

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ
الْحَمْدُ لِلَّهِ الَّذِي
خَلَقَ السَّمَوَاتِ وَالْأَرْضَ
وَالَّذِي يُضَوِّبُ الْمَوْتَى
إِنَّ رَبَّهُ لَسَدِيدٌ
إِلَىٰ عَرْشِهِ الرَّحِيمُ
الَّذِي يُخْرِجُ الْمَوْتَىٰ
وَيُدْخِلُهُمْ فِي الْأَرْحَامِ
مَرَّةً أُخْرَىٰ إِنَّ رَبَّهُ لَسَدِيدٌ
إِلَىٰ عَرْشِهِ الرَّحِيمُ



CORPORATE BREIFINGS
2021

GHANI GLOBAL HOLDINGS LIMITED

A Group Company of

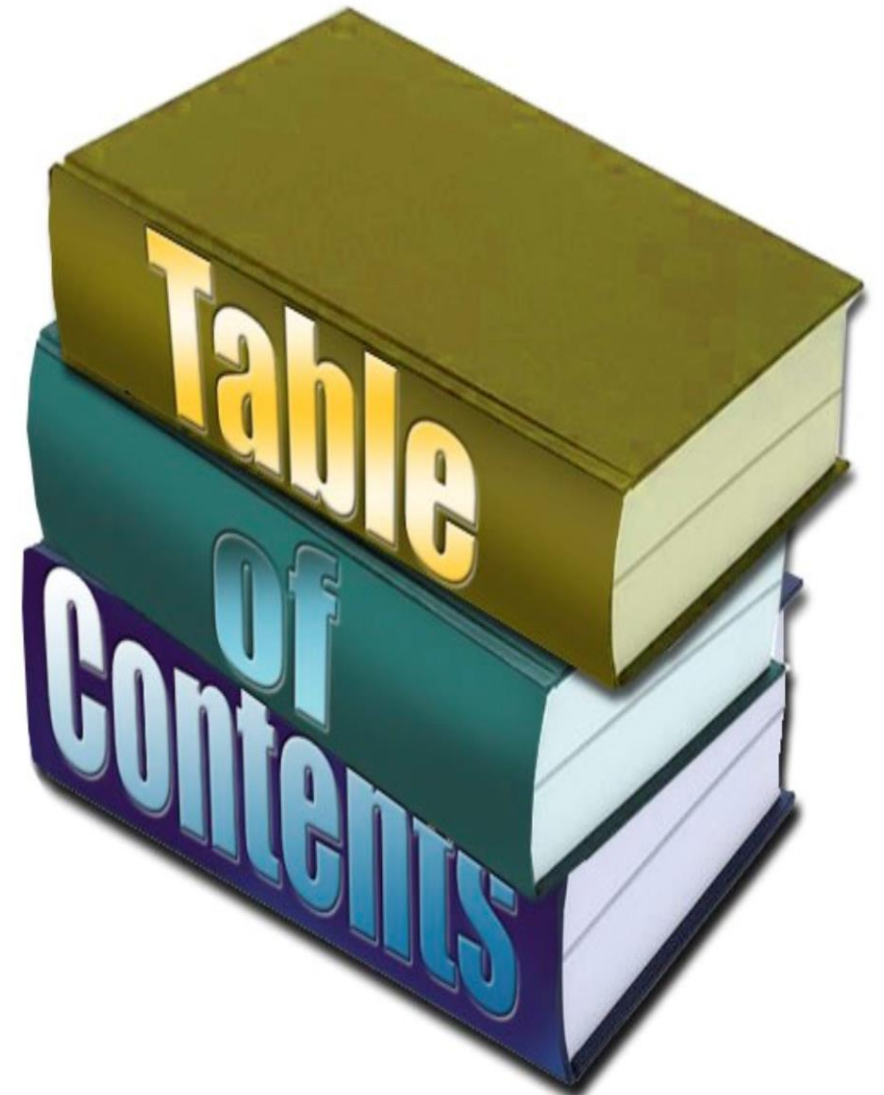
Ghani Global Group of Companies- Pakistan

**WE WELCOME YOU ALL TO GHANI GLOBAL HOLDING
LIMITED SECOND
CORPORATE BRIEFING**

welcome
—We are glad you are here—

TABLE OF CONTENT

1. ABOUT SPONSERS OF GHANI GLOBAL HOLDING LTD.
2. ABOUT KEY MANAGEMENT OF GHANI GLOBAL HOLDING LTD.
3. ABOUT GHANI GLOBAL GROUP.
4. GHANI GLOBAL HOLDINGS LTD. CONSOLIDATED FINANCIAL HIGHLIGHTS.
5. ABOUT SUBSIDIARY GHANI GHEMICAL INDUSTRIES LTD. (GCIL).
6. GHANI CHEMICAL INDUSTRIES LTD FINANCIAL HIGHLIGHTS.
7. CURRENT AND FUTURE OUTLOOK OF GHANI CHEMICAL INDUSTRIES LTD.
8. ABOUT SECOND SUBSIDIARY GHANI GLOBL GLASS LIMITED.
9. GHANI GLOBL GLASS LIMITED FINANCIAL HIGHLIGHTS
10. CURRENT PERFORMANCE OF GHANI GLOBAL GLASS LIMITED.
11. VALUE ADDITION BUSINESS OF GHANI GLOBL GLASS LIMITED.
12. FUTURE OUTLOOK OF GHANI GLOBAL GLASS LIMITED.



About the Sponsors	Education	Experience
Mr. Masroor Ahmad Khan (Chairman)	Graduate from Punjab University	<ul style="list-style-type: none"> 33 years experience on Numerous Senior Management Positions.
Mr. Atique Ahmad Khan (Chief Executive Officer)	Qualified Mechanical and Electrical Engineer	<ul style="list-style-type: none"> 29 Years Experience in industrial sectors at higher management positions. He reactivated one of the plants of Ghani Group at a phenomenal pace of two months.
Mr. Farooq Ahmad Khan (Managing Director)	Engineer graduate from the University of Illinois, Chicago, USA.	<ul style="list-style-type: none"> 21 years experience in industrial sector. Privilege of holding a patent which is registered in USA. Commissioning of the Float Glass plant in a very short period of time.



Board of Directors



Key Management	Education	Experience
Mr. Ashraf Bawani President Of Ghani Global Group	Fellow Cost & Management Accountant (FCMA)	31 years experience in Pakistan Oxygen Ltd (Linde Pakistan) in Senior Positions and Part of Management (Ex-MD/CEO)
Mr. Farzand Ali GM Corporate, Director & Company Secretary	C.A .Finalist Fellow Member of Institute of Corporate Secretaries.	More than 36 years rich experience of Finance & Corporate matters of mainly Glass Industry
Bilal Butt General Manager Sales & Marketing – GCIL	B.Sc. Mechanical Engineering	Having 20 years experience in the Fertilizer Industry and Chemical industry.
Mr. Muhammad Hanif General Manager Sales & Marketing – GGGL	Master in Business Administration	Having 39 years experience in the Pharma Industry and 3 years experience in pharma glass industry.
Mr. Iftikhar Ahmad Production Manager	Master of Public Administration	Having 36 years experience in the Pharma Glass Industry and has worked at various capacities.
Mr. Asad Wazir Plant Manager	B.Sc. Mechanical Engineering	21 years in Gases & Glass Manufacturing industries.
Mr. Asim Mahmud, Chief Financial Officer	Fellow Chartered Accountant (FCA)	Ample experience about 23 years in the Sugar, Textile and Chemical Industries.
Mr. Sibtul Hassan Gilani Head of Procurement	Master of Business Administration	26 Year experience in Pharma, Electronic, Gases & Glass Industries



GHANI GLOBAL HOLDING LIMITED

About Ghani Global Group

7



Faith
Experience
Innovation
Growth



7

GHANI GROUP – background

- ✓ The entrepreneurs of the group have a rich history of 40 years.
- ✓ Diversified sectors involving mining, textiles, industrial & medical gases, glass, chemicals, construction, food and trading.
- ✓ The group comprises of many private, public and publicly listed companies.
- ✓ The group prides itself in managing the business in accordance with the dictates of Shariah, and utilize only Islamic mode of financing within its group enterprises.

About GHANI global GROUP

❖ Group comprised of the below companies;

1. **Ghani Global Holdings Ltd. (GGL)** (Formerly Ghani Gases Limited) – Group Holding Company
2. **Ghani Global Glass Ltd. (GGGL)** – Manufacturing & sales of Glass Tube, ampoules & vials. Its one & only manufacturer of glass tube in Pakistan having state of Art European technology for its manufacturing facility.
3. **Ghani Chemical Industries Ltd. (GCIL)** – Manufacturing & Sales of Industrial & Medical Gases and Chemicals. Currently GCIL has the largest manufacturing facilities in Pakistan in Industrial & medical Gases.
4. **Ghani Engineering Pvt Limited** – Engaged in providing the engineering services at the corporate level.
5. **Kilowatt Labs Technologies Limited** – Under process and will be engaged in manufacturing of energy storage devices/super-capacitors.

GHANI GLOBAL HOLDINGS LTD.

ABOUT THE COMPANY

- 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 and also in trade business of various chemical related products.



Subsidiary Company Name	Investment Shares	Shareholding	Face Value of Investment (Rs)
GCIL	114,299,993	74.45%	1,142,999,300
GGGL	120,235,680	50.10%	1,202.356,800
G3 TECHNOLOGY	-	-	-

GHANI GLOBAL HOLDING LIMITED

CONSOLIDATED FINANCIAL HIGHLIGHTS

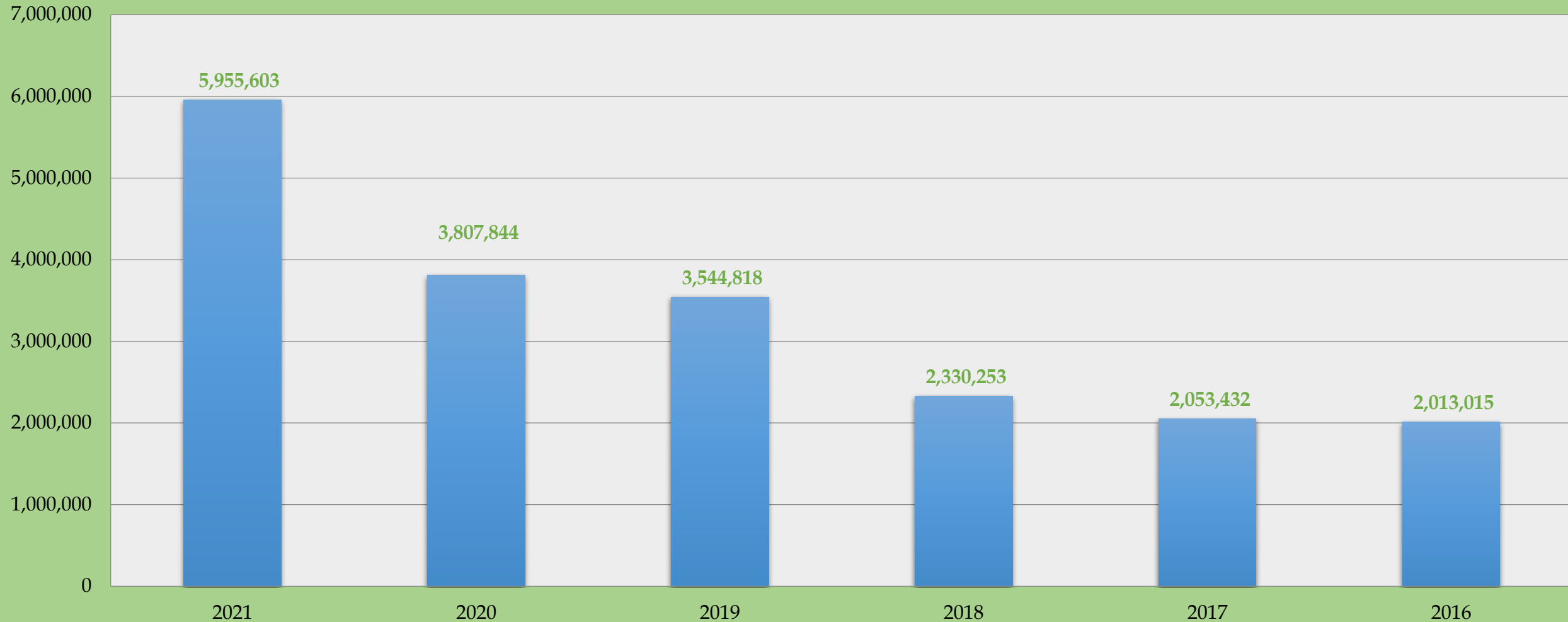
Particulars	2021	2020	2019	2018	2017	2016
	Jun-30	Jun-30	Jun-30	Jun-30	Jun-30	Jun 30
(RUPEES IN '000)						
Operating Results						
Sales (gross)	5,955,603	3,807,844	3,544,818	2,330,253	2,053,432	2,013,015
Gross profit	2,081,940	780,987	640,727	638,698	568,634	575,635
Profit/ (Loss) after tax	792,426	(119,752)	(138,052)	125,763	122,981	161,828
Financial data						
Fixed assets	5,362,024	5,357,365	4,784,927	3,173,893	2,957,732	2,682,306
Capital work-in-progress	523,775	75,155	81,045	33,176	100,146	79,409
Intangibles assets	354,370	357,331	360,293	14,631	70	70
Long term investment			0	406,126	436,859	
Long term deposits	72,214	68,940	67,494	68,257	57,756	68,909
Current assets	3,420,798	2,236,162	2,644,786	1,619,615	1,405,466	2,071,006
Current liabilities	2,313,225	2,608,315	2,643,002	1,426,650	654,967	1,534,451
Assets employed	6,338,885	5,883,352	5,293,759	3,889,048	4,303,062	3,367,249
Financed by:						
Ordinary capital	2,799,365	1,533,059	1,533,059	1,322,682	1,247,813	1,247,813
Reserves	267,649	522,137	522,137	460,198	535,067	535,067
Un appropriated Profit/ (Loss)	950,313	400,903	539,872	677,924	552,161	429,180
Sponsors loan	147,770	1,044,141	1,013,351	259,050	639,700	501,200
Shareholder's equity	4,165,097	3,500,240	3,608,419	2,719,854	2,981,740	2,713,260
Non controlling interest	1,627,232	300,366	281,149	6,979	6,999	
Finances and deposits	1,933,780	1,699,232	1,103,794	879,381	1,960,506	459,762
Deferred Liabilities	318,656	208,563	302,181	282,834	254,448	194,227
Funds invested	5,792,329	3,800,606	5,295,543	3,889,048	5,203,693	3,367,249
Earning per-share (Rs.)	2.34	(0.69)	(0.901)	0.950	0.930	1.900
Break-up-value per share (Rs.)		22.83	23.54	20.56	23.90	21.74
Cash Dividend%			-	-		-

GHANI GLOBAL HOLDING LIMITED

CONSOLIDATED FINANCIAL HIGHLIGHTS

10

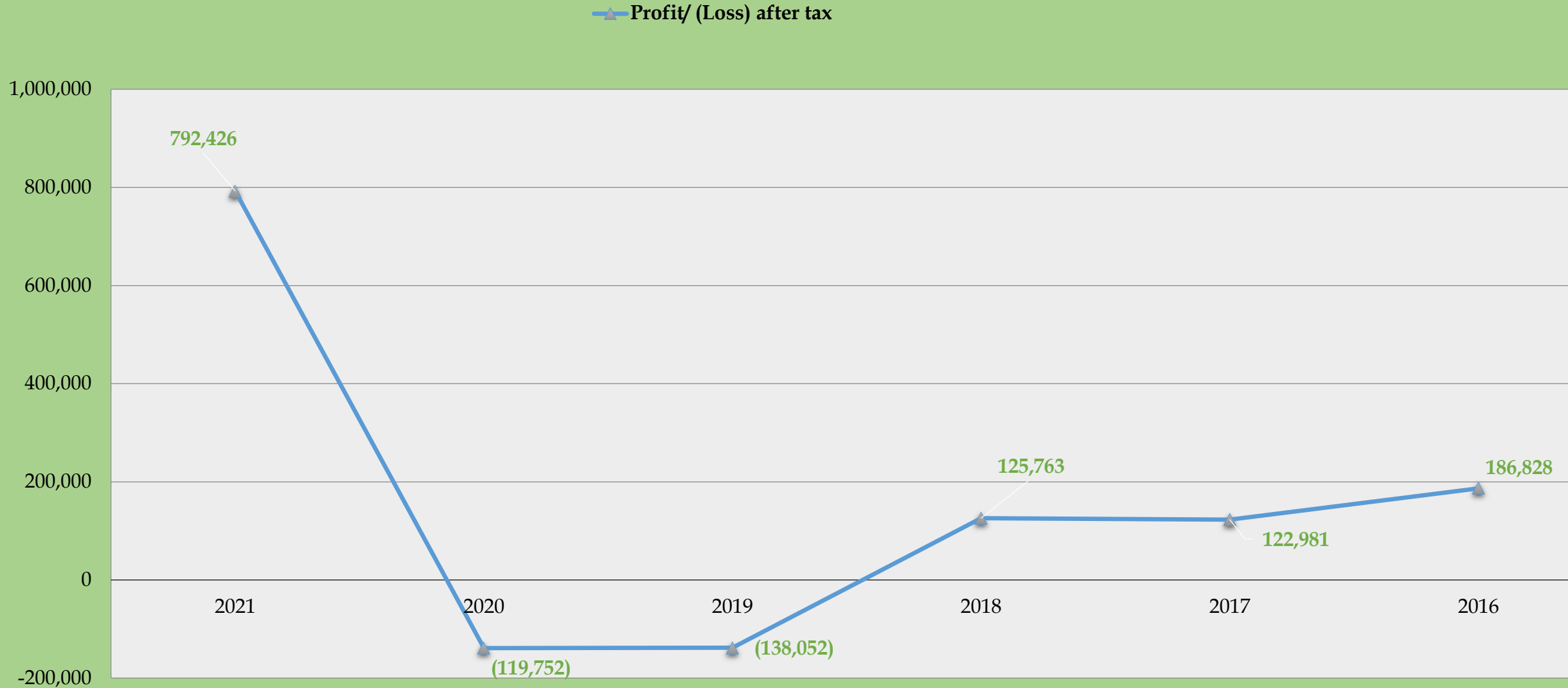
■ Sales (gross)



GHANI GLOBAL HOLDING LIMITED

CONSOLIDATED FINANCIAL HIGHLIGHTS

11



GHANI GLOBAL HOLDING LIMITED

ABOUT SUBSIDIARY GHANI GHEMICAL INDUSTRIES LTD. (GCIL)

- GCIL is subsidiary of Ghani Global Holdings Ltd., with 74.45% shareholding.
- GCIL is in the phase of **getting listed** on Pakistan Stock Exchange by way of Initial Public Offering (IPO).
- It is hoped that **listing process will be completed** in two to three months time In-shaa-Allah.
- The Company is principally engaged in manufacturing, sales and trading of medical & industrial gases and chemicals.
- Authorized share capital of Rs. 1,600,000,000/- @ Rs. 10 per share.
- Paid up Share capital of Rs. 1,535,250,000 /- Rs. 10 per share.

12



GHANI GLOBAL HOLDING LIMITED

GHANI GHEMICAL INDUSTRIES LTD.

CUSTOMER SEGMENTS

Oil & Gas



Light & Medium Engineering Works



Chemical & Fertilizer



Research and Analysis



Ship Breaking & Scrap Cutting



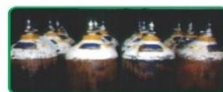
Environment



Pharmaceutical



Merchandise Market



Health Care



Glass



Food & Beverage



Refining



Metal Fabrication



Pulp & Paper



Steel & Iron Mills

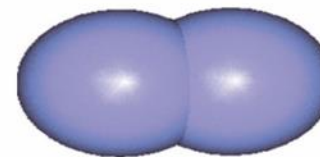


Livestock



PRODUCTS & SERVICES

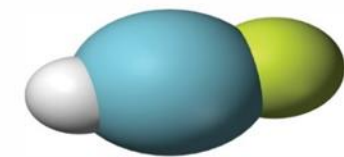
Industrial Gases



Liquid Oxygen



Liquid Nitrogen



Liquid Argon



Liquid Helium



Liquid CO₂



Dissolve Acetylene



Ethylene Ripener



Calcium Carbide



Industrial Gases Pipeline



Industrial Cryogenic / Gases Cylinders

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

PRODUCTS & SERVICES

Health Care



Compressed Medical Oxygen



Liquid Medical Oxygen



Nitrous Oxide



Pain Relief Mixture



Liquid Medical Cryogenic / Gases Cylinders



Helium



Gas Handling Equipment



Aviation Oxygen



Compressed Acetylene



Compressed Air



Compressed Argon



Gas Regulator



Compressed Nitrogen



Compressed Oxygen

Special Gases



CO₂ Mixture



High Purity Gases



Lab Mixture Gas



Lamp Mixture Gas



Argon Mixture Gas



CO₂ Mig Wire

PRODUCTS & SERVICES

PRODUCTS & SERVICES

Compressed Industrial Gases

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

CO₂ Mixture

High Purity Gases

Lab Mixture Gas

Lamp Mixture Gas

Argon Mixture Gas

CO₂ Mig Wire

Gas Outlet Points

Gas Manifold



GHANI GLOBAL HOLDING LIMITED

15

GHANI CHEMICAL INDUSTRIES LTD. FINANCIAL HIGHLIGHTS

Second year of Operations under the name of Ghani Chemical Industries Ltd.

Particulars	June 2021 Rs in Million	June 2020 Rs in Million
Annual Sales	4,351	2,333
Gross Profit	1,657	494
Loss after taxation	691	(161)
Non- Current assets	4,198	4,035
Current Assets	1,792	1,340
Current Liabilities	1,734	1,854
Ordinary Share capital	1,535	1,150
Share Premium	914	914
Sponsors' Loan	0	262
Shareholders' equity	2,912	2,099
Long term financing	954	1,155

GHANI GLOBAL HOLDING LIMITED

GHANI CHEMICAL INDUSTRIES LTD.

FUTURE OUTLOOK

16

Subsequent to financial year ended, financial results of the GCIL have been improved which is evident from the financial for the 1st Quarter ended September 2021.

	Sep 2021 Rs. In Mn	Sep 2020 Rs. In Mn
Quarterly Sales (Gross)	1,430	829
Quarterly Sales (Net)	1,281	728
Gross Profit	570	285
GP Ratio	40%	34%
Net Profit	300	90
NP Ratio	21%	11%

- Sales of the company has **increased by 72%**.
- Gross Profit has **increased by 100%**.
- Net Profit has **increased by 233%**.

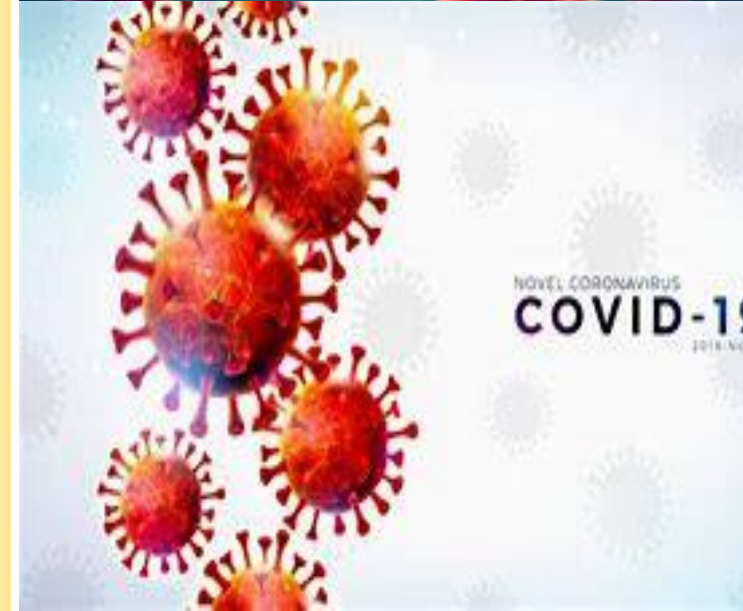
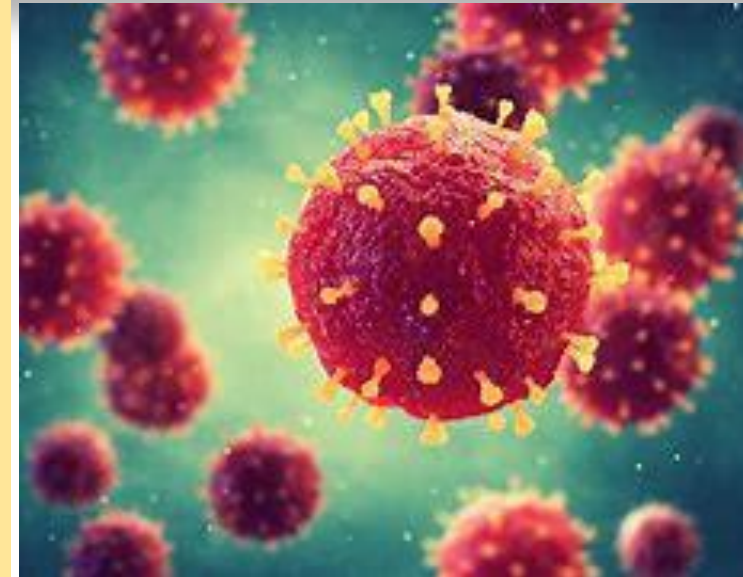
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GHANI CHEMICAL INDUSTRIES LTD..

17

Current & Future Outlook

- As your good self is aware that the **Corona virus Pandemic (COVID 19)** has devastating effects across globe.
- The Pandemic has so far resulted in huge economic downturn besides **loss of valuable human lives** and the aftermath is much worse as pointed by experts.
- Owing to this pandemic there has been **substantial increase in demand** and prices of Oxygen in the market.
- As mentioned above, on account of Covid-19, our volumes and selling prices have increased considerably and ultimately **Debtors days have reduced**.
- We have some captive contracts for dedicated supply line process that will be having very positive impacts on **growth of company** and will **improve cash flows** In-Shaa-Allah.



GHANI GLOBAL HOLDING LIMITED

GHANI CHEMICAL INDUSTRIES LTD..

Current & Future Outlook

18

- We are pleased to apprise your good self that Ghani Chemical Ind. Ltd. has entered into agreement with **Engro Polymer Chemicals Ltd. (EPCL)**. for supply of Industrial Gases for the period of 15 years.
- This is very prolific contract for the GCIL. Alhamdulillah, **Agreement has been signed** between the companies.
- COD of this Plant is going to be in this Quarter In-Shaa-Allah.
- This contract which envisages dedicated supply through pipeline and considered as cream of our business which shows continuous supply for **15 years**.
- This contract is without any distribution cost and **guaranteed cash flows**, Alhamdulillah.
- Due to Gaseous supply of product, **manufacturing cost is also reduced** in such cases substantially.
- Furthermore, Payment against supplies will be done in **30 days**.



GHANI GLOBAL HOLDING LIMITED

GHANI CHEMICAL INDUSTRIES LTD..

19

Current & Future Outlook

- Long term contract with **Attock Refinery Limited** – a refinery company. This contract is for supply of Liquid Nitrogen for the period of Five years.
- The Buyer being an Oil Refinery Company uses Liquid Nitrogen in its Plant Operations.
- The Seller (Ghani Chemical Industries Limited) is willing to supply the required volume of Liquid Nitrogen to the buyer for use in its Plant Operations.
- The seller shall supply to the Buyer an approximate quantity of 100,000 – 120,000 liters of Liquid Nitrogen on monthly basis.
- Payment against each supply shall be made within 15 days from the date of submission of Sales Tax Invoice.



- Initial Public Offering
 - GCIL is going for Investments in new Projects that would be financed by Equity being raised through IPO;
 - Project of Citric Acid
 - Project of Sulphuric Acid
- GCIL –V – Hattar
 - Year 2023 Air Separation Plant 275 TPD is under process for import and to be installed at Hattar. This will be the largest manufacturing plant of industrial & medical gases in Pakistan with high efficiency and cost effectiveness.

GHANI GLOBAL HOLDING LIMITED

ABOUT SECOND SUBSIDIARY

GHANI GLOBAL GLASS LIMITED

21

ABOUT COMPANY

- 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%
- Ghani Global Glass Limited is a public limited company, listed on Pakistan Stock Exchange.



INTRODUCTION

- 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 20 ton
- It is specialized pharma glass i.e. Boro-silicate neutral glass tube.



GHANI GLOBAL HOLDING LIMITED

GHANI GLOBAL GLASS LIMITED

PRODUCTS

23

GLASS TUBING CLEAR AND AMBER



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

GLASS VIALS



GLASS AMPOULES



GHANI GLOBAL HOLDING LIMITED

GHANI GLOBAL GLASS LIMITED

FINANCIAL HIGHLIGHTS

24

Particulars	2021	2020	2019	2018	2017	2016
	Jun 30	Jun 30	Jun 30	Jun 30	Jun 30	Jun 30
Profit and Loss Account	In Millions	In Millions	In Millions	In Millions	In Millions	In Millions
Sales (gross)	1,645	1,515	934	582	388	78
Gross profit	424	286	52	9	13	3
Administrative and general expenses	(109)	(63)	(62)	(55)	(45)	(23)
Selling and distribution cost	(35)	(37)	(35)	(24)	(17)	(8)
Other operating expenses	(21)	(6)	(7)	(6)	(1)	(1)
Other Income	8	2	7	27	6	0
Finance cost	(110)	(142)	(103)	(78)	(69)	(18)
Provision for taxation	(23)	-	-	3	(3)	(6)
Profit/Loss after taxation	133	40	(148)	(123)	(116)	(51)
Earning per share - basic and diluted	0.85	0.33	(1.48)	(1.23)	(1.27)	(1.02)
Balance Sheet						
Share Capital	2,400	1,000	1,000	1,000	1,000	500
Shareholders Equity	2,272	1,372	1,319	1,435	1,168	925
Non-current assets	1,812	1,519	1,556	1,570	1,444	1,337
Current assets	1,333	916	897	906	738	380
Current liabilities	563	774	871	816	638	264
Right issue	140%	-	-	-	100%	-

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GHANI GLOBAL GLASS LIMITED

FINANCIAL HIGHLIGHTS

25

Sales (gross)



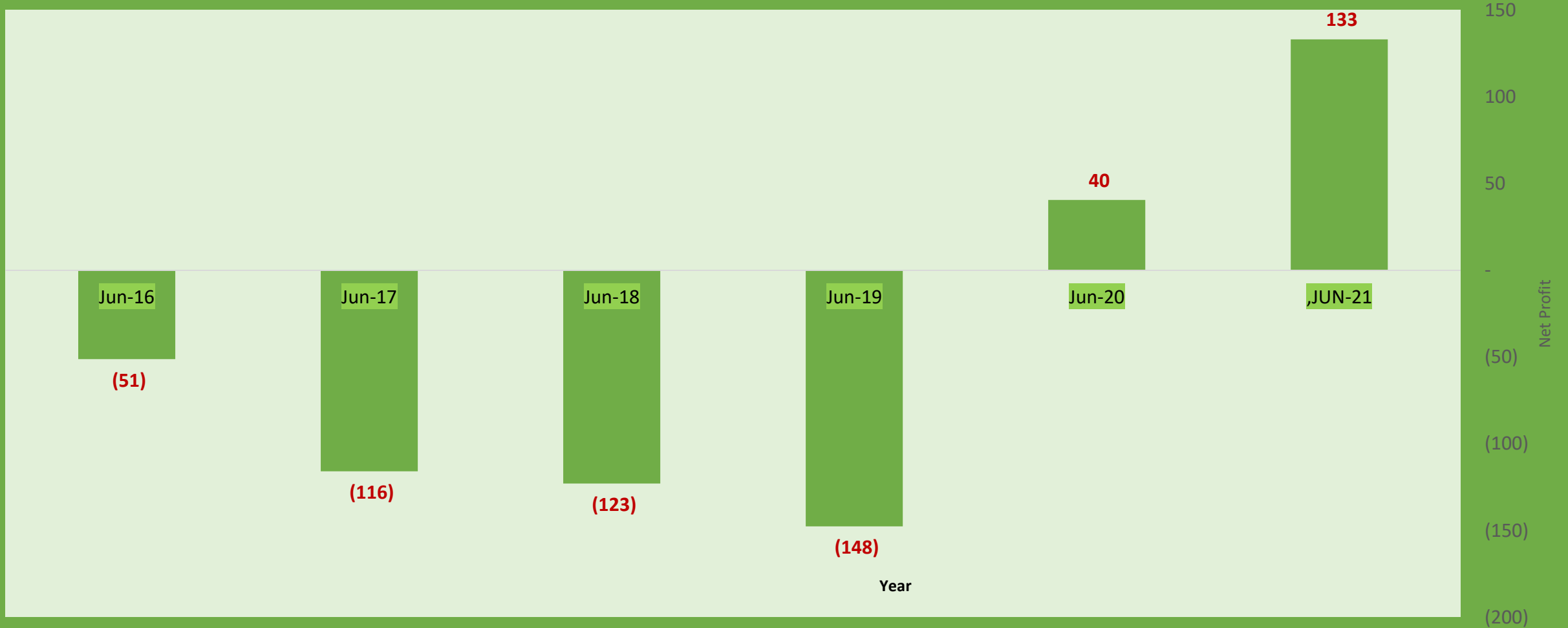
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GHANI GLOBAL GLASS LIMITED

FINANCIAL HIGHLIGHTS

26

Profit/Loss after taxation



- It has also started **export to various countries** (e.g Bangladesh, Argentina, Mexico & Egypt) from where we are getting repetitive orders of Glass tubes.
- Plant is running at **optimum capacity** utilization Alhamdulillah.
- 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 **15-20%** market share being served by GGGL and we have targeted to achieve this European glass tube market by 90% plus as well.



GHANI GLOBAL HOLDING LIMITED

GHANI GLOBAL GLASS LIMITED

Future Outlook

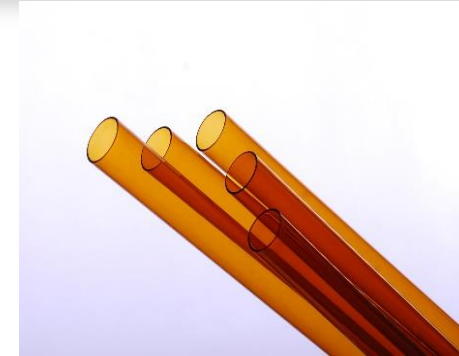
28

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 2021.

	Sep 2021 Rs. In Mn	Sep 2020 Rs. In Mn
Quarterly Sales	409	364
Gross Profit	103	97
GP Ratio	25%	27%
Net profit/(loss)	50	35
NP Ratio	12%	10%

- Sales of the company has **increased by 12%**.
- Gross Profit has **increased by 6%**.
- Net Profit has **increased by 43%**.

- The company has started Value Addition Business by Manufacturing of **Ampoules and Vials** from in house Glass Tube produced.
- There are mix of **22 Ampoules machines**, blend of European, Indian and Chinese machines
- In addition to above there are **4 Vials manufacturing** machines.
- Our **production of Ampoules** is also increasing tremendously.
- Production capacity of Ampoules has **70 Million** plus per month Alhamdulillah.



- 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**.
- Negotiation are under way with tube consumers in other countries like **MENA region, Russia, and other African countries**.
- To meet Company demand there is requirement of an enhancement in production capacity for which the company is going to invest in the **new 2ND furnace of Glass Tube**.



JAZAKALLAH