



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

CIN : L74999MH1991PLC061851

**Registered & Corporate Office**

1101, Crescenzo, G-Block, Opp. MCAClub, Bandra Kurla Complex,  
Bandra(E), Mumbai-400 051, India

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F +91 22 6740 6514

E [bsl@borosil.com](mailto:bsl@borosil.com)

W [www.borosilscientific.com](http://www.borosilscientific.com)

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**

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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<sup>®</sup>** 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.

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# Borosil Scientific Debuts on BSE & NSE – 7<sup>th</sup> 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

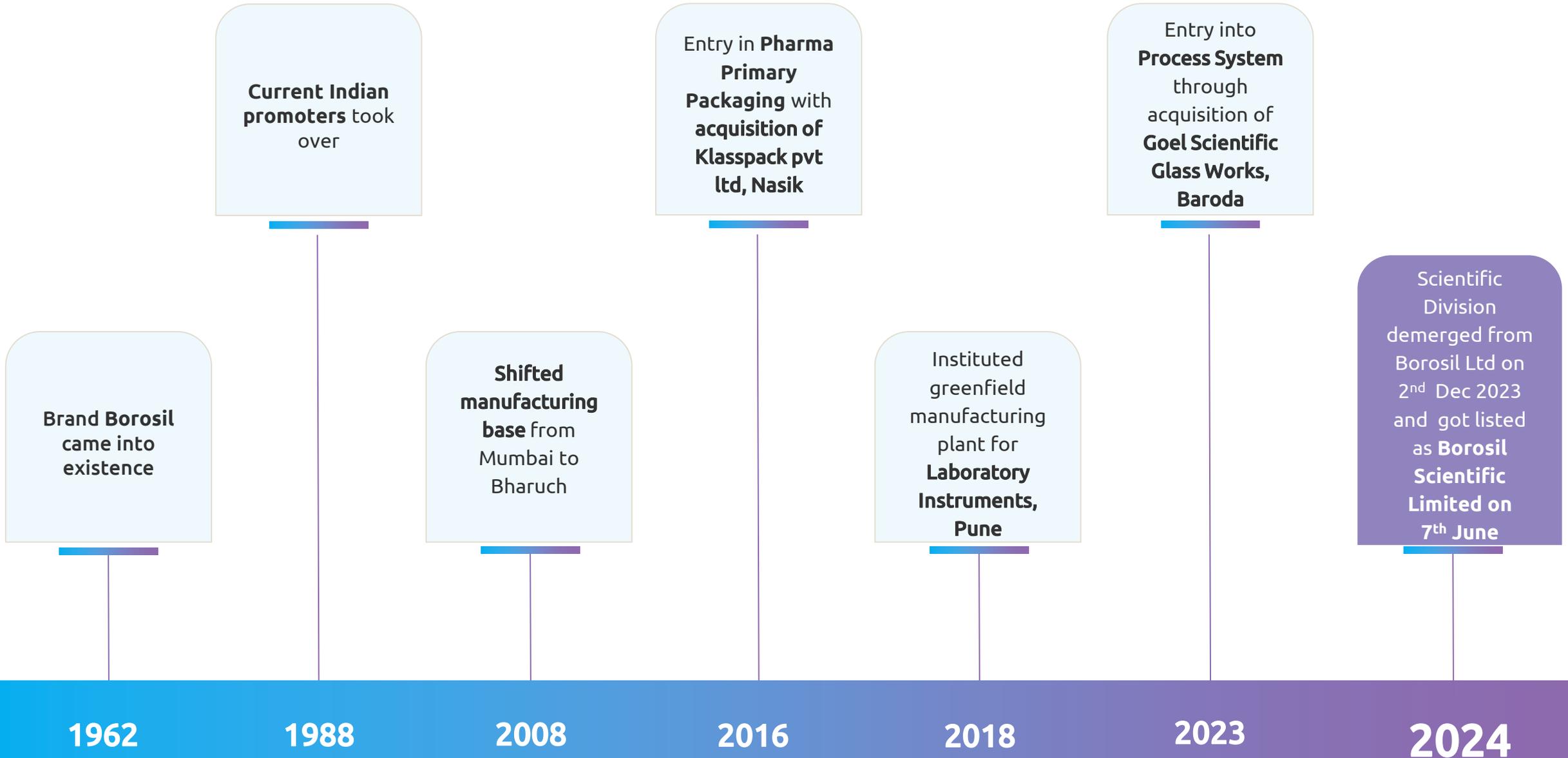
## Borosil Scientific Ltd



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

**Integrity**

**Customer Focus**

**Respect**

**Continual Support**

**Accountability**

**Safety**

# 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

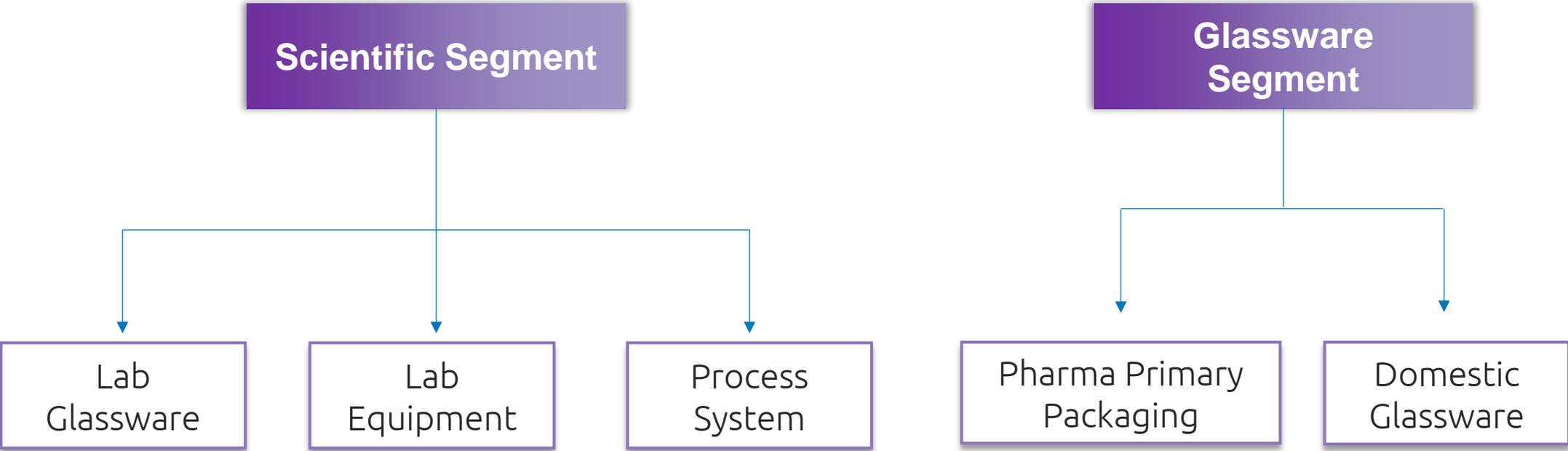
The Largest  
Manufacturer of  
**Laboratory  
Glassware**  
in India

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**<sup>®</sup>

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**<sup>®</sup>

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**<sup>®</sup>  
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%
<b>EBITDA</b>	<b>24.0</b>	<b>13.7</b>	<b>20.6</b>	<b>16.8%</b>	<b>19.2</b>	<b>11.9</b>	<b>19.7</b>	<b>-3.0%</b>
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%
<b>PAT</b>	<b>14.2</b>	<b>6.7</b>	<b>12.1</b>	<b>17.5%</b>	<b>8.6</b>	<b>4.3</b>	<b>9.5</b>	<b>-8.9%</b>
Net Debt (period end)	(114.8)	(99.7)	(3.2)		(106.3)	(88.3)	2.7	

# Financial Overview FY25

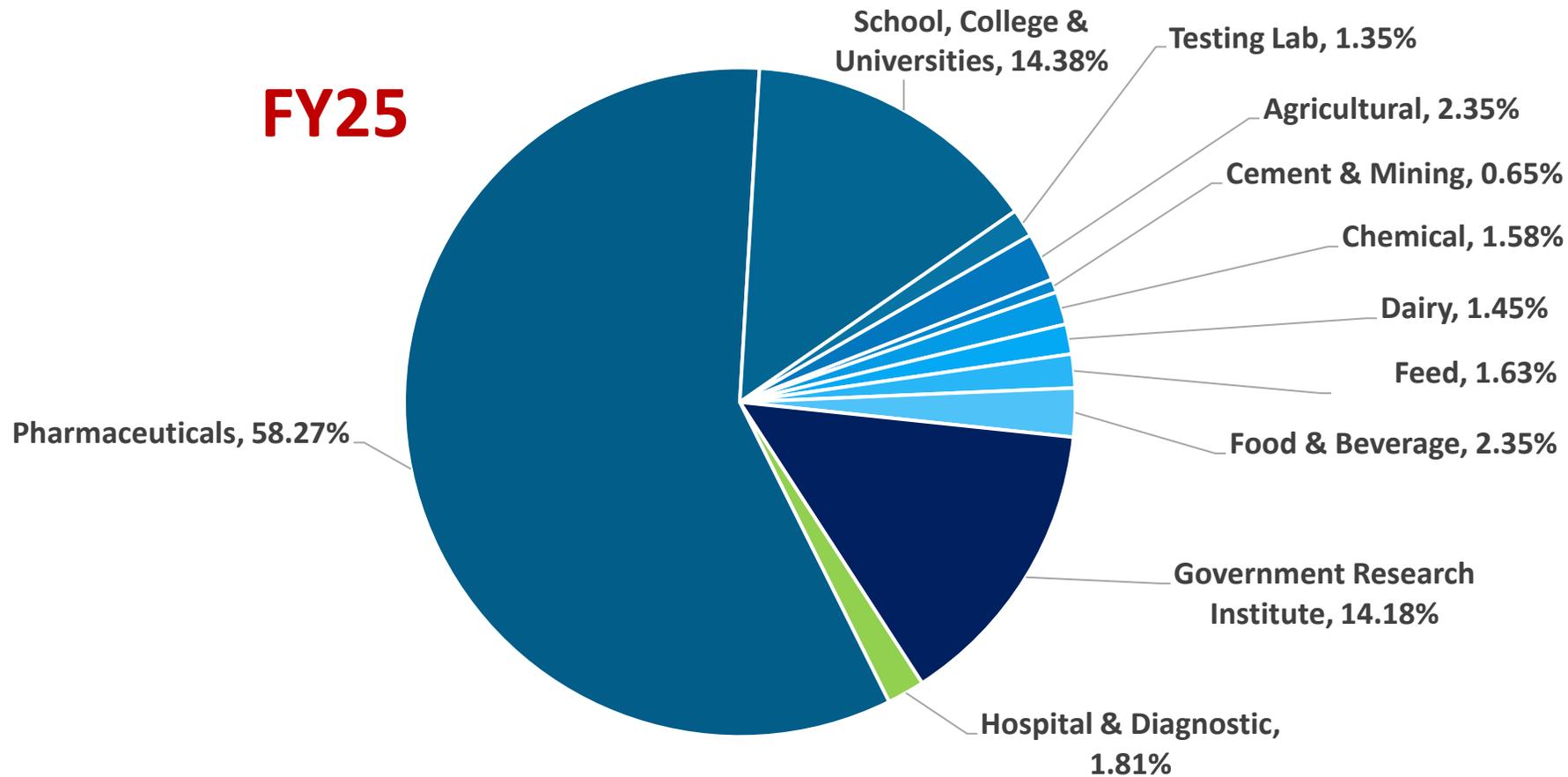
Particulars (₹ Crs)	Standalone			Consolidated		
	FY25	FY24	YoY%	FY25	FY24	YoY%
Net Sales	392.5	356.5	10.1%	438.5	396.0	10.7%
<b>EBITDA</b>	<b>66.0</b>	<b>56.5</b>	<b>16.9%</b>	<b>60.4</b>	<b>50.7</b>	<b>19.2%</b>
EBITDA (%)	16.8%	15.8%		13.8%	12.8%	
EBIT	49.1	41.4	18.6%	41.9	34.3	22.4%
PBT	48.3	40.0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

# Category wise Sales Q4 & Full Year FY25 (Consolidated)

Particulars (₹ Crs)	Consolidated						
	Q4FY25	Q3FY25	Q4FY24	YoY%	FY25	FY24	YoY%
<b><u>Scientific Segment</u></b>							
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%
<b>SubTotal</b>	<b>97.7</b>	<b>70.5</b>	<b>83.7</b>	<b>16.7%</b>	<b>309.9</b>	<b>265.6</b>	<b>16.7%</b>
<b><u>Glassware Segment</u></b>							
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%
<b>SubTotal</b>	<b>30.2</b>	<b>29.7</b>	<b>30.7</b>	<b>-1.6%</b>	<b>123.7</b>	<b>126.8</b>	<b>-2.5%</b>
<b><u>Others</u></b>	1.6	1.2	1.3	20.1%	4.9	3.5	38.9%
<b>Overall Total</b>	<b>129.5</b>	<b>101.5</b>	<b>115.7</b>	<b>11.9%</b>	<b>438.5</b>	<b>396.0</b>	<b>10.7%</b>

# Customers in Scientific Segment

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%**



### 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% to 10%**



# New Product Development



Fat with randall



Fiber with fiber bags



Moisture analyser



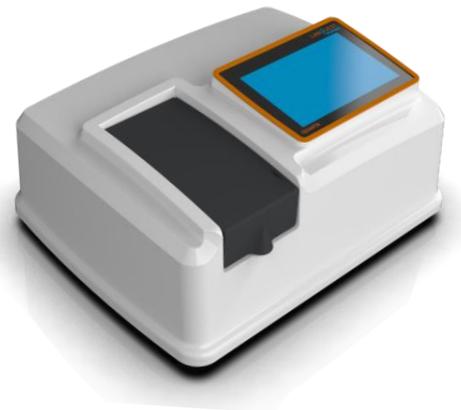
Handheld Photometer



Vial Inserts



Micro Vials



UV Visible Spectrophotometer



e-dispenser



e-Titrate



Over head Stirrer



Hot plate stirrer



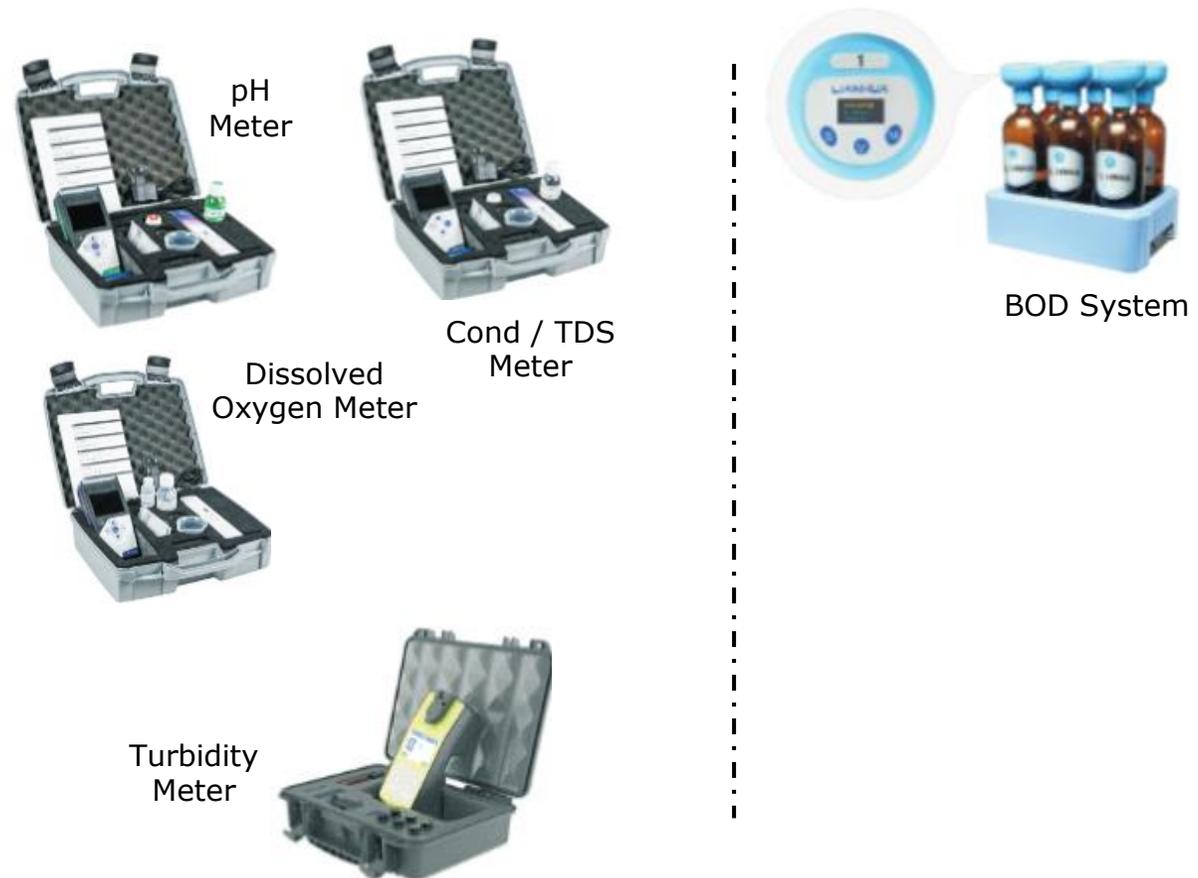
Quartz Distillation Unit

# 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

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



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

# Product Certifications

شهادة - CERTIFICATE - 증명서 - 証明書 - Сертификат

Form QAT\_10-M05, version 03, effective since June 19<sup>th</sup>, 2023

## CERTIFICATE

No. 2P240612.B5T190

**CERTIFICATE'S HOLDER:** BOROSIL SCIENTIFIC LIMITED  
Plot No. 7, Survey No. 234, 235 and 245, Indialand Global Industrial Park, Phase - 1, 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, its 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 EC Declaration of Conformity. The document was issued in accordance with regulation RGVD01 published on the website of [www.entecemca.it](http://www.entecemca.it) and concerning voluntary certification with a non-notified procedure.

**ISSUANCE DATE:** 12 June 2024  
**EXPIRY DATE:** 11 June 2029

For online check: 

Approver: Ente Certificazione Macchine  
Legal Representative: Luca Bazzani 

**Ente Certificazione Macchine Srl**  
Via Co' Bella, 243 - Loc. Castello di Serravalle - 40053 Volamaggia (BO) - ITALY  
☎ +39 051 6705141 ☎ +39 051 6705156 ✉ info@entecemca.it www.entecemca.it




**intertek**  
Total Quality. Assured.

## 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, Indialand 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:** WLCD02, WLCD05, WLCD12, WLCD15, WLCD20, WLCD24

**Brand Names:** LABQUEST "BOROSIL"

**Specification-cs/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 55015:2020

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

**Date of Tests:** Safety: 18-02-2025 to 28-02-2025  
EMC: CE SURGE FFT, ESD, VDI, PFMP: 21-10-2024 to 05-12-2024, RE & RF: 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/EMI/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

The declaration is for the customer use only. It is not a substitute for the manufacturer's own declaration. The manufacturer is responsible for ensuring that the product is in conformity with the requirements of the standard. The product or service must be approved by the manufacturer before it is used. The manufacturer is responsible for ensuring that the product is in conformity with the requirements of the standard. The product or service must be approved by the manufacturer before it is used.

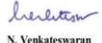


National Accreditation Board for Testing and Calibration Laboratories  
**NABL**  
**CERTIFICATE OF ACCREDITATION**

**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:** 17/10/2027

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 also visit NABL website [www.nabl-india.org](http://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**

**ap**  
*ajanta pharma*

**AUROBINDO**

**SUN**  
PHARMA

**amneal**

**Dr.Reddy's**

**teva**

**MSN**  
Research for Better Medicines

**Leading Pharma Companies**

Believe in

**BOROSIL Scientific Limited**



**torrent**  
PHARMA

**ENZENE**  
Biosciences Ltd.

**Biocon**

**ipca**  
A dose of life

**BE**  
*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 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



**Annual Dealers Conference 2025, Goa**

“ A workplace is only as great as its people ”

**Great Place To Work®**

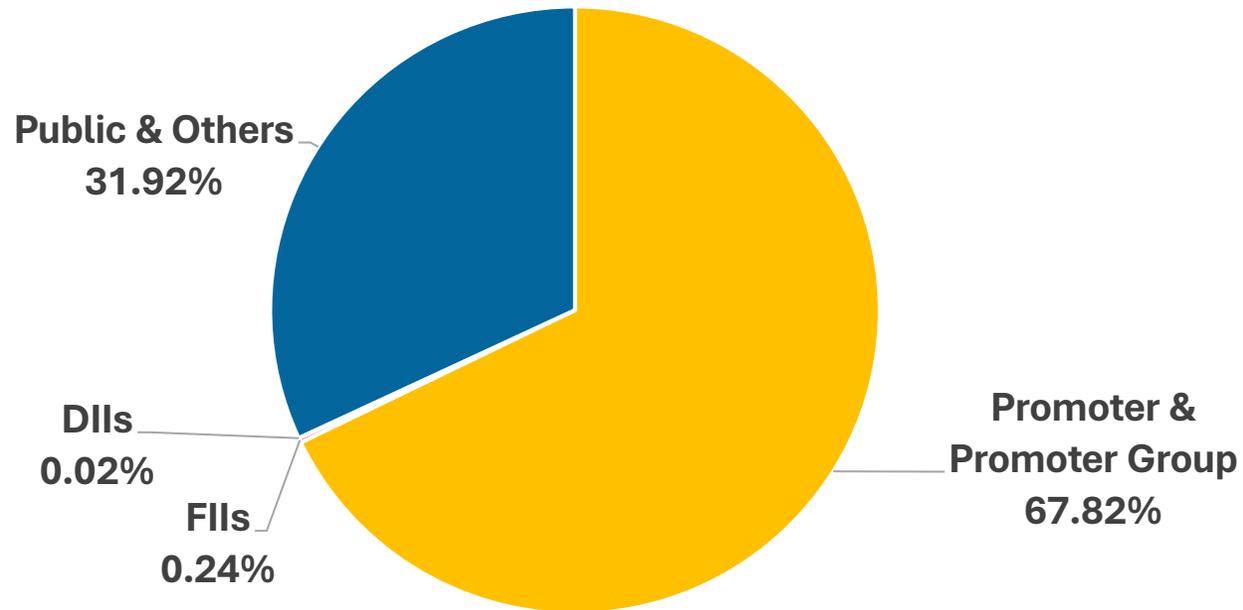
**Certified 2025**

**INDIA**

**TM**

# Shareholding

## Shareholding % as on 31<sup>st</sup> Mar 2025



Market Cap (NSE) as on 16<sup>th</sup> May 2025

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

# 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

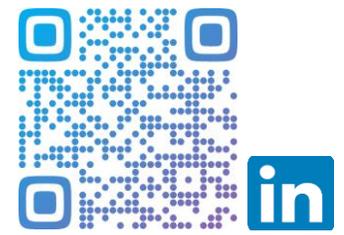


**Balesh Talapady**

Vice President Investor Relations  
Balesh.Talapady@borosil.com

Stay connected with us!

[www.borosilscientific.com](http://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