

**Risk Disclaimer: All Investments in mutual Fund are subject to market risks. The NAV of Units may go down or up 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, Taxation Policies mentioned in Clause 7 and Warnings in Clause 9 before making any investment decision.**

## **CONSOLIDATED MODIFIED AND RESTATED OFFERING DOCUMENT**

### **AL Habib Income Fund**

An Open-ended Income Scheme

**RISK PROFILE: MEDIUM**

**RISK OF PRINCIPAL EROSION: PRINCIPAL AT MEDIUM RISK**

**MANAGED BY**

### **AL Habib Asset Management Limited**

THIS OFFERING DOCUMENT IS A “MODIFIED AND RESTATED OFFERING DOCUMENT” AND SUPERSEDES AND REPLACES THE PREVIOUS OFFERING DOCUMENT OF THE FUND PUBLISHED BY AL HABIB ASSET MANAGEMENT LIMITED, AS THE MANAGEMENT COMPANY

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**OFFERING DOCUMENT (Modified & Restated) OF**

**AL Habib Income Fund (AHIF)  
(Formerly First Habib Income Fund)**

**An Open-ended Income Scheme**

**MANAGED BY**

**AL Habib 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 Dated May 21, 2007.**

**Initial Offering Period from May 30, 2007 to June 01, 2007 (both days inclusive)**

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The **AL Habib Income Fund** (Formerly: First Habib Income Fund) (the Fund/the Scheme/the Trust/the Unit Trust/AHIF) has been established through a Trust Deed (the Deed) dated September 06, 2006, under the Trust Act, 1882, and registered under Sindh Trust Act, 2020 dated October 15, 2021, entered into and between **AL Habib Asset Management Limited**, the Management Company, and **Central Depository Company of Pakistan Limited**, the Trustee.

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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 **AL Habib Income Fund (AHIF)** (Formerly: First Habib Income Fund) and registered It as a notified entity under the Non-Banking Finance Companies and Notified Entities Regulations 2008 (“Regulations”) vide letter No. NBFC-II/AD-Jam/FHIF/7382006 dated October 12, 2006. SECP has approved this Offering Document, under the Regulations vide No. 54(1).

**It must be clearly understood that in giving this approval, 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.**

**Modified and Restated Offering Document**

This Offering Document sets out the arrangements covering the basic structure of the **AL Habib Income Fund** (Formerly: First Habib Income Fund) (the “Fund”, the “Scheme”) and its Allocation Plan(s). It sets forth information about the Fund that a prospective investor should know before investing in any class of Unit of the Fund. The provisions of the Trust Deed, the Rules, the Regulations, circulars and directives etc. as specified hereafter and regulatory provisions, that may be issued from time to time govern this Offering Document.

If the prospective investor has any doubt about the contents of this Offering Document, he/she/it should consult one or more from amongst their investment advisers, legal advisers, bank managers, stockbrokers, or financial advisers to seek independent professional advice.

Investors must recognize that the investments involve varying levels of risk. The portfolio of the Fund consists of investments, listed as well as un listed (other than equity funds) 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 9 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 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. AMCW/15/HAML/AMS/09/2020 dated July 01, 2020 granted by SECP to **AL Habib Asset Management Limited** to carry out Asset Management Services and Investment Advisor;
- (2) Trust Deed (the Deed) of the Fund;
- (3) SECP's Letter No. NBFC-II/AD-Jam/FHIF/7382006 dated October 12, 2006, registering the Fund in terms of Regulation 44 of the NBFC and Notified Entities Regulations 2008;
- (4) Letter No. \_\_\_\_\_ dated \_\_\_\_\_, 2021 from EY Ford Rhodes, Chartered Accountants, Auditors of the Fund, consenting to the issue of statements and reports;
- (5) Letter No. IM681/HAML/01/2016 dated November 09, 2016 from Mohsin Tayebaly & Co., Legal Advisers of the Fund, consenting to act as adviser;
- (6) SECP's letter No. SCD/AMCW/AHIF/\_\_\_/2021 dated \_\_\_\_\_, 2021 approving this Offering Document.

## **1. CONSTITUTION OF THE SCHEME**

### **1.1 Constitution**

The Fund is an open-end fund and has been constituted by a Trust Deed entered into at Karachi on **September 06, 2006** between:

**AL Habib Asset Management Limited**, a Non-Banking Finance Company incorporated under the Companies Ordinance, 1984 / Companies Act, 2017 and licensed by SECP to undertake asset management services, with its principal place of business at 3rd Floor, MacKinnons Building, I. I. Chundrigar Road Karachi, Pakistan, as the Management Company; and **Central Depository Company of Pakistan Limited ("CDC")** incorporated in Pakistan under the Companies Ordinance, 1984 / Companies Act, 2017, and registered by SECP to act as a Trustee of the Collective Investment Scheme, having its registered office at CDC House, 99-B, Block B, S.M.C.H.S, Main Shahrah-e-Faisal, Karachi as the Trustee.

### **1.2 Trust Deed (the "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 Act 2015, Companies Act, 2017 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 Deed, the latter shall supersede and prevail over the provisions contained in this Offering Document. In the event of any conflict between the Deed and the Rules or Regulations and Circulars issued by SECP, the latter shall supersede and prevail over the provisions contained in the Deed.

The Fund shall also be subject to the rules and the regulations framed by the State Bank of Pakistan with regard to the foreign investments made by the Fund and investments made in the Fund from outside Pakistan in foreign currency.

### 1.3 **Modification of Trust Deed**

The Trustee and the Management Company, acting together and with the approval of SECP, shall be entitled by supplemental deed(s) to modify, alter or add to the provisions of the Deed to such extent as may be required to ensure compliance with any applicable laws, Rules and Regulations.

Where the Deed has been altered or supplemented, the Management Company shall duly notify the Unit Holders and publish altered Trust Deed on their official website.

### 1.4 **Duration**

The duration of AL Habib Income Fund and AL Habib Income Plan-I (AHIP-I) are perpetual. However, SECP or the Management Company may wind it up or revoked, on the occurrence of certain events as specified in the Regulations or **Clause 10.4** of this document.

### 1.5 **Introduction of Scheme and Allocation Plan(s)**

“AL Habib Income Fund (AHIF) (Formerly: First Habib Income Fund)” is an open-ended Income Scheme. The Fund and Allocation Plan(s) have following features mentioned below:

- i. NAV of the Fund and Allocation Plan(s) will be announced on Daily basis.
- ii. Dividend may be distributed to the unit holder(s) frequently.
- iii. Dividend would be distributed to unit holders appearing in the unit holder register within cut-off time.
- iv. Dividend received by the Unit Holder(s) shall be reinvested / paid in cash.

### 1.6 **Trust property**

The aggregate proceeds of all Units issued from time to time by the Fund and Allocation Plan(s) after deducting Duties and Charges, Transactions Costs and any applicable Sales Load, shall constitute part of the Trust Property (Fund Property) and include 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 but does not include any amount payable to the Unit Holders as distribution. However, any profit earned on the amount payable to the Unit Holders as distribution shall become part of the Trust Property of the Fund and Allocation Plan(s). For the avoidance of any doubt the trust property comprises of assets of AL Habib Income Fund, AL Habib Income Plan-I and any other plan(s) launched from time to time through supplemental Offering document.

**1.7 Initial Offer and Initial Period**

Initial Offer is made during the Initial Period which was 3 (three) days Business Days and begins at the start of the banking hours on May 30, 2007 and shall end at the close of the banking hours on June 01, 2007. During the initial day, the Units shall be issued at the Initial Price of Rs. 100 per Unit and subsequently at the price calculated and announced by the Management Company for every Dealing Day. No units shall be redeemable during the Initial Offer Period.

**1.8 Transaction in Units after Initial Offering Period**

Subsequently to the Initial Offering Period of the Fund and the Allocation Plan, units will be offered at the Offer Price and redeemed at the Redemption Price of the Fund and Allocation Plan(s) respectively. The Management Company will fix the Offer (Purchase) and Redemption (Repurchase) Prices for every Dealing Day on the basis of the Net Asset Value (NAV) of the Fund and Allocation Plan(s) respectively. The NAV based price shall be fixed after adjusting for the Sales Load as the case may be and any Transaction Costs that may be applicable. Except for circumstances elaborated in Clause 4.12 & 10.4 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 Issue and Redemption of Units of the Fund or Allocation Plan(s) may be suspended or deferred by the Management Company under certain circumstances as detailed in Clause 4.12 of this document.

**1.9 Offering Document**

The provisions of the Trust Deed, the Rules, the Regulations, circulars and the Directives issued by the Commission govern this Offering Document. It sets forth information about the Fund and Allocation Plan(s) 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, Warning and Disclaimer and should also consult their legal, financial and/ or another professional adviser before investing.

**1.10 Modification of Offering Document**

This Offering Document will be updated to take account of any relevant material changes relating to the Fund and Allocation Plan(s). Such changes shall be subject to prior consent of the Trustee and approval from the Securities and Exchange Commission of Pakistan (SECP) and shall be circulated to all Unit Holders and/ or publicly notified by advertisements in the newspapers subject to the provisions of the Rules and the Regulations and duly posted on the official website of the Management Company.

**1.11 Responsibility of the Management Company for information given in this Document**

The Management Company accepts the responsibility for the information contained in this Offering Document as being accurate at the date of its publication.

### 1.12 Structure of Scheme and Allocation Plan(s)

a) "AL Habib Income Fund" has been constituted in the form of a Trust Scheme that shall invest in authorized investable avenues as specified in the Investment Policy contained herein and SECP Circular 7 of 2009, as may be amended or substituted from time to time.

b) The Fund shall also offer multiple Allocation Plans, hereafter, investing in authorized investable avenues. However, AL Habib Income Plan-I (AHIP-I) shall be offered through this Offering Document. Subsequently additional Allocation plans may be launched via Supplemental to this Offering Document with the consent of the Trustee and approval of the SECP.

c) Each Allocation Plan will announce separate NAVs which will rank pari passu inter se according to the number of Units of the respective Allocation Plans. For the purpose of clarity since AL Habib Income Fund is also a separate plan, The Trust Property of AL Habib Income Fund shall also be kept as a separate property

d) Investors of the Fund may hold different types of Allocation Plans and may invest in any one or more of the available Allocation Plans.

e) Each Investor shall only be liable to pay the Offer Price of the Unit under the Allocation Plan(s) subscribed by him and no further liability shall be Imposed on him in respect of Unit(s) held by him except a Contingent Load or Back End Load (Deferred Sales Load) which may be applicable on redemption on certain classes of Units of respective Allocation Plan(s) as described in "Annexure B" of the Offering Document.

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

### 2.1 Investment Objective

The investment objective of the Fund and Allocation Plan(s) is to provide competitive risk adjusted returns to its investors by investing in a diversified portfolio of long, medium- and short-term debt instruments while taking into account liquidity considerations.

#### 2.1.1 Investment Policy

The Investment Policy of the Fund and Allocation Plan(s) shall be in accordance with the Rules, Regulations and directives issued by SECP and shall be specified in the Offering Document.

**AL Habib Income Fund** and Allocation Plan(s), in line with its Investment Objectives, will invest in Authorized Investments.



**Authorized Investments**

Asset Class		Entity Rating	Instrument Rating	Exposure Limit (% of NAV)
1.	Government Securities	N/A	N/A	0 - 100%
2.	Cash and near cash instruments which include cash in bank account (excluding TDRs), treasury bills and GOP Ijarah Sukukss not exceeding 90 days' maturity	A	N/A	25 - 100% (25% shall be calculated on the basis of the average for each calendar month)
3.	MTS and Spread Transactions in eligible securities as declared by the Stock Exchanges and the SECP	N/A	N/A	0 - 40%
4.	Secured and Unsecured TFC/Sukuks	A	A	0 - 75%
5.	Non-traded securities including reverse repos, Bank Deposits, Certificate of investments (COI), certificate of musharakas (COM) and anything with maturity of <u>less than and equal to six (6) months</u>	A	A	0 - 75%
6.	Non-traded securities including reverse repos, Bank Deposits, Certificate of investments (COI), certificate of musharakas (COM) and anything with maturity exceeding six (6) months	A	A	0 - 15%
7.	Authorized investments in overseas markets including Mutual Funds. Overseas investments would be subject to prior approvals/guidelines of SECP and SBP.	A	A	0-30% (Subject to a cap of USD15 million)
8.	Any other instrument / securities that may be allowed by the SECP from time to time	A	A	As may be allowed by the Commission

**Note:**

- Weighted average time to maturity of any asset shall not exceed four years.
- Rating of any NBFC and Modaraba with which funds are placed shall not be lower than A;
- Rating of any bank with which funds are placed shall not be lower than A, and rating of DFI shall not be lower than A;

The investment in asset classes mentioned above will be subject to such Exposure limits and minimum ratings as specified herein and/or otherwise as specified in the Regulations/ Directives/ Circulars.

### **Benchmark<sup>1</sup>**

The performance benchmark of the Fund and Allocation Plan(s) shall be “75% six (6) months KIBOR + 25% six (6) months average of the highest rates on savings account of three (3) AA rated scheduled Banks as selected by MUFAP.

#### **2.1.2 Risk Control in the Investment Process**

- (a) The Management Company shall ensure that effective risk control measures are in place for the protection of the Unit Holders' interests.
- (b) The objective of the risk control process is endeavor to monitor and manage the various types of risks, including market risks, credit risks and operational risks, with a view to achieving the investment objective of the Scheme.

Exposure to the Authorized Investments shall be determined based on the fund manager's outlook on the economy, the Capital / Money market and any other factor considered important by the Management Company towards effective discharge of its duties under the Regulations, the Deed and this Offering Document.

#### **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 deposits with Islamic banks / Islamic window of conventional banks.

#### **2.2 Changes in Investment Policy**

The investment policy will be governed by the Regulations and/or SECP directives. Any Fundamental change in the Investment Policy will be implemented only after obtaining prior approval from SECP and giving 30 days prior notice to the Unit Holders as specified in the regulation.

#### **2.3 Investment Restrictions**

- (a) The Trust Property shall be subject to such exposure limits or other prohibitions as are provided in the Regulations, Trust Deed, this Offering Document of the Fund and Allocation Plan(s), circulars and directives and shall also be subject to any exemptions that may be specifically given to the Fund and Allocation Plan(s) by SECP and are explicitly mentioned under the heading “Exceptions to Investment Restriction” in this offering document or subsequently in writing. 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/or 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, circular or notification issued by SECP from time to time.
- (b) The Management Company, on behalf of the Fund and Allocation Plan(s), shall not enter into transactions with any broker that exceed the limit provided in the Regulations and or circulars and notifications issued by the Commission from time to time.

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<sup>1</sup> Benchmark of the Fund has been Substituted vide 2<sup>nd</sup> Supplement dated January 22, 2025 with the issuance of SECP Direction No. 24 of 2024. Before change Benchmark was read as: Six (6) months KIBOR Rates.

Transactions relating to money market instruments and debt securities do not fall under this clause.

(c) The Management Company on behalf of the Scheme shall not:

- i. Purchase or sell -
  - a. Bearer securities;
  - b. Securities on margin;
  - c. Real estate, commodities or commodity contracts;
  - d. Securities which result in assumption of unlimited liability;
  - e. Anything other than Authorized Investments as defined herein;
- ii. Participate in a joint account with others in any transaction
- iii. Take exposure to equities;
- iv. Affect a short sale in a security whether listed or unlisted;
- v. Purchase any security in a forward contract;
- vi. Take Exposure in any other Collective Investment Scheme;
- vii. Take exposure in any security on margin;
- viii. Securities which result in assumption of unlimited liability (actual or contingent)
- ix. Lend, assume, guarantee, endorse or otherwise become directly or contingently liable for or in connection with any obligation or indebtedness of any person as specified in the Regulations;
- x. Make any investment which will vest with the Management Company or its group the management or control of the affairs of the investee company;
- xi. Invest in securities of the Management Company;
- xii. Issue a senior security which is either stock or represents indebtedness, without the prior written approval of the Commission;
- xiii. Apply for de-listing from the stock exchange, unless it has obtained prior written approval of the Commission;
- xiv. Sell or issue Units for consideration other than cash unless permitted by the Commission on the basis of structure and investment policy of the Scheme;
- xv. Merge with, acquire or take over any scheme, unless it has obtained the prior approval of the SECP in writing to the scheme of such merger, acquisition or take over;
- xvi. Invest the subscription money until the closure of the initial offering period;
- xvii. Enter on behalf of the Scheme, into underwriting or sub-underwriting contracts;
- xviii. Subscribe to an issue underwritten, co-underwritten or sub-underwritten by group companies of the Management Company;
- xix. Pledge any of the securities held or beneficially owned by the Scheme except as allowed under the Regulations;
- xx. Accept deposits;
- xxi. Make a loan or advance money to any person from the assets of the Scheme;
- xxii. Take Exposure of more than thirty-five per cent (35%) of the total Net Assets of the Scheme in any single group. For this purpose, "group" means persons having at least

- thirty per cent (30%) or more shareholding in any other company, as per publicly disclosed information;
- xxiii. At any time, exceed an amount equal to ten per cent (10%) of total Net Assets of the Scheme or fifteen per cent (10%) of that single issue, whichever is lower;
  - xxiv. Invest more than twenty-five per cent (25%) of total Net Assets of the Scheme in securities of any one sector as per classification of the stock exchange;
  - xxv. Exposure to MTS and Spreads transactions exceed forty per cent (40%) of the Net Assets of the Scheme;
- (d) In case of redemption requests that are pending due to constraint of liquidity in the Fund and Allocation Plan(s), for more than the period as stipulated in the Regulations, the Management Company shall not make any fresh investment or rollover of any investment.
- (e) The Management Company on behalf of AL Habib Income Fund and Allocation Plan(s) shall maintain minimum exposure of cash and near cash instruments subject to applicable Regulations, Circulars or Directives issued by the Commission.
- (f) The exposure of AL Habib Income Fund and Allocation Plan(s) to any single entity shall not exceed an amount equal to ten percent (10%) of total net assets of the Fund and Allocation Plan(s). The same shall not apply to checking/daily product accounts.

#### **Exemption to Investment Restrictions**

In order to protect the rights of the Unit Holders, the Management Company may take an Exposure in any unauthorized investment due to recovery of any default proceeding of any counter party of any Authorized Investment with the approval of the Commission.

#### **2.3.1 Financing Arrangements**

- (a) Subject to any statutory requirements for the time being in force and to the terms and conditions herein contained, the Management Company may arrange financing for account of the Scheme and Allocation Plan(s), with the approval of the Trustee, from Banks, Financial Institutions, or such other companies as specified by the Commission from time to time. The financing, however, shall not be resorted to, except for meeting redemption requests and shall be repayable within a period of ninety days and such financing shall not exceed fifteen percent (15%) of the Net Assets or such other limit as specified by the Commission of the Scheme and Allocation Plan(s) at the time of financing.

If subsequent to such financing, 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 financing.

The charges payable to any Bank or institution against financing on account of the Fund and Allocation Plan(s) as permissible above shall not be higher than the normal prevailing bank charges or normal market rates for similar service and/or facility.

- (b) 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, financial institutions and non-banking finance companies. The Trustee or the Management Company shall not in any manner be liable in their personal capacities for repayment of such financings.
- (c) For the purposes of securing any such financing, 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.

- (d) 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.
- (e) The charges payable to any Bank or institution against financing on account of the Scheme or Allocation Plan(s) as permissible above shall be allocated to the respective Fund and the Allocation Plan(s) for which the financing has been made.
- (f) Any liability or loss incurred due to negligence of AMC or the Trustee shall be borne by the party responsible.

### 2.3.2 Restriction of Transactions with Connected Persons

- (a) 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 percent (10%) of those securities collectively subject to exemption provided in the Regulations.
- (b) 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 or sell any security from or to any Connected Person or employee of the Management Company.

Provided that above shall not be applicable on sale or redemption of Units.

- (c) For the purpose of sub-paragraphs (a) and (b) above the term director, officer and employee shall include spouse, lineal ascendants and descendants, brothers and sisters.
- (d) 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. A target return / dividend range cannot be guaranteed and it should be clearly understood that the portfolio of 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:

- (a) **Government Regulation Risk:** Government policies or regulations are more prevalent in some securities and financial instruments than in others. Funds that invest in such securities may be affected due to changes in these regulations or policies, which directly or indirectly affect the structure of the security and/or in extreme cases a governmental or court order could restrain payment of capital, principal or income.

- (b) Credit Risk:** Credit Risk comprises of Default Risk, Credit and Spread Risk. Each can have negative impact on the value of the income and money market instruments including Sukuks etc.
- (c) Liquidity Risk:** Liquidity risk is the possibility of deterioration in the price of a security in the Fund and Allocation Plan(s) when it is offered for sale in the secondary market.
- (d) Settlement Risk:** At times, the Fund and Allocation Plan(s) may encounter settlement risk in purchasing / investing and maturing / selling its investments which may affect the Fund's performance etc.
- (e) Events Risk:** There may be adjustments to the performance of the Fund and Allocation Plan(s) due to events including but not limited to, natural calamities, market disruptions, mergers, nationalization, insolvency and changes in tax law.
- (f) Redemption Risk:** There may be special circumstances in which the redemption of Units may be suspended or the redemption payment may not occur within six working days of receiving a request for redemption from the investor.
- (g) Performance Risk:** Performance risk is the uncertainty relating to the performance of the Fund and Allocation Plan(s) with respect to its ability to earn a consistent income stream as outlined in its investment objective. The NAV of the Fund and Allocation Plan(s) might go down as performance deteriorates.
- (h) Distribution Taxation Risk:** Dividend distribution may also be liable to tax because the distributions are made out of the profits earned by the Fund and Allocation Plan(s), and not out of the profits earned by each Unit holder. Unit holders who invest in a Fund and Allocation Plan(s) before distribution of dividends may be liable to pay tax even though they may not have earned any gain on their investment as return of capital to investors upon distribution is also taxable.

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, especially 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) and financial statements of the Scheme are available on the website of the Management Company and can be obtained by calling / writing to the Management Company.

## 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 Deed) or any of the shareholders of the Management Company or any other bank or financial institution.

Fund and Allocation Plan(s) target return/ dividend range cannot be guaranteed. Fund's and Allocation Plan(s') unit price is neither guaranteed nor administered/ managed. It is based on the NAV that may go up or down depending upon the factors and forces affecting the capital markets and profit rates.

### **3. OPERATORS AND PRINCIPALS**

#### **3.1 Management Company**

##### **3.1.1 Organization**

AL Habib Asset Management Limited ("AHAML") is an Investment Advisory and Asset Management Company licensed under the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003. AHAML was formed in 2007 and has a successful track record of almost fourteen years of managing mutual funds.

AHAML has been able to successfully launch and manage 6 mutual funds including two Islamic Funds. The Mutual Funds currently under management include AL Habib Cash Fund (Formerly: First Habib Cash Fund), AL Habib Income Fund (Formerly First Habib Income Fund), AL Habib Islamic Income Fund (formerly: First Habib Islamic Income Fund), AL Habib Asset Allocation Fund (Formerly: First Habib Asset Allocation Fund), AL Habib Stock Fund (Formerly: First Habib Stock Fund) and AL Habib Islamic Stock Fund (Formerly First Habib Islamic Stock Fund). All these funds are adequately performing funds in their respective categories.

AHAML has been assigned Management Quality Rating of AM2 by PACRA which denotes 'High management industry standards and benchmark'.

##### **3.1.2 Shareholders**

AHAML is 100% wholly owned subsidiary of Bank AL Habib Limited

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

##### **Mr. Abbas D. Habib – Chairman**

Mr. Abbas D. Habib became Chairman of the Board of Directors of Bank AL Habib on November 1, 2016. He is also Chairman of the IT Committee of the Board. In 1991 with the inception of Bank AL Habib Limited, he became its Director and Joint Managing Director. On May 8, 1994 he assumed responsibilities as the Managing Director and Chief Executive of the Bank and served in that position till October 31, 2016.

Mr. Abbas D. Habib is a Fellow Member of the Institute of Bankers Pakistan and a Director on the Board of Habib Insurance Company Limited. He has to his credit a rich experience of over 40 years in commerce, industry and banking in local and international environment. He has held senior management positions with various organizations of the Habib Group and gained international banking experience while working with Habib sons Bank Limited, London, as Regional Director and later as Executive Director

##### **Mr. Kashif Rafi - Chief Executive**

Mr. Kashif Rafi has vast experience expanding over 19 years in the field of Investments and Fund Management. He has worked on senior level positions with some of the top names in Asset Management Industry like MCB Arif Habib, ABL Asset Management & JS Investments. Prior to joining AL Habib Asset Management as CEO, he was associated with Bank AL Habib Limited with a primary task to acquire and run a successful asset management company from Bank AL Habib's platform. Mr. Kashif holds an MBA in Finance from IBA and is an Executive Committee Member of the Financial Markets Association of Pakistan (FMAP) and served on various committees of Mutual Fund Association of Pakistan.

**Mr. Mansoor Ali Khan - Director**

Mr. Mansoor Ali is presently working with Bank AL Habib Limited as Chief Executive Officer. He is a seasoned banking professional with overall 34 years working experience. He joined Bank AL Habib Limited in 1992 and worked as COO, Group Head and other senior level positions. He is an MBA in Banking and Finance.

**Mr. Imran Azim - Director**

Mr. Imran Azim is MBA in finance and has more than thirty years of experience in Mutual Fund Industry. He served NIT from 1977 to 1998 where he worked in almost all the departments including Investment, Marketing, Business Development and Accounts. After leaving NIT he joined Khalid Majid Hussain Rehman, a Chartered Accountants firm and later on joined Universal Insurance Company Limited. Prior to joining AL Habib Asset Management Limited, he was Chief Executive of Haroon Oils Limited. He is associated with AL Habib Asset Management Limited since inception.

**Mr. Saeed Allawala - Director**

He has done his Master in Business Administration from Institute of Business Administration from University of Karachi. He is a seasoned businessman and successfully concluded collaborations and joint ventures with many multinational companies of Europe, Australia & USA. He is Chairman of Atco Laboratories Limited and director of various reputable companies.

**Ms. Zarine Aziz - Director**

Ms. Zarine Aziz is a former President, First Women Bank Ltd. She is a professional par excellence and a mission driven leader for the socio-economic development of women of Pakistan. During her career, she has also managed and headed different key position in Punjab, KPK & Federal Capital. She has a distinguished academic background, with Masters in Public Administration from University of Punjab, Lahore. Presently, Ms. Aziz is serving on the Board of Governors, University of Health Sciences, Board of Director of Urban Sector Planning and Management Services Unit (Pvt) Ltd. And Member National Executive Council Family Planning Association of Pakistan.

**3.2.1 Profile of the Management**

**Mr. Kashif Rafi – Chief Executive Officer**

Mr. Kashif Rafi has vast experience expanding over 19 years in the field of Investments and Fund Management. He has worked on senior level positions with some of the top names in Asset Management Industry like MCB Arif Habib, ABL Asset Management & JS Investments. Prior to joining AL Habib Funds as CEO, he was associated with Bank AL Habib with a primary task to acquire and run a successful asset management company from Bank AL Habib's platform. Mr. Kashif holds an MBA in Finance from IBA and is an Executive Committee Member of the Financial Markets Association of Pakistan (FMAP) and served on various committees of Mutual Fund Association of Pakistan.

**Mr. Zahid Hussain Vasnani – Chief Operating Officer & Company Secretary**

Mr. Zahid Hussain Vasnani has been associated with the Mutual Fund Industry for over 20 years. Before joining AL Habib Asset Management Limited as a Chief Operating Officer and Company Secretary, Mr. Vasnani was associated with Bank AL Habib Ltd. Prior to this he was associated with ITMinds Ltd as Chief Executive Officer. He has served in CDC, KASB Funds and MCB Arif Habib spearheading various segments of mutual funds operations on senior level.



Mr. Vasnani a Professional Accounting Affiliate from Institute of Chartered Accountants of Pakistan (ICAP) and member of Pakistan Institute of Public Finance Accountants. He completed his four years article-ship from KPMG Taseer Hadi & Co., Chartered Accountant.

**Ms. Rida Jiwani – Chief Business Development Officer**

Ms. Rida Jiwani holds a BSc degree from University of London with vast experience spanning up to 20 Years in the Financial Sector. She possesses sharp business acumen, Team spirit and Leadership qualities as she has been actively involved in fields related to product development, Marketing, Corporate Sale and Retail Sale Nationwide. Ms. Rida Jiwani started her career track from Equity Desk of JSCL and later became a Fund Manager of UTP Income Fund at Abamco Limited JSCL Group Company. Over the years she has refined her core expertise in key financial areas related to Sales, Investment Advisory and Business development. Prior to joining AL Habib Asset Management Limited, she has been associated with Primus Investment Management Limited as Chief Strategy Officer, PICIC Asset Management as Country Head Corporate Sales and (NAFA) NBP Fullerton Asset management Company Limited. Her vision and strategic planning led to sizeable institutionalized business growth for Mutual Funds and is responsible for launching countless Investment Advisory Mandates.

**Mr. Abbas Qurban – Chief Financial Officer**

Mr. Abbas Qurban is Fellow member of Institute of Cost & Management Accountants (ICMAP) and Institute of Public Finance Accountant (PIPFA). He is also Diplomaed from Institute of Bankers (IBP) and MBA (Finance). He has overall working experience of over 25 years in various financial services (modaraba, leasing, investment banking and Takaful) and manufacturing sectors like textile and packaging industry. He is associated with AL Habib Asset Management Limited since year 2013.

**Mr. Ahmed Abbas – Fund Manager - Fixed Income**

Mr. Ahmed Abbas is an MBA in Finance, having ten years of rich and valuable experience and in depth understanding of money market/fixed income investment and operations. He started his career with Global Securities Pakistan Limited as a Dealer Fixed Income Sale and gain expertise in Dealing with Financial Institutions. Subsequently he joined AL Habib Asset Management Limited as Assistant Manager Treasury and used his analytic and planning skills for better returns of Funds. He is currently serving in capacity of Fund Manager at AL Habib Asset Management Limited.

**Mr. Zeeshan Masroor – Fund Manager - Fixed Income**

Mr. Zeeshan Masroor served as a Fixed Income Fund Manager at JS Investments where he was one of the top performing money market managers. Before this he worked for two years at the Equity Desk in the Global Treasury Department of HBL. He was promoted to Manager for identifying new investment themes. He holds a BSc (Honor's) in Accounting & Finance from Lahore University of Management Sciences (LUMS) and is a Chartered Financial Analyst (CFA) Level 3 Candidate. His main interest lies in Portfolio Management, Equity Research, Fixed Income Strategy and Economic analysis.

**Mr. Talha Akhter Siddiqui - Fund Manager - Equity**

Mr. Talha Siddiqui brings with himself a rich vein of experience of Pakistani Capital Markets where he has experienced life on both the sell-side and buy-side of the industry. He has previously served in the capacity of Head of Research at BMA Funds and before that he was associated with Taurus Securities as Manager Equity Sales. He is a student of behavioral aspect of equity market dynamics and is currently pursuing a Chartered Market Technician's certification. He is academically trained as an economist and holds a postgraduate degree in Economics from the University of Manchester. Mr. Talha has been associated with AL Habib Asset Management Limited for past 4 years.

**Mr. Muhammad Tahir – In charge SMA**

Working with AL Habib Funds since 2017, Mr. Muhammad Tahir possess profound insight of economy and capital market. He has around four years of rich experience in Equity and Fixed income research. He has a thorough understanding of Risk Management. He has done BBA (Hons) and CFA Institute Level 2 candidate.

**Mr. Hunaid Haroon Al Qureshi – Manager - Information Technology**

A qualified RHCE MCITP I.T professional, seasoned, self-driven, Hybrid Systems' expert. Over 10 years of experience covering I.T Infrastructure, systems availability & fault tolerance, BCPs, virtualization, data replication, data recovery, automation, software development, data center and database administration. He is associated with AL Habib Asset Management Limited since year 2007 and responsible for all IT implementations within the entity.

**Mr. Shafiq Ur Rehman Bhatti – Regional Head of Retail & Distribution**

Mr. Shafiq Bhatti has been working in the Mutual Industry for the past 11 years in different capacities. Mr. Shafiq has done his MBA in Finance & MSc. In Statistics with 1st Class, 1st Position (Gold Medalist). He carries extensive experience in Corporate Sales, Retail Sales, Distribution & Investor Services. Prior to joining AL Habib Asset Management Limited he was serving as Head of Retail, SME, Channel Distribution & Branch Operations. He has also served as Deputy Manager – Investment Advisory in IGI Investment Bank Limited. He also holds multiple certificates from Institute of Capital Market namely ICM – Fundamentals of Capital Market and ICM-CMFD.

**Mr. Muhammad Salman – Regional Head Sales**

Mr. Muhammad Salman is an experienced professional with a successful career in banking, business development, and administration. He holds an MBA degree in Finance and has done various courses in the field of Management, Leadership and positive psychology, an effective leader with the skills necessary to direct, train, and motivate team to its fullest potential. His core specialty is negotiation, making new relationships and deepening old ones, he holds 17 years of rich working experience.

**Mr. Furqan Miriwala – Head of Internal Audit**

M. Furqan Miriwala is associated with AL Habib Asset Management Limited as a Head of Internal Audit. Prior to joining ALHAML, he was engaged with Faysal Asset Management Limited as Head of Compliance and Internal Audit. His past experience has been with organizations such as Central Depository Company of Pakistan Limited, PricewaterhouseCoopers (PWC) and Russell Bedford International. He is a member of the Associate Chartered Certified Accountant and having more than 9 years of experience.

## 3.2.2 Performance of Listed Associated Companies

## Bank AL Habib Limited

(Rupees in million)

	CY20	CY19	CY18	CY17	CY016
<b>Paid-up Capital</b>	11,114	11,114	11,114	11,114	11,114
<b>Equity</b>	69,570	55,489	46,283	40,409	35,673
<b>Total Assets</b>	1,522,091	1,298,682	1,048,239	944,134	768,018
<b>Deposits</b>	1,099,686	903,703	796,901	692,576	584,172
<b>Advances</b>	510,252	488,669	478,215	339,833	261,440
<b>Net Profit</b>	17,812	11,169	8,418	8,501	8,119

## 3.3 Existing Schemes under Management and their performance

	AHIF	AHSF	AHCF	AHISF	AHIF	AHAAF
<b>Launch Date</b>	June 02, 2007	October 10, 2009	March 10, 2011	April 01, 2017	January 23, 2017	November, 08, 2017
<b>Trustee</b>	CDC	CDC	CDC	CDC	CDC	CDC
<b>Net Assets 30-06-21</b>	Rs. 1,413 million	Rs. 234 million	Rs. 16,899 million	Rs. 2888 million	Rs. 14,130 million	Rs. 109 million
<b>Par value per unit</b>	Rs.100	Rs.100	Rs.100	Rs.100	Rs.100	Rs.100
<b>Listing</b>	PSX	PSX	PSX	PSX	PSX	PSX
<b>Benchmark</b>	50% average of six months KIBOR rates	KSE-30 Index (Total Return)	70% three months PKRV rates + 30% three months average deposit rate of three AA rated scheduled banks	KMI 30 index	Average of six months profit rate of three scheduled Islamic banks / Islamic windows of conventional banks having long term rating of "A" or higher	Weighted average daily return of PSX 100 + 6months KIBOR
<b>Rating</b>	AA (f) by PACRA	N/A	AA +(f) by VIS	N/A	AA(f) by PACRA	N/A

## 3.4 Role and Responsibilities of the Management Company

The Management Company shall manage, operate and administer the Scheme in accordance with the Rules, Regulations, directives, circulars and guidelines issued by SECP and this Deed

and the Offering Document and conditions (if any), which may be imposed by the SECP from time to time.

The Management Company shall manage, operate and administer the Scheme and Fund Property in the interest of the principal (Unit Holders) in good faith, and to the best of its ability.

#### **3.4.1 Management of Fund and Allocation Plan(s) Property**

The Management Company shall manage the Fund and Allocation Plan(s) Property in the interest of the Unit Holders in good faith, to the best of its ability and without gaining any undue advantage for itself or any of its Connected Persons and group companies or its officers, and subject to the restrictions and limitations as provided in the Deed and the Rules and Regulations. Any purchase or sale of investments made under any of the provisions of the Deed shall be made by the Trustee according to the instructions of the Management Company in this respect, unless such instructions are in conflict with the provisions of the Deed or the Rules and Regulations. The Management Company shall not be liable for any loss caused to the Trust or to the value of the Fund and Allocation Plan(s) Property due to elements or circumstances beyond its reasonable control.

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 willful act and / or omission or of its officers, officials or agents.

#### **3.4.2 Appointment of Distributors**

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 out Distribution Function(s) at one or more location(s) locally or internationally. The Management Company may also itself act as a Distributor for carrying out Distribution Functions and an updated list of distributors would be available on the official website of the Management Company.

The Management Company shall ensure, where it delegates the Distribution Function, that:

- i. the Distributors to whom it delegates, have acquired registration with the Mutual Funds Association of Pakistan (MUFAP) as registered service providers and are abiding by the code of conduct prescribed by the Association; and
- ii. the written contract with the Distributors clearly states the terms and conditions for avoidance of frauds and sales based upon misleading information

#### **3.4.3 Appointment of Investment Facilitator**

The Management Company may, at its own responsibility & cost, from time to time appoint Investment Facilitators to assist it in promoting sales of Units. An updated list of investment facilitators appointed by the Management Company shall be made available at all times on

the websites of the Management Company.

The Management Company shall ensure, where it appoints the investment facilitator, that:

- a. the investment facilitator has acquired registration with the Mutual Funds Association of Pakistan (MUFAP) as registered service providers and is abiding by the code of conduct prescribed by the Association; and
- b. the written contract with the Investment facilitator clearly states the terms and conditions for avoidance of frauds and sales based upon misleading information.

#### **3.4.4 Maintenance of Accounts and Records**

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 and Allocation Plan(s), all transactions for the account, amounts received in respect of issue of Units, payments made on redemption of the Units and by way of distributions and payments made at the termination of the Scheme and / or Allocation Plan(s). The Management Company shall maintain the books of accounts and other records of the Scheme for a period of not less than ten years.

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 for the following matters, unless permitted otherwise by the Commission under the Regulations:

- (a) Cash settled transaction based on the formal issuance of redemption requests
- (b) Net off issuance and redemption transaction at the same net asset value when the redemption request is ready to be disbursed and is ranked at the top of the list of pending redemption requests (if any).

The Management Company shall clearly specify Cut-Off Timings (for acceptance of application forms of issuance, redemption, and conversion 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.

The Management Company shall ensure all valid redemption requests are paid based on ranking of the requests in a queue.

### **3.5 Maintenance of Unit Holders Register**

3.5.1 A Register of Unit Holders may be maintained by the Management Company itself or such other company, as the Management Company may appoint after giving prior notice to the Unit Holders.

3.5.2 Currently role of Transfer Agent is performed by Management Company itself which is located at 3rd Floor, MacKinnon's Building, I. I. Chundrigar Road Karachi, Pakistan, where Register of Unit Holder will maintain.

3.5.3 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.

#### 3.5.4 Disclaimer

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.

#### 3.6 Role of the Trustee

- (a) The trustee shall perform its role as specified in the Rules, Regulation and directives issued there under, this Deed and the Offering Document.
- (b) 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 this 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 this Trust Deed or the Rules and Regulations. Whenever pursuant to any provision of this Trust Deed, any instruction, certificate, notice, direction or other communication is required to be given by the Management Company, the Trustee may accept as sufficient evidence thereof:
  - a document signed or purporting to be signed on behalf of the Management Company by any authorized representative(s) whose signature the Trustee is for the time being authorized in writing by the Management Committee to accept; and
  - any Instructions received online through the software solution adopted by the Management Company/Trustee in consultation with each other shall be deemed to be instructions from the authorized representative(s)
  - The Trustee shall not be liable for any loss caused to the Fund and Allocation Plan(s) or to the value of the Trust Property due to any elements or circumstances of Force Majeure
  - In the event of any loss caused due to any gross negligence or willful act and/or omission, the Trustee shall have an obligation to replace the lost investment forthwith with similar investment of the same class and issue together with all rights and privileges pertaining thereto or compensate the Trust to the extent of such loss. However, the trustee shall not be under any liability thereof 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.

##### 3.6.1 Obligations under Regulations and Constitutive Document

The Trustee shall perform all the obligations entrusted to it under the Regulations, circulars, directives, the Deed and this Offering Document and discharge all its duties in accordance with the Rules, Regulations, the Trust Deed and this Offering Document. Such duties 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 under intimation to the Management

Company. 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 Fund and Allocation Plan(s) Property where such loss has been caused by negligence or any reckless willful act or omission of the Trustee or any of its attorney (ies), or agents.

### **3.6.2 Custody of Assets**

The Trustee has the responsibility for being the nominal owner and custodian of the assets of the Fund and Allocation Plan(s) on behalf of the beneficial owners (the Unit Holders), within the framework of the Regulations, the Trust Deed and Offering Document issued for the Fund.

### **3.6.3 Investment of Fund and Allocation Plan(s) Property at the direction of the Management Company**

The Trustee shall invest the Fund and Allocation Plan(s) Property from time to time at the direction of the Management Company strictly in terms of the provisions contained and the conditions stipulated in the Deed, this Offering Document(s), the Regulations, circulars, directives and the conditions (if any) which may be imposed by the Commission from time to time.

### **3.6.4 Carrying out instructions of the Management Company**

The Trustee shall carry out the instructions of the Management Company in all matters including investment and disposition of the Fund and Allocation Plan(s) Property unless such instructions are in conflict with the provisions of the Deed, this Offering Document(s), the Regulations, the Circulars and Directives of SECP or any other applicable law.

### **3.6.5 Liabilities of the Trustee**

The Trustee shall not be under any liability except such liability as may be expressly assumed by it under the Rules, the Regulations and/or the Deed, nor shall the Trustee (save as herein otherwise provided) be liable for any act or omission of the Management Company or 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 Fund and Allocation Plan(s) 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 thereof 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. The Trustee shall not be liable for any loss caused to the Trust or to the value of the Fund and Allocation Plan(s) Property due to any elements or circumstances beyond its reasonable control.

### **3.6.6 Disclaimer**

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.

### 3.7 **Transfer Agent**

The Management Company will perform duties as the Transfer Agent of the Fund and Allocation Plan(s) 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.

### 3.8 **Custodian**

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:

- (a) Segregating all property of the Fund and Allocation Plan(s) from Custodian's own property and that of its other clients.
- (b) Assuring the smooth inflow/outflow of dematerialized securities and such other instruments as required.
- (c) Ensuring that the benefits due on investments are received and credited to the Fund's and Allocation Plan(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 upon between the Custodian and the Trustee and agreed upon by the Management Company for the safe keeping of any portion of the Trust Property.

### 3.9 **Distributors/Facilitators**

3.9.1 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 (if they fulfill the requirement of regulations) 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.

3.9.2 The Distributors will be responsible for receiving applications for Purchase, Redemption, Conversion 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 Sales Load.

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



**3.10 Auditors**

EY Ford Rhodes, Chartered Accountants

- 3.10.1 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 such terms as stipulated by the Regulations and/or the Ordinance, as amended from time to time. The appointment of the Auditor and contents of the Auditor's report shall be in accordance with the provisions of the Rules and Regulations.
- 3.10.2 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.
- 3.10.3 The Trustee shall be entitled to require the Auditors to provide such further reports as may be agreed upon between the Trustee and the Management Company as may be considered necessary to facilitate the Trustee in issuing the certification required under the Regulations.
- 3.10.4 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.
- 3.10.5 The contents of the Auditors report shall be as mentioned in the Regulations.

**3.11 Legal Advisors**

The legal advisors of the Fund are:

**Mohsin Tayebaly & Co.**

Barristers & Advocates  
2nd Floor, DIME Centre, BC-4, Block-9,  
Civil Lines, Karachi, Pakistan

**3.12 Bankers**

Bankers to the Scheme and the Allocation Plan(s) are Bank AL Habib Limited and any other bank to be appointed by the Management Company. The Trustee shall maintain and operate the Bank Accounts of the Scheme and the Allocation Plan(s) at the said Bank(s).

**3.12.1 Bank Accounts**

- (a) The Trustee, at the request of the Management Company, shall open Bank Account(s) titled "CDC -Trustee AL Habib Income Fund", "CDC -Trustee AL Habib Income Plan-I" or any other account as deemed necessary, with abbreviated/facilitated titles 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.

- (b) 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.
- (c) All bank charges for opening and maintaining Bank Accounts for the Trust shall be charged to the respective Fund and Allocation Plan(s).
- (d) 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.
- (e) The amounts received from the Investors before the Initial Period shall be deposited in a Bank Account of the Fund and Allocation Plan(s) and any income, profit etc. earned and/or accrued on the investments of that amount up to and including the day before the opening of the Initial Period shall not form part of the Trust Property and shall be paid by the Management Company or the Trustee to those Investors who participated before the Initial Period, either in cash or in additional Units as selected by those Investors, in proportion to their investments.
- (f) The Trustee shall, if requested by the Management Company at its discretion also open a separate Account designated by the Management Company or CDC- Trustee AL Habib Funds. These account(s) may be used for the purpose of collection of sale proceeds, where collections received on account of subscription of Units by investors of various unit trusts and the administrative plans that are managed by the Management Company shall be held prior to their being allocated and transferred to pertinent unit trust(s). Such account(s) may also be used for temporary parking for the purpose of redemption. Provided however, in relation to the other unit trusts managed by the Management Company mentioned above, there are similar provisions in the trust deeds of such Funds (including Allocation Plan(s) and have the Trustee as common between them.

### 3.13 **Rating of the Scheme**

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 as well as on the Management Company's website.

### 3.14 **Minimum Fund Size**

The minimum size of an open-end scheme shall be one hundred million rupees at all times during the life of the scheme. In case of after the initial public offering or subsequently at any time if the size of the open end scheme falls below that minimum size of one hundred million rupees, the asset management company shall ensure compliance with the minimum fund size within three (3) months of its breach and if the fund size remains below the minimum fund size limit for consecutive ninety (90) days the asset management company shall immediately intimate the grounds to the commission upon which it believes that the scheme is still commercially viable and its objective can still be achieved.

#### **4. CHARACTERISTICS OF UNITS**

##### **4.1 Units**

All Units and fractions thereof represent an undivided share in the Fund and Allocation Plan(s) 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 the Fund and Allocation Plan(s) 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, after seeking prior approval of the Commission and amending the Offering document.

##### **4.2 Classification of Units**

- (a) Class A: Units will be issued to Pre-IPO Investors with no Front-end Load or Back-end Load.
- (b) Class B: Units will be offered and issued to investors during and after the Initial Period with Front-end Load and Back-end Load at the Discretion of the Management Company.

##### **4.3 Administrative Arrangement**

- 4.3.1 The Management Company may offer any administrative arrangement over this Fund and Allocation Plan(s) which shall be governed by the Rules, the Regulations, the Deed and this Offering Document or any supplemental Deed or supplemental Offering Document.

Details of any Administrative arrangement launched over this Fund and Allocation Plan(s) shall after prior consent of the Trustee, and approval of the Commission shall be disclosed through a supplementary offering document.

##### **4.3.2 Monthly Payment Plan**

- 4.3.2.1 The Management Company may offer plan to the Investors of the Fund and Allocation Plan(s) to attain a regular monthly payment to support their liquidity requirements.

- 4.3.2.2 Unit Holders can receive monthly payments against their investments in the Fund and Allocation Plan(s) through an 'Auto' Redemption Feature based on one of the following options:

- (a) In case of fixed withdrawal option, the unit-holder will receive requested amount after deduction of applicable taxes and charges on monthly basis (irrespective of the profit earned during the month). In case of fixed withdrawal option, the capital invested may deplete in case sufficient returns are not earned. The minimum withdrawal amount shall be Rs. 2,500.
- (b) In case of profit withdrawal option, the unit-holder will receive the amount equal to monthly appreciation in the value of investment in the Fund and Allocation Plan(s). If no or less than minimum amount of appreciation in the value of investment of the Fund and Allocation Plan(s) i.e., Rs. 500, the unit-holder will not receive any payment in that month.

- 4.3.2.3 The minimum investment value for this administrative plan is Rs. 500,000.

- 4.3.2.4 Payment will be made to the unit holder accordingly – ‘Auto’ Redemption Feature based on the NAV of 25<sup>th</sup> of each month. If 25<sup>th</sup> is not a Business Day, the payment shall be processed on the NAV of immediately next Business Day.
- 4.3.2.5 Physical certificate will not be issued for units held under this administrative plan.
- 4.3.2.6 Dividends declared on the Units held in the administrative plan shall be Re-invested in the respective Fund and Allocation Plan(s).
- 4.3.2.7 This auto redemption feature will be available for all the unit holders (whether existing or new).

#### **4.4 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 this Offering Document.
- (b) Units are issued after realization of subscription money.
- (c) During the period the register is closed, the sale, redemption and conversion of Units will be suspended.
- (d) The Management Company may decline an applicant for issue of units 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.

#### **4.5 Procedure for Purchase of Units**

##### **4.5.1 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 and Allocation Plan(s). Application may be made pursuant to the procedures described in paragraph 4.5.2 below by any qualified or authorized investor(s) including, but not limited to, the following:

- (a) Citizens of Pakistan resident in Pakistan. In respect of minors below 18 years of age, applications may only be made by their guardians.
- (b) 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.
- (c) Pakistani's 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 and Allocation Plan(s) shall warrant that he/she is duly authorized to purchase such Units.

- (d) Provident Funds constituted by companies registered under the Companies Ordinance, 1984 / Companies Act, 2017, subject to conditions and investment limits as laid down in the Employees Provident Fund (Investment in Listed Securities) Rules, 1996, as amended from time to time, including by SROs.
- (e) Provident, Pension and Gratuity Funds
- (f) Insurance Companies.
- (g) Non-Profit Organizations.
- (h) Fund of Funds.
- (i) Any other person allowed under the applicable laws.

#### **How can Units be purchased?**

##### **4.5.2 Account Opening Procedure**

The procedure given below is designed for paper-based and electronic/Internet based options for the transactions.

- (a) Before purchasing Units of the Fund and Allocation Plan(s) an investor must open an account with the Management Company using the Account Opening Form.
- (b) In case of individuals, a photocopy of the Computerized National Identity Card (CNIC), NICOP or Passport etc. of the applicant or any other form of identification acceptable to the Management Company needs to be furnished.
- (c) In case of a body corporate or a registered society or a trust the following documents would be required,
  - (i) Duly certified copy of the memorandum and articles of association/ Charter/ By-laws or rules and regulations;
  - (ii) Duly certified copy of power of attorney and/or relevant resolution of the board of directors delegating any of its officers to invest the funds and/ or to realize the Investment and;
  - (iii) Duly certified copy of the Computerized National Identity Card (CNIC) of the officer to whom the authority has been delegated.
- (d) In case of existing Unit Holders, if any of the documents (in a-c above) have previously been submitted with the Management Company and/or Transfer Agent, fresh submission of documents will not be required provided that the submitted documents are acceptable to the Management Company. However, the account number must be provided to facilitate linking.

Any change of particulars of any unit holder as entered in the Register shall forthwith be notified in writing by the relevant unit holder to the distributor company or transfer agent.

- (e) The Distribution Company and/or Management Company will be entitled to verify the particulars given in the Account Opening Form. In case of any incorrect information, the application may be rejected, if the applicant fails to rectify the discrepancy.

- (f) If subsequent to receipt of the application by the Distributor, but prior to issue of Units, the application is found by the Registrar or the Distributor to be incomplete or incorrect in any material manner, the Registrar or the Distributor will advise the applicant in writing to remove the discrepancy. In the mean while the application will be held in abeyance for fifteen days and in the event the discrepancy is not removed in the said fifteen days, the amount will be refunded without any interest or mark-up. However, in the event that the Units have been issued and a material discrepancy is discovered subsequent to that, the Registrar or the Distributor will advise the applicant in writing to remove the discrepancy within fifteen days and if the investor, in the opinion of the Registrar, 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.
- (g) The Investor Account Opening Form can be lodged with any Distributor or directly lodged with the Management Company. No other person (including Investment Facilitators) is authorized to acknowledge the form or payment.
- (h) The Management Company will make arrangements, from time to time, for receiving Account Opening Forms from outside Pakistan and will disclose these arrangements through its website and its Distributors and agents outside Pakistan.

#### 4.5.3 Joint Application

- (a) Joint application can be made by up to four applicants. Such persons shall be deemed to hold Units on a first holder basis. However, each person must sign the Account Opening Form and submit a copy of their Computerized National Identity Card, NICOP, Passport or other identification documents.
- (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 and the Management Company 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 that 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.

#### 4.5.4 Purchase of Units

- (a) After opening an account an account holder may purchase Units of the Fund and Allocation Plan(s) using the Investment Application Form. Payment for the Units must accompany the form.
- (b) Application for Purchase of Units shall be made by completing the prescribed Investment Application Form and submitting it to the authorized branches of the Distributor or to the

Management Company or through digital mean offered by Management Company together with the payment by cheque, bank draft, pay order or online transfer as the case may be in favor of Trustee Bank Account titled **CDC - Trustee AL Habib Income Fund / CDC - Trustee AL Habib Income Plan-I** and crossed "Account Payee only"

- (c) 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 the Commission.
- (d) Applicants must indicate their account number in the Investment Application Form except in cases where the Investor Account Opening Form is sent with the Investment Application Form.
- (e) The applicant may obtain a copy of the application signed and stamped by an authorized officer of the Distributor acknowledging the receipt of the application. Acknowledgement for applications and payment instruments can only be validly issued by Distributors.
- (f) The Distribution Company and/or Management Company will be entitled to verify the detail given in the Investment Form. In case of any incorrect information, the application may be rejected if the applicant fails to rectify the discrepancy (except for discrepancy in payment instrument, in which case application will be rejected immediately).
- (g) The Management Company will make arrangements, from time to time, for receiving Investment Request Forms and payments from outside Pakistan and will disclose these arrangements through its website and its Distributors and agents outside Pakistan.

#### 4.5.5 **Minimum Amount of Investment**

Initially Units of Fund and Allocation Plan(s) shall be issued at Par Value of Rs.100 with a minimum investment size of Rs.5,000 (Rupees Five thousand only) and thereafter the minimum amount for investment would be of Rs.1,000 (Rupees One thousand only) per transaction, at applicable NAV or purchase price, other than reinvestment of Dividend, Bonus Units or refunds including capital gain tax. The Management Company reserves the right to alter the minimum amounts stated hereinabove after giving thirty days prior notice to the Unit Holders. However, enhancement in current minimum monetary investments shall not take effect retrospectively.

#### 4.5.6 **Determination of Purchase (Public Offer) Price**

- (a) Units offered during the Initial period will be as specified in clause 4.2.
- (b) After the Initial Period, the Purchase (Offer) Price for the Unit offered through Public Offering, shall be determined from time to time pursuant to the Sub clause (c) hereafter and shall be announced by the Fund and Allocation Plan(s) for Dealing Days.
- (c) The Purchase (Offer) Price shall be equal to the sum of:
  - (i) The Net Asset Value:
    - a. As of the close of the business day (unknown pricing / forward pricing) for AL Habib Income Fund OR
    - b. As of the close of previous day (known pricing / backward pricing), for AL Habib Income Plan I.
  - (ii) Any Front-end Load as disclosed in this Offering Document.

- (iii) Such amount as the Management Company may consider an appropriate provision for Duties and Charges; and
- (iv) Such amount as the Management Company may consider an appropriate provision for Transaction Costs.
- (v) Such sum shall be adjusted to nearest four decimal places or such decimal place as decided by the management company from time to time with the consent of the Trustee and properly disclosed to the Unit Holders.

If such price exceeds or falls short of the current value of the underlying assets by more than five percent based on information available, the Asset Management Company shall defer dealing and calculate a new price and this new price would be applicable for dealing of units.

- (d) The Purchase (Offer) Price so determined shall apply to purchase requests, received by the Distributor or the Management Company during the Business Hours on the Dealing Day:
  - (i) on which the completely and correctly filled purchase of Units application form is received for AL Habib Income Fund And
  - (ii) on which the completely and correctly filled purchase of Units application form is received and are realized for AL Habib Income Plan I.
- (e) The Purchase (Offer) Price determined by the Management Company shall be made available to the public at the office and branches of the Distributors and will also be published daily on the Management Company's and MUFAP's website.

#### 4.5.7 Allocation/ Issue of Units

- (a) The Purchase Price determined shall apply to all Investment Request Forms, complete in all respects, received by the Management Company at its registered address or by the Distributor at its Authorized Branch(s) during Business Hours on that Dealing Day. Any Investment Request Forms received after Business Hours will be transferred to the next Dealing Day.
- (b) Units will be allocated at the Purchase Price as determined in clause 4.5.6 above, and issued after realization of funds in the bank account for AL Habib Income Fund. However, units will be allocated and issued at the Purchase Price as determined in clause 4.5.6 above after realization of funds in the bank account for AL Habib Income Plan I.
- (c) The Transfer Agent shall send an account statement or report to the Unit Holder each time there is an activity in the account. Such statements or reports shall be sent by electronic means or ordinary mail to the Unit Holder's address recorded in the Register of Unit Holders.
- (d) In case the Management Company announces a suspension of further issue of Units of the Fund and Allocation Plan(s), it may allow existing Unit Holders to continue acquiring Units out of any dividend declared on the Units held.

#### 4.5.8 Issuance of Physical Certificates

- (a) Unit Certificates will be issued only if requested by the Unit Holder.
- (b) Unit Holders can apply for the issue of Certificates by completing the prescribed application form and submitting it to the relevant Distribution Company together with a fee at the rate of



Rs. 100 per Certificate or any other amount as determined by the Management Company from time to time.

- (c) The Certificate will be posted 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 Unit Holder, if the relevant Unit or Units are jointly held.
- (d) The Certificates will be available in such denomination as Management Company and the Trustee decide from time to time. Unless, the Unit Holder has instructed to the contrary, the minimum number of Certificates will be issued.
- (e) A Unit or any fraction thereof shall not be represented by more than one Certificate at any one time.

#### **4.5.9 Replacement of Certificates**

- (a) 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.
- (b) The Unit Holder shall on application on prescribed form be entitled to consolidate the entire holding in the Fund and Allocation Plan(s) into one (01) Certificate upon surrender of existing Certificates.
- (c) Each new issue of Certificates will require payment of Rs 100 per Certificate, subject to revisions of fee from time to time by the Management Company.

#### **4.5.10 Issuance of Units in Book Entry form in CDS**

Unit Holder may obtain Units in Book Entry form in CDS, if such units are eligible security of CDS. The Issuance of Units in CDS shall be made in accordance with the procedure laid down in CDCPL Regulations.

### **4.6 Procedure for Redemption of Units**

#### **4.6.1 Who Can Apply?**

All Unit Holders shall be eligible for redemption after the closure of the Initial Period.  
Redemption Application Procedure

#### **4.6.2 Redemption Application Procedure**

4.6.3 Request for Redemption of Units shall be made by completing the prescribed redemption form and the same is received at the Authorized Branch or office of the Distributor or through digital means offered by Management Company, on a Dealing Day during the Business Hours as may be announced by the Management Company from time to time. The Distributor may retain a copy of the Redemption Form and a copy may also be supplied to the Registrar, if so, required by the Management Company.

4.6.4 The Management Company may redeem only part of the Units comprised in a Certificate and reissue a new Certificate for the remaining Units, however, in the case where a Certificate is not issued any number of Units may be redeemed by the Unit Holder thereof. The relevant

Certificate shall accompany the application for Redemption of Units, if issued. At the discretion of the Management Company certificate charges may apply for the reissued Certificate.

- 4.6.5 The Registrar with the consent of the Trustee may dispense with the production of any Certificate that shall have become lost, stolen or destroyed upon compliance by the Unit Holder(s) with the like requirements to those arising in the case of an application by him for the replacement thereof.
- 4.6.6 In case of application for redemption by joint Unit Holders, unless otherwise specified by the joint holders, such application should be signed by all the joint Holders as per their specimen signatures provided at the time of opening of the account within the Unit Holder Register, through the investor account opening Form.
- 4.6.7 The Distribution Company or the Registrar shall verify the particulars given in the application for Redemption of Units. The signature of any Unit Holder or joint Unit Holder on any document required to be signed by him under or in connection with the application for redemption of Units may be verified by the Management Company or the Registrar or otherwise authenticated to their reasonable satisfaction. In case of submission of electronic on-line redemptions, the Unit Holder's user ID and password will authenticate his identity.
- 4.6.8 The Unit Holder will receive a note confirming the receipt of the application for redemption from the relevant Distribution Office.
- 4.6.9 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 Management Company or the Registrar or the Distributor to be incomplete or incorrect in any material manner, the Management Company or Registrar 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.
- 4.6.10 The Management Company shall ensure all valid redemption requests are processed based on ranking of the request in a queue.
- 4.6.11 The amount payable on redemption shall be paid to the Unit Holder or first named joint Unit Holder by dispatching a cheque/ bank draft/ pay order for the amount to the registered address of the Unit Holder or may be paid to the Unit Holder through Electronic Bank transfer to the Unit Holder's designated bank account as mentioned in the Investor Account Opening Form or Redemption form within six Business Days from the date of presentation of the duly completed Redemption form, electronic or otherwise, at the Authorized Branch or office of the Distributor or the Management Company. The amount can also be paid to the third party upon instruction of the Unit Holder, if allowed by the Management Company and the Trustee.
- 4.6.12 No Money shall be paid to any intermediary except the Unit Holder or his authorized representative.
- 4.6.13 The Management Company may make arrangements through branches of banks to facilitate redemption of Units of the Fund and Allocation Plan(s). A request for redemption of Units may also be made through the use of electronic means such as Internet or ATM facilities.

4.6.14 The receipt of the Unit Holders for any amount payable in respect of the Units shall be a good discharge to the Trustee and the Management Company. In case of joint Unit Holders any one of them may give effectual receipt for any such moneys.

4.6.15 Application for Redemption of Units will be received at the authorized offices or branches of the Distributor on all Dealing Days. Where redemption requests on any one Dealing Day exceed ten (10) percent of either the total number of Units outstanding, such redemption requests in excess of ten (10) percent may be deferred in accordance with the procedure elaborated in the Clause 4.11.4.

4.6.16 On the occurrence of any circumstance specified in the Regulation or the Deed that may require the Fund and Allocation Plan(s) should be suspended, the Management Company shall suspend the Sale and Redemption of Units and the intimation of suspension shall be made to the Unit Holders, the Trustee and the Commission according to the procedure laid down in the Regulation.

**4.6.17 Procedure for Redemption and Re-Investment of Units**

The Management Company shall give the option to the unitholders to conduct transactions through Form or through a standing instruction duly signed by the customer and transactions shall be executed accordingly.

**4.6.18 Terms & conditions for facilitation of same day redemptions:**

To receive payment within the same Business Day, duly completed redemption form(s) must be received by the Management Company within such Cut-off time as mentioned in **Annexure "B"** to this Offering Document. Every Investor submitting the redemption form will be given an acknowledgement of the application that shall carry time and date of submission of request. The redemption form that is received on or before Cut-off time on any business day at the registered office or the authorized branch shall be redeemed based on the repurchase price that is fixed as per clause 4.9 of this Offering Document.

- (a) Payment shall be dispatched on the same business day where the mode of payment is through cheque/draft/pay order; OR
- (b) 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 timings 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, failing which the redemption request(s) will be processed as normal redemption.

- (c) Same Day Redemption facility will not be available to Unit-Holders residing outside Pakistan. Redemption of Units issued outside Pakistan shall be honored within six (6) business days, subject to provisions in the Trust Deed and Offering Document of the Fund.
- (d) On discretion of the Management Company all bank charges (for online transfer, if levied), would be borne by the Unit Holder from his redemption proceeds or by collecting from the unit holder as deemed fit by the management company.
- (e) The Management Company will endeavor to honor same day redemption, if redemption requests are received in accordance with Clause 4.7 and would depend upon the monetary limit for same day clearing as imposed by the State Bank of Pakistan. The Management Company will have the right to accept or defer any redemption request in such case beyond the above-mentioned stipulated time to a maximum of three Business Days from the date of receipt of a properly documented request for redemption of Units, provided that the redemption is not suspended before the day on which application is submitted or if the application had been received on the day on which the redemption was suspended.
- (f) The amount payable on redemption shall be paid to the Holder or in case of Joint Holders to the first named joint Holder or any other joint Holder specified in the application for redemption of Units by dispatching a cheque/ bank draft/ pay order, online transfer, as the case may be, for the amount to the registered address of the Holder.

**Disclaimer:** The Management Company will try its level best to transfer redemption proceeds on the same day. However, AHAML/Trustee will not be responsible for transfer / settlement risk and any other risk factor that is beyond the control of management of AHAML/ Trustee.

#### **4.7 Terms & Conditions for facilitation of redemption**

For normal redemptions, the Cut-off timings for receiving applications shall be such as mentioned in **Annexure "B"** to this Offering Document. The maximum interval between the receipt of a properly documented request for redemption of units and the issue of payment instrument for redemption money to the holder shall not exceed six working days.

##### **4.7.1 Redemption of Units in Book Entry form in CDS**

Unit Holders may redeem their Units held in Book Entry form in CDS. The Redemption of Units in CDS shall be made in accordance with the procedure laid down in CDCPL Regulations.

#### **4.8 Purchase (Public Offer) and Redemption (Repurchase) of Units outside Pakistan**

- 4.8.1 Subject to exchange control, SECP prior approval and other applicable laws, Rules and Regulations, in the event of arrangements being made by the Management Company for the Purchase (Public 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 include in addition to the Purchase (Public 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.

- 4.8.2 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 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.
- 4.8.3 The currency of transaction of the Trust is the Pakistani 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.

#### **4.9 Determination of Redemption (Repurchase) Price**

4.9.1 The Redemption (Repurchase) Price shall be equal to:

- (a) the Net Asset Value as of the close of:
- (i) The business day (unknown pricing / forward pricing) for AL Habib Income Fund and
  - (ii) The previous day (known pricing / backward pricing) for AL Habib Income Plan I
- (b) Less:
- (i) Any Back-end Load as per the details in this Offering Document; and;
  - (ii) Such amount as the Management Company may consider an appropriate provision for Duties and Charges and other levies etc.; and
  - (iii) Such amount as the Management Company may consider an appropriate provision for Transaction Costs;
- (c) Such sum shall be adjusted to nearest four decimal places or such decimal place as decided by the management company from time to time with the consent of the Trustee and properly disclosed to the Unit Holders.

The level of all back-end loads shall be disclosed in the Offering Document. An increase in Back-end load will require prior notice to the Unit Holder as specified in the Regulations.

- 4.9.2 The Repurchase (Redemption) Price so determined shall apply to redemption requests, complete in all respects, received by the Distributor or the Management Company during the Business Hours on the Dealing Day on which a correctly and properly filled redemption application is received.
- 4.9.3 The Redemption Price determined by the Management Company shall be made available for every Dealing-day to the public through the Management Company's and MUFAP's website.

#### **4.10 Procedure for Requesting Change in Unit Holder Particulars**

##### **4.10.1 Who Can Request Change?**

All Unit Holders are eligible to change their Unit Holder details if they so desire. For such change in particulars, a request shall be made via the Special Instructions Form. These Forms may be obtained from Distributors or Investment Facilitators or from the Management Company or through its website.

##### **4.10.2 Application Procedure for Change in Particulars**

- (a) Some of the key information which the Unit Holder can change is as follows:
- i. Change in Address
  - ii. Next of Kin Details
  - iii. Change in Bank Account Details
  - iv. Dividend Reinvestment Option
  - v. Account Operating Instructions

Change will not be allowed in Title of account, CNIC and Joint holders details.

- (b) 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.
- (c) The applicant may obtain a copy of the Special Instructions Form signed and duly verified by an Authorized Officer of the Distributor or Management Company.
- (d) 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.
- (e) The Unit Holder will be liable for any taxes, charges or duties that may be levied on any of the above changes. These taxes, charges or duties may either be recovered by redemption of the Unit Holder's equivalent Units at the time of the service request or the Management Company may require separate payment for such services.
- (f) 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.

##### **4.10.3 Transfer, Nomination, Transmission and Systemic Conversion Procedure**

4.10.4 Unit Holder may, subject to the law, transfer any Units held by them to any other person being Unit Holder of the Fund and Allocation Plan(s). The transfer shall be carried out after the Management Company/Transfer Agent has been satisfied that all the requisite formalities including the payment of any taxes and duties have been complied with.

4.10.5 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.

4.10.6 Where Certificates have been issued, the Management Company / Transfer Agent with the consent of the Trustee may dispense with the production of any Certificate that shall have become lost, stolen or destroyed upon compliance by the Unit Holder(s) with the like requirements to those arising in the case of an application by him for the replacement thereof

as provided in this Offering Document. The Management Company or the Transfer Agent shall retain all instruments of transfer.

- 4.10.7 The Transfer Agent shall, with the prior approval of the Management Company or the Management Company itself 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 ten 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 ten 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. Complete list of unclaimed dividends will be maintained by the AMC and shall not be destroyed. The Unit Holder may nominate a person (as allowed under the law) as Next of kin so he can be contacted, in case of the death of the Unit Holder.
- 4.10.8 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 or the Management Company itself as Registrar after satisfying as to all legal requirements such as intimation of death of deceased Unit Holder along-with certified copy of death certificate, succession certificate, original unit certificate (in case of physical certificate) etc. 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.
- 4.10.9 A Unit Holder may convert the Units in a Unit Trust Scheme and the Allocation Plan(s) managed by the Management Company into Units of another Unit Trust Scheme and the Allocation Plan(s) managed by the Management Company by redeeming the Units of the first Scheme or the Allocation Plan(s) and issuance of Units of later Scheme(s) and the Allocation Plan(s) at the relevant price applicable for the day. The Transfer Agent or Management Company itself 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. The minimum amount for such transaction would be of Rs.1,000 (Rupees One thousand only) per transaction.
- 4.10.10 A Unit Holder may merge the Units which he/she has invested with two folio/registration numbers into one folio/ registration number. 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.

#### 4.10.11 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.

#### 4.10.12 Systematic Conversion

The Management Company may offer Systematic Conversion Plan facility to Unit Holders, wherein, Unit-Holders can opt to convert certain amount from the Fund or Allocation Plan(s) to any other Fund(s) or Allocation Plan(s) offered by the Management Company, at predefined intervals (i.e., monthly, quarterly, semiannually, or annually). The conversion amount, frequency of conversion, and the systematic conversion option shall be specified by the Unit Holder in the Application Form for Purchase of Units. The Management Company may offer both or any of the following Systematic conversion options to Unit Holders:

(i) **Fixed Amount Conversion Option:** Under the fixed conversion option, the Unit Holder can opt to convert fixed amount from the Fund or Allocation Plan(s) into another Fund or Allocation Plan(s) offered by the Management Company and having same Trustee at predefined intervals (i.e., monthly, quarterly, semi-annually, or annually).

(ii) **Regular Profit Conversion Option:** Under the regular conversion option, the Unit Holder can opt to convert the profit amount of their investment in the Fund or Allocation Plan(s) to another Fund or Allocation Plan(s) offered by the Management Company and having same Trustee, at predefined intervals (i.e., monthly, quarterly, semi-annually, or annually).

4.10.13 Any Unit Holder can avail this facility subject to the terms and conditions as specified below:

- (a) The minimum conversion amount for systematic conversion plan shall meet minimum investment requirement for another Fund and Allocation Plan(s) to which Units are being converted.
- (b) The Conversion for systematic conversions shall take place at the redemption price on the day of the conversion and such conversion dates are decided by the Unit Holder at the time of registration.
- (c) Systematic conversions shall not be allowed on pledge Units, however, if part of the Units of the Unit Holder is pledged, conversions on the remaining unpledged Units shall be allowed.
- (d) Conversions shall be subject to Front-end load and Back-end Load/charges/fees specified in the respective Offering Document for the Units being converted and the Units of other scheme or Allocation Plan(s).
- (e) Units under systematic conversion option shall not be issued in physical form.
- (f) Unit Holders can modify their systematic conversion plan by filling out a Standard Instruction Form and submitting the same to the Distribution Company and their requests shall be facilitated accordingly.
- (g) In the event a Unit Holder decides not to continue with the Systematic Conversion Plan facility, the Unit Holder should inform the Management Company of his intention in writing.

The Management Company may introduce changes in systematic conversion plan from time to time, through amendment to this Offering Document, subject to prior approval by the Trustee and the Commission and intimation to the Unit-holders. However, any changes introduced in systematic conversion plan, would not be binding on existing Unit Holders.



#### **4.11 Procedure for Pledge / Lien / Charge of Units**

##### **4.11.1 Who Can Apply?**

- (a) All Unit Holders 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. These forms may be obtained from Distributors or Investment Facilitators or from the Management Company or through its website. However, if Units are held in CDS account then request should be made to the CDS Participant or the Investor Account Service (IAS) with which the account is maintained, according to the procedure laid down in CDC Regulations.
- (b) Any Unit Holder either singly or with Joint Unit Holder(s) (where required) may request the Management Company or Transfer Agent to record a pledge / lien of all or any of his / her/ their Units in favor of any third party legally entitled to invest in such Units in its own right. The Management Company or 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 Management Company or 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.
- (c) 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.
- (d) 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 of Pledgee mentioned in the Pledge Form and/or Investor Account Opening Form submitted. In case of Units that are pledged through the Central Depository System, payments of cash dividends or the issuance of bonus Units goes to the Pledger as per Central Depositories Act.
- (e) 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.
- (f) Fully completed Pledge of Units Form has to be submitted by both Individuals and/or non-individual 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.
- (g) 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.

#### **4.12 Temporary Change in Method of Dealing, Suspension of Dealing and Queue System**

##### **4.12.1 Temporary Change in the Method of Dealing**

Under the circumstances mentioned in Clause 4.11.2 & 4.11.3, subject to compliance with Regulations (with regard to the interests of Unit Holders), the Management Company may request the Trustee to approve a temporary change in the method of dealing in Units.

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

##### **4.12.2 Suspension of Fresh Issue of Units**

The Management Company may, under the following circumstances, suspend issue of fresh Units.

- The situation of Force Majeure as defined in this Offering Document;
- A situation in which it is not possible to invest the amount received against issuance of fresh Units or
- Any other situation in which issuance of fresh Units is, in the Management Company's opinion, against the interests of the existing/remaining Unit Holders.

Such suspension may however not affect existing Unit Holders for the issue of bonus Units as a result of profit distribution, The Management Company shall announce the details of circumstances at the time a suspension of fresh issue is announced. The Management Company shall immediately notify the SECP and Trustee if issuance of Units is suspended and shall also have the fact posted, immediately following such decision, on the website of Management Company.

In case of suspension of redemption of Units due to extraordinary circumstances, the issuance of Units shall also be kept suspended until and unless the redemption of Units is resumed.

Investment application form received on the day of suspension will not be processed and the amount received shall be returned to the investor.

##### **4.12.3 Suspension of Redemption of Units**

The Redemption of Units may be suspended during extraordinary circumstances/ Force Majeure.

Redemption requests received on the day of the suspension shall be rejected.

##### **4.12.4 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 Allocation Plan(s) and / or arrange financing 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 a 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 a 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.

#### **4.12.5 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 and / or Allocation Plan(s) being run down to an unsustainable level or it is of the view that the selloff 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 and / or Allocation Plan(s). 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.

## **5. DISTRIBUTION POLICY**

### **5.1 Declaration of Dividend**

The Management Company shall decide as soon as possible but not later than forty-five days after the Accounting Date / interim period whether to distribute among Unit Holders, profits, in the form of cash dividend, if any, available for distribution at the end of the Accounting Period and shall advise the Trustee of the amount of such distribution per Unit. The Fund and Allocation Plan(s) will comply with regulatory and taxation requirements and the distribution policy may be amended accordingly.

The Management Company on behalf of the Scheme shall, for every accounting year, distribute by way of dividend to the Unit Holders, not less than ninety per cent of the accounting income of the Collective Investment Scheme received or derived from sources other than capital gains as reduced by such expenses as are chargeable to a Collective Investment Scheme under the Regulations.

For the purpose of this Clause the expression “accounting income” means income calculated in accordance with the requirements of International Accounting Standards (IAS) as are notified under the Companies Ordinance, 1984, the Regulations and the directives issued by the SECP. Wherever the requirement of the Regulations or the directives issued by the SECP differs with the requirement of the IAS, the Regulations and the said directives shall prevail.

### **5.2 Determination of Distributable Income**

The amount available for distribution in respect of any Accounting Period shall be the sum of all income other than capital gains, from which shall be deducted:

- the expenses, as stated in Clause 6.2 to 6.4 of this Offering Document; and
- any taxes of the Fund and Allocation Plan(s)

All the 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 Fund Property, provided that such amounts out of the sale proceeds of the Investments and all other receipts as deemed by the Management Company to be in the nature of the net appreciation may be distributable to the Unit Holders by the Trustee upon

the instructions of the Management Company and shall thereafter cease to form part of the Fund Property.

### **5.3 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 with the approval of the Commission and such payment shall be subject to the Regulations and any other applicable laws.

### **5.4 Dispatch of Dividend Warrants/Advice**

Dividend warrants/advice/payment instruments and/or Account Statements shall be sent to the Unit Holders or the charge-holders at their addresses/Email ID

### **5.5 Reinvestment of Dividend**

The Management Company shall give the Unit Holders the option at the time of opening of Unit Holder Account (via the Investor Account Opening Form) within the Unit Holder Register to receive new Units instead of cash dividend. The Unit Holders shall be entitled to change such option.

### **5.6 Bonus Units**

The Management Company may decide to distribute, wholly or in part, any income or capital gains in the form of stock dividend (comprising of Bonus Units of the Trust) if it is in the interest of the Unit Holders, and when an amount of not less than ninety percent of distributable income has already been distributed as cash. If Bonus Units are being issued under these circumstances, the rate of bonus distribution per Unit shall be fixed and will be applied on the amount of capital gain after deduction of tax for each Unit Holder. The Management Company shall then, under intimation to the Trustee, issue additional Units 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 sent to the Unit Holder within fifteen days of the issue of Bonus Units.

### **5.7 Closure of Register**

The Management Company may close the Register by giving at least seven (7) days-notice to the Unit Holder provided that the time period for closure of register 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, conversion of Units or transfer of Units will be suspended.

## **6. FEE AND CHARGES**

### **6.1 Fees and Charges Payable by an Investor**

The following fees and charges shall be borne by the Investor:

#### 6.1.1 **Front-end Load**

Front end Load is a part of Sales Load which may be included in the offer price of the Units. The remuneration of Distributors shall be paid from such Load and if the Front-end Load is insufficient to pay the remuneration of the Distributors, the Management Company shall pay the amount necessary to pay in full such remuneration and no charges shall be made against the Fund Property or the Distribution Account in this respect. Such payments may be made to the Distributors by the Management Company upon the receipt from the Trustee.

The Management Company may at its discretion charge different levels of Load as per Annexure "B". Any change in Front-end Load shall be done through an addendum to the Offering Document after seeking prior approval of the Commission.

A Distributor located outside Pakistan may if so, authorized by the Management Company and the Trustee retain such portion of the Front-end Load as is authorized by the Management Company and transfer the net amount to the Trustee, subject to the law for the time being in force.

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 sales or processing charge.

No Sales Load shall be charged if the investors approach directly for investment or where transaction is done online, through website of the AMC.

#### 6.1.2 **Back-end Load**

Back-end Load is 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, but Unit Holders within a class shall be charged the same level of back-end load. The Management Company may change the current level of Back-end Load after giving 30 days prior notice to the Unit Holder through a newspaper (either Urdu or English Newspaper) and the Unit Holders shall be given an option to exit at the applicable NAV without charge of back-end load as specified in the Regulations.

The current level of Back-end Load is indicated in Annexure B.

#### 6.1.3 **Expenses borne by 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, 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.

**6.1.4 Remuneration of Distribution Company / Investment Agent / Investment Facilitator**

The Distribution Company employed by the Management Company will be entitled to a remuneration payable by the Management Company out of its own resources and/or from the Front-End Load on terms to be agreed upon between the Management Company and the Distribution Company. The Investment Facilitator/Investment Adviser/Sales Agent employed by the Management Company will be entitled to a remuneration payable by the Management Company out of its own resources.

Distributors located outside Pakistan may, if so, authorized by the Trustee and the Management Company, be entitled to remuneration (from the Management Company's own resources) on terms to be agreed upon between them and the Management Company, subject to the law for the time being in force.

**6.2 Fees and Charges Payable by the Fund and Allocation Plan(s)**

The following expenses shall be borne by the Fund and Allocation Plan(s):

**6.2.1 Remuneration of the Management Company**

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.

Current level Management Fee is disclosed in Annexure "B". In addition, the rate of actual Management Fee as percentage of Net Assets Fee shall be disclosed in the monthly FMR as well as the financial accounts.

Any increase in the current level of Management Fee, provided it is within the maximum limit prescribed in the Regulations shall be subject to giving a thirty (30) days prior notice to the Unit Holders and the Unit Holders shall be given an option to exit at the applicable NAV without charge of any exit load.

**6.2.2 Remuneration of the Trustee**

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 an Annual Accounting Period 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 an Annual Accounting Period concerned. Any upward change in the remuneration of trustee from the existing level shall require prior approval of the Commission.

**6.3 Formation Costs**

**6.3.1** All expenses incurred in connection with the incorporation, establishment and registration of the Fund and Allocation Plan(s) (formation cost) as per Regulations, shall be reimbursable by the Fund and Allocation Plan(s) to the Management Company subject to audit of expenses. The said costs shall be amortized over a period of not more than ten years.

- 6.3.2 Formation Cost shall be charged to the Scheme and the respective Allocation Plan(s) and shall not exceed such limits as specified in the Regulations or directives issued thereunder

#### **6.4 Other costs and expenses**

The following charges shall also be payable out of the Fund Property

- (i) Custody, Brokerage, Transaction Costs of investing and disinvesting of the Fund Property.
- (ii) All expenses incurred by the Trustee in effecting the registration of all registerable property in the Trustee's name.
- (iii) Legal and related costs incurred in protecting or enhancing the interests of the Unit Holders.
- (iv) Bank charges, financing and financial costs;
- (v) Auditors' Fees and out of pocket expenses;
- (vi) Printing costs and related expenses for issuing the Fund's and Allocation Plan(s) quarterly, half yearly and annual reports;
- (vii) Fund and Allocation Plan(s) rating fee payable to approved rating agency;
- (viii) Listing Fee including renewals payable to the Stock Exchange(s) on which Units may be listed.
- (ix) Fee pertaining to the Fund and Allocation Plan(s) payable to the Commission.
- (x) Taxes, fees, duties if any, applicable to the Fund and Allocation Plan(s) and on its income, turnover and/or its properties including the Sales Tax levied on Services offered by Asset Management Company (for management of Fund).
- (xi) Charges and levies of stock exchanges, National Clearing and Settlement Company, and CDC charges.
- (xii) Any other expenses as permissible under the Rules and Regulations from time to time and / or permitted by the Commission.
- (xiii) Total Expense Ratio shall be capped up to 3% or any other limit as may be directed by SECP from time to time.

### **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 the Fund. 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.

Under the Tax Law in Pakistan, the definition of a public company includes a trust formed under any law for the time being in force. The Fund will be regarded as a public company liable to a tax rate applicable to a public company.

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

- (i) Dividend income at the applicable rate according to the relevant law;
- (ii) Capital Gains Tax as applicable according to the relevant law
- (iii) Return from all other sources / instruments are taxable at the rate applicable to a public company.

**7.1.2 Liability for Income Tax if Ninety Percent of Income is distributed**

Notwithstanding the tax rate given above, the income from the Fund will be exempted from tax if not less than 90% of the income for the year as reduced by capital gains whether realized or unrealized is distributed amongst the Unit Holders.

The Fund will distribute not less than 90% of its income received or derived from sources other than capital gains as reduced by such expenses as are chargeable to the Fund.

**7.2 Withholding tax**

Under the provisions of Clause 47 (B) of Part (IV) of the Second Schedule to the Income Tax Ordinance, 2001, the Fund's income be subject to any withholding tax.

**7.3 Zakat on Fund**

The Fund is Saheb-e-Nisab under the Sindh Zakat and Ushr Act 2011. 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%.

**7.4 Taxation and Zakat on Unit Holders**

**7.4.1 Taxation on Income from the Fund of the Unit Holder**

The following is a brief description of the Income Tax Ordinance, 2001, applicable in respect of Unit Holders of the Fund. 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.

**7.4.2 Unit holders of the fund will be subject to Income Tax at the applicable rate on dividend income distributed by the Fund**

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.

**7.4.3 Capital gain arising from sale/redemption of Units of the Fund will be subject to tax at the applicable tax rate as mentioned in the Income Tax Ordinance 2001. Unit Holders who are exempt from income tax may obtain exemption certificates 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.**

**7.4.4 Unit Holders may be liable to pay tax even though they may not have earned any gain on their investment as return of capital through distribution to investors is also taxable as per Income Tax Ordinance, 2001.**

**7.4.5 Tax Credit to Unit Holders**

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.

**7.4.6 Zakat**

Units held by resident Pakistani Unit Holders shall be subject to Zakat at 2.5% of the value of the Units under the Sindh Zakat and Ushr Act 2011, except those exempted under the said



Act. Zakat will be deducted at source from the redemption proceeds. The above deduction will not be made if the Unit Holder provides a declaration in due course of time to the Management Company.

#### **7.5 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.

All information contained in Part 7 is based on the current taxation status. The exemptions and rates of taxation are subject to change from time to time, as may be announced by the Government.

### **8. REPORTS TO UNIT HOLDERS**

#### **8.1 Account Statement**

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

The Management Company/Transfer Agent shall provide the account balance and/or account activities (account statement) through electronic mode to the Unit Holder, where email address is available with the Management Company.

The Unit Holder will be entitled to ask for copies of his account statement on any Dealing Day within Business Hours by applying to the Management Company/Transfer Agent in writing.

#### **8.2 Financial Reporting**

- (a) The Management Company shall prepare and transmit the annual report in such form and manner as set out in the Regulations as amended or substituted from time to time.
- (b) The Management Company shall prepare and transmit quarterly reports on its website in such form and manner as set out in the Regulations as amended or substituted from time to time.

#### **8.3 Trustee Report**

The Trustee shall report to the Unit Holder, to be included in the annual and second quarter Financial Reports issued by the Management Company to the Unit Holders, as to whether in its opinion the Management Company has in all material respects managed the Fund in accordance with the provisions of the Regulations, the Constitutive Documents and if the Management Company has not done so, the respect in which it has not done so and the steps the Trustee has taken in respect thereof.

#### **8.4 Fund Manager Report**

The Management Company shall prepare a Fund Manager Report each month as per the guidelines issued by MUFAP and transmit the same to the Unit Holders and also make available at their web site.

### **9. WARNING AND DISCLAIMER**

#### **9.1 Warning**

9.1.1 If you are in any doubt about the contents of this Offering Document, you should consult your bank manager, legal advisor, or other financial advisor. The price of the Units of this Fund and Allocation Plan(s) and the income of this Fund and Allocation Plan(s) (from which distributions to Unit Holders are made) may increase or decrease.

9.1.2 Investment in this Fund and Allocation Plan(s) is suitable for investors who have the ability to take the risks associated with financial market investments. Capital invested in the financial markets could in extreme circumstances lose its entire value. The historical performance of this Fund, other Funds and Allocation Plan(s) managed by the Management Company, the financial markets, or that of any one security or transaction included in the Fund's portfolio will not necessarily indicate future performance.

#### **9.2 Disclaimer**

9.2.1 The Units of the Fund and Allocation Plan(s) are not bank deposits and are neither issued by, insured by, obligation of, nor otherwise supported by the SECP, any Government Agency, 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 Pre-IPO Investors or any other bank or financial institution. The portfolio of the Fund and Allocation Plan(s) is subject to market risks and risks inherent in all such investments.

9.2.2 The Fund's and Allocation Plan(s) target return/dividend range cannot be guaranteed. The Fund's and Allocation Plan(s) Unit price is neither guaranteed nor administered/managed; it is based on the NAV that may go up or down depending upon the factors and forces affecting the capital markets and interest rates.

### **10. GENERAL INFORMATION**

#### **10.1 Accounting Period / Financial Year of the Fund and Allocation Plan(s)**

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 shall commence on 1st July and end on 30th June of the succeeding calendar year.

## **10.2 Inspection of Constitutive Documents**

The copies of constitutive documents, such as the Deed and the Offering Document, can be inspected free of charge at the registered office of the management company, however such documents shall also be available on the web site of the Management Company.

## **10.3 Transfer of Management Rights of the Fund and Allocation Plan(s)**

The management rights of the Fund and Allocation Plan(s) may be transferred to another Management Company upon the occurrence of any of the following events in accordance with the procedure laid down in the Regulations, the Deed and the Directives issued by the Commission;

- (i) the Management Company goes into liquidation, becomes bankrupt or has a liquidator appointed over its assets, or its license has been cancelled or does not hold valid license;
- (ii) where the Management Company is unable to remove the suspension of redemption of Units of the Fund and Allocation Plan(s) within the fifteen business days of suspension and the Unit Holders representing at least three fourth in value of total outstanding Units of the concerned scheme pass a resolution or have given consent in writing that the scheme be transferred to another Management Company;
- (iii) if in the opinion of the Commission further management of the Fund and Allocation Plan(s) by the existing Management Company is detrimental to the interest of the Unit Holders, the Commission may direct the Trustee to transfer the Fund to another Management Company.
- (iv) if the Management Company may retire voluntarily with the prior written consent of the Commission.

## **10.4 Extinguishment/Revocation of the Fund and Allocation Plan(s)**

The Fund and Allocation Plan(s) may be extinguished by the occurrence of any of the following events in accordance with the procedure laid down in the Regulations, the Deed and the Directives issued by the Commission;

- (i) the Fund and Allocation Plan(s) has reached its maturity date as specified in the Deed;
- (ii) where the Management Company is unable to remove the suspension of redemption of Units of the Fund and Allocation Plan(s) within the fifteen business days of suspension and the Unit Holders representing at least three fourth in value of total outstanding Units of the concerned scheme pass a resolution or have given consent in writing that the scheme be revoked;
- (iii) where the Management Company goes into liquidation, becomes bankrupt or has a liquidator appointed over its assets, or its license has been cancelled or does not hold valid license;
- (iv) in the opinion of the Management Company the scheme or the Allocation Plan(s) is not commercially viable or the purpose of the scheme or the Allocation Plan(s) cannot be accomplished subject to the consent of the Trustee;

- (v) the Management Company subject to regulatory approval, may announce winding up of the Trust in the event redemption requests build up to a level where the Management Company is of the view that the disposal of the Trust Property to meet such redemptions would jeopardize the interests of the remaining Unit Holder(s) and that it would be in the best interest of all the Unit Holder(s) that the Trust be wound up.
- (vi) on occurrence of any event or circumstances which, in the opinion of the Trustee, requires the Fund and Allocation Plan(s) to be revoked; and
- (vii) where the Commission deems it necessary to revoke the Fund and Allocation Plan(s) and so directs either the Trustee or the Management Company in the interest of the Unit Holders;

#### **10.5 Procedure and manner of Revocation of the Fund and Allocation Plan(s)**

Revocation of the Fund and Allocation Plan(s) shall be done in accordance with the procedures and in the manner as mentioned in the Regulations or through circulars / guidelines issued by the SECP from time to time.

#### **10.6 Distribution of proceeds on Revocation**

In case of Revocation of the Fund and Allocation Plan(s) the Trustee shall, according to the procedure laid down in the Regulations, refund the net proceeds to the Unit Holders in proportion to the number of units held by them.

### **11. GLOSSARY**

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

**“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.

**“Account Opening / Investment 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.

**“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.

**“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 or Allocation Plan(s) managed by the Management Company in accordance with the conditions specified by the SECP.

**“Allocation Plan(s)”** means plan(s) offered under clause 1.12 of this Offering Document with the consent of the trustee and approval of the SECP.

**“Annual Accounting Period” or “Financial Year”** means the period that shall commence on 1st July and end on 30th June of the succeeding calendar year.

**“Asset Management Company”** means an asset Management Company as defined in the Rules and Regulations.

**“Auditor”** means the Auditor of the Trust appointed by the Management Company, with the consent of the Trustee, as per the Regulations.

**“Authorized Branches”** means those Branches of Distributors or Distribution Companies which are allowed by the Management Company to deal in Units of the Funds and Allocation Plan(s) managed by the Management Company.

**“Authorized Investments”** are those as defined in clause 2.1.1 of this Offering Document.

**“Back-end Load”** means the charge 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 specified in this document.

**“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.

**“Bank Accounts”** mean 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).

**“Broker”** means any person engaged in the business of effecting transactions in securities for the account of others.

**“Business Day”** means any day on which scheduled banks and Management Company are open for business in Pakistan.

**“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.

**“Connected Person”** shall have the same meaning as assigned in the Rules and Regulations.

**“Constitutive Documents”** means the Trust Deed or such other documents as defined in the Regulations.

**“Contingent Load”** means Load payable by the Unit Holder at actual basis to the extent of loss incurred by the Fund and Allocation Plan(s) due to disinvestments if Units are redeemed by any major Unit Holder in such period of time that the Management Company believes may adversely affect the interest of other Unit Holder(s). Any Contingent Load received will form part of the Trust Property.

**“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 and Allocation Plan(s).

**“Cut-Off Time” / “Business Hours”** means the day time for dealing in Units of the Fund and Allocation Plan(s). The current Cut-Off Timing/Business Hours are mentioned in Annexure “B” of this Offering Document. However, Management Company may announce Cut-Off Timing/Business Hours from time to time through its website.

**“Dealing Day”** means Business Day of every week, which Management Company may announce from time to time through its website. 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 declare any particular Business Day(s) not to be a Dealing Day(s).

**“Distributor / Distribution Company”** means Company(ies), Firm(s), Sole Proprietorship concern(s), individual(s), Banks 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 who are registered with MUFAP as Registered Service Providers. The Management Company may itself also perform the Distribution Function.

**“Distribution Function”** means the functions with regard to:

- a) receiving applications for the 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) payment 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.

**“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.

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**Substituted vide 16th Supplement dated April 15, 2022. Before change point read as:**

**“Dealing Day”** means every Business Day from **Monday to Friday** of every week. 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 declare any particular Business Day(s) not to be a Dealing Day(s).

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

**“Force Majeure”** means any occurrence or circumstance or element which delays or prevents performance of any of the terms and conditions of this Deed or any obligations of the Management Company or the Trustee and shall include but not be limited to any circumstance or element that cannot be reasonably controlled, predicted, avoided or overcome by any party hereto and which occurs after the execution of this Deed and makes the performance of the Deed in whole or in part impossible or impracticable or delays the performance, including but not limited to any situation where performance is impossible without unreasonable expenditure. Such circumstances include but are not limited to floods, fires, droughts, typhoons, earthquakes and other acts of God and other unavoidable or unpredictable elements beyond reasonable control, such as war (declared or undeclared), insurrection, civil war, acts of terrorism, accidents, strikes, riots, turmoil, civil commotion, any act or omission of a governmental authority, failure of communication system, hacking of computer system and transmissions by unscrupulous persons, closure of stock exchanges, banks or financial institutions, freezing of economic activities and other macro-economic factors, etc.

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

**“Front-end Load”** means the Sales load which may be included in the offering 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. However, the aggregate of Front-end Load and Back-end Load should not exceed 3% of Net Asset Value. No Front-end Load shall be charged if the investors approach directly for investment or where transaction is done online, through website of the AMC.

**“Government Securities”** include monetary obligations of the 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.

**“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.

**“Initial Period” or “Initial Offering Period”** was started start from May 30, 2007. It means a period determined by the Management Company during which Units was offered as mentioned in clause 1.7 of this Offering Document.

**“Initial Price” or “Initial Offer”** means the price per Unit on the first day of the Initial Period determined by the Management Company.

**“Investment”** means any Authorized Investment forming part of the Trust Property.

**“Investment Facilitators/Advisors”** means an individual, firm, corporate or other entity appointed by the Management Company to identify, solicit and assist investors in investing in the Scheme and the Allocation Plan(s). The investment facilitator/advisor is not authorized to

perform the Distribution Functions. The Management Company shall compensate the Investment Facilitators.

**“Investment Form”** means a standardized form prescribed by the Management Company to be duly filled by the investor to purchase Units.

**“Local Governments”** mean all the local / city governments in Pakistan.

**“Management Company”** is defined in the preamble hereto;

**“Net Assets”**, in relation to the Trust, mean, the excess of assets over liabilities of the Scheme or the Allocation Plan(s) respectively as calculated in accordance with the Regulations.

**“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.

**“Offer Price or Purchase (Public Offer) Price”** means the sum to be paid by the investor for purchase of one Unit, such price to be determined pursuant to this document.

**“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 and the Allocation Plan(s).

**“Online”** means transactions through electronic data-interchange whether real time transactions or otherwise, which may be through the internet, intranet networks and the like.

**“Par Value”** means the face value of Rs.100 for a Unit of the Fund and the Allocation Plan(s).

**“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.

**“Provincial Governments”** mean the Provincial Governments of all four provinces of Pakistan.

**“Redemption Form”** means a standardized form prescribed by the Management Company to be duly filled by the investor to redeem Units.

**“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.

**“Register Function”** 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 the Holder or legal representatives or through the Distributor;
- i) Maintaining record of lien/pledge/charge; and
- j) Keeping record of change of addresses/other particulars of the Holders.

**“Rules”** mean Non-Banking Finance Companies (Establishment and Regulation) Rules 2003 as amended from time to time.

**“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.

**“Sales Load”** means Front end load and Back-end load or Commission (excluding Duties and Charges) not exceeding three percent of NAV or as may be allowed under the Regulations, which may be included in the offer price of all or certain class of Units or deducted from the NAV in order to determine the Redemption Price of certain classes of Units. No Front-end Load shall be charged if the investors approach directly for investment or where transaction is done online, through website of the AMC.

**“SECP” or “Commission”** means the Securities and Exchange Commission of Pakistan established under the Securities and Exchange Commission of Pakistan Act, 1997 and shall include its successor.

**“Special Instruction Form”** means a standardized form prescribed by the Management Company to be duly filled by the investor to change his/her particulars.

**“Sukuk”** means a type of Islamic bond that is backed by assets of the issuer that earn profit or rent.

**“Transaction Costs”** mean 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.

**“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.

**“Transfer Form”** means a standardized form prescribed by the Management Company to be duly filed by the investor to transfer Units.

**“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.

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

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"**

**REMUNERATION OF TRUSTEE**

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

**0.075% of Net Assets**

**ANNEXURE 'B'**

**CURRENT REMUNERATION OF MANAGEMENT COMPANY**

- **\*Front End Load** 3%
- **Back End Load** 0%
- **Management Fee**

The Management Company shall charge a fee upto 10% of the annual gross earnings of the scheme and Allocation Plan(s), which shall be within allowed expense ratio limit.

The actual rate of management fee on the basis of Net Assets shall be disclosed in the Fund Manager Report.

\*Provided that the Management Company may waive the Front-end Load fully or partially at its own discretion to any investor.

<b>Dealing Day</b>	<b>Monday to Thursday</b>	<b>Friday</b>
<b>*Cut-off Timings</b>	.	.
<b>For regular transactions</b>	<b>4:30 PM</b>	<b>5:00 PM</b>

\*Cut -off timings for holy month of Ramzan shall be notified separately).  
If SBP/banking time revised, cut-off time will be revised & notified accordingly

**ANNEXURE 'C'**

**DISTRIBUTION OFFICES**

**AL HABIB ASSET MANAGEMENT LIMITED**

3rd Floor, MacKinnon's Building, I.I. Chundrigar, Karachi

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