

INVESTOR PRESENTATION

Financial Performance for the quarter and half year ended on 30th September 2021





DISCLAIMER

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KEY ABBREVIATIONS

GWh : Gigawatt-hour **ADD** : Anti-dumping Duty PA **INR** : Indian Rupee ARC : Anti-Reflective Coating **PAT** : Intellectual Property IP : Anti-soiling AS **PBT IPO** : Initial Public Offering : Basic Custom Duty **BCD** PID : Independent Power Producers : Borosil Renewables Limited **IPP** BRL PLF Jawaharlal Nehru National Solar Mission **CAGR** : Compounded Annual Growth Rate JNNSM: **PPA** Kisan Urja Suraksha evam Utthan : Capital Expenditure **PPM** Capex **KUSUM:** Mahabhiyan CAR PV : Corrective Action Request **KWh** : Kilowatt Hour CEA : Central Electricity Authority **REC** : Kilo Watt peak kWp CP : Consumer Product **ROCE CPSU RPO** : Central Public Sector Undertakings : Millimetre mm

: Million

: Megawatt

: Not Available

: National Solar Mission

: Overall Equipment Effectiveness

National Action Plan on Climate Change

Countervailing Duties
 MNRE : Ministry of New and Renewable Energy
 Directorate General of Trade Remedies
 MT : Metric Tons

Mn

MW

N.A.

NSM

OEE

NAPCC

EBITDA: Earnings before interest, tax, depreciation and amortization

: Corporate Social Responsibility

EU : European Union

EVA : Ethylene Vinyl Acetate

FY : Financial Year ending 31st March

GW: Gigawatt

CSR

CVD

DGTR

ROCE : Return on capital employed

RPO : Renewable Power Obligation

SECI : Solar Energy Corporation of India

SEZ : Special Economic Zone

SG#1 : Solar Glass plant 1

SG#2 : Solar Glass plant 2

SG#1 : Solar Glass plant 3

: Per Annum

: Profit after tax

: Profit before tax

: Plant Load Factor

: Parts Per Million

: Photovoltaic

: Potential Induced Degradation

: Power Purchase Agreement

: Renewable Energy Certificate

SGD : Safeguard Duty

SG#2

SIP : Scientific and Industrial Products

: Solar Glass plant 4

TPD Ton per Day

SAFETY INTEGRITY

CUSTOMER FOCUS



RESPECT CONTINUAL IMPROVEMENT ACCOUNTABILITY

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











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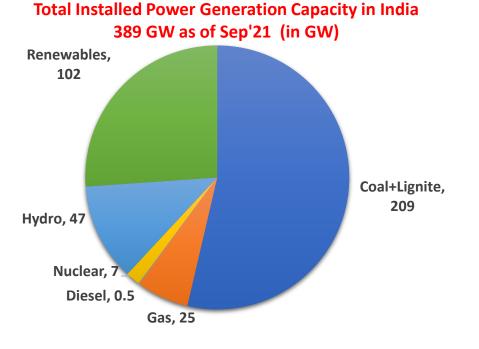
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1. Indian solar Industry Overview

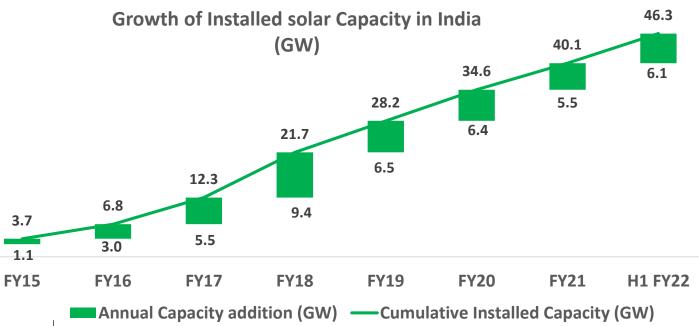
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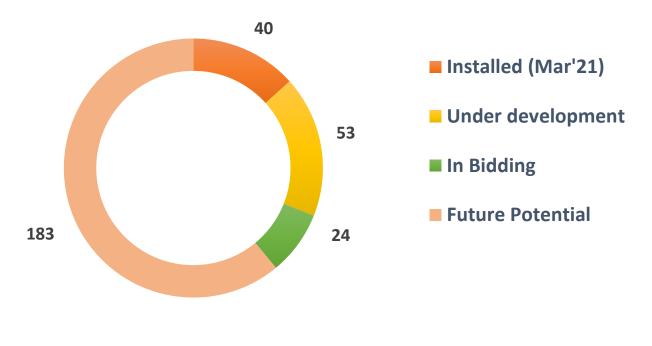
Increasing share of Solar in Rising Renewables- Roadmap supported by robust pipeline



- Out of total installed power generation capacity of 389 GW as of Sep'21 in India, renewables form more than 26% (101.5 GW) of which solar (46 GW) is about 46% of the renewable capacity
- Government of India has a target to install 175 GW of Renewable Energy by 2022, of which Solar is
 100 GW which is now revised to 300 GW by 2030
- Requires annual solar Installations of 25 GW to reach the target of 300 GW by 2030



On the way to be 300 GW solar by 2030



Ref: MERCOM, Jun'21

Ref: CEA



Indian solar Industry: Growth Drivers and enablers

National Solar Mission

Targets 100 GW of Installed Capacity by 2022 which is targeted to grow to 300 GW by 2030. Need annual solar installations of 25 GW to achieve the target

SECI Tenders

Tenders by SECI for large ISTS connected projects assuring offtake and payment security to the project developers

Kusum Program

30.8 GW by 2022 with an incentive for farmers to install Solar Pumps/Grid Connected Projects etc. with domestic content requirement for Solar Cells and Modules to boost Domestic Manufacturing. **This is expected to be 110 GW by 2030**

CPSU Program

12 GW of Solar Projects proposed for Captive Power Consumption (2019 – 2023) with domestic content requirement for Solar Cells and Modules to boost Domestic Manufacturing. **5 GW capacity awarded recently to CPSUs.**

PLI Scheme

Production Linked Incentives (PLI) scheme worth Rs. 4,500 Cr. For high efficiency solar modules to boost domestic manufacturing. **Higher incentive in case of increased use of domestic components** which will incentivize domestic production and use of Solar Glass and others. Recently concluded PLI bid attracted participation for about 19 GW for polysilicon, 32 GW for wafer and 54.8 GW for cells and modules

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 self sustenance

Emergence of Electric Vehicles

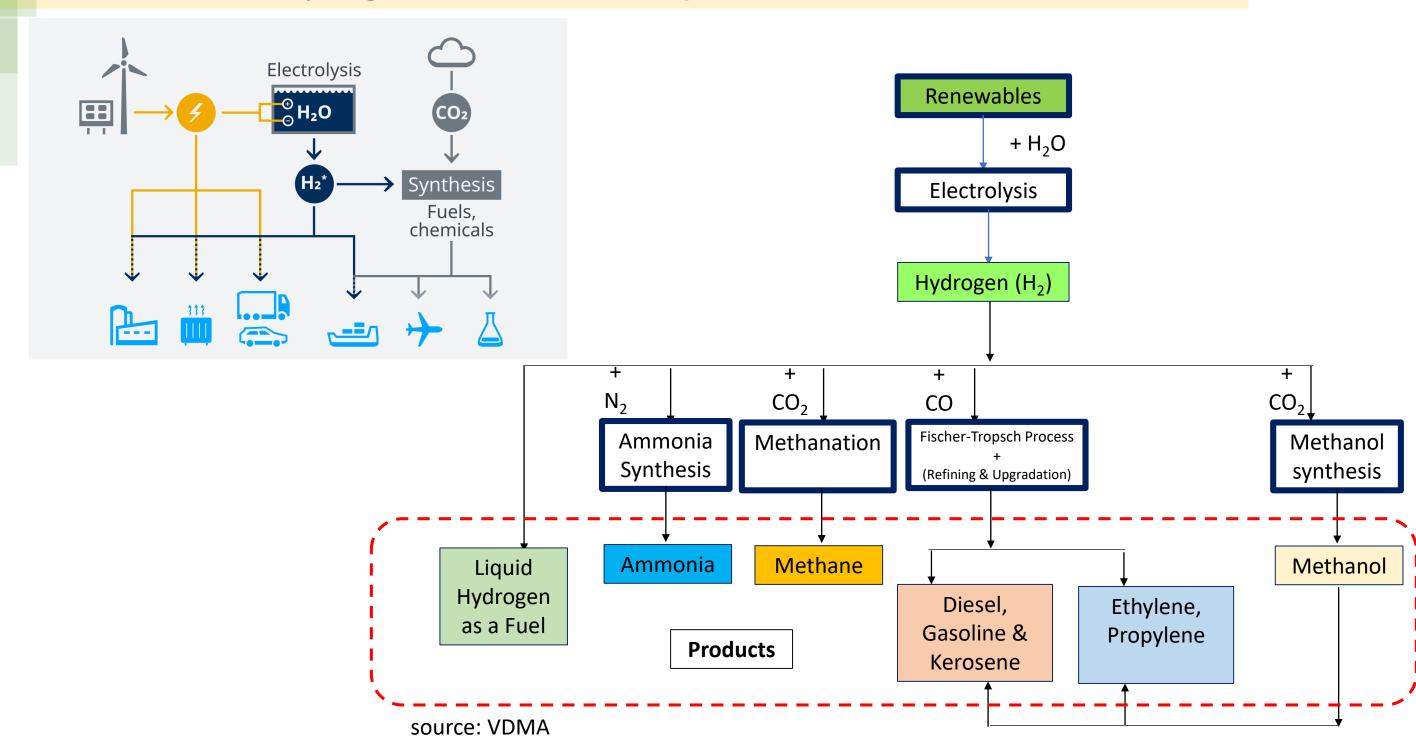
Emergence of Electrical Vehicles along with viable battery storage expected to lead to considerable increase in demand

Demand for RTC Renewable Power

Upcoming Hybrid (Wind+Solar) tenders and falling prices of storage batteries are expected to drive demand for solar power



Power-to-x: Green Hydrogen to accelerate the adoption of renewables





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

- ➢ India has around 14~15 GW of solar module manufacturing capacity as of Sep'21
- > Due to stiff competition from low-priced imports and low installations, the actual **Domestic Manufacturing** is **about 5 GW annually** (about average 40% utilisation)
- However, this trend is expected to change with a favorable policy framework, which will help create enablers for investments into domestic manufacturing and is also expected to increase the current low capacity utilization. About 18 GW new capacity expected to be added by various players.
- > In addition, a large capacity of 10 GW may be added by a new large player in 2-3 phases taking the capacity above 40 GW.

Imposition of Basic Customs Duty

• In March 2021, the Ministry of New and Renewable Energy (MNRE) announced that **BCD on solar cells (25%) and modules (40%) will be levied wef April 1, 2022** and this has been agreed to by the Ministry of Finance and have also advised that the customs notification in this regard shall be issued at an appropriate time.

Production linked incentive

• Government has introduced a PLI scheme to promote domestic manufacturing of high efficiency modules and solar cells with further backward integration. This is expected to boost setting up a robust eco-system and ensure domestic production.

ALMM

Government has issued an order enforcing a list of approved solar photovoltaic (PV) models and module manufacturers (known as
 <u>Approved List of Models and Manufacturers or ALMM</u>) for government-supported schemes, including projects from where
 distribution companies procure electricity for supply to their consumers.

The leading module manufacturers/ developers among others announced investments in new module manufacturing capacities (18 GW):



Waaree Energies: 3 GWVikram Solar: 3 GWMundra Solar (Adani): 2 GW

Renew Power: 2 GW





1. Indian solar Industry Overview

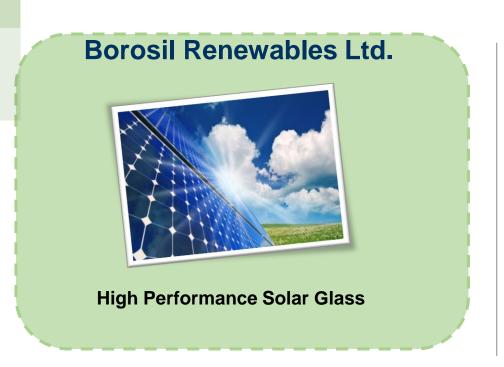
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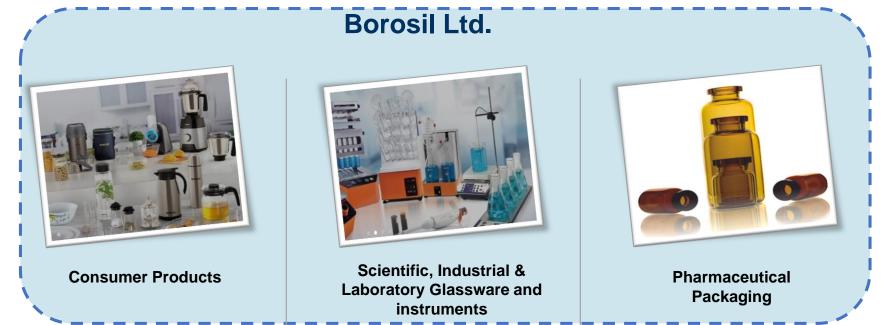
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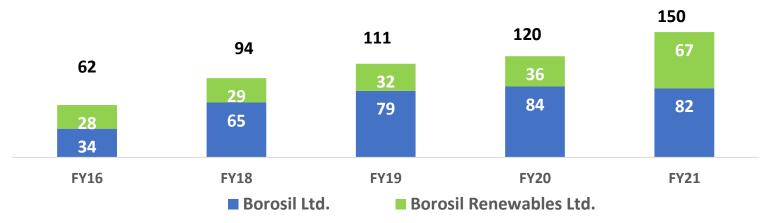


The BOROSIL Group: Leadership Guiding Consistent Growth





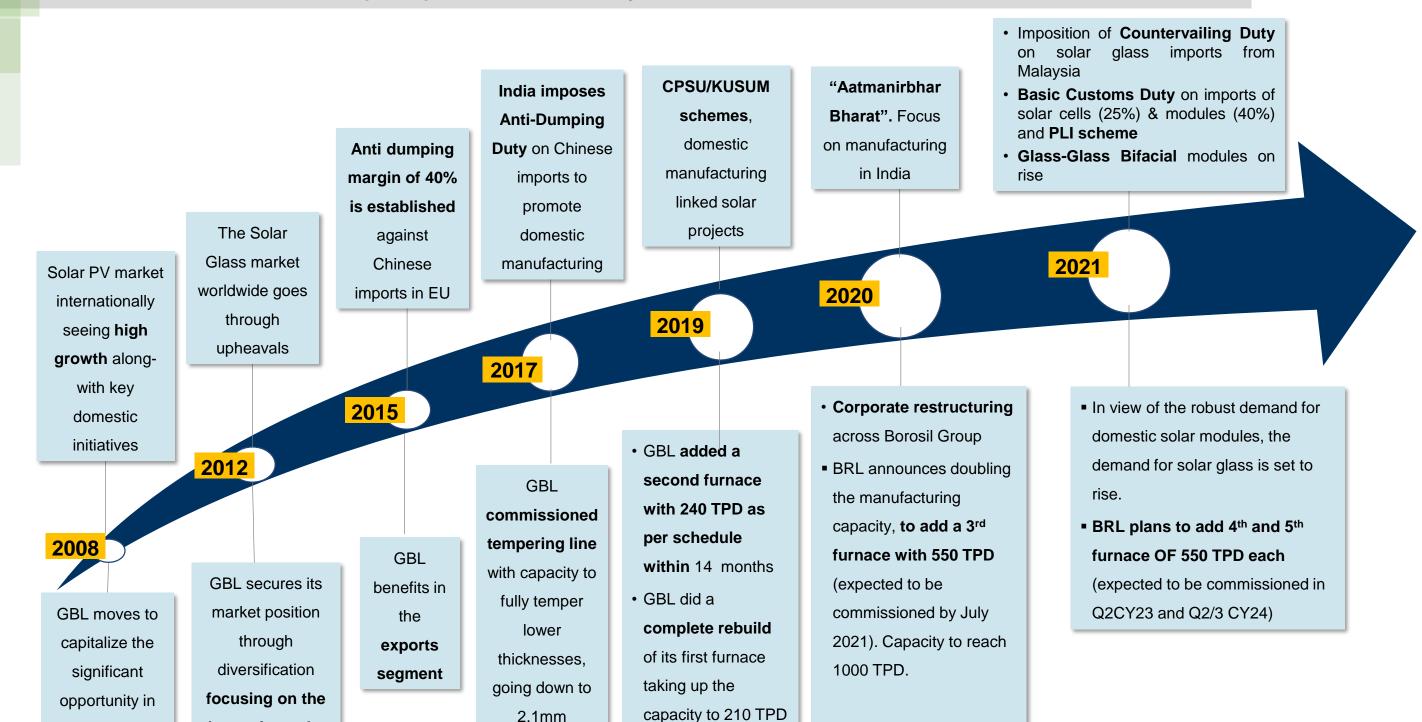
Borosil Group - Net Sales (in USD Mn)





Borosil Renewables Ltd (BRL): A Growth Story

domestic market

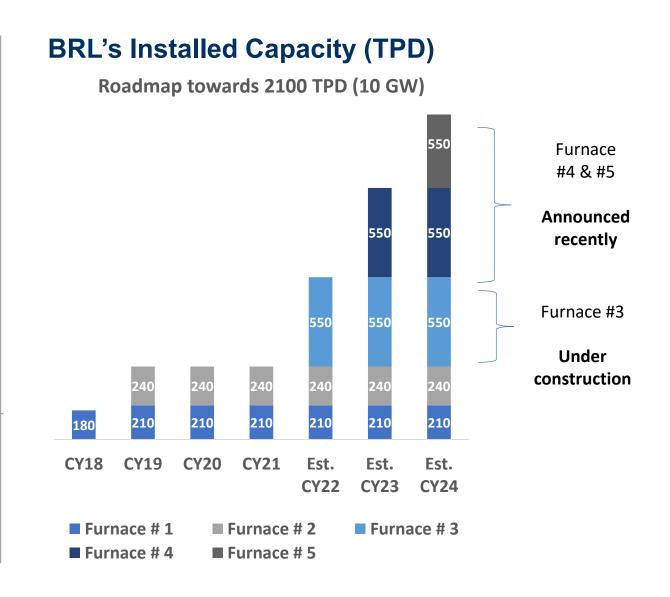


Solar Glass



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

CY18	CY 20	Est CY 22	Est CY 24
180 TPD	450 TPD	1000 TPD	2100 TPD
	Rebuilt 1st furnace with enhanced capacity of 210 tons/day Added 2nd furnace with 240	Proposed addition of a 3rd furnace with a capacity of 550 tones/ day by Q2 of CY22 Full capacity will	Proposed addition of a 4th and 5th furnace with a capacity of 550 tones/ day each by Q2 of CY23 and Q2/3 CY24
	tons/day capacity	be available in CY22	Increased capacity will be available in CY23 and CY24
	Running at full capacity		resp.



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



Drivers of growth of Solar glass manufacturing in India

Recent announcements by various Module Manufacturers/
Solar Plant Developers to add 18 GW of module
manufacturing capacity taking the same to 30-32 GW
and likely to rise beyond 40 GW

Antidumping Duty (ADD) on solar tempered glass imports from China from August 2017

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** from March 2021

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







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Financial Performance for the quarter and half year ending 30.09.2021 (1/3)

Key Parameters	Q2 FY22	Q1 FY22	Q2 FY21	Growth % Q2 FY22 over Q2 FY 21	Growth % Q2 FY22 over Q1 FY 22	H1 FY22	H1 FY21	Growth % H1 FY22 over H1 FY 21
Revenue	160.52	136.13	114.09	41%	18%	296.66	168.16	76%
EBITDA	58.91	68.19	32.39	82%	-14%	127.10	42.47	199%
EBITDA %	36.7%	50.1%	28.4%	29%	-27%	42.8%	25.3%	70%
Interest	0.15	1.58	1.99	92%	91%	1.73	4.09	58%
Depreciation	10.61	10.75	10.57	0%	1%	21.36	21.00	-2%
PBT	48.15	55.86	19.83	143%	-14%	104.01	17.38	498%
PAT	34.11	39.62	14.06	143%	-14%	73.74	12.19	505%



Financial Performance for the quarter ending 30.09.2021 (2/3)

- ➤ During the quarter, the company recorded Net Sales of INR 160.52 Cr, an increase of 41% over the corresponding quarter of the previous year contributed partially by production/sales volume and the selling prices. The average ex-factory prices of tempered solar glass during the quarter were about INR 118 per mm. Though there was a gradual reduction from the peak prices since May 2021 which led to a lower average realization compared to the previous quarter. However, the average prices during the quarter are still higher than the prices in Q2FY21 by about 20%.
- Export Sales during Q2FY22 (including to customers in SEZ) were INR 55.10 Cr. (INR 21.6 Cr in the corresponding quarter), comprising 34.3% of the turnover.
- ➤ EBITDA during the quarter was INR 58.91 Cr corresponding to an EBITDA margin of 36.7% as compared to a margin of 28.4% in Q2FY21. The higher EBITDA margin was led primarily by better ex-factory realizations. This along with higher productivity over the corresponding quarter contributed to better margins even after absorbing higher landed cost of inputs.



Financial Performance for the half year ending 30.09.2021 (3/3)

- During the half year, the company recorded Net Sales of INR 296.66 Cr, an increase of 76% over the corresponding quarter of the previous year. The average ex-factory prices of tempered solar glass during the half year were about INR 130 per sqm per mm.
- Export Sales during H1FY22 (including to customers in SEZ) were INR 87.30 Cr.(INR 35 Cr in the corresponding period), comprising 29.4% of the turnover.
- ➤ EBITDA during the half year was INR 127.10 Cr corresponding to an EBITDA margin of 42.8% as compared to a margin of 25.3% in Q2FY21. The higher EBITDA margin was led primarily by better ex-factory realizations even after absorbing higher landed cost of inputs.
- There is a general upward trend in commodity prices. Input costs for us also show a rise particularly in the case of Natural Gas and Soda Ash. The prices of most of the solar components as well as modules have risen in the recent past. The solar glass selling prices globally started recovering gradually from September end and are currently about 18-20% higher than the average prevailing in the quarter ended September.



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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

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 per EN 12150-1)
- 2 x more strength than heat-strengthened glass
- 4 x more strength than annealed glass



- Tempered glass has a breakage of small particles
- Much safer than the large & sharp pieces resulting from broken heat strengthen glass



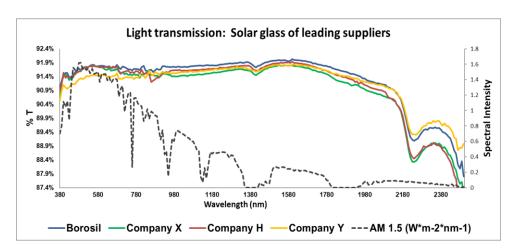


Normal heat strengthen glass



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%



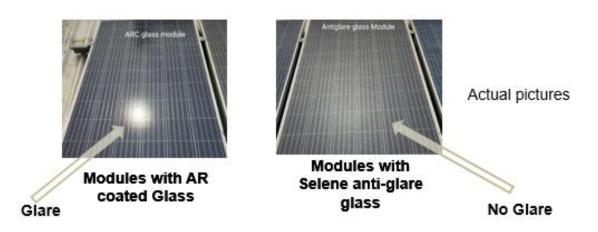
Value added products by Borosil in Solar Glass

SHAKTI: HIGH EFFICIENCY SOLAR GLASS IN MATT-MATT FINISH

- Recently developed a solar glass with matt finish on both sides
- Higher module output
- Higher transmission = Higher output by the modules = Higher IRR
- 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





Fully tempered 2 mm Solar Glass

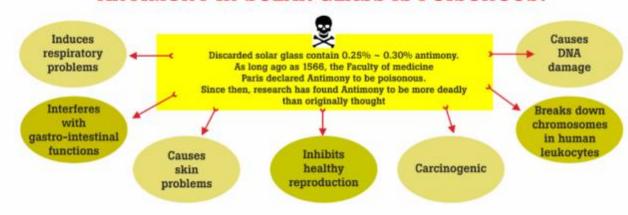
World's 1st fully tempered thinnest Solar Glass for versatility and longevity

- Reduces the overall weight of the module leading to 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.



Innovation by Borosil in Solar Glass

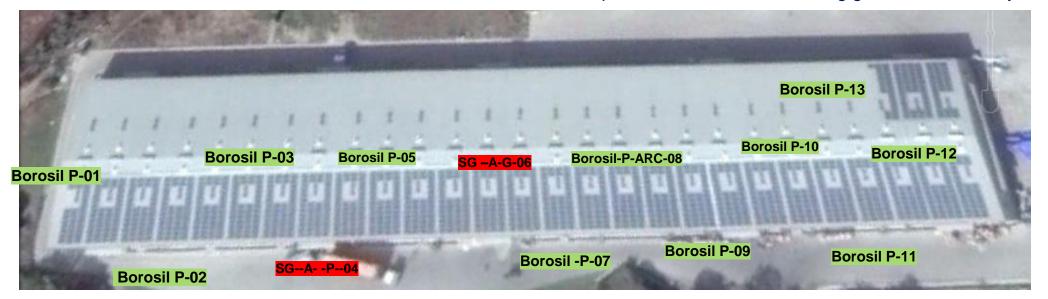
ANTIMONY IN SOLAR GLASS IS POISONOUS!



ANTIMONY IS MORE DEADLY THAN ARSENIC!

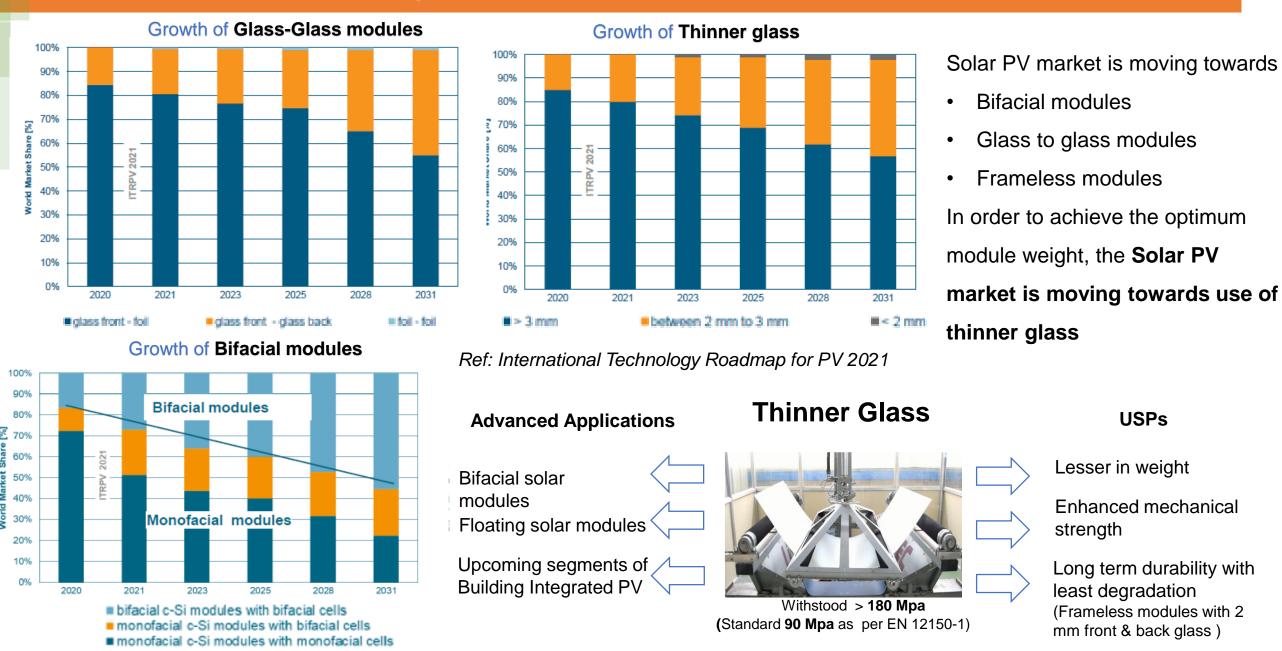
NoSbera: Antimony-free Solar Glass by Borosil A Patented Technology by Brl

- 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
- Have a certification from SPF, Switzerland
- Based on these field trials at Borosil's Bharuch Solar Rooftop R&D plant
 (Capacity: 302.40 kWp, 13 Inverters) as shown in figure below, it is absolutely
 clear that modules with Antimony free glass gives a superior performance as
 compared to modules made using glass with Antimony.





Products to meet the evolving requirements



As a leading supplier of fully tempered thinner glass (up to 2mm), we are poised to serve these emerging segments and some of our customers have <u>already obtained certification</u> for 2.8 and 2.5 mm 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 is developing solar plant of
 1 MW and evaluating the other measures like investing in Wind-Solar Hybrid power plant



 World's 1st company to 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



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Borosil Renewables Ltd.: A Strong Domestic and International Presence



- A Global Presence with products matching international standards and quality requirements with 18-20% of revenue coming from exports
- Sole Manufacturer of Solar Glass in India with lower lead times and flexible order quantities supplying to over 100 domestic customers
- Majority international customers based in Western Europe/Turkey. The Company is expanding outreach in geographies like Americas, Russia and MENA while nurturing and growing the existing markets and adding customers
- New segments being developed: High performance greenhouses and BIPV etc



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Societal Responsibility and CSR activities



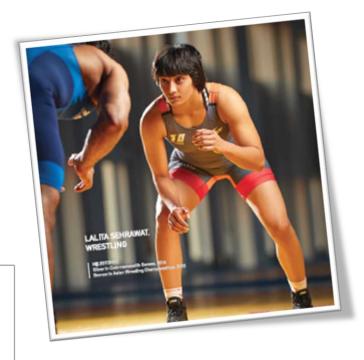
On the CSR front, BRL continues to play an active role in helping farmers in water deficient Parli district of Maharashtra improve their annual incomes.



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 Tokyo Olympics in 2021 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 till Tokyo 2020 and Beyond.



Other ongoing Initiatives: 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
 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 Walfare and
 Action – Rural, Jhagadia, Bharuch)





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Recent strides by Borosil Renewables Ltd.



All India Glass Manufacturing Federation's

Balkrishna Gupta Award for Exports for FY21



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



Prime Minister

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 development.

I congratulate the management and the staff of Gujarat Borosil 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





Other Industry awards and recognition



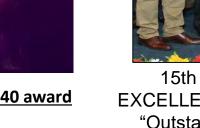
National Award 2021
By Dept. of Science and
Technology, Govt. of India



Prestigious Gold Medal at India Green Manufacturing Challenge 2020-21



Economic Times' <u>40 under 40 award</u> <u>for 2019 -</u> Mr. Shreevar Kheruka





15th **FGI AWARDS** for EXCELLENCE in the category of "Outstanding Entrepreneur"



GBL honored with <u>CAPEXIL</u>

<u>Award for Excellence</u> in

Exports for the years 2015-16 & 2016-17



2017
Emerging Leader – Excellence in Operations Management



Best Under a Billion category 2015



FT 1000 High Growth companies
Asia Pacific





1. 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 surge in manufacturing
- 2. Introduction to Borosil Group and a growth story of Borosil Renewables Limited
- 3. Financials
- 4. Borosil Renewables Limited
 - Products and Pioneering achievements
 - **→** Value to our customers through innovative products
 - > Innovations in manufacturing process
- 5. Domestic and International Customer base
- 6. Sustainability and social responsibility
- 7. Awards and Recognition
- 8. Corporate Governance, Board of Directors and KMPs
- 9. Stock information and Contact Details



Corporate Governance: A professionally managed business backed up by family



P.K. Kheruka **Executive Chairman**

Industrialist having Rich experience in the Glass Industry



V. Ramaswami Whole-Time Director

40 years of experience in various industries in techincal, production, projects and **General Management**



Pradeep Bhide *Independent Director*



Shreevar Kheruka Vice Chairman

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

General Management.



Raj Kumar Jain *Independent Director*

Wide experience in Statutory Audit, Concurrent Audit, Revenue Audit, Stock Audit and has specialization in Investigation Audit.



Asif Ibrahim Independent Director

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

He is an I.A.S. (Retd.) and has a

career spanning 39 years in the

Indian Administrative Service



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.



Haigreve Khaitan Independent Director

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 Board and assume responsibility for the strategic initiatives.
Mr. Shreevar Kheruka	Vice Chairman	Provide direction to the organization and establish a policy based governance system. Performance monitoring and evaluation.
Mr. Ashok Jain	Whole Time Director	Handling Sales & Marketing and Corporate Finance
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 Commercial
Mr. Kishor Talreja	Company Secretary	Handling Secretarial & Listing compliances.



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Stock Information- As on 30th September 2021

SHARES ISSUED

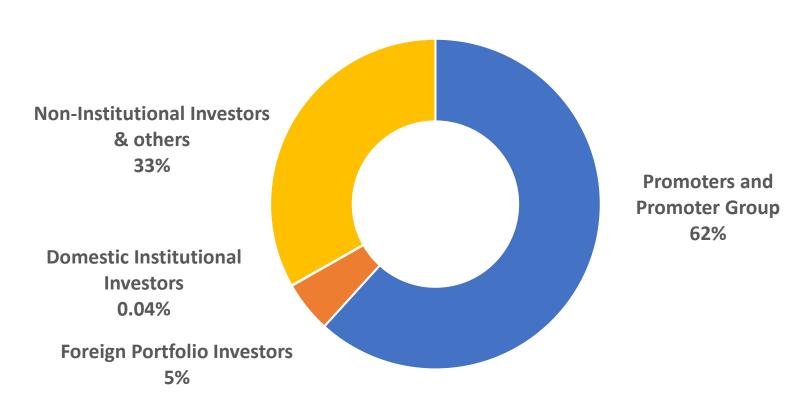
13,02,39,279





CODE: 502219

SHAREHOLDING PATTERN

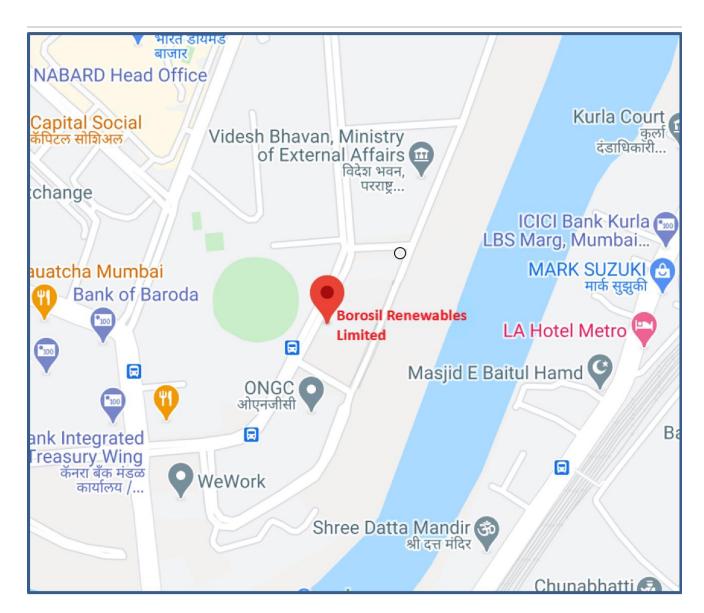


As on 30th September 2021



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...

