

November 14, 2024

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

The National Stock Exchange of India Limited

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

Scrip Code: **544184**

Trading Symbol: **BOROSCI**

Dear Sir(s),

Sub: Investor presentation on the Unaudited Financial Results (Standalone & Consolidated) for the quarter and half year ended September 30, 2024

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 a presentation on the Unaudited Financial Results (Standalone & Consolidated) for the quarter and half year ended September 30, 2024.

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

Please take the above information on record.

Thanking You,

For **Borosil Scientific Limited**

Sanjay Gupta

Company Secretary & Compliance Officer

ICSI Membership No.: A24641

Encl: as above



BOROSIL[®] Scientific

Enabling the Future of Science

INVESTOR PRESENTATION
Q2FY25

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.

Borosil Scientific Debuts on BSE & NSE – 7th June 2024



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 1350 TPD (~8.5GW)

₹6535*cr
Market Cap

Borosil Ltd



One of the Market leaders in Consumer ware and Kitchenware products

₹5767*cr
Market Cap

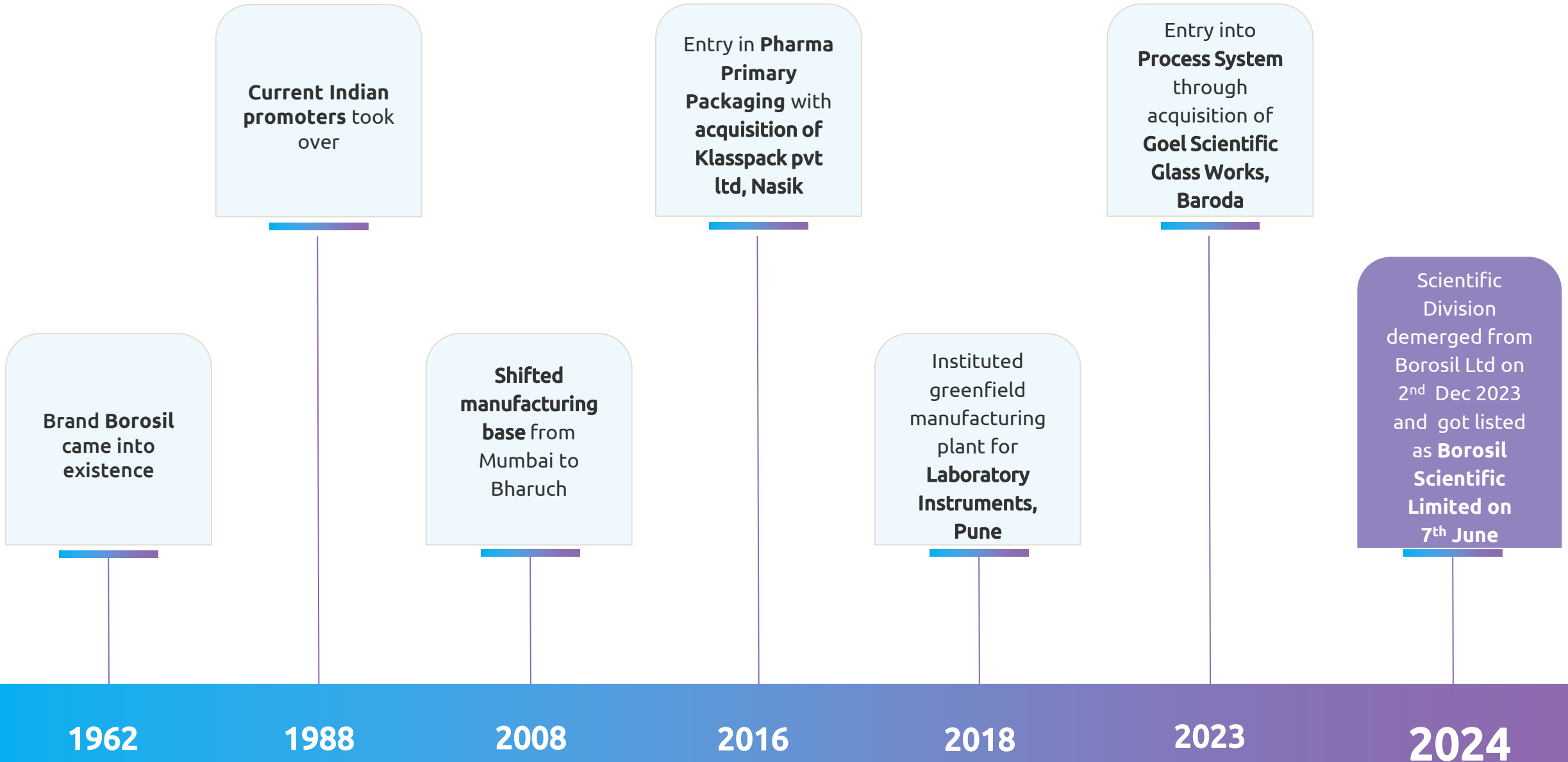
Borosil Scientific Ltd



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

₹1629*cr
Market Cap

A Legacy of more than 6 decades...





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+ Channel partners PAN India

90+ Exporting countries globally

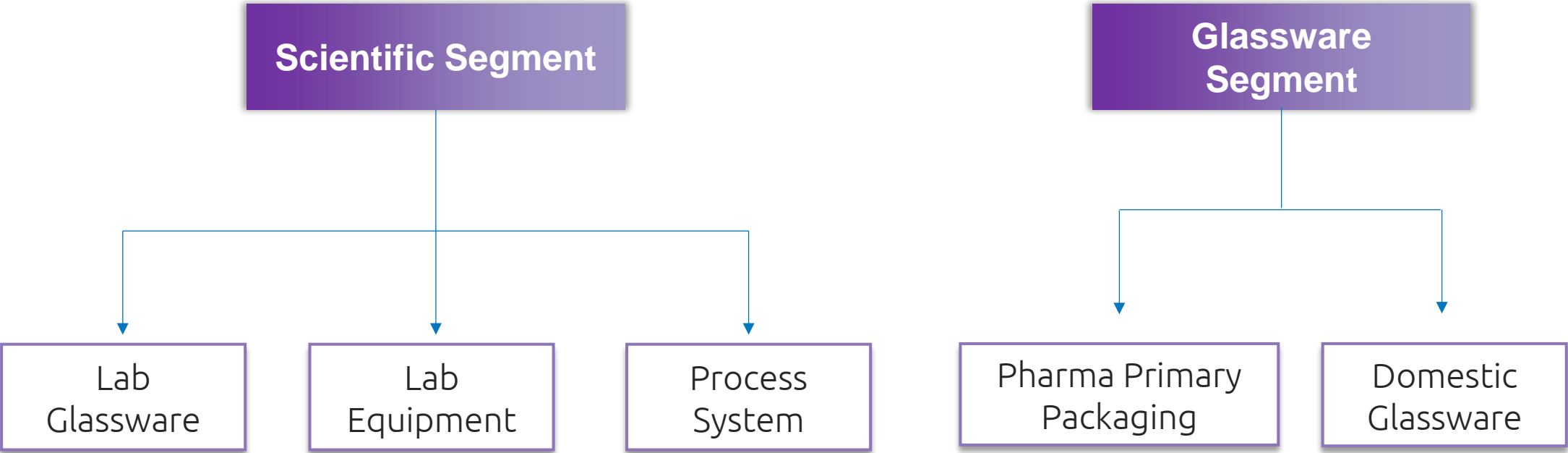
The Largest
Manufacturer of
**Laboratory
Glassware**
in India

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

Our Business Segments



The Largest Manufacturer of **Laboratory Glassware** in India





Laboratory
Glassware

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.



Lab Equipment

LABQUEST
BY **BOROSIL®**

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 System

BOROSIL®
PROCESS SCIENCES



The Transparent Specialist

A BOROSIL Scientific Company

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.



Pharmaceutical Primary Packaging



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.

Financial Overview Q2FY25

Particulars (₹ Crs)	Standalone			Consolidated		
	Q2FY24	Q2FY25	Growth%	Q2FY24	Q2FY25	Growth%
Net Sales	84.3	87.0	3.2%	92.0	102.6	11.6%
EBITDA	13.9	15.2	9.9%	10.9	17.4	59.4%
EBITDA (%)	16.4%	17.5%		11.9%	16.9%	
EBIT	10.4	11.0	6.2%	7.1	12.8	80.8%
PBT	10.1	10.8	7.4%	6.3	12.4	96.1%
PAT	7.7	7.7	-0.7%	5.0	8.8	74.5%
Net Debt (period end)	5.1	(5.7)		13.6	3.5	

Robust Performance: Driving Substantial Growth Across the Board

Financial Overview H1FY25

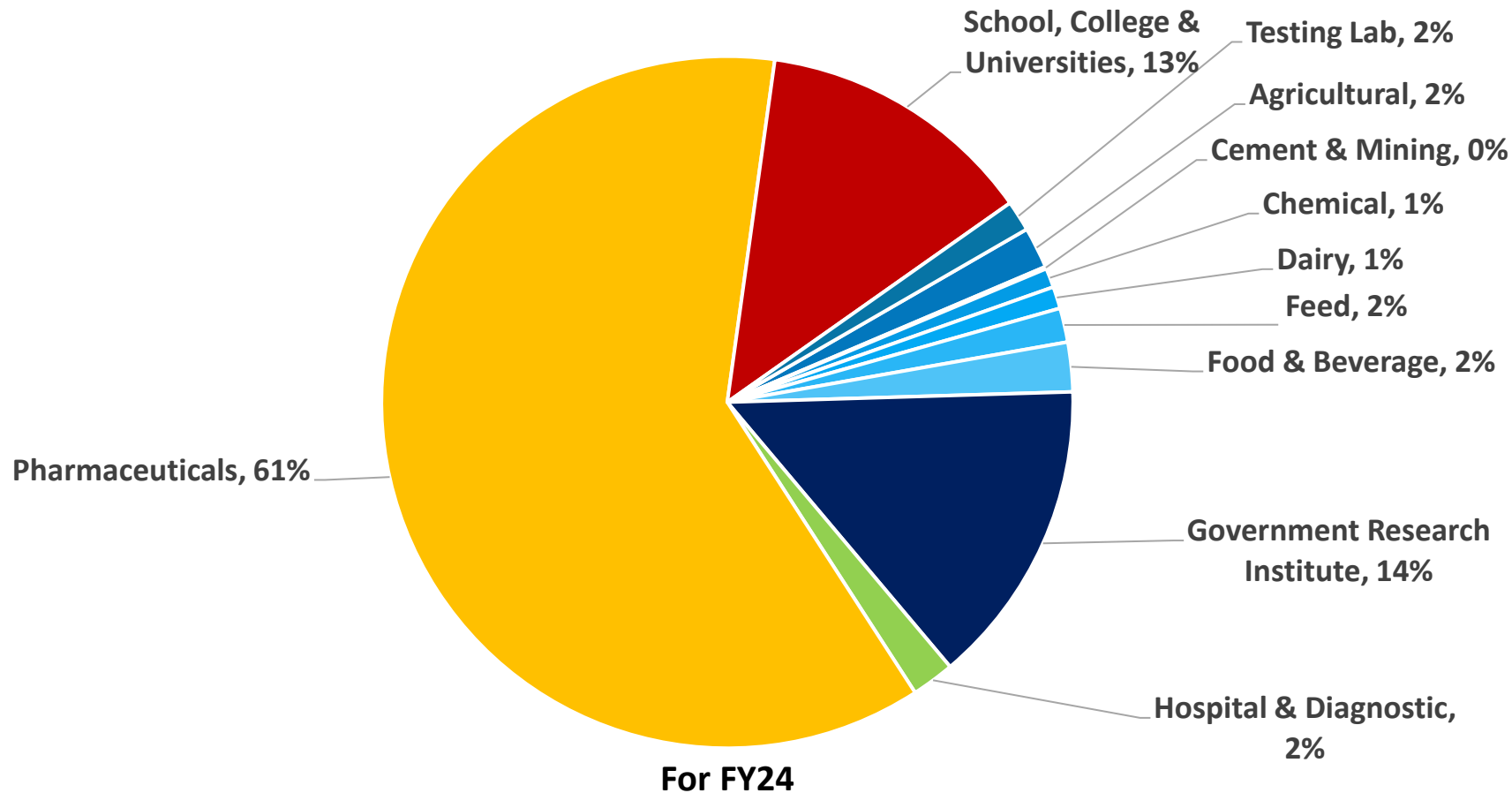
Particulars (₹ Crs)	Standalone			Consolidated		
	H1FY24	H1FY25	Growth%	H1FY24	H1FY25	Growth%
Net Sales	164.1	180.4	10.0%	179.5	206.8	15.2%
EBITDA	21.2	28.3	33.9%	17.7	29.4	65.6%
EBITDA (%)	12.9%	15.7%		9.9%	14.2%	
EBIT	14.3	19.9	39.3%	10.2	20.2	97.1%
PBT	13.7	19.5	42.0%	8.8	19.4	122.1%
PAT	11.9	14.2	18.6%	8.3	13.8	66.0%
Net Debt (period end)	5.1	(5.7)		13.6	3.5	

Robust Performance: Driving Substantial Growth Across the Board

Category wise Sales Q2/H1FY25 (Consolidated)

Particulars (₹ Crs)	Consolidated					
	Q2FY24	Q2FY25	Growth%	H1FY24	H1FY25	Growth%
Scientific Segment						
Lab Consumables	36.2	35.1	-3.2%	86.6	96.3	11.2%
Lab Equipments	5.9	9.0	51.3%	12.2	17.3	42.6%
Process System	16.1	27.0	67.6%	16.2	27.6	70.9%
SubTotal	58.3	71.1	21.9%	114.9	141.3	22.9%
Glassware Segment						
Pharma Packaging	18.2	17.2	-5.7%	35.3	34.2	-3.3%
Domestic Glassware	14.8	13.2	-10.5%	27.8	29.3	5.3%
SubTotal	33.0	30.4	-7.8%	63.2	63.5	0.5%
Others	0.7	1.2	62.0%	1.4	2.1	47.9%
Overall Total	92.0	102.6	11.6%	179.5	206.8	15.2%

Emphasis on Widening Our Footprint Across Key Customer Segments



Growth Theme

01

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.

02

Leveraging the Brand 'BOROSIL'

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

03

New Product Development

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

04

Focus on Exports

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

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 strategy to enhance profit margins
- Vigilant control over expenses
- Focus on renewable energy

EBITDA

Market Opportunity In India

Scientific Segment

Laboratory Glassware & Consumables

Serviceable Addressable Market : ~**₹600 Cr**

Estimated Market Growth : **6% to 8%**



Laboratory Equipment

Total Addressable Market size : **₹4800 Cr**

Serviceable Addressable Market : **₹755 Cr**

Estimated Market Growth : **6% to 8%**

LABQUEST
BY BOROSIL®



Process Equipment

Total Addressable Market size : **₹1362 Cr**

Serviceable Addressable Market : **₹1242 Cr**

Estimated Market Growth : **12% to 14%**

BOROSIL®
PROCESS SCIENCES



Glassware Segment

Pharmaceutical Primary Packaging

Serviceable Addressable Market : **₹1377 Cr**

Estimated Market Growth : **9% to 10%**

BOROSIL
KLASSPACK®
pharmaceutical packaging



New Product Development



Fat with randall



Fiber with fiber bags



Moisture analyser



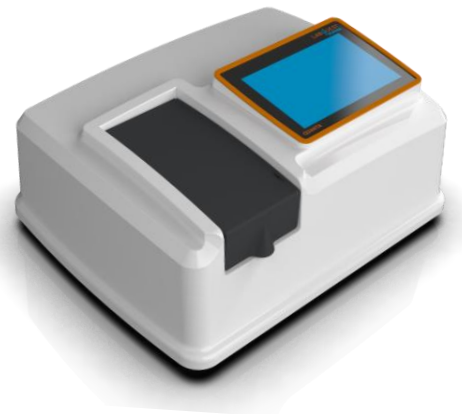
Handheld Photometer



Vial Inserts



Micro Vials



UV Visible Spectrophotometer



e-dispenser



e-Titrate



Over head Stirrer



Hot plate stirrer



Quartz Distillation Unit

Certifications

QMS for Design, Development, Manufacture & Supply of Scientific Laboratory Equipments & Instruments by TÜV Nord Cert GmbH



QMS for manufacturing and supply of Glass Ampoules and Vials by TÜV India



Good Manufacturing Practice (GMP) for manufacturing of Glass Ampoules and Vials by TÜV India



BOROSIL®
 Represents
 India on
 ISO/TC 48



OHS Management System for Design, Development, Manufacturing & Supplying of Glasswares



EMS for Design, Development, Manufacturing & Supplying of Glasswares



Accreditation in the field of calibration by National Accreditation Board for Testing and Calibration Laboratories

ISI Marked Glassware

Cipla

 **Mylan**


ajanta pharma


AUROBINDO


SUN
PHARMA


amneal


Dr.Reddy's

teva


Research for Better Medicines

Leading Pharma Companies

Believe in

BOROSIL Scientific Limited



 **torrent**
PHARMA

 **ENZENE**
Biosciences Ltd.

 **Biocon**

 **ipca**
A dose of life


Biological E. Limited

 **Aarti Drugs Ltd.**


USV


INDIAN
IMMUNOLOGICALS
LIMITED

Catering to Diverse Market Segments

Research Institutes



CSIR



ICAR



ICMR



DBT



DRDO



DRDO

Agriculture Food & Feed



Chemical



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



Environment



Social



Governance

Way Forward

- 450 kW Solar roof Top Project under Commissioning
- Installation of 3 rain water harvesting system and reuse of the rain water and the treated waste water for gardening
- 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



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



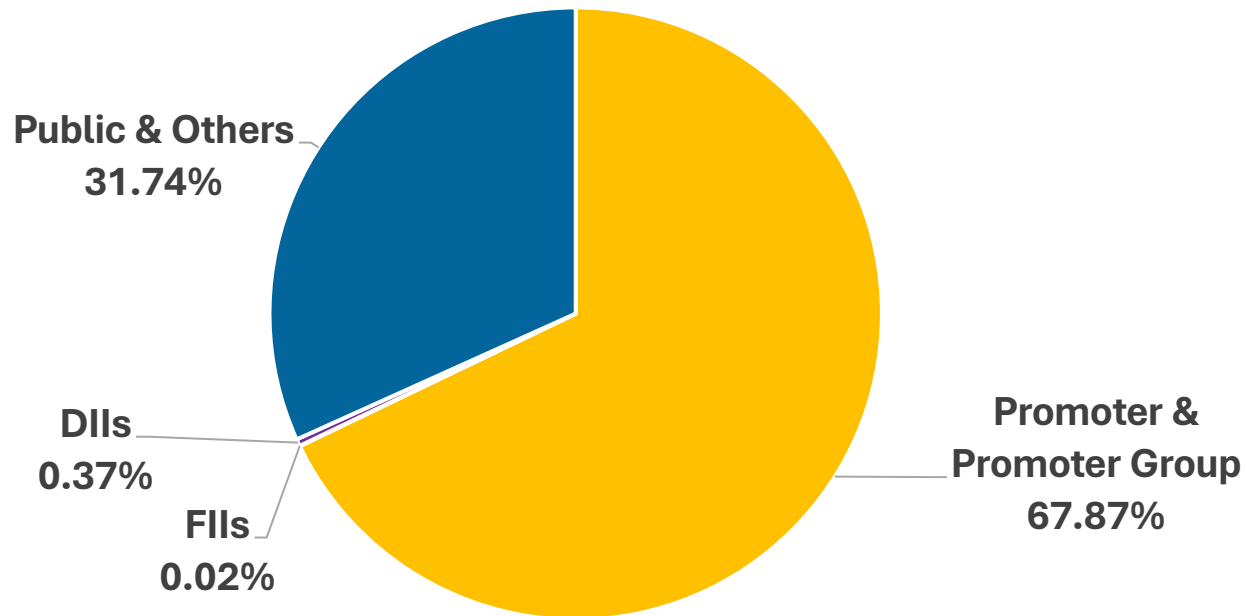
Gold Award in Kaizen category by QCFI in Annual Convention On Quality Concepts



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

Shareholding

Shareholding % as on 30th Sep 2024



■ Promoter & Promoter Group
 ■ FII
 ■ DII
 ■ Public & Others



Market Cap (NSE) as on 11TH Nov 2024

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

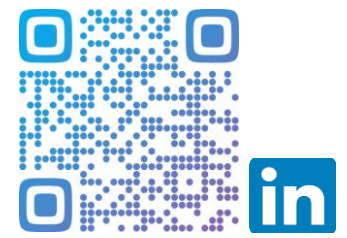


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Stay connected with us!

www.borosilscientific.com



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