



BIAFO INDUSTRIES LIMITED
Manufacturers of Tovex® Explosives & Blasting Accessories

Corporate Briefing Session 2021

<http://www.biafo.com>

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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 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.



Biafo Industries Limited was incorporated in 1988 as a Public Limited Company. Listed on the Pakistan Stock Exchange, Biafo is a pioneer in the explosives manufacturing & engineered blasting industry of Pakistan. The Company has transcended expectation by delivering nothing short of the best. It has had the privilege of providing services to the Industry for last three decades.

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.

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 convert the Company into profitable organization. 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 in the coming years.

Our Management



M. Humayun Khan

Chairman



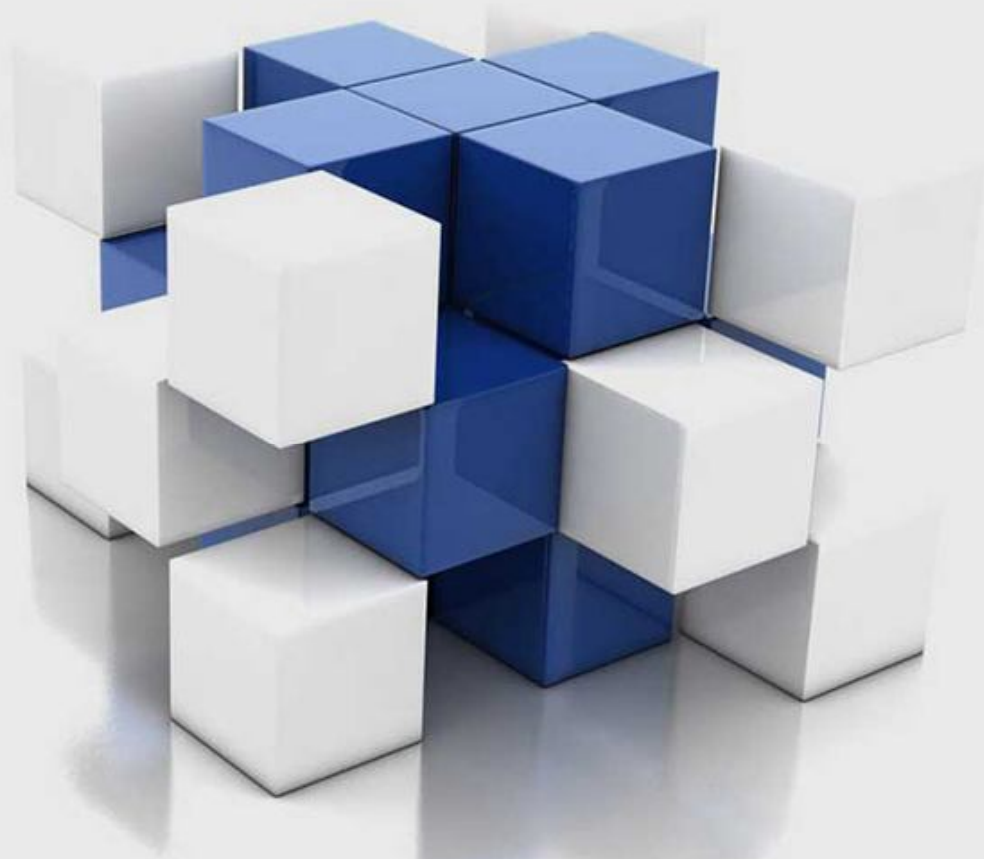
M. Afzal Khan

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. These products were sanitized with MMAN (Mono-Methylamine Nitrate). Performance of Tovex ® Water Gel Explosives has been proven to be outstanding and the Products has gained wide acceptance by 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, specific application as well as their booster &/or primer requirement. Ammonium Nitrate is the major essential ingredient in almost every commercial explosive and most of the time its predominant use is in the form of AN-PP (Ammonium Nitrate –Porous Prills). A small porous pellet is absorbed with fuel oil. This mixture is commonly referred as ANFO. ANFO is packed in a water resistant package for use in wet boreholes.

Biafo offered 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". Our success story to produce a wide range of accessories is beyond number counts. We are producing both instantaneous and delay system accessories.

Following products are being manufactured;

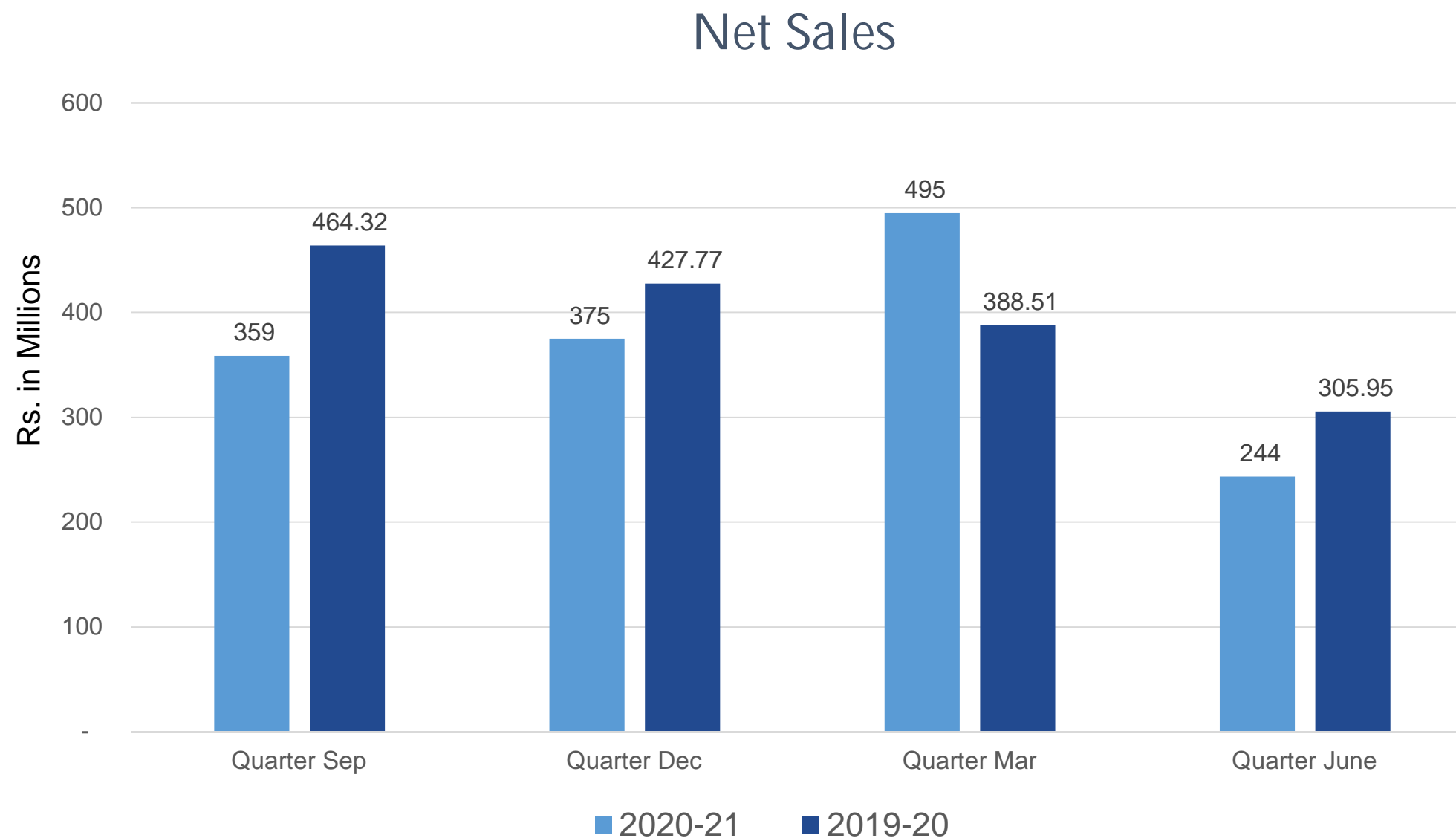
1. Plain Detonators
2. Electric Detonator Instantaneous
3. Seismic Electric Detonators
4. Delay Electric Detonator
5. Non-Electric Delay Detonator
6. Two Way Delay Relays
7. Biafo Cord
8. Safety Fuse



Projects

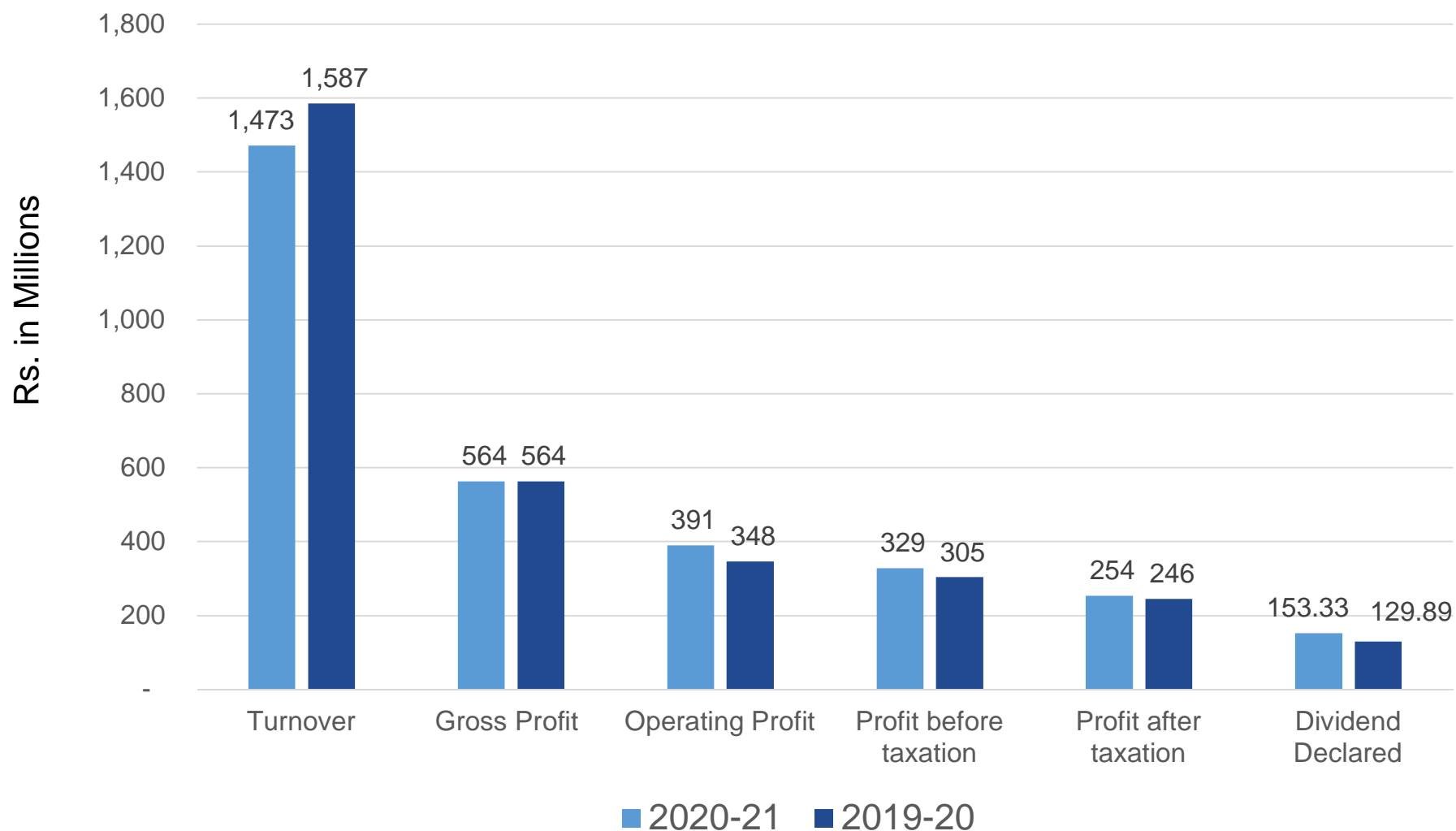


Performance of the Company



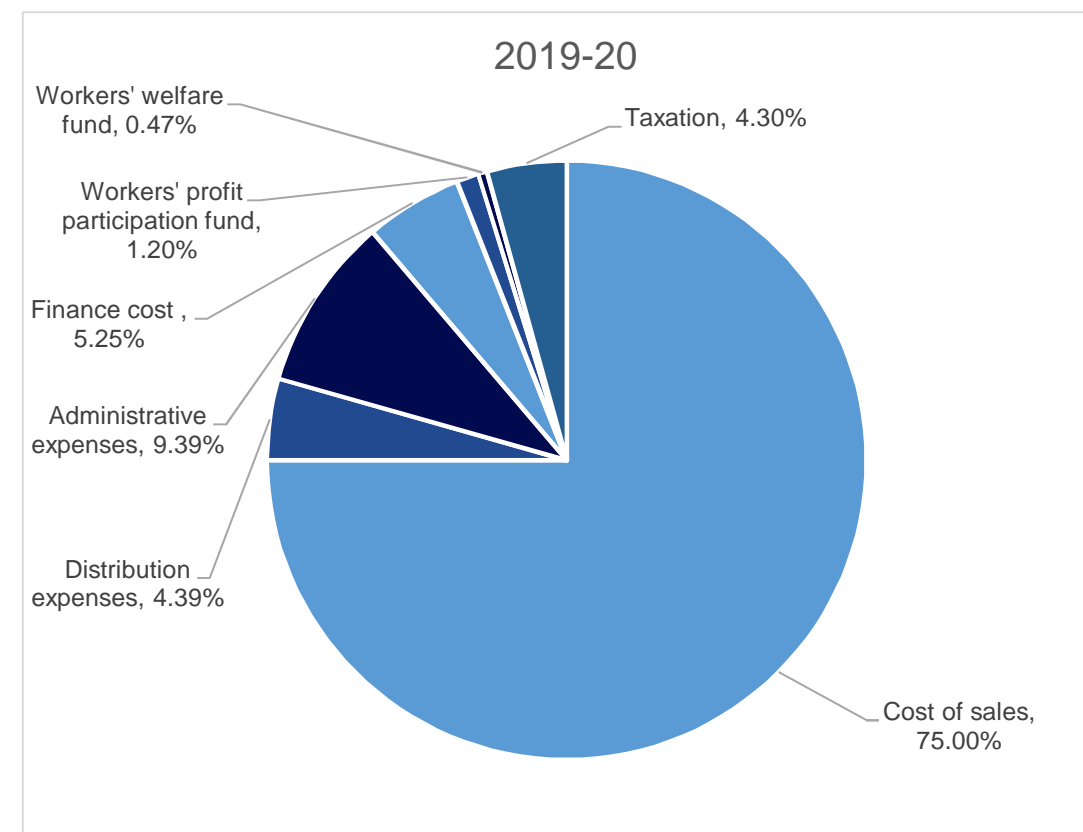
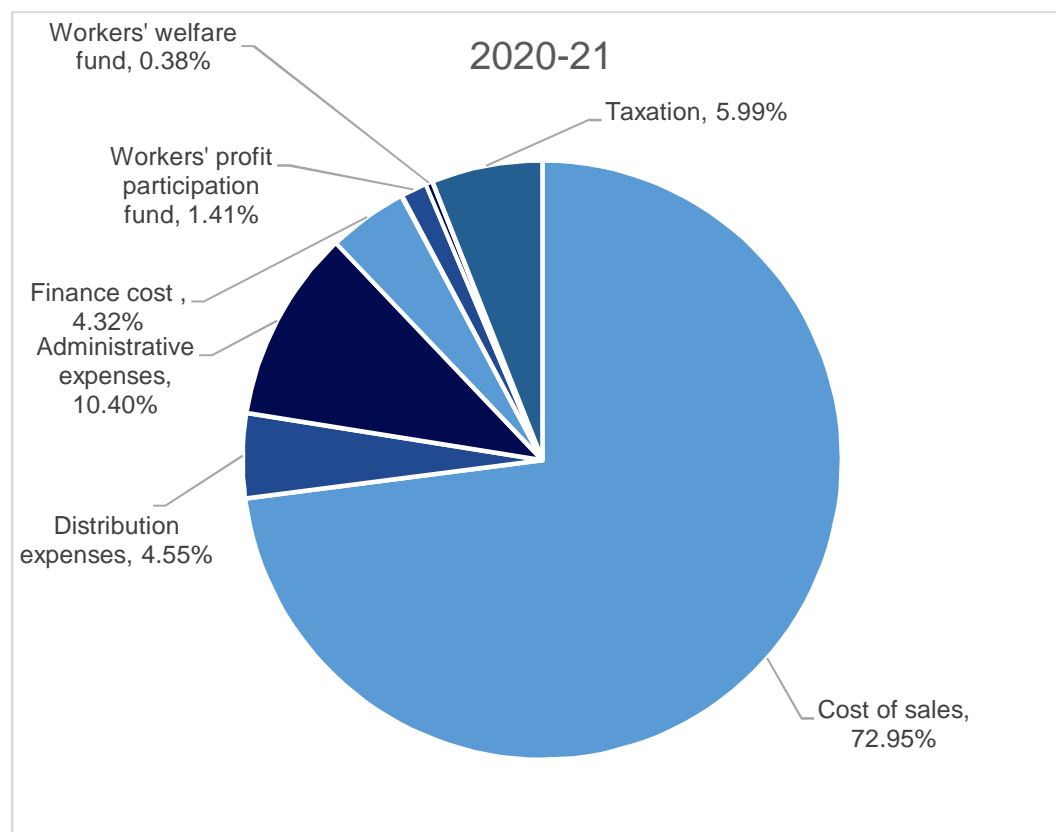
Review of Financial Statements

Profitability of the Company



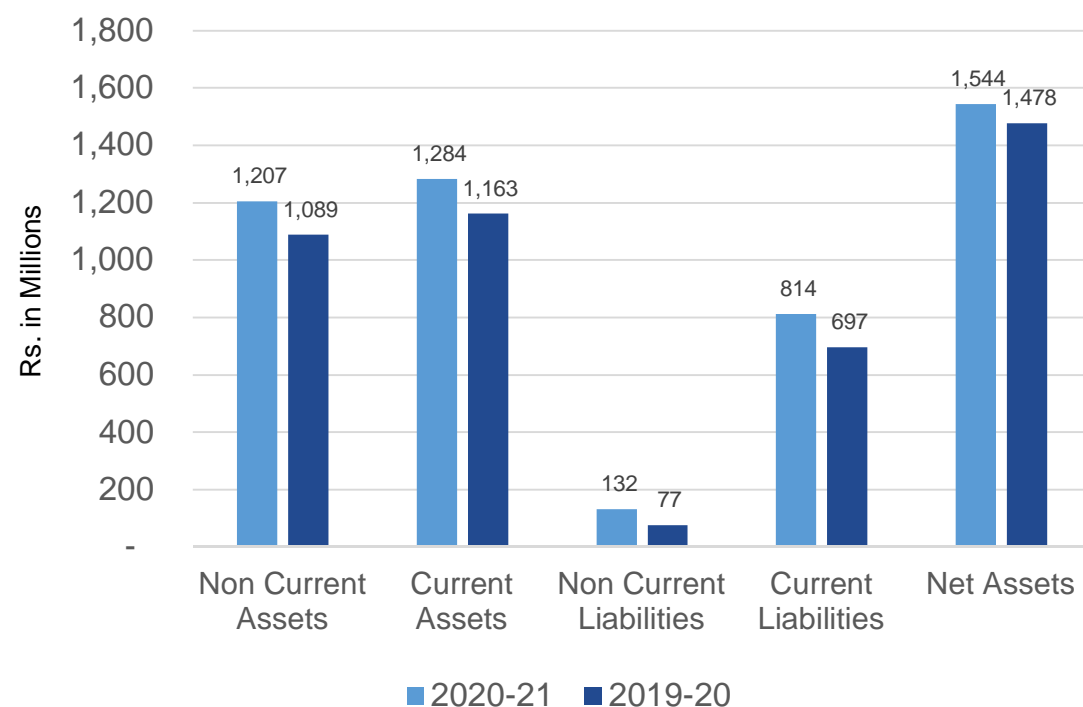
Review of Financial Statements

Analysis of Expenses As %age of total expenses

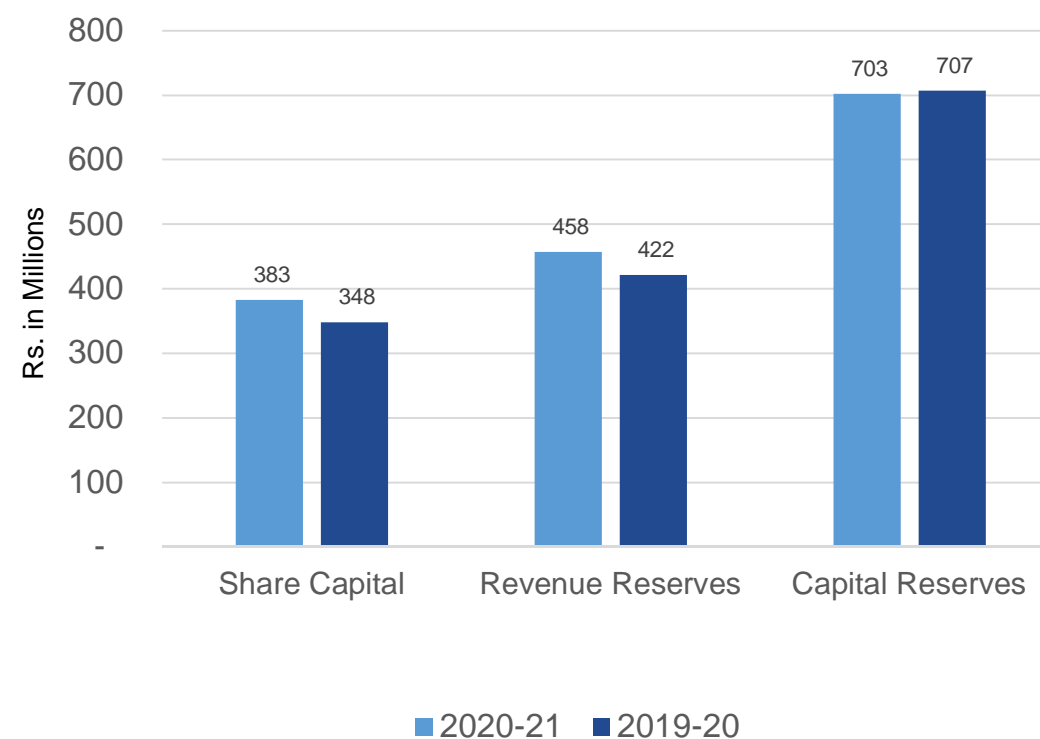


Review of Financial Statements

Financial Position



Share Capital & Reserves



Future Outlook

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. The Company is targeting the African Mining potential in particular and Central Asia etc., in general. Enquiries have been received from several Countries which are under process.

The Government has started CPEC Phase II and approved/inaugurated large projects such as Kohala Hydro Power Project, ML-1, Munda/Mohmand and Diamer-Bhasha Hydro Power Projects and the East Core body at Saindak. The Company is actively pursuing these projects to generate further opportunities for the Company.

The Company has also invested in a new signal transmission tube manufacturing facility.

Total cost of this project is. Rs. 392M. This is an import substitution project with excellent margins for the Company. The Company eyes the signal transmission tube sales for not only the local market but to develop an export market also.

Question & Answers



Contact Us

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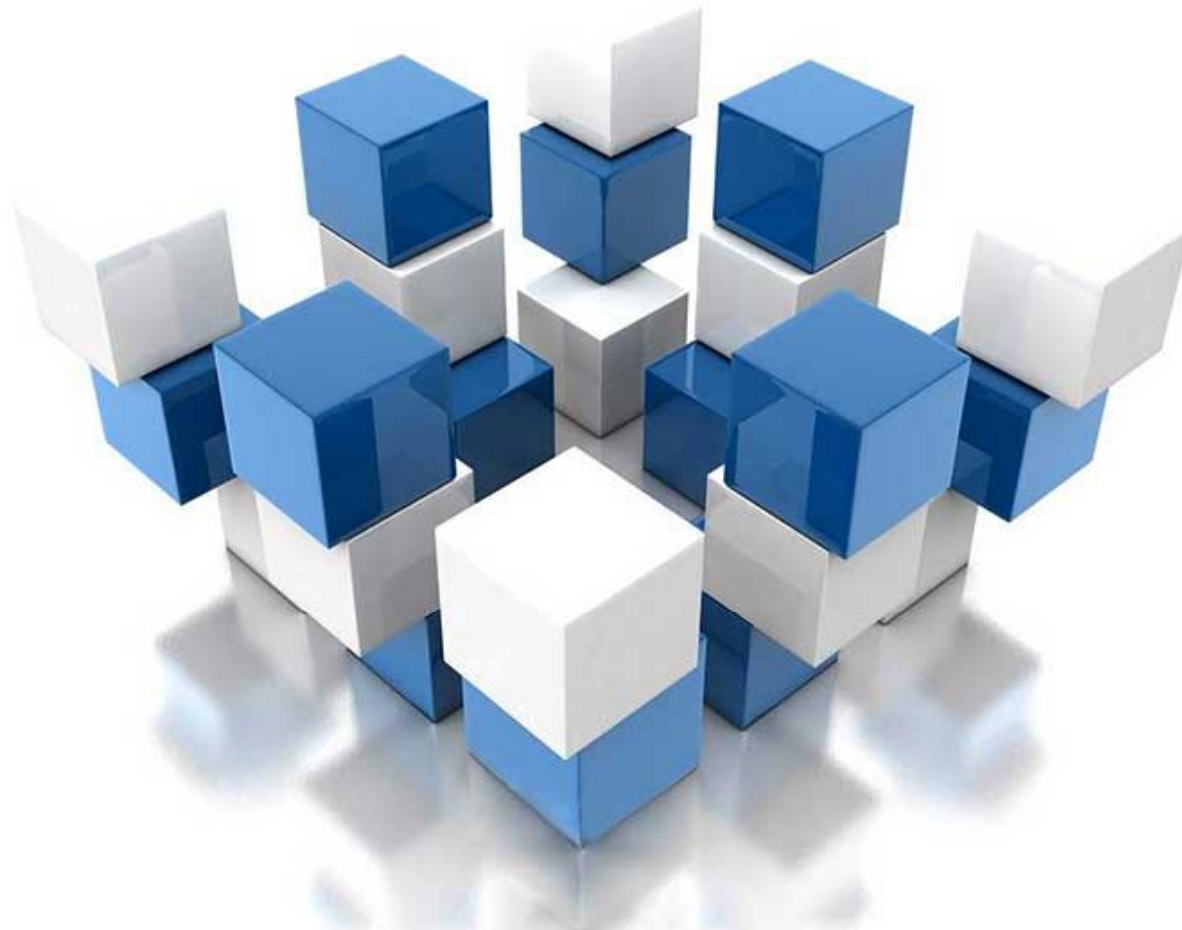
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THANK YOU