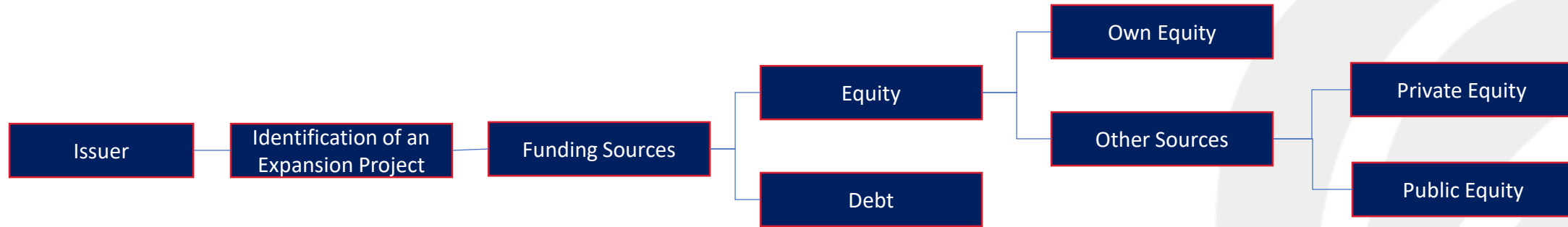


Listing application review, Prospectus Assessment and e-IPO

The IPO Process



Once the source have been identified, the Issuer will appoint their CTI to assist them in preparing for the listing, which includes several steps.

Appointment of Consultant	Preparation, Due Diligence & Valuation	Submission to SECP & PSX	Marketing	Book Building	Initial Public Offering	Post Issue
<ul style="list-style-type: none"> • Development of Prospectus • Development of Listing Application • Financial Modeling & valuation • Compliance with Code of Corporate Governance • Conversion from Private to Public • Selection & appointment of Directors • Conversion from physical to CDS • Appointment of BTI, Share Registrar, etc 	<ul style="list-style-type: none"> • Public Comments • Simultaneous review by SECP & PSX • Recommendations by Regulators • Clarifications / Suggestions by General Public • Incorporation or Clarification • Due Diligence or Compliance Certificate by the CTI • Allotment of dates for Book Building & IPO 	<ul style="list-style-type: none"> • Road show presentations • One on One meetings with major institutional and HNWI investors • Prospectus Publication • Media awareness campaign • Social media awareness campaign 	<ul style="list-style-type: none"> • Registration for book building • Book building via Dutch auction method on PSX software • Provisional allocation of Shares • Refund of excess funds 	<ul style="list-style-type: none"> • General Public Portion • Utilization of expansive branch network • Recent times have seen an increase in utilization of e-IPO services from general public • Final allocation of shares to Book Building participants 	<ul style="list-style-type: none"> • Issuance of Shares • Refund of excess funds • Listing at PSX 	

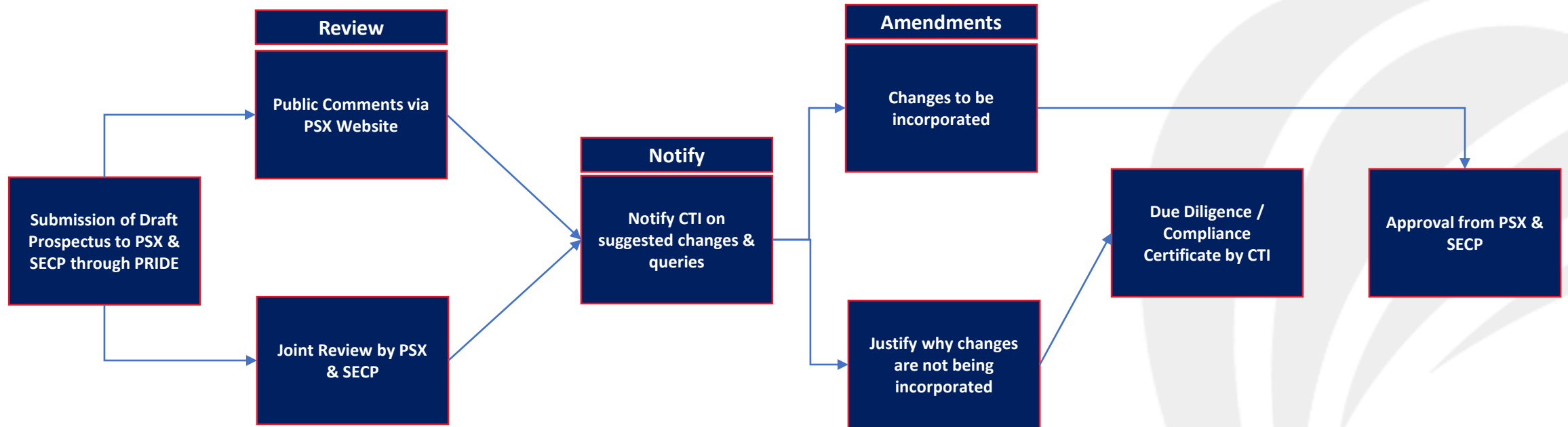
The Listing Application – Documents List

Forms	Certificates	Resolutions	Consents	Undertakings & Affidavits
Form 1 – Listing Application	Certificate of Incorporation	Board Resolution for listing & issue of shares to general public	Consultant to Issue	Sponsors that IPO proceeds shall be utilized as per the purpose disclosed in the Prospectus
Form 2 & 3 – Undertakings	Certificate of Commencement of Business	Board Resolution for conversion from private to public status of the Co	Book Runner	Affidavit from Company confirming that the Company, none of it's associates or group companies, directors or key management personnel have any overdue payments to financial institutions
All Form 3 since incorporation	Certificate of conversion from private to public	Board Resolution for conversion of shares from physical to CDC form	Bankers to Issue	By CEO and CFO of the Issuer on the format given in Section 1 of First Schedule of Public Offering Regulations duly certified by Oath Commissioner.
Form IV – NOC from underwriters, if any	Certificate of change of name of Company	Board Resolution passing the project for which funds are being raised	Legal Counsel	Company's sponsors / promoters, CEO, Directors, Major Shareholders affirming that they and their company have no overdue payments to any financial institutions as per Form VI
Form 5 – Declaration from the issuer about loans amounting to PKR 500,000 or more written off during the past 5 years	Auditors Certificate for amounts subscribed by Sponsors, Directors, Associates, Friends, Relatives & Private placement		Share Registrar	By the Company regarding details of any restrictions placed by any regulatory body or lender on the Company
	Auditors Certificate under Clause 28(1) of Sec 2 of Part -1 of 2 nd Schedule of CA2017		Auditors	From the Sponsors that they will retain their entire shareholding for a period of not less than 12 months from the last date for public subscription
	Auditors Certificate for Break up value		Underwriters	From the sponsors that they will retain not less than 25% of the paid up capital for not less than 3 financial years from the last date of public subscription
	CTI regarding compliance of requirements of Listing of Companies & Securities Regulations of PSX and disclosure as per regulatory requirement of SECP			CEO & CFO to provide an undertaking that they have reviewed the Prospectus and all contents, to the best of their knowledge and belief have been stated correctly and fairly

The Listing Application – *Corporate Actions List*

S. No	Actions	S. No	Actions
1.	Change of Status of Company from Private to Public	9.	Board Resolutions recording all actions
2.	Increase in Authorized Capital, if required	10.	Ensuring all land title deeds are available
3.	Capitalization of Reserves, if possible	11.	Record of Capital Injection since inception
4.	Selection of a Board of Directors as per requirements of Code of Corporate Governance	12.	Hiring of a specialist Company Secretary
5.	Conversion of Shares from physical form to demutualized form	13.	Hiring of a specialist Tax Consultant
6.	Issuance of Shares	14.	Ensure that all SECP filings are up to date from inception
7.	Formation of Board Committees		
8.	Appointing a Share Registrar		

The Listing Application – Prospectus Review

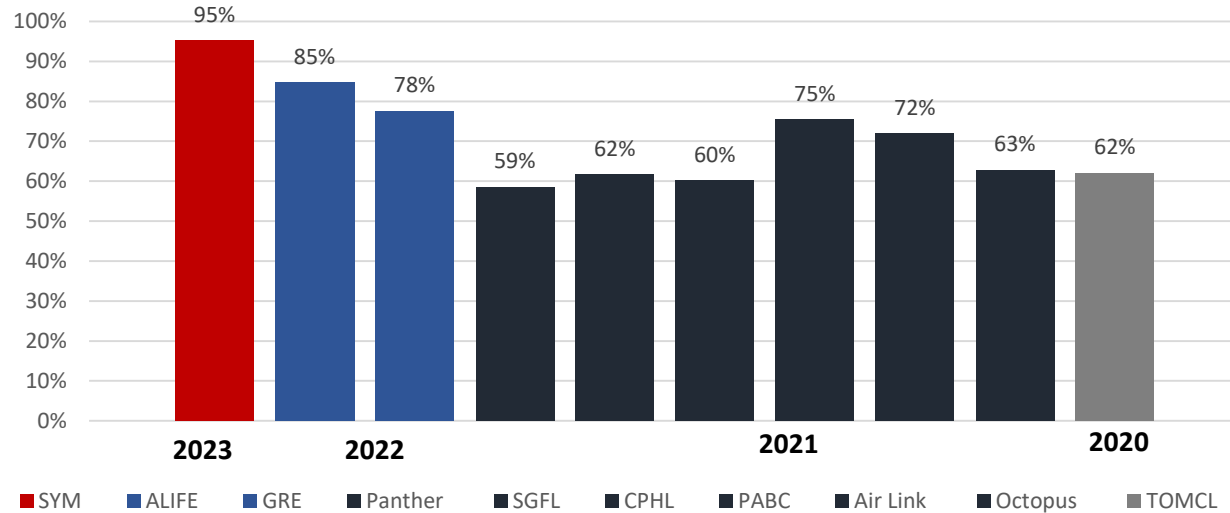


Key Areas of Prospectus

- Utilization of Proceeds: Regulators look at this section with extreme caution as this explains where the Company intends to utilize the funds received from Public.
- Any Claims: Prospectus should not be a marketing document but all details contained therein must be authenticated through reliable sources
- Financial Data: All financial data must be up to date and accurate

The Listing Application | e-IPO

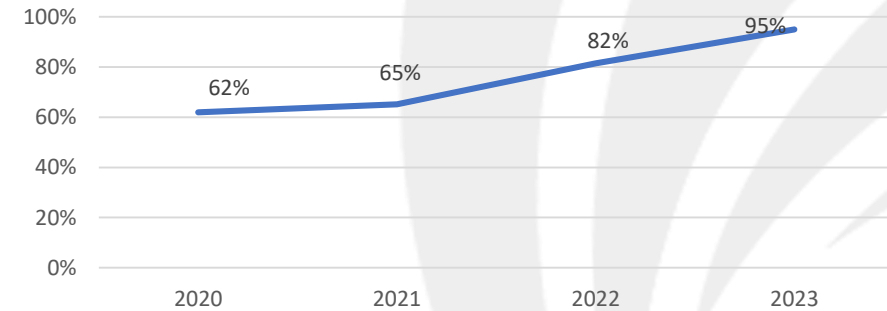
% of Applications through e-IPO



Source: Topline

S. No	Year	Avg Participation through e-IPO
1.	2023	95%
2.	2022	81.5%
3.	2021	65.16%
4.	2020	62%

Avg Participation through e-IPO



Source: Topline

The process of subscribing to an IPO through e-banking is called an ‘e-IPO’

As shown in the above chart, retail investors have grown fond of utilizing the e-IPO services owing to its convenience

Another factor for its popularity is that PSX and CDC have also started providing e-IPO services

Currently, PSX & CDC along with all major banks offer e-IPO facilities. However, e-IPO banks may vary from bank to bank

We believe that if all banks are asked to participate in e-IPO, this may increase the investor base

Key Contacts

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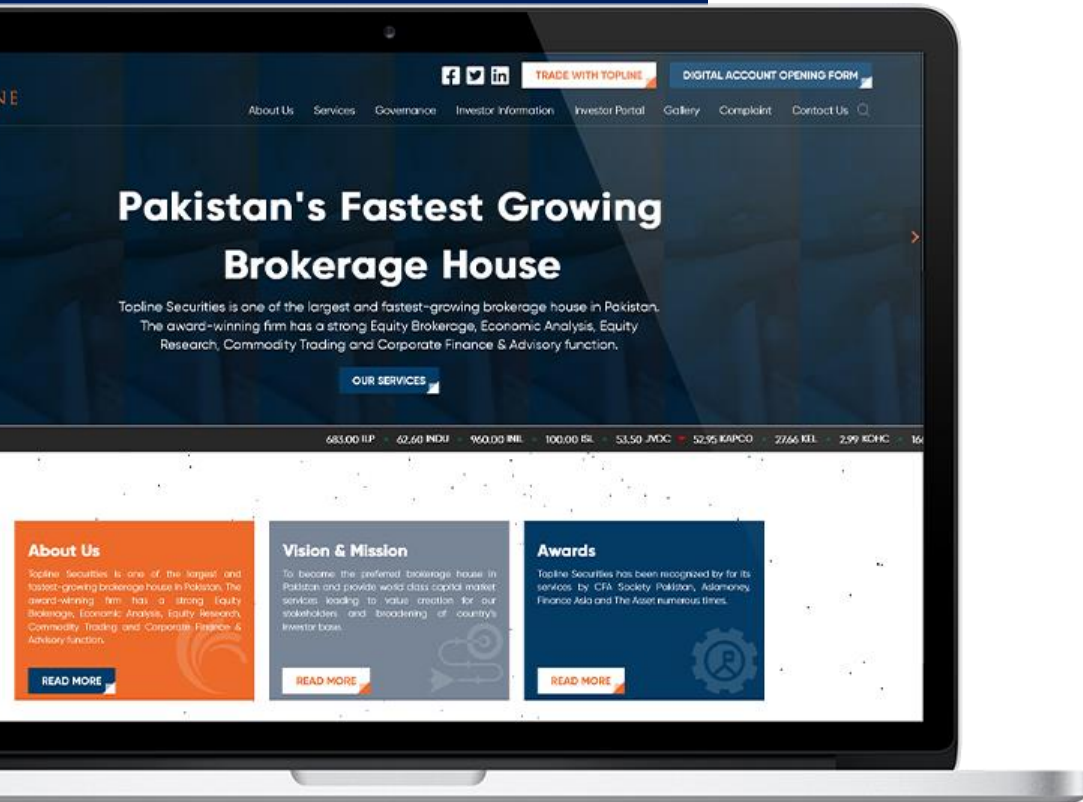
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