

# RATING REPORT

## HBL Asset Management Limited

### REPORT DATE:

December 31, 2021

### RATING ANALYST:

Muhammad Tabish

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### RATING DETAILS

Rating Category	Latest Rating MQR	Previous Rating MQR
MQ Rating	AM2++	AM2++
Rating Outlook	Positive	Stable
Rating Action	Maintained	Upgrade
Rating Date	December 31, 2021	December 31, 2020

### COMPANY INFORMATION

Incorporated in 2006	External auditors: KPMG Taseer & Hadi Co.
Unlisted Public Limited Company	Chairman of the Board: <b>Mr. Shahid Ghaffar</b>
Key Shareholders:	Chief Executive Officer: <b>Mr. Mir Adil Rashid</b>
Habib Bank Limited – 100%	

### APPLICABLE METHODOLOGY(IES)

**VIS Entity Rating Criteria:** Asset Management Companies (June 2019)

<https://s3-us-west-2.amazonaws.com/backupsqvis/docs/AMC-Methodology-201906.pdf>

## HBL Asset Management Limited

OVERVIEW  
OF THE  
INSTITUTION

*HBL Asset Management Limited (HBL AMC) was incorporated in 2006 as an unlisted public limited company under Companies Ordinance, 1984. It is licensed to conduct asset management and investment advisory services.*

**Profile of Chairman**

*Mr. Shahid Ghaffar has vast experience of working in capital markets including monitoring of projects, the debt/ fixed income portfolio, the equity portfolio and trading desk. Previously, he has served as a Managing Director of NIT and been associated with HBL. He has also served as CEO of HBL AMC for over six year 2005-12. Mr. Ghaffar holds an MBA Degree from Gomal University, D.I.Khan, Khyber Pakhtunkhwa (formerly NWFP), Pakistan.*

**Profile of CEO**

*Mr. Mir Adil Rashid held the CEO office in*

## RATING RATIONALE

HBL Asset Management Limited (HBL AMC) is a wholly-owned subsidiary of Habib Bank Limited, presently the largest Bank in Pakistan (in terms of deposit size). HBL AMC has a strong brand name and an extensive track record of around 15 years in asset management business.

**Key Rating Drivers:**

**AUM growth has been driven by money market funds with major contribution from corporate clients. Market share over the longer horizon has depicted a declining trend; however, the same registered a healthy uptick in the ongoing year.**

As per MUFAP, assets managed by mutual funds industry crossed the Rs. 1tr mark in FY21, registering a compound annual growth rate of ~16% over the last decade (FY11-21). During the same period, AUMs cumulative growth in conventional segment was reported at 21% while Shariah compliant segment AUMs grew by 10%. Money market funds continued to be the preferred mode for investors (specifically short tenure debt instruments) while proportion of equities in total AUMs has also registered a strong growth given rebound in benchmark index post ease in covid-19 restrictions and subsequent economic recovery. Institutional clients remain the primary source of investments; however, share of retail investors has also been gradually increasing over the years, constituting two-fifth of industry's AUM base with high concentration levels.

HBL AMC is amongst the leading AMCs with sustained market positioning (ranked at 7<sup>th</sup>) despite the decline in market share (in terms of AUMs) post FY18 on a timeline basis (FY21: 6.8%; FY20: 7.5%; FY19: 7.9%). Reduction in market share over the past two fiscal years is primarily due to trailing growth rate of AUMs of HBL AMC vis-à-vis industry. Nevertheless, market share during the ongoing year registered a healthy uptick and stood at ~8.5% (share in Islamic segment at ~4.0%) as at end-Oct'21 with AUMs amounting to Rs. 90.8b (FY21: Rs. 72.4b; FY20: Rs. 57.7b; FY19: Rs. 42.7b). The growth in overall AUMs was primarily emanated from three major funds; HBL Cash Fund followed by HBL Money Market Fund and HBL Income Fund. As at end-Sept'21, around one-half of total AUMs were constituted by the flagship product – HBL Cash Fund while the remaining half of AUMs is shared by 21 other funds. Going forward, the management plans to cross the AUM size of Rs. 200b in the next five years.

As an Investment advisor, HBL AMC manages 12 (FY20: 5) discretionary and non-discretionary portfolios for Separately Managed Accounts (SMA's). Net assets of SMA's decreased to Rs. 14.9b (FY20: Rs. 58.0b; FY19: Rs. 53.1b) at end-FY21 mainly due to termination of contract with one non-discretionary client.

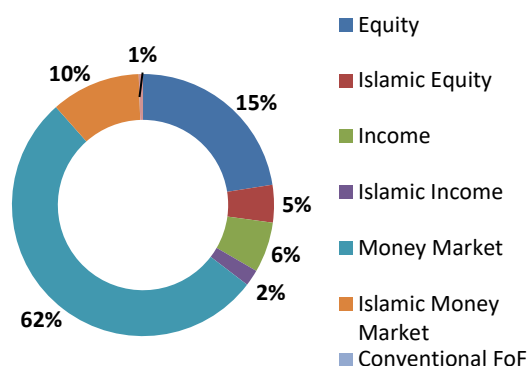
**Proportionate share of retail AUMs is moderate and needs improvement. Overall AUM mix continues to remain tilted towards fixed income funds.**

As of end-Sept'21, total client base stood at around 55K clients; of which three-fourth comprises active clients. Proportion of retail investments in relation to total AUMs stands at 29% (FY21: 34%; FY20: 35%) as at end-Sept'21 which is on the lower side in

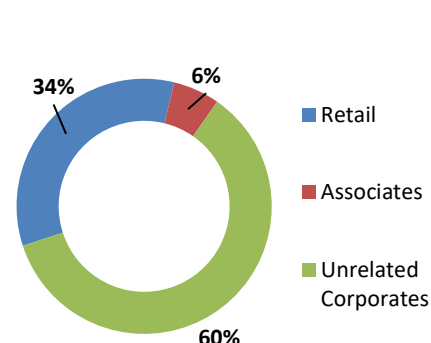
September 2019. Mr. Rashid possesses rich and diversified experience of approximately 20 years of portfolio management, brokerage along with managing retail & institutional client relationships and investment portfolios. He has previously served as Chief Executive Officer of erstwhile PICIC Asset Management Company Limited for 6 years.

comparison to peers. Barring HBL Money Market Fund where retail proportion is high and investor concentration is manageable, remaining funds have high investor concentration levels with top-10 investors constituting more than one half of AUMs in majority of funds. Going forward, management’s focus is directed towards strengthening retail investment proportion by expanding outreach through implementation of aggressive sales strategy and growth plans focused towards retail segment.

**Exhibit 1**  
Assets under Management  
By Fund Type (as on end-Sept’21)



**Exhibit 2**  
Assets under Management  
By Investor Type (as on end-June’21)



Overall AUM mix continues to remain tilted towards fixed income funds; proportionate share of money market segment has increased from 36% (at end-June’19) to 62% (at end-Sept’21) with more than three-fold increase in AUMs. In contrast, proportion of equities in AUMs has dropped by more than one half over the period of two years.

**Ratings take into account the AMC’s comprehensive product portfolio. The management plans to launch two Exchange Traded Fund (ETF) and one fixed income fund along with new variants of capital preservation plans over the rating horizon; regulatory approvals are underway.**

HBL AMC, over the years, has extended its product line in both Conventional and Islamic funds schemes as per the investors’ risk appetite and return needs. At present, the AMC is offering a total product portfolio of 23 funds/ plans belonging to various categories of equity, income, money market, fund of fund (FoF) schemes, pension and balanced funds. The product suite comprises 13 Conventional and 10 Islamic funds while in terms of AUM mix, proportionate share of conventional funds has remained more than four-fifth of total AUM base.

During the outgoing year, one FoF scheme completed its tenor, and therefore retired. Moreover, there are plans to launch two Exchange Traded Fund (ETF) and one fixed income fund along with new variants of capital preservation plans over the rating horizon; regulatory approvals are underway. As per management, the focus would remain towards innovation and development of new products going forward.

**Aggressive sales growth strategy is being pursued with primary focus on growing retail and HNWI segments. Convergence with HBL for enhancement of customer base, strengthening of sales force, expansion of geographic footprint**

**through leveraging HBL's entire branch network, establishment of smart saving centers, digital transformation and other marketing initiatives are the key features of growth plan. Successful execution of the same is considered important.**

The AMC has a structured sales function with separate teams for corporate and retail investors. The sales and distribution network is segmented into direct sales force (AMC's own branches/head office) and alternate delivery channels (3<sup>rd</sup> party distributors, selected Soneri Bank branches and 450 HBL branches). More than four-fifth of AUM generation is facilitated through direct sales force followed by bank branches and third party distributors which is in line with the industry trend. In terms of region-wise sales contribution, southern market has dominated over the years while recently the AMC has significantly enhanced presence in the Punjab region with its proportionate share increasing from 18% in FY18 to 48% in FY21.

In line with envisaged strategy, total sales team personnel in the outgoing fiscal year increased to 125 (FY20: 82) employees; of which 118 comprise retail sales force. The management plans to follow aggressive sales strategy going forward through further strengthening the sales team (with target of 150+ employees by June'22), convergence with HBL, establishment of smart saving centers, leveraging HBL's extensive branch network (plans to cover entire network of 1300 branches), training programs for sales team, launching media campaigns along with a transformation plan which broadly covers availability of all services digitally (including online account opening and real time investment/redemption facilities) with upgraded and unified backend system.

**Return-based relative ranking of AMC's largest money market fund remained in top quartile while other income and equity funds lagged behinds peers.**

Fund performance has depicted improvement since last year, albeit relative ranking of returns is indicative of room for improvement. In relation to peers, relative ranking of HBL Cash Fund remained in top quartile (ranked at 6<sup>th</sup>) while HBL Money Market Fund stood in the third quartile, based on 365 day return (as on June'21). HBL Income Fund inched up to second quartile during the review period while the two remaining income funds were in fourth quartile based on 365 day return (as on June'21). The similar trend was noted in majority of equity funds along with returns being lower vis-à-vis benchmarks.

**Earning profile has weakened on a timeline basis with negative bottom-line reported in the ongoing year. As per management, the planned equity support from sponsor would provide fiscal space to the AMC to carry out its growth strategy.**

Core revenue comprises management fee, investment advisory fee, dividend and interest income. Given the overtime shift in AUM mix from equity to fixed income funds (or lower management fee funds), recurring revenue has depicted a declining trend over the period (2017-20). This along with increasing financial charges resulted in lower bottom-line profitability. The same turned negative during 9M'21 on account of sizeable jump in selling and distribution expenses. Going forward, financial charges would cease post early debt repayment; however, operating overheads expected to remain on the higher side given the management's plans to strengthen sales force and other marketing and digital initiatives.

Debt profile is long-term in nature which stood at Rs. 1.4b (as at end-Sept'21). During the period under review, the sponsor injected capital of Rs. 500m which has resulted in improvement of leverage indicators.

**Ratings are supported by the presence of well-structured and formalized investment process with sound research infrastructure.**

A well-defined framework to evaluate investment prospects is in place while decision making process is committee-based. Investment Committee (IC) comprises CEO, Head of Research, Head of Risk Management, and Head of Equity/Fixed Income; baring Head of Risk all act as voting members. The IC meetings are convened on a weekly basis.

**Experienced management team and sound corporate governance levels. Overall control environment and risk management framework is adequate.**

The AMC has in place a qualified and stable senior management team with extensive experience. Overall corporate governance framework is supported by adequate board composition and oversight. Effective functioning of board committee ensures satisfactory control framework and risk related oversight. HBL AMC has internal control departments which include in-house internal audit, compliance and risk management; all three departments are functioning independently.

**HBL Asset Management Limited**

<b>FINANCIAL SUMMARY (AUMs are reported as gross)</b>			<b>Appendix I</b>
<b><u>HBL Money Market Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	6,253	9,975	12,837
Return (%)	8.47%	12.38%	6.84%
Benchmark (%)	8.70%	11.63%	6.71%
Retail Proportion (% of Net assets)	55%	57%	69%
Ranking Against Peers	18 out of 20	16 out of 21	14 out of 22
<b><u>HBL Islamic Money Market Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	1,050	8,422	6,640
Return (%)	8.11%	11.38%	6.47%
Benchmark (%)	3.35%	5.37%	3.41%
Retail Proportion (% of Net assets)	61%	18%	31%
Ranking Against Peers	3 out of 4	3 out of 5	6 out of 14
<b><u>HBL Cash Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	8,809	17,972	26,539
Return (%)	8.89%	12.86%	6.97%
Benchmark (%)	8.70%	11.63%	6.71%
Retail Proportion (% of Net assets)	13%	13%	10%
Ranking Against Peers	6 out of 20	4 out of 21	5 out of 22
<b><u>HBL Income Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	1,511	1,544	2,273
Return (%)	8.82%	13.28%	7.10%
Benchmark (%)	10.21%	12.22%	7.42%
Retail Proportion (% of Net assets)	53%	62%	61%
Ranking Against Peers	6 out of 19	10 out of 19	7 out of 19
<b><u>HBL Government Securities Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	2,116	3,509	1,071
Return (%)	9.35%	16.02%	5.10%
Benchmark (%)	10.01%	12.07%	7.28%
Retail Proportion (% of Net assets)	75%	77%	84%
Ranking Against Peers	1 out of 10	8 out of 11	8 out of 12
<b><u>HBL Islamic Income Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	3,103	1,418	1,020
Return (%)	7.85%	10.31%	5.45%
Benchmark (%)	3.65%	6.33%	3.56%
Retail Proportion (% of Net assets)	18%	56%	61%
Ranking Against Peers	13 out of 21	17 out of 21	21 out of 22

<b><u>HBL Stock Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	2,147	1,841	951
Return (%)	-16.20%	-3.77%	29.83%
Benchmark (%)	-18.18%	-0.52%	36.49%
Retail Proportion (% of Net assets)	12%	15%	29%
Ranking Against Peers	4 out of 27	22 out of 26	21 out of 26
<b><u>HBL Energy Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	734	571	775
Return (%)	-24.28%	-9.98%	19.73%
Benchmark (%)	-18.18%	-0.52%	36.49%
Retail Proportion (% of Net assets)	37%	35%	36%
<b><u>HBL Equity Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	246	423	2,270
Return (%)	-15.46%	7.61%	39.47%
Benchmark (%)	-19.11%	1.53%	37.58%
Retail Proportion (% of Net assets)	35%	26%	28%
Ranking Against Peers	3 out of 27	1 out of 26	6 out of 26
<b><u>HBL Growth Fund (Class A)</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	4,848	5,126	6,844
Return (%)	-32.96%	5.74%	33.50%
Benchmark (%)	-19.11%	1.53%	37.58%
Retail Proportion (% of Net assets)	34%	34%	51%
Ranking Against Peers	26 out of 27	5 out of 26	17 out of 26
<b><u>HBL Growth Fund (Class B)</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	4,463	1,505	1,861
Return (%)	-16.21%	-2.62%	30.86%
Benchmark (%)	-19.11%	1.53%	37.58%
Ranking Against Peers	5 out of 27	17 out of 26	20 out of 26
<b><u>HBL Investment Fund (Class A)</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	1,722	1,845	2,492
Return (%)	-33.34%	7.61%	35.08%
Benchmark (%)	-19.11%	1.53%	37.58%
Retail Proportion (% of Net assets)	36%	36%	45%
Ranking Against Peers	27 out of 27	2 out of 26	14 out of 26
<b><u>HBL Investment Fund (Class B)</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	2,340	1,156	1,387
Return (%)	-16.26%	-2.94%	29.66%
Benchmark (%)	-19.11%	1.53%	37.58%

Ranking Against Peers	6 out of 27	18 out of 26	22 out of 26
<b><u>HBL Islamic Stock Fund</u></b>			
	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	635	555	760
Return (%)	-18.36%	2.95%	32.38%
Benchmark (%)	-23.84%	1.62%	39.32%
Retail Proportion (% of Net assets)	19%	52%	57%
Ranking Against Peers	3 out of 15	5 out of 15	14 out of 16
<b><u>HBL Islamic Equity Fund</u></b>			
	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	265	229	625
Return (%)	-16.97%	1.15%	35.46%
Benchmark (%)	-23.84%	1.62%	39.32%
Retail Proportion (% of Net assets)	16%	43%	51%
Ranking Against Peers	2 out of 15	9 out of 15	7 out of 16
<b><u>HBL Islamic Asset Allocation Fund</u></b>			
	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	1,131	310	388
Return (%)	-1.15%	6.42%	11.59%
Benchmark (%)	-4.31%	5.60%	12.81%
Retail Proportion (% of Net assets)	31%	48%	41%
Ranking Against Peers	2 out of 12	7 out of 11	7 out of 12
<b><u>HBL Islamic Asset Allocation Fund Plan I</u></b>			
		<b>FY21</b>	
Fund Size (in Rs. millions)		2,474	
Return (%)		7.42%	
Benchmark (%)		2.33%	
Retail Proportion (% of Net assets)		-	
Ranking Against Peers		12 out of 12	
<b><u>HBL Islamic Dedicated Equity Fund</u></b>			
	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	117	27	-
Return (%)	-10.69% (6M)	4.43%	-
Benchmark (%)	-11.53% (6M)	1.62%	-
Retail Proportion (% of Net assets)	-	-	-
<b><u>HBL Pension Fund</u></b>			
	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	462	545	665
Return (%) – Debt	7.79%	19.69%	4.69%
Return (%) – Money market	7.78%	11.86%	5.25%
Return (%) – Equity	-13.94%	2.89%	33.60%



<b><u>HBL Islamic Pension Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	248	247	348
Return (%) - Debt	7.36%	7.38%	5.28%
Return (%) – Money market	6.73%	8.06%	4.34%
Return (%) - Equity	-16.60%	6.05%	35.57%
<b><u>HBL Multi Asset Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	203	194	202
Return (%)	-8.95%	2.41%	21.99%
Benchmark (%)	-8.23%	5.48%	26.94%
Retail Proportion (% of Net assets)	49%	55%	49%
Ranking Against Peers	2 out of 5	4 out of 4	3 out of 4
<b><u>HBL Financial Planning Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	339	251	197
Return (%) – Active Allocation Plan	-5.52%	3.85%	20.65%
Return (%) – Conservative Allocation Plan	2.71%	10.69%	6.37%
Return (%) – Strategic Allocation Plan	-3.40%	-	2.82%
<b><u>HBL Islamic Financial Planning Fund</u></b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>
Fund Size (in Rs. millions)	2,762	451	105
Return (%) – Active Allocation Plan	-7.06%	6.21%	21.53%
Return (%) – Conservative Allocation Plan	2.07%	9.86%	5.11%
Return (%) – Strategic Allocation Plan	-0.71%	-	-
Return (%) – Islamic Capital Protection Plan	-0.52%	12.5%	-

<b>FINANCIAL SUMMARY</b>			
	<i>(amounts in PKR millions)</i>		
<b><u>BALANCE SHEET</u></b>	<b>2018</b>	<b>2019</b>	<b>2020</b>
Paid Up Capital	100	100	600
Total Equity	898	916	1,425
<b><u>INCOME STATEMENT</u></b>			
Total income	865	694	610
Profit Before Tax	366	99	80
Profit After Tax	154	15	9
<b><u>RATIO ANALYSIS</u></b>			
Net Cash Generated from Operating Activities	384	291	325
Current Ratio (x)	1.91	0.71	1.02
Gearing (x)	2.23	2.43	1.27

**ISSUE/ISSUER RATING SCALE & DEFINITIONS**

**Appendix II**

**VIS** Credit Rating Company Limited

**RATING SCALE & DEFINITIONS: MUTUAL FUNDS**

These ratings/rankings are not a recommendation to buy, sell, or hold any investment, in as much as they do not comment as to the yield or suitability for a particular investor. Eventually the risk/reward trade-off should be solely determined by investors.

**MANAGEMENT QUALITY RATINGS**

**AM1:**

Asset manager exhibit Excellent management characteristics

**AM2++, AM2+, AM2:**

Asset manager exhibit Very Good management characteristics

**AM3++, AM3+, AM3:**

Asset manager exhibit Good management characteristics

**AM4++, AM4+, AM4:**

Asset manager exhibit Adequate management characteristics

**AM5:**

Asset manager exhibit Weak management characteristics

*For harmony in notations, single plus (+) or double plus (++) have replaced notation of plus (+) or minus (-) to indicate the relative degree of strength within each category.*

*For companies undertaking Investment Advisory Services only, the Management Quality Rating Scale is appended with the suffix 'IA' to distinguish it from other Management Quality Ratings outstanding by VIS.*

*For companies undertaking REIT Management Services only, the Management Quality Rating Scale is appended with the suffix 'RMC' to distinguish it from other Management Quality Ratings outstanding by VIS.*

**Rating Watch:** VIS places entities and issues on 'Rating Watch' when it deems that there are conditions present that necessitate re-evaluation of the assigned rating(s). Refer to our 'Criteria for Rating Watch' for details. [www.vis.com.pk/images/criteria\\_watch.pdf](http://www.vis.com.pk/images/criteria_watch.pdf)

**Rating Outlooks:** The three outlooks 'Positive', 'Stable' and 'Negative' qualify the potential direction of the assigned rating(s). An outlook is not necessarily a precursor of a rating change. Refer to our 'Criteria for Rating Outlook' for details. [www.vis.com.pk/images/criteria\\_outlook.pdf](http://www.vis.com.pk/images/criteria_outlook.pdf)

**FUND PERFORMANCE RANKINGS**

**MFR 5-Star** (top 10%) Very good performance

**MFR 4-Star** (next 22.5%) Good performance

**MFR 3-Star** (next 35%) Average performance

**MFR 2-Star** (next 22.5%) Below average performance

**MFR 1-Star** (last 10%) Weak performance

*Being based on actual performance, no Outlook or Rating Watch can be assigned to fund performance rankings.*

**FUND STABILITY RATINGS**

**AAA(f)**

Highest degree of stability in Net Asset Value; Risk is negligible with very low sensitivity to changing economic conditions.

**AA+(f), AA(f), AA-(f)**

High degree of stability in Net Asset Value; Risk is modest but may vary slightly from time to time because of changing economic conditions.

**A+(f), A(f), A-(f)**

Moderate degree of stability in Net Asset Value; Risk factors may vary with possible changes in the economy.

**BBB+(f), BBB(f), BBB-(f)**

Adequate degree of stability in Net Asset Value; Risk factors are considered variable if changes occur in the economy.

**BB+(f), BB(f), BB-(f)**

Low degree of stability in Net Asset Value; Risk factors are sensitive to changes in the economy.

**B(f)**

Very low degree of stability in Net Asset Value; Risk factors are capable of fluctuating widely if changes occur in the economy.

*The fund stability rating scale of AAA to B is appended by the letter (f) to denote fund ratings and to differentiate it from the nomenclature used for issue and issuer ratings.*

*While no outlook is assigned to the fund stability rating, the same may be placed under 'Rating Watch' if VIS views that the status of the assigned rating is uncertain and there are conditions present that necessitate reevaluation of the assigned rating. VIS also designates direction, Positive, Negative or Developing, to ratings placed under 'Rating Watch'. This shows VIS's opinion regarding the likely direction of a rating. Developments in factors other than those that necessitated the 'Rating Watch' may result in a rating change, while the rating continues to be placed under 'Rating Watch'.*

REGULATORY DISCLOSURE		Appendix III		
<b>Name of Rated Entity</b>	HBL Asset Management Limited			
<b>Sector</b>	Mutual Funds			
<b>Type of Relationship</b>	Solicited			
<b>Purpose of Rating</b>	Management Quality Rating			
<b>Rating History</b>	<b>Rating Date</b>	<b>Medium to Long Term</b>	<b>Outlook</b>	<b>Rating Action</b>
	12/31/2021	AM2++	Positive	Maintained
	12/31/2020	AM2++	Stable	Upgrade
	12/31/2019	AM2+	Positive	Reaffirmed
	12/28/2018	AM2+	Positive	Maintained
	12/29/2017	AM2+	Stable	Upgrade
	12/30/2016	AM2	Positive	Maintained
	5/4/2016	AM2	Stable	Harmonized
	1/14/2016	AM2-	Stable	Reaffirmed
	3/13/2015	AM2-	Stable	Reaffirmed
	10/21/2013	AM2-	Stable	Upgrade
	12/26/2012	AM3+	Positive	Reaffirmed
10/20/2011	AM3+	Positive	Maintained	
<b>Instrument Structure</b>	N/A			
<b>Statement by the Rating Team</b>	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 Management quality only and is not a recommendation to buy or sell any securities.			
<b>Probability of Default</b>	N/A			
<b>Disclaimer</b>	Information herein was obtained from sources believed to be accurate and reliable; however, VIS does not guarantee the accuracy, adequacy or completeness of any information and is not responsible for any errors or omissions or for the results obtained from the use of such information. Copyright 2021 VIS Credit Rating Company Limited. All rights reserved. Contents may be used by news media with credit to VIS.			
<b>Due Diligence Meeting</b>	<b>Name</b>	<b>Designation</b>	<b>Date</b>	
	Mr. Muhammad Ali Ansari	Country Head Retail	Dec 7, 2021	
	Mr. Noman Qurban	CFO & Company Secretary		
	Mr. Muhammad Ali Bhabha	Chief Investment Officer		
	Mr. Muhammad Qasim	Senior Manager Finance	Dec 23, 2021	
Mr. Mir Adil Rashid	CEO			