

#### **BOROSIL RENEWABLES LIMITED**

CIN: L26100MH1962PLC012538 Regd. Office: 1101, Crescenzo, G-Block, Opp. MCA Club, Bandra Kurla Complex Bandra (E), Mumbai – 400 051, India.

T : +9122 6740 6300 F : +9122 6740 6514

W: www.borosilrenewables.com Email: brl@borosil.com

#### May 12, 2025

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051

National Stock Exchange of India Ltd.

Scrip code: 502219 Symbol: BORORENEW

Dear Sirs,

#### **Subject: Investor Presentation**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached a presentation on performance of the Company for the quarter and year ended March 31, 2025.

The said presentation is also being uploaded on the Company's website at <a href="https://www.borosilrenewables.com">www.borosilrenewables.com</a>.

You are requested to take the same on records.

#### For Borosil Renewables Limited

Ravi Vaishnav Company Secretary & Compliance Officer (Membership no. ACS – 34607)

Encl.: As above.



E:brl@borosil.com

## Powering Tomorrow Through Solar Glass



## Safe Harbour-



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## Our Group-



## More than 60 Years of Excellence



<sup>\*</sup>As on 9th May 2025 - NSE

<sup>\*\*</sup>Includes 350 TPD (2GW) capacity of German Subsidiary

## Standalone Q4/Full Year FY25 P&L —



	Standalone Profit & Loss Snapshot							
				YoY	QoQ			YoY
Particulars (₹ Crs)	Q4FY25	Q3FY25	Q4FY24	Change%	Change%	FY25	FY24	Change
Revenue	327.23	275.28	227.33	43.9%	18.9%	1,109.94	990.28	12.1%
EBITDA	77.03	20.89	13.13	486.9%	268.8%	180.51	118.93	51.8%
EBITDA %	23.5%	7.6%	5.8%	307.7%	210.2%	16.3%	12.0%	35.4%
Interest	7.24	4.80	2.09	-246.6%	-51.0%	25.81	26.23	1.6%
Depreciation	24.84	26.65	28.58	13.1%	6.8%	107.84	114.04	5.4%
PBT	44.95	-10.55	-17.54	356.3%	526.0%	46.86	-21.34	319.6%
PAT	33.13	-8.64	-13.37	347.9%	483.4%	33.47	-16.52	302.5%

## Standalone Q4/Full Year FY25



#### Key highlights of Standalone Quarterly Results

- The Total sales during FY25 grew by about 12% to INR 1,109.94 crores from INR 990.28 crores in the previous year. This was achieved with an increase in sales volume by 10% and selling price by 2%. The Ex-factory selling prices increased to Rs.113.36/mm per sq. meter as against Rs 109.14/mm in the previous year.
- Export Sales during FY25 declined to INR 91.73 crores, comprising 8.3% of the turnover as against INR 199.78 crores in FY24 due to significant decline in the demand in the European markets as a result of dumping of modules from China at artificially low prices making it impossible for local manufacturers to survive in those markets and also reduced solar installations in Turkey due to prevailing economic situation.
- The selling prices remained under constant pressure in the first 8 months of the year due to heavy dumping by Chinese exporters bringing down the FOB prices by 32%. The prices started to look up gradually post imposition of provisional ADD on imports from China and Vietnam from 4th December 2024. Net Sales in Q4FY25 were INR 327.23 crores as against INR 227.33 crores in Q4FY24, a 44% increase contributed by 16% due to higher sales volumes and 22% by increase in average selling prices.
- Average Ex- factory selling prices during the quarter were about INR 127.6/mm as compared to INR 99.6/mm in the corresponding quarter in FY24 leading to a significant improvement in the margins.
- Export sales during Q4FY25 amounted to INR 18.90 crores, accounting for 5.8% of the turnover, compared to INR 13.55 crores in the corresponding quarter when exports made up 6% of turnover.





	Consolidated Profit & Loss Snapshot							
				YoY	QoQ			YoY
Particulars (₹ Crs)	Q4FY25	Q3FY25	Q4FY24	Change%	Change%	FY25	FY24	Change%
Revenue	373.54	361.49	283.21	31.9%	3.3%	1,479.33	1,373.69	7.7%
EBITDA	27.36	5.00	-20.82	231.5%	447.5%	92.84	74.85	24.0%
EBITDA %	7.3%	1.4%	-7.3%	199.7%	429.9%	6.3%	5.4%	15.2%
Interest	9.54	5.08	3.16	-201.6%	-87.8%	31.55	29.22	-8.0%
Depreciation	36.24	31.92	33.58	-7.9%	-13.5%	135.42	131.72	-2.8%
PBT	-18.42	-32.00	-57.56	68.0%	42.4%	-74.13	-86.09	13.9%
PAT	-29.53	-30.07	-53.32	44.6%	1.8%	-86.97	-50.27	-73.0%

#### Notes:

- The overseas subsidiaries including the step-down subsidiaries have generated net standalone revenue of INR 46.31 crores and negative EBITDA of INR 49.67 crores for Q4FY25 as against net revenue of INR 86.21 crores and negative EBITDA of INR 14.38 crores in the preceding quarter. This was due to suspension of furnace production from January due to a slow demand and lower level of operations while most fixed cost continued until February and also due to adjustment of inventories on physical verification.
- The consolidated net revenue for the quarter under review stands at INR 373.54 crores and EBIDTA of INR 27.36 crores as compared to net revenue of INR 361.49 crores and EBITDA of INR 5.00 crores in the preceding quarter. While the EBITDA from India operations improved by INR 62.49 Crores, the improvement in consolidated EBITDA was impacted by lower profitability of overseas subsidiaries.

## **Update on Fund Raise**



#### Preferential Issue Valid Applications : Approx ₹697.56 crore

- **Promoter & Promoter Group:** ₹100 crore fund raise through issuance of 18,86,793 equity share at ₹530 per share
- **Non-Promoter Investors:** Upto ₹597.56 crore fund raise through issuance of 1,12,74,736 warrants (convertible into equity) at an issue price of ₹530 per warrant. With an option to convert within 18 months into fully paid equity shares

#### **Current status of Preferential Issue**

- Issue opened on 6<sup>th</sup> February immediately upon receiving approval of stock exchanges
- Issue closed for subscription and payment of upfront amount on 13<sup>th</sup> February
- Promoters paid entire INR 100 crore and 91 Non-promoter applicants of 78,80,436 warrants paid the application money of 25% totaling to INR 104.42 Crores towards the issue amount of INR 417.66 Crores while the balance chose not to pay despite their applications.

Revised Objects of Preferential Issue on account of undersubscription / non-participation by some of the proposed allottees for preferential issue of warrants

Nature of Utilization	Existing Utilization (₹ Cr)	Proposed Utilization (₹ Cr)
Repayment / prepayment of the loans availed by the Company	15.00	Nil
Satisfaction of SBLC liability on behalf of GMB (step-down subsidiary)	185.00	185.00
Capex for solar glass expansion at Bharuch, Gujarat	375.00	332.66
General Corporate Purpose	125.00	Nil
Total	700.00	517.66

## GMB Temporary Cool down of Furnace



We have a 350 TPD furnace in Tschernitz, Germany with 2 production lines. During the six month period ended September 30, 2024, GMB incurred a loss primarily due to low demand in Europe leading to lower selling prices and lower production in GMB.

#### **Reasons for Cool down**

- Sharp decline in demand for solar photovoltaic modules due to large-scale dumping of solar modules from Southeast Asia in the absence of any import duties/restrictions on dumped imports.
- Lack of Government support/incentives for domestic module manufacturing
- EU market sluggishness
- Production of glass for stock deemed unviable due to cash flow challenges and demand for fractional-sized glass.

#### **Operational Changes:**

- Temporary cool down of furnace started in Jan 2025, while ensuring a controlled cool down for potential restart when demand stabilizes.
- Cold end operations were continued to convert semi-finished glass into finished glass for pending orders.

#### **Current status:**

- 90% employees put on short time work whereby only 30% salaries are paid by the Company. Production is completely closed.
- Waiting for right incentives from the newly formed Government in Germany post general elections in Feb.
- In the meantime, evaluating to resume production in cold end by importing annealed glass in order to cut down the cash losses.





#### Background

- GMB Glasmanufaktur Brandenburg GmbH, Germany 86% owned step-down subsidiary of Borosil Renewables. Is facing weak business outlook due to solar module dumping in Europe.
- Temporarily suspended solar furnace operations in view of low demand and high cash losses.
- Borosil Renewables had guaranteed capex loans of EUR 24 million for GMB via Standby Letters of Credit (SBLC).

#### Borosil Renewable's SBLC Settlements of outstanding amounts – March 2025

- EUR 10.2 million paid under SBLC issued by HSBC (Mumbai) for loan from HSBC Trinkaus, Düsseldorf
- EUR 10.8 million paid under SBLC issued by HDFC (Mumbai) for loan from HDFC Bank, GIFT City
- Total SBLC payments: EUR 21 million.

#### Post Payment of SBLC

- Borosil Renewables is now a creditor in the books of GMB for the repaid amount of EUR 21 million.
- Maintains 86% ownership in GMB.
- Action safeguards Borosil's global credibility
- Reinforces credibility with global banking partners.
- Protects long-term value in European solar asset amidst temporary disruptions.

## **Expansion plan** -



- ❖ The Board previously approved a proposal to expand the production capacity by 500 Tonnes Per Day (TPD).
- The Company is reassessing the opportunity.
- The Board will review the revised proposal shortly.
- The project will be financed by using a mix of equity, debt and internal accruals.



## **INDUSTRY UPDATES**



#### **UPDATES ON REGULATORY AND POLICY FRONT AND OTHER ANALYSIS**

• The Ministry of Finance had on 4th Dec 2024 imposed provisional anti-dumping duties (ADD) on imports of "Textured Tempered Coated and Uncoated Glass" from China and Vietnam based on recommendation of Commerce Ministry. The Commerce Ministry had after completing the investigation, recommended imposition of definitive duties for a period of 5 years from 4th December 2024. **The Ministry of Finance has issued notification on 8<sup>th</sup> May accepting the recommendations and imposed the anti-dumping duties for 5 years.** Additionally, the Commerce Ministry has also completed its anti-subsidy investigation on solar glass imports from Vietnam and recommended the imposition of definitive countervailing duty (CVD) for a period of five years from the date of notification to be issued in this regard by the Central Government. We expect a final action shortly from the Central Government on this.

#### FALL OF PRICES ACROSS SOLAR MODULE VALUE CHAIN GLOBALLY

- The prices of solar PV cells and modules continue to remain low due to oversupply and dumping by China.
- Exporters from China/Vietnam had slashed the Solar glass FOB prices by as much as 32% between June and September 2024 bringing the domestic prices to unsustainable levels and endangering the survival. The export FOB prices have been raised in the recent months by about 20% which is still much lower than a reasonable level.

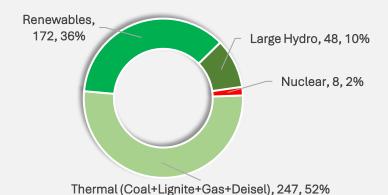
#### POLITICAL SUPPORT IN EUROPE TO STRENGTHEN THE EUROPEAN PHOTOVOLTAIC INDUSTRY

- The European Parliament on 25th April 2024, adopted the Net Zero Industry Act (NZIA), a regulation for mandatory non-price resilience and sustainability criteria to be applied in public procurements, auctions, and other forms of public intervention for net-zero products.
- While some of the countries e.g. Italy and Austria have introduced a 'made in Europe' subsidy bonus/incentive/tax credit for European photovoltaic components to subsidize any fresh investment, the major economies i.e. Germany and France where the most of manufacturing was happening, have yet to take any concrete steps to revive the solar manufacturing. We expect the newly formed Government in Germany to announce some incentives supporting local manufacturing.

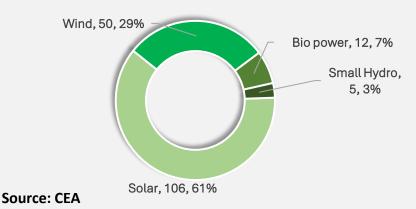
# Increasing Share of \_\_\_\_\_\_ Solar in Rising Renewables



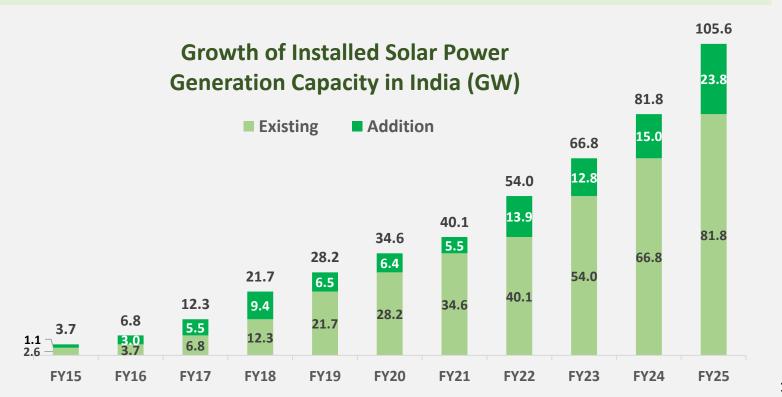
## Total Installed Power Generation Capacity in India 475 GW as of Mar'25 (in GW)



## Renewable Power Generation capacity in India ~172 GW as of Mar'25 (in GW)



- Out of total installed power generation capacity of ~475 GW as of Q4 FY25 in India, the share of renewables has reached 36% (~172 GW). The share of solar (106 GW) has further increased to about 61% of the renewable capacity.
- > The target for solar has since been raised to install 280 GW by 2030 indicating a huge potential.
- FY25 has witnessed the highest ever annual solar installations of 23.8 GW.
- > Expecting installation of 35 GW in FY 26.



## **Growth Drivers**



#### **National Solar Mission**

Targets of **280 GW** installed solar capacity to be achieved by 2030. Need annual solar installations of 30 +GW to achieve the target

#### **SECI/IREDA Tenders**

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

#### **PM Suryaghar Yojana**

This scheme aims to provide rooftop solar power systems to one crore households across the country expecting to add 30 GW of capacity.

#### **Kusum Program**

The Union Budget 2018–19 has allocated a total of Rs. 48,000 crores over the following ten years for this effort. The government has extended PM-KUSUM scheme till March 2026 as its implementation was significantly affected due to the pandemic.

#### **PLI Scheme**

Total Production Linked Incentive (PLI) granted in two tranches is about Rs. 18,500 Cr. This will propel domestic manufacturing of high efficiency solar modules and solar cells with further backward integration to create a robust eco system to ensure a robust supply chain for high growth.

#### **Demand for RTC Renewable Power**

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

#### **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.

#### **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



# Indian Solar PV Manufacturing



- India has a solar module manufacturing capacity of around ~90.9 GW currently and projected to reach 150 GW in the next 2 years as new capacities are expected to be added by various existing and new players.
- In FY25, the solar installations were higher at about 23.8 GW as against 15 GW in FY24. This brings the overall solar installations to about 105.6 GW as on 31<sup>st</sup> Mar 2025, on the way to achieve the target of 280 GW by 2030. We expect solar installations to be 35 GW in FY26.
- We expect that the pace of solar installations will accelerate much quickly in view of robust demand, order pipeline and very economic cost.
- The share of domestically produced modules is rising as the Approved List of Models and Manufacturers (ALMM) is enforced from 1st April 2024. On the other hand, there has been a further significant drop in the prices of imported modules due to excess capacity in China.
- The rise in domestic manufacturing is leading to a much higher demand for components in India including solar glass.

# On the Cusp of Surge in Manufacturing

## Capacity Planning



180 TPD	450 TPD	750 TPD	1350 TPD	1850 TPD
	Rebuilt 1st furnace with enhanced capacity of 210 tons/day	Acquired Interfloat Group the largest solar glass manufacturer in Europe with a capacity of 300	Addition of 3 <sup>rd</sup> furnace with a capacity of 550 TPD during Q1 of CY23.	Expansion of production capacity by 500 TPD (revised from 1100 TPD) through either
	Added 2nd furnace with 240 tons/day capacity	TPD	Europe was rebuild to a higher capacity of 350 TPD during Q2 of CY23	Option 1: Two 250 TPD furnaces (SG-4 and SG-5) in one or two phases
	Running at full capacity			<b>Option 2:</b> or a single 500 TPD furnace (SG-4)

#### **Combined Installed Capacity (TPD)-Projected**



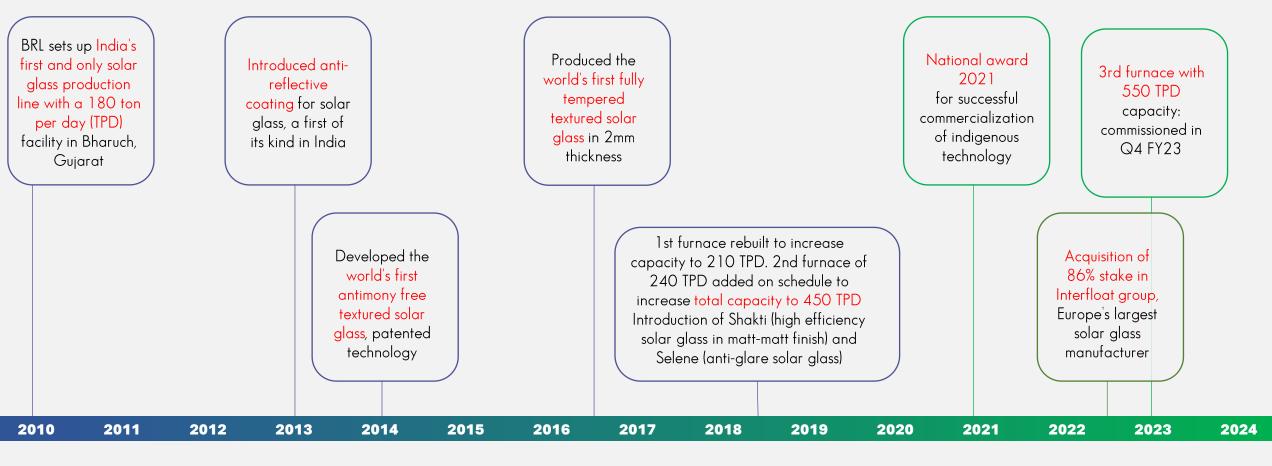


Solar glass demand outlook is positive looking at the growth in module manufacturing. The expansion plan has been re-activated immediately upon imposition of Anti dumping duty on imports of solar glass.

## **Our Growth**

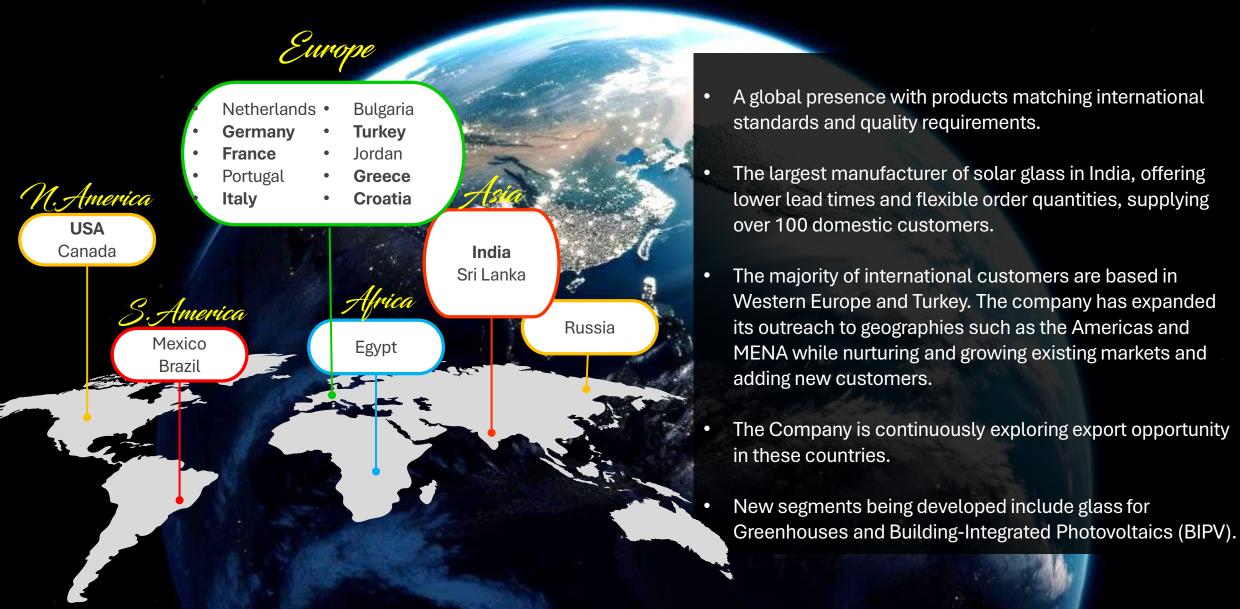


## BRL's journey has been marked with innovation and firsts in the industry...



## Our Worldwide Presence





## **OUR USP**—



### HIGHER TRANSMISSION

#### **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 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

	Light transmission: Solar glass of leading suppliers	
92.4% 91.9% 91.4% 90.9% 90.4% 89.9% 89.4% 88.9% 88.4%		18 16 16 17 18 18 18 18 18 18 18 18 18 18 18 18 18
87.4% 3	90 580 780 980 1180 1380 1580 1780 1980 2180 23 Wavelength (nm)	\ <u>\</u> 80

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%			

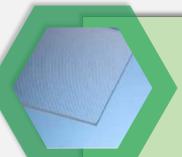
## **OUR INNOVATIONS**-



#### **INNOVATIONS: NEW PRODUCTS**



First solar glass manufacturer to have successfully produced without using Antimony (a harmful chemical) in its textured solar glass production and has a patent

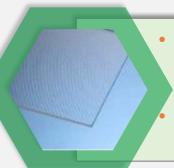


- Matt finish on both sides
- Meeting specific customer requirements



Anti-glare solar glass for PV projects near airports
Prevents glare from interfering with the pilot's vision

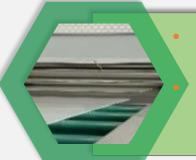
#### **UPGRADING EXISTING PRODUCT LINES**



- Flagship product with low PID, high mechanical strength, and chemical durability
- Have developed lowest iron content solar glass



World's 1st fully tempered 2mm solar glass
Poised to capture industry trends and result in cost efficiency for customers



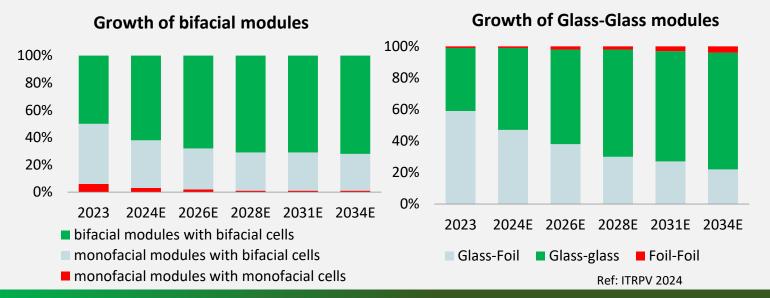
Use of world-class anti-soiling (ASC) and anti-reflective coating (ARC) Leads to direct performance improvement and indirect maintenance savings

## **CONSTANT EVOLUTION**



Products designed to align with changing demands and emerging needs

Solar PV market is moving towards use of bifacial modules and glass-glass modules which has accelerated the use of thinner solar glass to optimize module weight. This shift will significantly increase the overall usage of solar glass





#### BRL manufactures 2mm textured solar glass with proven product quality



## **Product Portfolio**



#### **MARKET SEGMENTS**

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

#### **CUSTOMIZED SIZES**

- Glass for 96/72/60 cells module (and other sizes specified by the customer)
- Capable to make larger sizes
- SAM Glass: Glass for Small Area Modules

#### **GLASS COMPOSITION**

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



## ADDITION OF VALUE ADDED PRODUCTS

- Grid Printed Back Glass for Bifacial Modules
- Shakti / Clear : High Efficiency Matt Matt Finish
- Selene / Deflect : Anti-Glare Solar Glass
- GMB Vetrasol: For Greenhouses

## GLASS IN VARIOUS THICKNESSES

- 2 mm
- 3.2 mm
- 2.5 mm
- 4 mm
- 2.8 mm

## SOLAR GLASS WITH COATINGS

- Anti Reflective Coatings (AR)
- High Transmission AR Coating (HTAR)
- Anti Soiling Coatings (AS)
- AR + AS coatings

## **Eco-Conscious Innovators**





- Efficient and cost-effective, low energy intensive process
- A Life Cycle Assessment carried out by a reputed European institute indicated that the company maintained a 22% lower carbon footprint in comparison with the default value for glass manufacturing.
- Use of low-cost renewable energy: Own 1.5 MW of wind farm and investment in 10 MW Wind-Solar Hybrid power plant which is commissioned in May'23. 27% of the total electricity consumption is met through the renewable sources installed for captive consumption. Further invested in 16.5 MW Wind-Solar Hybrid power plant to procure renewable power under open access. With this we will have 65-70% power from captive renewable energy sources.



 World's 1st company to develop a process to remove a toxic element Antimony (Sb) from textured 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

## **ESG Journey**



ESG is outcome-driven and not just good intentions.



	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

Various important ESG issues in the current context

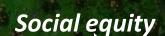
## **ESG Journey**



#### **Our strategic ESG priorities**

- Aim to achieve Carbon neutral operations
- Explore waste management opportunities
- Transition to low carbon energy
- Become an equal-opportunity employer
- Integrate suppliers as business partners
- Building resilient communities
- Focusing on highest ethical standards
- Creating a risk management framework
- Creating a strong IT infrastructure
- Enhancing transparency & fairness







#### **Our Actions**

- ESG target disclosures and dedicated dashboard to track emissions.
- Increase the ratio of sales in reusable packaging material and explore further opportunities.
- 27% total electricity from renewable sources.
   With further efforts to increase this share. We will reach 65%-70% by Q2FY26
- Company-wide strategic supply chain management program launched
- Multiple community development programs launched on a need basis
- A group-wide code of conduct applicable to all employees and leadership.
- ESG risks are incorporated in the risk management framework.
- A group-wide program on the evaluation of IT risks
- Appointed Ombudsman to address grievances.

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

## Awards & Accolades





Great Place to Work Certified from the
Great Place to Work Trust Index
Employee Survey



DET HURUN Award
Outstanding
Contribution to
India's
Manufacturing
Economy



National Award for Best Industrial
Relations in the Medium
Enterprise category from the
All India Organization of Employers



Mr. P. K. Kheruka received prestigious EY entrepreneur of the year award in a category-2023



Top Exporter Award from CAPEXIL for FY21-22



17th <u>FGI AWARDS</u> for EXCELLENCE in the category of "Outstanding Entrepreneur" in 2022



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



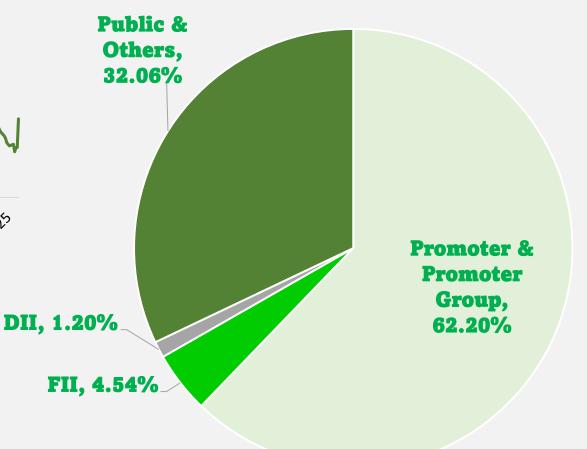
AIGMFs
Balkrishna Gupta Award for
Exports for FY21

## **Shareholding Pattern**









₹7055<sub>cr</sub>
Market Cap
NSE: as on 9<sup>th</sup> May 2025

As on 31st Mar 2025

## **Board Of Directors**





Executive Chairman

Industrialist having Rich experience in the Glass Industry



Mr Shreevar Kheruka Vice Chairman

Also the Managing
Director and CEO of
Borosil Limited with more
than 17 years Corporate
experience.



A seasoned legal professional with over 3 decades of experience.. He is the Managing Partner of Shardul Amarchand Mangaldas & Co. and heads the firm's practice in the Mumbai asama Region.

Mr Akshaykumar Chudasama Independent Director



Mr Ashok Jain Whole-Time Director

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



Mr Raj Kumar Jain Independent Director

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



Mr. Shailendra Shukla Independent Director

A distinguished engineering professional with over 42 years of experience, has held leadership roles for 24 years including as a Chairman, CEO, MD, and Director in the Power, Renewable Energy, and Biofuel sectors.



Mr Sunil Roongta
Whole-Time Director
& CFO

With over 32 years of experience in senior finance roles with extensive expertise in Finance, Accounting, Audit, Taxation, and Business Strategy.



Ms. Vanaja N. Sarna Independent Director

Retired Indian Revenue
Service Officer, served
Central Board of Excise
and Customs in several
capacities including as
its Chairman. She was
also the first Chairman
of Central Board of
Indirect Taxes and
Customs

## **Key Abbreviations**

INR

IΡ

IPP

kWp

mm

Mn

MT

MW

N.A.

NAPCC

NSM

OEE

**MNRE** 

: Million

: Metric Tons

: Megawatt

: Not Available

: National Solar Mission

: Overall Equipment Effectiveness

: Ministry of New and Renewable Energy

National Action Plan on Climate Change



**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

**CP**: 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 Annum

: Indian Rupee PAT : Profit after tax

: Intellectual Property PBT : Profit before tax

IPO : Initial Public Offering PID : Potential Induced Degradation

: Independent Power Producers PLF : Plant Load Factor

JNNSM : Jawaharlal Nehru National Solar Mission PPA : Power Purchase Agreement

**KUSUM** : Kisan Urja Suraksha evam Utthan Mahabhiyan PPM : Parts Per Million

**KWh** : Kilowatt Hour

REC : Renewable Energy Certificate : Kilo Watt peak

ROCE : Return on capital employed : Millimetre

**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#3 : Solar Glass plant 3

SG#4 : Solar Glass plant 4

**SGD** : Safeguard Duty

SIP : Scientific and Industrial Products

**TPD** Ton per Day

