



**BIAFO INDUSTRIES LIMITED**

Manufacturer of Tovex © Explosives & Blasting Accessories



# Corporate Briefing Session 2022

<http://www.biafo.com>

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# About the Company

1988

Biafo Industries Ltd was incorporated in 1988 as a Public Limited Company. Biafo Industries Ltd is an authorized licensee of Explosive Technology International (ETI), using the DuPont Technology and producing Tovex® Water Gel Explosives. Leaping forward to meet industrial benchmarks, Biafo has been involved in a strategic partnership with Hanwha Group of South Korea to acquire technology and produce high quality accessories.

1994

Since 1994, our Industrial enterprise has been based at Hattar, Khyber Pakhtunkhwa. A flourishing region for Industries, Hattar Industrial Estate is home to a state-of-art Biafo production facility. At this facility the Company produces industrial standard Commercial Explosives and Blasting Accessories.

2012-2015  
& 2018

As a recognition of its stability and progress, the Company has been selected amongst Top 25 Companies of Pakistan Stock Exchange for the Years 2012, 2013, 2014, 2015 and 2018. Apart from this our credibility is solidified by our internationally accredited certifications; ISO 9001-2015, OHSAS 18001:2007 AFAQ.

# Our Values

## OUR VISION

To be a world class manufacturer of commercial and industrial explosives providing consistent high quality of product to meet the increasing requirement of potential customers in the country and to establish an international market by exporting to countries in the region. To expand the Company into other associated/ industrial chemical products.

## OUR MISSION

To increase the market share of the Company to an appropriate level by marketing product which meet the expectations of customers both within country and outside. To ensure that the recent improvement in the market shares in maintained and rapidly increase the Company's profitability and market share. To achieve improved financial results by continued ethical business practices and improved international quality products and services to customers at a competitive price. To provide a decent return to the shareholders in the coming years.

# Our Management



Ehsan Mani

Chairman



M. Afzal Khan

Dy. Chairman



Anwar Moin

Chief Executive Officer



# Products Portfolio

# Our Products

## Water Gel Explosives

Tovex ® Water Gel Explosives were developed by Du Pont in late 1960's. Performance of Tovex ® Water Gel Explosives has been proven to be outstanding and the Products has gained wide acceptance by the users.

Biafo has wide range of Water Gel Explosives

1. Super Blaster
2. Blaster
3. Super Breaker
4. Breaker
5. Seismic Explosive
6. Pre Splitter
7. Coal Miner



# Our Products



## Powder Explosives

Powder Explosives or low density explosives are unique in nature by virtue of their explosive properties.

Biafo offers complete low density Blasting Agents which are:

1. Bio Prill (ANFO)
2. Bi Bulk



# Our Products

## Blasting Accessories

Biafo offers state of art Accessories as per customer's need and is proud to declare these as "Symbol of Quality". We are producing both instantaneous and delay system accessories.

Following products are being manufactured;

1. Plain Detonators
2. Electric Detonator Instantaneous
3. Seismic Electric Detonators
4. Delay Electric Detonator
5. Non-Electric Delay Detonator
6. Two Way Delay Relays
7. Biafo Cord
8. Thermo Tube
9. Safety Fuse

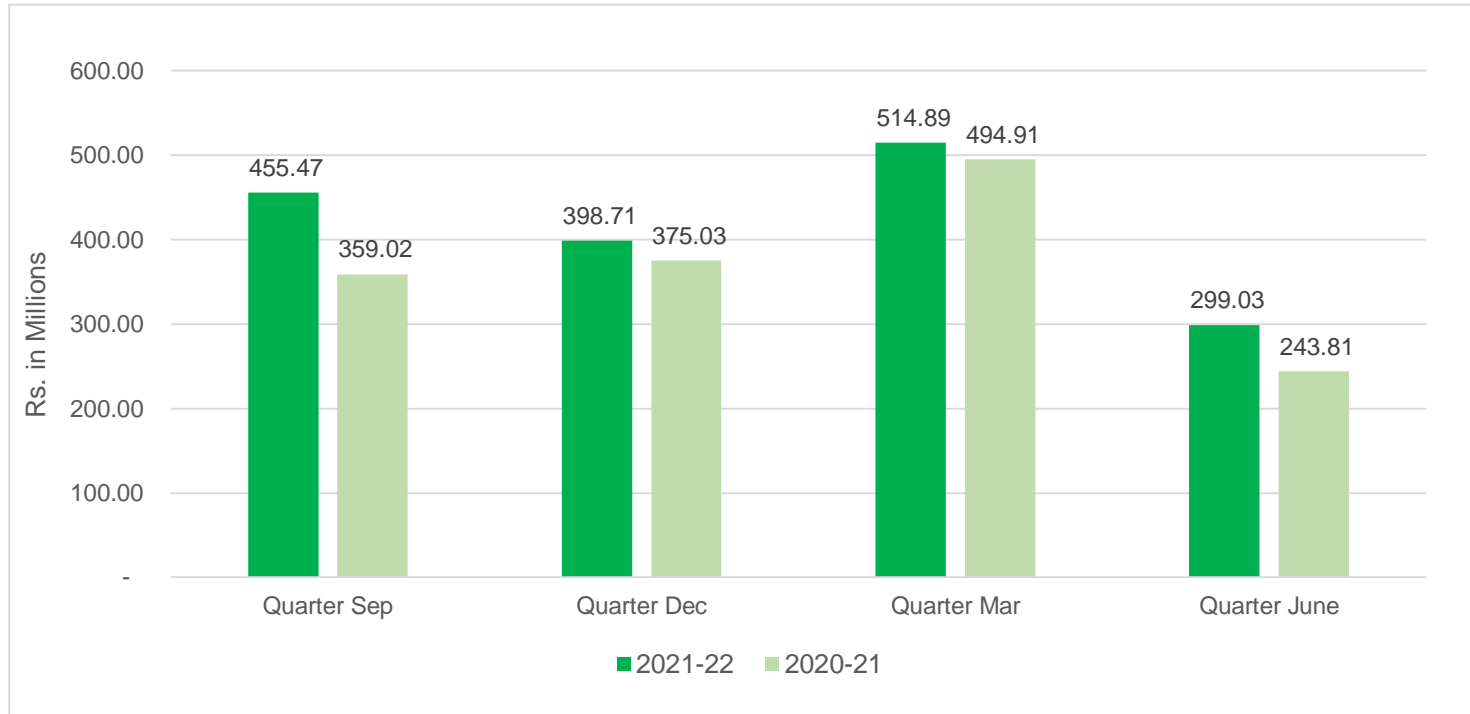


# Our Contribution in Major Projects



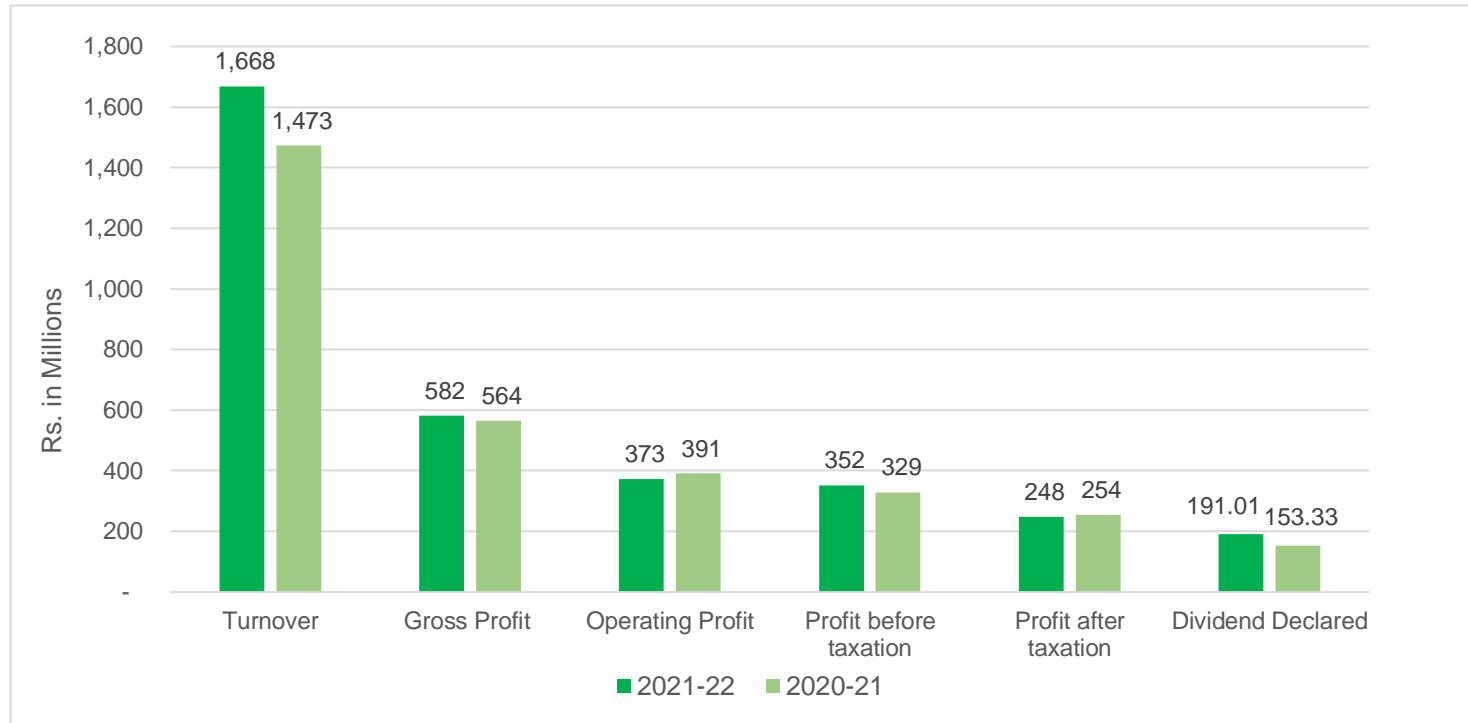
# Performance of the Company

## Net Sales



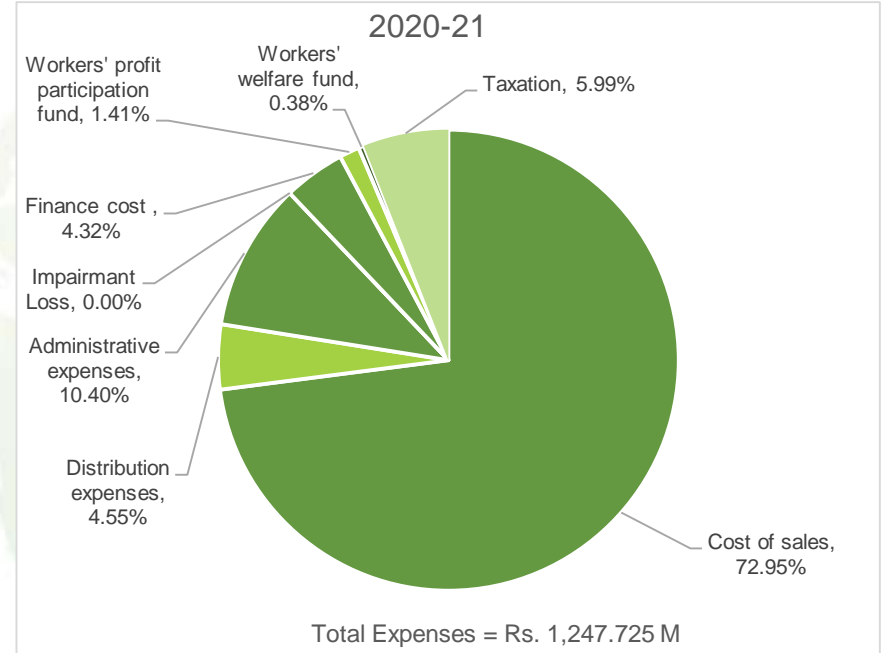
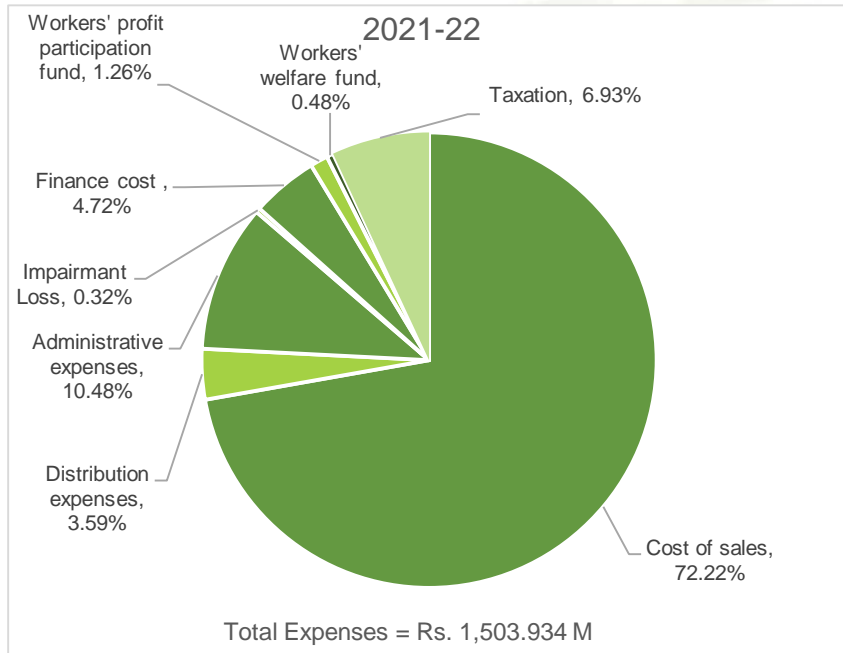
# Review of Financial Statements

## Profitability of the Company



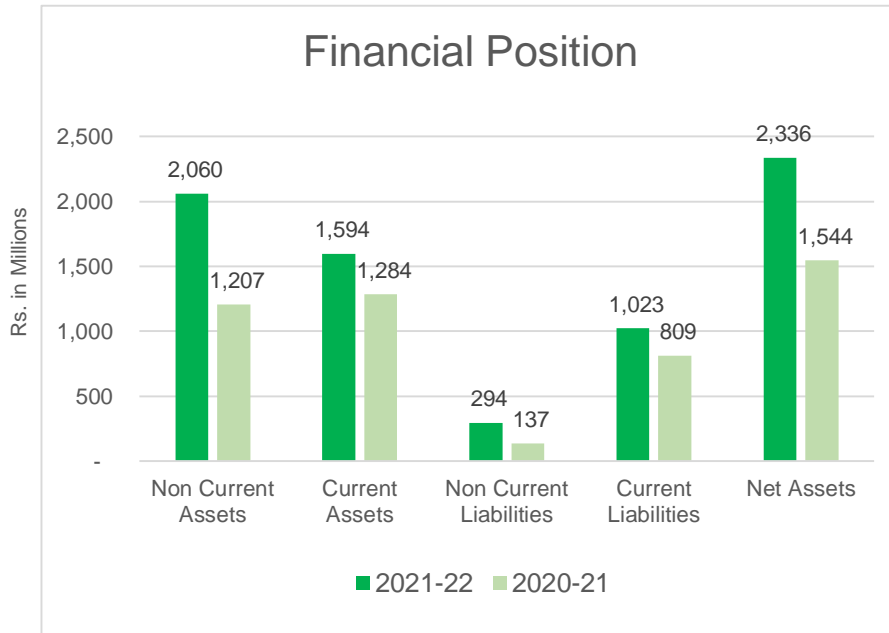
# Review of Financial Statements

## Analysis of Expenses as %age of total expenses

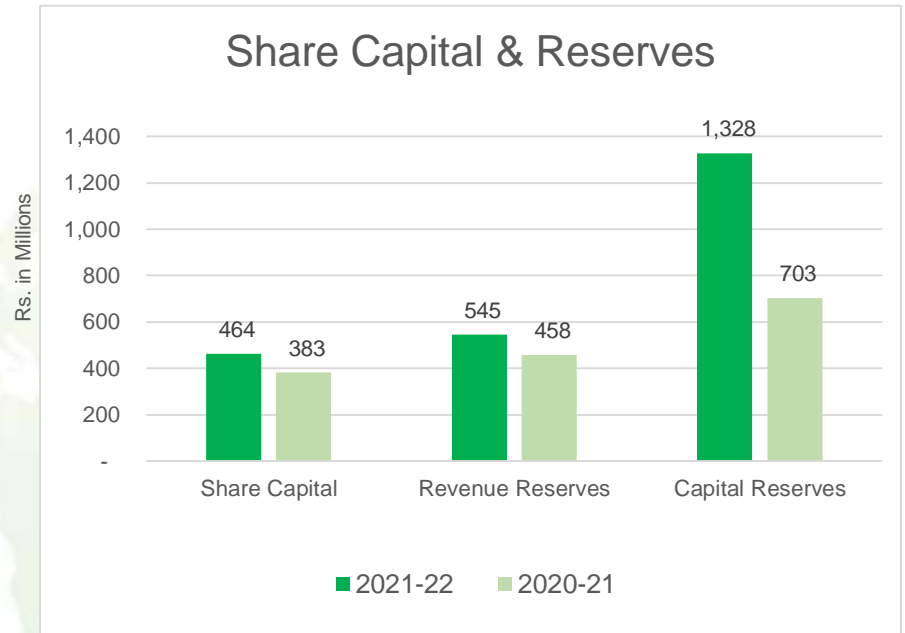


# Review of Financial Statements

## Financial Position



## Share Capital & Reserves



# Future Outlook

The Company is actively pursuing Infrastructure Development projects in the country to maximize its market share. These projects include CPEC projects like ML-1, Hydropower projects such as Kohala Hydro Power Project, Munda/Mohmand and Diamer-Bhasha Hydro Power Projects.

In addition to the local market, new markets are also being explored to increase the sales and shareholders wealth.

Biafo is focusing on expansion in export market by entry into African Market.

Keeping in view the future requirements, Company is continuously making improvements in its Plant to meet the market demand. Planned capital investment includes

- Acquisition of new machinery
- Upgradation of existing machinery
- Enhancement of storage capacity

# Question & Answers



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Thank you