

PATTERN OF SHAREHOLDING

As of December 31, 2017

Number of Shareholders	Shareholdings' Slab		Total Shares Held
187	1	to 100	5,670
183	101	to 500	53,716
443	501	to 1000	303,995
326	1001	to 5000	804,811
112	5001	to 10000	800,693
28	10001	to 15000	342,955
12	15001	to 20000	211,961
12	20001	to 25000	267,040
10	25001	to 30000	272,232
5	30001	to 35000	157,766
2	35001	to 40000	72,860
1	40001	to 45000	42,377
1	45001	to 50000	50,000
2	50001	to 55000	106,573
3	55001	to 60000	171,507
1	60001	to 65000	63,855
2	65001	to 70000	133,155
1	70001	to 75000	70,950
1	75001	to 80000	77,443
1	80001	to 85000	81,577
2	85001	to 90000	179,100
1	90001	to 95000	94,875
1	95001	to 100000	100,000
2	100001	to 105000	204,022
1	105001	to 110000	105,107

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Number of Shareholders	Shareholdings' Slab		Total Shares Held
1	125001	to 130000	125,402
1	130001	to 135000	132,327
1	140001	to 145000	140,400
3	145001	to 150000	450,000
1	150001	to 155000	150,287
1	155001	to 160000	158,125
1	185001	to 190000	188,150
1	245001	to 250000	250,000
1	260001	to 265000	261,400
1	310001	to 315000	310,313
1	315001	to 320000	316,671
1	320001	to 325000	324,604
1	380001	to 385000	381,864
1	385001	to 390000	386,589
1	515001	to 520000	517,684
1	620001	to 625000	622,810
1	790001	to 795000	793,327
1	945001	to 950000	949,096
1	1170001	to 1175000	1,170,079
1	1225001	to 1230000	1,226,257
1	5100001	to 5105000	5,101,448
1	14685001	to 14690000	14,689,730
1	45905001	to 45910000	45,909,877
<u>1365</u>			<u>79,330,680</u>

PATTERN OF SHAREHOLDING

As of December 31, 2017

Categories of Shareholders	No. of Shareholders	Shares held	Percentage
1. Directors, Chief Executive Officer, their spouse and minor children:	7	179,354	0.23%
Kamal A. Chinoy		70,950	
Javed Ahmed		986	
Sultan Ali Allana		632	
R. Zakir Mahmood		547	
John Joseph Metcalf		632	
Amyr Currimbhoy		500	
Hina Javed		105,107	
2. Associated Companies, Undertakings & related parties:		66,323,865	83.60%
Aga Khan Fund for Economic Development S.A. Switzerland*	4	45,909,877	
Habib Bank Limited - Treasury Division		14,689,730	
Jubilee General Insurance Company Limited		5,101,448	
The Aga Khan University Foundation		622,810	
3. NIT and ICP	1	629	
Investment Corporation of Pakistan		629	
4. Public Sector Companies & Corporations	-	-	
5. Banks, Development Financial Institutions & Non Banking Financial Institutions	1	20,148	0.03%
MCB Bank Limited		20,148	
6. Insurance Companies	2	1,170,708	1.48%
EFU General Insurance Limited		1,170,079	
The Premier Insurance Company of Pakistan		629	

* Excluding 1264 shares held by Nominee Directors

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As of December 31, 2017

Categories of Shareholders	No. of Shareholders	Shares held	Percentage
7. Modarbas and Mutual Funds	2	7,124	0.01%
First Equity Modarba		3,777	
CDC - Trustee AKD Index Tracker Fund		3,347	
8. Others	80	1,061,636	1.34%
9. Executives	8	99,895	0.13%
Muhammad Sohail Fakhar		58,700	
Muhammad Munawar Khalil		22,300	
Shan Rabbani		1,952	
Zahid Barki		11,000	
Faisal Qasim		632	
Najam ul Hassan Janjua		11	
Muhammad Aamir		3,300	
Faiz ul Hassan		2,000	
10. General Public - Local	1249	5,735,956	7.23%
- Foreign	11	4,731,365	5.96%
ACACIA Partners LP		1,226,257	
ACACIA Institutional Partners LP		949,096	
ACACIA II Partners LP		793,327	
ACACIA Conservation Fund-Offshore Ltd.		386,589	
Habib Bank AG Zurich, Zurich Switzerland		6,325	
Florida Retirement System		324,604	
Aberdeen Institutional Commingled Funds LLC		517,684	
Aberdeen Global Frontier Markets Equity Fund		316,671	
Aberdeen Frontier Markets Investment Company Limited		188,150	
Mahmood Ahmed Chaudhry		19,500	
Mohammad Ishaque Khan		3,162	
TOTAL	1365	79,330,680	100.00%

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As of December 31, 2017

Categories of Shareholders

11. Trading in shares by the Directors, CEO & Spouse and Executives during the year 2017

Designation	Transaction	No. of Shares
Kamal A. Chinoy Director	Purchased	14,250
Hina Javed (Spouse of Mr. Javed Ahmed - MD & CEO)	Purchased	3,000
Amyr Currimbhoy Director	Purchased	500
Muhammad Sohail Fakhar Group Head-Corp. Marketing & Admin.	Purchased	1,500
Muhammad Munawar Khalil Group Head-HR Management & Development	Purchased	20,800
Muhammad Aamir Department Head Corporate Business	Purchased	3,000
Faiz ul Hasan Department Head Corporate Sales	Purchased	2,000

12. Categories of Shareholders as at December 31, 2017

	No. of Shareholders	Shares Held	Percentage
Individuals	1,264	6,015,205	7.58%
Insurance Companies	3	6,272,156	7.91%
Joint Stock Companies	80	1,061,636	1.34%
Financial Institutions	4	60,620,384	76.41%
Modarbas & Mutual Funds	2	7,124	0.01%
Non Residential Shareholders	11	4,731,365	5.96%
Others	1	622,810	0.79%
TOTAL	1,365	79,330,680	100.00%

13. Shareholders holding 5% or more voting interest

Aga Khan Fund for Economic Development S.A., Switzerland	45,909,877	57.87%
Habib Bank Limited Treasury Division	14,689,730	18.52%
Jubilee General Insurance Company Limited	5,101,448	6.43%