

# FIRST SUPPLEMENTAL OFFERING DOCUMENT

## NAFA INCOME FUND

Clause	Original Clause	Amendment Proposed	Rationale
	NAFA INCOME FUND	“NAFA Income Fund (NIF) shall be an ‘Income Scheme’ as per the criteria for categorization of open-end collective investment schemes specified in the Regulations or by SECP, as amended from time to time.”	As per circular 7
1.1 (second para)	<b>National Fullerton Asset Management Limited (NAFA)</b> , a Non-Banking Finance Company incorporated under the Companies Ordinance 1984, and licensed by SECP to undertake asset management services with its <i>registered office</i> at Ground Floor, Muhammadi House, I.I.Chundrigar Road, Karachi, as the establisher of the Fund and the Management Company; and	<b>NBP Fullerton Asset Management Limited (formerly National Fullerton Asset Management Limited) (NAFA)</b> , a Non-Banking Finance Company incorporated under the Companies Ordinance 1984, and licensed by SECP to undertake asset management services with its <i>principle place of business</i> at 9 <sup>th</sup> Floor, Adamjee House, I.I. Chundrigar Road, Karachi, as the establisher of the Fund and the Management Company; and	Change of Company Address
1.2	<b>Registered Address, Place and Date of Creation</b> Registered address of National Fullerton Asset Management Limited is Ground Floor, Muhammadi House, I.I.Chundrigar Road, Karachi. The Trust was created on January 03, 2008. The official web site address of National Fullerton Asset Management Limited is www.nafafunds.com	<b>Registered Address, Place and Date of Creation</b> Registered address of <i>NBP Fullerton Asset Management Limited (formerly National Fullerton Asset Management Limited)</i> is 9 <sup>th</sup> Floor, <i>Adamjee House</i> , I.I.Chundrigar Road, Karachi. The Trust was created on January 03, 2008. The official web site address of <i>NBP Fullerton Asset Management Limited (formerly National Fullerton Asset Management Limited)</i> is www.nafafunds.com	AMC’s name is updated
1.4 (last para)	However, if the Commission (SECP) modifies the Rules to allow any relaxations or exemptions, these will deemed to have been included in the Constitutive Documents without requiring any modification as such.	<i>If the Commission modifies the Rules and/or Regulations or allows any relaxations to the Rules and/or Regulations or issue any directive(s), guideline(s) or circular(s) there under, these shall deem to have been included in this Trust Deed without requiring any modifications in this Deed and shall prevail in case of conflict with the provisions of the Trust Deed. If at any time, any Clause of Trust Deed is and/ or becomes in whole or in part, illegal, invalid or unenforceable under the laws of any applicable jurisdiction, neither the legality, validity and enforceability of the remaining Clauses of this Deed hereof, nor the legality, validity or enforceability of such Clause under the law of any other jurisdiction shall in any way be affected or impaired thereby.</i>	To align with Supp. Trust Deed
1.6.2.a	<b>Classes of Units</b> (i) Class “A” (Restricted/Core Units) issued to the Core Investors with no Sales Load. These Units cannot be redeemed for a period of two (2) years from the date of closure of Initial offer. However, such Units are transferable. (ii) Class “A” Units being offered and issued during the Private Placement and Initial Period of Offer (IPO) with no Sales Load. (iii) Class “B” Units, which shall be offered and issued after the Initial Period of Offer and with or without Sales Load.	<b>Classes of Units</b> (i) Class “A” (Restricted/Core Units) issued to the Core Investors with no <i>Front-end Load</i> . These Units cannot be redeemed for a period of two (2) years from the date of closure of Initial offer. However, such Units are transferable. (ii) Class “A” Units being offered and issued during the Private Placement and Initial Period of Offer (IPO) with no <i>Front-end Load</i> . (iii) Class “B” Units, which shall be offered and issued after the Initial Period of Offer and with or without <i>Front-end Load</i> .	The word ‘ <i>Sales Load</i> ’ is replaced with the word ‘ <i>Front-end Load</i> ’.

1.9 (last para)	The Management Company may issue Units without Sales Load or with a reduced Sales Load to Unit Holders opting to receive Units in lieu of dividends.	The Management Company may issue Units without <i>Front-end Load</i> or with a reduced <i>Front-end Load</i> to Unit Holders opting to receive Units in lieu of dividends.	The word ' <i>Sales Load</i> ' is replaced with the word ' <i>Front-end Load</i> '.
1.10	New Insertion	<i>“Administrative Plans” means investment plans offered by the Management Company and approved by the Commission, where such plans allow investors a specific investment strategy in any one or a combination of Schemes managed by the Management Company in accordance with the conditions specified by SECP.”</i>	To introduce Plans for new and existing Investors and to provide Insurance Coverage
2.1.1 (first para)	The performance of the Scheme will be compared against a Benchmark based on the most recently published average Three Month Treasury Bill PKRV Rate. The Benchmark is available via money market brokers and Reuters.	<i>The performance benchmark of the Fund for the period of return shall be the ‘6-month KIBOR’ or such other benchmark as determined by the Management Company under prior intimation to the Trustee, SECP and the Unit Holders and disclosed in the Offering Document.</i>	As per circular 7

***Amendment in Authorized Investments of sub-clause 2.1.1:***

Sr. No.	Description	Minimum Entity Rating	Minimum Instrument Rating	Maximum exposure limit	Minimum exposure limit	Maximum Maturity	Maximum Duration
1.	Government of Pakistan Investment Bonds, Treasury Bills and other Government Securities	AAA	AAA	75%	0%	5 years	3 years
2.	Cash and near cash instruments which include cash in bank account (excluding TDRs), treasury bills not exceeding 90 days maturity	A-	N/A	100%	25%	N/A	N/A
3.	Term Deposits Receipts	A-	N/A	50%	0%	6 months	6 months
4.	Secured and Unsecured, listed or privately placed debt securities issued by local governments, government agencies, statutory bodies, private and or public sector entities and/or financial institution	BBB-	BBB-	75%	0%	10 years	6 months
5.	Convertible debt securities (into equity) issued by corporates/financial institutions. As per Regulations to be regularised within three months from the date of conversion.	AA-	AA-	20%	0%	10 years	6 months
6.	Certificates of Investment/Deposits, Debenture and Certificates of Musharak(COMs) , Letter of Placements	A- For Banks AA- for others	N/A	30%	0%	6 months	6 months
7.	Asset Backed and Mortgage Backed Debt Securities	AA-	AA-	20%	0%	5 years	6 months
8.	Reverse REPOs against	A- For	N/A	50%	0%	6 months	6 months

	securities;	Banks AA- for others					
9.	Commercial Papers and any other money market debt security that may or may not be listed on the Stock Exchange	AA-	N/A	50%	0%	1 year	1 year
10.	Continuous Funding System (CFS), Spread Transactions and their replacement.	N/A	N/A	40%	0%	6 months	6 months
11.	Any other money market/ fixed income security and/or instrument that may be allowed by the SECP, the Rule and Regulations from time to time	AA-	AA-	35%	0%	6 months	6 months
12.	Warrants, Options and other such derivatives subject to the prior approval of SECP. Investment in this asset class would be for hedging purposes only and subject to such terms and conditions as approved by the Commission from time to time	AA-	N/A	30% (for non-traded securities max 15%)	0%	5 years	6 months
13.	Subject to SECP or other regulatory approvals, the Scheme may invest in foreign fixed income securities issued, listed or otherwise and traded outside Pakistan on such terms, guidelines and direction as may be issued by SECP and the State Bank of Pakistan from time to time	AA- or equivalent	AA- or equivalent	30% (subject to a cap of US\$15 million)	0%	5 years	6 months
14.	Any new investment, which has been authorized by the commission.	AA-	AA-	30%	0%	5 years	6 months

**Rationale:**

The Authorized Investment Table is updated as per Circular 7.

2.3	New insertions under heading 'Investment Restrictions and Exposure Limits'	<ul style="list-style-type: none"> <li>The Asset Management Company on behalf of the Fund shall not at any time rollover the investments, if in the opinion of trustee, the Fund would not be able to issue payment instrument for the redemption money to the unit holder within time period stipulated in the Regulations.</li> <li>Take exposure of more than ten percent (10%) of the Fund's Net Assets in a single Company/ person or 10% of the issue size of the debt issued by any company/ person or 10% of the issued capital of the investee company;</li> <li>Take exposure of more than twenty-five percent (25%) of the Fund Net Assets in securities of any one sector as per classification of the Stock Exchange;</li> </ul>	As per Circular 7 & directive no SECP/SCD/1/A MC/2008-1026 dated Dec 01, 2008
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		<ul style="list-style-type: none"> <li>• <i>Take exposure of more than thirty five percent (35%) of its Net Assets in any single group;</i></li> <li>• <i>Take exposure of more than ten percent (10%) of Fund Net Assets in listed group companies of the Management Company and such investment shall only be made through the secondary market;</i></li> <li>• <i>Enter into underwriting or sub-underwriting contracts;</i></li> <li>• <i>Take exposure in any other collective investment scheme, except for investments outside Pakistan;</i></li> </ul>	
2.3 (4)	In the event, where exposure of a collective investment scheme exceeds the limits laid down in clauses 2.3 (2) & 2.3 (3) of this Offering Document due to corporate actions including taking up rights or bonus issue, and due to market price increase or decrease in net assets due to redemptions, the excess exposure shall be regularized within three months of the breach of limits.	In the event, where exposure of a collective investment scheme exceeds the limits laid down in clauses 2.3 (2) & 2.3 (3) of this Offering Document due to corporate actions including taking up rights or bonus issue, and due to market price increase or decrease in net assets due to redemptions, the excess exposure shall be regularized <i>in such manner and within such time as specified in the Regulations and prescribed by SECP.</i>	As per Regulations
2.3.1 (1)	Subject to any statutory requirements for the time being in force and to the terms and conditions herein contained the Management Company shall arrange finance, with the approval of the Trustee, with Banks or other Financial Institutions for the account(s) of the Scheme.	Subject to any statutory requirements for the time being in force and to the terms and conditions herein contained <i>the Management Company may arrange borrowing for account of the Scheme, with the approval of the Trustee, from Banks, Financial Institutions or non-banking finance companies. The borrowing, however, shall not be resorted to, except for meeting the redemption requests and shall be repayable within a period of ninety days and such borrowing shall not exceed fifteen per cent of the Net Asset of the Scheme at the time of borrowing or such other limits as specified by the Commission.</i>	As per Regulation 55(6) & SRO-764
3.1.1	National Fullerton Asset Management Limited (NAFA) is a Non-Banking Finance Company licensed to undertake Asset Management Services as per the NBFC Rules and Regulations. The main sponsors of NAFA are National Bank of Pakistan, NIB Bank Limited and Alexandra Fund Management Pte. Ltd., (a member of Fullerton Fund Management Group, Singapore, which in turn is a wholly owned subsidiary of Temasek Holdings, Singapore). NAFA's main area of business is Investment Management; more specifically floating and managing mutual funds. NAFA's vision is to establish itself as a premier Asset Management Company that capitalizes on the technical and institutional strength of its promoters to consistently offer creative and pioneering domestic and international products to meet varying needs of investors. Its mission is to rank in the top performing quartile of Asset Management Companies and to consistently offer superior risk-adjusted returns to investors.	<i>NBP Fullerton Asset Management Limited (Formerly: National Fullerton Asset Management Limited) (NAFA) is a Non-Banking Finance Company licensed to undertake Asset Management Services as per the NBFC Rules and Regulations. The main sponsors of NAFA are National Bank of Pakistan and Alexandra Fund Management Pte. Ltd., (a member of Fullerton Fund Management Group, Singapore, which in turn is a wholly owned subsidiary of Temasek Holdings, Singapore). NAFA's main area of business is Investment Management; more specifically floating and managing mutual funds. NAFA's vision is to establish itself as a premier Asset Management Company that capitalizes on the technical and institutional strength of its promoters to consistently offer creative and pioneering domestic and international products to meet varying needs of investors. Its mission is to rank in the top performing quartile of Asset Management Companies and to consistently offer superior risk-adjusted returns to investors.</i>	Updated Company's Profile
<b>Amendment in Paid-up capital of NAFA Table in sub-clause 3.1.1 :</b>			

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

**Rationale:**

The Table of Paid-up capital of NAFA is updated

3.1.2	<p><b>National Bank of Pakistan</b></p> <ul style="list-style-type: none"> <li>• Pakistan's largest commercial bank with total assets of Rs.668 Billion and deposits of Rs.523 Billion (as on 30 September 2007).</li> <li>• A distribution network of over 1254 domestic and international branches.</li> <li>• Net profit has risen from Rs.1.1 Billion in 2001 to over Rs.17 Billion in 2006.</li> <li>• Awarded "Bank of the Year 2001, 2002, 2004 &amp; 2005" by the world renowned "The Banker Magazine" Financial Times Group, UK.</li> <li>• "Euromoney" magazine, a leading journal in its issue of March 2005, listed NBP among the "Top 100 Banks of Asia" being the only Pakistani bank in the list.</li> <li>• Best Foreign Exchange Bank in Pakistan 2005 &amp; 2006 by "Global Finance Magazine".</li> <li>• Best Return on Capital for 2006 amongst all Banks in Asia. - "Bankers Magazine" in July 2007.</li> <li>• Stable AAA/A-1+ (Triple A/A-One Plus) rating (Standalone Basis) by JCR-VIS in July 2007.</li> </ul>	<p><b>National Bank of Pakistan</b></p> <ul style="list-style-type: none"> <li>• Pakistan's largest commercial bank with total assets of Rs.901 Billion and deposits of around Rs.693 Billion (as on June 30, 2009).</li> <li>• A distribution network of 1,280 domestic and international branches.</li> <li>• Net profit has risen from Rs.1.1 Billion in 2001 to over Rs.15 Billion in 2008.</li> <li>• Awarded "Bank of the Year 2001, 2002, 2004 &amp; 2005" by the world renowned "The Banker Magazine" Financial Times Group, UK.</li> <li>• "Euromoney" magazine, a leading journal in its issue of March 2005, listed NBP among the "Top 100 Banks of Asia" being the only Pakistani bank in the list.</li> <li>• "Best Foreign Exchange Bank" in Pakistan 2005, 2006 and 2008 by "Global Finance Magazine".</li> <li>• Best Return on Capital for 2006 amongst all Banks in Asia. - "Bankers Magazine" in July 2007.</li> <li>• Stable AAA/A-1+ (Triple A/A-One Plus) rating (Standalone Basis) by JCR-VIS in June 2009.</li> </ul>	NBP's Profile is updated
3.1.3	<p><b>NIB Bank Limited</b></p> <ul style="list-style-type: none"> <li>• Incorporated in March 2003, following the merger of NDLC and IFIC Bank Limited. In 2004 it acquired the operations of Credit Agricole Indosuez. In June 2007, NIB Bank acquired majority shareholding of PICIC DFI and PICIC Commercial Bank Limited. The resultant merger took place on December 31, 2007.</li> <li>• The major sponsor of NIB is Temasek Holding Singapore whose stake is 63%.</li> <li>• Through its acquisition of a controlling stake in PICIC (Pakistan Industrial Credit &amp; Investment Corporation Ltd.) and in turn in PICIC Commercial Bank, the NIB Group, as of September 30, 2007 has a network of 216 branches, total assets of Rs.222 Billion and total deposits of Rs.118 Billion.</li> </ul>	Sub-clause 3.1.3 is hereby deleted in entirety.	Since NIB has no Shareholding in NAFA, the details of NIB are deleted.

	<ul style="list-style-type: none"> <li>• Through PICIC, NIB also controls PICIC Asset Management Co. with assets under management of Rs.21.981 Billion as of June 30, 2007.</li> <li>• Total equity of NIB Bank is PKR 22.5 Billion as of September 30, 2007.</li> <li>• One of the fastest growing commercial banks in Pakistan.</li> <li>• Rated A+ (Long term)/A1 (Short Term) by Pakistan Credit Rating Agency Limited (PACRA). On rating watch with positive outlook.</li> </ul>		
3.1.4	<p><b>Alexandra Fund Management Pte. Limited</b></p> <ul style="list-style-type: none"> <li>• Alexandra Fund Management Pte. Limited is a member of the Fullerton Fund Management Group.</li> <li>• Fullerton Fund Management Company (FFMC) was established in 2003 as a wholly owned subsidiary of Temasek Holdings, Singapore (a USD100 billion Investment Company rated AAA and Aaa by Standard and Poor's and Moody's respectively).</li> <li>• Investment team comprises nearly 30 investment professionals; majority of whom are CFA charter holders.</li> <li>• Committed to being an Asian specialist with extensive Asian network.</li> <li>• Experience in both relative and absolute returns strategies.</li> </ul>	<p><b>Alexandra Fund Management Pte. Limited</b></p> <ul style="list-style-type: none"> <li>• <i>Alexandra Fund Management Pte. Limited is a member of the Fullerton Fund Management Group.</i></li> <li>• <i>Fullerton Fund Management Company (FFMC) was established in 2003 as a wholly owned subsidiary of Temasek Holdings, Singapore (a USD 93 Billion Investment Company – as of 31 Mar 2009, rated AAA and Aaa by Standard and Poor's and Moody's respectively).</i></li> <li>• <i>Investment team comprises nearly 40 investment professionals; majority of whom are CFA charter holders.</i></li> <li>• <i>Committed to being an Asia specialist with extensive Asian network.</i></li> <li>• <i>Experience in both relative and absolute returns strategies.</i></li> </ul>	AFM's Profile is updated

**Amendment in sub-clause 3.2 :**

Name, Occupation & Address	Position	Other Directorships
<p><b>Mr. Qamar Hussain</b> Banker Karachi</p>	Chairman	<ul style="list-style-type: none"> <li>• NBP Exchange Company Limited</li> <li>• NBP Capital Limited</li> <li>• National Bank Modarba Management Company Limited</li> </ul>
<p><b>Dr. Amjad Waheed</b> Fund Manager 76-2, 10th Street, Khyaban-e-Sehar, Phase VI, D.H.A. Karachi</p>	Chief Executive Officer	None
<p><b>Kamal Amir Chinoy</b> Business Grey House, 30 Clifton, Karachi-75600</p>	Director	<ul style="list-style-type: none"> <li>• Pakistan Cables - Chief Executive</li> <li>• International Industries Limited</li> <li>• Atlas Insurance Limited</li> <li>• Pakistan Security Printing Corporation</li> </ul>
<p><b>Shehryar Faruque</b> Business House # 34, Khybane Mujahid Phase 5, D.H.A. Karachi.</p>	Director	<ul style="list-style-type: none"> <li>• Mirpurkhas Sugar Mills Limited</li> <li>• Cherat Papersack Limited</li> <li>• Cherat Cement Company Limited</li> <li>• Faruque (Pvt.) Limited</li> <li>• Zensoft (Pvt.) Limited</li> <li>• Greaves CNG (Pvt.) Limited – Chief Executive</li> </ul>
<p><b>Mr. Shahid Anwar Khan</b> Banker 204, Asthma Homes, 142 N/2, Block 2, P.E.C.H.S., Karachi</p>	Director	<ul style="list-style-type: none"> <li>• First Credit and Investment Bank Limited (formerly First Credit and Discount Corporation Ltd.)</li> <li>• NBP Exchange Company Limited</li> <li>• National Agriculture Limited</li> </ul>

		<ul style="list-style-type: none"> <li>• Fauji Fertilizer Company Limited</li> </ul>
<b>Mr. Gerard Lee How Cheng</b> <b>Fund Manager</b> 35, Hindhede Walk # 05-05 Singapore 587969	<b>Director</b>	<ul style="list-style-type: none"> <li>• Fullerton Fund Management Co. Ltd. Singapore</li> <li>• Alexandra Fund Management Pte. Ltd. Singapore</li> <li>• Fullerton Absolute Returns Investment Strategies Master Fund</li> <li>• Fullerton Absolute Returns Investment Strategies Fund</li> <li>• Fullerton Monex Asia Fund</li> <li>• Fullerton Monex Asia Feeder</li> <li>• Fullerton India Fund</li> <li>• ST Gabriel's Foundation</li> <li>• Fullerton Funds S2 SPC</li> <li>• Fullerton Asian Multi-Strategies Master Fund</li> <li>• Fullerton Asian Multi-Strategies Non-US Feeder Fund</li> <li>• Fullerton Lux Funds</li> </ul>
<b>Mr. Patrick Pang Chin Hwang</b> <b>Fund Manager</b> 27 Sandilands Road, Singapore 546104	<b>Director</b>	None

**Rationale:**

The Table of Board of Directors of the Management Company is updated.

3.2.1	<p><b>Profile of Directors</b></p> <p>a) <b>Mr. Masood Karim Shaikh, FCA - Chairman</b>  Mr. Masood Karim Shaikh is the Senior Executive Vice President and Group Chief Corporate &amp; Investment Banking at National Bank of Pakistan (NBP). He is also a member of Credit, Operations, Human Resources and IT Committees of NBP.  He carries with him over 20 years of a rich and diversified experience in Finance, Treasury, Corporate and Equity Markets, serving foreign banks and large local banks such as Emirates Bank International, Mashreq Bank Psc. and MCB Bank Ltd.  He is a Fellow Member of the Institute of Chartered Accountants of Pakistan.</p> <p>b) <b>Dr. Amjad Waheed, CFA - Chief Executive Officer</b>  Dr. Amjad Waheed, CFA is one of the leading fund managers in the region. Prior to his appointment as the Chief Executive Officer of NAFA, he was the Head of Equity Mutual Funds and Portfolios at Riyadh Bank, Saudi Arabia managing US\$ 7.5 billion of assets. Dr. Waheed was Head of Asset Management at National Investment Trust Limited (NITL) before moving to Riyadh. Dr. Waheed holds a Doctorate in Finance with a Major in International Investments from Southern Illinois University, USA and is a CFA charter holder.</p> <p>c) <b>Khawaja Iqbal Hassan - Director</b>  Khawaja Iqbal Hassan is the President and Chief Executive Officer of NIB Bank Limited. NIB Bank Limited was created by him through the merger of National Development Leasing Corporation and domestic branches of IFIC Bank, followed</p>	<p><b>Profile of Directors</b></p> <p><b>Qamar Hussain - Chairman</b>  <b>Chief Operating Officer and Head of Credit and Risk Management</b></p> <p><i>Mr. Qamar Hussain is serving as Chief Operating Officer and Head of Credit/Risk Management functions of National Bank of Pakistan. Besides Credit Management Group, Risk Review and Industry Research Division and Economic Research Wing also fall under his preview. Mr. Qamar has rich experience in domestic and international markets in various areas of banking operations. Prior to joining National Bank of Pakistan, He worked with American Express Bank Limited (Amex) as Senior Director – Global Credit, New York and Country Manager of Amex Bangladesh.</i></p> <p><i>Mr. Qamar holds Masters Degree in International Business and Finance from McGill University, Montreal, Canada.</i></p> <p><b>Dr. Amjad Waheed, CFA</b>  <b>Chief Executive Officer</b></p> <p><i>Dr. Amjad Waheed, CFA is one of the leading fund managers in the region. Prior to his appointment as the Chief Executive Officer of NAFA, he was the Head of Equity Mutual Funds and Portfolios at Riyadh Bank, Saudi Arabia managing US\$ 7.5 billion of assets. Dr. Waheed was Head of Asset Management at National Investment Trust Limited (NITL) before moving to Riyadh. Dr. Waheed holds a Doctorate in Finance with a Major in International Investments from Southern Illinois University, USA and is a CFA</i></p>	Profile of Directors is updated
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by an amalgamation with the domestic branches of Credit Agricole Indosuez. He has 24 years of successful commercial and investment-banking experience in diversified markets including USA, Saudi Arabia, Turkey and Pakistan. He has thorough knowledge of Pakistan's capital markets. He is the founder of Global Securities Pakistan Limited which is now one of the largest and most active corporate finance and securities houses in Pakistan. He is a high-profile banker involved in originating and executing complex financial transactions.

**d) Masroor Ahmed Qureshi - Director**

Mr. Masroor Ahmed Qureshi joined the NIB Bank team in January 2007 as Group Head Treasury & Institutional Banking, bringing with him over 14 years of experience in Treasury Dealing and Management. His illustrious career commenced in 1993 with Standard Chartered Bank, and continued to be associated with reputable financial institutions such as Bank of America, National Bank of Pakistan and Union Bank Limited. During his tenure as General Secretary of the Financial Markets Association of Pakistan (2002-2004) and subsequently as President of FMAP (2006-2007), Mr. Qureshi has been actively involved in the development of the Pakistani derivative and Inter-bank Markets. In addition, he continues to spearhead the advancement of market participants via seminars and training sessions through notable educational institutions.

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

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

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

Mr. Gerard is the Chief Executive Officer of Fullerton Fund Management Company Limited (FFMC), a wholly-owned subsidiary of Temasek Holdings. He was previously the Head of Temasek's Fund Management Division. Before joining Temasek, he was Deputy Chief Investment Officer at Deutsche Asset Management Singapore, Head of Fixed Income Sales at SBC Warburg Singapore and Head of GIC's New York Office. He takes an active interest in the professional development of the Singapore capital markets and is currently advisor to ACI Singapore - The Financial Markets Association. He was the President of the New

*charter holder.*

**Mr. Shahid Anwar Khan - Director**

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

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

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

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

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

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

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

*Patrick spent 15 years analysing and investing in various equity markets in Asia Pacific. Up to the end of 2008, he was a senior portfolio manager with Fullerton managing equity investments in South Asia. Prior to joining Fullerton in 2004, Patrick was a team leader at Temasek Holding's direct investment division focusing on the*



	<p>York – Singapore Association during his stint in New York. Currently he serves on the School Management Committee of his Alma Mater.</p> <p>Mr. Gerard, a CFA charter holder, graduated from the National University of Singapore with B.Sc. (Hons.) in 1984.</p> <p><b>g) Mr. Patrick Pang Chin Hwang CFA - Director</b></p> <p>Mr. Patrick is a Director and Portfolio Manager at Fullerton Fund Management Company Limited (FFMC), where he is a part of the equities team investing in Asia-Pacific. He has twelve years of investment experience. He is also incharge of FFMC’s joint-venture efforts. Prior to joining FFMC, he was a team leader at Temasek Holdings direct investment division focusing on the financial services sector in the Asia-Pacific region. Before joining Temasek in 2001, Mr. Patrick was co-head of equity research for financial services sector at Lehman Brothers based in Hong Kong for two years, where he covered Taiwan, South Korea and the Philippines. He started his career with the regional equity research team at Jardine Fleming Exchange in 1994 and has worked in its Singapore and Philippine offices.</p> <p>Mr. Patrick graduated magna cum laude from the University of Southern California with a degree in Business Administration, and is a CFA charter holder.</p>	<p><i>financial services sector in the Asia-Pacific region. Before joining Temasek in 2001, Patrick was co-head of equity research for financial services sector at Lehman Brothers based in Hong Kong. He started his career with the regional equity research team at Jardine Fleming in 1994 and has worked in its Singapore and Philippine offices.</i></p> <p><i>Patrick, a Chartered Financial Analyst (CFA) charterholder, graduated magna cum laude from the University of Southern California.</i></p> <p><b>Kamal Amir Chinoy – Director</b></p> <p><i>B.Sc. Economics from the Wharton School, University of Pennsylvania, USA. He is currently Chief Executive of Pakistan Cables Ltd. and director of International Industries Ltd., Pak Chemicals Ltd., International Steels Ltd., Pakistan Security Printing Corp. Ltd. and Atlas Insurance Company Ltd. He is on the Executive Committee of Management Association of Pakistan, International Chamber of Commerce, Advisory Council of Citizens Archive of Pakistan, Management Committee of the Sind Club and Admission Committee of Aga Khan University. He is also the Honorary Consul General of Republic of Cyprus. Previously, he has served as the Chairman of the Aga Khan Foundation, Pakistan. He joined Pakistan Cables in 1992.</i></p> <p><b>Shehryar Faruque - Director</b></p> <p><i>He holds a bachelors degree in Marketing from Davis &amp; Elkins College, USA. He has diversified experience of over 23 years of managing cement, papersack, engineering and some other sectors. He is serving as a Chief Executive of Greaves CNG (Pvt.) Limited. He is also director of Mirpurkhas Sugar Mills Limited, Cherat Papersack Limited, Cherat Cement Company Limited, Faruque (Pvt.) Limited and Zensoft (Pvt.) Limited. He is the member of All Pakistan CNG Association and CNG Dealers Association of Pakistan. During his professional career, he had received valuable awards and represented Pakistan on various occasion abroad.</i></p>	
3.2.2	<p><b>Profile of Management</b></p> <p><b>a. Dr. Amjad Waheed, CFA Chief Executive Officer</b></p> <p>Dr. Amjad Waheed, CFA is one of the leading fund managers in the region. Prior to his appointment as Chief Executive Officer of NAFA, he was the Head of Equity Mutual Funds and Portfolios at Riyadh Bank, Saudi Arabia managing assets worth US\$ 7.5 billion. Dr. Waheed was Head of Asset Management at National Investment Trust Limited (NITL) before moving to Riyadh. Dr. Waheed holds a Doctorate in Finance with a Major in International Investments from Southern Illinois University, USA and is a CFA charter holder.</p>	<p><b>Profile of Management</b></p> <p><b>Dr. Amjad Waheed, CFA Chief Executive Officer</b></p> <p><i>Dr. Amjad Waheed, CFA is one of the leading fund managers in the region. Prior to his appointment as Chief Executive Officer of NAFA, he was the Head of Equity Mutual Funds and Portfolios at Riyadh Bank, Saudi Arabia managing assets worth US\$ 7.5 bn. Dr. Waheed was Head of Asset Management at National Investment Trust Limited (NITL) before moving to Riyadh. Dr. Waheed holds a Doctorate in Finance with a Major in International Investments from Southern Illinois University, USA and is a CFA charter holder.</i></p>	<p>Profile of Management Company is updated</p>

**b. Mr. Muhammad Murtaza Ali, ACA**  
**Chief Financial Officer & Company Secretary**  
Mr. Murtaza Ali is the CFO and the Company Secretary of NAFA. He is a Chartered Accountant by profession. Prior to NAFA, he served Union Leasing Limited as CFO & Company Secretary for a period of almost five years. Before that he served M. Hidayatullah & Co. (Chartered Accountants) as Assistant Manager Audit. He completed his articles from A.F. Ferguson & Co. (Chartered Accountants) a member firm of Price Water House Coopers. In this capacity he conducted and finalized audits of several businesses.

**c. Mr. Khurram Shehzad, CFA**  
**Head of Equity**

Mr. Khurram Shehzad did his MBA from IBA, Karachi in 1998. He is a CFA charter holder and has extensive experience of capital market research and fund management. He served in the domestic equity broking sector in various research oriented assignments including the Head of Research for three and a half years. Later on, he joined Habib Bank Limited in their Corporate and Investment Banking Group and served as a Senior Relationship Manager for almost two years. In 2003, he joined PICIC Mutual Funds Division as Portfolio Analyst and moved to fund management whereby he managed funds worth USD 100 million. Subsequently, he moved to Investment Strategy side with the additional focus as Head of Research and was strategizing for funds worth USD 330 million approximately.

**d. Mr. Adnan Faisal, CFA**  
**Head of Research**

Mr. Adnan Faisal did his MBA from IBA, Karachi in 1997. He is a CFA charter holder and has a rich experience of research, fund management, software consultancy and teaching. He worked as Supply & Distribution Analyst for Shell Pakistan Limited (1998-1999), as Research Analyst at ABN AMRO Equities Limited (1999-2000), as Chief Operating Officer of Emmaculate - a software consulting firm (2001-2006) and has also been teaching Finance at Greenwich University and Bahria University.

**e. Ms. Rukhsana Narejo, CFA**  
**Head of Fixed Income**

Prior to joining NAFA Ms. Narejo was serving BMA Asset Management Company Limited from 2005 to 2006, managing both equity and fixed income portfolios of discretionary funds under management, including retirement funds of prominent listed and multi-national companies. Before that, she was working as a Research Analyst for fixed income investment decision making on the part of clients since 2003. From 2000 to 2003 she obtained fixed income and cash management experience at Crescent Capital Management Limited, and Standard Chartered Bank Limited. Ms. Narejo is a CFA charter holder and holds a Masters in Business

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

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

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

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

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

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

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

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

*Mr. Sajjad Anwar is an MBA in Finance and a CFA charter holder. Prior to joining NAFA, he was working as Manager Strategic Risk Management with Army Welfare Trust (AWT) where his main responsibilities were Project Appraisal, Mergers and Acquisitions and Risk Analysis of ongoing projects. He also served Shifa Foundation as Asst. Manager Finance &*

Administration in Banking and Finance.

**f. Mr. Sajjad Anwar, CFA  
Fund Manager**

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

**g. Mr. Abdul Rehman Warraich  
Fund Manager**

Abdul Rehman Warraich has passed all three levels of Chartered Financial Analyst (CFA) Program (2004-06) and has passed stage 3 (final stage) of Licensed International Financial Analyst (LIFA) Program (2006). He has also passed Financial Risk Manager (FRM) examination (2005). He has a bachelor's degree (LLB) in law as well. Before joining NAFA, he worked for The Bank of Punjab as an executive in the Credit Risk Management Division (Feb to Aug 2006). Before that, he was a civil servant from 1995 to 2005 when he worked initially as Assistant Commissioner and later as Deputy Commissioner of Income Tax.

**h. Mr. Hammad Ali Abbas  
Assistant Fund Manager**

Hammad Ali Abbas holds a Masters degree in Business and IT from The University of Manchester, UK. He also holds a Bachelors (Hon) degree in Business and IT from UCE Birmingham, UK. Before joining NAFA he was a Senior Executive, Corporate & Investment Banking, ORIX Investment Bank Ltd. He also served as a Corporate Dealer at Pak Oman Investment Company Ltd. dealing primarily in equity, debt and money market instruments.

**i. Mr. Nadeem Hasan  
Country Head, Corporate Marketing**

Mr. Hasan has over thirty years of financial & marketing experience with a successful international & local track record. Before joining NAFA he served as a Consultant & Coordinator to NIB Bank Limited, National Bank of Pakistan and the Fullerton Fund Management Group, Singapore for the creation of NAFA. His vast experience boasts associations with several well known and large multinational companies such as Halcrow Group, Pratt & Whitney, Racal, Hughes Network System, Mercer Management and TCC/BHP for business development. His international banking experience with Bank of Credit & Commerce was in UK, USA & Middle East and covered all major

*Accounts. In addition to this, he has over three years of teaching experience where his areas of interest were Corporate Finance, Investment Analysis and Portfolio Management.*

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

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

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

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

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

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

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

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

**j. Mr. Ali Abedi**  
**Head of Retail Sales**

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

**k. Mr. Ozair Khan**  
**Head of Information Technology**

Mr. Ozair Ali Khan has a Masters degree in Management Information Systems from University of Texas at Dallas, USA. He has over 10 years of working experience in the field of Information Technology. His experience includes Operational Risk Management, IT Security, designing & development of applications, planning and implementation of Disaster Recovery and Business Continuity Programs. Before joining National Fullerton Asset Management, Mr. Khan has worked with Pak-Kuwait Investment Company, Pakistan, as Head of Information Technology, Akuratus Corporation, USA, as Project Manager, and Cambridge Technology Partners, USA, as Technical Team Lead. Mr. Khan was also a nominee director on the board of TMT Incubation Fund, and Plexus Private Limited.

**l. Mr. Amanullah Inayat Ali, ACA**  
**Head of Internal Audit and Risk Management**

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

sector and worked closely with all major financial institutions in Pakistan.

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

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

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

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

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

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

Mr. Saad is an Associate member of the Institute of Chartered Accountants of Pakistan. Besides this he is also an associate member of the Pakistan Institute of Public Finance Accountants.

After graduating in Commerce from University of Karachi he has also gained Master in Commerce.

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

### Insertion of sub-clause 3.4:

## 3.4 Existing Schemes under Management

### 1. NAFA Cash Fund (NCF)

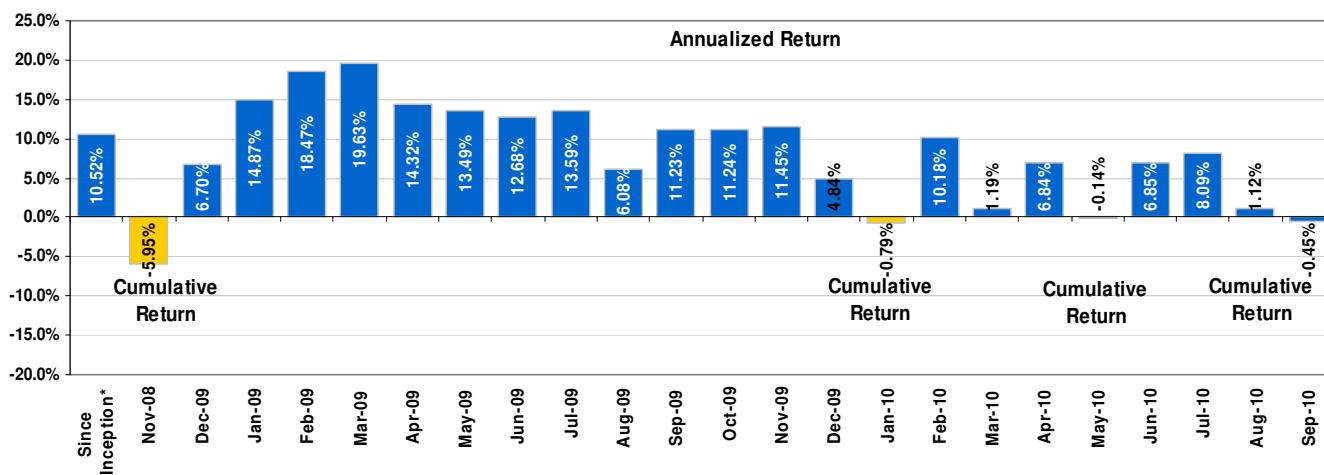
NAFA Cash Fund (NCF) was launched on April 22, 2006 with an Initial Public Offering (IPO) of Rs.3.2 Billion. The Fund has no exposure to the stock market. The Fund's performance has been true to its investment objective.

<b>Date of Launching:</b>	April 22, 2006
<b>Nature of Fund:</b>	Open-end-Income Fund
<b>Net Asset Value:</b>	Rs.3,692 Million /-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs.9.8993/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	1-Month KIBOR

\*As of September 30, 2010

### PERFORMANCE OF NCF

- The annualized return from inception up to September 30, 2010 is 7.66%.
- Stability Rating of 'A+' (f) from PACRA



\*April 22, 2006 till Nov 4, 2008

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

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

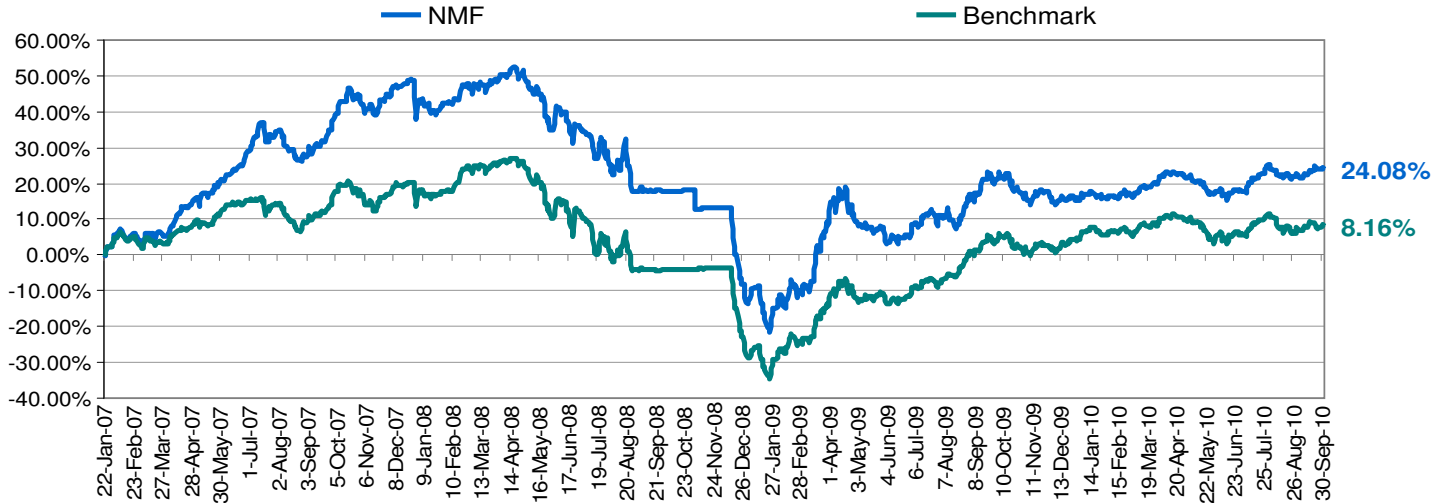
<b>Date of Launching:</b>	January 22, 2007
<b>Nature of Fund:</b>	Open-end-Balanced Fund
<b>Net Asset Value:</b>	Rs.915 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs.9.4644/-*
<b>Listing:</b>	Lahore Stock Exchange

<b>Benchmark</b>	50% KSE-30 Index & 50% 1-Month KIBOR
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\* As of September 30, 2010

### PERFORMANCE OF NMF

- NMF invests in Equities and Fixed Income instruments (range 30%-70%)
- NMF Benchmark is 50% 1-month KIBOR and 50% KSE-30 Index
- NMF, since its inception, has out-performed the benchmark by 15.92%



### 3. NAFA Stock Fund (NSF)

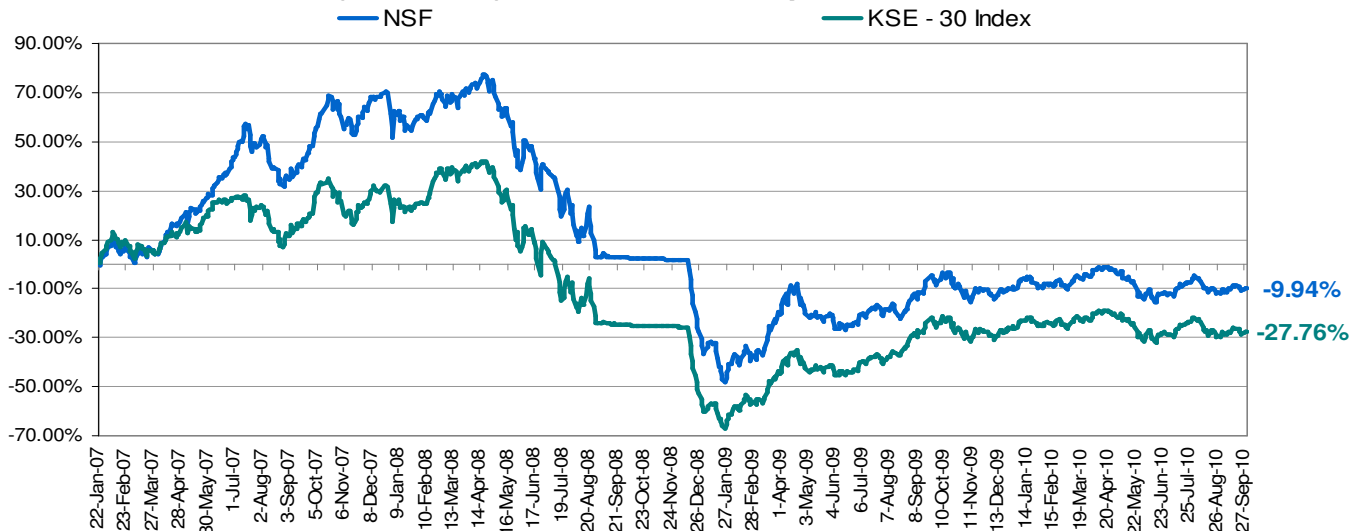
NAFA Stock Fund (NSF) was launched on January 22, 2007 with an Initial Public Offering (IPO) of Rs.839.5 Million. The Fund has a moderate to high risk profile with a prime exposure to the stock market.

<b>Date of Launching:</b>	January 22, 2007
<b>Nature of Fund:</b>	Open-end-Equity Fund
<b>Net Asset Value:</b>	Rs.942 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs.6.3006/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	KSE-30 Index

\* As of September 30, 2010

### PERFORMANCE OF NSF

- NSF, since its inception, has out-performed the benchmark by 17.82%



### 4. NAFA Islamic Income Fund

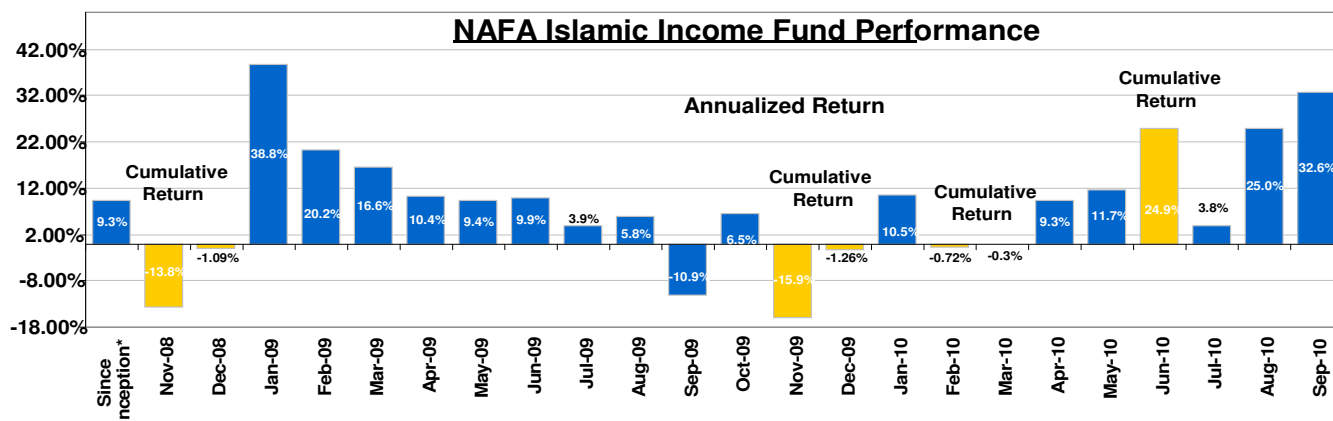
NAFA Islamic Income Fund (NIIF) was launched on October 29, 2007 with an Initial Public Offering (IPO) of Rs.977 Million. The Fund has no exposure to the stock market.

<b>Date of Launching:</b>	October 29, 2007
<b>Nature of Fund:</b>	Shariah Compliant - Open-end Income Fund
<b>Net Asset Value:</b>	Rs.196 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs.8.1081/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	Average 1-Month deposit rates of Islamic Banks

\* As of September 30, 2010

#### PERFORMANCE OF NIIF

- The Annualized return since inception (from 29 October 2007 to September 30, 2010) is 0.15%.
- Stability Rating of BBB- from PACRA.



\*Oct 28, 2007 till Nov 4, 2008

#### 5. NAFA Islamic Multi Asset Fund

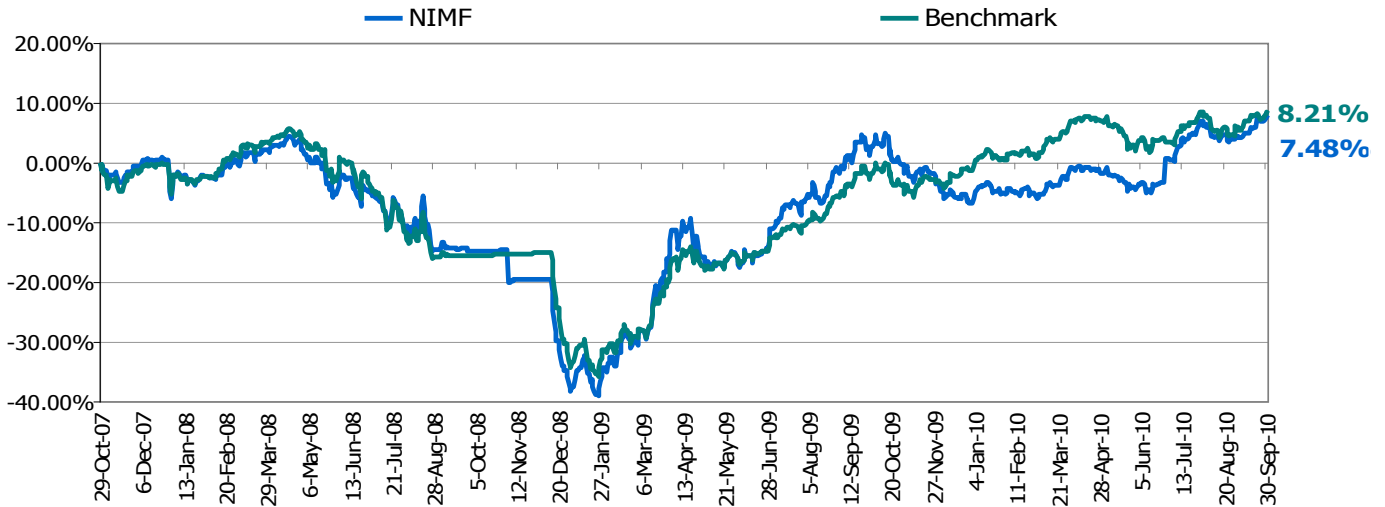
NAFA Islamic Multi Asset Fund (NIMF) was launched on October 29, 2007 with an Initial Public Offering (IPO) of Rs. 847 Million. The Fund has a medium risk profile with a balanced exposure to Shariah Compliant income and equity investments.

<b>Date of Launching:</b>	October 29, 2007
<b>Nature of Fund:</b>	Shariah Compliant - Open-end Balanced Fund
<b>Net Asset Value:</b>	Rs.347 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs.9.4439/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	50% KMI-30 Index & 50% Average 1-Month profit rates of Islamic Banks

\* As of September 30, 2010.

#### PERFORMANCE OF NIMF

- NIMF Benchmark is 50% average 1-month profit rate of Islamic Banks & 50% KMI-30 Index
- NIMF, since its inception, has under-performed the benchmark by 0.73%



### 6. NAFA Income Fund

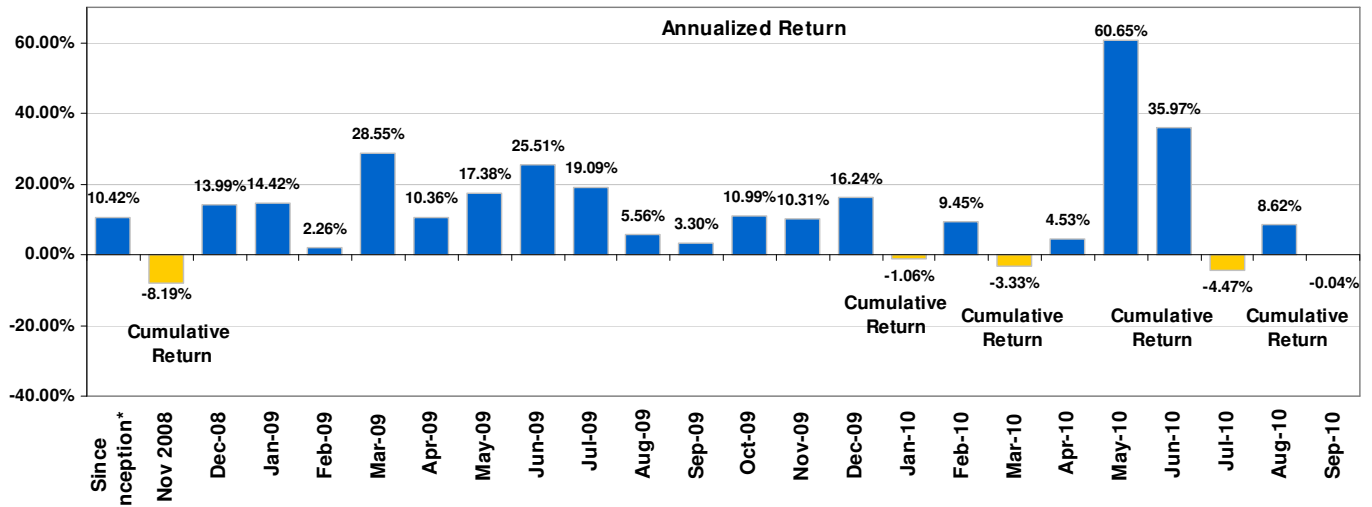
NAFA Income fund (NIF) was launched on March 29, 2008. The fund has no exposure to the stock market and is benchmarked against 3 Month T-Bills.

<b>Date of Launching</b>	March 29, 2008
<b>Nature of Fund</b>	Open-end Income Fund
<b>Net Asset Value</b>	Rs.530 Million/-*
<b>Par Value per Share</b>	Rs.10.00/-
<b>N.A.V. per Share</b>	Rs.10.0446/-*
<b>Listing</b>	Lahore Stock Exchange
<b>Benchmark</b>	3-Months T-Bills

\* As of September 30, 2010.

### PERFORMANCE OF NIF

- Annualized Return since launch to September 30, 2010 is 4.21%
- Stability Rating of 'A' (f) from PACRA



\*March 28, 2008 till Nov 4, 2008



### 7. NAFA Government Securities Liquid Fund

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

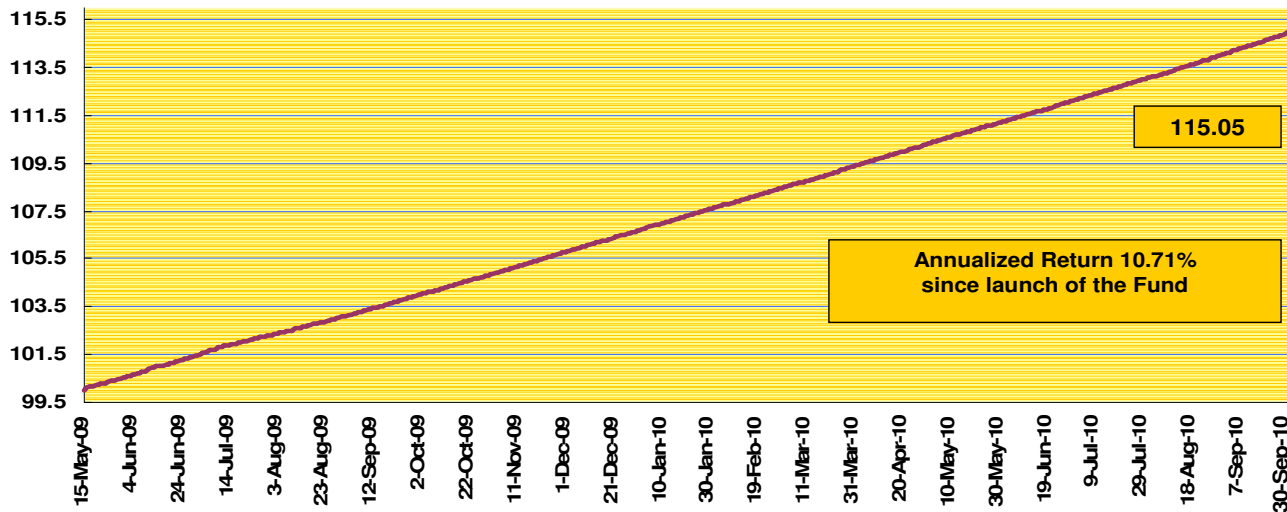
<b>Date of Launching:</b>	May 16, 2009
<b>Nature of Fund:</b>	Open end Money Market Fund
<b>Net Asset Value:</b>	Rs.6,590 Million/-*
<b>Par Value per Share:</b>	Rs.10.00/-
<b>N.A.V. per Share:</b>	Rs.10.2870/-*
<b>Listing:</b>	Lahore Stock Exchange
<b>Benchmark</b>	70% 3 Month T. Bills and 30% Average 3 Month deposit rates (AA and above rated banks)

\* As of September 30, 2010.

#### PERFORMANCE OF NGSLF

- The unit price has not declined by even one paisa on any single day since launch in May 2009
- The annualized return since inception is 10.71%.
- Stability Rating of 'AAA' (f) from PACRA

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



### 8. NAFA Savings Plus Fund

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

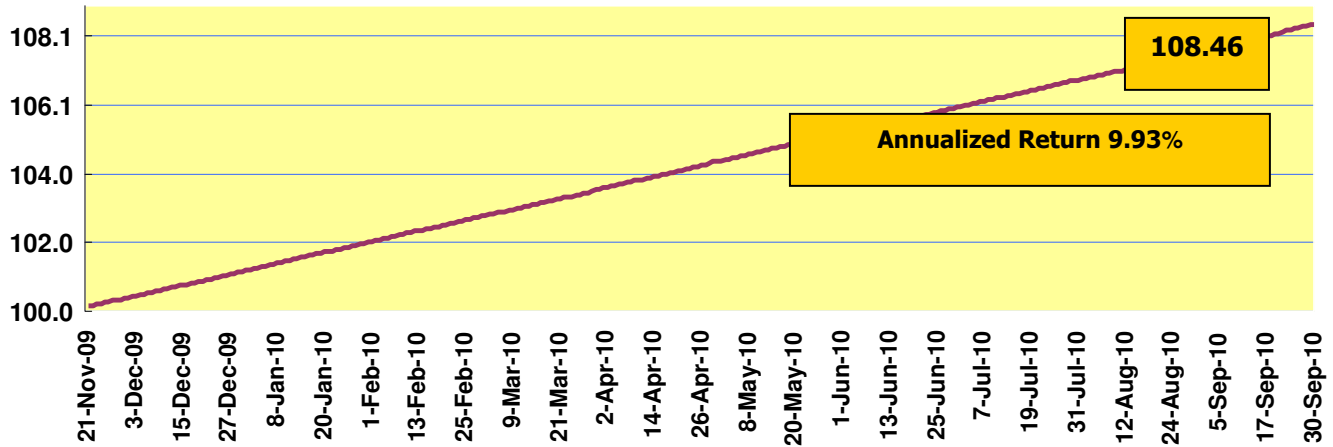
<b>Date of Launching</b>	November 21, 2009
<b>Nature of Fund</b>	Open-end – Income Fund
<b>Net Asset Value</b>	Rs.706 Million/-*
<b>Par Value per Share</b>	Rs.10.00/-
<b>N.A.V. per Share</b>	Rs.10.2788/-*
<b>Listing</b>	Lahore Stock Exchange
<b>Benchmark</b>	Average of 6 Month deposit rates (A and above rated banks).

\* As of September 30, 2010.

#### PERFORMANCE OF NSPF

- Annualized Return since launch to September 30, 2010 is 9.93%
- The unit price has not even declined by 1 paisa since its launch in Nov 2009.
- Stability Rating of 'AA-' (f) from PACRA

**Value of Rs. 100 invested in NAFA Savings Plus Fund  
at launch (Nov 21, 2009)**



### 9. NAFA Riba Free Savings Fund

NAFA Riba Free Savings Fund (NRFSF) was launched on August 21, 2010 and carries a low risk profile. The fund has been benchmarked against recently published 6-month deposit rates of A & above rated scheduled banks.

<b>Date of Launching</b>	August 21, 2010
<b>Nature of Fund</b>	Open-end – Shariah Compliant Fund
<b>Net Asset Value</b>	Rs.128 Million/-*
<b>Par Value per Share</b>	Rs.10.00/-
<b>N.A.V. per Share</b>	Rs.10.0952/-*
<b>Listing</b>	Lahore Stock Exchange
<b>Benchmark</b>	Average of 3 Month deposit rates of Islamic Banks.

\* As of September 30, 2010.

### PERFORMANCE OF NRFSF

- Annualized Return since launch to September 30, 2010 is 8.80%
- Stability Rating of 'A+' (f) from PACRA

### 10. NAFA Asset Allocation Fund

NAFA Asset Allocation Fund (NAAF) was launched on August 21, 2010

<b>Date of Launching</b>	August 21, 2010
<b>Nature of Fund</b>	Open-end – Asset Allocation Fund
<b>Net Asset Value</b>	Rs.111 Million/-*
<b>Par Value per Share</b>	Rs.10.00/-
<b>N.A.V. per Share</b>	Rs.10.0626/-*
<b>Listing</b>	Lahore Stock Exchange
<b>Benchmark</b>	1/3 of average 3-month bank deposit rate; 1/3 of 6-month KIBOR; 1/3 of KSE 30 Index

\* As of September 30, 2010.

### PERFORMANCE OF NAAF

- Cumulative Return since launch to September 30, 2010 is 0.63%

**Rationale:**

*Inserted as required in Schedule VIII.*

3.5 (first para)	<p>The responsibilities of the Management Company are to promote the sale of Units of the Fund, invest and manage the assets of the Fund according to the provisions of the Deed and the Rules, in good faith, to the best of its ability and without gaining any undue advantage for itself or any Connected Persons or its Officers. <i>The Management Company shall maintain proper accounts and records of the Fund to enable a complete and accurate view of assets and liabilities, income and expenditure and amounts received in respect of Units and paid out on Redemption of Units and by way of distribution of profits, as required under the Rules. The Management Company shall prepare and transmit physically to Unit Holders (or through electronic means or on the web subject to SECP approval) to Unit Holders, the SECP and the Trustee, annual report together with balance sheet and income and expenditure account of the Fund and auditor's report thereon. The Management Company shall also prepare and transmit physically (or through electronic means or on the web subject to SECP approval) to Unit Holders, the SECP and the Trustee, the balance sheet and income and expenditure account of the Fund on quarterly basis, in accordance with the Rules.</i></p>	<p>The responsibilities of the Management Company are to promote the sale of Units of the Fund, invest and manage the assets of the Fund according to the provisions of the Deed and the Rules, in good faith, to the best of its ability and without gaining any undue advantage for itself or any Connected Persons or its Officers. <i>The Management Company shall maintain the books of accounts and other records of the Trust for a period of not less than ten (10) years. The Management Company shall not remove the records or documents pertaining to the Scheme from Pakistan to a place outside Pakistan without the prior written permission of SECP and the Trustee. The Management Company shall prepare an annual report, together with a copy of the balance sheet, income statement, cash flow statements, statement of movement in unit holders' or certificate holders' fund, expenditure account and the Auditor's report of the Scheme to the Trustee, the Unit Holder(s), the Commission and Stock Exchange and shall comply with the requirements set out in the Regulations. The Management Company shall prepare and transmit quarterly reports (physically or through electronic means or on the web subject to SECP approval) to the Unit Holder(s), the Trustee, the Commission and Stock Exchange, balance sheet as at the end of respective quarter, income statement, cash flow statement and statement of changes in equity for that quarter, whether audited or otherwise and shall comply with the requirements set out in the Regulations. The Management Company shall clearly specify cut-off timings (for acceptance of application forms of issuance, redemption, conversion etc of units of the Scheme) as determined by the Management Company and disclosed in the 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 formally forward all the requests for dealing in Units, duly time and date stamped, to the Trustee within 24 hours of the receipt of such requests. The Management Company shall obtain a rating of the Scheme as per the Regulations or conditions prescribed by SECP.</i></p>	As per Regulation 51(2), 38(f), 38(g) & Circular 11
3.6	New Insertion under heading 'Basic Role of Trustee'	<p><i>Trustee shall not invest in the Units of the Fund. The Trustee shall ensure that the investment and borrowing limitations set out in the Constitutive Documents pursuant to the Regulations and the conditions under which the Scheme was authorized are complied with. The Trustee shall ensure that the investment and borrowing limitations set out in the Constitutive Documents pursuant to the Regulations and the conditions under which the Scheme was authorized are</i></p>	As per Regulation 41(f), 41(k), 41(i), 41(m), 41(n) & directive no. SCD/NBFC-II /DIR/2009/842 dated Sep 10, 2009

		<i>complied with. The Trustee shall ensure that Units are not issued until subscription money has been received in the Fund. The Trustee shall ensure that the Management Company has specified criteria in writing to provide for a diverse panel of brokers at the time of offering of the Fund and shall also ensure that the Management Company has been diligent in appointing brokers to avoid undue concentration of business with any broker. The Trustee shall immediately inform the SECP if any action of the Management Company contravenes the Ordinance, Rules, Regulations, Constitutive Documents, guidelines, codes, circulars, directives or any other applicable laws. The Trustee shall comply with the directions of the SECP given in the interest of the Unit Holders.</i>	
3.10.2	The Distributors will be responsible for receiving applications for Purchase, Redemption or Transfer of Units etc. They will be interfacing with and providing services to Unit Holders, including receiving applications for change of address or other particulars or applications for issuance of duplicate certificates, requests for income tax exemption or Zakat exemption, etc. for immediate transmission to the Management Company or Transfer Agent as appropriate for further action. The Management Company shall remunerate the Distributors out of its resources and/or from Sales Load.	The Distributors will be responsible for receiving applications for Purchase, Redemption or Transfer of Units etc. They will be interfacing with and providing services to Unit Holders, including receiving applications for change of address or other particulars or applications for issuance of duplicate certificates, requests for income tax exemption or Zakat exemption, etc. for immediate transmission to the Management Company or Transfer Agent as appropriate for further action. The Management Company shall remunerate the Distributors out of its resources and/or from <i>Front-end Load</i> .	The word ' <i>Sales Load</i> ' is replaced with the word ' <i>Front-end Load</i> '.
3.10.3	The Management Company may, at its sole discretion, from time to time, appoint Investment Facilitators (Facilitators)/Sales Agents. The Facilitators'/Sales Agents' function is to identify, solicit and assist investors in investing in the Fund. The Management Company shall remunerate the Facilitators/Sales Agents out of its resources and/or from Sales Load.	The Management Company may, at its sole discretion, from time to time, appoint Investment Facilitators (Facilitators)/Sales Agents. The Facilitators'/Sales Agents' function is to identify, solicit and assist investors in investing in the Fund. The Management Company shall remunerate the Facilitators/Sales Agents out of its resources and/or from <i>Front-end Load</i> .	The word ' <i>Sales Load</i> ' is replaced with the word ' <i>Front-end Load</i> '.
3.10.4	New Insertion	<i>The Management Company shall designate and disclose the location of its official points for acceptance of applications for issuance, redemption, conversion, etc of units in the Offering Document of the Scheme and its website. The Management Company shall receive the said applications only at such designated points. The Management Company shall ensure that all the designated points for acceptance of applications for issuance, redemption, conversion, etc of units of the Scheme have appropriate date and time stamping mechanism for timely acknowledgement of the said applications.</i>	As per Circular 11
3.13.1 (6)	New Insertion	<i>Notwithstanding anything in this Offering Document and Deed, the beneficial ownership of the balances in the Bank Accounts shall vest in the Unit Holders of the respective Unit Trusts.</i>	As per Regulation 41(a)
3.13.1 (7)	New Insertion	<i>The Trustee shall, if requested by the Management Company at its discretion also open a separate Account titled CDC – Trustee NAFA Funds at bank(s) designated by the Management Company. These account(s) shall be temporary collection accounts, where collections received on account of subscription of Units by investors of various unit trusts and the administrative plans that are managed by NAFA as the management company</i>	To open a collection account for ease of Investors.

		<i>shall be held prior to their being allocated and transferred to pertinent unit trust(s). Provided however, in relation to the other unit trusts managed by NAFA as the Management Company mentioned above, there are similar provisions in the trust deeds of such funds and have Trustee as common between them.</i>	
4.1	<b>Classes of Units</b> (i) Class “A” (Restricted/Core Units) issued to the Core Investors with no Sales Load. These Units cannot be redeemed for a period of two (2) years from the date of closure of Initial offer. However, such Units are transferable. (ii) Class “A” Units being offered and issued during the Private Placement and Initial Offer of Period (IPO) with no Sales Load. (iii) Class “B” Units, which shall be offered and issued after the Initial Period of Offer and with or without sales load.	<b>Classes of Units</b> (i) Class “A” (Restricted/Core Units) issued to the Core Investors with no <i>Front-end Load</i> . These Units cannot be redeemed for a period of two (2) years from the date of closure of Initial offer. However, such Units are transferable. (ii) Class “A” Units being offered and issued during the Private Placement and Initial Offer of Period (IPO) with no <i>Front-end Load</i> . (iii) Class “B” Units, which shall be offered and issued after the Initial Period of Offer and with or without <i>Front-end Load</i> .	The word ‘ <i>Sales Load</i> ’ is replaced with the word ‘ <i>Front-end Load</i> ’.
4.2.3	The Management Company shall, on the 25 <sup>th</sup> of the last month of every Regular Interval, calculate the redemption value to be paid to the Income Unit Holder(s) based on the Redemption Price of that day.	The Management Company shall, on the 25 <sup>th</sup> of the last month of every Regular Interval <i>or as determined by the Management Company</i> to calculate the redemption value to be paid to the Income Unit Holder(s) based on the Redemption Price of that day.	Rephrase
4.3 (d)	New Insertion	<i>The Asset Management Company shall ensure that no entry and exit to the scheme (including redemption and reissuance of units to the same unit holders on different NAVs) shall be allowed other than cash settled transactions based on the formal issuance and redemption request, unless permitted otherwise by the Commission under the Regulations.</i>	As per SECP directive no SECP/SCD/1/A MC/2008-1026 dated Dec 01, 2008
4.7.2	Any Unit Holder and / or Joint Unit Holder(s) may request the Transfer Agent to record a pledge / lien of all or any of his / their Units in favor of any third party legally entitled to invest in such Units in its own right. The Transfer Agent shall register a lien on any Units in favor of any third party with the consent of the Management Company. However, the lien shall be valid only if evidenced by an account statement or letter issued by the Transfer Agent with the Units marked in favor of the Pledgee. The onus for due process having been followed in registering a lien shall lie with the party claiming the lien.	Any Unit Holder and / or Joint Unit Holder(s) may request the Transfer Agent to record a pledge / lien of all or any of his / their Units in favor of any third party legally entitled to invest in such Units in its own right. The Transfer Agent shall register a lien on any Units in favor of any third party with the consent of the Management Company <i>under intimation to the Trustee</i> . However, the lien shall be valid only if evidenced by an account statement or letter issued by the Transfer Agent with the Units marked in favor of the Pledgee. The onus for due process having been followed in registering a lien shall lie with the party claiming the lien.	Rephrase
4.8.1	New Insertion (after last para)	<i>In case of suspension of redemption of units of the Scheme in terms of Constitutive Documents of the Scheme or as per Regulations, the issuance of fresh units shall also be kept suspended until and unless redemption of units is resumed.</i>	As per Circular 11
4.8.2	New Insertion (after first para)	<i>Suspension of redemption shall be provided in exceptional Circumstances, having regard to the interests of unit holders and such a decision shall be made with the prior approval of the board of the Management Company.</i>	As per SECP directive no SECP/SCD/1/A MC/2008-1026 dated Dec 01, 2008
4.8.3	New Insertion	<i>The Management Company shall ensure all valid redemption request are paid based on ranking of the request in a queue.</i>	
4.10.3	The Purchase (Offer) Price shall be equal to the sum of the Net Asset Value (NAV) as of the close	The Purchase (Offer) Price shall be equal to the sum of the Net Asset Value (NAV) as of the close	The word ‘ <i>Sales Load</i> ’ is replaced

	of the Dealing Day, Transaction Cost, any Front-End Sales Load (Load) not exceeding 5% of the Net Asset Value (Please refer to Annexure “B” for the current level of load) and such amount as the Management Company may consider appropriate provision for Duties and Charges. The Purchase (Offer) Price so determined for a Dealing Day shall apply to purchase requests, complete in all respects, received by the Distributor and / or Management Company during the business hours on that Dealing Day.	of the Dealing Day, Transaction Cost, any <i>Front-end Load</i> not exceeding 5% of the Net Asset Value (Please refer to Annexure “B” for the current level of load) and such amount as the Management Company may consider appropriate provision for Duties and Charges. The Purchase (Offer) Price so determined for a Dealing Day shall apply to purchase requests, complete in all respects, received by the Distributor and / or Management Company during the business hours on that Dealing Day.	with the word ‘ <i>Front-end Load</i> ’.
4.10.4	The Redemption Price shall be equal to the Net Asset Value (NAV) as of the close of the Dealing Day less Transaction Cost, any Back-End Sales Load (Load) not exceeding 5% of the Net Asset Value (Please refer to Annexure “B” for the current level of load) and such amount as the Management Company may consider appropriate provision for Duties and Charges. The Redemption Price so determined for a Dealing Day shall apply to redemption requests, complete in all respects, received by the Distributor and / or Management Company during the business hours on that Dealing Day. However, the Back-end Load may not be deducted from the NAV for such units that are being converted in another scheme being run by the Management Company.	The Redemption Price shall be equal to the Net Asset Value (NAV) as of the close of the Dealing Day less Transaction Cost, any Back-End <i>Load</i> not exceeding 5% of the Net Asset Value (Please refer to Annexure “B” for the current level of load) and such amount as the Management Company may consider appropriate provision for Duties and Charges. The Redemption Price so determined for a Dealing Day shall apply to redemption requests, complete in all respects, received by the Distributor and / or Management Company during the business hours on that Dealing Day. However, the Back-end Load may not be deducted from the NAV for such units that are being converted in another scheme being run by the Management Company.	
4.10.8	New Insertion	<i>The Management Company shall announce the Net Asset Value (NAV) of the Scheme as per Regulations or direction of SECP.</i>	As per Circular 11
5.8	<b>Closure of Register</b> The Management Company may close the Register by giving at least fourteen (14) days notice to Unit Holders and for period not exceeding forty-five (45) days in a calendar year. During the period the Register is closed the sale and redemption of units, including transfer applications, will be suspended.	<b><i>Closure of Register</i></b> <i>The Register may be closed under intimation to the Trustee for such period as the Management Company may from time to time determine and after giving at least fourteen (14) calendar days notice to Holders, provided that the time period for closure of register for dividend declaration shall not exceed six (6) working days at a time and shall not exceed forty five (45) days in a year.</i>	As per Circular 11
6.3.1 (h)	Formation cost not exceeding one per cent of the pre-initial public offering capital.	<i>The Formation Cost shall be reimbursable by the Fund to the Management Company subject to audit of expenses. The said Formation Cost will be amortized by the Fund over a period of not less than five years.</i>	As per Circular 11
7.1.1 (second para)	The income of the Fund will accordingly be taxed at the following rates:  <ul style="list-style-type: none"> <li>· Dividend income at applicable tax rates.</li> <li>· Capital gain arising on sale of securities listed on any Stock Exchange(s) in Pakistan is exempt from tax up to tax year 2008.</li> <li>· Income from Term Finance Certificates or Corporate Paper(s), Government Securities, return on deposits/Certificates of Investment/deposits with banks/financial institutions, money market transactions, profit and loss sharing accounts with banks etc., is taxable at the rate applicable to a public company (as per Income Tax law). However, income from brokerage and commission is subject to final taxation and the applicable withholding tax will be the final tax on this income.</li> </ul>	The income of the Fund will be taxed at the following rates:  <ul style="list-style-type: none"> <li>• Dividend income at applicable tax rates.</li> <li>• <i>Capital gain arising from sale of securities (i.e. shares of a public company listed on any Stock Exchange(s) in Pakistan, vouchers of Pakistan Telecommunication Corporation, modaraba certificates, an instrument of redeemable capital, and derivative products) is taxable at applicable rates (as per Income tax law) if the holding period of such securities is less than one year.</i></li> <li>• Income from Term Finance Certificates or Corporate Paper(s), Government Securities, return on deposits/Certificates of Investment/deposits with banks/financial institutions, money market transactions, profit</li> </ul>	Taxation clause is updated

		and loss sharing accounts with banks etc., is taxable at the rate applicable to a public company (as per Income Tax law). However, income from brokerage and commission is subject to final taxation and the applicable withholding tax will be the final tax on this income.	
7.2.1 (first para)	Unit Holders of the Fund will be subject to Income Tax @ 10% on dividend income (excluding the amount of dividend paid out of capital gains on which tax has already been paid).	<p><i>Unit Holders of the Fund will be subject to Income Tax @ 10% on dividend income distributed by the Fund (exemption on distribution out of capital gains is limited to those funds which are debt or money market funds and they do not invest in shares).</i></p> <p><i>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.</i></p>	Taxation clause updated
7.2.2	<p><b>Capital Gains</b></p> <p>Capital Gains on disposition of Units in the Fund will be subject to tax on capital gain at the applicable tax rate. The Units of the Fund will be listed on the Stock Exchange(s). Consequently, subject to such listing, the Capital Gain on disposal of the Units shall be exempt from tax up to Tax Year ending on 30th day of June 2008 (in the case of banking companies, this exemption period has already been completed as their new tax year 2009 has commenced from January 01, 2008).</p>	<p><b>Capital Gains</b></p> <p><i>Capital gain arising from sale/redemption of units of the Fund (listed on the Stock Exchange(s)) will be subject to tax at the applicable tax rate where such units are held by the unit holder for a period of less than one year. The capital gain of the units held for more than a year will not be taxed.</i></p> <p><i>The Fund shall deduct tax on capital gains at the specified/applicable rates on redemption of units if the holding period of such units is less than one year.</i></p> <p><i>The above stated provisions for taxation of capital gain will not apply to the insurance and banking companies whose capital gains' taxation will be made according the provisions of the Forth Schedule and Seventh Schedule of the Income Tax Ordinance, 2001 respectively.</i></p> <p><i>Unit Holders who are exempt from income tax may obtain exemption certificate from the Commissioner of Income Tax and provide the same to the Management Company and/or Transfer Agent and on the basis of Exemption Certificate income tax will not be withheld.</i></p>	CGT clause updated
7.3	<p><b>Dividend</b></p> <p>The Fund shall distribute 90% or more of its accounting income for the year as reduced by capital gains amongst the Unit Holders as Bonus Units and/or cash dividend in order to avail tax exemption in the interest of the Unit Holders(s).</p>	<p><b>Dividend</b></p> <p>The Fund shall distribute 90% or more of its accounting income for the year as reduced by capital gains (<i>whether realized or unrealized</i>) amongst the Unit Holders as Bonus Units and/or cash dividend in order to avail tax exemption in the interest of the Unit Holders(s).</p>	Updated
9.2 (first para)	A Register of Unit Holders may be maintained by Transfer Agent Department of the Management Company presently having its office at Transfer Agent Department, National Fullerton Asset Management Limited, 9th Floor, Adamjee House, I. I. Chundrigar Road, Karachi, or such other company, as the Management Company may appoint after giving prior notice to the Unit Holders.	A Register of Unit Holders may be maintained by Transfer Agent Department of the Management Company presently having its office at Transfer Agent Department, <i>NBP Fullerton Asset Management Limited (formerly National Fullerton Asset Management Limited)</i> , 9th Floor, Adamjee House, I. I. Chundrigar Road, Karachi, or such other company, as the Management Company may appoint after giving prior notice to the Unit Holders.	AMC's name is updated

10.3	<p><b>Formation Cost</b> All expenses incurred in connection with Formation Cost shall be borne by the Management Company and shall be reimbursable to the Management Company by the Fund (subject to the audit of expenses) over a period of not less than five years. Formation Cost will be amortized over a period not less than five years. The Formation Cost shall be reported by the Management Company to the Commission and the Trustee giving their break up under separate heads, as soon as the distribution of the securities is completed.</p>	<p><b>Formation Cost</b> <i>All expenses incurred in connection with the incorporation, establishment and registration of the Fund (formation cost) as per Regulations, shall be reimbursable by the Fund to the Management Company subject to audit of expenses. The said formation cost shall be amortized by the Fund over a period of not less than five years or any other period as specified by the Commission. Details of these expenses shall be reported to the Commission and the Trustee in accordance with the requirements specified in the Regulations.</i></p> <p><i>Provided such expenses do not exceed one percent (1%) of the Pre-IPO money or five million Rupees (PKR 5,000,000/-), whichever is lower.</i></p>	As per Circular 11 and Regulation 60(3)(i)
12.1 (second para)	<p><b>National Fullerton Asset Management Limited</b> 9th Floor, Adamjee House, I.I. Chundrigar Road, Karachi, Pakistan.</p>	<p><b>NBP Fullerton Asset Management Limited (formerly National Fullerton Asset Management Limited)</b> 9th Floor, Adamjee House, I.I. Chundrigar Road, Karachi, Pakistan.</p>	AMC's name is updated
14.5		<p><i>Authorized Investment means NAFA Income Fund is an Income Scheme and its "Authorized Investments" would comprise of the investments as per clause 2.1.1.</i></p>	As per Circular 7
14.6	<p><b>"Back-end Load"</b> means Sales Load deducted from the Net Asset Value in determining the Redemption Price; provided however that different levels of Back-end Load may be applied to different classes of units, as may be determined by the Management Company.</p>	<p><b>"Back-end Load"</b> means processing charge deductible from the Net Asset Value of the Unit to determine the Redemption Price. Such load, not exceeding five percent (5%) of the Net Asset Value, shall be determined by the Management Company from time to time and disclosed in the Offering Document. Any such charges shall be treated as part of the Deposited Property. Provided however that different levels of Back-end Load may be applied to different classes of units.</p>	Rephrase to align with Supp. Trust Deed
14.9	<p><b>"Benchmark"</b> means the most recently published average Three (3) Months Treasury Bill PKRV Rate of the country. The performance of the Fund will be compared against the Benchmark.</p>	<p><b>"Benchmark"</b> means the performance benchmark of the Fund for the period of return shall be the 'Average 3-months deposit rates of Bank' or such other benchmark as determined by the Management Company under prior intimation to the Trustee, SECP and the Unit Holders and disclosed in the Offering Document.</p>	Rephrase to align with Supp. Trust Deed
14.14	<p><b>"Contingent Load"</b> means Sales Load payable not exceeding 5% of the Net Asset Value, 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.</p>	<p><b>"Contingent Load" or "Deferred Sales Load"</b> means processing charges deductible from the Net Asset Value of the Unit to determine the Redemption Price in case of redemption of Units within a certain period of time or at a decreasing rate for every period the Units are held and shall be charged to Unit Holders in instances where no Front-end load is charged. Such charges shall not exceed five percent (5%) of the Net Asset Value and shall be determined by the Management Company from time to time and disclosed in the Offering Document. Any such charges shall be payable to the Management Company and/or its Distributors, as the case may be.</p>	Rephrase to align with Supp. Trust Deed
14.17	<p><b>"Custodian"</b> means: a Bank, a Depository or an Investment Finance Company licensed under the Rules, which may be appointed by the Trustee</p>	<p><b>"Custodian"</b> shall have same meaning as in the Rules or Regulations as amended or substitute from time to time</p>	Rephrase to align with Supp. Trust Deed



	with the approval of the Management Company to hold and protect the Trust Property or any part thereof as custodian on behalf of the Trustee; and shall also include the Trustee itself if it provides custodial services for the Fund.		
14.18	<b>“Dealing Day”</b> means every Business Day from Monday to Friday of every week <i>but does not include a day on which the Stock Exchanges in Pakistan are closed</i> . Units will be available for dealing (purchase, redemption, transfer, switching etc.) on dealing days. Provided that the Management Company may with the prior written consent of the Trustee and upon giving not less than seven days notice in two widely circulated English or Urdu newspapers in Pakistan declare any particular Business Day(s) not to be a Dealing Day(s).	<b>“Dealing Day”</b> means every Business Day from Monday to Friday of every week <i>on which Banks are open for business in Pakistan</i> . Units will be available for dealing (purchase, redemption, transfer, switching etc.) on dealing days. Provided that the Management Company may with the prior written consent of the Trustee and upon giving not less than seven days notice in two widely circulated English or Urdu newspapers in Pakistan declare any particular Business Day(s) not to be a Dealing Day(s).	Rephrase
14.19	<b>“Distribution Function”</b> mean the functions with regard to:  a) Receiving applications for issue of Units together with the aggregate Offer Price for Units applied for by the applicants; b) Issuing receipts in respect of (a) above; c) Interfacing with and providing services to the Unit 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 Trustee for all: (i) moneys received from the applicants for issuance of Units; (ii) payments made 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.	<i>Distribution Function” mean the functions with regard to:</i>  <i>a. receiving applications for issue of Units together with the aggregate Offer Price for Units applied for by the applicants;</i> <i>b. 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;</i> <i>c. accounting to the Management Company for all: (i) payment instrument received from the applicants for issuance of Units; (ii) payments instrument delivered to the Holders on redemption of Units; and (iii) expenses incurred in relation to the Distribution Function.</i> <i>d. the above functions may be performed electronically, if appropriate systems are in place.</i>	Rephrase to align with Supp. Trust Deed
14.31	<b>“Investment Facilitators/Advisors/ Sales Agents”</b> means an individual, firm, corporate or other entity appointed by the Management Company to identify, solicit and assist investors in investing in the Scheme. The Management Company shall compensate the Investment Facilitators/Sales Agents out of the Sales Load collected by it in the Offer Price and /or Management Fee.	<b>“Investment Facilitators/Advisors/ Sales Agents”</b> means an individual, firm, corporate or other entity appointed by the Management Company to identify, solicit and assist investors in investing in the Scheme. The Management Company shall compensate the Investment Facilitators/Sales Agents out of the <i>Front-end Load</i> collected by it in the Offer Price and /or Management Fee.	The word ‘Sales Load’ is replaced with the word ‘Front-end Load’.
14.26	<b>“Front-end Load”</b> means the sales and processing charge or commission (excluding Duties and Charges) not exceeding 5% or such other percentage (as may mutually be agreed upon between the Trustee and the Management Company in writing) of the Net Asset Value which may be included in the Offer Price of the Units; provided however that different levels of Front-end Load may be applied to different investors, as may be mutually agreed between the Trustee and the Management Company.	<b>“Front-end Load”</b> means the sales and processing charges (excluding Duties and Charges) that is received by the Management Company and/ or its Distributors that may be included in the Initial Price or Offer Price of the Units not exceeding five percent (5%) of the Par Value or Net Asset Value, whichever is applicable. The details of Front-end Load applicable to the Offer Price shall be specified in the Offering Document. Provided however that different levels of Front-end Load may be applied to different investors.	Rephrase to align with Supp. Trust Deed
14.60	<b>“Trust Property”</b> means the aggregate proceeds	<b>“Trust Property”</b> means the aggregate proceeds	Rephrase to align

	of the sale of all Units at Offer Price after deducting therefrom or providing thereagainst any applicable Front-end Load and Duties and Charges and Transaction costs and any other expenses chargeable to the Fund; and includes the Investment and all income, profit and other benefits arising therefrom and all cash, bank balances and other assets and property of every description for the time being held or deemed to be held upon trust by the Trustee for the benefit of the Holders pursuant to this Deed but does not include any Back-end Load payable to the Management Company or any amount available for distribution in the Distribution Account.	<i>of the sale of all Units after deducting therefrom or providing thereout any applicable Front-end Load and Duties and Charges and transaction costs and any other expenses chargeable to the Fund and after adding thereto any Back-end Load as specified in the Offering Document; and includes the Investment and all income, profit and other benefits arising therefrom and all cash, bank balances and other assets and property of every description for the time being held or deemed to be held upon trust by the Trustee for the benefit of the Holders pursuant to this Deed but does not include any amount standing to the credit of the Distribution Account subject to Clause 3.13.1.4</i>	with Supp. Trust Deed
14.63	New Insertion	<b>“Supplemental Deed”</b> means a deed supplemental to this Deed, executed by the Management Company and the Trustee, after seeking approval of the SECP, to modify, add to, alter and amend or amend and restate the provisions of this Deed or any other Supplemental Deed in such manner and to such extent as may be considered expedient for all purposes, which shall be consolidated, read and construed together with this Deed.	Rephrase to align with Supp. Trust Deed
14.64	New Insertion	<b>“Supplementary Offering Document”</b> means a document issued to modify, add to, alter and amend, amend and restate or to make any other amendment to the Offering Document in such manner and to such extent as considered expedient for all purposes by the Management Company, with the consent of the Trustee, after seeking approval of the SECP, and the same shall be consolidated, read and construed together with the Offering Document.	Rephrase to align with Supp. Trust Deed
14.65	New Insertion	<b>“Zakat”</b> has the same meaning as in Zakat and Ushr Ordinance (XVIII of 1980), 1980.	Rephrase to align with Supp. Trust Deed



SECURITIES AND EXCHANGE COMMISSION OF PAKISTAN  
SPECIALIZED COMPANIES DIVISION  
NBFC DEPARTMENT

No. NBFC/MF/JD-VS/NIF/ 892 /2010

December 14, 2010

**Mr. Hussain A. Naqvi**  
Chief Operating Officer  
National Fullerton Asset Management Ltd.  
9<sup>th</sup> Floor, Adamjee House  
I.I. Chundrigar Road  
**Karachi-74000**

**Subject: Approval for Supplemental Offering Document of NAFA Income Fund**

Dear Sir,

Please refer to your email dated December 10, 2010 wherein you have sought approval for amendments in the Offering Document of NAFA Income Fund (the Fund).

In this regard, I am directed to inform you that your proposal for amendments has been acceded to by the Securities and Exchange Commission of Pakistan.

Further, you are advised to inform/notify the unit holders regarding the proposed amendments in the offering document as per provision of the said document.

Yours truly,

**Vinod Sitani**  
(Joint Director)

**Cc. Mr. Atiqur Rehman**  
**Head of Trustee & Custodial Operations**  
**CDC Pakistan Limited**