INVESTOR PRESENTATION Financial Performance for the quarter year ended on 30<sup>st</sup> June 2022





#### DISCLAIMER

"This investor presentation has been prepared by Borosil Renewables Limited ("Borosil") 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 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 Borosil. 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"



#### **KEY ABBREVIATIONS**

ADD	: Anti-dumping Duty
ARC	: Anti-Reflective Coating
AS	: Anti-soiling
BCD	: Basic Custom Duty
BRL	: Borosil Renewables Limited
CAGR	: Compounded Annual Growth Rate
Capex	: Capital Expenditure
CAR	: Corrective Action Request
CEA	: Central Electricity Authority
СР	: Consumer Product
CPSU	: Central Public Sector Undertakings
CSR	: Corporate Social Responsibility
CVD	: Countervailing Duties
DGTR	: Directorate General of Trade Remedies
EBITDA	Earnings before interest, tax, depreciation and amortization
EU	: European Union
EVA	: Ethylene Vinyl Acetate
FY	: Financial Year ending 31st March
GW	: Gigawatt

GWh	:	Gigawatt-hour	PA	:	Per Annu
INR	:	Indian Rupee	PAT	:	Profit aft
IP	:	Intellectual Property	PBT	:	Profit be
IPO	:	Initial Public Offering	PID	:	Potential
IPP	:	Independent Power Producers	PLF	:	Plant Loa
JNNSM	:	Jawaharlal Nehru National Solar Mission	PPA	:	Power Pu
KUSUM	:	Kisan Urja Suraksha evam Utthan	PPM	:	Parts Per
		Mahabhiyan	PV	:	Photovol
KWh	:	Kilowatt Hour	REC	:	Renewab
kWp	:	Kilo Watt peak	ROCE	:	Return o
mm	:	Millimetre	RPO	:	Renewab
Mn	:	Million	SECI	:	Solar Ene
MNRE	:	Ministry of New and Renewable Energy	SEZ	:	Special E
МТ	:	Metric Tons	SG#1	:	Solar Gla
MW	:	Megawatt	SG#2	:	Solar Gla
N.A.	:	Not Available	SG#3	:	Solar Gla
NAPCC		National Action Plan on Climate Change	SG#4	:	Solar Gla
NSM	:	National Solar Mission	SGD	:	Safeguar
OEE	:	Overall Equipment Effectiveness	SIP	:	Scientific
			TPD		Ton per [



#### num

- fter tax
- efore tax
- al Induced Degradation
- oad Factor
- Purchase Agreement
- er Million
- oltaic
- able Energy Certificate
- on capital employed
- able Power Obligation
- nergy Corporation of India
- Economic Zone
- lass plant 1
- lass plant 2
- lass plant 3
- lass plant 4
- ard Duty
- ic and Industrial Products
- Day

#### **CUSTOMER FOCUS** SAFETY INTEGRITY

# **RESPECT CONTINUAL IMPROVEMENT ACCOUNTABILITY**

# OUR VISION IS TO BE **THE MOST CUSTOMER-CENTRIC** COMPANY









# CONTENTS

- 1. Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10. Stock information and Contact Details**



### 1. Recent industry updates and updates from BRL

- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10. Stock information and Contact Details**



### **Recent Industry Updates**

**Extension of Anti**dumping duty on imports of Chinese solar glass in India

#### **Green Open** Access (OA) Policy

to accelerate wider adoption of green power by Commercial and Industrial (C&I) consumers

**Enhanced RPO targets** to further accelerate growth of renewables

**Reforms in Power Distribution Sector to** benefit the consumers

- The Directorate General of Trade Remedies (DGTR), has recommended for continuation of anti-dumping duty on Chinese solar glass for two years from its expiry on 17<sup>th</sup> August 2022.
- DGTR has recommended higher duties in the range of \$ 192.82 and \$ 302.65 per tonne.
- The finance ministry to take the final decision to impose this duty. •
- Ministry of Power published the green OA policy as Electricity (Promoting Renewable Energy Through Green Energy Open Access) Rules, 2022 in June 2022. Green OA policy aims at creating a standardized framework for OA development in India.
- The policy provides mandatory banking (with a minimum settlement period of one month) to C&I consumers availing RE power under the OA arrangement. It further provides clarity related to OA charges, including quashing of additional surcharge (AS), which is a major component of OA charges.
- This policy is also likely to benefit the domestic solar module manufacturers (OEMs) since the Open access and net metering (rooftop solar) projects will need to source solar modules from the vendors listed in the ALMM (Approved List of Models and Manufacturers) starting October 1, 2022. Presently, only domestic OEMs are approved under ALMM.
- This is expected to increase domestic manufacturing and demand for solar glass and benefit BRL. BRL also expects to procure more power under OA and could reduce its cost of purchase of electricity.
- The ministry of power has mandated the distribution companies to procure 24.71% of their power FY23 requirements through renewable energy sources in the current year, which is increased to 47 % by 2030
- The solar RPO which can be met through "other RPO" is 23.44% in FY23 to 33.57% in FY30
- Honourable Prime Minister of India launched the ministry of power's flagship "Revamped Distribution Sector Scheme (RDSS)" with an outlay of over ₹3 trillion over a period of five years from FY 2021-22 to FY 2025-26,
- The scheme aims to provide financial assistance to Discoms for modernization and strengthening of distribution infrastructure, focussing on the improvement of the reliability and guality of supply to end consumers



# BRL announces solar glass manufacturing capacity expansion with the fourth furnace (SG#4) with a capacity of 1,100 TPD

- BRL had originally obtained approval to add the 4<sup>th</sup> and 5<sup>th</sup> furnaces with a manufacturing capacity of 500 TPD each
- Considering the market scenario, it has been decided to increase the SG-4 project to a 1100 TPD. ۲
- This will lead to higher production and better efficiencies, due to a larger furnace. While there is an increase in ۲ estimated cost, there will be additional production.

Particulars	Details
Proposed capacity expansion	1,100 Tons Per Day
Period within which the proposed capacity is to be added	SG — 4 is expected to be commissioned during the Second year 2024-25
Investment Required	Investment estimated is Rs. 1400 crore
Mode of financing	The project will be financed by using a mix of equity, debt a or through a mix of any or all of such means of finance.

**Fund Raising plans**: The Board of Borosil Renewables at the meeting held on 14 July 2022 has approved enabling resolution for fundraising by the Company, up to Rs. 1100 crore, through either of the following: (a) further public offer (b) issuance of American Depository Receipts or Global Depository Receipts (c) issuance of Foreign Currency Convertible Bonds (d) qualified institutions placement or through a combination thereof



### quarter of the financial

### and/ or internal accruals,

# Update of Acquisition of Interfloat group

- BRL (the Company) had executed a binding agreement with HSTG and Blue Minds IF Beteilingungs GmbH ("Blue Minds") (collectively, "Sellers") on 25<sup>th</sup> April 2022 for the acquisition of a 100% stake of GMB Glasmanufaktur Brandenburg GmbH ("GMB") and Interfloat.
- The Company has been informed by the Sellers, that on July 31, 2022, there was a glass leakage around the melting area of

the furnace at the solar glass manufacturing facility of GMB situated at Tschernitz, Brandenburg, Germany.

- The Board of Directors of the Company reviewed the aforesaid developments at its meeting held today i.e. August 05, 2022, and decided to postpone the closing of the transaction until its assessment of the damage and any impact on the proposed transaction. Accordingly, the resolution for issuance of Equity Shares of the Company to Sellers on a preferential basis for consideration other than cash has been withdrawn from the Notice of AGM.
- The Board still believes in the underlying strong macro-economic trends in Europe and anticipates the demand of solar glass
- in the European solar market to likely increase in coming years.

9



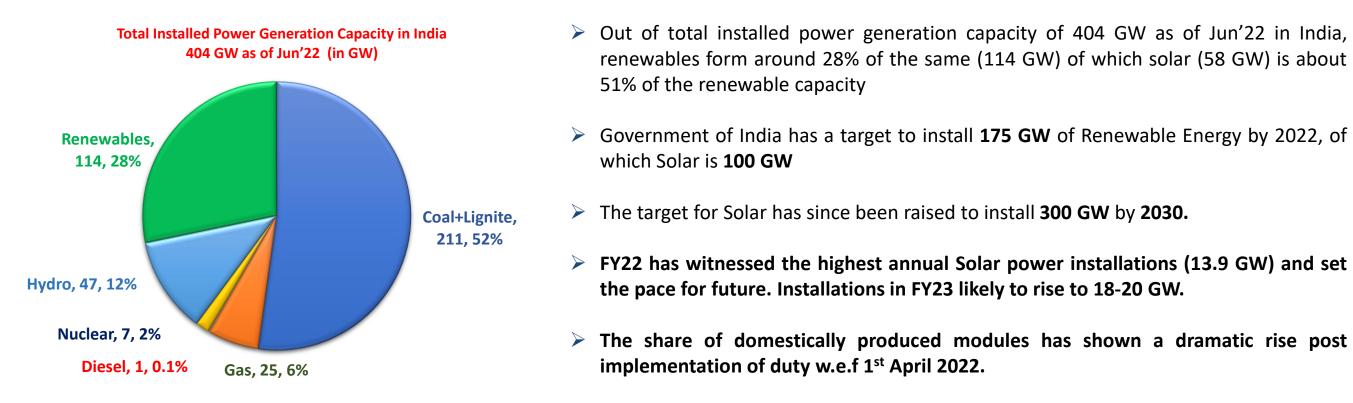
**1.** Recent industry updates and updates from BRL

### 2. Indian solar Industry Overview

- > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
- > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10. Stock information and Contact Details**

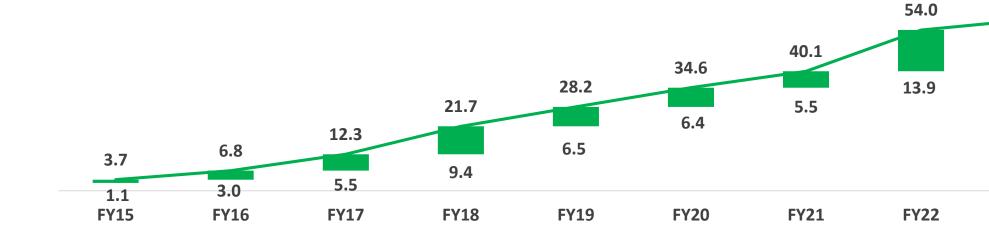


#### **Increasing share of Solar in Rising Renewables**



Growth of Installed solar power generation Capacity in India (GW)

—Cumulative Installed Capacity (GW)



Annual Capacity addition (GW)

11





3.71

### **Indian solar Industry: Growth Drivers and enablers**

12

National Solar Mission	Targets 100 GW of Installed Capacity by 2022 which is targeted to grow to 300 GW by 2030. Need annual so the target
SECI Tenders	Tenders by SECI for large ISTS connected projects assuring offtake and payment security to the project deve
Kusum Program	30.8 GW by 2022 with an incentive for farmers to install Solar Pumps/Grid Connected Projects etc. with dor Cells and Modules to boost Domestic Manufacturing. <b>This is expected to be 110 GW by 2030</b>
CPSU Program	<b>12 GW</b> of Solar Projects proposed for Captive Power Consumption (2019 – 2023) with domestic content red to boost Domestic Manufacturing. <b>5 GW capacity awarded recently to CPSUs.</b>
PLI Scheme	Total Production Linked Incentive (PLI) scheme hiked to <b>Rs. 24,000 Cr.</b> In budget 2022 for domestic solar cel Rs. 4,500 Cr announced earlier. This will propel domestic manufacturing of high efficiency solar modules an integration to create a robust eco system to ensure a robust supply chain for high growth.
National Tariff Policy	Enforcing the Renewable Purchase Obligation targets to promote constant growth of Solar Energy
Solarization of Railways	500 MW of Rooftop Generation Capacity by 2022 and 20 GW of Land Capacity to be installed by 2030 for se
Emergence of Electric Vehicles	Emergence of Electrical Vehicles along with viable battery storage expected to lead to considerable increase
Demand for RTC Renewable Power	Upcoming Hybrid (Wind+Solar) tenders and falling prices of storage batteries are expected to drive demand



#### olar installations of 25 GW to achieve

elopers

mestic content requirement for Solar

equirement for Solar Cells and Modules

ll and module manufacturing up from nd solar cells with further backward

self sustenance

e in demand

d for solar power

Indian Solar Module Manufacturing Industry: On the cusp of Surge in Manufacturing

- > India has around **<u>15 GW</u> of solar module manufacturing capacity** as of Mar'22
- > Due to stiff competition from low-priced imports and low installations, the actual utilization of Domestic Manufacturing was about 6 GW annually (about an average of 40-45% utilization) in 2021-22.
- > However, the share of domestically produced modules has started to rise owing to a favorable policy framework, which is helping create enablers for investments into domestic manufacturing including components with the potential to raise exports of modules. About 37 GW of new capacity is expected to be added by various existing and new players taking the capacity to over 50 GW.

The leading module manufacturers/ developers among others who announced investments in additional/new module manufacturing capacities



- Waaree Energies: 3 GW
- Vikram Solar: 3 GW
- Mundra Solar (Adani): 4 GW
- **Renew Power:** 2 GW
- Tata Power: 4 GW
- Reliance : 4 GW
- Shirdi Sai Electricals: 4 GW
- Coal India : 4 GW
- 2 GW Avaada Energy :



- 1. Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing

#### 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited

- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10. Stock information and Contact Details**



### The BOROSIL Group: Leadership Guiding Consistent Growth

### **Borosil Renewables Ltd.**



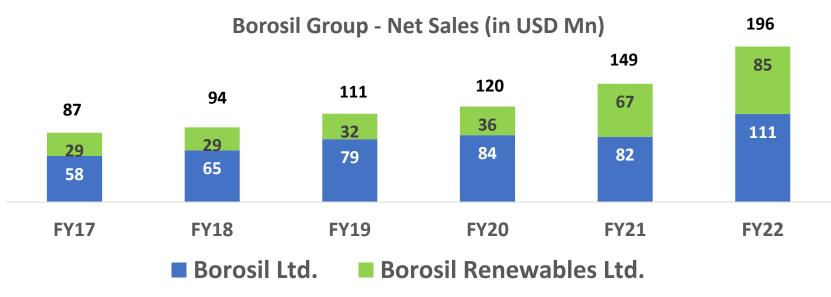
**High Performance Solar Glass** 



## Borosil Ltd.



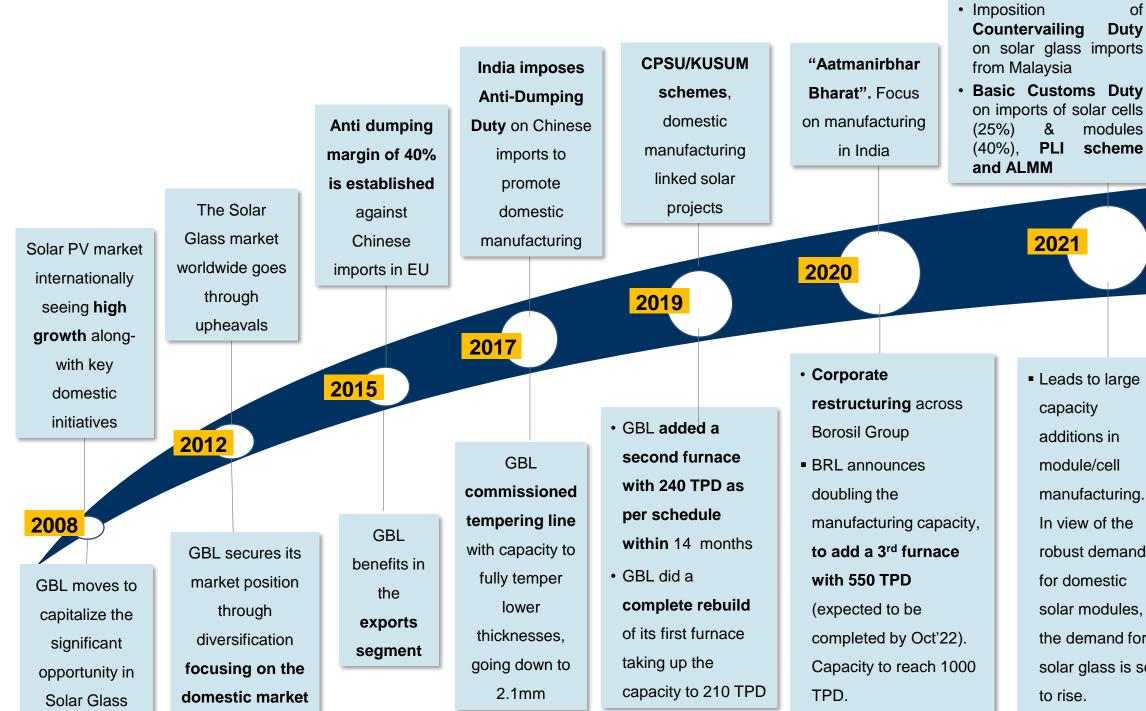
Scientific, Industrial & Laboratory Glassware and instruments







### **Borosil Renewables Ltd (BRL): A Growth Story**





of Duty

modules scheme

2022

**DGTR** recommends the continuation of Anti-dumping duty on the import of solar glass from China

robust demand

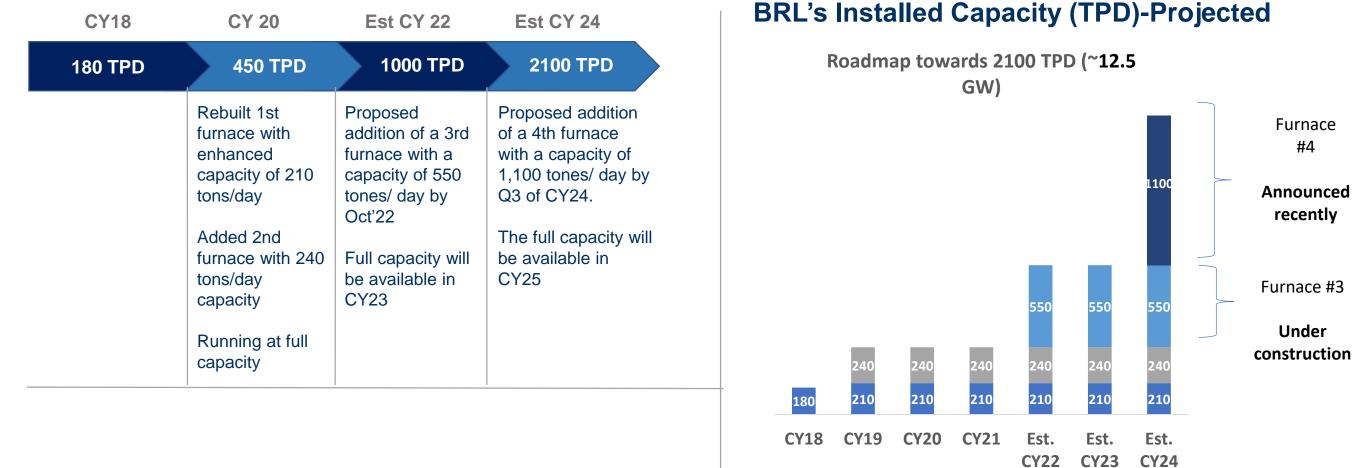
solar modules.

the demand for

solar glass is set

BRL plans to add 4<sup>th</sup> furnace OF 1,100 TPD (expected to be commissioned in Q3CY24). Likely to be taken up before end of the calendar year 22.

### Borosil Renewables Ltd: Capacity Expansion to keep pace with market growth



Present domestic demand > BRL's post-expansion capacity, robust growth in the sector in domestic manufacturing of modules, current high share of imports and high growth in exports = Easy absorption of additional production volumes



**CY23 CY24** 

Furnace # 2 Furnace # 4

Furnace # 1

Furnace # 3

### Drivers of growth of Solar glass manufacturing in India

Recent announcements by various Module Manufacturers/ Solar Plant Developers to add 37 GW of module manufacturing capacity taking the same to about 50 GW over next 3 years. Share of domestically produced modules already on the rise from April 2022

Antidumping Duty (ADD) on solar tempered glass imports from China since August 2017 and recommended by DGTR for extension for 2 years

#### Potential to increase export of Solar Glass

A very good potential to increase exports to Europe, Americas, Russia, Turkey and MENA due to renewed focus on domestic modules manufacturing in Solar PV (ADD applicable on Chinese glass in EU and Turkey)

Levy of a **Countervailing Duty** (9.71%) on the Solar tempered Glass imports from Malaysia since March 2021 for 5 years

Shift towards Glass-glass and Bifacial modules globally

Budget 2021: Established a level playing field between **DTA and SEZ Units** 

SEZ units now need to pay Antidumping duty/ CVD on inputs used for goods sold in DTA area. Increased demand expected for domestic solar glass.



# BRL's Factory at Bharuch, Gujarat





- 1. Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited

#### 4. Financials

- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10.** Stock information and Contact Details



# Financial Performance for the quarter ending 30.06.2022 (1/2)

21

Key Parameters	Q1 FY23	Q4 FY22	Q1 FY22	Growth/ (Decline) % Q1 FY23 over Q1 FY 22	Growth/ (Decline) % Q1 FY23 over Q4 FY 22	FY22
Revenue	169.98	179.05	136.13	25%	-5%	644.22
EBITDA	51.31	62.43	68.19	-25%	-18%	265.01
EBITDA %	30.2%	34.9%	50.1%	-40%	-13%	41.1%
Interest	0.45	0.65	1.58	72%	31%	2.80
Depreciation	10.60	10.48	10.75	1%	-1%	42.45
PBT	40.26	51.30	55.86	-28%	-22%	219.76
PAT	30.11	46.38	39.62	-24%	-35%	165.85



- > During the quarter, the Company achieved Net Sales of INR 170 Cr., an increase of 25% over the corresponding quarter of the previous year. The average ex-factory prices of tempered solar glass during the quarter were slightly lower as compared to the corresponding quarter in the previous year.
- > Export Sales during Q1FY23 (including to customers in SEZ) were INR 39.5 Cr. (INR 32.2 Cr. in the corresponding quarter), comprising 23.3% of the turnover.
- > EBITDA during the quarter was INR 51.3 Cr. corresponding to an EBITDA margin of 30.2% as compared to a margin of 50.1% in Q1FY22. Lower EBITDA in Q1FY23 is mainly due to the rising cost of raw materials, energy, and packing materials which could not be passed on fully due to market conditions and the ex-factory selling prices were raised compared to the previous quarter but they were lower compared to the corresponding quarter during last financial year.



- **1.** Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10. Stock information and Contact Details**



### **Product Portfolio**

#### **MARKET SEGMENTS**

- High Performance Solar Glass for
- · Utility scale ground solar PV
- High Performance Green House
- Solar Rooftop, Water pumps
- Bifacial, Glass-glass, BIPV
- Solar Thermal projects

#### **CUSTOMIZED SIZES**

- · Glass for 72/60 cells module (and other sizes specified by the customer)
- · Capable to manufacture larger sizes of tempered glass for modules with M10/ M12 cells
- SAM Glass : Glass for Small Area Modules

# BOROSIL renewables

#### **GLASS COMPOSITION**

- Borosil Solar Glass with low Antimony content
- NoSbEra: Borosil Solar Glass without Antimony

# PRODUCT **PORTFOLIO**

#### **ADDITION OF VALUE ADDED PRODUCTS**

Shakti : High Efficiency Matt – Matt Finish Selene : Anti-Glare Solar Glass

> **GLASS IN VARIOUS THICKNESSES**

• 2 mm • 3.2 mm • 2.5 mm • 4 mm • 2.8 mm • 6 mm

**SOLAR GLASS WITH COATINGS** 

- Anti Reflective Coatings (AR)
- Anti Soiling Coatings (AS)
- AR + AS in a same coating









### **USPs of Borosil's Solar Glass and Superior Performance**

#### ENGINEERED FOR LONG TERM DURABILITY

- Low sodium. Low PID (Potential Induced Degradation)
- High chemical durability: superior glass performance
- Very High hydrolytic resistance
- **ENHANCED MECHANICAL STRENGTH** •
- Withstood > 180 Mpa, (Standard 90 Mpa as ٠ per EN 12150-1)
- 2 x more strength than heat-strengthened • glass
- 4 x more strength than annealed glass •
- **BOROSIL'S FULLY TEMPERED GLASS IS SAFER AND STRONGER**
- Tempered glass has a breakage of small • particles
- Much safer than the large & sharp pieces • resulting from broken heat strengthen glass



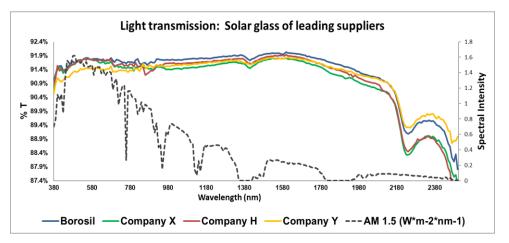


Normal heat strengthen glass



**Borosil's fully** tempered glass

#### **HIGHER TRANSMISSION**



	Wavelength range (nm)			
Supplier	380-780	380-1100	380-2500	
BOROSIL	91.76%	91.68%	91.31%	
Company X	91.73%	91.51%	91.00%	
Company H	91.74%	91.58%	91.08%	
company Y	91.41%	91.39%	91.18%	



### Value added products by Borosil in Solar Glass

#### SHAKTI: HIGH EFFICIENCY SOLAR GLASS IN MATT-MATT FINISH

- Recently developed a solar glass with matt finish on both sides
- Leading to a Higher light transmission
- Transmission value reaching higher than 94% with use of an appropriate AR Coating
- No changes necessary in certification of BoM (bill of material) due to usage of matt-matt glass in place of prismatic-matt glass

#### **"SELENE" ANTI-GLARE SOLAR GLASS FOR PV PROJECTS NEAR AIRPORTS**

- Reflection/ glare from the PV modules installed near Airports may interfere pilot or airport staff's visibility.
- Glare can cause a brief loss of vision/ Flash blindness for a period of 4-12 s. Glare is a safety concern!
- In Dec'19 Borosil launched Selene



Modules with AR coated Glass

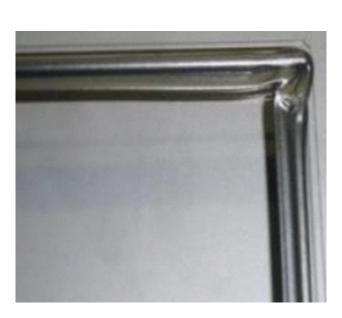
Glare



Modules with Selene anti-glare glass

Actual pictures

No Glare



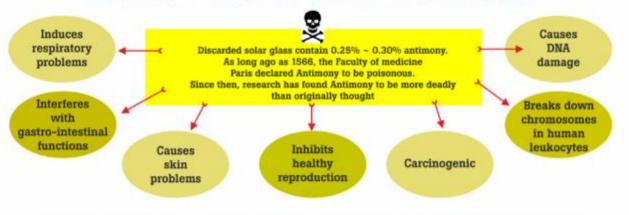
- Fully tempered 2 mm Solar Glass ٠ World's 1<sup>st</sup> fully tempered thinnest Solar Glass for versatility and longevity
  - **Project Cost Optimization**
  - Offers Superior Edge-to-Edge sealing increasing module lifetime (up to 40 years) and reliability
  - Best suited for Floating PV, Frameless Modules, etc.



#### Reduces the overall weight of the module leading to

### **Innovation by Borosil in Solar Glass**

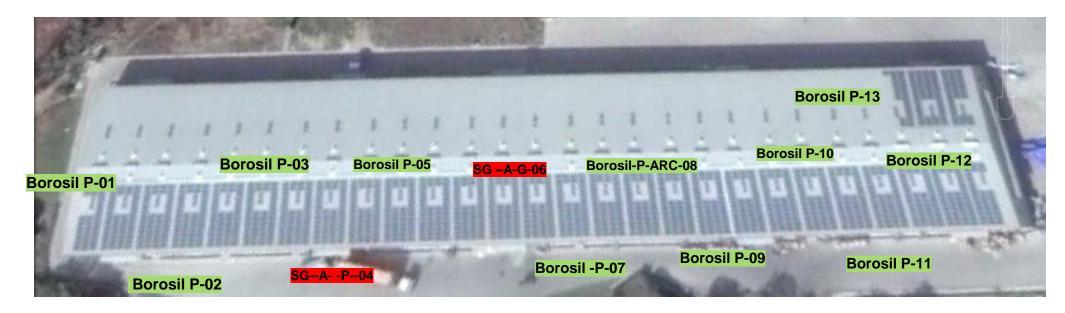
#### **ANTIMONY IN SOLAR GLASS IS POISONOUS!**



#### **ANTIMONY IS MORE DEADLY THAN ARSENIC!**

### **NoSbEra: ANTIMONY-FREE SOLAR GLASS BY BOROSIL** A PATENTED TECHNOLOGY BY BRL

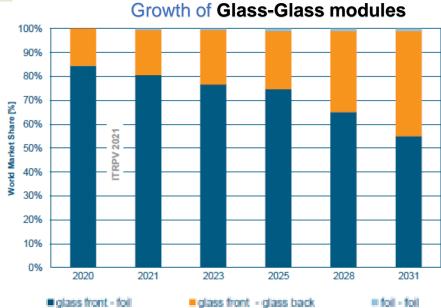
- No other forms of flat glass today contains Antimony. Only solar glass does.
- It leaches out of glass like sugar from a candy stick
- Borosil is the only solar glass manufacturer in the world who has been able to successfully remove the Antimony from Solar glass
- Obtained a certification from SPF, Switzerland



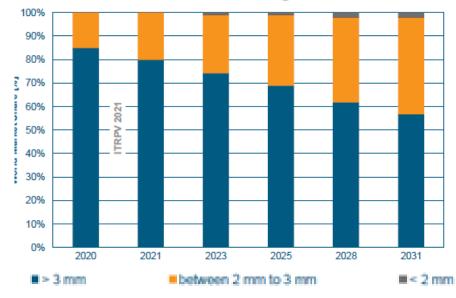




### **Products to meet the evolving requirements**



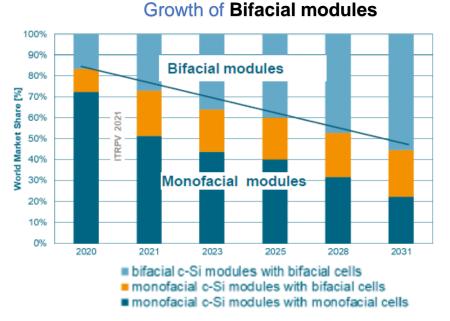
#### **Growth of Thinner glass**



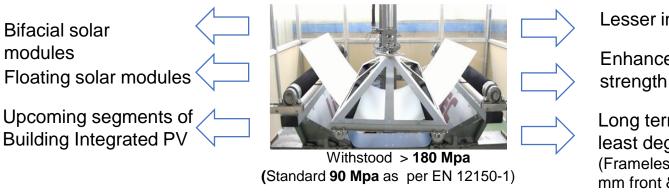
Ref: International Technology Roadmap for PV 2021

•

- **Bifacial modules**
- Glass to glass modules •
- Frameless modules • In order to achieve the optimum
- module weight, the Solar PV
- thinner glass



#### **Thinner Glass Advanced Applications**



As a leading supplier of fully tempered thinner glass in 2mm, we are poised to serve these emerging segments and

many of our customers have obtained certification for 2.8 and 2.5 mm glass and buying large volumes.



- Solar PV market is moving towards

market is moving towards use of

#### USPs

- Lesser in weight
- Enhanced mechanical
- Long term durability with least degradation (Frameless modules with 2 mm front & back glass )

### Innovations in Manufacturing Processes with a view to care for environment



- Efficient and cost-effective, low Energy Intensive Process
- The Company has a 22% lower carbon footprint in comparison to the default score for glass manufacturing in Life Cycle Assessment. This value is the best value so far for glass manufacturing as per a very reputed European institute.
- Use of low-cost renewable energy. Owns 1.5 MW of wind farm and proposed investing in 10 MW Wind-Solar Hybrid power plant for commissioning in FY23.
- Further exploring additional 8 MW renewable power under open access. ٠



World's 1st company to ۲ develop a process to remove a toxic element Antimony (Sb) from solar glass (Patented technology)



Use of reusable packing material thereby saving cutting of trees



- Received a patent to use the waste materials as a part of raw material
- Bag filters For fine dust control
- Close loop water circuit system- For water treatment and reuse of water
- Installed sewage treatment plant ٠



- 1. Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process

### 6. Domestic and International Customer base

- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10.** Stock information and Contact Details



### **Borosil Renewables Ltd.: A Strong Domestic and International Presence**



- A Global Presence with products matching international standards and quality requirements with over 20% of revenue coming from exports
- Sole Manufacturer of Solar Glass in India with lower lead times and ٠ flexible order quantities supplying over 100 domestic customers
- Majority of international customers are based in Western • Europe/Turkey. The Company has expanded outreach in geographies like the Americas, Russia, and MENA while nurturing and growing the existing markets and adding customers
- Huge export opportunity in Europe, the USA, and Turkey due to • preference for local production of modules in the respective countries.
- New segments being developed: Glass for greenhouses and BIPV etc



- **1.** Recent industry updates
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base

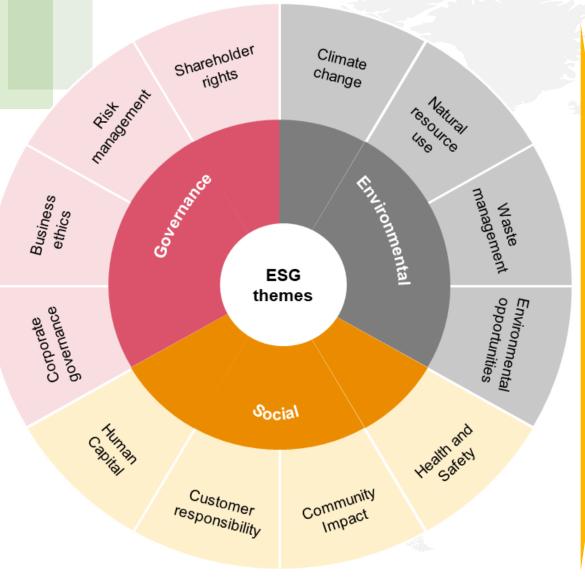
#### 7. Sustainability, social responsibility, and our ESG journey

- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10.** Stock information and Contact Details



### **Borosil Renewables: An ESG Journey**

ESG is outcome-driven and not just good intentior



Various important ESG issues in the current context

ons.		<u>ە</u>			
	Environment	Social	Governance		
Investors	<ul> <li>Emissions</li> <li>Water</li> <li>Energy</li> <li>Climate change</li> </ul>	<ul> <li>Employee health and safety</li> <li>Community relations</li> <li>Labour practices</li> </ul>	<ul><li>Risk management system</li><li>Code of conduct</li></ul>		
Customers	<ul> <li>Emissions</li> <li>Water</li> <li>Energy</li> <li>Climate change</li> <li>Waste</li> </ul>	<ul> <li>Health and safety</li> <li>Community relation</li> </ul>	<ul><li>Risk management</li><li>Code of conduct</li></ul>		
Suppliers	<ul><li> Emissions</li><li> Water</li><li> Energy</li></ul>	<ul> <li>Employee health &amp; safety</li> <li>customer relationship</li> </ul>	<ul><li>Board Structure</li><li>Code of conduct</li></ul>		
Employees	<ul><li> Emissions</li><li> Water</li><li> Energy</li></ul>	<ul> <li>Employee health &amp; safety</li> <li>Community relationship</li> </ul>	<ul><li>Risk management</li><li>Code of conduct</li></ul>		
What matters to our stakeholders: Analysis based on our interactions with them					

What matters to our stakeholders: Analysis based on our interactions with them



### **Borosil Renewables: An ESG Journey**

Borosil Renewables Limited has embarked on a transformational journey where ESG is the core of how we do business.

Our strategic ESG prioriti	ies	Our actions in FY22
<ul> <li>Aim to achieve Carbon neutral operations</li> <li>Create a positive water balance</li> <li>Explore waste management opportunities</li> <li>Transition to low carbon energy</li> </ul>	s Greener planet	<ul> <li>Plans to undertake GHG monitoring and it</li> <li>About 30% of the sales were dispatched it and exploring further opportunities</li> <li>Exploring an enhanced renewable energy</li> </ul>
<ul> <li>Achieve a zero-accident workplace</li> <li>Become an equal opportunity employer</li> <li>Integrate suppliers as business partners</li> <li>Building resilient communities</li> </ul>	Social equity	<ul> <li>Achieved zero fatality year on year</li> <li>Launch an equal opportunity policy by F</li> <li>Company wide strategic supply chain ma launched</li> <li>Multiple community development programmed</li> </ul>
<ul> <li>Focusing on highest ethical standards</li> <li>Creating a risk management framework</li> <li>Creating a strong IT infrastructure</li> </ul>	Robust governance	<ul> <li>A group-wide code of conduct applicable Plans are in place to launch a mandatory</li> <li>ESG risks are incorporated in the risk man</li> <li>A group-wide program on the evaluation</li> </ul>

BRL aims to disclose quantifiable targets in short to medium term and transparently report performance against the targets.



#### **inventorization** to track emissions in reusable packaging material

gy procurement

#### **FY23**

nanagement program to be

#### rams launched on need basis

le to all employees and leadership. y training anagement framework on of IT risks

### **Ongoing Initiatives at Borosil Renewables Ltd.: Societal Responsibility and CSR**



- The company helps running a CBSE school (CKG Highschool) in Govali village
- Contribution to Gram Vikas Trust for Vidyasaathi Project
- Contribution towards Shroff SR Rotary ٠ Institute of Chemical Technology, Bharuch



- Sewa Yagna Samiti. Bharuch.
- Borosil supports the Civil Hospital with their Nutritional requirements (milk)



Creation of infrastructure for drinking water at Govali Village



Contribution to tailoring institute run by SEWA Rural (Society for Education Welfare and Action – Rural, Jhagadia, Bharuch)



### Societal Responsibility and CSR activities across the Borosil Group



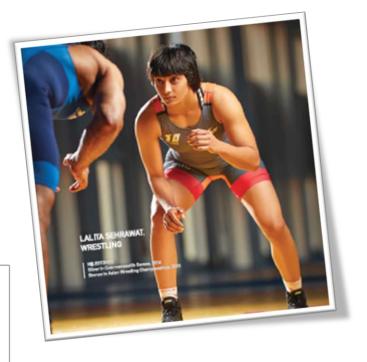
On the CSR front, BRL continues to play an active role in helping farmers in water deficient Parli district of Maharashtra improve their annual incomes.



Initiatives during Covid-19: Donation of PPE kits to Covid-19 Warriors – Doctors and Police, Donation of glassware to hospitals, distribution of essentials in Govali village and food packets to the migrant labour



The foundation is supporting women athletes who are striving to win medals at the Olympics through financial sponsorship at the Inspire Institute of Sports in Vijaynagar, Karnataka





The Borosil foundation is supporting education of the poorest strata of society through Friends of Tribals Society.



The foundation is supporting the Indian Cancer Society by helping them spread awareness about the ease of cancer testing.



The foundation is supporting various initiatives on women empowerment through the **Edelgive foundation** 



Borosil's partnership with Indian Olympic Association as the Indian contingent's hydration partner in Olympics.

- **1.** Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey

### 8. Awards and Recognition

- 9. Corporate Governance, Board of Directors and KMPs
- **10. Stock information and Contact Details**



### **Recognition received for 2 mm fully tempered solar glass**



**Honourable Prime** Minister of India Mr. Narendra Modi

Message from Hon. Prime Minister on the occasion of inauguration of 2 mm Fully **Tempered solar glass facility** 



New Delhi 04 October, 2017

#### Shri Pradeep Kheruka,

I congratulate Gujarat Borosil Limited on having successfully completed trials of fully tempered 2mm solar glass. Your enterprise is contributing towards the twin goals of 'Make in India' and enhancement of India's solar power capacity.

Your work in boosting the renewable energy sector is appreciable. Environmentally conscious organisations can play an instrumental role in strengthening India's commitment to sustainable

I congratulate the management and the staff of Gujarat Borosil development.

Limited for their good work in scaling new heights and enhancing the Indian manufacturing industry's profile globally.

I congratulate and wish the Gujarat Borosil Limited all success

for the inauguration of a new facility.

Yours sincerely,

(Narendra Modi)

Shri Pradeep Kheruka





### World's 1st company to produce 2 mm fully tempered solar glass



### Other Industry awards and recognition



National Award 2021 By Dept. of Science and Technology, Govt. of India



**Prestigious Gold Medal at India Green Manufacturing Challenge** 2020-21



**AIGMFs Balkrishna Gupta Award** for Exports for FY21







GBL honored with CAPEXIL Award for Excellence in Exports for the years 2015-16 & 2016-17



**CII BE Star Recognition award** 2017 Emerging Leader – Excellence in **Operations Management** 



17th FGI AWARDS for EXCELLENCE in the category of "Outstanding Entrepreneur"



Economic Times' 40 under 40 award for 2019 -Mr. Shreevar Kheruka

- **1.** Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs
- **10.** Stock information and Contact Details



### **Corporate Governance: A professionally managed business backed up by family**



Industrialist having Rich experience in the Glass Industry

P.K. Kheruka Executive Chairman



Shreevar Kheruka Vice Chairman

Also the Managing Director and CEO of Borosil Limited with more than 15 years Corporate experience.



V. Ramaswami Whole-Time Director



**Raj Kumar Jain** Independent Director



Pradeep Bhide Independent Director



Asif Ibrahim Independent Director



40 years in Corporate Sector – Finance, Commercial, Sales and General Management.

Ashok Jain Whole-Time Director

Shalini Kamath Independent Director

Three decades of work experience in three distinct fields – Human Resources, **Business Development and** Social & Community Development.

Wide experience in Statutory

Audit, Concurrent Audit,

Revenue Audit, Stock Audit

and has specialization in

Investigation Audit.

**Haigreve Khaitan** Independent Director



He is an I.A.S. (Retd.) and has a career spanning 39 years in the Indian Administrative Service

Former Director of the Intelligence Bureau, the main internal intelligence agency of India.

Partner of Khaitan & Co. and also heads the firms Merger and Acquisition Division

# **Corporate Governance: Senior Management**

Name	Designation	Key Responsibility
Mr. Pradeep Kumar Kheruka	Executive Chairman	Provide leadership and direction to the responsibility for the strategic initiative
Mr. Shreevar Kheruka	Vice Chairman	Provide direction to the organization ar based governance system. Performance evaluation.
Mr. Ashok Jain	Whole Time Director	Handling Sales & Marketing and Corpo
Mr. Ramaswami V Pillai	Whole Time Director	Handling Technical and Projects
Mr. Sanjeev Jha	COO	Handling Manufacturing Operations
Mr. Sunil Kishanlal Roongta	CFO	Handling Finance & Accounts and Con
Mr. Kishor Talreja	Company Secretary	Handling Secretarial & Listing compliant



# he Board and assume /es. and establish a policy nce monitoring and oorate Finance ommercial

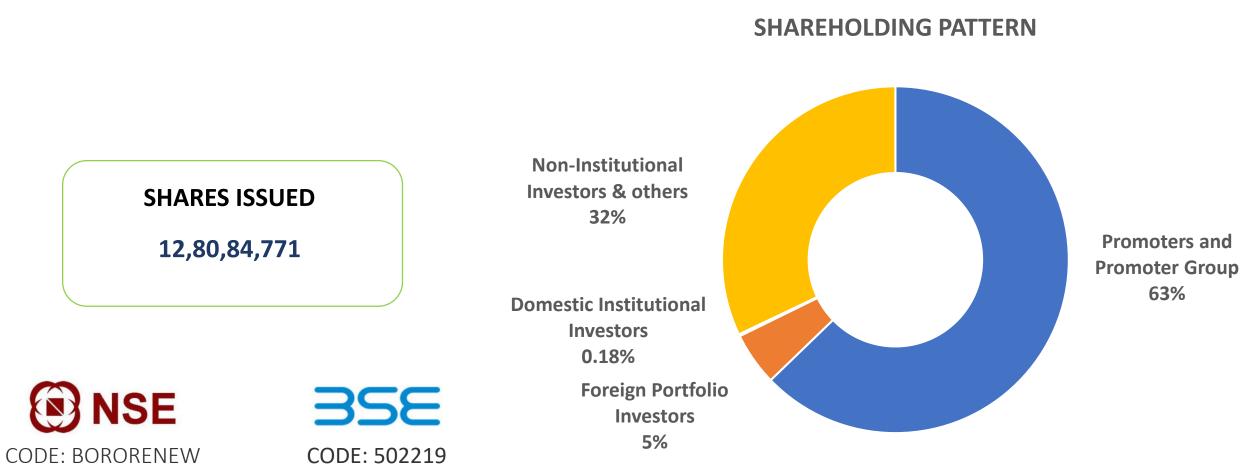
ances.

- 1. Recent industry updates and updates from BRL
- 2. Indian solar Industry Overview
  - > Indian Solar Industry: A Sunny Outlook and road map, Growth Drivers and enablers
  - > Indian Solar Module Manufacturing Industry: On the cusp of a surge in manufacturing
- 3. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 4. Financials
- 5. Borosil Renewables Limited
  - Products and Pioneering achievements
  - > Value to our customers through innovative products
  - Innovations in the manufacturing process
- 6. Domestic and International Customer base
- 7. Sustainability, social responsibility, and our ESG journey
- 8. Awards and Recognition
- 9. Corporate Governance, Board of Directors and KMPs

### **10. Stock information and Contact Details**



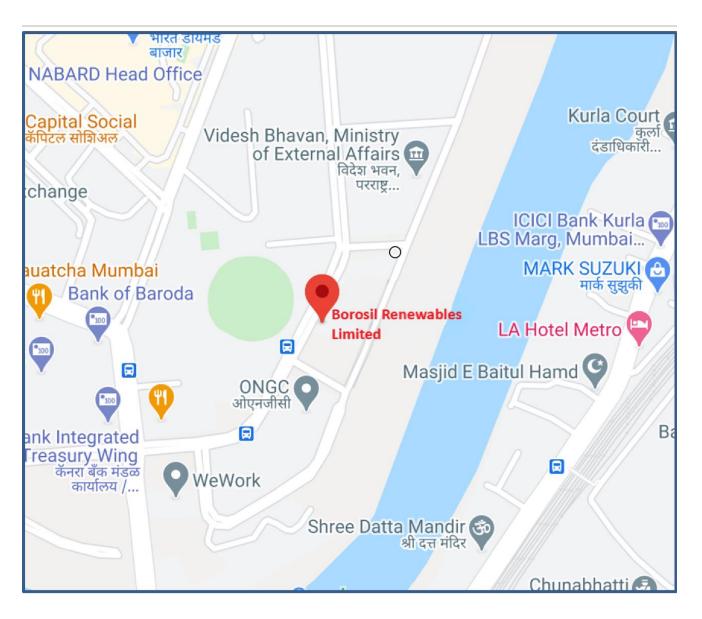
### **Stock Information- As of 30th June 2022**





### **Contact Information**

#### **Registered Office Mumbai**



#### **Registered Office**

1101, Crescenzo, G-Block, Opp. MCA Club, Bandra Kurla Complex, Bandra (East), Mumbai-400 051

> **INVESTOR RELATIONS** investor.relations@borosilrenewables.com Tel: +91 22 6740 6300, Fax: +91 22 67406514

Works Ankleshwar - Rajpipla Road, Village: Govali, Taluka : Jhagadia, District : Bharuch-393 001 (Gujarat) Tel: 02645-258100





# THANK YOU

AN INVESTMENT ISN'T AN INVESTMENT IF IT HURTS THE PLANET...





