

# PULSE



**Al Meezan**  
Investment Management Ltd.

Al Meezan Group Newsletter

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# THE GREATER THE PULL BACK THE GREATER THE REBOUND

## Contributors:

Aamir Mushtaq  
Abdul Ghaffar  
Abdul Basit  
Adeel Ahmed  
Ahmed Hassan, CFA

Ali Asghar, CFA  
Ali Hassan, CFA, FRM  
Asif Imtiaz, CFA  
Hassan Yaqoob  
Mohammad Shehmir

Muhammad Rameez  
Muhammad Asad  
Samreen Khan  
Sanna Khan  
Umer Pervez, ACCA

Zain Amir  
Zain Malik, CFA  
Zohaib Saeed

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## MARKETING HIGHLIGHTS

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## Highlights Of This Issue

### A Look Back: What Does History Say?

Lately, many economies have exhibited a period of political instability that jostled the stock market performance followed by a period of market's recovery. We analyse some interesting trends around the globe in this section and contrast them with the situation at home.

### Our Strength: We Are What We Earn

Pakistan's corporations have shown remarkable growth in recent times on the back of favorable business environment. The growth has been supported by low interest rates, contained inflation, massive increase in foreign direct investments, and hefty development expenditures by the government. The 5 year earnings CAGR of the KSE-100 Index is 10.12%, despite recent political turbulences in the country and high corporate tax rates.

### Election Year: Who Will Win And What To Expect

Keeping in view that the General Elections are scheduled to be held in Aug'18, we take a look back on key macro-economic variables over the past regimes of PPP, PML (N), PML (Q).

### Strategy: Invest In Al Meezan And Avail Tax Credits

Investors are normally unaware of the tax benefits that can be availed through investment in mutual funds. This segment illustrates how investors can be better off by availing the tax credit on mutual and pension fund investments, irrespective of the direction of the stock market.

### Politics: Turbulent Winds

Upon the directions of the Supreme Court, NAB is hearing the corruption references against former Prime Minister Nawaz Sharif, his two sons, his daughter, his son-in-law, and Ex-Finance Minister Mr. Ishaq Dar. In Oct'17, Mr. Sharif regained control of the ruling Pakistan Muslim League-Nawaz (PML-N) party using Section 203 from the Elections Act 2017. During the last seven months, all such political events have kept the investors on their toes, resulting in steep stock market correction by 20% till 5<sup>th</sup> January, 2018.

### Economy: Bracing For Robust Growth

Pakistan successfully issued an USD1bn 5-year Sukuk and USD 1.5bn 10-year Eurobond at a coupon of 5.625% and 6.875% respectively. The pricing of the Sukuk is slightly higher than the previous issuance of USD1bn in Oct'16 (Rate: 5.50%) and the prevailing market yield, however, given the amount raised the pricing seems reasonable.

### Equity: Fundamentally Strong, But Politics Are The Thorn

Having corrected almost 20% since the peak, the bear spell at KSE-100 has died down showing confidence reemerging in the market. MSCI inclusion earlier this year turned bitter for the PSX investors, as it resulted in a net outflow versus an expected inflow. This brought an abrupt halt to the euphoria surrounding positive spillover effects resulting from inclusion of Pakistan Market in MSCI EM.

### Investment Avenues: Equity-The Hidden Gem

In the year 2016, KSE-100 marked its best performance amongst all major investment avenues. However, the benchmark index was unable to continue the same trend in the year CY17 as it was dragged mainly by the political noise prevailing in the country. Commodity markets led by the safe haven gold, gave the highest return amongst all investable avenues CY17:13%.

### Money Market: Bottomed Out Interest Rates

The monetary easing scenario which commenced July'11 onwards seems to have bottomed out; the State Bank of Pakistan (SBP) has kept the policy rate unchanged over the last 1.5 years. The reverse repo rate/repo rates are at historic lows of 6.25%/5.75% respectively. During the monetary easing cycle, the SBP had slashed the policy rate by 825 basis point (bps) cumulatively bringing it down from 14% (in 2011) to 5.75% (at present) in order to encourage borrowing by businesses and households to stimulate the economic activity, the impact of which has been observed recently with significant improvement in private sector credit offtake.

### Commodities: Gold: A Strategic Hedge, Not A Gamble To Profit

Despite having significant progress on the US tax cuts, three FED rate hikes and the investors' focus towards persistently rising equities and crypto currencies this year, gold has still managed to keep its shine as the prices in the international market have surged by 13% in CY17.

### Path Ahead: Too Attractive To Let Go

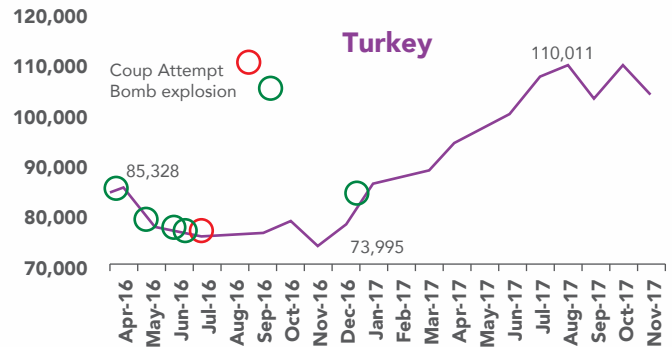
Our market's performance has been marred with political upheavals which has resulted in the highest discount as compared to its regional peers (KSE100 PEx: 8.3x, India: 21.7x, China: 14.5x, MSCI emerging markets: 13.84x and MSCI Asia Pacific 14.96x). As soon as political clarity emerges, the market is expected to revert back and make up for the current deteriorations.

# A Look Back

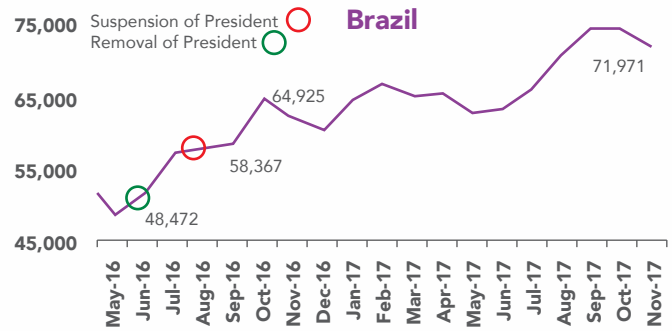
## What Does History Say ?

Lately, many economies have exhibited a period of political instability that jostled the stock market performance followed by a period of market's recovery. We analyse some interesting trends around the globe in this section and contrast them with situation at home.

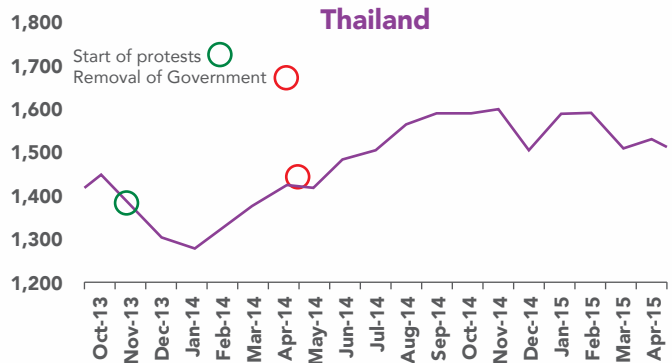
Turkey's market (Borsa Istanbul 100 Index) had declined 10% during Apr-Jun'16 due to terrorist attacks and political turmoil in the country. The market further declined by 2% during July'16. On 25<sup>th</sup> July'16, a military coup was conducted by a faction of the Turkish army against the government and President Tayyip Erdogan. However, the attempt was unsuccessful by the forces loyal to the President. As soon as the dust settled, the benchmark index gave a return of 14% by Jan'17 and this momentum continued in 2017 as well whereby the market has provided a return of 38% to date since the coup attempt.



In Brazil, the former president Dilma Vana Rousseff was found guilty of breaking budgetary laws and was suspended by the Senate in May'16. The accusation was justified later on and she was removed from the office in Aug'16. During this time period the Ibovespa Brasil Sao Paulo Stock Exchange Index (IBOV) fell to 48,471 in May'2016 from 53,910 points in April'16, a decline of 10%. Post political stability, foreign investors saw the decline as the market's bottom and as a consequence, the market has rebounded to 71,971 pts (up 48% from its May'16 low).



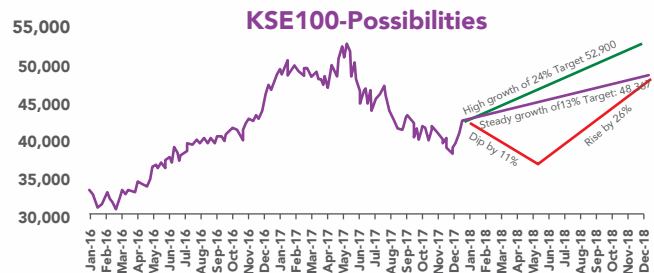
A similar situation was observed in Thailand during 2013-2014 political crisis, which concluded after the removal of former Prime Minister Thaksin Shinawatra. The political unrest affected the Thai bourse which touched 1,299 pts in Dec'13, a dip of 11% in a matter of 2 months. However, retracement was seen in July'14 when the index hit 1,500 pts level, showing a recovery of 16% (since Dec'13). In Nov'14 when Prayut Chan-o-cha was elected as president, the market rose to 1,594 pts presenting a return of 23% from Dec'13 low.



## Pakistan Political Unrest Vs Market; Any Hope?

A closer look at KSE-100 trend line unfolds the road stories of PTI's Dharna, Panama Leaks, Prime Minister's dismissal and much more which have dragged down the bourse by more than 20% till 5<sup>th</sup> Jan'18, the longest bearish spell in the last 6 years. Consequently KSE 100 Price Earnings multiple (PE<sub>x</sub>) is at 8.3x, highest discount as compared to regional peers such as India (21.7x), China (14.5x), MSCI Emerging markets (13.84x) and MSCI Asia Pacific (14.96x).

Political turmoil is at the forefront of KSE-100 index's decline from May'17 high of 52,636 points to current level of 42,523 points (decline of 20% from the high). The evidence from around the globe discussed above suggests the market may rebound as political stability is expected to come in.



# Our Strength

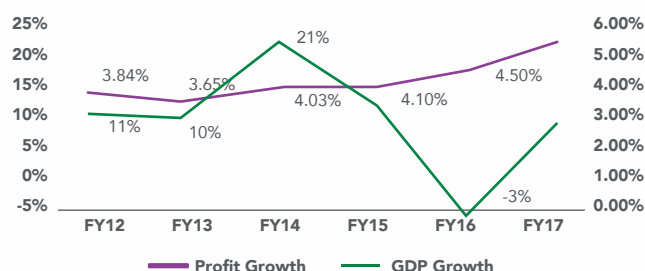
## We Are What We Earn!

### Vigorous Earnings Growth

Pakistan's corporations have shown remarkable growth in recent times due to favorable business environment. The growth has been supported by low interest rates, contained inflation, massive increase in foreign direct investments and hefty development expenditures by government.

The 5 year earnings CAGR of the KSE-100 Index (aggregated profit after excluding effect of super tax of KSE-100 companies) is 10.12% despite recent political turbulences in the country and high corporate tax rates. The improvement in law and order situation is also a factor behind the impressive corporate sector, as a significant country has lifted the spirits of investors and consumers both. The graph to the right contrasts GDP Growth with annual Profitability growth of KSE100 companies.

KSE100 Profit growth and GDP Growth



### Our Expectations Going Forward

Pakistan is characterised by a robust, consumption driven economy supported by a young population (~60% of population is under 30 years of age) depicting an aggressive spending pattern and less inclination towards savings. This growth is expected to continue in FY18 with the government targeting a GDP growth of 6.0% (FY17: 5.28%).

Historically, Pakistan has suffered from a chronic energy deficit issue which has bitten off 2% of our annual GDP. With the advent of the China Pakistan Economic Corridor (CPEC), heavy investments are being made in the energy sector with more than 5,000 MW expected to be added to the grid in the next 12 months. Once our economy begins to receive uninterrupted supply of power, industries within the country will be able to ramp up production and recapture the GDP that was previously being lost.

The historic low interest rates and the benign business environment in Pakistan resulted in private sector borrowing to surge by 126% in FY17 (borrowing of Rs.633bn in FY17 vs Rs.280bn in FY16). In the first five months of FY18 private sector credit

offtake has doubled on year-over-year basis clocking in at Rs. 112bn (5MFY17: Rs 54bn). The growth in Large Scale Manufacturing (LSM) has also been quite impressive from the start of the FY18, growing by 9.64% in the first quarter of FY18 against the target of four months of 6.3% for FY18 while in FY17, LSM posted a growth of 5.6%. These statistics show that the corporate sector has started to gear-up for the additional demand expected under the CPEC umbrella.

Further, the recent devaluation of the PKR along with continuation of GSP Plus status, it is expected that Pakistan's exports will become more competitive as compared to regional peers. Hence, we believe that corporate earnings will continue to grow on the back of growing domestic demand, availability of energy sources, increasing urbanization and corporate sector expansions.

Also, going forward the corporate earnings are expected to be boosted given the possible growth triggers lined up for the next year such as expansions in the cement industry, entrance of new auto manufacturers and commissioning of power plants.

Industry	Company	Project	Commissioning Date
Fertilizers	Engro Corporation	SECMC/Thar Coal	Jun'19
Auto	Nishat Mills Ltd.	Hyundai Nishat Motors	Jun'19
Lucky Cement	Kia Lucky Motors	Sep'19	
Gas Distribution	Sui Southern Gas Company, Sui Northern Gas Pipeline Ltd.	RLNG Gas Pipeline	Dec'19
aPower	K-Electric power plant	900MW RLNG based	Jun'18
Cements	Lucky Cement, Power Cement, Gharibwal Cement, DG Khan cement, Best way cement Maple Leaf, Flying cement Brownfield expansions	Between Jan'18 to Dec'19	
Consumers	Al Shaheer Corporation factory	Poultry and meat processing	Jun'18

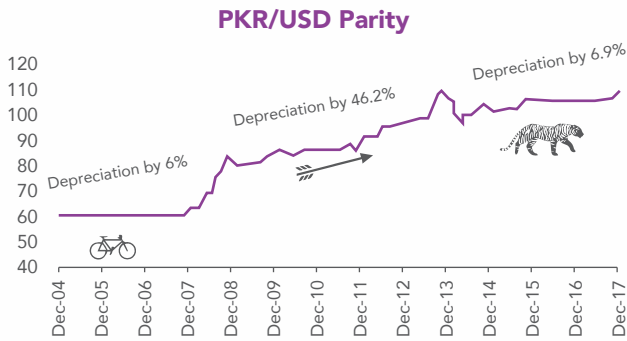


# Election Year

## Who Will Win And What To Expect?

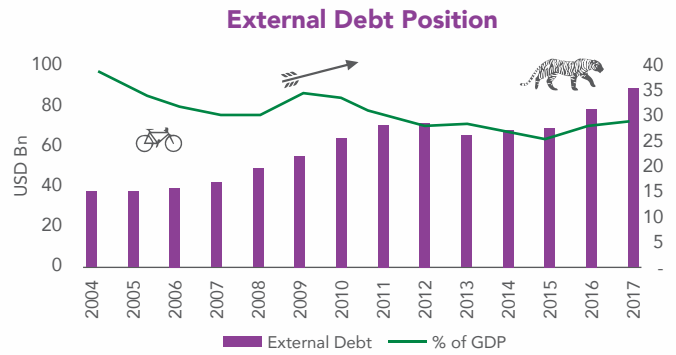
### Currency Depreciation

Keeping in view that the General Elections are scheduled to be held in Aug'18, we take a look back on key macro-economic variables over the past regimes of PPP, PML (N), PML (Q).



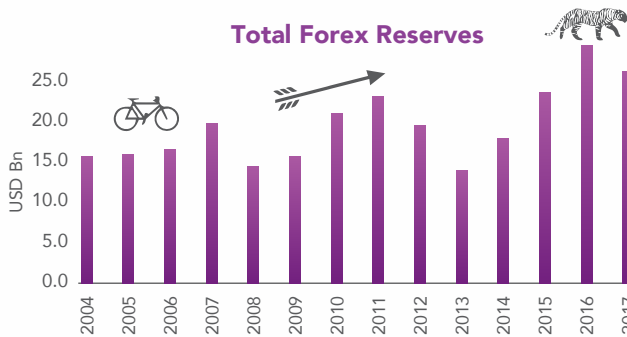
### External Debt

The external Debt during the time period of PML(N) has decreased as a % of the GDP whereas in USD terms the amount has increased to USD83bn.



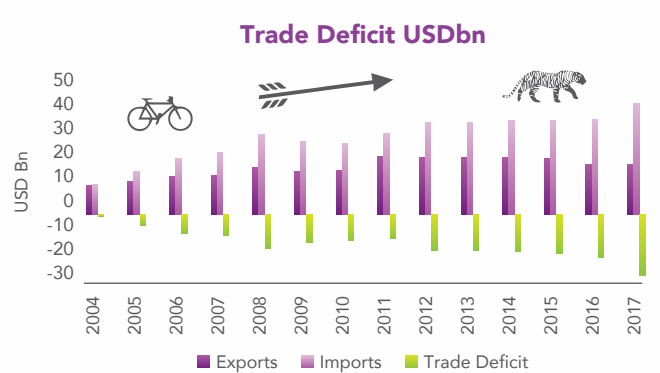
### Forex Reserves

The total forex reserves of the country have increased to 20.15bn



### Balance Of Trade

During the tenor of the incumbent government, trade deficit has peaked to USD26.9bn.



Pakistan achieved its 9-year high GDP growth in FY17, clocking in at 5.28%, whereas this year GDP growth target has been set at 6% by the government.

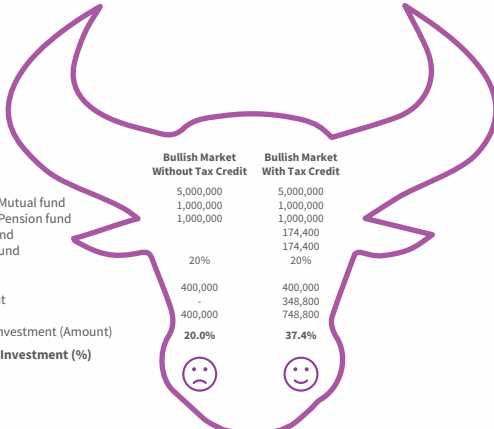
## Invest In Al Meezan And Avail Tax Credits

### Tax Benefits Of Investing In Mutual Funds

Investors are normally unaware of the tax benefits that can be availed through investment in mutual funds. The tax credit on mutual and pension funds reduces the tax liability and can be availed by both salaried and self-employed individuals in

accordance with the Income Tax Ordinance 2001. Following illustrations show investors can be better off by availing the said tax credit, irrespective of the direction of the stock market (we have assumed a stock market return of +20% & -20% for illustrative purposes).

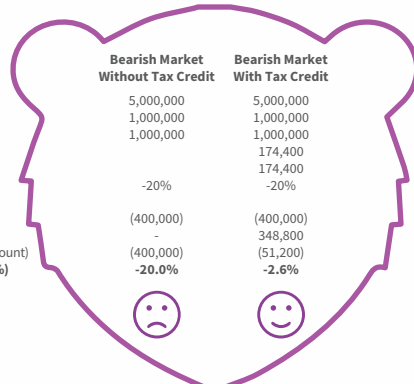
### Tax Credit: Catalyst During Surging Times



	Bullish Market Without Tax Credit	Bullish Market With Tax Credit
Annual Income	5,000,000	5,000,000
Investment Amount Mutual fund	1,000,000	1,000,000
Investment Amount Pension fund	1,000,000	1,000,000
Tax Credit Mutual Fund	-	174,400
Tax Credit Pension Fund	-	174,400
Stock Market Return	20%	20%
<b>Results</b>		
Return on Investment	400,000	400,000
Total Tax saving	400,000	748,800
Effective Return on Investment (Amount)	20.0%	37.4%
Effective Return on Investment (%)	☹️	😊️

*In addition to investment return on funds in an upward trending market, total return of investor A is augmented from 20% to over 37% after adding tax saving that is availed.*

### Tax Credit: Savior during Rough Tides



	Bearish Market Without Tax Credit	Bearish Market With Tax Credit
Annual Income	5,000,000	5,000,000
Investment Amount Mutual fund	1,000,000	1,000,000
Investment Amount Pension fund	1,000,000	1,000,000
Tax Credit Mutual Fund	-	174,400
Tax Credit Pension Fund	-	174,400
Stock Market Return	-20%	-20%
<b>Results</b>		
Return on Investment	(400,000)	(400,000)
Total Tax saving	-	348,800
Effective Return on Investment (Amount)	(400,000)	(51,200)
Effective Return on Investment (%)	-20.0%	-2.6%
	☹️	😊️

*Investment losses from adverse market movements can be mitigated through tax saving, which in investor A's case significantly minimized his loss from -20% to a minimal -3%.*

#### Disclaimer

All investments in mutual funds and pension funds are subject to market risks. Past performance is not necessarily indicative of the future results. Please read the Offering Document to understand the investment policies and risks involved. This is for general information purposes only. In view of individual nature of tax consequences, each investor is advised to consult with his/her tax advisor with respect to specific tax consequences of investing in the Fund.

## Turbulent Winds

Upon the directions of the Supreme Court, NAB is hearing corruption references against former Prime Minister Nawaz Sharif, his two sons, daughter, his son-in-law and Finance Minister Ishaq Dar. In Oct'17, Mr. Sharif regained control of the ruling Pakistan Muslim League-Nawaz (PML-N) party using Section 203 from the Elections Act 2017. Later, the National Assembly rejected an amendment bill seeking removal of the same section of Elections Act to bar a disqualified person from leading a political party. All such political events related to the incumbent government, have kept the investors on their toes, during the last six months, resulting in steep stock market correction by 20%, till 5<sup>th</sup> Jan'18, from its high in May'17.

### Political Conundrums; Are Early Elections A Possibility?

The PML (N)-led government will complete its five-year-tenor in May'18 after which the general elections in Pakistan are expected. However, given the current turbulent political landscape of the country, some questions have been raised about having the elections on time. The recent demands of Pakistan Awami Tehreek (PAT) Chief Dr. Tahirul Qadri, asking for a JIT-like- probe into the Model Town incident, the formation of joint opposition alliance against the government, and a 21-day sit in by a religious faction have kept the sentiment negative in the equity market.

The aforementioned alliance has a list of demands which include early elections, immediate dissolution of the national and provincial assemblies and instant arrest and trial of Shahbaz Sharif. In case of rejection, the alliance has said to launch protests across the country. At this point, it is understood that the government certainly does not want another series of protests as they just dealt with the Faizabad sit-in which considerably destabilized the capital for almost three weeks. The sit-in ended with the government surrendering to most of the demands of the agitators under which the law minister Mr. Zahid Hamid, resigned.

### Chaos In Finance Ministry

Meanwhile, the absence of Finance Minister Ishaq Dar from his charge has led to delay in important economic decisions of the country. Mr. Dar has been recently declared a proclaimed offender by an accountability court in a NAB reference after he failed to appear before the court despite repeated summons. NAB has also decided to approach Interpol for his arrest to bring him back to the country.

### A Blow For PTI - A Lifeline For PML (N)

On 15<sup>th</sup> Dec'17, the Supreme Court of Pakistan disqualified PTI secretary general Jahangir Tareen from holding public office while giving PTI Chairman Imran Khan a clean chit. Mr. Tareen was disqualified on concealing his 12-acre Hyde House property in the United Kingdom in the nomination papers before the Election Commission of Pakistan (ECP). Soon after the Supreme Court's decision, Mr. Tareen resigned from the position of Secretary General of PTI.

On the other hand, the Supreme Court gave a life-line to the Sharif Family by rejecting NAB's appeal for reopening of the Hudabiya Mill case stating that NAB's lawyers failed to satisfy the courts on the reasons for the delay in filing the appeal.

### Terrorist Attack In Peshawar And Quetta

At the start of December, terrorists stormed the Peshawar's Agricultural Training Institute and killed nine people and injured 37 others. The attack was claimed by Tehreek-i-Taliban Pakistan. Later in the same month, another terrorist attack took place in Quetta where two suicide bombers attacked a church on 17<sup>th</sup> Dec'17, killing nine and wounding 56 others.

Such terrorist activities are a cause of concern as they shake the confidence of the general public. In order to be classified as a secure business hub, the state has to completely eradicate terrorism from its soil.

### A Lifeline For PML (N)- Hudaibiya Paper Mills Case

The Hudaibiya paper Mills Case was about an alleged fraud of over Rs 1.2bn was initiated in March 2000, when the NAB authorities moved a reference. Amongst the accused were the ousted Prime Minister Nawaz Sharif and his two children – Maryam and Hussain along with Punjab Chief Minister Shehbaz Sharif and his son Hamza Shehbaz. The ex-Finance Minister Ishaq Dar was also nominated in the NAB's reference for opening fictitious (benami) foreign currency accounts to help the family commit fraud. Dar turned approver in the case, but later retracted his statement given against the Sharif's claiming it was extracted under duress. Through its investigation, the NAB held the management of the Mills in possession of huge illicit proceeds. It held that the accused failed to explain source of the acquisition of the funds. However, in Dec'17, the Supreme Court gave a life-line to the Sharif Family by rejecting NAB's appeal for reopening of Hudabiya Mill case stating that NAB's lawyers failed to satisfy the courts on the reasons for the delay in filing the appeal.



## Bracing For Robust Growth

### Sukuk And Eurobond

Pakistan successfully issued a USD 1bn 5-year Sukuk and a USD 1.5bn 10-year Eurobond at a coupon of 5.625% and 6.875% respectively. The pricing of the Sukuk is slightly higher than the previous issuance of USD 1bn in Oct'16 (Rate: 5.50%) and the prevailing market yield, however, given the amount raised the pricing seems reasonable.

On the other hand, the rate for 10-year Eurobonds is significantly lower than the previous USD 500mn issuance (Rate: 8.25%) in 2015. The pricing of these issues came about as a positive surprise amidst growing external account imbalances and greater political uncertainty within the country.

The primary purpose for the Eurobond/Sukuk issue was to shore up FX reserves whereby SBP's FX reserves had declined by 27.3% from their high of USD 19.4bn in Oct'16 to USD 14.1bn at 29<sup>th</sup> Dec'17. With this injection, SBP's import cover will be given a boost.

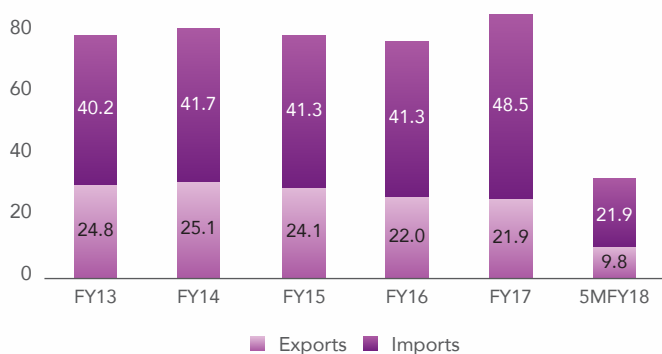
Tenor	Type	Amount (USD mn)	Yield (%)	Moody's Rating	S&P Rating
5 year	Sukuk	1,000	5.625	B3	B
10 year	Eurobond	1,500	6.875	B3	B

### External Account Deficit

The country's external account deficit is becoming increasingly alarming for investors as it is signaling a currency depreciation. Pakistan's trade deficit has expanded to USD 12.1bn in FY18TD which is an increase in the deficit by 35% YoY. The largest contributors to this deterioration in trade deficit were infrastructure related spending, namely Machinery, Travel and Transport which have cumulatively contributed more than 50% of this increase in trade deficit.

However, it is pertinent to note that the government foresees these imbalances to be temporary and revert to normal in the next two years with the help of 1) incentivising and encouraging exports through the export package, 2) discouraging non-essential imports through higher import duties, 3) decline in machinery imports over time with project completion of power plants, and 4) negotiating free trade agreements with different countries including China, offering favorable terms of trade for Pakistan.

### Imports & Exports (USD Bn)



### Transport & Power Projects in CPEC: Galvanising A Better Future

In recent times, gains from CPEC have become increasingly visible. The commencement of new power plants have increased electricity generation which have pushed LSM growth to 9.64% in 4MFY18. The increased growth in the manufacturing sector, coupled with the PM's export oriented package has benefitted Pakistan's trade as exports which were up by 11% YoY in 5MFY18.

Further, with the onset of coal and Regasified Liquefied Natural Gas (RLNG) based power plants, Pakistan's dependency on inefficient and higher cost Residual Furnace Oil (RFO) based power plants will reduce which is expected to bring about more than Rs.90bn in fuel savings for Pakistan in FY18, which will increase going forward once the Hydel power plants (Tarbela 4th extension, Neelum-Jhelum, Patrind etc.) come online.

S.N.	Plant	Fuel	Capacity (MW)
1	Tarbela (4th Extension)	Hydro	1,410
2	Balloki	RLNG	423
3	Haveli Bahadur Shah	RLNG	471
4	Bhikki	RLNG	463
5	Patrind	Hydro	147
6	Port Qasim Electric Power	Coal	660
7	Neelum Jhelum	Hydro	969
<b>TOTAL</b>			<b>4,543</b>

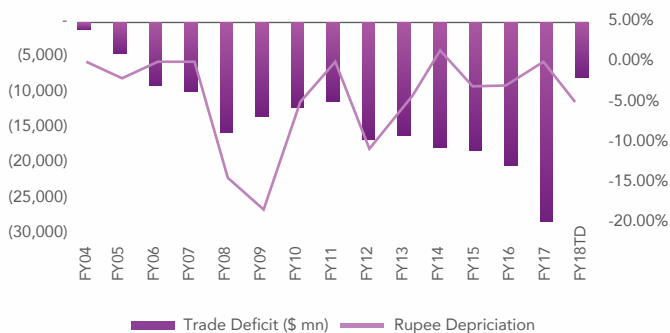
## Bracing For Robust Growth

### PKR Devaluation

Theoretically, a devaluation of PKR should increase competitiveness of Pakistan's exports and reduce attractiveness of imports. Experts opine that this devaluation is necessary to improve investor sentiment and rectify the problems that are plaguing our country's economy. However, historically speaking, a devaluation of the PKR has not brought about any significant gains. This is because a devaluation in the currency is usually followed by an increase in inflation which hampers the competitiveness of our exports and also destroys purchasing power.

In Dec'17, the State Bank of Pakistan allowed the rupee to depreciate, whereby the currency fell by a cumulative of 4.7% against the greenback and now stands at ~ Rs.110/USD against Rs.105.51/USD at the start of the month.

### PKR/USD Depreciation And Balance Of Trade

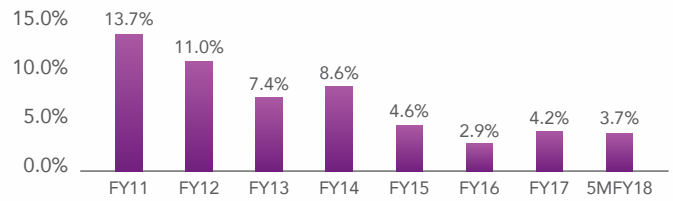


### Inflation Outlook

CPI inflation for Dec'17 clocked in at 4.57% taking the average 5MFY18 CPI to 3.77%. To put things in perspective, inflation stood at a whopping 13.7% in FY11. Inflation within the country has significantly dipped following the advent of the PML-N government, primarily due to cheaper oil and other commodities which have kept the CPI in control.

It is pertinent to mention that oil prices have rebounded from a low of USD 27/bbl to a current rate of 67/bbl. Looking ahead, oil prices are expected to have a limited downside especially after CPEC has decided to extend oil production cuts till the end of 2018. Hence, we believe that the trend of oil prices is likely to dictate the inflation levels in the country going forward.

### CPI Inflation

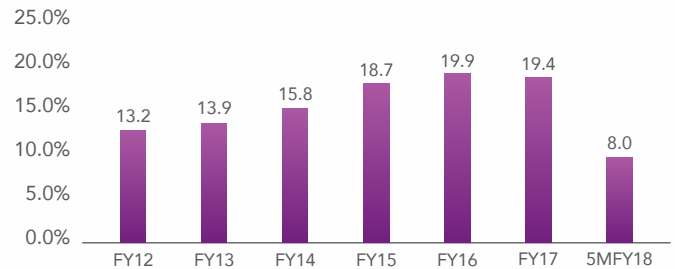


### Foreign Exchange Reserves And Worker's Remittances

Forex Reserves are also painting a bleak outlook as they have continued to decline in a steady manner thereby increasing pressure on the external front. As of 29<sup>th</sup> Dec'17, the country's total liquid FX reserves stood at USD 20.15bn as compared to USD 23.202bn in Dec'16. (Down by 13.1% YoY).

Workers remittances have historically provided strong support to Pakistan's foreign reserves in the last few years. Remittances have increased from USD 13.2bn in FY12 to USD 19.4bn in FY17 representing an average annual increase of 8% every year. In 5MFY18, workers' remittances coming into Pakistan stood at USD8.0bn, an increase of 1.3% from the SPLY.

### Workers Remittances (USD Bn)



## Fundamentally Strong, But Politics Are The Thorn

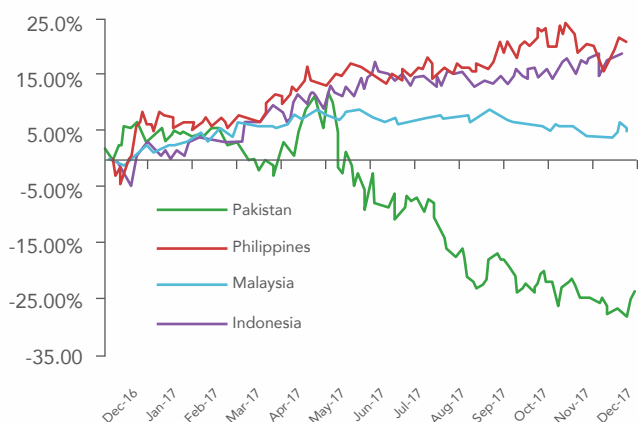
### Pakistan Has Resurfaced Among Emerging Markets

Having corrected almost 20% since the peak closing, the prolonged bear spell from the last seven months at the KSE-100 has died down showing confidence reemerging in the market. MSCI inclusion earlier this year turned bitter for the PSX investors, as it resulted in a net outflow versus an expected inflow. This brought an abrupt halt to the euphoria surrounding positive spillover effects resulting from inclusion of PSX in MSCI EM. Perceived economic deterioration and unabated chaos on the political landscape rattled confidence of investors hence leading to sharp price declines.

The past seven months have been a perfect storm that has taken majority of the investor's off-guard. Following MSCI rebalancing, investor sentiments were further dampened by unending political upheaval involving multiple government institutions leading to complete paralysis of government machinery, periods of domestic unrest as a result of unnecessary amendments to existing legislation by ruling party, significant penalty imposed on leading local bank for non-compliance of foreign regulations, lack of clarity on timeline of elections and finally, exit of ENGRO from MSCI EM.

In our experience with Pakistan's Equity market for past 20+ years, this bear spell has been one of the longest but not the worst. We believe that these are times when an investor should sit back and rationally consider the opportunity knocking at the door.

### Emerging Markets' Performance (MSCI share price indices)



### Politics: The Tide is turning

Political situation turned south post the disqualification of the ex-PM Nawaz Sharif. At present the ex-PM is being tried for numerous charges by the Courts. Finance Minister is still calling sick despite repeated attempts by the Courts to provide him an opportunity to respond to charges levied by the JIT and NAB. Law minister who previously helped draft the Elections Reform Bill, was forced to resign. Interior Ministry is still in firefighting mode after the previous minister resigned due to political differences. Ex-PM's brother, the Chief Minister of Punjab, continues to remain under pressure due to corruption investigations targeting projects

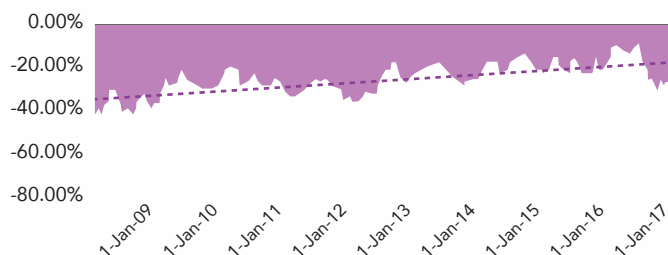
undertaken by his government. Continuing investigations against a number of members of parliament and sitting ministers have led to preference by parliamentarians to avoid the lime light. In short, politics has been in a total disarray.

The tide seems to be turning with the approval of delimitation bill by the Senate, hence, clearing way for future Elections. With the market participants strongly positioning in favor of a forced dissolution of assemblies or perhaps some intervention by the Armed Forces, this latest development will alleviate some concerns. We believe that unrest in politics will subside as the Country braces for elections. However until then, news flow will continue to keep the market a little volatile. That being said, we believe that the worst is behind us.

### Valuations: Begging For Attention

The recent decline of the KSE-100 brings the index to a forward trading multiple of 8.3x versus that of MSCI EM of approximately 13.8x. The performance of the market has also diverged that of the region, with peers rallying by almost 15-20% partly aided by currency appreciation in respective countries. That being said, the bear spell has led to the widening of the discount of PSX to MSCI EM. The discount which has been continuously reducing for the past eight years, has now flirted with levels of 40% that were last seen in 2008 and through-out 2013. We believe that a successful political transition will reduce this discount to its trend-line, implying close to 20% upside assuming it materialises.

### PSX Discount to MSCI EM: Jan 2009 to date



### Elections And The PSX

With eyes all focused on the upcoming elections, it warrants to know what the performance of the PSX has been post the elections. With the exception of 2008 that was marked by global financial crisis, past elections have proved to be beneficial for PSX investors. Investors have earned double digit returns in periods following the elections. With the market already down 20% since its peak, clarity on elections will only improve the confidence of investors from this point on.

Election Month	Winning Party	KSE 100 Performance After		
		1 Month	6 Months	1 Year
May-13	PML(N)	12%	17%	43%
Feb-08	PPP	3%	-25%	-59%
Oct-02	PML(Q)	6%	36%	97%
Feb-97	PML(N)	2%	21%	4%
Oct-93	PPP	15%	78%	70%

# Investment Avenues

## Equity-The Hidden Gem

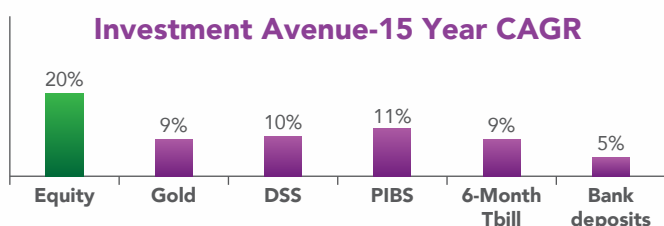
In the year 2016, KSE-100 marked its best performance amongst all major investment avenues. However, the benchmark index was unable to continue the same trend in the year CY17 as it was dragged mainly by the political noise prevailing the country. Commodity markets led by the safe haven gold gave the highest return amongst all investable avenues CY17:13%. However, it is important to note that this return is lower than what the KSE-100 has yielded over the last 15-years (CAGR of 20%).

The SBP kept the policy rate intact at 5.75% since May'16, which results in average returns on government bonds and T-bills

hovering around ~6% to 8%. Commercial Banks also imitated, declining their deposit return to ~4%.

As at end-Dec 17, Asset under Management (AUMs) of mutual funds increased to Rs.597bln (Dec 16: Rs.592bln); an increase of ~1% YoY. Notably, Pakistan's reclassification from MSCI was not able to attract foreign portfolio investments, however encouraging monetary prospects under CPEC present a solid defense for PSX going ahead.

	Investment Avenues 15 Years (% Returns)						
	KSE-100	Gold	DSS	10 Year Gov. Bonds	6 Month Tbill	Bank Deposits	Inflation
CY03	66%	19%	9%	5%	2%	2.0%	3%
CY04	39%	6%	8%	7%	3%	1.0%	7%
CY05	54%	18%	9%	9%	8%	3.0%	9%
CY06	5%	23%	10%	10%	9%	3.0%	8%
CY07	40%	31%	10%	10%	9%	4.0%	8%
CY08	-58%	6%	11%	14%	12%	6.0%	20%
CY09	60%	24%	11%	13%	13%	7.0%	14%
CY10	28%	30%	12%	13%	13%	6.0%	15%
CY11	-6%	10%	13%	14%	13%	7.4%	12%
CY12	49%	7%	12%	13%	11%	6.7%	10%
CY13	49%	-28%	11%	12%	7%	5.7%	8%
CY14	27%	-2%	12%	13%	10%	5.8%	7%
CY15	2%	-10%	9%	9%	7%	4.9%	3%
CY16	46%	9%	8%	8%	6%	4.0%	4%
CY17	-15%	13%	7%	8%	6%	3.3%	4%
<b>CAGR</b>	<b>20%</b>	<b>9%</b>	<b>10%</b>	<b>10%</b>	<b>8%</b>	<b>4.6%</b>	<b>9%</b>



	Pak Rupees			Dollar Adjusted		
	MIF	KSE-100	KMI-30	MIF	KSE-100	KMI-30
3 yrs	9.9%	7.8%	10.6%	8.0%	6.0%	8.7%
5yrs	19.0%	19.2%	18.9%	17.0%	17.1%	16.8%
7 yrs	20.8%	19.0%	20.2%	17.2%	15.4%	16.6%
10 yrs	15.3%	11.1%	14.9%	9.2%	5.2%	8.8%
12 yrs	15.6%	12.8%	16.0%	10.2%	7.5%	10.5%

**Note:** Performance data does not include costs incurred directly by an investor in the form of sales load etc. KMI30 was launched in FY09, Therefore 5-year rolling return cannot be calculated before FY14. Fund returns are calculated NAV to NAV with dividend reinvested.

# Investment Avenues

## Al Meezan Investments- Parallel Vision

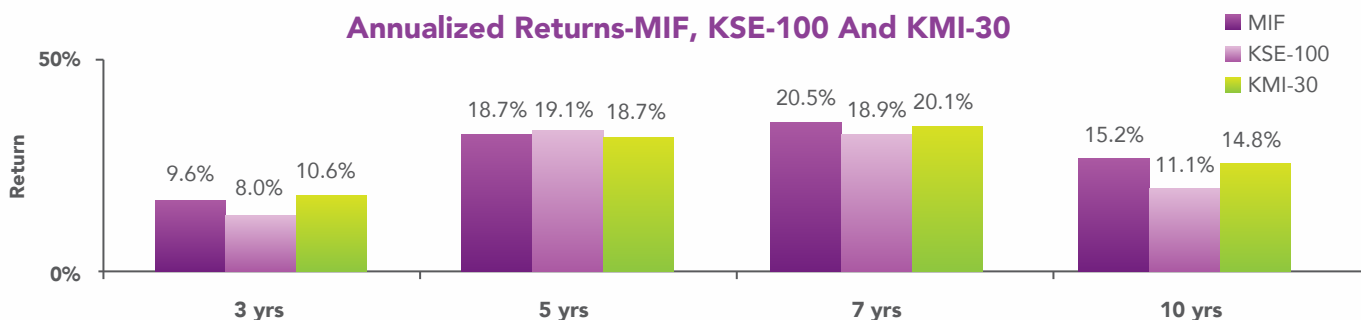
Al Meezan Investments continuously strives to give highest possible risk adjusted returns to its valued investors. Financial specialists at Al Meezan Investments apply strong fundamental techniques to pick best value in its portfolio, which help in maintaining its reliably significant yields amid political instability.

## Meezan Islamic Fund (MIF) – Shining Bright

Propelled as the primary open-end mutual fund of Al Meezan, MIF, our star performing fund, has amassed a past filled with 15 years expanding returns for its investors. MIF provides Sharia compliant equity exposure to its investors with AUMs of around Rs.40 billion as of Dec-17.

Excluding the recent slide in the market, MIF has outperformed KSE-100 index. The graph below shows the annualized calendar year (CY) returns of MIF, KSE-100 and KMI-30 for the past 1, 3, 5, 7 and 10 years.

**Annualized Returns-MIF, KSE-100 And KMI-30**

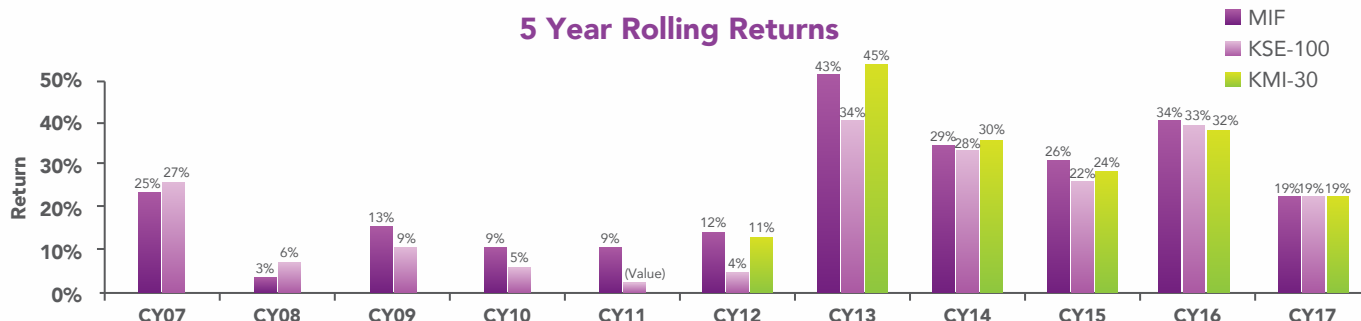


## Investment Perspective-Adding Value With Quality Return

Assuming an investor made an initial investment of Rs. 100,000 in MIF on its inception date in Aug'03 and did not make any withdrawals, his investment would now have grown to Rs. 956,008 (till CY17), earning an 18% annual CAGR. Equity has always

remained the best performing asset class for long-term investors willing to withstand short to medium term volatility.

**5 Year Rolling Returns**



Note: Performance data does not include costs incurred directly by an investor in the form of sales load etc. KMI30 was launched in FY09, Therefore 5-year rolling return cannot be calculated before FY14. Fund returns are calculated NAV to NAV with dividend reinvested.



# Money Market

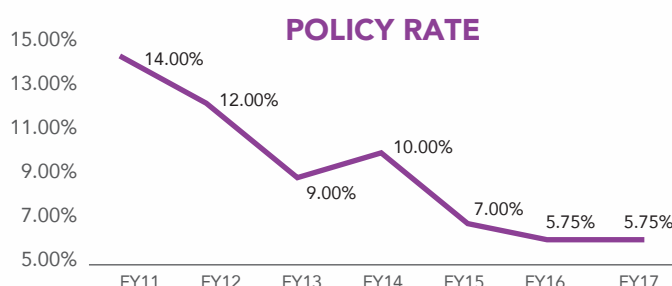
## Bottomed Out Interest Rates

### Fixed Income: Interest Rate Bottom Out!

The monetary easing scenario which commenced July'11 onwards seems to have bottomed out; the State Bank of Pakistan (SBP) has kept the policy rate unchanged since last 1.5 years. The reverse repo rate/s are at historic lows of 6.25%/5.75%, respectively. During the monetary easing cycle, the SBP had slashed the policy rate by 825 basis point (bps) cumulatively bringing it down from 14% (in 2011) to 5.75% (at present), the impact of which has been observed recently with significant improvement in private sector

credit offtake. Significant decline in international oil prices during FY15 served as a major impetus in melting down the inflation along with improvement in other macroeconomic fundamentals, which reflected in low interest rates. The chart to the right summarises the monetary easing journey mentioned above.

A quick review of changes in interest rates and yields over the monetary easing cycle mentioned above can be seen in the following table:



	Before Monetary Easing (July'11)	Current Rates (Dec' 17)	Difference from (July'11)
<b>SBP Discount/Policy Rate</b>	<b>14%</b>	<b>5.75%</b>	<b>-8.25%</b>
<b>GoP Securities</b>			
6 Months T-Bills	13.76%	6.03%	-7.73%
10 Year Pakistan Investment Bonds (PIBs)	14.07%	8.34%	-5.73%
Ijarah Sukuks	13.50%	5.20%	-8.30%
<b>Saving Schemes</b>			
Special Saving Certificates - 3 years	14.00%	6.20%	-7.80%
Defense Saving Certificates - 10 years	13.55%	7.54%	-6.01%
<b>Corporate Instruments</b>			
TFCs (AA rated and above)	14.50%	7.10%	-7.40%
Corporate Sukuks	15.70%	6.75%	-8.95%
Bank Placement (AA Rated and above)	12.50%	5.85%	-6.65%

### Future Outlook

The economy has benefitted from the monetary easing stance of the SBP over the years, but the widening fiscal deficit and pressures on exchange rate are likely to force the SBP to increase the policy rate going forward. In the FX market, the Rs depreciated over the year with open market rate crossing Rs.112/USD during the month of Dec'17, stabilising in the range of Rs.110-111/USD later. The rupee could undergo another depreciation phase in the near future which will exert additional pressure on the already widening trade deficit of Pakistan.

Due to increase in Pakistan's debt levels, external debt servicing has already exceeded USD2bn during the first quarter of FY18. High payments of foreign debt have already put a negative impact on the country's liquid forex reserves, forcing the country to go for

additional borrowing from the international market to keep the forex reserves over USD20bn mark. In order to service future debt, the Government would require more international inflows. Further, any political unrest in the Middle East or rising international crude prices will increase the inflation rate thereby resulting in a possibility of increasing the policy rate.

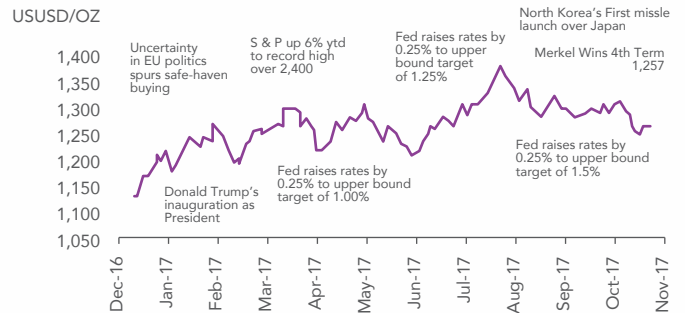
Going forward, as the work on CPEC projects gains momentum, the influx of FDI is expected to increase, thereby releasing the forex pressure on SBP, but the uncertain exchange rate scenario coupled with rising external debt and widening external account deficit may restrict the central bank's ability to maintain the interest rates at their current low level. Overall, the current scenario depicts the money market players concentrating around the expectation of monetary tightening going forward. The same is also reflective in the bid patterns of recent PIB and T-bill auctions.

## Gold: A Strategic Hedge, Not A Gamble To Profit

### Gold – A Safe Haven

Despite having significant progress on the US tax cuts, three FED rate hikes and the investors' focus towards persistently rising equities and crypto currencies this year, gold has still managed to keep its shine as the prices in the international market have surged by 13.0% in CY17.

In spite of the fact that the US is about to cut the corporate tax rate and FED's indication of three additional rate increases in 2018 are expected to trouble gold however uncertainty surrounding the UK, Europe, Middle East and North Korea would at present have the capacity to give enough support to gold prices going ahead.



### Reversal of Quantitative Easing and Expansionary Fiscal Policy in US

In CY17, we have witnessed three rate hikes by the US FED raising the upper bound target to 1.50%. In addition to initiating the process of unwinding its USD 4.5 trillion financial crisis-era balance sheet, FED has also indicated three more rate hikes in the upcoming year. Another major development is the US plan to cut corporate tax rates from 35% to 21%. The market is factoring these as positive triggers for the US economy and its stock market resultantly keeping investors away from investing in the gold. However, on the flip side, there exists a possible medium to long term negative impact of the reformed U.S. tax code due to increase in fiscal deficit which is positive for the gold particularly in a scenario of ever expanding sovereign debt and fiscal deficits around the globe.

### Geopolitical Landscape & Demand

Shaking a country that is Europe's political and economic mainstay, Germany's political uncertainty was revealed when Angela Merkel announced that she would prefer elections over a minority rule. Political instability in Europe was intensified with Catalonia's independence, the biggest political crisis in Spain since the last 40 years and a major challenge for the EU. The negotiation process between UK and EU on Brexit have relatively become smoother as both are on the table with regards to major issues, we still expect the things to remain uneven as Britain's Parliament has voted in favor of limiting government power to make sweeping changes to the European Union withdrawal bill.

Saudi Arabia's Crown Prince, Mohammed bin Salman, tightened his grip on power through an anti-corruption purge having repercussions within the kingdom and abroad. In addition to this, the current conflict in Yemen and political conflicts surrounding Qatar have also caused a wave of political instability in Middle East.

Besides all above geopolitical developments, another support to gold can be witnessed in terms of physical demand going forward as the economies of the two largest buyers of gold, i.e., China and India, have stabilised and are expected to grow over 6% in 2018.

### Bitcoin In Comparison With Gold

Bitcoin remained in the limelight this year as the price surpassed USD 19,000. This surge in prices has tempted investors to move away from gold. However, when excessive optimism far outweighs normal rational expectations, crashes occur — and this could be the case with Bitcoin as well. Gold has an indisputable track record having been a cherished store of value for thousands of years across human civilizations whereas, any change in consumer preferences, new technological disruption or a crackdown by a government could easily kick bitcoin to the end of the bench.

### Invest Through Meezan Gold Fund

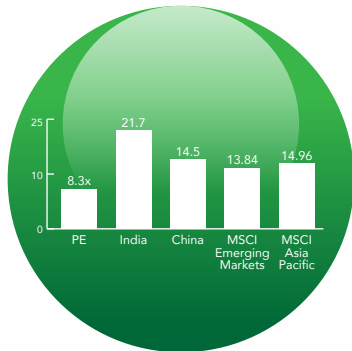
Incontestably, gold has a unique importance in the investor's portfolio. It can be a diversifier, a means to hedge inflation and a safe haven investment at times of high volatility. In order to provide investors to gain exposure of such a commodity in a Shariah compliant manner, Al Meezan launched Meezan Gold Fund in 2015 which is currently the only commodity fund of Pakistan. Investment in the fund can be made from as low as Rs. 5,000 and further exposure can be added by just Rs. 1,000.

## Too Attractive To Let Go



### Persistent Decline:

Market has been continuously declining for the last 7 months which has been so far the longest decline in the KSE100Index in the last 6 years. Generally, after a period of continuous decline, a period of robust recovery is set in.



### High Discount To Region:

KSE 100 PE is at 8.3x, highest discount as compared to regional peers such as India (21.7x), China (14.5x), MSCI Emerging markets (13.84x) and MSCI Asia Pacific (14.96x). Invest Now!



### Post Elections

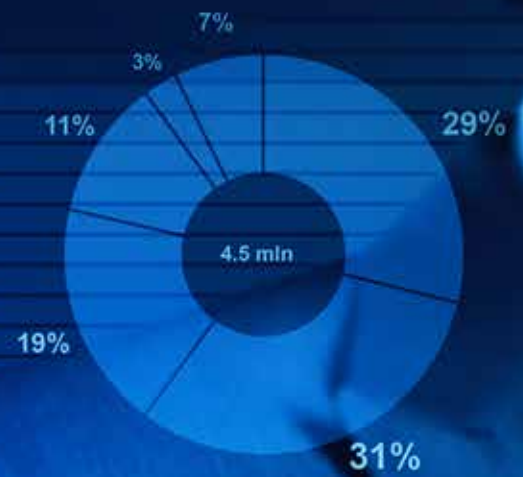
As highlighted above, as soon as political noise is cleared by the general election, markets generally recover.

**Disclaimer:** All investments in mutual fund are subject to market risks. Past performance is not necessarily indicative of the future results. Please read the Offering Document to understand the investment policies and the risks involved.

## Sales growth dynamics



## Top-line income



## Portfolio Diversification



# MARKETING HIGHLIGHTS

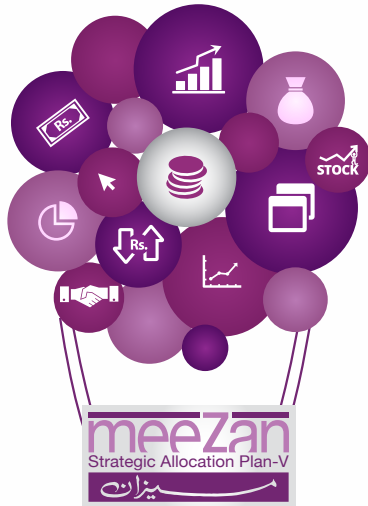


# New Products

## Mutual Funds And Investment Plans

Al Meezan has successfully launched new products in its product suite by launching the following funds and investment plans:

### Meezan Strategic Allocation Plan-V



Al Meezan Investment Limited (Al Meezan) announced the launch of Meezan Strategic Allocation Plan-V, fifth in the series under Meezan Strategic Allocation Fund (MSAF). The plan will use active asset allocation strategy for providing competitive returns on investment. MSAP-V will smartly invest and disinvest between Islamic Equities and Islamic Income/Money Market based mutual funds, depending on the fund manager's outlook on asset classes. The plan has an initial term of 2 years.

### Re-launch of Meezan Asset Allocation Plan-I



After the successful completion of initial maturity of 2 years of Meezan Asset Allocation Plan-I, Al Meezan was pleased to announce the re-opening of MAAP-I for a limited time only in order to provide its investors an opportunity for higher returns through an active asset allocation strategy whereby funds were invested in a prudent manner between Shariah Compliant Equity and Income/Money Market Schemes. The plan has a subsequent maturity of 2 years.



### Al Meezan Brings Back Meezan Capital Preservation Plan After 3 Years!

Al Meezan announced the launch of Meezan Capital Preservation Plan-III, which is a plan based on the existing Meezan Strategic Allocation Fund (MSAF). This is the fifth product of Al Meezan Investments based on the dynamic asset allocation strategy of CPPI. The plan will use dynamic asset allocation strategy 'Constant Proportion Portfolio Insurance (CPPI)' for providing competitive returns on your investment while aiming to preserve the initial capital.

**Risk Disclaimer:** All investments in mutual funds are subject to market risk. The investors are advised in their own interest to carefully read the contents of Offering Documents in particular of the Investment Policies mentioned in clause 4, Risk Factors mentioned in clause 12 and warnings in clause 13, before making any investments decision.



# Product Campaigns

## MTPF 10 YR Anniversary Campaign

Al Meezan Limited, Pakistan's largest Shariah compliant asset management company, recently celebrated the 10 year milestone of Meezan Tahaffuz Pension Fund (MTPF). As Pakistan's first Shariah compliant and currently largest pension fund, MTPF has been enabling people to prepare for retirement for over a decade.

Funds placed in MTPF are invested in various Shariah compliant instruments, which allow for participants to earn a regular Halal income even after they are unable to work for a living so that they are not dependent on other members of the society.



 **Meezan**  
Tahaffuz Pension Fund



**ALL YOU NEED IS TO  
PLAN AND BEGIN!**  
START INVESTING TODAY FOR  
A CARE-FREE RETIREMENT

**AM1**  
Rating as per JCR-VIS

0800-HALAL (42525)  
SMS "Invest" to 6655

**Risk Disclaimer:** All investments in pension funds are subject to market risks. The NAV of units may go up or down based on the market conditions. Past performance is not necessarily indicative of future results. Please read Offering Documents to understand the investment policies, risks involved and tax implications. Withdrawals before retirement are subject to tax under provisions of the Income Tax Ordinance, 2001. Performance data does not include the cost incurred directly by the investor in the form of sales load etc.

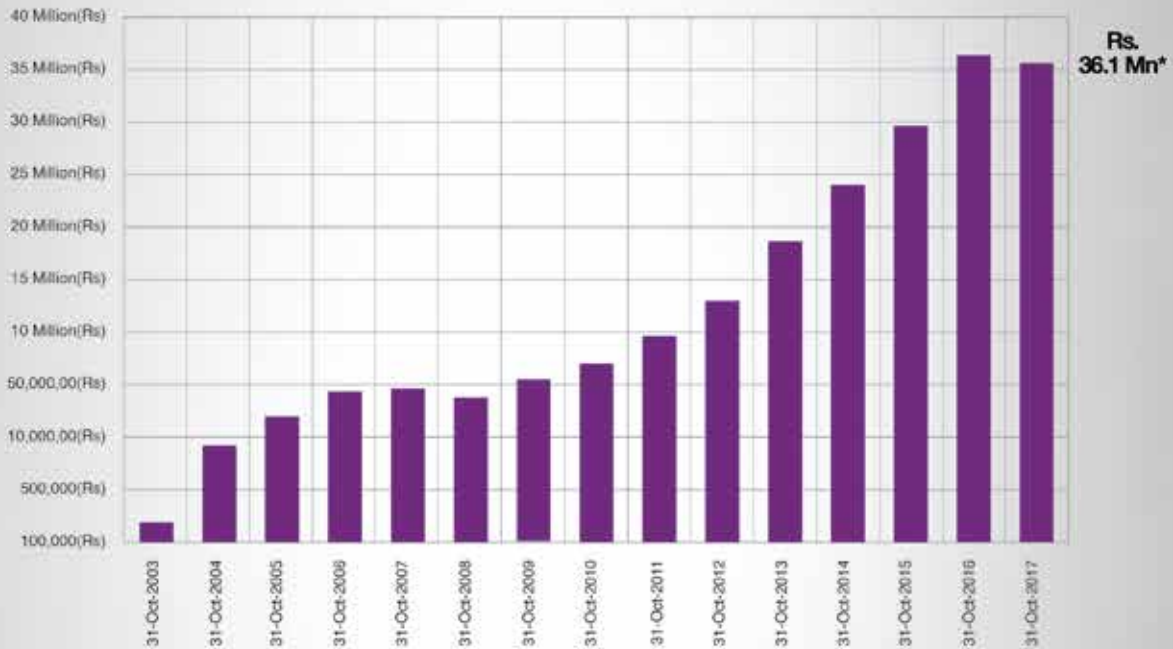
# Product Campaigns

## Invest for the Long Term



**Meezan**  
Islamic Fund

# INVEST IN GROWTH WITH MEEZAN ISLAMIC FUND (MIF)



**Rs. 50,000 invested each month for 14 years  
in MIF is now worth Rs. 36.1 Million,\*  
with a profit of Rs. 27.5 Million\***

With returns of 1155%\*, against a benchmark return of 802%\* from the date of inception, Meezan Islamic Fund, Pakistan's largest private sector equity fund continues to uphold Al Meezan Investment's vision of building wealth for its customers via the best Shariah compliant methods available today.

Call 0800-HALAL (42525) or SMS "invest" to 6655 now and invest in Pakistan's largest private sector equity fund today.

\*As on October 31st, 2017  
MIF has provided returns of 1155%, outperforming its benchmark which has returned 802%  
Categorization: Allocation plan under Meezan Islamic Equity Fund



Available on Social Media



SMS "invest" to 6655  
0800 - HALAL (42525)  
[www.almeezangroup.com](http://www.almeezangroup.com)



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# Awards and Achievements

Al Meezan is Managing AUM's of over 100 Bn as of Dec 28, 2017



# 100,000,000,000

and growing together

Let us bow our heads to thank Almighty Allah for our effective partnership with YOU which has taken Al Meezan and Shariah Complaint Investing to new heights, year after year, making Al Meezan the only Shariah Compliant Asset Management Company in the private sector with Assets Under Management of over Rs. 10,000 crore\*.

\*As on Dec 28, 2017

# Awards and Achievements

## MOU Signing Between Aman Foundation and Al Meezan



The image shows two men in business suits shaking hands while holding copies of the AM1 investment management services brochure. Above them are the logos for Al Meezan Investments and Aman Foundation. The Al Meezan logo is a circular emblem with a green and white geometric design, surrounded by the text 'AL MEEZAN INVESTMENTS' and 'Pure. Profit.'. The Aman Foundation logo features a stylized 'A' with a green leaf and a red heart, with the text 'AMAN FOUNDATION' below it. The background is a light-colored wall with a subtle geometric pattern.

AL MEEZAN INVESTMENTS  
Pure. Profit.

&

AMAN FOUNDATION

sign MOU for Investment Management Services

**AM1**  
Rating as per JCR-VIS

0800-HALAL (42525)  
SMS "Invest" to 6655

Al Meezan Investment Management Limited, the largest Shariah compliant private sector Asset Management Company (AMC) in Pakistan, formally signed a Memorandum of Understanding with Aman Foundation on October 3<sup>rd</sup>, 2017 which will enable Al Meezan to offer Shariah Compliant investment management services to Aman Foundation as a whole.

The official MOU ceremony was held at the Head Office of Al Meezan Investment Management Limited. Aman Foundation

team was represented by Mr. Malik Ahmad Jalal, CEO, and Al Meezan was represented by Mr. Mohammad Shoaib, CFA, CEO.

The MOU signing between Al Meezan Investments and Aman Foundation will allow the latter to generate donations from a larger pool of donors. In addition, Al Meezan, being a responsible corporate entity will endeavor to support Aman Foundation's philanthropic activities through charitable donation.



# Awards and Achievements

## Al Meezan Wins The Award For Maximum Mutual Fund IPOs

Al Meezan was recognised at The IPO Market Development Award 2016/2017 by Safe-PSX Pakistan IPO Summit for excellence in launching of the highest number of investment funds/plans in the same period. This award recognised the firm for launching a total of 6 investment funds/plans in FY17, which is the highest number of offerings in the same period by any Asset Management Company (AMC) operating in Pakistan. This in turn, helped in pushing the mutual fund, offering new heights and thereby contributed towards the development of IPO market during year 2016/17s.



## Al Meezan Wins The Award For Best Islamic Asset Management Company

We are pleased to announce that Al Meezan has been recognised at The IFM Awards 2017 by International Finance Publications Limited for excellence in being the “Best Islamic Asset Management Company” in Pakistan. This award broadly recognises the firm for demonstrating innovation in new products and growth in equity, which has been driven by the rising demand for Shariah Compliant Investments.

"This is a remarkable achievement and one that we all take enormous pride in. On this occasion, we thank Almighty Allah for our effective partnership with our valued investors taking Al Meezan and Shariah compliant investing to new heights year by year which has led us to win this singularly distinguishing award", said Chief Executive of Al Meezan Mohammad Shoab, CFA at the event.




# Expanding Our Reach

## Al Meezan Investments Expands Branch Network

Keeping in line with its expansion strategy, Al Meezan Investments added one more branch to the branch network with the opening of a branch in Karachi. With this, Al Meezan continues its promise of bringing Shariah compliant investment avenues to the different corners of the nation.

As Pakistan's largest manager for Shariah Compliant Funds, Al Meezan believes in enabling the nation and its people to build wealth, the right way.

# Destination Wise, We're right in **SITE!**




**DESTINATION WISE,  
WE'RE RIGHT IN  
SITE!**

**Now Opening in SITE Area,  
7<sup>th</sup> Branch in Karachi.**

With this new branch within one of Karachi's busiest industrial zones, we will be able to continue servicing our existing and potential customers.

Karachi Branch:  
Shop # 5, Plot # B/9-D, Main Estate Avenue,  
SITE Area, Karachi.



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A Subsidiary of  
**Meezan Bank**  
The Shariah Compliant Bank

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**Al Meezan**  
Investment Management Ltd.

**AM1**  
Rating by JCR-VIS

*Al Meezan mein Itminan hai.*

Contact Us

0800 - HALAL (42525)  
SMS "invest" to 6655  
info@almeezangroup.com

We are available on Social Media



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The Premier Islamic Bank

For investment services and advice, visit any Al Meezan or  
any Meezan Bank\* Branch across Pakistan.

Registered Office

Ground Floor, Block 'B' Finance & Trade Centre, Shahrah-e-Faisal,  
Karachi-74400, Pakistan.

UAN: (021) 111-633-926 (111-MEEZAN)

\*Meezan Bank's role is limited to Distribution of units only

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