

# Listing on Pakistan Stock Exchange

Your Avenue for Progress



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# Topics Covered

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What is an IPO?

Benefits of Listing

Eligibility Criteria

Mandatory Requirements

Non-compliance With Profitability Requirement

Green Field Project

Listing Fees

Procedure to Get Listed

Allocation of Shares

Contact Information

# What is an IPO?

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An initial public offering (IPO) is the process where a company **issues a stake of its ownership** to the public for the first time.

Investors who wish to gain ownership in a company **subscribe** to the company's shares.

# Benefits of Listing



## Enhances Company's Public Profile

IPOs can be effective branding and marketing tools as they attract media interest. Listed companies are regarded as industry leaders in their respective sectors.

## HR Capital

Highly skilled employees are attracted to listed companies. Moreover, companies can offer Employee Stock Options to their existing work force.

## Debt Limit Enhancement

Banks improve loan limits with competitive interest rates to listed companies with higher paid up capital or Equity

## Improved Relations with Bankers and Suppliers

Due to the requisite of making financial accounts public and disclosing all price sensitive information, the banker's and supplier's trust on the company enhances.

## Higher Company Valuation

For valuation of a public listed company all stakeholders use market value rather than book value which is mostly higher

## Business Continuity and Succession Planning

Listing makes transition from first generation to the next hassle free

## Raise Long Term Working Capital

For funding expansions, mergers, working capital requirements, etc.



# What is the Eligibility Criteria?

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## Main Board

- Minimum post-issue paid up capital of Rs.200 Million



## GEM Board

- Minimum post-issue paid up capital of Rs.25 Million



# What are the mandatory requirements?



## Financial Statements

- Must prepare periodic Financial statements.
- Must audit statements by QCR (Quality Control Review) rated chartered accountants.
- Must publish on the website.



## Company Website

- Must contain basic business information.
- Must contain prospectus
- Must post annual, half-year quarterly accounts.

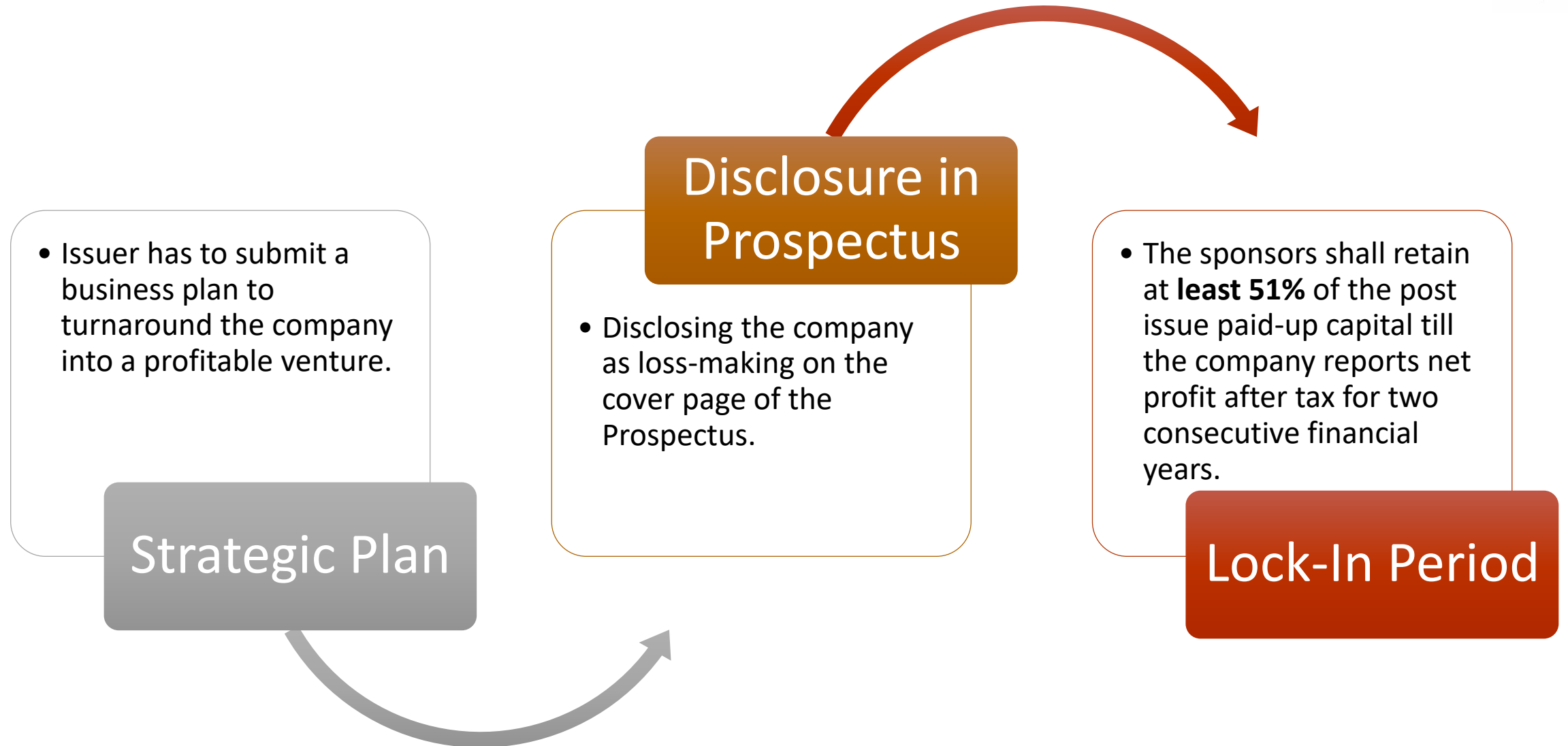


## Operational Requirements

- Must be in business for at least three years.
- Must be profitable for at least two preceding years before getting listed (Exception in the next slide)



# Non-Profitable Company Listing Requirements



## If the Issuer is applying to list a Green Field Project, the following requirements need to be fulfilled:

<p>Sponsors' contribution, in the form of equity in a green field project at the time of IPO, shall not be less than 51% of the entire equity.</p>	<p>The sponsors of the Issuer shall retain at least 51% of the post issue paid-up capital till the company reports net profit after tax for two consecutive financial years including profit from its core business activities.</p>	<p>Successful business track record of sponsors.</p>	<p>Experience and skills of the management to run the proposed project.</p>	<p>If required, Engineering, Procurement and Construction (EPC) contract shall be in place.</p>	<p>Land for the project, if required is acquired by the Issuer and the same is in the name of the issuer.</p>	<p>Disclosing the company as Green-Field Project on the cover page of the Prospectus.</p>
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# Listing Fees



**Initial Listing Fees**

- One-tenth of 1% of Paid Up Capital.
- Capped at PKR 1.5 Million.



**Annual Listing Fees**

- Annual Rate given in the next slide
- Capped at PKR 5 Million.

# How to calculate Annual Listing Fees?



2.

**Company Profile**

**BUSINESS DESCRIPTION**  
Roshan Packages Limited was incorporated in Pakistan as a private company limited by shares on 13 August 2002 under the Companies Act, 2017 . The Company was converted into a public limited company on 23 September 2016 and got listed on Pakistan Stock Exchange Limited on 28 February 2017. It is principally engaged in the manufacture and sale of corrugation and flexible packaging materials.

**KEY PEOPLE**

<b>Mr Tayyab Aijaz</b>	CEO
<b>Mr.Khalid Ejaz Qureshi</b>	Chairman
<b>Ms. Rabia Sharif</b>	Company Secretary

**ADDRESS**  
325 G III Johar Town Lahore

**REGISTRAR**  
CDC House, 99-B, Block B, S.M.C.H.S. Main Shahra-e-Faisal, Karachi -74400

**AUDITOR**  
EY Ford Rhodes, Chartered Accountants

**WEBSITE**  
www.roshanpackages.com.pk

**Fiscal Year End**  
June

**Equity Profile**

<b>MARKET CAP (000's)</b> <b>6,003,789.00</b>	<b>SHARES</b> <b>141,900,000</b>	<b>FREE FLOAT</b> <b>44,304,108</b>	<b>FREE FLOAT</b> <b>31.22%</b>
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3. Rate of Fee applicable with effect from July 01, 2020:

COMPANIES HAVING MARKET CAPITALIZATION AS ON JUNE 30	RATE OF FEE PER ANNUM
Up to Rs.100 million	Rs. 100,000
Above Rs.100 million & up to Rs. 250 million	Rs. 100,000+0.075% on excess over Rs.100 million
Above Rs. 250 million & up to Rs.500 million	Rs. 212,500+0.06% on excess over Rs. 250 million
Above Rs. 500 million & up to Rs.1,000 million	Rs. 362,500+0.025% on excess over Rs. 500 million
Above Rs. 1,000 million & up to Rs. 2,000 million	Rs. 487,500+0.015% on excess over Rs.1,000 million
Above Rs. 2,000 million & up to Rs.10,000 million	Rs. 637,500+0.013% on excess over Rs.2,000 million
Above Rs.10,000 million & up to Rs.20,000 million	Rs. 1,677,500+0.005% on excess over Rs.10,000 million
Above Rs. 20,000 million & up to Rs.50,000 million	Rs. 2,177,500+0.0015% on excess over Rs.20,000 million
Above Rs.50,000 million	Rs. 2,627,500+0.001% on excess over Rs.50,000 million

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Rs. 637,500 + 0.013%\*(4,003,789,000)

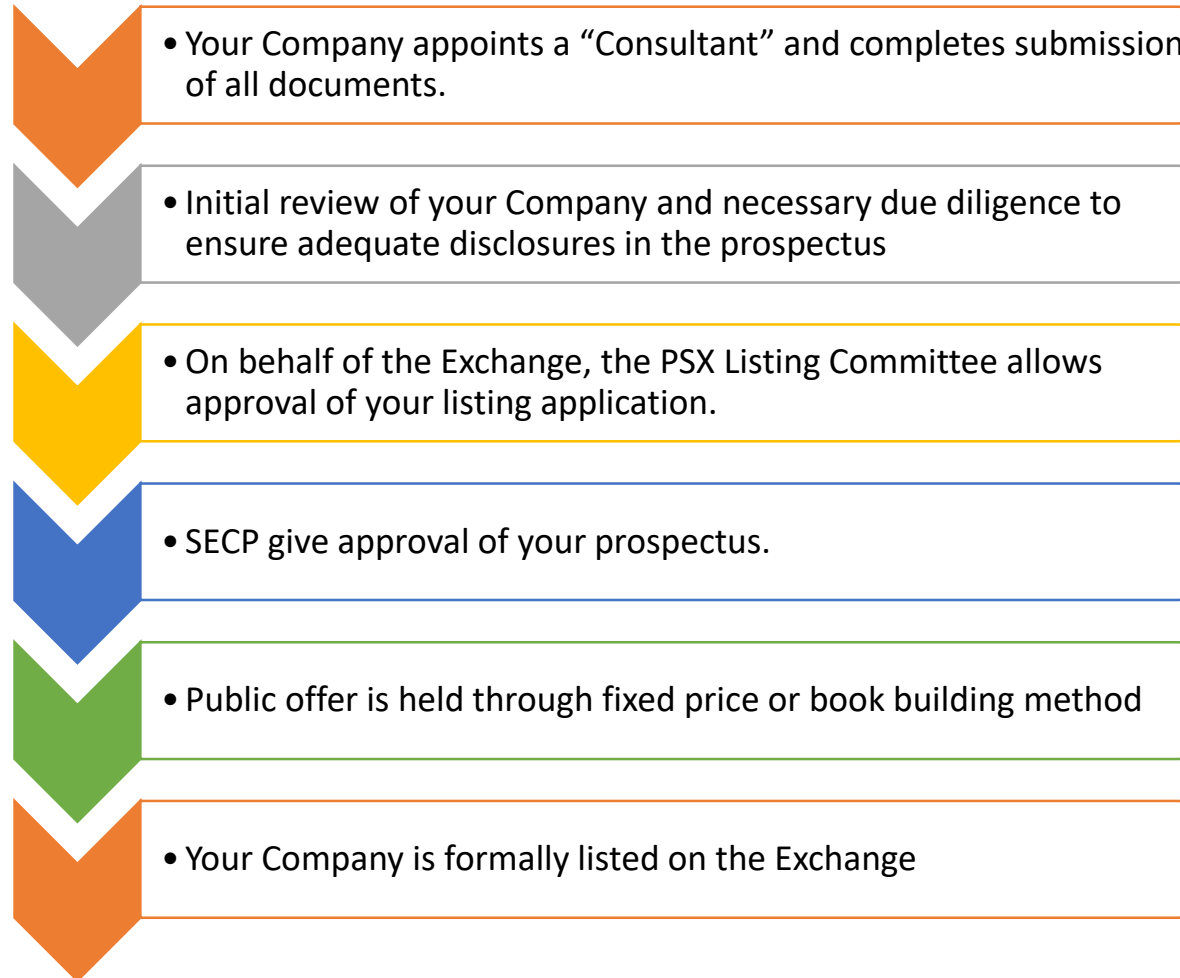
Annual Listing Fees for the year:

**Rs. 1,157,993**

# How can you get your company listed on the Exchange?



## Procedure



## Timeline



# Allocation of IPO or Offer for sale to General Public

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<b>Post Issue Paid up Capital (PIPC)</b>	<b>Allocation of Capital to the General Public, excluding Premium Amount and Pre-IPO Placement</b>
<b>Up to PKR 2.5 billion</b>	At-least 10% of PIPC  Provided that the Company shall be required to subsequently enhance the quantum of public shareholding to 25% within next 3 years of its listing.
<b>Above PKR 2.5 billion and up to PKR 5 billion</b>	At-least 10% of PIPC  Provided that the Company shall be required to subsequently enhance the quantum of public shareholding to 15% within next 3 years of its listing.
<b>Above PKR 5 billion and up to PKR 10 billion</b>	At-least 10% of PIPC
<b>Above PKR 10 billion</b>	At-least 5% of PIPC

# Contact Information

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**Thank You!**

For any further information or queries please contact:  
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