

BMA ANALYTICS

USER MANUAL

Getting Started

Welcome to your personal research & analysis portal by BMA Capital. BMA promises to provide unmatched experience to its clients in order to ensure that they are always ahead of the market!

The Market Cover Research Portal provides real time data analytics enabling the user to filter stocks using comprehensive comparison tools. The User is empowered through seamless integration of the analytics right in the existing trading terminal. The portal can be accessed through a simple click on the 'market cover' button of the trading terminal.

The screenshot displays the Soltech Trading Terminal 2.02.28 interface. The main window shows a 'Market WatchList' table with the following data:

M..	Symbol	Buy Vol	Buy Rate	Sell Rate	Sell Vol	Change	Change %	Total Volume	Last Vol	Last	Average	T Trades	High	Low	Spot	Lower Limit	Upper Limit	Close	Time
REG	UBL	200	234.01	234.59	100	+4.13	+1.80%	663,900	200	234.01	231.71	188	235.49	230.00		217.51	240.39	228.95	10:11:39
REG	RCML	500	131.31	0.00	0	0.00	0.00%	500	500	138.10	138.10	1	138.10	138.10		131.20	145.00	138.10	12:03:27
REG	PTC	19,000	17.55	17.60	38,000	-0.01	-0.06%	323,500	12,000	17.60	17.59	49	17.63	17.52		16.57	18.57	17.57	10:11:48
REG	PSO	500	408.01	408.88	200	-2.22	-0.54%	60,600	300	408.20	408.01	101	409.86	407.00		390.45	431.53	410.99	10:11:28
REG	OGDC	1,500	162.50	162.69	400	-1.73	-1.05%	459,300	1,000	162.69	162.56	421	163.01	162.01		155.09	171.41	163.25	10:13:39
REG	MCB	200	237.50	237.60	4,100	+3.89	+1.67%	370,900	100	237.50	237.18	256	238.00	234.25		219.45	242.55	231.00	10:13:27
REG	BOP	10,000	17.15	17.18	11,500	+0.13	+0.76%	1,529,000	500	17.17	17.15	411	17.29	16.95		16.20	18.20	17.20	10:13:52

Below the table is a 'Message Board' with the following entries:

Date	Time	Security	Message
15/12/2016	11:20:02		1022 Symbols synced with server
15/12/2016	11:09:59		The Regular Market is Opened
15/12/2016	11:09:59		The CFS Market is Opened
15/12/2016	11:09:58		EXP07 logged in successfully at 15/12/2016 11:09:58
15/12/2016	10:59:00		EXP07 logged in successfully at 15/12/2016 10:59:25

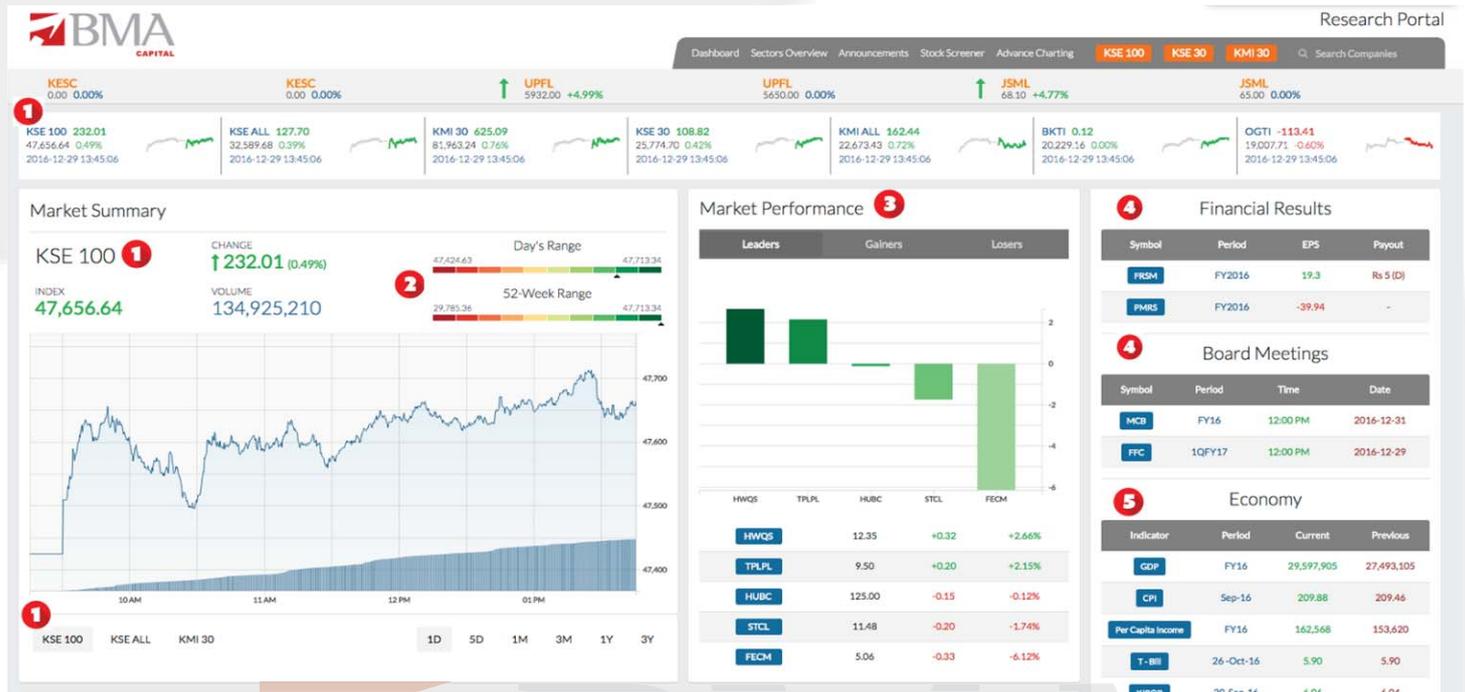
The interface also includes a 'Message Board' with tabs for 'All Messages', 'Orders', 'Trades', 'News', and 'Broker Messages'. At the bottom, it shows 'Server Connected', 'Connecting Feed ...', and 'Server Time = 11:10:35'.

This manual provides an in depth view of the research portal highlighting the tools at disposal of the user for intelligent decision making.

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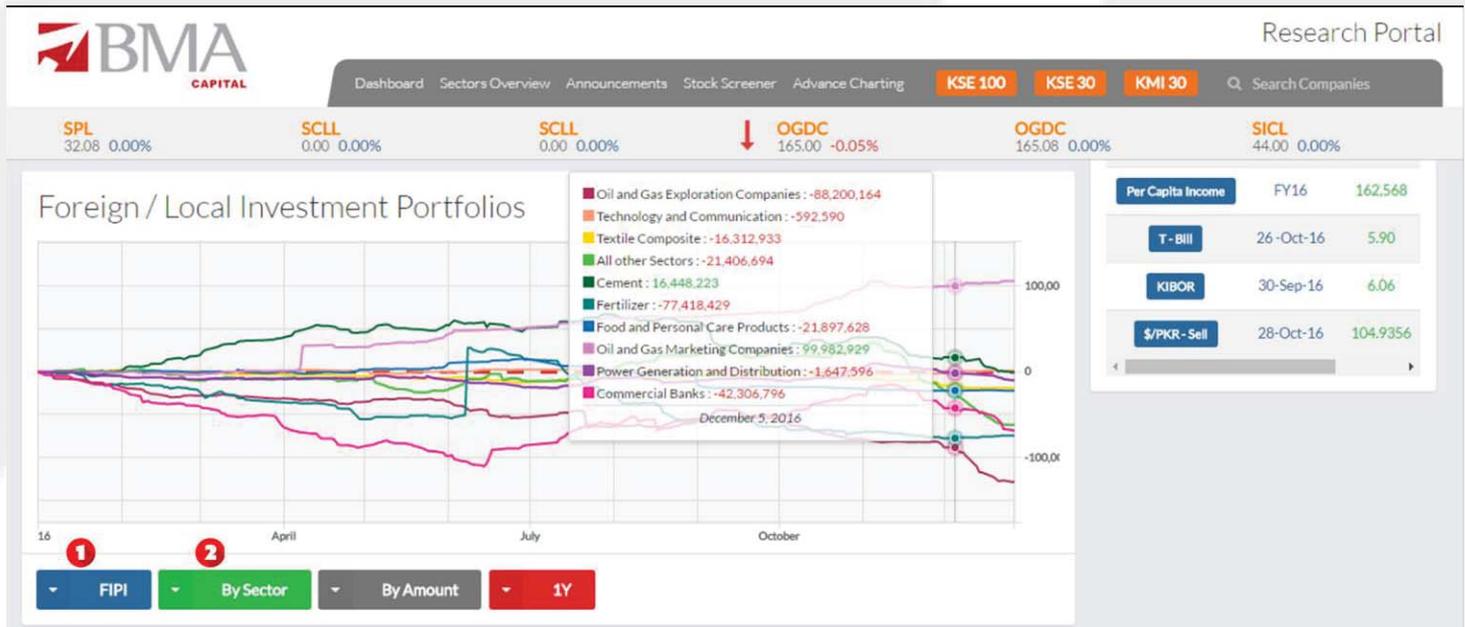
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Dashboard



The uniquely designed dashboard offers a comprehensive look of all key market activities in real time.

The User gets a quick snapshot of all indices (1) along with its day and 52-week range. The market performers segments is based on volumes, positive and negative share price change. Most recent financial results announcement (4) and the upcoming board meetings will make sure no important information is missed. Key economic metrics are displayed below them.



The graph charts investment of both local and foreign investors by client and sectors for up to a year.

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Sectors Overview

Sector Overview

You can sort the columns by clicking on the headers. 1

2

Sector	Market Cap. (PKR Bn)	Change (%)	Companies
Commercial Banks	1,752.07	1.45	HBL, UBL, MCB, NBP, ABL
Oil and Gas Exploration Companies	1,369.51	1.08	OGDC, PPL, MARI, POL
Cement	891.06	1.49	LUCK, BWCL, DGKC, MLCF, FCCL
Food & Personal Care Products	795.02	4.15	NESTLE, EFOODS, RMPL
Fertilizer	600.87	1.81	ENGRO, FFC, EFERT, FATIMA, DAWH, FFBL
Tobacco	502.91	7.87	PAKT, PMPK
Automobile Assembler	461.27	0.12	INDU, HCAR, ATHL, PSMC, MTL, AGTL
Power Generation and Distribution	344.33	1.27	HUBC, KAPCO, NPL, KEL
Pharmaceuticals	336.16	1.88	ABOT, SEARL, GLAXO, SAPL, FERAZ
Oil and Gas Marketing Companies	308.44	-2.06	PSO, APL, SHEL, SNGP, SSGC
Chemical	290.20	-0.18	ICI, COLG, ARPL

The page encompasses all the sectors listed on the stock exchange providing a holistic view of all sectors. User can sort them according to market capitalizations and identify top performing sectors.

Cement

KSE All P/E Ratio: 28.00 Sector P/E Ratio: 9.14 Market Cap: 891.06B < Back to Sectors

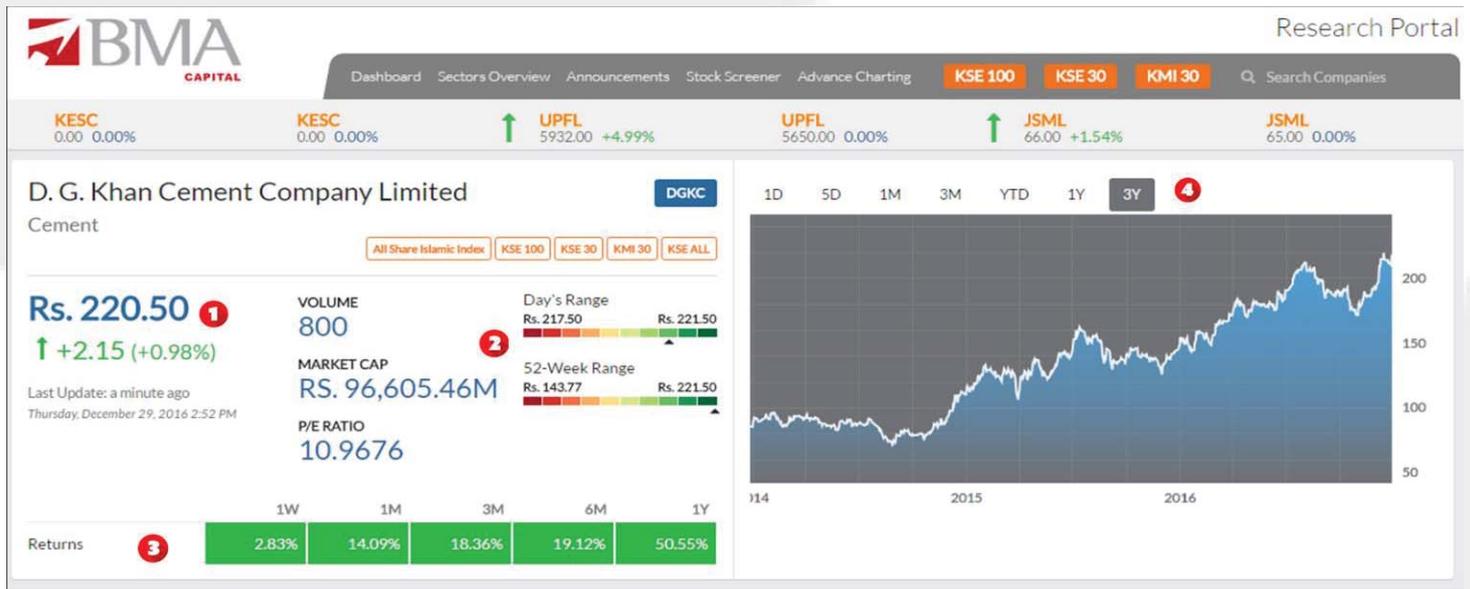
Company	PERFORMANCE METRICS						SIZE METRICS		
	Share Price (PKR)	Return (6M) (%)	Return (Year) (%)	EPS (PKR)	PE Ratio	Profit Margin (%)	Market Cap (PKR Bn)	Total Sales (PKR '000)	Total Assets (PKR '000)
Lucky Cement Limited	840.29	37.47	68.73	40.03	16.20	41.20	271.73	45,222,089	85,922,406
Attock Cement (Pakistan) Limited	319.00	38.45	92.78	25.24	9.46	30.59	36.53	13,918,340	14,426,400
Kohat Cement Company Limited	283.00	8.27	20.05	28.53	9.18	44.60	43.73	14,019,843	19,345,142
Bestway Cement Limited	271.24	55.80	105.48	20.16	8.62	36.72	161.73	28,950,528	34,794,745
D. G. Khan Cement Company LimL...	218.35	18.79	50.77	20.06	9.50	42.46	95.66	29,703,758	83,418,265
Cherat Cement Company Limited	173.26	46.88	93.05	7.96	15.02	29.59	30.60	7,079,368	15,461,972
Pioneer Cement Limited	140.32	34.78	57.57	11.09	9.68	41.25	31.87	9,366,533	14,767,699
Maple Leaf Cement Factory Limit...	125.89	23.66	74.58	9.26	11.39	32.23	66.44	23,432,696	32,021,696
Fecto Cement Limited	120.01	10.24	56.96	16.22	7.12	23.28	6.02	5,031,622	4,076,708
Gharibwal Cement Limited	50.00	5.26	23.49	6.73	7.06	37.76	20.01	10,522,318	18,052,290

Companies in a can be compared and selected based on several performance and size metrics.

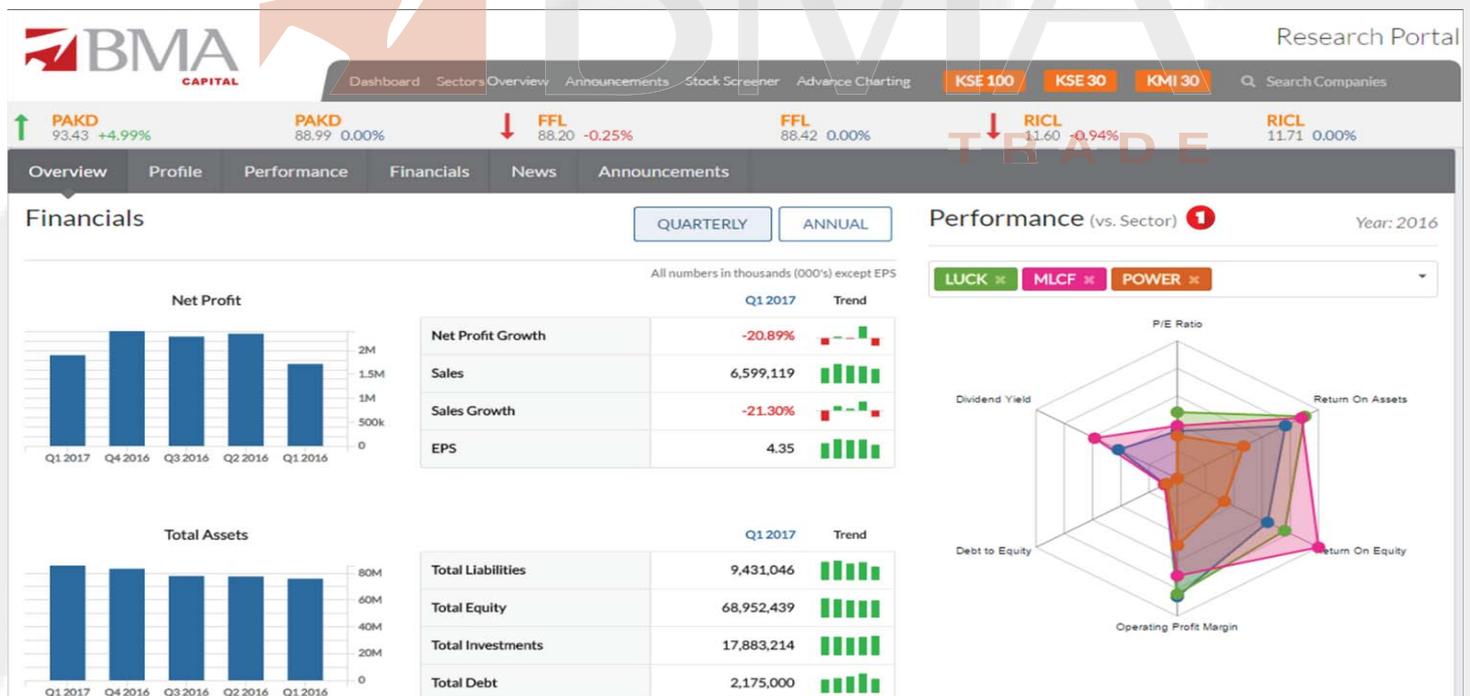
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Company Page



When a particular company is picked, the user can have a detailed insight of it. He can see the movement in share prices along with day range, 52 weeks range and returns on daily, weekly, monthly and yearly basis. The interactive graph charts details of price movement from time frame on second basis up to yearly basis.



The company overview tab is a quick glimpse on recent financial performance along with a holistic overview of the company's performance in graphical format. The radar chart allows the user compare companies within the same sector.

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About
D. G. Khan Cement Company Limited ("the Company") is a public limited company incorporated in Pakistan and is listed on Pakistan Stock Exchange. It is principally engaged in production and sale of Clinker, Ordinary Portland and Sulphate Resistant Cement.

Company Information

CEO	Mr Raza Mansha
Chairman	Mrs Naz Mansha
CFO	Mr Inayat Ullah Nizai
Company Secretary	Mr Khalid Mahmood Chohan
Directors	Mr Khalid Niaz Khawaja Mr Khalid Qadeer Qureshi Mr Farid Noor Ali Fazal Mr Shahzad Ahmad Malik Ms Nabiha Shahnaz Cheema
Auditors	A.F. Ferguson & Co. Chartered Accountants
Registered Office	Nishat House, 53-A Lawrence Road, Lahore
Factory Location	Khofli Sattal, Distt., Dera Ghazi Khan 12, K.M. Choa Saidan Shah Road, Khairpur, Tehsil Kallar Kahar, Distt. Chakwal
Share Registrar	THK Associates (Pvt) Ltd. Head Office, 2nd Floor, State Life Building No. 3, Dr. Zia Uddin Ahmed Road, Karachi Branch Office, 2nd Floor, DYL Motorcycles Ltd. Office Building, Plot No. 346 Block No. G-III, Khokar Chowk, Main Boulevard, Johar Town, Lahore
Company Website	www.dgcement.com

Categories of Shareholders

Directors, Chief Executive Officer, and their spouse and minor children	4.27%
Associated Companies, undertakings and related parties.	32.24%
NIT and ICP	0.34%
Banks Development Financial Institutions Non Banking Financial Institutions.	1.99%
Insurance Companies	1.82%
Modarabas and Mutual Funds	6.92%
Shareholders holding 10%	31.40%
General Public:	
Local	11.91%
Foreign	0.32%
Others	0.00%
Joint Stock Companies	2.77%
Investment Companies	0.00%
Pension Funds, Provident Funds etc.	1.48%

The company profile tab has all the qualitative information regarding the company and covers its introduction, shareholding patterns, management profile, factory location, employees, auditors, share registrar and contact details.

Profitability

	TTM	2016	2015	2014	2013	2012	2011	2010	2009	vs Sector	vs History
Gross Profit Margin (%)	43.91	42.65	36.22	34.88	37.43	32.71	23.60	16.62	31.49		
Net Profit Margin (%)	16.99	14.49	12.56	14.92	14.50	7.24	6.80	1.12	18.76		
Net Profit Margin (%)	29.86	29.59	29.21	22.48	22.08	17.90	0.92	1.43	2.91		
Other Operating Income (%)	26.92	27.07	30.43	27.61	26.65	28.92	663.39	391.24	146.53		
Return On Equity (%)	13.02	13.36	12.24	9.70	11.46	12.48	0.57	0.88	2.51		
Return on Assets (%)	10.46	11.14	10.33	8.72	9.64	8.19	0.35	0.52	1.23		

Net Profit Margin (%)
Assesses the percentage of revenue translated into profits
$$\text{Net Profit Margin} = \frac{\text{Profit After Taxation}}{\text{Sales}} \times 100$$

Sector "Cement" Median
Min: -23.25, Median: 20.85, Max: 56.65

8-Year Range
Min: 0.35, Median: 8.45, Max: 11.14

The performance tabs allows user to dig into financial performance of the company through various fundamental indicators. All indicators are grouped together according to appropriate categories namely profitability, investors, valuation, capital structure, liquidity and efficiency.

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The calculation methodology with all the formulae and their definitions (1) are provided when the user hovers on a specific indicator. Both sector (2) and historic comparison (2) has been incorporated along with a trend line (2) to review growth of the company.

BMA CAPITAL Research Portal

Dashboard Sectors Overview Announcements Stock Screener Advance Charting **KSE 100** **KSE 30** **KMI 30** Search Companies

↑ **AKBL** 25.00 +0.64% **KASBB** 0.00 0.00% ↑ **LUCK** 847.88 +0.90% ↑ **JOPP** 44.00 +0.07% ↓ **PMPK** 2874.99 -3.71% ↑ **PRET** 126.00 +0.80%

Overview Profile Performance **Financials** News Announcements

Income Statement Balance Sheet

ANNUAL QUARTERLY

All numbers in thousands (000's)

	TTM	2016	2015	2014	2013	2012	2011	2010
Sales	30,058,716	29,703,758	26,104,611	26,542,509	24,915,924	22,949,853	18,577,198	16,275,354
Cost of Sales	(16,858,549)	(17,035,566)	(16,649,411)	(17,284,941)	(15,589,917)	(15,443,098)	(14,192,229)	(13,569,994)
Gross Profit	13,200,167	12,668,192	9,455,200	9,257,568	9,326,007	7,506,755	4,384,969	2,705,360

Overview Profile Performance Financials **News** Announcements

Narrow trading at PSX, index closes at 46912 points - Daily Times
Top gainers included Dewan Cement Limited (DCL) up 3.09% and Kohat Cement Company Limited (KOHCL) which rose 3.08%. Prominent names D.G. Khan Cement Company Limited (DGKC) and Maple Leaf Cement Factory Limited (MLCF) accumulated ...and more +
Daily Times

Pakistan equities recoup losses, Index adds 230 points - Daily Times
Renewed interest was also seen in cement sector as DGKC, LUCK and MLCF gained between 1-1.7 percent respectively, according to analysts at Topline Securities. Overall, volumes increased by 10.5 percent to 198.6 million shares, while value rose by 22.2 ...and more +
Daily Times

Overview Profile Performance Financials **Announcements**

Announcements

Nov 28, 2016	Dispatch of Final Dividend Warrants		
Oct 27, 2016	Financial results for Q1 ended September 30, 2016		
Oct 20, 2016	Board Meeting		
Oct 20, 2016	Notice for Election of Directors		

The financial tab has complete income statement and balance sheet of the respective company on both annual and quarterly basis up to a maximum of 8 years.

The news and announcement tab have company specific information.

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Announcements

Announcements for DGKC (August 01, 2016 - December 29, 2016)

Search Filters

Company **1**: D. G. Khan Cement Company Limited

Date Range **2**: August 01, 2016 - December 29, 2016

Apply

Financial Results | Board Meetings | Other Announcements

All numbers in thousands (000's) except EPS

Date	Company	Title	Details						
August 31, 2016	DGKC D. G. Khan Cement Company Limited	Financial results for Year ended June 30, 2016	<table border="0"> <tr> <td>Unconsolidated Sales Rs. 29,703,758</td> <td>Dividend Rs. 6.00</td> <td>Unconsolidated PAT Rs. 8,789,672</td> </tr> <tr> <td colspan="3">Unconsolidated Year Ended EPS Rs. 20.06</td> </tr> </table>	Unconsolidated Sales Rs. 29,703,758	Dividend Rs. 6.00	Unconsolidated PAT Rs. 8,789,672	Unconsolidated Year Ended EPS Rs. 20.06		
Unconsolidated Sales Rs. 29,703,758	Dividend Rs. 6.00	Unconsolidated PAT Rs. 8,789,672							
Unconsolidated Year Ended EPS Rs. 20.06									
October 27, 2016	DGKC D. G. Khan Cement Company Limited	Financial results for Q1 ended September 30, 2016	<table border="0"> <tr> <td>Unconsolidated Sales Rs. 6,599,119</td> <td>Unconsolidated PAT Rs. 1,907,557</td> <td>Unconsolidated Q1 EPS Rs. 4.35</td> </tr> </table>	Unconsolidated Sales Rs. 6,599,119	Unconsolidated PAT Rs. 1,907,557	Unconsolidated Q1 EPS Rs. 4.35			
Unconsolidated Sales Rs. 6,599,119	Unconsolidated PAT Rs. 1,907,557	Unconsolidated Q1 EPS Rs. 4.35							

The dedicated real time announcement tab ensures the user stays updated on material information circulated in the market. User can filter announcements on both company and dates basis. Complete announcement can also be viewed using the link.

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Stock Screener

Symbol	Name	Sector	Index	Sales			Gross Profit Margin		
LUCK	Lucky Cement Limited	Cement	KSE 100	2016 Rs. 45,222,089	2015 Rs. 44,761,307	2014 Rs. 43,083,169	2016 48.21%	2015 45.09%	2014 43.38%
BWCL	Bestway Cement Limited	Cement	KSE 100	2015 Rs. 30,509,548	2014 Rs. 28,950,528	2013 Rs. 24,074,046	2015 41.15%	2014 39.31%	2013 41.42%
DGKC	D. G. Khan Cement Company Limited	Cement	KSE 100	2016 Rs. 29,703,758	2015 Rs. 26,104,611	2014 Rs. 26,542,509	2016 42.65%	2015 36.22%	2014 34.88%
MLCF	Maple Leaf Cement Factory Limited	Cement	KSE 100	2016 Rs. 23,432,696	2015 Rs. 20,720,054	2014 Rs. 18,968,547	2016 42.77%	2015 36.18%	2014 34.39%
FCCL	Fauji Cement Company Limited	Cement	KSE 100	2015 Rs. 18,642,358	2014 Rs. 17,532,277	2013 Rs. 15,967,900	2015 37.69%	2014 34.70%	2013 31.82%

The stock screener tab equips the user with maximum power to navigate and identify the right stocks based on several filtration techniques namely filtration by index, sector, price/financial and performance ratios.

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Advance Charting



The advance charting tab is a lifeline for day traders. These technical indicators are based on mathematical models which assist the user in identifying the right time to enter and exit the market. Users can apply indicators on a time frame ranging from 1 minute up to 1 month on all listed companies. They can view the graphs in the form of candlesticks, bars, and lines and can observe share price movements and their technical starting from the year 2000. Users also have the power to compare one company with another using 15 most relevant indicators and draw trend lines and Fibonacci.

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