

# BOROSIL GLASS WORKS LIMITED

CIN : L99999MH1962PLC012538

**Corporate office** : 1101, Crescenzo, G-Block, Opp.MCA Club, Bandra Kurla Complex, Bandra (E) Mumbai - 400 051, India.  
Tel. : +91 22 6740 6300 • Fax. : +91 22 6740 6514 • Email : borosil@borosil.com • Web : www.borosil.com

September 16, 2016

## **BSE Limited**

1<sup>st</sup> 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 today's letter on the subject, 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 today.

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



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## 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

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- 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)

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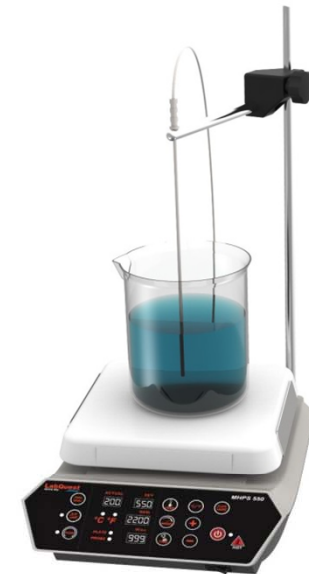


Borosil

- 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

**Cipla**  
*Caring for life*

 **Mylan**  
Seeing  
is believing

 **LUPIN**  
PHARMACEUTICALS, INC.

  
**DR. REDDY'S**

**RANBAXY**  
LABORATORIES LIMITED

  
**ALKEM**

  
**Incepta**

  
**glenmark**  
A new way for a new world

**Zy+us**  
dedicated to *life*

**TEVA**  
TEVA PHARMACEUTICALS

**Low client concentration**

# SIP Opportunity

The Borosil logo consists of a blue circle containing the word "Borosil" in white, sans-serif font. A horizontal blue line extends from the left edge of the slide, passing through the circle.

- Market size (organized sector)
  - Labglass INR 170 Cr, HPLC Vials INR 50 Cr.
  - Labquest INR 150 Cr, growing at 8-10%
- Market share:
  - Labglass 60%, HPLC Vials 10%,
  - Labquest : Recent market entry
  - Fragmented competition

Note: Market size & growth are internal estimates



# Sustaining Current Growth

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Borosil

- Meeting wide product range customers need
  - Single supplier convenient for laboratory for multiple low ticket SKUs
  - Not easily replicable by competition
- Quick & on-time delivery of SKU range
  - Investment in inventory, 6 warehouses & dealer network
  - Well managed Inventory more than offsets loss of sale
- Strong customer relationships
  - Low propensity of customer to switch

# Emerging Growth Opportunities

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Borosil

- Growth in the customer industries (Pharma)
  - Import substitution
  - New product to same customers (LabQuest)
  - Exports to ME/SEA/Africa
  - OEM supplies to Europe/N America
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- India est. 5% world market. EU/N America 80%

# Acquisition of Klasspack

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Borosil

- Acquired 60.3% in July 2016
- Glass Ampoules & Tubular Glass Vials for packaging pharmaceutical products
  - Complements Borosil's analytical vials range (used in the lab)
- Provides Borosil's Pharmaceutical Customers viable 2<sup>nd</sup> alternative for their packaging needs
- Current annualized turnover INR 28 Cr.

# Consumer Products Division (CPD)

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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 Product Range and Product positioning



Ally for the progressive homemaker



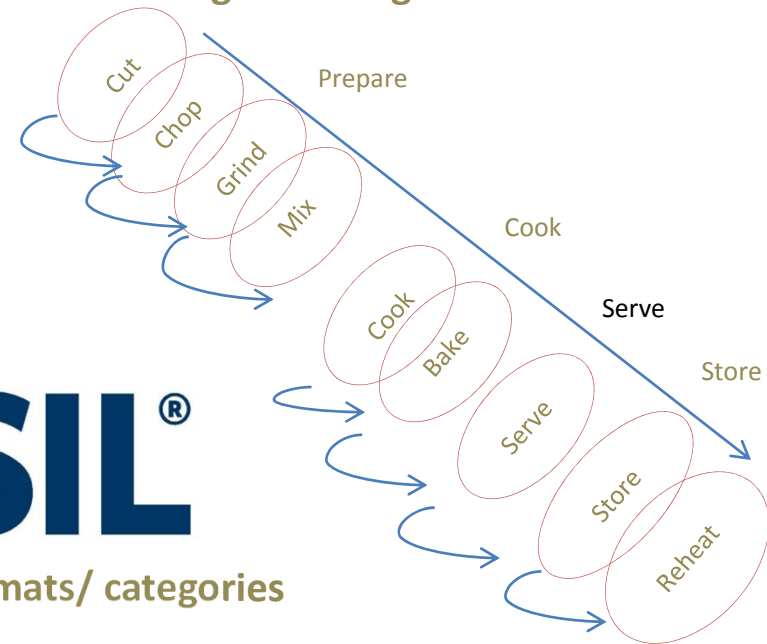
Everyday



Modern, contemporary



Entire process of Cooking & Serving



# BOROSIL®

Multiple formats/ categories



# CPD - Some Key Modern Trade Partners

Borosil



# CPD - Some Key Institutional Customers

Borosil



# CPD Opportunity

The Borosil logo consists of a blue circle containing the word "Borosil" in white, sans-serif font.

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



# Sustaining Current Growth

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Borosil

- Brand equity of Borosil
  - Invest in brand building
- Grow new product portfolio microwaveables
  - Storage, Dinnerware, Appliances
    - Daily use products
- Expand Distributor & Retailer network
  - 2X to 3X in next 3 years

# Emerging Growth Opportunities

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Borosil

- Change in eating habits towards more aesthetic products
  - Upgrading from steel
  - Adding multiple dinner / serving sets
- No dominant brand in this segment
- Multiple distribution Channels (Example E-commerce, modern retail outlets etc.)

# Acquisition of Hopewell (Larah)

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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

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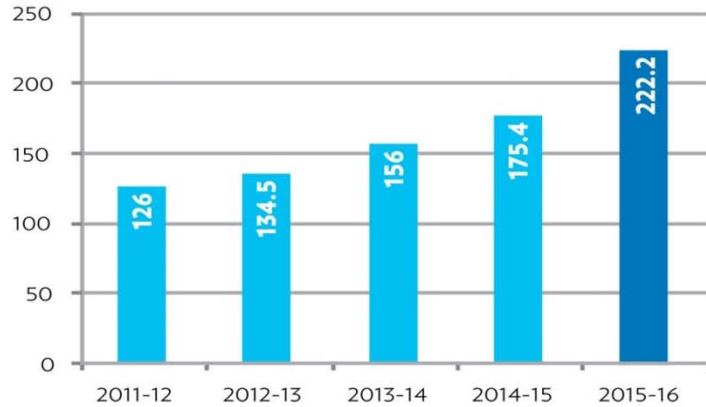
Borosil

- Strong brand equity
  - 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

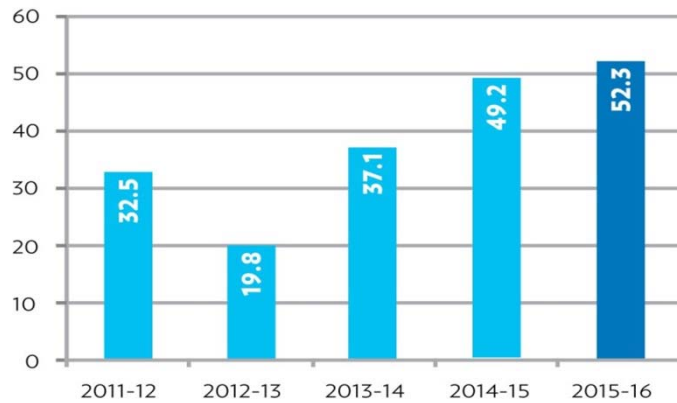
(₹ in crore)



## PAT

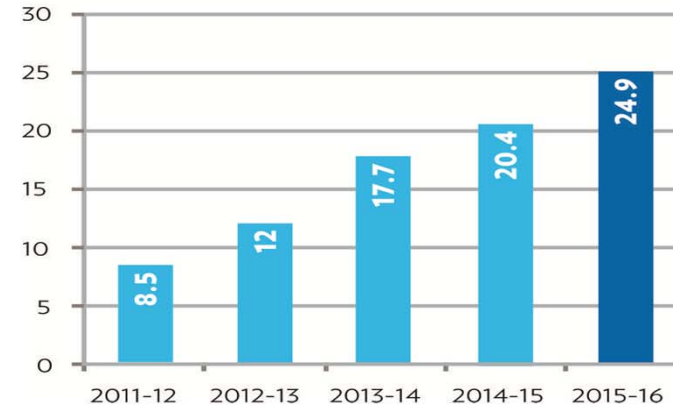
(Including income from investments)

(₹ in crore)



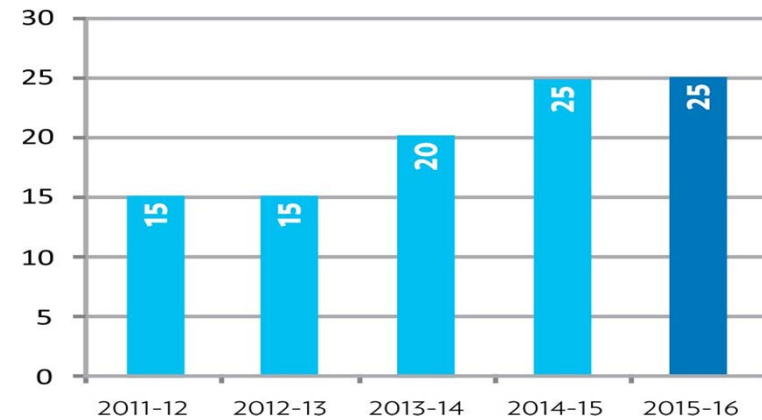
## EBITDA from operations

(₹ in crore)



## Dividend per share

(in ₹)



**Borosil**

# Five Years Financial Highlights

The Borosil logo consists of a blue circle containing the word "Borosil" in white, sans-serif font.

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

# Board of Directors

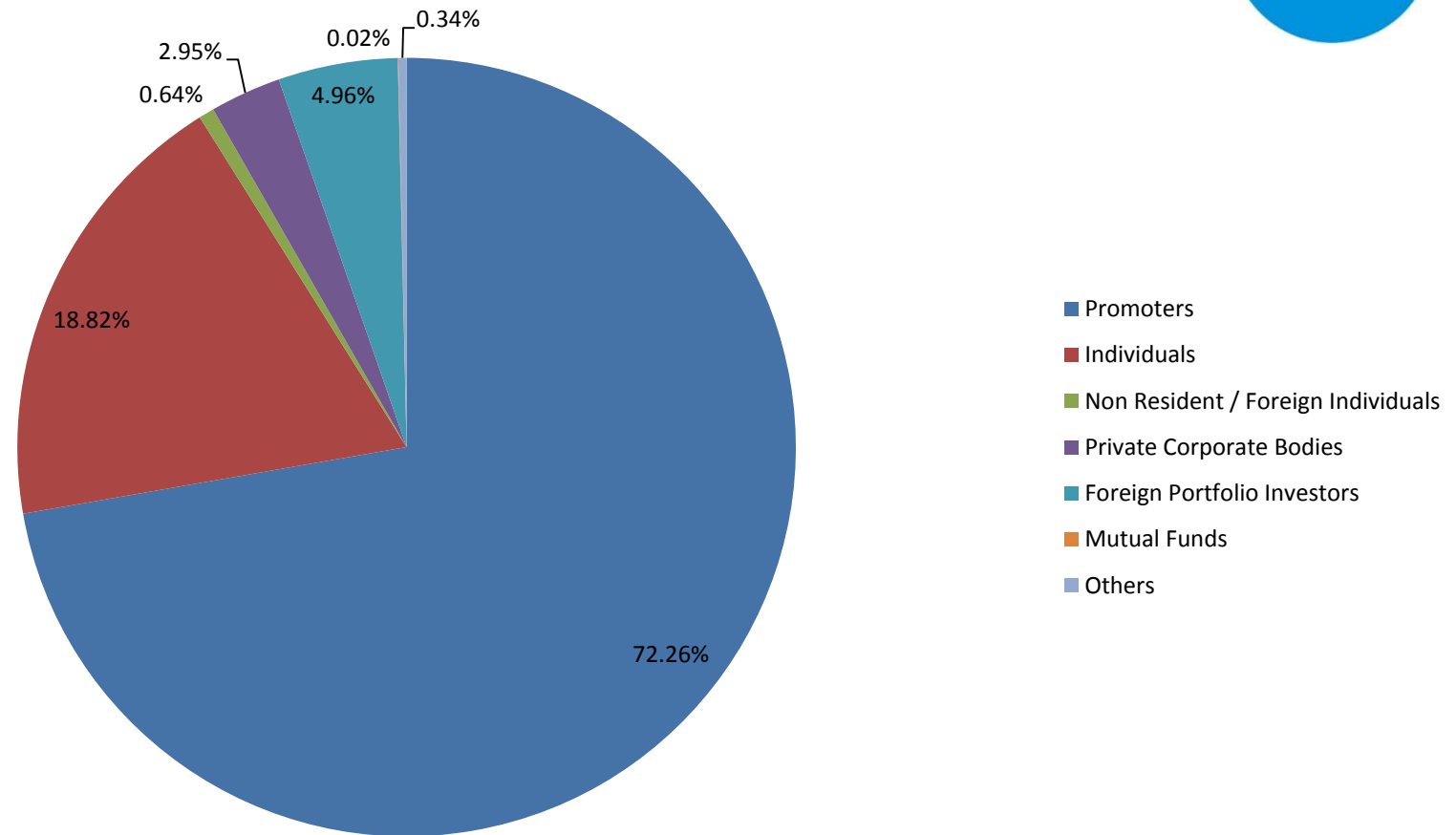


Borosil

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



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

Thank you