

**Borosil Limited**

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November 08, 2023

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 half year ended September 30, 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 Limited

Investor Presentation Q2FY24



BOROSIL®



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Brand with a 60+ year legacy



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



National leader in laboratory glassware



■ ■ ■ **To be the most customer-centric company in India**



Offer products that perform beautifully



Develop innovative products to meet evolving customer needs

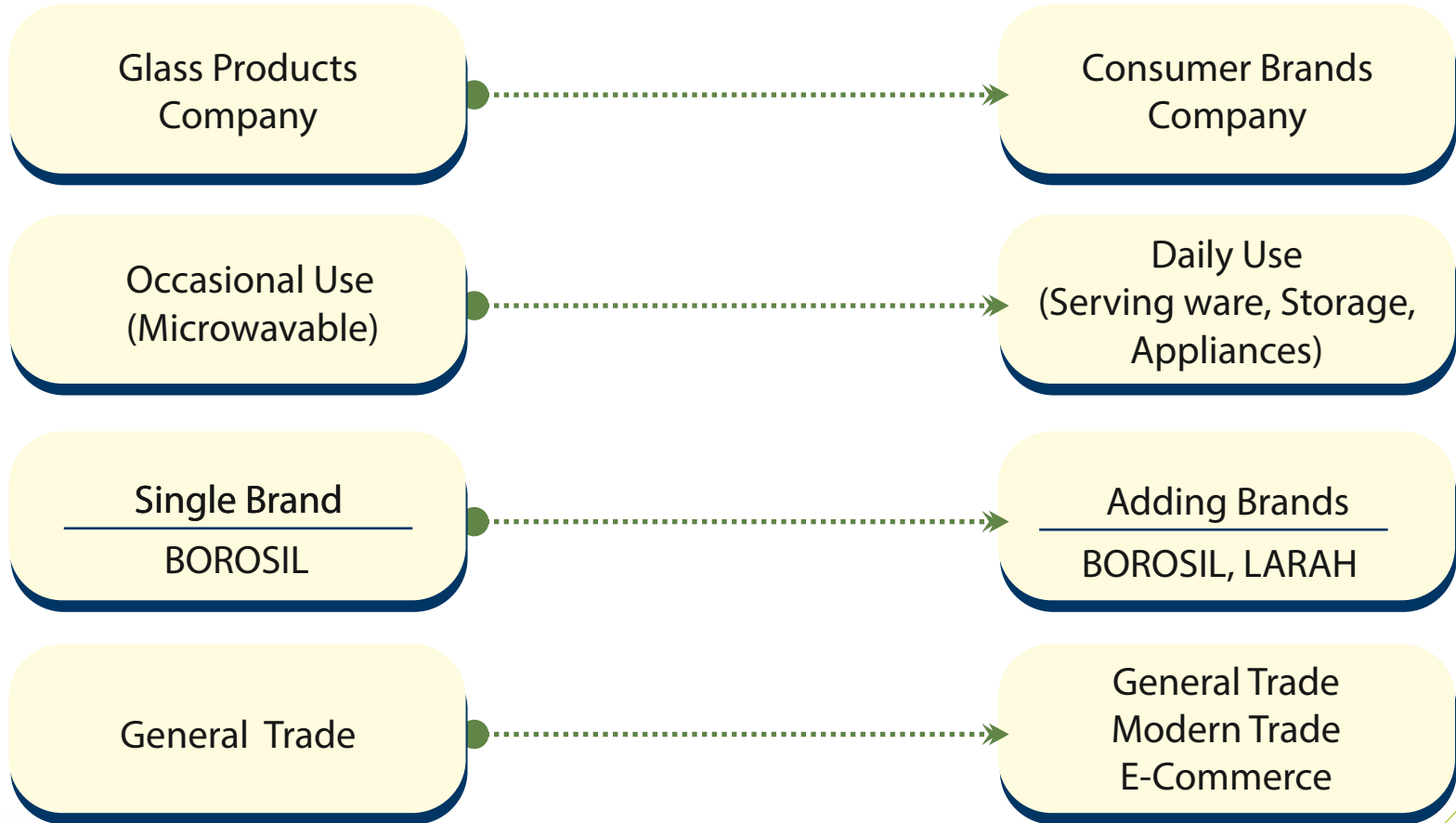


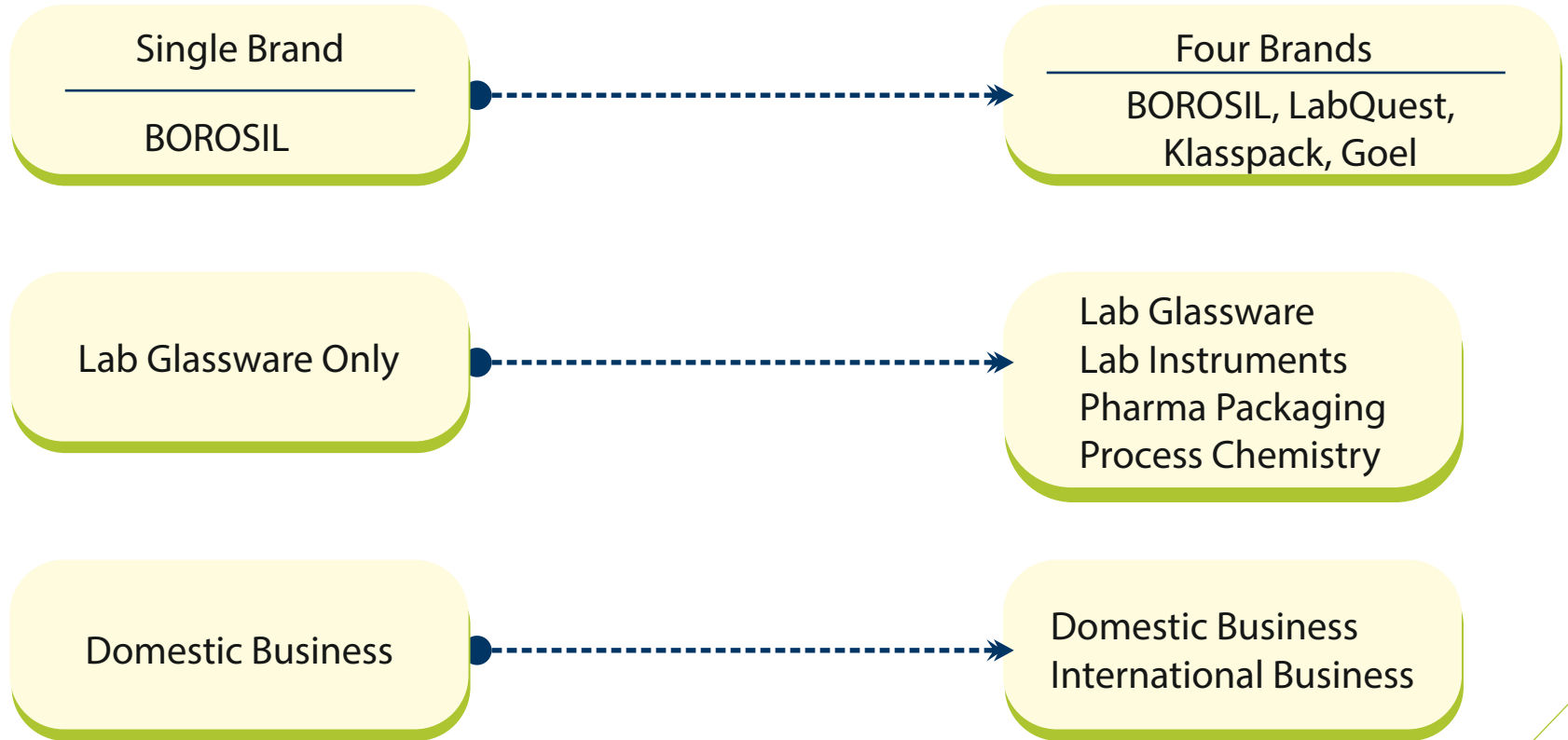
Be a dependable partner that creates value for customers



Nurture long-term relationships with all stakeholders

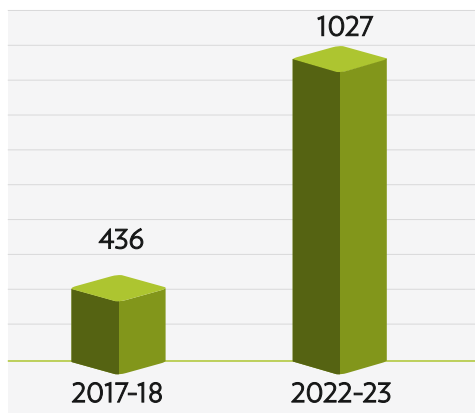




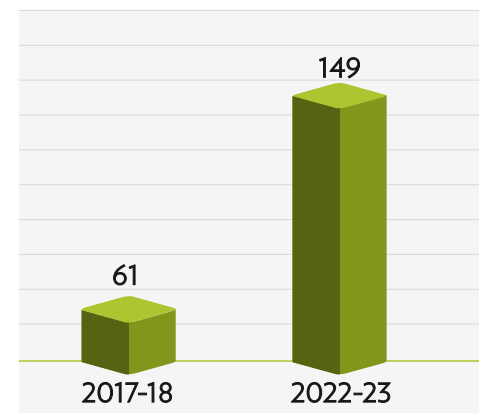


SALES

CAGR : 19%

**Operating
EBITDA**

CAGR : 20%



The figures are in INR Crore

INR Crore

	Q2FY23	Q2 FY24	Growth %
Net Sales	271.4	312.1	15.0%
EBITDA	42.3	50.1	18.5%
EBITDA (Before exceptional and one time items)	42.3	49.9	18.0%
EBITDA (%)	15.6%	16.0%	
EBIT (Before exceptional and one time items)	34.1	33.9	(0.6)%
PBT	33.7	31.3	(7.3)%
PAT	25.3	23.6	(6.7)%
Net Cash (Period end)	56.5	(125.4)	

- The lower EBIT as compared to higher EBITDA is due to higher depreciation on new furnace at Jaipur capitalized during Q4FY23.
- The above profitability includes gains/losses from investments.





	INR Crore		
	H1FY23	H1FY24	Growth %
Net Sales	487.6	562.6	15.4%
EBITDA	76.5	78.3	2.4%
EBITDA (Before exceptional and one time items)	71.4	81.1	13.5%
EBITDA (%)	14.6%	14.4%	
EBIT (Before exceptional and one time items)	55.2	48.9	(11.4)%
PBT	59.8	41.3	(31.0)%
PAT	44.7	29.9	(33.0)%
Net Cash (Period end)	56.5	(125.4)	

-The lower EBIT as compared to higher EBITDA is due to higher depreciation on new furnace at Jaipur capitalized during Q4FY23.
 -The above profitability includes gains/losses from investments.





	INR Crore		
	Q2 FY23	Q2 FY24	Growth %
Net Sales	209.3	235.1	12.3%
EBITDA	30.6	40.6	32.7%
EBITDA (Before exceptional and one time items)	30.6	40.6	32.7%
EBITDA (%)	14.6%	17.3%	
EBIT (Before exceptional and one time items)	25.2	28.4	12.6%
PBT	25.0	26.5	5.9%

-The lower EBIT as compared to higher EBITDA is due to higher depreciation on new furnace at Jaipur capitalized during Q4FY23.





	H1FY23	H1FY24	Growth %
Net Sales	358.0	411.2	14.8%
EBITDA	52.3	67.6	29.3%
EBITDA (Before exceptional and one time items)	49.4	68.3	38.2%
EBITDA (%)	13.8%	16.6%	
EBIT (Before exceptional and one time items)	38.5	43.7	13.5%
PBT	41.2	40.0	(3.0)%

INR Crore

-The lower EBIT as compared to higher EBITDA is due to higher depreciation on new furnace at Jaipur capitalized during Q4FY23.



INR Crore

Category	Q 2 FY23	Q 2 FY24	Growth %	H 1 FY23	H 1 FY24	Growth %
Glassware	46.9	48.8	4.1%	87.6	88.1	0.5%
Non Glassware	85.5	94.3	10.4%	145.0	165.1	13.9%
Opalware	76.9	91.9	19.5%	125.5	158.0	25.9%
Total Consumerware	209.3	235.1	12.3%	358.0	411.2	14.8%





	INR Crore		
	Q2 FY23	Q2FY24	Growth %
Net Sales	62.1	77.0	24.0%
EBITDA	10.5	8.1	(22.6)%
EBITDA (Before exceptional and one time items)	10.5	7.9	(24.3)%
EBITDA (%)	16.9%	10.3%	
EBIT (Before exceptional and one time items)	7.6	4.1	(46.6)%
PBT	7.5	3.4	(55.2)%





	H1 FY23	H1 FY24	Growth %
Net Sales	129.6	151.4	16.8%
EBITDA	22.9	12.1	(47.0)%
EBITDA (Before exceptional and one time items)	20.7	14.3	(31.2)%
EBITDA (%)	16.0%	9.4%	
EBIT (Before exceptional and one time items)	15.4	6.6	(57.0)%
PBT	17.3	2.8	(84.0)%

INR Crore



INR Crore

Category	Q 2 FY23	Q2 FY24	Growth %	H1 FY23	H1 FY24	Growth %
Laboratory Glassware	41.9	44.9	7.2%	83.3	88.2	5.9%
Lab Instrumentation	5.5	6.4	15.0%	10.9	12.5	14.7%
Pharma Packaging	14.7	18.1	22.8%	35.4	35.2	(0.7)%
Process Chemistry	-	7.7	-	-	15.6	-
Total Scientific	62.1	77.0	24.0%	129.6	151.4	16.8%





Both businesses already run as separate profit centers with largely differentiated teams



Both businesses have different capital and operating requirements



Different organic and inorganic growth potential and capital raising requirements



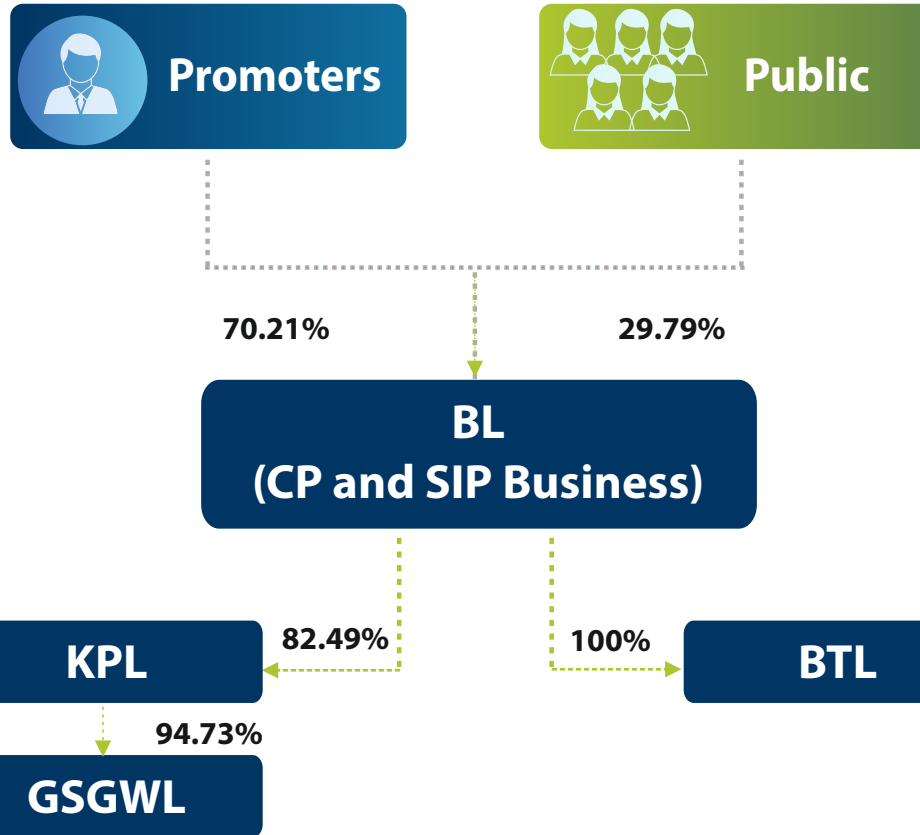
Each business has a different investor profile



Few functions may remain under common services eg. legal, secretarial, and HR

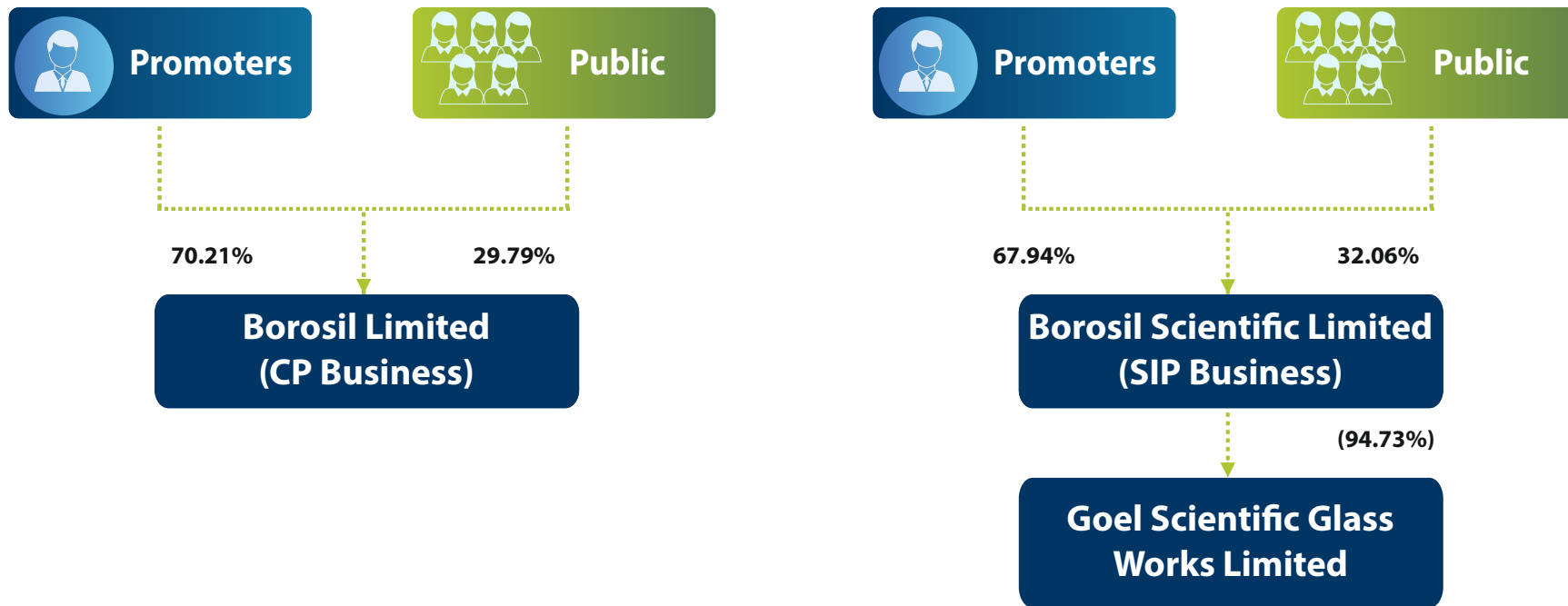
Steps for making effective composite scheme for arrangement

Activity	Expected Timeline
Board approval of the companies involved in the Scheme	Completed
Submission of Scheme along with supporting documents to BSE & NSE	Completed
BSE & NSE shall issue a Observation Letter / NOC after incorporating comments of SEBI	Completed
File company applications along with the Scheme to NCLT	Completed
NCLT to pass order for holding / dispensing with the meetings of equity shareholders / creditors of the companies	Completed
Meetings of shareholders / creditors to be held for seeking their approval to the Scheme	Completed
Companies to send the scheme to be sent to RD, RoC, OL, Income Tax authorities, inviting their objections if any	Completed
Final hearing of petition and approval of NCLT	Completed
File certified copy of NCLT Order with RoC to make the scheme effective	November 2023
Stock Exchanges to issue listing and trading approval for equity shares of Borosil Scientific Limited	January 2024



- Borosil Limited ('BL' or 'Demerged Company') (listed on BSE and NSE).
- Class Pack Limited ('KPL' or Resulting Company / Transferee Company') is a 82.49% subsidiary of BL.
- Borosil Technologies Limited ('BTL' or 'Transferor Company') is a 100% subsidiary of BL.
- Goel is a 94.73% subsidiary of KPL and in turn a step down subsidiary of BL .





- It is proposed to demerge SIP business of BL into KPL and in consideration KPL will issue equity shares to the shareholders of BL and shall get listed on BSE and NSE.
- The present investment of BL i.e. 82.49% in KPL will be cancelled.
- As a part of the scheme BTL will get merged with KPL.
- KPL will be renamed as Borosil Scientific Limited and will carry on all the scientific and industrial products business. (i.e. its present business + SIP division of BL + BTL business)
- Goel Scientific will continue to be subsidiary of BSL.



Expanding from being synonymous with microwavable glass to storage, serving-ware, and domestic appliances

PREPARE**COOK****SERVE****HEAT****STORE**

- **Contemporary**
- **Everyday Use**
- **Performs Beautifully**
- **Ally to the progressive homemaker**



Category	Market Size - Branded (Cr.)	Market Growth %
Glass Microwavables	230	10%
Tumblers	520	10%
Storage	700	15% to 20%
Insulated Bottle Range	1100	10%
Opalware	1250	15% to 20%
Tea / Coffee	400 (Incl ceramicware)	15%
Domestic Appliances	9000	10%



- Estimated market share of microwavables is 60%
- Tumblers universe consists of Borosilicate glass & Soda Lime glass, Borosil primarily markets Borosilicate Glasses.
- Opportunity to convert from plastic to glass in opalware & storage

Note : Market size, growth & share are internal estimates



Made in India

- Enhance/ build manufacturing capacity for Opal Glass and Borosilicate Glass



New product development



To promote Borosil glassware for daily use



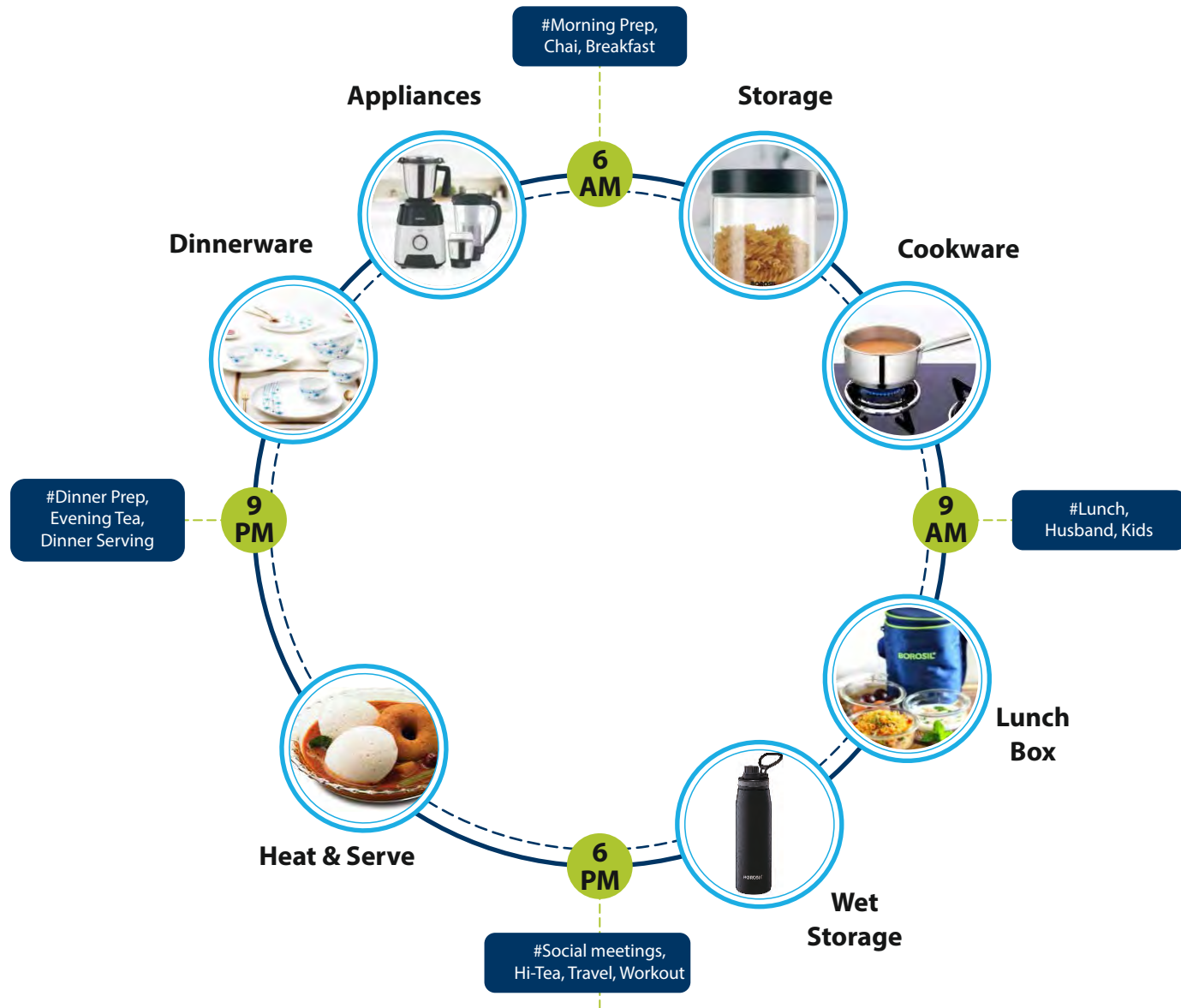
To make glassware affordable for mass consumers



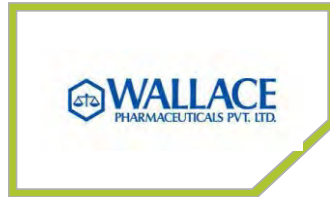


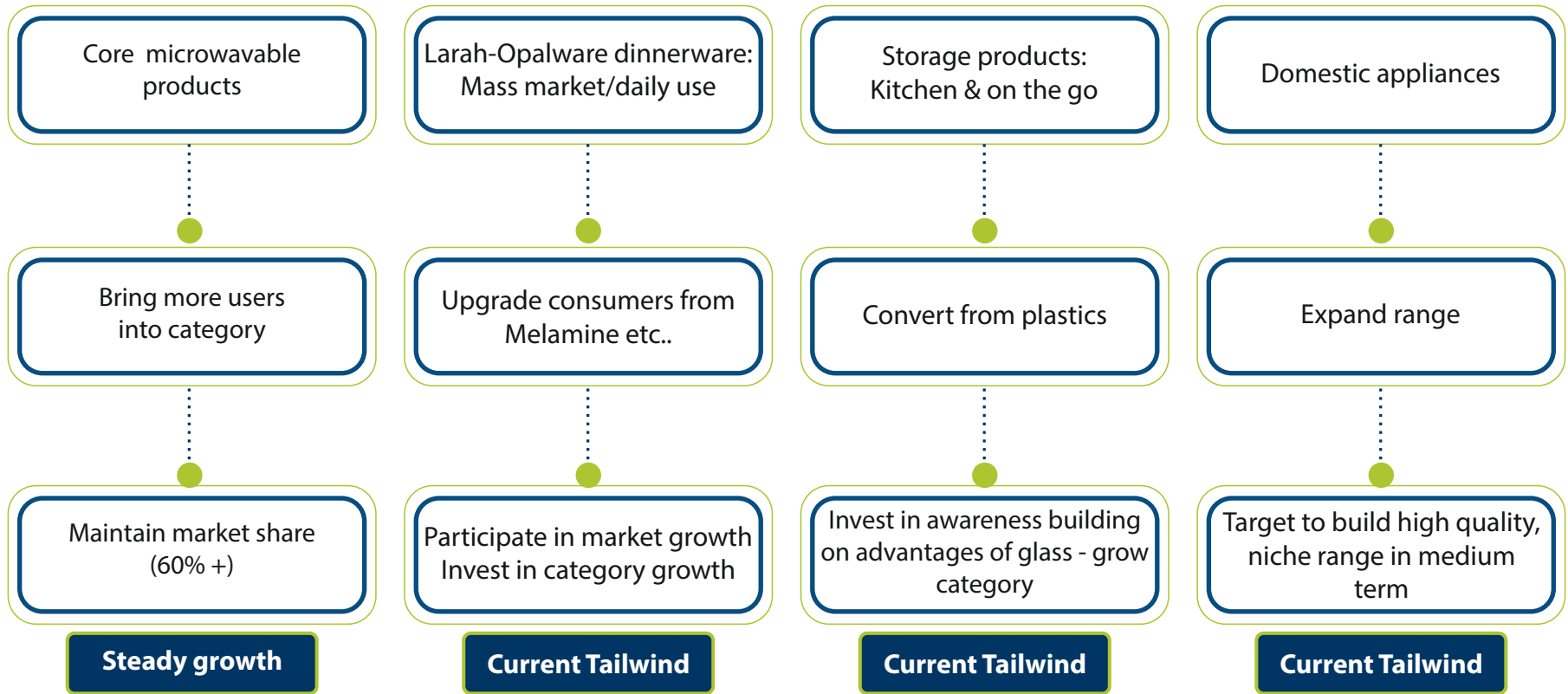
Borosil Consumer Profile:

- Progressive Homemaker
- SEC A1-A2
- Urban Metro, Mini Metros, A & B Cities
- Age Group : 25-45









#2 player in approx. INR 1250 cr category

- Gaining share in growing market

Focus on market expansion

- Healthier, economic and aesthetic alternative to melamine or steel
- Microwavable, light, break-resistant, non-porous, stain proof, bone ash free

Adoption being led by

- Urbanization and nuclearization of families
- Increase in entertaining guests at home

Capacity expansion

- Enhanced furnace capacity to 84 TPD
- Increased pressware and spinning ware capacity
- Implemented by Q3 FY23





Indian kitchen storage dominated by plastic and steel

- Very low penetration of glass storage



Awareness of glass as a superior option on the rise

- No health hazard as in some type of 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





- Large market with growth accelerated post Covid

- 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 portfolio and reduce dependence of China supply chain



**Achieve revenue CAGR of more than 20%**

- Increase penetration of glass storage and Opalware
- Introduce high-quality & innovative To-Go storage products
- Gain share in premium niche domestic appliances
- Accelerate growth in E-commerce

**Become brand of consumer choice**

- Maintain investments in brand building
- Introduce new and improved range of products
- Benchmark online consumer experience with best-in-class

**Improve EBITDA margins**

- Improve logistics cost
- Rationalise packaging costs
- Control fixed overheads

**Optimise capital employed**

- Better estimation of channel inventories
- Increase share of domestic sourcing
- Digital Transformation Initiatives





Laboratory Glassware

- Volumetric flasks
- Burettes
- Pipettes
- Liquid handling systems



Lab Instrumentation

- Magnetic Stirrer
- Block Digester
- Multi-Tube Vortexer



Pharma Packaging

- Glass Vials
- Glass Ampoules



	Lab Glassware India	Lab Glassware Exports	Lab Instrumentation	Pharma Packaging (Vials & Ampoules)
Market size (INR Cr.)	250	4000	570	1175
Estimated market growth	~8-10%	~2-3%	~8-10%	~10-12%
Customers	Pharma R&D & QC, Government Labs, Food and Soil testing, Educational institutes	Pharma R&D, QC	Pharma R&D & QC, Government Labs, Food and Soil testing, Educational institutes	Pharma companies
Brand	Borosil	Borosil	LabQuest by Borosil	Klasspack

Note : Market size, growth & share are internal estimates





Made in India

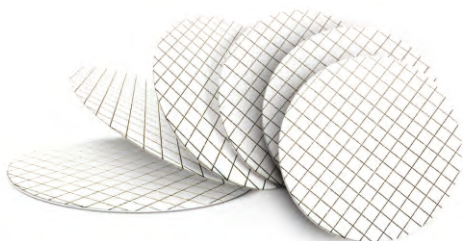
- Build manufacturing capacity for raw material - tubing production



New product development



Substantially enhance capacity for ampoules and vials production





Cipla



Mylan®
Seeing
is believing™



LUPIN



DR. REDDY'S



RANBAXY



ALKEM



Incepta



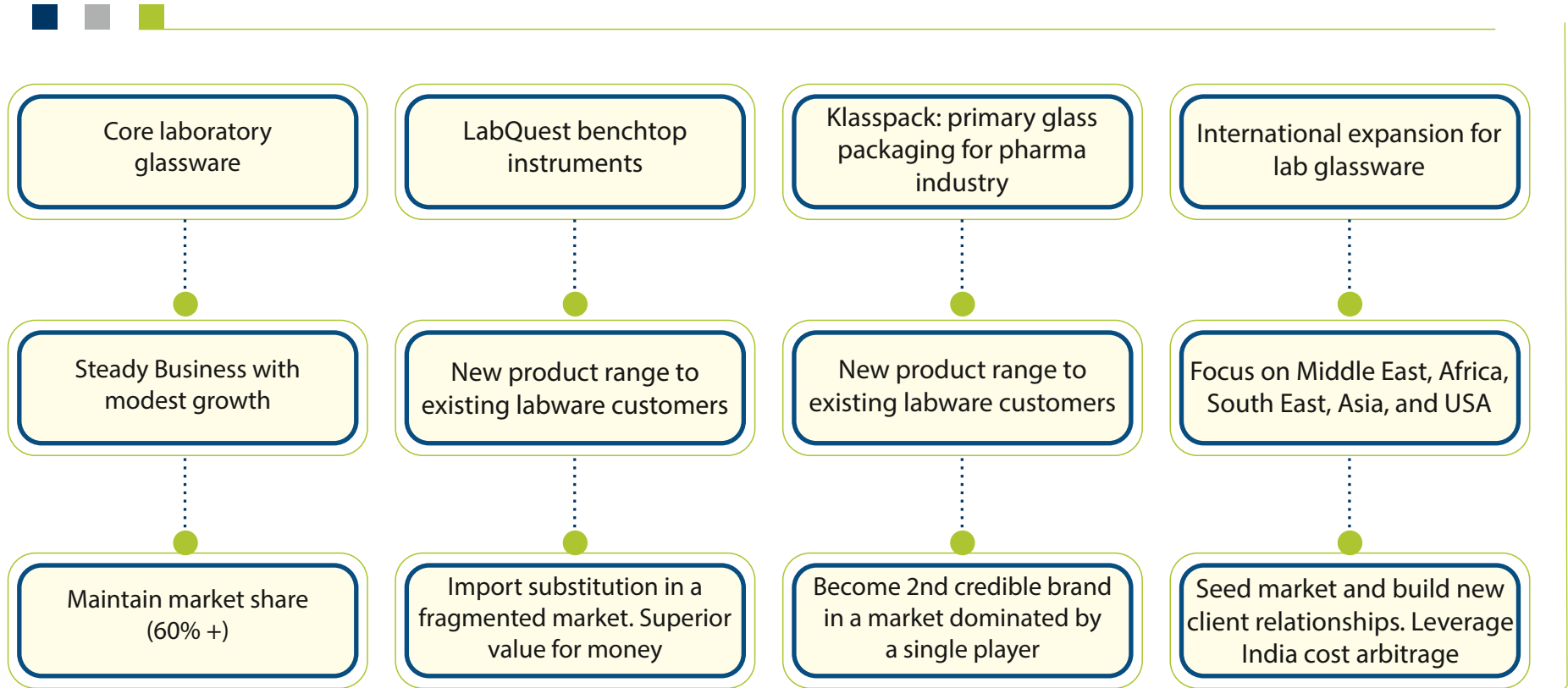
glenmark
A new way for a new world



Zydus



TEVA
TEVA PHARMACEUTICAL INDUSTRIES LTD.



**Achieve revenue CAGR of ~15%**

- Maintain dominant share in pharma lab glassware
- Build export market in Lab Glassware & pharma packaging
- Drive import substitution in Lab Instrumentation - increase product range
- Add new customers & products in vials & ampoules

**Maintain EBITDA margins**

- Manage changing portfolio composition

**Cash Flow Efficiency**

- Manage receivables
- Manage inventories with scale





Meeting wide product range need of customer

- Single supplier convenient for laboratory for multiple critical yet low priced SKUs
- Not easily replicable by competition
- Reliable supplier for right quality at competitive cost
- Expansion into customized lab glassware, bottles & analytical vials



Quick on-time delivery of SKU range

- Investment in inventory, 5 warehouses & pan-India network of 150 dealers
- Well managed inventory more than offsets loss of sale
- Unmatched Service - 96% same-day delivery



Products meet international quality benchmarks

- Introducing new products to service emerging needs of quality and testing laboratories



Strong Customer Relationships

- Low propensity of customer to switch
- Business Partner through knowledge sharing and customization for specialized products



Portfolio of Lab Essentials, Nutrition & Environment, Life Sciences, analytical Chemistry



Leverage existing reach among pharma customers with new products in their existing workflow



Build technological advantage through Borosil Technologies with focus on Nutrition, Environment & Process Sciences



Grow distribution network



Enhance After Sales Service capabilities





Glass ampoules & tubular glass vials for packaging pharmaceutical products



Applications: Packaging of injectable formulations, ophthalmic, dental products, sample carrier for analytical instruments



Provides Borosil's pharmaceuticals customers credible second alternative for their packaging needs



Long Lead times to pass stringent quality benchmarks, a significant barrier to more entrants



New Product Opportunities in Pre-filled syringes, cartridges & siliconized vials



Export Opportunity across Asia & Europe





- Process systems refers to systems and components that can aid a chemical process at laboratory, pilot or plant scale.
- Glass and glass lined components are preferred for process systems due to their inertness.

Process Systems Application

Dissolution of Solids

Chemical Reactions

Distillation

Product Mixing

Extraction

Crystallisation



Batch Reactors



Kilo Labs & Pilot Plants



Industrial Systems



Goel Scientific Glass Works Ltd (GSGWL), one of India's leading scientific glass fabricators and exporter.

- GSGWL are experts in design, fabrication and installation of Industrial Process Systems for Production Plant and Pilot Plants
- Dedicated team of glass blowers with hands on experience of 30 years
- One of the oldest Scientific Glassware Company with 43 years of experience
- One of the leading exporter of process system components worldwide
- Maintaining Quality standards in each product as per Globally Accepted Standard
- GSGWL also manufactures laboratory glassware as well for domestic and exports

Chemical Industry



Research & Development



Pigment and Dies



Pharmaceutical



Perfumery Industry



Fertiliser Industry



Precious Metal

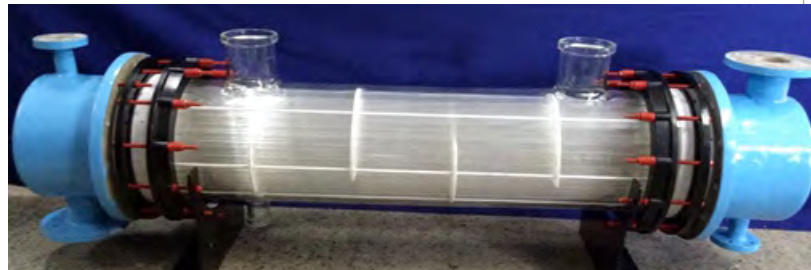


Essential Oils





Industrial Glass Column Sections

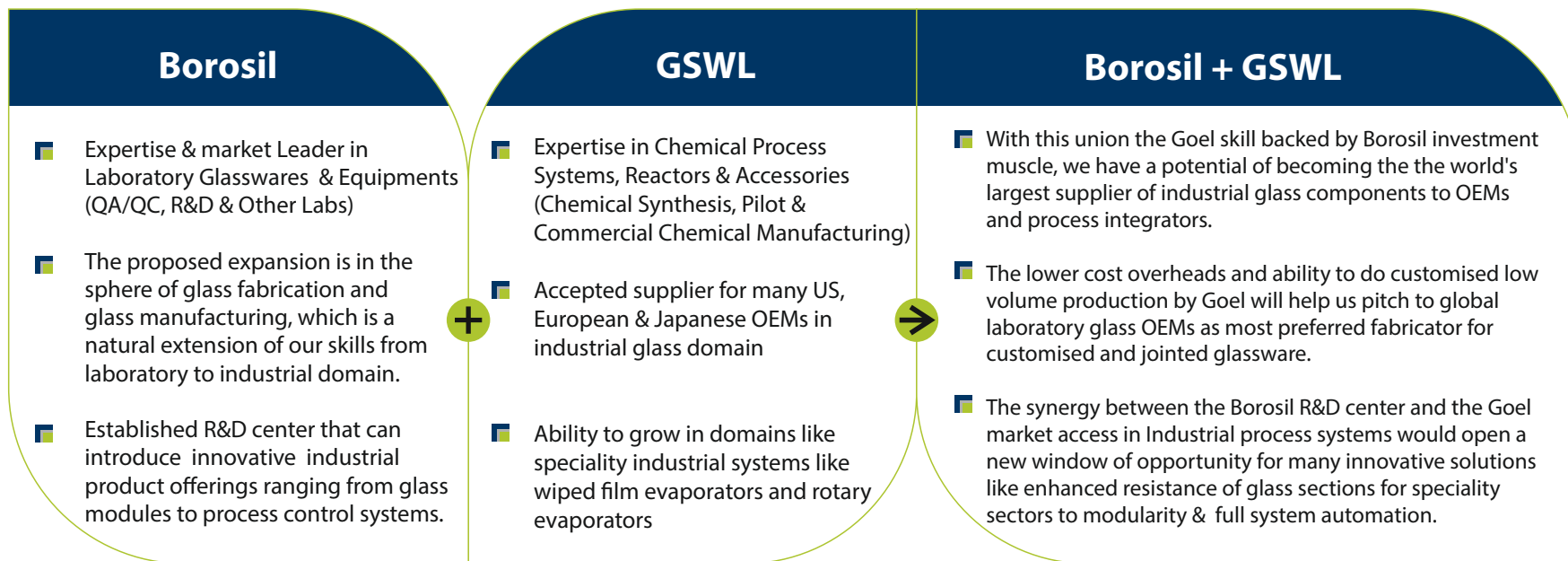


Shell & Tube Heat Exchangers



Industrial Glass Pipe Sections





Revenue Potential

Leveraging GSWL lower overheads & glass blowing expertise to

- Target International OEMs Lab glassware supplies
- Tube made bottles of large sizes & odd capacities e.g 15 L , 25 L , Customized sizes & capacities for domestic Lab Glassware customers.
- Glass components supplies for Lab Equipments made by BTL, Pune

New products

- Industrial process systems/reactors
- New SKUs as per Pharmacopoeia monographs
- Enhancement of Blown product range for SIP & CP

New Technology / New Process

- Processing of large size vessels, heat exchangers, Double /Triple Jacket forming of large sized vessels
- New processes for coating

Human Resource

- High skill blowers / Stable team of blowers at GSWL




Sourcing

Combined Glass tube sourcing would help cost optimization

■ ■ ■ **ESG for us is about how we create profits. It is outcome driven and not just good intentions.**






Various ESG issues in current context

	 Environment	 Social	 Governance
Investors	<ul style="list-style-type: none"> - Emissions - Water - Energy 	<ul style="list-style-type: none"> - Employee health and safety - Labour practices - Customer relation 	<ul style="list-style-type: none"> - Risk management system - Code of conduct
Customers	<ul style="list-style-type: none"> - Emissions - Water - Energy - Packaging 	<ul style="list-style-type: none"> - Health and safety - Community relation - Human rights 	<ul style="list-style-type: none"> - Risk management - Code of conduct
Suppliers	<ul style="list-style-type: none"> - Waste - Energy 	<ul style="list-style-type: none"> - Employee health & safety - Customer relationship - Supplier relationship 	<ul style="list-style-type: none"> - Board Structure - Code of conduct
Employees	<ul style="list-style-type: none"> - Emissions - Water - Energy 	<ul style="list-style-type: none"> - Employee health & safety - Community relationship 	<ul style="list-style-type: none"> - Risk management - Code of conduct

Our analysis of our stakeholders

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

Our strategic ESG priorities		Our actions
<ul style="list-style-type: none"> - Aim to achieve Carbon neutral operations - Create a positive water balance - Explore waste management opportunities - Transition to low carbon energy 	 <p>Green planet</p>	<ul style="list-style-type: none"> - 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 plant which is under construction
<ul style="list-style-type: none"> - Achieve a zero-accident workplace - Become an equal opportunity employer - Integrate suppliers as business partners - Building resilient communities - Empowering customers 	 <p>Social equity</p>	<ul style="list-style-type: none"> - Achieved Zero Fatality year on year - Launching an equal opportunity policy by Q2FY24 - 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
<ul style="list-style-type: none"> - Focusing on highest ethical standards - Creating a risk management framework - Creating a strong IT infrastructure 	 <p>Robust governance</p>	<ul style="list-style-type: none"> - 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

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



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

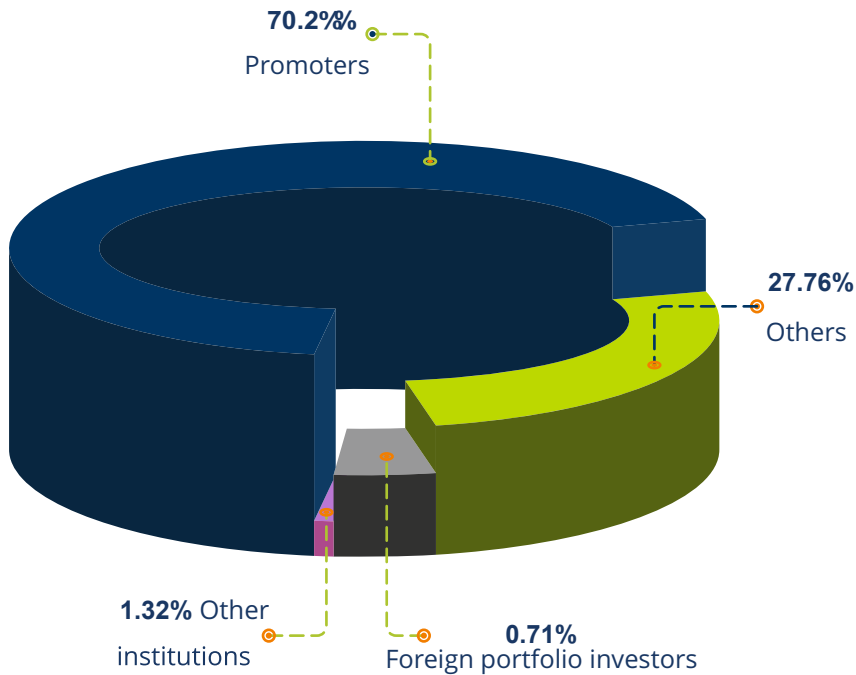


Kanwar Bir Singh Anand
Independent Director



No. of Shares issued of Re. 1 each: ##,&,%&,+*

Share holding pattern



Bloomberg Ticker :	1369812D:IN
NSE Ticker :	BOROLTD
BSE Ticker :	543212
Market Capitalization as on - 30 Sep 2023:	INR 4520 Cr





Company's Address

Borosil Limited
1101, Crescenzo, G - Block,
Opposite MCA Club,
Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051,
India.



Company's Website

www.borosil.com
www.myborosil.com



Investor Relations

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anand.sultania@borosil.com

Thank You

