



Ghani

Ghani Glass Limited

CORPORATE BRIEFING SESSION 2023

ABOUT US



Incorporation
December 31, 1992



Commencement of Business
February 14, 1993



Listing in Stock Exchange
1994 (PSX: GHGL)



Paid-up Capital
PKR 9.9 Billion



Shareholders' Equity
Rs. 28.3 Billion



Production Capacity
Over 500,000 tpa



Board Of Directors

Mr. Zaid Ghani

Mr. Imtiaz Ahmad
Khan

Mr. Anwaar Ahmad
Khan

Mr. Aftab Ahmad
Khan

Mrs. Reema
Anwaar

Mr. Junaid Ghani

Mr. Jubair Ghani

Mr. Hamza Ghani

Mr. Moeez Ghani

Mr. Ibrahim Ghani

Mr. Ayub Sadiq

Mr. Shamim Ahmed

Mr. Ovais Shamim

Mr. Nauman
Shaukat

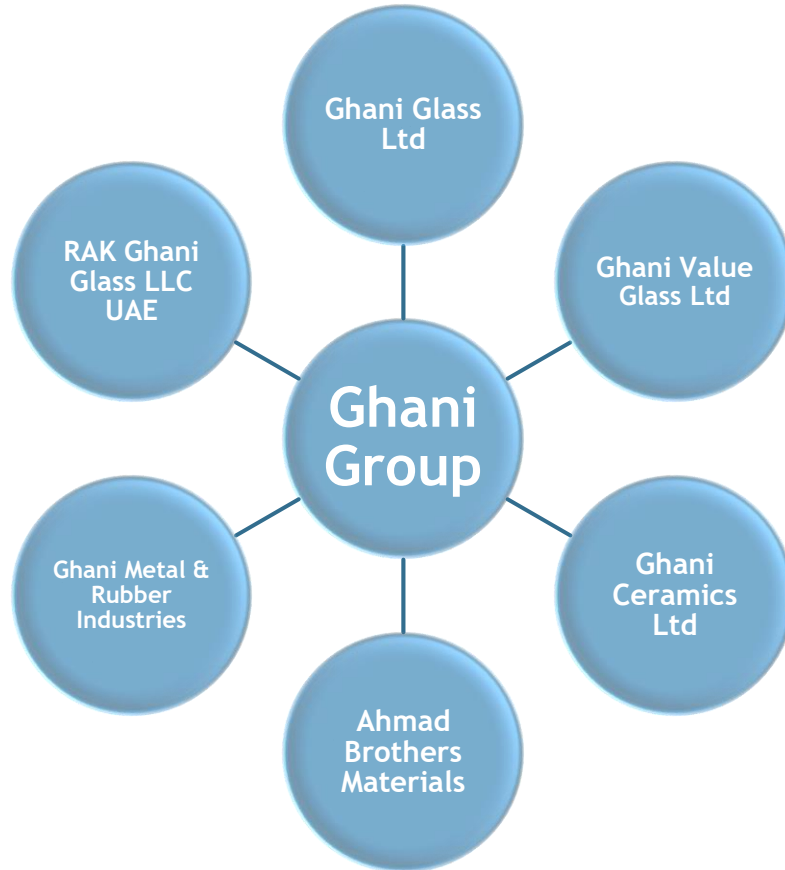
Mr. Waqar Zafar

Mr. Khalid Aslam
Butt

Hafiz Muhammad
Saad

Syed Wasi Haider
(Nominee EOBI)

GROUP PORTFOLIO



▶ *The Company is engaged in the business of Manufacturing & Sale of Glass containers & Float Glass.*



COMPANY OVERVIEW

- ↓ Flagship company of the group with two major divisions:
 - ❑ Float Glass
 - ❑ Container Glass
- ↓ Total 7 glass Furnaces producing 1,570 MT /day
- ↓ Over 2 Billion Bottles per annum
- ↓ First glass plant to achieve ISO 9001:2000, GMP Standards and 14001 certifications now upgraded.
- ↓ Pioneers to introduce Class 100,000 Clean Room Facility with automatic shrink wrap packaging.

FLOAT GLASS DIVISION, CONTAINER GLASS DIVISION & GLASSWARE DIVISION

↓ Float Glass Division

- ← Ghani Clear Glass
- ← Ghani Green Glass
- ← Ghani Brown Glass
- ← Ghani Blue / Ocean Blue Glass
- ← Ghani Grey Glass
- ← Reflective Glass

↓ Glass Containers Division

- ← Pharmaceutical glass containers (amber and clear)
- ← Beverages glass containers (flint and green)
- ← Food glass containers (clear)

FLOAT GLASS DIVISION, CONTAINER GLASS DIVISION & GLASSWARE DIVISION

↳ Glassware Division

- ↳ Flint clear
- ↳ Bronze Gold
- ↳ Brown Smoke
- ↳ Ocean Blue

INDUSTRY ANALYSIS

Estimated Capacities

➤ **Container Glass**

- ✓ GGL-1 Hattar KPK (Pharmaceutical, Food & Beverage)
2 modern furnaces
Capacity: 255 TPD
- ✓ GGL-2 Karachi (Pharmaceutical, Food & Beverage)
3 modern furnaces
Capacity: 315 TPD

➤ **Float Glass**

- ✓ GGL-3 Sheikhpura
2 State of the art Furnaces
Capacity: 1000 TPD

OUR CLIENTS

Food, Beverages & Pharmaceuticals containers



SEARLE



MITCHELL'S



Wyeth



Johnson & Johnson



Global Reach & Local Market Share

Global Reach – Major Export Countries



● Export Countries

- Afghanistan
- Bangladesh
- Congo
- Ghana
- Greece
- India
- Iraq
- Iran
- Indonesia
- Kuwait
- Kenya
- Malawi
- Mauritius
- Mozambique
- Nepal
- Nigeria
- Philippines
- Saudi Arabia
- South Africa
- South Korea
- Srilanka
- Tanzania
- Turkey
- UAE
- Yemen
- Zambia

And many more

Local Market Share

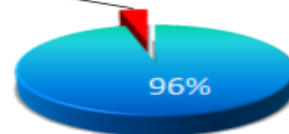
Pharmaceutical

5%



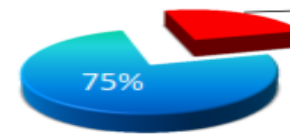
Food & Beverage

4%



Float Glass

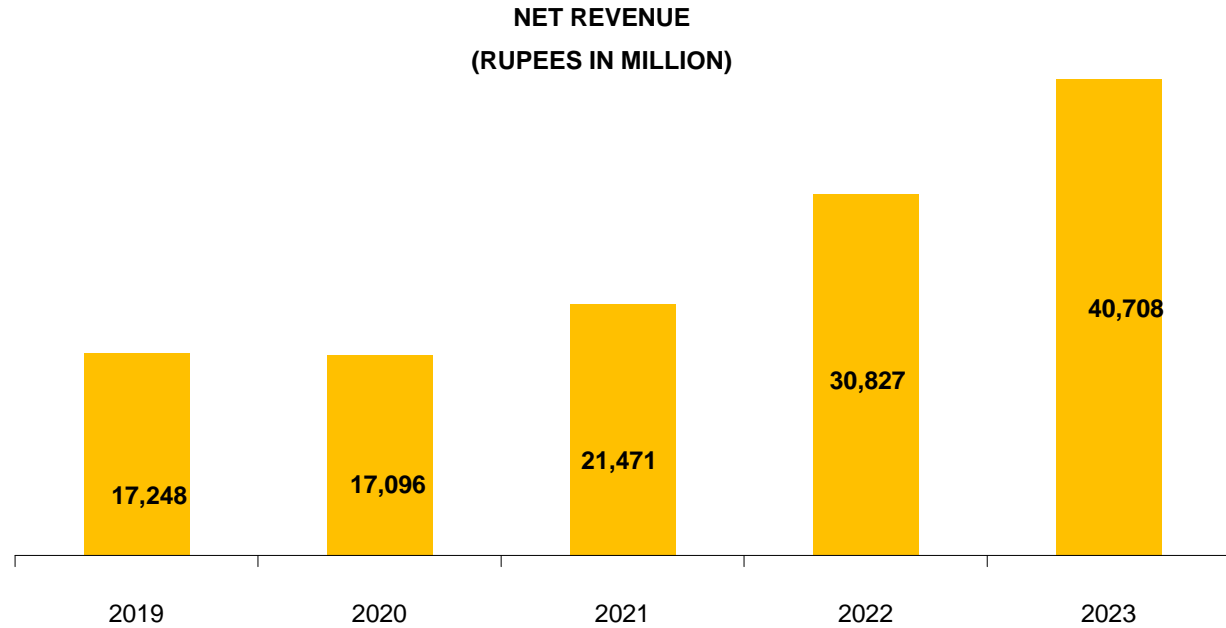
25%

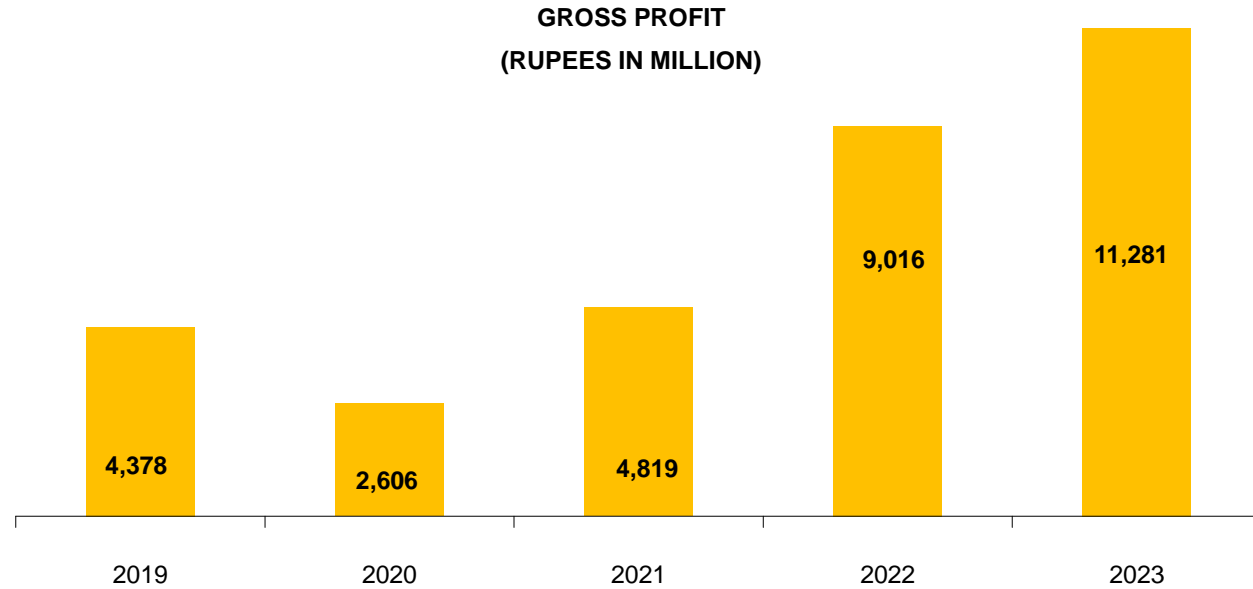


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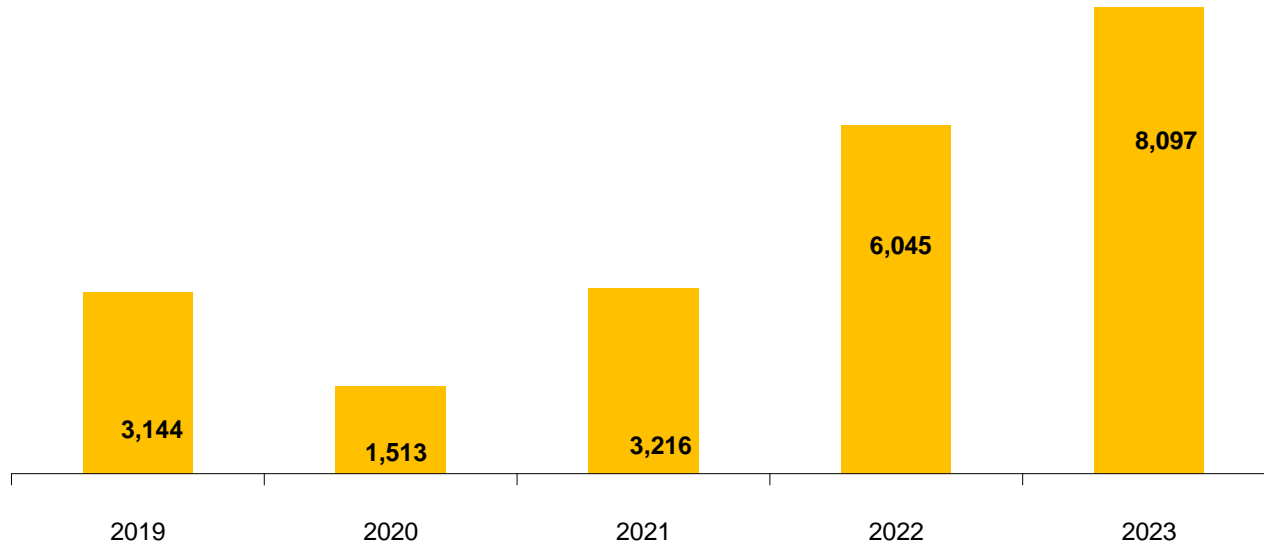
Others

KEY FINANCIAL INDICATORS





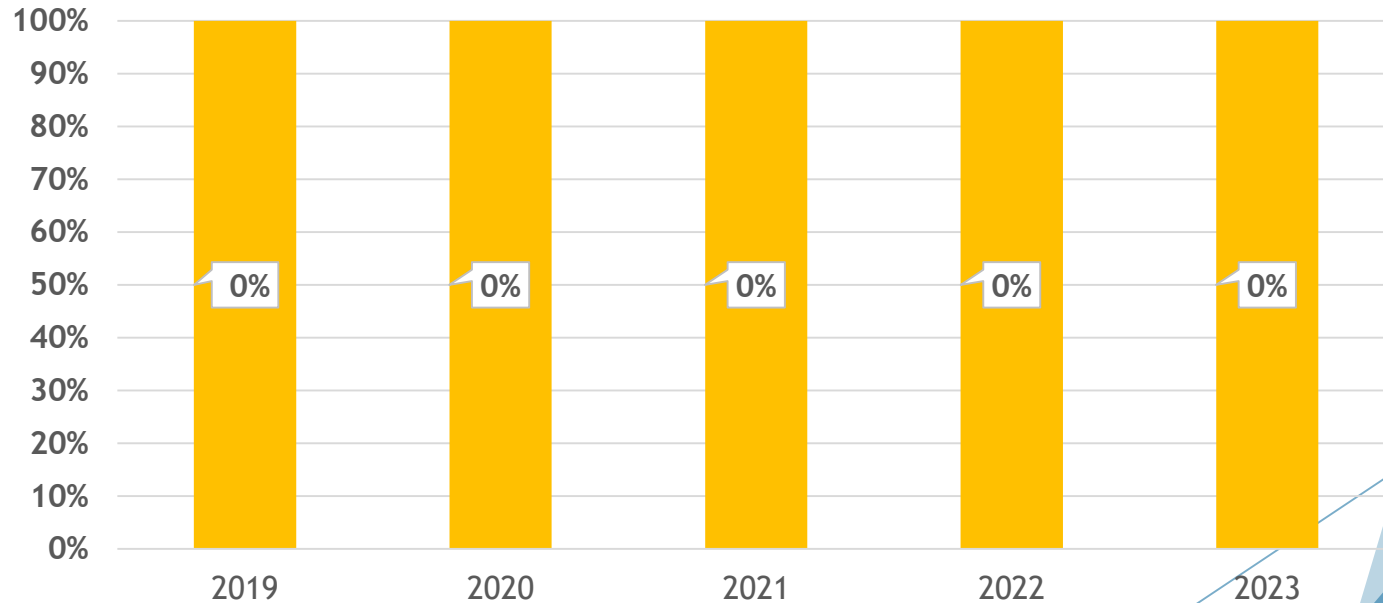
**PROFIT AFTER TAX
(RUPEES IN MILLION)**



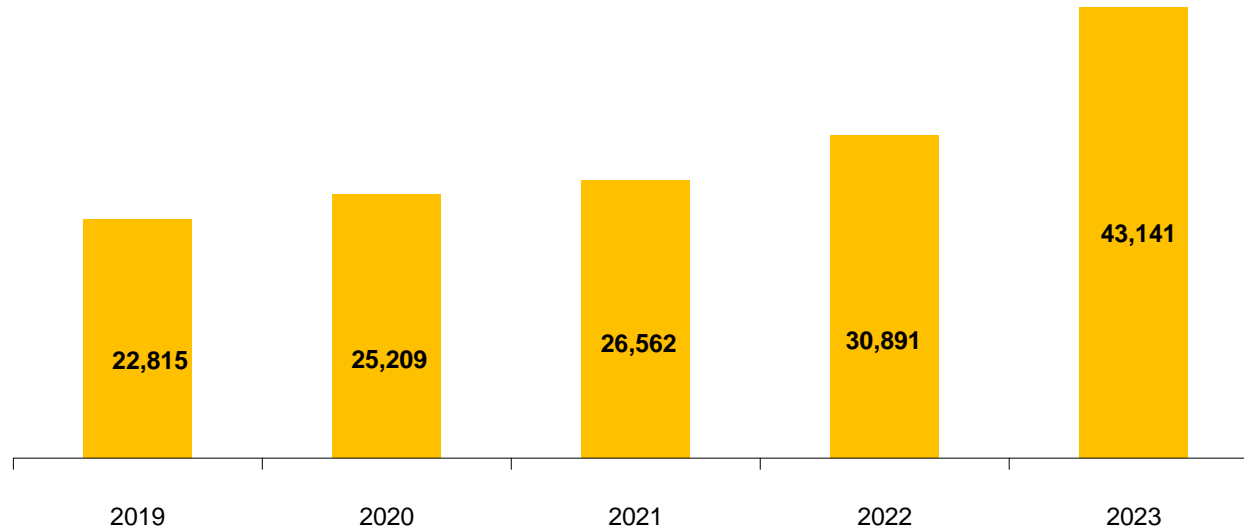
Financial Performance

Debt to Equity Ratio (%)

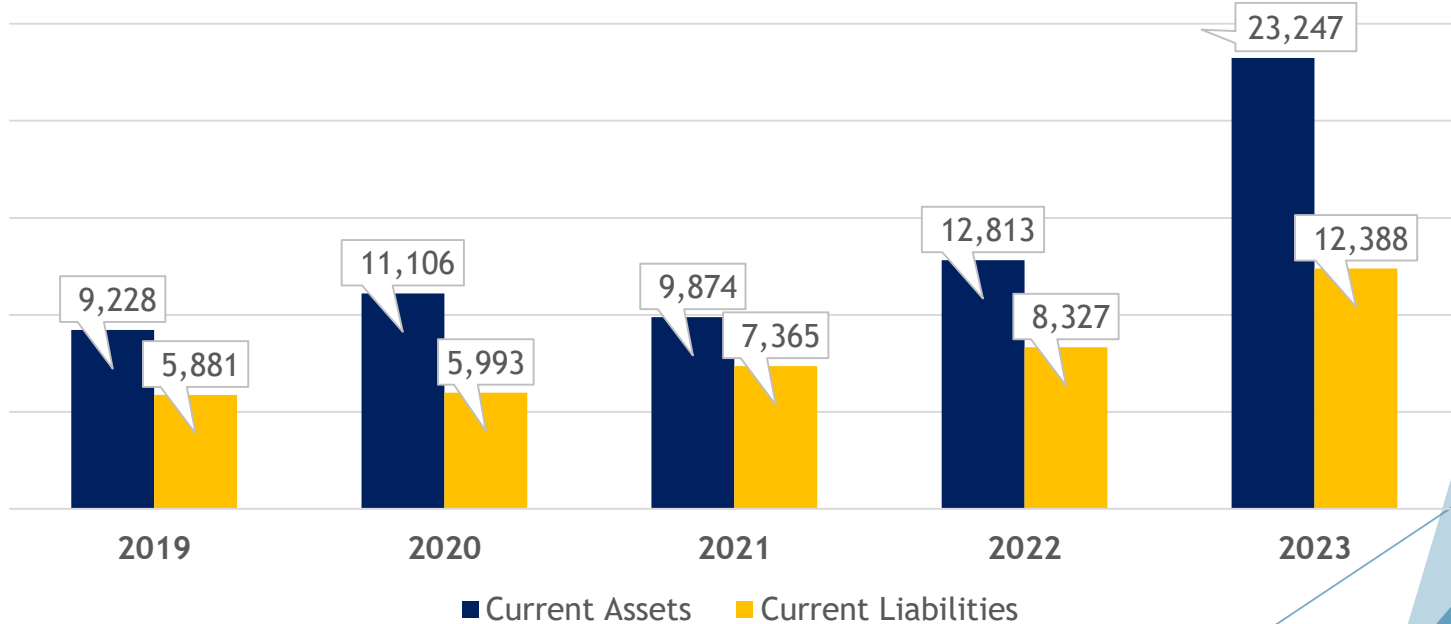
■ Debt ■ Equity



**TOTAL ASSETS
(RUPEES IN MILLION)**

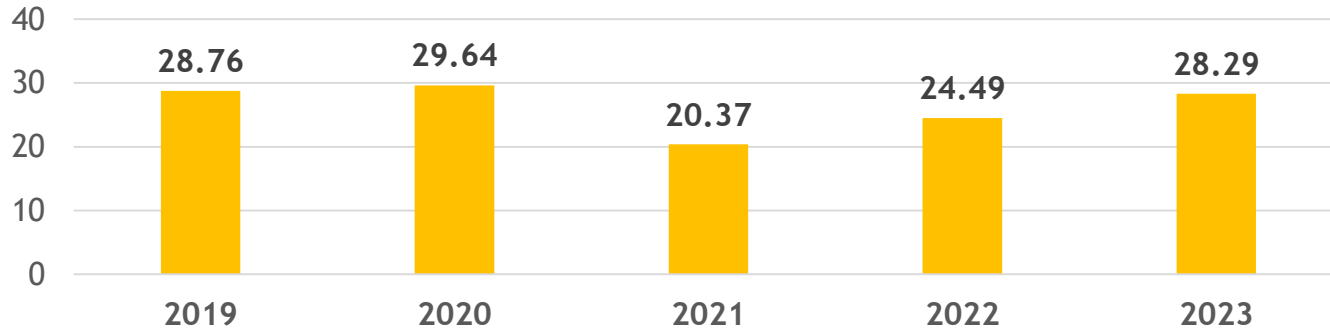


Current Assets VS Liabilities

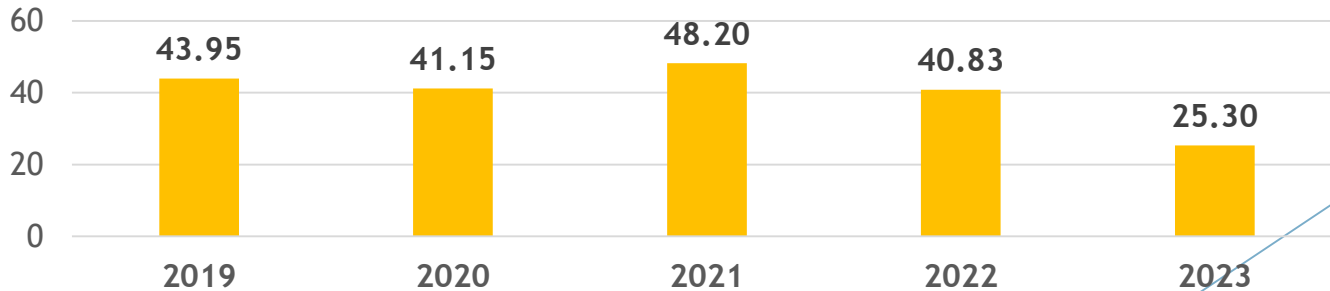


Statistical Performance

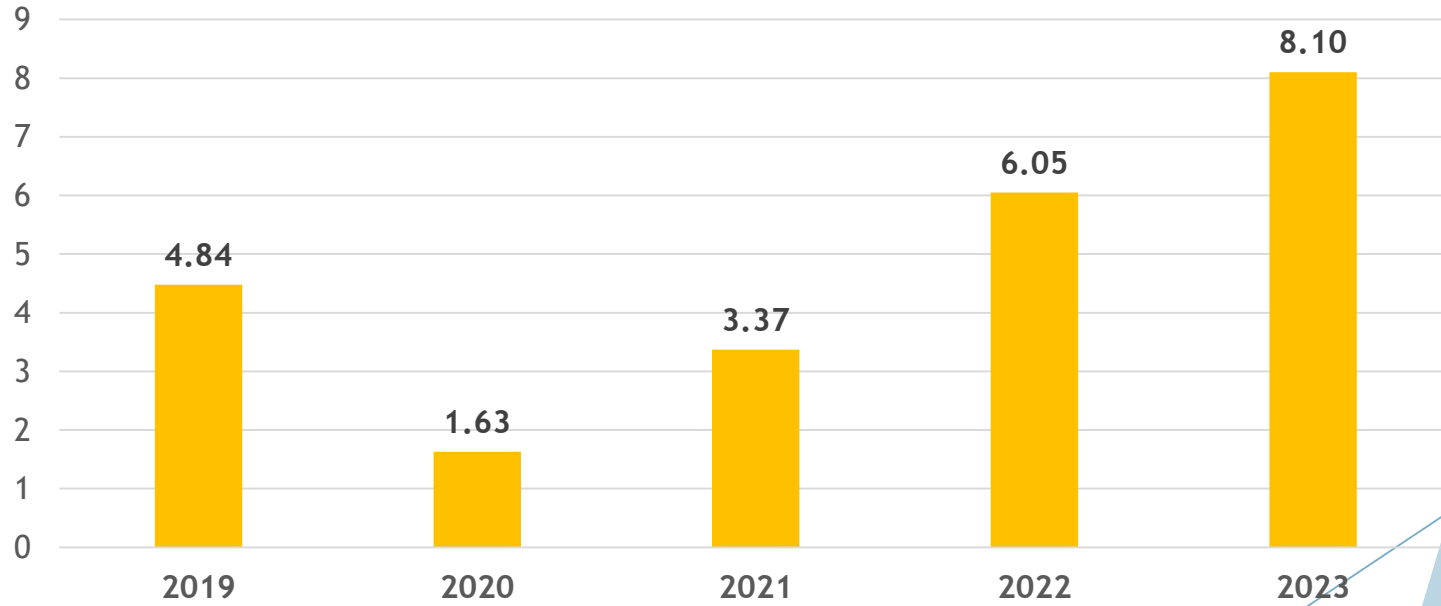
Break up Value (Rupees)

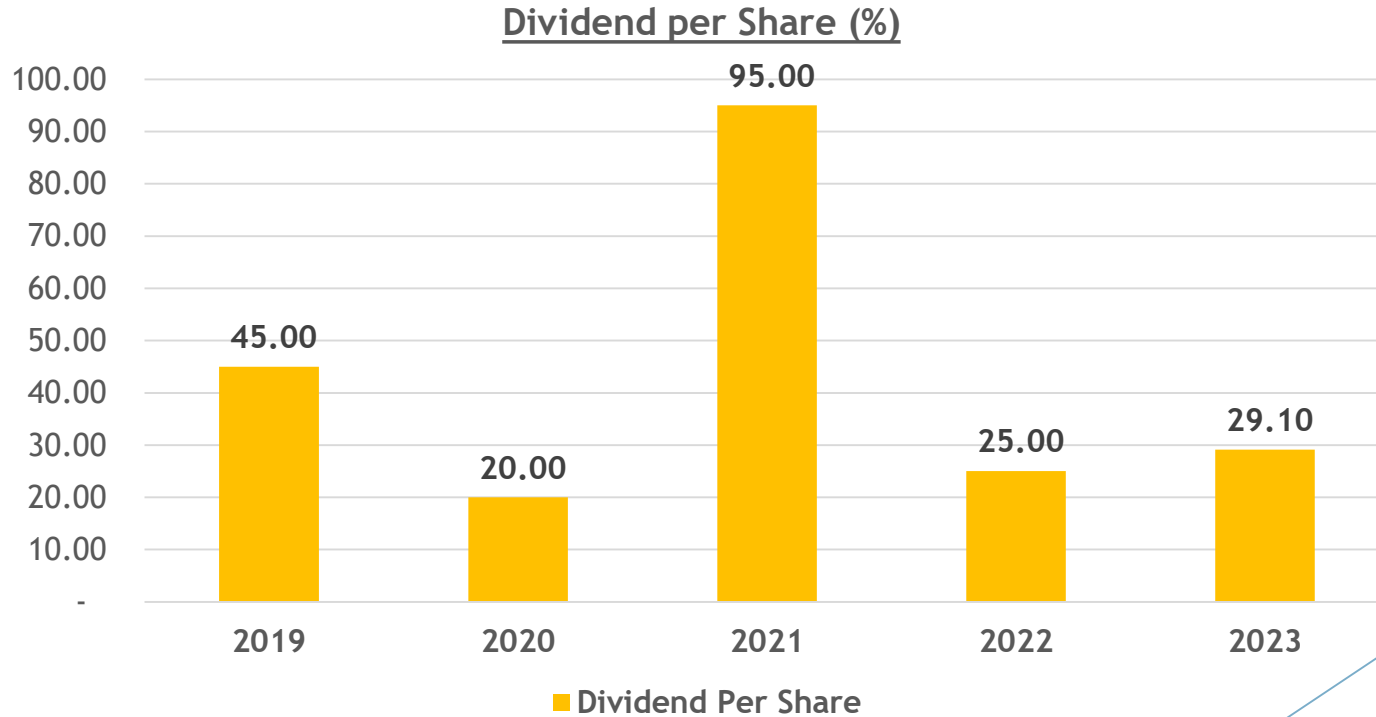


Market Price (Rupees)

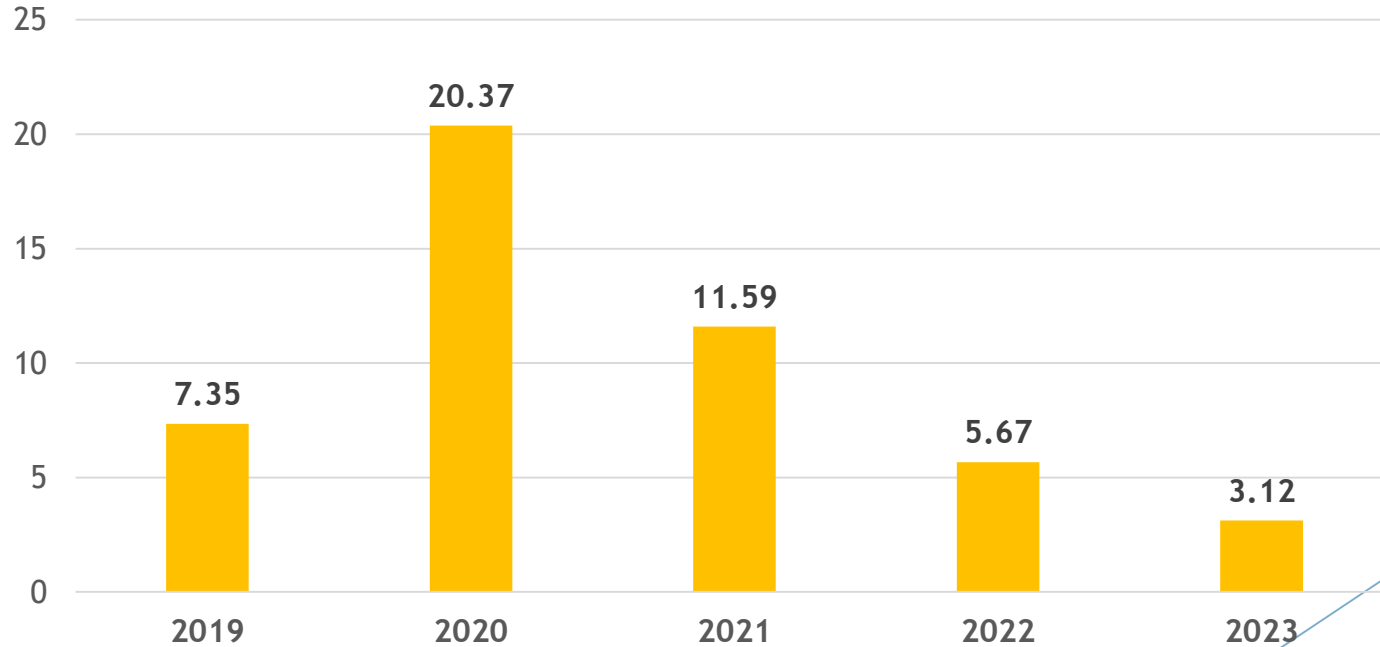


Earnings Per Share (Rupees)

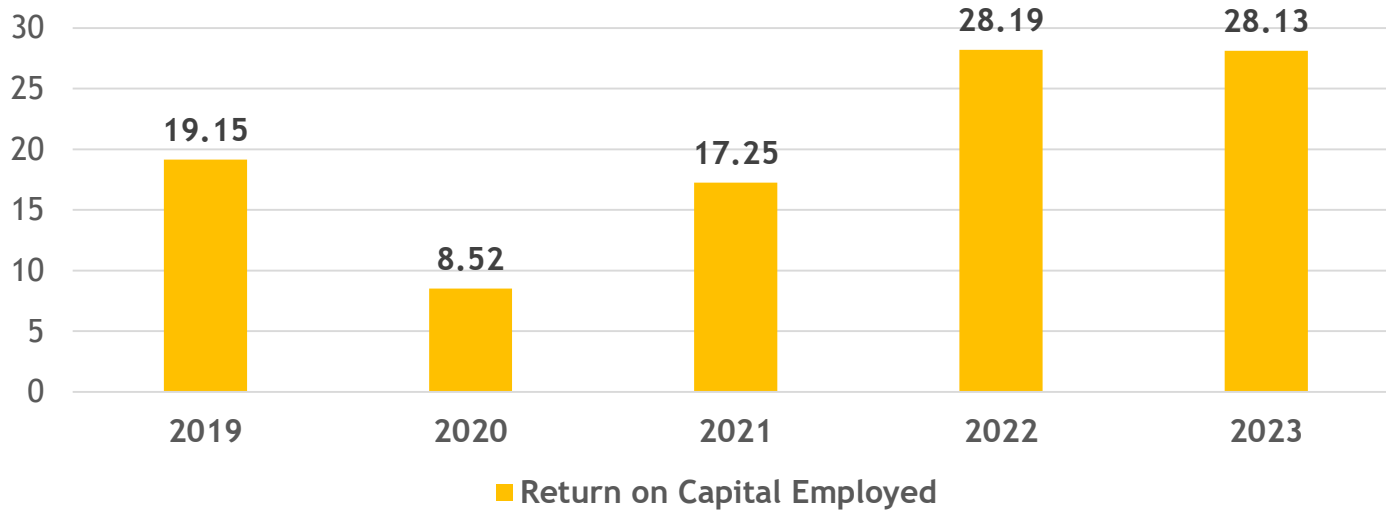




Price Earnings Ratio (Rupees)

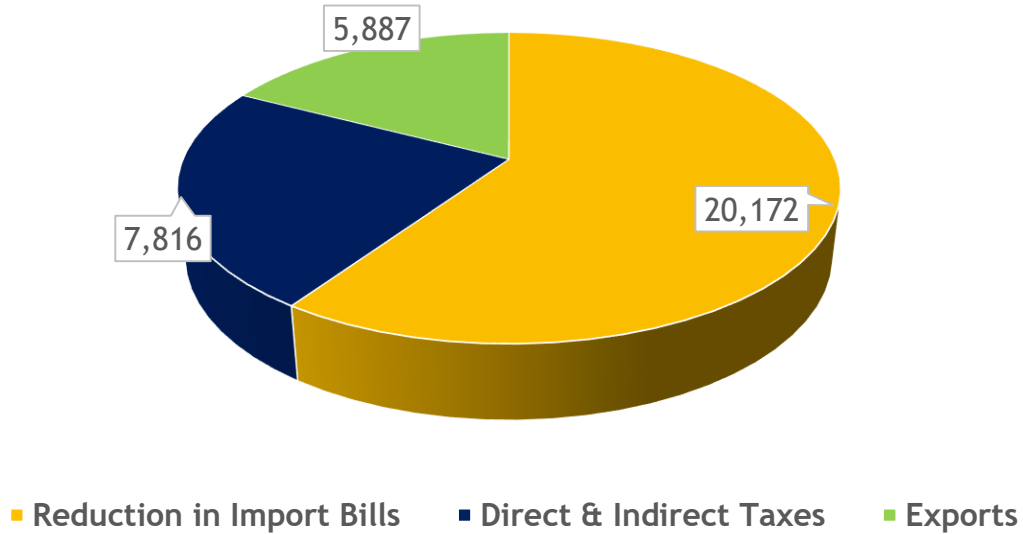


Return on Capital Employed (%)



Statistical Performance

Contribution to National Exchequer
(Rupees in Million)



Ghani

FUTURE OUTLOOK

FUTURE OUTLOOK

- Ghani Glass has been playing its vital role in creating job opportunities, saving foreign exchange by producing import substitute, developing the country by fetching foreign exchange, by exporting globally, by using indigenous raw material;
- Our bold ambitions for excellence are reflected in our commitments to a step-change in growth and performance. Pakistan is going through a difficult era of political and economic uncertainty. Optimistically, we foresee to have long term growth potential of the business, however certain challenges are foreseen in the form of surging energy (gas and electricity) and input costs and overall industrial slump, Pressure on Pak Rupee, higher inflation, which might have an impact on the future results. The management remains fully committed towards managing these challenges and delivering sustainable profitable growth capitalizing our strength, proved capabilities and operational excellence with continuous Excellence mindset.



Ghani

Thank You