



**Clean Science and Technology Limited**  
i n n o v a t i o n a t w o r k

**2<sup>nd</sup> February, 2023**

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 quarter and nine months ended 31<sup>st</sup> December, 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

**(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 Ltd.

## Investor Presentation

Q3 FY2023 | February 2023



This investor presentation has been prepared by Clean Science and Technology Limited (“CSTL”) and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied, should not be deemed to constitute an offer.

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. Certain statements made in this presentation may not be based on historical information or facts and may be “forward-looking statements”, including those relating to the general business plans and strategy of Clean Science and Technology, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, among many others, or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements.

Clean Science and Technology Limited may alter, modify, or otherwise change in any manner, the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.



# Q3 FY 2023 & 9M FY 2023 Update

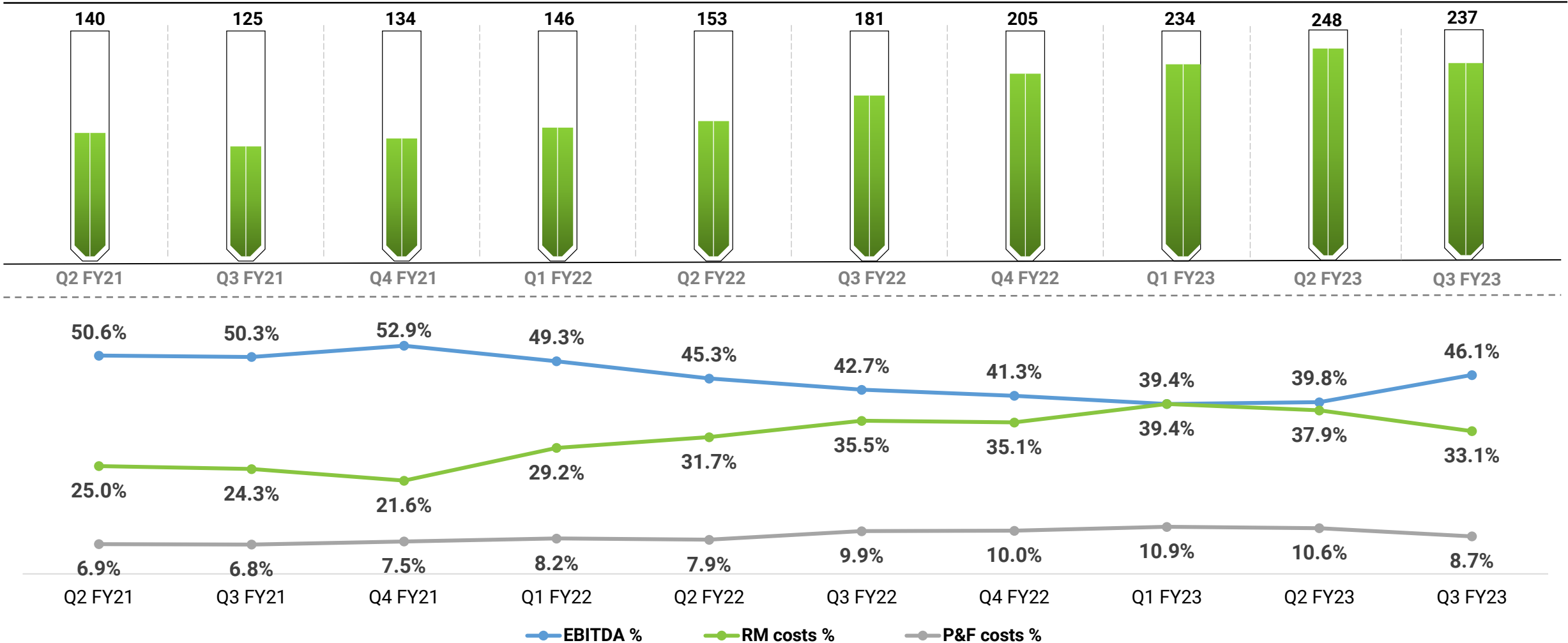


# Q3 FY23 UPDATE



Steady revenue and improved profitability ; second consecutive quarter of margin improvement; RoCE at 53.6%

Revenue in INR Crore



## CAPEX & BUSINESS UPDATE

- Incurred total cash capex of ~ Rs. 105 crores during 9M FY23
- Clean Fino-Chem Limited (CFCL) construction work on track
- Started manufacturing HALS 770 and HALS 701 in UNIT 3

Note: RM - raw material; P&F - power & fuel

## Q3 FY23 AND 9M FY23 P&L OVERVIEW

Strong Y-o-Y revenue growth; highest ever quarterly PAT; recorded milestone of first quarterly PBT of 100 Cr.+



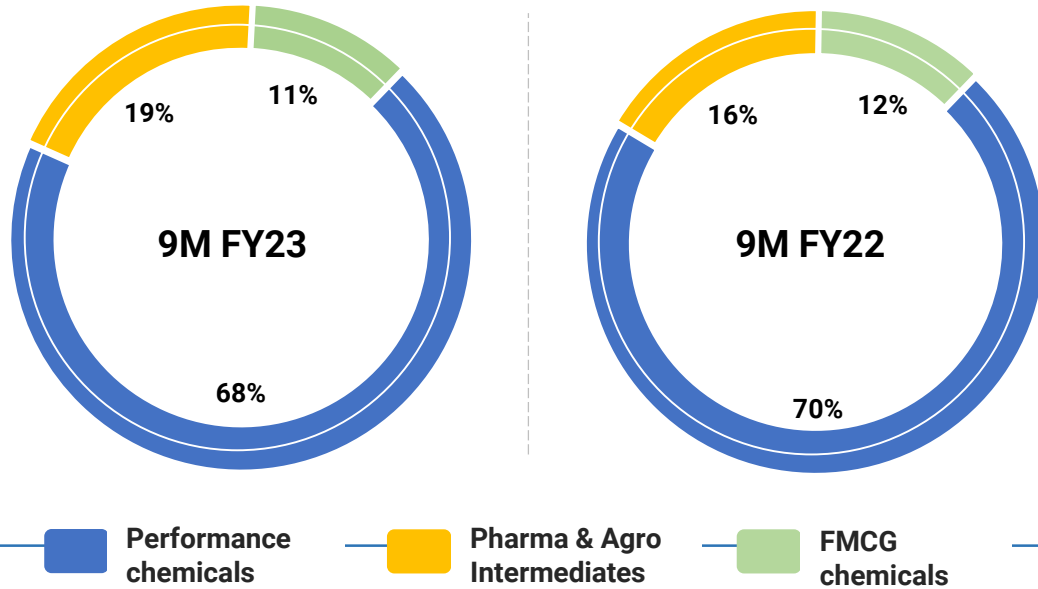
P&L (INR Crore)	Q3 FY 2023	Q2 FY 2023	Q-o-Q (%)	Q3 FY 2022	Y-o-Y (%)	9M FY 2023	9M FY 2022	Y-o-Y (%)
Sale of products	235.0	245.0	(4)%	178.2	32%	712.0	474.6	50%
Other operating income	2.4	2.5		2.6		6.9	5.7	
<b>Total Revenue</b>	<b>237.4</b>	<b>247.5</b>	<b>(4)%</b>	<b>180.8</b>	<b>31%</b>	<b>718.9</b>	<b>480.3</b>	<b>50%</b>
Raw material expenses	77.8	92.7	(16)%	63.3	23%	261.9	153.5	71%
Raw material %	33.1%	37.9%		35.5%		36.8%	32.3%	
Other operating expenses	51.2	57.2	(11)%	41.4	24%	159.8	110.6	45%
<b>EBITDA</b>	<b>108.4</b>	<b>97.5</b>	<b>11%</b>	<b>76.1</b>	<b>42%</b>	<b>297.3</b>	<b>216.2</b>	<b>37%</b>
EBITDA %	46.1%	39.8%		42.7%		41.7%	45.6%	
Depreciation expenses	8.9	8.7	2%	6.0	48%	26.0	17.9	45%
Other Income	12.4	3.1		7.4		26.4	22.6	
<b>Profit before tax (PBT)</b>	<b>111.8</b>	<b>91.9</b>	<b>22%</b>	<b>77.6</b>	<b>44%</b>	<b>297.6</b>	<b>220.9</b>	<b>35%</b>
PBT %	47.6%	37.5%		43.5%		41.8%	46.5%	
<b>Profit after tax (PAT)</b>	<b>83.9</b>	<b>68.3</b>	<b>23%</b>	<b>58.0</b>	<b>45%</b>	<b>222.6</b>	<b>166.1</b>	<b>34%</b>
PAT%	35.7%	27.9%		32.5%		31.3%	35.0%	

# REVENUE PROFILE – 9M FY 2023

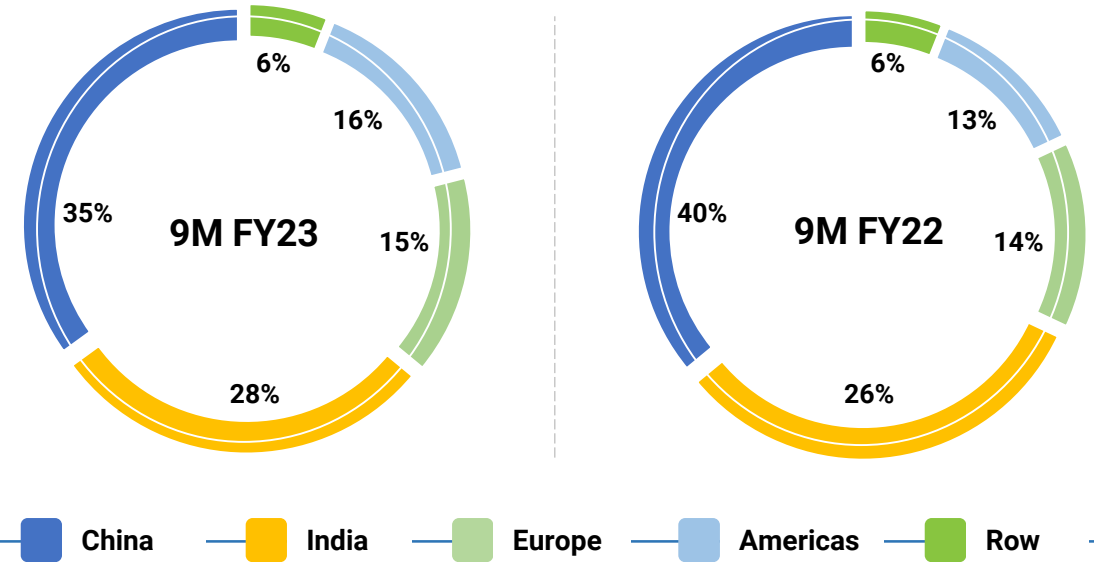
Strong revenue growth across all segments and geographies; Contribution of new products at 10%



## REVENUE MIX BY SEGMENT



## REVENUE MIX BY GEOGRAPHY



**Performance chemicals** - Contributing 68% of revenues | Increased realizations and volume growth across all products



**Pharma & Agro Intermediates** - Contributing 19% of revenues | Increased volume offtake across products



**FMCG chemicals** - Contributing 11% of revenues | Strong growth in 4-MAP; largest contributor in the segment

- Strong growth across both domestic (Y-o-Y growth of 58%) and export markets (Y-o-Y growth of 47%)
- Continued de-risking of geographical revenue aided by new customer additions



# Corporate presentation





- Among the few global organisations focused on developing ingenious technologies with unique, innovative, sustainable, and cost-effective catalytic manufacturing processes
- Globally, among the largest manufacturers of certain chemicals developed in-house.

**500+** Global  
and domestic customers across  
**30+** countries

**1,000+** Strong team  
(**10%** women)

**16+** Accreditation &  
Certifications

**Zero Debt** Company

**Sustainability** and  
**ESG** deeply ingrained in our  
philosophy

**70%** revenues from exports

**3** manufacturing units with  
**44,000 MTPA** combined  
capacity

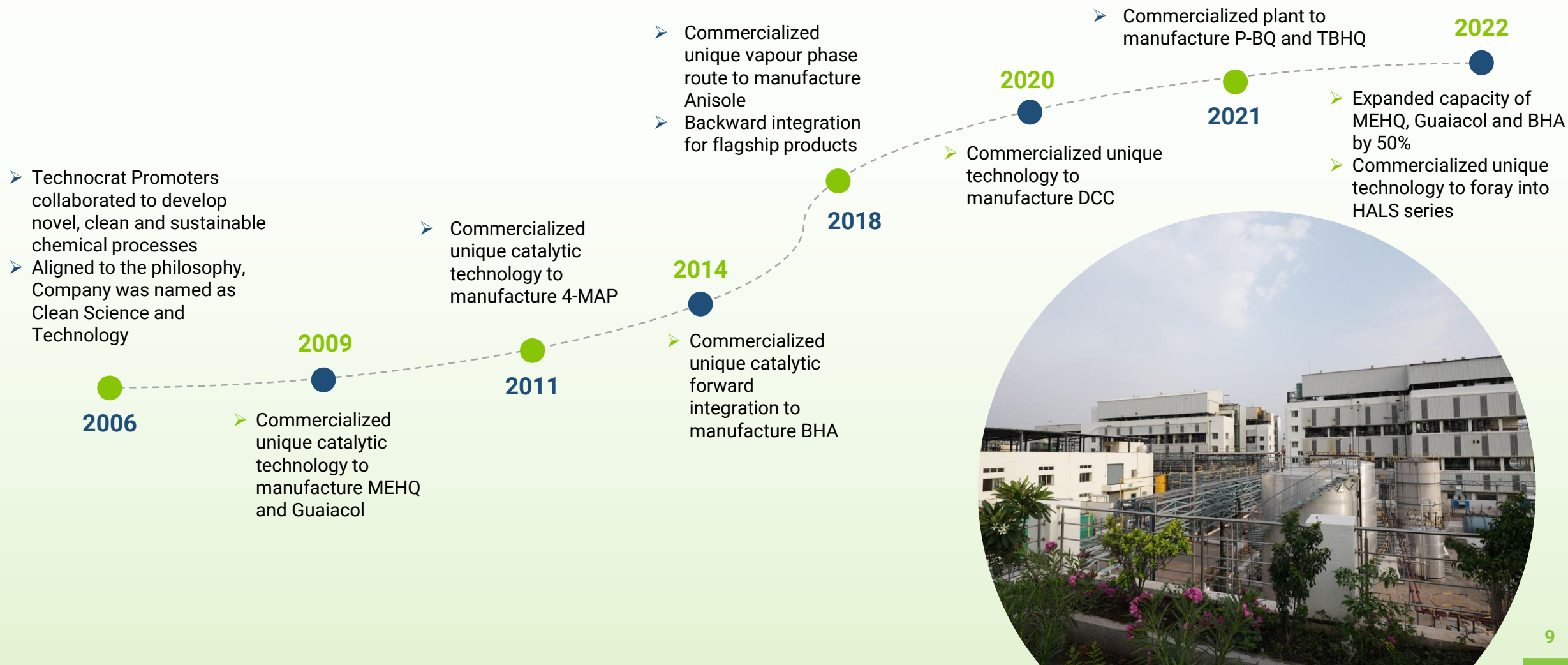
**70+** Scientists over  
**4** R&D facilities

# COMPANY EVOLUTION

Continuous R&D and Innovation has led to new product launches on a consistent basis



YEAR	2006	2009	2011	2014	2018	2020	2021	2022
REVENUES (INR Crore)	-	1	19	120	241	419	512	685



# DIVERSIFIED PRODUCT PROFILE SERVING CRITICAL END-USER INDUSTRIES

Largest capacity in the world for our flagship products



## PERFORMANCE CHEMICALS



### MEHQ (Monomethyl Ether of Hydroquinone)

- Used as polymerization inhibitor in acrylic acids, acrylic esters, super absorbent polymers (diapers and sanitary pads)
- Pre-cursor for agrochemical industry

**1** in World & India



### BHA (Butylated Hydroxy Anisole)

- Used as anti-oxidant in food and feed industry

**1** in World & India



### AP (Ascorbyl Palmitate)

- Used in infant food formulations, breakfast cereals and cosmetics

**1** in World & India



### TBHQ (Tertiary Butyl Hydroquinone)

- Stabilizer in oil industry

**2** in World & India



### HALS (Hindered Amine light Stabilizers)

- HALS 701 is used in water treatment
- HALS 770 is used for UV stabilization in a variety of polymers

**1** in India

## PHARMA AND AGRO INTERMEDIATES



### Guaiacol

- Pre-cursor to manufacture APIs for cough syrup (pharma industry)
- Key raw material to produce Vanillin

**2** in World

**1** in India



### DCC (Dicyclohexyl Carbodiimide)

- Used as reagent in anti-retroviral

**2** in World

**1** in India



### p-BQ (Para Benzoquinone)

- Intermediate in agrochemical industry

**2** in World

**1** in India

## FMCG CHEMICALS



### 4-MAP (4-Methoxy Acetophenone)

- Used in UV blocker in sunscreens (cosmetics industry)

**1** in World & India



### Anisole

- Precursor to perfumes, insect pheromones, pharmaceuticals
- Majority of Anisole produced is used for captive consumption

**1** in World & India

# KEY DIFFERENTIATORS THAT ADD VALUE

Unique benefits that set our business apart from competition



## INNOVATION

Strategic process innovation and new product development driven by a strong in-house R&D team



## GLOBAL LEADERS

Among the largest producers globally of critical specialty chemicals with diversified applications



## PREFERRED PARTNER OF CHOICE

Strong and long term relationships with a well diversified marquee customer base



## STATE-OF-THE-ART

Multiple, automated manufacturing facilities with zero liquid discharge and strong focus on EHS



## PROMOTERS

Technocrat promoters supported by an experienced workforce with extensive domain knowledge



## FORMULATION

Unique, innovative, sustainable and cost-effective catalytic manufacturing process



## STATISTIC

Strong and consistent financial performance

## Research and Development team's focus areas



**Enhance our existing catalyst systems to further optimize yield and selectivity**



**Expand product portfolio in the performance chemical segment**



**Develop products with high demand which are produced by limited manufacturers globally**

### COMPETENCY ACROSS ~10+ CHEMISTRIES

Hydroxylation	Hydrogenation
Grignard Reaction	Chlorination
Oxidation	Polymeric Reaction
Alkylation	Esterification
Catalysis	Halogenation

### BACKED BY DIVERSE TECHNOLOGY

- Continuous flow reaction
- Vapour phase reaction
- Tri-phasic reaction
- Fixed bed reaction

### LED BY EXEMPLARY R&D TEAM

March 2018	December 2022
1 PhD	7 PhD
22 scientists	70 scientists
4 independent R&D labs with pilot facility	

## COHESIVE AND TECHNOCRAT PROMOTERS

Strong visibility on longevity of Promoters' engagement in the business



**ASHOK BOOB**

Managing Director

**Key functions:** Projects,  
Manufacturing Capabilities

Over **26** years of work experience in the chemical industry.

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

**Bachelor of Chemical Engineering** – Institute of Chemical Technology, Mumbai, India (formerly known as UDCT)



**SIDDHARTH SIKCHI**

Executive Director

**Key functions:**  
Marketing, R&D

Over **16** years of experience in the chemical industry.

**Bachelor of Chemical Technology** – Institute of Chemical Technology, Mumbai, India (formerly known as UDCT)

**Master of Science in Organic Chemistry** – University of Manitoba, Canada.



**KRISHNA BOOB**

Executive Director

**Key functions:** Public relations, Purchase

Over **21** years of expertise in the chemical industry.

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

**Bachelor of Pharmacy** – University of Mumbai, India



**PARTH MAHESHWARI**

President

**Key functions:**  
Business operations

Over **6** years of work experience in the chemical industry.

**Bachelor of Chemical Engineering** – Pune University, India

**MBA** – Babson College, USA

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

# ROBUST CORPORATE GOVERNANCE

Distinguished Board of Directors and reputed financial market participants underscore sound governance



## PROFILE OF NON-EXECUTIVE, INDEPENDENT DIRECTORS ON THE BOARD



### 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)

## Balanced board ensures transparency and accountability

Highly experienced and diversified non-executive directors, are also board members of other reputed listed companies

Mr. Pradeep Rathi, Prof. G. D. Yadav, and Mr. Sanjay Kothari have been Board members for over a decade

More than 1/3rd Board members are independent Non-executive directors form majority of all committees

Separate Chairman & Managing Director

# CONTINUED COMMITMENT TOWARDS SUSTAINABILITY AND ESG

Sustainability and ESG initiatives are embedded in our long term growth strategy



## ENVIRONMENT EMPATHY (E)

- Utilize resources efficiently, reduce waste and minimize emissions as part of our sustainability commitment
- We aim to plant more than 11,000 trees over the next three years
- 11 MW of solar capacity. Share of renewable energy in power consumption at 55%.
- Reduced fresh water consumption by 14% and GHG emissions (Scope 1/Scope 2) by 7% over the last 3 years



## SOCIAL RESPONSIBILITY (S)

- Total contribution towards CSR activities during last 3 years is INR 10.5 crore
- Health, safety and wellbeing of employees is integral part of all our activities
- Continual improvement in safety measures have resulted in zero casualties till date
- Our key initiatives include regular safety audits, safety trainings and health checkups among others



## CORPORATE GOVERNANCE (G)

- Statutory auditors - Big 4 (BSR & Co. LLP)
- Highly experienced, competent and balanced Board driving corporate ethics and values
- Long term & short term ratings by CRISIL are A+(Positive) and A1+ respectively
- No auditor qualification or re-statements of financial statements till date

### FOCUS ON SUSTAINABILITY



GreenCo Certificate



Together for Sustainability

ecovadis

Ecovadis



Reduce



Recycle



Reuse

### FOCUS ON CSR ACTIVITIES



Environment Sustainability



Medical Relief



Healthcare



Education

### FOCUS ON GOVERNANCE



Audit Committee



Nomination And Remuneration Committee



Stakeholders Relationship Committee



Risk Management Committee



Corporate Social Responsibility Committee



# ADVANCED MANUFACTURING FACILITIES DESIGNED BY IN-HOUSE ENGINEERING TEAM

3 independent functional units with dedicated lines for each product



## UNIT 1

7 plants

Total area – **30,000 sq.m**

## UNIT 2

4 plants

Total area – **23,337 sq.m**



## UNIT 3

5 plants

Total area – **40,343 sq.m**



**Nil** plant closure notice received from any pollution control board

All Units are **ISO 9001, ISO 14001 and ISO 45001** certified

Sustainable processes ensures **zero liquid discharge (ZLD)** facility

- Multiple dedicated plants for key products. To that extent, each plant is immune to challenges in other plants
- Independent plants for catalysts
- Each unit has a separate R&D facility, warehouse, engineering and utility section
- Construction started for Clean Fino-Chem Limited (WOS), largest facility till date

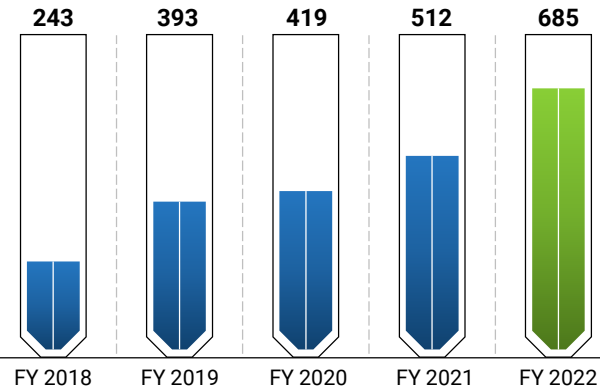
# STRONG FINANCIALS

Resilient performance demonstrated over business cycles maintaining a debt free balance sheet



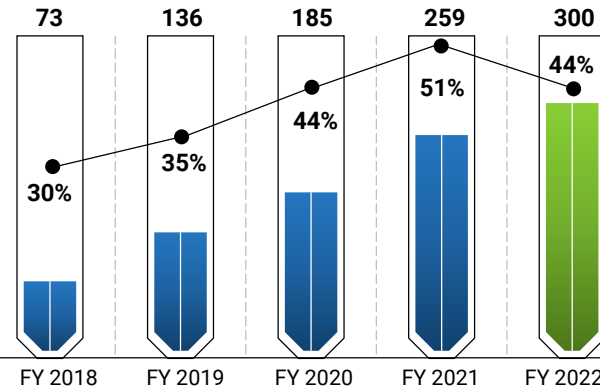
## REVENUE

CAGR of 30%



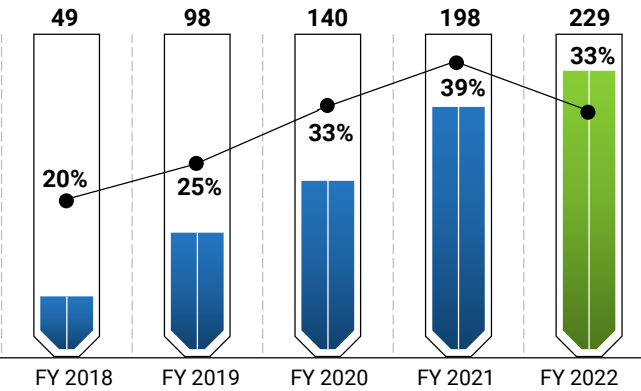
## EBITDA & EBITDA%

EBITDA CAGR of 42%

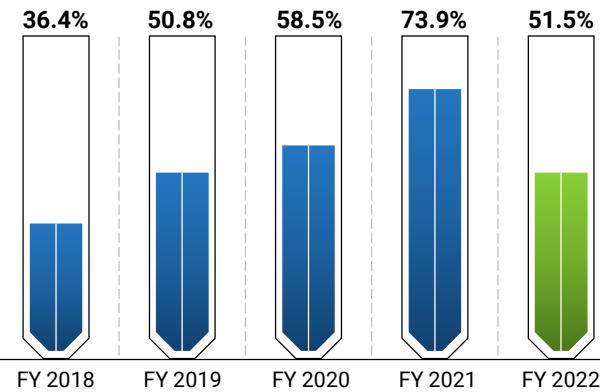


## PAT & PAT%

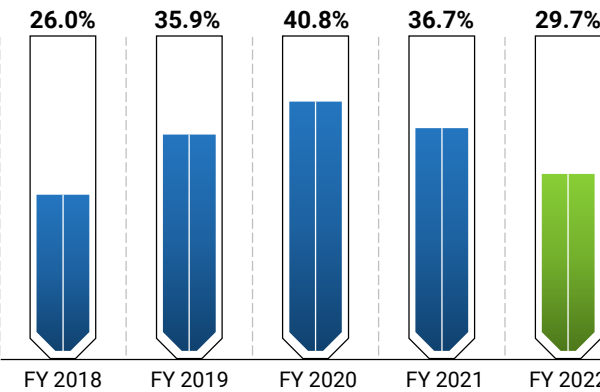
PAT CAGR of 47%



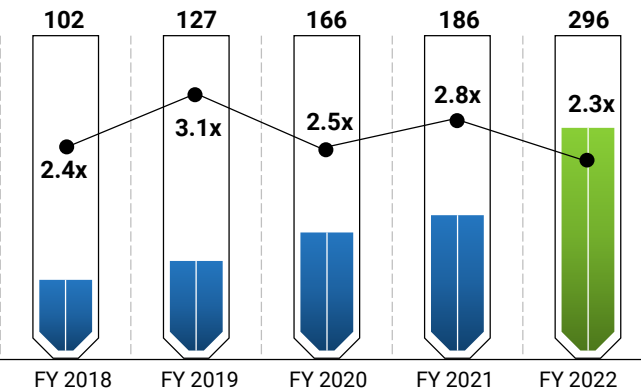
## RoCE



## 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)

# KEY GROWTH LEVERS

Strategic initiatives and investments aimed at long term sustainable growth

## FOCUS ON ESG AND SUSTAINABILITY

Capitalise on our core philosophy of clean and green chemistry to address opportunities arising from the shift in demand to sustainable chemistry.

## STRENGTHEN IN INDIA AND EXPAND GLOBALLY

Focus on import substitution opportunities in India and add new export customers across geographies



## SIGNIFICANT GREENFIELD CAPEX

Planned capex on track for commercialising new series of products

## ADD NEW COMPETENCIES

Adding new chemistries and process technologies with significant focus on high value products that limited manufacturers produce globally

## NEW PRODUCT DEVELOPMENT

Strategic investments towards developing products for new range of speciality chemicals that find applications across diverse and fast growing end user industries



# THANK YOU

**For further information, please contact:**

**SWAPNIL MORAY**

Investor Relations

Email: [swapnil@cleanscience.co.in](mailto:swapnil@cleanscience.co.in)



**Clean Science and Technology Limited**

**Website:** <https://www.cleanscience.co.in/>