

CORPORATE BRIEFING

SESSION 2023



NOVEMBER 24, 2023

GHANI GLOBAL HOLDINGS LIMITED

GHANI GLOBAL HOLDINGS LTD.

ABOUT THE COMPANY

- Principal activity of the company is to manage investments in its subsidiary & associated companies. The Company is also engaged in trade business of various chemical related products.

GHANI GLOBAL HOLDINGS LIMITED

Subsidiary

GHANI CHEMICAL
INDUSTRIES LIMITED

Subsidiary

GHANI GLOBAL GLASS
LIMITED

Name of Subsidiary	Holding %	Face Value of Investment (Rs)
GCIL	58.53	2,381,999,149
GGGL	50.10	813,995,554

GHANI GLOBAL HOLDINGS LIMITED

FINANCIAL HIGHLIGHTS (UNCONSOLIDATED)

PROFIT / LOSS STATEMENT	Rs. In Mn. (Except EPS)	
	June-23	June-22
Sales (gross)	166	107
Gross profit	23	21
Profit before taxation	22	15
Profit after taxation	16	10
Earnings per share - basic and diluted	0.046	0.30

GHANI GLOBAL HOLDINGS LIMITED

FINANCIAL POSITION (UNCONSOLIDATED)

	Rs. In Millions (FY 2023)
Long term investments	3,581
Cash and bank balances	17
TOTAL ASSETS	3,803
Paid up Capital	3,541
Reserves and Unappropriated Profit	246



GHANI GLOBAL HOLDINGS LIMITED

FINANCIAL HIGHLIGHTS (CONSOLIDATED)

PROFIT / LOSS STATEMENT	Rs. In Mn. (Except EPS)	
	June-23	June-22
Sales (gross)	7,497	6,532
Gross profit	2,023	2,190
Profit before taxation	1,086	1,458
Profit after taxation	625	1,060
Earnings per share - basic and diluted	1.03	1.70

GHANI GLOBAL HOLDINGS LIMITED

FINANCIAL POSITION (CONSOLIDATED)

	Rs. In Millions (FY 2023)
Property, plant and equipment	9,726
Cash and bank balances	675
TOTAL ASSETS	17,405
Long Term Finances	1,647
Short Term Borrowing	1,756
Total Current Liabilities	3,218

GHANI GLOBAL HOLDINGS LIMITED

ABOUT SUBSIDIARY GHANI GHEMICAL INDUSTRIES LTD

FINANCIAL HIGHLIGHTS

ABOUT COMPANY

- **GCIL** is engaged in Manufacturing & Sales of Medical & Industrial Gases and Chemicals.
- The Company having the largest manufacturing facilities in Pakistan in Medical & Industrial Gases.



FINANCIAL HIGHLIGHTS

PKRmn	FY 23	Sales	GCIL	Competitor
			Rs. In Mn	Rs. In Mn
Sales - Gross	5,123			
Gross Profit	1,460	Gross Sales	5,123	8,306
Profit before tax	932	Net Sales	4,332	7,227
Profit after tax	508	Gross Profit	1,459	1,120
Earning per share (EPS)	1.06	GP Ratio	34%	15%
Depreciation and Amortization	169	Net Profit	509	249
EBITDA	1,475	NP Ratio	12%	3%
EBIT	1,307			



GHANI GLOBAL HOLDINGS LIMITED
ABOUT SUBSIDIARY GHANI GHEMICAL INDUSTRIES LTD

FINANCIAL POSITION

	Rs. In Millions (FY 2023)
Property, plant and equipment	7,210
Cash and bank balances	525
TOTAL ASSETS	13,128
Paid up Capital	5,002
Unappropriated Profit and Reserves	3,828
Long Term Finances	1,270
Short Term Borrowing	1,127
Total Current Liabilities	2,310

GHANI CHEMICAL INDUSTRIES LIMITED PROJECTS

1st ASU Plant - PHOOL NAGAR

- Land Area : 109 Kanal
- Setup in May 2009
- Production Capacity 110TPD

2nd ASU Plant - PORT QASIM

- Land Area : 5 Aera
- Setup in March 2014
- Production capacity 110TPD



3rd ASU Plant - PHOOL NAGAR

- Setup in July 2019
- Production Capacity 110TPD

4th ASU Plant – PORT QASIM

- Setup in 2022
- To meet the requirements of 15 years agreement with **EPCL** through dedicated pipelines.

GHANI CHEMICAL INDUSTRIES LIMITED PROJECTS IN PROGRESS

HATTAR SPECIAL ECONOMIC ZONE

5th ASU Plant

- Production Capacity : 275 TPD
- First ever the largest high efficiency & cost effective manufacturing plant in Pakistan



Calcium Carbide Manufacturing Plant

- First ever import substitute Calcium Carbide manufacturing Plant in Pakistan.
- Will annually save Millions of US \$ foreign exchange and shall also open the doors for earning Foreign Currency for the country.

Both the Projects will be in operation during 1st Quarter 2024, Insha Allah

GHANI CHEMICAL INDUSTRIES LIMITED

FUTURE PLANNING

The company is planning to export one of the existing plant of the Company (with fair market value around US\$ 4.00 million to US\$ 4.5 million) installed at Lahore (of Capacity 110TPD) to GCC region.

GCIL will be the first company of Pakistan to export Industrial and medical gases plant & know how and bring back precious Foreign Currency in the country.



GHANI GLOBAL HOLDINGS LIMITED

ABOUT SECOND SUBSIDIARY

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 HOLDINGS LIMITED

ABOUT SECOND SUBSIDIARY

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 HOLDINGS LIMITED

ABOUT SECOND SUBSIDIARY

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

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

GHANI GLOBAL HOLDINGS LIMITED

ABOUT SECOND SUBSIDIARY GHANI GLOBAL GLASS LIMITED

Current Performance

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



GHANI GLOBAL HOLDINGS LIMITED

ABOUT SECOND SUBSIDIARY

GHANI GLOBAL GLASS LIMITED

- ▶ 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 HOLDINGS LIMITED

ABOUT SECOND SUBSIDIARY GGGL - EXPORT MARKET

- ▶ The Company has 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	

- ▶ The 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 HOLDINGS LIMITED

ABOUT SECOND SUBSIDIARY

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.



QUESTION - ANSWER SESSION

JAZAKALLAH