

#### Borosil Scientific Limited (Formerly known as Klass Pack Limited)

(Formerly known as Klass Pack Limited CIN: L74999MH1991PLC061851

Registered & Corporate Office

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W www.borosilscientific.com

November 12, 2025

**BSE Limited** 

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001

Scrip Code: **544184** 

Dear Sir(s),

The National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051

Trading Symbol: **BOROSCI** 

Sub: Investor presentation on the Unaudited Financial Results (Standalone & Consolidated) for the quarter and half year ended September 30, 2025

Pursuant to the provisions of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the presentation on the Unaudited Financial Results (Standalone & Consolidated) for the quarter and half year ended September 30, 2025.

The said presentation is also hosted on the Company's website at <u>Investor Presentation</u> - <u>Borosil Scientific</u>.

Please take the above on record.

Thanking You,

Yours faithfully,

For Borosil Scientific Limited

Sanjay Gupta Company Secretary & Compliance Officer ICSI Membership No.: A24641

Encl: as above



### Safe Harbour



This investor presentation has been prepared by Borosil Scientific Limited ("Company") on a strictly confidential basis. Certain statements in this presentation may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward looking statements reflect our intentions, plans, expectations, assumptions, and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside our control. These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. Important developments that could affect the company's operations include changes in the industry structure, significant changes in the political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness, or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. The company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these Forward-looking statements to reflect subsequent events or circumstances, this presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the Company. This should not be construed as an offer to sell or the solicitation of an offer to buy any securities or fresh issuance of any securities of the company.

## The BOROSIL Group



The Borosil Group is a prominent Indian conglomerate that has made significant contributions to the glassware and laboratory products industry. Founded in 1962, the group has become one of the leading players in Scientific & Industrial glassware, Consumer & Kitchenware products and Solar Glass products. Borosil's commitment to quality and innovation has earned it a strong reputation both in India and internationally.

#### Borosil Renewables Ltd



INDIA's first and largest solar glass manufacturer with a combined capacity of 1000 TPD (~6.5GW)

₹9801\*cr Market Cap

#### **Borosil Ltd**



One of the Market leaders in Consumer ware and Kitchenware products

₹4051\*cr Market Cap

#### **Borosil Scientific Ltd**



One of the Market leaders in laboratory glassware and Scientific instruments and Process sciences

₹1142\*cr Market Cap

Note: \*As on 11<sup>th</sup> Nov 2025- NSE

## Legacy and Leadership



#### Borosil Scientific is considered as the GOLD standard in laboratory Glassware



For over six decades, Borosil has stood at the heart of India's scientific progress. What began in 1962 as a pioneer introducing borosilicate glassware to India has evolved into the country's most trusted name in laboratory solutions.



Gold Standard In Quality:
Products Meet ISO, ASTM, and
ISI Certifications.
Trusted Worldwide: NABL
accredited Calibration Lab; ISO
9001:2015, 14001, 45001, and
15378 Certifications

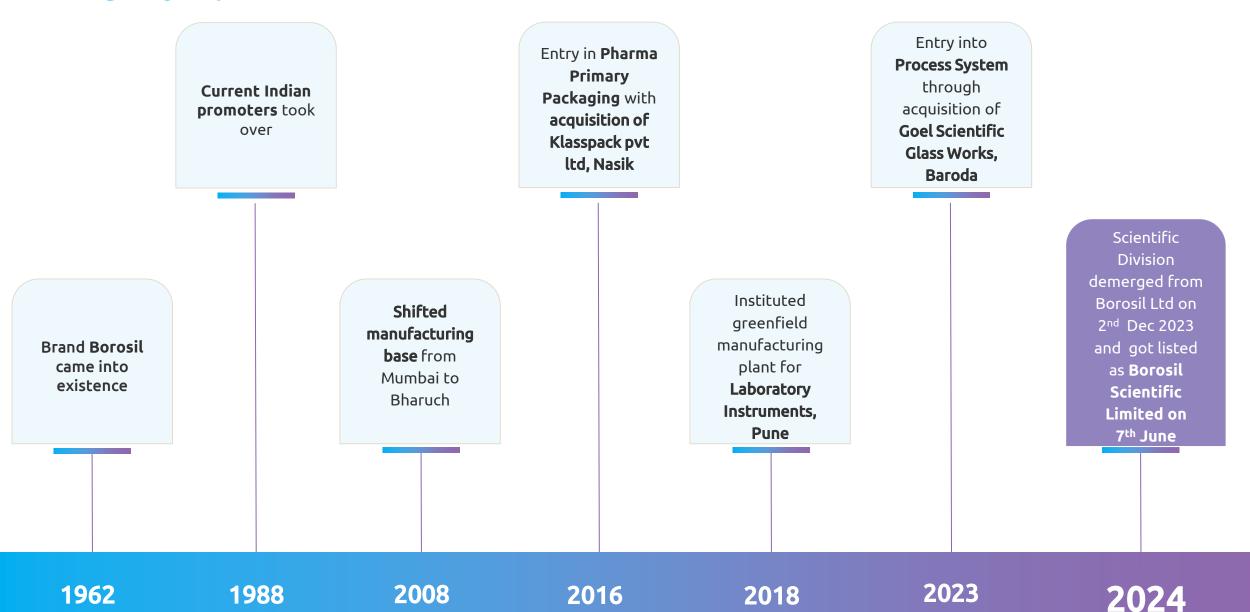


3 Out Of 4 Lab Glassware Products In India Bear The Borosil Name.

4,000+ SKUs Serving
Pharmaceuticals, Research,
Academia, and Industries
Across India



## A Legacy of more than 6 decades...



5



#### Vision

To be the most customer-centric company





#### Purpose

Being an Indian manufacturer, our purpose is to develop safe and high-quality products that are accessible to all scientific industries in India and across the globe.





#### **Values**













## About BOROSIL Scientific Limited



 $4000^+$  SKUs spanning over 4 verticals

4 Manufacturing locations in India

4 Warehouses PAN India

150<sup>+</sup> Channel partners PAN India

90<sup>+</sup> Exporting countries globally

The Largest
Manufacturer of
Laboratory
Glassware
in India

Proud indigenous manufacturer of Laboratory Equipment of global quality standards

One of the leading
Manufacturer of
Glass Vials &
Ampoules in India

Manufacturing
Process Systems
for Chemical &
Allied Research

## Scientific Segment





**BOROSIL®** 

Since the last 62 years, we have offered a comprehensive range of laboratory glassware and accessories which include Calibrated Products, Laboratory bottles, wide range of laboratory glassware including Quartz ware. Our exclusive Analytical Vial range has sparked its strong presence at key customers, with our facility acing customer audits. Entering the filter paper product category opens doors for innovation and growth, leveraging expertise for market differentiation and business expansion.





The company offers a wide range of laboratory equipment under its brand — "LabQuest". It is equipped with industrial, mechanical & software design with electronic capabilities. Our facility features modern assembly lines, prototyping facilities, a service centre, and an application lab. Our product portfolio includes a comprehensive range, comprising Nitrogen Estimation Systems, Water Baths, Dry Baths, Stirrers, Vortex Mixers, Bottle top Dispenser and Glass care equipment







Process Science, focuses on automating process chemistry, leading advancements in laboratory capabilities by providing tailored solutions for various lab process reactors, from bench to advanced levels. Additionally, our acquisition of Goel Scientific brings expertise in Chemical Process Systems and specialty industrial equipment, expanding opportunities for growth and innovation.

## Glassware Segment







We specialize in the production of Glass Ampoules and Tubular Glass Vials, serving as primary packaging materials for pharmaceutical companies producing life-saving injectables.

Our extensive range includes diverse Glass Ampoules and Tubular Glass Vials of USP Type 1 glass, spanning capacities from 1 ml to 50 ml and 1 ml to 100 ml, respectively. Additionally, we offer customization options, tailoring ampoules and vials to meet customer-specific preferences.

Domestic Glassware Borosil Scientific Limited takes pride in manufacturing an extensive range of serve ware, drinkware, and glass storage solutions, all meticulously crafted from high-quality borosilicate glass, the same material trusted in pharmaceutical and research labs, now brought to your home with our quality glass products.



## Made in India Edge

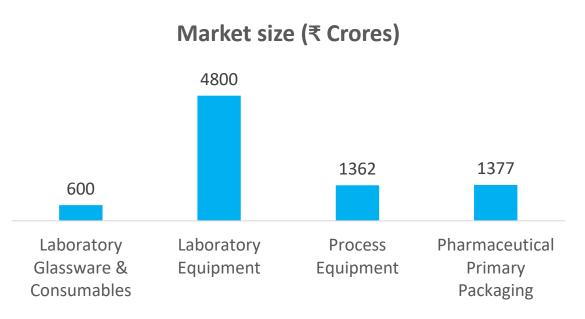
- Borosil Scientific embodies India's scientific self-reliance.
- Every major facility, from Bharuch and Nashik to Pune and Vadodara, integrates R&D, design, and manufacturing
- Our in-house calibration labs, automation systems, and IoTenabled production monitoring reflect our capability to create world-class, indigenously developed products.
- The patented LabQuest dispenser and QR-coded volumetric glassware are proof that innovation doesn't need to be imported—it can be designed and built right here in India, for the world.







# Brand Innovation Reach Trust



- Brand Trust: Market leader in lab glassware with decades-long credibility.
- Integrated Portfolio: Presence across Scientific, Equipment, Process, and Packaging segments.
- Innovation Edge: In-house R&D, NABL-accredited labs, and automation-led manufacturing.
- Distribution Reach: Pan-India network with 24-hour delivery capability.
- Customer Loyalty: Deep institutional relationships with pharma, research, and academia.
- 'Make in India' Infrastructure: Scalable capacity, energy-efficient plants, and domestic sourcing.
- Global shift toward localized manufacturing and the 'China Plus One' strategy, and Borosil stands ready to capture significant share.
- With proven manufacturing scale, deep customer relationships, and expanding export reach to 90+ countries, the company is ideally positioned to participate in this next phase of growth.





## Strong Brand Equity In Lab Glassware Led To Diversification

Our strong foundation in laboratory glassware naturally positioned us to serve a larger share of the scientific ecosystem. Guided by this strategy, we diversified into three adjacent high-potential verticals



Laboratory
Glassware &
Consumables



Laboratory Equipment



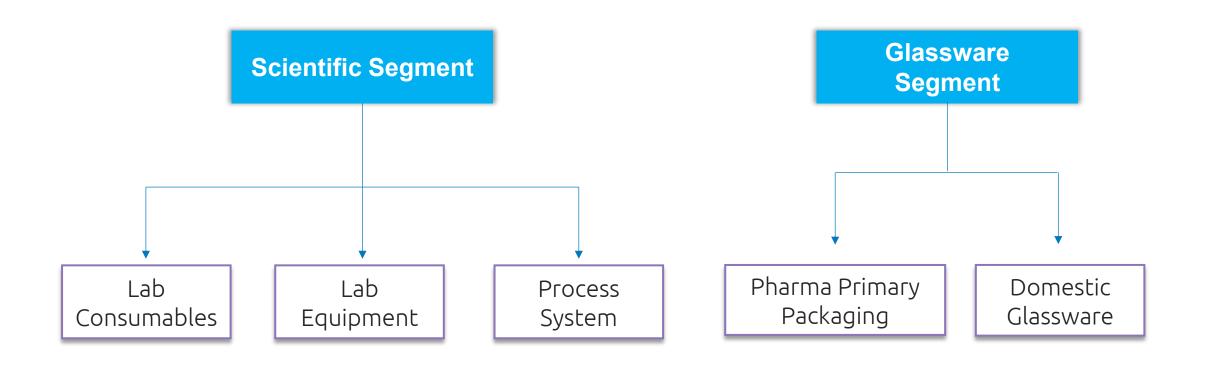
**DIVERSIFIED INTO** 

**Process Equipment** 



Pharmaceutical Primary Packaging

## Our Business Segments











## Financial Overview Q2FY26

	Standalone				Consolidated			
Particulars (₹ Crs)	Q2FY26	Q1FY26	Q2FY25	YoY%	Q2FY26	Q1FY26	Q2FY25	YoY%
Net Sales	99.5	89.0	87.4	13.8%	106.9	96.0	103.0	3.8%
EBITDA	14.6	11.9	15.2	-4.1%	10.2	7.8	17.4	-41.5%
EBITDA (%)	14.7%	13.4%	17.4%		9.5%	8.1%	16.9%	
EBIT	10.2	7.5	11.0	-7.0%	5.4	2.9	12.8	-58.0%
PBT	10.1	0.7	10.8	-6.3%	5.1	-4.1	12.4	-58.6%
PAT	7.5	0.5	7.7	-2.2%	2.8	-4.2	8.8	-67.7%
Net Debt (period end)	(113.8)	(124.7)	(5.7)		(107.6)	(116.8)	3.5	



#### Financial Overview H1FY26

	Standalone			Consolidated			
Particulars (₹ Crs)	H1FY26	H1FY25	YoY%	H1FY26	H1FY25	YoY%	
Net Sales	188.5	181.1	4.1%	202.9	207.5	-2.3%	
EBITDA	26.5	28.3	-6.3%	18.0	29.4	-38.8%	
EBITDA (%)	14.1%	15.6%		8.9%	14.2%		
EBIT	17.7	19.9	-11.1%	8.3	20.2	-59.0%	
PBT	10.8	19.5	-44.6%	1.1	19.4	-94.6%	
PAT	8.0	14.2	-43.7%	-1.4	13.8	-109.9%	
Net Debt (period end)	(113.8)	(5.7)		(107.6)	3.5		

#### Note:

- 1) Standalone EBITDA in Q2 FY26 & H1FY26 declined primarily due to one-time expenses related to the discontinued operations at the Ambad manufacturing plant (other than VRS), which includes discarding of fixed assets and Consolidated EBITDA in Q2FY26 & H1FY26 declined further due to lower sales in Goel Scientific Glass Works Limited.
- 2) The Company had introduced a Voluntary Retirement Scheme (VRS) for the eligible workers at its Ambad, Nashik plant. In H1FY26, the Company entered into a Memorandum of Settlement with the Bhartiya Kamgar Sena (BKS), the registered trade union representing these workers. The settlement, including related professional fees, resulted in an expense of ₹6.61 crores, which is an exceptional item.



### Category wise Sales Q2/H1FY26 (Consolidated)

	Consolidated							
Particulars (₹ Crs)	Q2FY26	Q1FY26	Q2FY25	YoY%	H1FY26	H1FY25	YoY%	
Scientific Segment								
Lab Consumables	53.1	45.9	46.0	15.3%	99.0	96.7	2.4%	
Lab Equipments	11.3	9.4	9.0	25.5%	20.6	17.3	19.2%	
Process System	7.5	7.9	16.2	-53.4%	15.4	27.7	-44.3%	
SubTotal	71.9	63.1	71.2	1.0%	135.1	141.7	-4.7%	
<b>Glassware Segment</b>								
Pharma Packaging	17.3	17.5	17.3	-0.5%	34.8	34.5	0.8%	
Domestic Glassware	15.7	14.7	13.2	18.2%	30.4	29.3	3.7%	
SubTotal	32.9	32.2	30.6	7.6%	65.2	63.8	2.1%	
<u>Others</u>	2.0	0.6	1.2	76.5%	2.7	2.1	28.5%	
Overall Total	106.9	96.0	103.0	3.8%	202.9	207.5	-2.3%	

#### Note:

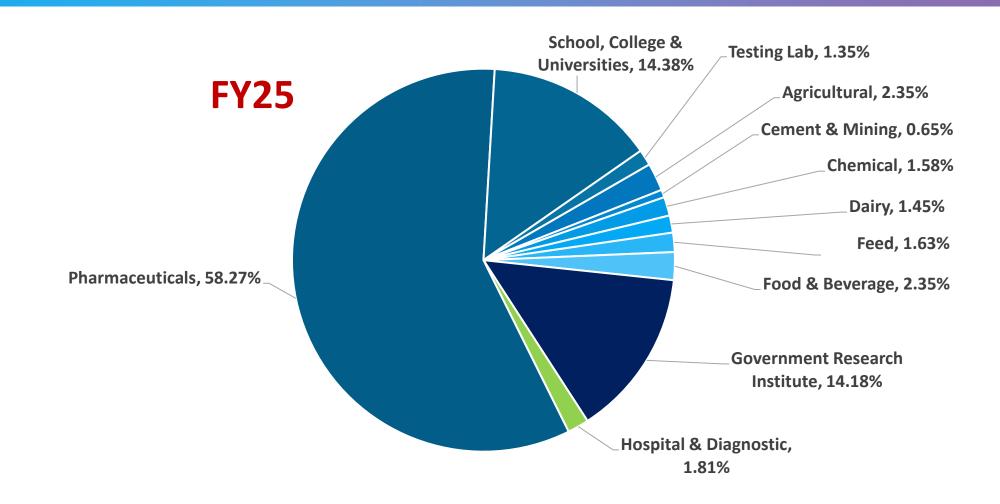
- 1) Process System had a revenue degrowth due to a significantly lower opening order book as of 1 July 2025 that would be available for execution during Q2 FY26. Some of the key customers' order got delayed and their execution is deferred to Q3 FY26 due to various reasons and hence the sale in Q2 FY26 got impacted. Encouragingly, fresh order bookings in H1 FY26 were substantially higher than last year, a considerably large part of these order is due for execution Q3FY26, order booking for H2FY26 looks promising which will positively impact our H2FY26 sales.
- 2) In Pharma Packaging, the temporary decline in performance during H1FY26 was primarily due to gaps in operational efficiencies at the plant. We have since addressed this by appointing seasoned industry professionals to lead operations, which has already started improving output. In parallel, order bookings across key product categories have strengthened significantly. This positive momentum is already visible in Q2FY26 performance, which is markedly better than Q1FY26.

16



## Customers in Scientific Segment

### Emphasis on Widening Our Footprint Across Key Customer Segments





#### Capitalizing on the 'Make in India' Initiative

Borosil Scientific is a strong proponent of the 'Make in India' initiative, which champions domestic manufacturing and innovation.

## Leveraging the Brand 'BOROSIL'

Borosil is a trusted name across scientific laboratories for glassware since 6 decades,

#### New Product Development

We have a dedicated research & development team who constantly work towards creating innovative products

#### Focus on Exports

Strategic partnerships in various geographies presents compelling and sustained growth opportunities in exports market



EBITDA

#### Medium Term Goals

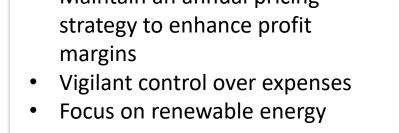
#### **Achieve Revenue CAGR of 12-14%**

- Sustain our leading market presence in pharmaceutical laboratory glassware
- Enhance export opportunities across all product categories
- Strategically expand LabQuest and Process Sciences to broaden our product range for existing clients.
- Acquire new customers and diversify product offerings

# REVENUE

#### **Improve EBITDA margins**

- **Emphasis on Process Sciences** and lab equipment due to its high-profit margins
- Focus on improving our margins further in labware and consumables
- Maintain an annual pricing margins





## **BOROSIL** Scientific

## Market Opportunity In India

#### Scientific Segment

## Laboratory Glassware & Consumables

Serviceable Addressable Market: ~₹600 Cr

Estimated Market Growth: 6% to 8%



Source: F&S 2019 report, Industry & Internal Estimates

#### Laboratory Equipment

Total Addressable Market size : ₹4800 Cr

Serviceable Addressable Market: ₹755 Cr

Estimated Market Growth: 6% to 8%



#### **Process Equipment**

Total Addressable Market size: ₹1362 Cr

Serviceable Addressable Market: ₹1242 Cr

Estimated Market Growth: 12% to 14%



#### Glassware Segment

## Pharmaceutical Primary Packaging

Serviceable Addressable Market: ₹1377 Cr

Estimated Market Growth: 9%to10%



## **New Product Development**





Fat with randall



Fiber with fiber bags



Moisture analyser



Handheld Photometer



Vial Inserts



Micro Vials



UV Visible Spectrophotometer



e-dispenser



e-Titrate



Over head Stirrer



Hot plate stirrer



Quartz Distillation Unit

## **Emphasis on Environmental Testing Products**



## Chemical Analysis Inorganic | Metal | Heavy Metals



#### **Electrochemistry**







# ISI Glassware

Certification Achieved within 6 Months









# NO. 1 IN KJELDAHL

Approx 750+ installations in a 5 Years



## Patented Bottle Top Dispenser





# DIY CALIBRATION



A PATENTED PRODUCT

8000+ in last 3 years



# Worldwide Product Presence

# 90+ Countries

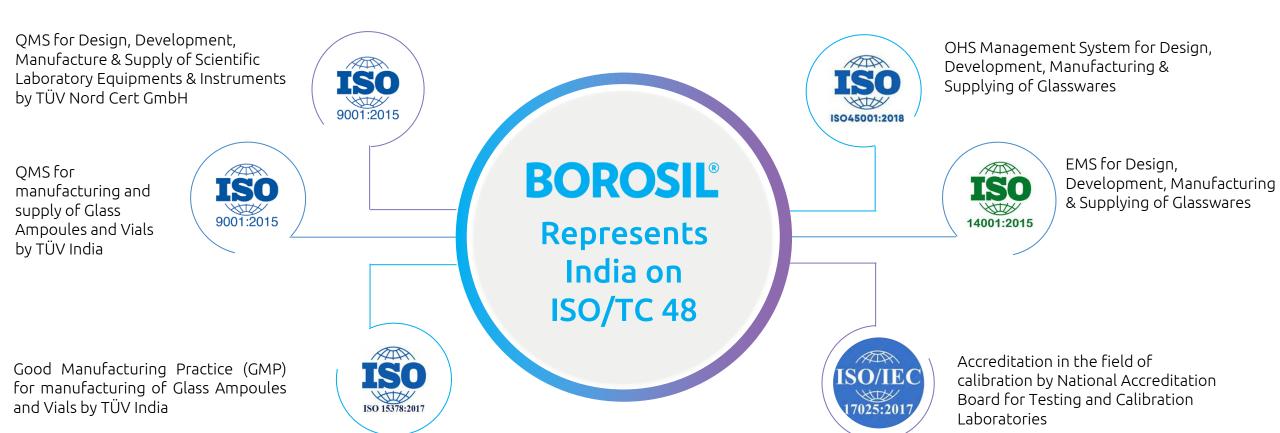


Laboratory Glassware

★ Pharma Primary Packing Vials & Ampoules

#### Certifications







#### **Product Certifications**

























**\$\$** Biocon



Believe in







Aarti Drugs Ltd.



















## Catering to Diverse Market Segments

Research Institutes













Agriculture Food & Feed











Chemical











#### **Testimonials**



"Our Company is satisfied with the working of the product, and we are delighted by the ease of using the same."



- Bhutan Centennial Distillery

"We use Borosil's Kjeldahl unit and fat analyzer. These instruments are really good. We came across a little problem, but after contacting Borosil's service center, the service was really smooth and now it's functioning fine.



- Elmentoz Research

"We highly appreciate the quality of products and service offered.

Our lab is satisfied with the working of the product, and we are
delighted by the ease of using the same. BOROSIL's responsiveness to
the customer queries is commendable and is a best example of a
business driven by customer driven approach."



-Heritage Nutrivet Limited

"Our lab has been a long-time user of Borosil glassware, and their new LabQuest Instruments are just as impressive. The Bottle Top Dispenser and Water Distillation Unit are high-quality, user-friendly, and have made a real difference in our workflow. The patented BTD is especially valuable for our lab's efficiency. We confidently recommend Borosil for any modern laboratory."



-Govt of Gujarat Agri Department



## Borosil Scientific Limited actively strives to integrate sustainable practices into its core operations demonstrating its commitment for a greener future

#### Our strategic ESG priorities

- Enhancing energy efficiency
- Reducing the water consumption and increasing utilization of recycled water
- Focus on effective waste management

 Foster a supportive & inclusive environment that values the well being and growth of employees

 Conducting operations with ethical standards, transparency and good governance





#### Social



#### Way Forward

- 450 kW Solar roof Top Project commissioned in Feb 2025.
- Installation of 3 rain-water harvesting system and reuse of the rain-water and the treated waste-water for gardening
- Commissioned 10 KLD STP for recycling waste water in Oct'2024.
- Gainful disposal of waste
- Maintaining gender diversity
- Safety Policy and job specific SOP has been developed
- Annual health assessment for all employees is carried out
- Achieved zero fatality year on year
- Regularly reviewing and updating governance structures and guideline
- Involving stakeholders in decision making processes
- Transparency and Accountability



#### Awards & Accolades



Great Place to Work Certified from the Great Place to Work Trust Index Employee Survey



Gold Award- 49th CII National Kai-zen Competition under Innovative Category



Silver Award- 15th CII National Poka Yoke Competition under Prevention & Control Type



Excellence award in Quality Circle Forum of India - NCQC -2023. 37th National Convention on Quality Concepts, Nagpur under Allied Quality Concept



Gold Award in Innovative category by CII in 47th Kaizen Competition



Gold Award in Kaizen category by QCFI in Annual Convention On Quality Concepts



Special Award for Indigenization of advanced processes and machinery by IRIM in India Green Manufacturing Challenge Award





BOROSIL' Scientific Scientific Annual Dealers Conference 2025, Goa

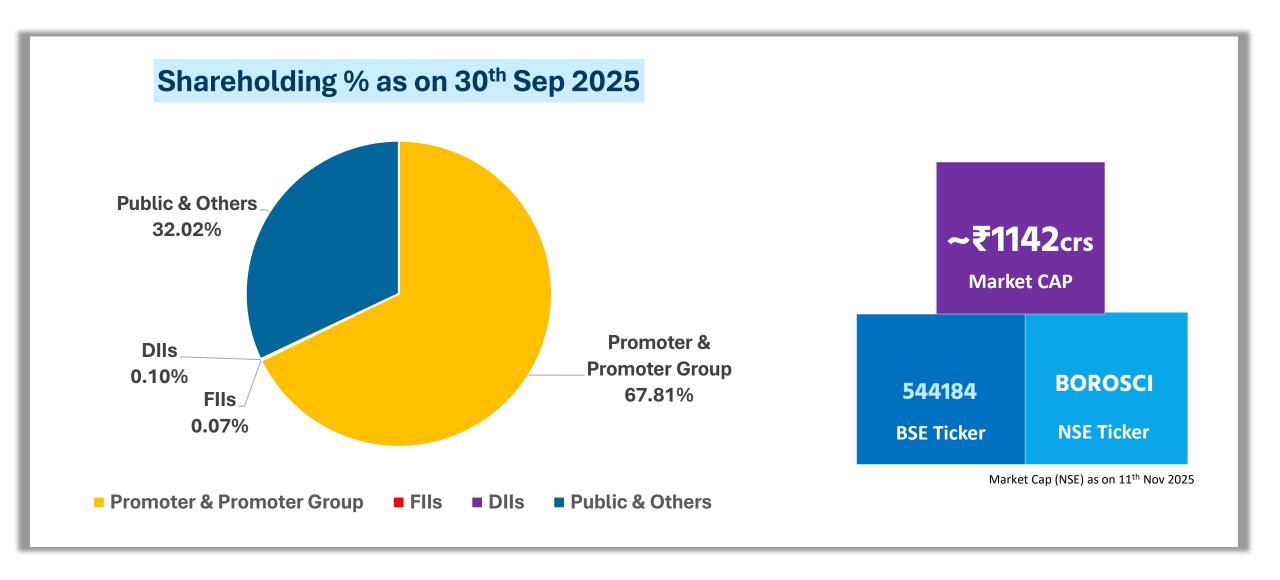
A workplace is only as great as its people

Great Place Work® Certified

2025 **INDIA** 



## Shareholding





#### **Board Members**



Mr. Pradeep Kumar Kheruka Non-Executive Director



Mr. Shreevar Kheruka Non-Executive Director



Mr. Vinayak Patankar Whole-Time Director & Chief Executive Officer



Mr. Kewal Handa Chairman & Independent Director



Mr. Chandra Kishore Mishra Independent Director



Mrs. Anupa Sahney Independent Director



#### **Balesh Talapady**

Vice President Investor Relations Balesh.Talapady@borosil.com



## Stay connected with us!

www.borosilscientific.com



#### **Registered & Corporate Office:**