

## BBS CABLES LIMITED

### PUBLIC ISSUE DETAILS

<b>No. of Shares</b>	: 20,000,000 Ordinary Shares @ Tk. 10
<b>Issue Manager</b>	: Banco Finance and Investment Limited & ICB Capital Management Ltd.
<b>Auditor</b>	: Ahmed Zaker & Co.
<b>IPO Proceeds</b>	: Tk. 200.00 Million

### USE OF IPO PROCEEDS

SL.	Projects	Amount (In ML Tk.)
01.	Partial Loan Pay off (IDLC Finance Limited)	40.00
02.	Acquisition of Plant & Machinery	98.00
03.	Building & Other Civil Works	44.61
04.	IPO Expenses	17.30
<b>Total</b>		<b>200.00</b>

### CAPITAL STRUCTURE

Particulars	Amount (In ML Tk.)
Authorized Capital	<b>3,000.00</b>
<b>Paid-up Capital (Pre IPO)</b>	<b>1,000.00</b>
Capital to be issued as IPO	200.000
<b>Paid up Capital (Post IPO)</b>	<b>1,200.00</b>

### COMPANY SNAPSHOT

<b>Sector</b>	: Engineering
<b>Paid Up Capital (Post IPO)</b>	: Tk. 1,200.00 ML
<b>Free Float Share</b>	: 16.00 ML Shares
<b>Placement Shares</b>	: 60.00 ML Shares
<b>Expiry of Lock-In</b>	: 40.00 ML Shares of Sponsors (April 26, 2020) 60.00 ML Shares of Placement (April 26, 2018) 2.00 ML Shares of EII (July 26, 2017) 2.00 ML Shares of EII (Oct 26, 2017)
<b>EPS (Pre IPO)</b>	: 3.12 (Q3~2.34)
<b>NAV</b>	: 19.21
<b>Year End</b>	: June

**COMPANY BACKGROUND**

<b>Date of Incorporation</b>	: April 12, 2009
<b>Conversion into a Public Limited Company</b>	: January 31, 2015
<b>Nature of Business</b>	: Manufacturer, trader, buyer, seller, importers, exporters, dealers, distributor and retail in all kinds of aluminum cables, copper cables, silicon cables, optical fiber cables, power cables, rubber cables, railway signaling cables, welding cables and jelly- filled cables, automobiles cables, submersible cables, coaxial cables, flexible and house-wire cables (single and multi-core) and all other kinds of electrical, electronic, Tele-communication cables & wires.
<b>Registered Office</b>	: Configure Bapari Tower (3rd Floor), Ga-64, Middle Badda, Dhaka-1212.
<b>Factory Location</b>	: Jaina Bazar, Dhaka Mymensingh Highway, Telehate, Sreepur, Gazipur.

**SUBSIDIARY/ASSOCIATED COMPANY**

Presently the company has no holding/ subsidiary company.

**SEASONALITY**

There is no seasonal aspect in the business of the company.

**COMPETITIVE CONDITION**

Some of the Major competitors of the company are:

- BRB Cables Industries Ltd.
- Sunshine Cables Industries Ltd.
- Paradise Cables Industries Ltd.
- Supersign Industries (Electrical) Ltd.
- Eastern Cables Ltd.
- Poly Cable Industries Ltd.
- Singer Cables Industries Ltd.
- Transcom Cables Ltd.

**CAPACITY UTILIZATION**

Product	Installed Capacity (in MT.)		Capacity Utilization (in MT.)		Actual Capacity Utilization (%)	
Electrical Cables	7,200	5,000	4,780	3,750	66.39%	74.80%

**DIRECTOR/SPONSOR SHAREHOLDINGS**

Name	Position/Status	No. of Ordinary Shares	Percentage (%)	
			Pre IPO	Post IPO
Engr. Mohammad Badrul Hassan	Chairman	4,000,000	4.00	3.33
Engr. Abu Noman Howlader	Managing Director	4,000,000	4.00	3.33
Engr. Hasan Morshed Chowdhury	Director	4,000,000	4.00	3.33
Engr. Mohammad Ruhul Majid	Director	4,000,000	4.00	3.33
Md. Ashraf Ali Khan	Director	4,000,000	4.00	3.33
Syed Ferdous Raihan Kirmany [Representative of BBS]	Nominated Director	20,000,000	20.00	16.67
<b>Total</b>		<b>40,000,000</b>	<b>40.00</b>	<b>33.33</b>

**IPO SHARE DISTRIBUTION**

Category	Particulars	No. of Ordinary Shares
Eligible Investors (EIs)	10% of IPO i.e. 2,000,000 Ordinary Shares for Mutual Funds	2,000,000
	40% of IPO i.e. 8,000,000 Ordinary Shares for Other Eligible Investors (EIs)	8,000,000
General Public	10% of IPO i.e. 2,000,000 Ordinary Shares for Non-Resident Bangladeshis (NRBs)	2,000,000
	40% of IPO i.e. 8,000,000 Ordinary Shares for General Public	8,000,000
<b>Total</b>		<b>20,000,000</b>

**FINANCIAL PERFORMANCE**

Figure in Million except EPS

Particulars	31.03.2017	30.06.2016	30.06.2015	30.06.2014
Revenue	2,468.29	2,586.93	2,268.71	1,870.68
Gross Profit	791.93	889.04	778.43	592.48
Operating Profit	590.42	680.25	602.13	440.07
Financial Expenses	178.13	251.83	269.20	231.11
Net Profit	233.54	246.08	200.96	121.65
EPS	2.34	2.46	2.01	1.22
Paid-up Capital	1,000.00	1,000.00	100.00	50.00
Long Term Loan	516.06	553.52	511.05	638.13
Short Term Loan	1,579.47	1,580.34	1,569.15	1,111.04
Retained Earnings	920.61	687.06	440.98	230.81
Property, Plant & Equipment	1,486.12	1,153.02	770.66	707.88
Total Asset	4,775.25	4,481.49	3,202.62	2,542.88
Total Equity	1,920.61	1,687.06	540.98	380.81
NAV	19.21	16.87	54.10	76.16

**RATIO**

<b>Particulars</b>	<b>31.03.2017</b>	<b>30.06.2016</b>	<b>30.06.2015</b>	<b>30.06.2014</b>
Revenue Growth (%)	-	14.03	21.28	24.79
Current Ratio (Time)	1.38	1.42	1.09	1.16
Debt to Equity Ratio (Time)	1.49	1.66	4.92	5.68
Acc. Receivable Turnover Ratio	2.67	2.98	3.27	3.46
Inventory Turnover Ratio (Time)	1.78	1.97	2.00	1.96
Assets Turnover Ratio (Times)	0.52	0.67	0.79	0.79
Gross profit margin Ratio (%)	32.08%	34.37%	34.31%	31.67%
Operating Income Ratio (%)	23.96%	26.30%	26.54%	23.52%
Net Profit Ratio (%)	9.46%	9.51%	8.86%	6.50%
Return on Asset (%)	4.89%	5.49%	6.27%	4.78%
Return on Equity (%)	12.16%	14.59%	37.15%	31.95%