

BOROSIL GLASS WORKS LIMITED

CIN : L99999MH1962PLC012538

Corporate office : 1101, Crescenzo, G-Block, Opp.MCA Club, Bandra Kurla Complex, Bandra (E) Mumbai - 400 051, India.

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September 01, 2016

BSE Limited

1st Floor, New Trading Ring
Rotunda Building
P. J. Towers, Dalal Street Fort,
Mumbai - 400001

Scrip Code: 502219

Sub: Presentation made to Analysts and Institutional Investors' Meeting

Dear Sirs,

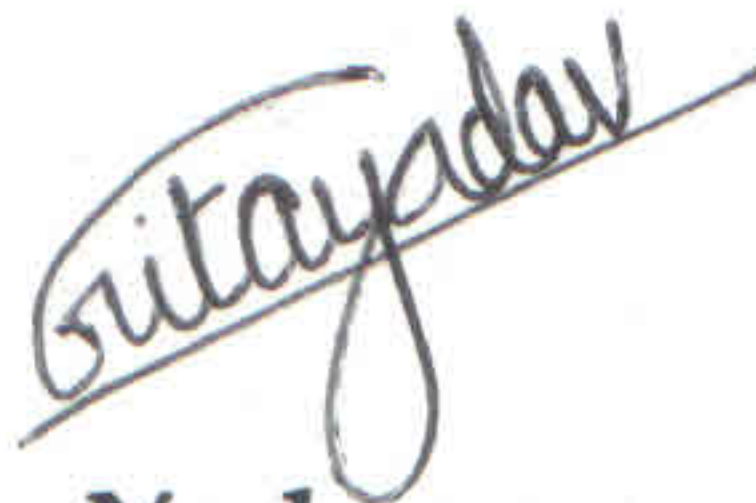
This is further to our letter dated August 30, 2016 on the subject. The Company has today i.e. on September 01, 2016 made a presentation to the Analysts and Institutional Investors.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed please find copy of presentation made.

You are requested to take the same on record.

Thanking you.

Yours faithfully,
For Borosil Glass Works Limited


Gita Yadav
Company Secretary

Encl: as above

Investor Presentation

September 2016

Borosil Glass Works Limited



Holding in operating Subsidiaries / Associate Company:

- Hopewell Tableware Private Limited – 100%
- Borosil Afrasia FZE – 100%
- Klasspack Private Limited – 60.30%
- Gujarat Borosil Limited – 25.25%

Borosil Glass Works Limited



- Brand with a 50+ year legacy
- Market Leader in Laboratory Glassware in India (Scientific & Industrial Products)
- Market Leader in Microwavable Kitchenware in India (Consumer Products)

Scientific & Industrial Products (SIP)

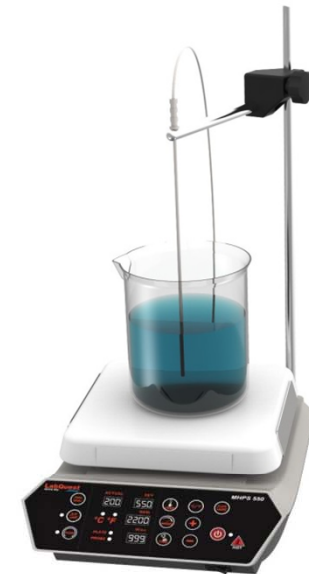


Borosil

- Comprises 54% of company revenue (FY16)
- Offers Scientific & Laboratory equipment
 - Glassware, Instruments, Liquid handling systems, Disposable plastics, Explosion-proof lighting
- Used in Pharma, Biotechnology, Microbiology, Food & Soil testing, Educational Institutions etc
- Introducing Laboratory tools & equipment under the brand LabQuest

SIP – Some Product Range

Borosil



SIP - Some Key Customers

Borosil



SIP Opportunity



Borosil

- Market size (organized sector)
 - Labglass INR 170 Cr., HPLC Vials INR 50 Cr. and Labquest INR 150 Cr., growing at 8 to 10%
- Market share:
 - Labglass 60%, HPLC Vials 10%,
 - Labquest : Recent market entry
 - Fragmented competition
- Strength & Strategy enabling us to sustain growth
 - Wide product range
 - Quick product delivery
 - Strong customer relationships – more products to same customers
- Emerging opportunities we can exploit
 - Growth in pharma industries
 - New product to same customers
 - Import substitution

Note: Market size & growth are internal estimates

Acquisition of Klasspack



Borosil

- Acquired 60.3% in July 2016
- Leading manufacturer of Glass Ampoules & Tubular Glass Vials for pharmaceutical packaging
- Complements Borosil's analytical vials product range
- Provides Borosil's Pharmaceutical Customers viable 2nd alternative for their packaging needs
- Current annualized turnover INR 28 Cr.

Consumer Products Division (CPD)



Borosil

- Comprises 46% of company revenue (FY16).
- Product range is used for preparing, reheating, serving and storing.
- Brand started as Synonymous with oven/microwaveable glassware and has now expanded to Appliances, Tableware, Storage.

CPD - Some Key Modern Trade Partner

Borosil



CPD - Some Key Institutional Customers

Borosil



IndusInd Bank



HCL



CPD Opportunity



Borosil

| Category | Total Market Size (Cr.) | Market Growth % |
|---------------------|-------------------------|-----------------|
| Glass Microwavables | 80 | 10% |
| Tumblers | 440 | 10% |
| Appliances | 9000 | 10% |
| Melamine | 300 | 15% |
| Opalware | 300 | 20% |
| Tea / coffee | 400 (incl. ceramicware) | 15% |
| Storage | 700 | 15% to 20% |

1. Estimated market share of Microwavables is 60%.

2. Tumblers universe consist of Borosilicate and Soda lime glass, we are mainly selling Borosilicate Glasses.

3. For other range we have just entered the categories.

Note: Market size, growth & share are internal estimates

CPD Opportunity



Borosil

- Strength & Strategy enabling us to sustain growth
 - Brand equity of Borosil
 - Wide products portfolio
 - Distribution network
- Emerging opportunities we can exploit
 - Change in eating habits towards more aesthetic products,
 - Multiple distribution Channels (Example E-commerce, modern retail outlets etc..)
 - No dominant brand in this segment

Acquisition of Hopewell (Larah)

The Borosil logo consists of a blue circle with the word "Borosil" written in white, sans-serif font to its right.

- Acquired 100% in January 2016
- Brand Larah
 - Lifestyle Opal dinnerware
 - Microwavable, Light, Strong, Chip-resistant for daily use
- Targets mass market customers for daily use
- Sales and distribution channel synergy – higher throughput
- Brand revenue INR 55 crore in FY16
- Anti dumping duty currently in effect for this product category

BGWL Key Enablers & Capabilities



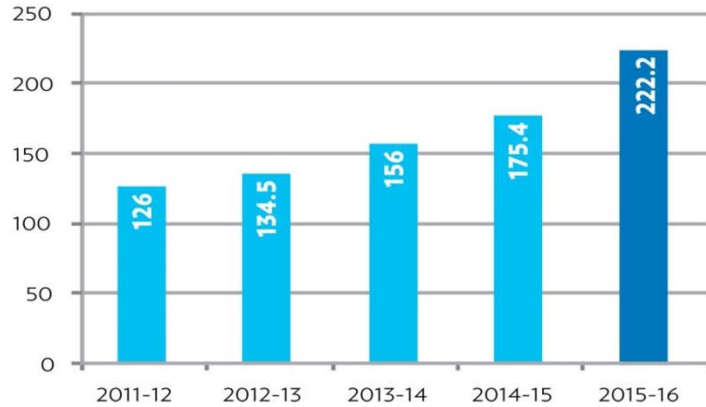
Borosil

- Unmatched brand equity in the sector
 - Sustained growth momentum & margins
- Established network of happy channel partners
 - 100 distributors / 10,000 retailers
- Technical expertise & state-of-the-art manufacturing facility
 - Superior quality / cost advantage
- Strong Balance Sheet with cash surplus
 - Ability to invest in brand building
 - Acquisitions to supplement organic growth

Financial Highlights

Net Revenue from Operations

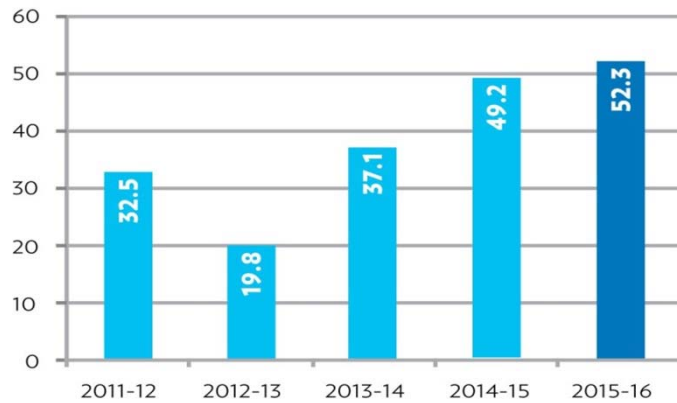
(₹ in crore)



PAT

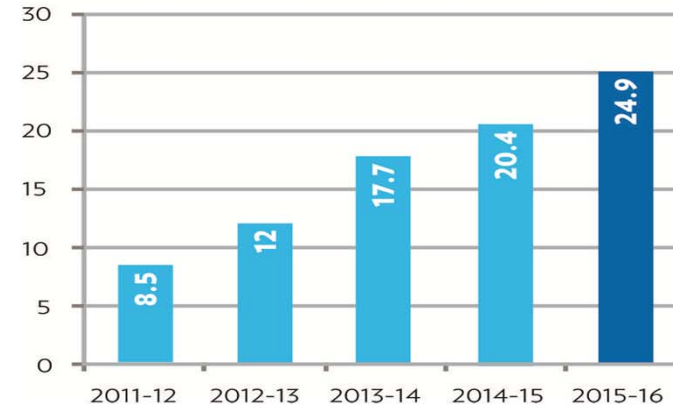
(Including income from investments)

(₹ in crore)



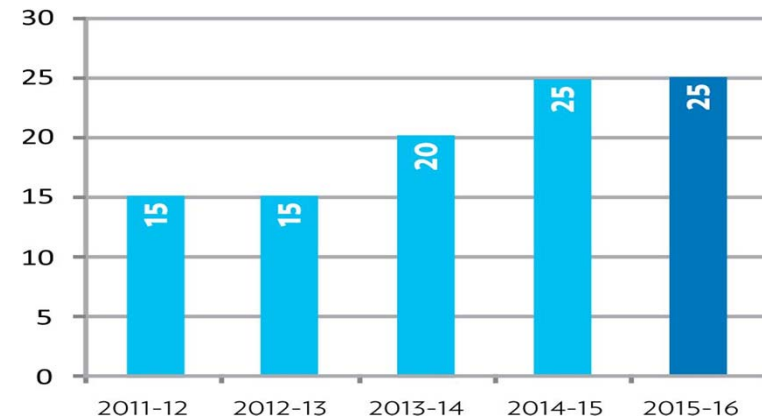
EBITDA from operations

(₹ in crore)



Dividend per share

(in ₹)



Five Years Financial Highlights

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| | | 2015-2016 | 2014-2015 | 2013-2014 | 2012-2013 | 2011-2012 |
|---|------------|---------------|-----------|-----------|-----------|-----------|
| Revenue From Operations | (Rs. lacs) | 22,221 | 17,542 | 15,595 | 13,447 | 12,602 |
| Profit Before Tax | (Rs. lacs) | 5,956 | 6,352 | 4,166 | 2,604 | 4,043 |
| Profit Before Tax as % on Revenue From Operations | | 26.80 | 36.21 | 26.72 | 19.37 | 32.08 |
| Tax expenses | (Rs. lacs) | 730 | 1,437 | 452 | 621 | 790 |
| Profit After Tax | (Rs. lacs) | 5,226 | 4,916 | 3,715 | 1,984 | 3,253 |
| Dividend | (%) | 250 | 250 | 200 | 150 | 150 |
| Net Earnings per Share | (Rs.) | 179.52 | 163.53 | 123.57 | 64.81 | 85.58 |
| Shareholders' Funds | (Rs. lacs) | 56,876 | 69,746 | 65,734 | 62,723 | 62,366 |
| Book Value per Share | (Rs.) | 2,462 | 2,320 | 2,187 | 2,087 | 1,989 |
| Return on Investment | (%) | 9.19 | 7.06 | 5.73 | 3.20 | 5.25 |

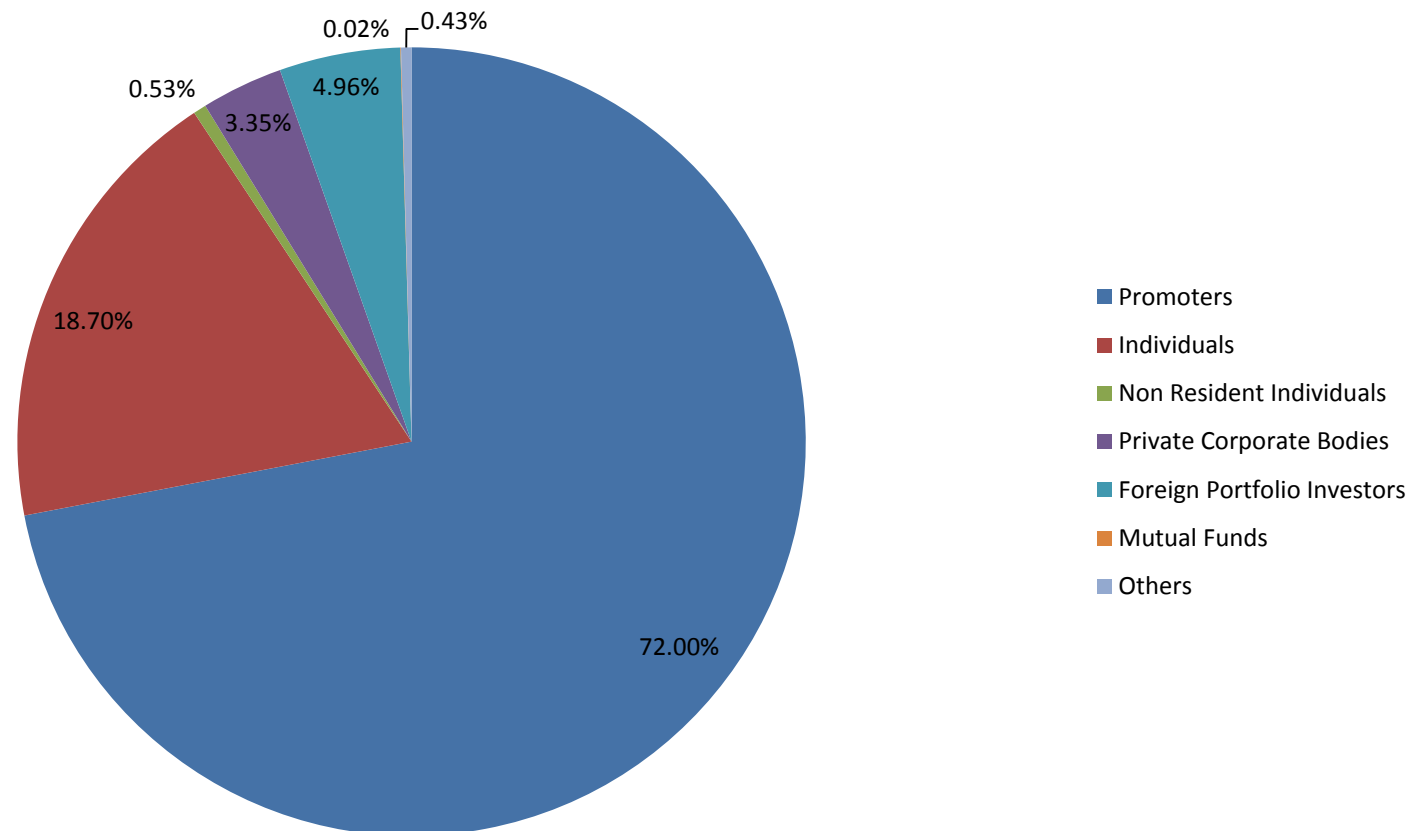
Board of Directors

The Borosil logo consists of a blue circle containing the word "Borosil" in white, sans-serif font. A thick blue horizontal line runs across the page, passing behind the circle.

| Sr. No. | Name of Directors | Status | Date of Appointment |
|---------|----------------------------|-------------------------|---------------------|
| 1 | Mr. B. L. Kheruka | Executive Chairman | 24-11-1988 |
| 2 | Mr. P. K. Kheruka | Vice Chairman | 24-11-1988 |
| 3 | Mr. Shreevar Kheruka | Managing Director & CEO | 24-08-2009 |
| 4 | Mr. V. Ramaswami | Whole-time Director | 17-08-2005 |
| 5 | Mr. S. Bagai | Director | 29-06-2002 |
| 6 | Mr. U. K. Mukhopadhyay | Director | 24-08-2009 |
| 7 | Mr. Naveen Kumar Kshatriya | Director | 09-05-2013 |
| 8 | Mrs. Anupa Sahney | Director | 30-05-2014 |

Shareholding Pattern

Borosil



- Total Number of Equity Shares - 23,10,000.

Thank you