



**BEEZAASAN<sup>®</sup>**

INVESTOR PRESENTATION

# COMPANY OVERVIEW



**Beezaasan Explotech LTD** is a global leader in the manufacturing and supply of high-performance explosive solutions. Renowned for our precision, innovation, and unwavering commitment to safety, we serve a wide spectrum of industries including mining, construction, and demolition.

Founded with a mission to revolutionize explosive technology, Beezaasan Explotech has built a legacy of trust and excellence. Our R&D-driven approach, state-of-the-art production facilities, and adherence to the highest safety standards have positioned us as a preferred partner for clients across the globe.

With decades of expertise and a client-centric mindset, we not only deliver reliable products but also provide customized solutions to meet the evolving needs of diverse industrial applications.



**Strong R&D and  
innovation focus**

**Advanced and safe  
explosive technologies**

**Global supply and  
distribution capabilities**

**Tailored solutions for  
mining, infrastructure, and  
controlled demolition**

# KEY FACTS



**7+**  
years experience  
of manufacturing

**3**  
Group  
companies

**357+**  
Clients

**40.68 Lakh**  
Sq. Ft. area

**25+**  
Years of  
Experience

**500+**  
Total  
employess

**4+**  
Countries



# OUR MISSION

Our mission is to lead with precision, safety, and innovation in the explosive production industry. We are dedicated to delivering high-quality, reliable explosive solutions that empower industries to reach new heights.

# OUR VISION

Driving a creative revolution, redefining boundaries, elevating industries, inspiring progress, unlocking endless possibilities for a brighter, inclusive future

# OUR COMMITMENT

We are dedicated to delivering exceptional quality, prioritizing safety, and upholding environmental stewardship. Our commitment extends to innovation and transparency, ensuring long-lasting value for our clients and communities.



# CORE COMPETENCIES



## Industry Leadership

A trusted name in explosives, setting industry standards with superior quality and innovation. Recognized for meeting the highest client and regulatory expectations.

## Expertise You Can Trust

Backed by decades of experience in industrial explosives and applications. Delivers tailored, effective solutions with a focus on precision and safety.



## Safety as a Standard

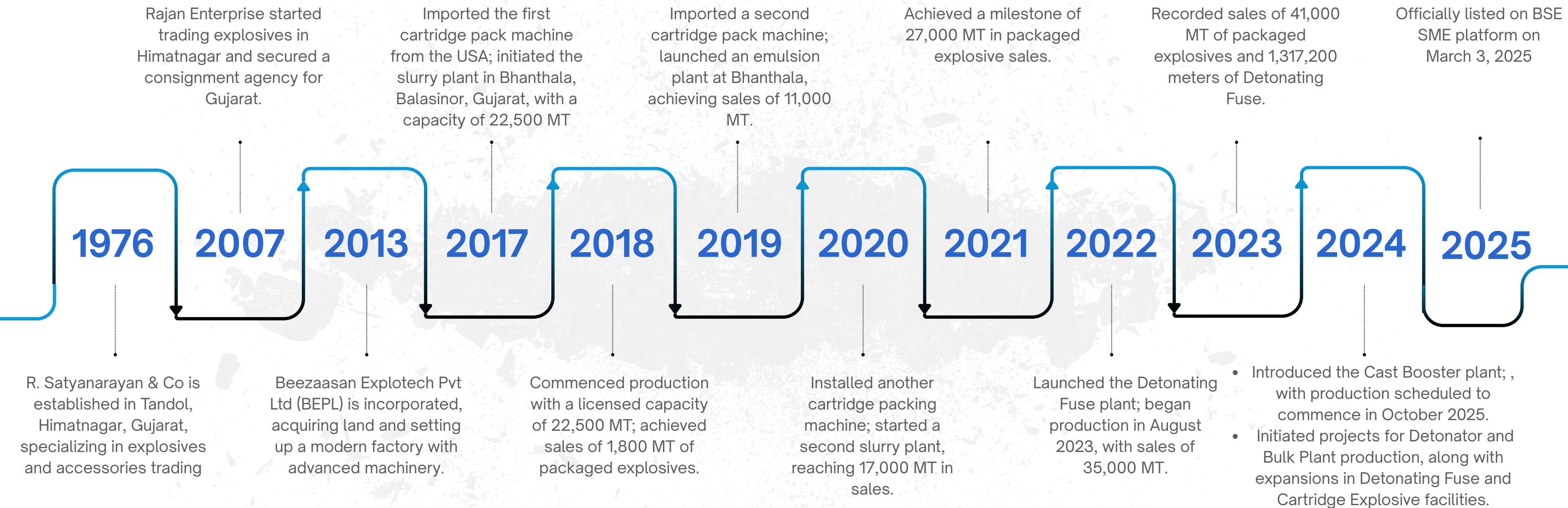
Implements top-tier safety practices from manufacturing to deployment. Prioritizes risk reduction for people, property, and the planet.

## Driven by Sustainable Innovation

Uses cutting-edge technology to deliver high-performance, eco-conscious products. Supports sustainable growth across mining, defense, and infrastructure sectors.



# MAJOR EVENTS



# PRODUCT/SERVICE PORTFOLIO



## Slurry Explosives

A slurry explosive is a blend of nitrates (like ammonium or sodium nitrate), a fuel sensitizer - either explosive or non-explosive - and varying levels of water. This formulation ensures effective and safe blasting in diverse conditions.

- Dynaex Prime
- Dynaex Boost
- Dynaex Blast
- Dynaex Shakti
- Dynaex Column



## Emulsion Explosives

These explosives are created by agitating a highly saturated water-based solution of oxidizers combined with a fuel and emulsifying agent. This makes them stable, powerful, and suitable for precise applications.

- Dynaex Power - 80
- Dynaex Power - 90
- Dynaex Boost - E
- Dynaex Prime - E
- Dynaex Gel - 80
- Dynaex Gel - 90
- Dynaex Seismic - E



## Detonating Fuse

To cater to mining, quarrying, and construction demands, Beezaasan manufactures a range of detonating cords designed to provide consistent and reliable transmission of detonation signals.

- Detonating Fuse
- MSDS - Detonating Fuse
- TDS DYNAEX CORD



## Cast Boosters

Cast boosters are designed to deliver a strong, concentrated energy pulse, helping to achieve the desired detonation velocity of the explosive column quickly and effectively.

- MSDS Cast Booster
- TDS Cast Booster



# INDUSTRIES WE SERVE



**MINING**



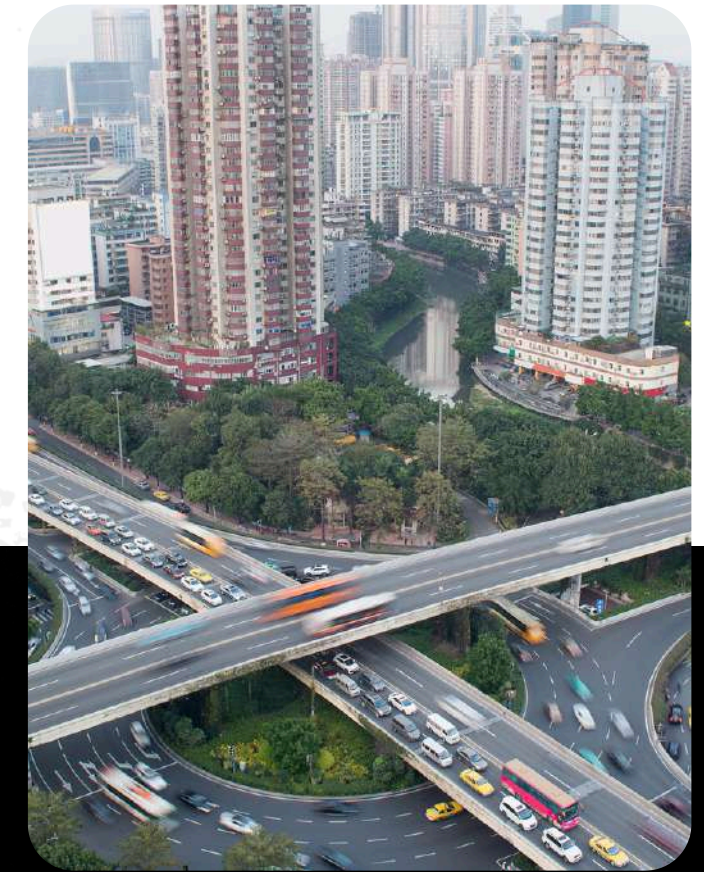
**DEFENSE**



**CONSTRUCTION**



**CEMENT**



**INFRASTRUCTURE**



# CLIENTELE



Trusted by leading industries around the globe, our clients are central to our success. Together, we foster innovation, prioritize safety, and achieve excellence in every endeavor.

## PSU CLIENTS





# QUALITY CONTROL AND CERTIFICATIONS



**MEMORANDUM OF UNDERSTANDING**

This Memorandum of Understanding is entered on 23<sup>rd</sup> December 2023 at Bharuch, as part of Investment Promotion Activity for Vibrant Gujarat Global Summit 2024.

Between

Beezaasan Group of Companies

and

Government of Gujarat

Beezaasan Group of Companies wishes to establish the following project in Gujarat.

Sr. No.	Project	Proposed Location	Proposed Inv. (Rs. in Cr.)	Proposed Employment	Proposed Year of Commencement
1.	Explosive Defence Product	Sundarpur, Tal: Idar, Dist- Sabarkantha	160	120	2024
2.	Industrial Chemicals Product	Gadhoda, Tal: Himatnagar, Dist- Sabarkantha	25	35	2024
Total			185	155	

Government of Gujarat would facilitate Beezaasan Group to obtain necessary permissions / registrations / approvals / clearances etc. from the concerned departments of the State, as per the existing policies / rules and regulations of the State Government.



# INDIA'S EXPLOSIVES INDUSTRY

## A STRATEGIC OVERVIEW



### Key Growth Drivers



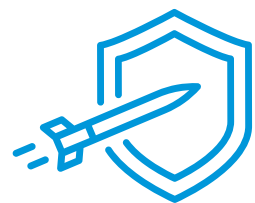
#### Mining Sector

- Coal mining accounts for over 70% of explosive use; India is the world's second-largest coal producer. Government efforts to boost coal output are driving explosive demand.



#### Infrastructure Development

- Urbanization and large-scale projects (roads, tunnels, bridges) are major consumers of industrial explosives.



#### Defense Manufacturing

- Private investments—e.g., Reliance Infrastructure's ₹100 billion (USD 1.19 billion) plan in Maharashtra—are enhancing domestic explosive and ammunition manufacturing.

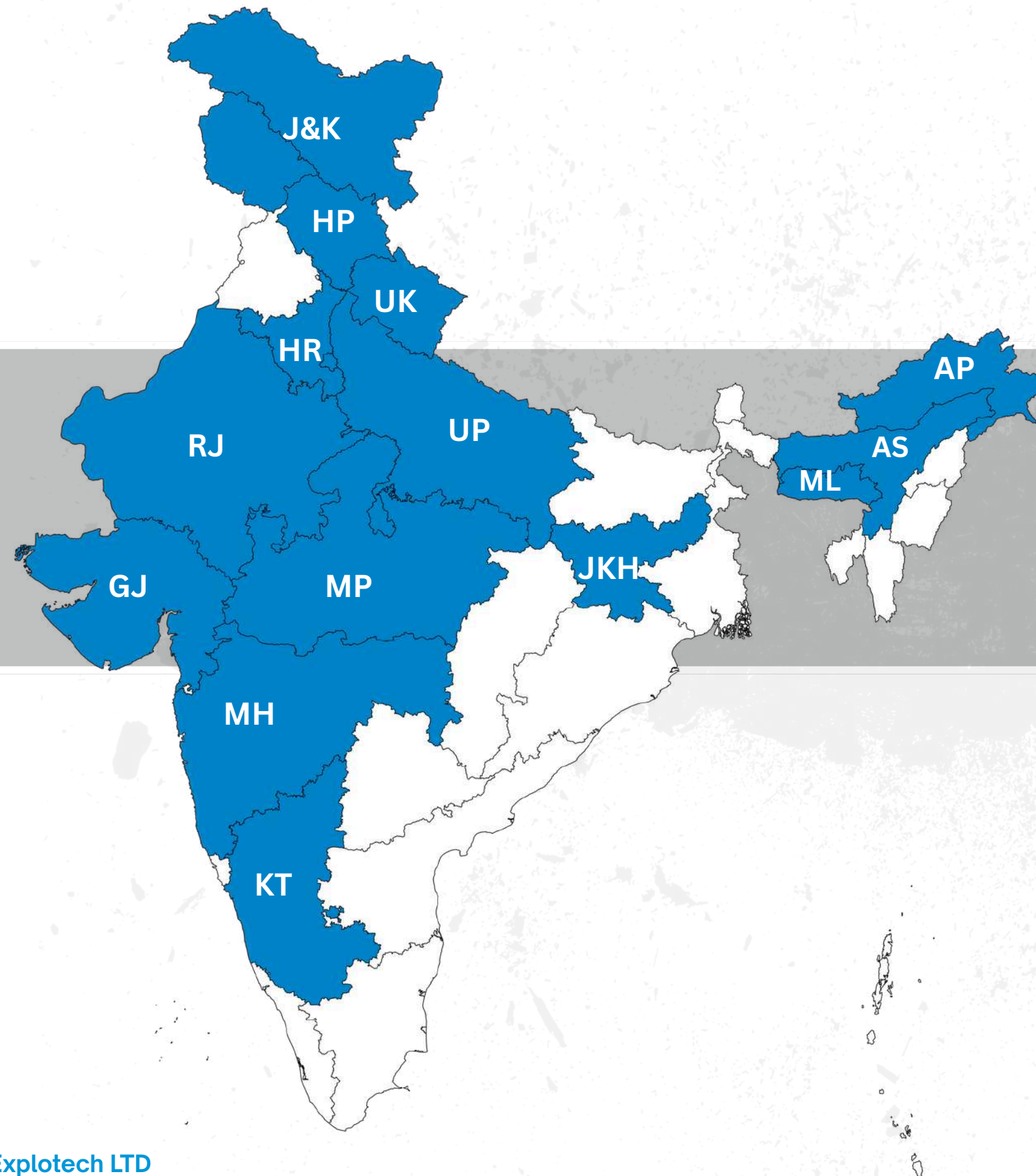
### Market Size & Growth

In 2024, India's industrial explosives market was valued at USD 247.25 million, holding 23% of the Asia-Pacific share. It is projected to grow at a 9.0% CAGR, reaching USD 1.4 billion by 2031, driven by growth in mining and infrastructure projects.

### Regional Leadership

- The Asia-Pacific region, including India, dominates the global industrial explosives market, accounting for over 43% of the market share in 2025.
- India's industrial explosives industry is poised for significant growth, supported by key sectors and strategic investments.

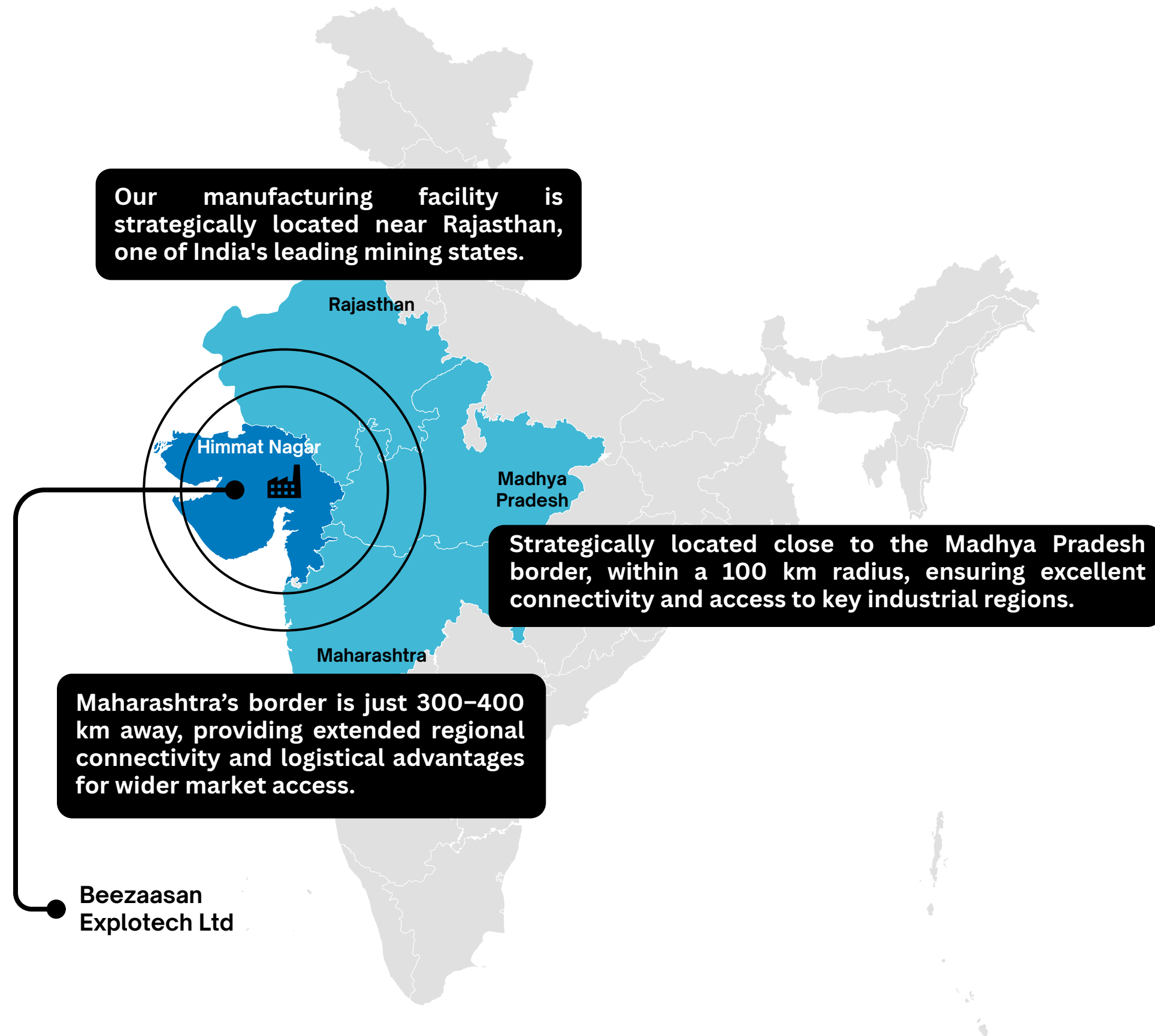
# GEOGRAPHICAL FOOTPRINT



Our company has a strong PAN India presence, catering to clients across **11 states and 2 Union Territories**, along with exports to over **3 international markets**.



# STRATEGIC LOCATION



Our manufacturing facility is strategically located near Rajasthan, one of India's leading mining states.

Rajasthan

Himmat Nagar

Madhya Pradesh

Strategically located close to the Madhya Pradesh border, within a 100 km radius, ensuring excellent connectivity and access to key industrial regions.

Maharashtra

Maharashtra's border is just 300-400 km away, providing extended regional connectivity and logistical advantages for wider market access.

Beezaasan  
Explotech Ltd

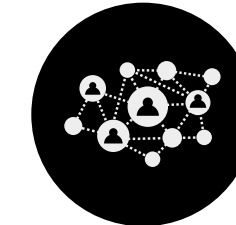
Additionally, This prime location offers significant advantages:



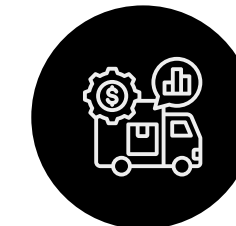
Proximity to **key mining regions** ensures steady demand for our products.



The **main raw materials** required for our manufacturing are sourced within 100-200 km, **reducing supply chain costs**.



Being the **only major manufacturing unit** in this area allows us to serve these markets efficiently.



**Transportation costs** are significantly **lower** compared to competitors, benefiting our dealers and customers.



This location advantage positions us strongly to cater to **growing mining and industrial demands** in multiple states.

# INVESTMENT HIGHLIGHTS



## High Production Capacity Building – Detonating Fuse (DF) Plant

In response to the strong and steadily rising market demand, the company is undertaking a strategic expansion by setting up a new state-of-the-art Detonating Fuse (DF) plant. The current production capacity is operating at its limits, restricting the ability to fully capitalize on growth opportunities. This new unit is a proactive move to bridge the supply-demand gap, drive consistent sales momentum, and position the company to meet future demand with confidence and scale.

Our new DF plant is currently under construction, with approximately 65–70% of the civil work already completed. The remaining work, including fit-outs and electrification, is progressing steadily. The plant is expected to commence operations post-September 2025, which will significantly enhance our DF production capacity and contribute positively to overall product availability and sales.

Particulars	1st HY	2nd HY
Plant & Machinery	22,510,604	10,356,626
Factory Building	761,709	11,593,067
Other Assets	1,434,863	2,484,795
Capital Work in Progress	23,923,445	78,473,953
<b>Total Investment in PPI &amp; Intangibles During the Year (Other than Land)</b>	<b>48,630,621</b>	<b>102,908,441</b>

We are aiming at Investment of Approx **Rs. 30 Cr** for the Expansion of Emulsion Explosives-3 and Detonator Plant as per the Object of IPO

Investment in Land is also done worth **Rs.2,29,63,351/- Up to 30.09.2024- 2,19,72,827** From **01.10.2024-31.03.2025- 9,90,524**



# GROWTH PROSPECTS FOR UPCOMING YEARS



## Capacity Expansion and Product Diversification

To meet rising demand and support future growth, the company is setting up a new Detonating Fuse (DF) plant, as current capacity falls short of daily sales needs. Alongside, a new Detonator Plant is being introduced to complement the existing explosives range, aiming to offer a complete solution for the mining and commercial explosives sector and enhance customer value.

## In-house Raw Material Production

The company is also focusing on backward integration through in-house production of key raw materials. This move aims to enhance supply chain efficiency, reduce dependency on external suppliers, and ensure better cost and quality control across operations.

## Future Diversification – Hydropower Projects

The company is exploring collaboration with GR Infra for supplying explosives to hydropower projects. This initiative opens doors for diversification into infrastructure-driven demand, particularly in large-scale, government-backed projects.

## Product Basket Expansion

The company has a long-term vision to offer a complete range of products used in commercial explosives. This strategic move aims to reduce customer dependency on multiple suppliers and reinforce its positioning as a comprehensive, one-stop solution provider in the industry.

## Export Growth:

The company is set to enter the international market with exports of commercial explosives. It aims to supply over 200 metric tons by year-end, building on initial shipments of 30 metric tons. With a focus on packaged explosives, this move is expected to drive significant growth and global market presence.



# ENVIRONMENTAL INITIATIVES



## Emission Reduction Technologies

Investments have been made in technologies that reduce harmful emissions during production, contributing to cleaner air and a healthier environment.

## Renewable Energy Integration

Beezaasan incorporates renewable energy sources into its production processes to reduce carbon footprint and conserve resources.

## Commitment to Product Integrity

All products undergo rigorous testing to meet strict safety and environmental regulations, ensuring they are safe for both users and natural ecosystems.



## Eco-Friendly Product Development

The company utilizes biodegradable and environmentally safe materials in its explosives to minimize long-term ecological impact.

## Sustainable Research & Development

The R&D team focuses on creating low-toxicity formulations and improving recycling practices to enhance sustainability.

## Comprehensive Waste Management

The company emphasizes recycling and reusing materials, aiming to minimize environmental waste across all operations.



# PROFILE OF MANAGEMENT



**MR. SUNIL R SOMANI**  
WHOLETEIME DIRECTOR

A qualified industrial engineer, has over 30 years of experience in explosive trading. His expertise in products and Indian markets supports the company's sales growth and ensures high-quality production.



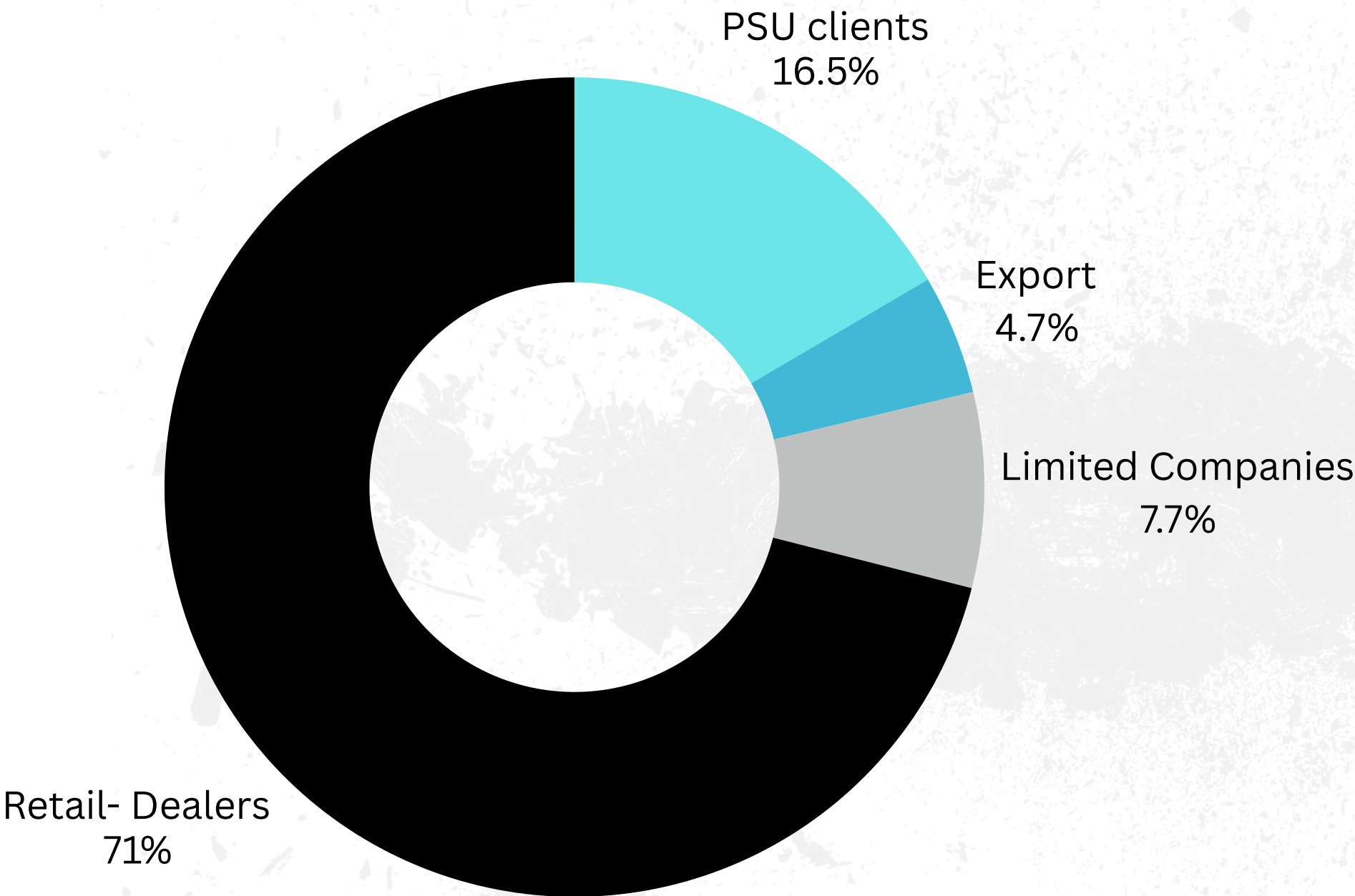
**MR. NAVNEET R SOMANI**  
CHAIRMAN AND MANAGING  
DIRECTOR

Has 25 years of experience in mining and construction, starting at age 13 by assisting his father. His deep industry knowledge and customer insight drive the company's product development and strategic direction.



**MR. RAJAN S SOMANI**  
EXECUTIVE DIRECTOR

With degrees in Mechanical Engineering and Management from the UK, leverages his technical and managerial expertise to enhance production efficiency and ensure smooth company operations.

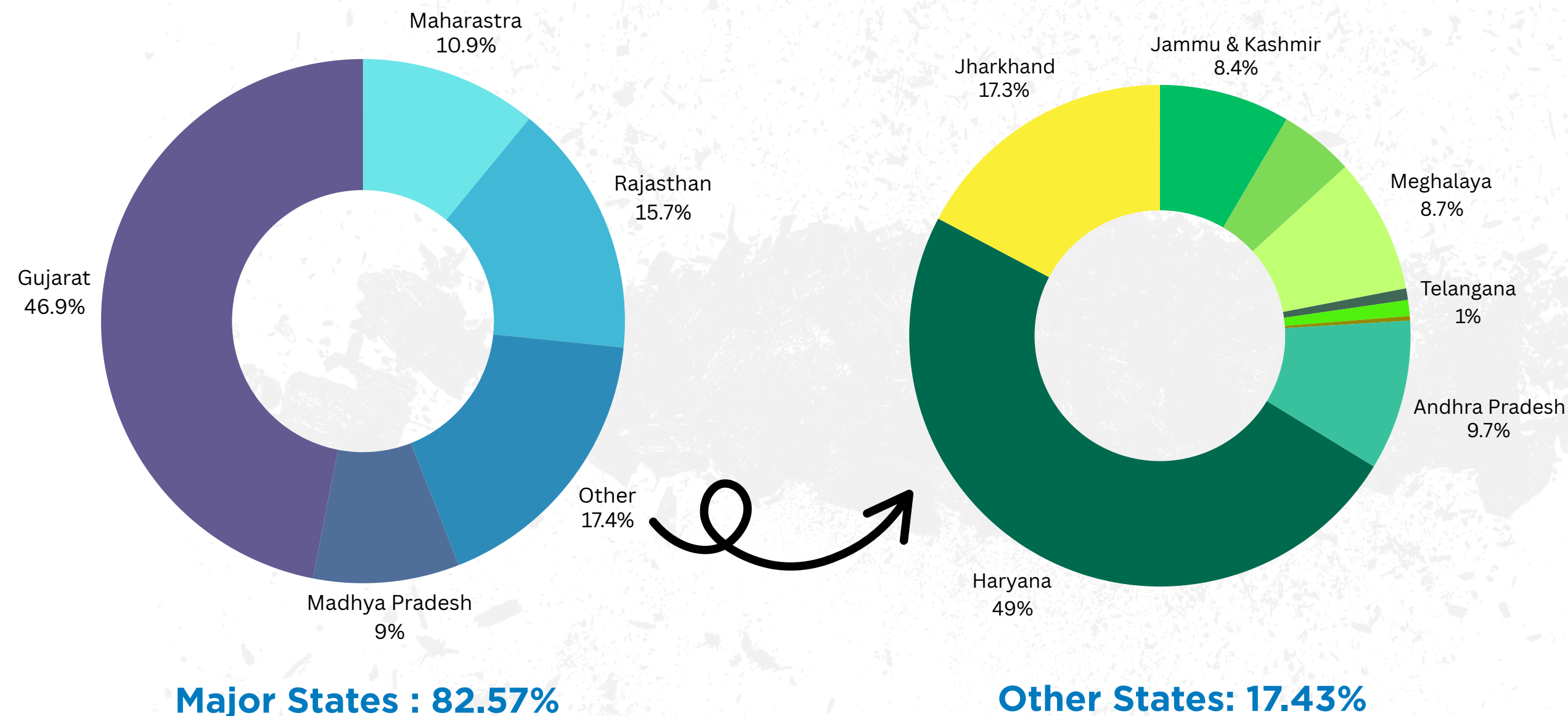


Sr. No.	Nature of The Customer	Amount(in Rs)
1	PSU clients	13.98 crores
2	Limited Companies	6.50 crores
3	Export	4.00 crores
4	Retail- Dealers	60.00 crores

**Total Orders in Hand    84.48 crores**



# REVENUE BREAKUP - BASED ON STATES



Sr. No. Particulars		For the Half Year ended March 31, 2025
1	Gujarat	46.94
2	Rajasthan	15.66
3	Maharashtra	10.95
4	Madhya Pradesh	9.02
5	Haryana	8.54
6	Jharkhand	3.01
7	Jammu & Kashmir	1.47
8	Uttarakhand	0.84
9	Meghalaya	1.52
10	Assam	0.13
11	Telangana	0.18
12	Karnataka	0.05
13	Andhra Pradesh	1.69
Total		100%

# SERVICE-WISE SALES BREAKDOWN



Particulars	H1FY25 (Qty)	H2FY25 (Qty)	HoH%	FY2024-25 (Qty)	FY2023-24 (Qty)	YoY%	FY2025-26 Projected growth	YoY% (Projected)
Sale of Slurry Explosives	15,591 MT	20,592 MT	32.07%	36,182 MT	34,347 MT	5.34%	42,000 MT	16.08%
Sale of Emulsion Explosives	3,659 MT	4,080 MT	11.50%	7,739 MT	7,146 MT	8.29%	10,000 MT	29.21%
Sale of Detonating Fuse	163 lakh Mtr	182 lakh Mtr	11.36%	345 lakh Mtr	182 lakh Mtr	88.92%	500 lakh Mtr	44.93%
Sale of Chemicals	1,501 MT	2,269 MT	51.16%	3,770 MT	134 MT	2713.43%	5500 MT	45.88%



# PROFIT & LOSS [CONSOLIDATED]



(₹ in Lakhs)

Particulars	H2FY25	H1FY25	H2FY24	2024-25	2023-24	YOY %
Revenue From Operations	11,495.91	10143.39	10126.83	21639.30	18789.64	15.17%
Total Expenses	10426.03	8744.67	9469.77	19170.70	17560.45	9.17%
<b>EBITDA</b>	<b>1069.88</b>	<b>1398.72</b>	<b>657.06</b>	<b>2468.60</b>	<b>1229.19</b>	<b>100.83%</b>
<b>EBITDA MARGIN</b>	<b>9.31%</b>	<b>13.79%</b>	<b>6.49%</b>	<b>11.41%</b>	<b>6.54%</b>	<b>74.46%</b>
Finance Cost	193.00	173.66	191.22	366.66	346.16	5.92%
Depreciation	131.80	130.27	114.85	262.07	212.70	23.21%
<b>PBT</b>	<b>745.08</b>	<b>1094.79</b>	<b>350.99</b>	<b>1839.87</b>	<b>670.33</b>	<b>174.47%</b>
Tax Expense	202.20	246.47	89.76	448.67	156.84	186.07%
<b>PAT</b>	<b>542.88</b>	<b>848.32</b>	<b>261.23</b>	<b>1391.20</b>	<b>513.49</b>	<b>170.93%</b>
<b>PAT MARGIN</b>	<b>4.72%</b>	<b>8.36%</b>	<b>2.57%</b>	<b>6.42%</b>	<b>2.73%</b>	<b>135.16%</b>

# BALANCE SHEET [CONSOLIDATED]

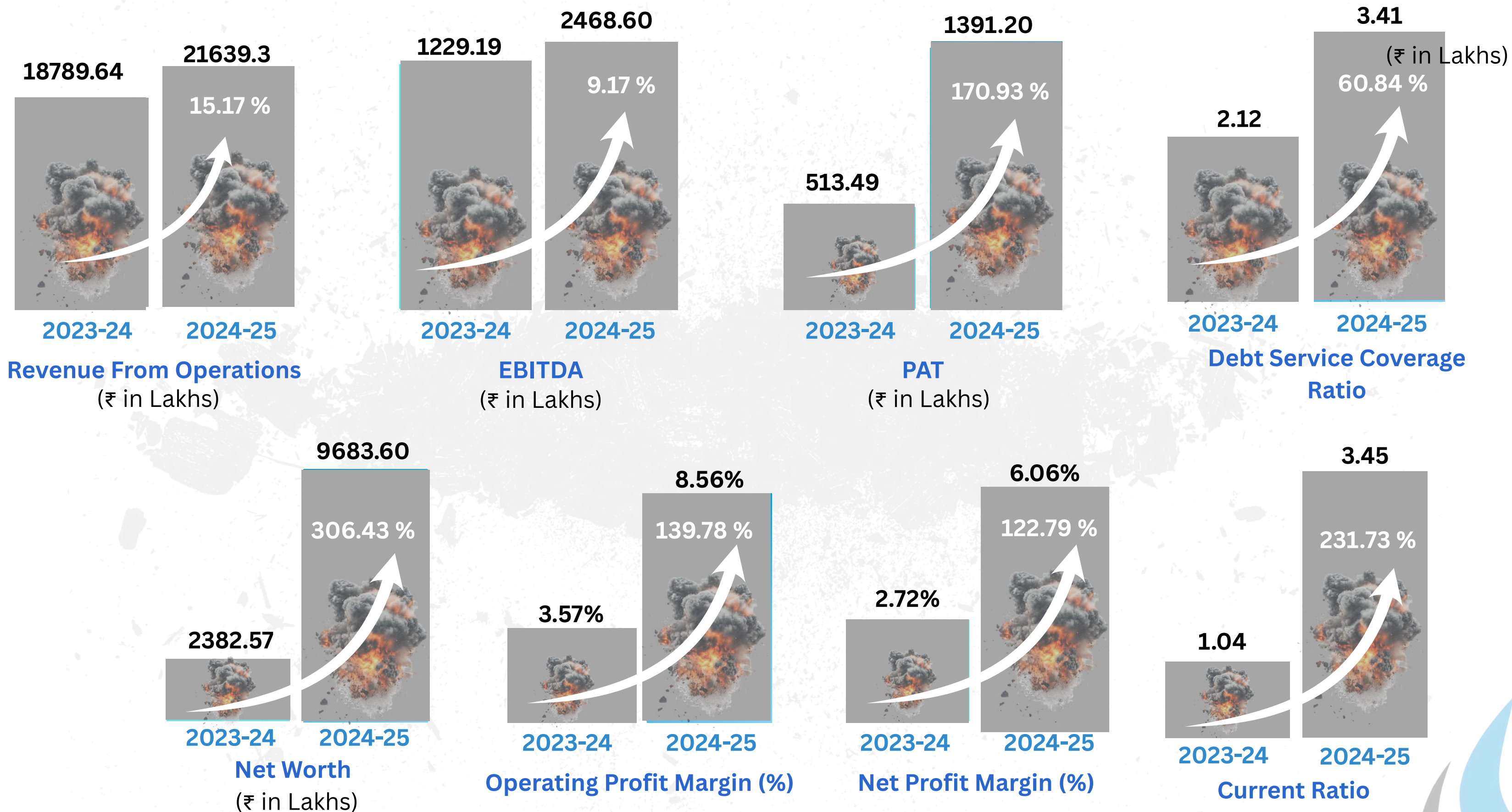


(₹ in Lakhs)

PARTICULARS	FY2024-25	FY2023-24
Equity Capital	1292.11	949.63
Reserves	8391.49	1432.94
Minority Interest	81.93	3.01
Borrowings	2461.34	3715.31
Other Liabilities	884.96	953.33
<b>Total Liabilities</b>	<b>13111.83</b>	<b>7054.22</b>
Fixed Asset	3675.42	3220.32
Capital WIP	1185.39	161.41
Other Assets	8251.02	3672.49
<b>Total Assets</b>	<b>13111.83</b>	<b>7054.22</b>



# KEY RATIOS



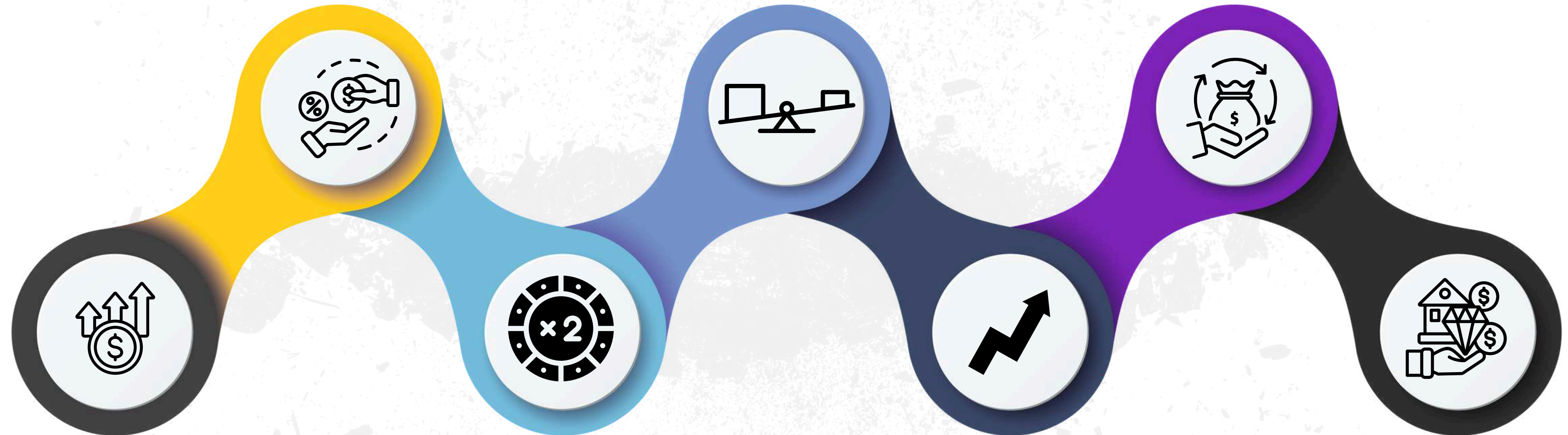
# FINANCIAL ANALYSIS



Debt-Equity Ratio improved to 0.25 (from 1.56), reflecting lower leverage.

Current Ratio improved to 3.45 (from 1.04), indicating strong liquidity.

Trade Receivable Turnover Ratio increased to 33.26 (from 21.48), indicating faster collections.



Revenue from Operations grew by 15.17% YoY to ₹21,639.3 lakhs in FY25 from ₹18,789.64 lakhs in FY24.

EBITDA more than doubled, rising 100.83% YoY to ₹2,468.6 lakhs.

Net Profit (PAT) increased by 156.63% YoY to ₹1,312.29 lakhs.

Net Worth quadrupled to ₹9,683.6 lakhs from ₹2,382.57 lakhs.





**BEEZAASAN<sup>®</sup>**

# Thank You



## FINPORTAL



**Abhishek Bhutra | Himanshu Jain**

**+91 80006 85556 , +91 89051 81853**

**ir@finportalin.com**



**Compliance officer**



**+91 63596 07701**



**ir\_relations@beezaasan.in**