INVESTMENT IN SECURITIES IS A HIGHLY RISKY BUSINESS. INVESTORS ARE, THEREFORE, ADVISED IN THEIR OWN INTEREST TO CAREFULLY

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IMPORTANT: (i) This slip must be retained by the Applicant. ii) Please read instructions provided with this application.

APPLICATION INSTRUCTIONS FOR INVESTORS

GENERAL INSTRUCTIONS

- Eligible investors includes:
 Pakistani citizens resident in or outside Pakistan or Persons holding two nationalities including Pakistani 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 constitutive documents and existing regulations, as the case may be); Mutual Funds, Provident / Pension / 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.
- d

2. APPLICATION MUST BE MADE ON THE COMMISSION'S APPROVED APPLICATION FORM OR A LEGIBLE PHOTOCOPY THEREOF ON A PAPER OF A4 SIZE WEIGHING ATLEAST 62 GRAMS.

3. Copies of Prospectus and application forms can be obtained from the members of Karachi Stock Exchange Limited, Bankers to the Issue and their branches, the Financial Advisor / Arranger and the registered office of the Company. The Prospectus and the application forms can also be downloaded from the website: www.ke.com.pk

In order to facilitate investors, Habib Bank Limited is offering electronic submission of applications (e-IPO) to its account holders. HBL account holders can use HBL InternetBanking to submit their applications online via link https://www.hblibank.com. Further, please note that online applications can be submitted 24 hours a day during the Subscription Period which will remain open for three months from the date of subscription i.e. from May 14, 2015 and will close at 12:00 midnight on August 13, 2015, unless full subscription is received before the end of Subscription Period.

- The applicants opting for scripless form of Sukuk are required to complete the relevant sections of the application. In accordance with provisions of the Central Depositories Act, 1997 and the CDC Regulations, credit of such Sukuk is allowed ONLY in the applicant's own CDC Account. In case of discrepancy between the information provided in the application form and the information already held by CDS, the Company reserves the right to issue Sukuk in physical form.
- 5 Name(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 records of 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 (NICOP) or Passport both the signatures should be affixed on the application form.
- There will be a preferential period of fifteen (15) day from the date of the commencement of the subscription period. Only individuals including NRPs will be allowed to subscribe during the preferential period. 7. After the said fifteen (15) day period both individuals including NRPs and institutional investors will be allowed to subscribe

APPLICATIONS MADE BY INDIVIDUAL INVESTORS

- AFFLICATIONS MIRED ST INDIVIDUAL INVESTORS
 In case of individual investors, an attested photocopy of CNIC (in case of RPs) / Passport (in case of NRPs and FIs) 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 Gazetted Officer, Councilor, Oath Commissioner or Head Master 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 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. (ii)

- APPLICATIONS MADE BY INSTITUTIONAL INVESTORS
 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 Gazetted 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. (i)
- Attested photocopies of the documents mentioned in 9(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 (ii) the application. The attested copies, will after verification, be retained by the bank branch along with the application.
- Joint application in the name of more than 2 persons will not be accepted. In case of joint application each applicant must sign the application form and submit attested copies of their CNICs / Passports. The Sukuk 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 by cheque or other means by onst, or through the bank where the application was submitted, 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 Sukuk.
- The person to be nominated shall not be a person other than the following relatives of the member, namely, a spouse, father, mother, brother, sister and son or daughter, including a step or adopted child. The nominee must sign the application form and submit attested copies of their CNICs / Passports. 11.
- 12. 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 "KE Sukuk Subscription A/C" and crossed "A / C 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 13. through pay order / bank draft individually for each application
- 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 14. application for subscription of Sukuk.
- 15. Applications are not to be made by minors and / or persons of unsound mind.
- 16. 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 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 Sukuk for which the application has been made. 17
- 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. 18.
- 19. 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. 20.

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.
- 22 Applicants may also subscribe using their Special Convertible Rupee Account (SCRA) as set out under the State Bank of Pakistan's Foreign Exchange Manual.

BASIS OF ALLOTMENT

- The minimum amount of application for subscription of Sukuk is PKR 10,000/- for both CDC and Physical form. Application for Sukuk below the total value of PKR 10,000/- shall not be entertained. 1.
- Application for Sukuk must be made for a minimum of the aggregate face value of PKR 10,000/-, or in multiples of PKR 5,000/- for amount above PKR 10,000/-. Applications, which are neither for PKR 5,000/- nor in multiples of PKR 5,000/- for amounts above PKR 10,000/- shall be rejected. 2.
- Allotment / Transfer of Sukuk to applicants shall be made in accordance with the allotment criteria / instructions disclosed in the Prospectus.
- 4 Allotment of Sukuk 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. plications, 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 Registrar will dispatch Sukuk to successful applicants or credit the respective CDS accounts of the successful applicants (as the case maybe).
- The investors who do not have a CDC account may contact Central Depository Company through the contact details mentioned in Section 3.9 of the Prospectus. CDC is also running a country-wide account 7. opening campaign in collaboration with EFU Life Assurance Limited. To know when CDC will be in your city, please contact CDC through the contact details mentioned in Section 3.9 of the Prospectus.

8. BANKERS TO THE ISSUE

Code	Name of Banks	Code	Name of Banks
1	Al Baraka Bank (Pakistan) Ltd	11	Habib Metropolitan Bank Ltd
2	Allied Bank Ltd	12	MCB Bank Ltd
3	Askari Bank Limited	13	Meezan Bank Limited
4	Bank Al Falah Limited	14	NIB Bank Limited
5	Bank Al Habib Limited	15	Samba Bank Limited
6	BankIslami Pakistan Limited	16	Sindh Bank Limited
7	Burj Bank Ltd	17	Standard Chartered Bank (Pakistan) Ltd
8	Dubai Islamic Bank Pakistan Ltd	18	Summit Bank Limited
9	Faysal Bank Ltd	19	United Bank Limited
10	Habib Bank Ltd		

9. OCCUPATION CODE

Code	Occupation	Code	Occupation
1	Business	6	Professional
2	Business Executive	7	Student
3	Service	8	Agriculturist
4	Housewife	9	Industrialist
5	Household	10	Other

NATIONALITY CODE

Code	Name of Country	Code	Name of Country
1	USA	6	Iran
2	UK	7	Bangladesh
3	UAE	8	China
4	K.S.A.	9	Bahrain
5	Oman	10	Other