



Corporate Briefing Session 2023



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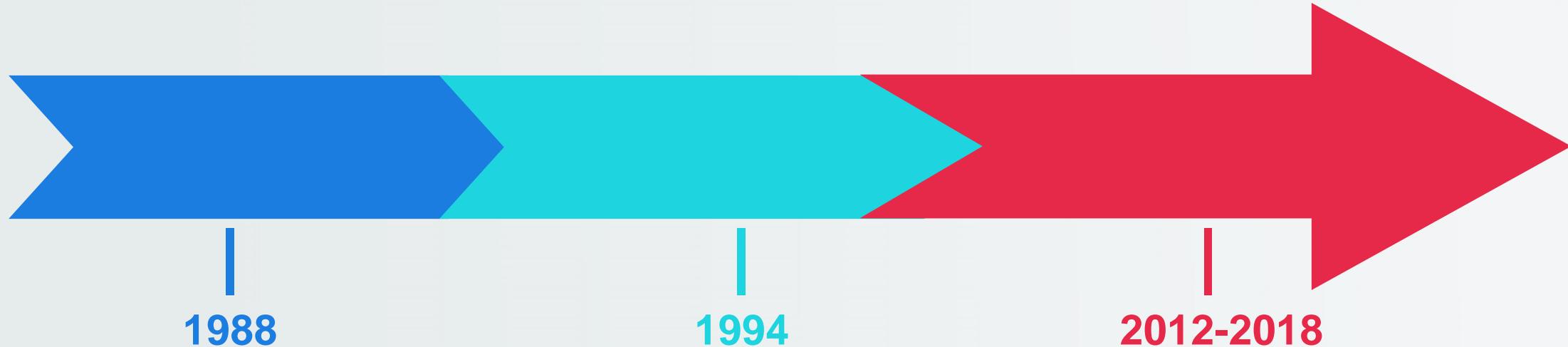
Question/Answer Session



OUR COMPANY



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 is 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.

2012-2018

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 products 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 improvements in the market share is 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



OUR PRODUCTS



Our Products

Water Gel Explosives

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

Biafo has a 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

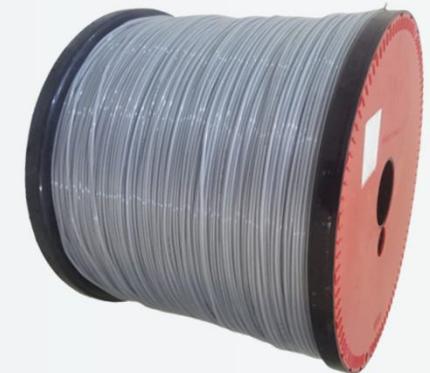
Our Products

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



FINANCIAL INFORMATION



Financial Highlights

The Company achieved highest sales this year amounting to Rs. 2,713M as compared to the previous year's revenue of Rs. 1,668 million resulting in earnings per share of Rs. 13.10 (2021-22: Rs. 5.34).



Despite the massive currency devaluation and high cost of imported raw materials, Gross profit for the year increased by 103% to Rs. 1,184M as compared to 2021-22: Rs. 582M

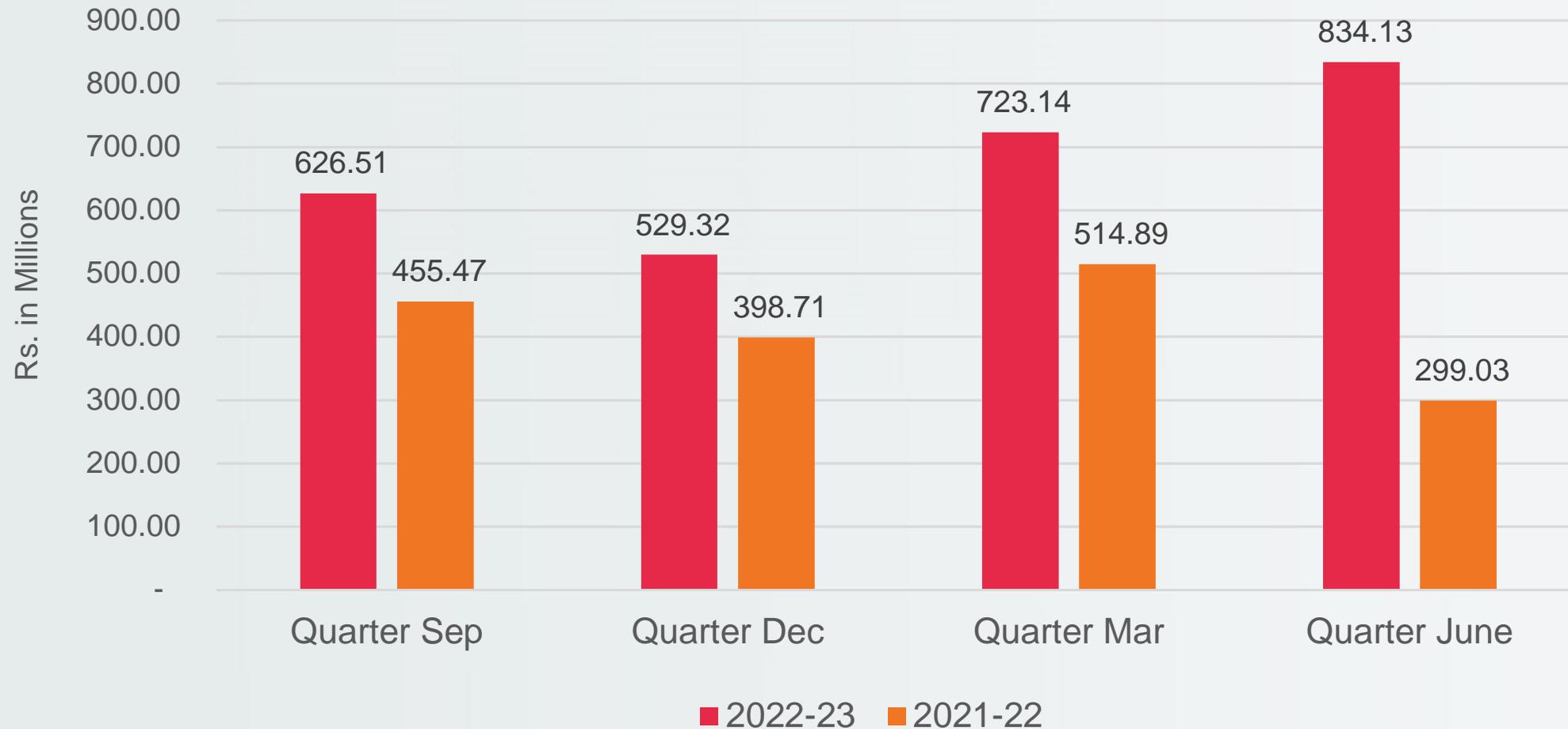
Significant increase in supplies were made to the Oil & Gas and Mining Sectors in the country.

Company entered into the Exports and targeted Africa as the niche market. Successful supplies were made to North Sudan during the year with the company's vision to promote exports and explore new Markets.



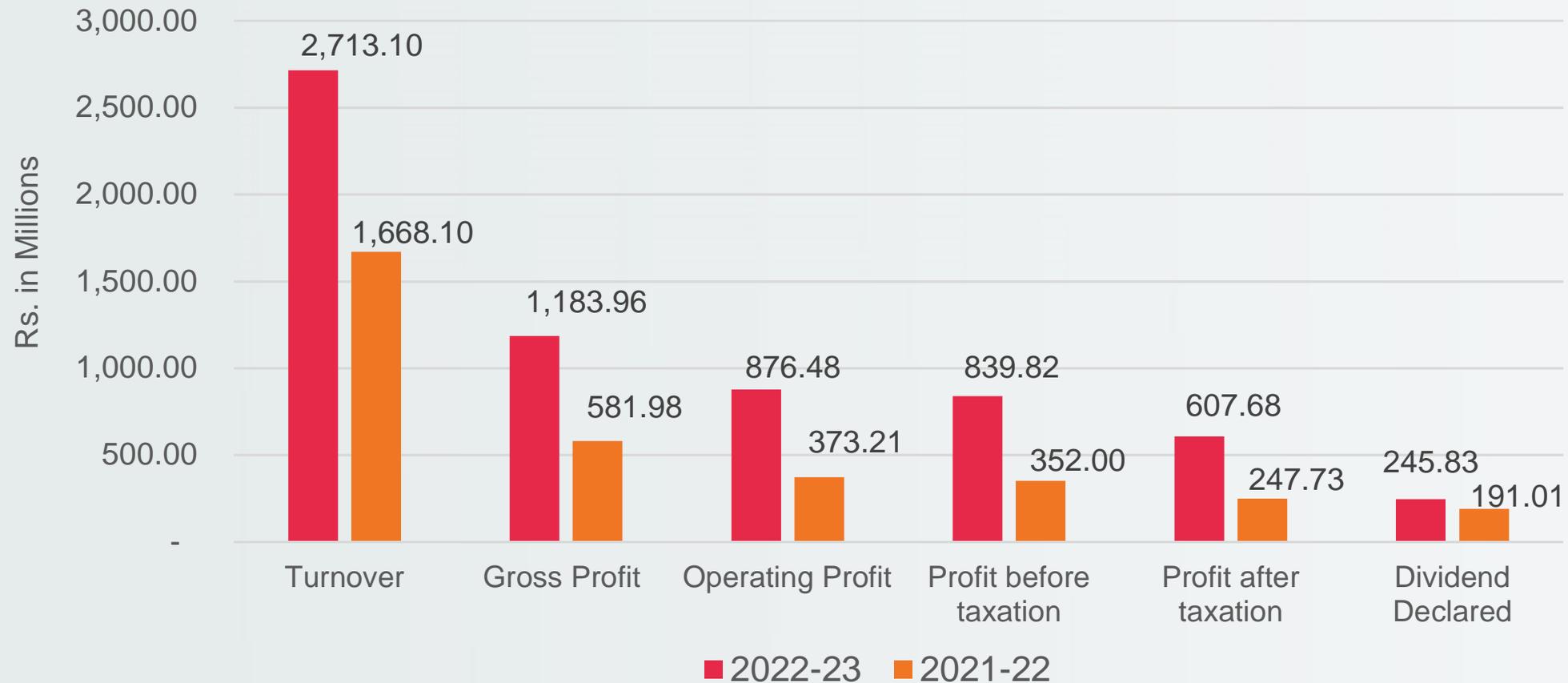
Performance of the Company

Net Sales

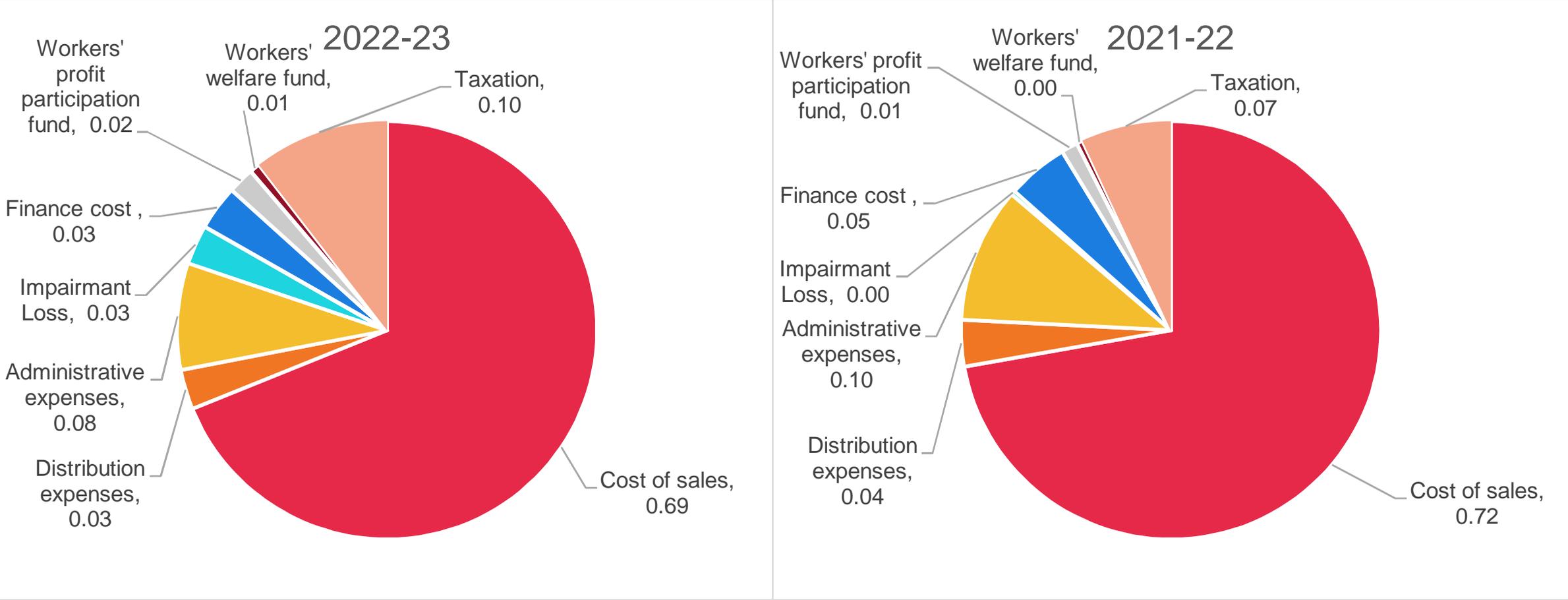


Review of Financial Statements

Profitability of the Company

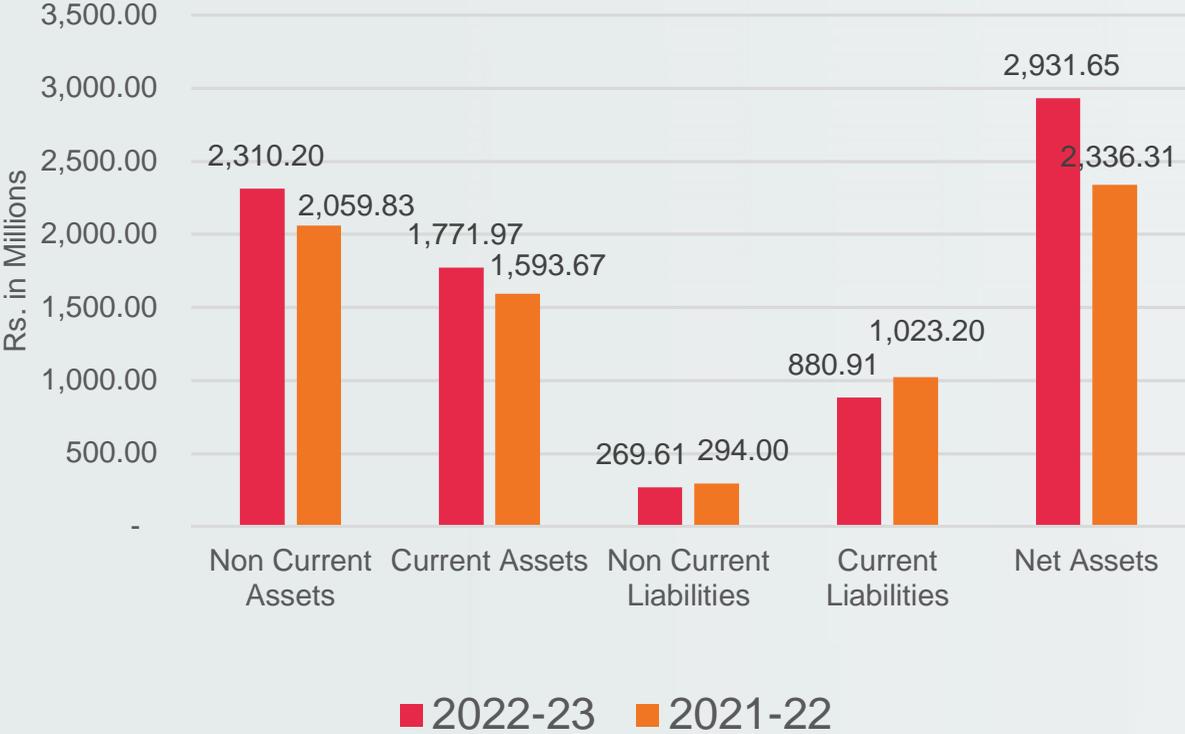


Review of Financial Statements

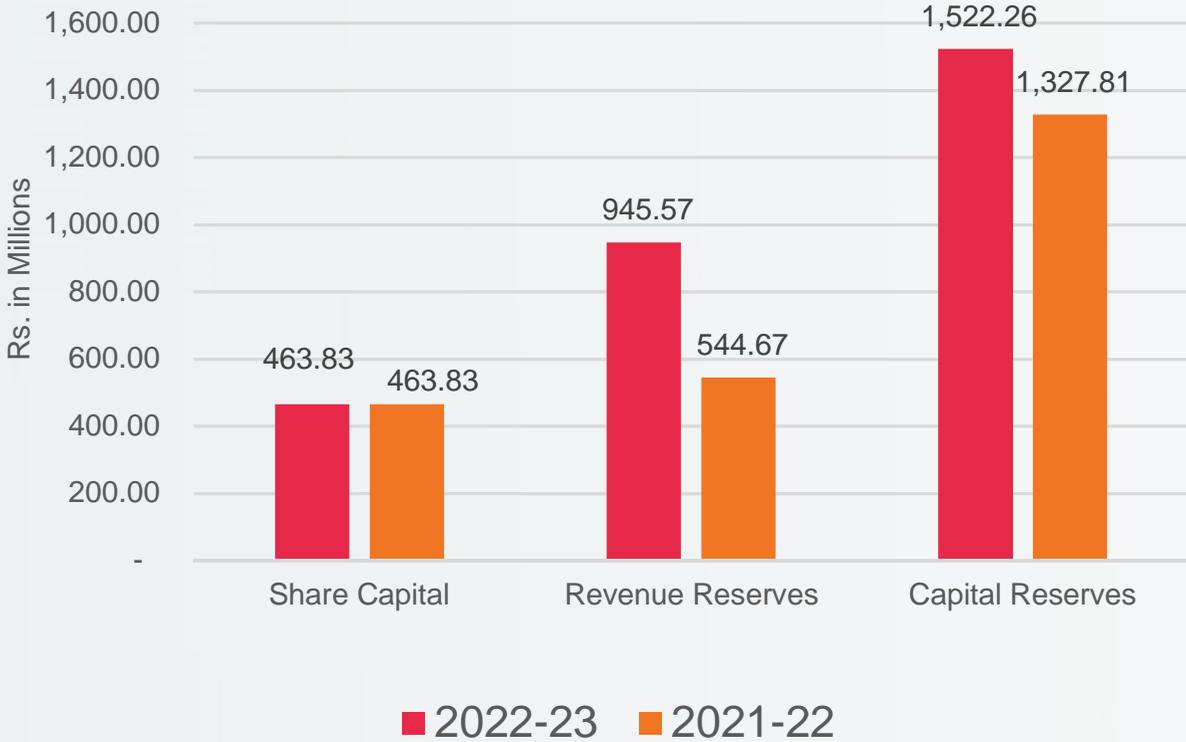


Review of Financial Statements

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 Hydropower Project, Diamer-Bhasha Hydropower Project and Balakot Hydropower Projects.



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

In addition to this, the Company is well placed and positioned to target the new avenues specially in mining sector for prospective large scale mining projects coming in to the country



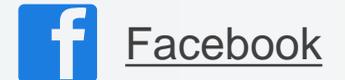
Question Answer



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Thank you

