

**FOR ALL CONCERNED**

**PLACEMENT OF DRAFT PROSPECTUS OF “FAST CABLES LIMITED” ON PSX WEBSITE  
FOR SEEKING PUBLIC COMMENTS**

Pakistan Stock Exchange Limited [“PSX”] is pleased to inform all concerned that **Fast Cables Limited** [“the Company”] has applied for listing on the Main Board of PSX.

The total issue size of the Initial Public Offering comprises of 83,500,000 Ordinary Shares, which will be offered to the Institutional Investors / High Net-worth Individuals through Book Building Method followed by issue of shares to the General Public / Retail Investors. The floor price for the issue has been set at **PKR 36/- per share**.

Pursuant to Regulation 3(11) of the Public Offering Regulations, 2017 and PSX Regulation No. 5.2.1(e), the Draft Prospectus of the Company is hereby placed on the PSX Website under the caption of “**Public Comments on Draft Prospectus of Fast Cables Limited**”. Details about the issue can be reviewed through the attached Draft Prospectus of the Company.

All concerned are requested to provide their written comments on the Draft Prospectus, if any, to PSX by emailing at [comments.draftprospectus@psx.com.pk](mailto:comments.draftprospectus@psx.com.pk) latest by **COB Thursday, August 17, 2023**.



**Syed Ahmad Abbas**  
Chief Listing Officer

**Copy to:**

1. The Additional Director / HOD, PMADD (SMD), SECP
2. The Chief Executive Officer, PSX
3. All Heads of Department, PSX
4. Fast Cables Foods Limited
5. Arif Habib Limited (Lead Manager to the Issue)

## ADVICE FOR INVESTORS

INVESTORS ARE STRONGLY ADVISED IN THEIR OWN INTEREST TO CAREFULLY READ THE CONTENTS OF THIS PROSPECTUS, **ESPECIALLY THE RISK FACTORS GIVEN AT SECTION 5**, BEFORE MAKING ANY INVESTMENT DECISION.

SUBMISSION OF FALSE AND FICTITIOUS APPLICATIONS IS PROHIBITED AND SUCH APPLICATIONS' MONEY MAY BE FORFEITED UNDER SECTION 87(8) OF THE SECURITIES ACT, 2015.

INVESTMENT IN EQUITY SECURITIES INVOLVES A DEGREE OF RISK AND INVESTORS SHOULD NOT INVEST ANY FUNDS IN THIS OFFER UNLESS THEY CAN AFFORD TO TAKE THE RISK OF LOSING THEIR INVESTMENT. INVESTORS ARE ADVISED TO READ THE RISK FACTORS CAREFULLY BEFORE TAKING AN INVESTMENT DECISION IN THIS OFFERING. FOR TAKING AN INVESTMENT DECISION, INVESTORS MUST RELY ON THE EXAMINATION OF THE ISSUER AND THE OFFER INCLUDING THE RISKS INVOLVED AS DISCLOSED AT SECTION 5 OF THE PROSPECTUS.

## ADVICE FOR INSTITUTIONAL INVESTORS AND HIGH NET WORTH INDIVIDUAL INVESTORS

A SINGLE INVESTOR CANNOT SUBMIT MORE THAN ONE BIDDING APPLICATION EXCEPT IN THE CASE OF UPWARD REVISION OF BID. IF AN INVESTOR SUBMITS MORE THAN ONE BIDDING APPLICATION THEN ALL SUCH APPLICATIONS SHALL BE SUBJECT TO REJECTION.

SUBMISSION OF CONSOLIDATED BID IS PROHIBITED UNDER THESE REGULATIONS. A BID APPLICATION WHICH IS BENEFICIALLY OWNED (FULLY OR PARTIALLY) BY PERSONS OTHER THAN THE ONE NAMED THEREIN SHALL BE DEEMED TO BE A CONSOLIDATED BID.

PLEASE NOTE THAT A SUPPLEMENT TO THE PROSPECTUS SHALL BE PUBLISHED WITHIN THREE WORKING DAYS OF THE CLOSING OF THE BIDDING PERIOD WHICH SHALL CONTAIN INFORMATION RELATING TO THE STRIKE PRICE, THE ISSUE PRICE, COMMITMENT BY THE SUCCESSFUL BIDDERS FOR SUBSCRIBING THE UNDERSUBSCRIBED RETAIL PORTION IN CASE OF HUNDRED PERCENT BOOK BUILDING, CATEGORY WISE BREAKUP OF THE SUCCESSFUL BIDDERS ALONG WITH NUMBER OF SHARES ALLOCATED TO THEM, DATES OF PUBLIC SUBSCRIPTION AND SUCH OTHER INFORMATION AS SPECIFIED BY THE COMMISSION.



**CABLES**

**Fast Cables Limited**

## Initial Public Offering Prospectus

**Date and place of incorporation:** 29<sup>th</sup> December 2008, Lahore, **Incorporation number:** 0068371, **Registered & Head Office:** 192-Y, Commercial Area, Phase III DHA, Lahore, **Contact No:** +9242-111-000-343, **Website:** www.fast-cables.com | **Contact Person:** Mr. Muhammad Sharjeel (Chief Financial Officer), Phone: +92-42-35742396 Ext: 3090, Email: muhammadsharjeel@fast-cables.com, Syed Mujtaba Bukhari (Manager Financial Planning and Analysis), Phone: +92-42-35742396 Ext: 3195, Email: [mujtababukhari@fast-cables.com](mailto:mujtababukhari@fast-cables.com)

**Issue Size:** This Issue consists of 83,500,000 Ordinary Shares equivalent to 25.00% of the total Post-IPO Paid Up Capital of Fast Cables Limited) of face value of PKR 10/- each.

**Method of Offering:** 100% Book Building Method

**Book Building Method & Floor Price:** The Issue will be presented through the Book Building method at a Floor Price of PKR 36.0/- per share (including premium of PKR 26.0/- per share) with a maximum price band of up to 40% i.e., PKR 50.4 per share. (Justification of premium is given under the "Valuation Section" in paragraph 4A). The Bidders in Book Building shall place Bids for hundred percent (100%) of the Issue size and the Strike Price shall be the price at which the hundred percent (100%) of the Issue is subscribed. However, the successful Bidders shall be provisionally allotted only seventy-five percent (75%) of the Issue size i.e., 62,625,000 shares and the remaining twenty-five percent (25%) i.e., 20,875,000 shares shall be offered to the Retail Investors through General Public portion.



**Retail/General Public Portion:** General Public portion of the Issue comprises of 20,875,000 Ordinary Shares (25% of total Issue) at the Strike Price. In case retail portion of the Issue remains unsubscribed, the unsubscribed shares will be allotted to the successful Bidders of Book Building on a pro rata basis.

**Public comments:** Draft Prospectus was placed on PSX's website for seeking public comments starting from [ ] . Public comments received were duly responded back by the Lead Manager/Consultant to the Issue.

**REGISTRATION OF ELIGIBLE INVESTORS:** The registration of eligible investors will commence at 9:00 am on [ ] and will close at 3:00 pm on [ ]

**BIDDING PERIOD DATES:** From [ ] to [ ] (both days inclusive) **From: 9:00 am to 5:00 pm**

**DATES OF PUBLIC SUBSCRIPTION:** From [ ] to [ ] (both days inclusive) **From: 9:00 am to 5:00 pm**

<b>Lead Manager / Consultant to the Issue &amp; Book Runner</b> 	<b>Book Building Portion will be Credit Underwritten by</b> 
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### Bankers to the Book Building portion of the Issue:

Habib Bank Limited

### Bankers for the Retail portion of the Issue:

Allied Bank Limited	Habib Metropolitan Bank Limited	Soneri Bank Limited
Bank Al Habib Limited	Habib Bank Limited	[ ]

For Retail portion, investors can submit application(s) through both electronic and physical mode. Electronic/online applications can be submitted through PSX's e-IPO system (PES) and CDC's Centralized E-IPO system (CES). PES can be accessed via web link <https://eipo.psx.com.pk> and CES can be accessed via web link [www.cdceipo.com](http://www.cdceipo.com). For details, please refer to section 13.1.4 of the Prospectus.

**Date of Publication of this Prospectus:** [ ]

Prospectus, Bidding Form, and Subscription Form can be downloaded from the following websites: <https://fast-cables.com/>, [www.arifhabibltd.com](http://www.arifhabibltd.com), <http://www.psx.com.pk> and [www.cdceipo.com](http://www.cdceipo.com) For further queries you may contact

Fast Cables Limited: Mr. Muhammad Sharjeel (Chief Financial Officer), Phone: +92-42-35742396 Ext: 3090, Email: muhammadsharjeel@fast-cables.com | Mr. Syed Mujtaba Bukhari (Manager Financial Planning and Analysis), Phone: +92-42-35742396 Ext: 3195, Email: [mujtababukhari@fast-cables.com](mailto:mujtababukhari@fast-cables.com) | Arif Habib Limited: Malik Harris Rehman, Phone: +92 21 32465891, Email: [harris.rehman@arifhabibltd.com](mailto:harris.rehman@arifhabibltd.com) | Muhammad Ali Raza, Phone: +92 21 32460741, Email: [m.aliraza@arifhabibltd.com](mailto:m.aliraza@arifhabibltd.com)

The Company is proposed to be listed at the Pakistan Stock Exchange Limited

**UNDERTAKING BY THE CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER**

**E-STAMP** Sr. No. 15

ID : PB-LHR-3A5EES07D257D933

Type : Low Denomination

Amount : Rs 100/-

Description : AFFIDAVIT - 4

Applicant : Muhammad Sharjeel(35200-2569428-1)

S/O : Muhammad Afraz

Address : Lahore


Issue Date : 5-Oct-2022 5:31:41 PM


Delisted On/Validity : 22-Oct-2022


Amount in Words : One Hundred Rupees Only

Reason : AFFIDAVIT

Vendor Information : Muhammad Kamran Tahir | PB-LHR-1561 | Y Block Defence








Date: 17/03/23

**UNDERTAKING BY THE CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER**


WE, MIAN GHULAM MURTAZA SHAUKAT THE CHIEF EXECUTIVE OFFICER AND, MUHAMMAD SHARJEEL, THE CHIEF FINANCIAL OFFICER OF FAST CABLES LIMITED CERTIFY THAT:

1. THE PROSPECTUS CONTAINS ALL INFORMATION WITH REGARD TO THE ISSUER AND THE ISSUE, WHICH IS MATERIAL IN THE CONTEXT OF THE ISSUE AND NOTHING HAS BEEN CONCEALED IN THIS RESPECT;
2. THE INFORMATION CONTAINED IN THE PROSPECTUS IS TRUE AND CORRECT TO THE BEST OF THEIR KNOWLEDGE AND BELIEF;
3. THE OPINIONS AND INTENTIONS EXPRESSED THEREIN ARE HONESTLY HELD;
4. THERE ARE NO OTHER FACTS, THE OMISSION OF WHICH MAKES THE PROSPECTUS AS A WHOLE OR ANY PART THEREOF MISLEADING; AND
5. ALL REQUIREMENTS OF THE SECURITIES ACT, 2015; THE DISCLOSURES IN PUBLIC OFFERING REGULATIONS, 2017 FOR PREPARATION OF PROSPECTUS, RELATING TO APPROVAL AND DISCLOSURES HAVE BEEN FULFILLED.
6. NO CHARGES, FEE, EXPENSES, PAYMENTS ETC. HAVE BEEN COMMITTED TO BE PAID TO ANY PERSON IN RELATION TO THIS PUBLIC OFFERING EXCEPT FOR THOSE AS DISCLOSED IN THIS PROSPECTUS.


For and on behalf of Fast Cables Limited



Mian Ghulam Murtaza Shaukat  
Chief Executive Officer



Muhammad Sharjeel  
Chief Financial Officer



10/9/2022, 5:33 PM

**Note:** This Supplement shall be published within 3 working days of the close of Bidding Period in at least all those newspapers in which the Prospectus of Fast Cables Limited was published.

This Supplement is being published pursuant to The Public Offering Regulations, 2017 and in continuation of the Prospectus of Fast Cables Limited earlier published on [●]/2023

**Fast Cables Limited**

- FLOOR PRICE: PKR 36.0/- PER SHARE
- STRIKE PRICE: PKR XX/- PER SHARE
- ISSUE PRICE: PKR XX/- PER SHARE
- PRICE BAND (40% above the FLOOR PRICE): PKR 50.4/- PER SHARE

**Category wise Breakup of Successful Bidders**

S. No	Category	No. of Bidders	No. of shares provisionally allocated
1	Commercial Banks	●	●
2	Development financial institutions	●	●
3	Mutual Funds	●	●
4	Insurance Companies	●	●
5	Investment Banks	●	●
6	Employees' Provident / Pension Funds	●	●
7	Leasing Companies	●	●
8	Modarabas	●	●
9	Securities Brokers	●	●
10	Foreign Institutional Investors	●	●
11	Any other Institutional Investors	●	●
	<b>Total Institutional Investors</b>	●	●
	<b>Individual Investors:</b>	●	●
12	Foreign Investors	●	●
13	Local	●	●
	<b>Total Individual Investors</b>	●	●
	<b>GRAND TOTAL</b>		

### Glossary of Technical Terms

AAAC	All Aluminium Alloy Conductors
ABC	Aerial Bundle Cables
ACT	Securities Act, 2015
AEDB	Alternative Energy Development Board
AHL	Arif Habib Limited
ARE	Alternative Energy Renewable Policy
ATL	Above the Line
Bn	Billion
BPCs	Bulk Power Consumers
BTL	Below the Line
BVPS	Book Value Per Share
CAGR	Compound Annualized Growth Rate
CCOE	Cabinet Committee on Energy
CCV	Catenary Continuous Vulcanization
CDC / CDCPL	Central Depository Company of Pakistan Limited
CDS	Central Depository System
CEO	Chief Executive Officer
CES	Centralized e-IPO System
Companies Act	Companies Act, 2017
Commission / SECP	Securities and Exchange Commission of Pakistan
CTL	Central Testing Laboratories
DISCO	Distribution Company
EBITDA	Earnings before Interest, Tax, Depreciation, and Amortization
ED	Electro Deposition
EHV	Extra High Voltage
EPS	Earnings Per Share
Fast Cables	Fast Cables Limited (the “Company” or the “Issuer” or “Fast Cables” or “FCL”)

FBR	Federal Board of Revenue
FED	Federal Excise Duty
FY	Financial Year
GDP	Gross Domestic Product
GENCOs	Generation Companies
GVA	Gross Value Added
GWH	Gigawatt Hours
HVDC	High Voltage Direct Current
IAPEX	Institute of Architects of Pakistan Exhibition
IEEEP	The Institution of Electrical and Electronics Engineers Pakistan
IGCEP	Indicative Generation Capacity Expansion Plan
IPPs	Independent Power Producers
KE	K-Electric
KEMA	Keuring van Elektrotechnische Materialen te Arnhem
LC	Letter of Credit
LV	Low Voltage
LSZH	Low Smoke Zero Halogen
MAF	Million Acre Feet
Mn	Million
MOU	Memorandum of Understanding
MW	Mega Watt
MV	Medium Voltage
NEPRA	National Electric Power Regularity Authority
NICOP	National Identity Card for Overseas Pakistani
NOC	No Objection Certificate
NTDC	National Transmission and Despatch Company
p.a.	Per Annum
PCSIR	Pakistan Council of Scientific & Industrial Research
PCP	Pakistan Centre for Philanthropy

PES	PSX's e-IPO System
PKR or Rs.	Pakistan Rupee(s)
PPDP	Punjab Power Development Board
p. q	Per Quarter
PSX / Securities Exchange/ Exchange	Pakistan Stock Exchange Limited
PT	Pre-Treatment
STEM	Science, technology, engineering, and mathematics
TSA	Transmission Security Administration
TTM	Trailing Twelve Months
UIN	Unique Identification Number
UET	University of Engineering and Technology
WAPDA	Water and Power Development Authority
XLPE	Cross Linked Polyethylene Cable

## DEFINITIONS

<b>Application Money</b>	The total amount of money payable by a successful investor which is equivalent to the product of the Strike Price and the number of shares subscribed and allotted.
<b>Aluminium Alloy Plant</b>	A plant that converts aluminium ingot into aluminium rod, which is used as a conductor in cables and wires.
<b>Aluminium-magnesium-silicon alloy</b>	An Aluminium alloy metal
<b>Aluminium rod</b>	Aluminium rod is corrosion resistant and is perfect for both indoor and outdoor use as it can withstand a range of environmental conditions.
<b>Armouring</b>	A mechanical protection of steel wire/tape to protect cable from mechanical damage.
<b>Annealing</b>	It is a heat treatment process that changes the physical and sometimes also the chemical properties of a material to increase ductility and reduce the hardness to make it more workable.
<b>Banker to the Book Building</b>	Any bank(s) with whom an account is opened and maintained by the Issuer for keeping the Bid amount.  <b>Habib Bank Limited</b> has been appointed, in this IPO, as the Banker to the Book Building.
<b>Bid</b>	An indication to make an offer during the Bidding Period by a Bidder to subscribe to the Ordinary Shares of Fast Cables Limited at a price at or above the Floor Price, including upward revisions thereto. <b>An Eligible Investor shall not make a Bid with price variation of more than 10% of the prevailing indicative Strike Price subject to a maximum price band of 40% of the Floor Price. Please refer to Section 12.1.2 for details.</b>
<b>Bid Amount</b>	The amount equal to the product of the number of Shares Bid for and the Bid Price.
<b>Bid Collection Center</b>	Designated offices of the Book Runner, specified branches of the Banker to the Book Building and offices of any other institutions specified by the Book Runner where Bids are received and processed. For this Issue, addresses of the Bid Collection Centers are provided in Section 12.1.6 of this Prospectus.
<b>Bid Price</b>	The price at which Bid is made for a specified number of shares.
<b>Bid Revision</b>	The Eligible Investors can revise their Bids upward subject to the provision of Regulation 10(2)(iii) of the PO Regulations. The Bids can be revised with a price variation of not more than 10% from the prevailing indicative Strike Price in compliance with Regulation 10(2)(iii) of the PO Regulations.



<b>Bidder</b>	<p><b>As per Regulation 10(2)(vi) of the PO Regulations, the Bidder shall not make downward revision both in terms of Bid Price and Bid Volume; Provided that in case of upward revision of the Bid Price, the number of shares Bid for i.e., Bid Volume may be adjusted ensuring that the Bid amount or Bid money remains the same.</b></p> <p><b>As per Regulation 10(2)(vii) of the PO Regulations, the Bidder shall not withdraw their Bids.</b></p> <p>An Eligible Investor who makes Bids for shares in the Book Building process.</p>
<b>Bidding Form</b>	The form prepared by the Issuer for the purpose of making Bids.
<b>Bidding Period</b>	<p>The period during which Bids for subscription of shares are received.</p> <p>The Bidding Period shall be of two days, from [.] to [.] both days inclusive (daily from 9:00 a.m. to 5:00 p.m.).</p>
<b>Biomass Power Plant</b>	Biomass is plant-based material used as fuel to produce heat or electricity.
<b>Book Building</b>	A process undertaken to elicit demand for shares offered through which Bids are collected from the Bidders and a book is built which depicts demand for the shares at different price levels.
<b>Book Building Account</b>	An account opened by the Issuer with the Collection Banks. The Bidder will pay the Margin Money / Bid Amount through demand draft, pay order or online transfer in favor of this account as per the instructions given in Section 12.1.13 of this Prospectus and the balance of the Application Money, if any, shall be paid through this account after successful allocation of shares under Book Building.
<b>Book Building Portion</b>	The part of the total Issue allocated for subscription through the Book Building.
<b>Book Runner</b>	<p>A securities broker or a scheduled bank who holds a valid license from the Commission to act as an Underwriter and has been appointed as Book Runner by the Issuer.</p> <p>Arif Habib Limited has been appointed as Book Runner for this Issue.</p>
<b>Book Building System / System</b>	An online electronic system operated by the Designated Institution for conducting Book Building.
<b>Bulk Power Consumers</b>	Bulk Power Consumers refer to large-scale consumers of electricity who have high demand and consume electricity in large quantities.

<b>Collection Banks</b>	<p>Mentioned below are the Collection Banks for the General Public portion. Account details for Collection banks are mentioned in section 13.1.7 of the Prospectus:</p> <p style="text-align: center;">Allied Bank Limited</p> <hr style="width: 80%; margin: auto;"/> <p style="text-align: center;">Bank Al Habib Limited</p> <hr style="width: 80%; margin: auto;"/> <p style="text-align: center;">Habib Bank Limited</p> <hr style="width: 80%; margin: auto;"/> <p style="text-align: center;">Soneri Bank Limited</p> <hr style="width: 80%; margin: auto;"/> <p style="text-align: center;">Habib Metropolitan Bank Limited</p> <hr style="width: 80%; margin: auto;"/> <p style="text-align: center;">[.]</p>
<b>Company’s Legal Advisor</b>	<p><b>Butt and Company</b>  Peoples Building, 5 Link Farid Kot Road, Mustafa Town,  54000, Lahore  Office Phone Number +92-42-37238945</p>
<b>Consolidated Bids</b>	<p>A Bid which is fully or partially beneficially owned by persons other than the one named therein.</p>
<b>Conductor Lay Ratio Report</b>	<p>A report to check standard compliance.</p>
<b>Copper Upward Casting Machine</b>	<p>A plant that converts copper cathode into copper rod, which is used as a conductor in cables and wires.</p>
<b>Copper Rod</b>	<p>Copper Rod ensures the highest possible efficiency in converting and transmitting electrical power.</p>
<b>Copper Tape</b>	<p>Copper tape refers to a thin strip of copper, often backed with adhesive.</p>
<b>Copper Tapping</b>	<p>A standardized method of shielding cable.</p>
<b>Coal Based Power Plant</b>	<p>A coal-fired power station or coal power plant is a thermal power station which burns coal to generate electricity.</p>
<b>Crucible furnace</b>	<p>A furnace for smelting of holding the temperature, in which the metal or alloy to be melted or kept hot is placed in a crucible.</p>
<b>Designated Institution</b>	<p>Pakistan Stock Exchange Limited (“PSX”) is acting as the Designated Institution for this Issue and its Book Building system will be used for price discovery.</p>
<b>Dutch Auction Method</b>	<p>The method through which Strike Price is determined by arranging all the Bid Prices in descending order along with the number of shares and the cumulative number of shares Bid for at each Bid Price. The Strike Price is</p>

**Drawing Capacity**

determined by lowering the price to the extent that the total number of shares issued under the Book Building Portion are subscribed.

Production output of machine.

**EHV**

Electricity operating at a voltage in excess of 22,000 volts

**e-IPO facility**

e-IPO refers to electronic submission of applications for subscription of securities offered in an IPO. The following systems are available for e-IPOs:

(i) **PSX's e-IPO System (PES):** To facilitate investors, the Pakistan Stock Exchange Limited ("PSX") has developed an e-IPO System ("PES") through which applications for subscription of securities offered to the General Public can be made electronically. PES has been made available in this Issue and can be accessed through the web link (<https://eipo.psx.com.pk>). Payment of subscription money can be made through 1LINK's and NIFT's member banks available for PES.

For making application through PES, investors must be registered with PES. The PES registration form is available 24/7, all throughout the year. Registration is free of cost and can be done by:

- the investor himself, or
- the TREC Holder with whom the investor has a sub-account, or
- the Bank with whom the investor has a bank account.

Similarly, an e-IPO application can be filed by:

- the investor himself, or
- the TREC Holder with whom the investor has a sub-account, or
- the Bank with whom the investor has a bank account.

In case of queries regarding PES, investors may contact Mr. Farrukh Shahzad at phone number: 111-001-122 or (021)-35274401-10, and email: [itss@psx.com.pk](mailto:itss@psx.com.pk).

Investors who are registered with PES can submit their applications through the web link, <https://eipo.psx.com.pk>, 24 hours a day during the subscription period which will close at midnight on [..].

(ii) **Centralized e-IPO System (CES):** To facilitate investors, the Central Depository Company of Pakistan ("CDC") has developed a Centralized e-IPO System ("CES") through which applications for subscription of securities offered to the General Public can be made electronically. CES can be accessed through the web link ([www.cdceipo.com](http://www.cdceipo.com)). Payment of subscription money can be made through 1LINK's member banks available for CES.

For making application through CES, investors must be registered with CES. Registration with CES is free of cost and can be done under a self-registration process by filling the CES registration form, which is available 24/7 all throughout the year.

In addition to the above, sub-account holder(s) can request their respective TREC Holders who are Participants in Central Depository System (CDS) to make electronic subscription on their behalf for subscription of securities of a specific Company by authorizing (adding the details of) their respective Participant(s) in CES. Consequently, authorized Participants can electronically subscribe on behalf of their sub-account holder(s) in securities offered through Initial Public Offerings (IPOs) and can also make payment against such electronic subscriptions through all the available channels mentioned on CES only after receiving the subscription amount from the sub-account holder(s). To enable this feature, the CDS Participant may request CDC to activate his ID on the CES portal. The securities will be credited directly in Investors' subaccount. In case the sub-account of the investor has been blocked or closed, after the subscription, then securities shall be parked into the CDC's IPO Facilitation Account and investor can contact CDC for credit of shares in its respective account.

Investors who do not have CDS account may visit [www.cdcpakistan.com](http://www.cdcpakistan.com) for information and details.

For further guidance and queries regarding CES and opening of CDS account, investors may contact CDC at phone number: 0800 – 23275 (CDCPL) and e-mail: [info@cdcpak.com](mailto:info@cdcpak.com) or contact Mr. Farooq Ahmed Butt at Phone 021-34326030 and email: [farooq\\_butt@cdcpak.com](mailto:farooq_butt@cdcpak.com).

Investors who are registered with CES can submit their applications through the web link [www.cdceipo.com](http://www.cdceipo.com) 24 hours a day during the subscription period which will close at **midnight on [.]**.

**Eligible Investor**

An Individual and Institutional Investor, whose Bid Amount is not less than the minimum Bid size of PKR 1,000,000 (One Mn Rupees only).

**Electrochemical treeing**

An electrical failure in insulating material caused due to micro void/moisture.

**Extrusion line**

A process used to create objects of fixed cross-sectional area/profile by pushing material through a die of the desired cross-sectional area.

**Fire retardant**

A retardant which resists fire to propagate.

**Forklifters**

A fork lifter is a powered industrial truck used to lift and move materials over short distances.

**Floor Price**

The minimum price per share set by the Issuer in consultation with Lead Manager. For this Issue, Floor Price is PKR 36.0/- per share.

**GDP**

Gross domestic product (GDP) is the total monetary or market value of all the finished goods and services produced within a country's borders in a specific time period.

<b>General Public</b>	All Individual and Institutional Investors including both Pakistani (residents & non-residents) and foreign investors.
<b>GENCOs</b>	Generation Company (GENCO) is a Company responsible for power generation in Pakistan. They are owned by Water and Power Development Authority and are operated separately.
<b>Greeley Conductor</b>	One of the types of AAAC conductors.
<b>GVA</b>	Gross Value Added (GVA) provides a value for the amount of goods and services that have been produced in a country, minus the cost of all inputs and raw materials that are directly attributable to that production. GVA thus adjusts gross domestic product (GDP) by the impact of subsidies and taxes (tariffs) on products.
<b>GWC (PVC)</b>	General Wiring Cables used for house lighting purpose.
<b>HVDC</b>	A high-voltage, direct current (HVDC) electric power transmission system, also called a power superhighway or an electrical superhighway and uses direct current (DC) for the transmission of electrical power.
<b>Hydro Power Plant</b>	Use of fast running water to produce electricity or to power machine.
<b>Initial Public Offering (IPO)</b>	Initial Public Offering or IPO means first time offer of securities to the General Public.
<b>Institutional Investors</b>	<p>Any of the following entities:</p> <ul style="list-style-type: none"> <li>▪ A financial institution;</li> <li>▪ A Company as defined in the Companies Act, 2017;</li> <li>▪ An insurance Company established under the Insurance Ordinance, 2000;</li> <li>▪ A securities broker;</li> <li>▪ A fund established as Collective Investment Scheme under the Non-Banking Finance Companies and Notified Entities Regulations, 2008;</li> <li>▪ A fund established as Voluntary Pension Scheme under the Voluntary Pension System Rules, 2005;</li> <li>▪ A private fund established under Private Fund Regulations, 2015;</li> <li>▪ Any employee's fund established for beneficial of employees;</li> <li>▪ Any other fund established under any special enactment;</li> <li>▪ A foreign Company or any other foreign legal person; and</li> <li>▪ Any other entity as specified by the Commission.</li> </ul>
<b>Inner Semicone</b>	A semi-conductor used between conductor and XLPE for production of MV cables.
<b>IPPs</b>	Independent Power Producers (IPPs) are private entities (under unbundled market), which own and or operate facilities to generate electricity and then sell it to a utility, central government buyer and end users.

<b>Issue</b>	<p>Issue of 83,500,000 Ordinary Shares representing 25.00% of total Post-IPO Paid-Up Capital having a Face Value of PKR 10/- each.</p> <p>The Issue will be offered through Book Building at a Floor Price of PKR 36.0/- per share with an upper limit of 40% above the Floor Price i.e., PKR 50.4/share.</p> <p>Initially, 75% of the Issue Size i.e., 62,625,000 Ordinary Shares will be allotted to Successful Bidders and 25% of the Issue size i.e., 20,875,000 Ordinary Shares will be offered to Retail Investors at the Issue Price. Any unsubscribed retail portion will be allocated to Successful Bidders on a pro-rata basis.</p>
<b>Issue Price</b>	The price at which Ordinary Shares of the Company are issued to the General Public. The Issue Price will be the Strike Price.
<b>Issuer</b>	Fast Cables Limited (the “Company” or the “Issuer” or “Fast Cables” or “FCL”).
<b>Key Employees</b>	Chief Executive Officer, Directors, Chief Financial Officer and Company Secretary of the Company.
<b>Lab equipment</b>	Instruments used to measure/perform tests on required product to decide conformity.
<b>Lead Manager</b>	<p>Any person licensed by the Commission to act as a Consultant to the Issue/Lead Manager.</p> <p>Arif Habib Limited has been appointed as Lead Manager by the Issuer for this Issue.</p>
<b>Limit Bid</b>	The Bid at a Limit Price.
<b>Limit Price</b>	The maximum price (up to 40% of the Floor Price) a prospective Bidder is willing to pay for a share under Book Building.
<b>Listing Regulations</b>	<p>Chapter 5 of the Rule Book of the Pakistan Stock Exchange Limited, titled ‘Listing of Companies and Securities Regulations’.</p> <p><a href="https://www.psx.com.pk/psx/themes/psx/uploads/PSX_Rulebook_%28updated%20on%20June%2013%2C%202023%29.pdf">https://www.psx.com.pk/psx/themes/psx/uploads/PSX_Rulebook_%28updated on June 13%2C 2023%29.pdf</a></p>
<b>Load Centers</b>	Load center is an industry term that applies to the types of panel boards used in residential or light commercial applications.
<b>Low Smoke Zero Halogen</b>	Low smoke zero halogen or low smoke free of halogen is a material classification typically used for cable jacketing in the wire and cable industry.

<b>Margin Money</b>	The partial or total amount, as the case may be, paid by a Bidder at the time of registration as an Eligible Investor. The Book Runner shall collect full amount of the Bid money as Margin Money in respect of Bids placed by an Individual Investor and not less than twenty-five percent (25%) of the Bid money as Margin Money in respect of Bids placed by an Institutional Investor.
<b>Minimum Bid Size</b>	The Bid amount equal to One Mn Rupees (PKR 1,000,000/-).
<b>Multicore Sheathed</b>	The term "multicore sheathed" refers to a type of electrical cable or wire that contains multiple insulated conductors within a single protective sheath. The conductors, or cores, are typically color-coded for identification purposes and are bundled together within the sheath. The sheath provides protection and insulation to the individual cores, preventing them from coming into contact with external elements or causing any electrical hazards.
<b>Nuclear Power Plant</b>	A nuclear power plant is a thermal power station in which the heat source is a nuclear reactor. As is typical of thermal power stations, heat is used to generate steam that drives a steam turbine connected to a generator that produces electricity.
<b>Non-Sheathed</b>	Bare conductors
<b>Ordinary Shares</b>	Ordinary Shares of Fast Cables Limited having face value of PKR 10.0/- each.
<b>Outer Semicone</b>	A semi-conductor used outside of XLPE for production of MV cables.
<b>Paraffin</b>	A waxy crystalline flammable substance obtained especially from distillates of wood, coal, petroleum, or shale oil that is a complex mixture of hydrocarbons and is used chiefly in coating and sealing.
<b>PE Insulation</b>	A thermo plastic insulating material through which current cannot pass.
<b>Polypropylene Filler</b>	A polymer
<b>Polypropylene Tape</b>	Tape range is widely used within the cable market for shielding, protecting and/or separation of cable segments.
<b>Power Generation Units</b>	Power generation unit means a group of equipment converting mechanical or renewable energy into a rated capacity of electric energy (electricity) as per design standards.

<b>PO Regulations</b>	The Public Offering Regulations, 2017 <a href="https://www.secp.gov.pk/document/public-offering-regulations-2017-updated-september-15-2021/?wpdmdl=43440&amp;refresh=63ce67a067fd21674471328">https://www.secp.gov.pk/document/public-offering-regulations-2017-updated-september-15-2021/?wpdmdl=43440&amp;refresh=63ce67a067fd21674471328</a>
<b>Price Band</b>	Floor Price with an upper limit of 40% above the Floor Price, allowing Bidder to make Bid at Floor Price or within the Price Band.
<b>Prospectus</b>	Prospectus means any document described or issued as a prospectus and includes any document, notice, circular, material, advertisement, and offer for sale document, publication or other invitation offering to the public (or any section of the public) or inviting offers from the public for the subscription or purchase of any securities of a Company or body corporate or entity.
<b>PVC Compound</b>	A tough polymer which has capability of resistant to chemical and environment.
<b>PVC Bedding</b>	A dual protection layer over insulated cable/wire.
<b>PVC Insulation</b>	A thermo plastic insulating material through which current cannot pass.
<b>PVC Sheath</b>	A thermo plastic jacketing material for cable surface protection.
<b>Registration Form</b>	The form which is to be submitted by the Eligible Investors for registration to participate in the Book Building process.
<b>Registration Period</b>	The period during which registration of Bidders is carried out. The registration period shall commence three working days before the start of the Bidding Period from [.] to [.] from 9:00 am to 5:00 pm and shall remain open till 3:00 pm on the last day of the Bidding Period.
<b>Related Employees</b>	Related Employees mean such employees of the Issuer, the Lead Manager, the Underwriter & Book Runner, who are involved in the Issue. Please refer to Sections 3A(iv) & 3A(vii) for further details.
<b>Required Commercial Operation Date</b>	means the date falling one day after the day on which the Project is commissioned to operate on a commercial basis.
<b>Rod Break Down machine (RBD)</b>	Machine which converts one size of diameter to smaller size diameter.
<b>Solar Power Plant</b>	Solar power is the conversion of renewable energy from sunlight into electricity, either directly using photovoltaics (PV), indirectly using concentrated solar power, or a combination.



<b>Sponsor</b>	<p>A person who has contributed initial capital in the issuing Company or has the right to appoint majority of the directors on the board of the issuing Company directly or indirectly;</p> <p>A person who replaces the person referred to above; and</p> <p>A person or group of persons who has control of the issuing Company whether directly or indirectly.</p>
<b>Step Bid</b>	<p>Step Bid means a series of Limit Bids at increasing prices. In case of a Step Bid, the amount of each step will not be less than Rupees One Mn (PKR 1,000,000/-).</p>
<b>Strike Price</b>	<p>The price per Ordinary Share of the Issue determined/discovered on the basis of Book Building process in the manner provided in the Public Offering Regulations, at which the shares are issued to the successful Bidders. The Strike Price will be disseminated after conclusion of Book Building through publication in at least all those newspapers in which the Prospectus was published and also posted on the websites of the Securities Exchange, Consultant to the Issue, Book Runner and the Company.</p>
<b>Stranding</b>	<p>Stranding is the process where a particular number of stranding elements are joined together while winding them round a common axis. Stranding is a result of rotating and forward movement. The rotation creates winding of the stranding elements around an axis or a center element.</p>
<b>Supplement to the Prospectus</b>	<p>The Supplement to the Prospectus shall be published within three (3) working days of the closing of the Bidding Period at least in all those newspapers in which the Prospectus was earlier published and disseminated through the Securities Exchange where shares are to be listed.</p>
<b>Thermoplastic halogen-free compound</b>	<p>A thermo plastic compound which does not have elements of halogen gases.</p>
<b>Vernier Caliper</b>	<p>A tool to measure length.</p>
<b>XLPE Insulation</b>	<p>A thermo setting insulating material through which current cannot pass.</p>

**INTERPRETATION:**

**ANY CAPITALIZED TERM CONTAINED IN THIS PROSPECTUS, WHICH IS IDENTICAL TO A CAPITALIZED TERM DEFINED HEREIN, SHALL, UNLESS THE CONTEXT EXPRESSLY INDICATES OR REQUIRES OTHERWISE AND TO THE EXTENT AS**

**MAY BE APPLICABLE GIVEN THE CONTEXT, HAVE THE SAME MEANING AS THE CAPITALIZED / DEFINED TERM PROVIDED HEREIN.**

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## 1 APPROVALS AND LISTING ON THE SECURITIES EXCHANGE

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### 1.1. Approval of the Securities and Exchange Commission of Pakistan

Approval of the Securities & Exchange Commission of Pakistan (the "**Commission**" or the "**SECP**") under Section 87(2) of the Securities Act, 2015 read with Section 88(1) thereof, has been obtained by Fast Cables Limited for the issue, circulation, and publication of this offering document (hereinafter referred to as the "**Prospectus**") vide their **letter No. [.] Dated [.]**.

#### DISCLAIMER:

**IT MUST BE DISTINCTLY UNDERSTOOD THAT IN GIVING THIS APPROVAL, SECP DOES NOT TAKE ANY RESPONSIBILITY FOR THE FINANCIAL SOUNDNESS OF THE COMPANY AND ANY OF ITS SCHEMES STATED HEREIN OR FOR THE CORRECTNESS OF ANY OF THE STATEMENTS MADE OR OPINIONS EXPRESSED WITH REGARDS TO THEM BY THE COMPANY IN THIS PROSPECTUS.**

**SECP HAS NOT EVALUATED QUALITY OF THE ISSUE AND ITS APPROVAL FOR ISSUE, CIRCULATION AND PUBLICATION OF THE PROSPECTUS SHOULD NOT BE CONSTRUED AS ANY COMMITMENT OF THE SAME. THE PUBLIC / INVESTORS SHOULD CONDUCT THEIR OWN INDEPENDENT DUE DILIGENCE AND ANALYSIS REGARDING THE QUALITY OF THE ISSUE BEFORE BIDDING / SUBSCRIBING.**

### 1.2. Approval of Prospectus by PSX

The Prospectus of the Company has been approved by PSX vide letter **No. PSX/ GEN-\_\_\_\_\_** dated \_\_\_\_\_ in accordance with the requirements of the Listing Regulations.

#### DISCLAIMER:

**PSX HAS NOT EVALUATED THE QUALITY OF THE ISSUE AND ITS APPROVAL SHOULD NOT BE CONSTRUED AS ANY COMMITMENT OF THE SAME. THE PUBLIC/INVESTORS SHOULD CONDUCT THEIR OWN INDEPENDENT INVESTIGATION AND ANALYSIS REGARDING THE QUALITY OF THE ISSUE BEFORE SUBSCRIBING.**

**THE PUBLICATION OF THIS DOCUMENT DOES NOT REPRESENT SOLICITATION BY PSX.**

**THE CONTENTS OF THIS DOCUMENT DOES NOT CONSTITUTE AN INVITATION TO INVEST IN SHARES OR SUBSCRIBE FOR ANY SECURITIES OR OTHER FINANCIAL INSTRUMENT BY PSX, NOR SHOULD IT OR ANY PART OF IT FORM THE BASIS OF, OR BE RELIED UPON IN ANY CONNECTION WITH ANY CONTRACT OR COMMITMENT WHATSOEVER OF PSX.**

**IT IS CLARIFIED THAT INFORMATION IN THIS PROSPECTUS SHOULD NOT BE CONSTRUED AS ADVICE ON ANY PARTICULAR MATTER BY PSX AND MUST NOT BE TREATED AS A SUBSTITUTE FOR SPECIFIC ADVICE.**

**PSX DISCLAIMS ANY LIABILITY WHATSOEVER FOR ANY LOSS HOWEVER ARISING FROM OR IN RELIANCE UPON THIS DOCUMENT TO ANYONE, ARISING FROM ANY REASON, INCLUDING, BUT NOT LIMITED TO, INACCURACIES, INCOMPLETENESS AND/OR MISTAKES, FOR DECISIONS AND/OR ACTIONS TAKEN, BASED ON THIS DOCUMENT.**

**PSX NEITHER TAKES RESPONSIBILITY FOR THE CORRECTNESS OF CONTENTS OF THIS DOCUMENT NOR THE ABILITY OF THE COMPANY TO FULFILL ITS OBLIGATIONS THEREUNDER.**

**ADVICE FROM A SUITABLY QUALIFIED PROFESSIONAL SHOULD ALWAYS BE SOUGHT BY INVESTORS IN RELATION TO ANY PARTICULAR INVESTMENT.**

### 1.3. Filing of Prospectus and other Documents with the Registrar of Companies

Fast Cables Limited ("Fast Cables") has filed with the Registrar of Companies as required under Sections 57 (1) of the Companies Act 2017, a copy of this Prospectus signed by all the Directors of the Company.

#### 1.4. Listing at PSX

Application has been made to PSX for permission to deal in and for quotation of the shares of the Company.

If for any reason the application for formal listing is not accepted by PSX or approval for formal listing is not granted by PSX before the expiration of twenty-one days from the date of closing of the subscription period / list or such longer period not exceeding forty-two days as may, within the said twenty-one days, be notified to the applicants for permission by the PSX, the Issuer undertakes that a notice to that effect will immediately be published in the press and will refund Application Money to the applicants without surcharge as required under the provisions of Section 69 of the Companies Act.

If any such money is not repaid within eight (08) days after the Company becomes liable to repay it, the Directors of the Company shall be jointly and severally liable to repay that money from the expiration of the eighth day together with surcharge at the rate of two percent (2.0%) for every month or part thereof from the expiration of the eighth day and, in addition, shall be liable to a penalty of level 3 on the standard scale of up to PKR 100 Mn and per day penalty of Rs. 500,000 during which the default continues, as defined in Section 479 of the Companies Act, 2017 in accordance with the provisions of sub-section (2) of Section 69 of the Companies Act.

As required under sub-section (3) of Section 69 of the Companies Act, the Application Money including the Bid Money, in case of Book Building, shall be deposited and kept in a separate bank account in a scheduled bank as long as the Company may become liable to repay it under sub-section (2) of Section 69 of the Companies Act; and, if default is made in complying with the said sub-section (3), the Company and every officer of the Company who authorizes or permits the default shall be liable to a penalty of level 2 on the standard scale.

## 2 SUMMARY OF THE PROSPECTUS

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### 2.1. Primary Business of Fast Cables Limited

Fast Cables is a preeminent local manufacturer of top-quality electrical cables and conductors in Pakistan. The Company's emphasis on quality has made Fast Cables' one of the most reliable brands in the cable industry of Pakistan and the choice of leading electrical consultants, engineers and architects. The company's annual production capacity as at 31<sup>st</sup> December 2022 of copper products stands at 8,400 metric tonnes while for aluminium products 13,800 metric tonnes.

Fast Cables has two manufacturing plants in Lahore which are equipped with state-of-the-art technology along with excellent quality assurance systems. Unit - I is located at 7-Canal Bank Main Jallo Road, Harbans Pura, Lahore whereas Unit - II is located at Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore. The Company is pioneer of Catenary Continuous Vulcanization (CCV) Line Technology<sup>1</sup> & Aluminium Alloy plant<sup>2</sup> in Pakistan. Through this cutting-edge technology of the CCV line, the lifespan of the product is endowed with an impressive longevity of over four decades, ensuring unparalleled durability and reliability. It also ensures that the insulation has no eccentricity and steadfast uniformity is ensured across all products as the manufacturing processes is controlled by system. The Aluminium Alloy Plant boasts of an impressive production capability to introduce novel commodities to the local market, including Aerial Bundle Cables (ABC) for electricity distribution, Trapezoidal Wire Conductors, and All Aluminium Alloy Conductors (AAAC) for high voltage transmission, where the latter is highly favored in distribution lines due to their lightweight composition and reduced electrical losses.

Pakistan's renowned laboratories and institutions such as Central Testing Laboratories (CTL), Pakistan Council of Scientific & Industrial Research (PCSIR), and University of Engineering and Technology (UET) Lahore have given Fast Cables' electrical cables and conductors their approval, validating their exceptional quality. The Company's impressive array of offerings encompasses a versatile range of products, such as low voltage cables, medium voltage cables, and conductors, and further extends to bespoke solutions designed to meet the bespoke and multifaceted requirements of their esteemed customers hailing from various sectors.

Fast Cables has achieved the pinnacle of excellence by securing the esteemed International KEMA Gold type test certification for its products, a distinction bestowed only after meticulous verification of all technical drawings, visual inspection, and successful completion of all tests in line with globally recognized standards.

Fast Cables has broken new ground in the cable manufacturing industry in Pakistan by becoming the trailblazer in producing Greeley Conductor<sup>3</sup>, and further elevating their standing by obtaining the coveted type test certification from the prestigious testing laboratory of VEIKI-VNL Electric Large Laboratories Ltd. located in Budapest, Hungary.

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<sup>1</sup> <https://dailytimes.com.pk/113126/fast-cables-adds-another-feather-to-its-cap/>

<sup>2</sup> <https://tribune.com.pk/story/1668360/pti-claims-govt-added-1670mw-power-grid>

<https://www.facebook.com/fastcablesLtd/videos/inauguration-ceremony-of-pakistans-first-ccv-line-and-aluminium-alloy-plant/949063041925408/>

<sup>3</sup> <https://www.app.com.pk/domestic/khurrum-dastagir-inaugurates-500-kv-matiari-thar-transmission-line/>

## 2.2. Sponsors of Fast Cables Limited

The following are the Sponsors of the Company:

1. Mian Ghulam Murtaza Shaukat
2. Ms. Rubina Shaukat
3. Mr. Kamal Mahmood Amjad Mian
4. Ms. Mahlaqa Shaukat

Note: Ms. Mahlaqa Shaukat is the daughter of Mian Ghulam Murtaza Shaukat. Mr. Kamal Mahmood Amjad Mian is the younger brother of Mian Ghulam Murtaza Shaukat. Ms. Rubina Shaukat is the wife of Mian Ghulam Murtaza Shaukat.

## 2.3. Salient Features of the Issue

The Issue comprises of 83,500,000 Ordinary Shares of Face Value of PKR 10/- each, which constitutes 25.00% of the total Post-IPO Paid Up Capital of the Company.

This Issue of 83,500,000 Ordinary Shares will be offered through the 100% Book Building process at a Floor Price of PKR 36.0/- per share. Initially, 75% of the issue size i.e., 62,625,000 Ordinary Shares will be allotted to Successful Bidders and 25% of the issue i.e., 20,875,000 Ordinary Shares will be offered to Retail Investors. Unsubscribed shares, if any, of the General Subscription portion will be allocated to Successful Bidders of the Book Building portion on a pro-rata basis.

## 2.4. Pre and Post Issue Shareholding of the Sponsors

Given below is the Pre and Post IPO shareholding of the Sponsors of the Company:

Sponsors	Designation	Pre-Issue Shareholding (As at 31/12/2022)	% of Total Shareholding	Post-Issue Shareholding	% of Total Shareholding
Mian Ghulam Murtaza Shaukat	Chief Executive Officer	130,285,341	52.025%	130,285,341	39.016%
Ms. Rubina Shaukat	Non-Executive Director	51,371,637	20.514%	51,371,637	15.384%
Mr. Kamal Mahmood Amjad Mian	Executive Director and Managing Director	11,401,486	4.553%	11,401,486	3.414%
Ms. Mahlaqa Shaukat	Non-Executive Director	7,696	0.003%	7,696	0.002%
<b>Total of Sponsors</b>		<b>193,066,160</b>	<b>77.095%</b>	<b>193,066,160</b>	<b>57.816%</b>

## 2.5. Principal purpose of the Issue

The proceeds from the IPO will be utilized in several key areas, including the acquisition of new land, the construction of a state-of-the-art building, the installation of new plant and machinery, and the repayment of debt associated with

[https://www.linkedin.com/posts/fast-cables-limited\\_thar-matiari-transmission-line-inauguration-activity-7068130820930117632-YJ4I?utm\\_source=share&utm\\_medium=member\\_android](https://www.linkedin.com/posts/fast-cables-limited_thar-matiari-transmission-line-inauguration-activity-7068130820930117632-YJ4I?utm_source=share&utm_medium=member_android)

the machinery and building components. The excess amount raised above the floor price will be utilized in working capital requirements.

### 2.5.1. Source of Funding

The Company plans to raise PKR 3.006 Bn through an Initial Public Offering (IPO). This funding will be used to increase the Company's production capacity and for loan repayment. In this regard, Company intends to issue 83,500,000 ordinary shares at floor price of PKR 36/share.

### 2.5.2. Utilization of Proceeds

The complete breakup of the Project cost and its financing by way of IPO proceeds, and Internal Cash Generation from Operations is depicted in the table below;

Particulars	Value (PKR)	%
<b>Project Cost:</b>		
Plant & Machinery	1,639,732,173	45.97%
Land	800,000,000	22.43%
Duties and others – Plant & Machinery	388,729,415	10.90%
Building Construction - In Land to be Acquired	380,000,000	10.65%
Installation & erection works – Plant & Machinery	201,331,537	5.64%
Building Construction - In Existing Facility (Unit – II)	145,000,000	4.07%
Contingency	12,000,000	0.34%
<b>Total Project Cost</b> <b>A</b>	<b>3,566,793,125</b>	<b>100.00%</b>
<b>IPO Proceeds:</b>		
Plant & Machinery	1,045,320,000	34.77%
Land	800,000,000	26.61%
Building Construction - In Land to be Acquired	380,000,000	12.64%
Duties and others – Plant & Machinery	261,330,000	8.69%
Installation & erection works – Plant & Machinery	129,150,378	4.30%
Contingency	12,000,000	0.40%
<b>B</b>	<b>2,627,800,378</b>	<b>87.42%</b>
Loan Repayment;		
a. Plant & Machinery	332,337,925	11.06%
b. Building Construction - In Existing Facility (Unit – II)	45,861,697	1.53%
<b>C</b>	<b>378,199,622</b>	<b>12.58%</b>
<b>Total IPO Proceeds</b> <b>D = (B + C)</b>	<b>3,006,000,000</b>	<b>100.00%</b>
<b>Internal Cash Generation from Operations:</b>		
Internal Cash Generation from Operations already injected to finance Project Cost;		
a. Plant & Machinery	262,074,248	46.73%
b. Duties and others – Plant & Machinery	127,399,415	22.72%
c. Building Construction - In Existing Facility (Unit – II)	88,146,361	15.72%
d. Installation & erection works – Plant & Machinery	72,181,159	12.87%
<b>E</b>	<b>549,801,183</b>	<b>98.04%</b>
<b>Further Internal Cash Generation from Operations injection to be done to finance Project Cost;</b>		
Building Construction - In Existing Facility (Unit – II) <b>F</b>	10,991,942	1.96%
<b>Total Internal Cash Generation from Operations injection</b> <b>G = (E + F)</b>	<b>560,793,125</b>	<b>100.00%</b>



Particulars		Value (PKR)	%
<b>Grand Total</b>	<b>H = (D + G)</b>	<b>3,566,793,125</b>	

The total amount raised from IPO of PKR 3,006,000,000 will be used to finance the procurement of land, construction of building, and installation of new plant and machinery to enhance the production capacity of the current product lines and repayment of debt. The Plant and Machinery includes Wire Drawing machines, Extrusion line, Forklifters, and Special Cable plant. These machineries are being imported from China and Germany based suppliers such as Shanghai Shineworld Engineering Co. Ltd, Baruchi Co. Ltd, Anhui Prius International Trading Co. Ltd and Sikora AG.

Any excessive funds raised, in case the Strike Price is determined above the Floor Price, would be utilized to fund the internal working capital requirement of Fast Cables.

**2.6. Justification given by the Lead Manager in favor of Floor Price of PKR 36.0/- per Share may be seen under Section 4A of the Prospectus Titled, 'Valuation Section'.**

**2.7. Qualified Opinion, if any, given by the Auditor during the Last Three Financial Years**

No qualified opinion was given on the financial statements of the Company by the Company's Auditors during the last five financial years:

Crowe Hussain Chaudhry & Co, Chartered Accountants did not give a qualified opinion for the financial year 30 June 2022, 30 June 2021, 30 June 2020, 30 June 2019 and 30 June 2018.

**2.8. Financial Information (Please refer to Section 6.6 for Detailed Financials and Commentary on Key Ratios)**

The key financial information of the Company is tabulated below:

In PKR Mn, unless stated otherwise	Audited FY2018	Audited FY2019	Audited FY2020	Audited FY2021	Audited FY2022	Audited 1HFY2023	Un Audited Management Accounts 9MFY2023
Issued Share Capital <sup>4</sup>	337.1	488.1	488.1	488.1	2,504.3	2,504.3	2,504.3
Net Worth	2,320.9	2,308.5	4,196.6	4,904.1	5,699.1	6,678.2	7,303.8
Net Revenue	5,431.8	7,164.3	8,952.9	14,214.8	22,978.1	13,964.4	22,469.0
Gross Margin (%)	13.5%	15.8%	14.5%	13.4% <sup>5</sup>	15.0%	17.6% <sup>6</sup>	18.5%
Operating Margin (%)	6.8%	8.1%	8.0%	8.3%	10.5% <sup>7</sup>	12.0% <sup>8</sup>	13.5%
Profit after Tax	86.9	166.1	166.6	532.7	1,039.1 <sup>9</sup>	682.4	1,292.4

<sup>4</sup> During FY 2019, the Company issued 15,101,104 right shares. During FY 2022 Company issued 115,829,002 bonus shares and also issued 85,791,394 right shares

<sup>5</sup> 1-2% variation in gross profit is due to fluctuation in customer demand and competitive landscape

<sup>6</sup> Increase in Gross Margin is mainly due to volumetric growth in institution segment causing lower cost of production per unit and due to reduction of fixed cost

<sup>7</sup> Increase is mainly because of increased operational efficiency

<sup>8</sup> Increase is mainly because of increased operational efficiency

<sup>9</sup> Increase in Profit after tax is due to Business volume growth due to increased customer demand in construction sector

In PKR Mn, unless stated otherwise	Audited FY2018	Audited FY2019	Audited FY2020	Audited FY2021	Audited FY2022	Audited 1HFY2023	Un Audited Management Accounts 9MFY2023
Profit after Tax Margin (%)	1.6%	2.3%	1.9%	3.7% <sup>10</sup>	4.5% <sup>11</sup>	4.9% <sup>12</sup>	5.8%
Earnings per share - Basic (In PKR) <sup>13</sup>	2.6	3.4	3.4	10.9	4.1	2.7	5.16
Breakup Value per Share (In PKR) <sup>14</sup>	68.9	47.3	86.0	100.5	22.8	26.7	29.2
Total Borrowings	2,106.6	2,771.1	2,712.3	3,681.7	6,708.6	6,713.4	6,293.4
Debt to Equity (Times)	0.9	1.2	0.6	0.8	1.2	1.0	0.9
Debt to Total Capital (Times)	0.5	0.5	0.4	0.4	0.5	0.5	0.5
Interest Coverage Ratio (Times)	2.8	1.8	1.7	3.7	4.1	2.8	3.3
Cash Flow from Operations	(1,166.6)	(203.3)	20.2	(624.0)	(1,344.1)	67.4	618.6

## 2.9. Legal Proceedings

There are eleven pending Legal proceedings of Fast Cables Limited as of December 31<sup>st</sup>,2022, the details regarding the pending litigation are given below:

Sr No.	Order Dated	Issuing Authority	Tax Period	Financial Impact	Current Status	Management Stance
1	31 <sup>st</sup> August 2022	Federal Board of Revenue	Tax Year 2021	PKR 109,488,035	Pending in CIR - Appeals	The Company has received an order dated 31 August 2022 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2021, wherein income of the Company has been re-assessed and certain expenses like advertisement etc. have been added back to the income for the

<sup>10</sup> Increase in Profit after tax is due to Business volume growth due to excessive customer demand and post covid year impact

<sup>11</sup> Increase in Profit after tax is due to increased customer demand which was derived by the government policies and special package for construction sector

<sup>12</sup> Increase in Profit after tax is due to Business volume growth in institution segment and price escalation

<sup>13</sup> EPS Basic is calculated on number of shares outstanding at period end

<sup>14</sup> Break-up value per share is based on total equity of the Company divided by outstanding shares at corresponding period end Earning per Share – Post Bonus and Right Issue (in PKR) FY 2018: 0.3/share, FY 2019: 0.7/share, FY 2020: 0.7/share, FY 2021: 2.1/share

						year. Tax impact of the above amounts to Rs. 109,488,035. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) against the said order which is pending for adjudication. No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.
2	06 <sup>th</sup> September 2021	Federal Board of Revenue	Tax Year 2020	PKR 4,290,208	Pending in CIR - Appeals	<p>The Company has received an order dated 06 September 2021 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2020, wherein income of the Company has been re-assessed and certain expenses like advertisement etc. have been added back to the income for the year. Tax impact of the above amounts to Rs. 4,290,208. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) against the said order which is pending for adjudication.</p> <p>No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.</p>
3	01 <sup>st</sup> June 2020	Federal Board of Revenue	Tax Year 2019	PKR 36,379,695	Pending in Appellant Tribunal	<p>The Company has received an order dated 01 June 2020 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2019, wherein income of the Company has been re-assessed and certain expenses like advertisement etc. have been added back to the income for the year.</p> <p>Tax impact of the above amounts is Rs. 36,379,695. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) against the said order which was</p>

						partially decided in favor of the Company. Against the said order second appeal is filed before the Appellant Tribunal which is pending for adjudication. No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.
4	31 <sup>st</sup> October 2018	Federal Board of Revenue	Tax year 2017	PKR 7,539,449	Pending in Appellant Tribunal	<p>The Company has received an order dated 31 October 2018 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2017, wherein income of the Company has been re-assessed and certain expenses have been added back to the income for the year. Tax impact of the above amounts to Rs. 28,779,628. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) who vide his order dated 02 March 2020 has partly granted relief to the Company and after that relief the Tax impact of the above, amounts to Rs. 7,539,449.</p> <p>The Federal Board of Revenue have filed 2nd appeal against the said order before Appellate Tribunal Inland Revenue (ATIR) which is pending for adjudication. No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.</p>
5	27 <sup>th</sup> May 2021	Federal Board of Revenue	Tax Year 2014, 2017,	No Demand yet determined	-	The Company has received assessment notices under section 161/205 of Tax Years 2014, 2017, 2018 and 2019

			2018, 2019			whereby no demand is yet determined or calculated. Any demand raised during adjudication will be shared on later stage.
6	30 <sup>th</sup> September 2020	Federal Board of Revenue	Tax Year 2014	PKR 631,300	Pending in Appellant Tribunal	<p>The Company is defending an order dated 30 September 2020 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2014, wherein income of the Company has been re-assessed and addition on account of excessive depreciation and amortization of advertisement expenses Rs. 2,719,029 and 13,240,054 have been added back to the income. Tax impact of the above, amounts to Rs. 631,300. The Company filed an appeal before CIR Appeals which was concluded partially in the favor of the Company, resulting into NIL tax demand, however, the Federal Board of Revenue have filed 2nd appeal against the said order before Appellate Tribunal Inland Revenue (ATIR) which is pending for adjudication and the Company also filed 2<sup>nd</sup> appeal. The management is confident of favorable outcome of the case, hence no provision in this regard has been made in the financial statements.</p>
7	16 <sup>th</sup> July 2013	Federal Board of Revenue	Tax Year 2008	PKR 14,784,653	Pending in Appellant Tribunal	<p>The Company has filed a Reference PTR No. 279/2013 against the Order of the Tribunal ITA No. 1235/LB/2012 dated 16th July 2013 in respect of tax Year 2008. The case was concluded partial in favor and matter is remanded back to the Appellant Tribunal for fact finding. The recovery of Rs. 14,784,653/- against the case was already made by the department therefore there is no contingency but hope for</p>

						recovery of unadjusted amount by FBR. The management is hopeful and expects favorable decision.
8	15 <sup>th</sup> October 2022	Federal Board of Revenue	Tax Year 2020 & 2021	No Demand yet determined	Pending at LTO	The Company has received a notice for production of record under section 25(1) of the Sales Tax Act, 1990 for Tax Year 2021 dated 15.10.2022 in which the department demanded to produce record and explain the ratios and comparison between Tax Year 2020 and Tax Year 2021 from sales tax liability evaluation point of view. The record
9	15 <sup>th</sup> September 2021	Federal Board of Revenue	Tax Period 2019 & 2020	PKR 1,791,138	Pending in CIR - Appeals	The Company has received an order under section 45B of The Sales Tax Act, 1990 dated 15 September 2021, and wherein the discrepancy has resulted in short payment of sales tax amounting to Rs. 1,791,138 being aggrieved, the company filed an appeal before The CIR Appeals against the said order and the impugned order is annulled with the direction to reconsider the facts and records submitted by the applicant and case is remanded back for adjudication. Hence, no liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.
10	18 <sup>th</sup> June 2017	Pakistan Customs	Tax Period 2014	-	Pending at Lahore High Court	The Company is contesting six customs reference application No. 113840, 113844, 113845, 113850, 113855 and 113859/2017 against the consolidated order of Customs Appellate Tribunal, Lahore dated 18.06.2017 passed in customs appeal Nos. 375, 376, 377/LB/2014 and 12, 13,14/LB/2015 on the issue of classification of imported items. There will be no tax impact because the impugned tax is

						already paid and the Company being aggrieved of the order is seeking justice. Therefore, the management expects favorable outcome of the cases.
11	26 <sup>th</sup> March 2019	Competition Commission of Pakistan	Tax Period 2015	PKR 5,000,000	Pending in Competition Appeal Tribunal	The Company has received an order dated 26 March 2019 in the matter of showcase notices issued to electric cables manufacturer by Competition Commission of Pakistan and impose a penalty of PKR 5,000,000/- being aggrieved, the company filed an appeal before The Competition Appeal Tribunal against the said order which is pending for adjudication. No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.
	<b>Total</b>			PKR <b>179,904,478</b>		

Legal proceedings are also disclosed separately, in detail, in Section 8 of the Prospectus, titled Legal Proceedings and Overdue Loans.

**Note: There are no other pending litigations against the Company, Sponsors, Substantial Shareholders and Directors other than those already mentioned above.**

## 2.10. Risk Factors

For key risk factors that would have an impact on the Company and the Issue, please refer to Section 5.

## 2.11. Summary of Related Party Transactions

All transactions with related parties are carried out at mutually agreed price on an arm's length basis. The related parties comprise of Sponsors, Promoters, Associated Concerns, Directors and Key Management Personnel of the Company. The Company in the normal course of business carries out transactions with various related parties, which are as follows:

Related Party	Relationship	Nature of Transaction	Audited FY2020 (PKR)	Audited FY2021 (PKR)	Audited FY2022 (PKR)	Audited 1HFY2023 (PKR)
Director	Associate Person	Share Deposit Money received from Director	647,719,000	174,340,828	-	-
CEO	Associate Person	Sponsor's loan received	-	50,000,000	103,000,000	-
CEO	Associate Person	Car loan paid	-	-	-	808,056
CEO	Associate Person	Sponsor's loan repaid		(50,000,000)	(27,750,000)	(75,250,000)
Director	Associate Person	Dividend Paid	(122,016,510)	-	(244,033,020)	-
Director	Associate Person	Sponsor loan transferred to share deposit money	(98,905,167)	(35,854,113)	-	-
Employee Gratuity funds	Retirement benefit fund	Contribution paid to gratuity fund	(6,683,241)	(8,200,919)	(10,401,752)	(6,539,509)
Staff Provident fund	Retirement benefit fund	Contribution paid to provident fund	(8,666,536)	(18,607,002)	(18,684,773)	(25,459,200)
Fatima Latif Welfare Trust	Common directorship	Donation paid during year	65,230,018	60,305,423	97,100,000	80,000,000
CEO	Associate Person	Rent paid for factory building & land Islamabad Office and drawing hall	6,215,579	-	13,483,161	16,960,064
Director	Associate Person	Rent paid for head office building	8,913,048	9,804,348	10,784,783	7,242,036



### 3 OVERVIEW, HISTORY AND PROSPECTS

#### 3.1. Company's Background and History

<b>Name of Partnership</b>	Fast Cables & Co.
<b>Date of Partnership</b>	September 02, 1998
<b>Name of Company</b>	Fast Cables Limited
<b>Incorporation Number</b>	0068371
<b>Date of Incorporation and Place</b>	December 29, 2008 in Lahore
<b>Date of Commencement of Business</b>	May 14, 2009

Fast Cables Limited, formerly registered as a partnership named Fast Cables & Co. on September 02, 1998, later converted into a public limited company on December 29, 2008 under the repealed Companies Ordinance, 1984 (now the Companies Act, 2017). The Company's registered office is located at 192-Y, Commercial Area, Phase III DHA, Lahore, Pakistan. The Company is engaged in manufacturing and selling of all types of electric wires, cables and conductors.

The Company operates two manufacturing Units. Unit - I is located at 7-Canal Bank Main Jallo Road, Harbans Pura, Lahore and Unit - II is located at Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore.

The Company is a pioneer of Catenary Continuous Vulcanization (CCV) Line Technology<sup>15</sup> & Aluminium Alloy plant<sup>16</sup> in Pakistan. Through this cutting-edge technology of the CCV line, the lifespan of the product is endowed with an impressive longevity of over four decades, ensuring unparalleled durability and reliability. It also ensures that the insulation has no eccentricity and steadfast uniformity is ensured across all products as the manufacturing processes is controlled by system. The Aluminium Alloy Plant boasts of an impressive production capability to introduce novel commodities to the local market, including Aerial Bundle Cables (ABC) for electricity distribution, Trapezoidal Wire Conductors, and All Aluminium Alloy Conductors (AAAC) for high voltage transmission, where the latter is highly favored in distribution lines due to their lightweight composition and reduced electrical losses.

Pakistan's renowned laboratories and institutions in the Country such as Central Testing Laboratories (CTL), Pakistan Council of Scientific & Industrial Research (PCSIR), and University of Engineering and Technology (UET) Lahore have given Fast Cables' electrical cables and conductors their approval, validating their exceptional quality. The Company's impressive array of offerings encompasses a versatile range of products, such as low voltage cables, medium voltage cables, and conductors, and further extends to bespoke solutions designed to meet the bespoke and multifaceted requirements of their esteemed customers hailing from various sectors.

Fast Cables has achieved the pinnacle of excellence by securing the esteemed International KEMA Gold type test certification for its products, a distinction bestowed only after meticulous verification of all technical drawings, visual

<sup>15</sup> <https://dailytimes.com.pk/113126/fast-cables-adds-another-feather-to-its-cap/>

<sup>16</sup> <https://tribune.com.pk/story/1668360/pti-claims-govt-added-1670mw-power-grid>

<https://www.facebook.com/fastcablesLtd/videos/inauguration-ceremony-of-pakistans-first-ccv-line-and-aluminium-alloy-plant/949063041925408/>

inspection, and successful completion of all tests in line with globally recognized standards. This certification, issued by the acclaimed KEMA Laboratories in Netherlands, renowned for their impartial and accredited testing and inspection services for power equipment manufacturers, utilities, and power companies, has bolstered the trust and confidence of customers, particularly institutional ones who, hitherto reliant on imported cables, now exclusively rely on Fast Cables' products.

Fast Cables has broken new ground in the cable manufacturing industry in Pakistan by becoming the trailblazer in producing Greeley Conductor<sup>17</sup>, and further elevating their standing by obtaining the coveted type test certification from the prestigious testing laboratory of VEIKI-VNL Electric Large Laboratories Ltd. located in Budapest, Hungary. This landmark achievement serves as a testament to Fast Cables' unwavering commitment to harnessing state-of-the-art technology and adhering to stringent international standards, positioning them as a paragon of excellence in the industry.

### 3.1.1. Major Products

Fast Cables Limited is a well-established and reliable name in electrical cable and conductor manufacturing with the following extensive array of quality products that encompasses a diverse range of applications:

#### Low Voltage Cables

- Building Wires
- Industrial Wires
- Telecommunication Wires
- Control & Instrumentation Cables

#### Medium Voltage Cables

- Single Core Cables
- Three Core Cables
- Three Core Bundled Cables (ABC)

#### Bare Conductors

- All Aluminium Conductor (AAC)
- All Aluminium Alloy Conductor (AAAC)
- Aluminium Conductor Steel Reinforced (ACSR)

### 3.1.2. Brief History & Background of Sponsors

Mian Ghulam Murtaza Shaukat returned to Pakistan from Holland, in the early 1980s, with the ambition to serve his country. On his return, Mr. Shaukat explored various business opportunities and eventually chose to set up an electrical cable manufacturing business in 1985. Through his progressive thinking and entrepreneurial drive, Mr. Shaukat transformed a small-scale business into a well-established brand – “Fast Cables” recognized for the provision of quality products and on time delivery to customers across Pakistan.

Fast Cables ensured market presence by implementing an innovative approach to promote its product through its own distribution channel called "direct marketing. It developed a unique three-dimensional strategy in the initial years which allowed the Company to enhance customer experience and mitigate their pain-points. The strategy was based on (i) directly approaching customer; (ii) enhancing customer awareness on quality and safety standards; and (iii) providing unparalleled quality and timely delivery. This approach was highly appreciated by customers and led to a rapid expansion of Fast Cables' customer bases and sales network across Pakistan.

<sup>17</sup> <https://www.app.com.pk/domestic/khurram-dastagir-inaugurates-500-kv-matiari-thar-transmission-line/>

[https://www.linkedin.com/posts/fast-cables-limited\\_thar-matiari-transmission-line-inauguration-activity-7068130820930117632-YJ4I?utm\\_source=share&utm\\_medium=member\\_android](https://www.linkedin.com/posts/fast-cables-limited_thar-matiari-transmission-line-inauguration-activity-7068130820930117632-YJ4I?utm_source=share&utm_medium=member_android)

Fast Cables aggressive expansion necessitated the induction of experienced management staff with internationally recognized qualifications and exposure to sustain the exponential growth trajectory. Hence, Mr. Ghulam Mustafa Kausar joined Fast Cables as a Director in 2010, adding rich experience in organizational development and quality assurance. He focused on streamlining internal structures and building more comprehensive operational systems to ensure quality, efficiency, and accuracy in the work environment.

In 2012, the Company welcomed Mr. Kamal Mian, a Harvard graduate, and Ms. Saima Mian, an Oxford graduate, to its ranks. Mr. Kamal Mian's extensive experience in both local and international corporate and industrial sectors significantly bolstered the Company's profitability and presence in market. Meanwhile, Ms. Saima Mian played a leading role in brand building, human capital training and development, as well as the implementation of organizational structure, policies, and procedures throughout the Company.

These senior management inductions also allowed Fast Cables to add another dimension to its strategy – introduction of latest technology and services – to elevate customer experience and ensure the provision of quality products at par with international best practices. A state-of-the-art manufacturing facility including CCV Line and Aluminium Plant was set up near Raiwind Lahore which was formally inaugurated by then esteemed Prime Minister of Pakistan Mr. Shahid Khaqan Abbasi in 2017.

Innovation became the key driver of FCL's success, manifesting through the following key initiatives:

- Pioneer Fast Tasdeeq – A robust SMS verification mechanism was developed in house to enable customers to authenticate the genuineness of purchased product in an industry struggling to deal with counterfeit products. The success of this service, subsequently led to its adoption by key competitors.
- Pioneer CCV Line Technology – Introduction of this technology to apply triple layer (Inner semiconductor + XLPE insulation + outer semiconductor) via extrusion operation in one shot help to enhance the product life and ensure unparalleled uniformity in production process, thereby mitigating any potential eccentricities.
- Pioneer Aluminium Alloy Plant – Through the augmentation of its production capabilities, this sophisticated plant has successfully expanded to accommodate an array of extensive products, including Aerial Bundle Cables (ABC) tailored for electricity distribution, Trapezoidal Wire Conductors, and All Aluminium Alloy Conductors (AAAC) engineered for high voltage transmission purposes, effectively meeting the demands of the local market with remarkable proficiency.
- 1st to obtain KEMA GOLD Type Test Certification for MV Cables – The illustrious KEMA Laboratories located in the Netherlands has gained worldwide recognition for its exceptional and autonomous testing and inspection services. Fast Cables' remarkable feat in achieving a benchmark for quality testing on par with global standards at KEMA Laboratories has been widely acknowledged, subsequently setting the bar for excellence in the industry and inspiring key competitors to follow suit.
- 1st to manufacture Greeley Conductor – Production of 500KV conductor used for Transmission Lines.

In 2020, the onset of the global Covid-19 pandemic brought several challenges to businesses in Pakistan, including but not limited to, raw material shortages and supply chain disruptions. However, Fast Cables' historical growth trend continued due to out of the box thinking and teamwork, resulting in noteworthy success in FY 2021. Moreover, in FY 2021 Fast Cables became the leading cable manufacturer as per the audited financials securing PKR 14.2 Bn revenue. In FY 2022 Fast Cables retained the position of Market Leader by generating revenue of 22.9 Bn.

Moreover, Fast Cables Limited is the first ever company in Pakistan to manufacture Greeley Conductor having type test certification from testing laboratory of VEIKI-VNL Electric Large Laboratories Ltd., Budapest, Hungary in 2022.

Over the course of its 24+ year journey, Fast Cables has achieved unprecedented success and exponential growth, earning numerous awards for its outstanding performance in the industry, and cementing its position as a beacon of excellence. Furthermore, the company has proactively collaborated with the esteemed Fatima Latif Welfare Trust to make substantial contributions towards community development, thus establishing its commitment to social responsibility and ethical business practices.

### 3.2. Pattern of Shareholding of Fast Cables Limited

The pattern of shareholding for the Company as of 31<sup>st</sup> December 2022 is as follows:

Sponsors/Directors	Particular	Pre-Issue Shareholding (As at 31/12/2022)	% of Total Shareholding	Post-Issue Shareholding	% of Total Shareholding
Mian Ghulam Murtaza Shaukat	Chief Executive Officer	130,285,341	52.025%	130,285,341	39.016%
Ms. Rubina Shaukat	Non-Executive Director	51,371,637	20.514%	51,371,637	15.384%
Mr. Kamal Mahmood Amjad Mian	Executive Director and Managing Director	11,401,486	4.553%	11,401,486	3.414%
Mr. Ghulam Mustafa Kausar	Chairman	6,816,542	2.722%	6,816,542	2.041%
Mr. Muhammad Azhar Saeed	Independent Director	7,696	0.003%	7,696	0.002%
Ms. Mahlaqa Shaukat	Non-Executive Director	7,696	0.003%	7,696	0.002%
Mr. Syed Mazher Iqbal	Independent Director	2,362	0.001%	2,362	0.001%
Other Shareholders		Pre-Issue Shareholding (As at 31/12/2022)	% of Total Shareholding	Post-Issue Shareholding	% of Total Shareholding
Mr. Muhammad Shahzad Mian		50,339,262	20.101%	50,339,262	15.075%
Ms. Saima Mian		179,586	0.072%	179,586	0.054%
Ms. Noor Ul Hira Shaukat		7,696	0.003%	7,696	0.002%
Ms. Sunniya Bakht Shaukat		7,696	0.003%	7,696	0.002%
<b>Total</b>		<b>250,427,000</b>	<b>100.000%</b>	<b>250,427,000</b>	<b>74.993%</b>

### 3.3. Revenue Drivers

Fast Cables drives its topline from a mix of products including Low Voltage Cables, Medium Voltage Cables and Bare Conductors. It is clearly evident from the product analysis shown below that 66.72% and 69.83% of the revenue is derived from the sale of Low Voltage Cables in FY 2022 and 1HFY 2023 respectively. Further, the Company has also

witnessed 61.57% growth in Low Voltage Cables and 53.58% in Medium Voltage Cables business in FY 2022 as compared to FY2021. Overall, the Company has secured growth of 61.65% in FY 2022.

Revenue breakup products wise is as follows:

Particulars	FY 2021	% of Sales	FY2022	% of Sales	1HFY2023	% of Sales
LV Cables	9,488,630,032	66.75%	15,330,447,717	66.72%	9,751,326,958	69.83%
MV Cables	3,605,774,493	25.37%	5,537,803,548	24.10%	3,235,247,027	23.17%
Bare Conductors	1,120,450,114	7.88%	2,109,867,722	9.18%	977,794,976	7.00%
<b>Grand Total</b>	<b>14,214,854,639</b>	<b>100.00%</b>	<b>22,978,118,987</b>	<b>100.00%</b>	<b>13,964,368,961</b>	<b>100.00%</b>

### 3.4. Cost Drivers

#### 3.4.1. Cost of Raw Material

The raw material cost contributed to 90.76% of the total cost of production for the financial year ended 30 June 2021 and 91.84% of the cost of production for the year ended 30 June 2022. During 1H FY2023 the raw material contributed to 92.00% of the total cost of production. The Company's major raw materials used in the manufacturing of cables and conductors are Copper and Aluminium.

The Company sources its raw materials from various local as well as foreign vendors. Major vendors of the Company are as follows:

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
1	Glencore International AG	Tanzania	Copper	1,347,702,348	11.42%	2,552,623,429	13.30%	822,646,995	6.31%
2	Traxys Europe S.A.	Oman	Aluminium	-	-	629,526,417	3.28%	720,452,646	5.52%
3	Trans Gulf Trading (LLC)	UAE	Aluminium	370,644,266	3.14%	966,656,675	5.04%	645,948,310	4.95%
4	Zhejiang Wanma Macromolecule Material Group Co Ltd	China	XLPE	461,539,796	3.91%	625,244,427	3.26%	526,133,911	4.03%

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
5	Abm Corporation	Pakistan	Aluminium	1,112,270,188	9.42%	2,128,182,252	11.09%	523,947,492	4.02%
6	Engro Polymer & Chemical Ltd	Pakistan	Resin	538,434,814	4.56%	878,152,534	4.57%	476,021,803	3.65%
7	Fullway Technology Co.Ltd	China	Copper	304,605,438	2.58%	447,694,703	2.33%	253,529,615	1.94%
8	Chawla Chemical & Metal Ind. (Pvt.) Ltd	Pakistan	D.O.P Chemical	127,287,397	1.08%	202,261,853	1.05%	143,959,293	1.10%
9	Handy Chemical Corp	Taiwan	Paraffin	81,354,915	0.69%	154,369,594	0.80%	103,522,565	0.79%
10	Nimir Chemicals Pakistan Limited	Pakistan	D.O.P Chemical	30,057,251	0.25%	66,244,200	0.35%	81,493,400	0.62%
11	Suzhou Star Material Co. Ltd	China	Filler	8,260,686	0.07%	59,170,379	0.31%	76,114,548	0.58%
12	Pakistan Wire Industries (Pvt.) Limited	Pakistan	Steel	136,365,015	1.16%	93,951,770	0.49%	71,708,950	0.55%
13	Jiangxi Longtai New Material Co., Ltd	China	Filler	112,664,692	0.95%	65,562,155	0.34%	34,385,911	0.26%
14	Omyapack (Pvt.) Ltd	Pakistan	Others-Chemical	29,577,750	0.25%	37,272,599	0.19%	26,531,620	0.20%
15	Mount Isa Mines Limited	Australia	Copper	141,643,253	1.20%	152,949,026	0.80%	-	-
16	Wuhu Zhongyuan Import and	China	Copper	-	-	44,101,032	0.23%	-	-

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
	Export Co.Ltd.								
17	Million Gen. Tr. LLC	UAE	Aluminium	-	-	242,859,652	1.27%	-	-
18	Vector Steel and Allied Products Industry Pvt. Ltd	Pakistan	Steel	40,050,990	0.34%	87,892,574	0.46%	-	-
19	Munir Industry	Pakistan	Steel	169,864,316	1.44%	83,382,568	0.43%	-	-
20	Padanaplast S.R.L.	Italy	XLPE	17,348,224	0.15%	17,795,296	0.09%	-	-
21	Borouge Pte Ltd	UAE	XLPE	34,997,771	0.30%	15,936,331	0.08%	-	-
22	HJ Polymer China Co., Ltd	China	XLPE	96,254,789	0.82%	42,074,851	0.22%	-	-
23	Zhejiang Taihu Yuanda New Material	China	XLPE	21,310,500	0.18%	38,636,635	0.20%	-	-
24	Crescent Business Associates	Pakistan	Others-Chemical	54,243,862	0.46%	71,169,278	0.37%	-	-
	<b>Total Purchases from Vendors above</b>			<b>5,236,478,261</b>	<b>44.36%</b>	<b>9,703,710,230</b>	<b>50.55%</b>	<b>4,506,397,060</b>	<b>34.55%</b>
	<b>Other Vendor Purchases</b>			6,567,927,031	55.64%	9,493,822,274	49.45%	8,538,339,548	65.45%
	<b>Total Purchases as per Financials</b>			<b>11,804,405,292</b>	<b>100.00%</b>	<b>19,197,532,504</b>	<b>100.00%</b>	<b>13,044,736,608</b>	<b>100.00%</b>

### 3.4.2. Labour Cost

The operations of the Company require a skilled workforce for the production of cables and conductors throughout the production process. Labour cost accounted for 2.23% of the total cost of production for the financial year ended 30 June 2022 and 2.36% of the cost of production in the financial year ended 30 June 2021. During the 1H FY2023

the Labour cost accounted for 2.04% of the total cost of production. As at 31<sup>st</sup> December 2022, the Company had total workforce of 1,340 employees.

**3.4.3. Packing Material Cost**

The Company offers its products to end customers, hence a large quantity of packing material is consumed. Packing material cost accounted for 1.70% of the total cost of production for the financial year ended 30 June 2022 and 1.40% of the cost of production in the financial year ended 30 June 2021. During the 1H FY2023 the Packing material cost accounted for 1.53% of the total cost of production.

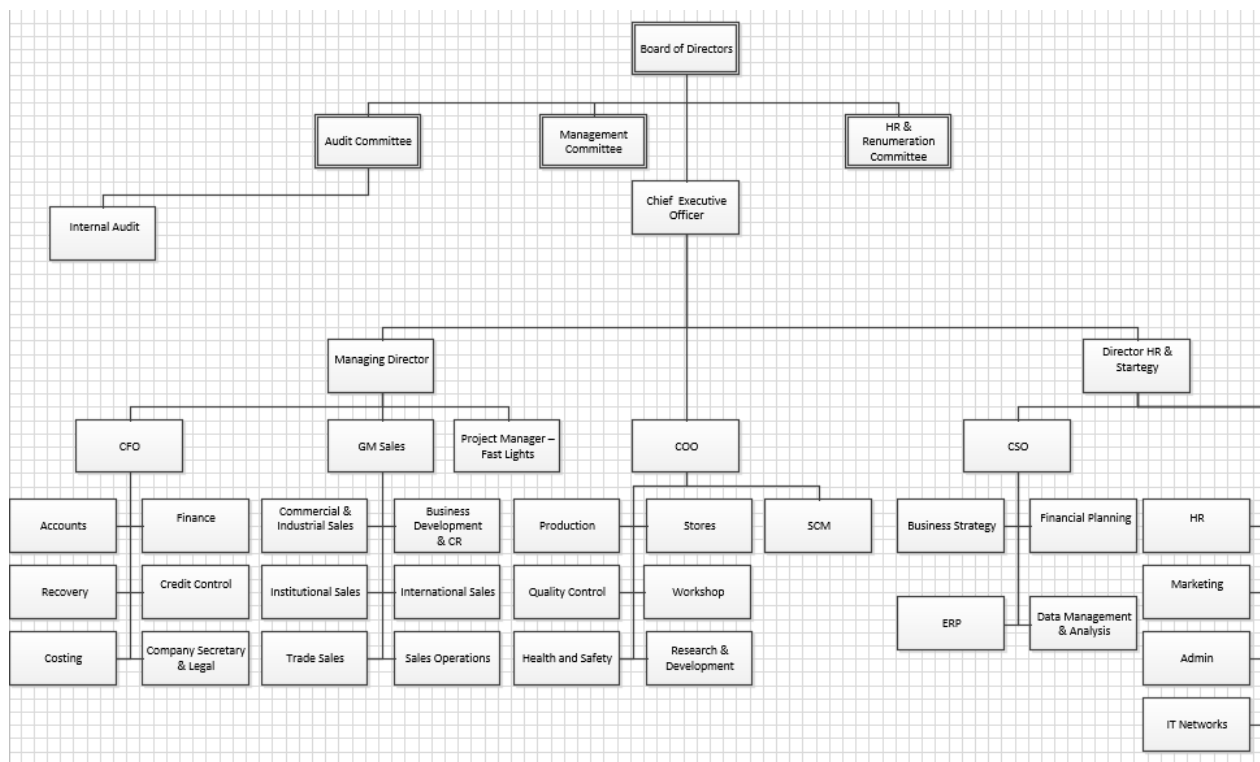
**3.4.4. Fuel and Power cost**

Fuel and Power accounted for 0.62% of the total cost of production for the financial year ended 30 June 2022 and 0.70% of the cost of production in the financial year ended 30 June 2021. During the 1H FY2023 the Fuel and Power accounted for 0.68% of the total cost of production.

**3.4.5. Factory Overheads**

Miscellaneous factory overheads (including utilities, insurance, repair and maintenance, depreciation and other factory overheads etc.) accounted for 3.61% of the total cost of production for the financial year ended 30 June 2022 and 4.79% of the cost of production in the financial year ended 30 June 2021. . During the 1H FY2023 the Miscellaneous factory overheads accounted for 3.75% of the total cost of production.

**3.5. Company Organogram**





### 3.6. Major Events in the History of the Issuer

As disclosed in Section 3.1, Fast Cables was incorporated in 2008, formerly registered as partnership in 1998. Major milestones and key events that have shaped Fast Cables identity today as one of the most trustworthy companies in the industry are shown below.

Years	Key Milestones
1998	Registered as partnership named as "Fast Cables and Co."
1998	Opened 1 <sup>st</sup> sales office in Sialkot
1998	Opened 2 <sup>nd</sup> sales office in Islamabad Undertook 1 <sup>st</sup> Plant Expansion in Unit – I which is located at 7-Canal Bank Main Jallo Road, Harbans Pura
1999	Opened 3 <sup>rd</sup> sales office in Faisalabad
2000	Started Manufacturing LV Power Cables
2004	Initiated 2 <sup>nd</sup> Plant Expansion in Unit – I which is located at 7-Canal Bank Main Jallo Road, Harbans Pura Inaugurated 4 <sup>th</sup> sales office in Multan
2005	Inaugurated 5 <sup>th</sup> Sales Office in Peshawar
2006	Inaugurated 6 <sup>th</sup> Sales Office in Karachi
2008	3 <sup>rd</sup> Plant Expansion; Installed PVC Plant - Backward Integration in Unit – I which is located at 7-Canal Bank Main Jallo Road, Harbans Pura Incorporated as Fast Cables Limited
2010	Oracle based ERP system implemented
2011	Head Office shifted to DHA Y Block, Commercial Area, Phase III, Lahore
2012	4 <sup>th</sup> Plant Expansion - 2 new Production Halls with imported machinery in Unit – I which is located at 7-Canal Bank Main Jallo Road, Harbans Pura
2013	KEMA Gold type test Certification for LV Cables
2015	5 <sup>th</sup> Plant Expansion. Construction of New Unit commenced at Sundar Raiwind Road in Unit – II which is located at Bahi Kot, Sundar Raiwind Road, Tehsil Raiwind, District Lahore
2015	Started Dealership Network with Fast Tasdeeq Verification System
2016	Installed 1 <sup>st</sup> CCV line <sup>18</sup> of Pakistan in Unit – II which is located at Bahi Kot, Sundar Raiwind Road, Tehsil Raiwind, District Lahore Installed 1 <sup>st</sup> Aluminium Alloy Plant <sup>19</sup> of Pakistan in Unit – II which is located at Bahi Kot, Sundar Raiwind Road, Tehsil Raiwind, District Lahore
2017	Inauguration of Unit – II by then Prime Minister Mr. Shahid Khaqan Abbasi Brand of the Year Award by The Federation of Pakistan Chambers of Commerce & Industry
2017	1 <sup>st</sup> KEMA Gold Certified Company of Pakistan for MV Cables
2021	Achieved sales volume of more than 14.2 Bn - attained the status of market leader
2022	Achieved sales volume of 22.9 Bn – retained market leader position

<sup>18</sup> <https://dailytimes.com.pk/113126/fast-cables-adds-another-feather-to-its-cap/>

<sup>19</sup> <https://tribune.com.pk/story/1668360/pti-claims-govt-added-1670mw-power-grid>

<https://www.facebook.com/fastcablesLtd/videos/inauguration-ceremony-of-pakistans-first-ccv-line-and-aluminium-alloy-plant/949063041925408/>

Years	Key Milestones
	First Company in Pakistan to Produce Greeley Conductor <sup>20</sup> and successfully tested its quality from European Labs – thus contributing in the protection of Foreign Exchange Reserves in Mns of Dollars annually Set-up a new assembly plant to diversify its business by adding LED lights under the brand name “Fast Lights”
2023	Installed 2 <sup>nd</sup> CCV line in Unit – II which is located at Bahi Kot, Sundar Raiwind Road, Tehsil Raiwind, District Lahore

### 3.6.1. Total Capacity and Capacity Utilization

The current capacity as at 31<sup>st</sup> December 2022 and post expansion capacity of Fast Cables is shown in the table below;

	Metric Tonnes	Metric Tonnes	Metric Tonnes
<b>Current Capacity as at 31<sup>st</sup> December 2022</b>	<b>Copper</b>	<b>Aluminium</b>	<b>Total</b>
Per Month	700	1,150	1,850
Annual Capacity	8,400	13,800	22,200
<b>Capacity Utilization</b>			
Annual Capacity Utilization	6,218	9,948	16,166
Capacity Utilization - %	74%	72%	73%

	Metric Tonnes	Metric Tonnes	Metric Tonnes
<b>Capacity Enhancement (Post Expansion)</b>			
Increase in Production	43%	23%	32%
Total Production Capacity – Monthly	1,000	1,450	2,450
Total Production Capacity – Annually	12,000	17,400	29,400
<b>Capacity Utilization (Post Expansion)</b>			
Capacity Utilization - %	74%	72%	73%
Annual Capacity Utilization	8,883	12,543	21,426

\*These capacities reflect the management estimates

### 3.7. Nature & Location of the Project

Fast Cables Limited operates two manufacturing units named as Unit - I and Unit - II. The location and details of these units is given in table below;

<sup>20</sup> <https://www.app.com.pk/domestic/khurram-dastagir-inaugurates-500-kv-matiari-thar-transmission-line/>

[https://www.linkedin.com/posts/fast-cables-limited\\_thar-matiari-transmission-line-inauguration-activity-7068130820930117632-YJ4I?utm\\_source=share&utm\\_medium=member\\_android](https://www.linkedin.com/posts/fast-cables-limited_thar-matiari-transmission-line-inauguration-activity-7068130820930117632-YJ4I?utm_source=share&utm_medium=member_android)

Sr. No.	Particulars	Ownership Status	Date of Acquisition	Usage of Immoveable Property	District	Area (Kanal/Marla)
1	7-Canal Bank, Main Jallo Road, Harbans Pura, Lahore – Unit - I	Rented	N/A	Production Plant	Lahore	24 Kanal – 19 Marlas
2	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	30 <sup>th</sup> May 2014	Production Plant	Lahore	145 Kanals – 17 Marlas
3	Nawab Pura, Tehsil Shalimar-District Lahore – Unit - I	Owned	1 <sup>st</sup> Feb 2018	Production Plant	Lahore	2 Kanal – 11 Marlas
4	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	8 Kanal 2 Marla – 12 <sup>th</sup> April 2016 & 6 Marla – 19 <sup>th</sup> April 2016	Production Plant	Lahore	8 Kanal – 8 Marlas
5	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	45 Kanal 13 Marla – 28 <sup>th</sup> July 2022, 2 Kanal 16 Marla – 28 <sup>th</sup> September 2022, and 1 Kanal – 30 <sup>th</sup> June 2021	Production Plant	Lahore	49 Kanal – 9 Marlas
	<b>Total</b>					<b>231.2 Kanals</b>

\* Out of 231.2 Kanals only 24 Kanals and 19 Marlas is rented.

### 3.7.1. Nature and Type of Plants and Machinery

The details of the current Plant and Machinery is provided in table below;

Particulars	Purpose	Supplier Name	Location
Aluminium Alloy Plant	To convert Aluminium Ingot to Aluminium Rod	Ito-Sin Trading Pte Ltd / Xin-Ter Machinery Technology Co. Ltd.	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II
Copper Upward Casting Machine	To convert Copper Cathode to Copper Rod	Foshan Metech Trading Co. Ltd	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit – II
Aluminium Conductors and Cables Processing Plant (Drawing, Stranding and Extrusion Machines)	Production of Aluminium Conductors and Cables	Shanghai Shineworld Engineering Company Ltd / Golden Technologies wire and cable equipment Company Ltd	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II
Copper Conductors and Cables Processing Plant (Drawing,	Production of Copper Conductors and Cables	Shanghai Shineworld Engineering Company Ltd / Golden Technologies wire and cable equipment Company Ltd	7-Canal Bank, Main Jallo Road, Harbans Pura, Lahore – Unit - I & Bahi kot, Dars Road,

Stranding and Extrusion Machines)			Tehsil-Raiwind, District Lahore – Unit - II
Catenary Continuous Vulcanization Line	Production of MV Cables	Anhui Prius International Trading Co. Ltd	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II

The details of Plant & Machinery already delivered for the expansion project (refer to section 4 for more information) is provided in table below. This Plant & Machinery has been funded through a combination of loans and internal cash generation from operations.

Particulars	Plant Cost	Installation Cost	Duties & Other	Total Cost
Plant and Machinery - Already Delivered	594,412,173	72,181,159	127,399,415	793,992,747
<b>Source of Financing;</b>				
Internal Cash Generation from Operations	262,074,248	72,181,159	127,399,415	461,654,822
Loan taken	332,337,925	-	-	332,337,925

FCL has already purchased Plant and Machinery of PKR 594.41 Mn and paid duties and installation cost of PKR 199.58 Mn which are delivered to existing facilities. These plant and machinery will be installed at the existing facility of the Company. IPO Proceeds will be utilized to settle long term loans equivalent to PKR 332.33 Mn obtained to finance Plant & Machinery. Following are details of the machinery already delivered.

Name of Machine	Category - Specification / Purpose	Supplier	Country of Origin	Useful Life	Order Date	Delivery Date	Amount in PKR	Duties, Taxes & Other Charges	Installation Cost
X-RAY 8000 NXT CCV	MV Cable	Sikora AG	Germany	10 years	12-Oct-21	16-Apr-22	30,424,909	8,998,836	3,942,375
Nitrogen Generator	MV Cable	Henan Dinak Mechanical Equipment	China	10 years	15-Oct-21	24-Mar-22	6,071,445	1,439,631	751,108
Heating Furnace for Al Alloy	Aging for Aluminium Alloy	Shanghai Shinewold	China	10 years	12-Nov-21	17-May-22	18,897,100	3,714,570	2,261,167
Aluminium Alloy RBD Machine	Drawing Capacity	Baruchi Co Ltd	China	10 years	06-Jan-22	10-May-22	134,859,285	28,067,749	16,292,703
Conductor Preheater	MV Cable	Baruchi Co Ltd	China	10 years	10-Nov-21	18-Mar-22	6,299,040	1,523,588	782,263

Forklift Trucks	5 TON for Unit 2 / 3-ton unit -1	Mitsubishi Logisnext Asia	Japan	10 years	03-Nov-21	11-Feb-22	17,100,000	4,631,769	2,173,177
Multi-wire Drawing Machine	8 Wire machine - GWC (PVC)	Baruchi Co Ltd	China	10 years	16-Jun-21	23-Jul-22	109,656,640	22,415,431	13,207,207
Automatic Coiling Machine	GWC	Shanghai Shineworld	China	10 years	08-Feb-22	16-Jun-22	8,452,500	1,997,383	1,044,988
6-35 KV Triple Layer Co-extrusion Dry-cure CCV Line	MV Cable	Anhui Priors International	China	10 years	11-Oct-21	18-Aug-22	157,950,688	33,434,592	19,138,528
PD Testing Machine / AC Intelligent System	Quality Assurance -MV	Shanghai Shineworld	China	10 years	24-Feb-22	02-Sep-22	26,750,636	7,806,762	3,455,740
High Braiding / High speed Braiding Machine	Extrusion	Shanghai Shineworld	China	10 years	04-Jun-21	13-Jan-22	49,296,435	6,933,393	5,622,983
Copper Upward Casting Machine	All Types	Foshan Metech Trading Co. Ltd	China	10 years	29-Apr-22	11-Nov-22	28,653,495	6,435,711	3,508,921
<b>Total</b>							<b>594,412,173</b>	<b>127,399,415</b>	<b>72,181,160</b>

### 3.8. Infrastructure Overview

#### 3.8.1. Production Facilities

The Company operates two manufacturing units. Unit - I is located at 7-Canal Bank Main Jallo Road, Harbans Pura, Lahore and Unit - II is located at Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore. The two units are spread over 231.2 kanals of land and have around 93.70 kanals of covered area comprising various buildings, sheds and larger stores of raw materials and finished goods. The company owns 206.25 kanals of land while the rest of 24.95 kanals of land is rented. Since its formation, the Company has been regularly adding production buildings to cater its expansion needs. The Company is in process of acquiring 100 kanals of land in the vicinity of existing Unit-II factory in order to support its expansion program. Memorandum of Understanding (MOU) is already done with Ali Raja

Associates who will act as agent and assist FCL to buy land in vicinity of Unit –II Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore.

Sr. No.	Particulars	Ownership Status	Date of Acquisition	Usage of Immoveable Property	District	Area (Kanal/Marlas)
1	7-Canal Bank, Main Jallo Road, Harbans Pura, Lahore – Unit - I	Rented	N/A	Production Plant	Lahore	24 Kanal – 19 Marlas
2	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	30 <sup>th</sup> May 2014	Production Plant	Lahore	145 Kanals – 17 Marlas
3	Nawab Pura, Tehsil Shalimar- District Lahore – Unit - I	Owned	1 <sup>st</sup> Feb 2018	Production Plant	Lahore	2 Kanal – 11 Marlas
4	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	8 Kanal 2 Marla – 12 <sup>th</sup> April 2016 & 6 Marla – 19 <sup>th</sup> April 2016	Production Plant	Lahore	8 Kanal – 8 Marlas
5	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	45 Kanal 13 Marla – 28 <sup>th</sup> July 2022, 2 Kanal 16 Marla – 28 <sup>th</sup> September 2022, and 1 Kanal – 30 <sup>th</sup> June 2021	Production Plant	Lahore	49 Kanal – 9 Marlas
	<b>Total</b>					<b>231.2 Kanals</b>

\* 1 Kanal is equal to 20 Marlas

\*Out of 231.2 Kanals 24 kanals and 19 Marlas is rented.

### 3.8.2. Supply of Utilities

Currently Fast Cables manufacturing facilities are powered by electricity supply from LESCO and generators are kept on backup. Following is the arrangement of electricity supply at the manufacturing facilities:

Source	Capacity (MWs)
Supply Contract from LESCO	5.3
Diesel Generators	6.6
Solar Power	1.7
<b>Total</b>	<b>13.6</b>

### 3.8.3. Manufacturing Process Overview

- 1) Manufacturing Process is divided into three categories which comprises:
  - a. Cable Manufacturing Plant
  - b. Aluminium & Aluminium Alloy Plant

c. Catenary Continuous Vulcanization (CCV) Line

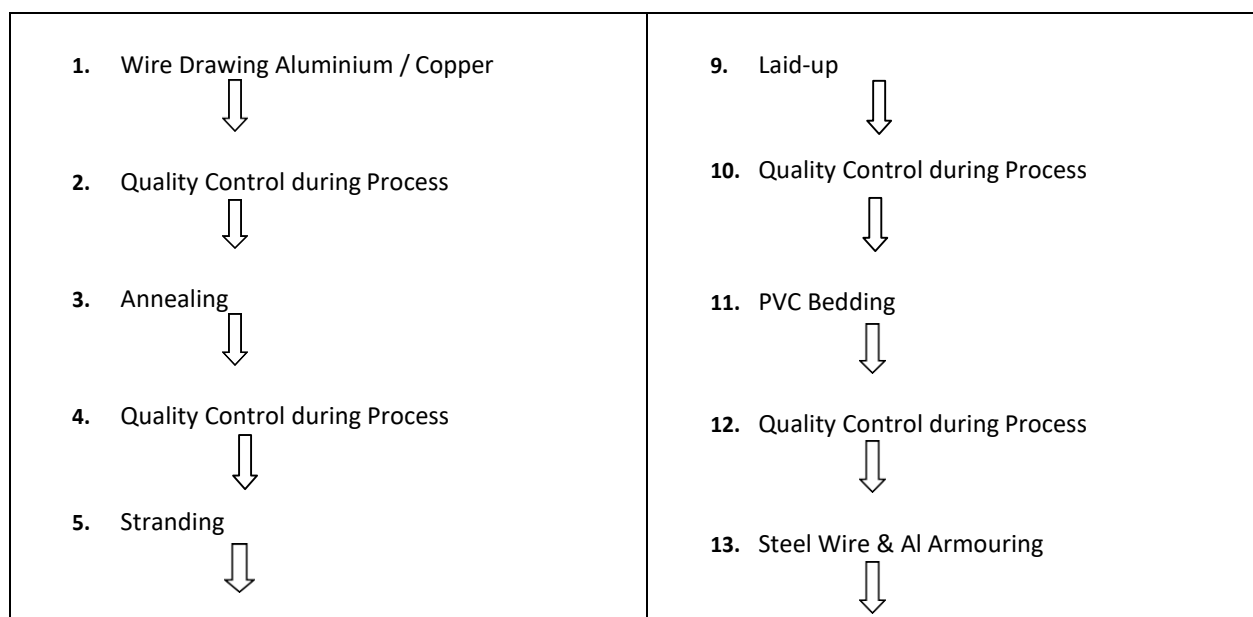
**(a) Cable Manufacturing Plant**

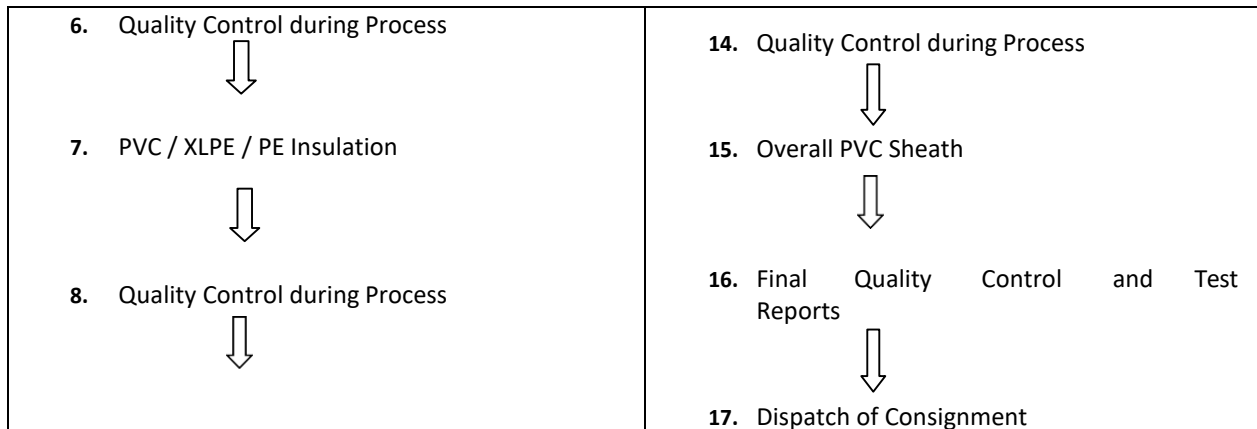
Cable manufacturing plant will be comprised of the following process related to Low Voltage & Medium Voltage cables:

- i. Wire Drawing
- ii. Stranding
- iii. Extrusion
  - a. Insulation
  - b. Bedding
  - c. Sheathing
- iv. Copper Taping
- v. Assemblies
- vi. Armouring

**Cable Manufacturing Process Description**

Production Cycle: The production undergoes the following process:





i. Wire Drawing:

This is the first process of cable production. In this process different wire sizes are drawn from Aluminium rod and Copper rod. For this purpose, we use Rod Break Down machine (RBD).

ii. Stranding:

After completion of drawing process, the spools are shifted to the stranding machine. Machine allocation depends on the number of wires of conductor, for example, for seven wire conductor tubular machine is used, for nineteen wire conductor 19 bobbin machine is used, for 37 wire conductor 37 bobbin is used and for 61 wire conductor 61 bobbin machine is used.

iii. Extrusion:

In extrusion section there are three different processes done on the cable depending on the requirement.

- a) Insulation
- b) Bedding
- c) Sheath

a. Insulation:

All electrical conductors need to be covered by insulation to avoid current leaks. The extrusion line is fed with the drum of conductor to be covered. Extrusion involves melting plastic with an extruder machine and covering the Copper/Aluminium conductor with a layer of this material.

b. Bedding:

A bedding layer is a cost-effective 'filler' used in certain applications. Bedding layers can also provide moisture protection and a mechanical barrier between inner and outer conductors. The bedding extrusion line is fed with the drum of cable core to be covered. However, Bedding is done on armored cables only.

c. Sheath:



The external outer sheath is the last process applied to the cable in order to protect it from any external aggression. It is a waterproof layer that avoids penetration of damp and other factors that could alter the electrical properties of the cable.

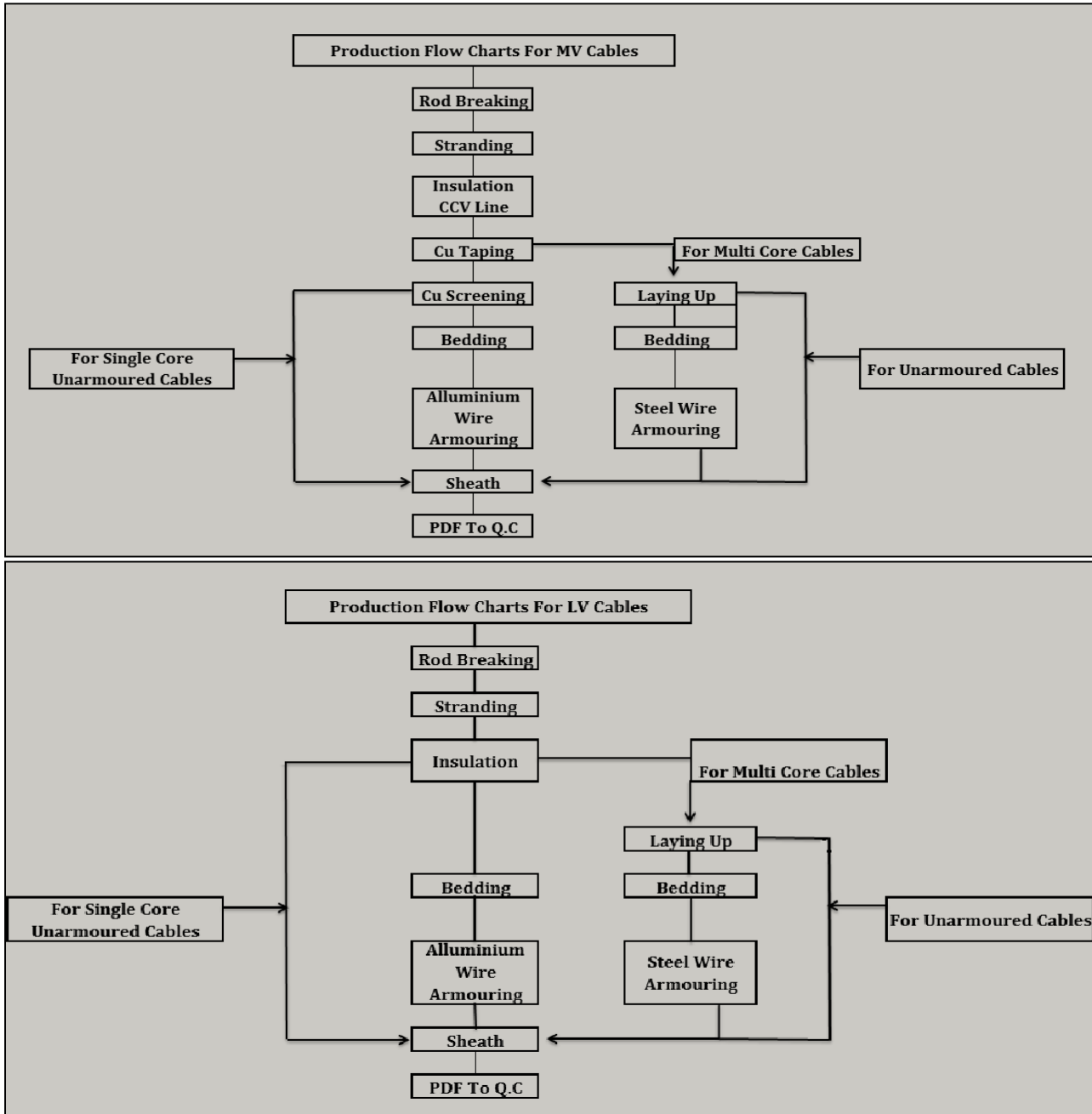
iv. Taping and Armouring:

The tape armour is a metal covering applied to some cables to protect them from external aggression (rodents, weights impact etc.).

v. Assembly:

In this process the insulated or copper tapped cores are twisted and assembled to make cable round. During twisting the gaps between the cores is filled by the polypropylene filler meanwhile, the polypropylene tape is used to grip the assembled cores.

Production Flow Chart for Medium Voltage and Low Voltage Cable;



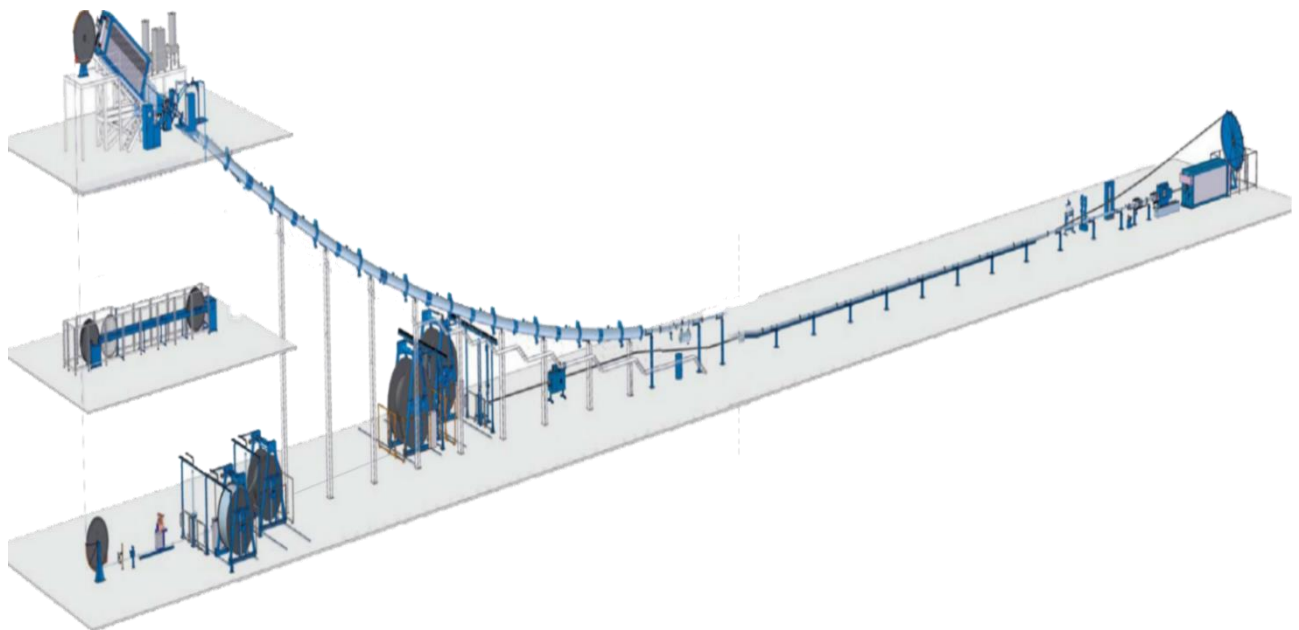
**b) Aluminium & Aluminium Alloy Plant:**

Aluminium Conductors i.e. All Aluminium Conducts (AAC), All Alloy Aluminium Conductors (AAAC), and Aluminium Conductors Steel Reinforced (ACSR) are used in transmission and distribution system to carry the generated electrical energy from generating station to the end user.

Fast Cables has continuous aluminium melting and holding crucible furnace, which is compact and has made continuous melting possible with a graphite crucible. It combines the features of a tower type melting furnace and tilting crucible type holding furnace.

**c) Catenary Continuous Vulcanization (CCV) Line Technology:**

Moving one step further in its horizontal expansion, Fast Cables has deployed the CCV line technology. This is the best machinery for insulating the high voltage and medium voltage cables by applying the triple layer (Inner semiconductor + XLPE insulation + outer semiconductor) via extrusion operation in one shot with sealed curing of the material and cooling afterwards thus eliminating possible contamination sources and defects in doing the same process in a series of operations. This eliminates the chances of electrochemical treeing during the full life of the cable. The line diagram below shows a CCV line setup.

**Quality Control Department:**

The responsibility of Quality Control department is divided into Wire drawing, Stranding section and Extrusion section.

### Wire drawing and Stranding section:

During the wire drawing and annealing process, the Quality Control Inspector will check the size of the wire at every step using a micro meter screw gauge. If an abnormality occurs, corrective action is taken to make it as per specifications. An In-Process Inspection Report (Wire Drawing) will be generated by the Quality Control Inspector and validated by Manager Quality Control. Conductor's Direct Current Resistance (DCR) will be checked using a micro-ohm meter, while its weight is measured using a weighing balance and in process Conductor Lay Ratio Report of wire will also be checked.

### Extrusion section:

Production will be started once the sample is cleared. Sample will be retained by Quality Control as proof until the production completion. During insulation, thickness will be checked and monitored at different time intervals using a Vernier Caliper. The time interval will vary according to the size of the cable. The In - Process Extruder Inspection Report is prepared by the Quality Control Inspector and validated by Manager Quality Control. After that, insulated conductor will be forwarded to the sheathing process; Quality Control Inspector will measure the sheath thickness frequently using a Vernier Caliper to check it is as per required standards.

### Quality Test

Consequently, the quality control operation concludes the manufacturing process. This operation consists of a comprehensive set of tests and inspections which checks that the product is made as per specified standards. The product is carefully checked for defects before leaving the plant.

## 3.9. Product Portfolio

Fast Cables Limited is a reliable name in electrical cable and conductor manufacturers. Fast Cables manufactures all types of electrical cables and conductors from general wiring cables to heavy industrial cables.

### 3.9.1. Low Voltage Cables

#### Building Wires

- 1) Single Core Non-Sheathed

Power supply cable for indoor installation, for rated voltages up to 300/500 V. Used in kitchens, offices, household appliances, including in damp premises, for medium duties like washing and drying machines, refrigerators and office machines.



- 2) Single Core Non-Sheathed, Fire retardant, Halogen Free

This cable is single core, high security cable, insulated with thermoplastic halogen-free compound. It is recommended for indoor use, fixed installations, in public areas such as hospitals, hotels, shopping malls, halls, computer and communication centers and, in general, in all places with large number of people and electronic equipment.



### 3) Single and Multicore Sheathed

This power supply cable is for indoor installation- rated voltages up to 300/500 V. This is used in kitchens, offices, household appliances, including in damp premises, for medium duties like washing and drying machines, refrigerators and office machines.



## Industrial Wires

### 1) Unarmored

This cable provides power supply in places requiring extra fire safety precautions. It is fire retardant, high security cable for rated voltages up to 0.6/1kV. This cable is suitable for fixed installations in public areas such as hospitals, hotels, shopping malls, computer and communication centers and, in general, all places where a high degree of protection of persons and assets is required.



### 2) Armored

This cable provides power supply for rated voltage up to 0.6/1kV. It is suitable for outdoor fixed installations when it is necessary to protect the cable against mechanical aggression or against rodent's threat. This cable can be laid in free air, installed in ducts or directly buried. It provides excellent mechanical protection during laying, installation and service.



## Telecommunication Cables

- Indoor Cables

This cable has pairs ranging from 1 to 200 pairs and is used for inside installations.



- Telephone Cables Armored and Non-Armored

This is cable with one quad, used for inside installations to transmit the readings for consumed and delivered energy to a remote unit.



## Control and Instrumentation Cables

### 1) Multicore, Overall Screen

#### i. Unarmored

This cable is used for signaling systems, instrumentation and control of electrical mechanisms. Its maximum rated voltage is 500 V (peak value, not for power supply), indicated for fixed installations, indoor and outdoor.



#### ii. Armored

This cable is ranging from 4 to 61 conductors used in signaling and control cables. The sheath offers special protection to the core against rodents.



### 2) Pairs, Overall Screen

#### i. Unarmored

Cables for signaling systems, instrumentation and control of electrical mechanisms grouped in pairs. Maximum rated voltage is 500 V (peak value, not for power supply), indicated for fixed installations, indoor and outdoor.



#### ii. Armored

Armored cables for signaling systems, instrumentation and control of electrical mechanisms grouped in pairs. Maximum rated voltage is 500 V (peak value, not for power supply), indicated for fixed installations, indoor or outdoor, protected or not. It can be installed directly or buried.



### 3) Pairs, Screened Pair

#### i. Unarmored

This cable is for signaling systems, instrumentation and control of electrical mechanisms, grouped in individual shielded pairs. Maximum rated voltage is 500 V (peak value, not for power supply). This cable is suitable for fixed installations both indoor or outdoor, protected or not.



ii. Armored

Armored cables for signaling systems, instrumentation and control of electrical mechanisms, grouped in individual shielded pairs. The maximum rated voltage is 500 V (peak value, not for power supply). This cable is suitable for fixed installations, indoor or outdoor, protected or not, and can be installed directly or buried.



### 3.9.2. Bare Conductors

1) All Aluminium Conductor (AAC)

AAC is used in overhead electric power transmission and distribution lines with various grade voltages. They are mainly used in urban areas for electricity transfer where the spacing is short and the supports are closer together. Apart from that, these conductors are also extensively used in coastal area because of their corrosion resistance properties.

2) All Aluminium Alloy Conductor (AAAC)

This conductor is made from aluminium-magnesium-silicon alloy of high electrical conductivity containing enough magnesium silicide to give it better mechanical properties after treatment. These conductors are generally made out of aluminium alloy. AAAC Conductor has solid corrosion resistance and strength to weight ratio and improved electrical conductivity. AAAC conductors are extensively used for overhead distribution and transmission lines adjacent to ocean coastlines where there can be a problem of corrosion in the steel.

3) Aluminium Conductor Steel Reinforced (ACSR)

Aluminium Conductor Steel Reinforced (ACSR) has a concentric steel core stranding conductor consisting of Aluminium Alloy 1350-H19 wires, available with Class A, B, or C galvanizing, aluminium coated (AZ), or with aluminium-clad steel core. Used as bare overhead transmission cable and as primary and secondary distribution cable. ACSR offers optimal strength for line design and its variable steel core stranding offers desired strength without sacrificing ampacity.

### 3.9.3. Medium Voltage Cables

#### Single Core Cables

1) Unarmored and Armored

Cable for power distribution and power supply stations used in Utility and Industrial applications - for rated voltages up to 18/36kV. It is suitable for fixed installations and directly buried. It offers good mechanical protection.



### Three Core Cables

- 1) Unarmored, XPLE (Standard IEC 60502-2)

This cable is for power distribution and power supply stations used in utility and industrial applications - for rated voltages up to 18/36kV. This cable is suitable for fixed installations. It is directly buried and provides good mechanical protection.



- 2) Armored, XPLE (Standard IEC 60502-2)

Cable for power distribution and power supply stations used in utility and industrial applications – for rated voltages up to 18/36kV. It is suitable for fixed installations, indoor or outdoor, in open air on cable trays, or underground in ducts or is directly buried.

### Three Core Bundled Cables (ABC)

- 1) XPLE, Without Messenger (Standard IEC 60502-2)

Three single-core cables are pre-assembled without messenger for power distribution and power supply stations used in utility and industrial applications – for rated voltages up to 18/36kV. This cable is suitable for fixed installations, indoor or outdoor, in open air on cable trays, or underground in ducts or can be directly buried.



- 2) XPLE, With Messenger (Standard IEC 60502-2 – HD 620-S2)

Three single-core cables are pre-assembled with steel messenger, for power distribution and power supply stations used in utility and industrial applications - for rated voltages up to 18/36kV. This cable is suitable for aerial installations.

### 3.9.4. Marketing Activity in 2019-2022

Fast Cables has built a strong brand image through ATL (Above the Line) and BTL (Below the Line) marketing activities over the last decade. The brand is associated with excellence in quality and best customer services. Its well-known tag line “*Taron Se Sitaron Tak*” encompasses the Company’s vision of reaching new heights in human development and progress through the provision of premium quality products.

The most recent “*Aik bar lagy, Nasloon Chalein*” (once installed; lasts long) campaign highlighted Fast Cables’ product quality and durability, which has made it the brand of choice for homeowners, architects, and consultants. Fast Cables also reaches out to a large electrician base each year by organizing electrician functions nationwide. This fun filled events provide an opportunity to emphasize the significance of using genuine cables that can be authenticated through the Fast *Tasdeeq* service. Similarly, a product display competition in the retail network is held annually, followed by functions to appreciate the efforts of dealers generating large volume of business for the company.



In addition, Fast Cables participates in major exhibitions organized by architects and engineers such as IAPEX (Institute of Architects of Pakistan Exhibition) and IEEEEP (The Institute of Electrical and Electronics Engineers Pakistan). It also sponsors seminars on latest developments in the energy and associated sectors; organizes educational talks and factory visits to explain the functioning of CCV Line technology; and actively supports excellence in STEM through Fast Excellence Awards established at all leading universities of Pakistan.

Fast Cables has also been the power partner of Islamabad United team in the PSL for several years. This association provides the Company another platform to connect with a wider customer base through match screening events and BTL activities in key markets. The Company also has a strong presence on various social media platforms, which are used for digital marketing of ongoing campaigns.

### 3.10. End Users of the Product Portfolio

The Company operates on Business to Customer, Business to Business and Business to Government Model. In Business to Customer model its products are distributed through its dealerships. In its Business-to-Business model it provides, cables to well reputed companies directly and in its Business to Government model it provides cables to Government owned entities like WAPDA.

Following is a list of major customers from FY 2021-2022

Sr #	Customer Name	Value (PKR) FY 2021	% of Sales Value FY 2021	Value (PKR) FY 2022	% of Sales Value FY 2022	Value (PKR) 1H FY2023	% of Sales Value 1H FY2023
1	K-Electric Limited	2,117,625,807	14.90%	1,609,852,846	7.01%	895,410,473	6.41%
2	Defence Housing Authority	80,846,284	0.57%	641,029,000	2.79%	886,117,379	6.35%
3	Faisalabad Electric Supply Company	211,479,170	1.49%	596,392,026	2.60%	426,294,450	3.05%
4	Hyderabad Electric Supply Company	-	0.00%	278,562,614	1.21%	378,530,520	2.71%
5	Islamabad Electric Supply Company	4,472,590	0.03%	1,085,303,010	4.72%	277,563,550	1.99%
6	Quetta Electric Supply Company	181,422,597	1.28%	129,006,863	0.56%	194,102,000	1.39%
7	National Transmission & Despatch Company (NTDC)	126,869,947	0.89%	81,880,272	0.36%	183,469,600	1.31%
8	Siemens (Pakistan) Engineering Co. Limited	15,246,316	0.11%	176,944,361	0.77%	119,271,246	0.85%
9	National Logistics Cell (NLC)	360,254	0.00%	43,081,576	0.19%	117,337,269	0.84%
10	Lahore Electric Supply Company	146,784,002	1.03%	368,933,626	1.61%	90,765,488	0.65%

Sr #	Customer Name	Value (PKR) FY 2021	% of Sales Value FY 2021	Value (PKR) FY 2022	% of Sales Value FY 2022	Value (PKR) 1H FY2023	% of Sales Value 1H FY2023
11	Multan Electric Power Company Limited	215,100,991	1.51%	907,865,917	3.95%	82,779,303	0.59%
12	Gujranwala Electric Power Company	252,271,550	1.77%	343,565,190	1.50%	74,347,400	0.53%
13	Yunus Textile Mills Ltd	101,648,603	0.72%	166,733,559	0.73%	54,422,430	0.39%
14	Style Textile (Pvt.) Ltd	38,840,429	0.27%	108,076,084	0.47%	46,496,854	0.33%
15	Almoiz Industries Limited	18,817,348	0.13%	134,220,928	0.58%	42,669,384	0.31%
16	National Engineers Co	37,854,705	0.27%	241,614,487	1.05%	37,853,895	0.27%
17	He Harbin Electric Private Limited	172,174,126	1.21%	41,058,166	0.18%	32,208,965	0.23%
18	Steel Complex (Pvt.) Limited	-	0.00%	230,400,000	1.00%	32,053,300	0.23%
19	Gul Ahmed Textile Mills Ltd	40,972,551	0.29%	135,491,308	0.59%	30,263,387	0.22%
20	Associated Technologies (Pvt.) Ltd	23,204,395	0.16%	86,659,179	0.38%	25,038,725	0.18%
21	Ali Enterprises	1,176,230	0.01%	90,451,911	0.39%	22,257,666	0.16%
22	Nishat (Chunian) Limited	26,120,123	0.18%	111,610,374	0.49%	17,493,548	0.13%
23	Technical Associates Pakistan (Private) Limited	4,188,881	0.03%	94,114,316	0.41%	14,092,460	0.10%
24	Sky Electric (Pvt.) Ltd	77,311,687	0.54%	121,360,877	0.53%	12,380,339	0.09%
25	Famous Electric	585,947	0.00%	91,906,714	0.40%	10,833,502	0.08%
26	Novatex Ltd	56,861,382	0.40%	84,031,768	0.37%	7,370,389	0.05%
27	Sami Pharmaceuticals (Pvt.) Ltd	1,165,179	0.01%	93,937,786	0.41%	7,219,501	0.05%
28	Sartaj Electric Company	6,109,731	0.04%	80,424,362	0.35%	5,194,818	0.04%
29	Zedem International (Private) Limited	10,314,290	0.07%	222,268,721	0.97%	4,806,365	0.03%

Sr #	Customer Name	Value (PKR) FY 2021	% of Sales Value FY 2021	Value (PKR) FY 2022	% of Sales Value FY 2022	Value (PKR) 1H FY2023	% of Sales Value 1H FY2023
30	Citi Housing (Pvt.) Limited	-	0.00%	485,223,794	2.11%	2,135,727	0.02%
31	Peshawar Electric Supply Company	328,345,745	2.31%	564,620,187	2.46%	-	0.00%
32	Multi Professionals Co-Operative Housing Society	44,101,254	0.31%	400,304,289	1.74%	-	0.00%
33	Noor Pak Developers	147,158	0.00%	170,252,692	0.74%	-	0.00%
34	Orient Material (Private) Limited	-	0.00%	183,025,320	0.80%	-	0.00%
35	Brb Properties Builders & Developer	-	0.00%	64,654,080	0.28%	-	0.00%
	<b>Total</b>	<b>4,342,419,273</b>	<b>30.55%</b>	<b>10,264,858,202</b>	<b>44.67%</b>	<b>4,130,779,932</b>	<b>29.58%</b>
	<b>Other Customers Sales</b>	<b>9,872,435,366</b>	<b>69.45%</b>	<b>12,713,260,785</b>	<b>55.33%</b>	<b>9,833,589,029</b>	<b>70.42%</b>
	<b>Total Sales as per Financials</b>	<b>14,214,854,639</b>	<b>100.00 %</b>	<b>22,978,118,987</b>	<b>100.00 %</b>	<b>13,964,368,961</b>	<b>100.00 %</b>

\*There are no agreements/contracts with these major customers mentioned in table above.

### 3.10.1. Demand for the Products and its Outlook and Future Prospects

The demand for Company's product portfolio is increased by the following factors:

#### 1. Alternative Renewable Energy Policy 2019 <sup>21</sup>

The Government announced a new ARE (Alternative Renewable Energy) Policy 2019 in October 2020. The policy aims to create a conducive environment supported by a robust framework for the sustainable growth of ARE Sector in Pakistan. The Government of Pakistan's strategic objectives of energy security, affordability of electricity, availability for all, environmental protection, sustainable development, social equity and mitigation of climate change will further be harnessed under the ARE Policy 2019.

Salient features of the ARE Policy 2019 are as follows:

- The policy has an expanded scope encompassing all alternative and renewable energy sources, competitive procurement and addresses areas like distributed generation systems, off-grid solutions, B2B methodologies and rural energy services.
- The policy sets a target of achieving 20% on-grid capacity from ARE technologies by 2025 and 30% capacity by 2030.

<sup>21</sup> Information taken from Pakistan Economic survey 20-21 ([14-Energy.pdf \(finance.gov.pk\)](#))

- It envisages development of large scale ARE projects in all parts of the country through active participation of the provinces.
- Indicative Generation Capacity Expansion Plan (IGCEP) outputs will form the basis of all on-grid capacity procurements. Provinces are part of the Steering Committee envisaged in the policy that will be carrying out the planning of annual ARE induction. Provincial energy departments will be carrying out competitive bidding process as per the annual ARE procurement plan approved by the AEDB on recommendations of the Steering Committee.
- The most significant feature of the policy is that it makes a transition from the traditional methods of procurement based on cost plus and upfront tariffs to competitive bidding. All new ARE projects specifically wind and solar power projects will be developed through competitive bidding.
- In aftermath after implementation of this policy, the development of large-scale grid connected on ARE based power generation projects are being pursued through private investors. Under the vision of the current Government to exploit clean energy resources and increase the share of ARE in the energy mix, the Cabinet Committee on Energy (CCOE) had allowed implementation of projects that had already achieved significant milestones of project development by placing them into following three categories;
  - Category-I: 19 projects of 531 MW that have already been issued Letter of Support (LOS) subject to revision of tariff in case tariff determination has been done since more than one year or if the tariff validity period has lapsed
  - Category-II: 24 projects of 1339.3 MW that have acquired tariff and generation license subject to revision of tariff in case tariff determination has been done since more than one year or if the tariff validity period has lapsed
  - Category-III: 110 projects of 6707 MW cumulative capacity holding LOIs to be allowed to proceed ahead after becoming successful in a competitive bidding to be undertaken as per demand communicated by NTDC.

This policy is promoting the installation of renewable energy projects in Pakistan; hence development of these projects will increase the demand of cables and conductors. As more projects get implemented in current year, demand for cables and conductors will be on the rise in the country.

During the FY 2020-2021, NEPRA also issued a total 8,417 Net-Metering Licenses with accumulated capacity of around 146 MW<sup>22</sup>. In the wake of high electricity prices by DISCOs, there has been a growing trend for net-metering as well as Distributed Generation through solar PVs for sale to BPCs. The total installed capacity of net-metering consumers as on 30 June 2021, reached around 232 MW. This shows that the demand for solar cables is also on the rise and will keep on rising in future as people are opting for solar energy to take net metering benefit and to cope up with load shedding issues.

## 2. Growing Demand of Energy Consumption

The demand for electricity consumption is increasing each year along with growing population. With each passing year number of houses, industries and other infrastructure is built adding more constraint to the existing supply of electricity. During FY 2021-22, total electricity generation in the country, including KE System remained 153,874.20 GWh.<sup>23</sup> Despite this much amount of energy being produced electricity shortfall remained in Pakistan, hence in coming years energy generation needs to be expanded considering the electricity needs of our country.

During the FY 2021-22, 12 Generation Licenses were issued by NEPRA for a cumulative 201.42 MW capacity and 7,032 Licenses of cumulative 243.43 MW were issued for net metering-based systems to the consumers in different DISCOs. The main purpose is to induct new capacity to displace the costlier options and to cater growing needs of electricity

<sup>22</sup>Data taken from NEPRA State of Industry Report 2021 [State of Industry Report 2021](#)

<sup>23</sup>Data taken from NEPRA State of Industry Report 2022([State of Industry Report 2022.pdf \(nepra.org.pk\)](#))

in Pakistan. The induction of new power generation capacity through different technologies will lead to higher demand of cables and conductors in future when these all projects are implemented and become operational.<sup>24</sup>

<b>A: Actual Figures</b>				
Financial Year ending 30 <sup>th</sup> June	Generation Capability (MW)	Demand During NTDC's System Peak Hours (MW)		Surplus/ (Deficit) (MW)
2018	23,766	26,741		-2,975
2019	24,565*	25,627*		-1,062
2020	27,780*	26,252*		1,528
2021	27,819*	28,253*		-434
2022	27,748*	30,231*		-2,483
<b>B: Projected Figures</b>				
Financial Year ending 30 <sup>th</sup> June	Planned Generation Capability as per NTDC (MW)	NTDC Projected Demand Growth Rate (%)	NTDC's Projected Demand during Peak Hours (MW)	Surplus/ (Deficit) (MW)
2023	34,729	4.90	25,779	8,950
2024	37,226	8.70	28,027	9,199
2025	40,213	4.90	29,389	10,824
2026	43,380	4.80	30,814	12,566
2027	44,950	4.70	32,276	12,674

\* Generation Capability is the maximum Generation Capability of any day recorded during the year (23-Aug-21) and Demand is the Maximum Demand of any day recorded during the year (29-Jun-22). Source: NTDC

The table is taken from NEPRA State of Industry Report 2022([State of Industry Report 2022 \(nepra.org.pk\)](https://www.nepra.org.pk))

The table above shows the demand for the electricity in peak hours during the previous periods and for future projected periods. Each historical year showed a shortfall in peak hour except for Year 2020 where the demand was low as there were lockdown restrictions in place and many industries were not able to operate on full capacity. Constant shortfalls in previous years have raised alarms and hence NTDC is planning to increase the installed capacity as shown in the table above to meet the demand in future and to prevent electricity shortfalls as experienced in previous years. For this NTDC has planned implementation of new projects. These new projects in future will give strong boom to demand of cables and conductor products in the coming years.

### 3. NTDC Plans for Future Projects

The National Transmission and Dispatch Company (NTDC) links Power Generation Units with Load Centers spread all over the country (including Karachi) and thus establishes and governs one of the largest interconnected networks. The Company is responsible for evacuation of Power from the Hydroelectric Power Plants (mainly in the North), the Thermal Units of Public (GENCOs) and Private Sectors (IPPs) (mainly in the South) to the Power Distribution Companies through primary (EHV) network. To cope up with growing consumption of energy NTDC has following future projects in pipeline to cater this issue;

Sr. No	Project Description	MVA Capacity	Addition in T/L (km)
1	220 kV Mirpur Khas Grid Station	2x250	70
2	220 kV Zero Point Grid Station	3x250	24
3	220 kV Gharo Grid Station	2x250	85 (220 kV) 20 (132 kV)

<sup>24</sup> Data taken from NEPRA State of Industry Report 2022([State of Industry Report 2022](https://www.nepra.org.pk))

4	New 220 kV Guddu-Uch-Sibbi S/C T/Line	-	360
5	Evacuation of Power from K2/K3 Nuclear Power Plants	-	116
6	Installation of Series Compensation for Enhancement in Transmission Capacity	-	-
7	Evacuation of Power from 1224 MW Wind Power Plants at Jhimpir Clusters	1250	220 kV: 35 132 kV: 220
8	500 kV Chakwal Grid Station	2x450+4x160	33
9	220 kV Mastung Grid Station	2x250	120
10	Evacuation of Power from Karot and Azad Pattan HPPs	-	10
11	Evacuation of Power from Tarbela 5th Extension	-	53
12	Evacuation of Power from 350 MW Siddiqsons Ltd	-	40
13	Evacuation of Power from 660 MW Lucky Electric Power Company	-	13
14	500 kV HVAC T/Lines for Interconnection of HVDC Converter Station at Lahore & Matiari with existing HVAC System	-	60
15	500 kV Islamabad West Grid Station	2x750+3x250	35 (220 kV), 27(500 kV)
16	500 kV Peshawar New (Nowshera) Grid Station, CASA-1000	2x750	15 (500 kV), 24 (220 kV)
17	220 kV Arif wala G/S	2 X 250	-
18	2nd source of supply to 220kV Jaranwala Road Substation	-	35 km
19	500kV Allama Iqbal Industrial City for 600MW Demand of the Special Economic Zone in the FIEDMC area	2 X 750	-
20	220 kV Sundar Industrial Estate Grid Station	160 MVA	-

Source: future projects taken from [NATIONAL TRANSMISSION & DESPATCH COMPANY LIMITED \(NTDC\) PAKISTAN](#)

Further, PPDB (Punjab Power Development Board) has been established to perform its functions as a one window facilitator for development of IPP based power projects in the province of Punjab. So far, PPDB has contributed in the capacity addition of 1,820 MW into the National Grid including 500 MW solar PV and 1,320 MW coal power project. Currently 100 MW solar PV power project is under development. Future projects of PPDB include 3 coal power projects of 2,640 MW, 20 small hydropower projects of 128.91 MW, and 6 solar PV power projects of 975 MW. In addition, PPDB is going to expand the portfolio of renewable power projects including solar, wind, waste to energy, small hydropower, biomass, solar CSP in through competitive bidding. The canal top solar power project is also a future project of PPDB for which detailed feasibility studies are carried out at canal top and urban canals in the region of Gujranwala Division and Rakh Branch Canal, Faisalabad.<sup>25</sup>

The Pakhtunkhwa Energy Development Organization (PEDO) currently has 8 hydropower plants of total capacity 476.36 MW under construction, the 300 MW Balakot HPP District Mansehra is also under development. In addition to these PEDO has started executing 188 MW Naran Dam Hydropower Project District Mansehra and 96 MW Batakundi Hydropower Project with private investors under Public Private Partnership (PPP) mode of financing.<sup>26</sup>

<sup>25</sup> Data taken from NEPRA State of Industry Report 2022([State of Industry Report 2022](#))

<sup>26</sup> Data taken from NEPRA State of Industry Report 2022([State of Industry Report 2022](#))

Energy Department Government of Sindh (EDS) is working on solarization of public sector buildings and village electrification through standalone solar systems. The Sindh Transmission & Dispatch Company (Pvt.) Limited (STDC) has planned to build following projects;

- KWSB Greater Water Bulk Supply K-IV Project: 132 kV STDC grid station near K-IV pumping station and 20 km 132 kV double circuit transmission line between HESCO Jhimpir and Thatta grid to supply 50 MW power to K-IV pumping station at Kinjhar Lake
- Amreli Steels Limited Project: Double circuit transmission facility to supply 50 MW hybrid renewable energy from Jhimpir to Amreli Steels Limited for its own use at Dhabeji, Sindh
- Engro Energy Limited Project: Transmission Line for Engro Energy Limited to supply 400 MW hybrid renewable energy<sup>27</sup>

These projects will require cables and conductors in upcoming years and there are few companies in the market that can cater this demand due to special requirements and standards applicable. Fast Cables Limited has all the necessary certifications to supply its products to these new projects.

#### 4. Growth of Construction Sector

There is a growing demand for houses due to a 2.4% annual population growth rate as per census 2017. The country's construction industry constitutes a significant proportion of the overall industry, accounting for 13.4% of its total composition according to the Pakistan Economic Survey 2021-2022<sup>28</sup>. The proportion of employment in the construction industry has risen from 8.0% in FY2019 to 9.5% in FY2021<sup>29</sup>. China Pakistan Economic Corridor (CPEC) has given a boost to the construction sector through the influx of infrastructural projects including highways, power plants, and dams.

Construction sector has been declared an industry. This brings tax relief to firms in the industry through the amendments to the tax ordinance. Reforms to tax policies provide numerous incentives to builders and developers as well as contractors. These include lower tax rates and the removal of numerous taxes previously hampering the ease of doing business in the sector.<sup>30</sup> Construction activity recorded modest growth of 3.1% mainly due to an increase in government expenditure for FY 2022 according to the Pakistan Economic Survey (2021-2022)<sup>31</sup>. The country's annual demand of housing is estimated to be about 700,000 units, while only about half of this demand is currently being met. On the whole, the housing deficit is estimated at 10 Mn units, which is growing every year.<sup>32</sup>

	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
<b>GDP-GVA (PKR ton)</b>	32	34	35	35	36
<b>Construction Sector % GDP</b>	3.1%	3.5%	2.8%	2.7%	2.7%

Source: PACRA Construction sector review March 2023 ([PowerPoint Presentation \(pacra.com\)](#))

<sup>27</sup> Data taken from NEPRA State of Industry Report 2022 ([State of Industry Report 2022](#))

<sup>28</sup> Data taken from Pakistan Economic Survey 2021-2022 ([PES01-GROWTH.pdf \(finance.gov.pk\)](#))

<sup>29</sup> Data taken from Pakistan Economic Survey 2021-2022 ([Overview.pdf \(finance.gov.pk\)](#))

<sup>30</sup> Data taken from [www.invest.gov.pk/housing-and-construction \(Housing and Construction | Board of Investment\)](#)

<sup>31</sup> Data taken from Pakistan Economic Survey 2021-2022 ([PES01-GROWTH.pdf \(finance.gov.pk\)](#))

<sup>32</sup> Data taken from [www.invest.gov.pk/housing-and-construction \(Housing and Construction | Board of Investment\)](#)

The major drivers of demand in the construction sector are the Public Sector Development Programme (PSDP) expenditures followed by Private Investments in the construction sector. Majority of the construction revenue is from government contracts ranging from building of Infrastructure to highways to offices and airports. With the launch of CPEC, construction sector activity has picked up the pace. In addition, the Government relief packages and subsidies are also pushing further growth in the industry. PSDP budget allocation for FY 2023 is 2263 Bn (FY 2021 1836 Bn) which comprises of 1463 Bn (1235 Bn FY 2022) for provincial and 800 Bn (900 Bn FY 2022) for federal expenditure.<sup>33</sup> Another boost for demand is SBP's initiative of setting mandatory targets to banks to increase their construction and housing loan portfolios to a minimum of 5% of their advances to the private sector and as of CY 2021 end housing finance stood at PKR 20 Bn representing approximately 7% of total sector wise advances.

Construction of 4 Dams is underway with a cumulative capacity of 8 million Acre Feet (MAF) at a total cost of PKR 638 Bn. CPEC authority has currently under construction 6 energy projects with cumulative generation capacity of 3,870 MW, 7 Gwadar development projects including road, power, healthcare, water resources and an airport, with 4 more similar projects in the pipeline and 4 special economic zones under construction with 5 more in the pipeline.

Cables and conductors' business is closely interconnected with construction industry's growth, as each new building constructed requires installation of different types of cables, wires and conductors. Decent expected growth of construction sector will support cable industry's sales in the upcoming years.

### 3.11. Names of the Competitors

Fast Cables Limited produces low voltage, and medium voltage cables along with conductors. The revenue stream of the Company is primarily dominated by the Power Cables (PVC) which generated 30.03% of the total revenue of FY2022 which amounts to PKR 6,900.5 Mn. The second major contributor to the revenue stream is the sale of Medium Voltage Cables which generated 19.31% to the total revenue of FY2022 amounting to PKR 4,436.6 Mn. The following are Fast Cables' main competitors:

1. Pakistan Cables Limited
2. Newage Cables (Pvt.) Limited
3. Pioneer Cables Limited
4. GM Cables & Pipes (Pvt.) Limited
5. Universal Cables Industries Limited

### 3.12. Intellectual Property Rights

Fast Cables Limited has registered its logo and brand name "Fast Cables" with Government of Pakistan, The Trade Marks Registry Karachi on May 03, 2013. Given below are the details of the Trade Marks of Fast Cables:

Trade Mark	Trade Mark No.	Registration Date
	339292	May 03, 2013

Fast Cables has also obtained the Copy Rights from Government of Pakistan, The Intellectual Property Organization of Pakistan Copy Right Office Karachi on April 10, 2015. Given below are the details:

<sup>33</sup> Source: Public Sector Development Programme 2022-2023([Public Sector Development Programme 2022-2023](#))



Copy Right	Registration No.	Registration Date
Fast Cables	30424-Copr	April 10, 2015

### 3.13. Material Property

Following are the material properties of the Company pertaining to the freehold land:

Sr. No.	Particulars	Ownership Status	Date of Acquisition	Usage of Immoveable Property	District	Area (Kanal/Marla)
1	7-Canal Bank, Main Jallo Road, Harbans Pura, Lahore – Unit - I	Rented	N/A	Production Plant	Lahore	24 Kanal – 19 Marlas
2	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	30 <sup>th</sup> May 2014	Production Plant	Lahore	145 Kanals – 17 Marlas
3	Nawab Pura, Tehsil Shalimar- District Lahore – Unit - I	Owned	1 <sup>st</sup> Feb 2018	Production Plant	Lahore	2 Kanal – 11 Marlas
4	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	8 Kanal 2 Marla – 12 <sup>th</sup> April 2016 & 6 Marla – 19 <sup>th</sup> April 2016	Production Plant	Lahore	8 Kanal – 8 Marlas
5	Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore – Unit - II	Owned	45 Kanal 13 Marla – 28 <sup>th</sup> July 2022, 2 Kanal 16 Marla – 28 <sup>th</sup> September 2022, and 1 Kanal – 30 <sup>th</sup> June 2021	Production Plant	Lahore	49 Kanal – 9 Marlas
	<b>Total</b>					<b>231.2 Kanals</b>

\* 1 Kanal is equal to 20 Marlas

\* Out of 231.2 Kanals only 24 Kanals and 19 Marlas is rented.

### 3.14. List of Vendors

Fast Cables has number of vendors and is not dependent on any single supplier. The list of major suppliers for the current product portfolio of the Company is given below:

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
1	Glencore International AG	Tanzania	Copper	1,347,702,348	11.42%	2,552,623,429	13.30%	822,646,995	6.31%
2	Traxys Europe S.A.	Oman	Aluminium	-	-	629,526,417	3.28%	720,452,646	5.52%
3	Trans Gulf Trading (LLC)	UAE	Aluminium	370,644,266	3.14%	966,656,675	5.04%	645,948,310	4.95%
4	Zhejiang Wanma Macromolecule Material Group Co Ltd	China	XLPE	461,539,796	3.91%	625,244,427	3.26%	526,133,911	4.03%
5	Abm Corporation	Pakistan	Aluminium	1,112,270,188	9.42%	2,128,182,252	11.09%	523,947,492	4.02%
6	Engro Polymer & Chemical Ltd	Pakistan	Resin	538,434,814	4.56%	878,152,534	4.57%	476,021,803	3.65%
7	Fullway Technology Co. Ltd	China	Copper	304,605,438	2.58%	447,694,703	2.33%	253,529,615	1.94%
8	Chawla Chemical & Metal Ind. (Pvt.) Ltd	Pakistan	D.O.P Chemical	127,287,397	1.08%	202,261,853	1.05%	143,959,293	1.10%
9	Handy Chemical Corp	Taiwan	Paraffin	81,354,915	0.69%	154,369,594	0.80%	103,522,565	0.79%
10	Nimir Chemicals Pakistan Limited	Pakistan	D.O.P Chemical	30,057,251	0.25%	66,244,200	0.35%	81,493,400	0.62%

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
11	Suzhou Star Material Co. Ltd	China	Filler	8,260,686	0.07%	59,170,379	0.31%	76,114,548	0.58%
12	Pakistan Wire Industries (Pvt.) Limited	Pakistan	Steel	136,365,015	1.16%	93,951,770	0.49%	71,708,950	0.55%
13	Jiangxi Longtai New Material Co., Ltd	China	Filler	112,664,692	0.95%	65,562,155	0.34%	34,385,911	0.26%
14	Omyapack (Pvt.) Ltd	Pakistan	Others-Chemical	29,577,750	0.25%	37,272,599	0.19%	26,531,620	0.20%
15	Mount Isa Mines Limited	Australia	Copper	141,643,253	1.20%	152,949,026	0.80%	-	-
16	Wuhu Zhongyuan Import and Export Co.Ltd.	China	Copper	-	-	44,101,032	0.23%	-	-
17	Million Gen. Tr. LLC	UAE	Aluminium	-	-	242,859,652	1.27%	-	-
18	Vector Steel and Allied Products Industry Pvt. Ltd	Pakistan	Steel	40,050,990	0.34%	87,892,574	0.46%	-	-
19	Munir Industry	Pakistan	Steel	169,864,316	1.44%	83,382,568	0.43%	-	-
20	Padanaplast S.R.L.	Italy	XLPE	17,348,224	0.15%	17,795,296	0.09%	-	-
21	Borouge Pte Ltd	UAE	XLPE	34,997,771	0.30%	15,936,331	0.08%	-	-

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
22	HJ Polymer China Co., Ltd	China	XLPE	96,254,789	0.82%	42,074,851	0.22%	-	-
23	Zhejiang Taihu Yuanda New Material	China	XLPE	21,310,500	0.18%	38,636,635	0.20%	-	-
24	Crescent Business Associates	Pakistan	Others-Chemical	54,243,862	0.46%	71,169,278	0.37%	-	-
	<b>Total Purchases from Vendors above</b>			<b>5,236,478,261</b>	<b>44.36%</b>	<b>9,703,710,230</b>	<b>50.55%</b>	<b>4,506,397,060</b>	<b>34.55%</b>
	<b>Other Vendor Purchases</b>			<b>6,567,927,031</b>	<b>55.64%</b>	<b>9,493,822,274</b>	<b>49.45%</b>	<b>8,538,339,548</b>	<b>65.45%</b>
	<b>Total Purchases as per Financials</b>			<b>11,804,405,292</b>	<b>100.00%</b>	<b>19,197,532,504</b>	<b>100.00%</b>	<b>13,044,736,608</b>	<b>100.00%</b>

### 3.15. Key Approvals

There are no approvals required to manufacture cables and conductors other than SECP approval which has already been obtained.

### 3.16. Group Structure of the Issuer showing Shareholding in Relative and Absolute Term

There is no Group Structure of the issuer.

### 3.17. Duty Structure

The duty structure and sales tax applicable on raw materials used in production is given in table below;

Sr. No.	Raw Material	Custom Duty	Additional Custom Duty	Sales Tax	Additional Sales Tax	Income Tax
1	Copper	0.00%	0.00%	18.00%	0.00%	2.00%
2	Aluminium	0.00%	0.00%	18.00%	0.00%	2.00%
3	XLPE	2.50%	0.00%	18.00%	0.00%	2.00%
4	Paraffin	11.00%	2.00%	18.00%	0.00%	2.00%
5	Inner Semicone	2.50%	0.00%	18.00%	0.00%	2.00%
6	Outer Semicone	2.50%	0.00%	18.00%	0.00%	2.00%

Sr. No.	Raw Material	Custom Duty	Additional Custom Duty	Sales Tax	Additional Sales Tax	Income Tax
7	LSZH	3.00%	0.00%	18.00%	0.00%	2.00%
8	Polypropylene Tape	16.00%	4.00%	18.00%	3.00%	5.50%
9	Polypropylene Filler	10.00%	2.00%	18.00%	0.00%	5.50%
10	Copper Tape	0.00%	0.00%	18.00%	0.00%	2.00%

The duty structure of the machinery that is already imported and that will be imported by the Company for expansion plan is given in the table below;

Machinery Name	Supplier	Country of Origin	Status Details	Duties, Taxes and Other Charges (%)
Automatic Coiling Machine	Shanghai Shineworld	China	Already Delivered	24.0%
Copper Upward Casting Machine	Foshan Metech Trading Co. Ltd	China	Already Delivered	22.5%
Aluminium Alloy RBD Machine	Baruchi Co. Ltd	China	Already Delivered	20.8%
6-35 KV Triple Layer Co-extrusion Dry-cure CCV Line	Anhui Prius International	China	Already Delivered	21.2%
Intermediate Copper wire drawing machine	Baruchi Co. Ltd	China	To be Delivered	17.4%
100 MM Extruder	Golden Technology		To be Delivered	25.0%
Intermediate Copper wire drawing machine	Baruchi Co. Ltd		To be Delivered	25.0%
1250 Laying up	Baruchi Co. Ltd		To be Delivered	25.0%
1600 Laying up	Baruchi Co. Ltd		To be Delivered	25.0%
100 Extruder Line	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%
150 Sheeting Line	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%
70MM Extruder	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%
Bunchers 630 - (QTY 7)	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%
Back twist Bunchers (QTY 3)	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%
Braiding Machines (QTY 10)	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%
Tandem line - CAT 6 Cable (QTY 1)	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%

Extruders - 70 MM (QTY 2)	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%
Extruders - 60 MM (QTY 1)	Shanghai Shineworld Engineering Co. Ltd		To be Delivered	25.0%

### 3.18. Associated Companies

The Associated concerns through common directorship are as follows:

Sr. No.	Name of Company	Nature of Relation	Shareholding of Fast Cables Limited	Nature of Business
1	Pioneer Cement Limited	Common Directorship	NIL	Cement
2	Haleeb Foods Limited	Common Directorship	NIL	FMCG
3	AimFit (Pvt.) Limited	Common Directorship	NIL	Gym
4	World Call Telecom Limited	Common Directorship	NIL	Telecommunication
5	Route 1 Digital (Pvt.) Limited	Common Directorship	NIL	IT
6	World Call Services (Pvt.) Limited	Common Directorship	NIL	Telecommunication
7	AMB Management Consultants (Pvt.) Limited	Common Directorship	NIL	Strategic Consultancy
8	World Call Ride Hail (Pvt.) Limited	Common Directorship	NIL	Cab Services
9	Castle Fortune (Pvt.) Limited	Common Directorship	NIL	Educational and Training Centre

### 3.19. Related Party Transactions

The related party transactions for Company are tabulated as follows:

Related Party	Relationship	Nature of Transaction	Audited FY2020 (PKR)	Audited FY2021 (PKR)	Audited FY2022 (PKR)	Audited 1HFY2023 (PKR)
Director	Associate Person	Share Deposit Money received from Director	647,719,000	174,340,828	-	-
CEO	Associate Person	Sponsor's loan received	-	50,000,000	103,000,000	-
CEO	Associate Person	Car loan paid	-	-	-	808,056
CEO	Associate Person	Sponsor's loan repaid		(50,000,000)	(27,750,000)	(75,250,000)
Director	Associate Person	Dividend Paid	(122,016,510)	-	(244,033,020)	-
Director	Associate Person	Sponsor loan transferred to share deposit money	(98,905,167)	(35,854,113)	-	-

Related Party	Relationship	Nature of Transaction	Audited FY2020 (PKR)	Audited FY2021 (PKR)	Audited FY2022 (PKR)	Audited 1HFY2023 (PKR)
Employee Gratuity funds	Retirement benefit fund	Contribution paid to gratuity fund	(6,683,241)	(8,200,919)	(10,401,752)	(6,539,509)
Staff Provident fund	Retirement benefit fund	Contribution paid to provident fund	(8,666,536)	(18,607,002)	(18,684,773)	(25,459,200)
Fatima Latif Welfare Trust	Common directorship	Donation paid during year	65,230,018	60,305,423	97,100,000	80,000,000
CEO	Associate Person	Rent paid for factory building & land Islamabad Office and drawing hall	6,215,579	-	13,483,161	16,960,064
Director	Associate Person	Rent paid for head office building	8,913,048	9,804,348	10,784,783	7,242,036

### 3.20. Industry Overview and Sector Analysis

Cables industry in Pakistan comprises of limited big players, a handful of small localized producers, as well as importers. The prices of cables, copper rod, conductors and aluminium extrusions are closely linked to the global markets for copper and aluminium. Fluctuations in copper or aluminium prices have a direct effect on the pricing of the products as well as exchange rate depreciation are also responsible for price hike since these raw materials are imported.

This industry is driven by growth prospects and activity in the end markets where its products are used, which are primarily in projects of all kinds, including infrastructure, facilities, factories, commercial and residential construction. There is also a growing demand for cables in the renewable energy space, particularly for solar. Cable and conductors are also used in the transmission and distribution of electricity by the country's utility companies. An extensive array of world-class quality wires and cables are needed to be manufactured to meet the diverse, dynamic and time-sensitive needs of the broad customer base which includes both the institutional and non-institutional customers. There is a growing awareness of the technology within Pakistan and NTDC and various distribution companies have rolled out plans to enhance their transmission and distribution networks with Aluminium Conductor Composite Core (ACCC). As the customer base is quite vast, cables are demanded throughout the country (approximately 200<sup>34</sup> towns and cities) this means any cable manufacturing Company requires strong dealer and distribution network to ensure that product is easily available in the market.

Currently the companies operating in cable industry are carefully monitoring the evolving customer needs and technology trends as all big players are manufacturing solar cables. As solar cable industry is on the rise in Pakistan since it is becoming cost effective and government supportive policies such as net metering options are encouraging

<sup>34</sup> Information of No. of town & cities taken from Pakistan Cables annual report 2021

more people to have solar systems installed. The key players in cable industry are offering high quality solar cables to cater growing demand of customers and trying to quickly capture the market. These players are already producing conductors of high quality and are eyeing on future NTDC transmission line projects. Current cable manufacturers are manufacturing conductors with special advantage of reduced line losses, and have taken necessary approvals to supply in demand conductors to power distribution companies.

Cables industry is highly linked and driven by construction sector which itself is dependent on the overall macro-economic conditions of the country.

Sectors associated with the construction industry performed reasonably primarily by the government's incentive package for construction initiatives, efforts to enhance the outreach of the Mera Pakistan Mera Ghar scheme, and the SBP's directive for banks to increase their housing and finance construction portfolio to at least 5 percent of their private sector advances by December 2021<sup>35</sup>. The elevated level of private sector construction activity was reflected in the Rs 14.9 Bn flow of housebuilding finance during Q1-FY22; it may also have contributed to an uptick in residential property prices<sup>36</sup>. Further the contribution of this sector is derived from investment of different construction activities.

### 3A SHARE CAPITAL AND RELATED MATTERS

#### 3A (i.) Share Capital

Current Issued, & Paid-Up Capital	No. of Shares	Face Value (PKR)	Premium (PKR)	Total (PKR)
<b>Authorized Capital</b>				
Ordinary Shares	350,000,000	10	-	3,500,000,000
<b>Issued, Subscribed &amp; Paid-Up Capital</b>			-	
Ordinary Shares of PKR. 10/- each fully paid in cash	9,000	10	-	90,000
Ordinary Shares of PKR. 10/- each for consideration other than in cash	33,696,500	10	-	336,965,000
Issued as Bonus Shares: Ordinary Shares of PKR 10/- each	115,829,002	10	-	1,158,290,020
Issued as Bonus Shares: Ordinary Shares of PKR 10/- each	100,892,498	10	-	1,008,924,980
<b>Total</b>	<b>250,427,000</b>	<b>10</b>	<b>-</b>	<b>2,504,270,000</b>
<b>Shares held by Directors/Sponsors</b>	<b>No. of Shares</b>	<b>Face Value (PKR)</b>		<b>Total Value (PKR)</b>
Mian Ghulam Murtaza Shaukat	130,285,341	10	-	1,302,853,410
Ms. Rubina Shaukat	51,371,637	10	-	513,716,370
Mr. Kamal Mahmood Amjad Mian	11,401,486	10	-	114,014,860
Mr. Ghulam Mustafa Kausar	6,816,542	10	-	68,165,420
Ms. Mahlaqa Shaukat	7,696	10	-	76,960
Mr. Muhammad Azhar Saeed	7,696	10	-	76,960

<sup>35</sup> Source : SBP [Microsoft Word - 03. Chapter 2 - Real Sector \(sbp.org.pk\)](#)

<sup>36</sup> Source : SBP [Microsoft Word - 03. Chapter 2 - Real Sector \(sbp.org.pk\)](#)



Mr. Syed Mazher Iqbal	2,362	10	-	23,620
<b>Other Shareholders</b>				
Mr. Muhammad Shahzad Mian	50,339,262	10	-	503,392,620
Ms. Saima Mian	179,586	10	-	1,795,860
Ms. Noor Ul Hira Shaukat	7,696	10	-	76,960
Ms. Sunniya Bakht Shaukat	7,696	10	-	76,960
<b>Total Paid up Capital</b>	<b>250,427,000</b>	<b>10</b>	<b>-</b>	<b>2,504,270,000</b>
<b>Present Issue of Ordinary Shares</b>	<b>No. of Shares</b>			
<b>New Shares Issuance through IPO</b>	<b>83,500,000</b>	<b>10</b>	<b>26</b>	<b>3,006,000,000</b>
<b>Total Paid Up Capital Post IPO</b>	<b>333,927,000</b>	<b>10</b>	<b>-</b>	<b>5,510,270,000</b>
<b>Allocation</b>	<b>No. of Shares</b>			
Allocations to Institutions / Individual Investors through Book Building process at Strike Price	62,625,000	10	26	2,254,500,000
General Public Portion	20,875,000	10	26	751,500,000
<b>Total Issue Size</b>	<b>83,500,000</b>	<b>10</b>	<b>26</b>	<b>3,006,000,000</b>

### 3A (ii.) Shares of Sponsors to be Retained & kept in Blocked Form as per Regulation 5 of PO Regulations

Shares held by Sponsors	Particular	No. of Shares	Face Value (PKR)	Total Value (PKR)	% Post IPO Paid-Up Capital
Mian Ghulam Murtaza Shaukat	Chief Executive Officer	130,285,341	10	1,302,853,410	39.016%
Ms. Rubina Shaukat	Non-Executive Director	51,371,637	10	513,716,370	15.384%
Mr. Kamal Mahmood Amjad Mian	Executive Director and Managing Director	11,401,486	10	114,014,860	3.414%
Ms. Mahlaqa Shaukat	Non-Executive Director	7,696	10	76,960	0.002%
<b>Total Paid up Capital</b>		<b>193,066,160</b>	<b>10</b>	<b>1,930,661,600</b>	<b>57.816%</b>

#### Note:

- As per regulation 5(1) of the PO Regulations, the Sponsors of the Company shall retain their entire shareholding in the Company for a period of not less than twelve months from the last date for public subscription;
- As per regulation 5(2) of the PO Regulations, the Sponsors of the Company shall retain not less than twenty-five percent of the Post Issue Paid Up Capital of the Company for not less than three financial years from the last date for the public subscription;
- As per regulation 5(3) of the PO Regulations, the shares of the Sponsors mentioned at (1) and (2) above shall be kept unencumbered in a blocked account with the CDC;
- As per regulation 5(4) of the PO Regulations, subject to compliance with sub-regulation 1 and 2 of Regulation 5, and with the prior approval of the securities exchange, the Sponsors of the Company may sell their shareholding through block-sale to any other person who shall be deemed Sponsor for the purposes of the PO Regulations.

### 3A (iii.) Present Issue

The Issue comprises of 83,500,000 Ordinary Shares of face value of PKR 10/- each, which constitutes 25.01% of the total Post-IPO Paid Up Capital of the Company. The Issue of 83,500,000 Ordinary Shares will be offered through the Book Building process at a Floor Price of PKR 36.0/- per share. Initially, 75% of the Issue size i.e., 62,625,000 Ordinary Shares will be allotted to Successful Bidders and 25% of the issue i.e., 20,875,000 Ordinary Shares will be offered to Retail Investors. Unsubscribed shares, if any, of the General Subscription portion will be allocated to Successful Bidders of the Book Building portion on a pro-rata basis. The Book Building Portion has been underwritten by Arif Habib Limited.

### 3A (iv.) Related Employees of the Company (Fast Cables Limited)

Sr. No.	Name	Designation
1	Mian Ghulam Murtaza Shaukat	Chief Executive Officer
2	Muhammad Sharjeel	Chief Financial Officer
3	Afshan Ghafoor	Company Secretary
4	Mujtaba Bukhari	Manager Financial Planning & Analysis

### 3A (v.) Shares Issued in Preceding Years

Sr. No.	No. of Shares	Description	Consideration	Face Value (PKR) 10 per share	Premium	Total Value (PKR)	Date of Issuance/ Allotment
1	7,000		Fully Paid in Cash	10	-	70,000	30.09.2008
2	2,000		Fully Paid in Cash	10	-	20,000	30.10.2009
3	33,696,500	New shares	Consideration other than in cash	10	-	336,965,000	01.11.2009
4	15,101,104	New shares	Cash (Right Issue)	10	-	151,011,040	22.10.2018
5	24,403,302	New shares	Bonus Issue	10	-	244,033,020	28.10.2021
6	85,791,394	New shares	Cash (Right Issue)	10	-	857,913,940	16.12.2021
7	79,500,650	New shares	Bonus Issue	10	-	795,006,500	27.12.2021
8	11,925,050	New shares	Bonus Issue	10	-	119,250,500	25.06.2022
<b>Total</b>	<b>250,427,000</b>					<b>2,504,270,000</b>	

### 3A (vi.) Employee Stock Option Scheme

FCL offers an Employee Stock Option Scheme (“ESOS”) to its employees, the maximum number of options/share that can be granted / issued under the Scheme are 10% of the paid-up capital of the Company. However, under the scheme, options of a maximum up to 1% of the existing paid-up capital will be offered to eligible employees of the Company by the Committee or the board for each year. The Company will issue new shares from the existing pool of authorized and unissued shares when the employees exercise their stock options. It is important to note as of date no Employee has been issued stock option/shares. The Company has cushion in authorize share capital to issue new shares under Employee Stock Option Scheme.

#### Key Details of the ESOS:

- 1) This policy is applicable to permanent full-time management staff of Fast Cables above who have;
  - a) Completed at least three years of continuous employment
  - b) Have no disciplinary action on record
  - c) Met category/department specific performance conditions as determined, from time to time, by Compensation Committee.
  - d) Received approval from the Board for participation in the Scheme.
- 2) A committee named as the Compensation Committee (CC) shall be constituted by the board for administration and superintendence of the Scheme which may be reconstituted by the Board from time to time, provided that the chairman of the compensation committee shall be an independent director.
- 3) Compensation Committee shall have all the powers vested in it by the terms of the Scheme to include the authority;
  - a) To determine who is to be entitled;
  - b) To determine the date of grant i.e., when option will be granted to individual eligible employees;
  - c) To determine the period within which an employee should exercise the options and that the option shall lapse on failure to exercise the same within such period;
  - d) To determine the procedure for making a fair and reasonable adjustment to the number of options and to the Entitlement Pool and to the Exercise Price in case of right issues, bonus issues and other corporate actions;
  - e) To determine and prescribe the guidelines, process, and procedures for the exercise option;
- 4) The maximum number of options/shares that can be granted / issued to a single eligible employee shall not exceed 300,000 options/shares.
- 5) Vesting period of two (2) years will apply to each Stock Option granted during which it cannot be exercised. Stock Options will be forfeited if an employee leaves voluntarily or is asked to leave due to poor performance or disciplinary reasons (such as fraud, non-compliance with Company policies, etc.) before completion of the two (2) years vesting period. After the completion of vesting period, granted Stock Options will be vested to the employee. He/she can exercise the options by intimating to HR department of the Company.
- 6) Exercise Period shall be six months from the date the granted options are vested to the Option Holder.
- 7) Exercise Price shall be the breakup value of respective financial year at which options are granted and in case the Company gets listed the Exercise Price shall be the subscription price for a Share comprised in any Option which, unless otherwise determined by the Board, shall be weighted average of the closing market price of the Share of the Company at the Pakistan Stock Exchange Limited for the last 90 consecutive calendar days immediately preceding the Date of Entitlement of the relevant Option grant. Provided that it shall not in any case be less than the face value of Rs.10.00 per share.
- 8) In the event of death of an employee while in employment of the company, all Options granted to him till the date of his death shall vest in his legal heirs or nominees;
- 9) In the event of resignation or termination of service of an employee, all options not vested as on that day shall lapse.
- 10) An Option Holder shall not have the right to receive any dividend or to vote or in any manner enjoy the benefits of a shareholder in respect of the Options granted to him, till shares are issued to him on exercise of an option.

- 11) At the time of exercise, the eligible employee will confirm his intention to exercise the option intimated to the Company in writing through a signed letter by the option holder and the letter must accompany the document evidencing the payment of the exercise of the options.
- 12) The new shares to be allotted and issued upon exercise of an Option will rank pari passu in all respects with the existing issued shares of the Company.

### 3A (vii.) Related Employees of the Lead Manager & Book Runner (Arif Habib Limited)

Sr. No.	Name	Designation
1	Shahid Ali Habib	Chief Executive Officer
2	Ammad Tahir	Director, Investment Banking
3	Muhammad Ali Raza Hussain	Senior Vice President, Investment Banking
4	Hamza Amir	Assistant Vice President, Investment Banking
5	Hassan Saeed	Associate, Investment Banking
6	Malik Harris Rehman	Analyst, Investment Banking
7	Muhammad Mehdi	Analyst, Investment Banking
8	Akash Kumar	Analyst, Investment Banking
9	Raheel Ahmed	Analyst, Investment Banking
10	Fareha Abid	Junior Analyst, Investment Banking


#### Note:

1. As per regulation 7(9) of the PO Regulations, the associates of the Lead Manager to the Issue and the Book Runner shall not in aggregate make Bids in excess of ten (10%) percent of the shares offered through Book Building. Provided that it shall not apply to such associates of the Lead Manager and the Book Runner that are Financial Institutions, Mutual Funds and Insurance Companies.
2. As required under regulation 20(10) of the PO Regulations, Related Employees of the Issuer, Lead Manager and Book Runner to the Issue shall not participate in the Bidding for shares.

**UNDERTAKING OF THE SPONSORS OF THE ISSUER REGARDING IPO UTILIZATION**



Sv. No. 17

**E-STAMP**



ID : **PB-LHR-0866R0D4C001BE**  
 Type : **Low Denomination**  
 Amount : **Rs 100/-**

Description : **AFFIDAVIT-4**  
 Applicant : **Kamal Mahmood Amjad Mian (35200-6852955-9)**  
 S/O : **Mian Muhammad Latif**  
 Agent : **Self**  
 Address : **Lahore**  
 Issue Date : **25-Jan-2023 02:10:20 PM**  
 Delisted On/Validity : **01-Feb-2023**  
 Amount in Words : **One Hundred Rupees Only**  
 Reason : **AFFIDAVIT**  
 Vendor Information : **M.Shahid Saini(PB-LHR-1150), Chungi Amir Sadhu Lahore**

Scan for online verification

**ATTESTED**  
**JAVED SAIN**  
 Oath Commissioner Lahore



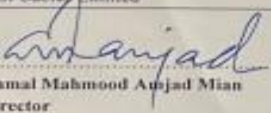

نوٹ: یہ ڈیجیٹل اسٹامپ کے ذریعے جاری کیا گیا ہے اور اسے مندرجہ ذیل ویب سائٹ پر تصدیق کیا جاسکتا ہے۔  
 Type: "EStamp" + "99 digit eStamp Number" send to 8103

**Pakistan Stock Exchange**  
 Stock Exchange Building  
 Stock Exchange Road  
 Karachi – 74000, Pakistan

**UNDERTAKING**

We, (1) **Mian Ghulam Murtaza Shaukat**, son of Mian Muhammad Latif, being Chief Executive Officer of Fast Cables Limited CNIC No. 35201-1307894-9, resident of 86 B Phase V DHA, Lahore, and (2) **Kamal Mahmood Amjad Mian**, son of Mian Muhammad Latif, being Director of Fast Cables Limited CNIC No. 35200-6852955-9, resident of 290 A Phase V DHA, Lahore, and (3) **Mrs. Mahlaqa Shaukat**, wife of Saad Ali Raja being Director of Fast Cables Limited CNIC No. 35201-2769339-2, resident of 86 B Phase V DHA, Lahore, and (4) **Mrs. Rubina Shaukat**, wife of Mian Ghulam Murtaza Shaukat, being Director of Fast Cables Limited CNIC No. 35201-1252685-0 resident of 86 B Phase V DHA, Lahore, do hereby state on solemn affirmation on behalf of Fast Cables Limited as under:

- (1) That we are the sponsors and 77.099% shareholder/owner of the shares of Fast Cables Limited (the "Issuer");
- (2) That the IPO Proceeds of Fast Cables Limited shall be utilized as per the purpose disclosed in the Prospectus.

 <b>Mian Ghulam Murtaza Shaukat</b> Chief Executive Officer Fast Cables Limited	 <b>Mrs. Rubina Shaukat</b> Director Fast Cables Limited
 <b>Kamal Mahmood Amjad Mian</b> Director Fast Cables Limited	 <b>Mrs. Mahlaqa Shaukat</b> Director Fast Cables Limited

Date: 17/03/23

## 4 PRINCIPAL PURPOSE OF THE ISSUE AND FUNDING ARRANGEMENTS

### 4.1. Principal Purpose of the Issue

The principal purpose of the Issue is to invest in capacity enhancement, specifically in buildings, plant, and machinery. Additionally, a portion of the funds will be allocated towards repaying loans taken for building construction and machinery-imported. New land will be acquired for the above-mentioned purpose, buildings will be constructed and alongside new plant & machinery with advance technology will be installed. The newly added capacity will be utilized for the manufacturing of the existing product portfolio, which includes copper and aluminium products. Additionally, this increased capacity will cater to the production of special cables tailored to the specific requirements of customers who place customized orders.

	Metric Tonnes	Metric Tonnes	Metric Tonnes
<b>Current Capacity as at 31<sup>st</sup> December 2022</b>	<b>Copper</b>	<b>Aluminium</b>	<b>Total</b>
Per Month	700	1,150	1,850
Annual Capacity	8,400	13,800	22,200
<b>Capacity Utilization</b>			
Annual Capacity Utilization	6,218	9,948	16,166
Capacity Utilization - %	74%	72%	73%

	Metric Tonnes	Metric Tonnes	Metric Tonnes
<b>Capacity Enhancement (Post Expansion)</b>			
Increase in Production	43%	23%	32%
Total Production Capacity – Monthly	1,000	1,450	2,450
Total Production Capacity – Annually	12,000	17,400	29,400
<b>Capacity Utilization (Post Expansion)</b>			
Capacity Utilization - %	74%	72%	73%
Annual Capacity Utilization	8,883	12,543	21,426

\*These capacities reflect management estimates

In expansion, two new buildings will be constructed, one in the existing capacity while other one on new land which will be purchased. Construction of one building under existing capacity is under process. Memorandum of Understanding (MOU) is already done with Ali Raja Associates who will act as agent and assist FCL to buy land in vicinity of Unit –II Sundar Raiwind Road, Lahore. Any excessive funds raised, in case the Strike Price is determined above the Floor Price, would be utilized to fund the internal working capital requirement of Fast Cables existing business.

### 4.2. Project Cost

The detailed Project cost is given in table below along with its financing plan;

Particulars	Value (PKR)	%
<b>Project Cost:</b>		
Plant & Machinery	1,639,732,173	45.97%
Land	800,000,000	22.43%
Duties and others – Plant & Machinery	388,729,415	10.90%
Building Construction - In Land to be Acquired	380,000,000	10.65%

Particulars		Value (PKR)	%
Installation & erection works – Plant & Machinery		201,331,537	5.64%
Building Construction - In Existing Facility (Unit – II)		145,000,000	4.07%
Contingency		12,000,000	0.34%
<b>Total Project Cost</b>	<b>A</b>	<b>3,566,793,125</b>	<b>100.00%</b>
<b>IPO Proceeds:</b>			
Plant & Machinery		1,045,320,000	34.77%
Land		800,000,000	26.61%
Building Construction - In Land to be Acquired		380,000,000	12.64%
Duties and others – Plant & Machinery		261,330,000	8.69%
Installation & erection works – Plant & Machinery		129,150,378	4.30%
Contingency		12,000,000	0.40%
	<b>B</b>	<b>2,627,800,378</b>	<b>87.42%</b>
Loan Repayment;			
c. Plant & Machinery		332,337,925	11.06%
d. Building Construction - In Existing Facility (Unit – II)		45,861,697	1.53%
	<b>C</b>	<b>378,199,622</b>	<b>12.58%</b>
<b>Total IPO Proceeds</b>	<b>D = (B + C)</b>	<b>3,006,000,000</b>	<b>100.00%</b>
<b>Internal Cash Generation from Operations:</b>			
Internal Cash Generation from Operations already injected to finance Project Cost;			
e. Plant & Machinery		262,074,248	46.73%
f. Duties and others – Plant & Machinery		127,399,415	22.72%
g. Building Construction - In Existing Facility (Unit – II)		88,146,361	15.72%
h. Installation & erection works – Plant & Machinery		72,181,159	12.87%
	<b>E</b>	<b>549,801,183</b>	<b>98.04%</b>
<b>Further Internal Cash Generation from Operations injection to be done to finance Project Cost;</b>			
Building Construction - In Existing Facility (Unit – II)	<b>F</b>	10,991,942	1.96%
<b>Total Internal Cash Generation from Operations injection</b>	<b>G = (E + F)</b>	<b>560,793,125</b>	<b>100.00%</b>
<b>Grand Total</b>	<b>H = (D + G)</b>	<b>3,566,793,125</b>	

Status of the Project is given in table below;

Sr No.	Particular	Start Date	Completion Date	Status
1	Installation of Plant & Machinery – Already Delivered	Q2 FY 2022	Q2 FY 2023	PKR 594.41 Mn worth of Plant & Machinery is already installed in existing facility of Unit - II
2	Execution of Civil Works - In Existing Facility (Unit – II)	Q2 FY 2021	Q1 FY 2024	Construction of building is in process. Cost of PKR 134.00 Mn has been incurred
3	Completion of Mechanical & Electrical Work - In Existing Facility (Unit – II)	Q1 FY 2024	Q1 FY 2024	Post-Execution of Civil Works in Existing Facility of Unit – II
4	Land Acquisition	Q2 FY 2024	Q2 FY 2024	This will be acquired from IPO funds
5	Loan Repayment; a. Plant & Machinery	Q2 FY 2024	Q2 FY 2024	This will be repaid from IPO funds

	Building Construction – In Existing Facility (Unit – II)			
6	Execution of Civil Works - In Land to be Acquired	Q2 FY 2024	Q4 FY 2024	Post-acquisition of land, construction of new building will approximately take nine months
7	Completion of Mechanical & Electrical Work - In Land to be Acquired	Q4 FY 2024	Q1 FY 2025	Post Execution of Civil Works in building constructed on land to be acquired
8	Procurement & Installation of Plant & Machinery – To be Delivered	Q2 FY 2024	Q1 FY 2025	PKR 1,084.44 Mn worth of Plant & Machinery is yet to be delivered, which will be acquired from IPO funds
9	Date of Trial Production	Q1 FY2025	Q1 FY2025	Post Installation of Plant & Machinery
10	Date of Commercial Production	Q1 FY2025	Q1 FY2025	Post Installation of Plant & Machinery

#### 4.3. Source of Funding

The Company plans to raise PKR 3.006 billion through an Initial Public Offering (IPO). This funding will be used to increase the Company's production capacity and for loan repayment. Company will issue 83,500,000 ordinary shares at floor price of PKR 36/share. Proceeds from IPO will be used to acquire new land, construct building, and install new plant and machinery. Additionally, a portion of funds will be allocated towards repaying loans taken for building construction and machinery imported.

Mode of Financing	Value (PKR)	Contribution
IPO Proceeds	3,006,000,000	84.28%
Internal Cash Generations from Operations	560,793,125	15.72%
<b>Total</b>	<b>3,566,793,125</b>	<b>100.00%</b>

##### 4.3.1. Utilization of Proceeds

The total amount raised from IPO of PKR 3,006,000,000 will be used to finance the procurement of land, construction of building at new land to be acquired, installation of plant and machinery, and to repay loans pertaining to building construction and plant & machinery. The Plant and Machinery includes Wire Drawing machines, Extrusion line, Laying up machines, and Special Cable plant. These machines will be imported from China based suppliers such as Shanghai Shineworld Engineering Co. Ltd and Baruchi Co. Ltd.

The table below shows further breakup of the utilization of PKR 3.006 Bn:

Particulars	Value (PKR)	%
Plant & Machinery	1,045,320,000	34.77%
Land	800,000,000	26.61%
Building Construction - In Land to be Acquired	380,000,000	12.64%
Duties and others – Plant & Machinery	261,330,000	8.69%
Installation & erection works – Plant & Machinery	129,150,378	4.30%



Particulars	Value (PKR)	%
Contingency	12,000,000	0.40%
<b>A</b>	<b>2,627,800,378</b>	<b>87.42%</b>
Loan Repayment;		
a. Plant & Machinery	332,337,925	11.06%
b. Building Construction - In Existing Facility (Unit – II)	45,861,697	1.53%
<b>B</b>	<b>378,199,622</b>	<b>12.58%</b>
<b>Total IPO Proceeds</b>	<b>C = (A + B)</b>	<b>100.00%</b>

Any excessive funds raised, in case the Strike Price is determined above the Floor Price, would be utilized to fund the internal working capital requirement of Fast Cables existing business and to fund the existing expansion plan.

#### 4.4. Additional Disclosures relating to Purpose of the Issue

##### 4.4.1. Details of Plant & Machinery including Duties and Installation costs

Total Plant and machinery cost for the project amounts to PKR 1,639,732,173, Duties for the project amounts to PKR 388,729,415, and Installation cost for the project amounts to PKR 201,331,537. The table below shows the detail of Plant and Machinery to be delivered using IPO proceeds;

Particulars	Plant and Machinery Cost	Duties & Other	Installation Cost	Total Cost	% of Total Cost
Plant and Machinery – To be Delivered using IPO Proceeds	1,045,320,000	261,330,000	129,150,378	1,435,800,378	100.00%
<b>Total</b>	<b>1,045,320,000</b>	<b>261,330,000</b>	<b>129,150,378</b>	<b>1,435,800,378</b>	<b>100.00%</b>

Following are the details of plant and machinery to be delivered which will be financed through IPO proceeds.

Name of Machine*	Category	Expected Supplier	Useful Life	Expected Order Date	Expected Supply Date	Amount in USD	Amount in PKR	Duties, Taxes & Other Charges	Installation Cost
100 MM Extruder	Extrusion	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$238,000	73,780,000	18,445,000	9,222,500
Intermediate Copper wire drawing machine	Drawing	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$128,000	39,680,000	9,920,000	4,960,000

1250 Laying up	Extrusion	Baruchi Co. Ltd	10 years	Mar-24	Jul-24	\$190,000	58,900,000	14,725,000	7,362,500
1600 Laying up	Extrusion	Baruchi Co. Ltd	10 years	Mar-24	Jul-24	\$238,000	73,780,000	18,445,000	9,222,500
100 Extruder Line	Extrusion	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$238,000	73,780,000	18,445,000	9,222,500
150 Sheeting Line	Extrusion	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$378,000	117,180,000	29,295,000	13,132,878
70MM Extruder	Extrusion	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$98,000	30,380,000	7,595,000	3,797,500
Bunchers 630 - (QTY 5)	Stranding	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$300,000	93,000,000	23,250,000	11,625,000
Back twist Bunchers (QTY 3)	Stranding	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$180,000	55,800,000	13,950,000	6,975,000
Braiding Machines (QTY 10)	Stranding	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$600,000	186,000,000	46,500,000	23,250,000
Tandem line - CAT 6 Cable (QTY 1)	Extrusion	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$498,000	154,380,000	38,595,000	19,297,500
Extruder - 70 MM (QTY 2)	Extrusion	Shanghai Shineworld Engineering Co. Ltd	10 years	Mar-24	Jul-24	\$196,000	60,760,000	15,190,000	7,595,000
Extruder - 60 MM (QTY 1)	Extrusion	Shanghai Shineworld	10 years	Mar-24	Jul-24	\$90,000	27,900,000	6,975,000	3,487,500

		Engineering Co. Ltd							
<b>Total</b>						<b>\$3,372,000</b>	<b>1,045,320,000</b>	<b>261,330,000</b>	<b>129,150,378</b>

\* All machines to be delivered mentioned in table above the PKR 310/USD is assumed for conversion

\*The Origin of Supplier is China

\*The issuer was unable to find details such as Paid-up capital, Net worth, Revenue, and Place of incorporation of supplier mentioned above as per regulations mentioned in Public Offering Regulation

The percentage and Value Terms of Plant and Machinery to be Delivered using IPO proceeds is given in table below;

Category	Percentage Delivered	Value in PKR
Cost of Plant and Machinery to be Delivered using IPO Proceeds	63.75%	1,045,320,000
<b>Total Cost of Plant &amp; Machinery for Project</b>	<b>100.00%</b>	<b>1,639,732,173</b>

Plant and Machinery to be procured will be brand new and no second-hand machinery shall be procured.

#### 4.4.2. Project Land

A plot of industrial land measuring 100 kanals will be purchased for the Project. The Per Kanal cost of land is approximately PKR 8 Mn, hence PKR 800 Mn as stated above in utilization of proceeds will be used for the purchase. The land is located in vicinity of Unit - II which is located at Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore. The agreement for this new purchase of land is yet to be signed. Memorandum of Understanding (MOU) is already done with Ali Raja Associates who will act as agent and assist FCL to buy land in vicinity of Unit – II Sundar Raiwind Road, Lahore. The Company currently operates two manufacturing Units. Unit - I is located at 7-Canal Bank Main Jallo Road, Harbans Pura, Lahore and Unit - II is Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore.

Details are tabulated below;

Particulars	Value (PKR)
Location	In the vicinity of Unit - II which is located at Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore
Area	100 Kanals
Estimated Cost	800 Mn
Status of whether land is acquired	In process not yet acquired, MOU has been executed with Ali Raja Associates
Title of Land	Search for the appropriate land is in process
Nature of Land	Freehold

\*The commission related to the Land acquisition will be borne by the issuer solely and won't be taken from IPO proceeds.

#### 4.4.3. Details of Building Construction

Total Cost of Building Construction in Existing Facility and related work will be PKR 145.00 Mn. The total cost and its financing breakup are given below:

Expenditure Head	PKR
<b>Civil Works</b>	
- Ground Floor	89,072,882
- First Floor	51,442,029
- Roof Plan	2,121,123
- Outer Finishing	1,267,583
<b>Plumbing Work</b>	1,096,383
<b>Total Building Construction Cost</b>	<b>145,000,000</b>
<b>Financing of Building Construction Cost;</b>	
Internal Cash Generation from Operations already Injected	88,146,361
Further Internal Cash Generation from Operations Injections to be done to finance construction	10,991,942
Loan Repayment	45,861,697
<b>Total</b>	<b>145,000,000</b>

The building construction in existing facility was started in October 2020, then the construction was on hold due to Covid - 19 and other economic condition. However, the construction is now expected to be completed in September 2023. The percentage and value terms of building construction completed are as follows;

Expenditure Head	Percentage of Completion	Value in PKR
<b>Civil Works</b>		
- Ground Floor	95%	84,619,238
- First Floor	90%	46,297,826
- Roof Plan	90%	1,909,011
- Outer Finishing	50%	633,792
<b>Plumbing Work</b>	50%	548,192
<b>Total</b>		<b>134,008,059</b>

The total cost of building construction which will be constructed on new land to be acquired is PKR 380.00 Mn. The total cost and its financing breakup are given below:

Expenditure Head	PKR
<b>Civil Works</b>	
- Ground Floor	228,968,089
- First Floor	127,061,812
- Roof Plan	6,304,551
- Outer Finishing	3,612,612
<b>Plumbing Work</b>	3,645,473
<b>Mechanical &amp; Electrical Work</b>	10,407,464
<b>Total Building Construction Cost</b>	<b>380,000,000</b>
<b>Financing of Building Construction - In Land to be Acquired;</b>	
IPO Proceeds	380,000,000
<b>Total</b>	<b>380,000,000</b>

Information about Technical Agreements executed pertaining to Civil, Mechanical and Electrical works the following table shows the contracts which have been placed for the requisite services for building construction, mechanical and electrical work:

Sr. No.	Title of Agreement	Value of Contract	Party to Agreement	Date of Contract	Particular
1	Contract for Construction Work (Unit - II Hall 04)	PKR 145.00 Mn	Ch. Safdar & Co	October 2020	Agreement for the civil works of Hall 04 at Unit - II, Sundar Raiwind Road, Lahore

\*The issuer was unable to find details such as Paid-up capital, Net worth, Revenue, and Place of incorporation of Ch. Safdar & Co who is party to technical agreement as per regulations mentioned in Public Offering Regulation

#### 4.4.4. Details of Contingency Cost

The contingency cost of PKR 12,000,000 is kept from IPO proceeds to cater fluctuations of exchange rate and cost over runs.

#### 4.5. One of the Purpose of the Issue is Loan Repayment

##### 4.5.1. Details of the Loan Proposed to be Repaid

The details of the loan to be repaid against machinery from IPO proceeds are mentioned in the table below;

Bank Name	Name of Machine	LC Number	Loan Grant Date	Terms and Conditions	Tenure	Loan Outstanding as on 31-Dec-22
Bank Al Habib	6-35 KV Triple Layer Co-extrusion Dry-cure CCV Line	5501LC72433/2021	18-Aug-22	6 Months Kibor +1.5%	5 years	98,749,300
Habib Bank Limited	Aluminium Alloy RBD Machine	ILC50090914721PK	25-Oct-21	3 Months Kibor +1.25%	6 years	81,655,283
Habib Bank Limited	Multi-wire Drawing Machine	ILC50090393521PK	04-Jul-21	3 Months Kibor +1.25%	6 years	60,676,177
Habib Bank Limited	High Braiding / High speed Braiding Machine	ILC50090464921PK	22-Jun-21	3 Months Kibor +1.25%	6 years	28,912,817
Bank Al Habib	Copper Upward Casting Machine	5501LC64364/2022	28-Oct-22	6 Months Kibor +1.5%	5 years	23,428,556
Bank Al Habib	X-RAY 8000 NXT CCV	5501LC73139/2021	06-Apr-22	6 Months Kibor+1.5%	5 years	21,418,503
Bank Al Habib	PD Testing Machine / AC Intelligent System	5501LC58390/2022	18-Aug-22	6 Months Kibor +1.5%	5 years	17,497,289
<b>Total</b>						<b>332,337,925</b>

The detail of loan to be repaid against the construction of building in the existing facility from IPO proceeds is as follows;

Bank	Facility	Date Sanctioned	Terms and Conditions	Expiry / Review Date	Loan to be repaid from IPO Proceeds (PKR)
Habib Bank Limited	Diminishing Musharaka	09-02-2023	3 MK+1.5%	08-02-2028	45,861,697

The total loan to be repaid against the machinery and building construction from IPO proceeds is as follows;

Particulars	Value (PKR)
<b>Loan Outstanding and (As at 31 December 2022) and to be Repaid Using IPO Proceeds:</b>	
Building Construction	45,861,867
Plant & Machinery	332,337,925
<b>Total</b>	<b>378,199,792</b>
<b>Total IPO Proceeds</b>	<b>3,006,000,000</b>
<b>Loan to be Repaid Using IPO Proceeds as % of IPO Proceeds</b>	<b>12.58%</b>

#### 4.5.2. Status of Debt Outstanding

Details of Long-term Financing Facilities are given below;

Bank	Facility	Limit (PKR Mn)	Terms and Conditions	Date Sanctioned	Expiry / Review Date
Bank AL Habib Limited	Diminishing Musharaka	650.00	6 MK+1.5%	16-09-2021	15-09-2026
		650.00	3 MK+1.25%	27-09-2021	26-09-2027
		26.79	3.5%	09-02-2023	08-02-2028
		61.00	3.5%	09-02-2023	08-02-2028
Habib Bank Limited	Diminishing Musharaka	48.93	3 MK+1.5%	09-02-2023	08-02-2028

Details of Short-term Financing Facilities are given below;

Bank	Facility	Limit (PKR Mn)	Terms and Conditions	Date Sanctioned	Expiry / Review Date
Bank Al Habib Limited	Istisna	800.00	Relevant Kibor+0.80%	03-01-2023	31-05-2023

	Musawama Local	30.00	Relevant Kibor+0.80%		
	Letter of Guarantee	885.00	0.20% p. q		
Askari Bank Limited	Letter of Credit Sight	1,000.00	0.05% Commission	17-06-2022	31-01-2023*
Bank Alfalah Limited	Letter of Credit Sight	700.00	As per Schedule of Charges		
	Letter of Guarantee	300.00	As per Schedule of Charges	11-11-2022	30-09-2023
Bank of Punjab Limited	Import Murabaha	1,000.00	Matching Kibor+0.75% p. a	12-10-2022	31-10-2023
Bank Islami Pakistan Limited	LC Sight (Foreign)	500.00	0.05% Commission	06-04-2022	31-01-2023*
Dubai Islamic Bank Pakistan Limited	Letter of Credit Sight	400.00	0.05% p. q Commission		
	Local Murabaha	150.00	Relevant Kibor + 1% p. a		
	Letter of Guarantee	100.00	As per Schedule of Charges	10-05-2022	30-04-2023
Faysal Bank Limited	Istisna	700.00	Relevant Matching Kibor+0.75%	23-12-2022	31-05-2023
Habib Bank Limited	Letter of Credit Sight	550.00	0.10% p. q Commission		
	Letter of Guarantee	500.00	As per Schedule of Charges	09-02-2023	31-12-2023
Habib Metropolitan Bank Limited	Letter of Credit Sight	450.00	0.10% Commission		
	Istisna	500.00	3/6 M Kibor+0.75%	01-08-2022	30-04-2023
Soneri Bank Limited	Letter of Credit Sight	700.00	0.10% p. q Commission	25-11-2021	31-12-2022*

	Letter of Guarantee	300.00	0.20% p. q		
Standard Chartered Bank Limited	Import Murabaha	1,500.00	0.10% p. q	19-08-2022	28-02-2023*
Meezan Bank Limited	Running Musharaka	1,500.00	1 M Kibor +0.50% p. a	03-11-2022	31-12-2023
	Letter of Guarantee	500.00	0.10% p. q		

\*Renewal of these facilities is in process and the Company has not received the new Offer Letters.

#### 4.5.3. Details Regarding Financial Close of the Project

The import of the plant began in December 2021 and the building construction work in the existing facility of UNIT-II started in October 2020. The entire project along with complete building is expected to be completed by Q1 FY2025

#### 4.5.4. Details of Letter of Credit

Particular	LC Number	Beneficiary	Country	Delivery Date/Order Date	Amount in Foreign Currency	Exchange Rate	Amount (PKR)
X-RAY 8000 NXT CCV	5501LC73139/2021	Fast Cables Limited	Germany	16-Apr-22	Euro: 150,395	202.30 PKR/Euro	30,424,909
Nitrogen Generator	5501LC73126/2021	Fast Cables Limited	China	24-Mar-22	\$33,749	179.90 PKR/USD	6,071,445
Heating Furnace for Aluminium Alloy	5501LC75950/2021	Fast Cables Limited	China	17-May-22	\$79,000	239.20 PKR/USD	18,897,100
Aluminium Alloy RBD Machine	ILC50090914721PK	Fast Cables Limited	China	10-May-22	\$723,300	186.45 PKR/USD	134,859,285
Conductor Preheater	5501LC74826/2021	Fast Cables Limited	China	18-Mar-22	\$35,200	178.95 PKR/USD	6,299,040
Forklift Trucks	5501LC75666/2021	Fast Cables Limited	Japan	11-Feb-22	JPY: 11,350,000	1.51 JPY/PKR	17,100,000
Multi-wire Drawing Machine	ILC50090393521PK	Fast Cables Limited	China	23-Jul-22	\$507,200	216.20 PKR/USD	109,656,640
Automatic Coiling Machine	5501LC58114/2022	Fast Cables Limited	China	16-Jun-22	\$42,000	201.25 PKR/USD	8,452,500
6-35 KV Triple Layer Co-extrusion	5501LC72433/2021	Fast Cables Limited	China	18-Aug-22	Rmb: 4,600,000	34.34 RMB/PKR	157,950,688



Dry-cure CCV Line							
PD Testing Machine / AC Intelligent System	5501LC58390/20 22	Fast Cables Limited	China	02-Sep-22	\$116,180	230.25 PKR/USD	26,750,636
High Braiding / High speed Braiding Machine	ILC50090464921 PK	Fast Cables Limited	China	13-Jan-22	\$265,400	185.74 PKR/USD	49,296,435
Copper Upward Casting Machine	5501LC64364/20 22	Fast Cables Limited	China	11-Nov-22	\$126,839	225.90 PKR/USD	28,653,495

#### 4.6. Implementation Schedule of Project

The timeline for the expansion project is tabulated as below:

Sr No.	Particular	Start Date	Completion Date	Status
1	Installation of Plant & Machinery – Already Delivered	Q2 FY 2022	Q2 FY 2023	PKR 594.41 Mn worth of Plant & Machinery is already installed in existing facility of Unit - II
2	Execution of Civil Works - In Existing Facility (Unit – II)	Q2 FY 2021	Q1 FY 2024	Construction of building is in process. Cost of PKR 134.00 Mn has been incurred
3	Completion of Mechanical & Electrical Work - In Existing Facility (Unit – II)	Q1 FY 2024	Q1 FY 2024	Post-Execution of Civil Works in Existing Facility of Unit – II
4	Land Acquisition	Q2 FY 2024	Q2 FY 2024	This will be acquired from IPO funds
5	Loan Repayment; b. Plant & Machinery Building Construction – In Existing Facility (Unit – II)	Q2 FY 2024	Q2 FY 2024	This will be repaid from IPO funds
6	Execution of Civil Works - In Land to be Acquired	Q2 FY 2024	Q4 FY 2024	Post-acquisition of land, construction of new building will approximately take nine months
7	Completion of Mechanical & Electrical Work - In Land to be Acquired	Q4 FY 2024	Q1 FY 2025	Post Execution of Civil Works in building constructed on land to be acquired

8	Procurement & Installation of Plant & Machinery – To be Delivered	Q2 FY 2024	Q1 FY 2025	PKR 1,084.44 Mn worth of Plant & Machinery is yet to be delivered, which will be acquired from IPO funds
9	Date of Trial Production	Q1 FY2025	Q1 FY2025	Post Installation of Plant & Machinery
10	Date of Commercial Production	Q1 FY2025	Q1 FY2025	Post Installation of Plant & Machinery

#### 4.7. Utilization of Excess IPO Funds, in case the Strike Price is determined above the Floor Price

Any excessive funds raised, in case the Strike Price is determined above the Floor Price, would be utilized to fund the internal working capital requirement of Fast Cables existing business and to fund the expansion plan.

#### 4.8. Undertaking on Reporting of Utilization of Proceeds

As per clause (i) and (ii) of regulation 16 of the PO Regulations, the Company shall:

1. Report detailed break-up of the utilization of the proceeds of the issue in its post issue quarterly / half-yearly and annual accounts; till the fulfillment of the commitments mentioned in the Prospectus, and;
2. Submit a half yearly progress report and annual progress report reviewed by the auditor providing the status of the commitments mentioned in the prospectus to PSX till the fulfillment of the commitments mentioned in the prospectus as per the format given in regulation 16 of the PO Regulations.
3. Submit a final report reviewed by the auditor after the fulfillment of the commitments given in the Prospectus

## 4A VALUATION SECTION

The Issue is being offered at a Floor Price of PKR 36.0/- per share which is at a premium of PKR 26.0/- per Ordinary Share to the Face Value of PKR 10.0/- per Ordinary Share. The Lead Manager has reviewed the business performance of the Company and in their opinion, the Floor Price of PKR 36.0/- per share is justified based on:

#### 4A (i) Successful Operational History of the Sponsors

The Sponsors possess a strong history in the cable industry with their expertise spanning over three decades. This expertise has successfully translated into a growing financial and operational history for Fast Cables. The Company has grown its profitability under the right leadership and through efficient business management.

The track record of Sponsors is evident from the fact that Fast Cables is churning a high return on investment and significant growth since inception. Along with the earmarked profitability, Fast Cables has been able to successfully grow in medium voltage cables, low voltage cables and conductor business.

#### 4A (ii) Strong Financial and Operational Performance

Over the last 4 years, Fast Cables has showcased consistent growth in its revenue base on an annual basis from FY 2018 to FY 2022. The gross margins have remained range bound throughout the period, gross profit in absolute terms has witnessed a notable hike at a CAGR of 47.49% from FY 2018 to FY 2022 on the back of strong customer base which includes institutional and non-institutional customer.

	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	1H FY 2023	Un Audited 9MFY 2023
Net Revenue (PKR Mn)	5,431.8	7,164.3	8,952.9	14,214.8	22,978.1	13,964.4	22,469
Gross Profit (PKR Mn)	730.8	1,133.5	1,301.4	1,910.3	3,458.0	2,458.9	4,147.2
Net Profit (PKR Mn)	86.9	166.1	166.6	532.7	1039.1	682.4	1,292.4
Gross Profit Margin	13.5%	15.8%	14.5%	13.4%	15.0%	17.6%	18.5%
Net Profit Margin	1.6%	2.3%	1.9%	3.7%	4.5%	4.9%	5.8%

\*FY 2018 -1H FY 2023 Extracted from Audited financial statements of Fast Cables, while 9M FY 2023 are extracted from management accounts.

#### 4A (iii) Well established Brand of Fast Cables

Fast Cables is a trustworthy name in the cables industry with a wide array of cables and conductor products. Further the Company also takes customized orders to make the special cables with specific requirements, thus catering needs of wide range of customers. It has been leading the cable industry through innovation by introducing the latest technology in cable manufacturing in Pakistan, in addition to attaining international certifications that have set a quality benchmark in the industry for competitors to follow. These factors are the leading driver of stellar growth of the Company and justify the valuation.

#### 4A (iv) High Demand of Cables in Local Market

As a result of the growth in construction industry driven by growing population, the demand for cables is on rise since these cables are used in buildings and housing as well. The demand for electricity again based on growing population is increasing day by day and transmission lines are needed to cater this growing demand. Further, old transmission lines also need replacement as part of maintenance process.

#### 4A (v) Justification

During the period of FY 2018 and FY 2022, Fast Cables Limited sales grew at a compounded annual growth rate ("CAGR") of 43% and gross profit grew at a CAGR of 47% while the profit after tax of the Company grew at a CAGR of 86% during the same period. The steady and consistent growth is owing to Company' innovation, market development, extensive distribution reach, capacity expansion and expanding product portfolio.

The proposed expansion will improve cost efficiencies, increase capacity to cater the growing demand of cables and conductors and will thereby generate additional profits that will help fund future business opportunities.

Based on our review, the Lead Manager is of the opinion that the historical performance of the Company, trustworthiness of the brand, the demand for its products, and diversification of revenue stream by also taking customized orders for making special cables with specific requirements indicates the sustainability in business performance, which justifies the Floor Price of PKR 36.0/-

The Company is offering a **Price-to-Earnings ("PE") multiple of 7.81x** at Floor Price of PKR 36/- per Ordinary Share based on the TTM earnings from 31<sup>st</sup> December 2022, while the Book value per share of the Company as at 31<sup>st</sup> December 2022 is PKR 26.7/-

#### 4A (vi) Post IPO Free Float Disclosure

Post IPO, the share capital of the Company will increase from 250,427,000 Ordinary Shares to 333,927,000 Ordinary Shares. The free float status post IPO of the Company is presented in the below table:

Description	Number of shares	% Shareholding
Held by Sponsors, Directors and Other Shareholders	250,427,000	75.00%
Held by General Public – Free Float	83,500,000	25.00%
<b>Total</b>	<b>333,927,000</b>	<b>100.00%</b>

#### 4A (vii) Peer Group Analysis of Fast Cables

The only listed peer of Fast Cables limited is Pakistan Cables Limited.

Peer Analysis is shown below:

Company	Share Price (PKR) <sup>1</sup>	EPS (PKR) <sup>2</sup>	BVPS (PKR) <sup>3</sup>	P/E <sup>4</sup>	P/B <sup>5</sup>	ROE (%) <sup>6</sup>	ROA (%) <sup>7</sup>	Free Float Shares	Free Float (%)
Pakistan Cables Limited	103.11	16.54	222.08	6.23	0.46	7.45%	3.17%	12,274,400	24.79%
Fast Cables Limited	36.00	4.61 <sup>8</sup>	26.67 <sup>9</sup>	7.81 <sup>10</sup>	1.35 <sup>11</sup>	11.03% <sup>12</sup>	3.27% <sup>13</sup>	N/A	25.00%

1) Share Price of Pakistan Cables Limited is as at May 31st, 2023

2) EPS based on LTM earnings from 31<sup>st</sup> December 2022 and No of shares at year end 31 December 2022 (40,914,600 shares)

3) No of shares at 31 March 2023 (40,914,600 shares)

4) Share Price at May 31 2023 and EPS based on LTM earnings from 31 December 2022 used

5) Share Price at May 31 2023 and BVS at 31 December 2022 used

6) ROE is based on ending balance at 31 December 2022

7) ROA is based on ending balance at 31 December 2022

8) EPS based on LTM earnings from 31<sup>st</sup> Dec 2022 and No of Shares at 31<sup>st</sup> Dec 2022 (250,427,000 shares)

9) No of Shares at 31<sup>st</sup> Dec 2022 (250,427,000 shares)

10) Floor Price of PKR 36/share taken and EPS based on LTM earnings from 31<sup>st</sup> Dec 2022 and No of Shares at 31<sup>st</sup> Dec 2022 (250,427,000 shares)

11) Floor Price of PKR 36/share taken and BVS at 31<sup>st</sup> December 2022

12) ROE is based on ending balance at 31<sup>st</sup> December 2022

13) ROA is based on ending balance at 31<sup>st</sup> December 2022

## 5 RISK FACTORS

### 5.1. Internal Risks

#### 5.1.1. Operational Risk

Operational risk refers to the things to go wrong due to inadequate procedures, systems, or policies, and poor operations. This can have consequences such as damage to the company's reputation, financial losses, strained relationships with stakeholders, and a decrease in shareholder value.

Fast Cables production process relies on skilled staff. Any disruption in the availability of these experienced professionals can lead to a decrease in efficiency and result in losses. Given below is the total staff turnover of the Company during the last three years:

	FY2020	FY2021	FY2022	1HFY2023
Staff Turnover in terms of No of Employees	45	39	36	37
Total Employees	774	967	1252	1,340
Staff Turnover as % of Total Employees	5.81%	4.03%	2.88%	2.76%

#### 5.1.2. Negative Cash Flows from Operations

The Company's cash flow from operations were PKR (1,344.1) Mn, PKR (624.0) Mn, PKR 22.9 Mn, and PKR (203.3) Mn for FY 2022, FY 2021, FY 2020, and FY 2019. respectively. Due to import driven industry, the raw material of the business is imported hence company have to pay in advance to the vendors while on the other hand realization of sales proceeds is dependent on the credit period. The difference between advance payment to creditors and credit period to customer constitutes negative cash flow from operation. However, this is not considered to be a risk as the FCL has credit line facilities from different banks and such negative cash flows are normal course of business for import driven business.

#### 5.1.3. Fuel and Power Risk

The Company primarily relies mostly on LESCO for the supply of electricity needed to run the operations. Any undue interruption in electricity from LESCO may affect the Company's production process.

The Company has also installed Generators which are used in case of electric shortage from the LESCO and these Generators are powered by Oil, therefore any adverse change in Oil price will impact production efficiency and cost.

#### 5.1.4. Liquidity Risk

Liquidity risk is the risk that the Company will have insufficient funds to meet its financial obligations in a timely manner due to insufficient liquid assets. If Fast Cables is unable to service its debt obligations in a timely manner or comply with various financial and other covenants, this would adversely affect the Company's business prospects, operations and financial condition.

As per 31st December, 2022 financial statements, total current assets of the Company stood at PKR 17,299.77 Mn against current liabilities of PKR 15,207.42 Mn with a current ratio 1.14x which means the Company has sufficient resources and ability to meet its current obligations.

### 5.1.5. Risk of High Leverage

The Company has a gearing ratio of 1.01 x as per the audited accounts of 31st December, 2022. The Company has a long-term borrowing of PKR 741.60 Mn and short-term borrowing of PKR 5,971.83 Mn. Long-term borrowing is against the plant and machinery imported by the Company and short-term borrowing is primarily used for financing working capital requirements of the Company. The potential ramifications of elevated interest rates loom large over the Company's bottom line, casting impact upon its ability to sustain high profitability.

### 5.1.6. Pending Legal Proceedings Against the Company

The Company has total eleven pending legal proceeding out of which it is defending seven orders under Income Tax Ordinance, 2001 for various tax years and two orders under Sales Tax Act, 1990 for various tax periods. Details of all these legal proceeding are mentioned under Section 8.0 of the Prospectus, and there are no other pending legal proceedings other than those already disclosed in this Section. The management of the Company is confident of favorable outcome of these proceeding; hence, no provision in this regard has been made in the financial statements. However, any adverse decision against the Company will have an impact on the profitability of the Company.

### 5.1.7. Risk of Non-Compliance with Regulation of SECP and PSX

In the event of non-compliance with any regulatory requirements of SECP or PSX, the Company may be placed on the Defaulter Segment of PSX which may potentially hamper trading in the Company's shares or even delisting.

## 5.2. External Risks

### 5.2.1. Raw Material Supply/Price Risk

Cost of sales of the Company is largely driven by price of copper and aluminium, as these are the major raw materials for production of conductor and cable. Any shortage of copper and aluminium supply in the market due to unforeseeable situation / natural disaster might increase the cost of raw materials, thereby affecting profitability margins of the Company.

Fast Cables has not entered into any specific agreements with vendors from which the Company procures raw material for production of bare conductor and cables.

Any interruption in supply of raw material due to global events such as pandemic restrictions in China will affect the production process, thereby affecting profitability margins of the Company. However, the Company has not faced any such incident since its inception.

### 5.2.2. Risk on Restriction on opening LCs

The limitation on opening Letters of Credit (LCs) may pose several risks for businesses involved in international trade. Given the prevailing macro-economic conditions, there may be constraints in booking LCs which could delay the import of a plant for a planned expansion and may impact on the Company's future potential profitability.

### 5.2.3. Foreign Exchange Risk

Raw materials are imported for the production of bare conductor, wire, and cables. An adverse foreign exchange movement, i.e., PKR depreciation, will inflate the price of imports, thus driving up the cost of production which will negatively impact the profitability of the Company.

### 5.2.4. Delay in Implementation of Expansion Plan

The commissioning of the expansion project may get delayed due to any unforeseen reasons, however, the FCL management is keen to have expansion plan implemented in given timelines.

The Company has not entered into any agreements with suppliers for the import of Plant & Machinery which is mentioned in yet to be delivered section. The orders will be placed post IPO using the IPO proceeds as already mentioned in the utilization of proceeds section. Any resulting delays could adversely impact the earnings and future cashflows of the Issuer.

### 5.2.5. Business Risk

Sales volume and profitability might be adversely impacted due to a slump in construction activities and delays in government projects due to ongoing political and socio-economic uncertainty. Intensification of competition and/or entry of new players may impact the Company's sales. Since demand of the Company's product is dependent on infrastructure, power and electronic sector, any negative movement could directly impact the business growth and overall profitability of the Company.

### 5.2.6. Vendor Concentration Risk

Vendor concentration risk is a concern for the Company as it relies on certain suppliers to provide necessary materials and components for its products. If one or more of the key vendors experience disruptions or cease operations, it may lead to disturbances for the Company. The supply of raw materials may be disrupted, resulting in production delays and higher costs that can ultimately impact the Company's profitability and competitiveness in the market. However, to mitigate this risk, the Company has proactively created a pool of vendors from which raw materials can be procured if there is any disruption with the leading vendors. By doing so, the Company has ensured diversity in its vendor base, minimizing the dependence on a limited number of vendors.

### 5.2.7. Risk related to Change in Custom/Regulatory Duties

The Government plays a major regulatory role and is responsible for enforcing laws including those related to the Wire and Cable Manufacturing Industry. Government facilitates locally manufactured conductors and cables by imposing duties and taxes on the import of Conductors, Wire, and Cables.

Currently, Government has imposed duties (custom duty, sales tax, additional duty) in range of 17% to 25% on import Wires and Cables to protect local industry. Any relaxation in the said duties can directly affect the local industry growth and the Company's performance which may affect the Company's share price.

Furthermore, the Government has also imposed duties on import of raw material required for production of conductors, wire, and cables. Any increase in the said duties or taxes will adversely impact the Company's performance and profitability.

### 5.2.8. Credit Risk

Credit risk is the possibility of a loss resulting from a borrower's failure to repay a loan or meet contractual obligations. Credit risk of the Company arises from the deposits with banks and financial institutions, as well as credit exposures to customers, including outstanding receivables and committed transactions. The management assesses the credit quality of the customers, taking into account their financial strength, historical trends, and other factors before making the credit sales.

Description	31 December 2022		30 June 2022		30 June 2021	
	Gross Amount	Impairment	Gross Amount	Impairment	Gross Amount	Impairment
Current	5,550,903,755	-	4,801,097,855	-	3,170,504,483	-
1-30 Days	625,669,031	10,552,438	948,921,596	6,690,958	295,705,915	1,655,619
31-60 Days	198,333,732	12,835,807	201,599,691	9,489,420	66,791,885	3,685,916
61-90 Days	83,032,706	12,850,431	108,265,315	12,254,004	47,010,173	5,268,077
91-120 Days	49,452,880	12,446,220	49,509,877	10,062,796	42,585,667	9,199,331
121-150 Days	31,598,135	12,835,970	31,658,704	11,291,093	15,045,091	5,437,744
151-180 Days	22,503,242	12,073,189	14,658,898	7,640,380	4,252,456	2,503,938
181 above	9,270,405	9,270,406	4,126,453	4,126,453	4,766,160	4,766,160
<b>Total</b>	<b>6,570,763,886</b>	<b>82,864,462</b>	<b>6,159,838,389</b>	<b>61,555,104</b>	<b>3,646,661,830</b>	<b>32,516,785</b>

### 5.2.9. Counterfeit Product

Counterfeit products are goods, often of inferior quality, made or sold under another's brand name without the brand owner's authorization. Fast Cables pioneered a robust mechanism "Fast Tasdeeq" for the authentication and verification of the purchased cable. The purpose of this service is to provide a mechanism for the end user to check that the purchased item is a genuine Fast Cables product rather than a counterfeit product.

### 5.2.10. New Entrant risk

New companies may enter into the market and capture market share of existing brand portfolio. An increase in market players may directly impact the pricing power of the Company which may negatively impact the profit margins.

### 5.2.11. Risk of Delay in import of Plant and Machinery

The realization of potential incremental revenue by the Company may be significantly impeded if any unforeseen circumstances result in a delay that negatively impact the timely commissioning of the plant.

### 5.2.12. Economic Slowdown

An economic slowdown occurs when the rate of economic growth slows in an economy. Deterioration of



macroeconomic conditions as a whole could trigger reduction in disposable incomes and purchasing power of the customers. An economic slowdown may affect the growth and performance of the Cable Industry as a whole.

#### **5.2.13. Interest Rate Risk**

The Company has entered into financing agreements in order to finance its capital expenditure and working capital requirements. Any unforeseen increase in interest rates will increase the cost of borrowing for the Company and may affect its profitability.

#### **5.2.14. Customer Concentration Risk**

Customer concentration risk refers to the potential financial risk that arises from a Company having a significant portion of its revenue dependent on small number of customers. When a Company is dependent on few customers, any adverse event or change in relationship with those customers can have a significant impact on the Company's financial performance. If one or more key customers reduce their business with Company, switch to competitors, or experience financial difficulties, it can lead to decline in Company's sales and profitability. Customer concentration risk can also limit a Company's ability to negotiate the favorable terms with its customers, as the Company has less bargaining power when it relies on few customers.

The Company is planning to diversify its customers by acquiring new customers, expanding in new markets, and developing a robust sales and marketing strategy. Additionally, Company enjoys strong relationships with its existing customers and strive to continuously provide excellent customer service.

#### **5.2.15. Under-Subscription Risk**

The Issue of Fast Cable Limited may be under-subscribed due to lack of interest on the part of the investors. The book building process shall be considered as cancelled if:

- The Company does not receive bids for the number of shares allocated under the Book Building portion;
- The Company does not receive at least 40 bids.

The bid money submitted by investors shall be refunded subsequently.

#### **5.2.16. Capital Market Risk**

After being listed on the securities exchange, the price of Company's shares will be determined by market forces driven by socio-economic events (locally & internationally), capital & money market behavior, and Company's performance. The value of the Company's share will be subject to fluctuation based on combined impact of market forces identified above.

#### **5.2.17. Risk of downgrade in sovereign rating**

The Country's local and foreign currency and senior unsecured debt rating was recently downgraded by Moody's to Caa3 from Caa1 on 28th February 2023. Fitch, also downgraded Pakistan's long-term foreign currency Issuer default rating (IDR) to 'CCC-' from 'CCC+' due to worsening liquidity, political volatility and resultant policy risks on 15<sup>th</sup> February, 2023.

Further deterioration in the country's key macro indicators and political environment followed by delayed recovery of flood related havoc would pose risk of further downgrade.

**NOTE: IT IS STATED THAT TO THE BEST OF OUR BELIEF AND KNOWLEDGE ALL MATERIAL RISK FACTORS HAVE BEEN DISCLOSED AND THAT NOTHING HAS BEEN CONCEALED IN THIS RESPECT**

CERTIFICATE BY CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER OF THE ISSUER


	Sv. No. 14	<b>Head Office:</b> 192-Y Block, Commercial Area, Phase III, DHA, Lahore. Ph: +92-42-35742396-9 Fax: +92-42-35742391
Date: 17/03/23		
<b>Subject:</b> <u>Certificate by the Chief Executive Officer and Chief Financial Officer of the Issuer</u>		
We being the Chief Executive Officer and Chief Financial Officer of Fast Cables Limited (the "Issuer") accept absolute responsibility for the disclosures made in the Prospectus. We hereby certify that we have reviewed the Prospectus and that it contains all the necessary information with regard to the issue and constitutes full, true and plain disclosures of all material facts relating to the shares being offered through this Prospectus and that nothing has been concealed.		
The information contained in this Prospectus is true and correct to the best of our knowledge and the opinions and intends expressed herein are honestly held.		
There are no other facts, the omission of which makes this Prospectus as a whole or any part thereof misleading.		
For and on behalf of Fast Cables Limited		
 [Milan Ghulam Murtaza Shaukat] Chief Executive Officer	 [Muhammad Sharjeel] Chief Financial Officer	
LAHORE • KARACHI • ISLAMABAD • PESHAWAR • FAISALABAD • SIALKOT • MULTAN • GUJRANWALA • HYDERABAD • QUETTA		
UAN: 111-090-340   www.fastcables.com		

UNDERTAKING BY THE COMPANY AND ITS SPONSORS



**E-STAMP**

ID: PB-LHR-86D06C6602437E62  
 Type: Low Denomination  
 Amount: Rs 100/-

Description: AFFIDAVIT-4  
 Applicant: Muhammad Sharjeel [35200-2569428-1]  
 S/O: Muhammad Afraz  
 Agent: Self  
 Address: Lahore  
 Issue Date: 22-Mar-2023 12:09:15 PM  
 Delisted On/Validity: 29-Mar-2023  
 Amount in Words: One Hundred Rupees Only  
 Reason: AFFIDAVIT  
 Vendor information: M.Shahid Sindhu | PB-LHR-18508 | Chungi Amir Sadhu Lahore



Scan for online verification

نوٹ: یہ آر ایف ایم ایف نمبر ہے جسے سٹامپ کرنے کے لیے اس آر ایف ایم ایف نمبر کو استعمال کرنے کی ضرورت ہے۔ اس آر ایف ایم ایف نمبر کو استعمال کرنے کے لیے اس آر ایف ایم ایف نمبر کو استعمال کرنے کی ضرورت ہے۔  
 Type "eStamp <16 digit eStamp Number>" send to 8100

Date: 04/04/2023


Pakistan Stock Exchange Limited  
 Stock Exchange Building  
 Stock Exchange Road  
 Karachi – 74000, Pakistan

**UNDERTAKING BY THE COMPANY AND ITS SPONSORS**


Fast Cables Limited and its Sponsors undertake that

- 1) Neither the Company nor its directors, sponsors or substantial shareholders have been holding office of the directors, or have been sponsors or substantial shareholders in any Company:
  - a. Which had been declared defaulter by the securities exchange or futures exchanges; or
  - b. Whose TRE certificate has been cancelled or forfeited by the Exchange, PMEX or any other registered stock exchange of Pakistan that existed prior to integration of stock exchanges pursuant to Integration Order number 01/2016 dated January 11, 2016 issued by the Commission due to non-compliance of any applicable rules, regulations, notices, procedures, guidelines etc.
- 2) Which has been de-listed by the Exchange due to its non-compliance of any applicable provision of PSX Regulation.
- 3) None of the Sponsors, Major Shareholders, Directors or Management of the Company as well as the Company itself or its Associated Company / Entity have been found guilty of being engaged in any fraudulent activity. The Company has made full disclosure regarding any / or all cases in relation to involvement of the person named above in any alleged fraudulent activity i.e., pending before any Court of Law / Regulatory Body / Investigation Agency in or outside of the country.

For and on behalf of Fast Cables Limited



Mian Ghulam Murtaza Shaukat  
Chief Executive Officer

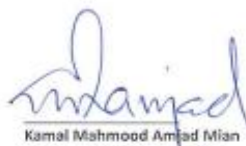


Muhammad Sharjeel  
Chief Financial Officer

For and on behalf of Sponsors and Directors of Fast Cables Limited



Mian Ghulam Murtaza Shaukat  
Sponsor/Chief Executive Officer



Kamal Mahmood Ahmad Mian  
Sponsor/Executive Director



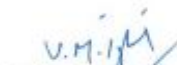
Rubina Shaukat  
Sponsor/ Non-Executive Director



Mahlaqa Shaukat  
Sponsor/ Non-Executive Director



Ghulam Mustafa Kausik  
Chairman/ Non-Executive Director



Syed Mazhar Iqbal  
Independent Director



Muhammad Azhar Saeed  
Independent Director



Afshan Ghafoor  
Company Secretary  
Fast Cables Limited

## STATEMENT BY THE ISSUER



تاروں سے ستاروں تک

**Head Office**  
 192-Y Block, Commercial Area,  
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 Ph: +92-42-35742396-9  
 Fax: +92-42-35742391


Dated: 03/04/2023

The Chief Executive  
 Pakistan Stock Exchange Limited  
 Stock Exchange Building  
 Stock Exchange Road  
 Karachi

On behalf of Fast Cables Limited ("FCL" or the "Company"), We hereby confirm that all material information as required under the Companies Act, 2017, the Securities Act, 2015, the Public Offering Regulations, 2017 and the Listing of Companies and Securities Regulations of the Pakistan Stock Exchange Limited has been disclosed in the Prospectus and that whatever is stated in Prospectus and the supporting documents is true and correct to the best of our knowledge and belief and that nothing has been concealed.

For and behalf of Fast Cables Limited

  
 [Mian Ghulam Murtaza Shauket]  
 [Chief Executive Officer]

  
 [Muhammad Sharjeel]  
 [Chief Financial Officer]

**FAST CABLES LIMITED**

Company Secretary



CABLES | LIGHTS | METALS | PVC

LAHORE | KARACHI | ISLAMABAD | PESHAWAR | FAISALABAD | SIALKOT | MULTAN | GUJRANWALA | HYDERABAD | QUETTA

UAN: 111-000-343 | [www.fast-cables.com](http://www.fast-cables.com)

## STATEMENT BY CONSULTANT TO THE ISSUE/LEAD MANAGER



17<sup>th</sup> March, 2023

The Chief Executive  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi

Being mandated as the Lead Manager to this Initial Public Offering of Fast Cables Limited through the Book Building mechanism, we hereby confirm that all material information as required under the Companies Act, 2017, the Securities Act, 2015, the Listing of Companies and Securities Regulations of the Pakistan Stock Exchange Limited and the Public Offering Regulations, 2017 has been disclosed in the Prospectus and that whatever is stated in Prospectus and in the supporting documents is true and correct to the best of our knowledge and belief and that nothing has been concealed.

We have examined the business model and audited financial statements of the Issuer and based on the same, material information including risks that would enable the investors to make an informed decision has been disclosed in the prospectus.

For and on behalf of Arif Habib Limited

  
Ali Raza  
Senior Vice President, Investment Banking

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**Karachi Office:** Office No. 2003-2003, 30th Floor, Gul Tower, Seari Quarters, 11, Chandrigar Road, Karachi. | Tel: +92 21 38280202-3, 38280233  
**Bahin Yar Khan Office:** Office No. 2, Basement, Bahsheer Plaza, Opposite Town Hall, D 6 Model Town, Bahin Yar Khan. | Tel: +92 68 2031903-9  
[corporate@arifhabib.com](mailto:corporate@arifhabib.com) | [www.arifhabib.com](http://www.arifhabib.com) | [www.ahttrade.com](http://www.ahttrade.com)  
TREC Holder of the Pakistan Stock Exchange Ltd. | Branch Reg No. BDA-032 / 03

## STATEMENT BY BOOK RUNNER

17<sup>th</sup> March, 2023

The Chief Executive  
 Pakistan Stock Exchange Limited  
 Stock Exchange Building  
 Stock Exchange Road  
 Karachi

Being mandated as Book Runner to this Initial Public Offering for Fast Cables Limited through the Book Building process, we hereby confirm that all material information as required under the Companies Act 2017, Securities Act, 2015, the Listing of Companies and Securities Regulations of the Pakistan Stock Exchange Limited and the Public Offering Regulations, 2017 has been disclosed in this Prospectus and that whatever is stated in Prospectus and in the supporting documents is true and correct to the best of our knowledge and belief and that nothing has been concealed.

For and on behalf of Arif Habib Limited

  
 Ali Raza  
 Senior Vice President, Investment Banking

Head Office / Corporate Office: Arif Habib Centre, 22 No. T. Khan Road, Karachi (UAN) +92 21 333 540 111 | Fax: +92 21 3342 9653  
 Lahore Office: Office No. G-6 & G-6, Ground Floor, IGC Plaza, 18, Ghayban-e-Awwal-e-Ahli, Lahore. | Tel: +92 42 8851 9700 - 11, 8851 8741 - 44  
 Islamabad Office: Office No. 606, 5th Floor, IGC Tower, Dinnah Avenue, Islamabad | Tel: +92 51 289 4506 - 06  
 Peshawar Office: Office No. F13-F17, 1st Floor, The Mall Tower, Peshawar Cantt | Tel: +92 91 5252913  
 Rawalpindi Office: Office No. F-15, 1st Floor, Kinan Arcade, Adanjan Road, Saddar, Rawalpindi. | Tel: +92 51 5220428-29, +92 51 5563476-78  
 Faisalabad Office: Office No. 04, 3rd Floor Legacy Tower, Kohinoor City, Faisalabad. | Tel: +92 41 8533050-3  
 Multan Office: Office No. 18-18, 3rd Floor, Khan Center, Abdali Road, Near SP Chowk, Multan. | Tel: +92 61 4514413, +92 61 4514413  
 Karachi Office: Office No. 1001-1003, 10th Floor, Gul Tower, Smart Quarters, I.I. Chaudhigar Road, Karachi. | Tel: +92 21 38280002-3, 38280033  
 Rahim Yar Khan Office: Office No. 2, Basement, Basheer Plaza, Opposite Town Hall, 12-A Model Town, Rahim Yar Khan. | Tel: +92 68 2012001-8  
 contact@arifhabib.com | www.arifhabib.com | www.ariftrade.com  
 TREC Holder of the Pakistan Stock Exchange Ltd. | Branch Reg No. BDA-050 / 05



## 6 FINANCIAL INFORMATION

### 6.1. Auditors report as Certificate on Issued, Subscribed and Paid-up Capital



Crowe Hussain Chaudhary & Co.  
 25-E, Main Market, Gulberg II,  
 Lahore-54000, Pakistan  
 Main +92-42-3575 9223-5  
 www.crowe.pk

June 16, 2023

Ref. No. P/22834/23

Mr. Muhammad Sharjeel  
 Chief Financial Officer  
**Fast Cables Limited**  
 192-Y, DHA Commercial, Phase-III,  
 Lahore

Dear Sir,

#### **AUDITOR'S CERTIFICATE ON ISSUED, SUBSCRIBED AND PAID-UP CAPITAL UNDER PUBLIC OFFERING REGULATIONS, 2017**

We have been requested to certify the issued, subscribed and paid-up capital of Fast Cables Limited ("the Company") as at December 31, 2022 as required under Clause 14(i) of Section 1 of the First Schedule to the Public Offering Regulations, 2017.

#### **Scope of Certificate**

Our engagement was undertaken on the request of the management of the Company for the purpose of inclusion of information in prospectus to be issued for Initial Public Offer as required under Clause 14(i) of Section 1 of the First Schedule to the Public Offering Regulations, 2017 for onward submission to Pakistan Stock Exchange (PSX).

#### **Management Responsibility**

It is the management's responsibility to ensure compliance with the requirements of Clause 14(i) of Section 1 of the First Schedule to the Public Offering Regulations, 2017. The management's responsibilities include maintaining and updating the statutory registers and records including members' register, relevant statutory forms, and complying the regulatory requirements under the applicable laws, rules and regulations. This certificate does not relieve the management from its responsibilities of maintaining proper books of accounts and disclosing the relevant information based on books of accounts and returns.

#### **Practicing Auditor's Responsibility**

Our responsibility is to certify the issued, subscribed and paid-up capital of the Company as at December 31, 2022 in accordance with the 'Guidelines for Issuance of Certificates for Special Purposes by Practicing Chartered Accountant Firms' issued by the Institute of Chartered Accountants of Pakistan. Our verification was limited to trace the issued, subscribed and paid-up capital of the Company from its Form A, Form 3, register of shareholders of the Company as updated till December 31, 2022 and audited financial statements for the period ended December 31, 2022.



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#### Certificate

Based on procedures mentioned above, we certify that the issued, subscribed and paid-up capital along with break-up of shareholding of the Company as at December 31, 2022 is as follows:

Issued, subscribed and paid-up capital	December 31, 2022 Rupees
9,000 ordinary shares of Rs. 10 each fully paid in cash	90,000
33,696,500 ordinary shares of Rs. 10 each for consideration other than in cash	336,965,000
115,829,002 ordinary shares of Rs. 10 each issued as bonus shares	1,158,290,020
100,892,498 ordinary shares of Rs. 10 each issued as right shares	1,008,924,980
	<u>2,504,270,000</u>

Name of Shareholders	No. of ordinary shares	Amount in Rupees
1. Mr. Mian Ghulam Murtaza Shaukat	130,285,341	1,302,853,410
2. Ms. Roubina Shaukat	51,371,637	513,716,370
3. Mr. Muhammad Shahzad Mian	50,339,262	503,392,620
4. Mr. Kamal Mahmood Amjad Mian	11,401,486	114,014,860
5. Mr. Ghulam Mustafa Kausar	6,816,542	68,165,420
6. Ms. Saima Mian	179,586	1,795,860
7. Mr. Muhammad Azhar Saeed	7,696	76,960
8. Ms. Mahlaga Shaukat	7,696	76,960
9. Ms. Noor Ul Hira Shaukat	7,696	76,960
10. Ms. Sunniya Bakht Shaukat	7,696	76,960
11. Mr. Syed Mazher Iqbal	2,362	23,620
	<u>250,427,000</u>	<u>2,504,270,000</u>

#### Restriction on use and distribution

This certificate is being issued in the capacity of statutory auditors of the Company and on the specific request of the management for the purpose of inclusion in prospectus to be issued for Initial Public Offer and for onward submission to Pakistan Stock Exchange Limited (PSX). Accordingly, this should not be distributed to any other third party without our prior written consent. This certificate is to be used in relation to the Public Offering Regulations, 2017 and is not to be used or distributed for any other purpose. This certificate is restricted to the facts stated herein and is not to be presented as testimony in any court of law.

Yours truly,



## 6.2. Auditor Certificate on Break-up Value per Share



Crowe Hussain Chaudhary & Co.  
 25-E, Main Market, Gulberg II,  
 Lahore-54600, Pakistan  
 Main +92-42-3575 9223-5  
 www.crowe.pk

June 16, 2023

Ref. No. P/22835/23

Mr. Muhammad Sharjeel  
 Chief Financial Officer  
**Fast Cables Limited**  
 192-Y, DHA Commercial, Phase-III,  
 Lahore

Dear Sir,

**AUDITOR'S CERTIFICATE ON BREAK-UP VALUE PER SHARE AS ON DECEMBER 31, 2022  
 BASED ON AUDITED FINANCIAL STATEMENTS FOR THE PERIOD ENDED DECEMBER 31, 2022**

We have been requested to certify the break-up value of ordinary shares of Fast Cables Limited ("the Company") as at December 31, 2022 based on the audited financial statements for the period ended December 31, 2022 as required under Clause 14(ii) of Section 1 of the First schedule to the Public Offering Regulations, 2017.

**Scope of Certificate**

Our engagement was undertaken on the request of the management of the Company for the purpose of inclusion of information in prospectus to be issued for Initial Public Offer as required under Clause 14(ii) of Section 1 of the First Schedule to the Public Offering Regulations, 2017 for onward submission to Pakistan Stock Exchange (PSX).

**Management Responsibility**

It is management's responsibility to compute break-up value of ordinary shares of the Company based on the audited financial statements for the period ended December 31, 2022 in accordance with the requirements of the technical release (TR)-22 of the Institute of Chartered Accountants of Pakistan (ICAP) and to ensure compliance with Clause 14(ii) of Section 1 of the First Schedule to the Public Offering Regulations, 2017. The management's responsibilities include maintaining adequate accounting records, selection and application of accounting policies, designing internal controls, safeguarding of the assets of the Company, prevention and detection of fraud and irregularity, maintaining and updating the statutory registers and records including members' register, relevant statutory forms and complying the regulatory requirements under the applicable laws, rules and regulations. This certificate does not relieve the management from its responsibilities of maintaining proper books of accounts and disclosing the relevant information based on books of accounts and returns.



Crowe Hussain Chaudhary & Co. is a member of Crowe Global, a Swiss entity. Each member firm of Crowe Global is a separate and independent legal entity. Crowe Hussain Chaudhary & Co. and its affiliates are not responsible or liable for any acts or omissions of Crowe Global or any other member of Crowe Global. Crowe Global does not render any professional services and does not have an ownership or partnership interest in Crowe Hussain Chaudhary & Co.  
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#### Practicing Auditor's Responsibility

Our responsibility is to certify the compliance of the requirement with regards to computation of break-up value of ordinary shares of the Company in accordance with the 'Guidelines for Issue of Certificates for Special Purposes by Practicing Chartered Accountant Firms' issued by the Institute of Chartered Accountants of Pakistan. Our verification was limited to the procedures as mentioned below:

- Verify the relevant financial information used for the purpose of calculating the breakup-value of ordinary shares by the management of the Company from the audited financial statements for the period ended December 31, 2022;
- Review compliance with the requirements of Technical Release - 22 of the Institute of Chartered Accountants of Pakistan.

#### Certificate

Based on procedures mentioned above and the audited financial statements of the Company for the period ended December 31, 2022, we certify that breakup-value of ordinary shares of the Company as at December 31, 2022, is as follows:

	Note	December 31, 2022 Rupees
Issued, subscribed and paid-up capital	A	2,504,270,000
Share premium reserve	B	863,632,121
Un-appropriated profit	C	1,498,852,590
Revaluation surplus on property, plant and equipment	D	<u>1,811,411,625</u>
Total shareholders' equity including revaluation surplus on property, plant and equipment	E = A + B + C + D	<u>6,678,166,336</u>
Total shareholders' equity excluding revaluation surplus on property, plant and equipment	F = A + B + C	<u>4,866,754,711</u>
Number of ordinary shares of Rs. 10 each	G	<u>250,427,000</u>
Breakup-value per ordinary share of Rs. 10 each including revaluation surplus on property, plant and equipment	H = E / G	<u>26.67</u>
Breakup-value per ordinary share of Rs. 10 each excluding revaluation surplus on property, plant and equipment	I = F / G	<u>19.43</u>

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**Restriction on use and distribution**

This certificate is being issued in the capacity of statutory auditors of the Company and on the specific request of the management for the purpose of inclusion in prospectus to be issued for Initial Public Offer and for onward submission to Pakistan Stock Exchange Limited (PSX). Accordingly, this should not be distributed to any other third party without our prior written consent. This certificate is to be used in relation to the Public Offering Regulations, 2017 and is not to be used or distributed for any other purpose. This certificate is restricted to the facts stated herein and is not to be presented as testimony in any court of law.

Yours truly,



### 6.3. Auditor report under Clause 1 of Section 2 of First Schedule to the Public Offering Regulations, 2017



Crowe Hussain Chaudhury & Co.  
 25-E, Main Market, Gulberg II,  
 Lahore-54600, Pakistan  
 Main +92-42-3575 9223-5  
 www.crowe.pk

June 16, 2023

Ref. No. P/22836/23

Mr. Muhammad Sharjeel  
 Chief Financial Officer  
**Fast Cables Limited**  
 192-Y, DHA Commercial, Phase-III,  
 Lahore

Dear Sir,

#### AUDITOR'S REPORT UNDER CLAUSE 1 OF SECTION 2 OF THE FIRST SCHEDULE TO THE PUBLIC OFFERING REGULATIONS, 2017

We have been requested to certify certain information of Fast Cables Limited ("the Company") as required under Clause 1 of Section 2 of the First Schedule to the Public Offering Regulations, 2017.

#### Scope of Report

Our engagement was undertaken on the request of the management of the Company for the purpose of inclusion of information in prospectus to be issued for Initial Public Offer as required under Clause 1 of Section 2 of the First Schedule to the Public Offering Regulations, 2017 for onward submission to Pakistan Stock Exchange (PSX).

#### Management Responsibility

It is management's responsibility to ensure compliance with Clause 1 of Section 2 of the First Schedule to the Public Offering Regulations, 2017. The management's responsibilities include maintaining adequate accounting records, selection and application of accounting policies, designing internal controls, safeguarding the assets of the Company, prevention and detection of fraud and irregularity. This certificate does not relieve the management from its responsibilities of maintaining proper books of accounts and disclosing the relevant information based on books of accounts.

#### Practicing Auditor's Responsibility

Our responsibility is to report compliance of requirement with regards to the information as required under Clause 1 of Section 2 of the First Schedule to the Public Offering Regulations, 2017 in accordance with the 'Guidelines for Issue of Certificates for Special Purposes by Practicing Chartered Accountant Firms' issued by the Institute of Chartered Accountants of Pakistan. Our verification was limited to;

- a) Trace and check the relevant financial information from the audited financial statements for the six months period ended December 31, 2022 and for the years ended on June 30, 2022 and June 30, 2021;
- b) Check the details of dividend paid by the Company during the six months period ended December 31, 2022 and the years ended on June 30, 2022 and June 30, 2021.

  
Crowe Hussain Chaudhury & Co. is a member of Crowe Global, a Swiss entity. Each member firm of Crowe Global is a separate and independent legal entity. Crowe Hussain Chaudhury & Co. and its affiliates are not responsible or liable for any acts or omissions of Crowe Global or any other member of Crowe Global. Crowe Global does not render any professional services and does not have an ownership or partnership interest in Crowe Hussain Chaudhury & Co.  
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**Certificate**

We certify that:

1. We have audited the financial statements for six months period ended December 31, 2022 and financial statements the years ended on June 30, 2022 and June 30, 2021.
2. In terms of the requirement under Clause 1 of Section 2 of the First Schedule to the Public Offering Regulations, 2017, and based on the audited financial statements, we state as under:
  - a. Summary of assets, liabilities and shareholder's equity of the Company based on the audited financial statements identified above are as follows:

	December 31, 2022	June 30, 2022	June 30, 2021
	Rupees	Rupees	Rupees
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
Property, plant and equipment	5,350,715,740	4,260,572,087	3,916,587,347
Right-of-use assets	96,536,818	90,966,526	78,022,967
Long term deposits	-	-	1,219,480
	5,447,252,558	4,351,538,613	3,995,829,794
<b>Current Assets</b>			
Stock in trade	8,103,488,398	5,209,353,939	3,668,411,610
Trade debts	6,487,899,424	6,098,283,285	3,614,145,045
Loans and advances	2,048,274,215	1,965,754,623	966,317,622
Deposits and prepayments	54,080,979	46,321,956	32,315,120
Tax refund due from the Government	295,616,716	59,899,428	58,572,247
Other receivables	16,274,584	63,473,854	15,000,000
Cash and bank balances	294,145,550	1,268,151,442	438,084,715
Post-employment benefit asset	-	-	79,835
	17,299,779,866	14,711,238,527	8,792,926,194
<b>Total Assets</b>	<b>22,747,032,424</b>	<b>19,062,777,140</b>	<b>12,788,755,988</b>





	December 31, 2022	June 30, 2022	June 30, 2021
	Rupees	Rupees	Rupees
<b>EQUITY AND LIABILITIES</b>			
<b>Share Capital and Reserves</b>			
Authorized capital			
Ordinary shares of Rs. 10 each	3,500,000,000	3,500,000,000	500,000,000
Issued, subscribed and paid-up share capital	2,504,270,000	2,504,270,000	488,066,040
Share deposit money	-	-	857,913,941
Reserves	2,362,484,711	1,662,484,688	1,977,145,517
Surplus on revaluation of property, plant and equipment - net	1,811,411,625	1,532,386,113	1,581,019,068
	6,678,166,336	5,699,140,801	4,904,144,566
<b>Non-Current Liabilities</b>			
Long term financing	360,083,756	343,623,038	147,168,953
Diminishing musharaka finance	115,911,959	93,033,525	23,062,281
Lease liabilities	82,441,248	76,768,999	67,419,429
Deferred income – Government grant	-	-	3,748,233
Deferred liability	303,003,753	247,131,802	203,686,213
	861,440,716	760,557,364	445,085,109
<b>Current Liabilities</b>			
Trade and other payables	8,402,799,983	5,604,670,138	3,674,045,787
Accrued mark up	191,638,570	162,056,995	49,999,564
Sponsors' interest free loan	-	75,250,000	-
Current portion of non-current liabilities	183,162,094	156,654,033	204,920,448
Short term borrowings	5,971,836,706	6,038,485,693	3,239,126,120
Provision for taxation	457,988,019	565,962,116	271,434,394
	15,207,425,372	12,603,078,975	7,439,526,313
Contingencies and Commitments	-	-	-
<b>Total Equity and Liabilities</b>	<b>22,747,032,424</b>	<b>19,062,777,140</b>	<b>12,788,755,988</b>

Note: Certain comparative figures for the year ended June 30, 2022 have been re-arranged/reclassified, wherever necessary, to facilitate comparison while auditing /presenting financial statements for the period ended December 31, 2022; which are given below for better understanding of the user:

Nature	Transferred from	Transferred to	Amount Rupees
Supplier payable	Advances (Unsecured – Considered good) against suppliers and contractors (Note 8.1)	Accrued and other liabilities (Note 20)	11,607,530

CBZ





- b. The statement of profit or loss and other comprehensive income of the Company based on the audited financial statements identified above are as follows:

	Six months Period Ended December 31, 2022	Year Ended June 30, 2022	Year Ended June 30, 2021
	Rupees	Rupees	Rupees
Revenue	13,964,368,961	22,978,118,987	14,214,854,639
Cost of sales	(11,505,421,040)	(19,520,135,614)	(12,304,557,363)
<b>Gross Profit</b>	<b>2,458,947,921</b>	<b>3,457,983,373</b>	<b>1,910,297,276</b>
Distribution cost	(587,670,294)	(752,940,624)	(517,319,227)
Administrative expenses	(189,822,654)	(299,218,346)	(209,019,950)
	(777,492,948)	(1,052,158,970)	(726,339,177)
<b>Operating Profit</b>	<b>1,681,454,973</b>	<b>2,405,824,403</b>	<b>1,183,958,099</b>
Other operating expenses	(179,461,475)	(282,656,545)	(151,203,433)
Finance cost	(536,310,588)	(528,030,720)	(283,426,055)
Other income	19,829,628	16,262,893	7,039,472
<b>Profit from Operations</b>	<b>985,512,538</b>	<b>1,611,400,031</b>	<b>756,368,083</b>
<b>Income tax Expense</b>			
Current tax	(216,106,976)	(455,449,302)	(271,434,394)
Super tax	(46,604,519)	(73,500,736)	-
Deferred tax	(40,386,531)	(43,352,441)	47,762,319
	(303,098,026)	(572,302,479)	(223,672,075)
<b>Net Profit for the Period/Year</b>	<b>682,414,512</b>	<b>1,039,097,552</b>	<b>532,696,008</b>
<b>Other comprehensive income</b>			
<i>Items that will not be re-classified subsequently to profit or loss</i>			
Re-measurement of post-employment benefits	102,744	(101,934)	638,063
Less: Related deferred tax impact	(33,906)	33,638	(185,038)
Surplus on revaluation of property and equipment	311,724,950	-	-
Less: Related deferred tax impact	-	-	-
<i>Items that may be re-classified subsequently to profit or loss</i>			
Other comprehensive income/(loss) for the period/year	311,793,788	(68,296)	453,025
<b>Total Comprehensive Income for the Period/Year</b>	<b>994,208,300</b>	<b>1,039,029,256</b>	<b>533,149,033</b>





3. The details of dividend paid by the Company during the six months period ended December 31, 2022 and the years ended June 30, 2022 and June 30, 2021 are as follows:

	Six Months Period Ended December 31, 2022	Year Ended June 30, 2022	Year Ended June 30, 2021
Dividend in cash	-	Rs. 244,033,020	-
Bonus shares issued	-	Rs. 1,158,290,020	-
Rate of dividend in cash	-	Rs. 5 per share	-
Rate of First Bonus share	-	Rs. 5 per share	-
Rate of Second Bonus share	-	Rs. 0.5 per share	-
Date of payment	-	November 06, 2021	-

4. The Company did not have any subsidiaries as at December 31, 2022, June 30, 2022 and June 30, 2021

#### Restriction on use and distribution

This certificate is being issued in the capacity of statutory auditors of the Company and on the specific request of the management for the purpose of inclusion in prospectus to be issued for Initial Public Offer and for onward submission to Pakistan Stock Exchange Limited (PSX). Accordingly, this should not be distributed to any other third party without our prior written consent. This certificate is to be used in relation to the Public Offering Regulations, 2017 and is not to be used or distributed for any other purpose. This certificate is restricted to the facts stated herein and is not to be presented as testimony in any court of law.

Yours truly,





- Inspected Company Registration Office (CRO) certified true copy Form A and Form 29 of the Issuer and R/TA;
- Obtained representation from Issuer to confirm that the Issuer and R/TA are independent entities and as such, are not associated companies/undertakings; and
- Obtained representation from R/TA to confirm that the Issuer and R/TA are independent entities and as such, are not associated companies/undertakings.

#### Certificate

Based on the procedures mentioned above, we certify that;

- M/s CDC Share Registrar Services Limited (R/TA) and the Company are independent as they are not 'associated companies or undertakings' as per the definition assigned under Section (2) Sub-section (1) Clause (A) of the Companies Act, 2017.
- The certificate is issued being the statutory auditors of the Company.

#### Restriction on use and distribution

This certificate is being issued in the capacity of statutory auditors of the Company and on the specific request of the management for the purpose of inclusion in prospectus to be issued for Initial Public Offer and for onward submission to Pakistan Stock Exchange Limited (PSX) and Central Depository Company (CDC) as per the requirements laid down under the 'Central Depository Company of Pakistan Limited Regulations' for the purpose of applying for declaration of Securities as CDS Eligible Securities. Accordingly, this should not be distributed to any other third party without our prior written consent. This certificate is to be used in relation to the 'Central Depository Company of Pakistan Limited Regulations' and is not to be used or distributed for any other purpose. This certificate is restricted to the facts stated herein and is not to be presented as testimony in any court of law.

Yours truly,



## 6.4. Latest Management Accounts as of 9M FY 2023

<b>FAST CABLES LIMITED</b>			
CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT MARCH 31, 2023			
	Note	Un-Audited 31 March 2023 Rupees	Audited 30 June 2022 Rupees
<b>ASSETS</b>			
<b>Non Current Assets</b>			
Property, plant and equipment	4	5,311,277,768	4,260,572,087
Right-of-use assets	5	75,961,720	90,966,526
		5,387,239,488	4,351,538,613
<b>Current Assets</b>			
Stock in trade	7	8,474,207,512	5,209,353,939
Trade debts	8	5,603,038,439	6,098,283,285
Loans and advances	9	2,707,686,226	1,954,147,093
Deposits and prepayments	10	51,652,326	46,321,956
Tax refund due from the Government		15,258,532	59,899,428
Other receivables	11	245,444,562	63,473,854
Cash and bank balances	12	343,452,355	1,268,151,442
		17,440,739,952	14,699,630,997
<b>Total Assets</b>		<b>22,827,979,440</b>	<b>19,051,169,610</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Share Capital and Reserves</b>			
Authorized capital 250,000,000 ordinary shares of Rs. 10 each		3,500,000,000	3,500,000,000
Issued, subscribed and paid up share capital	14	2,504,270,001	2,504,270,001
Reserves	16	2,974,040,676	1,662,484,688
Surplus on revaluation of property, plant and equipment - net	17	1,825,474,349	1,532,386,113
		7,303,785,026	5,699,140,802
<b>Non Current Liabilities</b>			
Long term financing	18	377,676,777	343,623,038
Diminishing musharaka finance	19	97,378,218	93,033,525
Lease liabilities	20	59,939,803	76,768,998
Deferred liabilities	22	244,060,674	247,131,802
		779,055,471	760,557,363
<b>Current Liabilities</b>			
Trade and other payables	23	8,014,344,758	5,593,062,608
Accrued mark up		248,221,792	162,056,995
Sponsors' interest free loans		-	75,250,000
Current portion of non current liabilities	24	172,890,131	156,654,033
Short term borrowings	25	5,585,475,735	6,038,485,693
Provision for taxation	26	724,206,527	565,962,116
		14,745,138,943	12,591,471,445
<b>Contingencies and Commitments</b>	27	-	-
<b>Total Equity and Liabilities</b>		<b>22,827,979,440</b>	<b>19,051,169,610</b>

CHIEF EXECUTIVE OFFICER

DIRECTOR

**FAST CABLES LIMITED**
**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS**  
**FOR THE PERIOD ENDED MARCH 31, 2023**

	<b>Nine months ended March 31, 2023</b>	<b>Nine months ended March 31, 2022</b>
Revenue	22,468,980,568	15,151,551,473
Cost of sales	<u>(18,321,813,877)</u>	<u>(12,592,143,120)</u>
<b>Gross Profit</b>	4,147,166,692	2,559,408,353
Distribution cost	<u>(802,442,166)</u>	<u>(534,483,670)</u>
Administrative expenses	<u>(312,308,489)</u>	<u>(227,675,766)</u>
	<u>(1,114,750,655)</u>	<u>(762,159,436)</u>
<b>Operating Profit</b>	3,032,416,037	1,797,248,917
Other operating expenses	(287,968,022)	(248,930,016)
Finance cost	(842,862,013)	(328,565,926)
Other income	<u>28,513,563</u>	<u>7,927,376</u>
<b>Profit before Taxation</b>	1,930,099,564	1,227,680,351
<b>Income tax Expense</b>		
Current tax	<u>(637,666,110)</u>	<u>(356,715,957)</u>
Deferred tax	<u>-</u>	<u>20,723,561</u>
	<u>(637,666,110)</u>	<u>(335,992,396)</u>
<b>Net Profit for the Year</b>	<u>1,292,433,454</u>	<u>891,687,955</u>

CHIEF EXECUTIVE OFFICER

DIRECTOR

**FAST CABLES LIMITED**  
**STATEMENT OF CASH FLOWS**  
**FOR THE NINE MONTHS ENDED MAR 31, 2023**

	<b>Nine months ended March 31, 2023</b>	<b>Nine months ended March 31, 2022</b>
	Rupees	Rupees
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
<b>Cash Generated from / (Used in) Operations</b>	1,892,008,228	94,236,156
Finance cost paid	(690,300,056)	(158,422,986)
Income tax paid	(535,577,172)	(182,150,384)
Employee benefits / contributions paid	(10,258,085)	(4,971,689)
Workers' welfare fund paid	(37,261,969)	(19,579,741)
Workers' (profit) participation fund paid	-	(35,610,422)
	<u>(1,273,397,281)</u>	<u>(400,735,222)</u>
<b>Net Cash Generated from / (used in) Operating Activities</b>	618,610,947	(306,499,066)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Property, plant and equipment purchased	(532,260,881)	(131,658,403)
Capital work in progress - property, plant and equipment	(522,386,630)	(92,680,712)
Long term deposits	-	2,597,580
<b>Net Cash Used in Investing Activities</b>	(1,054,647,511)	(221,741,535)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Sponsors' loan received	-	75,000,000
Sponsors' loan paid	(75,250,000)	(28,389,722)
Diminishing musharaka - net	32,418,215	-
Long term financing - repaid	(66,071,611)	(87,863,032)
Long term financing - obtained	87,988,934	97,235,748
Short term borrowings	(453,009,958)	696,442,521
Dividend paid	-	(244,033,020)
Lease rental paid	(14,738,102)	(17,490,834)
<b>Net Cash Generated from Financing Activities</b>	<u>(488,662,523)</u>	<u>490,901,661</u>
<b>Net (Decrease) / Increase in Cash and Cash Equivalents</b>	(924,699,087)	(37,338,940)
Cash and cash equivalents at the beginning of the period / year	1,268,151,442	438,084,715
<b>Cash and Cash Equivalents at the End of the period / Year</b>	<u><u>343,452,355</u></u>	<u><u>400,745,775</u></u>

CHIEF EXECUTIVE OFFICER

DIRECTOR

## 6.5. Summary of Financial Highlights

For access to the complete audited statements of the Company, visit [\[.\]](#)

<i>PKR Mn unless otherwise stated</i>	Audited	Audited	Audited	Audited	Audited	Audited	Unaudited 9MFY2023
Financial Year	FY2018	FY2019	FY2020	FY2021	FY2022	1HFY2023	
<b>Income Statement</b>							
Net Revenue	5,431.8	7,164.3	8,952.9	14,214.8	22,978.1	13,964.4	22,469.0
Cost of Goods Sold	(4,701.0)	(6,030.7)	(7,651.4)	(12,304.5)	(19,520.1)	(11,505.4)	(18,321.8)
Gross Profit	730.8	1,133.5	1,301.4	1,910.3	3,458.0	2,458.9	4,147.2
Operating Expenses	(362.2)	(553.9)	(588.8)	(726.3)	(1,052.1)	(777.5)	(1,114.7)
Other Income (Net of Other Expenses)	(73.3)	(108.9)	(85.1)	(144.2)	(266.4)	(159.6)	(259.5)
Operating Profit	368.5	579.6	712.5	1,183.9	2,405.8	1,681.5	3,032.4
Financial Charges	(106.3)	(257.3)	(378.5)	(283.4)	(528.0) <sup>37</sup>	(536.3)	(842.9)
Profit/(Loss) before Taxation	188.9	213.5	249.0	756.4	1,611.4	985.5	1,930.1
Taxation	(102.0)	(47.3)	(82.4)	(223.7)	(572.3)	(303.1)	(637.7)
Profit/(Loss) after Taxation	86.9	166.1	166.6	532.7	1,039.1 <sup>38</sup>	682.4	1,292.4
EBITDA	420.0	657.5	911.3	1,350.0	2,456.2	1,702.3	3,036.6
Depreciation	124.7	186.8	283.8	310.2	316.8	180.4	263.7
<b>Balance Sheet</b>							
Non-Current Assets	2,350.6	2,604.7	4,089.7	3,995.8	4,351.5	5,447.2	5,387.2
Current Assets	3,983.9	5,458.7	6,092.9	8,792.9	14,699.6 <sup>39</sup>	17,299.8	17,440.7
Total Assets	6,334.5	8,063.5	10,182.6	12,788.7	19,051.2	22,747.0	22,828.0
Surplus on revaluation of fixed assets	364.6	364.6	1,627.0	1,581.0	1,532.4	1,811.4 <sup>40</sup>	1,825.5
Total Equity	2,320.9	2,308.5	4,196.6	4,904.1	5,699.1	6,678.2	7,303.8
Long-Term Debt (Non-Current Portion)	328.7	267.4	197.7	147.2	343.6	360.1	377.7
Current Portion of Non-Current Liabilities	207.4	175.2	126.8	204.9	156.6	183.2	172.9
Diminishing Musharaka Finance	8.3	3.1	17.5	23.1	93.0	115.9	97.4

<sup>37</sup> Increase in financial charges is directly attributable to LC Charges and rising KIBOR rates

<sup>38</sup> Increase in Profit after tax is due to Business volume growth due to increased customer demand in construction sector

<sup>39</sup> Increase is mainly on account of increase in trade debts, cash and stock in trade

<sup>40</sup> Increase is mainly on account of revaluation of land incorporated at 31 December 2022

Total Borrowings <sup>41</sup>	2,106.6	2,771.1	2,712.2	3,681.7	6,708.5	6,713.4	6,293.4
Lease Liabilities	5.7	0.0	45.9	67.4	76.8	82.4	59.9
Long Term Deposits	6.8	4.9	4.5	1.2	0.0	0.0	0.0
Short-Term Borrowings	1,556.5	2,325.4	2,324.4	3,239.1	6,038.5	5,971.8	5,585.5
Non-Current Liabilities	482.1	398.2	518.7	445.1	760.5	861.4	779.0
Current Liabilities	3,531.4	5,356.8	5,467.2	7,439.5	12,591.5 <sup>42</sup>	15,207.4 <sup>43</sup>	14,745.1
Trade & Other Payables	1,684.3	2,742.0	2,748.2	3,674.0	5,593.1	8,402.8 <sup>44</sup>	8,014.3
Stock-In-Trade	1,957.4	2,434.6	2,992.9	3,668.4	5,209.3	8,103.5 <sup>45</sup>	8,474.2
Trade Debts	860.5	1,509.3	2,163.6	3,614.1	6,098.3 <sup>46</sup>	6,487.9	5,603.0
Loan and advances	743.3	1,084.5	583.6	966.3	1,954.1	2,048.3	2,707.7
<b>Cash Flow Statement</b>							
Cash Flow from Operating Activities	(1,166.6)	(203.3)	20.2	(624.0) <sup>47</sup>	(1,344.1) <sup>48</sup>	67.4 <sup>49</sup>	618.6 <sup>50</sup>
Cash Flow from Investing Activities <sup>51</sup>	(312.4)	(423.2)	(201.8)	(208.0)	(533.8) <sup>52</sup>	(941.1) <sup>53</sup>	(1054.6)
Cash Flow from Financing Activities <sup>54</sup>	1,427.2	645.0	299.1	1,064.9	2,708.0	(100.3) <sup>55</sup>	(488.7) <sup>56</sup>
Net increase in cash and cash equivalents	(51.8)	18.5	117.5	232.9	830.0	(974.0)	(924.7)
Net Cash at period end	69.1	87.6	205.2	438.1	1,268.1	294.1	343.5

<sup>41</sup> Total Borrowing = Long Term Debt + Diminishing Musharka Finance + Lease Liabilities + Current Portion of Long-Term Debt + Short Term Borrowing

<sup>42</sup> Rising current liabilities have been on account of increased working capital cycle due to Volumetric growth

<sup>43</sup> Rising current liabilities have been on account of increased working capital cycle due to Volumetric growth

<sup>44</sup> Increase in Trade & Other Payables is mainly on account of increased business operations

<sup>45</sup> Variation in Stock-in-trade is attributable to following two main factors;

a) Due to import issues and dollar crunch in country, FCL has built stock in hand to avoid any disruption in business operations.

b) Further, variation is also due to pending order deliveries at cut-off date

<sup>46</sup> Increase in Trade Debts is account of business volumetric growth

<sup>47</sup> Negative cashflows depicts overall cable industry practices due to stretched working capital requirement and increasing KIBOR Rates

<sup>48</sup> Negative cashflows depicts overall cable industry practices due to stretched working capital requirement and increasing KIBOR Rates

<sup>49</sup> Positive Variation in cashflow from operating activities is due to increase gross profit margins

<sup>50</sup> Positive Variation in cashflow from operating activities is due to increase gross profit margins

<sup>51</sup> These outflows mainly comprise of expenditure on property, plant & equipment and capital work in progress

<sup>52</sup> Increase in cashflow from investing activities is mainly on account of increase in Property, Plant and Equipment purchased

<sup>53</sup> Increase in cashflow from investing activities is mainly on account of increase in expenditure of capital work in progress

<sup>54</sup> These cashflows mainly comprise of cashflows relating to long-term and short-term financing and dividend payment

<sup>55</sup> Variation of cash flow from financing activities is mainly due to repayment of long-term, short-term loan and sponsor loan

<sup>56</sup> Variation of cash flow from financing activities is mainly due to repayment of long-term, short-term loan and sponsor loan



Capex	(15.5)	(25.8)	(156.9)	(111.5)	(313.6)	(139.7)	(532.3) <sup>57</sup>
<b>Growth</b>							
Sales Growth	70.3%	31.9%	25.0%	58.8% <sup>58</sup>	61.6%	N/A	N/A
EBITDA Growth	55.7%	56.6%	38.6%	48.1%	81.9%	N/A	N/A
Profit after tax Growth	14.0%	91.1%	0.3%	219.8% <sup>59</sup>	95.1%	N/A	N/A
<b>Margins</b>							
Gross Margin <sup>60</sup>	13.5%	15.8%	14.5%	13.4% <sup>61</sup>	15.0%	17.6% <sup>62</sup>	18.5%
Operating Margin <sup>63</sup>	6.8%	8.1%	8.0%	8.3%	10.5% <sup>64</sup>	12.0% <sup>65</sup>	13.5%
EBITDA Margin <sup>66</sup>	7.7%	9.2%	10.2%	9.5%	10.7%	12.2%	13.57%
Profit before tax Margin <sup>67</sup>	3.5%	3.0%	2.8%	5.3%	7.0%	7.1%	8.6%
Profit after tax Margin <sup>68</sup>	1.6%	2.3%	1.9%	3.7% <sup>69</sup>	4.5% <sup>70</sup>	4.9% <sup>71</sup>	5.8%
<b>Profitability Ratios</b>							
Earnings per share – Basic (PKR) <sup>72</sup>	2.6	3.4	3.4	10.9	4.1	2.7	5.2
Earnings per share - Post Bonus & Right Issue (In PKR)	0.3	0.7	0.7	2.1	4.1	2.7	5.2
Break-up value per share (PKR) <sup>73</sup>	68.9	47.3	86.0	100.5	22.8	26.7	29.2
Return on Equity (%) <sup>74</sup>	4.1%	7.2%	5.1%	11.7%	19.6%	N/A	N/A
Return on Assets (%) <sup>75</sup>	1.7%	2.3%	1.8%	4.6%	6.5%	N/A	N/A
Outstanding Shares (Mn)	33.7	48.8	48.8	48.8	250.4	250.4	250.4
<b>Balance Sheet Ratios</b>							

<sup>57</sup> This reflects the investment made by FCL in increasing plant and machinery

<sup>58</sup> The sales growth is directly attributable to increase in business volume due to increased customer demand

<sup>59</sup> Variation in Profit after Tax is due to normalization of business after covid year. During covid year the industry almost went on survival mode and once the things get the normalized the variation in results seems to be noticeable

<sup>60</sup> Gross Profit / Net Revenue

<sup>61</sup> 1-2% variation in gross profit is due to fluctuation in customer demand and competitive landscape

<sup>62</sup> Increase in Gross Margin is mainly due to volumetric growth in institution segment causing lower cost of production per unit and due to reduction of fixed cost

<sup>63</sup> Operating Profit / Net Revenue

<sup>64</sup> Increase is mainly because of increased operational efficiency

<sup>65</sup> Increase is mainly because of increased operational efficiency

<sup>66</sup> EBITDA / Net Revenue

<sup>67</sup> Profit Before Tax / Net Revenue

<sup>68</sup> Profit After Tax / Net Revenue

<sup>69</sup> Increase in Profit after tax is due to increased customer demand which was derived by the government policies and special package for construction sector

<sup>70</sup> Increase in Profit after tax is due to Business volume growth in institution segment and price escalation

<sup>71</sup> Increase in Profit after tax is due to Business volume growth in institution segment and price escalation

<sup>72</sup> EPS Basic is calculated on number of shares outstanding at period end

<sup>73</sup> Breakup value per share is calculated on number of shares outstanding at period end

<sup>74</sup> Profit After Tax / Average Total Equity

<sup>75</sup> Profit After Tax / Average Total Assets

Non-Current Asset Turnover (Times) <sup>76</sup>	2.4	2.9	2.7	3.5	5.5	N/A	N/A
Asset Turnover (Times) <sup>77</sup>	1.0	1.0	1.0	1.2	1.4	N/A	N/A
Current Ratio (Times) <sup>78</sup>	1.1	1.0	1.1	1.2	1.2	1.1	1.2
Capex to total Assets (%)	0.2%	0.3%	1.5%	0.9%	1.6%	0.6%	2.3%
Receivable Turnover (days) <sup>79</sup>	50.9	60.4	74.9	74.2	77.1	82.2	73.7
Inventory Turnover (days) <sup>80</sup>	103.4	132.9	129.5	98.8	83.0	105105.6 <sup>81</sup>	123.8
Payable Turnover (days) <sup>82</sup>	109.7	133.9	131.0	95.3	86.6	111.0 <sup>83</sup>	122.6
<b>Leverage Ratios</b>							
Debt to Equity (Times) <sup>84</sup>	0.9	1.2	0.6	0.8	1.2	1.0	0.9
Debt to Total Capital (Times) <sup>85</sup>	0.5	0.5	0.4	0.4	0.5	0.5	0.5
EBITDA/Interest (Times) <sup>86</sup>	4.0	2.6	2.4	4.8	4.7	3.2	3.6
Interest Coverage Ratio (Times) <sup>87</sup>	2.8	1.8	1.7	3.7	4.1	2.8	3.3
Debt / EBITDA (Times)	5.0	4.2	3.0	2.7	2.7	3.9	2.1
EBITDA – CAPEX	404.5	631.7	754.4	1,238.5	2,142.5	1,562.6	2,504.3
EBITDA - CAPEX/Interest (Times)	3.8	2.5	2.0	4.4	4.1	2.9	3.0

<sup>76</sup> Net Revenue / Average Non-Current Asset

<sup>77</sup> Net Revenue / Average Total Asset

<sup>78</sup> Current Asset / Current Liabilities

<sup>79</sup> (Average Trade Debt / Net Revenue) \* 365

<sup>80</sup> (Average Stock in Trade / Cost of Goods Sold) \* 365

<sup>81</sup> Increase in inventory turnover days is mainly due to following two main factors;

a) Due to import issues and dollar crunch in country, FCL has built stock in hand to avoid any disruption in business operations.

b) Further, variation is also due to pending order deliveries at cut-off date.

<sup>82</sup> (Average Trade and Other Payable / Cost of Goods Sold) \* 365

<sup>83</sup> Increase in payable turnover days is mainly due to increased business operations and supplier outstanding balances at cut-off date

<sup>84</sup> Total Debt / Total Equity

<sup>85</sup> Total Debt / (Total Equity + Total Debt)

<sup>86</sup> EBITDA / Finance Cost

<sup>87</sup> EBIT / Finance Cost

## Commentary on Selected Ratios

### i. Profitability

In FY2022, the Company reported profit after tax of PKR 1,039.0 Mn as compared to PKR 532.6 Mn reported in FY2021. This significant growth in the profitability is driven by growth in the construction industry as government supported construction industry to revive the economy post Covid, by taking several measures. Further government spending in public sector projects also increased the cables sales as they are used in new development projects. Increase in the sales volume is another big factor for this large increase in profitability figure. The Company reported profit after tax of PKR 682.4 in 1H FY2023.

### ii. Gross and Operating Margins

In FY2022, the Company's gross margins improved significantly, increasing from 13.4% in FY2021 to 15.0%. This increase was primarily due to several factors, including a decrease in the percentage of raw materials consumed as a proportion of sales by 0.09% between FY2022 and FY2021, a reduction in depreciation on property, plant and equipment from PKR 263.9 million in FY2021 to PKR 253.7 million in FY2022, and a decrease in salaries, wages, and other benefits as a percentage of sales by 0.14% between FY2022 and FY2021. These declines in cost of sales components as a percentage of sales led to a rise in gross margin.

Furthermore, the Company's operating margins also saw an improvement, standing at 10.5% during FY2022 compared to 8.3% in FY2021. This improvement was due to a decrease in carriage and freight costs, fees and subscriptions, insurance, entertainment, travelling and conveyance, as well as software and repair maintenance costs.

The Company's gross and operating margins for period 1H FY2023 were 17.6% and 12.0% respectively.

### iii. Liquidity

The Company has maintained a healthy current ratio since its inception; Fast Cables current ratio has been stable at 1.17 in FY2022 & 1.18 in FY2021. Furthermore, the current ratio during 1H FY2023 was 1.14.

### iv. Turnover Ratios

Inventory turnover days of the Company decreased from to 98.8 days in FY2021 to 83.0 days in FY2022 which is evident of the significant growth in the volumes along with efficient supply of cables to the market. The inventory turnover days during 1H FY 2023 were 105.6 days respectively.

### v. Cash Flow from Operations

The cash flow from operations has decreased from (624.0) Mn in FY2021 to (1,344.1) Mn in FY2022. This was mainly due to Company paying high income tax amounts this year along with higher payment of worker participation funds. During 1H FY2023 the cashflow from operations were 67.4 Mn.

## 6.6. SUMMARY OF REVENUE AND EXPENDITURE

### 6.6.1. Revenue

Particulars	FY 2021	% of Sales	FY2022	% of Sales	1HFY2023	% of Sales
LV Cables	9,488,630,032	66.75%	15,330,447,717	66.72%	9,751,326,958	69.83%
MV Cables	3,605,774,493	25.37%	5,537,803,548	24.10%	3,235,247,027	23.17%
Bare Conductors	1,120,450,114	7.88%	2,109,867,722	9.18%	977,794,976	7.00%
<b>Grand Total</b>	<b>14,214,854,639</b>	<b>100.00%</b>	<b>22,978,118,987</b>	<b>100.00%</b>	<b>13,964,368,961</b>	<b>100.00%</b>

### 6.6.2. Expenditure

The following table shows the expenditures of the Company:

In PKR Mn	FY2018	FY2019	FY2020	FY2021	FY2022	1HFY2023
Cost of Sales	4,701.0	6,030.7	7,651.5	12,304.5	19,520.1	11,505.4
Distribution Expenses	276.1	414.6	424.0	517.3	752.9	587.7
Administration Expenses	86.1	139.2	164.8	209.0	299.2	189.8

### 6.7. Breakup of Other Income

The following table shows the breakup of other income of the Company:

In PKR Mn	FY2018	FY2019	FY2020	FY2021	FY2022	1HFY2023
Profit on Bank Deposits	3.3	4.5	7.7	7.0	16.2	18.9
Gain on Past Service Cost	0.0	0.0	9.4	0.0	0.0	0.0
Amortization of Deferred Income	0.0	0.3	0.1	0.0	0.0	0.1
Gain on Sale of Vehicle	0.0	0.8	0.0	0.0	0.0	0.0
Miscellaneous Income	1.8	0.0	0.0	0.0	0.0	0.0
Derecognition of Lease Liability	0.0	0.0	0.0	0.0	0.0	0.8

### 6.8. Summary of Material Purchases

The following table accounts for the material purchases of the Company as at 31<sup>st</sup> December 2022:

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
1	Glencore International AG	Tanzania	Copper	1,347,702,348	11.42%	2,552,623,429	13.30%	822,646,995	6.31%
2	Traxys Europe S.A.	Oman	Aluminium	-	-	629,526,417	3.28%	720,452,646	5.52%

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
3	Trans Gulf Trading (LLC)	UAE	Aluminium	370,644,266	3.14%	966,656,675	5.04%	645,948,310	4.95%
4	Zhejiang Wanma Macromolecule Material Group Co Ltd	China	XLPE	461,539,796	3.91%	625,244,427	3.26%	526,133,911	4.03%
5	Abm Corporation	Pakistan	Aluminium	1,112,270,188	9.42%	2,128,182,252	11.09%	523,947,492	4.02%
6	Engro Polymer & Chemical Ltd	Pakistan	Resin	538,434,814	4.56%	878,152,534	4.57%	476,021,803	3.65%
7	Fullway Technology Co. Ltd	China	Copper	304,605,438	2.58%	447,694,703	2.33%	253,529,615	1.94%
8	Chawla Chemical & Metal Ind. (Pvt.) Ltd	Pakistan	D.O.P Chemical	127,287,397	1.08%	202,261,853	1.05%	143,959,293	1.10%
9	Handy Chemical Corp	Taiwan	Paraffin	81,354,915	0.69%	154,369,594	0.80%	103,522,565	0.79%
10	Nimir Chemicals Pakistan Limited	Pakistan	D.O.P Chemical	30,057,251	0.25%	66,244,200	0.35%	81,493,400	0.62%
11	Suzhou Star Material Co. Ltd	China	Filler	8,260,686	0.07%	59,170,379	0.31%	76,114,548	0.58%
12	Pakistan Wire Industries (Pvt.) Limited	Pakistan	Steel	136,365,015	1.16%	93,951,770	0.49%	71,708,950	0.55%
13	Jiangxi Longtai New	China	Filler	112,664,692	0.95%	65,562,155	0.34%	34,385,911	0.26%

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
	Material Co., Ltd								
14	Omyapack (Pvt.) Ltd	Pakistan	Others-Chemical	29,577,750	0.25%	37,272,599	0.19%	26,531,620	0.20%
15	Mount Isa Mines Limited	Australia	Copper	141,643,253	1.20%	152,949,026	0.80%	-	-
16	Wuhu Zhongyuan Import and Export Co.Ltd.	China	Copper	-	-	44,101,032	0.23%	-	-
17	Million Gen. Tr. LLC	UAE	Aluminium	-	-	242,859,652	1.27%	-	-
18	Vector Steel and Allied Products Industry Pvt. Ltd	Pakistan	Steel	40,050,990	0.34%	87,892,574	0.46%	-	-
19	Munir Industry	Pakistan	Steel	169,864,316	1.44%	83,382,568	0.43%	-	-
20	Padanaplast S.R.L.	Italy	XLPE	17,348,224	0.15%	17,795,296	0.09%	-	-
21	Borouge Pte Ltd	UAE	XLPE	34,997,771	0.30%	15,936,331	0.08%	-	-
22	HJ Polymer China Co., Ltd	China	XLPE	96,254,789	0.82%	42,074,851	0.22%	-	-
23	Zhejiang Taihu Yuanda New Material	China	XLPE	21,310,500	0.18%	38,636,635	0.20%	-	-
24	Crescent Business Associates	Pakistan	Others-Chemical	54,243,862	0.46%	71,169,278	0.37%	-	-
	<b>Total Purchases from Vendors above</b>			<b>5,236,478,261</b>	<b>44.36%</b>	<b>9,703,710,230</b>	<b>50.55%</b>	<b>4,506,397,060</b>	<b>34.55%</b>

Sr. No.	Vendor Name	Country	Product	Purchases Values FY 2021 (PKR)	% of Total Purchases FY 2021	Purchases Values FY 2022 (PKR)	% of Total Purchases FY2022	Purchases Values 1H FY2023 (PKR)	% of Total Purchases 1HFY 2023
	<b>Other Vendor Purchases</b>			6,567,927,031	55.64%	9,493,822,274	49.45%	8,538,339,548	65.45%
	<b>Total Purchases as per Financials</b>			11,804,405,292		19,197,532,504		13,044,736,608	

### 6.9. Comparative Financial Analysis with Peer Group Companies

Only listed competitor of Fast Cables Limited is Pakistan Cables Limited

Peer Analysis is shown below:

Company	Share Price (PKR) <sup>1</sup>	EPS (PKR) <sup>2</sup>	BVPS (PKR) <sup>3</sup>	P/E <sup>4</sup>	P/B <sup>5</sup>	ROE (%) <sup>6</sup>	ROA (%) <sup>7</sup>	Free Float Shares	Free Float (%)
Pakistan Cables Limited	103.11	16.54	222.08	6.23	0.46	7.45%	3.17%	12,274,400	24.79%
Fast Cables Limited	36.00	4.61 <sup>8</sup>	26.67 <sup>9</sup>	7.81 <sup>10</sup>	1.35 <sup>11</sup>	11.03% <sup>12</sup>	3.27% <sup>13</sup>	N/A	25.00%

1) Share Price of Pakistan Cables Limited is as at May 31st, 2023

2) EPS based on LTM earnings from 31<sup>st</sup> December 2022 and No of shares at year end 31 December 2022 (40,914,600 shares)

3) No of shares at 31 March 2023 (40,914,600 shares)

4) Share Price at May 31 2023 and EPS based on LTM earnings from 31 December 2022 used

5) Share Price at May 31 2023 and BVS at 31 December 2022 used

6) ROE is based on ending balance at 31 December 2022

7) ROA is based on ending balance at 31 December 2022

8) EPS based on LTM earnings from 31<sup>st</sup> Dec 2022 and No of Shares at 31<sup>st</sup> Dec 2022 (250,427,000 shares)

9) No of Shares at 31<sup>st</sup> Dec 2022 (250,427,000 shares)

10) Floor Price of PKR 36/share taken and EPS based on LTM earnings from 31<sup>st</sup> Dec 2022 and No of Shares at 31<sup>st</sup> Dec 2022 (250,427,000 shares)

11) Floor Price of PKR 36/share taken and BVS at 31<sup>st</sup> Dec 2022

12) ROE is based on ending balance at 31<sup>st</sup> December 2022

13) ROA is based on ending balance at 31<sup>st</sup> December 2022

### 6.10. Revaluation of Fixed Assets

During the period ended December 31st, 2022, the company revalued its operating assets classified under the categories of land. The valuation of land, measuring 203.70 Kanals, located at Bahi Kot, Dars Road, Tehsil Raiwind, District Lahore was carried out by an independent valuer Hamid Mukhtar & Co. (Pvt.) Ltd and Al-Hadi Financial &

Legal Consultants during the period ended 31st December, 2022, on the basis of present market values for similar sized plots in the vicinity for land.

During the period ended June 30th, 2020, the company revalued its operating assets classified under the categories of building on freehold land, building on leasehold land and plant & machinery. The valuation of building and Plant & machinery located on both manufacturing facilities was also carried out by Hamid Mukhtar & Co. (Pvt.) Ltd during the period ended 30<sup>th</sup> June, 2020, and was based on the replacement values of similar type of buildings and plant and machinery.

Sr No.	Particular	Revaluation Surplus / (Loss) in PKR	Closing Book Value in PKR (31 <sup>st</sup> Dec 2022)
1	Land	311,724,950	2,016,080,000
2	Building on freehold land*	3,153,610	513,850,555
3	Building on leasehold land*	120,517,162	293,081,961
4	Plant and Machinery*	567,711,973	1,401,591,842

\*Revaluation Surplus for Building on freehold land, Building on Leasehold land, and Plant and Machinery pertains to revaluation last done in FY 2020

#### 6.11. Dividend Policy

The Company intends to follow a consistent profit distribution policy for its members, subject to profitability, availability of adequate cash flows, the Board's recommendation and shareholders' approval, where required. The rights in respect of capital and dividends attached to each ordinary share are and will be the same.

The Company in its general meeting may declare dividends but no dividend shall exceed the amount recommended by the Directors. Dividend, if declared in the general meeting, shall be paid according to the provisions of the Companies Act.

The Board of Directors may from time to time declare interim dividends as appear to it to be justified by the profits of the Company. No dividend shall be paid otherwise than out of the profits of the Company for the year or any other undistributed profits. No unpaid dividend shall bear interest or mark-up against the Company. The dividends shall be paid within the period laid down in the Companies Act.

History of the dividend paid in past 5 years is as follows:

Particular	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Dividend paid in Cash	-	67,411,000	122,016,510	-	244,033,020
Ordinary Shares Issued as Bonus Shares	-	-	-	-	1,158,290,020 *
<b>Total Dividend</b>	-	<b>67,411,000</b>	<b>122,016,510</b>	-	<b>1,402,323,040</b>
<b>Dividend/Share</b>					
Cash Dividend per share	-	Rs 2 / share	Rs 2.5 / share	-	Rs 5 / share
<b>Dividend as % of Par Value</b>	-	<b>20%</b>	<b>25%</b>	-	<b>50%</b>

\*Company issued 24,403,302 bonus shares (0.5 Bonus share/ every share held – 50% of every share held) on 28<sup>th</sup> October 2021

Company issued 79,500,650 bonus shares (0.5 Bonus share/ every share held – 50% of every share held) on 27<sup>th</sup> December 2021

Company issued 11,925,050 bonus shares (0.05 Bonus share/ every share held – 5% of every share held) on 25<sup>th</sup> June 2022



**Under Section 242 of the Companies Act, any dividend payable in cash by a listed Company, shall only be paid through electronic mode directly into the bank account designated by the entitled shareholder.**

**Therefore, the applicants must fill-in the relevant part of the Shares Subscription Form under the heading, "Dividend Mandate".**

**Covenants / Restriction on Payment of Dividends:**

The Company has no obligation with financial institutions pertaining to long-term & short-term borrowings which is why it attracts no covenants in payments of dividends.

**Dividend Payout of Associated companies**

The Company does not have any listed associated concerns.

## 7 BOARD OF DIRECTORS AND MANAGEMENT

### 7.1. Board of Directors of the Company

The Board of Directors of Fast Cables have directorships in other companies as follows:

Sr. No	Name	Designation	Address	CNIC	Directorship in other Companies	Period of Directorship in FCL
1	Mr. Ghulam Mustafa Kausar	Chairman	House No. 133 Sarwar Colony Lahore Cantt	37405-0393977-9	Nil	2012 to date
2	Mian Ghulam Murtaza Shaukat	Chief Executive Officer	86-B Phase V DHA Lahore	35201-1307894-9	Nil	2009 to date
3	Mr. Kamal Mahmood Amjad Mian	Executive Director & Managing Director	290-A Phase V DHA Lahore	35200-6852955-9	Nil	2009 to date
4	Mr. Muhammad Azhar Saeed	Independent Director	House No. 2 Main Bazar Toheed Park, Daroghawala Lahore	35201-1450697-1	<ul style="list-style-type: none"> <li>World Call Services (Pvt.) Limited</li> <li>AMB Management Consultants (Pvt.) Limited</li> <li>World Call Ride Hail (Pvt.) Limited</li> <li>Castle Fortune (Pvt.) Limited</li> <li>Route 1 Digital (Pvt.) Limited</li> <li>World Call Telecom Limited</li> </ul>	2009 to date
5	Ms. Rubina Shaukat	Non-Executive Director	86-B Phase V DHA Lahore	35201-1252685-0	Nil	2009 to date
6	Mr. Syed Mazhar Iqbal	Independent Director	427-A Phase V DHA Lahore	35202-8679869-5	<ul style="list-style-type: none"> <li>Pioneer Cement Limited,</li> <li>Haleeb Foods Limited</li> </ul>	2022 to date

7	Ms. Mahlaqa Shaukat	Non-Executive Director	86-B Phase V DHA Lahore	35201-2769339-2	AimFit (Pvt.) Limited	2009 to 2019 & 2022 to date
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## 7.2. Profile of Directors

### 7.2.1. Mian Ghulam Murtaza Shaukat - Chief Executive Officer

Mr. Ghulam Murtaza Shaukat has been the Chief Executive Officer of Fast Cables Limited since its inception. His technical expertise in the cable and conductor manufacturing processes has been instrumental in building Fast Cables' reputation as a trustworthy manufacturer of electrical cables and conductors. He has played a key role in introducing the latest production technologies and testing facilities at Fast Cables' state of the art manufacturing facilities. Under his guidance, Fast Cables' team has significantly enhanced its production capacity and strengthened its supply chain. Mr. Shaukat has also contributed significantly to relationship building with key accounts over the years and has served as Executive Committee (Board) member of the Lahore Chamber of Commerce and Industry. Mr. Shaukat is currently the Vice Chairman of Fatima Latif Welfare Trust (PCP certified Trust) and is involved in various philanthropic projects.

### 7.2.2. Mr. Ghulam Mustafa Kausar – Chairman

Mr. Ghulam Mustafa Kausar served the Pakistan Army and retired with rank of Major General. He has a Masters in War Studies and Masters in Business Management from CIT UK. He is a graduate of Command and Staff College Quetta as well as French Army staff course. He served as an instructor at Pakistan Military Academy, Infantry school as well as National Defence University. He also served as Garrison Commander Lahore, Member Army Restructuring Committee and Director General Maintenance Production at Ministry of Defence Production where he was engaged in development of local industry through indigenization and foreign collaboration. Apart from being an interpreter of French language, he has served in the United Nation's peace keeping mission in Cambodia as operational officer. In post-retirement period, he has been involved in corporate and philanthropic work. He has diverse experience in management, administration, training, project management, and international business. He served as Managing Director of Askari Cement Limited and is currently the Chairman of Fast Cables Limited. He is also the Chairman of Fatima Latif Welfare Trust (PCP certified Trust).

### 7.2.3. Mr. Kamal Mahmood Amjad Mian – Executive Director

Mr. Kamal Mian is both the Executive Director and Managing Director at Fast Cables Limited. He has more than 25 years' experience in local and international corporate and industrial sectors. He began his career as a corporate law attorney at Pakistan's leading corporate law firm, Orr, Dignam & Co. Islamabad. Subsequently Mr. Kamal Mian worked at Pakistan Telecom Authority (PTA), Islamabad; Al Baraka Group, Jeddah; HSBC Bank, Dubai; and Saudi Hollandi Bank, Riyadh in the Islamic corporate and investment banking field for more than 12 years.

Mr. Kamal Mian holds a Master of Laws degree specializing in corporate and international finance from Harvard Law School, Harvard University, USA. He obtained his LLB (Hons.) degree from International Islamic University, Islamabad. He is a member of the Lahore High Court Bar Association and has also obtained SECP accredited directors training from IBA, Karachi.

Mr. Kamal Mian has played an active role in addressing issues faced by the local manufacturing industry. He was elected to the Executive Committee of the Lahore Chamber of Commerce and Industry (LCCI) and as President of the Harvard Club of Pakistan in 2015. Mr. Kamal Mian is a member of the steering committee of Pakistan Regulatory Modernization Initiative (PRMI) at Board of Investment, Islamabad. He is also a member of the Board of Trustees of Ihsaan Trust, Karachi and Fatima Latif Welfare Trust, Lahore.

#### **7.2.4. Mr. Muhammad Azhar Saeed – Independent Director**

Mr. Saeed is a fellow of Institute of Chartered Accountant of Pakistan with more than 20 years of professional experience. He has been working with one of the largest listed telecom companies for the last 15 years. His areas of expertise include Strategic Planning, Corporate, Audit and Accounts, Financial and Management Reporting, Taxation and Business Process Re-Design as well as ERP. Mr. Saeed is a rare individual who has worked on listed Company acquisition transactions and transformation. He also worked with a Chartered Accountant firm and gained experience in diverse industries ranging from banks to textile sector, in addition of providing management consultancy services.

#### **7.2.5. Mr. Syed Mazher Iqbal – Independent Director**

Syed Mazher Iqbal is a fellow member of Institute of Chartered Accountants of Pakistan (ICAP) with over 30 years of diversified experience in the fields of finance and general management. Mr. Iqbal is a seasoned professional with experience in commercial and investment banks, insurance and large manufacturing concerns. He has over 20 years' experience as DMD, MD & CEO of large listed companies and has been instrumental in financial and operation turnaround of General Tyre Pakistan and Pioneer Cement Limited for which he was awarded professional excellence award for the year 2014 by ICAP. Currently he is serving as the CEO & MD of Haleeb Foods Limited (HFL) as well as CEO & MD of Pioneer Cement Limited.

Having completed his audit training from AF Ferguson & Co Chartered Accountants, he was also associated with local as well as multinational organizations like Kuwait Finance House, Kuwait National Petroleum Company, Orix Investment Bank, and ICI Pakistan Limited. Mr. Iqbal is a member of executive committee of All Pakistan Cement Manufacturers Association and Chairman of Pakistan Dairy Association. He is a SECP certified director in corporate governance. In addition to his professional responsibilities, he spends time in philanthropic activities and is associated with a hospice, treating terminally ill cancer patients.

#### **7.2.6. Ms. Rubina Shaukat – Non-Executive Director**

Ms. Rubina Shaukat has been associated with Fast Cables as a Director since its inception. She has provided guidance and motivation to the Fast Family and helped promote the Fast brand over the years. She also serves as a Trustee of Fatima Latif Welfare Trust and as an Advisor to AimFit.

#### **7.2.7. Ms. Mahlaqa Shaukat – Non-Executive Director**

Ms. Mahlaqa Shaukat holds a Master's degree in Engineering, Economics and Management (EEM) from the University of Oxford, UK. She worked for two years at Deloitte Consulting in London after completing her Master's degree. Passionate about the socio-economic development of Pakistan, she returned to Pakistan and started managing the Lahore Operations of a trust named "Teach for Pakistan". Being a fitness enthusiast, she set off on a journey to create a brand offering world class, quality and affordable fitness classes catering to the needs of women. In 2021, she started AimFit Private Limited with a mission to make 110 Mn women in Pakistan join the fitness world. She is currently the CEO and Founder of Pakistan's first VC backed digital fitness platform for women that plans to scale regionally.

### 7.3. Profiles of Key Management

Fast Cables Limited has motivated, young, talented and self-driven management team that consist of the following;

#### 7.3.1. Ms. Saima Mian – Director Human Resource & Strategy

Saima Mian holds a Master’s degree in Water Science, Policy & Management from the University of Oxford, UK. She is a U.S. Green Building Council LEED® Accredited Professional and has written several articles published in international journals. Ms. Saima Mian serves as Director Human Capital and Strategic Initiatives at Fast Cables and is also a member of the Board of Trustees of Fatima Latif Welfare Trust. She began her career with SmithKline Beecham (now GSK) in the pharmaceutical industry and went on to work for Woods Hole Group Middle East in Riyadh and Dubai as a consultant before moving back to Pakistan in 2012. Ms. Saima Mian has contributed to Fast Cables’ business expansion through focus on human resource training and development; scaling brand building and marketing activities; developing and overseeing implementation of policies and procedures; and initiating strategic planning projects. She has also completed SECP approved Directors Training. As a Trustee of FLWT, Ms. Saima Mian is involved in several projects in education and community development.

#### 7.3.2. Mr. Muhammad Usman Sheikh – Chief Operating Officer

Mr. Muhammad Usman Sheikh has a Master’s Degree in Computer Sciences and has been part of the management team of Fast Cables since 1998. In addition, he has completed professional training courses in Sales Force Management, Team Building and Supply Chain Management from the Lahore University of Management Sciences (LUMS) Lahore. He has served in different capacities within the company; most notably as General Manager Sales and lately as Chief Operating Officer. Mr. Sheikh has overseen the expansion of Fast Cables’ sales network across the country through opening of sales offices in key cities and inducting trade dealers. As COO he has streamlined supply chain and is also actively involved in Company’s R&D. He is also part of the Company’s Strategy Committee where he provides input on new business feasibilities, Business Process re-engineering, budgeting, and ERP developments.

#### 7.3.3. Mr. M. Saleem Akhtar Qadri – Sr. General Manager Sales

Mr. M. Saleem Akhtar Qadri is a graduate of University of Punjab and has also obtained a Diploma in Sales from Lahore University of Management Sciences. He has more than 15 years of experience in sales & marketing having joined Fast Cables as an Industrial Manager. He is currently serving as Sr. General Manager Sales and overseeing Fast Cables branch offices nationwide and managing dealership network. Mr. Qadri has attended various meetings, courses, seminars and training workshops on communication & team building, excellence, sales management, sales force management, leadership, managing key accounts, high impact team and the seven habits of highly effective people.

#### 7.3.4. Mr. Muhammad Sharjeel – Chief Financial Officer

Mr. Muhammad Sharjeel is a fellow member of “Institute of Chartered Accountants of Pakistan” (ICAP) with over 15+ years of diversified experience in the fields of Accounting, Auditing, Taxation, Corporate Planning, and Financial Management. In May 2022, Mr. Sharjeel joined Fast Cables as the Chief Financial Officer. Mr. Sharjeel started his professional career with AF Ferguson & Co Chartered Accountants and has served in various leading organizations in Services and Manufacturing. He has also attained multiple leadership management, financial management, Corporate Planning and Finance Certifications.

#### 7.3.5. Ms. Afshan Ghafoor – Company Secretary

Ms. Afshan Ghafoor is currently the Company Secretary and Senior Manager Tax & Corporate. She completed her Bachelor of Law (LLB) and Masters in Political Sciences from Punjab University. She has Life Membership of “Lahore High Court Bar Association” and “Punjab Tax Bar Association”. She has experience of 15 years in Corporate and Tax affairs and was nominated as member of “Executive Committee” of Lahore High Court Bar Association in 2014. She

was also a member of strategic committee of the Lahore Tax Bar Association (LTBA), whereby she played a prominent role for the LTBA in 2017-2018. She also served LTBA in 2019-2020 as Chairman of “Members Welfare Committee”.

#### **7.3.7. Mr. Muhammad Anwar Murad – Head of Human Resource**

Mr. Muhammad Anwar Murad has been leading the Human Resources Department of Fast Cables since 2016. He has an MBA degree in HR from Quaid-e-Azam University with two professional certifications (CHRP & CHRMP) in HR from PIQC & UMT. He is a seasoned HR professional with 15 years of diversified experience in developing and implementing HR practices, policies and procedures in line with Company’s vision and strategic plan. He has streamlined the Company’s compensation & benefits, performance management system, and recruitment & selection. In addition, he has strengthened organizational development, succession planning, trainings, employee relations, and employee engagement within the Company.

#### **7.3.8. Mr. Asad Mustafa – Head of Internal Audit**

Mr. Asad Mustafa is an Associate member of “Institute of Chartered Accountants of Pakistan” (ICAP) with over 15+ years of diversified experience in the fields of Accounting, Auditing, Taxation, Corporate Planning, and Financial Management. Mr. Asad Mustafa started his professional career with AF Ferguson & Co Chartered Accountants and has served in various leading organizations in Services and Manufacturing. He has also attained multiple leadership management, financial management, Corporate Planning and Finance Certifications.

#### **7.3.8. Mr. Shahzad Mian – Project Manager – Fast Lights**

Shahzad Mian is a well-rounded individual with a strong academic background and diverse professional experience. He graduated from Aitchison College in 2015 after completing O and A levels and went on to earn a BA in Economics from UC Berkeley. During his time at university, he completed internships at Abraaj Private Equity and JS Bank, gaining valuable exposure to the financial and corporate sectors.

After graduation, Shahzad honed his skills further through his work as a management consultant at Intellia, where he specialized in corporate due diligence projects and corporate strategy for companies in the MENAP region. He later joined PwC's business advisory division, where he took on assignments related to business process reengineering for companies in Pakistan. With his diverse background and strong analytical skills.

With his exceptional education and professional experience, Shahzad is a valuable asset to any company looking to improve its operations and achieve its goals. Whether working on a challenging project or building relationships with clients and stakeholders, Shahzad is known for his exceptional judgment, problem-solving skills, and passion for success.

### **7.4. Appointment and Election of Directors and Chief Executive**

Any person who seeks to contest an election to the office of Director shall, whether he is a retiring Director or otherwise, file with the Company, not later than fourteen days before the date of the meeting at which elections are to be held, a notice of his intention to offer himself for election as a Director, provided that any such person may, at any time before the holding of the election, withdraw such notice.

The present Directors were elected on October 28, 2021. The next election has to be held within 3 years and it is expected to be held in October 2024.

Within fourteen days from the date of election of directors or the office of the chief executive falling vacant, as the case may be, the board shall appoint any person, including an elected director, to be the chief executive, but such appointment shall not be for a period exceeding three years from the date of appointment.

The present Chief Executive Officer was elected on November 06, 2021 for a term of three years ending on November 2024.

#### 7.5. Interest of Directors

The Directors may have deemed to be interested to the extent of fees payable to them for attending the Board meetings. The Directors performing whole time services in the Company may also be deemed interested to the extent of remuneration payable to them by the Company. The nominee Directors have interest in the Company to the extent of representing the Sponsors in the capital of the Company.

Following Directors are holding Ordinary shares of the Company:

Name of Directors	Designation	No. of Shares held	Value of Shares held (PKR)
Mr. Ghulam Mustafa Kausar	Chairman	6,816,542	68,165,420
Mian Ghulam Murtaza Shaukat	Chief Executive Officer	130,285,341	1,302,853,410
Mr. Kamal Mahmood Amjad Mian	Executive Director	11,401,486	114,014,860
Mr. Muhammad Azhar Saeed	Independent Director	7,696	76,960
Ms. Rubina Shaukat	Non-Executive Director	51,371,637	513,716,370
Mr. Syed Mazhar Iqbal	Independent Director	2,362	23,620
Ms. Mahlaqa Shaukat	Non-Executive Director	7,696	76,960

#### 7.6. Interest of Directors in Properties/Assets of the Company

Mian Ghulam Murtaza Shaukat has rented out his property located at 7-Canal Bank Main Jallo Road, Harbans Pura, Lahore having area 24.95 kanals as a part of Unit - I manufacturing facility. The amount of rent paid in last three years is listed below;

Year	Amount (PKR)
1H FY2023	16,960,064
FY 2022	13,483,161
FY 2021	-
FY 2020	6,215,579

#### 7.7. Benefits to Promoters and Officers

No benefit (monetary or otherwise) has been given by the Company to the Sponsors, promoters, substantial shareholders and Directors of the Company other than remuneration for services rendered by them as full-time executives of the Company.

#### 7.8. Audit Committee

The Board of Directors has set up an effective internal audit function managed by suitable qualified and experienced personnel who are conversant with the policies and procedures of the Company and are involved in the internal audit function on a full-time basis. The terms of reference of the Audit Committee are in line with the Code of Corporate

Governance. Broadly, the committee assists the Board in fulfilling their oversight responsibilities in respect of the integrity of: Fast Cables' financial statements; internal control arrangements; compliance with legal and regulatory requirements and the performance of the internal audit function. The committee is also responsible for making recommendations to the Board on the nomination of and compensation payable to the external auditors.

The Audit committee currently consists of following members:

- Mr. Muhammad Azhar Saeed (Chairman)
- Mr. Syed Mazher Iqbal (Member)
- Mr. Ghulam Mustafa Kausar (Member)
- Mr. Muhammad Toheed Akram (Member)

#### **7.9. Human Resource and Remuneration Committee**

The Board of Directors has set up an effective human resource function managed by suitable, qualified and experienced personnel who are conversant with the policies and procedures of the Company and are involved in the human resource function on a full-time basis.

The Human Resource and Remuneration committee currently consists of following members:

- Mr. Syed Mazher Iqbal (Chairman)
- Mr. Kamal Mahmood Amjad Mian (Member)
- Mr. Muhammad Azhar Saeed (Member)
- Mr. Muhammad Anwar Murad (Member)

#### **7.10. Power of Directors Including any Borrowing Power**

The control of the Company shall be vested in the Directors and the Business of the Company shall be managed by the Directors as per the Articles of Association subject to any restrictions under the Ordinance.

The Directors may, from time to time at their discretion obtain finance or raise or borrow money/term capital, participatory redeemable capital from Banks, financial institutions, or from any other institution or Person in accordance with the applicable law.

#### **7.11. Indemnity available to the Board of Directors and other Employees of the Company**

Every Director and other officer or servant of the Company shall be indemnified by the Company against, and it shall be the duty of the Directors to pay out of the funds of the Company, all costs, losses and expenses which any such officer or servant may incur or become liable to by reason of any contract entered into, act or thing done by such officer or servant as such or in any way in the discharge of the duties of such officer or servant including travelling expense.

#### **7.12. Corporate Governance**

The Company shall comply with all the rules and regulations applicable to the Company with regards to the Listed Companies (Code of Corporate Governance) Regulations, 2019.

#### **7.13. Number of Directors**



At present, the composition of the Board consists of 7 directors including the Chief Executive Officer.

#### 7.14. Qualification of Directors

No person shall be appointed as a Director of the Company who is ineligible to be appointed as Director on any one or more of the grounds enumerated in Section 153 of the Companies Act or any other law for the time being in force.

#### 7.15. Remuneration of the Directors

The remuneration of the Directors shall, from time to time, be determined by the Company in general meeting subject to the provisions of the Companies Act.

Any Director who serves on any committee or who otherwise performs services which in the opinion of the Directors are outside the scope of the ordinary duties of a director may be paid, subject to law, such extra remuneration by way of salary, percentage of profits or otherwise as the Company in general meeting may determine.

1H FY2023 (PKR)	Chief Executive Officer	Directors	Executive	Total
Remuneration	12,480,000	13,680,000	59,522,694	85,682,694
Bonus	1,040,000	1,140,000	4,960,225	7,140,225
Total	13,520,000	14,820,000	64,482,919	92,822,919
Number of Persons	1	2	49	52

\* No meeting fee has been paid to any directors of the Company

\*Remuneration and bonus was paid only to 2 Directors by Company

FY2022 (PKR)	Chief Executive Officer	Directors	Executive	Total
Remuneration	31,200,000	27,600,000	165,727,788	224,527,788
Bonus	2,600,000	2,300,000	13,810,649	18,710,649
Total	33,800,000	29,900,000	179,538,437	243,238,437
Number of Persons	1	3	38	42

\* No meeting fee has been paid to any directors of the Company

\*Remuneration and bonus was paid only to 3 Directors by Company

FY2021 (PKR)	Chief Executive Officer	Directors	Executive	Total
Remuneration	27,984,000	22,677,000	94,323,300	144,984,300
Bonus	2,376,000	1,932,000	8,465,860	12,773,860
Total	30,360,000	24,609,000	102,789,160	157,758,160
Number of Persons	1	3	34	38

\* No meeting fee has been paid to any directors of the Company

\*Remuneration and bonus was paid only to 3 Directors by Company

FY2020 (PKR)	Chief Executive Officer	Directors	Executive	Total
Remuneration	26,400,000	18,156,000	124,820,400	169,376,400

Bonus	1,000,000	665,000	-	1,665,000
Total	27,400,000	18,821,000	124,820,400	171,041,400
Number of Persons	1	2	51	54

\* No meeting fee has been paid to any directors of the Company

\*Renumeration and bonus was paid only to 3 Directors by Company

#### 7.16. Voting Rights

As per Article 65, Subject to any rights or restrictions for the time being attached to any class or classes of shares, on a show of hands every member present in person or by proxy and every corporation present by proxy or by a representative duly appointed pursuant to Article 68 shall have one vote except for election of Directors in which case the provisions of Section 178 of the Ordinance shall apply. On a poll every member shall have voting rights as laid down in Section 160 of the Ordinance.

According to Article 67, a member of unsound mind, or in respect of whom an order has been made by any court having jurisdiction in lunacy, may vote, whether on show of hands or on a poll or through video link, by his committee or other legal guardian, and any such committee or guardian may, on a poll, vote by proxy.

## 8 LEGAL PROCEEDINGS AND OVERDUE LOANS

### 8.1. Legal Proceedings

There are eleven pending Legal proceedings of Fast Industries Limited as of 31<sup>st</sup> December, 2022:

The first one is tabulated as follows:

Sr No.	Order Dated	Issuing Authority	Tax Period	Financial Impact	Current Status	Management Stance
1	31 <sup>st</sup> August 2022	Federal Board of Revenue	Tax Year 2021	PKR 109,488,035	Pending in CIR - Appeals	The Company has received an order dated 31 August 2022 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2021, wherein income of the Company has been re-assessed and certain expenses like advertisement etc. have been added back to the income for the year. Tax impact of the above amounts to Rs. 109,488,035. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) against the said order which is pending for adjudication. No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.
2	06 <sup>th</sup> September 2021	Federal Board of Revenue	Tax Year 2020	PKR 4,290,208	Pending in CIR - Appeals	The Company has received an order dated 06 September 2021 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2020, wherein income of the Company has been re-assessed and certain expenses like advertisement etc. have been added back to the income for the year. Tax impact of the above amounts to Rs. 4,290,208. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) against the said order which is pending for adjudication. No liability on this account has been recognized in these

						financial statements as management expects favorable outcome of the case.
3	01 <sup>st</sup> June 2020	Federal Board of Revenue	Tax Year 2019	PKR 36,379,695	Pending in Appellant Tribunal	<p>The Company has received an order dated 01 June 2020 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2019, wherein income of the Company has been re-assessed and certain expenses like advertisement etc. have been added back to the income for the year.</p> <p>Tax impact of the above amounts is Rs. 36,379,695. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) against the said order which was partially decided in favor of the Company. Against the said order second appeal is filed before the Appellant Tribunal which is pending for adjudication. No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.</p>
4	31 <sup>st</sup> October 2018	Federal Board of Revenue	Tax year 2017	PKR 7,539,449	Pending in Appellant Tribunal	<p>The Company has received an order dated 31 October 2018 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2017, wherein income of the Company has been re-assessed and certain expenses have been added back to the income for the year. Tax impact of the above amounts to Rs. 28,779,628. Being aggrieved, the Company filed an appeal before Commissioner Inland Revenue (Appeals) (CIR-A) who vide his order dated 02 March 2020 has partly granted relief to the Company and after that relief the Tax impact of the above, amounts to Rs. 7,539,449.</p>

						The Federal Board of Revenue have filed 2nd appeal against the said order before Appellate Tribunal Inland Revenue (ATIR) which is pending for adjudication. No liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.
5	27 <sup>th</sup> May 2021	Federal Board of Revenue	Tax Year 2014, 2017, 2018, 2019	No Demand yet determined	-	The Company has received assessment notices under section 161/205 of Tax Years 2014, 2017, 2018 and 2019 whereby no demand is yet determined or calculated. Any demand raised during adjudication will be shared on later stage.
6	30 <sup>th</sup> September 2020	Federal Board of Revenue	Tax Year 2014	PKR 631,300	Pending in Appellant Tribunal	The Company is defending an order dated 30 September 2020 u/s 122(5A) of the Income Tax Ordinance, 2001 for the tax year 2014, wherein income of the Company has been re-assessed and addition on account of excessive depreciation and amortization of advertisement expenses Rs. 2,719,029 and 13,240,054 have been added back to the income. Tax impact of the above, amounts to Rs. 631,300. The Company filed an appeal before CIR Appeals which was concluded partially in the favor of the Company, resulting into NIL tax demand, however, the Federal Board of Revenue have filed 2nd appeal against the said order before Appellate Tribunal Inland Revenue (ATIR) which is pending for adjudication and the Company also filed 2 <sup>nd</sup> appeal. The management is confident of favorable outcome of the case, hence no provision in this regard

						has been made in the financial statements.
7	16 <sup>th</sup> July 2013	Federal Board of Revenue	Tax Year 2008	PKR 14,784,653	Pending in Appellant Tribunal	The Company has filed a Reference PTR No. 279/2013 against the Order of the Tribunal ITA No. 1235/LB/2012 dated 16th July 2013 in respect of tax Year 2008. The case was concluded partial in favor and matter is remanded back to the Appellant Tribunal for fact finding. The recovery of Rs. 14,784,653/- against the case was already made by the department therefore there is no contingency but hope for recovery of unadjusted amount by FBR. The management is hopeful and expects favorable decision.
8	15 <sup>th</sup> October 2022	Federal Board of Revenue	Tax Year 2020 & 2021	No Demand yet determined	Pending at LTO	The Company has received a notice for production of record under section 25(1) of the Sales Tax Act, 1990 for Tax Year 2021 dated 15.10.2022 in which the department demanded to produce record and explain the ratios and comparison between Tax Year 2020 and Tax Year 2021 from sales tax liability evaluation point of view. The record
9	15 <sup>th</sup> September 2021	Federal Board of Revenue	Tax Period	PKR 1,791,138	Pending in CIR - Appeals	The Company has received an order under section 45B of The Sales Tax Act, 1990 dated 15 September 2021, and wherein

			2019 & 2020			the discrepancy has resulted in short payment of sales tax amounting to Rs. 1,791,138 being aggrieved, the company filed an appeal before The CIR Appeals against the said order and the impugned order is annulled with the direction to reconsider the facts and records submitted by the applicant and case is remanded back for adjudication. Hence, no liability on this account has been recognized in these financial statements as management expects favorable outcome of the case.
10	18 <sup>th</sup> June 2017	Pakistan Customs	Tax Period 2014	-	Pending at Lahore High Court	The Company is contesting six customs reference application No. 113840, 113844, 113845, 113850, 113855 and 113859/2017 against the consolidated order of Customs Appellate Tribunal, Lahore dated 18.06.2017 passed in customs appeal Nos. 375, 376, 377/LB/2014 and 12, 13,14/LB/2015 on the issue of classification of imported items. There will be no tax impact because the impugned tax is already paid and the Company being aggrieved of the order is seeking justice. Therefore, the management expects favorable outcome of the cases.
11	26 <sup>th</sup> March 2019	Competition Commission of Pakistan	Tax Period 2015	PKR 5,000,000	Pending in Competition Appeal Tribunal	The Company has received an order dated 26 March 2019 in the matter of showcase notices issued to electric cables manufacturer by Competition Commission of Pakistan and impose a penalty of PKR 5,000,000/- being aggrieved, the company filed an appeal before The Competition Appeal Tribunal against the said order which is pending for adjudication. No liability on this account has been recognized in these financial



						statements as management expects favorable outcome of the case.
	<b>Total</b>			<b>PKR 179,904,478</b>		

**Note: There are no other pending litigations against the Company, its Sponsors, substantial shareholders, directors or associated companies over which issuer has control other than those already mentioned above.**

**8.2. Action taken by Securities Exchange**

No action has been taken by the Securities Exchange against the issuer or its associated companies over which the issuer has control.

**8.3. Overdue Loans**

There are no overdue loans (local or foreign currency) on the Company, its Directors, Sponsors and Promoters, Substantial Shareholders, and associated companies over which the issuer has control.



## 9 UNDERWRITING, ARRANGEMENT, COMMISSION, BROKERAGE AND OTHER EXPENSES

### 9.1. Underwriting

#### Book Building Portion

Arif Habib Limited has been appointed as the Book Runner to the Issue. The Book Runner will credit underwrite 83,500,000 shares being offered for subscription through the Book Building representing 100% of the Issue as required under regulation 7(6) of the PO Regulations, with the limitations in effect that the Book Runner shall only underwrite the default portion of the Book Building, if any, at the Strike Price determined through the Book Building process.

### 9.2. Buy Back / Repurchase Agreement

THE BOOK RUNNER IN THE CAPACITY AS UNDERWRITER OF THE BOOK BUILDING PORTION HAS NOT ENTERED INTO ANY BUY BACK / RE-PURCHASE AGREEMENT WITH THE COMPANY OR ANY OTHER PERSON IN RESPECT OF THIS ISSUE OF SHARES.

ALSO, NEITHER THE COMPANY OR ANY OF ITS ASSOCIATES HAVE ENTERED INTO ANY BUY BACK / RE-PURCHASE AGREEMENT WITH THE BOOK RUNNER IN THE CAPACITY AS UNDERWRITER OR ITS ASSOCIATES. THE COMPANY AND ITS ASSOCIATES SHALL NOT BUY BACK / RE-PURCHASE SHARES FROM THE BOOK RUNNER AND ITS ASSOCIATES TAKEN UP, IF ANY, BY IT IN CAPACITY AS THE BOOK RUNNER.

### 9.3. Fees and Expenses for E-IPO Systems

Commission on application received through the e-IPO Systems of PSX and CDC will be paid to PSX and CDC which shall not be more than 0.8% of the amount of the total applications. PSX and CDC will share the fee with other participants of the e-IPO System at a ratio agreed amongst them.

### 9.4. Commission of the Bankers to the Issue

Commission at the rate of 0.25% (inclusive of all taxes) of the amount collected on allotment in respect of successful applicants will be paid by the Company to the Bankers to the Issue for services to be rendered by them in connection with the Retail Portion of the Issue.

### 9.5. Brokerage

For this Issue, brokerage shall be paid to the TRE Certificate Holders of PSX at the rate of 1% of the value of shares (including premium, if any) on successful applications for Book Building and General Public Portion. No brokerage shall be payable in respect of shares taken up by the Successful Bidders pursuant to under subscription of retail portion of the Issue.

### 9.6. Estimated expenses of the Issue

Expenses to the Issue are estimated not to exceed PKR 112,993,390. The break-up of these preliminary expenses is given below:

Particulars	Rate	Expense (PKR) at Floor Price
Advisory, Arrangement & Book Running Fee <sup>1</sup>	2.10%	63,126,000

Commission to banker for General Public <sup>2</sup>	0.25%	1,878,750
E-IPO facility charges	0.80%	1,200,000
Bankers to the issue out of pocket expenses		400,000
TREC Holders Commission	1.00%	30,060,000
PSX Initial Listing fee		1,500,000
PSX Service fee		50,000
PSX Book Building software charges		1,000,000
Transfer Agent and Balloting Agent		800,000
Printing of Prospectus and Forms		1,500,000
Publication of Prospectus and Advertisements in Newspapers and Urdu Translation of Prospectus		5,000,000
Marketing, Roadshows and other activities		1,000,000
CDC Fresh Issue fee <sup>3</sup>	0.144%	4,328,640
CDC Annual Eligibility Fee		800,000
SECP Supervisory fee		150,000
SECP IPO Application Processing fee		200,000
Miscellaneous Expenses		1,000,000
<b>Total</b>		<b>112,993,390</b>

<sup>1</sup> Please note that fee mentioned in percentages above are calculated on the basis of Floor Price. The actual fee will be finalized once the Strike Price is determined in the Book Building process

<sup>2</sup> Commission for Banker to General public is based on assumption of 100% general public subscription through Bankers to the Issue

<sup>3</sup> CDC Fresh Issue fee is on the overall Issue comprising of pre-IPO & IPO

## 10 MISCELLANEOUS INFORMATION

### 10.1. Registered Office/ Corporate Office and Plant Address of Fast Cables Limited

Head Office:

192-Y,

Commercial Area, Phase III,

DHA, Lahore.

Contact No: 042-111-000-343

Email Address: [info@fast-cables.com](mailto:info@fast-cables.com)

Plant Address

Unit - I:

7-Canal Bank, Main Jallo Road, Harbans Pura, Lahore

Unit - II:

Bahi kot, Dars Road, Tehsil-Raiwind, District Lahore

### 10.2. Bankers and Financial Institutions of the Company

Sr. No	Name	Address	Contact no.	Email
1	Allied Bank Limited	Ladies Branch, Z-Block, DHA, Lahore	042-35693109	Saira.Shahid@abl.com
2	Askari Bank Limited	Y-Block, DHA III, Lahore.	042-99264237	Ghazanfar.hassan@askaribank.com.pk
3	Bank Alfalah Limited	Y-Block, DHA III, Lahore.	042-35746192-3	Tahir.mushtaq@bankalfalah.com
4	Bank Al Habib Limited	Islamic Banking Branch, Gulberg, Lahore.	042-35872502	<a href="mailto:Rizwan.sanaullah@bankalhabib.com">Rizwan.sanaullah@bankalhabib.com</a>
5	Bank Al Habib Limited	Y-Block, DHA III, Lahore.	042-35872502	<a href="mailto:Ali.zulfigar@bankalhabib.com">Ali.zulfigar@bankalhabib.com</a>
6	The Bank of Punjab	TIB, Akbar Chowk, Lahore.	042-35171605	<a href="mailto:anam.raza@bop.com.pk">anam.raza@bop.com.pk</a>
7	Habib Bank Limited – Islamic	IBB, Z-Block DHA, Lahore.	042-35748338	<a href="mailto:Afraz.aslam@hbl.com">Afraz.aslam@hbl.com</a>
8	Habib Bank Limited	Badami Bagh Branch, Lahore.	042 34544187	<a href="mailto:Asim.majeed@hbl.com">Asim.majeed@hbl.com</a>
9	Habib Metropolitan Bank Limited	IBB, Gulberg Branch, Lahore.	042-35789942-45	<a href="mailto:Gohar.rehman@habibmetro.com">Gohar.rehman@habibmetro.com</a>
10	Standard Chartered Bank (Pakistan) Limited	Tufail Road Branch Lahore	042-36603519	Mohammadhaasaannasir.Sheikh@sc.com
11	Soneri Bank Limited	New Garden Town Branch Lahore	042-35940613	<a href="mailto:Awais.maqsood@soneribank.com">Awais.maqsood@soneribank.com</a>
12	Summit Bank Limited	Z-Block, DHA III, Lahore.	042 042-35693117	Saleemyousaf@summitbank.com.pk
13	MCB Islamic Bank	339-Z Block, Phase III, Lahore	042042-34501000	Iffat.javed@mcbislamicbank.com

14	Bank Islami Pakistan Limited	100-A, Shadman Colony, Lahore	042-20702110	Tahir.khan@bankislami.com.pk
15	Faysal Bank Limited	326-Z Block Phase III, DHA, Lahore	042-35789102	<a href="mailto:Waleedamjad@faysalbank.com">Waleedamjad@faysalbank.com</a>
16	Dubai Islamic Bank	Main Branch Gulberg Lahore	042-34508921	Umair.arshad@dibpak.com

### 10.3. Auditors of the Company

#### Auditors of the Company

##### **Crowe Hussain Chaudhury & Co, Chartered Accountants**

25 Main Market Road, Gulberg II,

54660, Lahore

Email: info@crowe.pk

Office Phone Number +92-42-35759223-5

### 10.4. Legal Advisor of the Company

#### **Butt and Company**

Peoples Building, 5 Link Farid Kot Road, Mustafa Town,

54000, Lahore

Office Phone Number +92-42-37238945

### 10.5. Computer Balloter & Share Registrar

CDC Share Registrar (Pvt.) Ltd

CDC House, 99-B, Block B, S.M.C.H.S.

Main Shahrah-e-Faisal, Karachi – 74400.

Phone:

+92-21-111-111-500

### 10.6. Lead Manager & Book Runner

#### **Arif Habib Limited**

Arif Habib Center

23, MT Khan Road, Karachi

Phone: +92-21-38899276

Fax: +92-21-32433542

Email: [harris.rehman@arifhabibltd.com](mailto:harris.rehman@arifhabibltd.com)

Web: [www.arifhabibltd.com](http://www.arifhabibltd.com)

### 10.7. Bankers to the Issue for Book Building

Habib Bank Limited

### 10.8. Bankers to the Issue for General Portion

Code	Name of Bank
01	Allied Bank Limited

02	Bank Al Habib Limited
03	Habib Bank Limited - Islamic
04	Habib Metropolitan Bank Limited
05	Soneri Bank Limited
06	[.]

### 10.9. Bid Collection Centers

Karachi		
Contact Officer:	Malik Harris Rehman	Muhammad Sheryar Khan
Designation	Analyst	Assistant Relationship Manager
Direct No.:	021 32465891	17413
Phone No.:	0321 8210508	0300 2166593
Email:	<a href="mailto:harris.rehman@arifhabibltd.com">harris.rehman@arifhabibltd.com</a>	<a href="mailto:Muhhammad.khan62@hbl.com">Muhhammad.khan62@hbl.com</a>
Organization	Arif Habib Limited	Habib Bank Limited
Postal Address:	Arif Habib Limited Arif Habib Centre, 23 M.T Khan Road, Karachi	Habib Bank Limited (2525) - HBL Tower Branch, Teen Talwaar, Clifton, Karachi
Karachi		Islamabad
Contact Officer:	Faisal Parekh	Asad Abbas Najfi
Designation	Manager Equity	Manager
Direct No.:	+92-21-32434558, +92-21-32462988	051 289 5341
Contact No.:	0321 2137865	0345 5111156
Email:	<a href="mailto:faisalparekh@gmail.com">faisalparekh@gmail.com</a>	<a href="mailto:asad.abbasnajfi@arifhabibltd.com">asad.abbasnajfi@arifhabibltd.com</a>
Organization	Arif Habib Limited	Arif Habib Limited
Postal Address:	Office Room No. 640,641,642 Stock Exchange Building, Karachi	Office No. 506, 5th Floor, ISE Towers, Jinnah Avenue, Islamabad

Lahore		
Contact Officer:	Muhammad Junaid Akram	Umair Hassan
Designation	Senior Officer	Assistant Relationship Manager
Direct No.:	042-3631 3707	-
Contact No.:	0304 7072702	0334-5814682
Email:	<a href="mailto:muhammad.junaid@arifhabibltd.com">muhammad.junaid@arifhabibltd.com</a>	<a href="mailto:umair.hassan3@hbl.com">umair.hassan3@hbl.com</a>
Organization	Arif Habib Limited	Habib Bank Limited
Postal Address:	Office No. G-5 & G-6, Ground Floor, LSE Plaza, 19 Khayaban-e-Aiwan-e-Iqbal Lahore	Transaction & Employee Banking, 2nd floor HBL RHQ, 102-103, Upper Mall, Lahore
Islamabad		Faisalabad
Contact Officer:	Saad Ahmed	Sajid Mehmood
Designation	Assistant Relationship Manager	Relationship Manager
Direct:	55191	041-2541122
Contact No.:	03009894926	<a href="tel:0333-6515633">0333-6515633</a>
Email:	<a href="mailto:saad.ahmed5@hbl.com">saad.ahmed5@hbl.com</a>	<a href="mailto:sajid.mehmood4@hbl.com">sajid.mehmood4@hbl.com</a>
Organization	Habib Bank Limited	Habib Bank Limited
Postal Address:	Habib Bank Limited (0874) - Islamabad Corporate - HBL Tower, Blue Area, Jinnah Avenue, Islamabad	Transaction & Employee Banking, HBL RHQ Office # 22 Regency Plaza Opposite PIA office The Mall, Faisalabad

	Sialkot	Azad Kashmir
Contact Officer:	Gulraiz Sajjad	Syed Amir Ali Gardezi
Designation	Assistant Relationship Manager	Assistant Relationship Manager
Direct:	-	51534
Contact No.:	0320-4557660	03455888604
Email:	<a href="mailto:gulraiz.sajjad2@hbl.com">gulraiz.sajjad2@hbl.com</a>	<a href="mailto:amir.gardezi50@hbl.com">amir.gardezi50@hbl.com</a>
Organization:	Habib Bank Limited	Habib Bank Limited

Postal Address:	Transaction & Employee Banking, Habib Bank Center, Paris Road, Sialkot	Habib Bank Limited (1165) - Chattar Domel, R.H.Q - Near Apex Cash & Carry, Gojra Bypass Road, Muzaffarabad
	<b>Gilgit/Baltistan</b>	<b>Multan</b>
Contact Officer:	Fawad Ali	Arsalan Mehmood
Designation	Assistant Relationship Manager	Relationship Manager
Direct:	53546	
Contact No.:	03429524197	0301-4033689
Email:	<a href="mailto:fawad.ali3@hbl.com">fawad.ali3@hbl.com</a>	arslan.mehmood@hbl.com
Organization:	Habib Bank Limited	Habib Bank Limited
Postal Address:	Habib Bank Limited (0107) - Gilgit, HBL Area Office, N.L.I Market, Shahrah -E-Quaid -E- Azam, Gilgit	Transaction & Employee Banking, 3rd Floor, HBL RHQ Building, Multan
	<b>Peshawar</b>	<b>Abbottabad</b>
Contact Officer:	Umer Hayat Khan	Junaid Ahmed
Designation	Assistant Relationship Manager	Assistant Relationship Manager
Direct:	53124	55607
Contact No.:	03365033369	03060221212
Email:	umer.khan5@hbl.com	junaid.ahmed8@hbl.com

Organization:	Habib Bank Limited	Habib Bank Limited
Postal Address:	Habib Bank Limited (0224) Prop. # 15, Saddar Road, Peshawar Cantt., Peshawar	Habib Bank Limited (2365) - Mandian Branch, Zaman Plaza, Near Ayub Medical College, Mansehra Road, Abbottabad.



## 11 MATERIAL CONTRACTS

### 11.1. Details of Long-Term Financing Facilities

Sr No.	Bank	Facility	Limit (PKR Mn)	Mark-up / Commission	Date Sanctioned	Expiry / Review Date
1	Bank AL Habib Limited	Diminishing Musharaka	650.00	6 MK+1.5%	16-09-2021	15-09-2026
2	Habib Bank Limited	Diminishing Musharaka	650.00	3 MK+1.25%	27-09-2021	26-09-2027
			26.79	3.5%	09-02-2023	08-02-2028
			61.00	3.5%	09-02-2023	08-02-2028
			48.93	3 MK+1.5%	09-02-2023	08-02-2028

### 11.2. Details of Short-Term Financing Facilities

Sr No.	Bank	Facility	Limit (PKR Mn)	Mark-up / Commission	Date Sanctioned	Expiry / Review Date
1	Bank AL Habib Limited	Istisna	800.00	Relevant Kibor+0.80%	03-01-2023	31-05-2023
		Musawama Local	30.00	Relevant Kibor+0.80%		
		Letter of Guarantee	885.00	0.20% p. q		
2	Askari Bank Limited	Letter of Credit Sight	1,000.00	0.05% Commission	17-06-2022	31-01-2023*
3	Bank Alfalah Limited	Letter of Credit Sight	700.00	As per Schedule of Charges	11-11-2022	30-09-2023
		Letter of Guarantee	300.00	As per Schedule of Charges		
4	Bank of Punjab Limited	Import Murabaha	1,000.00	Matching Kibor+0.75% p. a	12-10-2022	31-10-2023
5	Bank Islami Pakistan Limited	LC Sight (Foreign)	500.00	0.05% Commission	06-04-2022	31-01-2023*
6	Dubai Islamic Bank Pakistan Limited	Letter of Credit Sight	400.00	0.05% p. q Commission	10-05-2022	30-04-2023

		Local Murabaha	150.00	Relevant Kibor + 1% p. a		
		Letter of Guarantee	100.00	As per Schedule of Charges		
7	Faysal Bank Limited	Istisna	700.00	Relevant Matching Kibor+0.75%	23-12-2022	31-05-2023
8	Habib Bank Limited	Letter of Credit Sight	550.00	0.10% p. q Commission	09-02-2023	31-12-2023
		Letter of Guarantee	500.00	As per Schedule of Charges		
9	Habib Metropolitan Bank Limited	Letter of Credit Sight	450.00	0.10% Commission	01-08-2022	30-04-2023
		Istisna	500.00	3/6 M Kibor+0.75%		
10	Soneri Bank Limited	Letter of Credit Sight	700.00	0.10% p. q Commission	25-11-2021	31-12-2022*
		Letter of Guarantee	300.00	0.20% p. q		
11	Standard Chartered Bank Limited	Import Murabaha	1,500.00	0.10% p. q	19-08-2022	28-02-2023*
12	Meezan Bank Limited	Running Musharaka	1,500.00	1 M Kibor +0.50% p. a	03-11-2022	31-12-2023
		Letter of Guarantee	500.00	0.10% p. q		

\*Renewal of these facilities is in process and the Company has not received the new Offer Letters.

### 11.3. Details of Letter of Credit for Expansion Project

Sr No.	Particular	LC Number	Beneficiary	Country	Delivery Date/Order Date	Amount in Foreign Currency	Amount (PKR)
1	X-RAY 8000 NXT CCV	5501LC73139/2021	Fast Cables Limited	Germany	16-Apr-22	Euro: 150,395	30,424,909
2	Nitrogen Generator	5501LC73126/2021	Fast Cables Limited	China	24-Mar-22	\$33,749	6,071,445
3	Heating Furnace for Aluminium Alloy	5501LC75950/2021	Fast Cables Limited	China	17-May-22	\$79,000	18,897,100

4	Aluminium Alloy RBD Machine	ILC50090914721PK	Fast Cables Limited	China	10-May-22	\$723,300	134,859,285
5	Conductor Preheater	5501LC74826/2021	Fast Cables Limited	China	18-Mar-22	\$35,200	6,299,040
6	Forklift Trucks	5501LC75666/2021	Fast Cables Limited	Japan	11-Feb-22	JPY: 11,350,000	17,100,000
7	Multi-wire Drawing Machine	ILC50090393521PK	Fast Cables Limited	China	23-Jul-22	\$507,200	109,656,640
8	Automatic Coiling Machine	5501LC58114/2022	Fast Cables Limited	China	16-Jun-22	\$42,000	8,452,500
9	6-35 KV Triple Layer Co-extrusion Dry-cure CCV Line	5501LC72433/2021	Fast Cables Limited	China	18-Aug-22	Rmb: 4,600,000	157,950,688
10	PD Testing Machine / AC Intelligent System	5501LC58390/2022	Fast Cables Limited	China	02-Sep-22	\$116,180	26,750,636
11	High Braiding / High speed Braiding Machine	ILC50090464921PK	Fast Cables Limited	China	13-Jan-22	\$265,400	49,296,435
12	Copper Rod Upward Continuous Casting Machine	5501LC64364/2022	Fast Cables Limited	China	11-Nov-22	\$126,839	28,653,495

#### 11.4. Details of Agreements for Cable Manufacturing

The details for material contracts pertaining to the supply of material for cable manufacturing for the Company is given below:

Sr. No.	Title of Agreement	Party to Agreement	Date of Contract	Value of Contracts	Particular
1	Multi-wire Drawing Machine	Baruchi Co. Ltd	May 2022	\$ 507,200	Supply of machinery along with installation and commissioning of machine at site and test-run.

Sr. No.	Title of Agreement	Party to Agreement	Date of Contract	Value of Contracts	Particular
2	Copper Rod Upward Continuous Casting Machine	Foshan Metech Trading Co. Ltd	April 2022	\$ 126,839	Supply of machinery along with installation and commissioning of machine at site and test-run.
3	Intermediate Copper Drawing Machine	Baruchi Co. Ltd	March 2022	\$ 172,450	Supply of machinery along with installation and commissioning of machine at site and test-run.
4	6-35 KV Triple Layer Co-extrusion Dry-cure CCV Line	Anhui Prius Electromechanical Machinery Co. Ltd	October 2021	RMB 4,600,000	Supply of machinery along with installation and commissioning of machine at site and test-run.
5	Aluminium Alloy RBD Machine	Baruchi Co. Ltd	June 2021	\$ 680,800	Supply of machinery along with installation and commissioning of machine at site and test-run.

\*There is no specific validity of contracts mentioned in the table above

\*The issuer was unable to find details such as Paid-up capital, Net worth, Revenue, and Place of incorporation of parties to agreement mentioned above as per regulations mentioned in Public Offering Regulation

#### 11.5. Details of Construction Contracts pertaining to Expansion of Plant

The following table shows the building construction and related work which has been contracted with the following suppliers:

Sr. No.	Title of Agreement	Party to Agreement	Date of Contract	Value of Contract	Particular
1	Contract for Construction Work (Unit - II Hall 04)	Ch. Safdar & Co	October 2020	PKR 145.00 Mn	Agreement for the civil works of Hall 04 at Unit - II, Sundar Raiwind Road, Lahore

\*The issuer was unable to find details such as Paid-up capital, Net worth, Revenue, and Place of incorporation of party to agreement mentioned above as per regulations mentioned in Public Offering Regulation

### 11.6. Details of LESCO Supply Contract

The following table shows the details of utility supply contract with LESCO;

Sr. No.	Title of Agreement	Party to Agreement	Date of Contract	Particular
1	5300KW	LESCO	October 2019	Installment of 5300KW Grid Station

\*The issuer was unable to find details such as Paid-up capital, Net worth, Revenue, and Place of incorporation of parties to agreement mentioned above as per regulations mentioned in Public Offering Regulation

### 11.7. Details of Memorandum of Understanding for Land Acquisition

Sr. No.	Title of Agreement	Party to Agreement	Date of Contract	Particular
1	Memorandum of Understanding	Ali Raja Associates	February 2023	Act as an agent and assist FCL to buy land in vicinity of Unit –II Sundar Raiwind Road, Lahore

\*The commission paid to the agent will be mutually decided and will not be paid from IPO proceeds.

### 11.8. Details of Related Party Transaction

Sr. No.	Title of Agreement	Party to Agreement	Date of Contract	Particular
1	Rent Agreement	Mr. Ghulam Murtaza Shaukat (CEO)	June 2022	Mr. Ghulam Murtaza Shaukat (CEO of FCL) has rented his property located at 7-Canal Bank, Main Jallo Road, Harbans Pura, Lahore – Unit – I, having area of 24 Kanals and 19 Marlas to Fast Cables Limited.

### 11.9. Inspection of Documents and Contracts

Copies of the Memorandum and Articles of Association, the Audited Financial Statements, the Auditor's Certificates, Information Memorandum and copies of the agreements referred to in this Prospectus may be inspected during usual business hours on any working day at the registered office of the Company from the date of publication of this Prospectus until the closing of the subscription list.

### 11.10. Memorandum of Association

The Memorandum of Association, inter alia, contains the objects for which the Company was incorporated and the business which the Company is authorized to undertake. A copy of the Memorandum of Association is annexed to this Prospectus and with every issue of the Prospectus except the one that is released in newspapers as advertisement.

#### **11.11. Financial year of the Company**

The financial year of the Company commences on July 1 and ends on June 30.

## 12 BOOK BUILDING PROCEDURE/INSTRUCTIONS FOR REGISTRATION AND BIDDING

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### 12.1. Book Building Procedure

#### 12.1.1. Brief Structure

##### The Present Issue

The Issue comprises of 83,500,000 Ordinary Shares of face value worth PKR 10.0/- each which constitutes 25.01% of the Post-IPO Paid Up Capital of the Company.

The Issue of 83,500,000 Ordinary Shares will be offered through the Book Building process at a Floor Price of PKR 36.0/- per share. Initially, 75% of the Issue size i.e., 62,625,000 Ordinary Shares will be allotted to Successful Bidders and 25% of the Issue size i.e., 20,875,000 Ordinary Shares will be offered to Retail Investors at the Issue Price. Any unsubscribed retail portion will be allocated to Successful Bidders on a pro-rata basis.

The Floor Price of PKR 36.0/- has a maximum Price Band of 40% above which no Bid shall be accepted. At maximum Price Band, the highest Strike Price that can be Bid for shall be PKR 50.4/- per share.

**The Bidders shall give an undertaking along with the application that they would subscribe to the unsubscribed shares, if any, by the retail investors and their remaining Bid money would remain deposited/ blocked till allotment of unsubscribed shares, if any, of the retail portion to them on pro-rata basis. In case the retail portion is fully subscribed, the Bid money shall be unblocked within one (1) working day or refunded within three (3) working days of the closing of the public subscription.**

Within 3 working days of the closing of the Bidding Period, a Supplement to the Prospectus will be published in at least all those newspapers in which the Prospectus is published. The Supplement will contain information related to the Strike Price, the Offer Price, dates of the Public Subscription, and category wise break-up of the Successful Bidders. Format of the Supplement is given on page 3 of this Prospectus

#### 12.1.2. Types of Bids and Procedure for making a Bid

Book Building is a process whereby investors Bid for a specific number of shares at various prices. The Issuer set a Floor Price, which is the minimum / lowest price a Bidder can bid at. An order book of Bids is maintained by the Book Runner, which is then used to determine the Strike Price through the “**Dutch Auction Method**”.

Under the Dutch Auction Method, the Strike Price is determined by lowering the Bid Price to the extent that the total number of shares issued through the Book Building process are subscribed.

A Bid by a Bidder can be a “**Limit Bid**”, or a “**Step Bid**”, each of which are explained below:

**Limit Bid:** Limit Bid is at the Limit Price, which is the maximum price a Bidder is willing to pay for a specified number of shares.

In such a case, a Bidder explicitly states a price at which he / she / it is willing to subscribe to a specific number of shares. For instance, a Bidder may bid for 1 Mn shares at PKR 36.0/- per share, based on which the total Application Money would amount to PKR 36 Mn. In this case the Bid Amount will be also be PKR 36 Mn. Since the Bidder has placed a Limit Bid of PKR 36.0/- per share, this indicates that he / she / it is willing to subscribe the shares at a price up to PKR 36.0/- per share.

**Step Bid:** A series of Limit Bids at increasing prices. The amount of any individual step shall not be less than PKR. 1,000,000.

For instance, if the investor Bids for 0.70 Mn shares at PKR 36.0/- per share, 0.60 Mn shares at PKR 37.0/- per share and 0.50 Mn shares at PKR 38.0/- per share, then in essence the investor has placed one Step Bid comprising three

Limit Bids at increasing prices. The Application Money would amount to PKR 66.4 Mn, 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) Individual Investors shall deposit PKR 66.4 Mn in the Book Building Account as Margin Money which is 100% of PKR 66.4 Mn and (ii) Institutional Investors shall deposit at least PKR 16.60 Mn in the Book Building Account as Margin Money which is 25% of PKR 66.4 Mn.

**RESTRICTIONS:**

- (i) **AN ELIGIBLE INVESTOR SHALL NOT:**
- (a) **MAKE BID BELOW THE FLOOR PRICE AND ABOVE THE UPPER LIMIT OF THE PRICE BAND;**
  - (b) **MAKE BID FOR MORE THAN 10% OF THE SHARES ALLOCATED UNDER THE BOOK BUILDING PORTION**
  - (c) **MAKE A BID WITH A PRICE VARIATION OF MORE THAN 10% OF THE PREVAILING INDICATIVE STRIKE PRICE AS PER REGULATION 10(2)(iii) OF THE PO REGULATIONS**
  - (d) **PLACE CONSOLIDATED BID**
  - (e) **MAKE MORE THAN ONE BID SEVERALLY OR JOINTLY**
  - (f) **MAKE DOWNWARD REVISION BOTH IN TERMS OF BID PRICE AND BID VOLUME; PROVIDED THAT IN CASE OF UPWARD REVISION OF THE BID PRICE, THE NUMBER OF SHARES BID FOR I.E. BID VOLUME MAY BE ADJUSTED ENSURING THAT THE BID AMOUNT OR BID MONEY REMAINS THE SAME; OR**
  - (g) **WITHDRAW BID**
- (ii) **RELATED EMPLOYEES OF THE ISSUER, LEAD MANAGER AND THE BOOK RUNNER SHALL NOT PARTICIPATE IN THE BIDDING PROCESS.**
- (iii) **NO PERSON SHALL TAKE PART IN THE BOOK BUILDING PROCESS, DIRECTLY OR INDIRECTLY SEVERALLY OR JOINTLY IN ANY MANNER OR ENGAGE IN ANY ACT OR PRACTICE WHICH CREATE A FALSE AND MISLEADING APPEARANCE OF ACTIVE BIDDING FOR RAISING OR DEPRESSING STRIKE PRICE IN THE BOOK BUILDING PROCESS.**
- (iv) **AS PER REGULATION 7(8) OF THE PO REGULATION, THE ASSOCIATES OF THE ISSUER AS DISCLOSED IN THE PROSPECTUS SHALL NOT IN AGGREGATE MAKE BIDS IN EXCESS OF TEN (10) PER CENT OF THE SHARES OFFERED THROUGH BOOK BUILDING.**
- (v) **AS PER REGULATION 7(9) OF THE PO REGULATIONS, THE ASSOCIATES OF THE CONSULTANT TO THE ISSUE TO THE ISSUE AND BOOK RUNNER SHALL NOT IN AGGREGATE MAKE BIDS IN EXCESS OF TEN (10) PERCENT OF THE SHARES OFFERED THROUGH BOOK BUILDING.**

**LIST OF ASSOCIATED COMPANIES AND UNDERTAKINGS OF THE ISSUER, NAMES OF RELATED EMPLOYEES OF THE ISSUER, LEAD MANAGER AND BOOK RUNNER ARE PROVIDED IN SECTION 3.**

Once the Bidding Period has lapsed and the book has been built, the, Strike Price shall be determined on the basis of Dutch Auction Method.

Successful Bidders shall be intimated, within one (1) working day of the closing of the Bidding Period, about the Strike Price and the number of shares provisionally allotted to each of them. 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. Upon intimation by the Book Runner of the final allocation, successful institutional Bidders shall deposit their balance margin money within (3) days of such intimation. **Where a successful Bidder defaults in payment of shares allotted to him / her / it, the Margin Money deposited by such Bidder shall be forfeited to the Book Runner.**

**As per regulation 9(16) of the PO Regulations, the successful Bidders shall be issued shares at the time of issuance of shares to the retail investors. Shares to successful Bidders shall be issued only in the form of book-entry through**



**credit in their respective CDS accounts (Investors Account or Sub-Account). All the Bidders shall, therefore, provide number of their CDS accounts in the Bid application.**

The Bidders must provide the bank account details in their Bidding form, so that cash dividend can be credited into their respective International Bank Account Number (IBAN).

### 12.1.3. Mechanism for Determination of Strike Price

1. At the close of the Bidding period, the Strike Price shall be determined on the basis of Dutch Auction Method by the Designated Institution. Under this methodology, the Strike Price is determined by lowering the price to the extent that the total shares offered under the Book Building Portion are subscribed.
2. The Order Book shall display the Bid prices in a tabular form in descending order along with the number of shares Bid for and the cumulative number of shares at each price level.
3. As per the regulation 9(12) of the PO Regulation, in case all the Bids made above the Strike Price are accommodated and shares are still available for allotment, such available shares will be allotted on proportionate basis against the Bids made at the Strike Price.

The mechanism for determination of the Strike Price can be understood by the following illustration:

1. Number of shares being Issued through the Book Building: 62,625,000 Ordinary Shares
2. Floor Price: PKR 36.0/- per Ordinary Share with maximum price band of 40% i.e., PKR 50.4/- per share
3. Bidding Period: From [.] to [.]
4. Bidding Time: 9:00am – 5:00pm
5. Bidding Revision Time (Upward Revision only): 9:00am – 5:00pm on all days

Bidder	Price (PKR/share)	Quantity	Cumulative Number of shares	Category of Order
Institution A	50.4	8,000,000	8,000,000	Limit Price
Institution B	49	7,000,000	15,000,000	Limit Price
HNWI A	48	6,000,000	21,000,000	Step Bid
Institution C	47	5,500,000	26,500,000	Limit Price
Institution D	46	5,000,000	31,500,000	Limit Price
Institution E	45	4,000,000	34,500,000	Limit Price
HNWI B	44	5,000,000	39,500,000	Limit Price
HNWI A	43	6,000,000	45,500,000	Step Bid
Institution F	42	3,000,000	48,500,000	Limit Price
Institution G	41	2,000,000	50,500,000	Limit Price
HNWI C	40	5,000,000	55,500,000	Limit Price
Institution H	39	2,000,000	57,500,000	Limit Price
Institution I	38	1,000,000	58,500,000	Step Bid
Institution H	37.5	2,000,000	60,500,000	Limit Price
HNWI D	37	1,000,000	61,500,000	Step Bid
Institution J	36.5	1,500,000	63,000,000	Limit Bid
HNWI E	36	4,000,000	67,000,000	Limit Price

Strike Price determined through Dutch Auction Method

Bid has been revised upwards and placed at PKR 39.00

Total shares bid at and above the Floor Price **200**

On the basis of the figures provided in the above illustration, according to the Dutch Auction Method, the Strike Price would be set at PKR 36.50 per share to sell the required quantity of 62,625,000 Ordinary Shares.

At PKR 50.4 per share, investors are willing to buy 8,000,000 shares. Since 54,625,000 shares are still available, therefore the price will be set lower.

At PKR 49.0 per share, investors are willing to buy 7,000,000 shares. Since 47,625,000 shares are still available, therefore the price will be set lower.

At PKR 48.0 per share, investors are willing to buy 6,000,000 shares. Since 41,625,000 shares are still available, therefore the price will be set lower.

At PKR 47.0 per share, investors are willing to buy 5,500,000 shares. Since 36,125,000 shares are still available, therefore the price will be set lower.

At PKR 46.0 per share, investors are willing to buy 5,000,000 shares. Since 31,125,000 shares are still available, therefore the price will be set lower.

At PKR 45.0 per share, investors are willing to buy 4,000,000 shares. Since 27,125,000 shares are still available, therefore the price will be set lower.

At PKR 44.0 per share, investors are willing to buy 5,000,000 shares. Since 22,125,000 shares are still available, therefore the price will be set lower.

At PKR 43.0 per share, investors are willing to buy 6,000,000 shares. Since 16,125,000 shares are still available, therefore the price will be set lower.

At PKR 42.0 per share, investors are willing to buy 3,000,000 shares. Since 13,125,000 shares are still available, therefore the price will be set lower.

At PKR 41.0 per share, investors are willing to buy 2,000,000 shares. Since 11,125,000 shares are still available, therefore the price will be set lower.

At PKR 40.0 per share, investors are willing to buy 5,000,000 shares. Since 6,125,000 shares are still available, therefore the price will be set lower.

At PKR 39.0 per share, investors are willing to buy 2,000,000 shares. Since 4,125,000 shares are still available, therefore the price will be set lower.

At PKR 38.0 per share, investors are willing to buy 1,000,000 shares. Since 3,125,000 shares are still available, therefore the price will be set lower.

At PKR 37.50 per share, investors are willing to buy 2,000,000 shares. Since 1,125,000 shares are still available, therefore the price will be set lower.

At PKR 37.0 per share, investors are willing to buy 1,000,000 shares. Since 125,000 shares are still available, therefore the price will be set lower.

At PKR 36.50 per share, investors are willing to buy 1,500,000 shares. **Since after bidding for 1,500,000 shares at PKR 36.50 per share, no shares will be available therefore the Strike Price will be set at PKR 36.50 per share for the entire lot of 62,625,000 shares.**

The Bidders who have placed Bids at prices above the Strike Price (which in this illustration is PKR 43.0 per share), will become entitled for allotment of shares at the Strike Price and the differential would be refunded.

In case all the Bids made above the Strike Price are accommodated and shares are still available for allotment, such available shares shall be allotted against the Bids made at the Strike Price on proportionate basis as per regulation 9(12) of the PO Regulations.

The Bidders who have made Bids below the Strike Price shall not qualify for allotment of shares and the Book Runner shall intimate the respective banks for unblocking their Bid Money within one (1) working day of the close of the Bidding period as per regulation 9(13) of the PO Regulation and the refunds, where required to such Bidders shall be made within three (3) working days from the close of the Bidding period

Since this Issue is being made through 100% Book Building, as per the regulation 7(4) of the PO Regulation, the Bidder shall be allowed to place Bids for hundred (100%) percent of the Issue size and the Strike Price shall be the price at which hundred (100%) percent of the Issue size is subscribed. However, the successful Bidders would be allotted and issued only seventy-five (75%) percent of the Issue size and the remaining twenty-five (25%) percent would be offered to the retail investor. The Bidders shall give an undertaking along with the application that they would subscribe to the unsubscribed shares, if any, out of the retail portion of the Issue and their remaining Bid money would remain deposited/ blocked till allotment of such unsubscribed shares to them on pro-rata basis.

The Bid money of Bidders shall remain deposited or blocked till allotment of unsubscribed shares, if any, to them on pro rata basis as per regulation 9(15) of PO Regulation.

In case retail portion of the Issue is fully subscribed, the Bid money shall be unblocked within one (1) working day or refunded within three (3) working days of the closing of the public subscription.

#### **12.1.4. Timeframe for intimation to the successful Bidders and mechanism for payment of the balance amount by the successful Bidders**

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. Upon intimation by the Book Runner of the final allocation, successful institutional Bidders shall deposit their balance margin money within (3) days of such intimation. **Where a successful Bidder defaults in payment of shares allotted to it, the Margin Money deposited by such Bidder shall be forfeited to the Book Runner.**

#### **12.1.5. Book Runner to the Issue:**

Arif Habib Limited has been appointed by the Issuer as Lead Manager & Book Runner to this Issue.

#### **Roles and Responsibilities of the Book Runner**

The Book Runner to the Issue shall be responsible to:

1. ensure that necessary infrastructure and electronic system is available to accept Bids and to conduct the whole Book Building process in a fair, efficient and transparent manner;
2. ensure blocking of Bid and margin money of the Bidders in their respective accounts;
3. the Book Runner must be financially capable for honoring its commitments arising out of defaults by their investors, if any;
4. use the software provided by the Designated Institution for the Book Building on such terms and conditions as may be agreed with the Designated Institution through an agreement in writing;
5. ensure that the software used for Book Building is based on Dutch Auction Method for display of the order book and determination of the Strike Price;

6. ensure that the Bidders can access to the System and can revise their Bids electronically using the user ID and the password;
7. ensure that it has obtained list and Unique Identification Number (UIN) of the associates of the Issuer, the Consultant to the Issue and all the related employees;
8. ensure that no Bid or Bids exceeding ten per cent (10%), in aggregate, is or are made by the associated companies and associated undertakings of the Issuer;
9. ensure that no Bid in aggregate exceeding ten per cent (10%) is made by the companies and associated undertakings of the Lead Manager and the Book Runner;
10. enter into an underwriting agreement with the Issuer with respect to underwriting of the Book Building portion for covering the default risk;
11. establish Bid Collection Centers at least in Islamabad, all the provincial capitals, Azad Kashmir and Gilgit/Baltistan;
12. maintain record of all the Bids received; and
13. ensure that all the Bids received in the Bid Collection Centers are entered into the system developed by the Designated Institution for the purpose of Book Building within the prescribed time.

The Book Runner have established Bid Collection Centers at the following addresses (direct & fax numbers in all centers).

#### 12.1.6. Bid Collection Centers

The Book Runner has established Bid Collection Centers at the following addresses:

Karachi		
Contact Officer:	Malik Harris Rehman	Muhammad Sheryar Khan
Designation	Analyst	Assistant Relationship Manager
Direct No.:	021 32465891	17413
Phone No.:	0321 8210508	0300 2166593
Email:	harris.rehman@arifhabibltd.com	Muhammad.khan62@hbl.com
Organization	Arif Habib Limited	Habib Bank Limited
Postal Address:	Arif Habib Limited Arif Habib Centre, 23 M.T Khan Road, Karachi	Habib Bank Limited (2525) - HBL Tower Branch, Teen Talwaar, Clifton, Karachi
Karachi		Islamabad
Contact Officer:	Faisal Parekh	Asad Abbas Najfi
Designation	Manager Equity	Manager
Direct No.:	+92-21-32434558, +92-21-32462988	051 289 5341

Contact No.:	0321 2137865	0345 5111156
Email:	faisalparekh@gmail.com	<a href="mailto:asad.abbasnajfi@arifhabibltd.com">asad.abbasnajfi@arifhabibltd.com</a>
Organization	Arif Habib Limited	Arif Habib Limited
Postal Address:	Office Room No. 640,641,642 Stock Exchange Building, Karachi	Office No. 506, 5th Floor, ISE Towers, Jinnah Avenue, Islamabad

Lahore		
Contact Officer:	Muhammad Junaid Akram	Umair Hassan
Designation	Senior Officer	Assistant Relationship Manager
Direct No.:	042-3631 3707	-
Contact No.:	0304 7072702	0334-5814682
Email:	<a href="mailto:muhammad.junaid@arifhabibltd.com">muhammad.junaid@arifhabibltd.com</a>	<a href="mailto:umair.hassan3@hbl.com">umair.hassan3@hbl.com</a>
Organization	Arif Habib Limited	Habib Bank Limited
Postal Address:	Office No. G-5 & G-6, Ground Floor, LSE Plaza, 19 Khayaban-e-Aiwan-e-Iqbal Lahore	Transaction & Employee Banking, 2nd floor HBL RHQ, 102-103, Upper Mall, Lahore
Islamabad		Faisalabad
Contact Officer:	Saad Ahmed	Sajid Mehmood
Designation	Assistant Relationship Manager	Relationship Manager
Direct:	55191	041-2541122
Contact No.:	03009894926	<b>0333-6515633</b>
Email:	<a href="mailto:saad.ahmed5@hbl.com">saad.ahmed5@hbl.com</a>	<a href="mailto:sajid.mehmood4@hbl.com">sajid.mehmood4@hbl.com</a>
Organization	Habib Bank Limited	Habib Bank Limited

Postal Address:	Habib Bank Limited (0874) - Islamabad Corporate - HBL Tower, Blue Area, Jinnah Avenue, Islamabad	Transaction & Employee Banking, HBL RHQ Office # 22 Regency Plaza Opposite PIA office The Mall, Faisalabad
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	Sialkot	Azad Kashmir
Contact Officer:	Gulraiz Sajjad	Syed Amir Ali Gardezi
Designation	Assistant Relationship Manager	Assistant Relationship Manager
Direct:	-	51534
Contact No.:	0320-4557660	03455888604
Email:	gulraiz.sajjad2@hbl.com	<a href="mailto:amir.gardezi50@hbl.com">amir.gardezi50@hbl.com</a>
Organization:	Habib Bank Limited	Habib Bank Limited
Postal Address:	Transaction & Employee Banking, Habib Bank Center, Paris Road, Sialkot	Habib Bank Limited (1165) - Chattar Domel, R.H.Q - Near Apex Cash & Carry, Gojra Bypass Road, Muzaffarabad
	Gilgit/Baltistan	Multan
Contact Officer:	Fawad Ali	Arsalan Mehmood
Designation	Assistant Relationship Manager	Relationship Manager
Direct:	53546	
Contact No.:	03429524197	0301-4033689
Email:	<a href="mailto:fawad.ali3@hbl.com">fawad.ali3@hbl.com</a>	arслан.mehmood@hbl.com
Organization:	Habib Bank Limited	Habib Bank Limited
Postal Address:	Habib Bank Limited (0107) - Gilgit, HBL Area Office, N.L.I Market, Shahrah -E-Quaid -E- Azam, Gilgit	Transaction & Employee Banking, 3rd Floor, HBL RHQ Building, Multan
	Peshawar	Abbottabad
Contact Officer:	Umer Hayat Khan	Junaid Ahmed
Designation	Assistant Relationship Manager	Assistant Relationship Manager

Direct:	53124	55607
Contact No.:	03365033369	03060221212
Email:	umer.khan5@hbl.com	junaid.ahmed8@hbl.com
Organization:	Habib Bank Limited	Habib Bank Limited
Postal Address:	Habib Bank Limited (0224) Prop. # 15, Saddar Road, Peshawar Cantt., Peshawar	Habib Bank Limited (2365) - Mandian Branch, Zaman Plaza, Near Ayub Medical College, Mansehra Road, Abbottabad.

#### 12.1.7. Roles and Responsibilities of the Designated Institution

PSX being provider of the Book Building System (Designated Institution), shall ensure that Book Building System shall smoothly perform following functions:

1. Record name, UIN, National Tax Number (NTN), postal and email addresses, land line and cell numbers, International Bank Account Number (IBAN) and branch address and complete CDS Account Number (i.e., Investor Account Number or Sub-Account Number);
2. Provide a mechanism for registration of the Bidders before commencement of the Bidding period till 03:00 p.m. on the last day of the Bidding Period and require the investors to provide at least such information as mentioned above;
3. Generate Bidders' Internet Protocol (IPs) address and keep record of all IP addresses from where the Bids are placed;
4. Record the number of shares Bid for, the Bid Price, type of the Bid i.e., Limit Bid or Step Bid, date and time of the entry of the Bid;
5. Display the Bids revised, and date and time of upward revision;
  - i. Neither allow withdrawal of Bid, nor accept the Bids placed at a Bid Price that is below the Floor Price or above 10% of the Indicative Strike Price at any point of time and above the upper limit of the Price Band;
6. Display live the total number of shares offered for sale, the Floor Price, Price Band, total number of Bids received, total number of shares Bid for and the indicative Strike Price;
7. Build an order book showing demand for the shares at various price levels in a descending order along with the accumulated number of shares Bid for and percentage of total shares offered under the Book Building Portion;
8. Discover the Strike Price at the close of the Bidding Period;

9. Generate alerts for the Bidders via Short Message Service (“SMS”) through cell phones and emails upon entry of the Bid, at the time of upward revision of the Bid, upon variation in the Indicative Strike Price and upon discovery of the Strike Price; and
10. Ensure that the system must provide the Bidders the option to upward revise their Bids online or through the Book Runner during the period permitted under these PO Regulations.

The Designated Institution shall ensure that:

- i. identity of the Bidder is not displayed; and
- ii. no Bid is entered into the System after closing of the Bidding Period.

#### 12.1.8. Roles and Responsibilities of the Issuer:

The Issuer shall ensure that:

1. the Issuer, its Sponsors, Promoters, Substantial Shareholders, Directors and Associates shall have no over dues or defaults, irrespective of the amount, appearing in the report obtained from the credit information bureau;
2. the Issuer or its Directors, Sponsors or Substantial Shareholders should not have held the office of the Directors, or have not been Sponsors or Substantial Shareholders in any Company:
  - i. which had been declared defaulter by the securities exchange or futures exchange; or
  - ii. whose TRE certificate has been cancelled or forfeited by the securities exchange; or
  - iii. which has been de-listed by the securities exchange due to non-compliance of its regulations.
3. The Lead Manager to the Issue, Book Runner, Balloter and Share Registrar and Banker to the Issue, are appointed through separate agreements in writing.
4. It has submitted through its Lead Manager, an application along with draft prospectus for listing of its securities to the PSX.
5. the shares shall be issued in book-entry form only.

#### 12.1.9. Opening and Closing of the Registration Period

The Registration period shall be for **Five (5)** working days as under:

REGISTRATION PERIOD	
[•]/2023	9:00am to 5:00pm
[•]/2023	9:00am to 5:00pm
[•]/2023	9:00am to 5:00pm
[•]/2023	9:00am to 5:00pm
[•]/2023	9:00am to 3:00pm

#### 12.1.10. Opening and Closing of the Bidding Period

The Bidding Period shall be for **Two (2)** working days as under:

<b>BIDDING PROCESS STARTS ON</b>	[•]/2023 (9:00 AM to 5:00 PM)
<b>BIDDING PROCESS ENDS ON</b>	[•]/2023



	(9:00 AM to 5:00 PM)
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#### 12.1.11. Eligibility to Participate in Bidding

Eligible Investors who can place their Bids in the Book Building process include local and foreign Individual and Institutional Investors whose Bid Amount is not less than PKR 1,000,000/- (Rupees One Mn only).

#### 12.1.12. Information for Bidders

1. The Prospectus for Issue of Shares has been approved by PSX and SECP.
2. The Prospectus, Registration Forms and the Bidding Forms can be obtained from the Registered Office of Fast Cables, AHL, and the designated Bid Collection Centers. Prospectus, Registration Forms and Bidding Forms can also be downloaded from the following websites of the Lead Manager & Book Runner, the Company, and PSX i.e. <http://www.arifhabilttd.com>, <https://fast-cables.com>, <https://www.psx.com.pk>.
3. Eligible Investors who are interested to participate in Bidding for subscribing the Ordinary Shares of the Company should approach the Book Runner at the addresses provided in Section 10.7 of this Prospectus for registration for submitting their Bids.
4. THE REGISTRATION FORMS SHOULD BE SUBMITTED ON THE PRESCRIBED FORMAT AT THE ADDRESSES PROVIDED IN SECTION 12.1.6. FOR DETAILS ON THE PROCEDURE OF REGISTRATION PLEASE REFER TO SECTION 12.1.14.
5. THE BIDS SHOULD BE SUBMITTED ON THE PRESCRIBED BIDDING FORM IN PERSON, THROUGH FAX NUMBERS GIVEN IN SECTION 10.7 OR THROUGH THE ONLINE SYSTEM USING THE USER ID AND PASSWORD ISSUED AT THE TIME OF REGISTRATION OF ELIGIBLE INVESTOR.
6. REGISTERED INVESTORS CAN PLACE AND REVISE THEIR BIDS UPWARDS BY ACCESSING THE DESIGNATED INSTITUTIONS ONLINE PORTAL FOR BOOK BUILDING BY USING THE USER ID AND PASSWORD COMMUNICATED TO THEM VIA EMAIL BY PSX.
7. 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.
8. ELIGIBLE INVESTORS WHO ARE ACCOUNT HOLDERS OF [.]& [.] (THE BANKER TO THE BOOK BUILDING PORTION OF THE ISSUE) CAN USE THE ONLINE TRANSFER FACILITY PROVIDED BY [.]& [.] TO DEPOSIT THEIR BID MONEY TO THE BOOK BUILDING ACCOUNT OPENED AT [.]& [.]

#### 12.1.13. Registration form and Procedure for Registration

1. A standardized Registration Form has been prescribed by the Issuer. The Registration Form shall be submitted, duly filled in, at the Bid Collection Centers in person on addresses given in section 12.1.6 on the standard Registration Form. The Registration Form shall be serially numbered at the Bid Collection Centers and date and time stamped at the time of collection of the same from the Bidders.
2. Upon completion and submission of the Registration Form, the Bidders are deemed to have authorized the Issuer to make necessary changes in the Prospectus as would be required for finalizing and publishing the Supplement

to the Prospectus in the newspapers in which Prospectus was published and filing the Supplement with PSX and SECP, without prior or subsequent notice of such changes to the Bidders.

3. The registration procedure under the Book Building process is outlined below:

- The Registration period shall be for Five (5) working days i.e. [●]/2023 to [●]/2023 from 9:00 AM to 5:00 PM and from 9:00 AM to 3:00 PM on [●]/2023.
  - The Registration Form shall be issued in duplicate signed by the Bidder and countersigned by the Book Runner, with the first copy for the Book Runner and the second copy for the Bidder.
- The Registration Form shall be duly filled in and signed in duplicate and shall be submitted at the Bid Collection Centers in person, through representative or through fax on addresses and numbers given in paragraph 12.1.6.
  - Upon registration of the Bidders in the System, PSX shall assign and communicate the User ID and Password to the Bidders via email on the email address provided by them in the Registration Form.
- The Book Runner may reject any Bid for reasons to be recorded in writing provided the reason of rejection is disclosed to such Bidder. Decision of the Book Runners shall not be challengeable by the Bidder.
- Bid Amount / Margin Money shall be deposited along with the Registration Form through demand draft, pay order or online transfer through Bidder's bank account only. In case of Online Transfer, the Bidders are requested to submit a bank receipt evidencing transfer of the Bid money into the Issuer's designated bank account. **Please note that cash must not be deposited either directly or through online transfer in the Issuer's designated bank account.**
- The pay order shall be made in favor of "[.]". For online transfer the payment shall be made into [.]A/C # [.] being maintained in [.] , Karachi & [.] A/C # [.] being maintained in [.] , Karachi. Please note that online transfer facility shall only be allowed to [.]& [.] .
- Please note that third party instruments will not be accepted for Margin Money.
  - In case of intra city payment instruments, the Bidders shall ensure that the payment instruments are made "Payable at any Branch". Intra city payment instruments that are not made "Payable at any Branch" will not be accepted.
- The Book Runners shall collect an amount of 100% of the Application Money as Margin Money in respect of Bids placed by Individual Investors.
- The Book Runners shall collect an amount of not less than 25% of the Application Money as Margin Money in respect of Bids placed by Institutional Investors.
- The Bidder shall provide a valid email address in the Registration Form so that the relevant ID and password can be emailed to them upon registration.
- The Bidders can use the User ID and Password to independently place and upward revise their Bids online.
- **The successful Bidders shall be issued shares only in the form of book-entry to be credited in their respective CDS accounts. All the Bidders shall, therefore, provide their CDC account numbers in the Bid application and Registration form.**
- **The successful Bidders shall be paid cash dividend, if any announced by the Company, only through direct credit in their respective International Bank Account Number (IBAN). All the Bidders, therefore, must provide their IBANs in the Bid Application and Registration Forms.**

#### 12.1.14. Procedure for Bidding

1. A standardized Bidding Form has been prescribed by the Issuer.
2. Registered Investors can submit their Bids in person or through representatives at the Bid Collection Centers during the Bidding dates or can place their Bids online at <https://bkb.psx.com.pk> using the user ID and Password received by them over email upon registration with the Book Runner.
3. The Bidding procedure under the Book Building process is outlined below:
  - Bids can be placed either at the “Limit Price” or as a “Step Bid”. The minimum size of a Limit Bid by an Eligible Investor shall not be less than PKR 1,000,000/- (Rupees One Mn) and in case of a Step Bid, the amount of any step shall also not be less than PKR 1,000,000/- (Rupees One Mn).
  - The investors may place their Bids through any of the Bid Collection Centers established pursuant to the requirements of sub-regulation 10 of regulation 8 of the PO Regulations. Please see para 12.1.6 for addresses and contact detail of persons at the Bid Collection Centers.
  - The persons at the Bid Collection Centers shall vet the Bid applications and accept only such Bid applications that are duly filled in and supported by pay order, demand draft or a bank receipt evidencing transfer of the Bid money into the Issuer designated bank account.
  - On receipt of Bid application in accordance with the aforementioned regulation, the Book Runner shall enter Bid into the System and issue to the Bidder an electronic receipt bearing name of the Book Runner, name of the Bidding center, date and time.
  - The Bidding shall commence from 09:00 a.m. and close at 05:00 p.m. on all days of the Bidding Period. The Bids shall be collected and entered into the system by the Book-Runner till 05:00 p.m. on the last day of the Bidding period.
  - The Bidders shall have the right to revise their Bids upwards any time either manually through the Bid Collection Centers or electronically through direct access to the system till 05:00 p.m. on the last day of the Bidding Period.
  - **The Bidders shall NOT make downward revision both in terms of Bid Price and Bid Volume provided that in case of upward revision of the Bid Price, the number of shares Bid for i.e., Bid Volume may be adjusted ensuring that the Bid amount or Bid money remains the same.**
  - **The Bidders shall not withdraw the Bids.**
  - The Book Runner shall collect full amount of the Bid Amount as Margin Money in respect of Bids placed by the High Net worth Individual and not less than twenty-five percent (25%) of the Bid Amount as Margin Money in respect of Bids placed by the Institutional Investors.
  - Payment of Margin Money shall be accepted only through demand draft, pay order or online transfer and third-party payment instruments shall not be accepted.
  - The Book runner may waive the 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;
  - The Book Runner may reject any Bid for reasons to be recorded in writing provided the reason of rejection is disclosed to such Bidder. The decision of the Book Runner shall not be challengeable by the Bidder.
  - PSX shall, through the system, display live throughout the Bidding period an order book in descending order showing demand for shares at various prices and the accumulated number of shares Bid for along with percentage of the total shares issued (the “Order Book”). The Order Book should also show the revised Bids upward. The Order Book shall be accessible through websites of PSX.

- At the close of the Bidding Period, the Strike Price shall be determined on the basis of the Dutch Auction Method.
- Once the Strike Price is determined, all those Bidders whose Bids are found successful shall become entitled for allotment of shares.
- The Bidders who have made Bids at prices above the Strike Price shall be allotted shares at the Strike Price.
- In case all the Bids made above the Strike Price are accommodated and shares are still available for allotment, such available shares will be allotted against the Bids made at the Strike Price on proportionate basis as per regulation 9(12) of PO Regulations. The procedure for allotment of shares to successful Bidders is mentioned in section 12.1.22 of the Prospectus.
- The Bidders who have made Bids below the Strike Price shall not qualify for allotment of any Ordinary Shares 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 in case of refunds, the refund to such Bidders shall be made within three (3) working days from the close of the Bidding period.
- 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. The successful Bidders shall be intimated by the Book Runner of their final allocation after subscription of the retail portion of the Issue.
- In case the retail portion of the Issue is not fully subscribed, the unsubscribed shares shall be allotted to the successful Bidders on pro-rata basis.
- In case the retail portion of the Issue is oversubscribed, the allotment shall be made in the manner given in section 13.1.12 of the prospectus.
- Upon intimation by the Book Runner of final allocation, successful institutional Bidders shall deposit their balance margin within (3) days of such intimation. **Where a successful Bidder defaults in payment of shares allotted to it, the Margin Money deposited by such Bidder shall be forfeited to the Book Runner.**
- 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 credited at the time of credit and dispatch of shares out of the retail portion.
- The successful Bidders shall be issued shares only in Book Entry Form to be credited in their respective CDS Accounts. All the Bidders shall, therefore, provide their CDS Account Numbers in the Registration Form.
- The Designated Institution shall continue to display on its website, the data pertaining to the Book Building and determination of the Strike Price for a period of at least three working days after closure of the Bidding Period.
- The Book-Runner shall ensure that subscription money received against the Bids accepted shall not be released to the Issuer by the Banker to the Book Building Portion until:
  - credit of all shares allotted to retail investors; and
  - issuance of NOC by the PSX.

#### 12.1.15. Payment for Book Building Portion

The Issuer has opened a bank account for collection of Applications' Money related to Book Building portion.

The Bidders shall draw demand draft or pay order in favor of "[.]" or online transfer of the Bid money into the respective Book Building account # [.] maintained at [.]& and Book Building account # [.] maintained at [.] submit the demand draft, pay order or bank receipt at the designated Bid Collection Centers either in person or through facsimile along with a duly filled in Registration Form.

For online transfer the payment shall be made into the Account being maintained at [.] Book Building account # [.] [.] [.] Karachi & [.] [.] A/C # [.] being maintained in [.] Karachi with the Account Title “[.]”. Please note that online transfer facility shall only be allowed for [.] and [.] customers.

CASH MUST NOT BE SUBMITTED WITH THE BIDDING FORM/REGISTRATION FORM AT THE BID COLLECTION CENTER NOR DEPOSITED DIRECTLY OR VIA ONLINE TRANSFER IN THE ISSUER’S DESIGNATED BANK ACCOUNT. BID AMOUNT MUST BE PAID THROUGH PAY ORDER, BANK DRAFT OR ONLINE TRANSFER DRAWN / TRANSFER IN FAVOR OF “[.]” IN A MANNER ACCEPTABLE TO THE BOOK RUNNER. **PLEASE NOTE THAT THIRD PARTY PAYMENT INSTRUMENTS WILL NOT BE ACCEPTED.**

The Collection Banks shall keep and maintain the Bid money in the said account. Once the shares allotted under the retail portion have been credited, the Consultant to the Issue, after obtaining NOC from PSX, may request in writing to the Banker to the Book Building Portion for transfer of the money of the successful and accepted applications to the Issuer’s account(s).

#### **PAYMENT PROCEDURE**

The payment procedures for a Limit Bid or a Step Bid are explained below:

#### **PAYMENT FOR LIMIT BID**

If investors are placing their Bids as a Limit Bid, 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 1 Mn shares at a price of PKR 36.0/- per share, then the total Application Money would amount to PKR 36 Mn. In such a case, (i) Individual Investor shall deposit PKR 36 Mn in the Book Building account as the Bid amount which is 100% of PKR 36 Mn; and (ii) Institutional Investor shall deposit at least PKR 9.0 Mn in the Book Building account as the Margin Money which is 25% of PKR 36 Mn.

#### **PAYMENT FOR STEP BID**

If an investor is placing a Step Bid which is a series of Limit Bids at increasing prices, then he/she/it shall deposit the Margin Money / Bid money based on the total number of shares he/she/it is Bidding for at his/her/its stated Bid prices.

For instance, if the investor Bids for 0.70 Mn shares at PKR 36.0/- per share, 0.60 Mn shares at PKR 42.0/- per share and 0.50 Mn shares at PKR 44.0/- per share, then in essence the investor has placed one Step Bid comprising three Limit Bids at increasing prices. The Application Money would amount to PKR 72.4 Mn, 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) Individual Investors shall deposit PKR 72.4 Mn in the Book Building Account as Margin Money which is 100% of PKR 72.4 Mn and (ii) Institutional Investor s shall deposit at least PKR 18.10 Mn in the Book Building Account as Margin Money which is 25% of PKR 72.4 Mn.

#### **12.1.16. Payment by Foreign Investors**

Companies are permitted under paragraph 6 (with specific reference to sub para (B) (I)) of Chapter 20 of the State Bank of Pakistan’s (“SBP”) Foreign Exchange Manual (the “Manual”) to issue shares on repatriation basis to non-residents who are covered under paragraph 6 (A) of Chapter 20 of the Manual, i.e. (I) A Pakistan national resident outside Pakistan, (II) A person who holds dual nationality including Pakistan nationality, whether living in or outside Pakistan, (III) A foreign national, whether living in or outside Pakistan and (IV) A firm (including a partnership) or trust or mutual fund registered and functioning outside Pakistan, excluding entities owned or controlled by a foreign government, provided the issue price, is paid in foreign exchange through normal banking channel by remittance from abroad or out of foreign currency account maintained by the subscriber/purchaser in Pakistan.

Non-residents who wish to Bid for the subscription of shares being offered via Book Building can remit the subscription money through an Authorized Dealer directly to the Book Building accounts opened by the Company as given in para 12.1.16 of this Prospectus, however, those non-residents who wish to subscribe shares out of the General Public portion may contact any of the bankers to the issue (retail portion) for taking instructions regarding payment of subscription money against shares offered to General Public / retail investors. List of bankers to the Issue for retail portion is available on page 1 of this Prospectus.

The shares issued to non-resident shareholders shall be intimated by the Company to the designated Authorized Dealer, along with the documents prescribed in the Manual within 30 days of issue.

Non-residents who are covered under paragraph 6 (A) of Chapter 20 of the Manual do not require SBP's approval to invest in the shares being issued in terms of this Prospectus. Furthermore, under paragraph 7 (vii) of Chapter 20 of the Manual the Authorized Dealer shall allow repatriation of dividends, net of applicable taxes and proceeds on sale of listed shares (i.e., divestment proceeds) not exceeding the market value less brokerage/commission on provision of prescribed documents.

Payments made by non-residents shall be supported by proof of receipt of foreign currency through normal banking channels. Such proof shall be submitted along with the Application by the non-residents.

#### **12.1.17. Procedure for Rejection of Bids**

In terms of regulation 9(7) of the PO Regulations, the Book Runner may reject any Bid placed by a Bidder for reasons to be recorded in writing provided the reason of rejection is disclosed to such Bidder. Decision of the Book Runner shall not be challengeable by the Bidder.

#### **12.1.18. Time frame for upward revision of Bids by the Bidders**

The registered investors may revise their Bids upwards any time either manually through the Bid Collection Centers or electronically through direct access to the system till 05:00 p.m. on the last day of the Bidding Period.

An investor will not be allowed to place or revise a Bid with a price variation of more than 10% of the prevailing indicative Strike Price. **NO DOWNWARD REVISION BOTH IN TERMS OF BID PRICE AND BID VOLUME IS ALLOWED PROVIDED THAT IN CASE OF UPWARD REVISION OF THE BID PRICE, THE NUMBER OF SHARES BID FOR I.E. BID VOLUME MAY BE ADJUSTED ENSURING THAT THE BID AMOUNT OR BID MONEY REMAINS THE SAME. HOWEVER, NO WITHDRAWAL OF BID IS ALLOWED.**

#### **12.1.19. Ten Percent (10%) Price Variation**

An investor will not be allowed to place or upward revise a Bid with a price variation of more than ten percent (10%) of the prevailing Indicative Strike Price subject to Floor Price and Price Band i.e., Bid Price must not be below the Floor Price and must not exceed 40% of the Floor Price which is upper limit of Floor Price. **Please note that the Indicative Strike Price may not be constant and may keep on changing during the Bidding period. Therefore, the 10% range will also change with the changing Indicative Strike Price.**

For Example, if the Floor Price is PKR 36.0 per share and Indicative Strike Price at any given point in time during the Bidding period is PKR 36.0 per share, registered Bidders may place or revise their Bids at/to any price between PKR 36.0 per share to PKR 39.6 per share. If at any given point in time during the Bidding period, the Indicative Strike Price changes from PKR 36.0 per share to PKR 41.0 per share, the registered Bidders may place or upward revise their Bids at/to between PKR 41.0 per share to PKR 45.10 per share.

Please note that the 10% range on the lower side cannot go below the Floor Price and cannot exceed the upper cap of 40% of the Floor Price i.e., PKR 50.4 per share. The price range of 10% applicable at any given point in time during the Bidding period will also be displayed on the Bid screen available at the website of PSX.

#### **12.1.20. Restriction on Downward Revision or Withdrawal of Bids by the Bidder**

Under regulation 10(2)(vi) of the PO Regulations the Bidders shall not make downward revision both in terms of Bid Price and Bid Volume provided that in case of upward revision of the Bid Price, the number of shares Bid for i.e., Bid Volume may be adjusted ensuring that the Bid amount or Bid money remains the same.

Under regulation (10) (2)(vii) of the PO Regulations the Bidders shall not be allowed to withdraw Bids.

#### **12.1.21. Procedure for Withdrawal of Issue**

1. In accordance with regulation 8(16) of the PO Regulations, in case the Issuer does not receive Bids for the number of shares allocated under the Book Building Portion at the Floor Price, the Issue shall be cancelled and the same shall be immediately intimated to the Commission and PSX and the Margin Money shall be refunded to the Bidders immediately but not later than three (3) working days of the closing of the Bidding Period.
2. In accordance with regulation 8(17) of the PO Regulation, the Book Building process will be considered as cancelled if the total number of Bids received is less than forty (40).

#### **12.1.22. Basis of Allotment of Shares**

Bidders shall be allowed to place Bids for one hundred percent (100%) of the Issue size and the Strike Price shall be the price at which one hundred percent (100%) of the Issue is subscribed via the Dutch Auction Method.

Once the Strike Price is determined, all those Bidders whose Bids have been found successful shall be provisionally allotted 75% of the Issue size i.e., 62,625,000 Ordinary Shares.

In order to be a successful Bidder in the Book Building process, the Bid price would either be higher than the Strike Price or at the Strike Price.

For allocation of shares via Book Building, priority shall be given to the Bids placed at the highest price. The Bidders, who have made Bids at prices above the Strike Price, will be provisionally allocated 75% of the shares successfully Bid for, at the Strike Price. The differential between the Bid price and Strike Price, would be refunded based on the total number of shares Bid for.

Bidders who had placed Bids at the Strike Price will be provisionally allotted seventy-five (75%) of the shares successfully Bid for, at the Strike Price, on proportionate basis.

Bids made below the Strike Price shall not qualify for allotment of shares and their Margin Money will be refunded.

Final allotment of shares to the successful Bidders would be determined after determination of the public response to the Retail Portion of the Issue.

In the event the retail portion is undersubscribed, the unsubscribed portion would be allotted to the successful Bidders, on a pro-rata basis as per regulation 11(5) of the PO Regulation. Excess funds, if any, would be refunded to the Bidders after allotment of the unsubscribed shares.

Final allotment of shares out of the Book Building portion shall be made after subscription of the retail portion and receipt of full subscription money from the successful Bidders; however, shares to such Bidders shall be issued simultaneously with issuance of shares to retail investors, in the form of book-entry to be credited in their respective

CDS Accounts. All the Bidders shall, therefore, provide number of their respective CDS Accounts in the Bid application as required under regulation 9(16) of the PO Regulations.

#### **12.1.23. Refund of Margin Money**

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, where required, their Bid Money within one (1) working day of the close of the Bidding period as required under regulation 9(13) of the PO Regulations and the refunds, where required to such Bidders shall be made within three (3) working days from the close of the Bidding period.

#### **12.1.24. Publication of Supplement to the Prospectus**

In accordance with regulation 11(1) of the PO Regulations within three (3) working days of the closing of the Bidding Period, Supplement to the Prospectus shall be published at least in all those newspapers in which the Prospectus was earlier published and also disseminated through PSX.

The Supplement will contain information related to the Strike Price, the Offer Price, dates of the Public Subscription, and category wise break-up of the Successful Bidders. Format of the Supplement is given on page 3 of this Prospectus.

**Public subscription for the shares shall be held at any date(s) within thirty days (30) of the publication of the Prospectus but not earlier than seven (7) days of such publication.**



## 13 APPLICATION AND ALLOTMENT INSTRUCTIONS FOR RETAIL PORTION

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### 13.1.1 Eligible Investors Include:

1. Pakistani citizen's resident in or outside Pakistan or Persons holding dual nationalities including a Pakistani nationality;
2. Foreign Nationals whether living in or outside Pakistan
3. Companies, bodies corporate or other legal entities incorporated or established in or outside Pakistan (to the extent permitted by their constitutive documents and existing regulations, as the case may be);
4. Mutual Funds, Provident / Pension / Gratuity Funds / Trusts, (subject to the terms of the Trust Deed and existing regulations); and
5. Branches in Pakistan of companies and bodies corporate incorporated outside Pakistan.

**APPLICATION MUST BE MADE ON SECP'S APPROVED APPLICATION FORM OR A LEGIBLE PHOTOCOPY THEREOF ON A PAPER OF A4 SIZE WEIGHING AT LEAST 62 GM**

### 13.1.2 Copies of Prospectus

Copies of this Prospectus and Applications Forms can be obtained from members of PSX, the Bankers to the Issue and their branches, the Consultant to the Issue, the Book Runner to the Issue and registered office of the Company. The Prospectus and the Application Form can also be downloaded from the following websites:

<http://www.arifhabibtd.com>, <https://fast-cables.com>, [www.psx.com.pk](http://www.psx.com.pk) & [www.cdceipo.com](http://www.cdceipo.com);

**Shares against the successful and accepted applications shall be issued in the Book Entry Form only and will be credited into the Applicants CDS Account mentioned in the Application. The applicants, therefore, must provide detail of their CDS Account (investors Account or Sub-Account) in the Shares Subscription Form. Investors who do not have CDS account may visit [www.cdcpakistan.com](http://www.cdcpakistan.com) for information and details. For further guidance and queries regarding opening of CDS account, investors may contact CDC at phone Number: 0800 – 23275 (CDCPL) and e-mail: [info@cdcpak.com](mailto:info@cdcpak.com).**

NAMES(S) AND ADDRESS (ES) MUST BE WRITTEN IN FULL BLOCK LETTERS, IN ENGLISH AND SHOULD NOT BE ABBREVIATED.

**ALL APPLICATIONS MUST BEAR THE NAME AND SIGNATURE CORRESPONDING WITH THE ONE RECORDED WITH THE APPLICANT'S BANKER. IN CASE OF DIFFERENCE OF SIGNATURE WITH THE BANK AND COMPUTERIZED NATIONAL IDENTITY CARD (CNIC) OR THE NATIONAL IDENTITY CARD FOR OVERSEAS PAKISTANI (NICOP) OR PASSPORT, BOTH THE SIGNATURES SHOULD BE AFFIXED ON THE APPLICATION FORM.**

### 13.1.3 Opening and Closing of the Subscription List

The subscription list will open at the commencement of banking hours on [●]/2023 and will close on [●]/2023 at the close of banking hours. **Please note that online applications can be submitted 24 hours during the subscription period which will close at 12:00 midnight on [●]/2023**

### 13.1.4 E-IPO System

In order to facilitate investors, PSX has developed an e-IPO System ("PES") through which electronic applications can be filed for subscription of securities offered to the general public. PES can be accessed through the web link (<https://eipo.psx.com.pk>).

Investors can register themselves online at any time 24/7. On behalf of an investors, registration can also be done by:

- the TREC Holder with whom the investor has a sub-account, or
- the Bank with whom the investor has a bank account.

An e-IPO application can be filed by an investor during the public subscription period which shall close at midnight on MMMM DD, YYYY. On behalf of investors, e-IPO applications can also be filed by:

- the TREC Holder with whom the investor has a sub-account, or
- the Bank with whom the investor has a bank account.

Subscription money can be paid by the investor through 1LINK or NIFT. On behalf of investors, subscription money can also be paid by:

- the TREC Holder with whom the investor has a sub-account, or
- the Bank with whom the investor has a bank account.

In case of queries regarding PES, investors may contact Mr. Farrukh Shahzad at phone number: 111-001-122 or (021)-35274401-10, and email: Tutorial for PES can be found on the weblink i.e., <https://eipo.psx.com.pk/EIPO/home/index>.

#### **Centralized e-IPO System (CES):**

CES can be accessed through the web link ([www.cdceipo.com](http://www.cdceipo.com)). Payment of subscription money can be made through 1LINK's member banks available for CES.

For making application though CES, investors must be registered with CES. Registration can be done under a self-registration process by filling the CES registration form, which is available 24/7 all throughout the year.

In addition to the above, investors/sub-account holder(s) can request their respective TREC Holders who are Participants in Central Depository System (CDS) to make electronic subscription on their behalf for subscription of securities of a specific company by authorizing (adding the details of) their respective Participant(s) in CES. Consequently, authorized Participants will electronically subscribe on behalf of their sub-account holder(s) in securities offered through Initial Public Offerings and will also be able to make payment against such electronic subscriptions through all the available channels mentioned on CES only after receiving the subscription amount from the sub-account holder(s). To enable this feature, the CDS Participant may request CDC to activate his ID on the CES portal. For queries regarding CES, investors may contact CDC at phone number: 0800 – 23275 (CDCPL) and e-mail: [info@cdcpak.com](mailto:info@cdcpak.com) or contact Mr. Owais Anwer at Phone 021-111-111-500 Ext 500 and email: [owais\\_anwer@cdcpak.com](mailto:owais_anwer@cdcpak.com).

#### **13.1.5 Applications made by Individual Investors**

1. In case of Individual Investors, an attested photocopy of CNIC (in case of Resident Pakistanis) / NICOP or Passport (in case of Non-Resident Pakistanis) as the case may be, should be enclosed and the number of CNIC / NICOP / Passport should be written against the name of the applicant. Copy of these documents can be attested by any Federal / Provincial Government Gazette Officer, Councilor, Oath Commissioner or Head Master of High School or bank manager in the country of applicant's residence.
2. Original CNIC / NICOP / Passport, along with one attested photocopy, must be produced for verification to the Banker to the Issue and the applicant's banker (if different from the Banker to the Issue) at the time of presenting the application. The attested photocopy will, after verification, be retained by the bank branch along with the application.

Aforementioned requirements pertaining to CNIC/NICOP only applies to physical applications and would not be required in E-IPO facility.

### 13.1.6 Applications made by Institutional Investors

1. Applications made by companies, corporate bodies, mutual funds, provident / pension / gratuity funds / trusts and other legal entities must be accompanied by an attested photocopy of their Memorandum and Articles of Association or equivalent instrument / document. Where applications are made by virtue of Power of Attorney, the same should also be submitted along with the application. Any Federal / Provincial Government Gazette Officer, Councilor, Bank Manager, Oath Commissioner and Head Master of High School or bank manager in the country of applicant's residence can attest copies of such documents.
2. Attested photocopies of the documents mentioned in 8.7 (i) must be produced for verification to the Banker to the Issue and the applicant's banker (if different from the Banker to the Issue) at the time of presenting the application. The attested copies, will after verification, be retained by the bank branch along with the application.

### 13.1.7 Additional Instructions for Investors

1. Only one application will be accepted against each account, however, in case of joint account, one application may be submitted in the name of each joint account holder.
2. Joint application in the name of more than two persons will not be accepted. In case of joint application each applicant must sign the application, form and submit attested copies of their CNICs / NICOP / Passport. The share certificates will be dispatched to the person whose name appears first on the application form while in case of CDS, it will be credited to the CDS account mentioned on the face of the form and where any amount is refundable, in whole or in part, the same will be refunded into the details of the bank account number as provided on the registration form, to the person named first on the application form, without interest, profit or return. Please note that joint application will be considered as a single application for the purpose of allotment of shares.
3. Subscription money must be paid by check drawn on applicant's own bank account or pay order / bank draft payable to one of the Bankers to the Issue **"Fast Cables Limited Public Subscription"** and crossed **"A/C PAYEE ONLY"**.
4. For the applications made through pay order / bank draft, it would be permissible for a Banker to the Issue to deduct the bank charges while making refund of subscription money to unsuccessful applicants through pay order / bank draft individually for each application.
5. The applicant should have at least one bank account with any of the commercial banks. The applicants not having a bank account at all (non-account holders) are not allowed to submit application for subscription of shares.
6. Applications are not to be made by minors and / or persons of unsound mind.
7. Applicants should ensure that the bank branch, to which the application is submitted, completes the relevant portion of the Application Form.
8. Applicants should retain the bottom portion of their Application Forms as provisional acknowledgement of submission of their applications. This should not be construed as an acceptance of the application or a guarantee that the applicant will be allotted the number of shares for which the application has been made.
9. Making of any false statements in the application or willfully embodying incorrect information therein shall make the application fictitious and the applicant or the bank shall be liable for legal action.
10. Bankers to the Issue are prohibited to recover any charges from the subscribers for collecting subscription applications. Hence, the applicants are advised not to pay any extra charges to the Bankers to the Issue.

11. It would be permissible for a Banker to the Issue to refund subscription money to unsuccessful applicants into the details of bank account number provided on the face of the Registration form. Applicants should, therefore, not fail to give their bank account numbers.
12. Submission of false and fictitious applications is prohibited and such applications' money may be forfeited under section 87(8) of the Securities Act, 2015.

#### 13.1.8 Additional Instructions for Foreign / Non-Resident Investors'

1. In case of foreign investors who are not individuals, applications must be accompanied with a letter on applicant's letterhead stating the legal status of the applicant, place of incorporation and operations and line of business. A copy of Memorandum of Association or an equivalent document should also be enclosed, if available. Where applications are made by virtue of Power of Attorney, the same must be lodged with the application. Copies of these documents can be attested by the bank manager in the country of applicant's residence.
2. Foreign / resident should follow payment instructions given in Section 12.1.16 of this Prospectus.

#### 13.1.9 Code of Occupation of Investors / Applicants

Code	Occupation
01	Business
02	Business Executive
03	Service
04	Housewife
05	Household
06	Professional
07	Student
08	Agriculturist
09	Industrialist
10	Other

#### 13.1.10 Nationality Code

Code	Name of Country
001	U.S.A
002	U.K
003	U.A.E
004	K.S.A
005	Oman
006	Bangladesh
007	China
008	Bahrain
009	Other

#### 13.1.11 Minimum amount of Application and Basis for Allotment of Shares of the Issue

The basis and conditions for allotment of shares out of the Issue shall be as follows:

1. Application for shares must be made for 500 shares or in multiples of 500 shares only. Applications which are neither for 500 shares nor for multiples of 500 shares shall be rejected.

2. The minimum amount of application for subscription of 500 shares is the Issue Price x 500 shares.
3. Application for shares below the minimum amount shall not be entertained.
4. **SUBMISSION OF FALSE AND FICTITIOUS APPLICATIONS IS PROHIBITED AND SUCH APPLICATIONS' MONEY MAY BE FORFEITED UNDER SECTION 87(8) OF THE SECURITIES ACT, 2015.**
5. If the shares offered to the General Public are sufficient to accommodate all applications, all applications shall be accommodated.
6. If the shares applied for by the General Public are in excess of the shares allocated to them, the distribution shall be made by computer balloting, in the presence of the representative(s) of PSX in the following manner:
  - If all applications for 500 shares can be accommodated, then all such applications shall be accommodated first. If all applications for 500 shares cannot be accommodated, then balloting will be conducted among applications for 500 shares only.
  - If all applications for 500 shares have been accommodated and shares are still available for allotment, then all applications for 1,000 shares shall be accommodated. If all applications for 1,000 shares cannot be accommodated, then balloting will be conducted among applications for 1,000 shares only.
  - If all applications for 500 shares and 1,000 shares have been accommodated and shares are still available for allotment, then all applications for 1,500 shares shall be accommodated. If all applications for 1,500 shares cannot be accommodated, then balloting will be conducted among applications for 1,500 shares only.
  - If all applications for 500 shares, 1,000 shares and 1,500 shares have been accommodated and shares are still available for allotment, then all applications for 2,000 shares shall be accommodated. If all applications for 2,000 shares cannot be accommodated, then balloting will be conducted among applications for 2,000 shares only.
  - After the allotment in the above-mentioned manner, the balance shares, if any, shall be allotted in the following manner:
    - After allotment of the above, the balance shares, if any, shall be allotted on pro rata basis to the applicants who applied for more than 2,000 shares.
      - If the remaining shares are sufficient to accommodate each application for over 2,000 shares, then 2,000 shares shall be allotted to each applicant and remaining shares shall be allotted on pro-rata basis.
    - If the remaining shares are not sufficient to accommodate all the remaining applications for over 2,000 shares, then balloting shall be conducted for allocation of 2,000 shares to each successful applicant.
7. If the Issue is over-subscribed in terms of amount only, then allotment of shares shall be made in the following manner:
  - First preference will be given to the applicants who applied for 500 shares;
  - Next preference will be given to the applicants who applied for 1,000 shares;
  - Next preference will be given to the applicants who applied for 1,500 shares;
  - Next preference will be given to the applicants who applied for 2,000 shares; and then
  - After allotment of the above, the balance shares, if any, shall be allotted on pro rata basis to the applicants who applied for more than 2,000 shares.

8. Allotment of shares will be subject to scrutiny of applications for subscription of shares.

Applications, which do not meet the above requirements, or application which are incomplete, will be rejected.

#### 13.1.12 Basis of Allotment for General Public

The basis and conditions of transfer of shares to the General Public shall be as follows:

1. The minimum value of application will be calculated as Issue Price 500 shares. Application for amount below the minimum value shall not be entertained.
2. Application for shares must be made for 500 shares or in multiple of 500 shares only. Applications which are neither for 500 shares nor for multiples of 500 shares shall be rejected.
3. Allotment / Transfer of shares to successful applicants shall be made in accordance with the allotment criteria / instructions disclosed in the Prospectus.
4. Allotment of shares shall be subject to scrutiny of applications in accordance with the criteria disclosed in the Prospectus and / or the instructions by the Securities & Exchange Commission of Pakistan.
5. Applications, which do not meet the above requirements, or applications which are incomplete will be rejected. The applicants are, therefore, required to fill in all data fields in the Application Form.
6. The Company will credit shares in the CDS Accounts of the successful applicants.

#### 13.2 Refund/Unblocking of Subscription Money to Unsuccessful Applicants

As per the regulation 11(4) of the PO Regulations, within ten (10) working days of the close of public subscription period the Shares shall be allotted and issued against the accepted and successful applications and the subscription money of the unsuccessful applicants shall be unblocked/ refunded.

As per sub-section (2) of Section 68 of the Companies Act, if refund as required under sub-section (1) of Section 68 of the Companies Act is not made within the time specified hereinabove, the directors of the Company shall be jointly and severally liable to repay that money with surcharge at the rate of two percent (2%) for every month or part thereof from the expiration of the fifteenth day and, in addition, shall be liable to a penalty of level 3 on the standard scale as defined in Section 479 of the Companies Act. Provided that the directors of the Company shall not be liable if it proves that the default in making the refund was not on their own account and was not due to any misconduct or negligence on their part.

#### 13.3 Issue and Credit of Share Certificates

Within ten (10) working days of the closing of public subscription period, the shares shall be allotted, issued and credited against the accepted and successful applications and the subscription money of the unsuccessful applicants shall be unblocked/refunded, as required under regulation 11(4) of the PO Regulations. **Shares will be issued only in the book-entry form and will be credited into the respective CDS Accounts of the successful applicants. Therefore, the applicants must provide their CDS Account Number in the Shares Subscription Applicant.**

If the Company defaults in complying with the above requirements, it shall pay PSX a penalty of PKR 5,000 per day for every day during which the default continues. PSX may also notify the fact of such default and name of the Company by notice and also by publication in its ready-board quotation of the Stock Exchange.

Name of the Company will also be notified to the TRE Certificate Holders of the PSX and placed on the web site of the PSX.

#### 13.4 Transfer of Shares

The shares shall be transferred in accordance with the provisions of Section 74 of the Companies Act read with Section 75 thereof and the Central Depositories Act, 1997 and the CDCPL Regulations.

#### 13.5 List of Bankers to the Issue

Code	Name of Bank
01	Habib Bank Limited
02	Allied Bank Limited
03	Bank Al Habib Limited
04	Habib Metro Bank
05	Soneri Bank Limited
06	[.]

#### 13.6 Minimum Amount of Application

The minimum amount of application shall be Issue Price \* 500 Shares.

#### 13.7 Interest of Shareholders

None of the holders of the Issued shares of the Company have any special or other interest in the property or profits of the Company other than their capacity as holder of Ordinary Shares except from the shareholders who are also the Director of the Company. Directors of the Company have interest to the extent of receiving remuneration for their role as Directors.

#### 13.8 Eligibility for Dividend

The Ordinary Shares issued shall rank pari-passu with the existing shares in all matters of the Company, including the right to such bonus or right issues, and dividend as may be declared by the Company subsequent to the date of issue of such shares.

#### 13.9 Deduction of Zakat

Income distribution will be subject to deduction of Zakat at source, pursuant to the provisions of Zakat and Ushr Ordinance, 1980 (XVIII of 1980) as may be applicable from time to time except where the Ordinance does not apply to any shareholder or where such shareholder is otherwise exempt or has claimed exemption from payment / deduction of Zakat in terms of and as provided in that Ordinance.

#### 13.10 Capital Gains Tax

Capital gains derived from the sale of listed securities are taxable in the following manner under section 37A of Income Tax Ordinance, 2001:

Gain on disposal of listed securities (that was previously chargeable to tax @ 12.5% irrespective of the holding period) shall now be subject to revised tax rates based on holding period, for securities purchased post July 1, 2022. The revised rates are as under

Sr No.	Capital Gain Tax for FY2022	Investors Appearing in ATL	Investors Not Appearing in ATL
1	Where Securities is acquired on or before June 30, 2022	12.5%	25.0%
	<b>Where Securities is acquired on or after July 01, 2022</b>		
1	Where holding period does not exceed one year	15.0%	30.0%
2	Where holding period exceed one year but does not exceed two years	12.5%	25.0%
3	Where holding period exceed two years but does not exceed three years	10.0%	20.0%
4	Where holding period exceed three years but does not exceed four years	7.5%	15.0%
5	Where holding period exceed three years but does not exceed five years	5.0%	10.0%
6	Where holding period exceed three years but does not exceed six years	2.5%	5.0%
7	Where holding period exceed six years	0.0%	0.0%

### 13.11 Withholding Tax on Dividends

Dividend distribution to shareholders will be subject to withholding tax under section 150 of the Income Tax Ordinance, 2001 as specified in Part III Division I of the First Schedule of the said ordinance or any time-to-time amendments therein. In terms of the provision of Section 8 of the said ordinance, said deduction at source, shall be deemed to be full and final liability in respect of such profits in case of persons only. Applicable withholding tax rate on dividend is 15% for filer and 30% for non-filer.

### 13.12 Tax on Bonus Shares

As per section 236 of the Finance Act 2023, bonus shares shall only be issued to shareholder, if a Company collects from shareholder, tax equal to 10% of the value of the bonus shares issued.

### 13.13 Income Tax

The income of the Company is calculated under the normal tax regime as per Income Tax Ordinance, 2001.

### 13.14 Deferred Taxation

Deferred tax is provided using the liability method, on all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts, for financial reporting purposes. Deferred tax liabilities are recognized for all taxable temporary differences and deferred tax assets are recognized for all deductible temporary differences, carry-forward of unused tax credits and unused tax losses, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, carry forwards of unused tax credits and unused tax losses can be utilized.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the deferred tax asset to



be utilized. Unrecognized deferred tax assets are reassessed at each balance sheet date and are recognized to the extent that it has become probable that future taxable profits will allow deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the balance sheet date.

Deferred tax assets and deferred tax liabilities are offset only if there is a legally enforceable right to offset current tax assets and liabilities and they relate to the income tax levied by the same tax authority.

### **13.15 Sales Tax**

General Sales Tax is applicable as per Sales Tax Act, 1990 on supplies. Sales tax is applicable on services in accordance with Punjab Sales Tax on Services Act, 2012 by Punjab Revenue Authority and Sindh Sales Tax on Services Act, 2011 by Sindh Revenue Board.

### **13.16 Sales Tax on Sale / Purchase of Shares**

Under the Constitution of Pakistan and Articles 49 of the 7th NFC Award, the Government of Sindh, Government of Punjab, Government of Khyber Pakhtunkhwa and Government of Baluchistan have promulgated the Sindh Sales Tax on Services Act, 2011, Punjab Sales Tax on Services Act, 2012, Khyber Pakhtunkhwa Sales Tax on services through Khyber Pakhtunkhwa Finance Act, 2013 and the Baluchistan Sales Tax on services Act, 2015 respectively. The Sindh Revenue Board, the Punjab Revenue Authority, and the Khyber Pakhtunkhwa Revenue Authority and the Baluchistan Revenue Authority administer and regulate the levy and collection of the Sindh Sales Tax ("SST"), Punjab Sales Tax ("PST"), Khyber Pakhtunkhwa Sales Tax ("KST") and Baluchistan Sales Tax ("BST") respectively on the taxable services provided or rendered in Sindh, Punjab or Khyber Pakhtunkhwa provinces respectively

The value of taxable services for the purpose of levy of sales tax is the gross commission charged from clients in respect of purchase or sale of shares in a Stock Exchange. The above-mentioned Acts levy a sales tax on Brokerage at the rate of 13% in Sindh, 16% in Punjab and in Baluchistan and Khyber Pakhtunkhwa the rate is 15%. Sales tax charged under the aforementioned Acts is withheld at source under statutory requirements.

## 14 SIGNATORIES TO THE PROSPECTUS

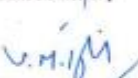
### SIGNATORIES TO THE PROSPECTUS



[Ghulam Mustafa Kausar]  
[Non-Executive Director]



[Kamal Mahmood Amjad Mian]  
[Executive Director]

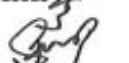


Syed Mazher Iqbal  
[Independent Director]



[Mahlaqa Shaukat]  
[Non-Executive Director]

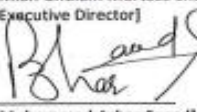
### WITNESSES



[Muhammad Sharjeel]  
[Chief Financial Officer]



[Mian Ghulam Murtaza Shaukat]  
[Executive Director]



[Muhammad Azhar Saeed]  
[Independent Director]



[Rubina Shaukat]  
[Non-Executive Director]



[Syed Mu[taba Bukhari]  
[Manager Financial Planning & Analysis]

Certified by:



[Afshan Ghaffoor]  
[Company Secretary]

Date: 01/04/2023

## 15 MEMORANDUM OF ASSOCIATION

I

THE COMPANIES ORDINANCE, 1984

--:0:--

(PUBLIC COMPANY LIMITED BY SHARES)

--:0:--

Memorandum of Association

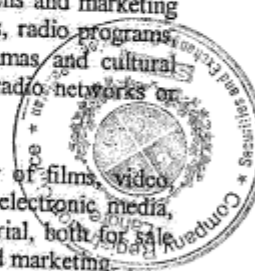
of

### FAST CABLES LIMITED

- I. The name of the Company is "FAST CABLES LIMITED"
- II. The Registered Office of the Company will be situated in the Province of Punjab.
- III. The objects, for which the Company is established, are all or any of the following:-
  1. To carry on and undertake the business as manufacturers, buyers, sellers, importers, exporters, producers, procurer, suppliers and dealers in all types of wires and cables.
  2. To carry on the business and deal in all kinds of electric goods and appliances, transformers, power and distribution circuit breakers and conductors and electric machinery, equipment and parts thereof.
  3. To carry on the business of manufacturers, buyers, sellers, importers, exporters, suppliers of mechanical equipment including switches and switchgears, flexible cards, fuse wires, insulators and accessories of all kinds used in the installation, repairs, maintenance and working thereof or connected therewith in any way whatsoever.
  4. To carry on the business of telephone wires, low and high tension power cables, telephone and telegraph cables of all kinds and descriptions.
  5. To carry on the business of manufacturers, buyers, sellers, importers, exporters, suppliers of copper, steel and aluminium including copper and aluminium wires and accessories of all kinds connected therewith in any way whatsoever.
  6. To purchase, sell, import, export, manufacture, repair, let on hire, and deal in electronic basic materials, KV panels, LV panels, transmission structures and towers, silicon products, and to conduct all operations connected therewith and incidental thereto and to carry on business of electronic equipment relating to aircraft and to install electric control system for testing of avionics equipment and maintenance of equipment and the engineering facilities to the public at large subject to any licence / permission required under the law.

7. To carry on the business of manufacturers of and dealers in electrical and electronic equipment which include all types of refrigerators, deep freezers, cooking ranges fans, motors, air conditioners (split and window movable, individual units) computers, hard disks, all accessories and parts of computers, computer monitors, display cabinets, all types of washing machines, dishwashers, microwave ovens, color TV, phones, mobile phones, calculators, appliances, irons, kitchen / bathroom integrated units, VCR, VCD, DVD and audio units.
8. To distribute, alter, improve and prepare for market wireless signaling, lighting, heating, motive power, power stations, exchanges, accumulators, dynamos, and switching, controlling and signaling apparatuses.
9. To carry on and undertake the business as manufacturers, buyers, sellers, importers exporters, producers, dealers and for the purpose to set-up, manage and run an industrial unit or units for the manufacturing of PVC soft, PVC rigid, PVC flooring, PVC printing and lamination and polystyrene sheets, acrylic, high impact ABS and allied plastic items and type of PVC granules, PVC pipe, PVC sheet or PVC furniture and to establish, works, factories and other commercial undertaking in Pakistan for buying, selling, exchanging, converting, altering, importing, processing, twisting or otherwise handling or dealing in toxaphene which expression shall include all synthetic fibers or fibrous material whatsoever or such other allied products, by-products or substances or substitutes for all or any of them or, for any other use as may be practicable or deemed expedient.
10. To carry on the business of manufacturers, importers, exporters, indenters, wholesalers and retailers of Poly Propylene, Bio-oriented Poly Propylene, low density Polyethylene, linear low density Polyethylene, high density Polyethylene and all other material allied or connected therewith.
11. To employ and provide engineers, tool makers, machinists, wire drawers, tube makers, electroplaters, enamellers, welders, founders, fitters, metallurgists, wood workers, mill wrights, hardware, brassware and building material dealers.
12. To carry on and develop the business of computer hardware and software, multimedia / web development, e-business, internet service provider, mobile communication business, provide backup, support services, training for computer and all or any field present or developing about computer based communication technology.
13. To establish and operate the business of electronic information services and data communication network for the purposes of digitalized and electronic business, trade, commerce, mail and any other such purpose in Pakistan, subject to the licence by P.T.A.

14. To carry on the business of print and electronic media and to act as printers, publishers, distributors of newspapers, magazines, periodicals, journals, reviews, biographies, literary publications and work and to carry out any contract for the promotion, continuance and advancement of the said business.†
15. To carry on the business of television broad casting by setting up local television stations in various cities of Pakistan and to broad cast television programmes for public information / education / entertainment, for this locality of transmission, and to give coverage to local sports events, pertaining to educational institution, professional game events, national / local tournaments for encouragement of new talent, promotion of games for a healthy society.
16. To carry on the business of production of films, show programmers, clips, designs for radio media, relay transmission, scripting, dubbing, screening and editing of materials of films, video recording, playback frequency, transmission receiving and multiplication for commercial viewing, designing, installation, commissioning, managing and maintenance of media generation, studio facilities, operations in electronic media network, broad dispersement for multilinked viewing of client / customers subject to any permission required under the law.
17. To carry on the business of production, recording, distributions and marketing of television-drama serials, films, commercial advertisements, radio programs, audio and video feature and documentary films, stage dramas and cultural programs, and to buy or sell air time of any television or radio networks or spaces from any print media with in or outside Pakistan.
18. To make arrangements with overseas parties for the supply of films, video, documentaries, literature, training material for press media, electronic media, press media usage, broadcast quality, and transmissible material, both for sale and purchase and to acquire rights for distributions, display and marketing.
19. To carry on the business of advertising agency for providing to advertisers a complete range of advertising services on all mass media like hoardings, newspapers, radio, television, publishing channels, films print, computer and to setup, manage, operate and maintain a country wide and global network of value added communication services.
20. To act as marketing agents and sales representatives either on commission or on profit sharing basis of all kinds of goods and materials.
21. To undertake the business of all kinds of advertising, marketing, consultancy, out-door advertising, pana flex, flex face, metro media technology (MMT) by means of highway signage, motorway signage, sign boards, electronic signs, neon signs, computerized signs and all the new technology indoor / outdoor advertising.

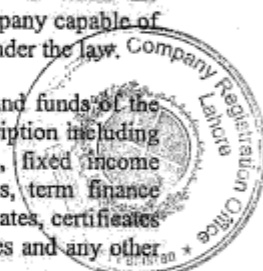


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22. To act as civil work / mechanical/electrical contractors to Government of Pakistan, Provincial Governments, Foreign Governments, Foreign Agencies, Public Local Authorities, Municipalities or otherwise, Semi- Government, Autonomous Corporations, Private / Public Companies, Societies or any private person.
23. To carry on the business and profession of construction of roads, dams, bridges, spillways, highways, reservoirs, airports, seaports, and structures of all descriptions and to equip the same or any part thereof with all or any conveniences, drainage and sewerage facilities, water supply, electric and gas installations subject to any permission required by law.
24. To act as consultants and render advisory and technical services in the field of civil, electrical, mechanical, chemical and other engineering projects and to carry on the business of consultancy and contracts in public and private sectors in or outside Pakistan.
25. To carry on the business of property dealers and to acquire by purchase or otherwise lands, houses, buildings, flats and commercial buildings and sell or let on hire the same as the Company may think fit.
26. To carry on the business of insurance agents, shipping agents and clearing and forwarding agents.
27. To carry on the business of general order suppliers including Government, Semi Government agencies, Armed Forces, Army, Military or Defence and commission agents, indenters, traders and as general merchants, wholesalers, retailers, dealers, distributors, stockiest agents, subagents in any goods or products or within the scope of the objects of the Company, subject to any permission required under the law.
28. To carry on agency business (except managing agency) and to acquire and hold selling agencies and to act as selling agents, commission agents, manufacturers' representatives and distributing agents of and for the distribution of all kind of merchandise, goods, commodities, products, materials, substances, articles and things whether finished, semi-finished, raw, under process, refined, treated or otherwise pertaining to trade and commerce and for that purpose to remunerate them and to open and maintain depots and branches as allowed under the law.
29. To apply for tender, offer, accept, purchase or otherwise acquire any contract and concession for or in relation to the projection, execution, carrying out, improvements, management, administrations or control of works and conveniences and undertake, execute, carry out, dispose of or otherwise turn to account the same.



30. To undertake and carry on the business of trading and indenting and / or to accept or give security of any kind whatsoever against the credit extended or moneys borrowed in connection with the business of the Company or otherwise and to give guarantee; indemnity or stand surety or undertake the payment of money or performance of any contract or obligation of any company, association or firm or person.
31. To establish branches, show rooms, offices, workshops, factories and representative centers in all or any other Province of Pakistan or abroad (subject to any permission required by law) for the sale of Company's products and to take part in industrial, commercial and other exhibitions and fairs held to promote business of the Company and to advertise or adopt of making know all or any of the activities of the Company in trade circles.
32. To acquire by concession, grant, purchase, barter, licence either absolutely or conditionally and either solely or jointly with others any lands, buildings, machinery, plants, equipments, privileges, rights, licences, trade marks, patents, and other movable and immovable property of any description which the Company may deem necessary or which may seem to the Company capable of being turned to account, subject to any permission as required under the law.
33. To buy, sell, hold or otherwise acquire or invest the Capital and funds of the Company in securities and investments of every kind and description including but not limited to purchase of shares of listed companies, fixed income securities bonds, modaraba certificates, musharika certificates, term finance certificates, participation term certificates, mutual funds certificates, certificates of investments, debentures, debenture stock, NIT units, finances and any other fixed obligations or securities issued or guaranteed by any company incorporated or registered in Pakistan or in any foreign country and fixed income, securities, bonds, obligations and securities issued or guaranteed by any government or public body or authority, supreme, municipal, local or otherwise in Pakistan or abroad, and also to invest in security or securities for short term or long term gains and to realize such gains subject to Companies substantial acquisition of shares rules 2002 and not to act as an NBFC or a brokerage house.
34. To purchase, subscribe for, borrow, acquire, hold, own, sell, exchange, assign, transfer, mortgage, hypothecate, guarantee, deal in and otherwise effect all transactions of every kind in respect of or in relation to all kinds of securities and investments.
35. To open accounts with Central Depository Company.
36. To guarantee the re-payment of any finance or debt or performance of any contract, obligation or promise or stand surety in respect thereof for any associate company, undertaking or firm with whom this Company has a union of interest and / or reciprocal business and financial relationship or association

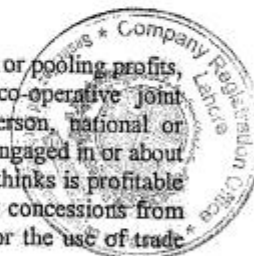


for mutual advantage and benefit and which may be conducive and / or incidental to the promotion or advancement of the business and operation of the Company and to secure the same by creating a mortgage, hypothecation or floating charge or lien on all or any of the assets and properties of the Company.

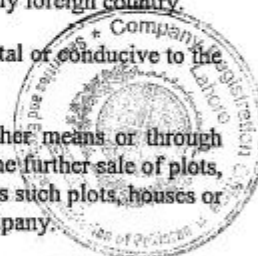
37. To seek or extend financial accommodation by mortgage, lease, hypothecate all or any part of the property, assets rights of the Company including any land, building and super structure thereon, or to create a charge on the present and future assets of the Company or to give security, surety, guarantee in favour of any bank, firm, corporation, financial institution or companies in order to secure the financial obligations of the Company or its sister concern, subsidiary company and / or associated undertaking.
38. To receive money on loan and borrow or raise money in such manner as the Company shall think fit and in particular by the issue of debentures or debenture stock (perpetual or otherwise) and to secure the repayment of any money borrowed, raised or owing by mortgage, charge or lien upon all or any of the property or assets of the Company (both present and future), and also by a similar mortgage, charge or lien to secure and guarantee the performance by the Company or any other person or company of the obligation undertaken by the Company or any other person or the Company as the case may be, but not to act as a finance or banking company.
39. To purchase, take on lease or exchange, hire or otherwise acquire any immovable or movable property and any rights or privileges which the Company may think necessary or convenient for the purpose of its business, in particular any land, buildings, mills, factories, plant, machinery apparatus, works, wagons, vehicles, crafts, livestock, stock in trade, and either to retain any property so acquired for the purpose of the Company's business or to run the same to account as may seem expedient.
40. To guarantee the performance of contract and obligations of the Company in relation to the payment of any loan, debenture-stock, bonds, obligations or securities issued by or in favour of the Company and to guarantee the payment or return on such investments.
41. To act as representatives, for any person, firm or company and to undertake and perform sub-contracts, and to do all or any of the things mentioned herein in any part of the world either alone or in collaboration with others and by or through agents, sub-contractors, or otherwise.
42. To acquire and carry on all or any part of the business or property or company's possession of property suitable for any of the purposes of the Company or carrying on any business which this Company is authorized to carry on and in consideration for the same, to pay cash or to issue shares of the Company.



43. To acquire and take over the running business of any Company, firm or corporation with all its properties, assets, benefits, contracts, liabilities, goodwill, licences, privileges, trade marks and copy rights connected therewith and with a view thereto to enter into an agreement and carry the same into effect with immediate or future effect as the Company may think fit.
44. To enter into arrangements with any government or authority (supreme, municipal, local or otherwise) or any corporation, company, or persons that may seem conducive to the Company's objects or any of them and to obtain from any such government, authority, corporation, company or person any charters, contracts, rights, privileges and commission which the Company may think desirable and to carry on exercise and comply with any such charters, contracts, decrees, rights, privileges and concessions.
45. To open accounts with the Bank or Banks and to draw, make, accept, endorse, execute, issue, negotiate and discount cheques, promissory notes, bills of exchange, bills of lading, warrants, deposit notes, debentures, letter of credit and other negotiable instruments and securities.
46. To arrange local and foreign currency loans from scheduled banks, industrial banks and financial institutions for the purpose of purchase, manufacture, market, supply, export and import of machinery, construction of factory, building and for the purpose of working capital or for any other purpose for the Company.
47. To enter into partnership or into any arrangements for sharing or pooling profits, amalgamation, foreign collaboration, union of interest, co-operative joint ventures, reciprocal concessions or otherwise with any person, national or international organizations firm or Company carrying on, or engaged in or about to carry on any business or transaction which this Company thinks is profitable and is authorized to carry on, and to obtain franchise, rights concessions from foreign or local persons and pay royalties where required for the use of trade names, franchise, rights or concession to such persons.
48. To amalgamate with any person or Company whether by sale or purchase of the undertaking subject to the liabilities of this or any such Company as aforesaid with or without winding up.
49. To remunerate any person or Company for services rendered or to be rendered in placing or assisting to place or guarantee the placing or underwriting of any of the share in the Company's capital or any debenture-stock, or other securities for the conduct of its business.
50. To sell or otherwise dispose of the whole or any part of the undertaking of the Company, either together or in portions for such consideration as the Company may think fit.



51. To pay all costs, charges, and expenses preliminary or incidental incurred in formation or about the promotion and establishment of the Company and to remunerate any person, firm or company for services rendered or to be rendered in or about the formation or promotion of the Company or the conduct of its business.
52. To establish and support or aid in the establishment and support of associations, institutions, funds, trusts and conveniences to benefit persons who are or have been director of or who have been employed by or who are serving or have served the Company or any other Company which is a subsidiary or associate of the Company or the dependents or connection of such persons and to grant pensions, gratuities, allowances, relieves and payments in any other manner calculated to benefit the persons described herein.
53. To distribute any of the Company's property and assets among the members in specie or in any manner whatsoever.
54. To carry out joint venture agreements with other companies for promotion of Company's objects.
55. To cause the Company to be registered or recognized in any foreign country.
56. To do and perform all other acts and things as are incidental or conducive to the attainment of the above objects or any of them.
57. The Company shall not by advertisement pamphlets, other means or through negotiation offer for the sale or take advance money for the further sale of plots, houses, flats etc., to the general public or individual unless such plots, houses or flats etc., are owned and have been developed by the Company.
58. It is further declared that company shall obtain necessary permission from the SECP, U/S 88 of Companies Ordinance, 1984 read with SRO 954 (1) 2003 Dated 01.10.2003 amendments made in the Companies (invitation and acceptance of deposits) Rules 1987.
59. The Company would not indulge in any sort of real estates business, housing colonizing, purchase and sale of plots and development of land and housing finance company business as mentioned in NBFC Rules 2003.
60. The Company shall not launch multilevel marketing, pyramid and ponzi schemes.
61. It is declared that notwithstanding anything contained in the foregoing objects clauses of this Memorandum of Association nothing contained therein shall be construed as empowering the Company to undertake or to indulge in business of banking company, banking, leasing, investment, managing agency or insurance business directly or indirectly as restricted under the law or any unlawful operations.



9





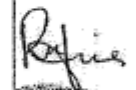


62. It is further declared that notwithstanding anything stated in any object clause, the company shall obtain such other approval or licence from the competent authority, as may be required under any law for the time being in force, to undertake a particular business.

IV. The liability of the members is limited.

V. The Authorized Capital of the Company is Rs. 3,500,000,000 (Rupees Three Billion Five Hundred Million only) divided into 350,000,000 (Three Hundred Fifty Million) ordinary shares of Rs. 10/- (Rupees Ten only) each with powers to increase and reduce the capital of the Company and to divide the shares in the Capital for the time being into several classes in accordance with the provisions of the Companies Act, 2017.



We, the several persons whose names and addresses are subscribed below, are desirous of being formed into a Company, in pursuance of this Memorandum of Association, and we respectively agree to take the number of shares in the Capital of the Company as set opposite to our respective names.

Names and Surname (Present & Former) in Full (in Block Letters)	Father's/ Husband's Name in Full	Nationality with any Former Nationality	Occupation	Residential Address (in Full)	Number of Shares taken by each Subscriber	Signatures
1. Mian Muhammad Latif 35201-1363309-5	Nawab Din	Pakistani	Business	697-X, DHA, Lahore	1,000	
2. Mian Ghulam Murtaza Shoukat 35201-1307894-9	Mian Muhammad Latif	Pakistani	Business	697-X, DHA, Lahore	1,000	
3. Karnal M. Amjad Mian 352006-852955-9	Mian Muhammad Latif	Pakistani	Salaried	697-X, DHA, Lahore	1,000	
4. Muhammad Azhar Saeed 35201-1450697-1	Muhammad Ashraf Saeed	Pakistani	Salaried	House No. 2 Main Bazar Tuaeheed Park, Daroghawala, Lahore	1,000	
5. Roubina Shoukat 35201-1252685-0	Mian Ghulam Murtaza Shoukat	Pakistani	House Wife	697-X, DHA, Lahore	1,000	
6. Ghulam Fatima 35201-1296835-2	Mian Muhammad Latif	Pakistani	House Wife	697-X, DHA, Lahore	1,000	
7. Mahlaka Shoukat 35201-2769339-2	Mian Ghulam Murtaza Shoukat	Pakistani	Student	697-X, DHA, Lahore	1,000	
Total Number of Shares Taken					7,000 Seven Thousand	

CERTIFIED TO BE TRUE COPY  
 16/09/08  
 ADDITIONAL REGISTRAR OF COMPANIES  
 COMPANY REGISTRATION OFFICE  
 LAHORE.

Dated this 30<sup>th</sup> day of September, 2008.

Witness to the above signatures:

Full Name: Muhammad Shakeel

N.I.C. # 36302-3348809-3

Father's/ Husband's  
 Full Name: Muhammad Wazir



Signature: .....

Nationality: Pakistani



Occupation: Student

Full Address: Ittihad Colony, Street  
 No. 5, House No.142,  
 Multan

## 16 REGISTRATION FORM

REGISTRATION FORM			
 <b>Fast</b> <b>CABLES</b> Fast Cables Limited NTN no: 3251950	<b>Book Runner</b>  <b>ARIF HABIB</b> <b>LIMITED</b>		Tick One <input type="checkbox"/> KHI <input type="checkbox"/> LHR <input type="checkbox"/> ISB <input type="checkbox"/> PSH <input type="checkbox"/> QUT <input type="checkbox"/> AZK <input type="checkbox"/> BLT/GLT
			Registration Dates: [Date], 2023 to [Date], 2023 Bidding Dates: [Date], 2023 to [Date], 2023 Bidding Form No.
INITIAL PUBLIC OFFERING OF ORDINARY SHARES OF FAST CABLES LIMITED THROUGH BOOK BUILDING PROCESS AT A FLOOR PRICE OF PKR 36.00 PER SHARE (INCLUDING A PREMIUM OF PKR 26.00/- PER SHARE)			
<b>PLEASE FILL THE FORM IN BLOCK LETTERS. PLEASE PROVIDE ACCURATE DETAILS TO AVOID ANY INCONVENIENCE.</b>			
<b>ELIGIBLE INVESTORS MUST SUBMIT ONLY ONE PAYORDER ALONG WITH THE REGISTRATION FORM.</b>			
Name		CNIC #	
		NTN*	
Address		Cell #	
		Land Line #	
E-mail		Fax #	
<b>PLEASE TICK THE APPROPRIATE BOX</b>		<b>Nationality</b> (if other than Pakistani)	
<input type="checkbox"/> Local Institutional Investor	<input type="checkbox"/> Resident		
<input type="checkbox"/> Foreign Institutional Investor	<input type="checkbox"/> Non Resident		
<input type="checkbox"/> Individual Investor	<input type="checkbox"/> Foreigner		
<b>*INVESTORS ARE ENCOURAGED TO DISCLOSE THEIR NTN NUMBERS TO FACILITATE THE COMPANY TO CHECK STATUS OF THE SHAREHOLDERS AS TAX RETURN FILER OR NON-FILER FROM THE ACTIVE TAXPAYERS LIST (ATL) AVAILABLE ON THE WEBSITE OF FBR. PLEASE NOTE THAT REDUCED TAX RATE OF 15.0% APPLIES TO FILERS INSTEAD OF 30.0% FOR NON-FILERS ON PAYMENT OF CASH DIVIDEND DECLARED, IF ANY, BY THE COMPANIES.</b>			
Payment Details:	Payments to be made in favor of "[Account Title]"		
Amount in Figures		Instrument #	
Instrument Date		Margin %age	
Banker's Name, Address & Branch			
CDC Details for Sub A/C & House A/C			
CDC Participant Name		CDC Participant ID	
Sub A/C No.		House A/C No.	
CDC Details for Investor A/C			
CDC Investor Service A/C ID		CDC Investor A/C No.	
I UNDERTAKE TO SUBSCRIBE TO SHARES UNSUBSCRIBED IN THE RETAIL PORTION WHICH ARE ALLOCATED TO ME ON A PRO-RATA BASIS. I ALSO UNDERTAKE THAT MY BID MONEY SHALL REMAIN DEPOSITED OR BLOCKED TILL ALLOTMENT OF UNSUBSCRIBED SHARES IN THE RETAIL PORTION.			
I DECLARE THAT I have read all the terms and conditions stated in the Prospectus and the Instructions Page of the Bidding Form. The same terms and conditions would be applicable on the Registration Form.			
Signature of Bidder: _____			

17 BIDDING FORM

BIDDING FORM					
 <b>CABLES</b> Fast Cables Limited NTN no: 3251950	<b>Book Runner</b>  		Tick One <input type="checkbox"/> KHI <input type="checkbox"/> LHR <input type="checkbox"/> ISB <input type="checkbox"/> PSH <input type="checkbox"/> QUT <input type="checkbox"/> AZK <input type="checkbox"/> BLT/GLT		
			Bidding Dates: [DATE], 2023 to [DATE], 2023 Bidding Form No.: [DATE], 2023 to [DATE], 2023		
INITIAL PUBLIC OFFERING OF ORDINARY SHARES OF FAST CABLES LIMITED THROUGH BOOK BUILDING PROCESS AT A FLOOR PRICE OF PKR 36.00 PER SHARE (INCLUDING A PREMIUM OF PKR 26.00/- PER SHARE)					
<b>PLEASE TICK THE APPROPRIATE BOX</b>					
Name	<input type="checkbox"/> Local Institutional Investor		<input type="checkbox"/> Foreign Institutional Investor		<input type="checkbox"/> Individual Investor
Address	Cell #	Resident	<input type="checkbox"/> Nationality (If other than Pakistani)		
	Land Line #	Non-Resident	<input type="checkbox"/> Foreigner		
Fax #	E-mail:	CNIC #	NTN*		
<p><b>*INVESTORS ARE ENCOURAGED TO DISCLOSE THEIR NTN NUMBERS TO FACILITATE THE COMPANY TO CHECK STATUS OF THE SHAREHOLDERS AS TAX RETURN FILER OR NON-FILER FROM THE ACTIVE TAXPAYERS LIST (ATL) AVAILABLE ON THE WEBSITE OF FBR. PLEASE NOTE THAT REDUCED TAX RATE OF 15.0% APPLIES TO FILERS INSTEAD OF 30.0% FOR NON-FILERS ON PAYMENT OF CASH DIVIDEND DECLARED, IF ANY, BY THE COMPANIES.</b></p>					
Dividend Mandate: Mark tick [✓] in the appropriate boxes Yes [ ] No [ ] In case the Applicant intends that if Shares applied for are issued to him/it and the dividend declared by the Company, if any, is credited directly in his/it bank account, instead of issued of dividend warrants, then please fill in the following boxes:					
Title of Account					
Account Number					
Bank Name					
Branch Name & Address					
The Directors of Fast Cables Limited 192-Y, Commercial Area, Phase III, DHA, Lahore. Contact No: 042-111-000-343 Dear Sir, On the basis of Prospectus by Dalka Foods Limited for the Initial Public Offer of its Ordinary Shares, I/we hereby bid for subscription of Shares of the Company as under:					
<b>Bid Details</b>					
	No. of Shares	Bid Price Per Share	Total Amount		
Bid Option (Please tick)	(In Figures)	(In Figures)	(In Figures)		
Limit Order					
Step Order:					
Option (1)					
Option (2)					
Option (3)					
Option (4)					
Total (Shares and Price)					
<b>Important Instructions:</b>					
1) Bids should be placed for a minimum amount of PKR 1,000,000/-. It should also be noted that no. of shares bid for should be rounded and fractional shares will not be acceptable. Please ensure that after rounding the number of shares multiplied by your bid price, is at least PKR 1,000,000/-.					
2) Eligible Investors who want to place a Step Bid, must ensure that each step amounts to PKR 1,000,000/- at least.					
3) Any Bid received below the Floor Price will not be accepted by the Book Runner.					
4) An investor shall not make downward revision both in terms of Bid Price and Bid Volume; Provided that in case of upward revision of the Bid Price, the number of shares Bid for i.e. Bid Volume may be adjusted ensuring that the bid amount or bid money remains the same.					
5) <u>An investor shall not make a bid with price variation of more than 10% of the prevailing indicative strike price subject to 40% maximum Price Band i.e. the strike price must not exceed 40% upper limit of floor price.</u>					
Signature of Bidder:					

In terms of the Listing of Companies and Securities Regulations of the Pakistan Stock Exchange ("PSX"), I/we am/are eligible to bid in this initial Public Offer of Ordinary Shares. The amount payable on bidding is remitted herewith which is the applicable margin amount. I/We agree to pay the balance amount of application money, if any, upon successful allocation of shares. In case no shares are allotted to me/us you are hereby authorized to return to me/us by demand draft/pay order application money, within three (3) working days of the close of the bidding period.

I/We agree that this is a binding agreement to accept the number of shares as may be allocated to me/us subject to the terms of the Prospectus, the bidding form and other applicable laws. I/ we undertake that I/we will sign all such other documents and do all such acts, if necessary on my/our part to enable me/us to be allocated/allotted/transferred the shares and to pay for the same. I/we authorize you to place my/our name(s) on the register of the members of the Company as holder(s) of the shares that will be allocated/allotted/transferred to me/us and to register my/our address as given below. I/ We noted that the Book Runner is entitled, in its absolute discretion to accept or reject this Bidding Application for reason(s) to be recorded in writing and the reason(s) should be disclosed to us forthwith. I/We have no objection if there are necessary changes made in the Prospectus for filing of the same with the Securities and Exchange Commission of Pakistan ("SECP").

I understand that the Issuer, the Book Runner, SECP and the Stock Exchange reserve the right of legal action against me under the law, if I submit a fictitious bid and/or my the instrument deposited by me for margin money is bounced.

I DECLARE THAT: i) I AM/WE ARE NATIONAL(S) AND RESIDENT(S) OF PAKISTAN; ii) FOREIGNER; iii) I AM/WE ARE NOT MINOR(S); iv) I/ WE HAVE NOT MADE NOR HAVE I/WE INSTRUCTED ANY OTHER PERSON(S)/INSTITUTION(S) TO MAKE ANY OTHER APPLICATION(S) IN MY/OUR NAME(S) OR IN THE NAME OF ANY OTHER PERSON ON MY/OUR BEHALF OR IN ANY FICTITIOUS NAME, IN CASE OF ANY INFORMATION GIVEN HEREIN BEING INCORRECT I/WE UNDERSTAND THAT I/WE SHALL NOT BE ENTITLED FOR ALLOCATION/ALLOTMENT/TRANSFER OF SHARES.

**Important Instructions:**

- 1) Bids shall only be entered for those Eligible Investors who have submitted a duly filled Registration Form as prescribed by the Book Runner.
- 2) Bid money / margin money shall be deposited through demand draft, pay order in favor of "**Account Title**". For online transfer facility (pay order or demand draft may be deposited at any branch of **[Bank Name]** or **[Bank Name]** and evidence to be submitted to the Book Runner) the payment shall be made into A/C # **[Account Name]** maintained at **[Bank Name] – [Branch Name]** or Account # **[Account Name]** maintained at **[Bank Name] – [Branch Address]**
- 3) For deposit of margin money, only Pay Orders, Demand Drafts, or online transfer will be accepted. 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) In case of intercity instruments, only Pay Orders "**payable at any branch**" will be accepted. For the purpose of expediting the clearing of the instruments it is highly recommended that the Pay Order should be made from online branches of the respective banks.
- 5) Eligible Investors can register themselves till 3:00 pm on the last day of Book Building after which no new investors shall be registered.
- 6) Investors can only upward revise their bids online. Please visit [www.bkb.psx.com.pk](http://www.bkb.psx.com.pk) to access online. User name and password will be emailed to you on email address provided in the form. Please ensure that you provide correct email address. Online access will be available for upward bid revisions during the bidding period from 9:00 am to 5:00. An investor will not be allowed to place or upward revise a bid with a price variation of more than 10% of the prevailing indicative strike price subject to a maximum price band of 40% of the floor price. **However, the bidder shall not make downward revision both in terms of bid price and bid volume; provided that in case of upward revision of the bid price, the number of shares bid for i.e. bid volume may be adjusted ensuring that the bid amount or bid money remains the same. No withdrawal of bid shall be allowed.**

Yours Faithfully,

Signature of Bidder: \_\_\_\_\_

**To be filled in by the Book Runner:**

Time of Receipt	Date	Location	Amount	Pay Order No. / Demand Draft No.	Stamp





**APPLICATION AND ALLOTMENT INSTRUCTIONS**

- Eligible Investors Include:**
  - Pakistan citizens resident in or outside Pakistan or Pakistanis holding no nationalities including Pakistan nationality;
  - Foreign Nationals whether living in or outside Pakistan;
  - Companies, bodies corporate or other legal entities incorporated or established in or outside Pakistan (to the extent permitted by their constitutional documents and existing regulations, as the case may be);
  - Mutual Funds, Provident/Gratuity funds/trusts, (subject to the terms of the Trust Deed and existing regulations); and
  - Branches in Pakistan of companies and bodies corporate incorporated outside Pakistan.
- Copies of the Prospectus and Application Forms can be obtained from the Trading Rights Embarkment Certificate (TRSEC) holders of Pakistan Stock Exchange Limited, the Bankers to the Issue and their branches, Lead Manager and the registered office of the Company. The Prospectus and the Application Forms can also be downloaded from the website: [www.fastcables.com](http://www.fastcables.com), [www.secm.com.pk](http://www.secm.com.pk), [www.sfrs.gov.pk](http://www.sfrs.gov.pk) & [www.sdbs.com.pk](http://www.sdbs.com.pk)
- The Applicants are required to complete the relevant sections of the application to get the Shares in book entry form. In accordance with provisions of the Central Depositories Act, 1987 and the CDC Regulations, credit of such Shares are allowed ONLY in the applicant's own CDC account.
- Name(s) and addresses must be written in full block letters, in English and should not be abbreviated.
- All applications must bear the name and signature corresponding with that recorded with the applicant's banker. In case of difference of signature with the bank and Computerized National Identity Card (CNIC) or National Identity Card for Overseas Pakistanis (NICO) or Passport both the signatures should be affixed on the application form.
- APPLICATIONS MADE BY INDIVIDUAL INVESTORS**
  - In case of Individual Investors, an attested photocopy of CNIC (in case of Resident Pakistanis) /Passport (in case of non-resident Pakistanis and FIA) as the case may be, should be enclosed and the number of CNIC/ Passport should be written against the name of the applicant. Copy of these documents can be attested by any Federal/Provincial Government Scaled Officer, Councillor, Cash Commissioner or Head/Teacher of High School or bank manager in the country of applicant's residence.
  - Original CNIC/Passport, along with one attested photocopy, must be produced for verification to the Bankers to the Issue and the applicant's banker (if different from the Banker to the Issue) at the time of presenting the application. The attested photocopy will, after verification, be retained by the bank branch along with the application.
- APPLICATIONS MADE BY INSTITUTIONAL INVESTORS**
  - Applications made by companies, corporate bodies, mutual funds, provident/gratuity funds/trusts and other legal entities must be accompanied by an attested photocopy of their Memorandum and Articles of Association or equivalent instrument (document). Where applications are made by virtue of Power of Attorney, the same should also be submitted along with the application.
  - Attested photocopies of the documents mentioned in (i) must be produced for verification to the Banker to the Issue and the applicant's banker (if different from the Banker to the Issue) at the time of presenting the application. The attested copies, will after verification, be retained by the bank branch along with the application.
- Only one application will be accepted against each applicant, however, in case of joint account, one application may be submitted in the name of each joint account holder.
- Joint application in the name of more than two persons will not be accepted. In case of joint application each applicant must sign the application form and submit attested copies of their CNIC/Passport. The Shares will be credited to the CDC account mentioned on the face of the form and where any amount is refundable, in whole or in part, the same will be refunded by cheque or other means by post, or through the bank where the application was submitted, to the person named first on the application form, without interest, profit or reward. Please note that joint application will be considered as a single application for the purpose of allotment of Shares.
- Subscription money must be paid by cheque drawn on applicant's own bank account or pay order/bank draft payable to one of the Bankers to the Issue "Biscom TSB" and crossed "SAC PAYEE ONLY".
- For the applications made through pay order/bank draft, it would be permissible for a Banker to the Issue to deduct the bank charges while making refund of subscription money to unsuccessful applicants through pay order/bank draft individually for each application.
- The applicant should have at least one bank account with any of the commercial banks. Applicants not having a bank account at all (non-account holders) are not allowed to submit application for subscription of Shares.
- Under Section 342 of the Companies Act, any dividend payable in cash by a listed company, shall only be paid through electronic mode directly into the bank account designated by the entitled shareholder.
- To enable the Company to directly credit the cash dividend, if any, in the Bank Accounts of the shareholders, the applicants must furnish relevant part of the Shares Subscription Form under the heading, "Dividend Mandate".
- Shares will be issued only in the book-entry form. Therefore, the applicants must provide their CDC account Number in the Shares Subscription Form.
- Applications are not to be made by minors and/or persons of unsound mind.
- Applicants should ensure that the bank branch, to which the application is submitted, completes the relevant portion of the application form.
- Applicants should retain the bottom portion of their application forms as provisional acknowledgment of submission of their applications. This should not be construed as an acceptance of the application or a purchase that the applicant will be allotted the number of Shares for which the application has been made.
- Making of any false statements in the application or willfully omitting material information therein shall make the application fictitious and the applicant or the bank shall be liable for legal action.
- Bankers to the Issue are prohibited to recover any charges from the subscribers for collecting subscription applications. Hence, the applicants are advised not to pay any extra charges to the Bankers to the Issue.
- It would be permissible for a Banker to the Issue to refund subscription money to unsuccessful applicants having an account in its bank by crediting such account instead of remitting the same by cheque, pay order or bank draft. Applicants should, therefore, not fail to give their bank account numbers.
- Submission of false and fictitious applications is an offence under section 47(1) of the Securities Act, 2015 and such applications' money is liable to confiscation under section 47(3) of the Securities Act, 2015.

عوام کی سہولت کے لیے، جو کہ ریگولر ریڈرز ایکٹ 2015 کی سیکشن 7(ب) کے تحت رجسٹرڈ اور ای میل ذریعہ سے رجسٹرڈ ہیں، ان کے لیے رجسٹرڈ ہونے کی ضرورت ہے۔  
 کرنے والوں کی رقم، جو کہ ریگولر اسٹاک کے ساتھ جمع کرانی کرتی ہے، ریگولر ریڈرز ایکٹ 2015 کی سیکشن 8(ب) کے تحت رجسٹرڈ ہونے کی ضرورت ہے۔

**ADDITIONAL INSTRUCTIONS FOR FOREIGN /NON-RESIDENT INVESTORS**

- In case of foreign investors who are not individuals, applications must be accompanied with a letter on applicant's letterhead stating the legal status of the applicant, place of incorporation and operations and line of business. A copy of memorandum of association or an equivalent document should also be enclosed, if available. Where applications are made by virtue of Power of Attorney, the same must be lodged with the application. Copies of these documents can be attested by the bank manager in the country of applicant's residence.
- Foreign /Non-resident investors should follow payment instruction given in Section 10 of the Prospectus.

**BASIS OF ALLOTMENT**

- The minimum value of application for subscription of 200 shares (Issue Price a 200 shares) Application for amount below the minimum value shall not be entertained.
- Application for shares must be made for 200 shares or in multiple thereof only. Applications which are neither for 200 shares nor for multiple thereof, shall be rejected.
- Allotment of Shares to successful applicants shall be made in accordance with the allotment criteria/Instructions disclosed in the Prospectus.
- Allotment of Shares shall be subject to scrutiny of applications in accordance with the criteria disclosed in the Prospectus and/or the Instructions by the Securities & Exchange Commission of Pakistan.
- Applications, which do not meet the above requirements, or applications which are incomplete will be rejected. The applicants are, therefore, required to fill in all data fields in the Application Form.
- The Company will credit the respective CDC accounts of the successful applicants.

**BANKERS TO THE ISSUE**

Code	Name of Bank	Code	Name of Bank
01	Allied Bank Limited	04	
02	Bank Alfalah Limited	07	
03	Bank of Commerce - Faisalabad	08	
04	Bank of Commerce - Rawalpindi		
05	Bank of Commerce - Lahore		

**OCCUPATION CODES**

Code	Occupation	Code	Occupation
01	Student	04	Professional
02	Business Executive	07	Student
03	Farmer	08	Retiree/Other
04	Housewife	09	Government
05	Household	10	Other

- The Central Depository Company of Pakistan (CDC) has developed a Centralized e-PO System (CESP) through which applications for subscription of securities offered through IPOs can be made electronically. CSD has been made available in its IPO which can be accessed through the web [www.csd.com.pk](http://www.csd.com.pk). Payment of subscription money can be made through NIBT's member banks available for CSD, list of which is available on above website.
- For making application through CSD, Investors must be registered with CSD. Registration with CSD is free of cost and a self-registration process by filling the CSD registration form, which is available 24/7 all around the year. Investors who have valid Computerized National Identity Card (CNIC), bank account with any of the commercial bank, email address, mobile phone number and CDC account (Investor account or sub account) may register themselves with CSD.
- Investors who do not have CDC account may visit [www.csd.com.pk](http://www.csd.com.pk) for information and details. For further guidance and queries regarding CSD and opening of CSD account, Investors may contact CDC at phone Number: 9800 - 02075 (JODP), and email: [info@csd.com.pk](mailto:info@csd.com.pk) or contact Mr. Farooq Ahmed at Phone 011-46529030 and email: [farooq\\_ahmed@csd.com.pk](mailto:farooq_ahmed@csd.com.pk). For further details on CSD, please refer section 13 of the Prospectus.

**10. NATIONALITY CODE**

Code	Name of Country	Code	Name of Country
001	U.S.A	006	Sri Lanka
002	U.K	007	China
003	U.S.R	008	Japan
004	India	009	Other

For further queries you may contact:

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