



Pattern of Holding of Shares

AS AT DECEMBER 31, 2019
INCORPORATION NUMBER - 0002832

| NUMBER OF SHAREHOLDERS (Ordinary Shareholders) | SHAREHOLDING | | | SHARES HELD |
|---|--------------|---|----------|-------------|
| | From | - | To | |
| 888 | 1 | | 100 | 19,740 |
| 320 | 101 | | 500 | 81,343 |
| 113 | 501 | | 1000 | 79,978 |
| 170 | 1001 | | 5000 | 330,482 |
| 20 | 5001 | | 10000 | 137,703 |
| 3 | 10001 | | 15000 | 32,907 |
| 3 | 15001 | | 20000 | 48,469 |
| 1 | 25001 | | 30000 | 28,915 |
| 1 | 45001 | | 50000 | 46,255 |
| 1 | 635001 | | 640000 | 639,139 |
| 2 | 12315001 | | 12320000 | 24,632,116 |
| 1 | 35500001 | | 35505000 | 35,503,294 |

| CATEGORIES OF SHAREHOLDERS (Ordinary Shareholders) | SHARES HELD | PERCENTAGE |
|---|-------------|------------|
| Directors, Chief Executive Officer and their spouse and minor children | 58 | 0.00% |
| Associated Companies, undertakings and related parties | 60,135,410 | 97.65% |
| Nit and ICP | 58 | 0.00% |
| Banks, Development Financial Institutions, Non-Banking Financial Institutions | 3,360 | 0.01% |
| Mutual Funds & Modarabas | 820 | 0.00% |
| Insurance Companies | 10,580 | 0.02% |
| Shareholders holding 5% and above | 60,135,410 | 97.65% |
| General Public (Local) | 731,418 | 1.19% |
| Others | 698,639 | 1.13% |

Note: some of the shareholders are reflected in more than one category



Details of Pattern of Shareholding as per Requirements of the Code of Corporate Governance

CATEGORIES OF SHAREHOLDERS (Ordinary Shareholders)

ASSOCIATED COMPANIES, UNDERTAKING AND RELATED PARTIES

| | |
|--------------------------------|-------------------|
| PHILIP MORRIS INVESTMENTS B.V. | 47,819,350 |
| PHILIP MORRIS BRANDS SARL | 12,316,060 |
| | <u>60,135,410</u> |

DIRECTORS AND THEIR SPOUSE(S) AND MINOR CHILDREN

| | |
|---------------------------|-----------|
| MR. KAMRAN Y. MIRZA | 50 |
| MR. JOAO MANUEL | 1 |
| MR. MICHAEL SCHARER | 1 |
| MR. LIM KHANG WEI | 1 |
| MS. PATTARAPORN AUTTAPHON | 1 |
| MR. MUHAMMAD ZEESHAN | 2 |
| | <u>56</u> |

PUBLIC SECTOR COMPANIES AND CORPORATION, BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON-BANKING FINANCE INSTITUTIONS, INSURANCE COMPANIES, TAKAFUL, MODARBAS AND PENSION FUNDS

| | |
|--------------------------------------|---------------|
| INVESTMENT CORPORATION OF PAKISTAN | 58 |
| HABIB BANK LIMITED | 132 |
| MCB BANK LIMITED | 3,228 |
| CDC-TRUSTEE AKD INDEX TRACKER FUND | 820 |
| PAKISTAN REINSURANCE COMPANY LIMITED | 10,580 |
| | <u>14,818</u> |

SHAREHOLDERS HOLDING 5% OR MORE VOTING RIGHTS IN THE LISTED COMPANY

| | |
|--------------------------------|-------------------|
| PHILIP MORRIS INVESTMENTS B.V. | 47,819,350 |
| PHILIP MORRIS BRANDS SARL | 12,316,060 |
| | <u>60,135,410</u> |



Pattern of Shareholding - (Preference Shareholder)

DETAILS AS AT DECEMBER 31, 2019

| CATEGORIES OF PREFERENCE SHAREHOLDERS | PREFERENCE SHARES HELD | PERCENTAGE |
|---------------------------------------|------------------------|------------|
| Holding and Associated Companies | 1,046,400,000 | 100.00% |

DETAILS OF PATTERN OF PREFERENCE SHAREHOLDING AS PER REQUIREMENTS OF THE CODE OF CORPORATE GOVERNANCE

CATEGORIES OF PREFERENCE SHAREHOLDERS

ASSOCIATED COMPANIES, UNDERTAKING AND RELATED PARTIES

| | |
|--------------------------------|----------------------|
| PHILIP MORRIS INVESTMENTS B.V. | 832,097,280 |
| PHILIP MORRIS BRANDS SARL | 214,302,720 |
| | <u>1,046,400,000</u> |

PATTERN OF HOLDING OF PREFERENCE SHARES AS AT DECEMBER 31, 2019

INCORPORATION NUMBER - 0002832

| NUMBER OF PREFERENCE SHAREHOLDERS | PREFERENCE SHAREHOLDING | | PREFERENCE SHARES HELD |
|-----------------------------------|-------------------------|-------------|------------------------|
| | FROM | TO | |
| 1 | 1 | 250,000,000 | 214,302,720 |
| 1 | 250,000,001 | 850,000,000 | 832,097,280 |