

# Stakeholders Information

## Pattern of Shareholding

as at June 30, 2019

Categories of Shareholders	Shareholders	Shares Held	% age
<b>DIRECTORS AND THEIR SPOUSE(S) AND MINOR CHILDREN</b>			
Syed Nadeem Ahmed	1	1,639	0.01
Rashid Abdulla	1	2,072	0.01
Shakila Rashid	1	590,966	1.93
Asad Abdulla	1	26,520	0.09
Ayaz Abdulla	1	2,072	0.01
Rashid Abdulla	1	394	0.00
Zubair Razzak Palwala	1	2,072	0.01
Shakila Rashid	1	1,491	0.00
Tahirsaeed	1	834	0.00
<b>ASSOCIATED COMPANIES, UNDERTAKINGS AND RELATED PARTIES</b>			
International Brands Limited	2	21,609,825	70.46
<b>EXECUTIVES</b>			
	2	15,527	0.05
<b>PUBLIC SECTOR COMPANIES AND CORPORATIONS</b>			
	4	1,167	0.00
<b>BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON-BANKING FINANCE COMPANIES, INSURANCE COMPANIES, TAKAFUL, MODARABAS AND PENSION FUNDS</b>			
	8	1,787,044	5.83
<b>MUTUAL FUNDS</b>			
Cdc - Trustee National Investment (Unit) Trust	1	1,471,201	4.80
<b>GENERAL PUBLIC</b>			
a. Local	1434	4,945,032	16.12
b. Foreign	-	-	-
<b>FOREIGN COMPANIES</b>			
	1	454	0.00
<b>OTHERS</b>			
	15	212,241	0.69
<b>Totals</b>	<b>1476</b>	<b>30,670,551</b>	<b>100.00</b>
<b>Share holders holding 5% or more</b>			
International Brands Limited		21,609,825	70.46
First Udl Modaraba		1,621,722	5.29

DIRECTORS AND THEIR SPOUSE(S) AND MINOR CHILDREN

S.No.	Folio No.	Name of Shareholder	Number of Shares	% age
1	02113-3397	Syed Nadeem Ahmed	1,639	0.01
2	03277-11384	Rashid Abdulla	2,466	0.01
3	03277-12714	Shakila Rashid	592,457	1.93
4	03277-20909	Asad Abdulla	26,520	0.09
5	03277-21385	Ayaz Abdulla	2,072	0.01
6	03277-93293	Zubair Razzak Palwala	2,072	0.01
7	07179-5250	Tahir Saeed	834	0.00
			<b>7</b>	<b>2.05</b>

ASSOCIATED COMPANIES, UNDERTAKINGS AND RELATED PARTIES

01.	03277-2937	International Brands Limited	21,280,125	69.38
02.	2347	International Brands Limited	329,700	1.07
			<b>2</b>	<b>70.46</b>

EXECUTIVE

01.	03277-25981	Adnan Ahmed Feroze	6,333	0.02
02.	1740	Adnan Ahmed Feroze	9,194	0.03
			<b>2</b>	<b>0.05</b>

PUBLIC SECTOR COMPANIES AND CORPORATIONS

01.	33	National Bank of Pakistan Trustee Wing	326	0.00
02.	1799	Industrial Development Bank of Pakistan ( ICP Unit )	326	0.00
03.	00083-36	IDBL (ICP Unit)	93	0.00
04.	03889-28	National Bank of Pakistan	422	0.00
			<b>4</b>	<b>0.00</b>

BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON-BANKING FINANCE COMPANIES, INSURANCE COMPANIES, TAKAFUL, MODARABAS AND PENSION FUNDS

01.	2640	Crescent Investment Bank Ltd.	566	0.00
02.	2520	Crescent Standard Modaraba	19,192	0.06
03.	02113-21	First Equity Modaraba	18,888	0.06
04.	2666	First IBL Modaraba	34,782	0.11
05.	2529	First UDL Modaraba	101	0.00
06.	03277-1651	First UDL Modaraba	1,621,621	5.29
07.	02139-29	Premier Insurance Limited	24,035	0.08
08.	03277-78335	Trustee National Bank Of Pakistan Employees Pension Fund	67,859	0.22
			<b>8</b>	<b>5.83</b>

MUTUAL FUNDS

S.No.	Folio No.	Name Of Shareholder	Number Of Shares	% age
01.	14902-21	CDC - Trustee National Investment (Unit) Trust	1,471,201	4.80
			<b>1</b>	<b>4.80</b>

GENERAL PUBLIC FOREIGN

		NIL	-	-
			<b>-</b>	<b>-</b>

FOREIGN COMPANIES

01.	2351	Boston Safe Deposit & Trust Co	454	0.00
			<b>1</b>	<b>0.00</b>

OTHERS

01.	01917-33	Prudential Securities Limited	17	0.00
02.	03277-45147	Edujlee Dinshaw (Pvt.) Limited	38,334	0.12
03.	03277-82127	Trustee National Bank of Pakistan Emp Benevolent Fund Trust	2,378	0.01
04.	03293-38	S.H. Bukhari Securities (Pvt) Limited	363	0.00
05.	03525-87235	Maple Leaf Capital Limited	1	0.00
06.	05587-48203	Stock Master Securities (Pvt.) Ltd	80	0.00
07.	05868-28	Cliktrade Limited	161	0.00
08.	10181-24	Horizon Securities Limited	1	0.00
09.	14241-22	Fikree's (pvt.) Ltd.	4,945	0.02
10.	04705-87224	Federal Board of Revenue	23,596	0.08
11.	02113-3850	Capital Financial Services (Pvt.) Limited	2,300	0.01
12.	14753-20	Arif Habib Limited - MF	117,000	0.38
13.	16857-26	Mra Securities Limited - MF	12,500	0.04
14.	03277-89483	Trustees of First UDL Modaraba Staff Provident Fund	8,840	0.03
15.	04903-23	Ample Securities (Private) Limited	1,725	0.01
			<b>15</b>	<b>0.69</b>

GENERAL PUBLIC LOCAL

		<b>1434</b>	<b>4,945,032</b>	<b>16.12</b>
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TOTAL

		<b>1476</b>	<b>30,670,551</b>	<b>100.00</b>
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No. of Shareholders	Shareholdings Slab			Total Shares Held
679	1	to	100	6,948
259	101	to	500	67,687
138	501	to	1000	98,202
267	1001	to	5000	603,540
50	5001	to	10000	340,987
18	10001	to	15000	212,082
18	15001	to	20000	308,706
5	20001	to	25000	115,152
7	25001	to	30000	192,174
5	30001	to	35000	167,235
4	35001	to	40000	150,189
1	40001	to	45000	42,579
3	45001	to	50000	140,972
1	50001	to	55000	51,763
2	65001	to	70000	137,243
1	75001	to	80000	78,200
2	80001	to	85000	165,668
1	95001	to	100000	99,334
1	100001	to	105000	104,003
2	105001	to	110000	217,755
1	115001	to	120000	117,000
1	150001	to	155000	152,375
1	165001	to	170000	167,305
1	170001	to	175000	173,000
1	200001	to	205000	200,041
1	325001	to	330000	329,700
1	470001	to	475000	472,742
1	590001	to	595000	590,966
1	790001	to	795000	794,056
1	1470001	to	1475000	1,471,201
1	1620001	to	1625000	1,621,621
1	21280001		21285000	21,280,125
<b>1476</b>				<b>30,670,551</b>

## Proxy Form

The Company Secretary  
**United Distributors Pakistan Limited**  
 9<sup>th</sup> floor, NIC Building, Abbasi Shaheed Road,  
 Karachi.

I / We \_\_\_\_\_  
 son / daughter / wife / husband of \_\_\_\_\_  
 shareholder of **United Distributors Pakistan Limited** holding \_\_\_\_\_  
 ordinary shares hereby appoint \_\_\_\_\_  
 who is my \_\_\_\_\_ [state relationship (if any) with the proxy; required by Government regulations]  
 and the son / daughter / wife / husband of \_\_\_\_\_, (holding \_\_\_\_\_  
 ordinary shares in the Company under Folio No. \_\_\_\_\_) [required by Government] as my / our proxy, to  
 attend and vote for me / us and on my / our behalf at the Annual General Meeting of the Company to be held on October 24, 2019  
 and / or any adjournment thereof.

Signed this \_\_\_\_\_ day of \_\_\_\_\_ 2019.

Witnesses: (A)

Signature \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

CNIC / Passport No. \_\_\_\_\_

Witnesses: (B)

Signature \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

CNIC / Passport No. \_\_\_\_\_

Signature on Revenue  
 Stamp of Rs. 5/-

Signature of Member(s)

Folio No. \_\_\_\_\_

CDC Participation I.D. No. \_\_\_\_\_

Sub Account No. \_\_\_\_\_

### IMPORTANT:

- The member is requested:
  - To affix Revenue Stamp of Rs. 5/- at the place indicated above.
  - To sign across the revenue Stamp in the same style of signature as is registered with the Company.
  - To write down his Folio Number.
- In order to be valid, this proxy must be received at the registered office of the Company at least 48 hours before the time fixed for the Meeting, duly completed in all respects.
- CDC Shareholders or their proxies should bring their original Computerized National Identity Card or Passport along with the Participant's ID Number and their Account Number to facilitate their identification. Detailed procedure is given in the Notes to the Notice of AGM.