

## Pattern of Shareholding

As at June 30, 2020

No. of Shareholders	Shareholdings' Slab		Total Shares Held	
3022	1	to	100	117,522
3283	101	to	500	955,860
1829	501	to	1000	1,407,467
3010	1001	to	5000	7,564,792
631	5001	to	10000	4,483,664
235	10001	to	15000	2,898,902
120	15001	to	20000	2,096,151
82	20001	to	25000	1,856,938
48	25001	to	30000	1,313,905
46	30001	to	35000	1,515,114
25	35001	to	40000	940,708
25	40001	to	45000	1,068,476
17	45001	to	50000	816,177
21	50001	to	55000	1,096,059
11	55001	to	60000	634,805
11	60001	to	65000	690,149
8	65001	to	70000	543,371
5	70001	to	75000	362,983
11	75001	to	80000	853,495
9	80001	to	85000	733,628
4	85001	to	90000	357,781
6	90001	to	95000	547,448
4	95001	to	100000	392,640
4	100001	to	105000	402,539
7	105001	to	110000	758,331
5	110001	to	115000	557,310
2	120001	to	125000	242,425
1	125001	to	130000	125,146
4	130001	to	135000	534,612
6	135001	to	140000	826,938
2	140001	to	145000	282,657
3	145001	to	150000	445,475
4	150001	to	155000	609,377
4	155001	to	160000	630,048
1	160001	to	165000	163,900
5	165001	to	170000	833,934
1	170001	to	175000	173,400
1	175001	to	180000	178,548
1	180001	to	185000	183,231
6	185001	to	190000	1,127,451
2	195001	to	200000	399,712
1	200001	to	205000	204,938
1	205001	to	210000	210,000
1	210001	to	215000	212,708
1	220001	to	225000	222,281
3	225001	to	230000	683,740
4	240001	to	245000	970,095
1	270001	to	275000	271,503
2	275001	to	280000	555,014
1	280001	to	285000	284,545
1	295001	to	300000	300,000

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As at June 30, 2020

No. of Shareholders	Shareholdings' Slab			Total Shares Held
1	300001	to	305000	302,401
1	310001	to	315000	310,102
1	320001	to	325000	324,940
3	325001	to	330000	985,522
1	335001	to	340000	335,700
1	340001	to	345000	345,000
1	345001	to	350000	346,354
1	350001	to	355000	352,400
1	370001	to	375000	370,318
2	375001	to	380000	754,500
1	380001	to	385000	384,431
1	385001	to	390000	389,353
2	390001	to	395000	785,438
1	405001	to	410000	406,700
1	435001	to	440000	435,158
1	455001	to	460000	456,200
1	485001	to	490000	486,000
2	505001	to	510000	1,013,327
1	525001	to	530000	525,804
1	530001	to	535000	533,444
1	565001	to	570000	568,016
1	590001	to	595000	590,951
1	600001	to	605000	602,118
1	610001	to	615000	614,442
1	625001	to	630000	627,705
1	640001	to	645000	641,181
1	705001	to	710000	706,602
1	745001	to	750000	746,800
1	835001	to	840000	838,151
1	840001	to	845000	841,015
1	965001	to	970000	967,400
1	1000001	to	1005000	1,003,669
1	1025001	to	1030000	1,029,449
1	1040001	to	1045000	1,044,775
1	1045001	to	1050000	1,047,595
1	1105001	to	1110000	1,105,734
1	1170001	to	1175000	1,171,946
1	1245001	to	1250000	1,249,292
1	1405001	to	1410000	1,405,004
1	1530001	to	1535000	1,531,484
1	1755001	to	1760000	1,756,871
1	1930001	to	1935000	1,934,646
1	2465001	to	2470000	2,467,925
1	2515001	to	2520000	2,515,983
1	2650001	to	2655000	2,653,474
1	3755001	to	3760000	3,757,335
1	3845001	to	3850000	3,847,707
1	4620001	to	4625000	4,623,670
1	115050001	to	115055000	115,053,320
<b>12592</b>				<b>212,425,245</b>

## Pattern of Shareholding

As at June 30, 2020

Categories of Shareholders	Shareholders	Shares Held	Percentage
<b>Directors and their spouse(s) and minor children</b>			
ADNAN ASDAR ALI	1	3,308	0.00
RASHID ABDULLA	2	47,516	0.02
SYED NADEEM AHMED	1	3,797	0.00
ZUBAIR RAZZAK PALWALA	1	3,966	0.00
AYAZ ABDULLA	1	19,869	0.01
ASAD ABDULLA	1	34,597	0.02
SHAKILA RASHID	2	384,445	0.18
FATIMA HYDER	1	19,869	0.01
MARIUM ASAD	1	1,380	0.00
<b>Associated companies, undertakings and related parties</b>			
INTERNATIONAL BRANDS LIMITED	3	120,239,641	56.60
ARSHAD SHAHID ABDULLA (PRIVATE) LIMITED	2	22,770	0.01
IBL OPS (PVT) LIMITED	1	58,974	0.03
IMPERIAL BRANDS (PRIVATE) LIMITED	1	26,427	0.01
INTERNATIONAL FRANCHISES (PRIVATE) LIMITED	1	51,087	0.02
UNITED BRANDS LIMITED STAFF PROVIDENT FUND	1	3,220	0.00
IBL OPERATIONS (PRIVATE) LIMITED STAFF PROVIDENT FUND	1	31,464	0.01
UNITED DISTRIBUTORS PAKISTAN LIMITED STAFF PROVIDENT FUND	1	4,700	0.00
UNITED DISTRIBUTORS PAKISTAN LTD. MANAGEMENT PROVIDENT FUND	1	8,800	0.00
TRUSTEE SEARLE PAKISTAN LIMITED PROVIDENT FUND	1	1,105,734	0.52
<b>Executive</b>	4	13,079	0.01
<b>Public Sector Companies and Corporations</b>	5	4,037,450	1.90
<b>Banks, development finance institutions, non-banking finance companies, insurance companies, takaful, modarabas and pension funds</b>	68	5,740,131	2.70
<b>Mutual Funds</b>			
FIRST CAPITAL MUTUAL FUND LTD.	1	51,839	0.02
CDC - TRUSTEE PAKISTAN CAPITAL MARKET FUND	1	2	0.00
CDC - TRUSTEE PICIC INVESTMENT FUND	1	67,533	0.03
CDC - TRUSTEE PICIC GROWTH FUND	1	81,833	0.04
CDC - TRUSTEE ALHAMRA ISLAMIC STOCK FUND	1	2	0.00
CDC - TRUSTEE ATLAS STOCK MARKET FUND	1	706,602	0.33
CDC - TRUSTEE MEEZAN BALANCED FUND	1	178,548	0.08
CDC - TRUSTEE ALFALAH GHP VALUE FUND	1	30,427	0.01
CDC - TRUSTEE AKD INDEX TRACKER FUND	1	23,944	0.01
CDC - TRUSTEE ALHAMRA ISLAMIC ASSET ALLOCATION FUND	1	1	0.00
CDC - TRUSTEE AL MEEZAN MUTUAL FUND	1	324,940	0.15
CDC - TRUSTEE MEEZAN ISLAMIC FUND	1	2,653,474	1.25
CDC - TRUSTEE UBL STOCK ADVANTAGE FUND	1	302,401	0.14
CDC - TRUSTEE ATLAS ISLAMIC STOCK FUND	1	187,872	0.09
CDC - TRUSTEE AL-AMEEN SHARIAH STOCK FUND	1	370,318	0.17
CDC - TRUSTEE NBP STOCK FUND	1	967,400	0.46
CDC - TRUSTEE NBP BALANCED FUND	1	9,000	0.00
CDC - TRUSTEE MCB DCF INCOME FUND	1	14,500	0.01

## Pattern of Shareholding

As at June 30, 2020

Categories of Shareholders	Shareholders	Shares Held	Percentage
CDC - TRUSTEE ALFALAH GHP ISLAMIC STOCK FUND	1	212,708	0.10
CDC - TRUSTEE HBL - STOCK FUND	1	88,848	0.04
CDC - TRUSTEE NBP ISLAMIC SARMAVA IZAFI FUND	1	65,000	0.03
CDC - TRUSTEE HBL MULTI - ASSET FUND	1	9,099	0.00
CDC - TRUSTEE ALFALAH GHP STOCK FUND	1	80,554	0.04
CDC - TRUSTEE ALFALAH GHP ALPHA FUND	1	54,600	0.03
CDC - TRUSTEE NIT-EQUITY MARKET OPPORTUNITY FUND	1	156,521	0.07
CDC - TRUSTEE ABL STOCK FUND	1	72,338	0.03
CDC - TRUSTEE FIRST HABIB STOCK FUND	1	550	0.00
CDC - TRUSTEE LAKSON EQUITY FUND	1	51,700	0.02
CDC - TRUSTEE NBP SARMAVA IZAFI FUND	1	9,415	0.00
CDC - TRUSTEE NBP MAHANA AMDANI FUND - MT	1	96,600	0.05
CDC - TRUSTEE HBL ISLAMIC STOCK FUND	1	51,397	0.02
CDC - TRUSTEE HBL EQUITY FUND	1	49,600	0.02
CDC - TRUSTEE KSE MEEZAN INDEX FUND	1	241,853	0.11
CDC-TRUSTEE FIRST HABIB ISLAMIC STOCK FUND	1	6,600	0.00
MCBFSL - TRUSTEE ABL ISLAMIC STOCK FUND	1	153	0.00
CDC - TRUSTEE UBL ASSET ALLOCATION FUND	1	27,029	0.01
CDC - TRUSTEE FIRST CAPITAL MUTUAL FUND	1	8,000	0.00
CDC - TRUSTEE AL-AMEEN ISLAMIC ASSET ALLOCATION FUND	1	74,094	0.03
CDC - TRUSTEE AWT ISLAMIC STOCK FUND	1	21,500	0.01
CDC - TRUSTEE AL-AMEEN ISLAMIC RET. SAV. FUND-EQUITY SUB FUND	1	70,451	0.03
CDC - TRUSTEE UBL RETIREMENT SAVINGS FUND - EQUITY SUB FUND	1	63,541	0.03
CDC - TRUSTEE NATIONAL INVESTMENT (UNIT) TRUST	1	4,623,670	2.18
CDC - TRUSTEE HBL ISLAMIC EQUITY FUND	1	21	0.00
CDC - TRUSTEE NAFA ISLAMIC PRINCIPAL PROTECTED FUND - II	1	600	0.00
CDC - TRUSTEE NBP ISLAMIC STOCK FUND	1	486,000	0.23
CDC - TRUSTEE NBP INCOME OPPORTUNITY FUND - MT	1	5,100	0.00
CDC - TRUSTEE AWT STOCK FUND	1	18,000	0.01
CDC - TRUSTEE NIT ISLAMIC EQUITY FUND	1	525,804	0.25
CDC - TRUSTEE NBP SAVINGS FUND - MT	1	43,100	0.02
CDC - TRUSTEE AL AMEEN ISLAMIC DEDICATED EQUITY FUND	1	10,505	0.00
CDC - TRUSTEE NBP ISLAMIC ACTIVE ALLOCATION EQUITY FUND	1	54,000	0.03
CDC - TRUSTEE HBL ISLAMIC ASSET ALLOCATION FUND	1	13,296	0.01
CDC - TRUSTEE FAYSAL MTS FUND - MT	1	406,700	0.19
CDC - TRUSTEE MEEZAN ASSET ALLOCATION FUND	1	93,017	0.04
CDC - TRUSTEE LAKSON TACTICAL FUND	1	7,200	0.00
CDC - TRUSTEE LAKSON ISLAMIC TACTICAL FUND	1	3,178	0.00
MCBFSL TRUSTEE ABL ISLAMIC DEDICATED STOCK FUND	1	12,731	0.01
CDC - TRUSTEE ALFALAH GHP ISLAMIC DEDICATED EQUITY FUND	1	33,697	0.02
CDC TRUSTEE - MEEZAN DEDICATED EQUITY FUND	1	55,055	0.03
CDC - TRUSTEE UBL DEDICATED EQUITY FUND	1	1,900	0.00
MCBFSL - TRUSTEE HBL ISLAMIC DEDICATED EQUITY FUND	1	5,100	0.00
CDC - TRUSTEE ATLAS ISLAMIC DEDICATED STOCK FUND	1	35,400	0.02
CDC - TRUSTEE FAYSAL ISLAMIC DEDICATED EQUITY FUND	1	44,500	0.02
CDC - TRUSTEE NIT ASSET ALLOCATION FUND	1	35,000	0.02

## Pattern of Shareholding

As at June 30, 2020

Categories of Shareholders	Shareholders	Shares Held	Percentage
<b>General Public</b>			
a. Local	12,081	37,631,956	17.72
b. Foreign	15	4,170,753	1.96
<b>Foreign Companies</b>	80	13,103,814	6.17
<b>Others</b>	251	11,660,137	5.49
<b>Totals</b>	<b>12,592</b>	<b>212,425,245</b>	<b>100.00</b>

Shareholders holding 5% or more	Shares Held	Percentage
* INTERNATIONAL BRANDS LIMITED	120,239,641	56.60

\* This includes 5,161,394 shares which are freezed in lieu of 5% withholding tax under section 236M of the Income Tax Ordinance, 2001. The Shareholder has filed a petition against such provision and the case is pending before the Hon'ble High Court.