

## INSTRUCTIONS FOR REGISTRATION AND BIDDING

**REGISTRATION PERIOD WILL BE OPEN ON 13<sup>th</sup> FEBRUARY 2025, 14<sup>th</sup> FEBRUARY 2025, AND 17<sup>th</sup> FEBRUARY 2025 BETWEEN 9:00 AM TO 5:00 PM AND BETWEEN 9:00 AM TO 3:00 PM ON 18<sup>th</sup> FEBRUARY, 2025**

**BIDDING PERIOD OPENS FROM 17<sup>th</sup> FEBRUARY, 2025 TO 18<sup>th</sup> FEBRUARY, 2025 BETWEEN 9:00 AM TO 5:00 PM**

**INITIAL PUBLIC OFFER OF ORDINARY SHARES OF BARKAT FRISIAN AGRO LIMITED ("BFAL" OR THE "COMPANY") THROUGH BOOK BUILDING PROCESS AT A FLOOR PRICE OF PKR 13.00/- PER SHARE**

The Issue comprises of 67,735,000 Ordinary Shares of face value worth PKR 1/- each. The entire Issue of 67,735,000 Ordinary Shares will be offered through the Book Building process at a Floor Price of PKR 13.00/- per share with a price band of 40% above the floor price i.e. PKR 18.2/-

The bidders shall be allowed to place bids for hundred percent (100%) of the Issue size and the Strike Price shall be the price at which the hundred percent (100%) of the Issue is subscribed. However, the successful bidders shall be provisionally allotted only seventy-five percent (75%) of the Issue size i.e. 50,801,250 shares and the remaining twenty-five percent (25%) i.e. 16,933,750 shares shall be offered to the retail investors.

### **Instructions for Registration and Bidding**

1. Only registered investors will be eligible to participate in the bidding process.
2. Investors are required to fill in the Registration Form and submit the complete Registration Form along with Margin Money at the Bid Collection Centres during the Registration Period.
3. For deposit of Margin Money only Pay Orders, Demand Drafts or a bank receipt evidencing Online Transfers in the designated bank account shall be accepted during the Bidding Period. **Each eligible investor shall only submit a single pay order, demand draft or evidence of online transfer of money along with the Registration Form. It may also be noted that only a single pay order, demand draft or evidence of online transfer of money shall be accepted by the Book Runner along with each Additional Payment Form.**
4. Once the investor is registered in the System, the investor will receive Username and Password via an automatically generated e-mail through the System software.
5. Investors can directly place their bids online during the Bidding Period by using the Username and Password provided to them via e-mail or submit the Bidding Form at the bid collection centres in person.
6. On entry of bid in the System, the investors will receive an e-mail confirmation of their bid via the System software.
7. Investors can upward revise their bids online. Please visit [www.bkb.psx.com.pk](http://www.bkb.psx.com.pk) to access online portal. Online access will be available for upward bid revisions during the Bidding Period from 9:00 am to 5:00 pm. **An investor shall not be allowed to place or upward revise a bid with a price variation of more than 10% of the prevailing Indicative Strike price with a maximum price band of upto 40% of the floor price. THE BIDDER SHALL NOT MAKE DOWNWARD REVISION BOTH IN TERMS OF BID PRICE AND BID VOLUME; PROVIDED THAT INCASE OF UPWARD REVISION OF THE BID PRICE, THE NUMBER OF SHARES BID FOR I.E. BID VOLUME MAY BE ADJUSTED ENSURING THAT THE BID AMOUNT OR BID MONEY REMAINS THE SAME. NO WITHDRAWAL OF BID SHALL BE ALLOWED.**

### **Please Note:**

1. Fill in all the particulars of the form accurately in **BLOCK LETTERS**.
2. For deposit of margin money, only Pay Orders, Demand Draft will be accepted. For online transfer the payment shall be made into Account IBAN "**PK62MEZN0099090111155617**" being maintained with Meezan Bank Limited with Account Title: "**BARKAT FRISIAN AGRO LIMITED-BOOK BUILDING**". Please note that online transfer facility shall only be allowed to Meezan Bank Limited customers.
3. Kindly provide a copy of CNIC or Passport (in case of Individual Investors) or NTN Certificate / Certificate of Incorporation (in case of Institutional Investor) along with the Registration Form.
4. Applicants are requested to provide accurate contact details. Please provide accurate landline number(s), mobile number(s), fax number(s), UIN(s), NTN number and e-mail address(es).
5. **Bidders are requested to provide two copies of the bidding instrument at the time of bid submission.**
6. The National Taxation Number ("**NTN**") of Barkat Frisian Agro Limited is **7370740**. This NTN shall be required by applicants for making their respective pay orders.
7. The Bidder is required to duly fill Additional Payment Form for depositing additional funds for enhancement of deposit amount.
8. All payments are to be made in favor of "**BARKAT FRISIAN AGRO LIMITED-BOOK BUILDING**" at any of the following bidding centers:

Karachi		
Contact Officer:	Hamza Rehan	Usama Hanif
Designation	Associate	Analyst
Direct No.:	021 38280273	021 38280226
Email:	<a href="mailto:Hamza.rehan@arifhabibltd.com">Hamza.rehan@arifhabibltd.com</a>	<a href="mailto:usama.hanif@arifhabibltd.com">usama.hanif@arifhabibltd.com</a>
Organization	Arif Habib Limited	Arif Habib Limited
Postal Address:	Arif Habib Centre, 23 M.T Khan Road, Karachi	Arif Habib Centre, 23 M.T Khan Road, Karachi
	Arif Habib Limited	Arif Habib Limited
Karachi		
Contact Officer:	Muhammad Faizan Qureshi	Muhammad Imran
Designation	Analyst	Branch Manager
Direct No.:	021 38280276	021-32470920-25 Ext # 4849
Email:	<a href="mailto:faizan.qureshi@arifhabibltd.com">faizan.qureshi@arifhabibltd.com</a>	<a href="mailto:bm.khi9909@meezanbank.com">bm.khi9909@meezanbank.com</a>
Organization	Arif Habib Limited	Meezan Bank Limited

Postal Address:	Arif Habib Centre, 23 M.T Khan Road, Karachi Arif Habib Limited	Ground Floor, Room # 7-13, Stock Exchange Building, Stock Exchange Road, Karachi.
Islamabad		
Contact Officer:	Asad Abbas Najfi	Sumaira Subhan Wazir
Designation	Manager	Branch Manager
Direct No.:	051 289 5341	051-2894676, 051-2894671-4 Ext # 6674
Contact No.:	0345 5111156	0301-5686763
Email:	<a href="mailto:asad.abbasnajfi@arifhabibltd.com">asad.abbasnajfi@arifhabibltd.com</a>	<a href="mailto:bm.isd30@meezanbank.com">bm.isd30@meezanbank.com</a>
Organization	Arif Habib Limited	Meezan Bank Limited
Postal Address:	Office No. 506, 5th Floor, ISE Towers, Jinnah Avenue, Islamabad	Room # 218, 2nd Floor, 55-B, ISE Tower, Jinnah Avenue, Blue Area, Islamabad
Lahore		
Contact Officer:	Muhammad Mibsam	Malik Tayyab Moazam
Designation	Junior Officer	Branch Manager
Direct No.:	+92-21-38003309	042-35870929, 042-5879870-72 Ext # 5001
Contact No.:	0300 4574734	0301-1189235
Email:	<a href="mailto:muhammad.mibsam@arifhabibltd.com">muhammad.mibsam@arifhabibltd.com</a>	<a href="mailto:bm.lhr01@meezanbank.com">bm.lhr01@meezanbank.com</a>
Organization	Arif Habib Limited	Meezan Bank Limited
Postal Address:	Office No. G-5 & G-6, Ground Floor, LSE Plaza, 19 Khayaban-e-Aiwan-e-Iqbal Lahore	Meezan Bank Limited, Gulberg Branch (0201) 60 Main Boulevard, Gulberg, Lahore
Faisalabad		
Contact Officer:	Muhammad Naseem Asmat	Amer Adnan
Designation	Branch Manager	Branch Manager
Direct:	+92 41 8531010-13	041-2603586, 041-2602586-88 Ext # 5212
Contact No.:	0322-8661318	0304-0920999
Email:	<a href="mailto:naseem.asmat@arifhabibltd.com">naseem.asmat@arifhabibltd.com</a>	<a href="mailto:bm.fsd02@meezanbank.com">bm.fsd02@meezanbank.com</a>
Organization	Arif Habib Limited	Meezan Bank Limited
Postal Address:	Office # 4 <sup>th</sup> , 3 <sup>rd</sup> Floor, Legacy Tower. Near Kohinoor city, Faisalabad	Kotwali Road, Faisalabad (0402) P-66 Allama Iqbal Road (Kotwali Road), Faisalabad
Peshawar		
Contact Officer:	Zeeshan Ahmad	Muhammad Ali
Designation	Assistant Manager	Operation Manager
Direct:	-	091-2612023, 091-9214001-4 Ext # 6237
Contact No.:	0345 9381820	0333-9225261
Email:	<a href="mailto:zeeshan.ahmad@arifhabibltd.com">zeeshan.ahmad@arifhabibltd.com</a>	<a href="mailto:om.pew04@meezanbank.com">om.pew04@meezanbank.com</a>
Organization:	Arif Habib Limited	Meezan Bank Limited
Postal Address:	F-16/F-17, 1ST Floor, The Mall Tower, Peshawar Cantt.	GT ROAD BRANCH, Al-Arif House, Near Al-Amin Hotel, GT ROAD, PESHAWAR.
Multan		
Contact Officer:	Alam Akhtar	Khalid Mahmood
Designation	Senior Manager	Branch Manager
Direct:	+92 61 8000 800, +92 61 451 4412	061-4513672, 061-4785604-7 Ext # 5284
Contact No.:	0321 639 3919	0300-6340448
Email:	<a href="mailto:alam.akhtar@arifhabibltd.com">alam.akhtar@arifhabibltd.com</a>	<a href="mailto:bm.mtn01@meezanbank.com">bm.mtn01@meezanbank.com</a>
Organization:	Arif Habib Limited	Meezan Bank Limited
Postal Address:	Office # 305, 3rd Floor, United Mall, Abdali Road, Multan	Plot No.92,93,94, LMQ Road, Chowk Nawan Shaher, Multan

	Sialkot	Abbottabad
Contact Officer:	Tahir Jamil Qureshi	Muhammad Yasir Saleem
Designation	Branch Manager	Branch Manager
Direct:	052-4295301-03, Ext # 5342	0992-344701-03, Ext # 6287
Contact No.:	0300-9614949	0321-9544858
Email:	<a href="mailto:bm.skt01@meezanbank.com">bm.skt01@meezanbank.com</a>	<a href="mailto:bm.abd01@meezanbank.com">bm.abd01@meezanbank.com</a>
Organization:	Meezan Bank Limited	Meezan Bank Limited
Postal Address:	Pakka Garha, Kashmir Road Sialkot	Plot No. 843-846, Manshera Road, Near SNGPL Office, Abbottabad
	Quetta	Azad Kashmir
Contact Officer:	BM # Muhammad Tahir Panezai	Kashif Hussain
Designation	Branch Manager	Branch Manager
Direct:	Direct: 081-2829755, 081-2829470-72-73 Ext # 4403	05822-920461, 058810-42154-56 Ext # 6367
Contact No.:	Cell# 0309-7772570, 0334-3888488	0300-8157502
Email:	<a href="mailto:bm.qta01@meezanbank.com">bm.qta01@meezanbank.com</a>	<a href="mailto:bm.mzd01@meezanbank.com">bm.mzd01@meezanbank.com</a>
Organization:	Meezan Bank Limited	Meezan Bank Limited
Postal Address:	1-25/12-13, Barrech Complex, Mannan Chowk, Jinnah Road Quetta	Secretariat Road, Sathra Muzaffarabad, Azad Jammu & Kashmir
Gilgit/Baltistan		
Contact Officer:	Shafqat Wali Khan	
Designation	Branch Manager	
Direct:	05811-458038, 05811-458039-41 Ext # 6448	
Contact No.:	0346-9219217	
Email:	<a href="mailto:bm.glt9834@meezanbank.com">bm.glt9834@meezanbank.com</a>	
Organization:	Meezan Bank Limited	
Postal Address:	Shop# 433, Northern Light Infantry (NLI) Market, Gilgit, Baltistan	

9. **CASH SHOULD NOT BE SUBMITTED WITH REGISTRATION FORM AT THE BID COLLECTION CENTER.**
10. **THE BID SHOULD BE SUBMITTED ON THE PRESCRIBED BIDDING FORM ALONG WITH THE REGISTRATION FORM TO THE PERSONS MENTIONED IN NOTE 8 ABOVE. REGISTERED INVESTORS CAN ALSO PLACE THEIR BIDS DIRECTLY VIA THE ONLINE PORTAL BY VISITING [WWW.BKB.PSX.COM.PK](http://WWW.BKB.PSX.COM.PK).**
11. Bids can be placed at "Limit Price" or "Step Bid".

**a) Payment for Limit Price:**

If investors are placing their bids as a Limit Bid, then they shall deposit the Margin Money based on the number of shares they are bidding for at their stated bid price.

For instance, if an investor is applying for 1 Mn shares at a price of PKR 13.00/- per share, then the total Application Money would amount to PKR 13.00 Mn. In such a case, (i) Individual Investor shall deposit PKR 13.00 Mn in the Book Building account as the bid amount which is 100% of PKR 13.00 Mn; and (ii) Institutional Investor shall deposit at least PKR 3.25 Mn in the Book Building account as the Margin Money which is 25% of PKR 13.00Mn.

**b) Payment for Step Bid:**

If an investor is placing a Step Bid which is a series of Limit Bids at increasing prices, then he/she/it shall deposit the Margin Money / bid money based on the total number of shares he/she/it is bidding for at his/her/its stated bid prices.

If an investor is placing a Step Bid which is a series of Limit Bids at increasing prices, then he/she/it shall deposit the Margin Money / bid money based on the total number of shares he/she/it is bidding for at his/her/its stated bid prices.

For instance, if the investor bids for 1 Mn shares at PKR 13.00/- per share, 0.6 Mn shares at PKR 13.31/- per share and 0.5 Mn shares at PKR 13.55/- per share, then in essence the investor has placed one Step Bid comprising three limit bids at increasing prices. The Application Money would amount to PKR 27.61 Mn, which is the sum of the products of the number of shares bid for and the bid price of each limit bid. In such a case, (i) Individual Investors shall deposit PKR 27.61 Mn in the Book Building Account as Margin

Money which is 100% of PKR 27.61 Mn and (ii) Institutional Investors shall deposit at least PKR 6.94 Mn in the Book Building Account as Margin Money which is 25% of PKR 27.61 Mn.

12. The applicant, if Individual Investor, shall submit amount of 100% of the application money as Bid / Margin Money whereas Institutional Investors shall submit not less than 25% of the application money.
13. Book Runner shall not accept or register any new Bidders after **3:00 PM during the last day of Bidding Period**.
14. The Bidder can view the color of the book, i.e. bid price and number of shares against each bid price online anytime during the Bidding Period at the following websites: [www.psx.com.pk](http://www.psx.com.pk)
15. Successful Bidders shall be intimated, within **one (1) working day** of the closing of the Bidding Period, the Strike Price and the number of shares allotted to each of them.
16. Upon intimation by the Book Runner of final allocation, successful institutional bidders shall deposit their balance margin money within **one (1) days** of such intimation, if required, as consideration against allotment of shares.
17. Where a successful Bidder defaults in payment of shares allotted to him, the Margin Money deposited by such Bidder shall be forfeited to the Book Runner.
18. Final allotment of shares out of the Book Building portion shall be made after receipt of full subscription money from the successful bidders; however, shares to such bidders shall be issued securities only after the end of the public subscription, in the form of book-entry to be credited in their respective accounts. All the bidders shall, therefore, provide number of their accounts.
19. The bidders who have made bids below the Strike Price shall not qualify for allotment of securities and the Book Runner shall intimate their respective banks for unblocking their Bid Money within one (1) working day of the close of the bidding period and the refunds, where required, to such bidders shall be made within three (3) working days from the close of the bidding period.
20. The bid money of bidders who have undertaken to subscribe the unsubscribed retail portion shall remain deposited or blocked till allotment of unsubscribed retail portion, if any, to them on pro-rata basis.