



Clean Science and Technology Limited

i n n o v a t i o n a t w o r k

27.07.2022

To,

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Fort, Mumbai – 400 001
Scrip Code: 543318

National Stock Exchange of India Limited
Exchange Plaza, Plot no. C/1,
G Block, Bandra-Kurla Complex
Bandra (E),
Mumbai - 400 051
Trading Symbol: CLEAN

Dear Sir/Madam,

Subject: Investor Presentation.

In accordance with Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Financial Results presentation for first quarter ended 30th June, 2022.

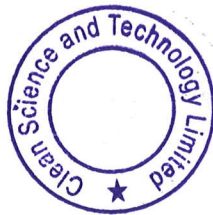
The aforesaid presentation is also available on the Company's website.

You are requested to take the same on record.

Thanking You.

For Clean Science and Technology Limited

Mahesh Kulkarni
Company Secretary



Encl: As above

NK

(Erstwhile known as Clean Science and Technology Private Limited)

Regd. Office: 503, Pentagon Tower 4, Magarpatta City, Hadapsar, Pune - 411013, MS, India
Tel: +91 20 26899953 Fax: +91 20 26898894 Email: corporate@cleanscience.co.in Website: www.cleanscience.co.in

CIN: L24114PN2003PLC018532



Clean Science and Technology Limited

innovation at work

Q1 FY 2023 RESULTS PRESENTATION
July 2022

UPDATES FOR QUARTER 1, FY 2023

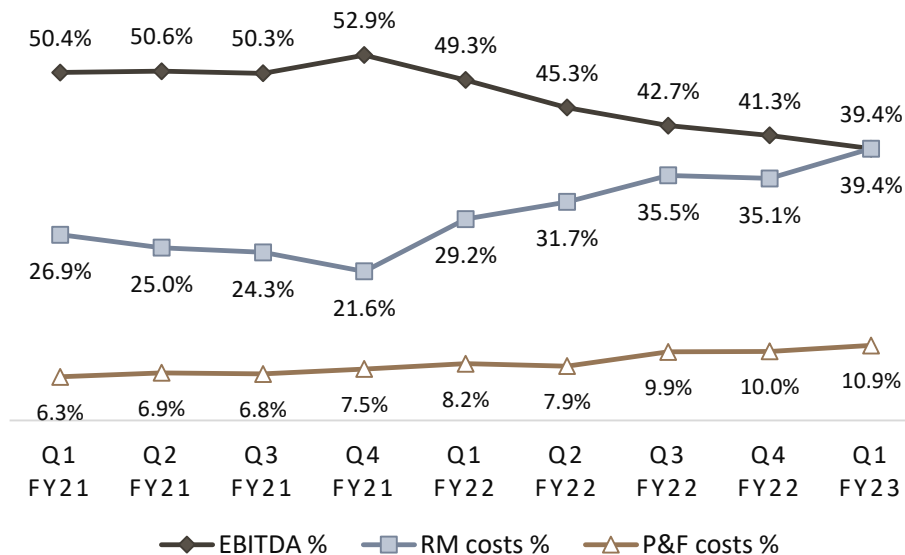
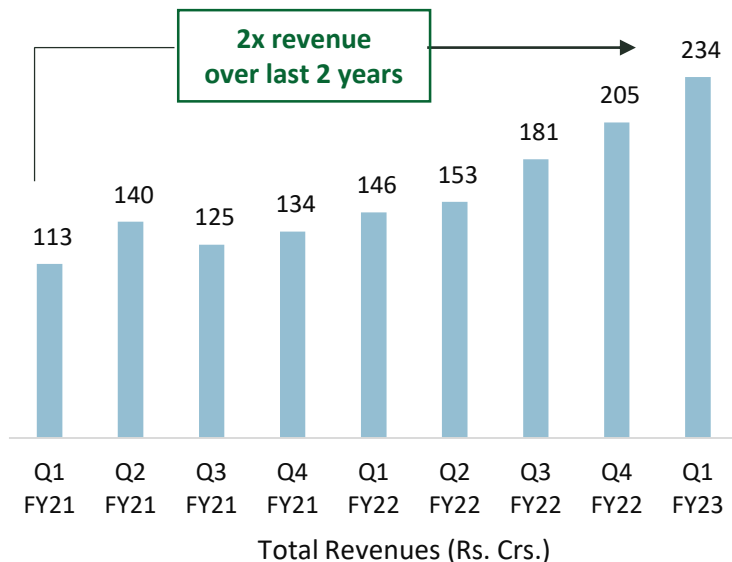
KEY UPDATES DURING THE QUARTER



Strong revenue growth; New plant commercialized in UNIT 3

Mixed quarter

- Revenue base doubled over 8 quarters from Q1 FY2021 to Q1 FY2023
- Persisting inflationary environment leading to volatility of input prices



Capex update

- Incurred total capex of ~ Rs. 23 crores during Q1 FY23
- Commercialized new plant for manufacturing MEHQ and Guaiacol in Unit-3. Resultant capacity increased by 50%

CONSOLIDATED P&L OVERVIEW – REVENUE GROWTH ON TRACK



Geo-political uncertainties and steep inflationary environment remain key concerns

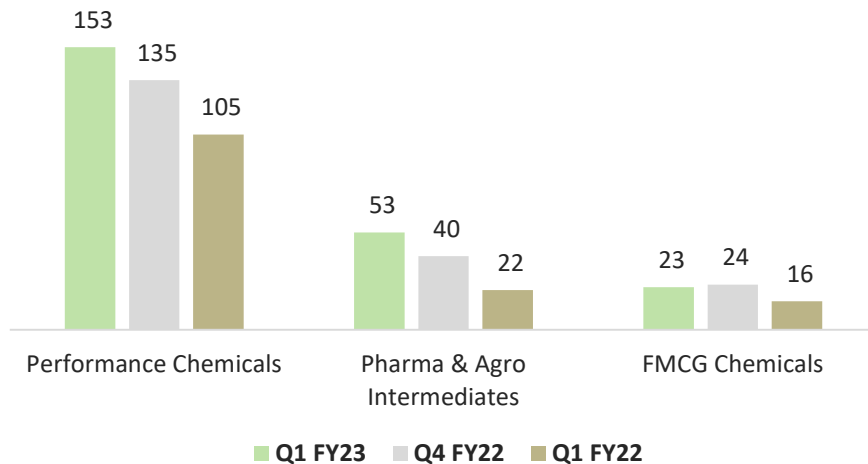
Particulars (INR Crore)	Q1 FY 2023	Q4 FY 2022	Q-o-Q (%)	Q1 FY 2022	Y-o-Y (%)
Revenue from product sales	232.0	202.9	14%	144.7	60%
Other operating income	2.1	1.7		1.6	
Total Revenue	234.1	204.6	14%	146.3	60%
Raw material cost	91.3	71.2	28%	42.2	116%
Operating expenses	51.4	49.7	3%	32.8	57%
EBITDA	91.3	83.7	9%	71.3	28%
<i>EBITDA %</i>	<i>39.4%</i>	<i>41.2%</i>		<i>49.3%</i>	
Depreciation costs	8.5	7.0	21%	5.8	46%
Other Income	1.8	7.4		6.5	
PBT	84.7	83.9	1%	72.1	18%
<i>PBT %</i>	<i>36.5%</i>	<i>41.4%</i>		<i>49.8%</i>	
PAT	62.9	62.4	1%	54.6	15%
<i>PAT %</i>	<i>27.1%</i>	<i>30.7%</i>		<i>37.7%</i>	

SALES PROFILE – Q1 FY 2023

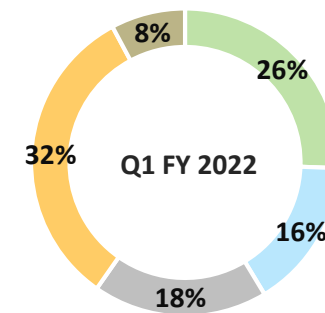
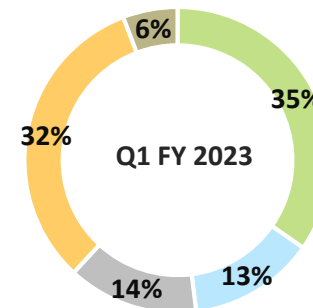
Strong Y-o-Y sales growth across all segments and all geographies



Revenue mix by segment



- Performance chemicals - Contributing 66% of revenues. Increased realizations and volume growth across all products. TBHQ gradually ramping up
- Pharma and Agro Intermediates – Increased share to 23% of revenues. PBQ ramping up steadily. Strong growth in Guaiacol
- FMCG chemicals – Contributing 10% of revenues. Increased realizations across all products.



■ India ■ Americas ■ Europe ■ China ■ ROW

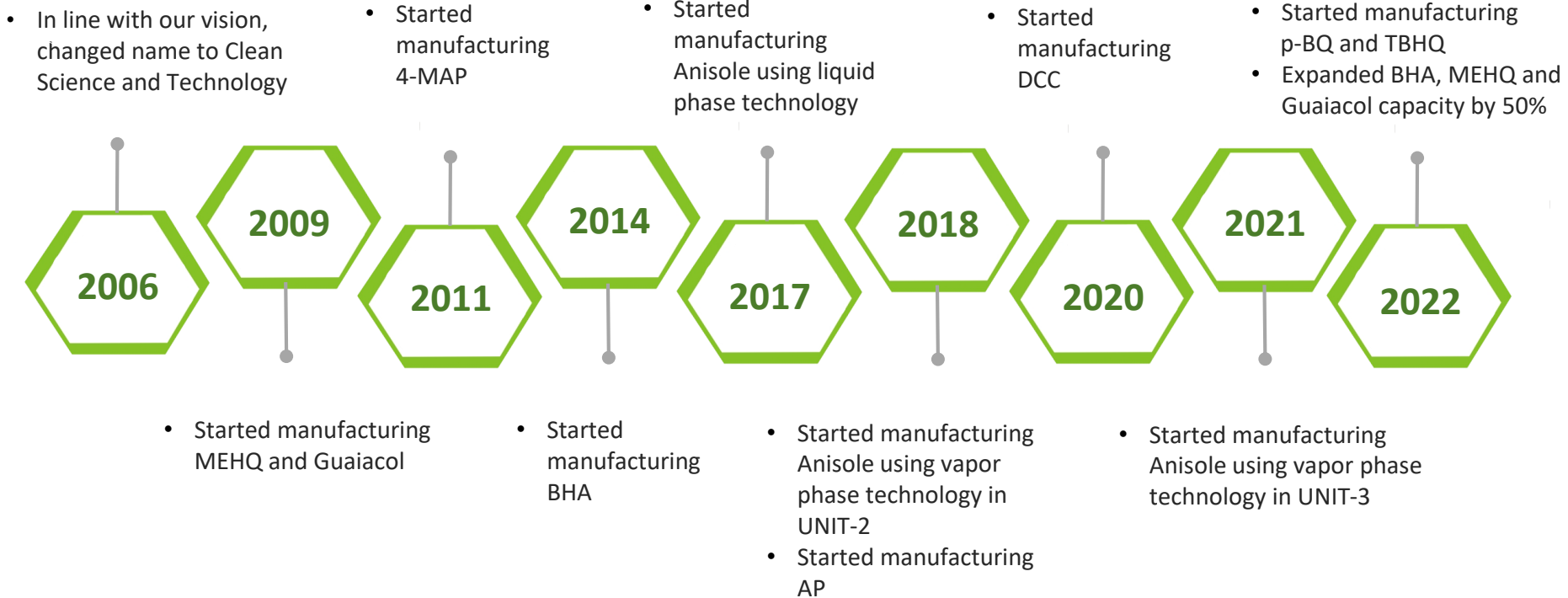
- Exports witnessed robust Y-o-Y growth of 40%
- Continue to focus on de-risking geographical revenue
- Launch of new products aiding growth in domestic markets

CORPORATE PRESENTATION

COMPANY EVOLUTION

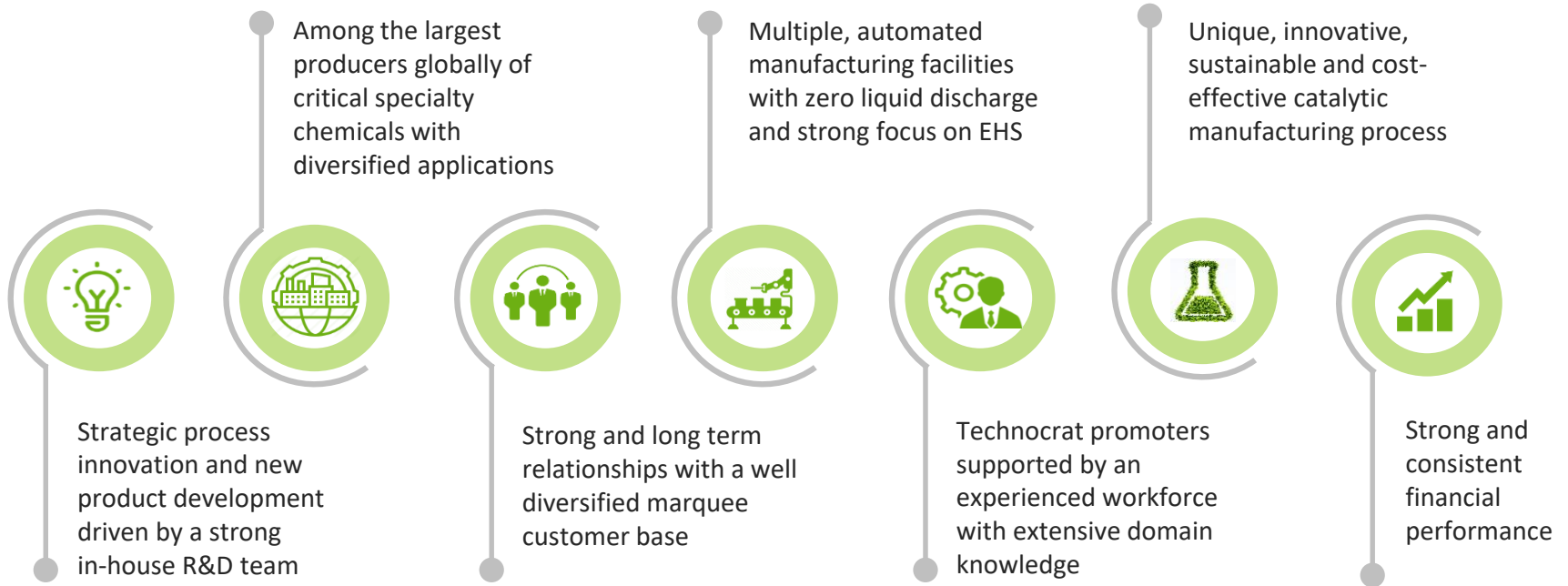


Focus on R&D and innovation has led to new product launches on a consistent basis



KEY DIFFERENTIATORS

Helped company develop into a global supplier of critical specialty chemicals in just 15 years



STRONG IN-HOUSE R&D

Pioneered commercialization of catalytic-reactions



R&D Strategy

- Designing catalysts to create novel manufacturing processes
- Develop eco-friendly processes by optimizing use of toxic starting materials
- Focus on enhanced atom economy to minimize wastage

R&D Focus

- Improve yields and selectivity in our existing processes
- Expanding product portfolio across existing segments and adding new segments
- Identifying products with high demand that only limited manufacturers produce globally

R&D Capabilities

- State of the art technological equipment to develop, test and evaluate products
- 3 independent R&D units with 50 scientists (including 7 PhD's)
- Competency across ~10+ chemistries backed by diverse technology

TECHNOCRAT PROMOTERS

Promoters' sole business interest remains Clean Science and Technology with 78.51% stake



Ashok Boob
Managing Director

Key functions: Projects,
Manufacturing Capabilities

Over 25 years of work experience in the chemical industry.

Previously worked as an Executive Director at Mangalam Drugs
and Organics Ltd.

B.Chem. Engg. - ICT,
Mumbai, India



Siddharth Sikchi
Executive Director

Key functions:
Marketing, R&D

Over 15 years of experience in the chemical industry.

M.Sc. –
University of Manitoba,
Canada.

B.Tech - ICT, Mumbai



Krishna Boob
Executive Director

Key functions:
Public relations, Purchase

Over 20 years of expertise in the chemical industry.

Previously, worked as Director at Mangalam Drugs and Organics
Ltd.

B.Pharma - University of
Mumbai, India



Parth Maheshwari
Vice President

Key functions:
Business operations

Over 6 years of work experience in the chemical industry.

MBA – Babson College
B.Chem. Engg., Savitribai
Phule University, India

ROBUST CORPORATE GOVERNANCE

Distinguished Board of Directors and reputed financial market reviewers



Pradeep Rathi

Chairman and
Non-Executive Director

B.Sc, M.S. (MIT, USA),
MBA (Columbia, USA)

Chairman – Sudarshan Chemicals



Prof. G. D. Yadav

Non-Executive,
Independent Director

B.Chem. Engineering,
Ph.D Technology



Sanjay Kothari

Non-Executive,
Non-Independent Director

B.Com (University of Calcutta)
Member of ICAI and ICSI



Keval Doshi

Non-Executive,
Independent Director

B.Com. (University of Mumbai),
Member of ICAI

Erstwhile Partner at Ernst & Young LLP



Madhu Dubhashi

Non-Executive,
Independent Director

PG in Business Administration (IIM
Ahmedabad)

Mr. Pradeep Rathi, Prof. G. D. Yadav, and Mr. Sanjay Kothari have been Board members for over a decade, reflecting our commitment towards long-term value creation for our business

Statutory Auditor

BSR & Co. LLP

Unit of
KPMG

Long term A+ (Positive)

Short term A1+

CRISIL
An S&P Global Company

Commercial Banking Partners



ERP System

SAP® Business
One

DIVERSIFIED PRODUCT PROFILE

De-risked business model with product applications across various critical end-user industries



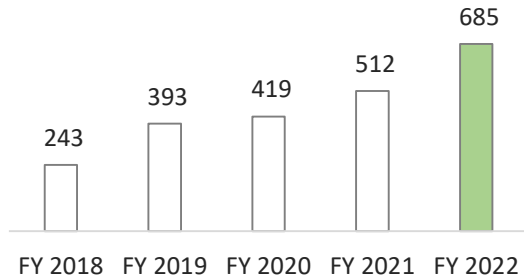
PRODUCT	APPLICATION	REVENUE (INR Crore)												
PERFORMANCE CHEMICALS														
➤ MEHQ (Monomethyl ether of hydroquinone)	<ul style="list-style-type: none"> Polymerization inhibitor in acrylic acids, acrylic esters, super absorbent polymers (diapers and sanitary pads) Pre-cursor for agrochemical industry 	<table border="1"> <tr><th>FY</th><th>2018</th><th>2019</th><th>2020</th><th>2021</th><th>2022</th></tr> <tr><td>Revenue</td><td>147</td><td>249</td><td>272</td><td>355</td><td>473</td></tr> </table>	FY	2018	2019	2020	2021	2022	Revenue	147	249	272	355	473
FY	2018		2019	2020	2021	2022								
Revenue	147		249	272	355	473								
➤ BHA (Butylated Hydroxy Anisole)	<ul style="list-style-type: none"> Anti-oxidant in food and animal feed industry 													
➤ TBHQ (Tertiary Butyl Hydroquinone)	<ul style="list-style-type: none"> Stabilizer in oil industry 													
➤ AP (L-Ascorbyl Palmitate)	<ul style="list-style-type: none"> Infant food formulations, breakfast cereals and cosmetics 													
PHARMACEUTICAL & AGRO INTERMEDIATES														
➤ Guaiacol	<ul style="list-style-type: none"> Pre-cursor to manufacture APIs for cough syrup 	<table border="1"> <tr><th>FY</th><th>2018</th><th>2019</th><th>2020</th><th>2021</th><th>2022</th></tr> <tr><td>Revenue</td><td>50</td><td>68</td><td>64</td><td>83</td><td>113</td></tr> </table>	FY	2018	2019	2020	2021	2022	Revenue	50	68	64	83	113
FY	2018		2019	2020	2021	2022								
Revenue	50		68	64	83	113								
➤ PBQ (Para Benzoquinone)	<ul style="list-style-type: none"> Intermediate in agrochemical industry 													
➤ DCC (Dicyclohexyl Carbodiimide)	<ul style="list-style-type: none"> Reagent in anti-retroviral 													
FMCG CHEMICALS														
➤ 4-MAP (4-Methoxy Acetophenone)	<ul style="list-style-type: none"> Used in UV blocker in sunscreens (cosmetics industry) 	<table border="1"> <tr><th>FY</th><th>2018</th><th>2019</th><th>2020</th><th>2021</th><th>2022</th></tr> <tr><td>Revenue</td><td>33</td><td>61</td><td>67</td><td>63</td><td>80</td></tr> </table>	FY	2018	2019	2020	2021	2022	Revenue	33	61	67	63	80
FY	2018		2019	2020	2021	2022								
Revenue	33	61	67	63	80									
➤ Anisole	<ul style="list-style-type: none"> Precursor to perfumes, insect pheromones, pharmaceuticals 													

STRONG FINANCIALS

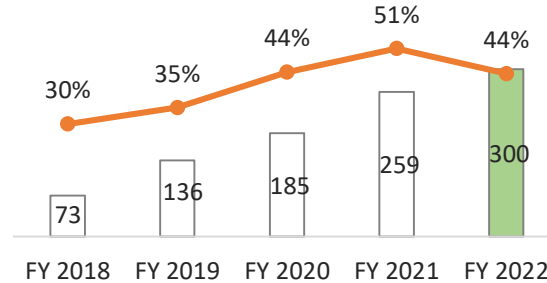
Resilient performance demonstrated over business cycles



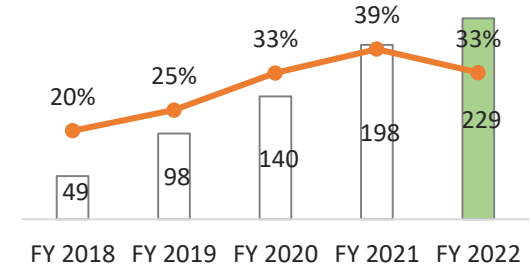
REVENUE
CAGR of 30%



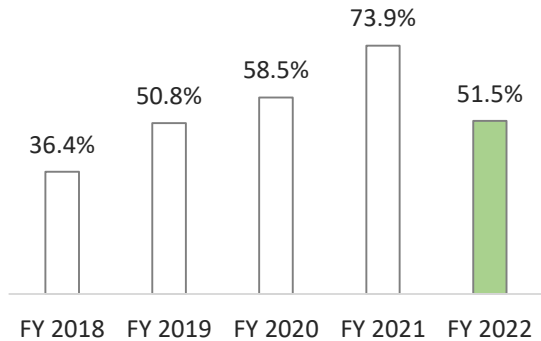
EBITDA & EBITDA%
EBITDA CAGR of 42%



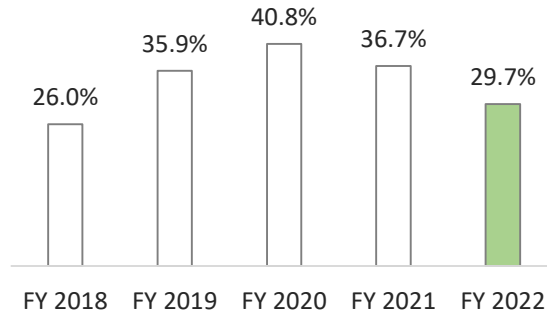
PAT & PAT%
PAT CAGR of 47%



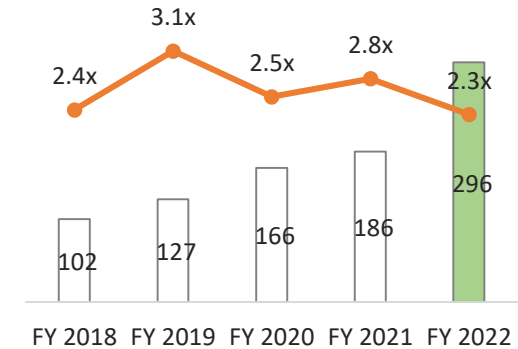
RoCE



RoNW



Net FA & Net FA turnover(x)



Note: RoCE = EBIT (ex. Other income)/capital employed (Gross FA + Working Capital); RoNW = PAT as % of net worth
 Net Fixed Asset Turnover = Revenue from Operations/Net Fixed Assets; Net Fixed Assets include Property, plant and equipment, Right-of-use asset & Intangible Assets
 (Nos. in INR crore)

COMMITMENT TOWARDS ESG



Environment Empathy (E)



- ✓ Among the few companies globally focused on developing “green”, eco-friendly & cost competitive technologies using in-house catalytic processes
- ✓ Eco-friendly production processes ensures zero liquid discharge sites or only water as effluent
- ✓ Awarded the “GreenCo-Silver” rating by GreenCo - Green Company Rating System developed by CII
- ✓ Power consumption from captive solar plants (~55%) and investments in renewable energy projects
- ✓ Reduced fresh water consumption and GHG emissions significantly over the last three years

Social Responsibility (S)



- ✓ Total contribution towards CSR activities during last 3 years is INR 10.5 crore
- ✓ Focus Areas – Education, Healthcare, Medical Relief, Vocational Skills and Environment Sustainability
- ✓ We aim to plant more than 11,000 saplings over the next three years

Corporate Governance (G)



- ✓ More than 1/3rd Board members are independent and extensively experienced
- ✓ Statutory auditors - Big 4 (BSR & Co. LLP)
- ✓ Track record of consistently distributing profits to shareholders
- ✓ Long term & short term ratings by CRISIL are A+(Positive) and A1+ respectively

ADVANCED MANUFACTURING FACILITIES



UNIT 1

7 plants

Total area – 30,000 sq.m



UNIT 2

4 plants

Total area – 23,337 sq.m



UNIT 3

5 plants commercialized

2 plants to commission by H2 FY23

Total area – 40,343 sq.m

- Each unit has a separate R&D facility, warehouse, engineering and utility section
- Independent plants for catalysts
- Multiple dedicated plants for key products. To that extent, each plant is immune to challenges in other plants
- Agreement to acquire land for greenfield expansion (largest facility till date)

Nil

plant closure notice
from pollution
control board

**Zero liquid
discharge**

facilities

DISCLAIMER



Certain statements and opinions with respect to the anticipated future performance of the company in the presentation (“forward - looking statements”), which reflect various assumptions concerning the strategies, objectives and anticipated results may or may not prove to be correct. Such forward-looking statements involve a number of risks, uncertainties and assumptions which could cause actual results or events to differ materially from those expressed or implied by the forward - looking statements. These include, among other factors, changes in economic, political, regulatory, business or other market conditions. Such forward - looking statements only speak as at the date the presentation is provided to the recipient and the company is not under any obligation to update or revise such forward -looking statements to reflect new events or circumstances. No representation or warranty (whether express or implied) is given in respect of any information in this presentation or that this presentation is suitable for the recipient’s purposes. The delivery of this presentation does not imply that the information herein is correct as at any time subsequent to the date hereof and the company has no obligation whatsoever to update any of the information or the conclusions contained herein or to correct any inaccuracies which may become apparent subsequent to the date hereof