

NATIONAL INVESTMENT TRUST LIMITED

Analyst:
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RATING DETAILS		
RATINGS CATEGORY	Latest Rating	Previous Rating
MQR	MQR	MQR
MQR	AM1	AM1
RATING OUTLOOK/ WATCH	Stable	Stable
RATING ACTION	Reaffirmed	Reaffirmed
RATING DATE	January 7, 2026	January 01, 2025

Shareholding (5% or More)	Other Information
Industrial Development Bank Limited ~ 16.66%	Incorporated in 1962
MCB Bank Limited ~ 16.66%	Public Unlisted Company
Tajammal Foundation ~ 8.33%	Managing Director (Acting): Mr. Manzoor Ahmed
National Bank of Pakistan ~ 8.33%	External Auditor: A.F. Ferguson & Co. Chartered Accountants
United Bank Limited ~ 8.33%	
Habib Bank Limited ~ 8.33%	
Pakistan Reinsurance Company Limited ~ 8.33%	
Government of Pakistan ~ 7.67%	

Applicable Rating Methodology

VIS Entity Rating Criteria Methodology – Asset Management Companies
<https://docs.vis.com.pk/Methodologies%202024/AMC-Methodology-201906.pdf>

Rating Scale

<https://docs.vis.com.pk/docs/VISRatingScales.pdf>

Rating Rationale

The management quality rating reflects National Investment Trust Limited's ('NIT' or the 'AMC') Sovereign ownership and management control, entrenched position in the domestic asset management industry, supported by its long operating history, and established brand recognition. The rating continues to be underpinned by a seasoned management team with deep institutional knowledge and extensive experience across investment management, operations, and regulatory engagement. Governance arrangements are supported by an experienced board and well-structured committees overseeing audit, risk, strategy, and human resources. Operational and investment processes are governed by comprehensive policies, sound internal controls, and an effective compliance framework, complemented by comprehensive information security and risk management practices. Financial performance has remained strong, with healthy profitability driven by management fee income and improved cost efficiency, while the balance sheet remains conservative with limited leverage. Portfolio management benefits from a defined investment decision framework and disciplined committee oversight, though product concentration around flagship funds and equity exposure continues to constrain diversification relative to peers. Fund performance remained a key consideration in the rating assessment,

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with outcomes varying across the product suite. While the money market offering continued to demonstrate consistent performance relative to peers, supported by prudent expense management and disciplined portfolio construction, performance volatility was observed within the equity segment, particularly in the flagship fund. The large asset base of the equity fund constrained portfolio agility, limiting the ability to reposition swiftly in response to market movements and weighing on relative ranking during the review period. This concentration elevated performance sensitivity at the aggregate level, given the fund's dominant contribution to overall assets. Market positioning weakened during the period due to elevated redemptions and relative underperformance of a key equity fund, but subsequent recovery in assets and client growth indicates resilience.

Company Profile

National Investment Trust Limited ('NIT' or the 'AMC') is Pakistan's oldest AMC, and holds a pioneering position in the mutual fund sector, setting benchmarks for the industry. The GoP is the largest shareholder, both directly and indirectly through various state-owned entities, with additional ownership contributions from private sector institutions.

Governance, Management & Financial Performance

Mr. Shoaib Mir (an Independent Director) was appointed Chairman of the Board of Directors of National Investment Trust Limited with effect from November 28, 2025. He has extensive experience in senior public sector leadership, having served in various key roles within the Government of Pakistan, including as Chief Secretary Balochistan and Education Secretary of Pakistan. He has also served as Chairman of State Life Insurance Corporation of Pakistan and is a member of the Federal Public Service Commission.

Mr. Manzoor Ahmed has been serving as Managing Director (Acting) of National Investment Trust Limited since February 14, 2025. Previously, as Chief Operating Officer, he managed operations and the investment portfolio. He has over three decades of experience in the mutual fund industry and has held multiple senior roles at NIT across investment management, capital markets, product development, research, and regulatory coordination. He also represents NIT as a nominee director on the boards of several leading local and multinational companies, including commercial banks.

The Board of Directors comprises sixteen members, including the Chairman, the Managing Director, four independent directors and one independent female director. The Board is supported by key committees, namely the Audit Committee, Human Resource and Remuneration Committee, Strategy Committee, Risk Management Committee, and Information Technology Committee. The Board is also advised by an external Shariah Advisor, Mufti Zeehan Abdul Aziz, who has experience in advising financial institutions on Shariah-related matters. The senior management team comprises seasoned professionals with strong industry credentials. Collectively, the team combines deep expertise with operational leadership to support NITL's growth and governance.

Name	Position
Mr. Shoaib Mir	Chairman (Independent Director)
Mr. Manzoor Ahmed	Managing Director (Acting)
Mian Nusrat-ud-Din	Non-Executive
Mr. Ahmad Aqeel	Non-Executive
Mr. Amjad Mahmood	Non-Executive
Mr. Naeem Bashir Ahmad	Non-Executive
Mr. Omair Safdar	Non-Executive
Ms. Karim Akram Khan	Non-Executive
Mr. Abdul Aleem Quershi	Non-Executive
Ms. Zoya Tazeen Mohsin Nathani	Female / Independent Director
Mr. Mohammad Aftab Manzoor	Independent Director
Mr. Sohail Razi Khan	Independent Director
Mr. Syed Veqar ul Islam	Independent Director
Mr. Qasim Nawaz	Non-Executive
Mr. Saad Iqbal	Non-Executive
Mr. Shakeel Ahmed Mangnejo	Non-Executive

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Financial Performance

As of FY25, total income increased by approximately 42% to PKR 2.7 bln (FY24: PKR 1.9 bln), primarily driven by higher management fee income. The management fee as a percentage of 5-point average of Assets under management (AUM) has increased slightly in Sep'25 to 0.43% (Sep'24: 0.33%) reflecting higher management fees charged over the year. Revenue contribution from equity funds remained significant, as a large portion of AUMs was concentrated in the NIUT equity fund, resulting in dividend income and realized gains. The efficiency ratio declined to 39% in FY25 (FY24: 48%), reflecting lower operating expenses relative to revenue. The Company maintained a conservative balance sheet structure during the period, with limited lease-related obligations.

Investment Management: Compliance & Controls

The AMC has comprehensive policies governing compliance, internal controls, risk management, and operational processes, ensuring strong oversight across all fund management and operational functions. Policies covering conflict of interest, employee's personal investment policy and procedure, risk management, and other investment-related matters are in place and have all been reviewed within the required three-year period. The unconsolidated financial statements of the AMC for FY25 were audited by A.F. Ferguson &Co. The auditor is rated 'A' by the State Bank of Pakistan (SBP) and appears on the QCR list of auditors. The auditor has issued an unqualified opinion as of FY25 accounts.

The AMC has implemented a structured security infrastructure supported by layered perimeter defenses, including multi-layer firewall architecture with intrusion prevention, network segmentation, and zero-trust principles. Email security is managed through an enterprise-grade gateway providing threat protection and encryption, while web applications are protected through a web application firewall to mitigate cyber threats and distributed denial-of-service risks. Endpoint security is supported by a centralized solution incorporating device protection and encryption controls.

The AMC maintains Shariah compliance across its Islamic funds, as evidenced by the external Shariah Advisor's reports for all Islamic funds and the Shariah compliance certificate issued by Al-Hikmah Shariah Advisory Services dated June 06, 2025. The certification confirms compliance with applicable Shariah Governance Regulations.

Portfolio Management

A well-defined framework is in place to evaluate investment opportunities. Each fund operates through a dedicated Investment Committee (IC) comprising 7-8 voting members, including the fund manager, and representatives from the research, risk, and compliance departments, along with the Managing Director (MD), Chief Operating Officer (COO), and Chief Financial Officer (CFO). The IC meetings are convened on an as-needed basis, ensuring timely and effective decision-making.

Market Positioning

NITL's AUM increased by 35.28% year-on-year to PKR 175.31 bln as at Jun'25 (Jun'24: PKR 129.59 bln). Over the same period, industry AUMs increased by approximately 46%, resulting in a decline in NITL's market share to 4.6% (Jun'24: 4.9%), while its industry ranking moved to 10th position from 6th as at Jun'24. By end-Sept'25, AUMs increased by approximately 11.6% to PKR 195.69 bln, exceeding the industry growth rate of 9.8% during the same period. Accordingly, the AMC's market share improved marginally to 4.70%.

AUMs (in Rs. Bn)	Jun'24	Jun'25	Sep'25
NIT	129.59	175.31	195.7
Industry AUMs	2,621.66	3,818.47	4,193.80
Market Share	4.9%	4.6%	4.7%
Market Share (Shariah Compliant)	1.0%	1.2%	1.0%
Number of Funds	14	14	14

The AMC's product portfolio includes fund offerings across equity, income, money market, asset allocation, and pension categories, with both conventional and Shariah-compliant structures. Segment-wise, AUMs were primarily allocated to the Equity segment, which accounted for 52.34% of total AUMs as of Jun'25 (Jun'24: 34.14%) and increased further to 58.49% by Sept'25. The Money Market segment represented the second-largest allocation, accounting for 33.01% as of Jun'25 (Jun'24: 26.52%), before declining to 28.38% by Sept'25. The share of Income funds increased to 12.86% as of Jun'25 (Jun'24: 5.00%) and subsequently declined to 11.28% by Sept'25.

As at end-Sept'25, the portfolio comprised fourteen funds, including nine conventional funds and five Shariah-compliant funds. No new fund launches are planned. Fund-wise concentration increased during the period, with the two largest funds NIT National Investment Unit Trust

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and NIT Money Market Fund accounting for 84.06% of total AUMs as of Jun'25 (Jun'24: 55.44%). However, an improvement in concentration was observed thereafter, as the share of the two largest funds declined to 77.96% by Sept'25. Despite this moderation, reliance on the flagship fund remained above the industry's average top-three fund concentration, resulting in comparatively lower product diversification.

Retail investor proportion declined to 28.14% of total AUMs as of Jun'25 (Jun'24: 31.85%); however, this increased to 32.63% by Sept'25, as per management. The total client base expanded by 8% as of Jun'25, followed by a further increase of 4% by Sept'25, reflecting continued client onboarding. Active users increased by 8% as of Jun'25. Meanwhile, concentration among the top ten investors declined to approximately 38.10% as of Jun'25 (Jun'24: 41.47%), indicating adequate concentration level. The AMC does not manage any SMAs.

Client Servicing

Digital Assets Under Management (AUMs) increased to PKR 0.10 bln as of Jun'25 following NIT's integration with the CDC-RAAST instant payment gateway, enabling real-time processing of customer sales transactions. Digital AUMs further grew to PKR 0.17 bln by Sept'25, in line with an increase in app downloads and active users during the period. NIT maintains an online portal, mobile applications for Android and iOS platforms, and B2B services to facilitate account opening as well as investment and redemption processing. Client outreach is further supported through the use of social media platforms. The in-house sales force remained at 74 employees in FY25. In addition, a dedicated Investor Facilitation Center, operating under the Head of Marketing, Product Development, and Investor Services, provides timely and effective client support.

Fund Performance

A volatility was observed in the quartile distribution of NITL's assets under management. As of FY25, 95.08% of AUMs were positioned within the top two quartiles (FY24: 22.86%); this proportion declined to 32.60% as of Sept'25 following the movement of the NIUT Fund representing 55% of total AUMs from Quartile2 to Quartile 4.

Rs. In billion	Jun'24	Jun'25	Sept'25		
Total AUMs in Q1	43,095	22%	50,442	29%	49,070
Total funds in Q1	1		5		4
Total AUMs in Q2	1,612	1%	116,247	66%	14,735
Total funds in Q2	1		5		4
Total AUMs in Q3	78,246	40%	3,719	2%	22,264
Total funds in Q3	5		3		7
Total AUMs in Q4	4,716	2%	4,902	3%	109,625
Total funds in Q4	2		6		4

In contrast, the NIT Money Market Fund maintained its Quartile 1 ranking in FY25 and as of Sept'25. The NIT Money Market Fund's total expense ratio remained below the industry average as of Jun'25 and Sept'25, supporting relative return outcomes. While NIUT's total expense ratio also remained below the equity fund industry average during the period, this did not result in an improvement in quartile ranking. The Fund's relatively large asset base compared to peers may limit portfolio agility, which can affect relative performance outcomes.

Financial Summary (PKR mn)				
Balance Sheet	June'23	June'24	June'25	Sep'25(3M)
Paid up Capital	95.04	95.04	95.04	95.04
Total Equity	8,403.3	12,891.60	18,220.56	22,447.08
Income Statement	June'23	June'24	June'25	Sep'25(3M)
Total Income	1709.4	1,896.30	2,660.59	941.37
Profit Before Tax	896.4	2,614.24	2,680.74	1423.85
Profit After Tax	445.7	1,166.09	1,759.29	1,157.14
Ratio Analysis	June'23	June'24	June'25	Sep'25(3M)
Net cash generated from operating activities (PKR mn)	435.587	-109.82	606.41	327.22
Current Ratio (x)	0.69	0.84	0.92	1.02
<i>*Annualized, if required</i>				
A - Actual Accounts				
P - Projected Accounts				
M - Management Accounts				

REGULATORY DISCLOSURES				Appendix I
Name of Rated Entity	National Investment Trust Limited			
Sector	Mutual Funds			
Type of Relationship	Solicited			
Purpose of Rating	Management Quality Ratings			
Rating History	Rating Date	Medium to Long Term	Rating Outlook	Rating Action
	RATING TYPE: Management Quality Rating			
	07/01/2026	AM1	Stable	Reaffirmed
	01/01/2025	AM1	Stable	Reaffirmed
	12/28/2023	AM1	Stable	Reaffirmed
	12/29/2022	AM1	Stable	Reaffirmed
	12/30/2021	AM1	Stable	Initial
Instrument Structure	N/A			
Statement by the Rating Team	VIS, the analysts involved in the rating process and members of its rating committee do not have any conflict of interest relating to the credit rating(s) mentioned herein. This rating is an opinion on credit quality only and is not a recommendation to buy or sell any securities.			
Probability of Default	VIS' ratings opinions express ordinal ranking of risk, from strongest to weakest, within a universe of credit risk. Ratings are not intended as guarantees of credit quality or as exact measures of the probability that a particular issuer or particular debt issue will default.			
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Due Diligence Meeting Conducted	Name	Designation	Date	
	Mr. Aamir Amin	Head of Finance	16th December 2025	
	Mr. Shoaib A. Khan	Head of Fixed Income		
	Mr. Raza Abbas Jafferry	Head of Equities & trading		
	Mr. Ali Kamal	Head of Research		
	Mr. Faisal Aslam	Head of compliance		
	Mr. Attique ur Rehman	Manager Risk - Risk Management Department		
	Mr. Abdul Majid	Assistant Section Manager- Marketing Department		