

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ
الْحَمْدُ لِلَّهِ الَّذِي
خَلَقَ السَّمَوَاتِ وَالْأَرْضَ
وَالَّذِي يُضَوِّبُ الْمَوْتَى
إِنَّ رَبَّهُ لَسَدِيدٌ
إِلَىٰ عَرْشِهِ الرَّحِيمُ
الَّذِي يُخْرِجُ الْمَوْتَىٰ
وَيُدْخِلُهُنَّ فِي بُحْرِ
رَحْمَتِهِ الْوَاسِعِ
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**CORPORATE BREIFING
JUNE 2019**

GHANI GLOBAL HOLDINGS LIMITED

(Formerly Ghani Gases Limited)

A Group Company of

Ghani Global Group of Companies- Pakistan

WELCOME NOTE

- We wish to welcome you all on First Corporate Briefing of Ghani Global Holdings Limited

About Ghani Global Group

Group comprised of the below companies;

Ghani Global Holdings Ltd. (GGHL) (Formerly Ghani Gases Limited) – Group Holding Company

Ghani Chemical Industries Ltd. (GCIL) – Manufacturing & Sales of Industrial & Medical Gases and Chemicals. Currently GCIL has the largest manufacturing facility in Pakistan in Industrial & medical Gases Alhamdulillah.

Ghani Global Glass Ltd. (GGGL) – Manufacturing & sales of Glass Tube, ampoules & vials. It is one & only manufacturer of glass tube in Pakistan having state of Art European technology for its manufacturing facility.

Ghani Engineering Pvt Limited – Engaged in providing the engineering services at the corporate level



Faith
Experience
Innovation
Growth

GHANI GLOBAL HOLDINGS LTD.

Ghani Global Holdings Ltd., (formerly known as Ghani Gases Ltd.) was incorporated in Nov. 2007.

Principal activity of the company, subsequent to the separation of manufacturing undertaking, is to manage investments in its subsidiary & associated companies.



Subsidiary Co. Name	Investment shares	Shareholding	Investment Par Value Rs.	Investment Value Rs.
GCIL	114,299,996	99.39%	1,142,999,960	2,056,951,000
GGGL	50,098,000	50.10%	500,980,000	722,316,000
	164,397,996		1,643,979,960	2,779,267,000

GHANI GLOBAL HOLDINGS LTD.

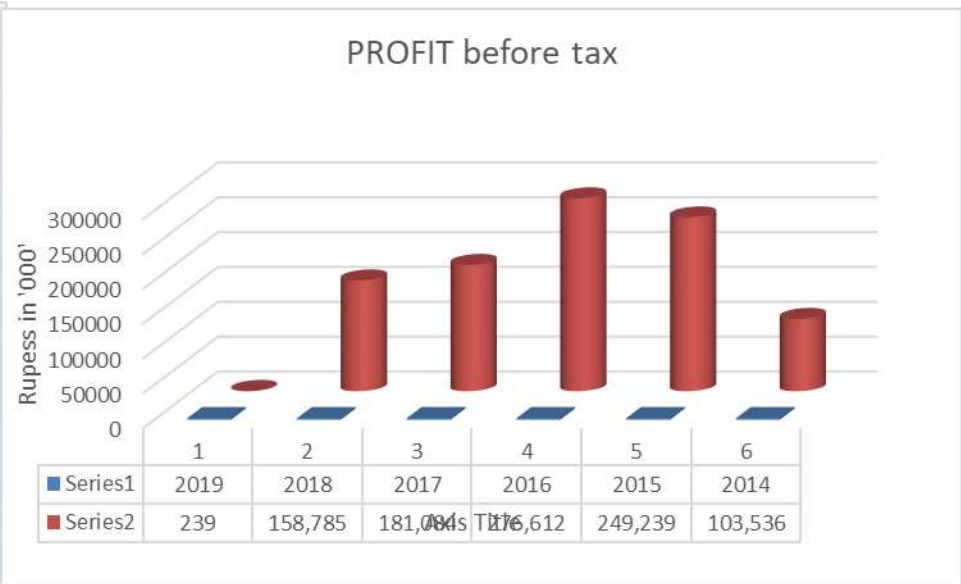
FINANCIAL HIGHLIGHTS

	2019	2018	2017	2016	2015	2014
	Jun-30	Jun-30	Jun-30	Jun-30	Jun 30	Jun 30
	(RUPEES IN '000)					
Operating Results						
Sales (gross)	-	2,330,253	2,053,432	2,013,015	1,967,317	1,558,692
Gross profit	-	638,698	568,634	575,635	569,924	327,317
Profit/ (Loss) before tax	239	158,785	181,084	276,612	249,239	103,536
Financial data						
Fixed assets	-	3,039,513	2,838,962	2,682,306	2,525,060	2,334,225
Capital work-in-progress	-	4,800	100,146	79,409	41,612	14,030
Intangibles assets	70	14,631	70	70	70	350
Long term investment	2,779,267	593,000	593,000	500	45,133	45,000
Long term deposits	-	68,257	57,756	68,909	68,151	64,162
Current assets	1,973	1,606,976	1,374,818	2,070,629	963,017	679,629
Current liabilities	1,803	1,426,491	654,930	1,534,421	821,671	676,662
Assets employed	2,779,507	3,900,686	4,309,822	3,367,402	2,821,372	2,460,734
Financed by:						
Ordinary capital	1,533,059	1,322,682	1,247,813	1,247,813	742,746	742,746
Reserves	522,137	460,198	535,067	535,067	30,000	30,000
Un appropriated Profit/ (Loss)	724,311	724,141	566,436	429,333	341,627	227,696
Shareholder's equity	2,779,507	2,507,021	2,349,316	2,212,213	1,114,373	1,000,442
Finances and deposits		1,393,665	1,960,506	960,962	1,622,683	1,447,749
Deferred Taxation				194,227	84,316	12,543
Funds invested	2,779,507	3,900,686	4,309,822	3,367,402	2,821,372	2,460,734
Earning per-share (Rs.)	0.001	1.14	1.04	1.90	2.04	0.98
Break-up-value per share (Rs.)	18.13	18.95	18.83	17.73	15.00	13.47
Cash Dividend%	-	-	-	-	16	5.00%

GHANI GLOBAL HOLDINGS LTD.

FINANCIAL HIGHLIGHTS

- Stand Alone



GHANI GLOBAL HOLDINGS LTD.

FINANCIAL HIGHLIGHTS - Consolidated

	2019	2018	2017	2016	2015	2014
	Jun-30	Jun-30	Jun-30	Jun-30	Jun 30	Jun 30
	(RUPEES IN '000)					
Operating Results						
Sales (gross)	3,563,164	2,330,253	2,053,432	2,013,015	1,967,317	1,558,692
Gross profit	640,727	638,698	568,634	575,635	569,924	327,317
Profit/ (Loss) before tax	(171,445)	158,785	181,084	276,612	249,239	103,536
Financial data						
Fixed assets	4,784,927	3,173,893	2,838,962	2,682,306	2,525,060	2,334,225
Capital work-in-progress	83,065	33,176	100,146	79,409	41,612	14,030
Intangibles assets	360,293	14,631	70	70	70	350
Long term investment	-	406,126	593,000	500	45,133	45,000
Long term deposits	67,494	68,257	57,756	68,909	68,151	64,162
Current assets	2,642,766	1,619,615	1,374,818	2,070,629	963,017	679,629
Current liabilities	2,643,002	1,426,650	654,930	1,534,421	821,671	676,662
Assets employed	5,295,543	3,889,048	4,309,822	3,367,402	2,821,372	2,460,734
Financed by:						
Ordinary capital	1,533,059	1,322,682	1,247,813	1,247,813	742,746	742,746
Reserves	522,137	460,198	535,067	535,067	30,000	30,000
Un appropriated Profit/ (Loss)	539,872	677,924	566,436	429,333	341,627	227,696
Sponsors loan	1,013,351	259,050				
Shareholder's equity	3,608,419	2,719,854	2,349,316	2,212,213	1,114,373	1,000,442
Non controlling interest	281,149	6,979				
Finances and deposits	1,103,794	879,381	1,960,506	960,962	1,622,683	1,447,749
Deferred Taxation	302,181	282,834		194,227	84,316	12,543
Funds invested	5,295,543	3,889,048	4,309,822	3,367,402	2,821,372	2,460,734
Earning per-share (Rs.)	0.001	1.14	1.04	1.90	2.04	0.98
Break-up-value per share (Rs.)	18.13	18.95	18.83	17.73	15.00	13.47
Cash Dividend%	-	-		-	16	5.00%

GHANI GLOBAL HOLDINGS LTD.

FINANCIAL HIGHLIGHTS

- CONSOLIDATED



GHANI GHEMICAL INDUSTRIES LTD. (GCIL)

Previously business under the name of Ghani Gases Ltd.

GCIL is subsidiary of Ghani Global Holdings Ltd., with 99.39% shareholding.

GCIL was incorporated in Pakistan as a private limited company on November 23, 2015 and converted into public limited company on April 20, 2017.

The Company is principally engaged in manufacturing, sales and trading of medical & industrial gases and chemicals.

Authorized share capital of Rs. 200,000,000/- @ Rs. 10 per share

Ordinary shares capital of Rs. 1,150,000,000/- Rs. 10 per share.



INDUSTRIAL & MEDICAL GASES

CUSTOMER SEGMENTS

Oil & Gas



Light & Medium Engineering Works



Chemical & Fertilizer



Research and Analysis



Ship Breaking & Scrap Cutting



Environment



Pharmaceutical



Merchandise Market



Health Care



Glass



Food & Beverage



Refining



Metal Fabrication



Pulp & Paper



Steel & Iron Mills



Livestock

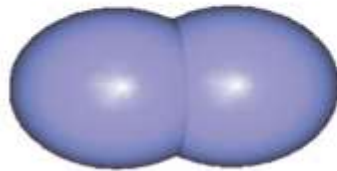


Ghani Gases! A Good solution for every situation...

INDUSTRIAL & MEDICAL GASES

PRODUCTS & SERVICES

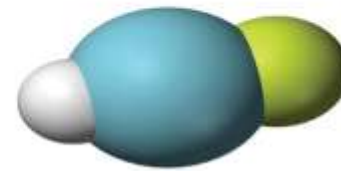
Industrial Gases



Liquid Oxygen



Liquid Nitrogen



Liquid Argon



Liquid Helium



Liquid CO₂



Dissolve Acetylene



Ethylene Ripener



Calcium Carbide



Industrial Gases Pipeline



Industrial Cryogenic /
Gases Cylinders

INDUSTRIAL & MEDICAL GASES

PRODUCTS & SERVICES

Health Care



Compressed Medical Oxygen



Liquid Medical Oxygen



Nitrous Oxide



Aviation Oxygen



Compressed Air



Compressed Argon



Gas Regulator



Pain Relief Mixture



Liquid Medical Cryogenic / Gases Cylinders



Helium



Compressed Acetylene



Compressed Nitrogen



Compressed Oxygen

Special Gases



Oxygen Therapy Equipment



Medical Gas Pipeline



Gas Handling Equipment



CO₂ Mixture



High Purity Gases



Lab Mixture Gas



Gas Outlet Points



Gas Manifold



Lamp Mixture Gas



Argon Mixture Gas



CO₂ Mig Wire

GHANI CHEMICAL INDUSTRIES LTD.

FINANCIAL HIGHLIGHTS

First year of Operations under the name of Ghani Chemical Industries Ltd.,
Previous under the name of Ghani Gases Ltd. (Given in previous Slides)

June 2019	
Annual Sales	Rs. 2,629 Million
Gross Profit	Rs. 578 Million
Loss after taxation	Rs. 65 Million
Non- Current assets	Rs. 3,367 Million
Current Assets	Rs. 1,754 Million
Current Liabilities	Rs. 1781 Million
Ordinary Share capital	Rs. 1,150 Million
Reserves	Rs. 914 Million
Sponsors' Loan	Rs. 244 Million
Shareholders' equity	Rs. 2,241 Million
Long term financing	Rs. 1,088 Million

GHANI CHEMICAL INDUSTRIES LTD.

Current & Future Outlook

- Company Sales have improved compared to last year, from Rs. 2.33 Bn to Rs. 2.63 Bn
- Gross profit dropped due to drastic increase in the major input cost i.e Electricity & Sui gas, towards manufacturing of industrial & medical gases.
- Devaluation of Pak Rupee also impacted the cost of the business
- High increase in Financial Cost due to increase in interest rate, also depleted the profitability of the company.
- We are trying to pass on the increased to cost to our customers but its seems very tough.
- We are taking steps towards the cost cutting so that margins may be improved.
- In all circumstances we are not seeing that situation will improve much in near future.

GHANI CHEMICAL INDUSTRIES LTD.

FUTURE OUTLOOK

Subsequent to financial year close, financial results of the GCIL have been improved which is evident from the financial for the 1st Quarter ended September 2019.

	Sep 2019 Rs. In Mn	Sep 2018 Rs. In Mn
Quarterly Sales	660	615
Gross Profit	206	167
GP Ratio	36%	31%
Net profit	25	38

- Sales of the company has improved
- Gross profit improved in terms of value as well as in term of percentage
- Net profit dropped due to heavy increase in operation expenses of the company which are beyond the control of management.
- Distribution cost, Admin expenses etc increased due to inflationary effects and above all heavy increase in financial cost of the company jumped from 44Mn to Rs. 70Mn due to increase in interest rate (KIBOR) from 6% to 13.90%



Ghani Global

Group of Companies

The Group

- Ghani Global Glass Ltd. Is a group company of Ghani Global Group.
- It is subsidiary of Ghani Global Holdings Ltd. with shareholding of 50.10%



Group History in Glass Manufacturing



- ❑ Sponsoring Directors have *ALHAMDULILLAH* vast experience of Glass Manufacturing spanning decades of years of operating Ghani Glass Ltd.
- ❑ Ghani Glass Limited was incorporated in 1992.
- ❑ It is a Public Limited Company listed on Karachi and Lahore Stock Exchanges.
- ❑ The Company established a most modern Glass Container manufacturing Plant.
- ❑ This was the first Glass plant of Pakistan set up as per GMP requirement of Pharmaceutical Industry. The project commissioned in District Haripur.
- ❑ In December 1999, Ghani Glass acquired its biggest competitor “Prince Glass Works Limited”, which had filed bankruptcy. It was named Ka’as ul Musaf’fa (Pvt) Limited and later on, it was merged into Ghani Glass Ltd.
- ❑ Today Ghani Glass is the Largest Glass Manufacturing facility with several furnaces with annual installed capacity of 444,375 tons.
- ❑ Glass manufacturing is flagship of this group

The Company

INTRODUCTION

- Ghani Global Glass Limited is a public limited company, listed on Pakistan Stock Exchange.
- The Company established in Pakistan, for the first time, a premium European Tubing Glass Manufacturing Plant, which is second to none.
- It is an “Import Substitute” and presently domestic demand is met through imports from Europe and china.
- Production capacity per day is 24 ton
- Its special glass i.e. Boro-silicate neutral glass tub



The Products

GLASS TUBING CLEAR AND AMBER



CAPABLE TO PRODUCE: 5MM - 38MM (outer dia), 0.45MM - 1.50MM (wall thickness)

GLASS VIALS



GLASS AMPOULES



Financial Highlights

	2019	2018	2017	2016	2015	2014
	Jun-30	Jun-30	Jun-30	Jun-30	Jun 30	Jun 30
Profit and Loss Account						
Sales (gross)	933,790,492	581,818,124	330,008,178	66,022,932	-	-
Gross profit	52,173,484	9,266,385	12,904,089	3,454,138	-	-
Administrative and general expenses	(61,579,964)	(55,346,517)	(44,814,641)	(22,767,742)	(5,265,905)	(528,721)
Selling and distribution cost	(35,040,348)	(23,595,429)	(16,905,929)	(8,363,616)	-	-
Other operating expenses	(6,895,395)	(5,702,687)	(996,675)	(559,000)	-	-
Other Income	(6,801,670)	26,657,741	5,886,329	238,050	4,233,666	53,375
Finance cost	(103,058,231)	(77,510,088)	(68,698,411)	(17,541,399)	(319,237)	(5,193)
Provision for taxation		3,300,082	(3,300,082)	(5,696,169)	4,409,434	-
Profit/Loss after taxation	(147,598,784)	(122,930,513)	(115,925,320)	(51,235,738)	1,475,041	(480,539)
Earning per share - basic and diluted	(1.48)	(1.23)	(1.27)	(0.86)	0.03	0.02
Balance Sheet						
Share Capital	1,000,000,000	1,000,000,000	1,000,000,000	500,000,000	500,000,000	480,000,000
Shareholders Equity	550,228,853	700,475,813	823,406,326	439,331,646	490,567,384	469,092,343
Non-current assets	1,555,697,141	1,569,649,952	1,444,014,828	1,337,304,453	1,106,509,355	314,943,695
Current assets	897,043,097	907,631,727	738,122,543	379,950,189	124,602,674	161,854,200
Current liabilities	871,387,391	817,531,020	637,761,186	263,725,549	141,673,885	7,925,932
Right issue	-	-	100%	-	-	54.84%

Financial Highlights



Current Performance

Two major two (2) types quality of products which we are competing with, that are;

- Chinese Glass tube being imported from China
- European Glass tube being imported from Italy/Germany etc.

- Glass tube being imported from China is of low quality not meeting the standards of Pharmacopeia and being sold in the local market at low price due to which we were facing tough price competition with Chinese glass tube. Now, Alhamdulillah we are in the position that almost **90%** of the Chinese glass tube market has been obtained and being served by Ghani Global Glass Ltd.
- As regards the European glass tube market in Pakistan, almost **10-15%** market share being served by GGGL and we have targeted to achieve this European glass tube market by 90% plus as well IN SHAA ALLAH.

Value Addition Business

- In-house produced Glass tube is used for the Production of Ampoule and vials.
- Quality and efficiency has also improved tremendously,
- Now there are mix of Twenty Two (22) ampoules machines, blend of European, Indian and Chinese machines
- 4 Vials manufacturing machines.
- Our production of Ampoules is also on increasing trend.
- Previously production of ampoules were 20 million per months, which now have jumped to 40 million per month Alhamdulillah.
- With the addition of seven (7) additional ampoules machine this ampoule production will jump to 60 million, In-Shaa-Allah.

Reasons for loss

- This was the third full year's operations of the company closed for the year ended June 30, 2019.
- Currently company is in losses because the Company has established in Pakistan, for the first time, a premium European Tubing Glass Manufacturing Plant, which is second to none.
- Our competition is with the low priced low quality glass tube being imported from China. Our glass tube being of European quality costs more as compared to low priced low quality Chinese glass tube which is not meeting the international pharmacopeia standards.
- We had to sale high quality costly product at below cost in order to penetrate in the local market and to increase our market share.
- Ghani Global Glass, industry is power intensive based, there is intense increase in cost of fuel and power due to increase in prices of Natural Gas and Electricity.
- Above 110% raise in sui gas price and 40% raise in Electricity price effected the margins of the company badly.
- Cost of production increase abruptly but at the same time this increased cost could not be passed on to customers causing the losses to company.
- Another factor which caused the losses to company is due to heavy raise in the discount rate from SBP consequent to which company financial cost jumped from Rs. 77 million to Rs. 103 million showing increase of 33% financial burden on the company.
- During the year there was also depreciation of Pak Rupee against the foreign currency caused the booking of foreign currency translation losses.
- Our management and team is working day and night with their entire honest efforts to bring the company in profitability on earliest basis In-Shaa-Allah.

Future Outlook

- The company has successfully converted most of the high end national companies and MNCs across Pakistan on 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.
- Sales portfolio is growing slowly & steadily, as reflected in Graph, and aim at the growth rate of our sales in double digit. In-Shaa-Allah.
- Company has started export to Bangladesh. Work in progress with tube consumers in other countries like Mena, Argentina, Russia, Mexico, Egypt etc.
- Currently country is facing critical situation where economic activities are slow,

GHANI GLOBAL GLASS LTD.

FUTURE OUTLOOK

Subsequent to financial year close, financial results of the GGGL have been improved which is evident from the financial for the 1st Quarter ended September 2019.

	Sep 2019 Rs. In Mn	Sep 2018 Rs. In Mn
Quarterly Sales	305	142
Gross Profit	76	8
GP Ratio	29%	7%
Net profit/(loss)	15	(37)

- Sales of the company has improved
- Gross profit improved in terms of value as well as in term of percentage
- Alhamdulillah company has come out of losses, and its for the first time, company reported Net profit
- Financial cost of the company increased for the Qtr from 19Mn to Rs. 36Mn due to increase in interest rate (KIBOR) from 6% to 13.90%

JAZAKALLAH