

BIAFO INDUSTRIES LIMITED

Corporate Briefing Session 2020
November 26, 2020



Corporate Briefing Session 2020

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About The Company

OUR HISTORY

Biafo Industries Limited was incorporated in Pakistan on 07 September 1988 as a Public Limited Company and its shares are quoted on Pakistan Stock Exchange Limited.

Biafo Industries limited, a brand name in high class explosive manufacturing and blasting services..... since 1994 has been a symbol of dedication, commitment and hard work....., striving to consistently deliver meticulous results across all corners of Pakistan. .

Our technology support and Industrial enterprise has been based in 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 Explosive and Blasting Accessories as per international standards.

About The Company

Biafo Industries Limited 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.

As testament to its stability and progress, the Company has been recognized by being selected amongst Top 25 Companies of Pakistan Stock Exchange for the Years 2012, 2013, 2014, 2015 and 2018. Biafo's mission is to improve financial results, by continuing ethical business practice and improved international quality. By providing decent return in the upcoming years. Biafo is a ISO9001 certified Company.

About The Company

Biafo's vision is to be the leading manufacturer of commercial and industrial explosives. Expanding and leaving an everlasting footprint in the international landscape.... While Biafo strives to enable its clients in effectively delivering projects ... at the heart of the Company we believe in providing endless opportunities to the society where ever we go.

We are continuously increasing our market share not only in domestic Markets but also internationally. In past we have exported our products to Sri Lanka, Malaysia, Oman, Afghanistan and Sudan.

About The Company

OUR PRODUCTS

Explosives

Biafo is providing a full range of explosive and services to local and international markets. This includes water gel and powder explosive solution.

Using cutting-edge, top of the line technologies during these modern times, we stand apart in delivering nothing short of the best. BIAFO is also manufacturing all kinds of Tovex Water Gel Explosive and Powder Explosive of high quality standards such as Super Blaster, Blaster, Super Breaker, Breaker, Seismic Explosive, Pre Splitter & Coal Miner. Biafo has modern and state of the art manufacturing unit which is highly automated and can produce from 5 tons to 25 tons per shift depending upon the cartridge size of Tovex® Explosives and Powder Explosives (ANFO).

About The Company

OUR PRODUCTS

Accessories

Blasting accessories are the key to success for explosive initiation and its performance. Biafo is offering these state of art accessories according to customer's requirement and proud to declare these as "Symbol of Quality".

Different blasting accessories includes various initiating devices that supplements modern electric and non-electric initiation systems are being produced at Biafo Industries limited. Accessories range includes Plain Detonators, Seismic Detonators, Delay Detonators (MS), Detonating Cord, Nonel (Shock Tube) and Safety fuse.

About The Company

OUR CUSTOMERS

Biafo has been entrusted with some of the country's largest projects including the supply of explosives and blasting accessories for ;

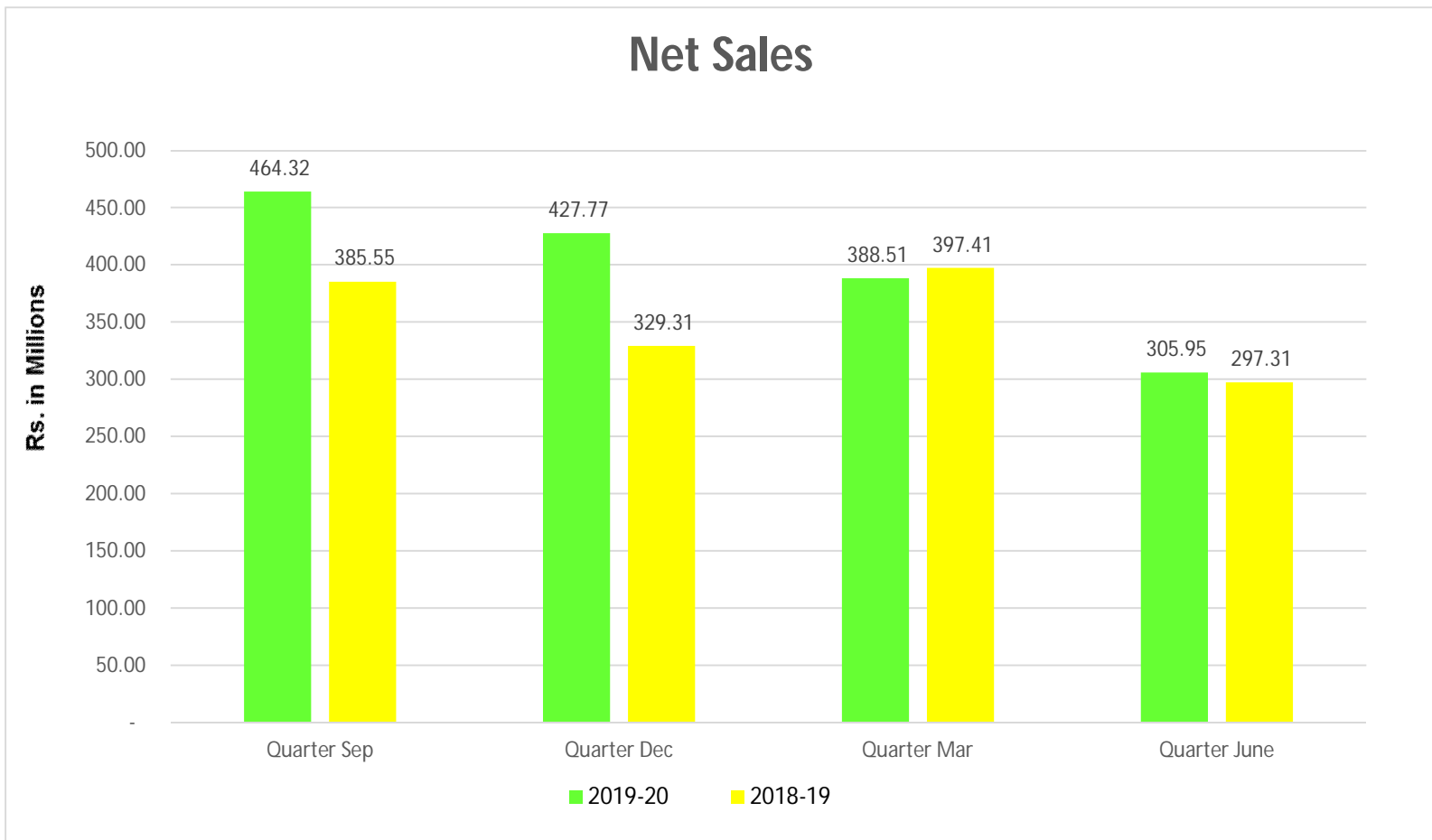
- Saindak Copper and Gold project
- CPEC road projects
- Kohat tunel
- Lakh pass tunnel project
- Tarbela Dam extension project
- Besham Dam, Allaikwar Dam, Dabirkhwar Dam.
- Swat expressway
- Lowari tunnel project

About The Company

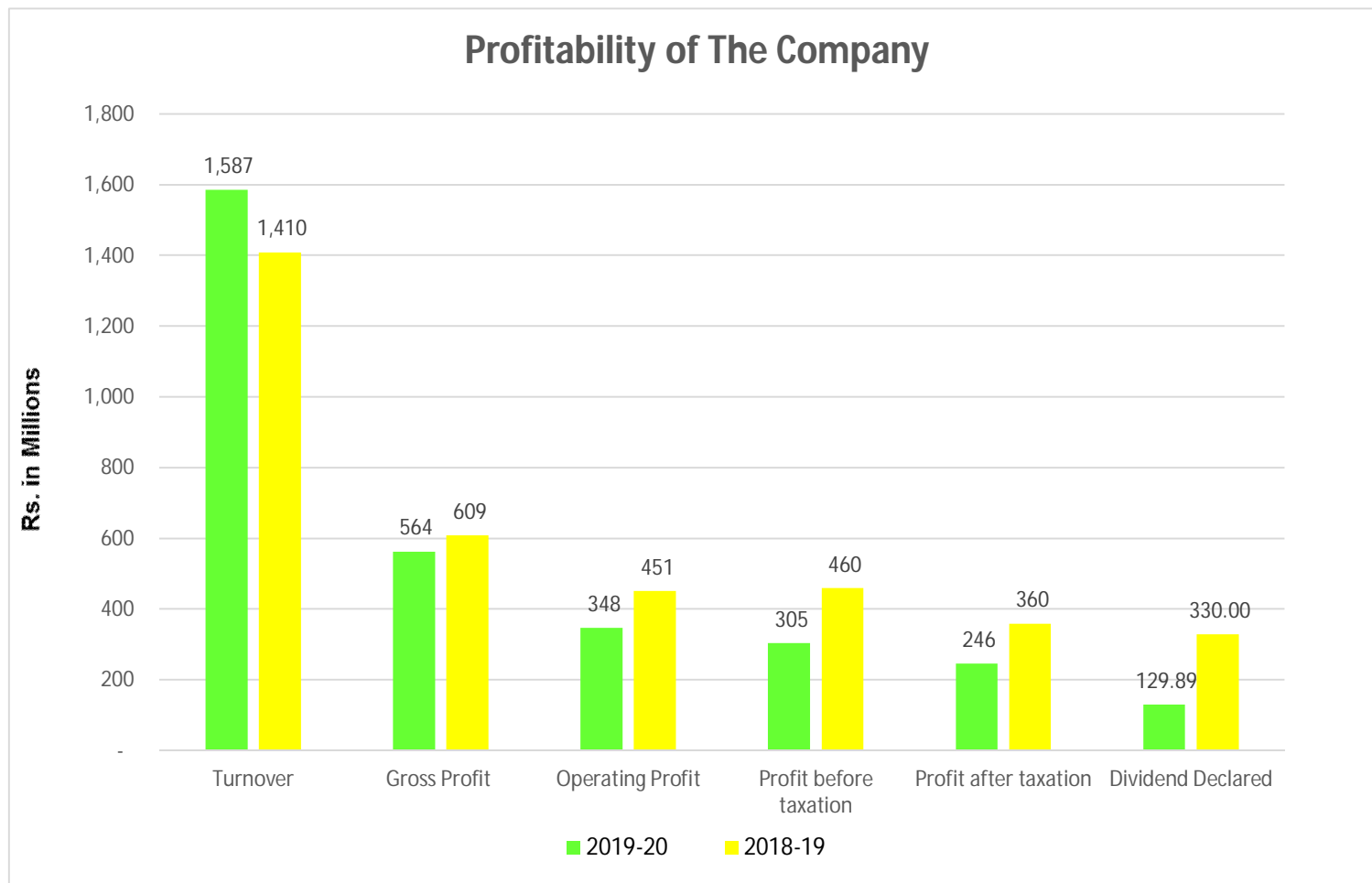
Our Contribution in Major Projects



Performance of the Company

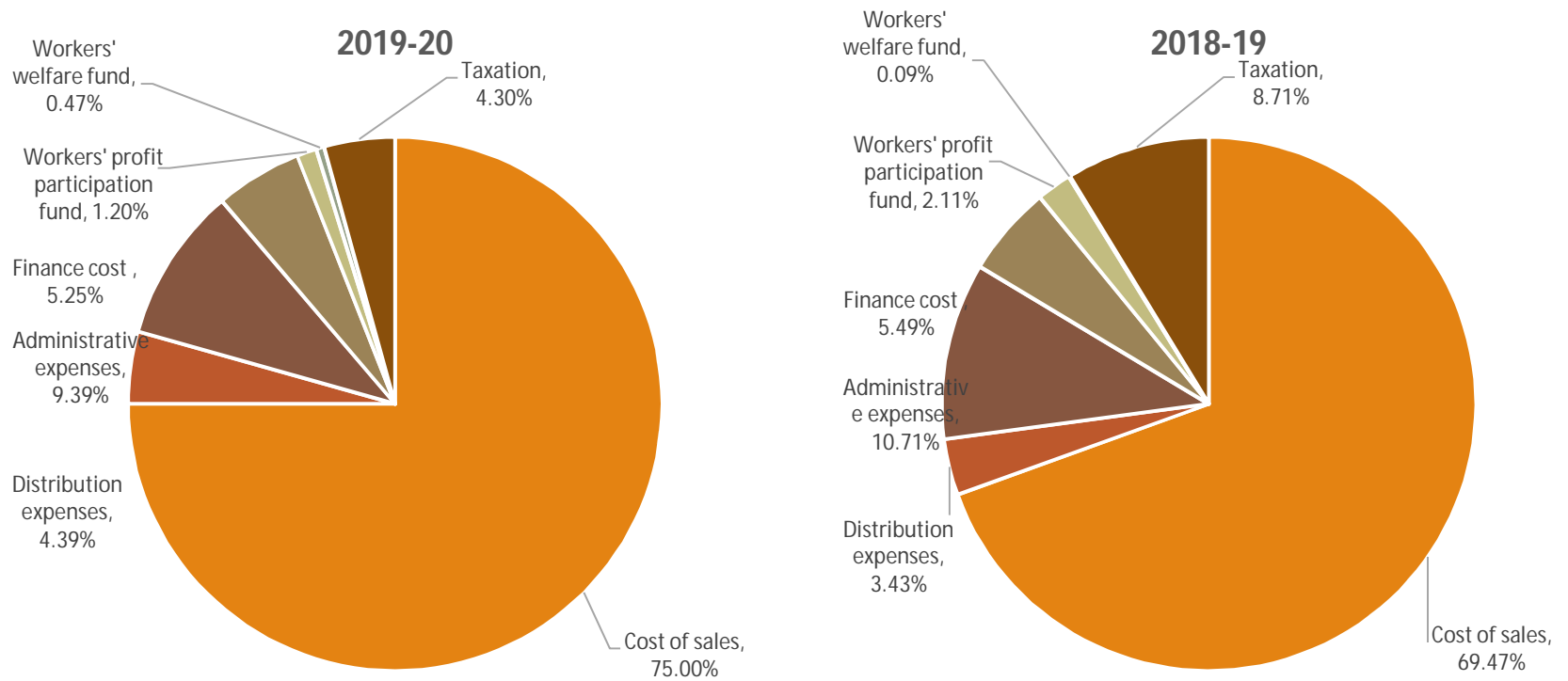


Review of Financial Statements



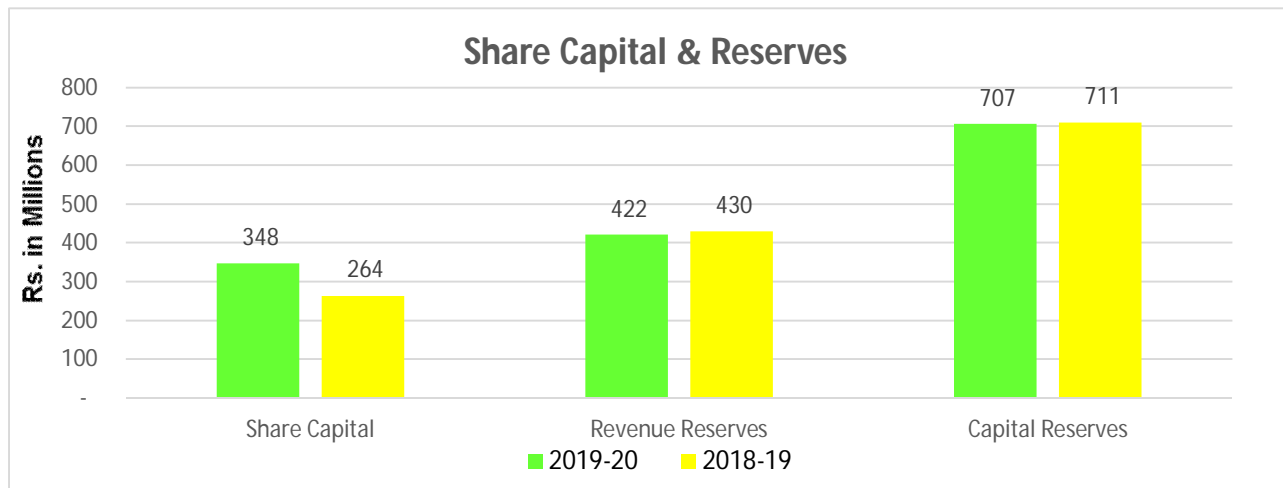
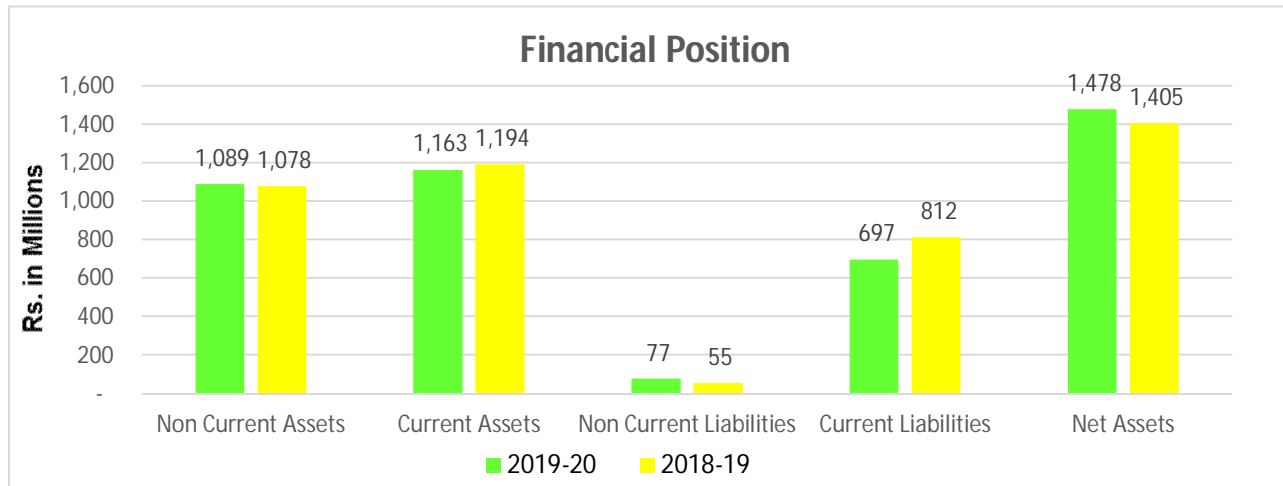
Review of Financial Statements

Analysis of Expenses As %age of total expenses



Review of Financial Statements

Financial Position



Future Outlook

Keeping in view the upcoming Infrastructure Development projects in the country, Company is continuously making improvements in its Plant to meet the future demand.

Pakistan has faced the Covid-19 situation effectively, and second wave is still there, which is hurting the economic environment. The Government has introduced several relief measures to counter the negative impact on the economy and industry and Company is trying to cope with the situation in an effective manner.

New markets are being explored to increase the sales and shareholders wealth. In the future Biafo desires to provide best quality products and high quality of service to our customers and Insha'Allah we will turn Biafo into a symbol of high quality production facility and professional service to become the market leader.



Question & Answer Session

Thank You