



## INSTRUCTIONS FOR REGISTRATION AND BIDDING

**REGISTRATION PERIOD OPENS FROM MAY 05, 2017 TO MAY 10, 2017 BETWEEN 9:00 AM TO 5:00 PM AND  
BETWEEN 9:00 AM TO 3:00 PM ON MAY 11, 2017**

**BIDDING PERIOD OPENS FROM MAY 10, 2017 TO MAY 11, 2017 BETWEEN 9:00 AM TO 5:00 PM**

**INITIAL PUBLIC OFFERING OF ORDINARY SHARES OF ITTEFAQ IRON INDUSTRIES LIMITED (FORMERLY ITTEFAQ SONS LIMITED)  
(THE "COMPANY") THROUGH BOOK BUILDING PROCESS AT A FLOOR PRICE OF PKR 12.00/- PER SHARE**

The Present Issue comprises of 41,750,000 Ordinary Shares (31.82% of the Total Post-IPO Paid-up Capital of the Company with Face Value of PKR 10.00/- each).

Book Building portion of the Issue comprises of 31,312,500 Ordinary Shares (75% of the Total Issue Size) at a Floor Price of PKR 12.00/- per share (including a premium of PKR 2.0/- per share)

### **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 revise and withdraw 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 bid revisions during the Bidding Period from 9:00 am to 5:00 pm. **An investor will not be allowed to place or revise a bid with a price variation of more than 20% of the prevailing Indicative Strike Price.** No downward revision shall be allowed after 4:00 pm on last day of the Bidding Period.

### **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 or online transfer facility (pay order or demand draft may be deposited at any branch of MCB Bank Limited or Bank Alfalah Limited and evidence to be submitted to the book runner) into the following IPO account of the Issuer:

| Bank                 | Account No.      | Title of the Account   |
|----------------------|------------------|--|
| MCB Bank Limited     | 0893727851009975 | IPO of Ittefaq Iron Industries Limited – Book Building Account |
| Bank Alfalah Limited | 1005617307       | IPO of Ittefaq Iron Industries Limited – Book Building Account |

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 Ittefaq Iron Industries Limited is 1926269-8. 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 "IPO OF ITTEFAQ IRON INDUSTRIES LIMITED - BOOK BUILDING ACCOUNT" at any of the following bidding centers:

| BID COLLECTION CENTRES |  |                              |   |
|------------------------|--|------------------------------|---|
| Karachi                |  |                              |   |
| Contact Person:        | <b>Imran M. Sherani</b>  | Contact Person:              | <b>Muhammad Rameez Shoaib</b>   |
| Direct No:             | 021-35645068   | PABX No:                     | 111-777-786   |
| Mobile No:             | 0336-9224406   | Direct No:                   | 0315-2782644  |
| PABX No:               | 021-35645090-5 Ext. 342  | Fax No:                      | 021-32417006  |
| Fax No:                | 021-35645096   | Email:                       | <a href="mailto:rameez.shoaib@alfalahsec.com">rameez.shoaib@alfalahsec.com</a>                              |
| Email:                 | <a href="mailto:imran.sherani@alfalahsec.com">imran.sherani@alfalahsec.com</a>                           | Postal Address:              | Bank Alfalah Limited, Corporate Main Branch, B.A Building, I.I Chundrigar Road, Karachi                     |
| Postal Address:        | Alfalah Securities (Pvt.) Limited<br>8 <sup>th</sup> Floor Bahria Complex III, M.T Khan Road,<br>Karachi |                              |   |
| Hyderabad              |  | Islamabad                    |   |
| Contact Person:        | <b>Anees Khaton Mahesar</b>  | Contact Person:              | <b>Muhammad Shafqat Abbas</b>   |
| Direct No:             | 022-2730849 and 2729744  | Mobile No:                   | 0300-5053804  |
| Fax No:                | 022-2786023  | Direct No:                   | 051-2894040   |
| Email:                 | <a href="mailto:aneeskhaton@bankalfalah.com">aneeskhaton@bankalfalah.com</a>                             | Fax No:                      | 051-2894045   |
| Postal Address:        | Bank Alfalah Limited, Main Branch, near Hotel Faran, Saddar, Hyderabad                                   | Email:                       | <a href="mailto:mcb1390@mcb.com.pk">mcb1390@mcb.com.pk</a>  |
|                        |  | Postal Address:              | MCB Bank Limited, Office No.I, Ground+Mezzanine Floor, Islamabad Stock Exchange Tower, Blue Area, Islamabad |
| Lahore                 |  | Quetta                       |   |
| Contact Person:        | <b>Hasan Zubair</b>  | Contact Person:              | <b>Najeeb Azam</b>  |
| Direct No:             | 042-35876033   | Mobile No:                   | +92 3138041610  |
| PABX No:               | 042-35877800-6   | Direct No:                   | 081-2841180-82 Ext 110  |
| Fax No:                | 042-35873486   | Fax No:                      | 081-2827562   |
| Email:                 | <a href="mailto:hasan.zubair@alfalahsec.com">hasan.zubair@alfalahsec.com</a>                             | Email:                       | <a href="mailto:najeeb.azam@bankalfalah.com">najeeb.azam@bankalfalah.com</a>                                |
| Postal Address:        | Bank Alfalah Limited, 125-E-1, Gulberg Corporate Branch, Lahore  | Postal Address:              | Bank Alfalah Limited, Property No.2-13/4, M.A.Jinnah Road, Quetta   |
| Peshawar               |  | Gilgit                       |   |
| Contact Person:        | <b>Farhan Yousaf</b>   | Contact Person:              | <b>Shah Jahan</b>   |
| Direct No:             | 091-5279769  | Mobile No:                   | 0346-6488856  |
| Fax No:                | 091-5279427  | Direct No:                   | 05811-451915  |
| Email:                 | <a href="mailto:ops0277@mcb.com.pk">ops0277@mcb.com.pk</a>   | Email:                       | <a href="mailto:s.jahan@bankalfalah.com">s.jahan@bankalfalah.com</a>  |
| Postal Address:        | MCB Bank Limited, Saddar Road, Peshawar Cantt., Tehsil & District Peshawar                               | Postal Address:              | Bank Alfalah Limited, Shahrah-e-Quaid-e-Azam, Near Radio Station, Jutial, Gilgit                            |
| Muzaffarabad - AJK     |  | Mirpur – AJK Jammu & Kashmir |   |
| Contact Person:        | <b>Raja Imtiaz Mustafa</b>   | Contact Person:              | <b>Mirza Kamran Ashraf</b>  |
| Mobile No:             | 0300-5029629   | Mobile No.:                  | 0344-8858958  |
| Direct No:             | 05822-92091  | Direct No:                   | 05827-436852  |
| Email:                 | <a href="mailto:jsb_bom0283@bankalfalah.com">jsb_bom0283@bankalfalah.com</a>                             | Email:                       | <a href="mailto:Mirza.ashraf@bankalfalah.com">Mirza.ashraf@bankalfalah.com</a>                              |
| Postal Address:        | Bank Alfalah Ltd, Development Authority Shopping complex, Bank Road, Muzaffarabad AJK                    | Postal Address:              | Bank Alfalah Ltd Mirpur Main Branch 114 Kotli Road Sec F-1 Mirpur AJK                                       |
| Sibbi                  |  |                              |   |
| Contact Person:        | <b>Muhammad Waseem Khan</b>  |                              |   |
| Mobile No.:            | 0333-0205209-0322-2527242  |                              |   |
| Direct No:             | 0833-500205, EXT 106   |                              |   |
| Email:                 | <a href="mailto:mwaseem.khan@bankalfalah.com">mwaseem.khan@bankalfalah.com</a>                           |                              |   |
| Postal Address:        | Bank Alfalah Ltd, Property old#832, Ward#3, Block#1 Building #4, M.A Jinnah Road, Sibbi, Baluchistan     |                              |   |

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 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





11. Bids can be placed at "Limit Price" or "Step Bid".

**a) Payment for Limit Price:**

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, if an investor is applying for 5.0 million shares at a price of PKR 15.00/- per share, then the total Application Money would amount to PKR 75,000,000. In such a case, (i) individual investor shall deposit PKR 75,000,000 in the Book Building account as the Bid amount which is 100% of PKR 75,000,000; and (ii) Institutional Investors shall deposit at least PKR 18,750,000 in the Book Building account as the margin amount which is 25% of PKR 75,000,000.

**b) 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/-

For instance, if the investor Bids for 2.0 million shares at PKR 13.00/- per share, 1.5 million shares at PKR 14.00/- per share and 1.0 million shares at PKR 15.00/- per share, then in essence the investor has placed one "Step Bid" comprising of three limit Bids at increasing prices. The Bid Amount would amount to PKR 62,000,000/- 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) an individual investor shall deposit PKR 62,000,000/- in the Book Building Account as Bid Amount which is 100% of PKR 62,000,000/- and (ii) Institutional investors shall deposit at least PKR 15,500,000/- in the Book Building Account as Margin Money which is 25% of PKR 62,000,000/-.

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 **3:00pm during the last day of Bidding Period and after 4:00pm no bid shall be withdrawn from the System.**
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 provisionally allotted to each of them.
16. The successful institutional Bidders shall, within **three (3) working days** of the closing of the Bidding Period, deposit the balance amount, 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 Issue shall be made after receipt of full subscription money from the successful Bidders; however, shares to such Bidders shall be transferred at the time of transfer of shares out of the general public offer to successful applicants.
19. Margin Money of unsuccessful Bidders shall be refunded within **five (5) working days** of the close of the Bidding Period, through courier, to the address submitted on the Bidding Form.



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