

INSTRUCTIONS FOR REGISTRATION AND BIDDING

REGISTRATION PERIOD OPENS FROM NOVEMBER 03, 2017 TO NOVEMBER 08, 2017 BETWEEN 9:00 AM TO 5:00 PM (EXCEPT ON WEEKENDS) AND BETWEEN 9:00 AM TO 3:00 PM ON NOVEMBER 09, 2017. BIDDING PERIOD OPENS FROM NOVEMBER 08, 2017 TO NOVEMBER 09, 2017 BETWEEN 9:00 AM TO 5:00 PM

OFFER FOR SALE OF ORDINARY SHARES OF AGP LIMITED (“AGPL” OR THE “COMPANY”) THROUGH THE BOOK BUILDING PROCESS AT THE FLOOR PRICE OF PKR 80.00/- PER SHARE

The Present Offer comprises of 35,000,000 Ordinary Shares (12.50% of the Paid-up Capital of the Company with face value of PKR 10.00/- each).

The bidders shall be allowed to place bids for hundred percent (100.00%) of the Offer size and the Strike Price shall be the price at which the Hundred Percent (100.00%) of the Offer is subscribed. However, the successful bidders shall be allotted only Seventy Five Percent (75.00%) of the Offer size i.e. 26,250,000 and the remaining Twenty Five Percent (25.00%) i.e. 8,750,000 shall be offered to the retail investors. In case retail portion is undersubscribed, the unsubscribed portion will be allotted to successful bidders on pro-rata basis.

Instructions for Registration and Bidding

- Only registered investors will be eligible to participate in the bidding process.
- Investors are required to fill in the Registration Form and submit the complete Registration Form along with Duplicate Registration Form and Margin Money at the Bid Collection Centers during the Registration Period.
- 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.**
- 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.
- 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 centers in person.
- On entry of bid in the System, the investors will receive an e-mail confirmation of their bid via the System software.
- Investors can upward revise their bids online. Please visit 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. **NO DOWNWARD REVISION IN BID AMOUNT, PRICE, OR VOLUME, OR WITDRAWAL OF BID SHALL BE ALLOWED.**

Please Note:

- Fill in all the particulars of the form accurately in **BLOCK LETTERS**.
- For deposit of margin money, only Pay Orders, Demand Draft will be accepted or online transfer facility (pay order or demand draft may be deposited at any branch of MCB Bank Limited and evidence to be submitted to the Book Runner) into the respective Book Building account, A/C # 0934138811010735, titled “Offer for Sale of AGP Limited - Book Building” maintained at MCB Bank Limited, Global Transaction Banking Branch, Karachi.
- 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.
- 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).
- Bidders are requested to provide two copies of the payment instrument at the time of bid submission.**
- The National Taxation Number (“NTN”) of AGP Limited is 4281954-7. This NTN shall be required by applicants for making their respective pay orders.
- The Bidder is required to duly fill Additional Payment Form for depositing additional funds for enhancement of deposit amount.
- In case the retail portion is fully subscribed, the bid money shall be refunded or unblocked, immediately but not later than 3 working days from the last day of final allocation
- All payments are to be made in favor of “Offer for Sale of AGP Limited - Book Building” at any of the following bidding centers:

Karachi			
Name:	Ibad Abdul Quddus Gandhi	Name:	Muhammad Arsalan Raja
Phone:	021 32466858	Phone:	021 34825023
Fax:	021 32430748	Fax:	021 34825027
E-mail:	Ibad.gandhi@bmacapital.com	E-mail:	muhammad.arsalan@bmacapital.com
Address:	BMA Capital Management Limited, Unitower, Level 9, I. I. Chundrigar Road, Karachi	Address:	BMA Capital Management Limited, Plot no B-29, Mezzanine Floor, Block 13-A, Main University Road, Gulshan-e-Iqbal, Karachi
Lahore		Islamabad	
Name:	Asjad Afzal	Name:	Qasim Zafar
Phone:	042 36676615	Phone:	051 2802361
Fax:	042 36619912	Fax:	051 2802356
E-mail:	asjad.afzal@bmacapital.com	E-mail:	qasim.zafar@bmacapital.com
Address:	BMA Capital Management Limited, 2nd Floor, 74-Commercial Area, Cavalry Ground, Lahore, Pakistan.	Address:	BMA Capital Management Limited, 104, 1st Floor, 82-East, Muhammad Gulistan Khan House, A.K Fazlul Haq Road, Blue Area, Islamabad, Pakistan
Peshawar		Quetta	
Name:	Syed Maqsood Shah	Name:	Waqar Ali
Phone:	091-5279769; 0333-9255279	Phone:	0333-7937887;081-2823487
Fax:	091-5279427	Fax:	081-2822203
E-mail:	Ops0277@mcb.com.pk	E-mail:	Ops0551@mcb.com.pk
Address:	MCB Bank Limited Saddar Road, Peshawar Cantt, Peshawar	Address:	MCB Bank Limited Shakra-e-Iqbal, Quetta

Gilgit		Mirpur	
Name:	Liaqat Ali	Name:	Hamedullah
Phone:	0300 8999117	Phone:	0582-7443145
Fax:	05811-457860	Fax:	0582-7442287
E-mail:	ops1116@mcb.com.pk	E-mail:	ops0596@mcb.com.pk
Address:	MCB Bank Limited National Market, Gilgit	Address:	MCB Bank Limited Iqbal Road, Mirpur, Azad Kashmir
Multan		Gujranwala	
Name:	Alam Akhtar	Name:	Faisal Yaqoob Khokar
Phone:	061 4576613	Phone:	055 3848503
Fax:	061 4576615	Fax:	055 3848505
E-mail:	alam.akhtar@bmacapital.com	E-mail:	faisal.khokhar@bmacapital.com
Address:	BMA Capital Management Limited, Office no. 607/A, 6th Floor, The United Mall, Abdali Road, Multan, Pakistan	Address:	BMA Capital Management Limited, Office no. 51, H-Block, Ground Floor, Trust Plaza, Gujranwala, Pakistan

10. CASH SHOULD NOT BE SUBMITTED WITH REGISTRATION FORM AT THE BID COLLECTION CENTER.
11. THE BID SHOULD BE SUBMITTED ON THE PRESCRIBED BIDDING FORM ALONG WITH THE REGISTRATION FORM IN PERSON OR THROUGH FAX AT THE NUMBERS MENTIONED IN NOTE 8 ABOVE. REGISTERED INVESTORS CAN ALSO PLACE THEIR BIDS DIRECTLY VIA THE ONLINE PORTAL BY VISITING WWW.BKB.PSX.COM.PK.
12. Bids can be placed at "Limit Price" or "Step Bid".
- **Payment for Limit Bid:**
If investors are placing their bids through "Limit Price" then they shall deposit the Margin Money based on the number of shares they are bidding for at their stated bid price.

For instance, a Bidder may bid for 1 million shares at PKR 81.00 per share. In such a case the total application money would amount to PKR 81 million. In this case the Bid Amount will also be PKR 81 million. Since the Bidder has placed a limit of PKR 81.00 per share, this indicates that he / she / it is willing to subscribe at or below PKR 81.00 per share.
 - **Payment for Step Bid:**
If investors are placing their bids through "Step Bid" which is a series of limit bid at increasing prices then they shall deposit the Margin Money / Bid Amount based on the total number of shares they are bidding for at their stated bid price. The aggregate amount of step bid shall not be less than PKR 1,000,000/- and the amount of any step shall also not be less than PKR 1,000,000/-.

Under this bidding strategy, Bidders place a number of Limit Bids at different increasing price levels. a Bidder may, for instance, make a bid for 0.50 million shares at PKR 80.00 per share, 0.40 million shares for PKR 81.00 per share and 0.30 million shares for PKR 82.00 per share. Therefore in essence the Bidder has placed one Step Bid comprising three Limit Bids at increasing prices. The Bid amount would be PKR 97.00 million. In case of Individual Investors, the Margin Money will be 100% i.e. PKR 97.00 million whereas in case of Bidders being Institutional Investors the Margin Money shall be 25% of the Bid amount i.e. PKR 24.25 million.
13. 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. Provided that the Book Runner may waive this margin requirement for institutional investors subject to confirmation from their respective banks or custodian banks (in case of foreign institutional investors) that an amount equivalent to the bid money is available in the respective bank or custodian account and would be paid directly to the book runner on its request and confirmation of allocation of shares.
14. Book Runner shall not accept or register any new Bidders after **3:00pm during the last day of Bidding Period**.
15. 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
16. Successful Bidders shall be intimated, within **one (1) day** of the closing of the Bidding Period, the Strike Price and the number of shares provisionally allotted to each of them.
17. Upon intimation by the Book Runner of final allocation, successful institutional bidders shall deposit their balance margin money within **three (3) days** of such intimation, if required, as consideration against allotment of shares.
18. 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.
19. 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 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 in the Registration Form.
20. 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 to such bidders shall be made within **three (3) working days** from the close of the bidding period.
21. 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.



سروایہ کاری سمجھداری کے ساتھ

For investor education, please visit www.jamapunji.com.pk,
Jama Punji is an investor education initiative of Securities and
Exchange Commission of Pakistan.