



Since
1953

Summary Profile

RESPECT & TRUST
INTEGRITY
SUSTAINABILITY
EXCELLENCE





*Transform the Chemical Industry of
Pakistan through Innovation, Import
Substitution & Global Expansion.*

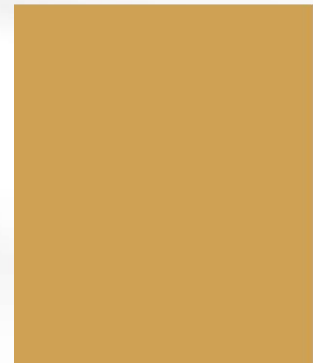
Our vision

About us

Tufail is among the largest, most prominent manufacturers of industrial chemicals in Pakistan. We started our operations in 1953 as a chemical trading house, and quickly became one of Pakistan's most prominent imports and distribution houses.

Tufail then setup its first factory to manufacture raw material chemicals in Pakistan in 1995, along with a facility for modern research & development in chemicals.

Since 1995, we have significantly expanded our manufacturing base to include multiple new products and are now supplying to customers all over Pakistan including some of the leading multinational companies.



Our mission

Business Excellence

Implement good business practices and be the trend setter in the chemical industry..

Innovation

Introduce new, and better products in the Pakistan Market.



Customer Satisfaction

Maintain a high product and service quality as per customer requirements.

Compliance

Ensure compliance e.g., ISO 9001:2008, JAS-ANZ, Global Organic Textile Standards, Credit rating (PACRA) : A2

Our values

Respect

We respect what we have and the people that make it happen.

R

Integrity

Honesty **is always** the best policy.

I

Sustainability

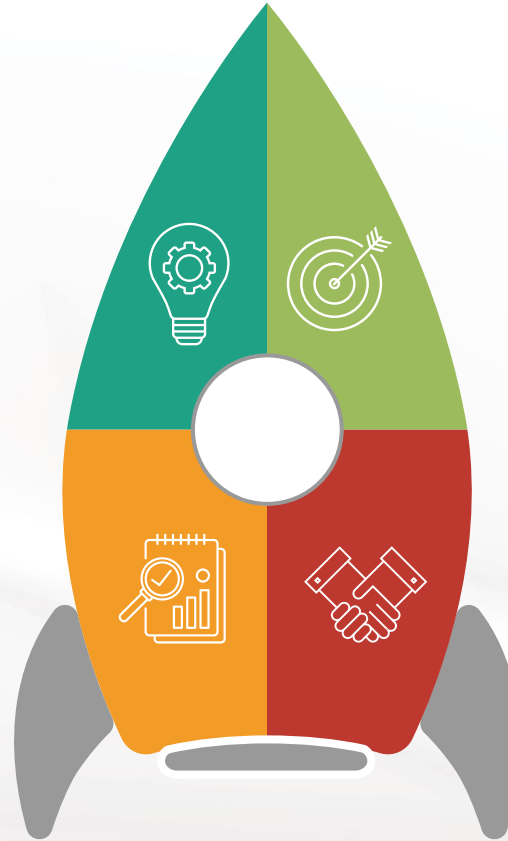
We are in for the long haul and want others to succeed with us.

S

Excellence

We strive to make our good – **Better!** and our better – **Best!**

E

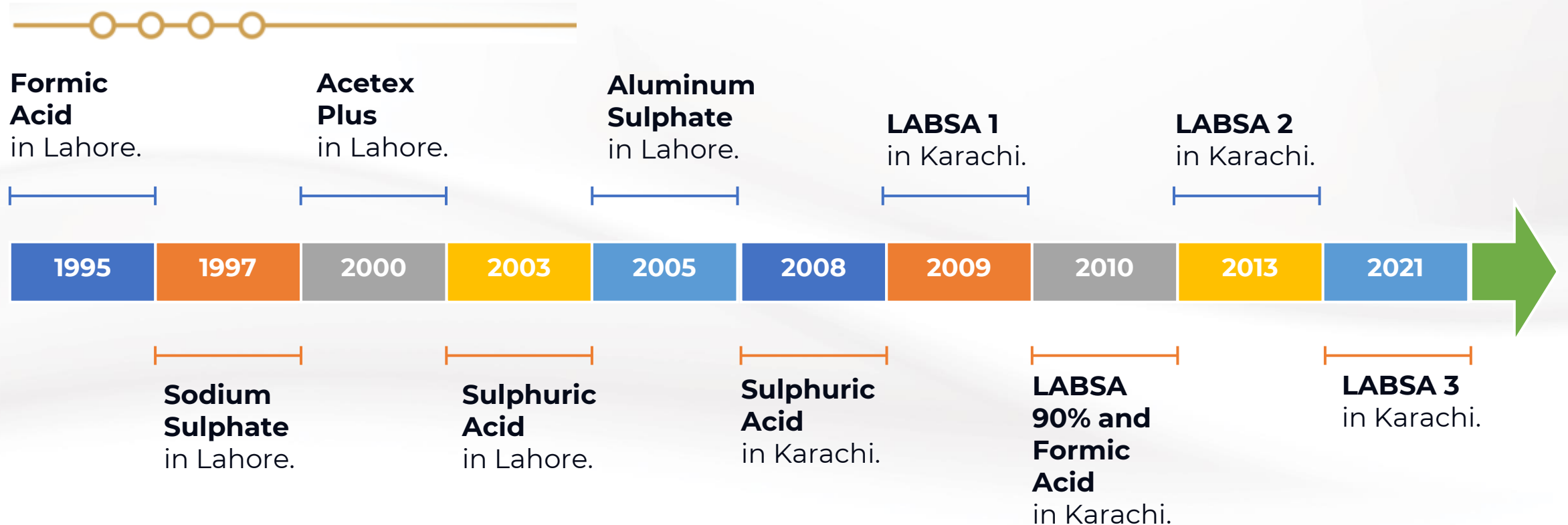


RISE above it!

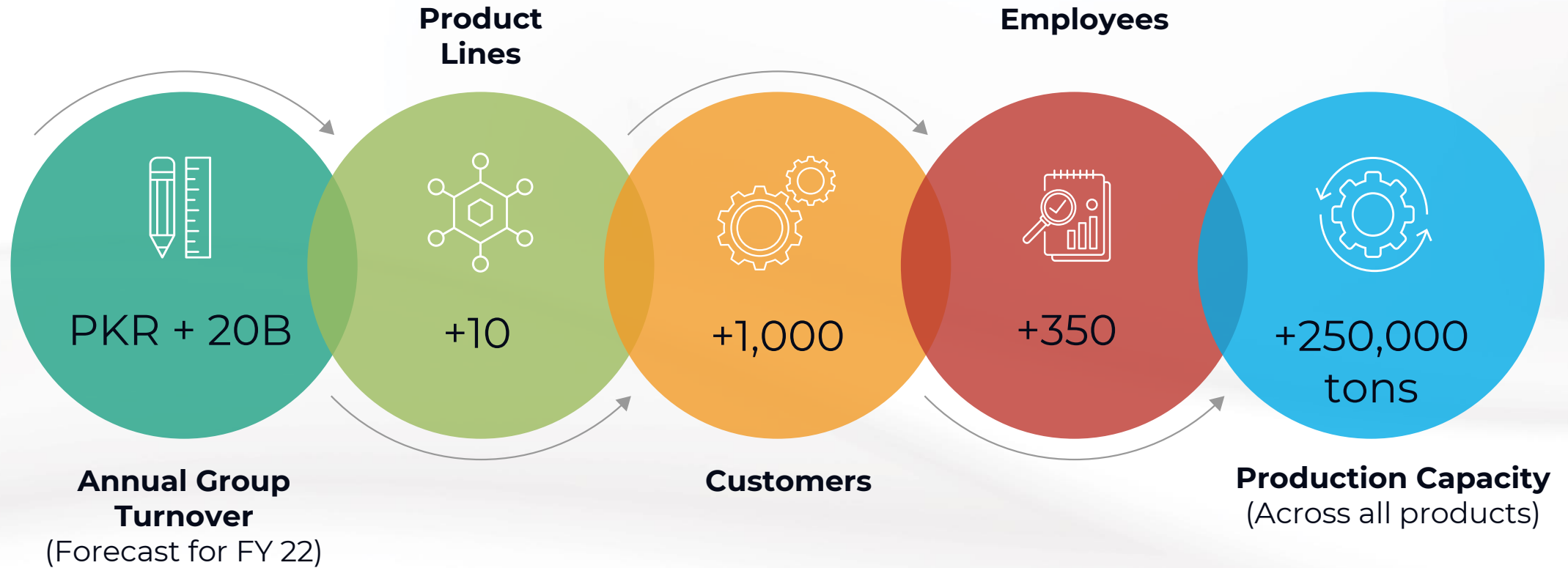
We believe embodying the values above, allows us to RISE above the challenges and deliver better outcomes for us and our business partners.

Our manufacturing journey

Since 1995, we have been continuously investing in our manufacturing capacity to add new products to our portfolio.



Our stats



Our business partners

We have the privilege of working with many leading brands across multiple industries in Pakistan. Some of our more well-known business partners are highlighted below;



Our journey with Unilever



Our **business strategy**

We aim to become Pakistan's leading chemicals company with products and services unmatched in the market.



Our commercial focus

Lead in Sulphonation and Sulphation

Firmly establish ourselves as the lead Sulphonator in Pakistan. This includes LABSA, and SLES products.

Excel in Contract Manufacturing

Develop a competitive proposition for offering contract manufacturing services to MNCs and local FMCG companies.

Grow in Exports

Establish ourselves as an international brand and create a sustainable exports business of locally manufactured chemicals, as well as trading goods.

Lead in Formic Acid

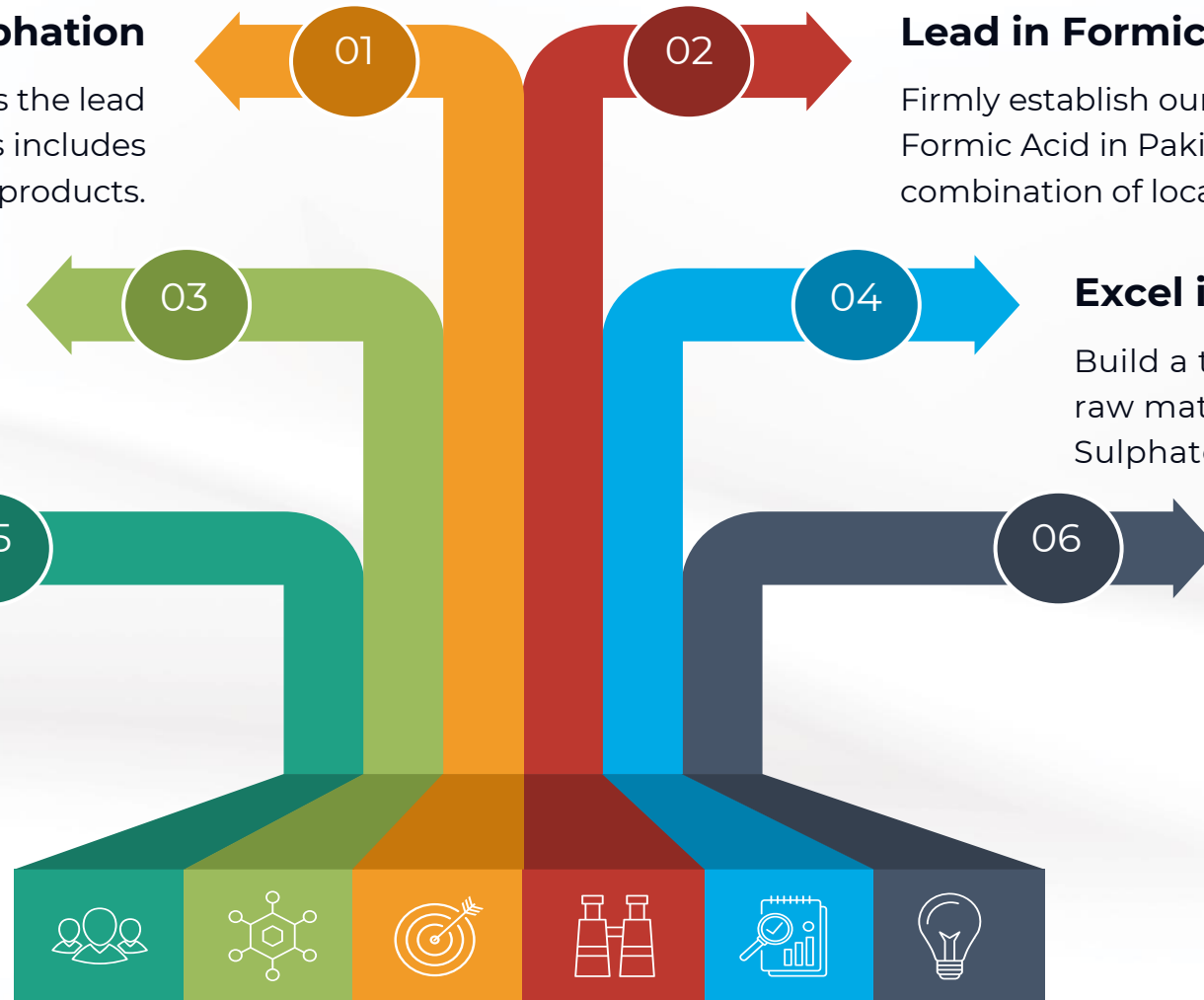
Firmly establish ourselves as the lead seller of Formic Acid in Pakistan. This will be through a combination of local manufacturing and trading.

Excel in Commodity Chemicals

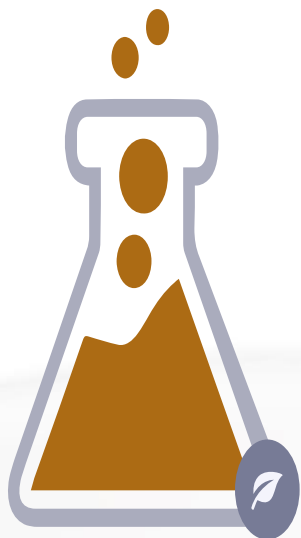
Build a trading platform for specialist raw material chemicals e.g., Sodium Sulphate, Acetex Plus, Polymers etc.

Diversify

Maximize returns and hedge risk by diversifying into other areas e.g., foods, real estate etc. In addition, focus on vertical integration opportunities.

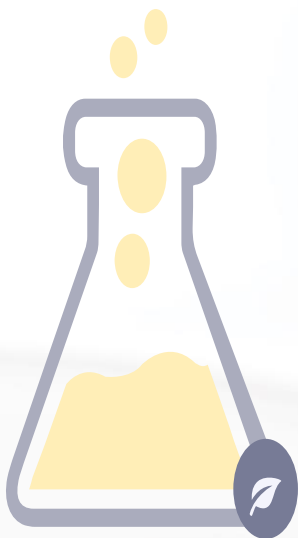


Our key products



LABSA 96%

Appearance: Brown Viscous Liquid
Active Matter: 96% Minimum
Acid Value: 176 – 184 Mg / Gm
Free Sulphuric Acid: 1.5% Max
Moisture: 1% Maximum
Klette Colour: 35 Maximum



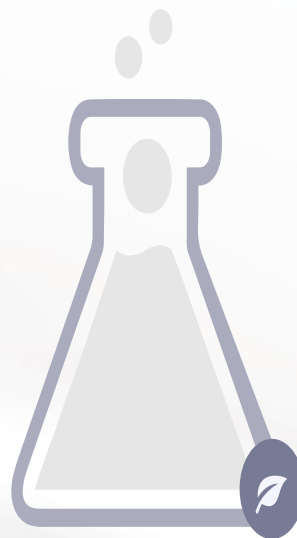
SLES

Appearance: White / Light Yellow
Active Matter: 68 – 72%
Odor: None
pH: 7.0 – 9.5
Unsulphated Matter: 2% Max
Sodium Suphate: 1.0% Max
Klette Colour: 10% Maxi



Formic Acid

Appearance: Crystal Clear Liquid
Total Acidity: 85.2%
Molecular Weight: 46 g/mole
Sulphate as SO₄: <0.0001%
Chloride as Cl: <0.0003%
Iron as Fe: <0.0002%
Other Heavy Metals: <0.001 %



Sodium Sulphate

Colour: Crystal Crystalline
Purity: 98% Minimum
Odor: Odor Less
Melting Point: 888°C
Density: 1.5 g/cm³
Chloride as Cl: 0.096% - 01%
Iron as Fe: 0.0002% - 0.0003%
Water Insoluble: 0.05%



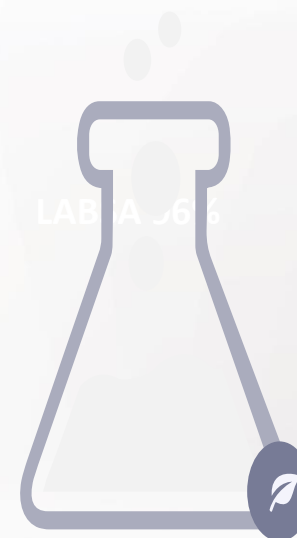
Acetex Plus

Appearance: Crystal Clear
Density at 30°C: 1.162 gm/cu.cm
pH of 5% solution: 2.1
Sulphate as SO₄: 0.0003%
Iron as Fe: 0.002%
Phosphate & Oxalates: Free



Sulphuric Acid

Appearance: Clear Liquid
Purity: 98% Min
Density at 1.5°C: 1.840
Iron as Fe: <0.005%



Aluminum Sulphate

Colour: White
pH of 5% solution: 2.5
Moisture: 20% - 25%
Al 2O₃: 14% - 15%
Free Acidity: 0.2% Max
Insoluble Matter: 0.2% Max

Our transformation

Recently we have been on a journey to transform our business in line with leading practices. Below are some of the key initiatives completed.



Why Tufail?



A strong commercial proposition

We are market leaders in our products, with a real potential for double-digit growth for the foreseeable future.



Experienced team

A right mix of technical skills and market experience, with a strong focus on continuous improvement.



The right values and ambitions

A strong focus on honesty, excellence and helping the local economy to grow.



A stable platform for growth

A right mix of technical capability, strong market insights and customer relationships, experienced management team, and a motivated work force, provides for a stable platform for significant future growth and higher returns.



TUFAIL

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1953

THANK YOU!

TUFAIL GROUP

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SUSTAINABILITY
EXCELLENCE**



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