

**Borosil Limited**

CIN : L36100MH2010PLC292722

Registered & Corporate Office :

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February 15, 2024

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code: 543212	National Stock Exchange of India Limited Exchange Plaza, C-1, Block - G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: BOROLTD
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Dear Sirs,

Sub: Investor Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a presentation on the performance of the Company for the quarter and nine months ended December 31, 2023.

The said presentation is also being uploaded on the Company's website at www.borosil.com.

You are requested to take the same on records.

Thanking you.

For Borosil Limited

Anshu Agarwal
Company Secretary & Compliance Officer
FCS – 9921

Encl: As above

BOROSIL[®]

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Opalware by
BOROSIL



Borosil Limited

Investor Presentation Q3 FY24

Safe Harbour

THIS PRESENTATION (PRESENTATION) IS NOT AN OFFER TO SELL ANY SECURITIES OR A SOLICITATION TO BUY ANY SECURITIES OF BOROSIL LIMITED (THE “COMPANY”) OR ITS SUBSIDIARY (TOGETHER WITH THE COMPANY, THE “GROUP”).

The material that follows is a Presentation of general background information about the Company’s activities as at the date of the Presentation or as otherwise indicated. It is information given in summary form and does not purport to be complete and it cannot be guaranteed that such information is true and accurate. This Presentation has been prepared by and is the sole responsibility of the Company. By accessing this Presentation, you are agreeing to be bound by the trading restrictions. It is for general information purposes only and should not be considered as a recommendation that any investor should subscribe to or purchase the Company’s equity shares or other securities.

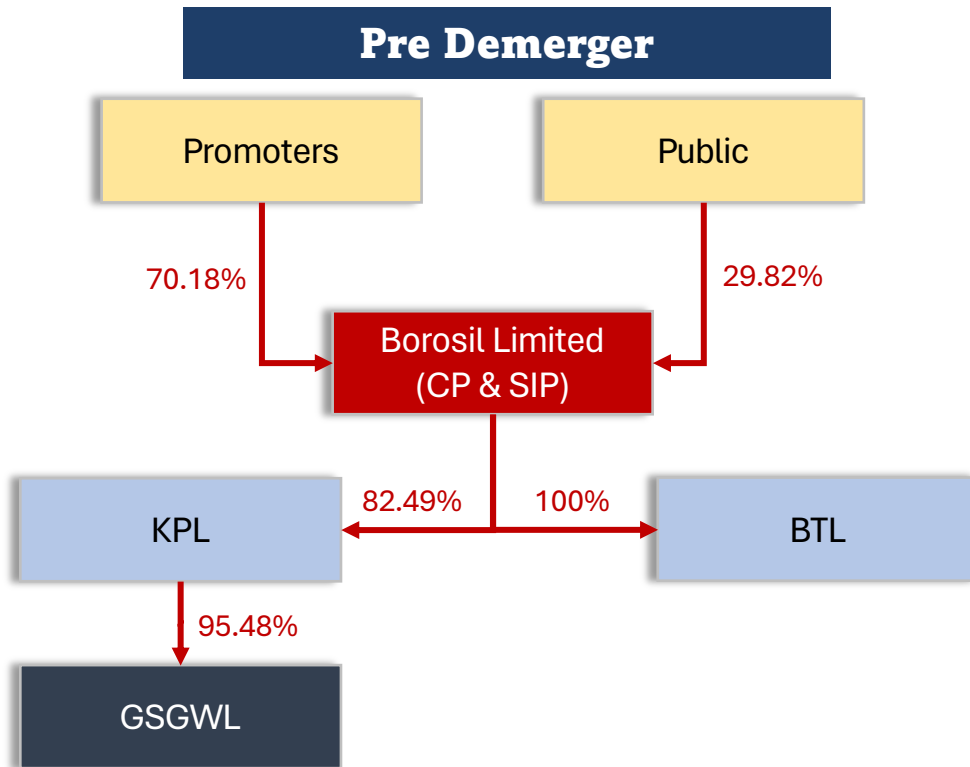
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There are some important factors that could cause material differences to Company’s actual results. These include (i) our ability to successfully implement our strategy (ii) our growth and expansion plans (iii) changes in regulatory norms applicable to the Company (iv) technological changes (v) investment income (vi) cash flow projections etc. The Company, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein. The information contained in this Presentation, unless otherwise specified is only current as of the date of this Presentation. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this Presentation, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. The Company may alter, modify or otherwise change in any manner the content of this Presentation without obligation to notify any person of such revision or changes.

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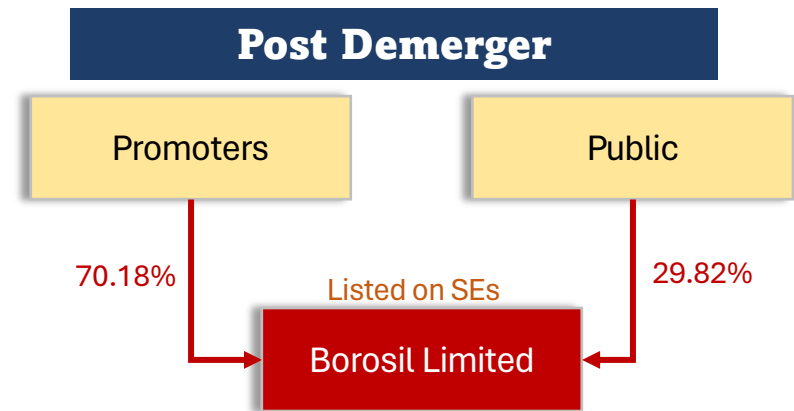
Demerger Status



Note:
Consumer Products (CP)
Scientific & Industrial Product (SIP)
Klasspack Limited (KPL)
Borosil Technologies Limited (BTL)
Goel Scientific Glass Works Limited (GSGWL)

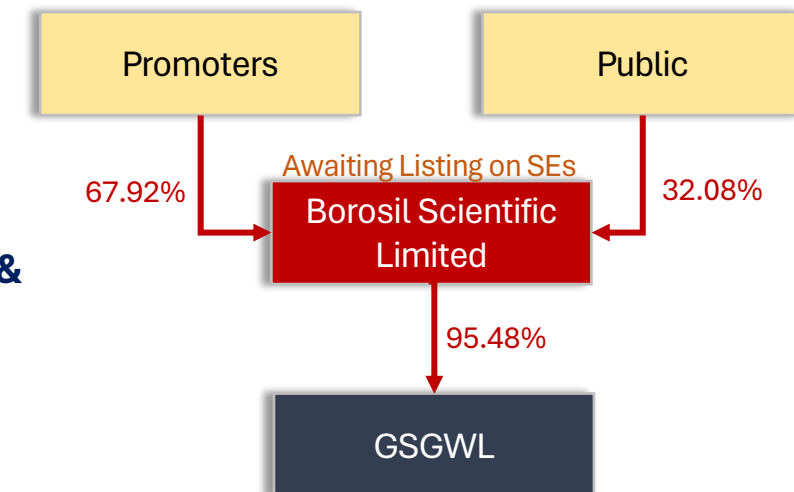
1

Consumer Products Business



2

Scientific & Industrial Products Business



In previous communications, we had detailed our intention to reorganize the Company's operations into two distinct publicly traded entities through a comprehensive arrangement scheme. The Appointed Date for the Scheme is 1st April, 2022. We are pleased to inform you that the scheme has been made effective from 2nd Dec 2023 and pursuant to the scheme the scientific and industrial products business of the company stands demerged into "Borosil Scientific Limited". At this point in time, we await regulatory listing approvals for "Borosil Scientific Limited" to be listed on the stock exchanges

About Borosil



Brand with a 60+ year legacy



Enjoys strong consumer equity in serving-ware,
kitchen appliance and storage



One of the leading brands in glass microwavables

Our Vision

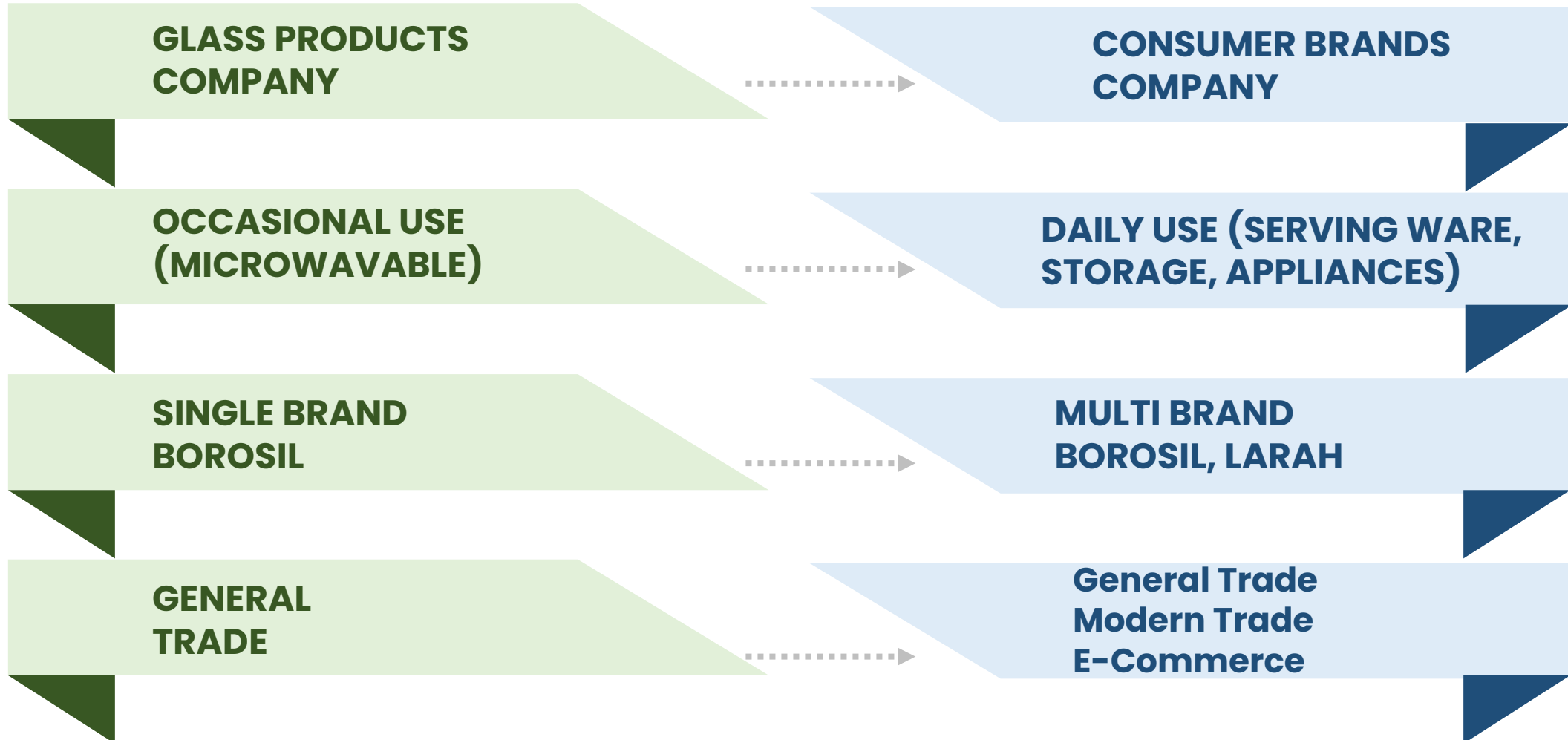
‘To Be The Most Customer-centric Company In India’

Develop innovative products to meet evolving customer needs

Be a dependable partner that creates value for customers

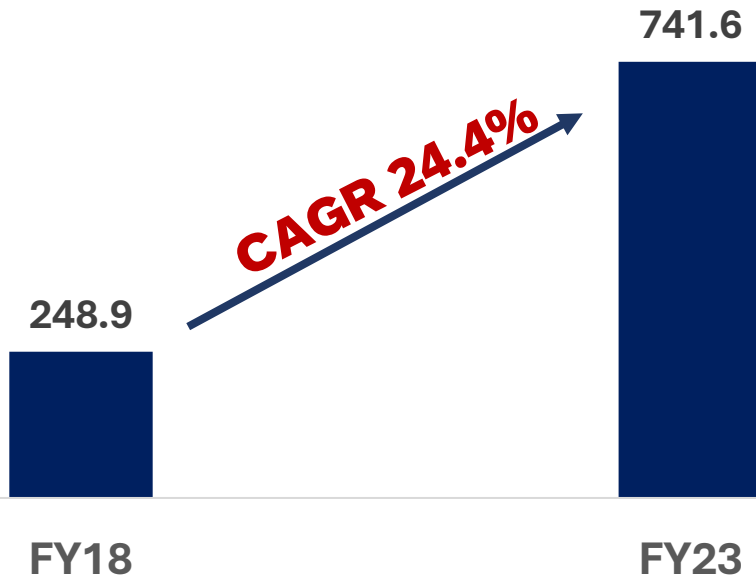
Nurture long-term relationships with all stakeholders

Re-Imagining Consumer Products

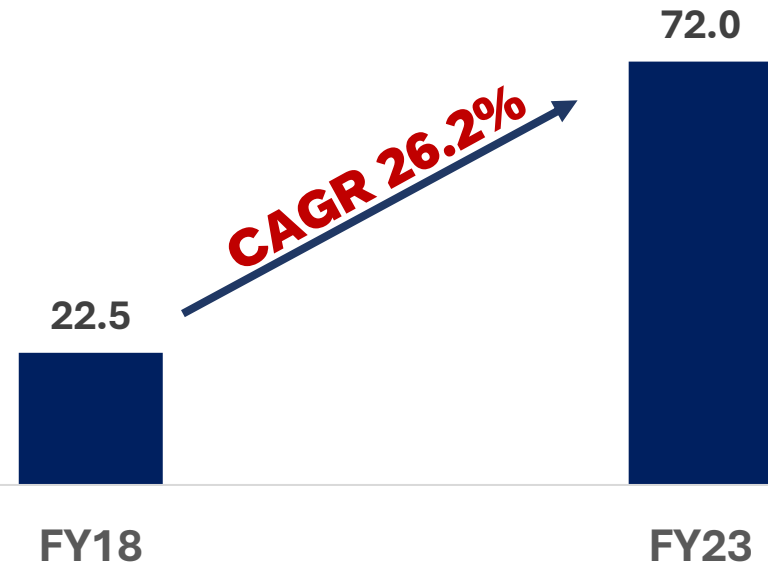


Journey over last 6 years

Sales (₹ Crs)



Operating EBITDA (₹ Crs)



Financial Overview Q3FY24

(₹ Crs)

Particulars (₹ Crs)	Q3FY23	Q3FY24	Growth%
Net Sales	207.2	302.5	46.0%
EBITDA	26.2	64.4	145.9%
EBITDA (Before exceptional and one-time items)	8.4	64.4	668.5%
EBITDA (%)	4.0%	21.3%	
EBIT (Before exceptional and one-time items)	3.2	51.4	1502.4%
PBT	20.7	49.1	137.7%
PAT	15.9	37.3	134.2%
Net Cash (period end)	73.2	(89.6)	

Note:

1. The lower EBIT as compared to higher EBITDA is due to higher depreciation on new furnace at Jaipur capitalized during Q4FY23.
2. The above profitability includes investment income of Rs.7.1 crs for Q3FY24 as against loss of Rs.0.8 crs in Q3FY23
3. EBITDA (Before exceptional and one time items) for Q3FY23 excludes onetime item of Rs.13.6 crs and exceptional item of Rs.4.3 crs.
4. $EBITDA\% = EBITDA \text{ (Before exceptional and one time items)} / \text{Net Sales} * 100$
5. $EBIT \text{ (Before exceptional and one-time items)} = EBITDA \text{ (Before exceptional and one-time items)} - \text{Depreciation}$

Financial Overview YTD Dec FY24

(₹ Crs)

Particulars (₹ Crs)	YTD Dec	YTD Dec	Growth%
	FY23	FY24	
Net Sales	565.0	713.4	26.3%
EBITDA	80.3	124.7	55.2%
EBITDA (Before exceptional and one-time items)	57.5	124.7	117.1%
EBITDA (%)	10.2%	17.5%	
EBIT (Before exceptional and one-time items)	41.5	86.8	109.0%
PBT	63.8	81.2	27.3%
PAT	48.7	60.8	24.7%
Net Cash (period end)	73.2	(89.6)	

Note:

1. The lower EBIT as compared to higher EBITDA is due to higher depreciation on new furnace at Jaipur capitalized during Q4FY23.
2. The above profitability includes investment income of Rs.5.4 crs for YTD Dec FY24 as against Rs.0.5 crs for YTD Dec FY23
3. EBITDA (Before exceptional and one time items) for YTD Dec FY23 excludes onetime item of Rs.13.6 crs and exceptional item of Rs.9.3 crs.
4. $EBITDA\% = EBITDA \text{ (Before exceptional and one time items)} / \text{Net Sales} * 100$
5. $EBIT \text{ (Before exceptional and one-time items)} = EBITDA \text{ (Before exceptional and one-time items)} - \text{Depreciation}$

Category wise Sales

(₹ Crs)

Particulars	Q3FY23	Q3FY24	Growth%
Glassware	50.2	67.4	34.1%
Non-Glassware	90.0	124.6	38.5%
Opalware	67.0	110.5	65.0%
Total Consumerware	207.2	302.5	46.0%

YTD Dec FY23	YTD Dec FY24	Growth%
137.8	155.3	12.7%
234.8	289.5	23.3%
192.4	268.6	39.6%
565.0	713.4	26.3%



Expanding from being synonymous with microwavable glass to Storage, Serving-ware, And Domestic Appliances

Serving Space



Dinnerware, Tea sets,



Microwavables



Mixing Bowls



SS Serving Set



Collection of Vision Glasses



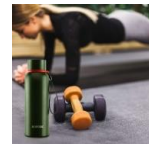
Occasional Use



Kettles



SS Bottles



Out of home-office/school/colleges



Mixer Grinders

Modern kitchen Appliances OTG/Sandwich Makers



Cookware & Pressure Cookers



Carafe



Everyday Use

Kitchen Space



Lunch Boxes



Storage containers & Jars, Trays and Bottles



Storage Space

Ally Of Progressive Homemaker

**Touching
Consumer Life
Everyday**



Consumer Products Business Growth Theme



Made In India

Enhance/ build manufacturing capacity for Opal Glass and Borosilicate Glass in India



New Product Development

Our focus on innovation and customer needs is the backbone of our New Product Development



Leverage Brand Borosil

Borosil is one of the leading brands in India. We leverage this to provide world-class products

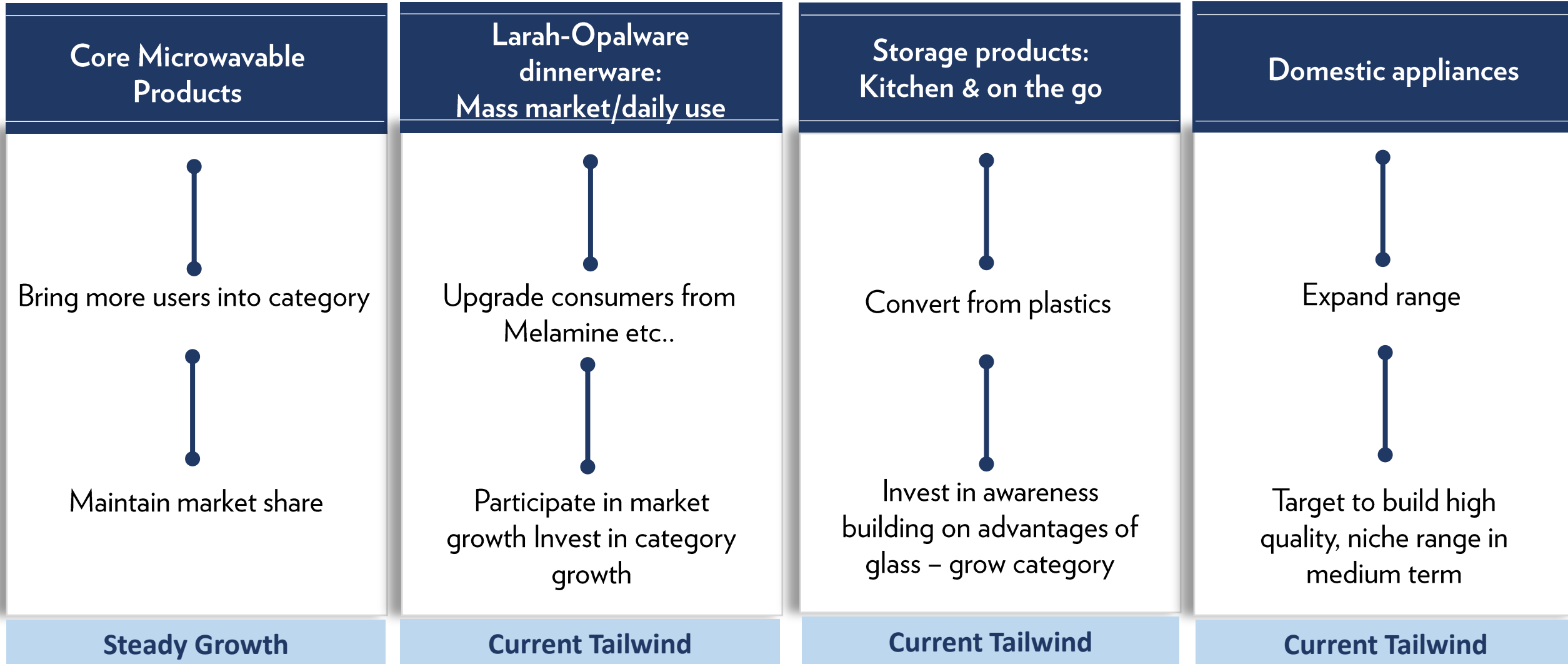


Everyday Usage

To make glassware affordable for mass consumers and promote it for daily use

Product Portfolio

Growth Pillars



Domestic Appliances

New Engine of Growth



- Opportunity to create a high quality mass premium range leveraging the Borosil brand

- Commenced without investments in manufacturing assets

- Expanding range of product offerings

- Increase Made in India's portfolio and reduced dependence on China supply chain

Storage Range

Thoughtful Products Creating A New Pillar of Growth



Indian kitchen storage dominated by plastic and steel

- Very low penetration of glass storage

Awareness of glass as an option on the rise

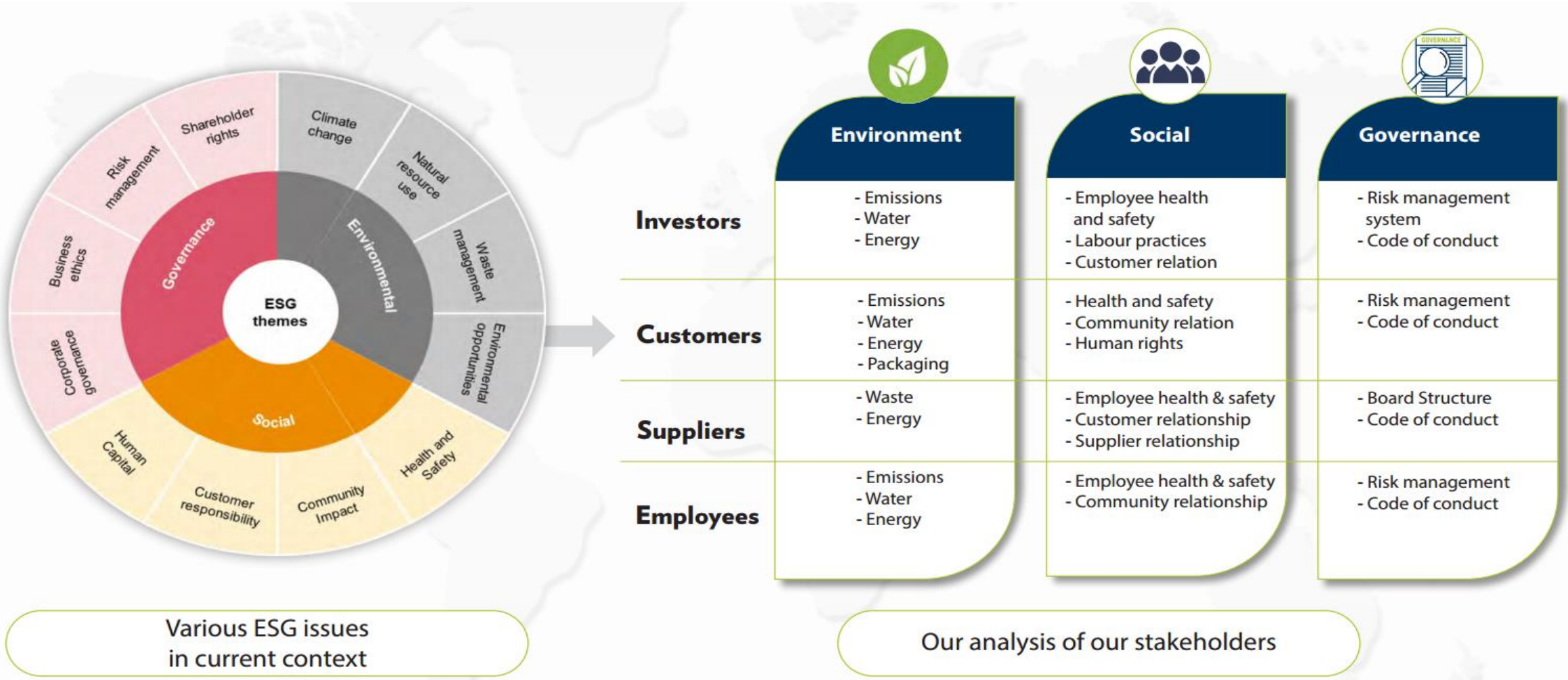
- No health hazard as compared to plastic
- Transparent as against opaque steel & plastic getting stained and translucent over time
- Looks as good as new for extended period of time
- Good design ensures stack-ability & space optimization

High grade steel design for on-the-go products like flasks & hot food cases an opportunity

Our understanding of ESG

ESG for us is about how we create profits.

It is outcome-driven and not just good intentions.



Various ESG issues in current context

Our analysis of our stakeholders

Borosil 2.0: Leading a responsible tomorrow

Borosil Limited is on a transformational journey to address key ESG opportunities and create long term value for our customers.

Our strategic ESG priorities

- Aim to achieve Carbon neutral operations
- Create a positive water balance
- Explore waste management opportunities
- Transition to low carbon energy

- Achieve a zero-accident workplace
- Become an equal opportunity employer
- Integrate suppliers as business partners
- Building resilient communities
- Empowering customers

- Focusing on highest ethical standards
- Creating a risk management framework
- Creating a strong IT infrastructure



Our Actions

- Completed GHG monitoring and inventORIZATION to track emissions
- ESG roadmap development work completed
- Using recyclable corrugated packaging and limit use of thermocol packaging
- Investment in 8.6MWp ground mounted Solar

- Achieved Zero Fatality year on year
- Launching an equal opportunity policy by Q4FY24
- Company-wide Sustainable supply chain policy to be launched
- Multiple community development programs launched on a need basis
- Highly customer focused operations with special grievance redressal department for customers

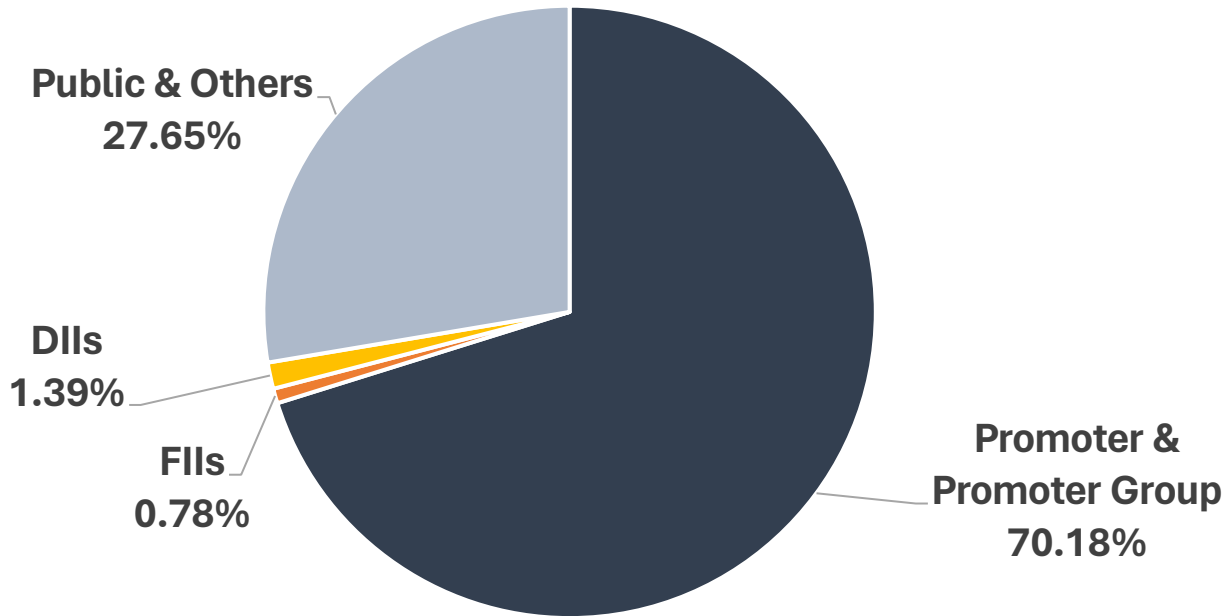
- A group-wide Code of Conduct applicable to all employees and leadership. Plans are in place to launch a mandatory training
- ESG risks are incorporated in the risk management framework
- A group-wide program on the evaluation of IT risks
- A committee for Implementation & monitoring

Borosil Limited aims to disclose quantifiable targets in short to medium term and transparently report performance against the targets.

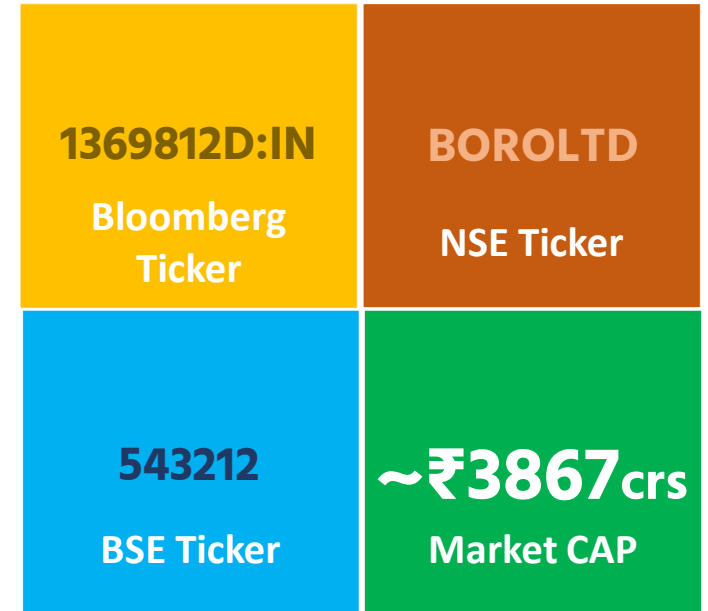
Equity Information

No. of Shares issued of ₹1 each : 11,45,82,095

Shareholding % as on 31st Dec 2023



■ Promoter & Promoter Group ■ FIIs ■ DIIs ■ Public & Others



Market Cap as on 31st Dec 2023

Board Of Directors



Pradeep Kumar Kheruka
Chairman



Shreevar Kheruka
Vice Chairman & M.D & CEO



Rajesh Kumar Chaudhary
Whole Time Director



Anupa Rajeev Sahney
Independent Director



Kewal Kundanlal Handa
Independent Director



Kanwar Bir Singh Anand
Independent Director

BOROSIL[®]

Thank You

Investor Relations

Anand Sultania

(Chief Financial Officer)

anand.sultania@borosil.com

Balesh Talapady

(VP Investor Relations & Business Analysis)

balesh.talapady@borosil.com

Corporate Address

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www.borosil.com

www.myborosil.com