled banks.

## 2.2 Changes in Investment Policy

The investment policy will be governed by the Regulations. Any fundamental change in the Investment Policy will be implemented only after obtaining prior approval from SECP and giving proper notice to the Unit Holders to the satisfaction of the Trustee

## 2.3 Investment Restrictions

The Trust Property shall be subject to such Exposure limits as are provided in the Regulations (subject to any exemptions that may be specifically given to the Fund by the SECP)

The present investment restrictions for NAAF are given hereunder:

- The Management Company on behalf of the Scheme shall not:
  - a) Purchase or sell -
    - Bearer securities;
    - Securities on margin;
    - Real estate, commodities or commodity contracts;
    - Securities which result in assumption of unlimited liability (actual or contingent);
    - Anything other than Authorized Investments as defined herein;
  - b) Participate in a joint account with others in any transaction;
  - c) Invest in securities of the Management Company;
  - d) Affect a short sale in a security whether listed or unlisted;
  - e) Purchase any security in a forward contract.
  - f) Take Exposure in any other Collective Investment Scheme.



- g) Make any investment which will vest with the Management Company or its group the management or control of the affairs of the investee company.
  - h) Invest in securities of the Management Company;
  - i) Invest in any security of a company; if
    - (i) any director or officer of the Management Company owns more than five per cent of the total amount of securities issued by that company; or
    - (ii) the directors and officers of the Management Company collectively own more than ten per cent of those securities;
  - j) Invest more than thirty-five (35) percent of its Net Assets in securities of any one sector as per classification of the Stock Exchange;
  - k) Invest more than thirty-five (35) percent of its Net Assets in any single group;
  - l) Invest more than ten (10) percent of its Net Assets in listed group companies of the Management Company and such Investment shall only be made through the secondary market; and
  - m) Enter into underwriting or sub-underwriting contracts.
  - n) Take exposure in any security at any time exceeding an amount equal to 15% of the total net assets of the scheme at the time of investment or 15% of the issued capital of the investee company whichever is lower.
  - o) Invest in shares that are not included in KSE-100 Index.
- The Trust Property shall be subject to such exposure limits as are provided in the Regulations, the Deed, and this Offering Document of the Fund and shall also be subject to any exemptions that may be specifically given to the Fund by the SECP. If and so long as the value of the holding in a particular company or sector shall exceed the limit imposed by the Regulations, the Management Company shall not purchase any further Investments in such company or sector. In the event Exposure limits are exceeded due to corporate actions including taking up rights or bonus issue and owing to appreciation or depreciation in value of any Investment, disposal of any Investment or Redemption of Units, the excess exposure shall be regularized in such manner and within such time as specified in the Regulations and prescribed by SECP
  - The Management Company, on behalf of the Fund, shall not enter into transactions with any broker that exceeds the limit provided in the Regulations and or circulars and Notifications issued by the Commission from time to time
  - In case of redemptions requests are pending for more than the period as stipulated in the Regulations, the Management Company shall not make any investment or rollover of any investment without consent of the Trustee.
  - The Management Company shall not net off any investment of the Fund against the investment of the Unit Holder(s) in the Fund.



### 2.3.1 Financing Arrangements

- (1) Subject to any statutory requirements for the time being in force and to the terms and conditions herein contained, the Management Company may arrange borrowing for account of the Scheme, with the approval of the Trustee, from Banks, financial institutions, non-banking finance companies or collective investment schemes. The borrowing, however, shall not be resorted to, except for meeting the redemption requests. Provided further that the borrowing for the account of the Trust shall be arranged as per the manner and limitations prescribed under the Regulations. If subsequent to such borrowing, the Net Assets are reduced as a result of depreciation in the market value of the Trust Property or redemption of Units, the Management Company shall not be under any obligation to reduce such borrowing.
- (2) The charges payable to any bank or financial institution against financing on account of the Scheme as permissible under Clause 2.3.1 above shall not be higher than the normal prevailing bank charges or normal market rates.
- (3) Neither the Trustee, nor the Management Company shall be required to issue any guarantee or provide security over their own assets for securing such financings from banks and financial institutions. The Trustee or the Management Company shall not in any manner be liable in their personal capacities for repayment of such financings.
- (4) For the purposes of securing any such borrowing, the Trustee may on the instruction of the Management Company mortgage, charge or pledge in any manner all or any part of the Trust Property provided that the aggregate amount secured by such mortgage, charge or pledge shall not exceed the limits provided under the Regulations and/or any law for the time being in force.
- (5) Neither the Trustee nor the Management Company shall incur any liability by reason of any loss to the Trust or any loss that a Unit Holder(s) may suffer by reason of any depletion in the Net Asset Value that may result from any financing arrangement made hereunder in good faith.

### 2.3.2 Restriction of Transactions with Connected Persons

- I. The Management Company in relation to the Scheme shall not invest in any security of a company if any director or officer of the Management Company owns more than five per cent of the total amount of securities issued, or, the directors and officers of the Management Company own more than ten per cent of those securities collectively.
- II. The Management Company on behalf of the Scheme shall not without the approval of its Board of Directors in writing and consent of the Trustee, purchase from, or sell to, any Connected Person or employee of the Management Company.  
  
Provided that above shall not apply to the issue and, sale or redemptions of Units issued by the Scheme.
- III. For the purpose of sub-paragraphs (I) and (II) above the term director, officer and employee shall include spouse, lineal ascendants and descendants, brothers and sisters.
- IV. All transactions carried out by or on behalf of the Scheme with connected person(s) shall be made as provided in the constitutive Documents, and shall be disclosed in the Scheme's annual reports.

### 2.4 Risk Disclosure

Investors must realize that all investments in mutual funds and securities are subject to market risks. Our target return / dividend range cannot be guaranteed and it should be clearly understood that the portfolio of NAFA Asset Allocation Fund is subject to market price fluctuations and other risks inherent in all such investments. The risks emanate from various factors that include, but are not limited to:



**2.4.1 Equity Risk:** Share prices are generally volatile and may go up or down because of their dependence on market sentiments, speculative activity, supply and demand for the shares and liquidity in the market. Mutual funds that purchase shares become part owners in the companies. The companies' performance, domestic and/or industry outlook with respect to technological and consumer behavior dynamics, market activity and the larger economic scenario influence the price of these shares. Moreover, lack of trading in the investee companies' securities may result in liquidity crisis. When the economy is expanding, the outlook for many companies is positive and the value of these shares may rise, and vice versa. Share prices are also affected by the quality of the management of investee companies.

For smaller companies, start-ups, resource companies and companies in emerging sectors, the risk and potential rewards are usually greater.

**2.4.2 Credit Risk:** Credit risk is comprised of default risk, credit spread risk and downgrade risk. Each can have a negative impact on the value of fixed income instruments.

- a) **Default risk** is the risk that the issuer will not be able to meet the obligation, either on time or at all.
- b) **Credit spread risk** is the risk that there will be an increase in the difference between the expected rate of return of an issuer's security and the rate of return of a risk free security. Credit spreads are based on macroeconomic scenario in the domestic and/or global perspective.
- c) **Downgrade risk** is the risk that a credit rating agency, such as PACRA or JCR-VIS or any other reputed international credit rating agency, may reduce the credit rating of an issuer's securities.

**2.4.3 Currency Risk:** The Fund may be affected favorably or unfavorably by changes in currencies and exchange control regulations. Therefore, the income earned by NAAF may also be affected by fluctuations in foreign exchange rates.

**2.4.4 Pricing Risk:** The market values of the investments of the Fund may rise or fall due to market factors.

**2.4.5 Government Regulation Risk:** Government policies or regulations are more prevalent in some sectors than in others. Funds that invest in these sectors may be affected due to change in these regulations or policies, which directly or indirectly affect the earnings and/or the cash flows and/or any governmental or court orders restraining payment of capital, principal or income.

**2.4.6 Voluminous Purchase/Redemption of Fund Units Risk:** Any significant transaction made by any investor could significantly impact the Fund's cash flow. If a third party buys large amounts of Units of the Fund, the Fund could temporarily have a high cash balance. Conversely, if a third party redeems large amounts of Units of the Fund, the Fund may be required to finance the redemption by selling securities at an inopportune time. Such unexpected sales or redemptions may have a negative impact on the performance of the Fund.

**2.4.7 Other Risks Involved:**

- a) Mismanagement of the investee company, third party liability whether through class action or otherwise or occurrence of other events such as strikes, fraud etc., in the company in which the investment is made.
- b) Break down of law and order, war, terrorist activity, natural disasters etc.
- c) Senior rights of some stake holders over other stake holders in the event of winding up.

**2.4.8** Under exceptional (extraordinary) circumstances, the Management Company may suspend redemptions, invoke a queue system or announce winding-up of the Fund. In such events, the investor will probably have to wait for payment beyond the normal period and the redemption amount so determined may be lower than the price at the time the redemption request was lodged. Investors are advised to read the relevant clauses of the Fund's Trust Deed for more detailed information regarding this clause.



**2.4.9 Risk specific to foreign investments**

The Fund may invest outside Pakistan & such investments may be exposed to additional risks including political, economic & exchange rate risks that may reduce the value of the investments. However, evidence shows that diversifying internationally tends to reduce the overall volatility of the portfolio and thus may reduce risks for investors.

**2.4.10** Investment in the Fund is suitable for investors who have the ability to take the risks associated with financial and capital market investments. Capital invested in the financial and capital markets could, in extreme circumstances, lose its entire value. However, diversification of the investment into a number of highly liquid equities, income securities and repurchase transactions tends to reduce the risk substantially. The historical performance of the Funds, the financial and capital market or that of any one security or transaction included in the Fund's portfolio does not indicate the future performance.

**2.4.11** There may be times when a portion of the investment portfolio of the Scheme is not compliant either with the investment policy or the minimum investment criteria of the assigned 'Category'. This non-compliance may be due to various reasons including, adverse market conditions, liquidity constraints or investment specific issues. Investors are advised to study the latest Fund Manager Report specially portfolio composition and Financial Statements of the Scheme to determine what percentage of the assets of the Scheme, if any, is not in compliance with the minimum investment criteria of the assigned Category. The latest monthly Fund Manager Report as per the format prescribed by Mutual Funds Association of Pakistan (MUFAP) is available on the website of the Assets Management Company (AMC) and can be obtained by calling / writing to the AMC.

**2.5 Disclaimer**

The Units of the Trust are not bank deposits and are neither issued by, insured by, obligations of, nor otherwise supported by the SECP, any Government agency, the Trustee (except to the extent specifically stated in this document and the Trust Deed) or any of the shareholders of the Management Company or any of the Core Investors or any other bank or financial institution.

**3. OPERATORS AND PRINCIPALS**

**3.1 Management Company**

**3.1.1 Organization**

NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited) (NAFA) is a Non-Banking Finance Company licensed to undertake Asset Management Services as per the NBFC Rules and Regulations. The main sponsors of NAFA are National Bank of Pakistan and Alexandra Fund Management Pte. Ltd., (a member of Fullerton Fund Management Group, Singapore, which in turn is a wholly owned subsidiary of Temasek Holdings, Singapore). NAFA's main area of business is Investment Management; more specifically floating and managing mutual funds. NAFA's vision is to establish itself as a premier Asset Management Company that capitalizes on the technical and institutional strength of its promoters to consistently offer creative and pioneering domestic and international products to meet varying needs of investors. Its mission is to rank in the top performing quartile of Asset Management Companies and to consistently offer superior risk-adjusted returns to investors.

The paid-up capital of NAFA is Rs.250 million, held by:

<b>Name</b>	<b>Number of Shares Held</b>	<b>Amount in Rupees</b>
Alexandra Fund Management Pte. Ltd.	8,999,998	89,999,980/-
National Bank of Pakistan	13,499,996	134,999,960/-
Dr. Amjad Waheed	2,500,000	25,000,000/-
Mr. Qamar Hussain	1	10/-
Mr. Gerard Lee How Cheng	1	10/-
Mr. Kamal Chinoy	1	10/-
Mr. Patrick Pang Chin Hwang	1	10/-
Mr. Shehryar Faruque	1	10/-
Mr. Shahid Anwar Khan	1	10/-
<b>TOTAL:</b>	<b>25,000,000</b>	<b>250,000,000/-</b>



### 3.1.2 National Bank of Pakistan

- Pakistan's largest commercial bank with total assets of Rs.901 Billion and deposits of around Rs.693 Billion (as on June 30, 2009).
- A distribution network of 1,280 domestic and international branches.
- Net profit has risen from Rs.1.1 Billion in 2001 to over Rs.15 Billion in 2008.
- Awarded "Bank of the Year 2001, 2002, 2004 & 2005" by the world renowned "The Banker Magazine" Financial Times Group, UK.
- "Euromoney" magazine, a leading journal in its issue of March 2005, listed NBP among the "Top 100 Banks of Asia" being the only Pakistani bank in the list.
- "Best Foreign Exchange Bank" in Pakistan 2005, 2006 and 2008 by "Global Finance Magazine".
- Best Return on Capital for 2006 amongst all Banks in Asia. - "Bankers Magazine" in July 2007.
- Stable AAA/A-1+ (Triple A/A-One Plus) rating (Standalone Basis) by JCR-VIS in June 2009.

### 3.1.4 Alexandra Fund Management Pte. Limited

- Alexandra Fund Management Pte. Limited is a member of the Fullerton Fund Management Group.
- Fullerton Fund Management Company (FFMC) was established in 2003 as a wholly owned subsidiary of Temasek Holdings, Singapore (a USD 93 Billion Investment Company - as of 31 March, 2009 rated AAA and Aaa by Standard and Poor's and Moody's respectively).
- Investment team comprises nearly 40 investment professionals; majority of whom are CFA charter holders.
- Committed to being an Asia specialist with extensive Asian network.
- Experience in both relative and absolute returns strategies.

**3.2 Board of Directors of the Management Company**

<b>Name, Occupation &amp; Address</b>	<b>Position</b>	<b>Other Directorships</b>
<b>Mr. Qamar Hussain</b> Banker Karachi	<b>Chairman</b>	<ul style="list-style-type: none"> <li>• NBP Exchange Company Limited</li> <li>• NBP Capital Limited</li> <li>• National Bank Modarba Management Company Limited</li> </ul>
<b>Dr. Amjad Waheed</b> Fund Manager 76-2, 10th Street, Khyaban-e-Sehar, Phase VI, D.H.A. Karachi	<b>Chief Executive Officer</b>	None
<b>Kamal Amir Chinoy</b> Business Grey House, 30 Clifton, Karachi-75600	<b>Director</b>	<ul style="list-style-type: none"> <li>• Pakistan Cables - Chief Executive</li> <li>• International Industries Limited</li> <li>• Atlas Insurance Limited</li> <li>• Pakistan Security Printing Corporation</li> </ul>
<b>Shehryar Faruque</b> Business House # 34, Khybane Mujahid Phase 5, D.H.A. Karachi.	<b>Director</b>	<ul style="list-style-type: none"> <li>• Mirpurkhas Sugar Mills Limited</li> <li>• Cherat Papersack Limited</li> <li>• Cherat Cement Company Limited</li> <li>• Faruque (Pvt.) Limited</li> <li>• Zensoft (Pvt.) Limited</li> <li>• Greaves CNG (Pvt.) Limited Chief Executive</li> </ul>
<b>Mr. Shahid Anwar Khan</b> Banker 204, Asthma Homes, 142 N/2, Block 2, P.E.C.H.S., Karachi	<b>Director</b>	<ul style="list-style-type: none"> <li>• First Credit and Investment Bank Limited (formerly First Credit and Discount Corporation Ltd.)</li> <li>• NBP Exchange Company Limited</li> <li>• National Agriculture Limited</li> <li>• Fauji Fertilizer Company Limited</li> </ul>
<b>Mr. Gerard Lee How Cheng</b> Fund Manager 35, Hindhede Walk # 05-05 Singapore 587969	<b>Director</b>	<ul style="list-style-type: none"> <li>• Fullerton Fund Management Co. Ltd. Singapore</li> <li>• Alexandra Fund Management Pte. Ltd. Singapore</li> <li>• Fullerton Absolute Returns Investment Strategies Master Fund</li> <li>• Fullerton Absolute Returns Investment Strategies Fund</li> <li>• Fullerton Monex Asia Fund</li> <li>• Fullerton Monex Asia Feeder</li> <li>• Fullerton India Fund</li> <li>• ST Gabriel's Foundation</li> <li>• Fullerton Funds S2 SPC</li> <li>• Fullerton Asian Multi-Strategies Master Fund</li> <li>• Fullerton Asian Multi-Strategies Non-US Feeder Fund</li> <li>• Fullerton Lux Funds</li> </ul>
<b>Mr. Patrick Pang Chin Hwang</b> Fund Manager 27 Sandilands Road, Singapore 546104	<b>Director</b>	None



### 3.2.1 Profile of Directors

**a) Qamar Hussain- Chairman  
Chief Operating Officer and Head of Credit and Risk Management**

Mr. Qamar Hussain is serving as Chief Operating Officer and Head of Credit/Risk Management functions of National Bank of Pakistan. Besides Credit Management Group, Risk Review and Industry Research Division and Economic Research Wing also fall under his preview. Mr. Qamar has rich experience in domestic and international markets in various areas of banking operations. Prior to joining National Bank of Pakistan, He worked with American Express Bank Limited (Amex) as Senior Director Global Credit, New York and Country Manager of Amex Bangladesh.

Mr. Qamar holds Masters Degree in International Business and Finance from Mcgill University, Montreal, Canada.

**b) Dr. Amjad Waheed, CFA- Chief Executive Officer**

Dr. Amjad Waheed, CFA is one of the leading fund managers in the region. Prior to his appointment as the Chief Executive Officer of NAFA, he was the Head of Equity Mutual Funds and Portfolios at Riyadh Bank, Saudi Arabia managing US\$ 7.5 billion of assets. Dr. Waheed was Head of Asset Management at National Investment Trust Limited (NITL) before moving to Riyadh. Dr. Waheed holds a Doctorate in Finance with a Major in International Investments from Southern Illinois University, USA and is a CFA charter holder.

**c) Mr. Shahid Anwar Khan-Director**

Mr. Shahid Anwar Khan is the Senior Executive Vice President and Group Chief Credit Management Group at National Bank of Pakistan (NBP). He is also a member of Credit, Assets & Liabilities and Operations Committees of the NBP. He has been serving the Bank for more than 22 years in various capacities. He holds directorship in First Credit and Investment Bank Limited (formerly First Credit and Discount Corporation), National Agriculture Ltd., Fauji Fertilizer Limited and Pakistan Engineering Company Ltd. Mr. Khan is a Textile Engineer and an MBA from USA (Major in Finance) and also holds diploma of IBP.

**d) Mr. Gerard Lee How Cheng, CFA- Director**

Gerard Lee is the Chief Executive Officer of Fullerton Fund Management Company Ltd, a wholly-owned subsidiary of Temasek Holdings. He was previously the head of Temasek's Fund Management Division. Before joining Temasek, he has held positions as Deputy Chief Investment Officer at Deutsche Asset Management Singapore, Head of Fixed Income Sales at SBC Warburg Singapore and Head of Government of Singapore Investment Corporation Private Limited's (GIC) New York Office.

He takes an active interest in the professional development of the Singapore capital markets and is currently an advisor to ACI Singapore. He is also active in other voluntary work. He serves as chairman of Boys' Town Home and Catholic Junior College. He also sits on the boards of St Gabriel's Foundation.

Gerard, a CFA charter holder, graduated from the National University of Singapore with BSc (Hons) in 1984.

e) **Mr. Patrick Pang Chin Hwang CFA- Director**

Patrick is a Senior Vice President in the Business Development division at Fullerton Fund Management Co Ltd. He is in charge of marketing Fullerton's fund management expertise and products to key clients based in Europe, Middle East and Africa (EMEA). Patrick also works closely with Fullerton's CEO on strategic and joint venture initiatives for the firm.

Patrick spent 15 years analysing and investing in various equity markets in Asia Pacific. Up to the end of 2008, he was a senior portfolio manager with Fullerton managing equity investments in South Asia. Prior to joining Fullerton in 2004, Patrick was a team leader at Temasek Holding's direct investment division focusing on the financial services sector in the Asia-Pacific region. Before joining Temasek in 2001, Patrick was co-head of equity research for financial services sector at Lehman Brothers based in Hong Kong. He started his career with the regional equity research team at Jardine Fleming in 1994 and has worked in its Singapore and Philippine offices.

Patrick, a Chartered Financial Analyst (CFA) charterholder, graduated magna cum laude from the University of Southern California.

f) **Kamal Amir Chinoy - Director**

B.Sc. Economics from the Wharton School, University of Pennsylvania, USA. He is currently Chief Executive of Pakistan Cables Ltd. and director of International Industries Ltd., Pak Chemicals Ltd., International Steels Ltd., Pakistan Security Printing Corp. Ltd. and Atlas Insurance Company Ltd. He is on the Executive Committee of Management Association of Pakistan, International Chamber of Commerce, Advisory Council of Citizens Archive of Pakistan, Management Committee of the Sind Club and Admission Committee of Aga Khan University. He is also the Honorary Consul General of Republic of Cyprus. Previously, he has served as the Chairman of the Aga Khan Foundation, Pakistan. He joined Pakistan Cables in 1992.

g) **Shehryar Faruque - Director**

He holds a bachelors degree in Marketing from Davis & Elkins College, USA. He has diversified experience of over 23 years of managing cement, papersack, engineering and some other sectors. He is serving as a Chief Executive of Greaves CNG (Pvt.) Limited. He is also director of Mirpurkhas Sugar Mills Limited, Cherat Papersack Limited, Cherat Cement Company Limited, Faruque (Pvt.) Limited and Zensoft (Pvt.) Limited. He is the member of All Pakistan CNG Association and CNG Dealers Association of Pakistan. During his professional career, he had received valuable awards and represented Pakistan on various occasion abroad.



### 3.2.2 Profile of the Management

a) **Dr. Amjad Waheed, CFA**  
**Chief Executive Officer**

Dr. Amjad Waheed, CFA is one of the leading fund managers in the region. Prior to his appointment as Chief Executive Officer of NAFA, he was the Head of Equity Mutual Funds and Portfolios at Riyadh Bank, Saudi Arabia managing assets worth US\$ 7.5 bn. Dr. Waheed was Head of Asset Management at National Investment Trust Limited (NITL) before moving to Riyadh. Dr. Waheed holds a Doctorate in Finance with a Major in International Investments from Southern Illinois University, USA and is a CFA charter holder.

b) **Mr. Muhammad Murtaza Ali, ACA**  
**Chief Financial Officer & Company Secretary**

Mr. Murtaza Ali is the CFO and the Company Secretary of NAFA. He is a Chartered Accountant by profession. Prior to NAFA, he served Union Leasing Limited as CFO & Company Secretary for a period of almost five years. Before that, he served with M. Hidayatullah & Co. (Chartered Accountants) as Assistant Manager Audit.

He completed his articles from A.F. Ferguson & Co. (Chartered Accountants), a member firm of Price Water House Coopers. In this capacity, he conducted and finalized audits of several businesses.

c) **Mr. Hussain A. Naqvi**  
**Chief Operating Officer**

Mr. Hussain A. Naqvi, by holding the degree of Masters in Business Administration, carries over 12 years of familiarity in the Mutual fund industry where he has imparted his services to the leading Asset Management Companies of Pakistan.

Before joining NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited) as Chief Operating Officer, he was functional with PICIC Asset Management Company Ltd. as Chief Executive. Prior to this, he has been associated with the companies like Ford Rhodes Sidat Hyder & Co. and National Investment Trust Limited where he has served on higher management positions and was nominated as the director on the board of various companies.

d) **Mr. Tanvir Abid, FRM, CFA**  
**Head of Research**

Mr. Tanvir Abid has nearly 10 years experience in Pakistan's capital markets. He is a CFA Charter holder and also holds the Financial Risk Manager (FRM) qualification. Mr. Tanvir has also completed his MBA and BBA (Hons) from the Institute of Business Administration, Karachi. Prior to joining NAFA, Mr. Tanvir was associated with Elixir Securities on the equity brokerage side. Earlier, he worked in IGI Finex Securities as the Head of Institutional Equity Sales. Mr. Tanvir began his career in the financial markets from Jahangir Siddiqui Capital Markets where he was the Head of Research and worked for nearly five years. He has also headed the research team at Live Securities.

e) **Mr. Sajjad Anwar, CFA**  
**Head of Equity**

Mr. Sajjad Anwar is an MBA in Finance and a CFA charter holder. Prior to joining NAFA, he was working as Manager Strategic Risk Management with Army Welfare Trust (AWT) where his main responsibilities were Project Appraisal, Mergers and Acquisitions and Risk Analysis of ongoing projects. He also served Shifa Foundation as Asst. Manager Finance & Accounts. In addition to this, he has over three years of teaching experience where his areas of interest were Corporate Finance, Investment Analysis and Portfolio Management.





f) **Mr. Irfan Malik, CFA**  
**Head of Fixed Income**

Irfan is seasoned banker with over 11 years of investment banking and global markets experience. During his career, he has worked for Deutsche Bank, Standard Chartered Bank, NIB Bank and Habib Bank where he held various positions such as Head of Coverage and Debt Capital Markets, Regional Corporate Head, Head of Energy & Metals Group. Apart from his experience in corporate finance and syndications, Irfan has executed various derivative trades with corporates in Pakistan which include interest rate swaps, FX options and credit derivatives. Irfan is a CFA charterholder in addition to his MBA from IBA Karachi.

g) **Mr. Ahmad Nouman, CFA**  
**Fund Manager**

Mr. Ahmad Nouman is a CFA charter holder. He did his EMBA from LUMS in 2008. He joined NAFA in August 2008 in the Fixed Income area. At NAFA he was initially responsible for NAFA Income Fund and later also assumed the responsibility of managing NAFA Government Securities Liquid Fund (NGSLF). Prior to joining NAFA he has managed his paper printing and publishing business for more than eight years. He also has more than a year's experience in trading international financial instruments including U.S futures.

h) **Mr. Nadeem Hasan**  
**Country Head, Corporate Marketing**

Mr. Hasan has over thirty years of financial & marketing experience with a successful international & local track record. Before joining NAFA, he served as a Consultant & Coordinator to NIB Bank Limited, National Bank of Pakistan and the Fullerton Fund Management Group, Singapore for the creation of NAFA.

His vast experience boasts associations with several well-known and large multinational companies such as Halcrow Group, Pratt & Whitney, Racal, Hughes Network System, Mercer Management and TCC/BHP for business development. His international banking experience with Bank of Credit & Commerce was in UK, USA & Middle East and covered all major areas of corporate, private & correspondent banking.

He has successfully worked on various programmes of World Bank / ADB / JICA in the areas of capital markets, financial sector and other infrastructural & development projects. He has been an advisor on debt & equity restructuring and syndications in the corporate sector and worked closely with all major financial institutions in Pakistan.

i) **Mr. Ali Abedi**  
**Country Head Sales**

Mr. Ali Abedi is an MBA from USA. He has 36 years of Marketing and Sales Management experience. He was District Sales Manager for Banker's Life & Casualty for the State of Oklahoma where he set a company record of selling Retirement Plans. From 1980 till 2000, he was involved in his own business with a sales organization of over 700 sales persons. He has a rich experience as a sales and marketing consultant in a wide variety of businesses. Mr. Abedi has also been associated with the Mutual Fund industry for the last four years.

j) **Mr. Ozair Khan**  
**Head of Information Technology**

Mr. Ozair Ali Khan has a Masters degree in Management Information Systems from the University of Texas at Dallas, USA. He has over 10 years of working experience in the field of Information Technology. His experience includes Operational Risk Management, IT Security, designing & development of applications, planning and implementation of Disaster Recovery and Business Continuity Programs.



Before joining NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited), Mr. Khan has worked with Pak-Kuwait Investment Company, Pakistan, as Head of Information Technology, Akuratus Corporation, USA, as Project Manager, and Cambridge Technology Partners, USA, as Technical Team Lead. Mr. Khan was also a nominee director on the board of TMT Incubation Fund, and Plexus Private Limited.

**k) Mr. Amanullah Inayat Ali, ACA**  
***Head of Internal Audit***

Mr. Amanullah Inayat Ali is the Associate of the Institute of Chartered Accountants of Pakistan as well as the Associate of the Pakistan Institute of Public Finance Accountants. He completed his professional training in 2001 from A.F. Ferguson & Co., Chartered Accountants, a member firm of Pricewaterhouse Coopers, in Assurance and Business Advisory Services where he was assigned to statutory audits of various financial and non-financial business concerns. Before Joining NAFA, he was associated as the Senior Assistant Manager, Internal Audit with the Aga Khan University, where he served for more than 5 years.

**l) Mr. Saad Ahmed Khan, ACA**  
***Head of Risk Management***

Mr. Saad is an Associate member of the Institute of Chartered Accountants of Pakistan. Besides this he is also an associate member of the Pakistan Institute of Public Finance Accountants. After graduating in Commerce from University of Karachi he has also gained Master in Commerce.

Before joining NAFA, he was associated as a Finance Manager with PICIC Asset Management Company Limited, where he served for about two years. He completed his professional training from Deloitte Pakistan in Audit & Assurance Services in various capacities where he was assigned to statutory audits of various financial and non-financial business concerns.

### 3.3 Performance of Listed Associated Companies

	2005	2006	2007	2008	2009
<b>1. Pakistan Cables Limited</b>					
EPS (Rs.)	5.24	8.06	9.05	3.05	2.95
Shareholders Equity (Rs. In Million)	836	1,007	1,152	1,339	1,402
Total Assets (Rs. In Million)	1,838	2,718	2,979	3,346	3,008
Cash Dividend (%)	65	25	37.5	-	22.5
Stock Dividend (%)	33	75	33.3	10	-
<b>2. International Industries</b>					
EPS (Rs.)	3.73	5.34	6.14	7.06	3.75
Shareholders Equity (Rs. In Million)	1,712	2,000	2,342	3,789	4,039
Total Assets (Rs. In Million)	4,940	5,247	8,600	10,626	11,179
Cash Dividend (%)	37.5	50	37.5	25	22.5
Stock Dividend (%)	110	33	33	30	-
<b>3. Fauji Fertilizer Company Limited</b>					
EPS (Rs.)	7.22	6.83	7.90	9.62	13.00
Shareholders Equity (Rs. In Million)	12,441	12,957	12,730	12,285	13,082
Total Assets (Rs. In Million)	28,449	27,430	29,241	31,919	38,552
Cash Dividend (%)	120	100	110	137.5	131.5
Stock Dividend (%)	40	-	-	25	10
<b>4. First Credit &amp; Investment Bank Ltd.</b>					
EPS (Rs.)	0.48	0.73	0.86	0.25	0.12
Shareholders Equity (Rs. In Million)	458	498	554	558	809
Total Assets (Rs. In Million)	1,346	1,764	2,058	1,729	1,800
Cash Dividend (%)	7.5	-	10%	-	-
Stock Dividend (%)	10	15%	234.5%	-	-
<b>5. Atlas Insurance Limited</b>					
EPS (Rs.)	6.88	8.15	11.10	-5.41	5.12
Shareholders Equity (Rs. In Million)	456	672	970	626	748
Total Assets (Rs. In Million)	902	1,192	1,733	1,340	1,905
Cash Dividend (%)	70	70	70	25	40
Stock Dividend (%)	30	30	30	25	10
<b>6. Mirpurkhas Sugar Mills Limited</b>					
EPS (Rs.)	14.80	24.08	-5.78	5.31	17.85
Shareholders Equity (Rs. In Million)	292	404	359	264	450
Total Assets (Rs. In Million)	940	1,068	1,004	1,252	1,313
Cash Dividend (%)	12.5	22.5	-	10	25
Stock Dividend (%)	-	-	-	-	10
<b>7. Cherat Papersack Limited</b>					
EPS (Rs.)	3.56	.90	8.67	7.75	-3.84
Shareholders Equity (Rs. In Million)	297	304	375	428	378
Total Assets (Rs. In Million)	588	699	870	1,541	1,516
Cash Dividend (%)	40	15	20	15	-
Stock Dividend (%)	20	-	25	25	-
<b>8. Cherat Cement Limited</b>					
EPS (Rs.)	5.35	5.63	1.93	.10	1.66
Shareholders Equity (Rs. In Million)	1,742	2,113	2,236	2,158	2,268
Total Assets (Rs. In Million)	3,203	3,612	3,533	4,382	4,743
Cash Dividend (%)	30	10	10	-	-
Stock Dividend (%)	25	15	-	-	-

Note: EPS are fully diluted for current number of shares



**3.4 Existing Schemes under Management**

**1. NAFA Cash Fund (NCF)**

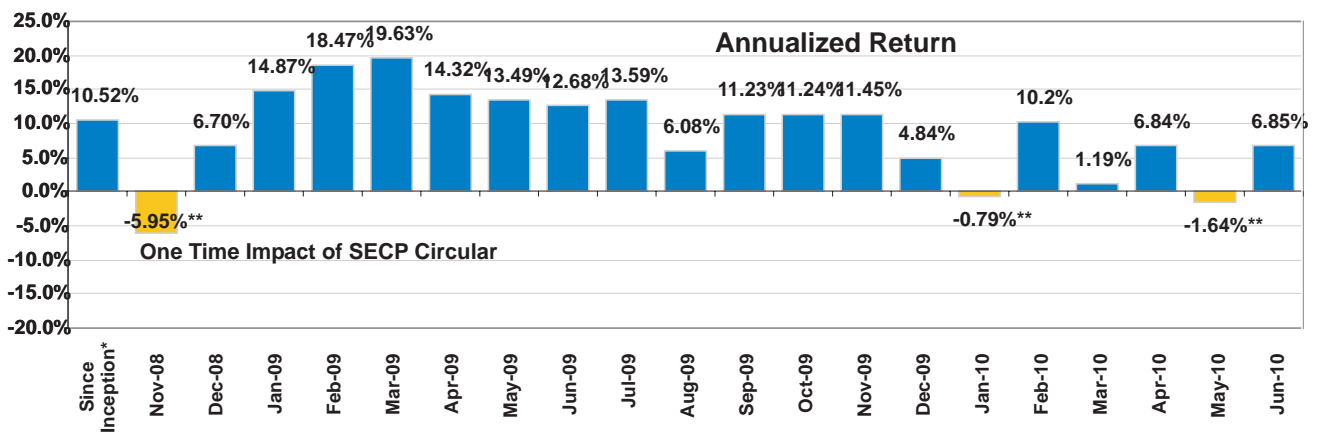
NAFA Cash Fund (NCF) was launched on April 22, 2006 with an Initial Public Offering (IPO) of Rs. 3.2 Billion. The Fund has a low risk profile with no exposure to the stock market. The Fund's performance has been true to its investment objective.

<b>Date of Launching:</b>	April 22, 2006
<b>Nature of Fund:</b>	Open-end-Income Fund
<b>Net Asset Value:</b>	Rs. 3,915 Million /-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs. 9.8692/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	6-Month KIBOR

\*As of June 30, 2010

**PERFORMANCE OF NCF**

- The annualized return from inception up to June 30, 2010 is 8.06%.
- NCF obtained stability rating of 'A+' (f) from PACRA



\*April 22, 2006 till Nov 4, 2008

\*\*Cumulative Return

**2. NAFA Multi-Asset Fund (NMF)**

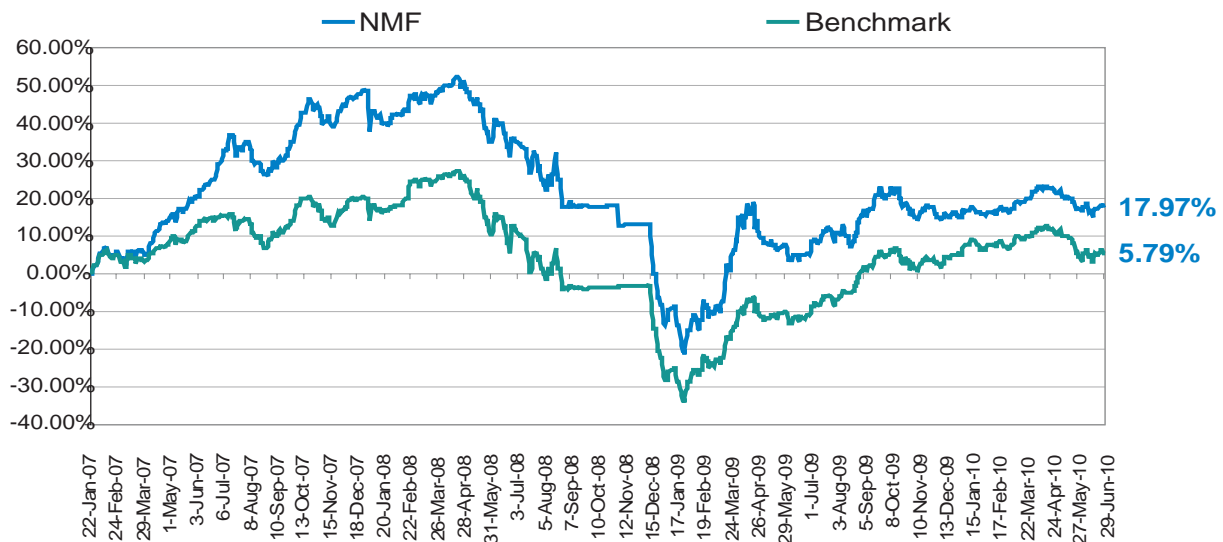
NAFA Multi-Asset Fund (NMF) was launched on January 22, 2007 with an Initial Public Offering (IPO) of Rs. 839.6 Million. The Fund has a medium risk profile with a balanced exposure to income and equity investments.

<b>Date of Launching:</b>	January 22, 2007
<b>Nature of Fund:</b>	Open-end-Balanced Fund
<b>Net Asset Value:</b>	Rs. 996 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs. 9.3640/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	50% KSE-30 Index & 50% 3-Month KIBOR

\* As of June 30, 2010

### PERFORMANCE OF NMF

- NMF invests in Equities and Fixed Income instruments (range 30%-70%)
- NMF Benchmark is 50% 3-month KIBOR and 50% KSE-30 Index
- NMF, since its inception, has out-performed the benchmark by 12.18%



### 3. NAFA Stock Fund (NSF)

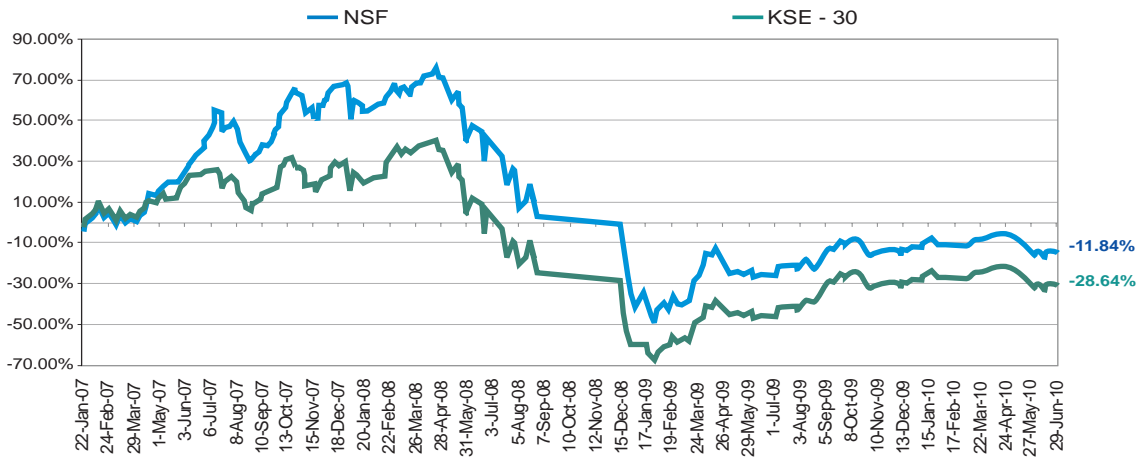
NAFA Stock Fund (NSF) was launched on January 22, 2007 with an Initial Public Offering (IPO) of Rs. 839.5 Million. The Fund has a moderate to high risk profile with a prime exposure to the stock market.

<b>Date of Launching:</b>	January 22, 2007
<b>Nature of Fund:</b>	Open-end-Equity Fund
<b>Net Asset Value:</b>	Rs. 959 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs. 7.0844/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	KSE-30 Index

\* As of June 30, 2010

### PERFORMANCE OF NSF

- NSF, since its inception, has out-performed the benchmark by 17.31%



**4. NAFA Islamic Income Fund**

NAFA Islamic Income Fund (NIIF) was launched on October 29, 2007 with an Initial Public Offering (IPO) of Rs. 977 Million. The Fund has a low risk profile with no exposure to the stock market.

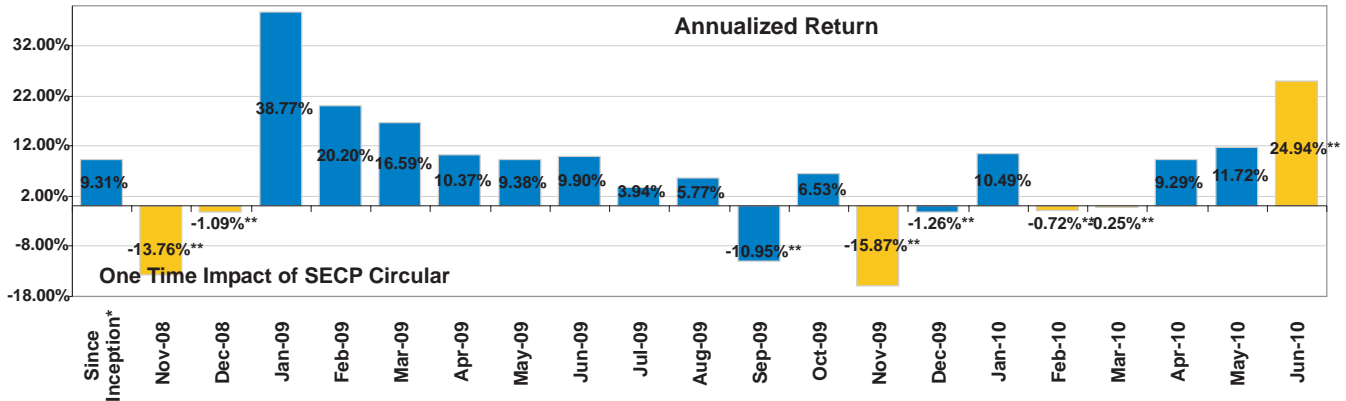
<b>Date of Launching:</b>	October 29, 2007
<b>Nature of Fund:</b>	Shariah Compliant - Open-end Income Fund
<b>Net Asset Value:</b>	Rs. 202 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs. 8.9486/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	Average 3-Month recently published deposit rates of Islamic Banks

\* As of June 30, 2010

**PERFORMANCE OF NIIF**

- The Annualized return since inception (from 29 October 2007 to June 30, 2010) is (1.52%).





\*Oct 28, 2007 till Nov 4, 2008

\*\*Cumulative Return

## 5. NAFA Islamic Multi Asset Fund

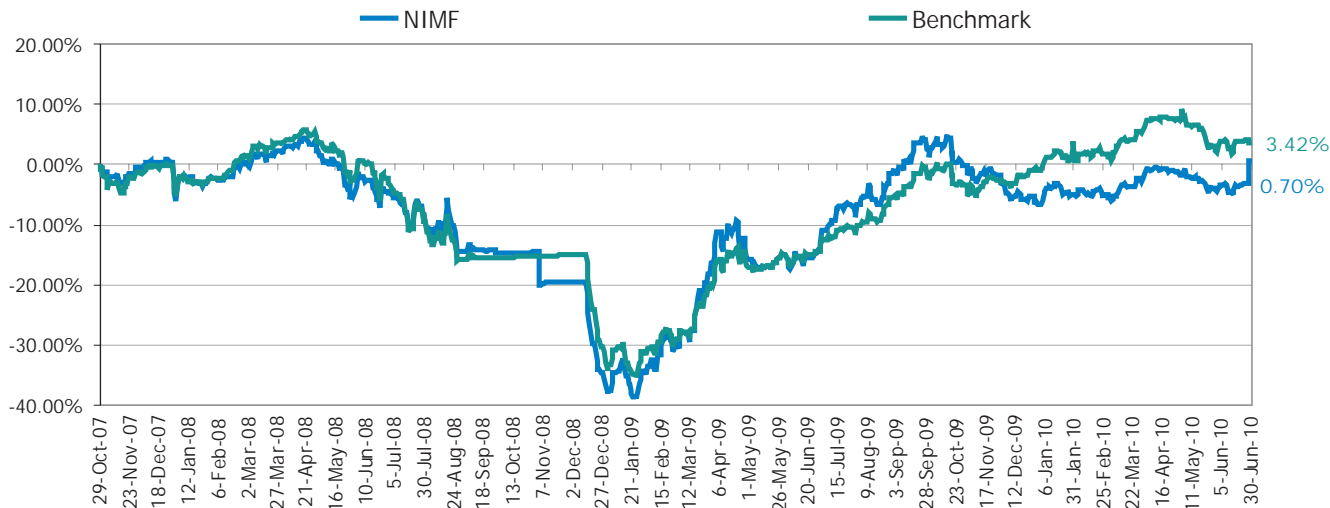
NAFA Islamic Multi Asset Fund (NIMF) was launched on October 29, 2007 with an Initial Public Offering (IPO) of Rs. 847 Million. The Fund has a medium risk profile with a balanced exposure to Shariah Compliant income and equity investments.

<b>Date of Launching:</b>	October 29, 2007
<b>Nature of Fund:</b>	Shariah Compliant - Open-end Balanced Fund
<b>Net Asset Value:</b>	Rs. 387 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs. 10.0702/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	50% KMI-30 Index & 50% Average 3-Month profit rates of Islamic Banks

\* As of June 30, 2010.

### PERFORMANCE OF NIMF

- NIMF Benchmark is 50% average 3-month profit rate of Islamic Banks & 50% KMI-30 Index
- NIMF, since its inception, has under-performed the benchmark by 2.72%



**6. NAFA Income Fund**

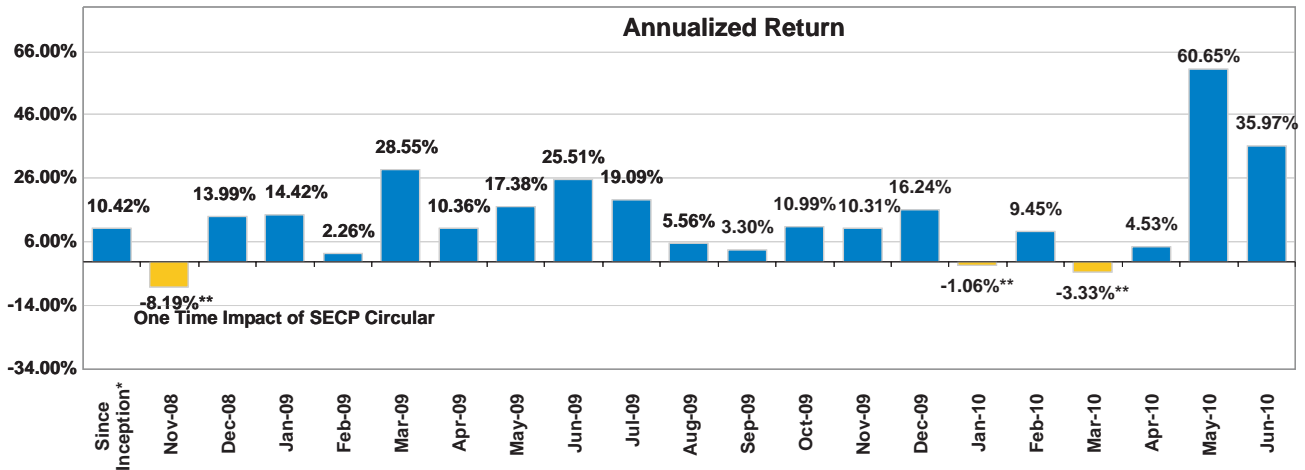
NAFA Income fund was launched on March 29, 2008. The fund has a low risk profile with no exposure to the stock market and is benchmarked against 6-month KIBOR.

<b>Date of Launching</b>	March 29, 2008
<b>Nature of Fund</b>	Open-end Income Fund
<b>Net Asset Value</b>	Rs. 582 Million/-*
<b>Par Value per Share</b>	Rs.10.00/-
<b>N.A.V. per Share</b>	Rs. 10.8190/-*
<b>Listing</b>	Lahore Stock Exchange
<b>Benchmark</b>	6-Months KIBOR

\* As of June 30, 2010.

**PERFORMANCE OF NIF**

- Annualized Return since launch to June 30, 2010 is 6.52%
- NIF obtained stability rating of 'A' (f) from PACRA



\*March 29, 2008 till Nov 4, 2008  
\*\*Cumulative Return

## 7. NAFA Government Securities Liquid Fund

NAFA Government Securities Liquid Fund was launched on May 16, 2009 and carries a very low risk profile. The fund has been benchmarked against 70% 3 Month T-Bills and 30% average 3 Month deposit rates (AA and above rated Banks).

<b>Date of Launching:</b>	May 16, 2009
<b>Nature of Fund:</b>	Open end Money Market Fund
<b>Net Asset Value:</b>	Rs. 5,805 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs.10.2742/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	70% 3 Month T. Bills and 30% Average 3 Month deposit rates (AA and above rated banks)

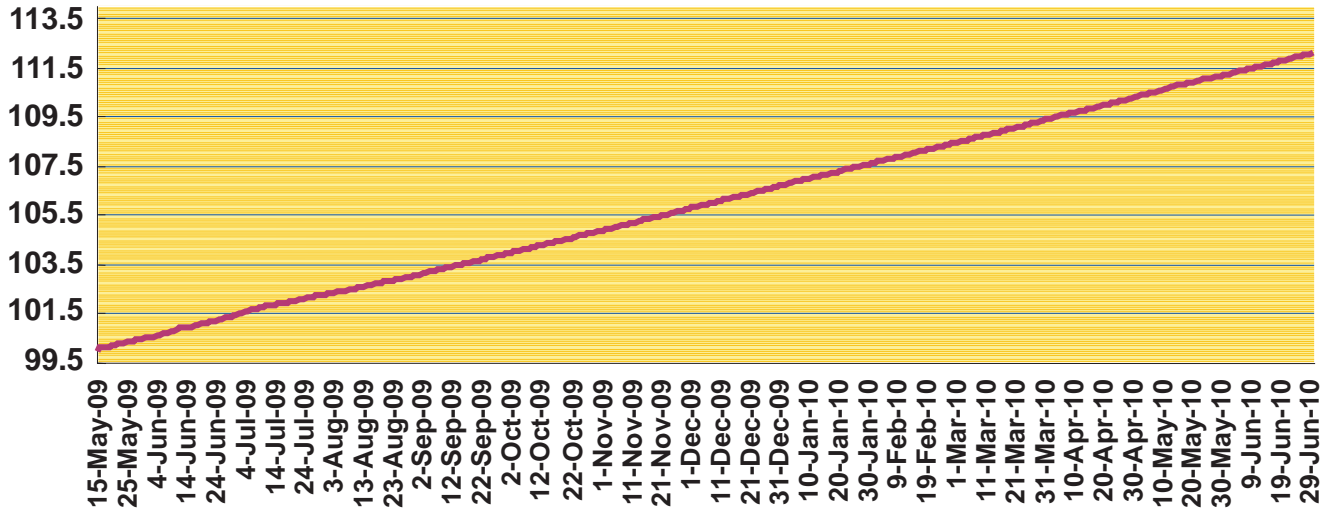
\* As of June 30, 2010.

## PERFORMANCE OF NGSFLF

- The unit price has not declined by even one paisa on any single day since launch in May 2009
- The annualized return since inception is 10.68%.
- NGSFLF obtained stability rating of 'AA+' (f) from PACRA



**Value of Rs. 100 invested in NAFA Government Securities Liquid Fund at launch (May 16, 2009)**



#### 8. NAFA Savings Plus Fund

NAFA Savings Plus Fund was launched on November 21, 2009 and carries a very low risk profile. The Fund has been benchmarked against recently published 6-month deposit rates of A & above rated scheduled banks.

<b>Date of Launching</b>	November 21, 2009
<b>Nature of Fund</b>	Open-end Income Fund
<b>Net Asset Value</b>	Rs.586 Million/-*
<b>Par Value per Share</b>	Rs.10.00/-
<b>N.A.V. per Share</b>	Rs.10.3438/-*
<b>Listing</b>	Lahore Stock Exchange
<b>Benchmark</b>	Average of 6 Month deposit rates (A and above rated banks).

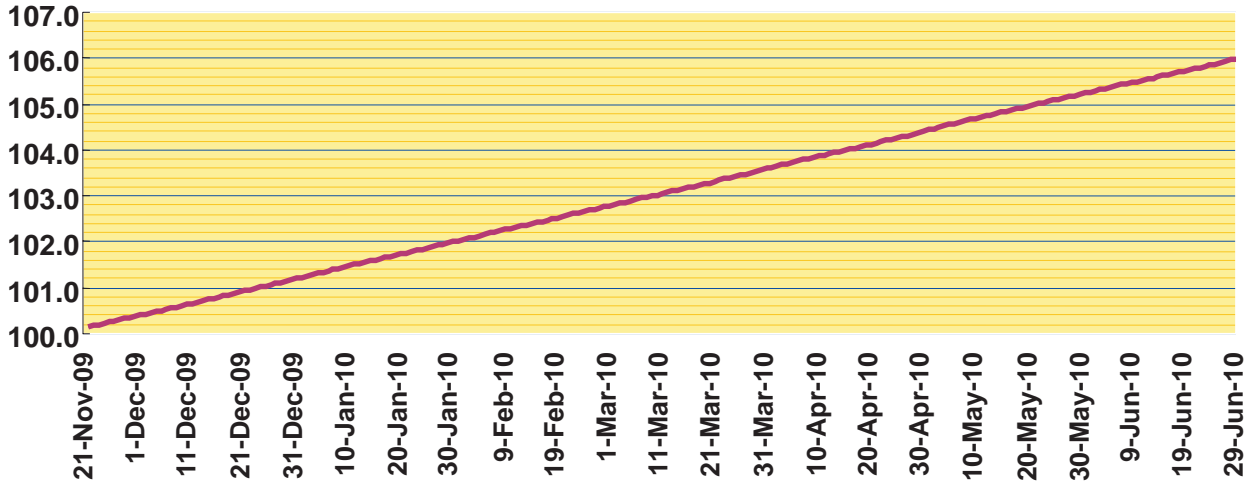
\* As of June 30, 2010.

#### PERFORMANCE OF NSPF

- Annualized Return since launch to June 30, 2010 is 10.06%
- The unit price has not even declined by 1 paise since its launch in Nov 2009.
- NSPF obtained stability rating of 'AA-' (f) from PACRA



Value of Rs. 100 invested in NAFA Savings Plus Fund at launch (Nov. 22, 2009)





### 3.5 Role of the Management Company

- (i) The Management Company shall establish, manage, operate and administer the Scheme in accordance with the Rules and Regulations, the Deed and this Offering Document.
- (ii) The Management Company has the responsibility to make all investment decisions within the framework of the Regulations, the Deed and this Offering Document.
- (iii) The Management Company has the responsibility to facilitate investments and disinvestments by investors in the Scheme and to make adequate arrangements for receiving and processing applications in this regard.
- (iv) The Management Company shall be obliged to process payment instrument immediately on receipt of application.
- (v) The Management Company has the responsibility to maintain Register of Unit Holders and for this purpose it may appoint a Registrar, who shall be responsible for performing Registrar Functions.
- (vi) The Management Company shall maintain the books of accounts and other records of the Scheme for a period of not less than ten years.
- (vii) The Management Company, shall from time to time under intimation to the Trustee appoint, remove or replace one or more suitable persons, entities or parties as Distributor(s) for carrying on Distribution Function(s) at one or more location(s) locally or internationally. Provided that the Management Company may also itself act as a Distributor for carrying on Distribution Functions.
- (viii) The Management Company shall ensure, where it delegates the Distribution Function, that:
  - (a) the Distributors to whom it delegates, have acquired and are maintaining the associate membership of the association(s) constituted in consultation with the SECP and are abiding by the code of conduct prescribed by the association(s); and
  - (b) the written contract with the Distributors clearly states the terms and conditions for avoidance of frauds and sales based upon misleading information.
- (ix) The Management Company may, at its own responsibility, from time to time appoint Investment Facilitators to assist it in promoting sales of Units.
- (x) The Management Company has the primary responsibility for all record keeping, regular determination and announcements of prices and for producing financial reports from time to time. The Management Company shall provide the Trustee unhindered access to all records relating to the Scheme.
- (xi) The Management Company shall manage the assets of the Scheme in the interest of the Unit Holders in good faith and to the best of its ability and without gaining any undue advantage for itself or any of its related parties including Connected Persons and group companies or its officers and subject to the restrictions and limitations as provided in the Deed and the Regulations and subject to any special exemptions granted by SECP. The Management Company shall not be liable for any loss caused to the Scheme or to the value of the Trust Property due to any elements or circumstances beyond its reasonable control.
- (xii) The Management Company shall comply with the provisions of the Regulations, the Deed and this Offering Document of the Scheme for any act or matter to be done by it in the performance of its duties and such acts or matters may also be performed on behalf of the Management Company by any officer(s) or responsible official(s) of the Management Company or by any nominee or agent appointed by the Management Company and any act or matter so performed shall be deemed for all the purposes of the Deed to be the act of the Management Company.

The Management Company shall be responsible for the acts and omissions of all persons to whom it may delegate any of its functions, as if these were its own acts and omissions and shall account to the Trustee for any loss in value of the Trust Property where such loss has been caused by its gross negligence or reckless or willful act and / or omission or of its officers, officials or agents.

- (xiii) The Management Company may, under intimation to Trustee, from time to time appoint, remove or replace the Transfer Agent.
- (xiv) The Management Company shall be obliged to provide such information and record to the Trustee as may be necessary to the Trustee to discharge its obligations under the Regulations.
- (xv) The Management Company shall not be under any liability except such liability as may be expressly assumed by it under the Rules, Regulations and the Constitutive Documents, nor shall the Management Company (save as herein otherwise provided) be liable for any act or omission of the Trustee nor for anything except for its own gross negligence or willful breach of duty and the acts and omissions of all persons to whom it may delegate any of its functions as manager as if they were its own acts and omissions. If for any reason it becomes impossible or impracticable to carry out the provisions of the Constitutive Documents, the Management Company shall not be under any liability therefore or thereby and it shall not incur any liability by reason of any error of law or any matter or thing done or suffered or omitted to be done in good faith hereunder.
- (xvi) The Management Company shall maintain at its principal office, complete and proper accounts and records to enable a complete and accurate view to be formed of the assets and liabilities and the income and expenditure of the Scheme, all transactions for the account of the Scheme, amounts received by the Scheme in respect of issue of Units, payments made from the Scheme on redemption of the Units and by way of distributions and payments made at the termination of the Scheme. The Management Company shall maintain the books of accounts and other records of the Scheme for a period of not less than ten years.
- (xvii) The Management Company shall prepare and transmit the annual report in such form and manner as set out in Regulations as amended or substituted from time to time.
- (xviii) The Management Company shall prepare and transmit quarterly reports (physically or subject to SECP approval through electronic means or on the web) in such form and manner as set out in Regulations as amended or substituted from time to time..
- (xix) The Management Company shall maintain a Register of Unit Holder(s) of the Trust (either in physical or electronic form) and inform the Trustee and the SECP of the address where the Register is kept.
- (xx) The Management Company shall with the consent of the Trustee, appoint at the establishment of the Trust and upon any vacancy, the Auditor, who shall be independent of the auditor of the Management Company and the Trustee. The appointment of Auditor and contents of the Auditor's report shall be in accordance with the provisions of the Rules and Regulations.
- (xxi) The Management Company shall, from time to time, advise the Trustee of the settlement instructions relating to any investment/ disinvestment transactions entered into by it on behalf of the Trust. The Management Company shall ensure the settlement instructions are given promptly after entering into the transaction so as to facilitate timely settlement.
- (xxii) The Management Company shall provide the Trustee with regular reports indicating interest income and other forms of income or inflows, relating to the investments that are due to be received. The Trustee shall report back to the Management Company any such amounts that are received on such accounts from time to time.
- (xxiii) Subject to clause 3.6.1(xiii), The Management Company may, if it considers necessary for the protection of Trust Property or safeguarding the interest of the Unit Holders, request the Trustee to institute or defend any suit, proceeding arbitration or inquiry or any corporate or shareholders' action in respect of the Trust Property or any part thereof.





- (xxiv) The Management Company shall nominate one or more of its officers to act as authorized persons for interacting with the Trustee.
- (xxv) The Management Company will be obliged to obtain a rating of the Scheme, once the Scheme becomes eligible for rating as per the criteria of the rating agency, and such rating shall be updated at least once every Financial Year and also published in the annual and quarterly reports of the Scheme.
- (xxvi) The Management Company shall not apply for the delisting of the Units from a Stock Exchange (if applicable) unless it has obtained prior approval of the Commission in writing to such delisting.
- (xxvii) The Management Company shall designate and disclose the location of its official points for acceptance of applications for issuance, redemption, conversion, etc of Units in this Offering Document of the Scheme and its website. The Management Company shall receive the said applications only at such designated points.
- (xxviii) The Management Company shall ensure that all the designated points for acceptance of applications for issuance, redemption, conversion, etc of Units of the Scheme have appropriate date and time stamping mechanism for timely acknowledgement of the said applications.
- (xxix) The Management Company shall announce the Net Asset Value (NAV) of the Scheme as per the Regulations or Direction of SECP .
- (xxx) The Management Company shall ensure that no entry and exit from the Scheme (including redemption and re-issuance of Units to the same Unit Holders on different NAVs) shall be allowed other than the following manners, unless permitted otherwise by the Commission under the Regulations:
  - (a) cash settled transaction based on the formal issuance and redemption requests
  - (b) net off issuance and redemption transaction at same net asset value when redemption request is ready to disburse and rank at the top in the list of pending redemption requests (if any).
- (xxxi) The Management Company shall clearly specify Cut-Off Timings (for acceptance of application forms of issuance, redemption, conversion etc of Units of the Scheme) in this Offering Document, on its web site and at designated points. Such Cut-Off Timing shall uniformly apply on all Unit Holders.
- (xxxii) The Management Company shall ensure all valid redemption request are paid based on ranking of the request in a queue.
- (xxxiii) The Management Company on behalf of the Fund shall not at any time rollover the investments of the Fund where the Management Company and the Trustee are of the opinion that the Fund shall not be able to meet a complete redemption request of any Unit Holder within the time period stipulated in the Regulations; provided that the Fund has already fully utilized the borrowing limit for the purpose of meeting such redemptions.

### 3.6 Trustee

**Central Depository Company of Pakistan Limited (CDC)**, a public limited company, incorporated in Pakistan under the Companies Ordinance, 1984, having its registered office at CDC House, 99-B, Block 'B', S.M.C.H.S., Main Shahrah-e-Faisal, Karachi, Pakistan, has been appointed as the Trustee for the Fund. The Trustee has considerable amount of experience of trusteeship of open-end Schemes which are successfully functioning in the country.



### 3.6.1 Role of the Trustee

- (i) The Trustee shall take into its custody or under its control all the property of the Scheme and hold it in trust for the Unit Holders in accordance with the Rules, the Regulations and the Constitutive Documents and the cash and registerable assets shall be registered in the name of, or to the order of, the Trustee.
- (ii) The Trustee has the responsibility to ensure timely delivery to the Management Company of statements of accounts and transaction advices for banking and custodial accounts in the name and under the control of the Trustee.
- (iii) The Trustee shall perform all the obligations imposed on it under the Rules, Regulations, the Trust Deed and this Offering Document and discharge all its duties in accordance with the Rules, Regulations, the Trust Deed and this Offering Document.
- (iv) The Trustee shall nominate one or more of its officers to act as authorized persons for performing the Trustee's functions and for interacting with the Management Company.
- (v) The Trustee shall, in consultation with the Management Company, from time to time, appoint, remove or replace one or more Custodian(s) for performing the Custodian Function at one or more locations, on terms and conditions to be agreed between the Custodian and the Trustee and agreed by the Management Company. The Trustee may also act as Custodian of the Fund to the extent of its normal business at competitive rates on the terms mutually agreed between the Management Company and the Trustee.
- (vi) The Trustee shall comply with the provisions of the Deed for any act or matter to be done by it in the performance of its duties and such acts or matters may also be performed on behalf of the Trustee by any officer or responsible official of the Trustee or by any nominee or agent appointed by the Trustee. Provided that the Trustee shall be responsible for the willful acts and omissions of all persons to whom it may delegate any of its duties, as if these were its own acts and omissions and shall account to the Trust for any loss in value of the Trust Property where such loss has been caused by willful act or omission of the Trustee or any of its directors, officers, nominees or agents in relation to any custody of assets or investments forming part of the Trust Property.
- (vii) The Trustee shall exercise all due diligence and vigilance in carrying out its duties and in protecting the interests of the Unit Holder(s). The Trustee shall not be under any liability on account of anything done or suffered by the Trust, if the Trustee had acted in good faith in performance of its duties under the Trust Deed or in accordance with or pursuant to any request of the Management Company provided it is not in conflict with the provisions of the Deed or the Rules and Regulations. Whenever pursuant to any provision of the Deed, any certificate, notice, direction, instruction or other communication is to be given by the Management Company to the Trustee, the Trustee may accept as sufficient evidence thereof:
  - a) A document signed or purporting to have been signed on behalf of the Management Company by any person(s) whose signature the Trustee is for the time being authorized in writing by the Management Company to accept.
  - b) Any instruction received online through the software solution adopted by the Management Company or the Trustee for managing and keeping records of the Fund and to the satisfaction of the Trustee or the Management Company, as case may be.



- (c) Instructions given electronically to the Trustee based on distinctive users IDs and passwords allocated to authorized person(s) of the Management Company through a computerized system for which both the parties i.e. the Management Company and the Trustee have agreed in writing. In case of any error or omission occurring in electronic system due to system malfunction or any instruction(s) based on such system contain any error or omission due to the above malfunction, the Trustee and the Management Company not knowing the fact will not be liable therefor and shall act in the best interests of the Fund and the Unit Holders; or
  - (d) Third party evidence where required such as broker contract, bills, etc., in relation to (i) and (ii) the above.
- (viii) The Trustee shall not be liable for any loss caused to the Fund or to the value of the Trust Property due to any elements or circumstances beyond its reasonable control.
- (ix) The Trustee shall carry out the instructions of the Management Company in all matters including investment and disposition of the Trust Property unless such instructions are in conflict with the provisions of the Deed and/or this Offering Document(s) or the Regulations and/or any other applicable law.
- (x) The Trustee shall make available or ensure that there is made available to the Management Company such information as the Management Company may reasonably require from time to time in respect of the Trust Property and all other matters relating to the Trust.
- (xi) The Trustee shall report to the Unit Holders in accordance with the Regulations and on all matters provided in the Regulations and Constitutive Documents including such report(s) to be included in the annual and quarterly reports of financial statements of the Fund.
- (xii) The Trustee shall be entitled to require the Auditors to provide such reports as may be agreed between the Trustee and the Management Company as may be considered necessary to facilitate the Trustee in issuing the certification required under the Regulations. The Trustee shall endeavor to provide the certification at the earliest date reasonably possible.
- (xiii) The Trustee shall, if requested by Management Company or if it considers necessary for the protection of Trust Property or safeguarding the interest of Unit Holder(s), institute or defend any suit, proceeding, arbitration or inquiry or any corporate or shareholders' action in respect of the Trust Property or any part thereof, with full powers to sign, swear, verify and submit pleadings and affidavits, to file documents, to give evidence, to appoint and remove counsel and to do all incidental acts, things and deeds. All costs, charges and expenses (including legal fees) incurred in instituting or defending any such action shall be borne by the Trust and the Trustee shall be indemnified against all such costs, charges and expenses: Provided that no such indemnity shall be available in respect of any action taken against the Trustee for willful acts or omissions in connection with the Trust under the Deed or the Rules and Regulations. For the avoidance of doubt it is clarified that notwithstanding anything contained in the Deed, the Trustee and the Management Company shall not be liable in respect of any losses, claims, damages or other liabilities whatsoever suffered or incurred by the Trust arising from or consequent to any such suit, proceeding, arbitration or inquiry or corporate or shareholders' action or otherwise howsoever (save as herein otherwise provided) all such losses, claims, damages and other liabilities shall be borne by the Trust.
- (xiv) The Trustee shall not be under any liability except such liability as may be expressly assumed by it under the Rules and Regulations and the Deed nor shall the Trustee be liable for any act or omission of the Management Company nor for anything except for loss caused due to its willful acts or omissions or that of its agents in relation to any custody of assets of investments forming part of the Trust Property. If for any reason it becomes impossible or impracticable to carry out the provisions of the Deed the Trustee shall not be under any liability therefore or thereby and it shall not incur any liability by reason of any error of law or any matter or thing done or suffered or omitted to be done in good faith hereunder.

- (xv) The Trustee shall ensure that the sale, purchase, issue, transfer, repurchases, redemption and cancellation of Units effected by the Scheme are carried out in accordance with the provisions of the Constitutive Documents.
- (xvi) The Trustee shall ensure that the investment and borrowing limitations set out in the Regulations and Constitutive Documents and the conditions under which the Scheme was registered are complied with.
- (xvii) The Trustee shall promptly forward to the Management Company within two Business Days any notices, reports or other documents issued by the issuers of securities, recipients of any of the Trust funds (as deposits, refunds, distribution of dividends, income, profits, repayment of capital or for any other reason), any depository, an intermediary or agent in any transaction or from any court, government, regulator, stock or other exchange or any instruction of the Management Company in all such matters relating to recovery of the Trust Property.
- (xviii) The Trustee shall ensure that Units of the Scheme have been issued after realization of subscription money.
- (xix) The Trustee shall ensure that the Management Company has specified criteria in writing to provide for a diverse panel of Brokers at the time of offering of the Scheme and shall also ensure that the Management Company has been diligent in appointing Brokers to avoid undue concentration of business with any Broker.
- (xx) The Trustee shall ensure that the methodology and procedures adopted by the Management Company in calculating the value of Units are adequate and the pricing and valuation for sale, issue, repurchase, redemption and cancellation prices are carried out in accordance with the provisions of the Constitutive Documents and the Regulations
- (xxi) The Trustee shall immediately inform the Commission if any action of the Management Company contravenes the Ordinance, the Rules, the Regulations, the Constitutive Documents, guidelines, codes, circulars, directives or any other applicable laws.
- (xxii) The Trustee shall comply with the directions of the Commission given in the interest of the Unit Holder(s).
- (xxiii) The Trustee shall not invest in the Units of the Scheme.
- (xxiv) The Trustee shall arrange for an annual system audit and provide the report to this effect to the Commission and the Management Company, as provided in the Regulations

### 3.7 Core Investors

<u>Names</u>	<u>Number of Units</u>	<u>Rupees</u>
Alexandra Fund Management Pte. Ltd.	10,000,000.0000	100,000,000.00
<b>Total</b>	<b>10,000,000.0000</b>	<b>100,000,000.00</b>

The above core investors have subscribed an aggregate sum of Rs. 100,000,000 towards the purchase of 10,000,000 Core Units of Rs.10 each. The Core Units issued at Par Value to Core Investors shall not be redeemable for a period mentioned in the Regulations from the close of Initial Period and out of which Rs 50,000,000 (Rupee Fifty Million Only) shall not be redeemable for a period of two years from the date of Initial launch. A mention of such restriction and its termination date shall be entered into the Register and shall be noted on any Certificate issued in respect of such Units.. Such Units are transferable with this condition and shall rank pari passu with all other Units save for this restriction. The Transfer Agent will mark these Units as such. Any transfer of these Core Units, during the first two years of their issue, shall be affected only on the receipt by the Transfer Agent of a written acceptance of this condition by the transferee.



### 3.8 Transfer Agent

The Management Company will perform duties as the Transfer Agent of the Fund until any further notice and intimation to the Trustee. The Management Company will be responsible for maintaining the Unit Holder's Register, preparing and issuing account statements, Unit Certificates and dividend warrants/advice and providing related services to the Unit Holders.

### 3.9 Custodian

The Central Depository Company of Pakistan Limited (CDC) will also be performing the functions of the custodian of the Trust Property. The salient features of the custodial function are:

- i. Segregating all property of the Fund from Custodian's own property and that of its other clients
- ii. Assuring the smooth inflow/outflow of dematerialized securities and such other instruments as required.
- iii. Ensuring that the benefits due on investments are received and credited to the Fund's account.

The Trustee may, in consultation with the Management Company, from time to time, appoint, remove or replace one or more Custodian(s) for performing the Custodian Function at one or more locations, on terms and conditions to be agreed between the Custodian and the Trustee and agreed by the Management Company for the safe keeping of any portion of the Trust Property.

### 3.10 Distributors/Facilitators/Sales Agents

**3.10.1** Parties detailed in Annexure C of this Offering Document have each been appointed as Distributors to perform the Distribution Functions at their Authorized Branches. The addresses of these branches are given in Annexure C of this Offering Document; these branches may be increased or decreased by the Management Company from time to time. The Management Company may, from time to time, appoint additional Distributors or terminate the arrangement with any Distributor and intimate the Trustee accordingly. The Management Company may itself perform the functions of a Distributor either directly or through sub-distributors.

**3.10.2** The Distributors will be responsible for receiving applications for Purchase, Redemption or Transfer of Units etc. They will be interfacing with and providing services to Unit Holders, including receiving applications for change of address or other particulars or applications for issuance of duplicate certificates, requests for income tax exemption or Zakat exemption, etc. for immediate transmission to the Management Company or Transfer Agent as appropriate for further action. The Management Company shall remunerate the Distributors out of its resources and/or from Front-end Load.

**3.10.3** The Management Company may, at its sole discretion, from time to time, appoint Investment Facilitators (Facilitators)/Sales Agents. The Facilitators'/Sales Agents' function is to identify, solicit and assist investors in investing in the Fund. The Management Company shall remunerate the Facilitators/Sales Agents out of its resources and/or from Front-end Load.

### 3.11 Auditors

**A.F. Ferguson & Co.**

**Chartered Accountants**

(A member firm of PricewaterhouseCoopers)

State Life Building No. 1-C

I.I.Chundrigar Road, P.O.Box 4716

Karachi-74000, Pakistan

**3.11.1** They will hold office until the transmission of the reports and accounts, which will cover the period from commencement of the Trust up to the end of the Accounting Period and will, afterwards, be eligible for reappointment by the Management Company with the concurrence of the Trustee. However, an auditor may be reappointed for up to five consecutive terms or such other terms as stipulated by the Regulations and/or the Ordinance, as amended from time to time. Thereafter, that auditor may only be appointed after a lapse of one year. The appointment of Auditor and contents of the Auditor's report shall be in accordance with the provisions of the Rules and Regulations.



- 3.11.2** The Auditors shall have access to the books, papers, accounts and vouchers of the Trust, whether kept at the office of the Management Company, Trustee, Custodian, Transfer Agent or elsewhere and shall be entitled to require from the Management Company, Trustee and their Directors, Officers and Agents such information and explanations as considered necessary for the performance of audit.
- 3.11.3** The Trustee shall be entitled to require the Auditors to provide such further reports as may be agreed between the Trustee and the Management Company as may be considered necessary to facilitate the Trustee in issuing the certification required under the Regulations.
- 3.11.4** The Auditors shall prepare a written report to the Unit Holders on the accounts and books of accounts of the Trust and the balance sheet, profit and loss account, cash flow statement and statement of movement in Unit Holders' funds and on every other document forming part of the balance sheet and profit and loss account, including notes, statements or schedules appended thereto.
- 3.11.5** The contents of the Auditors report shall be as mentioned in the Regulations.

**3.12 Legal Advisors**

**Joona & Soomro,**  
Advocates and legal Consultants,  
103 Ammera Centre,  
Sharah-e-Iraq, Karachi.

**3.13 Bankers**

- National Bank of Pakistan
- Habib Bank Limited
- United Bank Limited
- MCB Bank Ltd.
- Bank Alfalah Limited
- Bank AlHabib Ltd.
- Habib Metropolitan Bank Ltd.

In addition, the Management Company may appoint any other Bank. The Trustee shall operate the account on instructions from the Management Company.

**3.13.1 Bank Accounts**

- (1) The Trustee, at the request of the Management Company, shall open Bank Account(s) titled "**CDC-Trustee NAFA ASSET ALLOCATION FUND**" for the Unit Trust at designated Bank(s) inside or outside Pakistan, subject to the relevant laws, Trust Deed, Rules and Regulations, for collection, investment, redemption or any other use of the Trust's funds.
- (2) The Management Company may also require the Trustee to open Bank Account(s) as Distribution Account(s) for dividend distribution out of the Unit Trust. Notwithstanding anything in the Deed, the beneficial ownership of the balances in the Accounts shall vest in the Unit Holders.
- (3) All bank charges for opening and maintaining Bank Accounts for the Trust shall be charged to the Fund.
- (4) All income, profit etc. earned in the Distribution Account(s), including those accruing on unclaimed dividends, shall form part of the Trust Property for the benefit of the Unit Holders and shall be transferred periodically from the Distribution Account(s) to the main Bank Account of the Trust.





- (5) The amounts received from the Core Investors (seed capital) and Private Placement Investors shall be deposited in a Bank Account of the Fund and any income, profit etc earned and/or accrued on the investments by the Core Investors and Private Placement Investors upto and including the day before the opening of Initial Period (i.e. Till August 15, 2010) shall be paid by the Management Company or the Trustee to the Core Investors and Private Placement Investors in proportion of their investments and shall not form part of the Trust Property. The amount paid by the Management Company to Core Investors and Private Placement Investors shall be reimbursed by the Trustee on the production of evidence of such payments.
- (6) The beneficial ownership of the balance amount in the Bank Account (s) vest in the name of the Unit Holders.
- (7) The Trustee shall, if requested by the Management Company at its discretion also open a separate Account titled CDC Trustee NAFA Funds at bank(s) designated by the Management Company. These account(s) shall be temporary collection accounts, where collections received on account of subscription of Units by investors of various unit trusts and the administrative plans that are managed by NAFA as the management company shall be held prior to their being allocated and transferred to pertinent unit trust(s) for investments. Provided however, in relation to the other unit trusts managed by NAFA as the Management Company mentioned above, there are similar provisions in the trust deeds of such funds and have Trustee as common between them.

#### 4. CHARACTERISTICS OF UNITS

##### 4.1 Classes of Units

- (i) Class "A" (Restricted/Core Units) issued to the Core Investors with no Front-end Load. These Units cannot be redeemed for a period of two (2) years from the date of closure of Initial Offer. However, such Units are transferable.
- (ii) Class "B" Units being offered and issued during the Private Placement and Initial Offer of Period (IPO) with no Front-end Load.
- (iii) Class "C" Units, which shall be offered and issued after the Initial Period of Offer and with or without Front-end Load.

##### 4.2 Types of Units

**4.2.1** An investor shall, at the time of opening an account, select the type(s) of Unit(s) in which the investor wishes to invest, i.e. Growth Unit and/ or Income Unit.

**4.2.2** The minimum amount of investment to open and maintain an account is Rs.10,000/- for Growth Units and Rs.100,000/- for Income Units. The Management Company reserves the right to alter the minimum amounts stated hereinabove. Any such change shall be applicable to future Unit Holders only.

After the initial investment, Unit Holders of NAFA ASSET ALLOCATION FUND may add a minimum of Rs.1,000/- per transaction at their convenience. Units of NAAF (including fractions thereof) shall be issued against the amount received from the Unit Holder(s) in accordance with the procedure laid down in this Offering Document. The Management Company may alter the minimum amount required for opening, maintaining or adding to the account. Provided that in case of an upward change in the minimum amount required for maintaining the account or adding funds, the Management Company shall give seven days notice to Unit Holders.

- (i) **Growth Units:** The Unit value grows in line with the growth in the NAV, and the Unit Holders shall have the option to receive distribution income in the form of cash or bonus units. The Unit Holders shall choose one of the following two options:
  - a) Growth Units with the option of receiving a Cash Dividend at the time of distribution.
  - b) Growth Units with the option of receiving bonus Units at the time of distribution.



- (ii) **Income Units:** The Unit Holders, based on their own consent & instructions and with prior intimation to the Management Company, may exercise the option of redeeming a certain number of Units for fulfilling their requirement of a certain cash amount at Regular Intervals (i.e. monthly, quarterly, semi-annually or annually). Such instructions shall be given in writing at the beginning of any Regular Interval or at the time of purchase of Units.

**4.2.3** The Management Company shall, on the 25th of the last month of every Regular Interval, calculate the redemption value to be paid to the Income Unit Holder(s) based on the Redemption Price of that day. Provided that if 25th of the last month of a certain Regular Interval is not a Dealing Day the redemption arrangements of Income Units would be transferred to the next Dealing Day.

**4.2.4** Depending upon the instructions given by the Income-Unit Holders, the Income Units are further classified into two types:

- (a) **Flexible Income Units** - The Flexible Income Unit Holders shall, at the time of purchase or beginning of a Regular Interval, authorize the Management Company to decide the quantum of part redemption of their Unit holdings at the end of every Regular Interval based on the performance (NAV growth) of the Fund during that Regular Interval.

- If the value of investment increases (due to growth in NAV) during an interval, the Management Company will calculate the number of Units to be redeemed in such a manner that the total redemption value of such Units is equal to the increase in the value of investment during that interval.
- If the value of investment falls (due to fall in NAV) during an interval, the Management Company will not redeem any Units at the end of that interval.

The amount so redeemed shall be made through payment instruments or transferred to the designated bank account within six (6) working days of the redemption without recovering any Back End Load.

- (b) **Fixed Income Units** - The Fixed Income Unit Holders shall, at the time of purchase or beginning of a Regular Interval, specify a fixed cash amount required by them at Regular Intervals and authorize the Management Company to redeem (at the prevailing NAV) such number of Units from their holding that in rupee terms is equivalent to the specified fixed amount required at the end of every Regular Interval.

The amount so redeemed shall be made through payment instruments or transferred to the designated bank account within six (6) working days of the redemption. As a result of operation of this Clause, the capital invested may deplete in case sufficient returns are not earned to cover the amount required by the Unit Holder.

**4.2.5** The Transfer Agent shall send an account statement to the Unit Holder each time there is an activity in the account. Such statements or report shall be sent by electronic means or ordinary mail to the Unit Holder's address recorded in the register.

**4.2.6** In case the Management Company announces a suspension of further issue of Units of NAAF, it may allow existing Unit Holders to continue acquiring Units out of any dividend declared on Units held under this option.

**4.2.7** The Unit Holder may withdraw funds from the option at any stage by filling out and submitting the prescribed form to the Distributor/Investment Facilitator. If the value of the account goes below the prescribed amount as a result of loss in valuation or as a result of application of Clauses 4.2.4(a) & 4.2.4(b) above, the minimum value requirement shall not apply to that extent. In such an event, the Unit Holder is free to discontinue the option or convert the remaining Units into Growth Units.

**4.2.8** Certificates representing Income Units shall not be issued. However, the Transfer Agent shall send directly to each Unit Holder an account statement each time there is a transaction in the account.

**4.2.9** All Units and fractions thereof (up to four or more decimal places) represent an undivided share in the Scheme



and rank pari passu as to their rights in net assets, earnings and receipt of dividends and distributions. Each Unit Holder has a beneficial interest in NAAF proportionate to the Units held by such Unit Holder. However, while maintaining the integrity of each Unit's pari passu rights, the Management Company may, for the convenience of investors, issue Units with different features from time to time.

**4.2.10** Unit Holders may obtain certificates representing the Growth Units they hold by paying a nominal fee of Rs.25/- per certificate. This fee may be revised from time to time by the Management Company. Requests for redemption, transfer or transmission of Units shall be processed only on the production of the certificate(s) if issued earlier. In the event of loss or defacing of certificates, the verification process shall be carried out to the satisfaction of the Management Company / Trustee / Transfer Agent and the associated costs, if any, will be borne by the Unit Holder.

**4.2.11** The Transfer Agent may register a pledge / lien on any Units in favor of any third party with the specific authority of the Management Company. However, the pledge / lien shall be valid only if evidenced by a statement or letter issued by the Transfer Agent indicating the Units marked in favor of the Pledgee. The onus for due process having been followed in registering a lien shall lie with the party claiming the lien. (Please see Clause 4.7 for details).

#### **4.3 Purchase and Redemption of Units**

- (a) Units are purchased at the Offer Price and redeemed at the Redemption Price at any of the Authorized Distribution Offices during Business Hours on any Dealing Day in accordance with the procedure set out in Clauses 4.4 and 4.5 of this Offering Document.
- (b) Units are issued after realization of subscription money; however these are allocated upon receipt of application.
- (c) During the period the register is closed, as mentioned in Clauses 4.8 and 5.8 of this Offering Document, the sale and redemption of Units will be suspended.
- (d) The Management Company may decline the issue of Units to any applicant if it is of the opinion that it will not be possible to invest the substantial inflow of funds or to meet any regulatory requirements.
- (e) A permanent change in the method of dealing shall be made after expiry of one month's notice to Unit Holders and with the approval of Trustee.

#### **4.4 Procedure for Purchase of Units**

##### **4.4.1 Who Can Apply?**

Any investor or any related group of investors qualified or authorized to purchase the Units may make applications for the Purchase of Units in the Fund. The onus for being so qualified lies with the investor itself and neither the Management Company, nor the Trustee, nor the Transfer Agent, nor the Distributors nor the Investment Facilitators carry any responsibility in this regard. Application may be made pursuant to the procedures described in paragraph 4.4.2 below by any qualified or authorized investor(s) including, but not limited to, the following:

- Citizens of Pakistan resident in Pakistan. In respect of minors below 18 years of age, applications may only be made by their guardians.
- Companies, corporate bodies, financial institutions, banks, partners of a firm and societies incorporated in Pakistan provided such investment is permitted under their respective memorandum and articles of association and / or bye-laws.

- Pakistanis resident abroad, foreign nationals and companies incorporated outside Pakistan can apply for Units subject to the regulations of the State Bank of Pakistan and the Government of Pakistan and any such regulations and laws that may apply to their place of residence, domicile and citizenship. The payment of dividends and redemption proceeds to such investors shall be subject to the relevant taxation and exchange regulations / laws. Any person making an application for the Purchase of Units in the Fund shall warrant that he/she is duly authorized to purchase such Units.
- Provident Funds constituted by companies registered under the Companies Ordinance, 1984, subject to conditions and investment limits as laid down in Employees Provident Fund (Investment in Listed Securities) Rules, 1996, as amended from time to time, including by SROs.
- Provident, Pension and Gratuity Funds constituted by organizations other than companies under Section 20 (h) of the Trusts Act 1882, (11 of 1882).
- Insurance companies under the Insurance Ordinance, 2000.
- Non Profit Organization under Rule 213 (i) of the Income Tax Rules, 2002.

#### 4.4.2 Account Opening Procedure

The procedure given below is designed for paper-based transactions. The Management Company at a later date may introduce electronic/Internet based options for the transactions.

- A. Before purchasing Units of the Fund an investor must open an account with Management Company using the Account Opening Form (NAFA 01) attached to this Offering Document.
- B. Once the Investor Account has been opened, the Investor will be allotted a specific Registration/Folio No./NAFA Account No. which can be used for all future transactions to facilitate reference and linking.
- C. After opening an account, Unit Holder may purchase Units of the Fund using the Investment Form (NAFA 02) attached to this Offering Document.
- D. Fully completed Investment Form for purchase of Units, accompanied with the full amount for the investment and copies of the documents mentioned in the subparagraphs below should be delivered at any of the Authorized Branches of the Distribution Companies or may be submitted to the Management Company through an Investment Facilitator during the Business Hours on each Dealing Day as announced by the Management Company from time to time. Currently only the Authorized Branches of the Distribution Companies as mentioned in Annexure "C" of this Offering Document are authorized to collect application and payment for the issue of Units as laid down in Clause 4.4.4 of this Offering Document.
- E. In case of individuals, a photocopy of the Computerized National Identity Card (CNIC) of the applicant or any other form of identification acceptable to the Management Company needs to be furnished.
- F. In case of corporate bodies, registered societies, institutions, companies or trusts etc., the following documents/details (with attested copies where applicable) should be submitted:
  - i. Investor's name
  - ii. List of Authorized Signatories along with copies of CNIC and their specimen signatures.
  - iii. Instructions for Redemption.
  - iv. Bank details.
  - v. Instructions for Dividend mandate, Zakat and Tax status.
  - vi. Memorandum and Articles/ charter / bye-laws or rules and regulation.
  - vii. Power of attorney and / or relevant resolutions of the board of directors delegating any of its officers to invest in the fund and / or to realize the investments and
  - viii. Other relevant documents as may be required by the Transfer Agent.



- G. In case of existing Unit Holders, if any of the documents have previously been deposited with the Management Company and/or Transfer Agent, fresh submission of documents will not be required provided that deposited documents are acceptable to Management Company. However, the account number must be provided to facilitate linking.
- H. The applicant will receive a note confirming the receipt of the Investment Form from Authorized Officer of the Distributor or Management Company. Payment of Units can be made by cheque, pay order or demand draft.
- I. The Distribution Company and/or Management Company will be entitled to verify the particulars given in the Account Opening Form and Investment Form. In case of any incorrect information, the application may be rejected if the applicant fails to rectify the discrepancy.
- J. If subsequent to receipt of the application by the Distributor, but prior to issue of the Units, the application is found by the Transfer Agent or the Distributor to be incomplete or incorrect in any material manner, the Transfer Agent or the Distributor will advise the applicant to remove the discrepancy. In the mean while the application will be held in abeyance for fifteen days. In the event the discrepancy is not removed in the said fifteen days, the amount will be refunded without any markup.
- K. However, in the event Units have been issued and a material discrepancy is discovered subsequent to that, the Transfer Agent or the Distributor will advise the applicant in writing to remove the discrepancy within fifteen days. If the investor, in the opinion of the Transfer Agent, fails to remove the discrepancy without good cause, the Units shall be redeemed at the Redemption Price fixed on the date the Units are so redeemed. The Unit Holder shall not be entitled to any payment beyond the redemption value so determined.
- L. Investors will be allotted Units based on the Offer (Purchase) Price of the Fund, as announced by the Management Company, of the Dealing Day on which correctly filled Investment Form is submitted to the Distributor (please refer to Clause 3.10 above) and/or Management Company within Business Hours. However, the Investor will be provided the account statement within seven (7) Business Days after the said purchase amount of the Units purchased have been credited to the Fund Account.

In the event a cheque is returned unpaid, the Management Company will assume the application for subscription as void and the Units allotted will be cancelled and the investor informed accordingly. The investor will be asked to submit new investment form along with fresh payment. Units will then be allotted based on the Offer (Purchase) Price, announced by the Management Company, of the Dealing Day on which the new Investment Form together with the payment is received by the Distributor and/or Management Company within Business Hours.

#### 4.4.3 Joint Application

- A. Joint application can be made by up to four applicants. Such persons shall be deemed to hold Units on first holder basis. However, each person must sign the Account Opening Form and submit a copy of Computerized National Identity Card or other identification document.
- B. The first named Holder shall receive all notices and correspondence with respect to the account, as well as proceeds of any redemption, or dividend payments. Such person's receipt or payment into the person's designated bank account shall be considered as a valid discharge of obligation by the Trustee and the management company.
- C. In the event of death of the first Holder, the person first in the order of survivor(s) as stated in the Account Opening Form, shall be the only person recognized by the Trustee to receive all notices and correspondences with regard to the accounts, as well as proceeds of any redemption requests or dividend. Such person's acknowledgement of receipt of proceeds shall be considered as the valid discharge of obligation by the Trustee and the management company.



Provided however the Trustee and/or the Management Company may at their discretion request the production of a Succession Certificate from an appropriate Court before releasing of redemption requests or dividends in cases of doubts or disputes among the Joint Unit Holders and/or the legal heirs or legal representatives of the deceased.

#### 4.4.4 Purchase of Units

An application for purchase of Units may be lodged with any authorized Distributor or presented to the Management Company directly or through an Investment Facilitator. The application shall be in the form prescribed by the Management Company. Account Opening Forms/Investment Forms are available with Distributors or Investment Facilitators (Facilitators) or may be obtained from the Management Company or its website. Units shall be issued based on the Purchase (Offer) Price that is determined as per Clause 4.10.3.

Payment for the Fund Units can be made in the form of:

- Demand draft or Pay order in favor of **CDC-Trustee NAFA ASSET ALLOCATION FUND**
- Online transfer to Bank Account(s) of **CDC-Trustee NAFA ASSET ALLOCATION FUND**
- Cheque (account payee only marked in favor of **CDC-Trustee NAFA ASSET ALLOCATION FUND**)

The Management Company may also notify, from time to time, arrangements or other forms of payment within such limits and restrictions considered fit by it with the prior approval of Commission.

The aforesaid payments must be handed over to a Distributor who will acknowledge the receipt on the Investment Form. Such payments will only be deposited in the bank account of the Fund titled "**CDC Trustee NAFA ASSET ALLOCATION FUND**" maintained with the designated banks and their branches.

Units are issued after realisation of subscription money; however these are allocated upon receipt of application.

Notwithstanding the above, nothing contained herein shall be construed as limiting or otherwise restricting the Management Company's liability under the Regulations

#### 4.5 Procedure for Redemption of Units

##### 4.5.1 Who Can Apply?

All Unit Holders, other than the holders of Class "A" (Restricted/Core Units) Units are eligible to redeem the said Units. Holders of Class "A" Units will be eligible for redemption after the expiry of the period of two years from the date of the closure of the Initial Period; however such Units are eligible for transfer subject to the condition that the new transferee of such Unit(s) agrees to the same condition for the balance period, if any.

##### 4.5.2 Redemption Application Procedure

The procedure given below is designed for paper-based transactions. The Management Company at a later date may introduce electronic/Internet based options for the transactions.

- A. Request for redemption can be made by completing the prescribed Redemption Form (NAFA 03) and endorsing the relevant Certificate, if issued and submitting the same to any of the Authorized Branches of the Distribution Companies or to the Management Company directly or through an Investment Facilitator within Business Hours on a Dealing Day. In case the Certificate is not issued, the applicant has only to complete the prescribed redemption form. The request for redemption would be honored after verifying the signature and other particulars of the Unit Holder from the Unit Holders' Register.
- B. The Unit Holder will receive a note confirming the receipt of the application for redemption from the relevant Distribution Office.
- C. The Distribution Company and /or Management Company will be entitled to verify the particulars given in the Redemption Form. In case of any incorrect information the application may be rejected if the applicant does not rectify the discrepancy.





- D. If subsequent to receipt of the redemption application by the Distributor, but prior to the redemption of the Units, the application is found by the Transfer Agent or the Distributor to be incomplete or incorrect in any material manner, the Transfer Agent or the Distributor will advise the applicant to remove the discrepancy. In the meanwhile, the application will be held in abeyance for fifteen days. In the event the discrepancy is not removed in the said fifteen days, the application for redemption will be cancelled treating the same as null and void. The Unit Holder will then have to submit a fresh application for Redemption of Units.
- E. Units will be redeemed on the basis of daily Net Asset Value (NAV) announced as of the close of the Dealing Day on which a correctly filled Redemption Form is submitted within Business Hours.
- F. Unless otherwise instructed, payment of the redemption proceeds will be made by a cross cheque, in favor of Unit Holder's registered name or first named Joint Holder in the event of Joint Holders, and will be sent to registered address of the Unit Holder or first named Joint Holder, or if so authorized by all the joint holders, at the address of the Joint Holder who has signed the redemption form as provided, within six (6) Business Days of the receipt of a properly documented request for redemption of Units. However, if so authorized by the Unit Holder, payment of redemption proceeds will be made by transfer to the bank account number of the Unit Holder or first named joint holder in the event of Joint Holders. No money shall be paid to any intermediary except the Unit Holder/Joint Holder or his/their authorized representative(s).
- G. In case the investor has requested encashment of bonus Units then such bonus Units will be redeemed at the ex-dividend Net Asset Value of the effective date of distribution.
- H. Redemption of Fund Units may be suspended or put in queue due to exceptional circumstances. For detailed information about this, please refer to Clause 4.8.2 and Clause 4.8.3 below.
- I. Partial Redemption of Units covered by a single Certificate is not permitted. However, Fund Unit Holders may apply for a splitting of the Certificate before applying for redemption.
- J. The Management Company shall ensure that no entry and exit from the Scheme (including redemption and re-issuance of Units to the same Unit Holders on different NAVs) shall be allowed other than the following manners, unless permitted otherwise by the Commission under the Regulations:
- (a) cash settled transaction based on the formal issuance and redemption requests
  - (b) net off issuance and redemption transaction at same net asset value when redemption request is ready to disburse and rank at the top in the list of pending redemption requests (if any).
- K. To receive payment within the same Business day from Monday to Friday, duly completed redemption form(s) must be received by the Management Company before 09:45 am, failing which the redemption request(s) will be carried over to the next Business day. Anyone inside the premises of Distribution Centre at 9:45 am with duly completed application form shall be deemed to have submitted the application before 9:45 am. Every Investor submitting the redemption form will be given an acknowledgement of the application that shall carry time and date. The Cut-off Time may be altered by the Management Company from time to time.

Incase of Same Day Redemption:

- (i) payment shall be dispatched the same business day where the mode of payment is through cheque/draft/pay order;. OR
- (ii) payment instructions shall be initiated before the end of banking hours on the same business day to the respective account of the accountholder where the mode of payment is through on-line transfers. (Depending on bank timing of designated bank(s) which may vary from bank to bank.

Subject to duly completed redemption form(s) must be received by the Management Company as per the specified time given above, failing which the redemption request(s) will be carried over to the next Business day.

It has to be clarified here that the Management Company will not be responsible for any acts or omissions on the part of the bank in concern and delays that may emanate due to their internal or external clearing systems.

#### 4.5.3 Joint Unit Holder(s)

Unless the Joint Unit Holder(s) of Units have specified otherwise, all the Joint Unit Holder(s) shall sign the Redemption Form for such Units.

#### 4.6 Procedure for Requesting Change in Unit Holder Particulars

##### 4.6.1 Who Can Request Change?

All existing Unit Holders or those who have purchased Fund Units as per Clause 4.4 above are eligible to change their Unit Holder details if they so desire. Such change in particulars and requests can be made via the Special Instructions Forms (NAFA 07). These Forms may be obtained from Distributors or Investment Facilitators or from the Management Company or through its website.

##### 4.6.2 Application Procedure for Change in Particulars

- A. The information submitted at the time of purchase of Units can be changed through the Special Instructions Form.
- B. Some of the key information which the Unit Holder can change is as follows:
  - i. Change in address
  - ii. Joint Holder details
  - iii. Nominee details
- C. The Unit Holder can also issue the following instructions:
  - I. Change in Bank Account details
  - ii. Account Operating instructions
  - iii. Frequency of profit payments
- D. Fully completed Special Instructions Form has to be submitted by both Individuals and/or Institutional Investor(s). This Form should be delivered to any of the Authorized Branches of the Distribution Companies or may be submitted to the Management Company through an Investment Facilitator within Business Hours on a Dealing Day.
- E. The applicant must obtain a copy of the Special Instructions Form signed and duly verified by an Authorized Officer of the Distributor or Management Company if the Form is given to an Investment Facilitator.
- F. The Distribution Company and /or Management Company will be entitled to verify the particulars given in the Special Instructions Form. In case of any incorrect information the application may be rejected if the applicant does not rectify the discrepancy.
- G. The Unit Holder will be liable for any taxes, charges or duties that may be levied on any of the above changes that the Unit Holder may request via the Special Instructions Form. These taxes, charges or duties may either be recovered by redemption of Unit Holder equivalent Units at the time of the service request or the Management Company may require separate payment for such services.

##### 4.6.3 Joint Unit Holder(s)

Unless the Joint Unit Holder(s) of Units have specified otherwise, all the Joint Unit Holder(s) shall sign the Special Instructions Form for such Units.





#### 4.6.4 Partial Transfer

Partial transfer of Units covered by a single Certificate is permitted provided that in case of physical certificates issued, the Unit Holder must apply for splitting of the Unit certificate representing the partial amount and then the new certificate shall be applied for transfer.

#### 4.7 Procedure for Pledge / Lien / Charge of Units

##### 4.7.1 Who Can Apply?

All existing Unit Holders or those who have purchased Fund Units as per Clause 4.4 above are eligible to apply for pledge / lien / charge of Units if they so desire. Such Pledge / Lien / Charge can be made via the Pledge of Units Form as attached in Annexure "D" of this Offering Document. These forms may be obtained from Distributors or Investment Facilitators or from the Management Company or through its website.

4.7.2 Any Unit Holder and / or Joint Unit Holder(s) may request the Transfer Agent to record a pledge / lien of all or any of his / her Units in favor of any third party legally entitled to invest in such Units in its own right. The Transfer Agent shall register a lien on any Unit in favor of any third party with the consent of the Management Company. However, the lien shall be valid only if evidenced by an account statement or letter issued by the Transfer Agent with the Units marked in favor of the Pledgee. The onus for due process having been followed in registering a lien shall lie with the party claiming the lien.

4.7.3 The lien once registered shall be removed by the authority of the party in whose favor the lien has been registered or through an order of a competent court. Neither the Trustee, nor the Management Company, nor the Transfer Agent, shall be liable for ensuring the validity of any such pledge / charge / lien. The disbursement of any loan or undertaking of any obligation against the constitution of such pledge/charge/lien by any party shall be at the entire discretion of such party and neither the Trustee nor the Management Company and the Transfer Agent shall take any responsibility in this matter.

4.7.4 Payments of cash dividends or the issue of bonus Units and redemption proceeds of the Units or any benefits arising from the said Units that are kept under lien / charge / pledge shall be paid to the order of the lien / charge / pledge holder's bank account or posted to the registered address mentioned in the Pledge Form and/or Account Opening Form submitted.

4.7.5 The Distribution Company and / or Management Company will be entitled to verify the particulars given in the Pledge Form. In case of any incorrect information the application may be rejected if the applicant does not rectify the discrepancy.

4.7.6 Fully completed Pledge of Units Form has to be submitted by both Individuals and/or Institutional Unit Holders. This Form should be delivered to any of the Authorized Branches of the Distribution Companies or may be submitted to the Management Company directly or through an Investment Facilitator within Business Hours on a Dealing Day.

4.7.7 All risks and rewards, including the right to redeem such Units and operate such account, shall vest with the pledge / lien / charge holder. This will remain the case until such time as the pledge / lien / charge holder in writing to the Management Company instructs otherwise.

#### 4.8 Suspension of Dealing, Queue System and Winding Up

Under the circumstances mentioned in Clause 4.9 below, the Management Company may request the Trustee to approve a temporary change in the method of dealing in Units

##### 4.8.1 Suspension of Fresh Issue of Units

The Management Company may, under certain circumstances, suspend issue of fresh Units. These circumstances may include

- A situation in which the Management Company has decided to terminate the Fund, subject to regulatory approval;
- A situation in which it is not possible to invest the amount received against issuance of fresh Units e.g. closure of money markets and/ or scheduled banks etc.; Or

- Any other situation in which issuance of fresh Units is, in Management Company's opinion, against the interests of the existing/remaining Unit Holders.

The Management Company shall announce the details of exemptions at the time a suspension of fresh issue of Units is announced. Such suspension may however not affect existing Unit Holders, the issue of bonus Units as a result of profit distribution or the option to receive dividends in the form of additional Units. The Management Company shall immediately notify the SECP if fresh issue of Units is suspended and shall also have the fact published, immediately following such decision, in the newspapers in which the Fund's prices are normally published.

#### 4.8.2 Suspension of Dealing in Units

In the event of extraordinary circumstances as mentioned in Clause 4.9 of this Offering Document, the Management Company may suspend or defer dealing in Units. Suspension of redemption of Units has to be carried out simultaneously with suspension in issuance of units. The circumstances under which the Management Company may suspend redemption shall be the event of war (declared or otherwise), natural disasters, a major breakdown in law and order, breakdown of the communication system, terrorist threat and / or activities, closure of the capital markets and /or the banking system or strikes or other events that render the Management Company, Transfer Agent, Trustee or the Distributors unable to function or any other conditions mentioned in the Regulations.

The Management shall ensure that in case of suspension of redemption of Units of the Scheme due to extraordinary circumstances, the issuance of fresh Units shall also be kept suspended until and unless redemption of Units is resumed.

A permanent change in the method of dealing shall be made after expiry of one month's notice to Unit Holders and with the approval of Trustee. A temporary change shall only be made:

- (a) in exceptional circumstances, having regard to the interests of Unit Holders; or
- (b) if the possibility of a change and the circumstances in which it can be made have been fully disclosed in the Offering Document; and
- (c) with the approval of the Trustee.

#### 4.8.3 Queue System

In the event redemption requests on any day exceed ten percent (10%) of the Units in issue, the Management Company may invoke a Queue System whereby requests for redemption shall be processed on a first come first served basis for up to ten percent (10%) of the Units in issue. The Management Company shall proceed to sell adequate assets of the Fund and / or arrange borrowing as it deems fit in the best interest of all Unit Holders and shall determine the redemption price to be applied to the redemption requests based on such action. Where it is not practical to determine the chronological ranking of any requests in comparison to others received on the same Dealing Day, such requests shall be processed on basis proportionate to the size of the requests. The Management Company shall provide all redemption requests duly timed and date stamped to the Trustee within 24 hours of receipt of any such request following the queue system. The requests in excess of ten percent (10%) shall be treated as redemption requests qualifying for being processed on the next Dealing Day at the price to be determined for such redemption requests. However, if the carried over requests and the fresh requests received on the next Dealing Day still exceed ten percent (10%) of the Units in issue, these shall once again be treated on first come first served basis and the process for generating liquidity and determining the redemption price shall be repeated and such procedure shall continue till such time the outstanding redemption requests come down to a level below ten percent (10%) of the Units then in issue.

#### 4.8.4 Winding up in view of Major Redemptions

In the event the Management Company is of the view that the quantum of redemption requests that have built up are likely to result in the Fund being run down to an unsustainable level or it is of the view that the sell off of assets is likely to result in a significant loss in value for the Unit Holders who are not redeeming, it may announce winding up of the Fund. In such an event, the Queue System, if already invoked, shall cease to apply and all Unit Holders shall be paid after selling the assets and determining the final Redemption Price.



However, interim distributions of the proceeds may be made if the Management Company finds it feasible. In case of shortfall, neither the Trustee nor the Management Company shall be liable to pay the same.

#### **4.9 Issue and redemption of Units in extraordinary circumstances**

The Management Company may, at any stage, suspend dealing in Units and for such periods as it may so decide provided that Issuance and redemption may only be suspended simultaneously during extraordinary circumstances. The issue and redemption of Units may be suspended with the approval of the Board of Directors of the Management Company during extraordinary circumstances including closure of the money market and scheduled banks, the existence of a state of affairs which in the opinion of the Management Company constitutes an emergency as a result of which disposal of any investment would not be reasonably practicable or might seriously prejudice the interest of the Fund or of the Unit Holders, a break down in the means of communication normally employed in determining the price of any investment or when remittance of money cannot be carried out in reasonable time and if the Management Company is of the view that it would be detrimental to the remaining Unit Holders to redeem Units at a price determined in accordance with the Net Asset Value. The Management Company may announce a suspension or deferral of redemption. Such a measure shall be taken to protect the interest of the Unit Holders in the event of extraordinary circumstances or in the event redemption requests accumulate in excess of ten percent (10%) of the Units in issue. In the event of a large number of redemption requests accumulating, the requests may be processed in a Queue System and under extreme circumstances the Management Company may decide to wind up the Fund. Details of the procedure are given in Clause 4.8 herein above. Such suspension or queue system shall end on the day following the first Business Day on which the conditions giving rise to the suspension or Queue System, shall in the opinion of the Management Company, have ceased to exist and no other condition under which suspension or Queue System is authorized under the Deed exists. In case of suspension and invoking of a Queue System and end of suspension and Queue System, the Management Company shall immediately notify the SECP and publish the same in the newspaper in which the Fund's prices are normally published. In the event investments in the Fund by one Unit Holder is in excess of 5% of Net Asset Value of the Fund, and the Management Company believes such investment may adversely affect the interest of existing Unit Holders, it has the option to decline to accept the investment.

#### **4.10 Frequency of Valuation, Dealing and Mode of the Price Announcement**

**4.10.1** The valuation of the property method for determining the value of the assets and liabilities and the net asset value would be as mentioned in the Regulations and SECP directives as amended or substituted from time to time and Clauses 14.42 and 14.43 of this Offering Document.

For the Classes of Units and the Initial Period (Purchase) Prices, please refer to Clause 4.1 and Clause 1.7 of this Document.

**4.10.2** Subsequent to the Initial Period, the Management Company shall announce the Purchase (Offer) and Redemption (Repurchase) Prices for every Dealing Day as specified by the Commission from time to time, calculated on the basis of the NAV and adjusted for such load, transaction costs, charges and duties as are described herein. The method of calculation shall be such that the Trustee is satisfied regarding the accurate calculation of prices.

**4.10.3** The Purchase (Offer) Price shall be equal to the sum of the Net Asset Value (NAV) as of the close of the Dealing Day, Transaction Cost, any Front-End Load (Load) not exceeding 5% of the Net Asset Value (Please refer to Annexure "B" for the current level of load) and such amount as the Management Company may consider appropriate provision for Duties and Charges and such sum shall be adjusted up to four decimal places. The Purchase (Offer) Price so determined for a Dealing Day shall apply to purchase requests, complete in all respects, received by the Distributor and / or Management Company during the Business Hours on that Dealing Day. However, the Front-end Load may not be added to the NAV for such Units that are being converted in another scheme being run by the Management Company.

**4.10.4** The Redemption Price shall be equal to the Net Asset Value (NAV) as of the close of the Dealing Day less Transaction Cost, any Back-End Load (Load) not exceeding 5% of the Net Asset Value (Please refer to Annexure "B" for the current level of load) and such amount as the Management Company may consider appropriate provision for Duties and Charges and such sum shall be adjusted up to four decimal places. The

Redemption Price so determined for a Dealing Day shall apply to redemption requests, complete in all respects, received by the Distributor and / or Management Company during the Business Hours on that Dealing Day. However, the Back-end Load may not be deducted from the NAV for such Units that are being converted in another scheme being run by the Management Company. In any case the cumulative Front-end Load and Back-end Load on a particular Unit would not exceed 5% of the NAV.

- 4.10.5** The Management Company shall, at such frequencies as may be prescribed in this Offering Document or under the Regulations, determine and announce the Net Asset Value based prices of the Units. Under certain circumstances as provided in this Offering Document, the Management Company may suspend the announcement of the prices.
- 4.10.6** The Management Company may publish the Purchase (Offer) and Redemption (Repurchase) Prices in at least one daily newspaper widely circulated in Pakistan.
- 4.10.7** The prices determined, as described hereinabove shall be subject to adjustment for any taxes payable in the jurisdiction of the transaction.

**4.11 Purchase (Offer) and Redemption (Repurchase) of Units Outside Pakistan**

- A. Subject to exchange control and other applicable laws, Rules and Regulations, in the event of arrangements being made by the Management Company for the Purchase (Offer) of Units to persons not residing in Pakistan or for delivery in any country outside Pakistan, the price at which such Units may be issued may, at the discretion of the Management Company, include in addition to the Purchase (Offer) Price as hereinbefore provided a further amount sufficient to cover any exchange risk insurance, any additional stamp duty or taxation whether national, local or otherwise leviable in that country in respect of such issue or of the delivery or issue of Certificates, or any additional costs relating to the delivery of certificates or the remittance of money to Pakistan or any other cost in general incurred in providing this facility.
- B. In the event that the Redemption Price for Units shall be paid in any country outside Pakistan, the price at which such Units may be redeemed may at the discretion of the Management Company include as a deduction to the Redemption Price as hereinbefore provided a further amount sufficient to cover any exchange risk insurance and any additional stamp duty or taxation whether national, local or otherwise leviable in that country in respect of such payment or redemption or any bank or other charges incurred in arranging the payment or any other cost in general incurred in providing this facility. Provided however, neither the Management Company, nor the Trustee give any assurance or make any representation that remittance would be allowed by the State Bank of Pakistan at the relevant time
- C. The currency of transaction of the Trust is the Pakistan Rupee and the Management Company, Trustee or any Distributor are not obliged to transact the purchase or redemption of the Units in any other currency and shall not be held liable, save as may be specifically undertaken by the Management Company, for receipt or payment in any other currency or for any obligations arising therefrom.

**4.12 Transfer, Transmission and Conversion Procedure.**

- (a) Unit Holder may, subject to the law, transfer any Units held by them to any other account holder. The transfer shall be carried out after the Transfer Agent has been satisfied that all the requisite formalities including the payment of any taxes and duties have been complied with. A Unit shall be transferable only in its entirety.
- (b) Both the transferor and the transferee must sign every instrument of transfer and the transferor shall be deemed to remain the Holder of the Units transferred until the name of the transferee is entered in the register. Every instrument of transfer must be duly completed in all respects including affixation of transfer stamps of the requisite value. Where Certificates have been issued the Trustee may dispense with the production of any Certificates if the Certificates have been lost or destroyed,



subject to compliance by the transferor with like requirements to those arising in the case of an application by him for the replacement thereof as provided in this Offering Document or the Trust Deed. The Transfer Agent shall retain all instruments of transfer.

- (c) The Transfer Agent shall, with the prior approval of the Management Company be entitled to destroy all instruments of transfer or the copies thereof, as the case may be, which have been registered at any time after the expiration of twelve years from the date of registration thereof and all the Certificates which have been cancelled at any time after the expiration of six years from the date of cancellation thereof and all registers, statements and other records and documents relating to the Trust at any time after the expiration of six years from transmission to the Trust. The Trustee or the Management Company or the Transfer Agent shall be under no liability, whatsoever, in consequence thereof and it shall conclusively be presumed in favor of the Trustee or the Management Company or the Transfer Agent that every Unit of Transfer so destroyed was a valid and effective instrument duly and properly registered by the Trustee or the Management Company or the Transfer Agent and that every Certificate so destroyed was a valid Certificate duly and properly cancelled, provided that (i) this provision shall apply only to the destruction of a document in good faith and without notice of any claim (regardless of the parties thereto) to which the document may be relevant; (ii) nothing in this sub-clause shall impose upon the Trustee or the Management Company or the Transfer Agent any liability in respect of the destruction of any document earlier than as aforesaid or in any case where the conditions of provision (i) above are not fulfilled. Reference herein to the destruction of any document includes reference to the disposal thereof in any manner.
- (d) Transmission of Units to successors in case of inheritance or distribution of the estate of a deceased Unit Holder shall be processed by the Transfer Agent after satisfying as to all legal requirements. The legal costs and taxes, if any, shall be borne and paid by the transferees. However, the processing fee shall not be payable by successors or the beneficiaries of the estate in the case of transmission. The Management Company shall pay the relevant processing fee to the Transfer Agent.
- (e) A Unit Holder may convert the Units in a Unit Trust Scheme managed by the Management Company into Units of another Unit Trust Scheme managed by the Management Company. The Transfer Agent shall carry out the conversion after satisfying that all the requisite formalities have been fulfilled and payment of the applicable taxes, fees and/or load, if any, has been received. The Management Company may impose a time limit before which conversion may not be allowed.
- (f) A Unit Holder may merge the Units when he/she has invested with two folio/registration numbers and wishes to merge both the Units into one Registration No./Folio No./NAFA Account No. The Transfer Agent shall carry out the merger after satisfying that all the requisite formalities have been completed and payment of applicable taxes and fee, if any, has been received.



## 5. DISTRIBUTION POLICY

### 5.1 Distribution Policy

The net amount available for distribution at the end of the Financial Year (or such interim period as may be decided by the Management Company), shall comprise of the revenues earned by the Fund including the net impact of the revenue collected and paid out in the NAV calculation through Purchase (Offer) and Redemption (Repurchase) of Units, less all expenses incurred or accrued attributable to the Fund.

The Management Company shall distribute by way of dividend to its Unit Holders of the Scheme not less than ninety per cent of its accounting income received or derived from sources other than unrealized capital gains as reduced by such expenses as are chargeable to the Scheme under the Regulations.

### 5.2 Declaration of Dividend

The Management Company shall decide, as soon as possible but not later than three months after the Accounting Date, or any other time stipulated under the Ordinance and/or the Regulations, whether to distribute among Holders, profits (if any) available for the distribution at the end of the Accounting Period to comply with the requirement of the Regulations, the tax laws and other regulations in force relating to income distribution and shall advise the Trustee of the rate of such distribution per Unit. Such profits may be distributed in cash, bonus Units, or a combination of both or in any other form acceptable to the Commission that may qualify under the tax laws.

### 5.3 Determination of Distributable Income

The amount available for distribution in respect of any Accounting Period shall be determined by the Management Company and shall be the sum total of:

- (a) The total income earned on the Trust Property during such Accounting Period including all amounts received in respect of dividend, mark-up, profit etc.
- (b) All receipts deemed by the Management Company to be in the nature of capital accruing from Investments shall not be regarded as available for distribution but shall be retained as part of the Trust Property, provided that such amounts out of the sale proceeds of the Investments and all other receipts deemed by the Management Company to be in the nature of the net realized appreciation may be distributable to the Unit Holders by the Trustee upon instructions of the Management Company and shall thereafter cease to form part of the Trust Property once transferred to the Distribution Account.
- (c) Net realized appreciation as set out in (b) above from which shall be deducted expenses as set out in Clause 6.2 below and such other adjustments as the Management Company may determine in consultation with the Auditors, subject to the Rules and the Regulations and the provisions of the Income Tax Ordinance.

### 5.4 Reinvestment of Dividend

Dividends shall be automatically reinvested in additional Units, however a Unit Holder may instruct the Management Company in writing by completing the prescribed form not to re-invest the future dividends to which he/she will be entitled. In such an event, future dividends shall be paid by way of transfer to his designated bank account. Unit Holders may opt to receive the amount equivalent to their share of the annual cash distribution in the form of additional Units. In such an event, the Management Company shall at the end of the Financial Year (or the relevant period in the event of an interim distribution) cause to issue such number of Units to the Unit Holder that approximately equates the value of the Cash Dividend for the period. The issue price shall be determined on the basis of the NAV of June 30 or Profit distribution Date after appropriation of income of that year / relevant period, but without any charge of the front-load normally deducted from the offer price. The issuance of the bonus Units shall be made, net of any taxes, charges and duties that the Management Company or the Trustee is obliged to recover from the Unit Holder.



- 5.4.1** A Unit Holder may in writing at the time of purchase of Units or at a later date instruct the Management Company to reinvest the future dividends to which Unit Holder will be entitled into the Fund Units.
- 5.4.2** The Purchase (Offer) Price for the Units to be issued under Clause 5.4.1 above will be the NAV at the Distribution Date after the adjustment of the announced dividend.
- 5.5 Bonus Units**  
The Management Company may decide to distribute, wholly or in part, the distributable income in the form of stock dividend (which would comprise of the Bonus Units of the Trust) if it is in the interest of Unit Holders. After the fixing of the rate of bonus distribution per Unit, in case of distribution in the form of Bonus Units, the Management Company shall, under intimation to the Trustee, issue additional Units issued in the name of the Unit Holders as per the bonus ratio. The Bonus Units would rank pari passu as to their rights in the Net Assets, earnings and receipt of dividend and distribution with the existing Units from the date of issue of these Bonus Units. The account statement or Unit Certificate shall be dispatched to the Unit Holder within fifteen days of the issue of Bonus Units. The Unit Holder(s) have the option to encash the Bonus Units at ex-dividend Net Asset Value as on June 30 of the relevant period or any interim date as may be decided by the management company for interim distribution.
- 5.6 Payment of Dividend**  
All payments for dividend shall be made through payment instruments or transfer of funds to the Unit Holder's designated bank account or the charge-holder's designated bank account in case of lien / pledge of Units as the case may be or through any other mode of payment and such payment shall be subject to the Regulations and any other applicable laws.
- 5.7 Dispatch of Dividend Warrants/Advice**  
Dividend warrants/advices/payment instruments and/or Account Statements shall be dispatched to the Unit Holders or the charge-holders at their registered addresses.
- 5.8 Closure of Register**  
The Management Company may close the Register by giving at least seven (7) days notice to Unit Holder provided that the time period for closure of register for dividend declaration shall not exceed six (6) working days at a time and whole forty five days in a Financial Year. During the closure period, the sale, redemption or transfer of Units will be suspended.



## 6. FEE AND CHARGES

### 6.1 Fees and Charges Payable by an Investor

#### 6.1.1 Front-end Load

Front-end Load means the processing charge (excluding Duties and Charges) not exceeding 5% of Net Asset Value

The Unit Purchase Price includes Front-end Load calculated as a percentage of the Purchase (Offer) Price. The current level of Front End Load is indicated in Annexure B. The issue price applicable to bonus Units issued by way of dividend distribution or issue of Units in lieu of cash distribution shall not include any Front-end Load. Transfer of Units from one owner to another shall be subject to a processing charge of an amount not exceeding (0%) of the Net Asset Value at the date the request is lodged within Business Hours on the Dealing Day to the Authorized Distributor, Transfer Agent or Management Company, which shall be recovered from the transferee. The taxes, charges or duties may be recovered by redemption of equivalent Units at the time of the transfer or may be recovered separately. However, the processing charge shall not be payable by successors in the case of inheritance or distribution of the estate of a deceased Unit Holder.

#### 6.1.2 Remuneration of Distribution Company / Investment Agent / Investment Facilitator

- A. The Distribution Company or any Investment Facilitator / Investment Advisor / Sales Agent employed by the Management Company will be entitled to a remuneration payable by the Management Company out of its own resources and/or from Front End Load on terms to be agreed between the Management Company and the Distribution Company / Investment Facilitator / Sales Agent.
- B. Payments to the Distribution Company shall be made on instruction of Management Company and shall not be charged to the Trust Property. The remuneration due to the Distribution Company shall be paid within thirty (30) calendar days of the end of the calendar months.
- C. In the event that Distribution Function is to be performed by more than one Distribution Companies, the remuneration shall be distributed amongst the Distribution Companies in proportion to the Units sold during the relevant period.
- D. Distributors/Investment Facilitators or Sales Agents located outside Pakistan may, if so authorized by Trustee and the Management Company, be entitled to remuneration (from Management Company's own resources) on terms to be agreed between them and the Management Company, subject to the law for the time being in force.

#### 6.1.3 Redemption Processing Charge (Back-end Load)

The Unit Redemption Price is calculated after deducting a processing charge not exceeding 5% percent from the Net Asset Value of the Unit. The current level of Back-end Load is indicated in Annexure B.

### 6.2 Fees and Charges Payable by NAFA ASSET ALLOCATION FUND

The following expenses will be borne by the Fund:

#### 6.2.1 Remuneration of the Management Company

The Management Company shall be entitled to be paid monthly in arrears, accrued numeration duly verified by the Trustee during the first five years of the scheme's existence of an amount not exceeding three percent (3%) per annum of the average annual Net Assets of the Scheme and thereafter of an amount equal to two percent (2%) per annum of the average annual Net Assets or such other amount as may be specified by the Commission from time to time. Current level Management Fee is disclosed in **Annexure "B"**.



Provided that the Management Company may charge performance based or fixed fee or the combination of both as per the guidelines issued by the Commission from time to time and such fee structure shall be disclosed in this Offering Document.

The remuneration shall begin to accrue from the close of the Initial Offering Period. In respect of any period other than an Annual Accounting Period, such remuneration shall be prorated on the basis of the actual number of days for which such remuneration has accrued in proportion to the total number of days in the Annual Accounting Period concerned.

#### 6.2.2 Remuneration of the Trustee

- A. The Trustee shall be entitled to a monthly remuneration out of the Trust Property determined in accordance with **Annexure "A"**. The remuneration shall begin to accrue following the expiry of the Initial Period. For any period other than a full calendar month such remuneration will be prorated on the basis of the actual number of days for which such remuneration has accrued in proportion to the total number of days in the calendar month concerned.
- B. Such remuneration shall be paid to the Trustee in arrears within thirty (30) Business Days after the end of each calendar month.
- C. In consideration of the foregoing and save as aforesaid the Trustee shall be responsible for the payment of all expenses incurred by the Trustee from time to time in connection with its duties as Trustee of the Trust. The Trustee shall not make any charge against the Holders or against the Trust Property or against the Distribution/Redemption Account for their services or for their expenses, except such expenses as are expressly authorized to be paid out of the Trust Property under the provisions of the Regulations and the Constitutive Documents.
- D. Any increase in the remuneration of the Trustee agreed to by the Management Company shall require the approval of the Commission. However, any decrease in remuneration of the Trustee shall not require such approval.

#### 6.3 Expenses of the Management Company and the Trustee

The Management Company and Trustee shall bear all expenditures in respect of their respective secretarial and office space and professional management services provided in accordance with the provisions of the Deed. Neither the Management Company nor the Trustee shall make any charge against the Unit Holders nor against the Trust Property nor against the Distribution Account for their services nor for expenses, except such expenses or fees as are expressly authorized under the provisions of the Regulations and the Deed to be payable out of Trust Property.

Any cost associated with sales, marketing and advertisement of collective investments schemes shall not be charged to the collective investment schemes

##### 6.3.1 Other costs and expenses to be charged to and borne by the Trust.

- (a) Brokerage and Transaction Costs related to investing and disinvesting of the Trust Property
- (b) Legal and related costs incurred in protecting the interests of the Unit Holders of the Scheme
- (c) Bank charges, borrowing and financial costs
- (d) Auditors' fees and out of pocket expense billed by them



- (e) Fees payable to the Commission
- (f) Taxes, fees and duties if any, applicable to the Scheme and its income and/or its properties
- (g) Rating fees of the Scheme payable to the approved rating agency
- (h) Charges and levies of stock exchanges, national clearing and settlement company, Central Depository Company
- (i) Listing fee payable to the Stock Exchange including renewals
- (j) Expenses incurred by trustee in effecting registration of all registerable assets in the name of the trustee
- (k) Printing costs and related expenses for issuing the quarterly, half-yearly and annual reports etc of the Scheme
- (l) Any other expenses or charge as may be allowed by the Commission.

Any cost associated with sales, marketing and advertisement of the Scheme shall not be charged to the Trust.



## 7. TAXATION

### 7.1 Taxation on the Income of the Fund

#### 7.1.1 Liability for Income Tax

The following is a brief description of the Income Tax Ordinance, 2001, applicable in respect of NAAF. This section is for advice only and potential investors should consult their tax experts for their liability with respect to taxation on income from investment in the Fund. This part does not cover tax liability of non-Pakistani resident investors with respect to taxes in their own jurisdiction.

The income of the Fund will be taxed at the following rates:

- Dividend income at applicable tax rates.
- Capital gain arising from sale of securities (i.e. shares of a public company listed on any Stock Exchange(s) in Pakistan, vouchers of Pakistan Telecommunication Corporation, modaraba certificates, an instrument of redeemable capital, and derivative products) is taxable at applicable rates (as per Income tax law) if the holding period of such securities is less than one year.
- Income from Term Finance Certificates or Corporate Paper(s), Government Securities, return on deposits/Certificates of Investment/deposits with banks/financial institutions, money market transactions, profit and loss sharing accounts with banks etc., is taxable at the rate applicable to a public company (as per Income Tax law). However, income from brokerage and commission is subject to final taxation and the applicable withholding tax will be the final tax on this income.

Notwithstanding the tax rates given above, the income from the Fund will be exempted from tax if 90% or more of its accounting income for the year as reduced by capital gains whether realized or unrealized, is distributed amongst the Unit Holders. Further under the provisions of Clause 47 (B) of Part (IV) of the Second Schedule to the Income Tax Ordinance 2001, the Fund's income from dividend, profit on debt, brokerage and commission is exempt from respective withholding tax provisions of law.

#### 7.1.2 Zakat

NAAF is Saheb-e-Nisab under the Zakat and Ushr Ordinance, 1980. The balance in the credit of savings bank account, or similar account with a bank standing on the first day of Ramzan-ul-Mubarak will be subjected to Zakat deduction @ 2.5%.

### 7.2 Taxation on Unit Holders

**Disclaimer:** The information set forth below is included for general information purposes only. Each investor is advised to consult a tax advisor regarding the specific tax consequences to him/her of investing in the Fund.

#### 7.2.1 Unit Holders of the Fund will be subject to Income Tax @ 10% on dividend income distributed by the Fund (exemption on distribution out of capital gains is limited to those funds which are debt or money market funds and they do not invest in shares).

The tax deducted on dividend at the rates specified above will be the final tax (except for companies) and the payer will be required to withhold the amount of tax at source from payment of dividend except payment to the banking companies.

#### 7.2.2 Capital gain arising from sale/redemption of units of the Fund (listed on the Stock Exchange(s)) will be subject to tax at the applicable tax rate where such units are held by the unit holder for a period of less than one year. The capital gain of the units held for more than a year will not be taxed.

The Fund shall deduct tax on capital gains at the specified/applicable rates on redemption of units if the holding period of such units is less than one year.

The above stated provisions for taxation of capital gain will not apply to the insurance and banking companies whose capital gains' taxation will be made according to the provisions of the Forth Schedule and Seventh Schedule of the Income Tax Ordinance, 2001 respectively.

**7.2.3** Unit Holders who are exempt from income tax may obtain exemption certificate from the Commissioner of Income Tax and provide the same to the Management Company and/or Transfer Agent and on the basis of Exemption Certificate income tax will not be withheld.

**7.2.3 Tax Credit**

Unit Holders other than a company shall be entitled to a tax credit under Section 62 of the Income Tax Ordinance, 2001, on purchase of new Units. The amount on which tax credit will be allowed shall be lower of (a) amount invested in purchase of new Units, (b) 10% of the taxable income of the Unit Holder or (c) Rupees three hundred thousand, and will be calculated by applying the average rate of tax of the Unit Holder for the tax year. If the Units so acquired are disposed within 12 months, the amount of tax payable for the tax year in which the Units are disposed shall be increased by the amount of tax credit.

**7.2.4 Zakat**

Units held by resident Pakistani Unit Holders shall be subject to Zakat at 2.5% of the Par value of the Units under Zakat and Ushr Ordinance, 1980, (XVII of 1980), except those exempted under the said Ordinance. Zakat will be deducted at source from the dividend amount or from the redemption proceeds.

**7.3 Dividend**

The Fund shall distribute 90% or more of its accounting income for the year as reduced by capital gains (whether realized or unrealized) amongst the Unit Holders as Bonus Units and/or cash dividend in order to avail tax exemption in the interest of the Unit Holders(s).

**7.4 Disclaimer**

The tax and Zakat information given above is based on the Management Company's tax advisor's interpretation of the law which, to the best of the Management Company's understanding, is correct. Investors are expected to seek independent advice so as to determine the tax consequences arising from their investment in the Units of the Fund. Furthermore, tax and Zakat laws, including rates of taxation and of withholding tax, are subject to amendments from time to time. Any such amendments in future shall be deemed to have been incorporated herein.

**The entire information in Clause 7 is based on the current taxation status. The exemptions and rates of taxation are subject to change from time to time.**



## 8. REPORTS AND ACCOUNTS

### 8.1 Accounting Period / Financial Year of NAFA ASSET ALLOCATION Fund

Accounting Period means a period ending on and including an accounting date and commencing (in case of the first such period) on the date on which the Trust Property is first paid or transferred to the Trustee and (in any other case) from the next day of the preceding accounting period.

Annual Accounting Period means the period commence on 1st July and shall end on 30th June of the succeeding calendar year.

### 8.2 Financial Reporting

The following reports will be sent to the Unit Holders as per Regulation 38:

- (a) The Management Company shall maintain at its principal office, proper accounts and records to enable a complete and accurate view to be formed of the assets and liabilities and the income and expenditure of the Scheme, all transactions for the account of the Scheme and amounts received by the Scheme in respect of issue of Units and paid out by the Scheme on redemption of the Units and by way of distributions. The Management Company shall not remove the records or documents pertaining to the Scheme from Pakistan to a place outside Pakistan without prior written permission of SECP and the Trustee. The Management Company shall maintain the books of accounts and other records of the Scheme for a period of not less than ten years.
- (b) The Management Company shall prepare and transmit the annual report physically in such form and manner as set out in Regulations as amended or substituted from time to time.
- (c) The Management Company shall prepare and transmit quarterly reports physically (or through electronic means or on the web subject to SECP approval) in such form and manner as set out in Regulations as amended or substituted from time to time.
- (d) The Management Company shall maintain a Register of Unit Holder(s) of the Trust (either in physical or electronic form) and inform the Trustee and the SECP of the address where the Register is kept.
- (e) The Trustee shall report to the Unit Holders in accordance with the Regulations and the Trust Deed including such report(s) to be included in the annual and second quarterly financial statements of the Fund in accordance with the NBFC Regulations



## 9. SERVICE TO UNIT HOLDERS

### 9.1 Availability of Forms

All the Forms mentioned and/or included in this Offering Document will be available at the Authorized Branches of the Distribution Companies as well as from the Management Company or on its website at [www.nafafunds.com](http://www.nafafunds.com).

### 9.2 Register of Unit Holders

- A Register of Unit Holders may be maintained by Transfer Agent Department of the Management Company presently having its office at Transfer Agent Department, NBP Fullerton Asset Management Limited ( Formerly: National Fullerton Asset Management Limited), 9th Floor, Adamjee House, I. I. Chundrigar Road, Karachi, or such other company, as the Management Company may appoint after giving prior notice to the Unit Holders.
- Every Unit Holder will have a separate Registration Number. The Management Company shall use such Registration Number for recording Units held by the Unit Holder. Unit Holder's account identified by the registration number will reflect all the transactions in that account held by such Unit Holder.
- The Holder will be entitled to ask for copies of his account statement on any Dealing Day within Business Hours by applying to the Transfer Agent in writing and providing such fee that the Management Company may notify from time to time.
- The Register shall be conclusive evidence as to the Units held by each Unit Holder.

### 9.3 Information in the Register

The Register will normally contain the following major information:

#### 9.3.1 About Unit Holders

- Name of Unit Holder / Joint Unit Holders;
- Address of Unit Holder / first named Joint Holder;
- National Identification Number(s) of Unit Holder / Joint Unit Holders and/or identification number of passport if applicable;
- Father's or Husband's name of Unit Holder in case of individual;
- Occupation of Unit Holder;
- Tax status of the Unit Holder;
- Bank details;
- Zakat status of the Unit Holder(s);
- Record of signature of Unit Holder/Joint Holders;
- Particulars of Nominee(s);

#### 9.3.2 About Units

- a) Type and Class;
- b) Certificate number, if applicable;
- c) Dates of purchase / redemption / transfer;
- d) Number of Units held by the Unit Holder; and
- e) Information about lien / pledge / charge on Units.

#### 9.3.3 Instructions

- a) Instruction about reinvestment or payment of dividend or the encashment of bonus Units;
- b) Instructions for redemption application;
- c) Information and instruction about Pledge of Units / lien;
- d) Information and instruction about Nominee(s) in case of death of Unit Holder;
- e) Bank details for Redemption / Dividend mandate.



### 9.3.4 Request for Changes

All existing Unit Holders or those who have purchased the Fund Units as per Clause 4.4 above are eligible to change their Unit Holder details if they so desire. Such change in particulars and requests can be made via Special Instruction Form, as attached in Annexure "D" of this Offering Document. These Forms may be obtained from Distributors or Investment Facilitators or from the Management Company or through our web site. The Transfer Agent, who on being satisfied therewith and on compliance with such formalities (including in the case of a change of name, the surrender of any Certificate previously issued to such Holder and the payment of the fee) shall alter the Register or cause it to be altered accordingly and in the case of a change of name shall issue a new Certificate if required to such Holder.

### 9.4 Account Statement

The Transfer Agent may send directly to each Unit Holder an account statement each time there is a transaction in the account.

### 9.5 Certificates

9.5.1 Unit Certificates will be issued only to Growth Unit Holder(s) if requested.

9.5.2 Unit Certificate(s) will be issued only if requested by Units Holder(s) together with a fee at the rate of Rs. 25/- per Certificate or any other amount as determined by the Management Company from time to time.

9.5.3 The issued Certificate would be sent through postal or courier service at the applicant's risk within 21 Business Days after the request for the Certificate has been made, to the address of the Unit Holder or to the address of the first named Joint Holder / Principal Account Holder, if the relevant Unit or Units are jointly held.

9.5.4 Certificate(s) will not be issued for fractional Units.

9.5.5 In the case of Units held jointly, the Transfer Agent shall not issue more than one Certificate for the Units held by such Joint Holder(s) and delivery of such Certificate to the first named Joint Holder/Principal Account Holder named first therein shall constitute sufficient delivery to all Joint Holders. All payments required under this document (i.e. redemption and dividend) will be made to first named Joint Holder/Principal Account Holder.

9.5.6 Certificates shall be issued in such form as may from time to time be agreed between the Management Company and the Trustee. A Certificate shall be dated, shall bear the name and address of the Management Company and the Trustee, shall bear a serial number and shall specify the number of Units represented thereby and the name and address of the Holder as appearing in the Register.

### 9.6 Replacement of Certificates

9.6.1 The Transfer Agent or Management Company may replace Certificates, which are defaced, mutilated, lost or destroyed on application received by them from the Unit Holder on the prescribed form on the payment of all costs and on such terms as to evidence, indemnity and security as may be required. Any defaced or mutilated Certificate must be surrendered before a new Certificate is issued.

9.6.2 The Unit Holder shall on application on prescribed form be entitled to consolidate the entire holding in the Fund into one (01) Certificate upon surrender of existing Certificates.

9.6.3 Each new issue of Certificates will require payment of Rs.25/- per Certificate, subject to revisions of fee from time to time by the Management Company.

**9.7 Pledge/Lien of Units/Charge**

For details about Pledge / Lien of Units / Charge please refer to Clause 4.7 above.

**9.8 Nomination**

Subject to any Personal Laws that may be applicable to a Unit Holder, a single Unit Holder can nominate a successor to receive the Units upon his death by filling in the relevant portion of the Investment Form (or may request a nomination or change in nomination through the Special Instruction Form, Nominee(s) can be nominated only by single Unit Holder when there are no Joint Holders. The maximum number of Nominee(s) can be two (02) in number with their respective shares mentioned in percentage against their respective names. Such nomination shall, however, not restrict the Management Company or the Trustee or the Transfer Agent from demanding succession certificate from appropriate court of law and they shall not be liable in any manner in case of any disputes among the legal heirs of the deceased.



10. FINANCIAL INFORMATION

10.1 Auditors Certificate on Core Investors' Investment in the Units of the Fund

**A.F.FERGUSON & CO.**

A member firm of  
**PRICEWATERHOUSECOOPERS**

A.F.Ferguson & Co  
Chartered Accountants  
State Life Building No. 1-C  
I.I.Chundrigar Road, P.O.Box 4716  
Karachi-74000, Pakistan  
Telephone: (021) 32426682-6 / 32426711-5  
Facsimile: (021) 32415007 / 32427938

The Board of Directors  
NBP Fullerton Asset Management Limited  
(formerly National Fullerton Asset Management Limited)  
9<sup>th</sup> Floor, Adamjee House  
I.I Chundrigar Road  
Karachi

August 2, 2010

C 0081

Dear Sirs

**AUDITORS' CERTIFICATE FOR RECEIPT OF SUBSCRIPTION TOWARDS SEED CAPITAL OF NAFA ASSET ALLOCATION FUND (THE FUND)**

As requested by you we have traced from the books and records of the Fund that a sum of Rs 100,000,000 (Rupees One Hundred Million only) has been received upto August 2, 2010 in the Fund's bank account maintained with Bank Alfalah Limited (Stock Exchange Branch, Karachi) towards subscription of seed capital of the Fund.

The seed capital has been received from the following investors:

S. No	Core Investors	Number of Units	Amount in Rupees
1.	Alexandra Fund Management PTE Limited	10,000,000	100,000,000
<b>Total</b>		<b>10,000,000</b>	<b>100,000,000</b>


This certificate is being issued only for submission as part of NAFA ASSET ALLOCATION Fund's 'Offering Document'.

Yours truly

**10.2 Auditors Certificate on the Net Asset Value of the Fund**

**A.F.FERGUSON & CO.**

A member firm of

**PRICEWATERHOUSECOOPERS** 

A.F.Ferguson & Co  
Chartered Accountants  
State Life Building No. 1-C  
I.I.Chundrigar Road, P.O.Box 4716  
Karachi-74000, Pakistan  
Telephone: (021) 32426602-6 / 32426711-5  
Facsimile: (021) 32415007 / 32427938

The Board of Directors  
NBP Fullerton Asset Management Limited  
(formerly National Fullerton Asset Management Limited)  
9<sup>th</sup> Floor, Adamjee House  
I.I Chundrigar Road  
Karachi

August 2, 2010

C 0082

Dear Sirs

**NET ASSET VALUE (UNAUDITED) OF EACH UNIT OF NAFA ASSET ALLOCATION FUND**

As requested by you, we have ascertained from the unaudited books of accounts and records of NAFA Asset Allocation Fund that the net asset value of each of its units as at August 2, 2010 was Rs 10 which has been computed as follows:

Particulars	Amount in Rupees
Total assets	100,020,000
Less: Total liabilities	(20,000)
Net assets	100,000,000
Number of units	10,000,000
Net asset value of each unit	10

This letter is being issued only for submission as part of NAFA Asset Allocation Fund 'Offering Document'.

Yours truly



**10.3 Formation Cost**

All expenses incurred in connection with the incorporation, establishment and registration of the Fund (formation cost) as per Regulations, shall be reimbursable by the Fund to the Management Company subject to audit of expenses. The said formation cost shall be amortized by the Fund over a period of not less than five years or any other period as specified by the Commission. Details of these expenses shall be reported to the Commission and the Trustee in accordance with the requirements specified in the Regulations.

Provided such expenses do not exceed one percent (1%) of the Pre-IPO money or five million Rupees (PKR 5,000,000/-), whichever is lower

**11. WARNING****11.1 Offering Document**

The provisions of the Trust Deed and the Rules and the Regulations govern this Offering Document. This Offering Document sets out the arrangements covering the basis of the Fund Units. It sets forth information about the Fund that a prospective investor should know before investing in any Unit of the Fund. Prospective investors should consult one or more from amongst their legal advisor, stockbroker, bank manager, or other financial advisor.

**11.2 Fluctuation in Price and Income**

Prices of Units and income from them may go up or down.

**11.3 Disclaimer**

Investment in the Fund is suitable for investors who have the ability to take the risks associated with financial and other market investments whether listed or otherwise. The historical performance of this Fund, financial and other markets or instruments or investments whether listed or otherwise included in the Fund's portfolio, does not necessarily indicate future performance.

Investors are advised to read risk disclosure as mentioned in this Offering Document in Clause 2.4 and 2.5 above for more information concerning risk.



## 12. GENERAL INFORMATION

### 12.1 Inspection of Constitutive Documents

The copies of constitutive documents, such as Trust Deed and Offering Document, can be inspected free of charge at the addresses given below:

**NBP Fullerton Asset Management Limited (Formerly National Fullerton Asset Management Limited)**

9th Floor,  
Adamjee House,  
I.I. Chundrigar Road,  
Karachi,  
Pakistan.

**Central Depository Company of Pakistan Limited**

CDC House, 99-B, Block 'B'  
S.M.C.H.S.,  
Main Shakra-e-Faisal,  
Karachi,  
Pakistan.

### 12.2 Date of Publication of Offering Document

The Offering Document has been published on August 06, 2010. NBP Fullerton Asset Management Limited (Formerly National Fullerton Asset Management Limited), in its capacity as the Management Company accepts the responsibility of the information contained in this offering document of NAFA ASSET ALLOCATION FUND as being accurate at the date of publication.

The Management Company is committed to comply with all applicable anti-money laundering law and regulation in all of its operations

## 13. TERMINATION OF NAFA ASSET ALLOCATION FUND

### 13.1 By the Management Company

The Fund may be terminated by the Management Company by giving three (3) months notice in writing to the Unit Holders and Trustee on the grounds given in the Trust Deed and Clause 4.8.4 and 4.9 of this Offering Document. The grounds on which termination is made shall be mentioned in the notice to the Unit Holders.

### 13.2 By the Securities and Exchange Commission of Pakistan

Upon representation to the Commission, by three fourth in value of the total Unit Holders of the Scheme, or if in the opinion of the Commission further continuation of the registration of the Scheme will be detrimental to the interest of the Unit Holders or the market generally, the Commission may cancel the registration of the Scheme

Provided that the registration of the Scheme shall not be cancelled without providing an opportunity of being heard to the Management Company and the Trustee

The Commission may cancel the registration of the Scheme before the Core investment and direct the Management Company and/or the Trustee to wind-up the Scheme. In such case, the terms so specified by the Commission shall be adhered to by both the parties individually and collectively

### 13.3 Winding up

In case of the termination of the Fund, the Management Company shall be required to wind-up the Fund and refund the net proceeds to the Unit Holders in proportion to the number of units held by them and within such time as may be specified by the SECP.



## 14. GLOSSARY

Unless the context requires otherwise the following words or expressions shall have the meaning respectively assigned to them:

- 14.1 “Accounting Date”** means the thirtieth day of June in each year and any interim date on which the financial statements of the Trust are drawn up. Provided that the Management Company may, with the written consent of the Trustee and after obtaining approval from the Commission and the commissioner of Income Tax may change such date to any other date and such change shall be intimated to the Commission.
- 14.2 “Account Opening Form”** means standardized form prescribed by the management Company to be duly filled by the investors at the time of opening an account with the Fund.
- 14.3 “Accounting Period”** means a period ending on and including an accounting date and commencing (in case of the first such period) on the date on which the Trust Property is first paid or transferred to the Trustee and (in any other case) from the next day of the preceding accounting period.
- 14.4 “Annual Accounting Period” or “Financial Year”** means the period commence on 1st July and shall end on 30th June of the succeeding calendar year.
- 14.5 “Asset Management Company”** means an asset management company as defined in the Rules and Regulations.
- 14.6 “Auditor”** means the Auditor of the Trust appointed by the Management Company, with the consent of the Trustee, as per the Regulations.
- 14.7 “Authorized Branches”** means those Branches of Distributors or Distribution Companies which are allowed by the Management Company to deal in Units of the Funds managed by the Management Company.
- 14.8 “Authorized Broker”** means those Brokers which are authorized to deal in Government Securities.
- 14.9 “Authorized Investments”**  
Authorized Investments are those as defined in the Trust Deed Clause 35.7, and as outlined in clause 2.1.1 of this Offering Document
- 14.10 “Back-end Load”** means processing charges deducted from the Net Asset Value in determining the Redemption Price; provided however that different levels of Back-end Load may be applied to different classes of Units, as may be determined by the Management Company and it shall be a part of the Trust Property.
- 14.11 “Bank”** means institution(s) providing banking services under the Banking Companies Ordinance, 1962, or any other regulation in force for the time being in Pakistan, or if operating outside Pakistan, under the banking laws of the jurisdiction of its operation outside Pakistan.
- 14.12 “Bank Accounts”** means those account(s) opened and maintained for the Trust by the Trustee at Banks, the beneficial ownerships in which shall vest in the Unit Holder(s).
- 14.13 “Benchmark”** means 1/3rd weight to each of the following: (i) average 3-month bank deposit rate (ii) 6-month KIBOR (iii) KSE 30 Index.
- 14.14 “Broker”** means any person engaged in the business of effecting transactions in securities for the account of others.

- 14.15 “Business Day”** means any day (business hours thereof) on which scheduled banks are open for business in Pakistan.
- 14.16 “Certificate”** means the definitive certificate acknowledging the number of Units registered in the name of the Unit Holder issued at the request of the Unit Holder pursuant to the provisions of the Trust Deed.
- 14.17 “Connected Person”** shall have the same meaning as assigned in the Rules and Regulations.
- 14.18 “Constitutive Documents”** means the Trust Deed that is the principal document governing the formation, management and operation of the Trust, this Offering Document and all material agreements in relation to the Trust.
- 14.19 “Core Investors”** of the Scheme shall be such initial Investors whose subscription shall in aggregate be in compliance of the requirements of the Regulations. The Core Investors shall be issued with Core Units representing their subscriptions. Particulars of the Core Investors shall be included in this Offering Document that shall be issued for this Trust.
- 14.20 “Core Units”** means such Units of the Scheme that are issued to Core Investors at Par Value with the condition that these Units are not redeemable for a period of two years from the date of issue. However, such Units are transferable with this condition and shall rank pari passu with all other Units save for this restriction. Any transfer of these Core Units, during the first two years of their issue, shall be affected only on the receipt by the Transfer Agent of a written acceptance of this condition by the transferee.
- 14.21 “Custodian”** means a Bank, a Depository or an Investment Finance Company licensed under the Regulations, which may be appointed by the Trustee in consultation with the Management Company to hold and protect the Trust Property or any part thereof as custodian on behalf of the Trustee, and shall also include the Trustee itself if it provides custodial services for the Fund.
- 14.22 “Cut-Off Time” / “Business Hours”** means the day time for dealing in Units of the Fund. The current Cut-Off Timing/Business Hours are mentioned in Annexure “B” of this Offering Document.
- 14.23 “Dealing Day”** means every Business Day from Monday to Friday of every week but does not include a day on which the scheduled banks in Pakistan are closed. Units will be available for dealing (purchase, redemption, transfer, switching etc) on Dealing Days during Cut-off Time. Provided that the Management Company may with the prior written consent of the Trustee and upon giving not less than seven days notice in two widely circulated English or Urdu newspapers in Pakistan declare any particular Business Day(s) not to be a Dealing Day(s).
- 14.24 “Distribution Account”** means the Bank Account (which may be a current, saving or deposit account) maintained by the Trustee with a Bank as directed by the Management Company in which the amount required for distribution of income to the Unit Holder(s) shall be transferred. Interest, income or profit, if any, including those accruing on unclaimed dividends, in this account shall be transferred to the main account of the Fund from time to time, as part of the Trust Property for the benefit of the Unit Holder(s).
- 14.25 “Distributor / Distribution Company”** means Company(ies), Firm(s), Sole Proprietorship concern(s), individual(s), Central Depository Company or any other Financial Institution appointed by the Management Company under intimation to the Trustee for performing any or all of the Distribution Functions and shall also include the Management Company itself, if it performs the Distribution Function.
- 14.26 “Distribution Function”** means the functions with regard to:



- a. receiving applications for issue of Units together with the aggregate Offer Price for Units applied for by the applicants;
- b. issuing receipts in respect of (a) above;
- c. interfacing with and providing services to the Holders including receiving redemption/transfer applications, conversion notices and applications for change of address or issue of duplicate Certificates for immediate transmission to the Management Company or the Transfer Agent as appropriate;
- d. accounting to the Management Company for all: (i) payment instruments received from the applicants for issuance of Units; (ii) payments instruments to the Holders on redemption of Units; and (iii) expenses incurred in relation to the Distribution Function.
- e. the above functions may be performed electronically, if appropriate systems are in place.

**14.27 “Duties and Charges”** means in relation to any particular transaction or dealing all stamp and other duties, taxes, Government charges, bank charges, transfer fees, registration fees and other duties and charges in connection with the increase or decrease of the Trust Property or the creation, issue, sale, transfer, redemption or purchase of Units or the sale or purchase of Investment or in respect of the issue, transfer, cancellation or replacement of a Certificate or otherwise which may have become or may be payable in respect of or prior to or upon the occasion of the transaction or dealing in respect of which such duties and charges are payable, but do not include the remuneration payable to the Distribution Company or any commission payable to agents on sales and redemption of Units or any commission charges or costs which may have been taken into account in ascertaining the Net Asset Value.

**14.28 “Exposure”** shall have same meanings as provided in the Regulations.

**14.29 “Exchange of Units Form”** means a standardized form prescribed by the Management Company to be duly filled by the investor for shifting from NAAF to any other open-end fund managed by the Management Company and will be stated in this Offering Document.

**14.30 “Federal Government”** means the Federal Government of Islamic Republic of Pakistan.

**14.31 “Financial Institution”** means a Bank, Development Finance Institution, Non Banking Finance Company, Modaraba or an institution registered under relevant laws to provide financial services within or outside Pakistan.

**14.32 “Formation Cost”** means preliminary expenses relating to regulatory and registration fees of the Scheme, flotation expenses of the Scheme, expenses relating to authorization of the Scheme, execution and registration of the Constitutive Documents, legal costs, printing, circulation and publication of this Offering Document, announcements describing the Scheme and all other expenses incurred until the end of the Initial Period.

**14.33 “Front-end Load”** means the processing charge (excluding Duties and Charges) not exceeding 5% or such other percentage (as determined by the Management Company) of the Net Asset Value which may be included in the Offer Price of the Units; provided however that different levels of Front-end Load may be applied to different investors, as determined by the Management Company.

**14.34 “Government Securities”** means securities issued by Federal Government or a provincial Government or a corporation wholly owned or controlled, directly or indirectly, by the Federal Government or a Provincial Government and guaranteed by the Federal Government and any other security as the Federal Government may, by notification in the official Gazette, declare, to the extent determined from time to time, to be a Government Security.

- 14.35** “**Holder or Unit Holder**” means the investor for the time being entered in the Register as owner of a Unit including investors jointly so registered pursuant to the provisions of the Trust Deed.
- 14.36** “**Initial Period**” or “**Initial Offering Period**” means the period during which Initial Offer of Units shall be made. This period shall not exceed a period of (06) six days (provided that this period may be extended with the prior approval of the Commission).
- 14.37** “**Initial Price**” or “**Initial Offer**” means the price per Unit during the Initial Period determined by the Management Company.
- 14.38** “**Investment**” means any Authorized Investment forming part of the Trust Property.
- 14.39** “**Investment Facilitators/Advisors/ Sales Agents**” means an individual, firm, corporate or other entity appointed by the Management Company to identify, solicit and assist investors in investing in the Scheme. The Management Company shall compensate the Investment Facilitators/Sales Agents out of the Front-end Load collected by it in the Offer Price and /or Management Fee.
- 14.40** “**Investment Form**” means a standardized form prescribed by the Management Company to be duly filled by the investor to purchase Units and will be stated in this Offering Document.
- 14.41** “**Local Governments**” mean all the local / city governments in Pakistan.
- 14.42** “**Management Company**” is defined in the preamble hereto;
- 14.43** “**Net Assets**”, in relation to the Trust, means, the excess of assets over liabilities of the Scheme as calculated in accordance with the Regulations.
- 14.44** “**Net Asset Value**” or “**NAV**” means per Unit value of the Trust arrived at by dividing the Net Assets by the number of Units outstanding.
- 14.45** “**Offer Price or Purchase Price**” means the sum to be paid by the investor for purchase of one Unit, such price to be determined pursuant to this document.
- 14.46** “**Offering Document**” means the prospectus or other document (issued by the Management Company with written consent of the Trustee and approved by the Commission) which contains the investments and distribution policy, unit structure(s) and all other information in respect of the Unit Trust, as required by the Rules and Regulations and is circulated to invite offers by the public to invest in the Scheme.
- 14.47** “**Online**” means transactions through electronic data-interchange whether real time transactions or otherwise, which may be through the internet, intranet networks and the like.
- 14.48** “**Ordinance**” means the Companies Ordinance, 1984.
- 14.49** “**Par Value**” means the face value of Rs. 10 for a Unit of the Fund.
- 14.50** “**Personal Law**” means the law of inheritance and succession as applicable to the individual Unit Holder.
- 14.51** “**Pledge Form**” means a standardized form prescribed by the Management Company to be duly filled by the investor to Pledge his/her Units and will be stated in this Offering Document.
- 14.52** “**Profit Distribution Date**” means the date on which the Management Company decides to distribute the profits (if any).



- 14.53 “Provincial Governments”** mean the Provincial Governments of all four provinces of Pakistan.
- 14.54 “Redemption Form”** means a standardized form prescribed by the Management Company to be duly filled by the investor to redeem Units and will be stated in this Offering Document.
- 14.55 “Redemption Price or Repurchase Price”** means the amount to be paid to the relevant Holder upon redemption of that Unit, such amount to be determined pursuant to this document.
- 14.56 “Register”** means the Register of the Unit Holders kept pursuant to the Regulations and the Trust Deed.
- 14.57 “Regular Interval”** means monthly, quarterly, half yearly or annual periods.
- 14.58 “Rules”** mean Non-Banking Finance Companies (Establishment and Regulation) Rules 2003 as amended from time to time.
- 14.59 “Regulations”** mean Non--Banking Finance Companies and Notified Entities Regulations, 2008 and the Schedules and Forms attached to it as amended/replaced from time to time.
- 14.60 “SECP” or “Commission”** means Securities and Exchange Commission of Pakistan established under Securities and Exchange Commission of Pakistan Act, 1997 and shall include its successor.
- 14.61 “Special Instruction Form”** means a standardized form prescribed by the Management Company to be duly filled by the investor to change his/her particulars and will be stated in this Offering Document.
- 14.62 “Stock Exchange”** means Stock Exchanges registered under the Securities and Exchange Ordinance, 1969.
- 14.63 “Sukuk”** means a type of Islamic bond that is backed by assets of the issuer that earn profit or rent.
- 14.64 “Transaction Costs”** means the costs incurred or estimated by the Management Company to cover the costs (such as, but not restricted to, brokerage, Trustee charges, taxes or levies on transactions, etc.) related to the investing or disinvesting activity of the Trust's portfolio, *inter alia*, necessitated by creation or cancellation of Units, which costs may be added to the NAV for determining the Offer Price of Units or to be deducted from the NAV in determining the Redemption Price.
- 14.65 “Transfer Agent”** means a company including a Bank that the Management Company shall appoint for performing the Registrar Functions. The Management Company may itself perform the Registrar Function.
- 14.66 “Transfer Agent Functions”** means the functions with regard to:
- a) Maintaining the Register, including keeping a record of change of addresses/other particulars of the Holders;
  - b) Issuing account statements to the Holders;
  - c) Issuing Certificate, including Certificates in lieu of undistributed income to Holders;
  - d) Cancelling old Certificates on redemption or replacement thereof;
  - e) Processing of applications for issue, redemption, transfer and transmission of Units, recording of pledges, liens and changes in the data with regard to the Holders;
  - f) Issuing and dispatching of Certificates;



- g) Dispatching income distribution warrants, and bank transfer intimation and distributing bonus Units or partly both and allocating Units to Holders on re-investment of dividends;
- h) Receiving applications for redemption and transfer/transmission of Units directly from Holder or legal representatives or through Distributor;
- i) Maintaining record of lien/pledge/charge; and
- j) Keeping record of change of addresses/other particulars of the Holders.

**14.67 “Transfer Form”** means a standardized form prescribed by the Management Company to be duly filed by the investor to transfer Units and will be stated in this Offering Document.

**14.68 “Trust Deed” or “Deed”** means the Trust Deed of the Fund executed between the Management Company and the Trustee along with all the exhibits appended hereto.

**14.69 “Trust Property”** means the aggregate proceeds of all Units issued from time to time after deducting Duties and Charges, and after deducting therefrom any applicable Front-end Load, shall constitute part of the Trust Property and includes the Investment and all income, profit and other benefits arising therefrom and all cash, bank balances and other assets and property of every description for the time being held or deemed to be held upon trust by the Trustee for the benefit of the Unit Holder(s) pursuant to the Deed including any Back-end Load but does not include any amount available for distribution in the Distribution Account.

**14.70 “Trust” or “Unit Trust” or “Fund” or “NAAF” “NAFA Asset Allocation Fund” or “Scheme”** means the Unit Trust constituted by the Trust Deed for continuous offers for sale of Units.

**14.71 “Unit” (Growth Unit or Income Unit)** means one undivided share in the Trust, and where the context so indicates, a fraction thereof.

## 15. ARBITRATION

In the event of any disputes arising out of the Trust Deed or this Offering Document between the Management Company on the one part and the Trustee on the other part, including as to the respective rights and obligations of the Management Company and the Trustee, as well as those relating to the interpretation of the terms and conditions of the Trust Deed and/or the Offering Document relating to the Unit Trust, the same shall be referred to arbitration by two arbitrators, one to be appointed by the Management Company and the other to be appointed by the Trustee. In the event of lack of consensus between the two arbitrators, the matter shall be referred to an umpire, to be selected by the two arbitrators before commencement of the reference. The unanimous decision of both the arbitrators, or the decision of the umpire, as the case may be, shall be final and binding upon both the Parties. The arbitrators and the umpire shall be selected from amongst, senior partners of renowned firms of chartered accountants, or senior partners of renowned Law Firms, or senior bankers or senior members of the Karachi Stock Exchange (Guarantee) Limited, (who may even be the heads of corporate members). The venue of the arbitration shall be Karachi. The arbitration shall be conducted in accordance with the Arbitration Act, 1940.

**Subject to Arbitration Clause above applicable between the Management Company and the Trustee inter se, each party, including the Unit Holders, irrevocably submit to the exclusive jurisdiction of the courts at Karachi.**

Words and expressions used but not defined herein shall have the meanings assigned to them in the Act and Rules and Regulations, words importing persons include corporations, words importing the masculine gender include the feminine gender, words importing singular include plural and words “written” or “in writing” include printing, engraving lithography, or other means of visible reproduction. The headings and table of contents are for convenience only and shall not affect the construction of the Trust Deed.

**ANNEXURE A**

**Central Depository Company of Pakistan Limited  
Tariff Structure for Trusteeship of Open-end Mutual Funds (Unit Trusts)**

The trustee remuneration shall consist of reimbursement of actual custodial expenses / charges plus the following tariff:

NET ASSETS (Rupees in million)		TARIFF
From	To	
1	1,000	Rs. 0.7 million or 0.20% p.a. of NAV, which ever is higher.
>1,000	& Above	Rs. 2.0 million plus 0.10% p.a. of NAV, on amount exceeding Rs.1,000 million.



**ANNEXURE B**

**CURRENT LEVEL OF FRONT-END AND BACK-END LOADS**

**Effective from Close of Initial Period**

**% of NAV**

Front End Load:	2%
Back End Load:	0%

**CURRENT LEVEL OF MANAGEMENT FEE**

The current level of Management Fee is 2%

**BUSINESS HOURS and CURRENT CUT-OFF TIME**

From Monday to Friday

From 09:00am to 5:00pm and Cut-Off Time is 04:30pm

**Cut-Off time may vary from time to time as may be determined by the Management Company and communicated to the Trustee, SECP and the Unit Holders before which Unit transactions shall be effectuated.**



**ANNEXURE C**

**LIST OF DISTRIBUTION OFFICES**

1. NBP Fullerton Asset Management Limited (Formerly National Fullerton Asset Management Limited)
2. National Bank of Pakistan
3. NIB Bank Limited

**NBP Fullerton Asset Management Limited  
(Formerly National Fullerton Asset Management Limited)**

**1. Head Office**

9th Floor, Adamjee House, I.I.Chundrigar Road, Karachi  
UAN: 021-111-111-632(NFA)  
Toll Free: 0800-20001  
www.nafafunds.com  
info@nafafunds.com  
Fax: 021-32467605, 021-32467613

**2. Karachi KMCHS Office**

House # 6, Block 7/8, K.M.C.H.S,  
Lal Muhammad Chaudhry Road  
off Sharah-e-Faisal, Karachi.  
UAN No: 111-114-111.  
Fax No: 021-34531063.

**3. Lahore Office**

68-B-1, M.M.Alam Road, Gulberg 3, Lahore.  
UAN # 042-111-111-632.  
Fax # 042-35876806

**4. Islamabad Office**

Plot # 395-  
396 Industrial Area, I-9/3, Islamabad  
UAN # 051-111-111-632  
Fax # 051-4859031

**5. Peshawar Office**

1st Floor,Haji Themas Center,Near KFC, University Road, Peshawar.  
Ph : 091-5711784  
UAN # 091-111-111-632  
Fax # 091-5711780

**6. Multan Office**

82- Khan Centre, Abdali Road, Multan  
UAN # 061-111-111-632  
Fax # 061-4511187

**National Bank of Pakistan**

**KARACHI**

- |   |  |
|---|--|
| <p><b>1. Main Branch</b><br/>Ph. No.:021-9212220 / 9212244 / 9212731</p> <p><b>2. Nadir House Branch</b><br/>Phone No.:021- 9217153-54</p> <p><b>3. Saddar Branch</b><br/>Phone No.: 021-9203599</p> <p><b>4. M. A. Jinnah Road Branch</b><br/>Phone No.: 021-9215025-26</p> <p><b>5. Club Road Branch</b><br/>Phone No.: 021-99206027/99206067</p> <p><b>6. PIDC House Branch</b><br/>Phone No.: 021-99206040/ 99206031</p> <p><b>7. Defence Housing Authority Branch</b><br/>Phone No.: 021-99266216-17</p> <p><b>8. Model Branch, Clifton</b><br/>Phone No. 021-99251330/ 99251328</p> <p><b>9. Nicol Road Branch</b><br/>Phone No.: 021- 32426353</p> <p><b>10. Clifton Cantt. Board Branch</b><br/>Phone No.: 021-99218203/ 99218202</p> <p><b>11. Custom House Branch</b><br/>Phone No.: 021-99217121/99214233</p> <p><b>12. Aimagi House Branch</b><br/>Phone No.: 021-99203913/99206057</p> <p><b>13. Kutchery Road Branch</b><br/>Phone No.: 021-32633914/2639104</p> <p><b>14. Income Tax Branch</b><br/>Phone No.: 021- 99211657/99211636</p> <p><b>15. PNSC Branch</b><br/>Phone No.: 021-99206055/ 99206021</p> <p><b>16. Hoor Market Branch</b><br/>Phone No.: 021-32851892</p> <p><b>17. Clifton Branch</b><br/>Phone No.: 021-99251375-76</p> <p><b>18. Mohammad Ali Housing Society Branch</b><br/>Phone No.: 021- 34314321/34525845</p> | <p><b>19. Shaheed-e-Millat Road Branch</b><br/>Phone No.: 021-34382569 / 021-34381526</p> <p><b>20. FTC Building Branch</b><br/>Phone No.: 021-99203579/99202474-75</p> <p><b>21. Awami Markaz Branch</b><br/>Phone No.: 021-99240555-8</p> <p><b>22. Nazimabad Branch</b><br/>Ph. No: 021-9260667/36607356/99260669</p> <p><b>23. SITE Branch</b><br/>Phone No.: 021-32567788/32573812</p> <p><b>24. Lasbella Chowk Branch</b><br/>Phone No.: 021- 99215561</p> <p><b>25. Gulshan-e-Iqbal Branch</b><br/>Phone No.: 021- 99243535/ 99243534</p> <p><b>26. Landhi Township Branch</b><br/>Phone No.: 021-35010351</p> <p><b>27. Korangi Industrial Area Branch</b><br/>Phone No.: 021-35071601</p> <p><b>28. North Karachi Branch</b><br/>Phone No.: 021-36971672/36956774</p> <p><b>29. Malir Cantt Branch</b><br/>Phone No.: 021-99247452-53</p> <p><b>30. PAF Base, Masroor Branch</b><br/>Phone No.: 021-99241000-40</p> <p><b>31. Binori Town Branch</b><br/>Phone No.: 021-99230241</p> <p><b>32. Rahimabad Branch</b><br/>Phone No.: 021-99246019/99246022</p> <p><b>33. SMCH Society Branch</b><br/>Phone No.:021-34535897/34557750</p> <p><b>34. Civic Center Branch</b><br/>Phone No.:021-99230232/99231031-2</p> <p><b>35. Tariq Road Branch</b><br/>Phone No.: 021-34315619-34530372</p> <p><b>36. Drigh Road Branch</b><br/>Phone No.: 021-99248541</p> <p><b>37. PASMIC Branch</b><br/>Phone No.: 0201- 34570014/ 99264014</p> |
|---|--|



**38. Shamsi Coop. Housing Society Branch**  
Phone No.: 021-9248535- 9248546

**39. Paposhnagar Branch**  
Phone No.: 021-6610557-9260652

**40. Sharifabad Branch**  
Phone No.: 021-9246020

**41. Airport Branch**  
Phone No.: 021-9248531/9248917

**42. Model Colony Branch**  
Phone No.: 021-4511594

**43. Avari Towers Branch**  
Phone No.: 021-9205426/9202484

**44. PIB Colony Branch**  
Phone No.: 021-9231640

**45. Sakhi Hassan Branch**  
Phone No.: 021-6640572/6629190

**LAHORE:**

**01. Main Branch Lahore**  
Ph: 042-9211686/9211674/9211286

**02. Defence Housing Society Branch**  
Phone: 042-5720436-5720597

**03. Civil Secretariat Branch**  
Phone: 042-9211998/ 9210244

**04. Lahore Cantt Branch**  
Phone: 042-9220317/9220320-21

**05. Model Town Branch,**  
Phone: 042-9230935-237

**06. Regal Chowk Branch**  
Phone: 042-7310113

**07. WAPDA House Branch**  
Phone: 042-9202493/9202149

**08. Samanabad Branch,**  
Phone: 042-7579464

**09. Main Market Gulberg Branch**  
Phone No.042-5751404/5753835

**10. LDA Plaza Branch**  
Phone: 042-9200435-36

**11. PCSIR Branch**  
Phone: 042-9230548

**12. Hotel Ambassador Branch**  
Phone: 042-6303579

**13. Pak Admin. Staff College**  
Phone: 077-9202927

**14. Wahdat Road Branch**  
Phone: 042-7597083

**15. ACP Model Corporation Branch**  
Phone: 042-9203149-9203167

**16. New Garden Town Branch**  
Phone: 042-5832594

**17. Model Branch, Gulberg**  
Phone: 042-5751104/5752215

**18. New Muslim Town Branch**  
Phone: 042-9230561

**19. Allama Iqbal Town Branch**  
Phone: 042-7840793/7840655

**20. Tech Society Branch**  
Phone: 042-5303732

**21. Lytton Road Branch**  
Phone: 042-7311437

**22. Defence Housing Authority Branch**  
Phone: 042-5729265/5728265

**ISLAMABAD:**

**01. Main Branch**  
Phone: 051-9201996 /9201973

**02. "B" Block Branch**  
Phone: 051-9205177

**03. Blue Area Branch**  
Phone: 051-9204638

**04. Industrial Area, Islamabad**  
Phone No.: 051-9258672-3

**05. F-8 Branch**  
Phone: 051-2853360

**06. Aabpara Branch**  
Phone: 051-9210212

**07. Foreign Affairs Branch**  
Phone: 051-9205051

**08. G-9 Branch**  
Phone: 051-9261213

**09. Corporate Branch**  
Phone: 051-9206696



**RAWALPINDI**

01. **GHQ Branch,**  
Phone No.:051-9270351
02. **Rawalpindi Cantt. Branch**  
Phone No.: 051-9270586
03. **City Branch**  
Phone No.: 051- 5553214/5553105
04. **Satellite Branch**  
Phone No.:051-9290843
05. **Peshawar Road Branch,**  
Phone No: 051-9278194
06. **Corporate Branch**  
Phone No: 051-9272677-8

**BAHAWALPUR**

01. **Main Branch, Dist. Court Bahawalpur**  
Phone No.:0621-9250121

**D.G. KHAN**

01. **Main Branch, D.G. Khan**  
Phone No.:0641-462165

**D.I. KHAN**

01. **Main Branch, D.I. Khan**  
Phone No.:0961-9280045

**FAISALABAD**

01. **Civil Lines Branch**  
Phone No.:041-9200750/9200570
02. **City Branch**  
Phone No.:041-9200328
03. **Aminpur Bazar Branch**  
Phone No.:041-9200856/9201132
04. **Peoples Colony Branch**  
Phone: 041-9220019-20

**MULTAN**

01. **Main Branch**  
Phone No.:061-9200524-25
02. **Multan City**  
Phone No.:061-9200532

**GUJARANWALLA**

01. **Civil Lines Branch**  
Phone No.:0431-9200330
02. **City Branch, Gujranwalla**  
Phone No.:0431-217068
03. **Small Industrial Estate Branch**  
Phone No.:0431-9200350
04. **Atta Building Branch**  
Phone No.:055-4217115/4210993

**JHELUM**

01. **Civil Lines Branch**  
Phone No.:0544-9270184

**SIALKOT**

01. **Dist. Court, Branch**  
Phone No.:0432-9250561/9250236-7
02. **Sialkot Cantt. Branch**  
Phone No.:0432-9250450
03. **Sialkot City Branch**  
Phone No.:0432-9250226-27
04. **Small Industrial Estate Branch**  
Phone No.: 0432-3255561/3255844

**HYDERABAD**

01. **Fatima Jinnah Road Branch**  
Phone No.:0221-9200182
02. **Market Area Branch**  
Phone No.:0221-2635805
03. **Shahbaz Building Branch**  
Phone No.:0221-9200512
04. **Latifabad Branch**  
Phone No.:0221-9220036

**MIRPURKHAS**

01. **Main Branch**  
Phone No.:0231-9290255

**NAWABSHAH**

01. **Main Branch**  
Phone No.:0241-9370401-2



**LARKANA**

01. **Main Branch**  
Phone No.:0741-9410933

**SUKKUR**

01. **Main Branch**  
Phone No.:071-9310263-64

**QUETTA**

01. **City Branch**  
Phone No.: 081-9201450
02. **Civil Secretariat Branch**  
Phone No.: 081-9202647
03. **M.A. Jinnah Road Branch**  
Phone No.:081-9201975

**GAWADAR**

01. **Main Branch**  
Phone No.:0864-9210089

**ABBOTTABAD**

01. **Main Branch**  
Phone No.:0992-9310137

**PESHAWAR**

01. **Cantt Branch**  
Phone No.:091-9211347-8
02. **City Branch**  
Phone No.:091-2564729
03. **Saddar Branch**  
Phone No.:091-9211628
04. **Hayatabad Branch**  
Phone No.: 091-9217119

**SARGODHA**

01. **Main Branch**  
Phone: 0451-9230467

**SHEIKHUPURA**

01. **Civil Lines Branch**  
Phone No.:04931-3785938

**NOWSHERA**

01. **Main Branch**  
Phone No.:0459-9220048

**MUZAFFARABAD, AZAD KASHMIR**

01. **Main Branch, Muzaffarabad**  
Phone No.: 058810-43033/42314

**NIB BANK LTD.**

**KARACHI**

01. **Main Branch, I. I. Chundrigar Road**  
Phone No.: 021-111-333-111
02. **Clifton Branch**  
Phone No.: 021-5832406-11
03. **D.H.A Branch**  
Phone No.: 021-5304160 / 67
04. **Shahrah-e-Faisal Branch**  
Phone No.:021-4391350-54
05. **Veerji Street Branch, Jodia Bazar**  
Phone No.:021-2441704/2442343
06. **North Karachi, Industrial Area Branch**  
Phone No.: 021-6958661/63
07. **S.I.T.E. Branch**  
Phone No.: 021-2584480-83
08. **Korangi Industrial Area Branch**  
Phone No.:021-5114146-9
09. **Gulshan-e-Iqbal Branch**  
Phone No: 021-4986186/4987547/4991326

**LAHORE:**

01. **Bund Road Branch**  
Phone No.: 042-7147231-6
02. **Main Boulevard, Gulberg III Branch**  
Phone No.: 042-5761277/111-333-111
03. **Bank Square Branch**  
Phone No.: 042-111-369-369
04. **Circular Road Branch**  
Phone No.: 042-7642954-7642941
05. **D.H.A. Branch**  
Phone No.: 042-5304160
06. **Peeco Road Branch**  
Phone No.: 042-5201070-74

**FAISALABAD**

01. **Regency Arcade, The Mall**  
Phone No.: 041-2617946-47

**ISLAMABAD**

01. **F-7 Markaz, Post Mall**  
Phone No.: 051-2653581-85
02. **Jinnah Avenue, Blue Area**  
Phone No.: 051-2878857-59

**PESHAWAR**

01. **Fakhr-e-Alam Road, Cantt**  
Phone No.:091-5287955-7
02. **Cantt. Branch**  
Phone No.:091-5274128/5275441

**HYDERABAD**

01. **Risala Road**  
Phone No.: 0221-785931-33
02. **Saddar Branch,**  
Phone No.:022-2781314

**SIALKOT**

01. **Paris Road**  
Phone No.:0524-4590771/4590205

**MULTAN**

01. **66 Abdali Road**  
Phone No.:061-4781225/4784467

**RAWALPINDI**

01. **Murree Road Branch**  
Phone No.:051-5518899/518811

**GUJRANWALLA**

01. **Near Anwar Industries**  
Phone No.:055-4000551/4555091

**GUJRAT**

01. **Circular Road Branch**  
Phone No.:0533-517093/517014

**Please note that the above branches may change from time to time as per the discretion of the Management Company. The Trustee will be informed accordingly.**



**ANNEXURE D**

**Forms**

The following Forms are attached herewith

<b><u>TYPE OF FORM</u></b>	<b><u>FORM REFERENCE</u></b>
Account Opening Form	NAFA 01
Investment Form	NAFA 02
Redemption Form	NAFA 03
Transfer of Units Form	NAFA 04
Pledge Form	NAFA 05
Exchange of Units Form	NAFA 06
Special Instructions Form Change in Unit Holder Particulars	NAFA 07





# FORMS



**NBP FULLERTON ASSET MANAGEMENT LIMITED**  
**ACCOUNT OPENING FORM (INDIVIDUALS AND INSTITUTIONS)**  
**(FORM: NAFA - 01) (Please see guidelines overleaf before completing this form)**



NAFA A/c No. \_\_\_\_\_

Date: \_\_\_\_\_  
 I/We apply for opening of account with NAFA subject to the provisions of the Trust Deeds & Offering Documents of the respective Funds.

**1. INFORMATION ABOUT THE PRINCIPAL ACCOUNT HOLDER (FILL IN BLOCK LETTERS)**

**Applicant Status**  Individual  Company  Pension Fund  Provident Fund  Insurance Company  Commercial Bank  
 Modaraba  Welfare Organization  NBFC  Other (specify) \_\_\_\_\_

Name of Applicant \_\_\_\_\_  
 Mailing Address \_\_\_\_\_  
 Permanent Address / as per CNIC. \_\_\_\_\_  
 City \_\_\_\_\_ Country \_\_\_\_\_ Tel \_\_\_\_\_  
 Mobile \_\_\_\_\_ Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

Zakat Deduction:  
 Yes  No

Income Tax Status  
 Taxable  
 Exempt (attach tax exemption certificate)

**To be filled by individuals only:**

Father's / Husband's Name \_\_\_\_\_  
 CNIC / Passport No. \_\_\_\_\_ National Tax No. \_\_\_\_\_  
 Occupation / Profession \_\_\_\_\_ Job Title / Nature of Business \_\_\_\_\_  
 Name & Address of employer / business \_\_\_\_\_  
 Nationality \_\_\_\_\_ Date of Birth \_\_\_\_\_ Gender  Male  Female Marital Status \_\_\_\_\_  
 Name of Guardian (for minor applicant) \_\_\_\_\_ Relation with minor \_\_\_\_\_

**To be filled by entities other than individuals:**

Nature of Business \_\_\_\_\_ National Tax No. \_\_\_\_\_

**2. INFORMATION ABOUT JOINT ACCOUNT HOLDERS (IF ANY) / JOINT SIGNATORY (IF ANY) FOR INSTITUTIONAL CLIENTS**

Name		CNIC / Passport No.	
Father's/Husband's Name		Address	
Name		CNIC / Passport No.	
Father's/Husband's Name		Address	
Name		CNIC / Passport No.	
Father's/Husband's Name		Address	

**3. INFORMATION ABOUT NOMINEE(S) (not applicable in case of joint holding)-Please see instructions on back page for filling out nominee information**

Name: Mr./Ms./Mrs.	1.	2.
Relationship with Account Holder	Share	%
Address		
CNIC/Passport No.		

**4. ACCOUNT OPERATING INSTRUCTIONS**

Principal Account Holder Only  Jointly (any two signatories)  Jointly (All)  Either or Survivor  Other Instructions (Attached)

**5. INSTRUCTIONS REGARDING PAYMENTS ON ACCOUNT OF DIVIDEND OR REDEMPTION**

Send Dividend & Redemption cheque to  Registered Mailing Address  Bank (If bank option is selected, please provide following details):  
 Account Title \_\_\_\_\_  
 Name of Bank \_\_\_\_\_ Branch \_\_\_\_\_ Account No. \_\_\_\_\_

**6. INSTRUCTIONS FOR DELIVERY OF ACCOUNT STATEMENTS**

By E-Mail/Web  By Post **Frequency-**  Monthly  Quarterly  Annually  Do not Send

**7. FREE INSURANCE OPTION (For Individual - Primary account holder only) - See terms & conditions on the back side.**

I would like to avail free accidental death and disability insurance coverage upto Rs. 100,000.  Yes  No

**8. DECLARATION & MANDATORY DOCUMENTS**

I/We ratify that the information provided in the form is correct and that I/We have read and understood the guidelines as stated and provided unaltered copies of documents required for opening of my account with NAFA.

\_\_\_\_\_  
 Signature-Principal Applicant      Signature-Joint Applicant 1      Signature-Joint Applicant 2      Signature-Joint Applicant 3

**9-A. FOR OFFICE USE ONLY**      **9-B. FOR REGISTRAR USE ONLY**

Name of the Distributor/Facilitator Staff and Code	Signature of Distributor / Facilitator	Date & Time	Form Received on (Date & Time)	Particulars Verified By Name & Signatures	Data Input By



**NBP Fullerton Asset Management Limited**  
**(Formerly: National Fullerton Asset Management Limited)**

**Guidelines for Completing Account Opening Form (NAFA 01)**

This form is common for both individual and institutional customers, and should be used to make investments in the NAFA Funds.

Please complete the application form in Block Letter.

**REQUIRED DOCUMENTS**

Please attach the following attested documents with your Account Opening Form.

**Individuals:**

1. Copy of CNIC, Copy of Zakat Affidavit (only in case of No Zakat deduction) & Tax exemption certificate (if applicable)
2. Copy of CNIC of third party, in case of use of third party bank account for investment & redemption.
3. Declaration of using business A/C by the individuals (for self employed individuals)

**Others:**

1. Certified true copy of Certificate of Incorporation / Registration Certificate, Memorandum, and Articles of Association / By-Laws / Trust Deed / Power Attorney or Board Resolution and Letter of Administration (in case of Executer & Administrators)
2. Copies of CNIC of authorized signatory(ies), Partners / Directors / Trustees / Executors and Administrator.
3. Copy of latest financials of the listed company.
4. Tax exemption certificate (if applicable)

**THE NOMINEE(S)**

As per Companies Ordinance 1984, nominee shall only be Spouse, Father, Mother, Brother, Sister, Son, Daughter and including a step or adopted child.

**TERMS & CONDITIONS FOR INSURANCE POLICY**

Insurance Policy is only eligible for individual primary account holder who age should between 18 to 64 years.

The Policy does not cover any loss or expense caused by or resulting from:

1. the intention to influence or affect the conduct of any government (dejure or de facto); and or
2. to put the public, or any section of the public in fear.
3. to commit violence or threaten violence against one or more persons (whether legal or natural); and/or
4. damaging tangible or intangible property; and or
5. endangering life; and/or creating a risk to the health or safety of the public or a section of the public.
6. an act designed to interface with or disrupt an electronic system.

**OTHER INSTRUCTIONS**

1. Principal account holder must sign in the space meant for the purpose.
2. Without the signature of the principal account holder, the officer at the distribution company will not accept the form.
3. In case the investor cannot sign the form, he/she will be required to submit a clear copy of CNIC with one recent passport size photograph duly authenticated by his/her banker.
4. The investor can opt for dividend distribution in the form of cash only if invests in growth units. The dividend distribution would be subject to approval by the Board of Directors.

**NBP FULLERTON ASSET MANAGEMENT LIMITED**  
INVESTMENT FORM (INDIVIDUALS AND INSTITUTIONS)  
(FORM: NAFA - 02) (Please see guidelines overleaf before completing this form)



NAFA A/c No. [ ]

WE DO NOT ACCEPT CASH, THEREFORE YOU ARE ADVISED TO PAY ONLY THROUGH THE UNDERMENTIONED PAYMENT MODES.

Date: \_\_\_\_\_

ہم نقد رقم سے ادائیگی نہیں لیتے اس لئے صرف مندرجہ ذیل طریقہ سے ادائیگی کریں

**1. ACCOUNT DETAILS (FILL IN BLOCK LETTERS)**

Principal Account Holder's name \_\_\_\_\_

**2. INVESTMENT DETAILS (PLEASE SEE OVERLEAF)**

Name of Fund: \_\_\_\_\_ Fund Code: \_\_\_\_\_ Fund #: \_\_\_\_\_  
(Please see fund names, codes and fund # mentioned on the back side of the form)

Amount (Rs.) \_\_\_\_\_ Amount In Words \_\_\_\_\_

**3. PAYMENTS DETAILS**

Mode of Payment  Cheque  Pay Order  Demand Draft

Cheque / Pay Order / Demand Draft No. \_\_\_\_\_ Drawn on (Bank & Branch) \_\_\_\_\_

Cheque / Pay Order / Demand Draft No. \_\_\_\_\_ Drawn on (Bank & Branch) \_\_\_\_\_

Please make Cheque / Payorder / Demand Draft favouring CDC-Trustee 'Name of respective Fund'.

**4. UNIT TYPE (PLEASE SEE OVERLEAF)**

Please Note: Minimum Investment for Growth Units is Rs.10,000 and for Income Units is Rs. 100,000.

- Growth Unit  
 Flexible Income Unit (based on performance of fund)  Fixed Income Unit (based on requirements of investor)

If fixed income unit is opted, please specify amount required Rs. \_\_\_\_\_ and the interval (Please tick below)

- Monthly  Quarterly  Half Yearly  Annually

Please note that in case fixed income units if the income required exceeds income earned on the Fund, the principal invested may deplete over time).

I authorize NAFA to redeem my units to pay my requested amount at regular intervals based on the above instructions.

**5. DIVIDEND DISTRIBUTION OPTION**

Please select any one  Cash  Bonus Units

**6. DECLARATION**

- I/We will not claim Repatriation from Pakistan of Dividends and Sales proceeds of the units except as permissible under the rules of State Bank of Pakistan or Ministry of Finance, Government of Pakistan
- I/We have read and understood the Trust Deeds and Offering Documents of the respective Fund and the risks involved, together with the guidelines at the back of the form.
- I/We agree to abide by the terms & conditions, rules and regulations of the respective Fund(s).
- I/We ratify that the information provided in this form is correct.
- I/We understand that Investment in funds with an equity exposure carries relatively higher risk.
- I/We understand that if Investment form is received by NAFA and or Distributor/Facilitator after the cut off time, that transaction will be processed on the next working day and that I/We would not hold NAFA responsible for any loss consequent to such processing of investment from on the next working day.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

In case of Corporate clients, company's seal is required to be affixed alongwith with the signatures of authorized signatories

**7. FOR OFFICE USE ONLY**

Distributor/Facilitator Name/Code	Signature of Distributor/Facilitator	Transaction No.	Transaction Date

**8. FOR REGISTRAR USE ONLY**

Form received on (Date & Time)	Data and attachments verified by	Data Input by

Version: 4.0-10-09



**NBP Fullerton Asset Management Limited**  
**(Formerly: National Fullerton Asset Management Limited)**  
**Guidelines for Completing Investment Form (NAFA 02)**

**FUND NAMES & CODES**

Fund Name	Fund Code	Fund #	Fund Name	Fund Code	Fund #
NAFA GOVERNMENT SECURITIES LIQUID FUND	NGSLF	01	NAFA ISLAMIC INCOME FUND	NIIF	06
NAFA SAVINGS PLUS FUND	NSPF	02	NAFA MULTI ASSET FUND	NMF	07
NAFA CASH FUND	NCF	03	NAFA ISLAMIC MULTI ASSET FUND	NIMF	08
NAFA INCOME FUND	NIF	04	NAFA STOCK FUND	NSF	09
NAFA RIBA FREE SAVINGS FUND	NRFSF	05	NAFA ASSET ALLOCATION FUND	NAAF	10

This form is common for both individual and institutional customers, and should be used to make investments in the NAFA Funds.

Please complete the application form in Block Letter.

**DETAILS OF INVESTMENT & PAYMENTS**

1. Cash shall not be accepted.
2. Payments in the form of Cheque/PO/Draft should be made in favour of “CDC-Trustee – Name of respective Fund” and crossed “Payee Account Only”.
3. If the Cheque is returned unpaid the application will be rejected.
4. The Account statement will be dispatched at the registered mailing address of the principal account holder within 7 days of submission of properly documented application form.
5. If acknowledgment of the investment is not received within 7 working days, the investor should contact NBP Fullerton Asset Management Limited.
6. For Income Units, incase the value of investment falls below Rs. 50,000/-, funds may be transferred Growth Units.
7. Copy of CNIC of third party required incase if third party bank account is used for investment purposes.

**OTHER INSTRUCTIONS**

1. Principal account holder / all joint A/C holders/ authorized signatories must sign in the space meant for the purpose.
2. In case of incomplete details and signature on the form, the form will not be accepted.
3. Incase the investor can not sign the form, then he/she will be required to submit clear copy of CNIC with one recent passport size photograph duly authenticated by his/her banker.
4. Before purchasing units of the respective Fund for the first time Investor must open an account with NAFA using the Account opening Form NAFA01.

**TYPES OF UNITS**

1. **Growth Units:** The Unit value grows in line with the growth in the NAV, and the Unit Holders shall have the option to receive distribution income in the form of cash or bonus units.
2. **Income Units:** The Unit Holders exercise the option of redeeming a certain number of Units for fulfilling their requirement of a certain cash amount at Regular Intervals (i.e. monthly, quarterly, semi-annually or annually). Income Units are further classified into two types:
  - **Flexible Income Units** - The Flexible Income Unit Holders authorize the Management Company to decide the quantum of part redemption of their unit holdings at the end of every regular interval based on the performance (NAV growth) of the Scheme during that regular interval. Such interval could be monthly, quarterly, half yearly or annually.
  - **Fixed Income Units** - The Fixed Income Unit Holders specify a fixed cash amount required by them at regular intervals and authorize the Management Company to redeem (at the prevailing NAV) such number of units from their holding that in rupee terms is equivalent to the specified fixed amount required at the end of every regular interval. As a result of operation of this Clause, the capital invested may deplete in case sufficient returns are not earned to cover the amount required by the Unit Holder.

**NBP FULLERTON ASSET MANAGEMENT LIMITED**  
**REDEMPTION FORM (INDIVIDUALS AND INSTITUTIONS)**  
**(FORM: NAFA - 03)**



NAFA A/c No. 

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**(Please see guidelines overleaf before completing this form)**

Date: \_\_\_\_\_  
 I/ We request you to redeem my/our Units according to the provisions of the Trust Deed and the Offering Document of the respective Fund.  
 Principal Account Holder's name: \_\_\_\_\_

**1. REDEMPTION DETAILS**

**Name of Fund:** \_\_\_\_\_ **Fund Code:** \_\_\_\_\_ **Fund #:** \_\_\_\_\_  
(Please see fund names, codes and fund # mentioned on the back side of the form)

**No. Of Units:** \_\_\_\_\_ **OR Amount in Words** \_\_\_\_\_

**Unit Type**       **Growth Unit**       **Fixed Income Unit**       **Flexible Income Unit**

**Certificates Issued:**     **No**     **Yes, Certificate No.(s)** \_\_\_\_\_

Please note that this redemption cannot be processed unless original Certificates, if issued to you, are returned to us. In case the certificates are lost, stolen or misplaced, please contact the Registrar/Transfer Agent at 8th Floor, Adamjee House, I.I. Chundrigar Road, Karachi.

**2. PAYMENT INSTRUCTIONS**

Please send the payment to :                       Registered Mailing address                       Bank Account  
 Registered Address (If Changed): \_\_\_\_\_

In case registered address is selected, mark the preferred mode of payment:     Cheque     PO     DD

Please transfer directly to my bank as per following particulars:

Bank Name :	Account Title :
Branch Address :	Account Number:

**3. DECLARATION**

- I/We have read and understood the guidelines as stated overleaf and the Trust Deeds and Offering Documents of the funds and the risks involved.
- Redemption Rates and conditions would be in accordance with the terms set in the Trust Deed.
- I/We acknowledge that the above information is correct to the best of my / our knowledge.
- I/We understand that if redemption form is received by NAFA and or Distributor/Facilitator after the cut off time, that transaction will be processed on the next working day and that I/We would not hold NAFA responsible for any loss consequent to such processing of redemption form on the next working day.

**4. PRINCIPAL / JOINT A/C HOLDERS & AUTHORIZED SIGNATORIES**

Name:		Signature
Name:		Signature
Name:		Signature
Name:		Signature

**5. DISTRIBUTOR/FACILITATOR INFORMATION (For Office Use only)**

Distributor/Facilitator Name / Code	Signature of Distributor/Facilitator	Form No.	Date and Time	Details of Certificates & Units recieved from Unit Holder	
				Certificate(s) #	Unit(s)

**6. FOR REGISTRAR USE ONLY**

Form Received on (Date & Time)	Particullars Verified By Name & Signatures	Certificates Verified & Defaced By	Redemption Rate	Data Input By

Version: 4.0-10-09



**NBP Fullerton Asset Management Limited**  
**(Formerly: National Fullerton Asset Management Limited)**

**Guidelines for Completing Redemption Form (NAFA 03)**

**FUND NAMES & CODES**

Fund Name	Fund Code	Fund #	Fund Name	Fund Code	Fund #
NAFA GOVERNMENT SECURITIES LIQUID FUND	NGSLF	01	NAFA ISLAMIC INCOME FUND	NIIF	06
NAFA SAVINGS PLUS FUND	NSPF	02	NAFA MULTI ASSET FUND	NMF	07
NAFA CASH FUND	NCF	03	NAFA ISLAMIC MULTI ASSET FUND	NIMF	08
NAFA INCOME FUND	NIF	04	NAFA STOCK FUND	NSF	09
NAFA RIBA FREE SAVINGS FUND	NRFSF	05	NAFA ASSET ALLOCATION FUND	NAAF	10

This Form would be used for disinvestment of funds from NAFA Funds.

1. The Account Holder would need to state his/her name, and most importantly, the NAFA Account Number.
2. The Account Holder needs to specify whether he/she had taken physical possession of the certificates against his/her investment. If the Subscriber ticks on the “yes” option, the certificates would need to be attached with the redemption form.

**REDEMPTION DETAILS**

In this section, the Account Holder may choose to specify the disinvestments in terms of Rupees or Units, as per convenience.

**INSTRUCTIONS REGARDING REDEMPTION PROCEEDS**

1. Payment of redemption proceeds will be made by the Trustee within six Business days, after the receipt of a properly documented request for Redemption of Units by the Company.
2. If redemption requests on any single day exceed 10% of the total number of Units in issue, the Trustee shall redeem only 10% on a first come first served basis and defer the balance to the next business day.
3. Copy of CNIC of the beneficiary is required to be submitted if redemption proceeds are to be credited to the bank account of the third party.

**INFORMATION ABOUT OPERATING INSTRUCTIONS**

1. All authorized individuals/signatories as specified in the Account Opening Form (NAFA 01) under the section "Account Operating Instructions" will have to sign this form, as per given instruction and specify their names.
2. In case of Corporate clients, company's seal is required to be affixed along with the signatures of authorised signatories.

**OTHER INSTRUCTIONS**

Please note that Partial Redemption of Certificate(s) will not be entertained.

**NBP FULLERTON ASSET MANAGEMENT LIMITED**  
**TRANSFER FORM (INDIVIDUALS AND INSTITUTIONS)**  
**(FORM: NAFA - 04)**



**(Please see guidelines overleaf before completing this form)**

Date: \_\_\_\_\_  
 I/We the undersigned transferor(s) being the registered holder(s) of under mentioned Unit(s), transfer the said Unit(s) to the hereinafter named transferee(s) subject to the Trust Deeds & Offering Documents of the respective Funds.

**1. TRANSFEROR (FILL IN BLOCK LETTERS)**

Transferors A/c # \_\_\_\_\_

Name (Principal Account Holder): \_\_\_\_\_

Name of Fund: \_\_\_\_\_ Fund Code: \_\_\_\_\_ Fund #: \_\_\_\_\_  
 (Please see fund names, codes and fund # mentioned on the back side of the form)

Transfer particular either in Number of Units or in Amount (Rs).	No. of Units	OR	Amount (Rs.)

Unit Type:  Growth Unit  Fixed Income Unit  Flexible Income Unit

Certificates Issued :  No  Yes, Certificate No. (S) \_\_\_\_\_

Please note that this Transfer can not be processed unless original Certificates, if issued to you, are returned to us.

**DECLARATION:**  
 "I AGREE WITH THE TERMS AND CONDITIONS OF THE TRANSFER AND ACKNOWLEDGE THAT FROM HEREINAFTER I HAVE NO CLAIM OVER THE UNITS TRANSFERRED BY ME".

Signature by Principal Account Holder  
 \_\_\_\_\_  
 \_\_\_\_\_

**2. ACCEPTANCE BY TRANSFEROR JOINT HOLDER(S)**

Name	Signature (incase of institution please also affix stamp)	Verification (For Official use only)

**3. TRANSFEREE DETAILS (PLEASE SEE OVERLEAF)**

Name (Principal Account Holder) \_\_\_\_\_ Signature (incase of institution please also affix stamp) \_\_\_\_\_

NAFA A/c No. \_\_\_\_\_

**Note:** If the transferee(s) is not an account holder of NAFA Funds, kindly fill in the Account Opening Form (NAFA 01).

**4. ACCEPTANCE BY TRANSFEREE JOINT HOLDER(S)**

Name	Signature (incase of institution please also affix stamp)	Verification (For Official use only)

**5. DECLARATION**

- I/We will not claim Repatriation from Pakistan of dividends and Sale proceeds of the units except as permissible under the rules of state Bank of Pakistan or Ministry of Finance, Government of Pakistan.
- I/We have read and understood the guidelines as stated overleaf and the Trust Deeds and Offering Documents of the Funds and the risks involved.
- I/We ratify that the information provided in the form is correct.
- I/We understand that if transfer form is received by NAFA and or Distributor/Facilitator after the cut off time, that transaction will be processed on the next working day and that I/We would not hold NAFA responsible for any loss consequent to such processing of transfer form on the next working day.

Signature-Principal Applicant \_\_\_\_\_ Signature-Joint Applicant 1 \_\_\_\_\_ Signature-Joint Applicant 2 \_\_\_\_\_ Signature-Joint Applicant 3 \_\_\_\_\_

**6. DISTRIBUTION / FACILITATOR INFORMATION**

Distributor/Facilitator Name / Code	Signature of Distributor/Facilitator	Form No.	Date and Time	Details of Certificates & Units received from Unit Holder	
				Certificate(s) #	Unit(s)

**7. FOR REGISTRAR USE ONLY**

Form Received on (Date & Time)	Signature Verified By Name & Signatures	Certificates Verified & Defaced By	Redemption Rate	Data Input By





**NBP Fullerton Asset Management Limited**  
**(Formerly: National Fullerton Asset Management Limited)**

**Guidelines for Completing Transfer Form (NAFA 04)**

**FUND NAMES & CODES**

<b>Fund Name</b>	<b>Fund Code</b>	<b>Fund #</b>	<b>Fund Name</b>	<b>Fund Code</b>	<b>Fund #</b>
NAFA GOVERNMENT SECURITIES LIQUID FUND	NGSLF	01	NAFA ISLAMIC INCOME FUND	NIIF	06
NAFA SAVINGS PLUS FUND	NSPF	02	NAFA MULTI ASSET FUND	NMF	07
NAFA CASH FUND	NCF	03	NAFA ISLAMIC MULTI ASSET FUND	NIMF	08
NAFA INCOME FUND	NIF	04	NAFA STOCK FUND	NSF	09
NAFA RIBA FREE SAVINGS FUND	NRFSF	05	NAFA ASSET ALLOCATION FUND	NAAF	10

**THE FORM IS APPLICABLE IF THE PRINCIPAL ACCOUNT HOLDER WISHES TO TRANSFER ALL OR PART OF HIS HOLDING IN UNITS OR IN AMOUNT TO ANY INDIVIDUAL.**

**INFORMATION ABOUT THE PRINCIPAL ACCOUNT HOLDER / TRANSFEROR**

1. The Account Holder / Transferor would need to state his/her/Institution's name and NAFA A/c No.
2. The Account Holder / Transferor would need to mention the No. of Units or Amount of his investment to be transferred to other account.
3. In case of Certificates if issued; kindly attach the issued Certificate(s), without which transfer of units will not be processed.
4. Transfer of Units would be subject to verification of transferor's particulars and completion of necessary formalities.

**INFORMATION ABOUT THE TRANSFEREE(S)**

1. The Account Holder would need to state transferee(s) name and NAFA A/c No.
2. Transferee's signatures are also required in order for the transfer request to be processed.
3. If the transferee(s) is not an account holder of NAFA Funds, kindly fill in the Account Opening Form (NAFA 01) and submit necessary documentation for Account Opening.

**NBP FULLERTON ASSET MANAGEMENT LIMITED**  
**PLEDGE FORM (INDIVIDUALS AND INSTITUTIONS)**  
**(FORM: NAFA - 05)**



NAFA A/c No. 

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**(Please see guidelines overleaf before completing this form)**

**Date** \_\_\_\_\_  
 I/We the undersigned being the registered holder(s)/pledger of undermentioned Units of NAFA Fund, request you to record pledge/lien over the following Unit(s) in favor of pledge/lien holder(s) according to the provisions of the Trust Deed & Offering Documents of the respective Funds.

**Name of Fund:** \_\_\_\_\_ **Fund Code:** \_\_\_\_\_ **Fund #:** \_\_\_\_\_  
 (Please see fund names & codes mentioned on the back side of the form)

**1. PLEDGER**

Number of Unit(s) \_\_\_\_\_ Units In words \_\_\_\_\_  
 Certificate issued:  No  Yes (Please attach certificates)  
 if Yes: Certificate(s)#: \_\_\_\_\_ No of Units: \_\_\_\_\_  
 Please tick one:  
 Type of Unit(s):  Growth  Flexible Income  
 Income  Fixed Income

**2. DECLARATION:**

- In making this request I/We, recognize and understand that:
- The registration of this Pledge/Lien places a responsibility on me /us to ensure that for any reason whatsoever if Units are redeemed save any legal bar or Court requiring otherwise, the proceeds shall be paid to the order of the Lien-Holder(s) or first named Joint Lien- Holder(s) according to the provisions of the Trust Deed and Offering Document of the relevant NA F A Fund(s) accruing on such Units (hereinafter referred to as the Pledged Unit(s)).
- The lien once registered shall be removed by the written authority of the party in whose favour the lien has been registered or through an order of the competent court.
- Save any legal bar or Court order requiring otherwise, any dividends that are declared on the Pledged Unit(s) shall be paid to the order of the Unit Holder(s)/Pledgor(s) any Bonus Units that the Pledged Unit(s) are entitled to shall automatically be marked under the Lien of the Lien Holder(s)
- NAFA or the Trustee or the Transfer Agent do not accept any responsibility for the validity of my/our placing of the Pledge Unit(s) under Pledge/Lien nor for any obligation or commitments undertaken by me/us in respect thereof.
- The Pledge/Lien on the Pledged Units shall continue till such time it is released by the Pledge/Lien Holder(s) in writing or unless ordered by the competent authority.
- Any charges, duties, levies, etc. applicable on such Pledge will be borne by the Pledgor; and
- I am / We are authorized to request for the pledge of units which are in my/ our/ institution's name.
- I/ We understand that if Pledge Form is received by NAFA and or Distributor/Facilitator after the cut off time, that transaction will be processed on next working day.

**Name(s) and Signature(s) of Unit Holder(s) / Pledgor(s)**  
 (All Joint Holders shall sign unless the first named is authorized to sign singly)

Name(s)	Signature (stamp in case of institution)	Verification (For Official Use Only)

(For mandatory documents please see instructions overleaf)

**3. DETAILS OF PLEDGE/LIEN HOLDERS**

Name of Pledge / Lien Holder \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ Country \_\_\_\_\_ Tel \_\_\_\_\_  
 Fax \_\_\_\_\_ E-Mail \_\_\_\_\_

Name(s)	CNIC / NTN No.	Signature (in case of institution, please also fix stamp)

**4. DISTRIBUTION / FACILITATOR INFORMATION**

Distributor/Facilitator Name / Code	Signature of Distributor/Facilitator	Form No.	Date and Time

**5. FOR REGISTRAR USE ONLY**

Form Received on (Date & Time)	Signature Verified By (Name & Signatures)	Pledge marked by/on	Pledge No.	Data Input By



**NBP Fullerton Asset Management Limited  
(Formerly: National Fullerton Asset Management Limited)**

**Guidelines for Completing Transfer Form (NAFA 05)**

**FUND NAMES & CODES**

<b>Fund Name</b>	<b>Fund Code</b>	<b>Fund #</b>	<b>Fund Name</b>	<b>Fund Code</b>	<b>Fund #</b>
NAFA GOVERNMENT SECURITIES LIQUID FUND	NGSLF	01	NAFA ISLAMIC INCOME FUND	NIIF	06
NAFA SAVINGS PLUS FUND	NSPF	02	NAFA MULTI ASSET FUND	NMF	07
NAFA CASH FUND	NCF	03	NAFA ISLAMIC MULTI ASSET FUND	NIMF	08
NAFA INCOME FUND	NIF	04	NAFA STOCK FUND	NSF	09
NAFA RIBA FREE SAVINGS FUND	NRFSF	05	NAFA ASSET ALLOCATION FUND	NAAF	10

This Form is required from both Individual and Institutional Investors when they enter into any borrowing arrangement(s) with lending Institution thereby pledging his/her/its Units.

Please complete the Pledge of Units Form (for Individuals and Institutions) in Block Letters.

**INFORMATION ABOUT THE PLEDGER**

1. The Account Holder / Pledger would need to state his/her/Institution's Title of A/c and NAFA A/c No.

**DOCUMENTS REQUIRED FOR PLEDGE**

Pledger / Unit Holder (s) is/are required to attach the following documents.

1. Units Certificates, if issued.
2. Certified True Copy of Board Resolution authorizing Pledge (in case of other than individual)
3. Power of attorney (If applicable)

**OTHER INSTRUCTIONS**

As per the instructions given in respect of operation of accounts all the required Authorized Signatories (including Joint Holder(s) in case of Individual Investors) will have to sign this Form before submitting at any selected branch of NAFA / Distributor Company(ies)

1. In case the investor can not sign the form, then he / she will be required to submit a clear copy of CNIC with one recent passport size photograph duly authenticated by his / her banker.
2. It shall be the responsibility of the applicant to pay all stampfees and other duties, taxes and processing charges in relation to the units pledged by him/her/it.

**NBP FULLERTON ASSET MANAGEMENT LIMITED**  
 EXCHANGE OF UNIT FORM (INDIVIDUALS AND INSTITUTIONS)  
 (FORM: NAFA - 06) (Request for exchange of units from one Fund to another)  
 (Please see guidelines overleaf before completing this form)



NAFA A/c No. 

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Date: \_\_\_\_\_  
 I/We, being the registered holder(s) of under mentioned Unit(s), apply for the exchange of Unit(s) of the Fund as specified below in accordance with the provisions of the Trust Deeds & Offering Documents of the respective Funds.

**Name (Principal Account Holder)** \_\_\_\_\_

**FROM**

**Name of Fund:** \_\_\_\_\_ **Fund Code:** \_\_\_\_\_ **Fund #:** \_\_\_\_\_  
 (Please see fund names, codes and fund # mentioned on the back side of the form)

**Unit Type**     **Growth Unit**     **Fixed Income Unit**     **Flexible Income Unit**

**No. of Units to be Transferred:** \_\_\_\_\_ **OR** **Amount (Rs.)** \_\_\_\_\_

**Certificates Issued:** **No**  **Yes**  (In case of certificates issued, kindly attach the issued certificate(s), without which transfer of units to the other Fund(s) will not be processed.)

**TO**

**Name of Fund:** \_\_\_\_\_ **Fund Code:** \_\_\_\_\_ **Fund #:** \_\_\_\_\_  
 (Please see fund names, codes and fund # mentioned on the back side of the form)

**Unit Type**     **Growth Unit**     **Fixed Income Unit**     **Flexible Income Unit**

**Frequency of payment in case of Income Unit:**    **Monthly**     **Quarterly**     **Half Yearly**     **Annual**

**DECLARATION**

- 1) I/We confirm having filled and signed this application form after having read and understood all the reference notes and the provisions of the Trust Deeds and Offering Documents of the respective Funds and the risks involved.
- 2) I/We ratify that the information provided in this form is correct.
- 3) I/We, understand that my switching to another fund, my/our risk/return characteristics may change significantly
- 4) I/We understand that if exchange of unit form is received by NAFA and or Distributor/Facilitator after the cut off time, that transaction will be processed on the next working day and that I/We would not hold NAFA responsible for any loss consequent to such processing of exchange of unit form on the next working day.

**Name(s) and Signature(s) of Unit Holder(s)**  
 (All joint Holders shall sign unless the first named is authorized to sign singly)

**Signature by Principal Account Holder**

Name(s)	Signature (Stamp in case of institution)	Verification (For Official use only)

**DISTRIBUTOR/FACILITATOR INFORMATION (For Office Use Only)**

Distributor/Facilitator Name / Code	Signatures of Distributor/Facilitator Name	Form No.	Date and Time	Details of Certificates & Units recieved from Unit Holder	
				Certificates(s) #	Unit(s)

**FOR REGISTRAR USE ONLY**

Form Received on (Date & Time)	Signature Verified By (Name & Signatures)	Certificates Verified & Defaced By	Redemption Rate	Data Input By



**NBP Fullerton Asset Management Limited**  
**(Formerly: National Fullerton Asset Management Limited)**

**Guidelines for Completing Exchange of Unit Form (NAFA 06)**

**FUND NAMES & CODES**

<b>Fund Name</b>	<b>Fund Code</b>	<b>Fund #</b>	<b>Fund Name</b>	<b>Fund Code</b>	<b>Fund #</b>
NAFA GOVERNMENT SECURITIES LIQUID FUND	NGSLF	01	NAFA ISLAMIC INCOME FUND	NIIF	06
NAFA SAVINGS PLUS FUND	NSPF	02	NAFA MULTI ASSET FUND	NMF	07
NAFA CASH FUND	NCF	03	NAFA ISLAMIC MULTI ASSET FUND	NIMF	08
NAFA INCOME FUND	NIF	04	NAFA STOCK FUND	NSF	09
NAFA RIBA FREE SAVINGS FUND	NRFSF	05	NAFA ASSET ALLOCATION FUND	NAAF	10

**INFORMATION ABOUT THE PRINCIPAL ACCOUNT HOLDER / TRANSFEROR**

1. The Account Holder would need to state his/her/Institution's name and NAFA A/c No. allotted at Account opening stage.
2. The Account Holder would need to mention the No. of Units / or Amount to be transferred to other Fund(s).
3. In case of certificates if issued; kindly attach the issued certificate(s), without which transfer of units to the other Fund(s) will not be processed.

**NBP FULLERTON ASSET MANAGEMENT LIMITED**  
**SPECIAL INSTRUCTIONS FORM (INDIVIDUALS AND INSTITUTIONS)**  
**(FORM: NAFA - 07)**



NAFA A/c No.

**(Please see guidelines overleaf before completing this form)**

<b>1. INFORMATION ABOUT THE PRINCIPAL ACCOUNT HOLDER (FILL IN BLOCK LETTER)</b>						<b>DATE</b> <input style="width:100px;" type="text"/>	
Title of Account (EXISTING)							
Title of Account (to be changed to)							
Mailing Address (to be changed to)							
Permanent Address / as per CNIC (to be changed to)							
Tel No. & Fax (to be changed to)		Off:		Res:		Fax:	
Mobile/Email (to be changed to)		Mobile:			Email:		
Zakat Exemption Yes <input type="checkbox"/> No <input type="checkbox"/>				Tax Exemption Yes <input type="checkbox"/> No <input type="checkbox"/>			
<b>2. CHANGE IN NOMINEE(S)- (not applicable in case of joint holding) - Please see instructions on back page for filling out nominee information</b>							
ADD	DELETE	EDIT	Name (as per CNIC)	CNIC No.	Relationship with Principal Account Holder	% Allocation to each	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<b>3. CHANGE IN JOINT HOLDER(S)</b>							
ADD	DELETE	EDIT	Name (as per CNIC)	CNIC No.	Signature (as per CNIC)		
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>					
<b>4. CHANGE IN ACCOUNT OPERATING INSTRUCTIONS</b>							
<input type="checkbox"/> Principal Account Holder Only <input type="checkbox"/> Jointly (any two signatories) <input type="checkbox"/> Jointly (All) <input type="checkbox"/> Either or Survivor <input type="checkbox"/> Other Instructions (Attached)							
<b>5. CHANGE IN BANK ACCOUNT DETAILS</b>							
Account Title:				Account Number:			
Name of Bank and Branch:							
<b>6. CHANGE IN DELIVERY OF ACCOUNT STATEMENTS</b>							
<input type="checkbox"/> By E-Mail/Web <input type="checkbox"/> By Post <input type="checkbox"/> Hold Mail                    Frequency- <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Annually <input type="checkbox"/> Do not Send							
<b>7. SMS SERVICES</b>							
I Would like to receive SMS alerts: <input type="checkbox"/> YES <input type="checkbox"/> NO							
<b>8. CHANGE IN PAYMENT MODE</b>							
I would like to change my mode of payment, (Please write name & code of the fund for which change in payment mode is required)							
Name of Fund:		Fund Code:		Fund #:			
(Please see fund names, codes and fund # mentioned on the back side of the form)							
Please Tick one: <input type="checkbox"/> Growth Unit (In case of Growth Units, the dividend to be distributed in: <input type="checkbox"/> Cash <input type="checkbox"/> Bonus Units							
<input type="checkbox"/> Income Unit (Cash Received by unit holder at regular intervals) If opted Income Units, please tick any of below:							
<input type="checkbox"/> Fixed Income Unit (Income based on requirements of the investor) <input type="checkbox"/> Flexible Income Unit (Income based on performance of the fund)							
Periodic Payment:							
Periodic Payment on Income Units (I authorize NAFA to redeem my units to pay my income at regular intervals based on the above instructions)							
Please Tick one: <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Half Yearly <input type="checkbox"/> Annually							
Declaration: I/We the undersigned ratify that the above information is correct and that I/We have read the Trust Deeds and Offering Documents and the risks involved.							
Signature-Principal Applicant		Signature-Joint Applicant 1		Signature-Joint Applicant 2		Signature-Joint Applicant 3	
<b>Please supply documentary evidence of the changes requested through this document</b>							
<b>9. FOR OFFICE USE ONLY</b>							
Distributor/Facilitator Name/Code			Signatures of Distributor/Facilitator			Transaction Date and Time	
<b>10. FOR REGISTRAR USE ONLY</b>							
Form received on (Date & Time)			Data and attachments verified by			Data Input by	



**National Fullerton Asset Management Limited**  
**Guidelines for Completing Special Instruction Form (NAFA 07)**

**FUND NAMES & CODES**

Fund Name	Fund Code	Fund #	Fund Name	Fund Code	Fund #
NAFA GOVERNMENT SECURITIES LIQUID FUND	NGSLF	01	NAFA ISLAMIC INCOME FUND	NIIF	06
NAFA SAVINGS PLUS FUND	NSPF	02	NAFA MULTI ASSET FUND	NMF	07
NAFA CASH FUND	NCF	03	NAFA ISLAMIC MULTI ASSET FUND	NIMF	08
NAFA INCOME FUND	NIF	04	NAFA STOCK FUND	NSF	09
NAFA RIBA FREE SAVINGS FUND	NRFSF	05	NAFA ASSET ALLOCATION FUND	NAAF	10

In respect of any change(s) desired by the Unit Holder(s) in their particulars, a facility through this form is being provided to the Unit Holder(s) to incorporate such change(s) within the Unit Holder Register. However, such change will be permissible, provided it is authenticated by all the required Authorized Signatories.

**INFORMATION ABOUT THE PRINCIPAL ACCOUNT HOLDER**

The Account Holder would need to state his/her/Institution's Name, NAFA A/c No. allotted at account opening stage.

1. The Unit Holder(s) can change their Address/Contact Details provided at the time of account opening.
2. Unit Holder(s) can change the status of Zakat /Tax Exemptions, by ticking of the available option as provided. It is also mandatory for the Unit Holder(s) to provide certified true copy(ies) of said declaration.

**THIS FORM IS REQUIRED FROM UNIT HOLDER(S) BOTH INDIVIDUAL, JOINT OR INSTITUTIONAL INVESTOR(S) IN CASE THEY INTEND TO CHANGE THE INFORMATION GIVEN IN ACCOUNT OPENING FORM (NAFA 01) REGARDING :**

**JOINT ACCOUNT HOLDER(S)/SIGNATORY(S)**

In case of joint Account Holder or For Institutions, they can Delete/Add/Change the Joint Holder(s)/Signatory(s)

**THE NOMINEE(S)**

Principal Account Holder can Delete/Add/Change the Nominee(s) as registered at the time of account opening. As per Companies Ordinance 1984, nominee shall only be Spouse, Father, Mother, Brother, Sister, Son and Daughter, including a step or adopted child.

**ACCOUNT OPERATING INSTRUCTIONS**

The unit holder(s) can change the Account Operating Instructions as were provided in Account opening Form NAFA 01.

**BANK ACCOUNT**

The unit holder(s) can change the Bank details as were provided in Account Opening Form NAFA 01.

**DELIVERY OF STATEMENTS**

The unit holder(s) may change the mode of delivery of account statements.

**INVESTMENT TYPE**

The Unit Holder(s) can change his/her/its mode of investment from Growth to Income Units and vice versa as directed in the Investment Form NAFA 02.

**NOTE: Change in Investment Type is subject to required minimum investment, for Growth and Income Units**





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