

SUBMISSION OF FICTITIOUS AND MULTIPLE APPLICATIONS (MORE THAN ONE APPLICATION BY SAME PERSON) IS PROHIBITED AND SUCH APPLICATIONS' MONEY IS LIABLE TO CONFISCATION UNDER SECTION 18A OF THE SECURITIES AND EXCHANGE ORDINANCE, 1969.

جھلی اور گھیر درخواستیں (ایک شخص کی جانب سے ایک سے زیادہ درخواستیں) دینا قانوناً منع ہے۔ ایسی درخواستوں کے ہمراہ  
 منع کرانی ہوئی رقم سیکیورٹیز رجسٹر اینڈ ایکسچینج آرڈینینس نمبر 1969 کے سیکشن 18A کے تحت قابل ضبط ہوگی۔

INVESTMENT IN SECURITIES IS A HIGHLY RISKY BUSINESS. INVESTORS ARE, THEREFORE, ADVISED IN THEIR OWN INTEREST TO CAREFULLY READ THE CONTENTS OF THE PROSPECTUS ESPECIALLY THE RISK FACTORS BEFORE MAKING ANY INVESTMENT DECISION.

## HASCOL PETROLEUM LIMITED

### APPLICATION FOR SUBSCRIPTION OF ORDINARY SHARES

For the applicant(s) opting for credit of their account in the Central Depository Company of Pakistan Limited  
 (Refer to instruction No.4 on the reverse hereof)

Shares Delivery / Credit Options (Please Tick One)

CDC (PKR 56.50/-) ☐

Physical (PKR 56.50/-) ☐



The Directors,  
 Hascol Petroleum Limited  
 The Forum Suite # 105, 106 1st Floor,  
 Khayaban-e-Jami Clifton Karachi

CDC PARTICIPANT / ACCOUNT HOLDER ID	SUB ACCOUNT NUMBER	HOUSE A/C NO.
<input type="text"/>	<input type="text"/>	<input type="text"/>
OR		
CDC INVESTOR ACCOUNT SERVICES ID	CDC INVESTOR ACCOUNT NO.	
<input type="text"/>	<input type="text"/>	

1) I / We apply for the following number of Ordinary Shares at PKR 56.50/- per share for the value indicated below:

No. of Shares Applied For	Amount Payable in PKR	Cheque / Demand Draft / Pay Order No
<input type="text"/>	<input type="text"/>	<input type="text"/>

2) I / We agree to accept the same or any smaller number of Shares that may be allotted to me / us upon the terms as stated in the Prospectus Document. I / We authorize you to send the Shares to me / us pursuant to this application and if no Shares or a smaller number of Shares are allotted to me / us you are hereby authorized to return to me/us by cheque or other means my/our application money for the amount of shares not delivered by post at my/our risk to the address written below, or to the Banker to the Issue through which I/we have submitted this application.

#### 3) DECLARATION

I / We declare that: i) I am / We are national(s) of \_\_\_\_\_; ii) I am / We are not minor(s); iii) 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; iv) I / We agree to abide by the instructions provided with this application and in case of any information given herein being incorrect I / we understand that I / we shall not be entitled to the allotment of Shares if successful rather the application money shall be liable to confiscation if this declaration proves to be incorrect at any time.

Yours faithfully,

Signature(s)

a)

b)

#### 4) ALL DETAILS MUST BE WRITTEN IN

B L O C K - L E T T E R S IN THE SPACES PROVIDED, LEGIBLY IN BLACK PEN

a) Name in Full (as per CNIC)																										
Mr. Ms. Mrs. Co. Please Tick																										
Father's/Husband's Name (as per CNIC)																										
Identity Number (CNIC/ Passport/ Registration No.)																										
Full Address																										
Phone No.											Occupation Code						Muslim						Non Muslim			
Bank Account No.											Bank Name															
Branch Name & Address																										
Additional Information - For Non-Resident Pakistanis and Foreign Investors Only																										
Place of Issue of Passport											Date of Issue of Passport (DD-MM-YYYY)															
Corporate Business Letter enclosed	Yes		No												Nationality Code											
Country of Residence																										

#### 5) FOR JOINT HOLDER, IF ANY

b) Name in Full (as per CNIC)																				
Mr. Ms. Mrs. Co. Please Tick																				
Identity Number (CNIC/ Passport/ Registration No.)																				

#### 6) DIVIDEND MANDATE (Optional): Mark tick [✓] in the appropriate boxes Yes [ ] No [ ]

Incase 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 issue of dividend warrants, then please fill in the following boxes:

Title of Account																				
Account Number																				
Bank Name																				
Branch Name and Address																				
(TO BE FILLED IN BY THE APPLICANT'S BANKER)																				
																				Signature of the Applicant as per the Bank account

7) It is certified that the above-mentioned applicant(s) is / are maintaining account number as mentioned above at this bank branch and his/her/their particulars and signature(s) are correct and verified as per the bank's record and thier CNIC / Passport. It is further certified that only one application has been made in the name of the above account holder through this branch. We also confirm that the original CNIC / Passport has been seen by us.

Note: In case the subscription money is paid through a bank other than the Bankers to the Issue (through pay order or bank draft), this certification shall be provided by the manager of the bank where the applicant maintains his/her bank account.

Bank's Authorized Signatory  
 Bank's Rubber Stamp

SPECIMEN SIGNATURE(S) OF THE APPLICANT																			
NAME OF THE APPLICANT IN BLOCK LETTERS (AS PER CNIC)																			
a)																			
b)																			

Banker's to the Issue - Provisional Acknowledgement of Application for Shares of Hascol Petroleum Limited

Received from Mr/Ms/Mrs. \_\_\_\_\_ application for  
 \_\_\_\_\_ Shares/Certificates.

Name of Bank	Branch Code	Application Serial No.	Date of Receipt
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Signature & Rubber Stamp of  
 Receiving Bank

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

## APPLICATION INSTRUCTIONS FOR INVESTORS

### GENERAL INSTRUCTIONS

1. **Eligible investors includes:**
  - a. Pakistani citizens resident in or outside Pakistan or Persons holding two nationalities including Pakistani nationality;
  - b. Foreign Nationals whether living in or outside Pakistan;
  - c. 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);
  - d. Mutual Funds, Provident/pension/gratuity funds/trusts, (subject to the terms of the Trust Deed and existing regulations); and
  - e. Branches in Pakistan of companies and bodies corporate incorporated outside Pakistan.
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 GM.**
3. **Copies of Prospectus and application forms can be obtained from the members of Karachi Stock Exchange Limited, Lahore Stock Exchange Limited & Islamabad Stock Exchange Limited, the Bankers to the Issue and their branches, the Joint Lead Managers & Arrangers and the registered office of the Company. The Prospectus and the application forms can also be downloaded from the websites: [www.hascol.com](http://www.hascol.com) & [www.akdsecurities.net](http://www.akdsecurities.net)**
4. **The applicants opting for scripless form of Shares 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 Shares 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 shares in physical form.**
5. **Name(s) and address (es) must be written in full block letters, in English and should not be abbreviated.**
6. **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 (NICOP) or Passport both the signatures should be affixed on the application form.**
7. **APPLICATIONS MADE BY INDIVIDUAL INVESTORS**
  - (i) 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.
  - (ii) 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.
8. **APPLICATIONS MADE BY INSTITUTIONAL INVESTORS**
  - (i) 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.
  - (ii) Attested photocopies of the documents mentioned in 8(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.
9. **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.**
10. **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 / Passport. The shares/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 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 return. Please note that joint application will be considered as a single application for the purpose of allotment of Shares / Certificates.**
11. **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 "INITIAL PUBLIC OFFERING OF HASCOL PETROLEUM LIMITED" and crossed "A/C PAYEE ONLY".**
12. **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.**
13. **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.**
14. **Applications are not to be made by minors and/or persons of unsound mind.**
15. **Applicants should ensure that the bank branch, to which the application is submitted, completes the relevant portion of the application form.**
16. **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/Certificates for which the application has been made.**
17. **Making of any false statements in the application or wilfully embodying incorrect information therein shall make the application fictitious and the applicant or the bank shall be liable for legal action.**
18. **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.**
19. **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. **Submission of Fictitious and multiple applications (more than one application by same person) is prohibited and such applications' money is liable to confiscation under section 18A of the Securities and Exchange Ordinance, 1969.**

جعلی اور غیر درخواستیں (ایک شخص کی جانب سے ایک سے زیادہ درخواستیں) دینا قانوناً منع ہے۔ ایسی درخواستوں کے ہمراہ جمع کرائی ہوئی رقم سیکیورٹیز اینڈ ایکسچینج آرڈیننس مجریہ 1969 کے سیکشن 18A کے تحت قابل ضبط ہوگی۔

### ADDITIONAL INSTRUCTIONS FOR FOREIGN / NON-RESIDENT INVESTORS

21. **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

1. **The minimum amount of application for subscription of 500 ordinary shares is PKR 28,250/- (Issue Price x 500 Shares) for both CDC and Physical form. Application for Shares below the respective amount mentioned in this paragraph shall not be entertained.**
2. **Application for Shares must be made for 500 Shares or in multiple thereof only. Applications, which are neither for 500 Shares nor for multiple thereof, 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 dispatch shares to successful applicants through their Bankers to the Issue or credit the respective CDS accounts of the successful applicants (as the case maybe).**

#### 7. BANKERS TO THE ISSUE

Code	Name of Banks	Code	Name of Banks
01	Askari Bank Limited	06	KASB Bank Limited
02	Bank Alfalah Limited	07	MCB Bank Limited
03	Faysal Bank Limited	08	Silk Bank Limited
04	Habib Bank Limited	09	Summit Bank Limited
05	Habib Metropolitan Bank Limited	10	United Bank Limited

#### 9. OCCUPATION CODE

Code	Occupation	Code	Occupation
01	Business	06	Professional
02	Business Executive	07	Student
03	Service	08	Agriculturist
04	Housewife	09	Industrialist
05	Household	10	Other

"In order to facilitate investors, United Bank Limited "UBL" is offering electronic submission of application (e-IPO) to its account holders. UBL account holders can use UBL Net banking to submit their application online via link <http://www.ubldirect.com/corporate/bank>. Further, please note that online applications can be submitted 24 hours a day during the subscription period which will close at 12:00 midnight on April 09, 2014.

#### 8. OVERSEAS BANKERS TO THE ISSUE

Code	Name of Banks	Code	Name of Banks
01	N/A	06	N/A
02	N/A	07	N/A
03	N/A	08	N/A
04	N/A	09	N/A
05	N/A	10	N/A

#### 10. NATIONALITY CODE

Code	Name of Country	Code	Name of Country
001	U.S.A	006	Bangladesh
002	U.K	007	China
003	U.A.E	008	Bahrain
004	K.S.A	009	Other
005	Oman		

#### For further queries you may contact:

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**AKD Securities Limited** -Mr.Mohammad Yasir Khan; Phone: +92-21-111-253-111 Ext: 628; E-mail: [yasir.khan@akdsecurities.net](mailto:yasir.khan@akdsecurities.net)