



Ghani Global Group

GHANI GLOBAL GLASS LIMITED

Manufacturers of World Class Tubing & Glassware

GGGL/CORP/PSX-CBS-4-2023

November 23, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road - Karachi.

CORPORATE BRIEFING SESSION 2023 - PRESENTATION

Dear Sir,

With reference to our letter No. GGGL/CORP/PSX-CBS-3-2023 dated November 21, 2023, regarding holding of Corporate Briefing Session (CBS) of Ghani Global Glass Limited (the Company) on November 24, 2023 through video link facility via ZOOM only. We are pleased to submit herewith presentation for the said CBS for information of all concerned.

You may please circulate the same to all concerned.

Yours truly,
for **Ghani Global Glass Limited**


(FARZAND ALI)
Company Secretary

Encls: As stated above

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CORPORATE BREIFING SESSION

2023



Ghani Global Group

Ghani Global Glass Limited

NOVEMBER 24, 2023

GHANI GLOBAL GLASS LIMITED

ABOUT COMPANY

- The First ever and only Company in Pakistan which is engaged in manufacturing of Import Substitute Glass Tubing since 2015.
- Products are Premium Quality European Standard for manufacturing of Specialized Pharma Glass i.e Neutral Borosilicate USP Type-I Glass Tubes, Vials and Ampoules.

GHANI GLOBAL GLASS LIMITED

FINANCIAL HIGHLIGHTS

PROFIT / LOSS STATEMENT	Rs. In Mn. (Except EPS)		Ratio	2023	2022	2021
	June-23	June-22				
Sales (gross) - Local	2,380	1,767	Gross Profit Margin %	26.11	27.90	30.34
Sales (gross) - Export	59	12	Net Profit Margin %	4.92	13.15	9.52
Gross profit	540	419	Return on Capital Employed %	14.00	11.306	3.087
Operating profit	408	315	Assets Turnover Ratio %	47.11	34.45	35.51
Profit after taxation	101	197	Current Ratio	1.15	1.14	2.36
Earnings per share - basic and diluted	0.42	0.82	Quick Ratio	0.70	0.73	1.66
			Interest Cover Ratio Times	150	393	-7

GHANI GLOBAL GLASS LIMITED

FINANCIAL POSITION

	Rs. In Millions (FY 2023)
Property, plant and equipment	2,532
Cash and bank balances	132
TOTAL ASSETS	4,704
Paid up Capital	2,400
Unappropriated Profit	24
Long Term Finances	377
Short Term Borrowing	628
Total Current Liabilities	1,853

The Company has wiped off its accumulated losses and Alhumdulillah has converted into Unappropriated Profits.

GHANI GLOBAL GLASS LIMITED

Current Performance

- Alhamdulillah, we have captured almost **90%** of the Chinese Glass Tube market.
- We have succeeded to capture **15-20%** European Glass Tube market in Pakistan. Whereas our target is **90%** plus share of this segment.
- We are also very well performing in Value Addition Business by Manufacturing of **Ampoules and Vials** from our in-house Glass Tube production.



GHANI GLOBAL GLASS LIMITED

NATIONAL MARKET

- The company has successfully converted most of the high end **National Companies and MNCs** across Pakistan on GGL's Glass Tubing who were using only from high cost European tubing.
- We are actively working with other companies and also pursuing them to **switch to our glass tubing.**

FEW NATIONAL COMPANIES / MNCs CUSTOMERS

ELITE PHARMA (PVT) LIMITED

STANDPHARM PAKISTAN (PVT) LTD.

SURGE LABORATORIES (PVT) LIMITED

LAHORE CHEMICAL & PHARMACEUTICAL WORKS PVT. LTD.

PDH LABORATORIES (PVT) LIMITED

THE SCHAZOO PHARMACEUTICAL LABORATORIES (PVT.) LTD.

GEOFMAN PHARMACEUTICALS (PVT) LTD.

THE SEARLE COMPANY LIMITED

METIER AMPOULE (PVT) LTD

HILTON PHARMA (PVT) (LIMITED

WILSHIRE LABORATORIES (PVT) LTD.

GENIX PHARMA (PVT) LIMITED

ATCO LABORATORIES LIMITED

MARTIN DOW MARKER LIMITED

GHANI GLOBAL GLASS LIMITED

EXPORT MARKET

- We have also entered in International Market and succeeded to supply Glass Tubing to the following countries:

EXPORT COUNTRIES	SAMPLE APPROVED
BANGLADESH	PARAGUAY
EGYPT	COLOMBIA
URUGUAY	ITALY
MEXICO	
ARGENTINA	

- Company is also actively working with the customers in Latin America and Caribbean Pharma Companies to promote our products and searching new markets to enhance the exports.

GHANI GLOBAL GLASS LIMITED

EXPORT MARKET

Export Expansion:

- We are already exporting Glass Tubes to Egypt.
- To expand business opportunities, Managing Director and Supply Chain Manager of **“European International Ampoules Co. Limited, Egypt”** is now-a-days visiting our Phool Nagar Plant to enhance the export of Glass Tubes from GGGL.

GHANI GLOBAL GLASS LIMITED

Future outlook

- Negotiations are under way with tube consumers in other countries like **MENA Region, Russia, and other African Countries.**
- Four **Modern Mechanique Italian** ampoules forming lines are being installed to enhance production capacity of the Company.
- **BMR** of existing furnace to enhance capacity of Neutral Borosilicate Glass Tube USP Type-I is under process.
- Addition in European ampoule manufacturing machines are on cards which will increase the capacity of ampoules to almost **45M** per month.



GHANI GLOBAL GLASS LIMITED CERTIFICATIONS

PACRA RATING	Long Term	Short Term	Outlook
	BBB+	A2	Positive

CERTIFICATIONS

QUALITY MANAGEMENT SYSTEM
ISO 9001 : 2015

ENVIRONMENT MANAGEMENT SYSTEM
ISO 14001 : 2015

**OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT
SYSTEM ISO 45001 : 2018**

MEDICINAL PRODUCTS QUALITY MANAGEMENT SYSTEM
ISO 15378 : 2017

QUESTIONS & ANSWERS

JAZAKALLAH