

May 22, 2025

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 Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and year ended March 31, 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 Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and financial year ended March 31, 2025.

The said presentation is also hosted on the Company's website at <https://www.borosilscientific.com/investor/financials/financial-results/>.

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



BOROSIL[®] Scientific

Enabling the Future of Science

INVESTOR PRESENTATION
Q4 & Full Year FY25

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)

₹7584*cr
Market Cap

Borosil Ltd



One of the Market leaders in Consumer ware and Kitchenware products

₹4266*cr
Market Cap

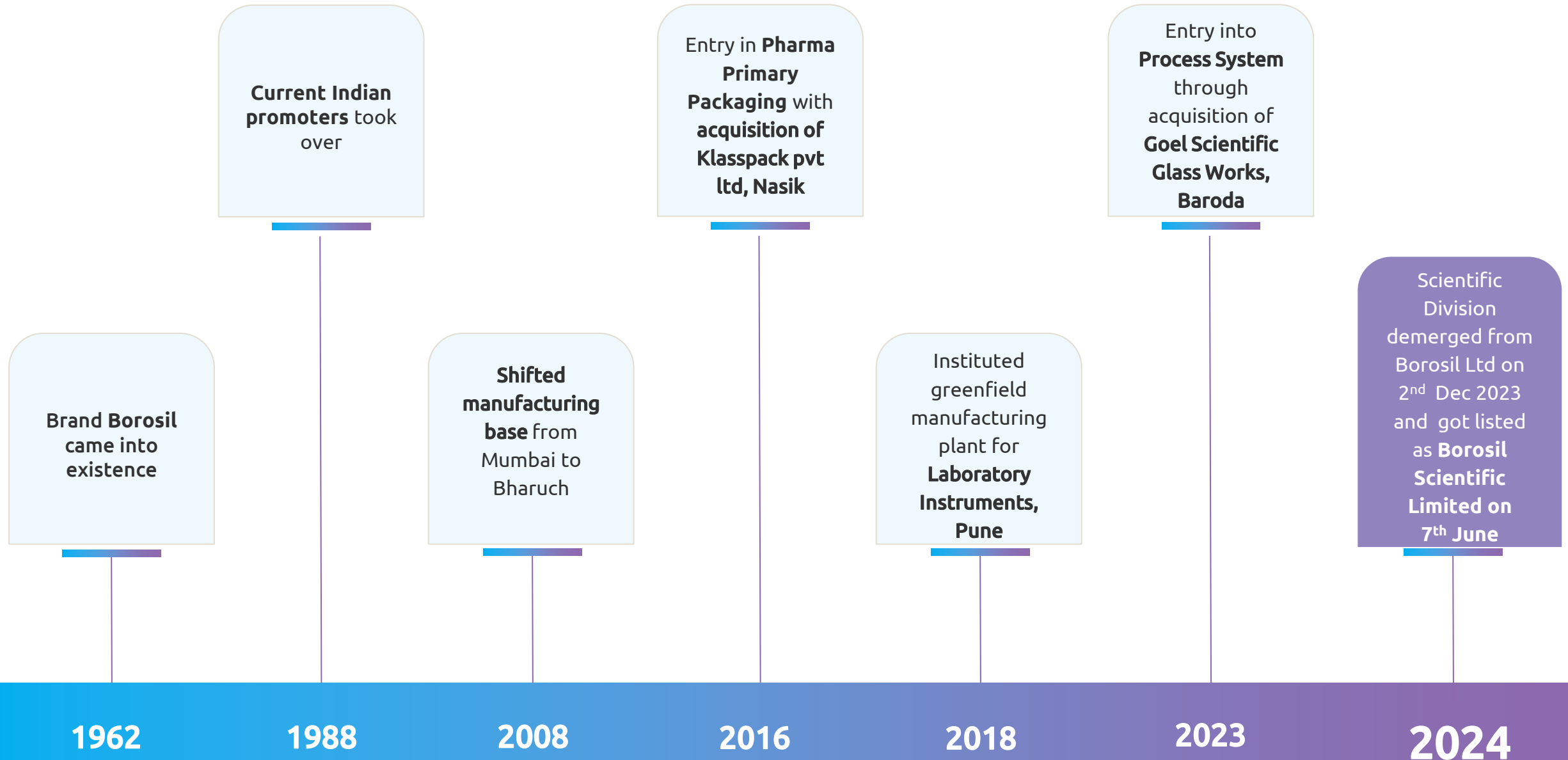
Borosil Scientific Ltd



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

₹1297*cr
Market Cap

A Legacy of more than 6 decades...





Vision

To be the most customer-centric company

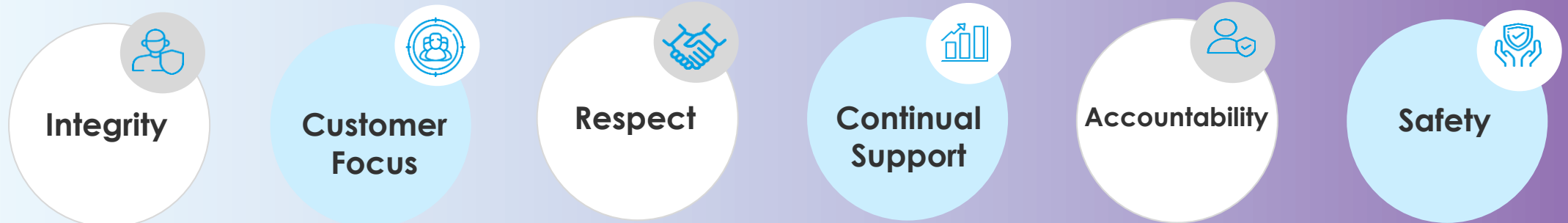


Purpose

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

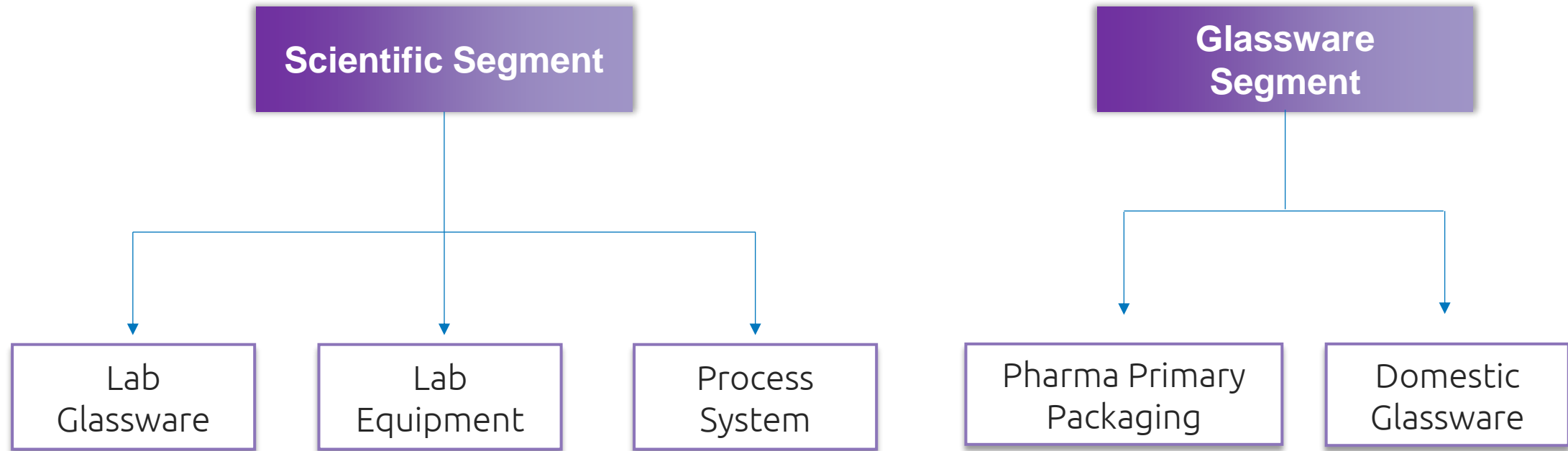
The Largest
Manufacturer of
**Laboratory
Glassware**
in India

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 Q4FY25

Particulars (₹ Crs)	Standalone				Consolidated			
	Q4FY25	Q3FY25	Q4FY24	YoY%	Q4FY25	Q3FY25	Q4FY24	YoY%
Net Sales	117.7	93.6	102.9	14.4%	129.5	101.5	115.7	11.9%
EBITDA	24.0	13.7	20.6	16.8%	19.2	11.9	19.7	-3.0%
EBITDA (%)	20.4%	14.6%	20.0%		14.8%	11.7%	17.1%	
EBIT	19.7	9.5	16.5	19.5%	14.5	7.3	15.3	-5.4%
PBT	19.5	9.3	16.0	22.2%	14.0	6.9	14.6	-4.1%
PAT	14.2	6.7	12.1	17.5%	8.6	4.3	9.5	-8.9%
Net Debt (period end)	(114.8)	(99.7)	(3.2)		(106.3)	(88.3)	2.7	

Financial Overview FY25

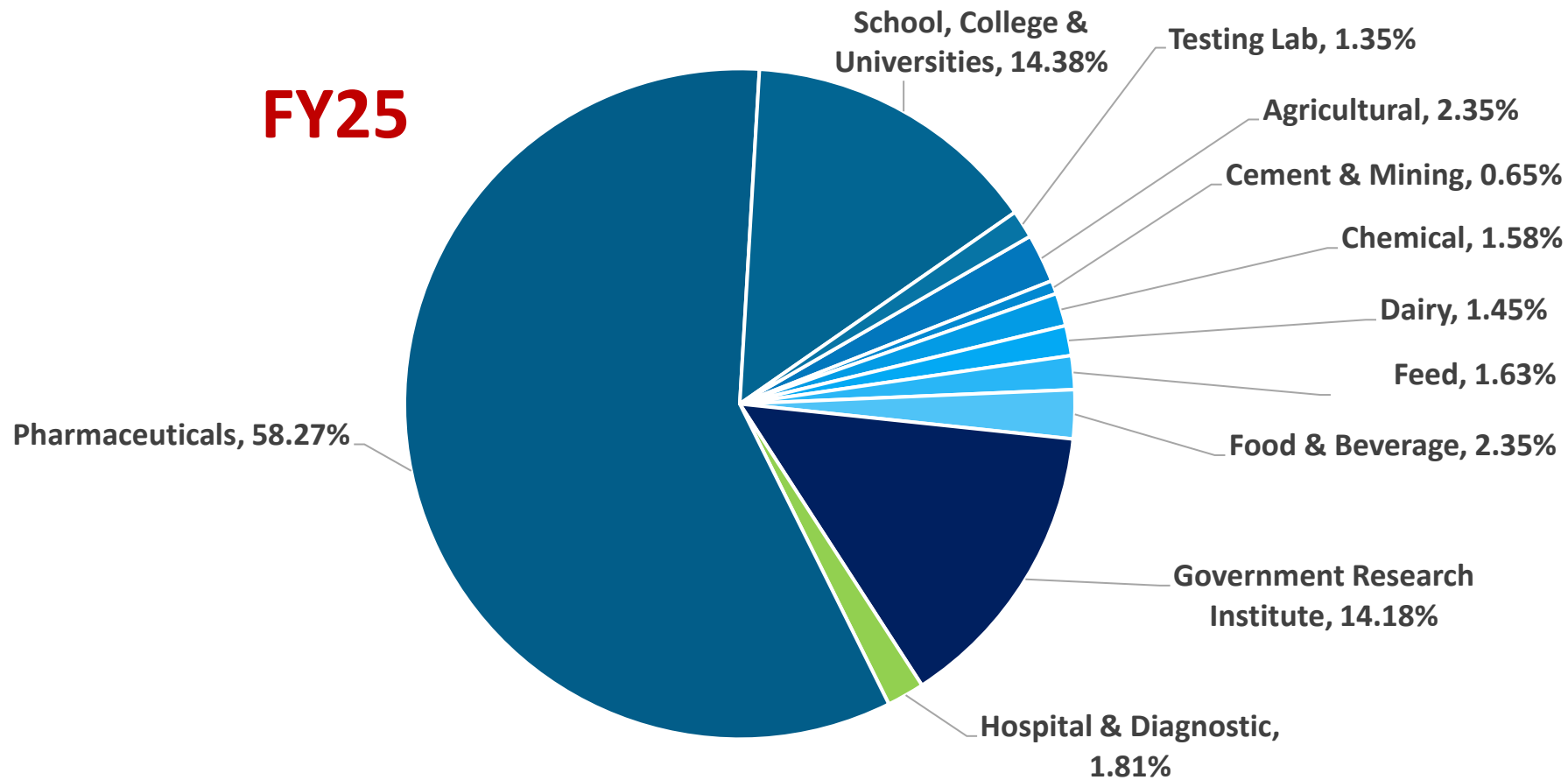
Particulars (₹ Crs)	Standalone			Consolidated		
	FY25	FY24	YoY%	FY25	FY24	YoY%
Net Sales	392.5	356.5	10.1%	438.5	396.0	10.7%
EBITDA	66.0	56.5	16.9%	60.4	50.7	19.2%
EBITDA (%)	16.8%	15.8%		13.8%	12.8%	
EBIT	49.1	41.4	18.6%	41.9	34.3	22.4%
PBT	48.3	40.0	20.8%	40.4	31.6	28.0%
PAT	35.0	31.5	11.3%	26.7	23.5	13.8%
Net Debt (period end)	(114.8)	(3.2)		(106.3)	2.7	

Category wise Sales Q4 & Full Year FY25 (Consolidated)

	Consolidated						
Particulars (₹ Crs)	Q4FY25	Q3FY25	Q4FY24	YoY%	FY25	FY24	YoY%
<u>Scientific Segment</u>							
Lab Consumables	70.6	51.5	57.5	22.9%	218.8	192.2	13.8%
Lab Equipments	15.0	9.9	13.2	14.4%	42.3	31.9	32.3%
Process System	12.1	9.1	13.1	-7.8%	48.8	41.5	17.8%
SubTotal	97.7	70.5	83.7	16.7%	309.9	265.6	16.7%
<u>Glassware Segment</u>							
Pharma Packaging	17.4	16.7	14.0	24.4%	68.5	65.1	5.3%
Domestic Glassware	12.8	13.1	16.7	-23.4%	55.2	61.8	-10.6%
SubTotal	30.2	29.7	30.7	-1.6%	123.7	126.8	-2.5%
<u>Others</u>	1.6	1.2	1.3	20.1%	4.9	3.5	38.9%
Overall Total	129.5	101.5	115.7	11.9%	438.5	396.0	10.7%

Customers in Scientific Segment

Emphasis on Widening Our Footprint Across Key Customer Segments





Growth Theme

01

02

03

04

Capitalizing on the 'Make in India' Initiative

Leveraging the Brand 'BOROSIL'

New Product Development

Focus on Exports

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

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

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

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%**

BOROSIL®



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



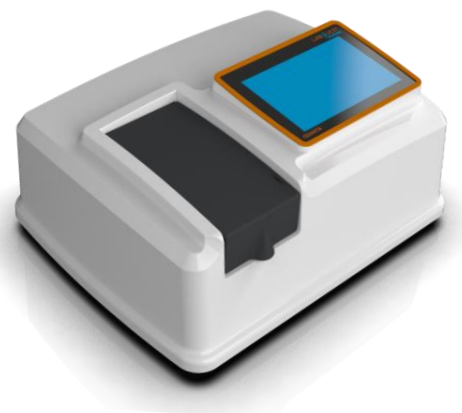
Handheld Photometer



Vial Inserts



Micro Vials



UV Visible Spectrophotometer



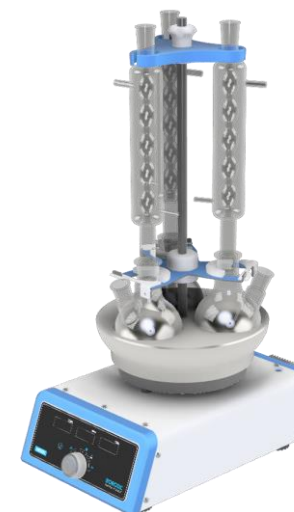
e-dispenser



e-Titrate



Over head Stirrer



Hot plate stirrer



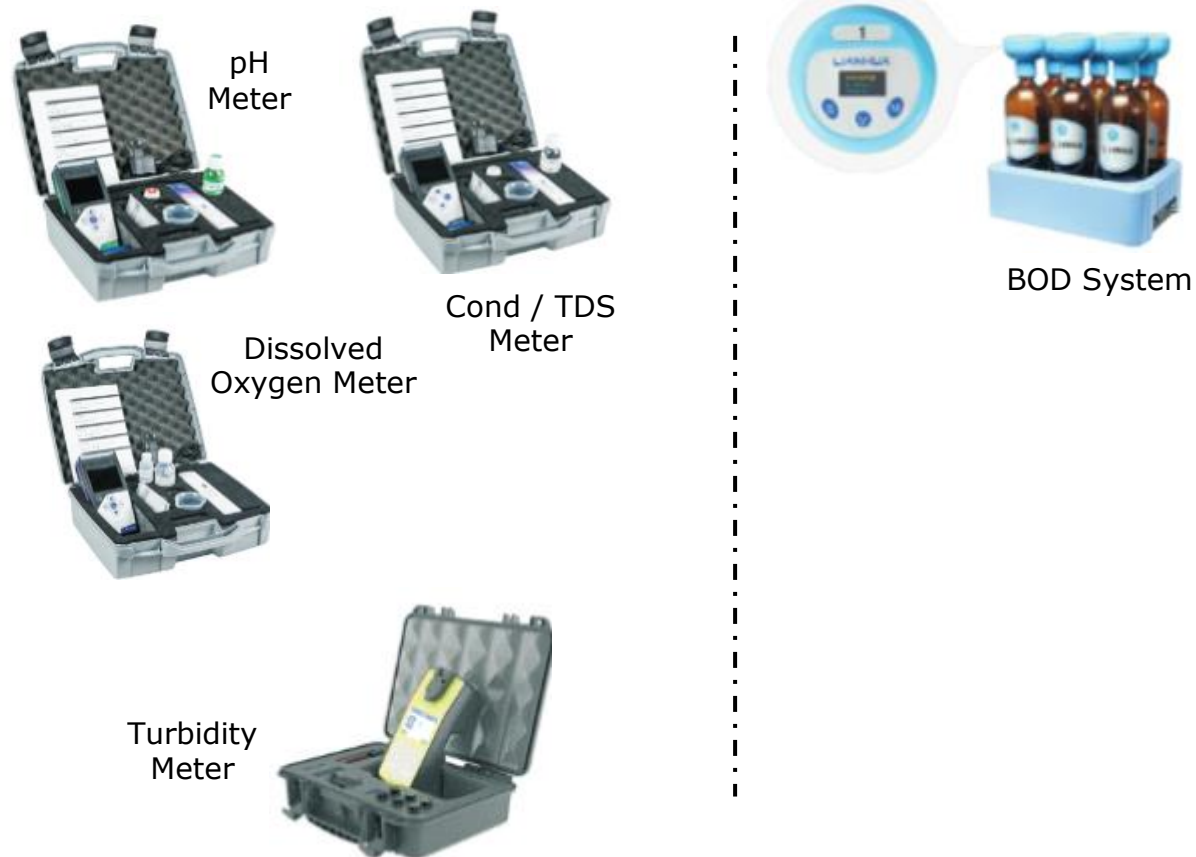
Quartz Distillation Unit

Emphasis on Environmental Testing Products

Chemical Analysis Inorganic | Metal | Heavy Metals



Electrochemistry





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

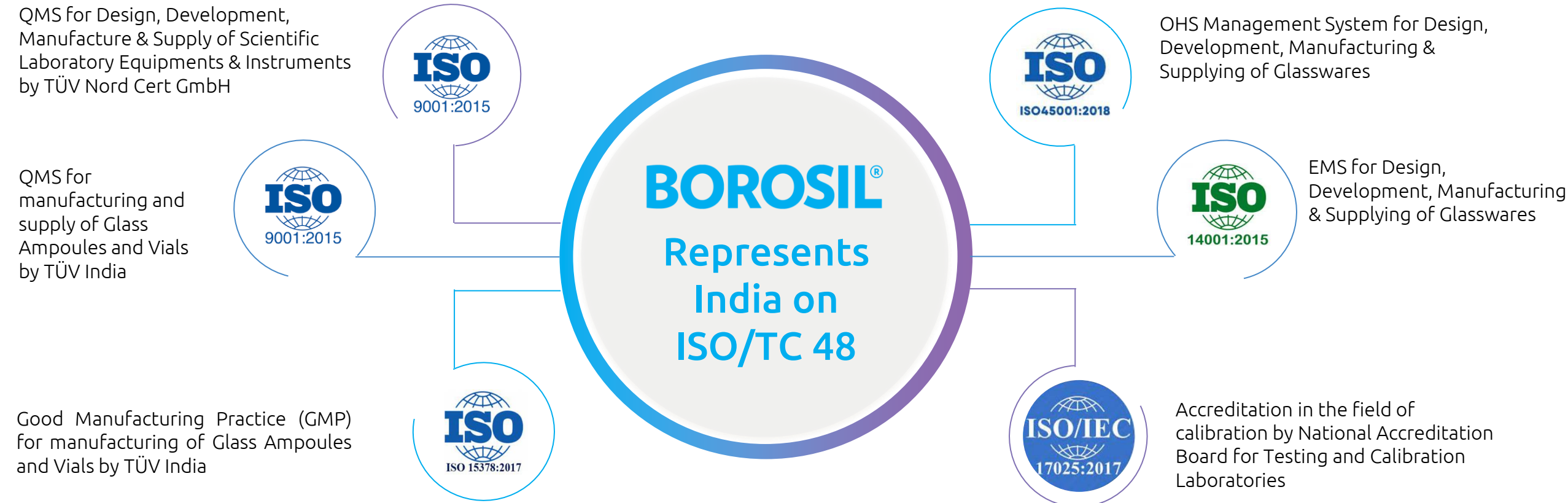
90+
Countries



● Laboratory Glassware

★ Pharma Primary Packing Vials & Ampoules

Certifications



ISI Marked Glassware

Product Certifications

Certificate – Сертификат – 證明書 – 증명서 – شهادة



Form QAT_10-M05, version 03, effective since June 19th, 2023

CERTIFICATE

No. 2P240612.B51T90

Certificate's Holder: BOROSIL SCIENTIFIC LIMITED
Plot No. 7, Survey No. 234, 235 and 245, India Land Global Industrial Park, Phase – I, Hinjewadi, Taluka Mulshi, Pune – 411 057, Maharashtra, India

Certification ECM Mark: 

Product: Heating Mantle with Temperature Display
Model(s): GMC250 / GMC500 / GMC010
Power supply: Operates on Power supply: 230 Volts single phase AC.

Verification to: **Standard:**
IEC 61010-1: 2019; IEC 61326-1:2020, CISPR 11:2024 - Mains terminal disturbance voltage (Conducted Emissions), CISPR 11:2024 - Electromagnetic radiation disturbance (Radiated Emissions), IEC 61000-3-2:2024, IEC 61000-3-3:2022, IEC 61000-4-2:2008, IEC 61000-4-4:2012, IEC 61000-4-5:2017, IEC 61000-4-8:2009, IEC 61000-4-11:2020, IEC 61000-4-3:2020, IEC 61000-4-6:2023 related to CE Directive(s): 2014/35/EU (Low Voltage)

Remark: The manufacturer has voluntarily decided to submit its documents concerning the above-mentioned product for verification. Ente Certificazione Macchine confirms that the documentation made available and immediately returned to it, as containing sensitive data, meets the essential requirements of the above-mentioned directive/standard. The verification activity, carried out exclusively concerned the technical documentation and no verification was carried out on the product. This document cannot replace the IEC Declaration of Conformity. This document was issued in accordance with regulation RGVOU01 published on the website of www.entecertmacchine.it and concerning voluntary certification with non-notified procedure.

Issuance date: 12 June 2024
Expiry date: 11 June 2029

For online check: 

Approver
Ente Certificazione Macchine
Legal Representative
Luca Belmonti



Ente Certificazione Macchine Srl
Via Co' Bella, 243 – Loc. Castello di Serravalle – 40053 Valsamoggia (BO) – ITALY
☎ +39 051 6705141 ☎ +39 051 6705156 ✉ info@entecertmacchine.it 🌐 www.entecertmacchine.it





Test Verification of Conformity

Verification Number: CE-JOB-MUM-25-000326-VOC

On the basis of the tests undertaken, the samples of the below product have been found to comply with the requirements of the referenced specifications/standards at the time the tests were carried out. This verification is part of the full test reports and should be read in conjunction with them

Applicant Name & Address: Borosil Scientific Limited
Plot No. 7, Survey No. 234, 235 & 245, India Land Global Industrial Park Rd, Phase 1, Hinjewadi Rajiv Gandhi Infotech Park, Hinjewadi, Pune, Pimpri-Chinchwad, Maharashtra 411057

Product Description: ELEMENTAL SERIES WATER BATH

Ratings & Principle Characteristics: 220-240V AC, 50Hz

Model/Type References: WLC002, WLC005, WLC012, WLC015, WLC020, WLC024

Brand Names: LABQUEST
BOROSIL

Specification(s)/Standards: Safety: IEC 61010-1:2010, IEC 61010-1:2010/AMD1:2016 and IEC 61010-2-010 EMC: IEC 61326-1:2020/EN 61326-1:2013, CISPR11: 2019 /EN 55011:2020

Verification Issuing Office Name & Address: Intertek India Private Limited
T7 Wing, Tex Centre, Chandivali Farm Road, Andheri (E), Mumbai - 400 072

Date of Tests: Safety: 18-02-2025 to 28-02-2025
EMC: CE SURGE EFT, ESD, VDI, PFMP: 21-10-2024 to 05-12-2024, RE & RS: 31-01-2025
CS: 22-12-2024

Test Report Number(s): Safety: CE-JOB-MUM-25-000326-001 issued on 03-03-2025
EMC: CE-JOB-MUM-24-000916-002 issued on 10-02-2025, RTCL/EMC/2425/RS/384 issued on 07-02-2025, RTCL/EMC/2425/RE/382 issued on 07-02-2025, RTCL/EMC/2425/CS/383 issued on 07-02-2025

Signature
Name: Jayant Kathe
Position: Senior Technical Manager
Date: 03/Mar/2025

This declaration is for the customer use only and does not constitute a warranty. It is issued by the manufacturer on the basis of the test results and is not a substitute for the product warranty. The product warranty is issued by the manufacturer and is not a substitute for the product warranty. The product warranty is issued by the manufacturer and is not a substitute for the product warranty.





National Accreditation Board for Testing and Calibration Laboratories

CERTIFICATE OF ACCREDITATION

BOROSIL LABQUEST CALIBRATION LABORATORY

has been assessed and accredited in accordance with the standard

ISO/IEC 17025:2017

"General Requirements for the Competence of Testing & Calibration Laboratories"

for its facilities at

PLOT NO - 7, SR. NO - 234, 235 & 245, INDIALAND GLOBAL INDUSTRIAL PARK, HINJEWADI, TAL. MULSHI, PUNE, MAHARASHTRA, INDIA

in the field of

CALIBRATION

Certificate Number: CC-4082
Issue Date: 18/10/2024
Valid Until: 17/10/2026

This certificate remains valid for the Scope of Accreditation as specified in the annexure subject to continuing satisfactory compliance to the above standard & the relevant requirements of NABL. (To see the scope of accreditation of this laboratory, you may visit NABL website www.nabl-india.org)

Name of Legal Entity: BOROSIL SCIENTIFIC LIMITED

Signed for and on behalf of NABL


N. Venkateswaran
Chief Executive Officer







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



DAE

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

- | |
|---|
| <ul style="list-style-type: none">• Enhancing energy efficiency• Reducing the water consumption and increasing utilization of recycled water• Focus on effective waste management |
| <ul style="list-style-type: none">• Foster a supportive & inclusive environment that values the well being and growth of employees |
| <ul style="list-style-type: none">• Conducting operations with ethical standards, transparency and good governance |



Environment



Social



Governance

Way Forward

- | |
|---|
| <ul style="list-style-type: none">• 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 |
| <ul style="list-style-type: none">• 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 |
| <ul style="list-style-type: none">• 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



Annual Dealers Conference 2025, Goa

**Great
Place
To
Work.®**

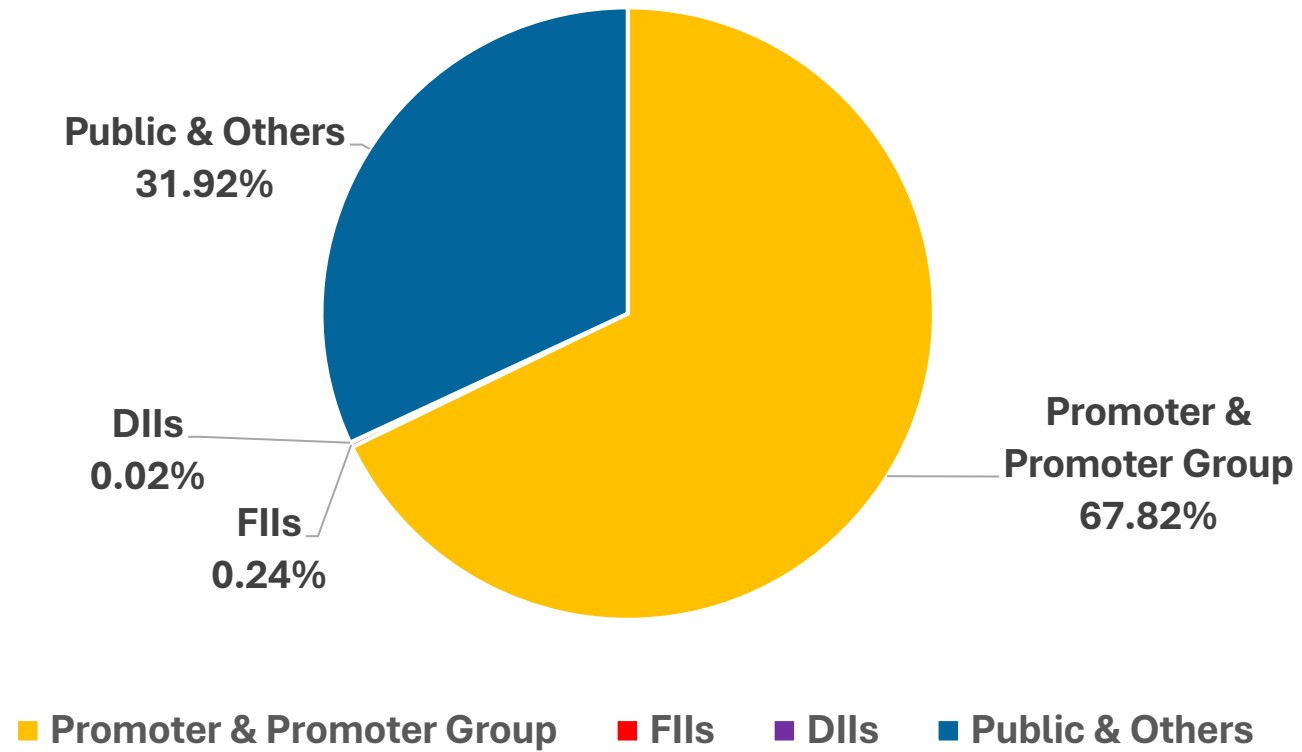
**Certified
2025
INDIA**

™

“A workplace is only as great as its people”

Shareholding

Shareholding % as on 31st Mar 2025



Market Cap (NSE) as on 16th May 2025

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



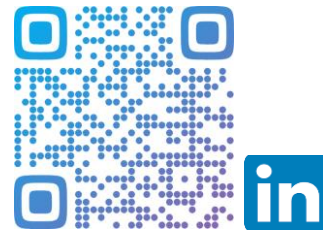
Balesh Talapady

Vice President Investor Relations

Balesh.Talapady@borosil.com

Stay connected with us!

www.borosilscientific.com



Registered & Corporate Office:

1101,11th Floor, Crescenzo, G-Block, Plot No C-38, Opp. MCA Club, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051