

BALUCHISTAN GLASS LIMITED

CORPORATE BRIEFING SESSION

OCTOBER 16, 2024

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BRIEF INTRODUCTION

INCORPORATION

- Baluchistan Glass Limited was **incorporated in Pakistan as a public limited company in 1980 under the repealed Companies Act, 1913** (now the Companies Act, 2017)

FACTORIES

- Unit-1 - Plot No. 8 Sector M, H.I.T.E, Hub, District Lasbella, Baluchistan
- Unit-2 - 29-Km Lahore Sheikhpura Road, Sheikhpura
- Unit-3 - 12-Km Lahore Sheikhpura Road, Kot Abdul Malik

PRODUCTION CAPACITY

- Unit-1 - 110 Metric Tons / Day
- Unit-2 - 200 Metric Tons / Day
- Unit-3 - 65 Metric Tons / Day

PRODUCTS

- Tableware Glass
- Pharma Glass Packaging
- Container-ware Glass

MAJOR SHAREHOLDER

- MMM Holding (Private) Limited (the holding company) owns 84.34% Shares

COMPANY CAPITAL

- Authorized Capital Rs. 7,000,000,000
- Paid-up Capital Rs. 2,616,000,000

OVERVIEW OF PRODUCTION PROCESS

RAW MATERIAL PREPERATION

- Processing raw material to remove impurities which goes into wastage

BATCH MIXING PROCESS

- Batch Mixing process includes mixing of raw materials and chemicals in batch mixer. This mainly includes Silica Sand, Soda Ash, Lime Stone & Dolomite

MELTING PROCESS

- Mixed Batch is then melted into furnace at an extreme temperature of 1500 degree celcius to convert the raw materials into molten glass.

FORMING PROCESS

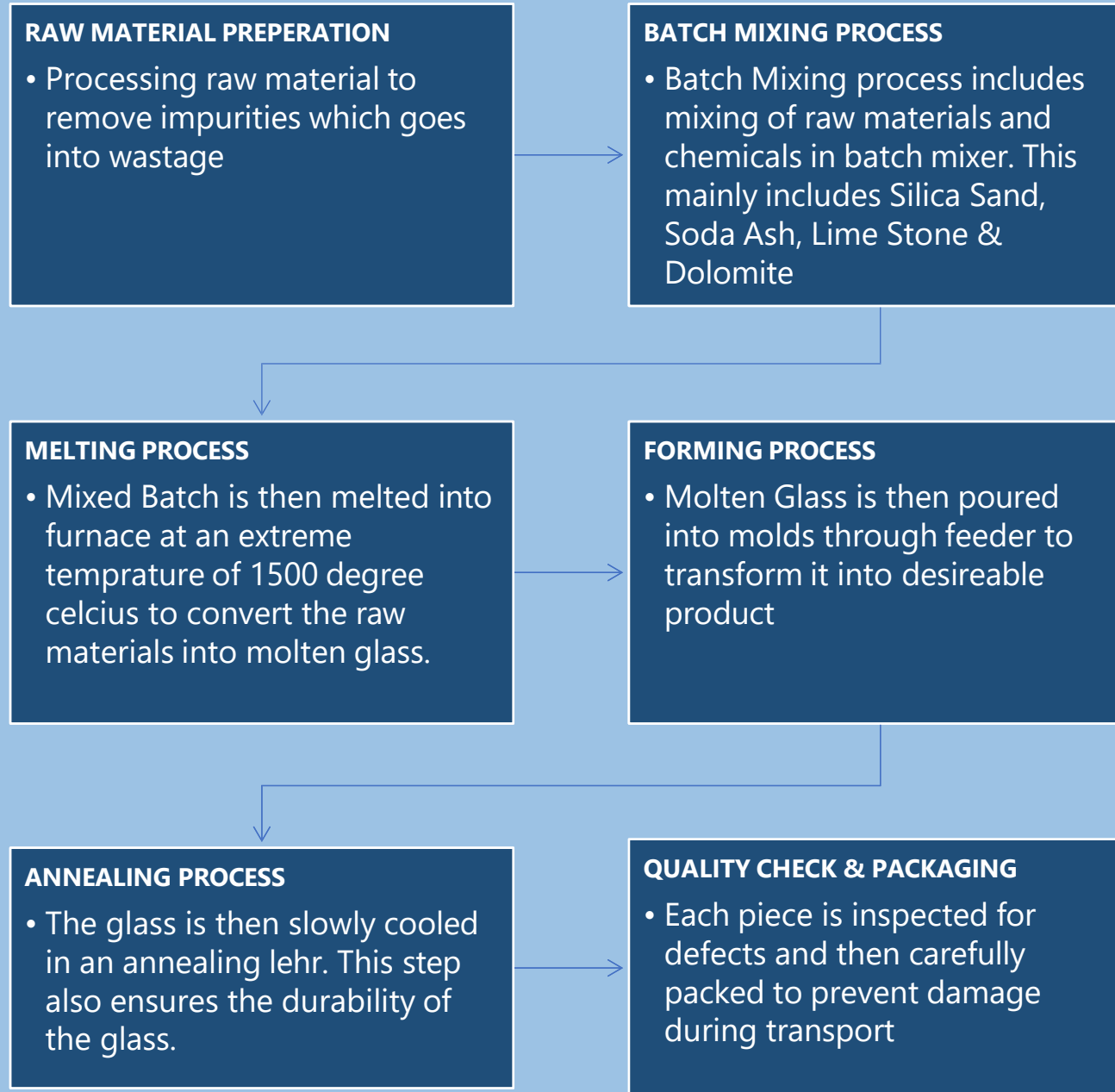
- Molten Glass is then poured into molds through feeder to transform it into desireable product

ANNEALING PROCESS

- The glass is then slowly cooled in an annealing lehr. This step also ensures the durability of the glass.

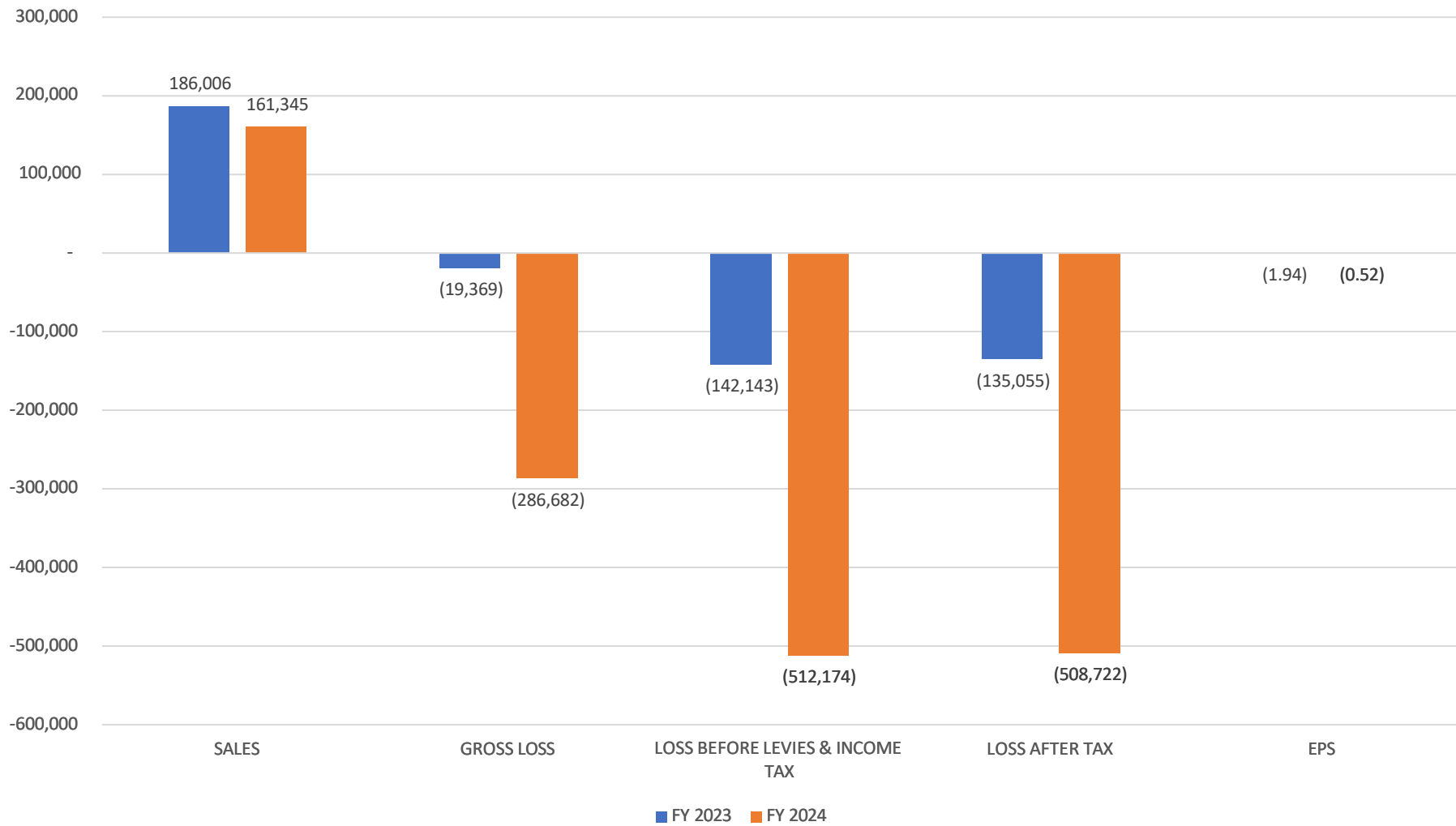
QUALITY CHECK & PACKAGING

- Each piece is inspected for defects and then carefully packed to prevent damage during transport



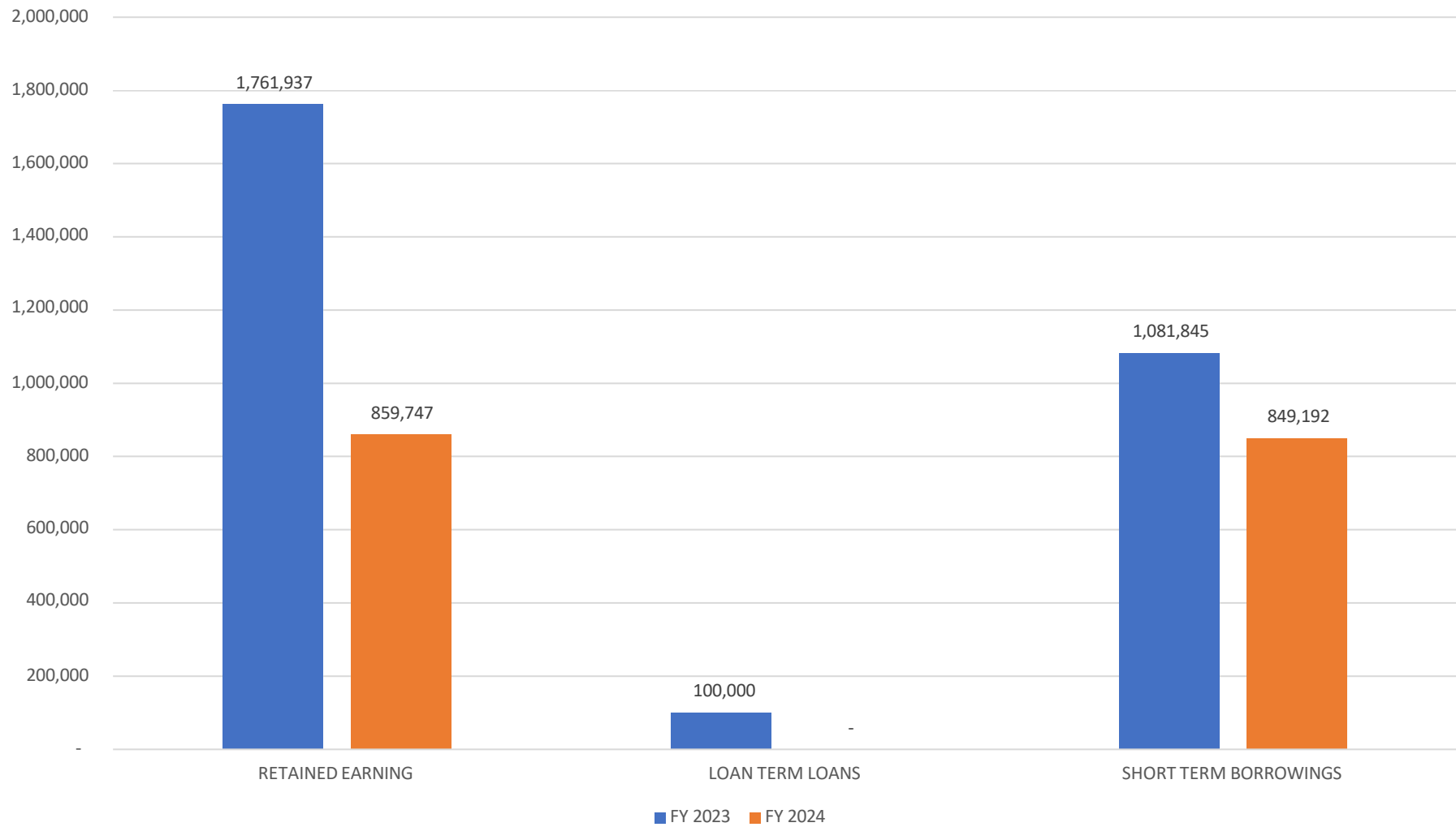
FINANCIAL ANALYSIS

(Rupees in Thousands)



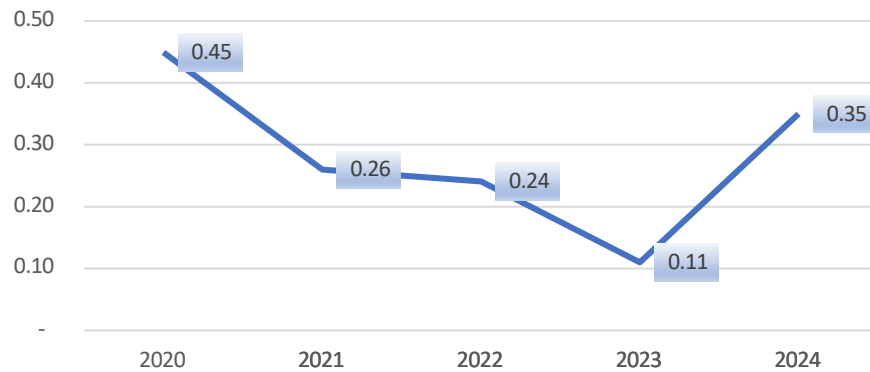
FINANCIAL ANALYSIS

(Rupees in Thousands)

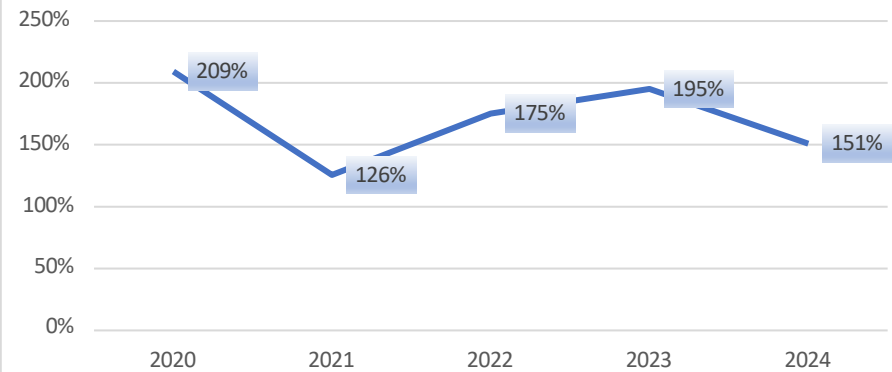


KEY PERFORMANCE INDICATORS

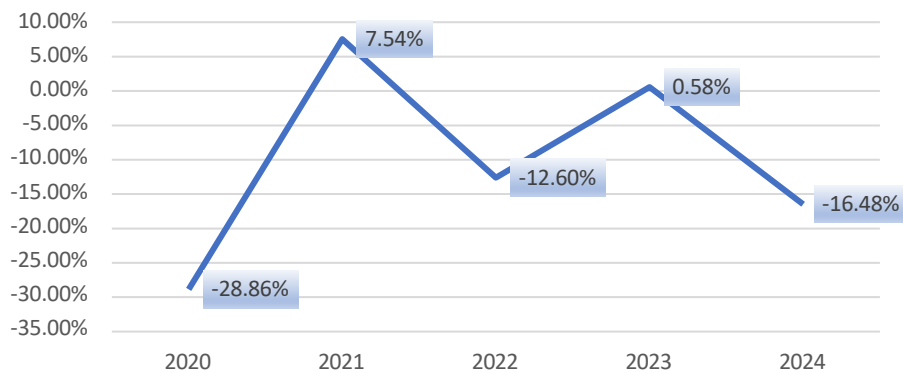
CURRENT RATIO



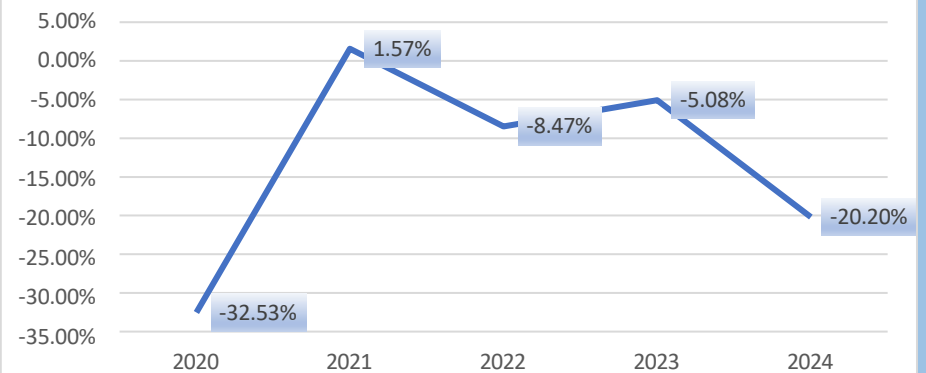
DEBT TO EQUITY RATIO



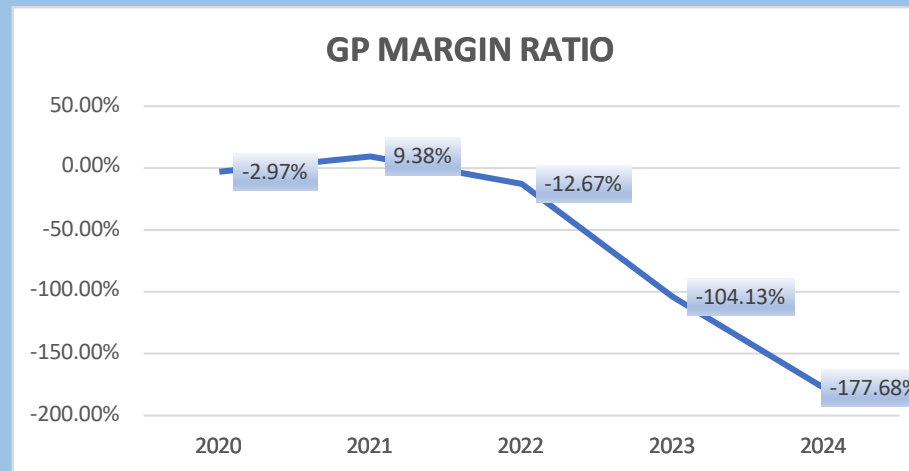
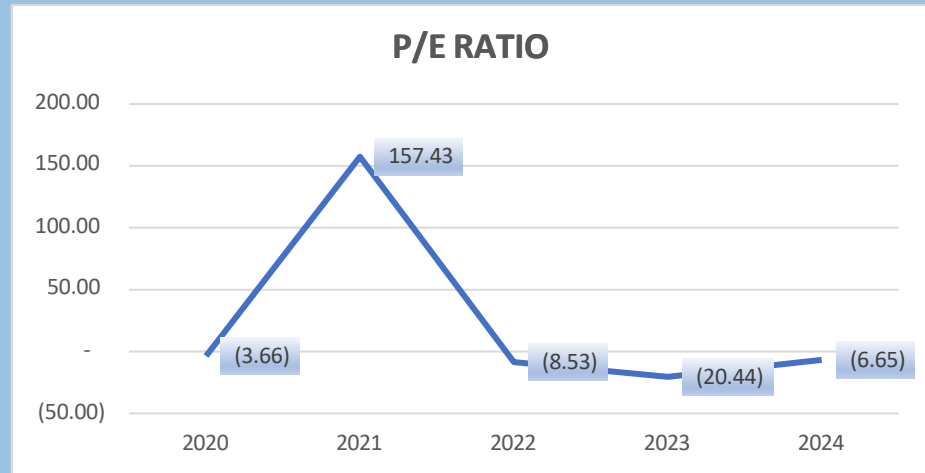
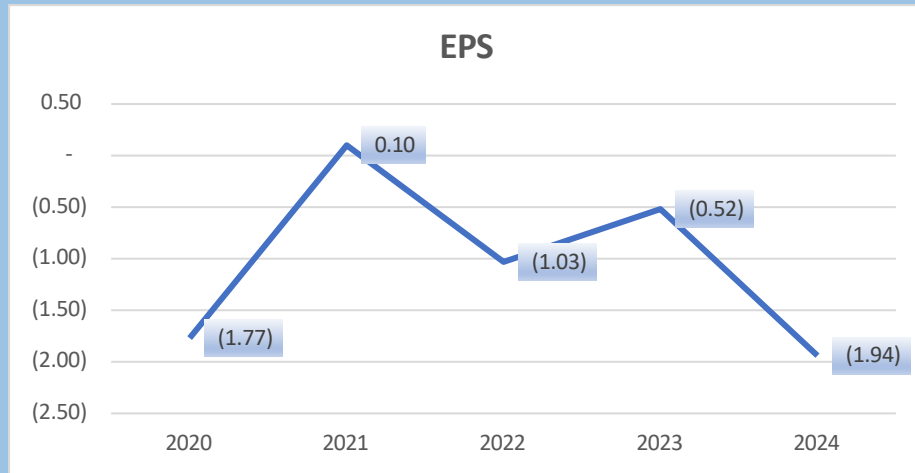
ROCE



RETURN ON ASSETS



KEY PERFORMANCE INDICATORS



Challenges & Outlook

Sr.	Challenge	Outlook
1	Sharp Decline in Revenue	Focus on strategic objectives to enhance the quality and variety of glass products, particularly tableware, to drive revenue recovery.
2	Operational Difficulties	Implement operational improvements and streamline production processes to ensure efficiency.
3	High Production Costs	Explore alternative energy sources to reduce reliance on costly substitutes.
4	Inefficient Gas Supply	Advocate for the restoration of full sanctioned gas supply to ensure optimal production capacity and efficiency.
5	Increased Use of Expensive Alternatives	Investigate partnerships or agreements with energy suppliers for more affordable and sustainable energy options.
6	Market Dynamics and Reduced Demand	Revise marketing strategies to address current market conditions and enhance customer engagement to stimulate demand for pharmaceutical glass packaging.
7	Excessive Taxation	Engage with policymakers to advocate favorable taxation policies that support the glass industry and enhance financial viability.
8	Economic Stagnation	Diversify product offerings to capture new market segments and reduce dependence on fluctuating sectors.
9	Liquidity Constraints	Restructure financial obligations and explore refinancing options to improve liquidity and financial flexibility.

