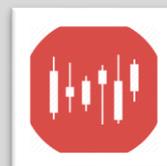


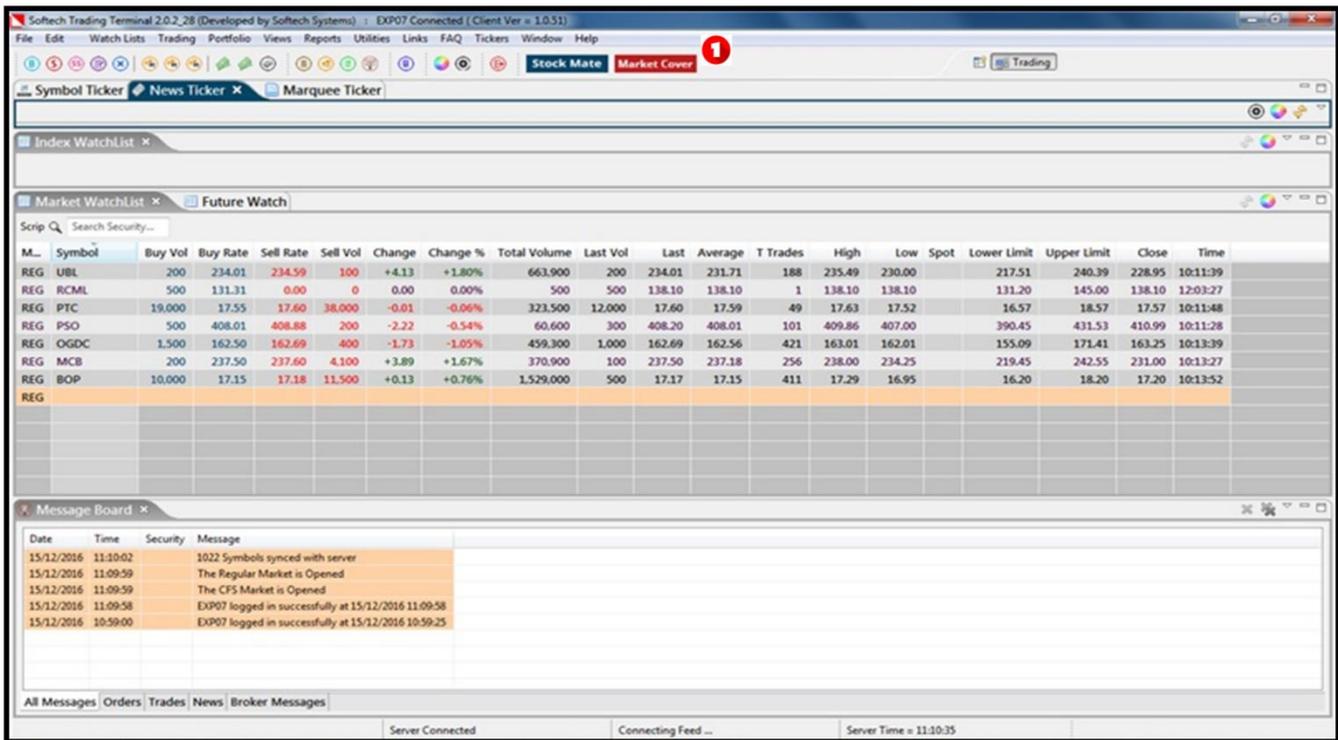
Market Cover User Manual



Getting Started

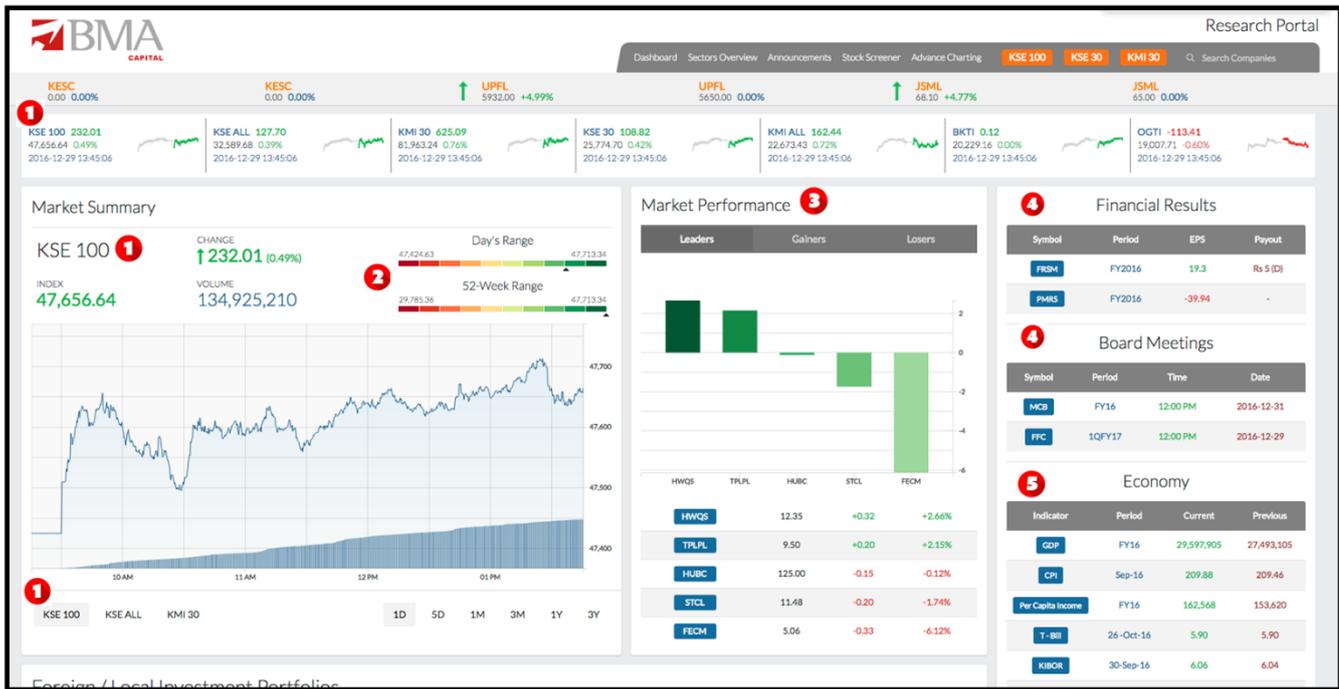
Welcome to your personal research & analysis portal by BMA Capital. BMA promises to provide unmatched experience to its clients in order to ensure that they are always ahead of the market!

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' (1) button of the trading terminal.



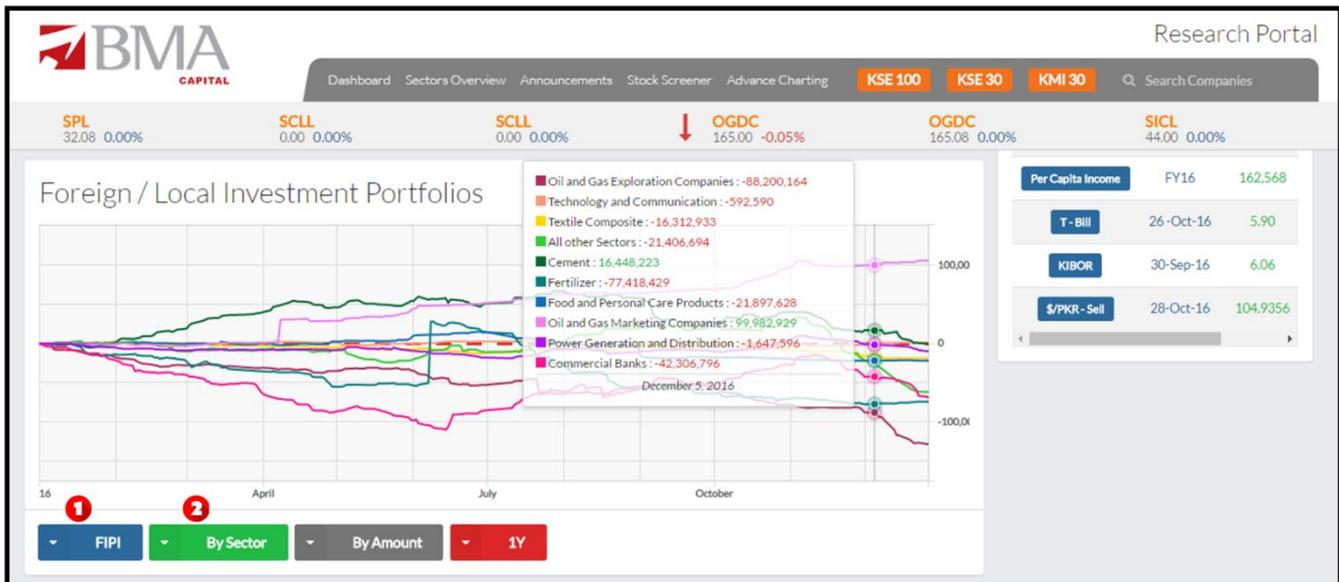
This manual provides an in depth view of the research portal highlighting the tools at disposal of the user for intelligent decision making.

Dashboard



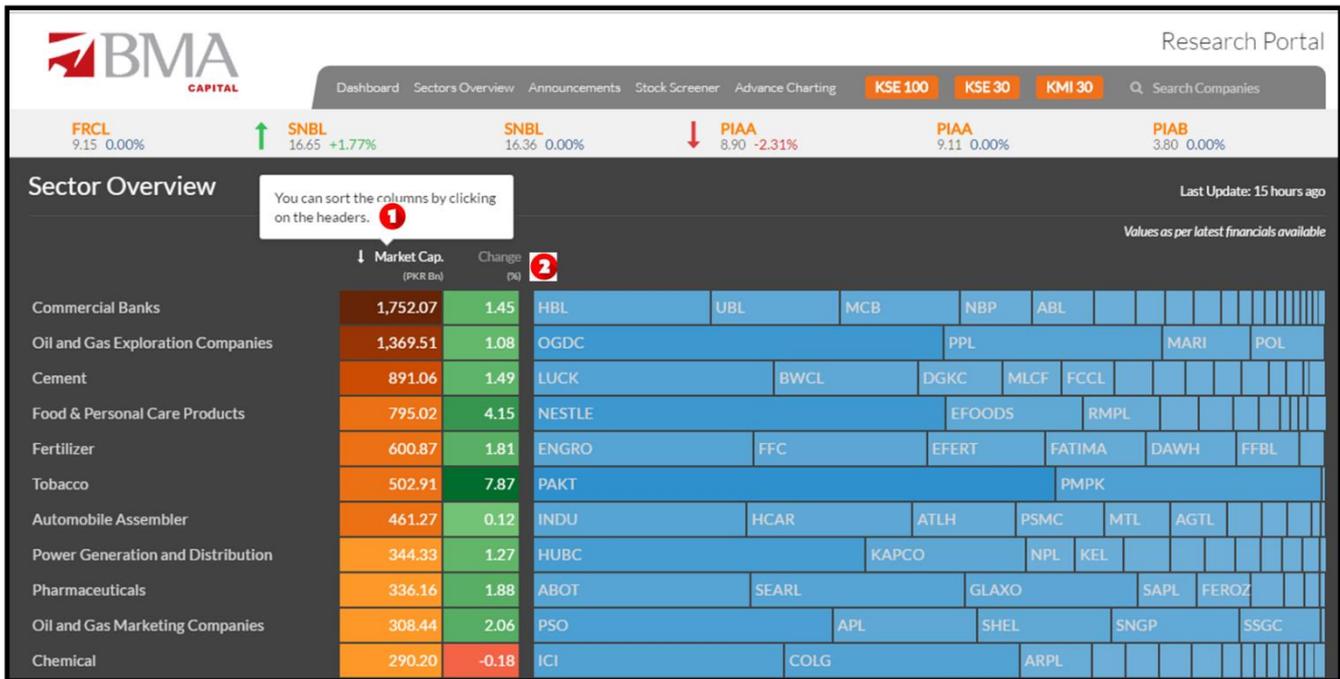
The uniquely designed dashboard offers a comprehensive look of all key market activities in real time.

The User gets a quick snapshot of all indices (1) along with its day and 52-week range (2). The market performers (3) segments is based on volumes, positive and negative share price change. Most recent financial results announcement (4) and the upcoming board meetings (4) will make sure no important information is missed. Key economic metrics (5) are displayed below them.

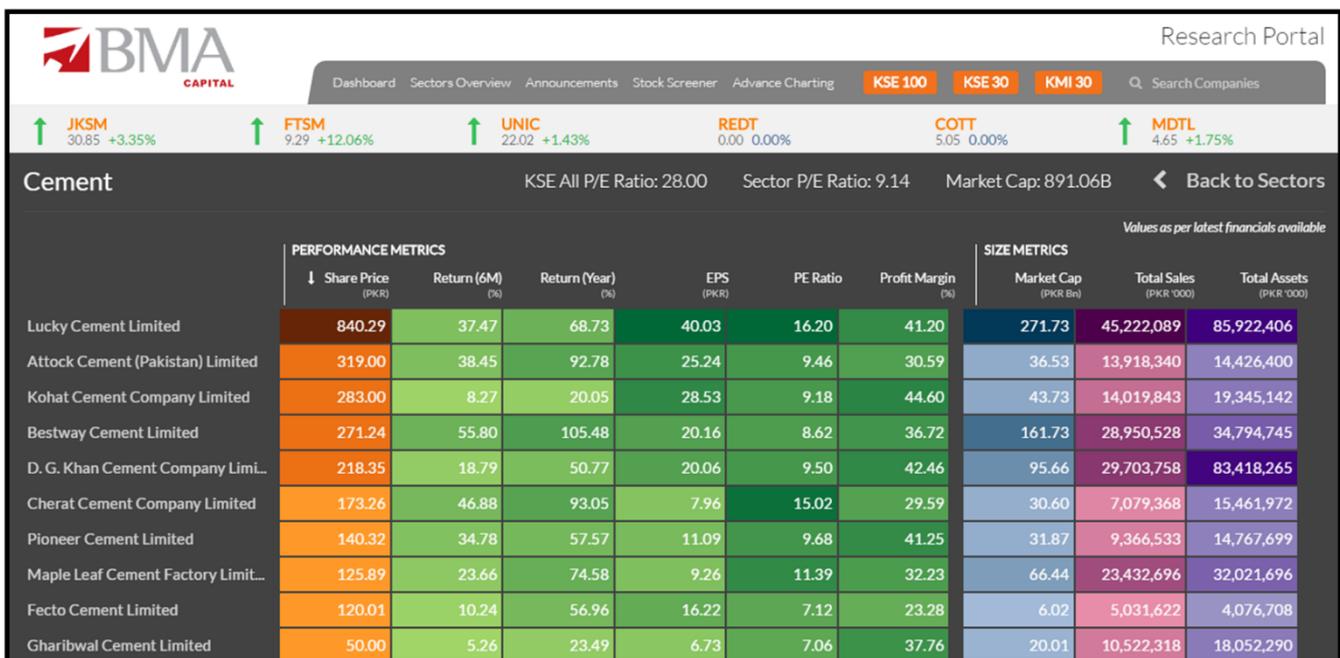


The graph charts investment of both local and foreign investors (1) by client (2) and sectors for up to a year.

Sectors Overview

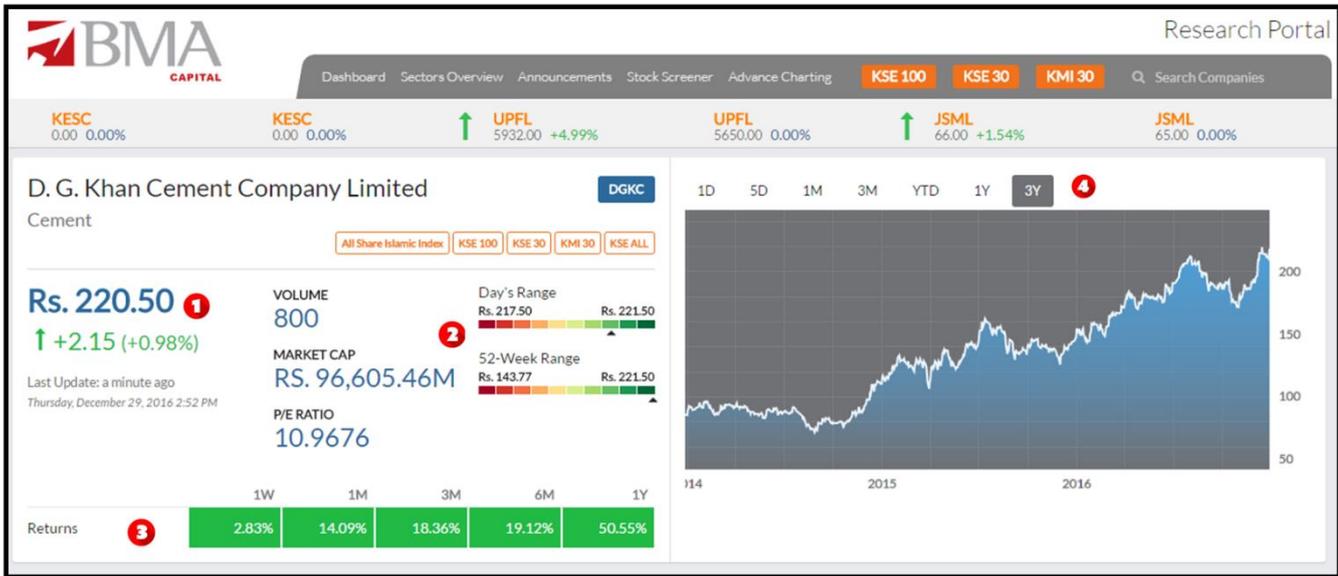


The page encompasses all the sectors listed on the stock exchange providing a holistic view of all sectors. User can sort them according to market capitalizations (1) and identify top performing sectors (2).



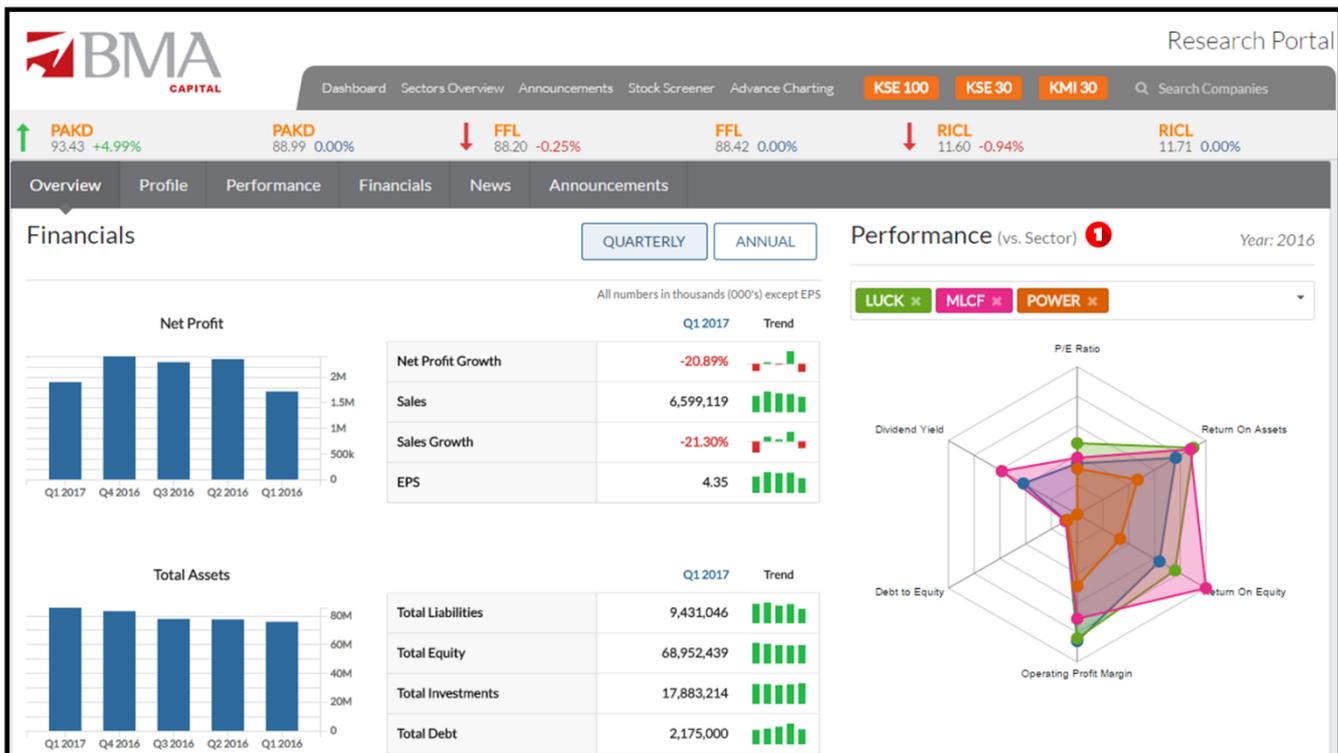
Companies in a can be compared and selected based on several performance and size metrics.

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 (1) along with day range, 52 weeks range (2) and returns (3) on daily, weekly, monthly and yearly basis. The interactive graph (4) 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 (1) allows the user compare companies within the same sector.

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 Niaz
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 Nabiba Shah Nawaz Cheema
Auditors	A.F. Ferguson & Co. Chartered Accountants
Registered Office	Nishat House, 53-A Lawrence Road, Lahore
Factory Location	Khofli Sattai, 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 (%)	18.76	18.76	37.65	31.87	32.47	24.94	14.43	13.89	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		

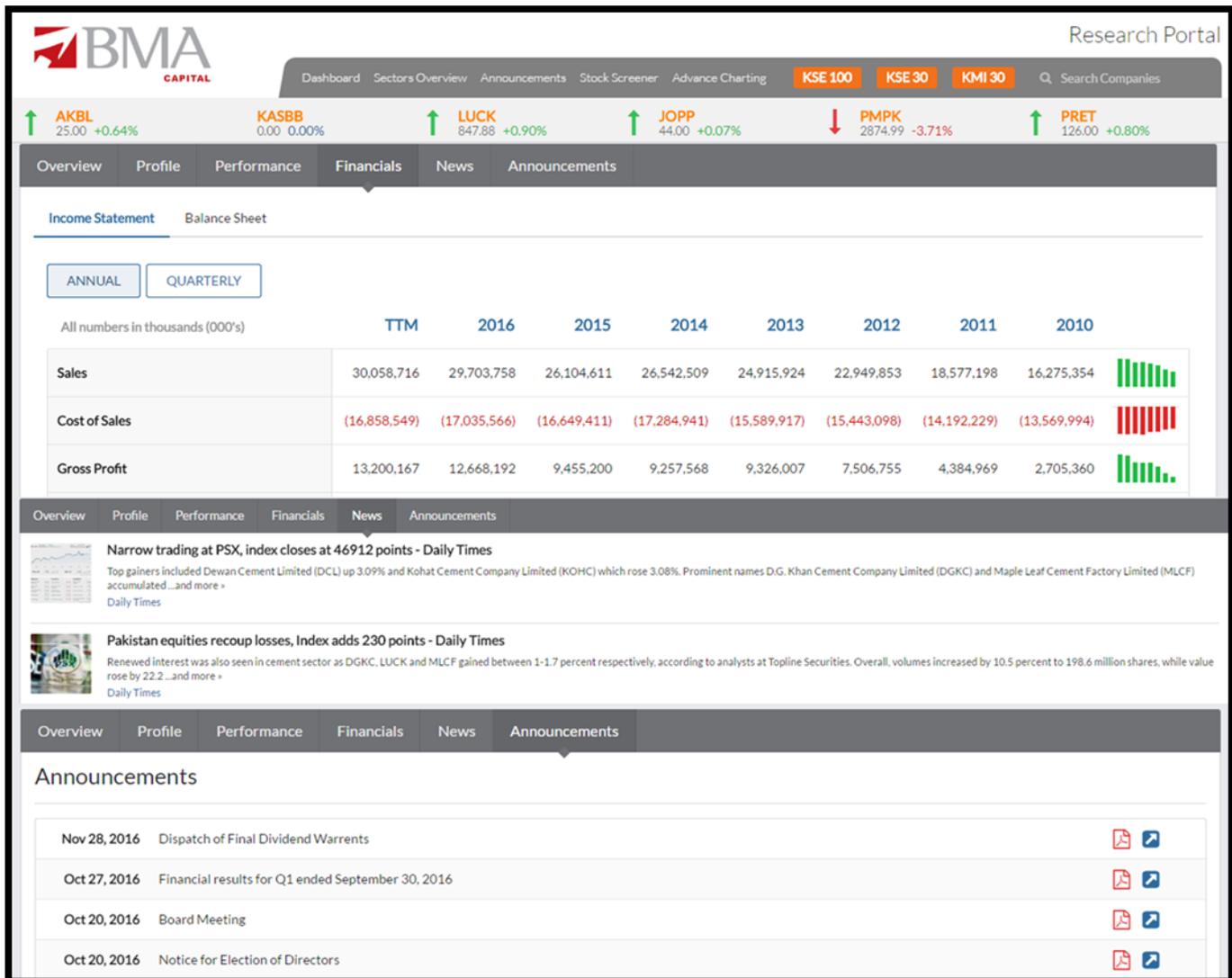
Net Profit Margin (%)
Assesses the percentage of revenue translated into profits
$$\text{Net Profit Margin} = \frac{\text{Profit After Taxation}}{\text{Sales}} \times 100$$

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 (1).

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.



The screenshot displays the BMA Research Portal interface. At the top, there are navigation tabs for Dashboard, Sectors Overview, Announcements, Stock Screener, and Advance Charting. A search bar is located on the right. Below the navigation, a row of stock indicators is shown with their respective values and percentage changes: 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%), and PRET (126.00, +0.80%).

The main content area is divided into several sections. The first section is the 'Financials' tab, which includes 'Income Statement' and 'Balance Sheet'. The 'Income Statement' is displayed on an 'ANNUAL' basis. The data is presented in a table with columns for TTM, 2016, 2015, 2014, 2013, 2012, 2011, and 2010. The values are in thousands (000's). The table shows Sales, Cost of Sales, and Gross Profit for each year, with corresponding bar charts for each row.

	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

Below the financial data, there are two news articles. The first is titled 'Narrow trading at PSX, index closes at 46912 points - Daily Times' and mentions top gainers like Dewan Cement Limited (DCL) and Kohat Cement Company Limited (KOHK). The second is titled 'Pakistan equities recoup losses, Index adds 230 points - Daily Times' and mentions renewed interest in the cement sector as DGKC, LUCK, and MLCF gained between 1-1.7 percent respectively.

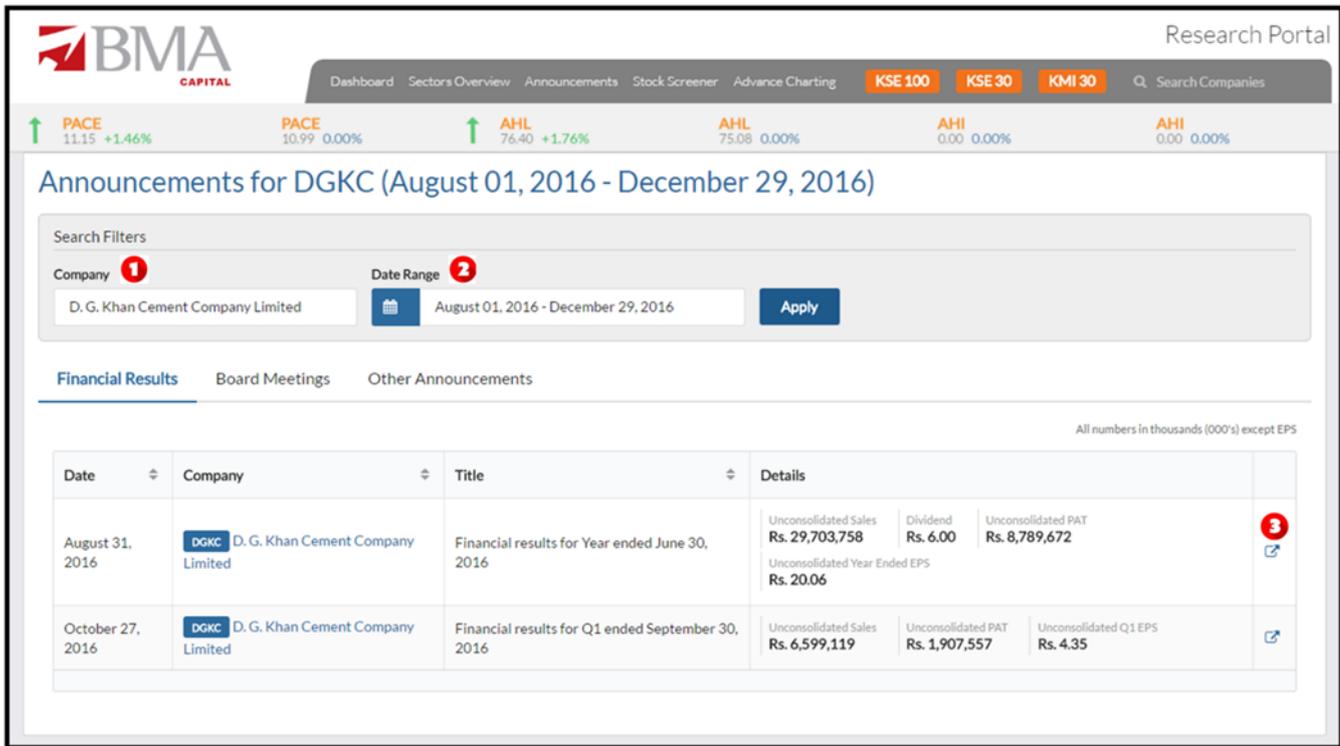
The final section is 'Announcements', which lists several events:

- 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.

Announcements



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

Search Filters

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

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

Apply

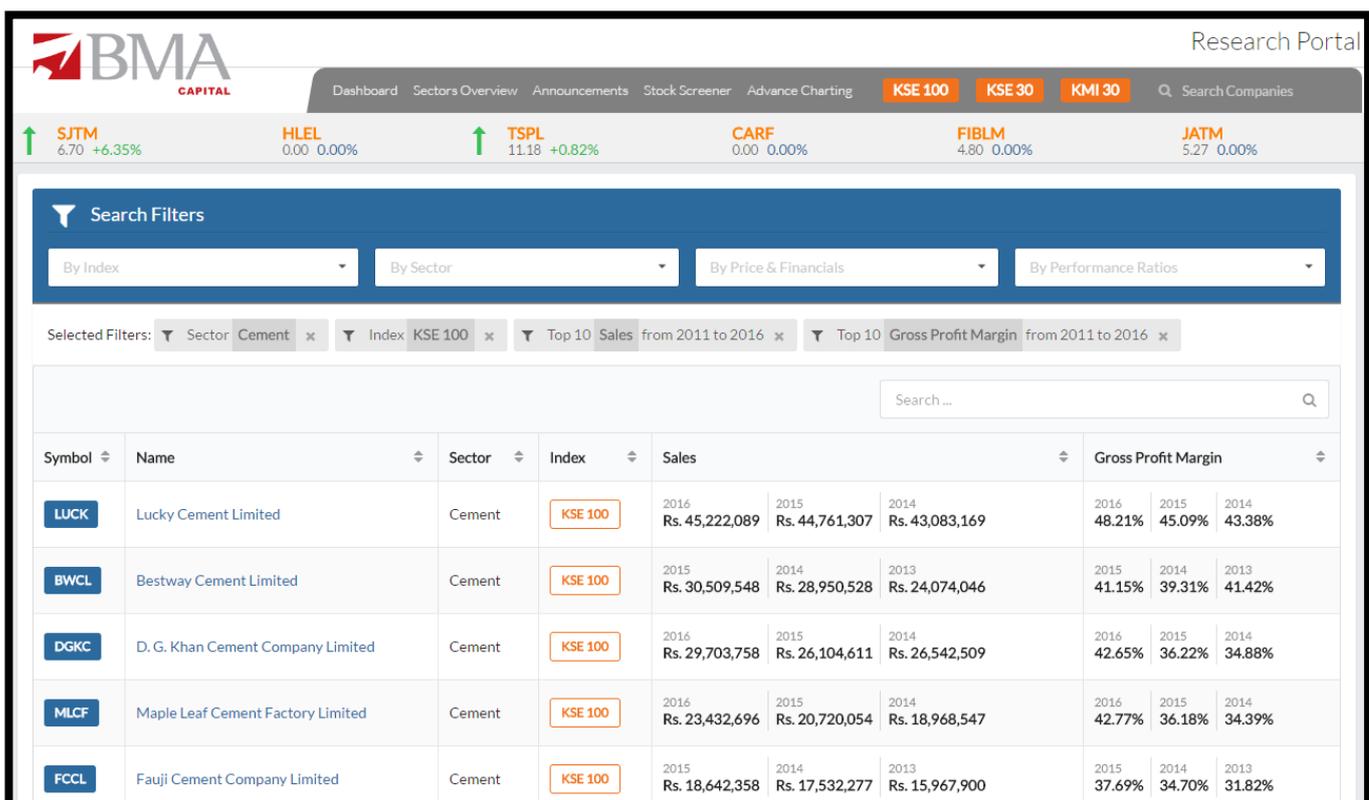
Financial Results | Board Meetings | Other Announcements

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</td> <td>Dividend</td> <td>Unconsolidated PAT</td> </tr> <tr> <td>Rs. 29,703,758</td> <td>Rs. 6.00</td> <td>Rs. 8,789,672</td> </tr> <tr> <td colspan="3">Unconsolidated Year Ended EPS</td> </tr> <tr> <td colspan="3">Rs. 20.06</td> </tr> </table>	Unconsolidated Sales	Dividend	Unconsolidated PAT	Rs. 29,703,758	Rs. 6.00	Rs. 8,789,672	Unconsolidated Year Ended EPS			Rs. 20.06		
Unconsolidated Sales	Dividend	Unconsolidated PAT													
Rs. 29,703,758	Rs. 6.00	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</td> <td>Unconsolidated PAT</td> <td>Unconsolidated Q1 EPS</td> </tr> <tr> <td>Rs. 6,599,119</td> <td>Rs. 1,907,557</td> <td>Rs. 4.35</td> </tr> </table>	Unconsolidated Sales	Unconsolidated PAT	Unconsolidated Q1 EPS	Rs. 6,599,119	Rs. 1,907,557	Rs. 4.35						
Unconsolidated Sales	Unconsolidated PAT	Unconsolidated Q1 EPS													
Rs. 6,599,119	Rs. 1,907,557	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 (1) and dates basis (2). Complete announcement can also be viewed using the link (3).

Stock Screener



Search Filters

By Index | By Sector | By Price & Financials | By Performance Ratios

Selected Filters: Sector: Cement | Index: KSE 100 | Top 10 Sales from 2011 to 2016 | Top 10 Gross Profit Margin from 2011 to 2016

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.

Advanced 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 (1) on all listed companies. They can view the graphs in the form of candlesticks, bars, and lines (2) and can observe share price movements and their technicals starting from the year 2000. Users also have the power to compare (3) one company with another using 15 most relevant indicators (4) and draw trend lines and Fibonacci (5).