# BOROSIL GLASS WORKS LIMITED

4th Feb, 2016

Dear Borosil Stakeholder(s),

Subject: **Acquisition of Hopewell Tableware by Borosil**

Pursuant to an acquisition of 100% shares by Borosil Glass Works Ltd. on 28th January 2016, I am pleased to announce that Hopewell Tableware Pvt. Ltd. (HTPL) is now a wholly owned subsidiary of Borosil.
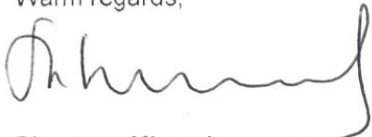
Located in Jaipur, India, HTPL operates 40 tons per day opal glass furnace with two spinning lines and a press line. It currently produces opal glass tableware for the domestic and export markets. In addition, HTPL has the advantage of owning its own decal manufacturing process, allowing it to generate designs in short span of time. Further, it has capability of fully tempering its entire opal glass production. Finally, HTPL also owns machines for manufacturing of melamine tableware.

HTPL has a management team, comprising of technical, marketing and administration personnel. The Borosil team has stepped in to augment their capabilities, and together we will achieve the production of ware which will be of international standards !

For the moment, HTPL will continue to sell products in its brand namely "*Larah*". We are committed to investing in technology and infrastructure to provide you with quality products for which Borosil has been known for half a century.

This acquisition will allow us to deliver a larger basket of products to our customers, and will be of mutual benefit to our channel partners, both dealers and retailers, accelerate the acquisition of new customers, maximize customer loyalty and retention, and improve operational efficiency. I wish to thank you all for the congratulatory messages and expressions of continued support. With this, we are confident of making this acquisition a success.

Warm regards,

Shreevar Kheruka
**Managing Director**