

Frequently Asked Questions

Q1. What is an IPO?

An initial public offering (IPO), is the process through which a company issues a stake of its ownership to the public for the first time. Investors who wish to gain a percentage of ownership in a company subscribe to the company's shares.

Companies aiming to expand their operations use IPOs to raise capital for several reasons. These include funding new projects, diversifying into different industries, increasing production capacity, broadening the shareholding structure or to restructure balances in a debt-equity swap, etc.

Q2. Who is offering the IPO?

TPL Trakker Limited intends to raise capital in the form of equity by way of listing on the Pakistan Stock Exchange. To achieve the intended equity capital issuance, the company plans to issue a total of 115,719,500 ordinary shares representing 49% of the total Post-IPO Paid-up Capital to the general public.

Q3. What is the background of TPL Trakker?

TPL Corp is a technology driven conglomerate with investments across Life and General Insurance, Real Estate, Security, Asset Tracking, Navigation and Mapping and several technology startups. TPL Trakker Limited, is Pakistan's first and largest Telematics Company operating since 1999. The company offers IoT based asset tracking and management solutions and works with various businesses spread across a broad spectrum of industries to equip them with advanced technology enabling monitoring of vehicle movement, driver behavior, fuel pilferage, driver safety and compliance.

Q4. What are the benefits for investors participating in the IPO?

- 1) Capital Gain:** If the stock price of TPL Trakker increases, the investors can sell their shares into the secondary market on a higher price
- 2) Dividend Yield:** The Company distributes quarterly, semi-annual & annual dividends to the shareholder
- 3) Ownership in the Company:** If an investor purchases shares of the company, the investor gains ownership of the company. Moreover, significant shareholding can also influence business decisions.

Q5. What is a prospectus and where can I find the prospectus?

A prospectus is a document published by the company for the benefit of potential investors. This document includes an overview, the company's history and the future prospects and financial information necessary to make investing decisions along with the forms required for Bidding and Public Subscription.

[URL: www.tpltrakker.com/ipo](http://www.tpltrakker.com/ipo)

Q6. How can an individual investor participate in the IPO offering?

Subscription Dates: 22nd & 23rd July 2020.

HBL will be the Lead Manager/Corporate Advisor and Arif Habib is the Consultant to the Issue.

How can I apply?

Download the forms here: www.tpltrakker.com/ipo

You can also get the forms from:

- Members of the Pakistan Stock Exchange
- HBL
- Meezan Bank
- Allied Bank Limited
- MCB Bank
- Habib Metropolitan Bank
- Arif Habib Limited
- Head office – TPL Trakker

What is required?

- Completed application form
- Attested copy of your NIC
- Subscription Money paid by cheque or pay order/bank draft payable to one of the bankers mentioned. Cheque to be in favor of “TPL Trakker Limited - General Subscription” and crossed “A/C PAYEE ONLY”.

Where do I submit the form?

Offline Submission:

The attested Public Subscription Form, attested copy of NIC and cheque for the amount of shares must be submitted to the following banks only:

• Habib Bank Limited	• Meezan Bank Limited	• Bank Al Habib
• Allied Bank Limited	• MCB Bank Limited	• Habib Metropolitan Bank

Note: For purchase and sale of the shares, retail investor must have a Bank Account and a Central Depository Company (CDC) investor account or a CDC Sub-account.

Online Submission: applications can also be submitted the Centralized e-IPO System (CES) via www.cdceipo.com, subscription payments against which can be made through 1LINK’s member banks available for CES, list of which is available on above-mentioned website. **(NOTE:** For making application through CES, investors must be registered with CES)

Minimum value of shares

PKR 12 * 500

Note: Within ten working days of the close of public subscription period, the shares shall be allotted, issued and credited against the accepted and successful applications and the subscription money of the unsuccessful applicants shall be unblocked/refunded.

Q7. How will TPL Trakker utilize its IPO Proceeds?

The funds from the IPO proceeds will be utilized for financing the regional expansion of IoT solutions, investment in developmental IT infrastructure, capital expenditure for further development of mapping data and location based solutions, working capital for Connected Car & IoT solutions, etc.

Q8. Why should an individual investor invest in TPL Trakker?

For over two decades, TPL Trakker has been a pioneer in the GPS tracker industry in Pakistan with over 150,000 active customers in the vehicle tracking segment, helping customers extract and turn data about vehicles and put their use into intelligence; improving operations and safety parameters while reducing costs and mitigating risks. TPL Trakker is also the only vehicle tracking company to be assigned a long-term financial status rating of A- by the Pakistan Credit Rating Agency Limited (PACRA).

In a short span of time, TPL Trakker has established itself as a true regional player; having evolved from a vehicle tracking company for individuals back in 1999, to a reliable end-to-end solutions provider for commercial fleets, businesses and automotive industry suppliers, and to date, the first IoT Company operating in Pakistan.

The wholly owned subsidiary of TPL Corp, is currently the only service provider of container tracking services for bonded cargo in Pakistan with state-of-the-art container security solutions and operational infrastructure, serving as a catalyst for China-Pakistan Economic Corridor's (CPEC) cargo movement.

On the international front, TPL Trakker started operations in the Middle East back in 2006, as Trakker Middle East (TME), LLC with a registered office in Dubai and Abi Dhabi. TME is one of the first companies in the Gulf region to use IoT to deliver cutting edge solutions to its customers in the Heavy Machinery and Oil and Gas sector.

TPL Trakker's mapping arm, TPL Maps secured a strategic partnership with HERE technologies; mapping and location based services giant based in Netherlands. Together with HERE, TPL Trakker aims to provide location based solutions to customers in Pakistan, Middle East and Africa.

A Fortune 500 company, CCCC Investment Holding Co Ltd. and China Transportation HEAD New Technology Co. Ltd. signed a letter of intent (LOI) for potential investment into TPL Trakker, further confirming the company's potential to expand its operations and geographic presence outside Pakistan.

Q9. What is the offering share price for general public?

The fixed price per share set by the issuer in consultation with Consultant to the Issue. For this Issue, Issue Price is PKR 12.00/- per share

Q10. What is the minimum no. of shares an individual can purchase?

Purchased shares can only be in a bundle of 500 shares or multiples of it.

Q11. What will be the total amount an investor has to be pay at the time of IPO?

The amount of money paid along with application for subscription of shares which is equivalent to the product of the Issue price per share and the number of shares applied for.