



Clean Science and Technology Limited

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

Date: 09.08.2021

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, Results Presentation for quarter ended 30th June 2021 is enclosed.

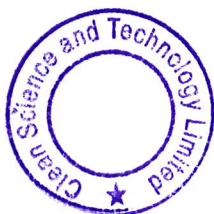
The aforesaid presentation is also available on the Company's website.

You are requested to take the same on record.

Thanking You.

For Clean Science and Technology Limited

Mahesh Kulkarni
Company Secretary



(Erstwhile known as Clean Science and Technology Private Limited)

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

CIN: U24114PN2003PLC018532



Clean Science and Technology Limited
innovation at work

Q1 FY 2022 RESULTS PRESENTATION

August 2021

COMPANY EVOLUTION

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



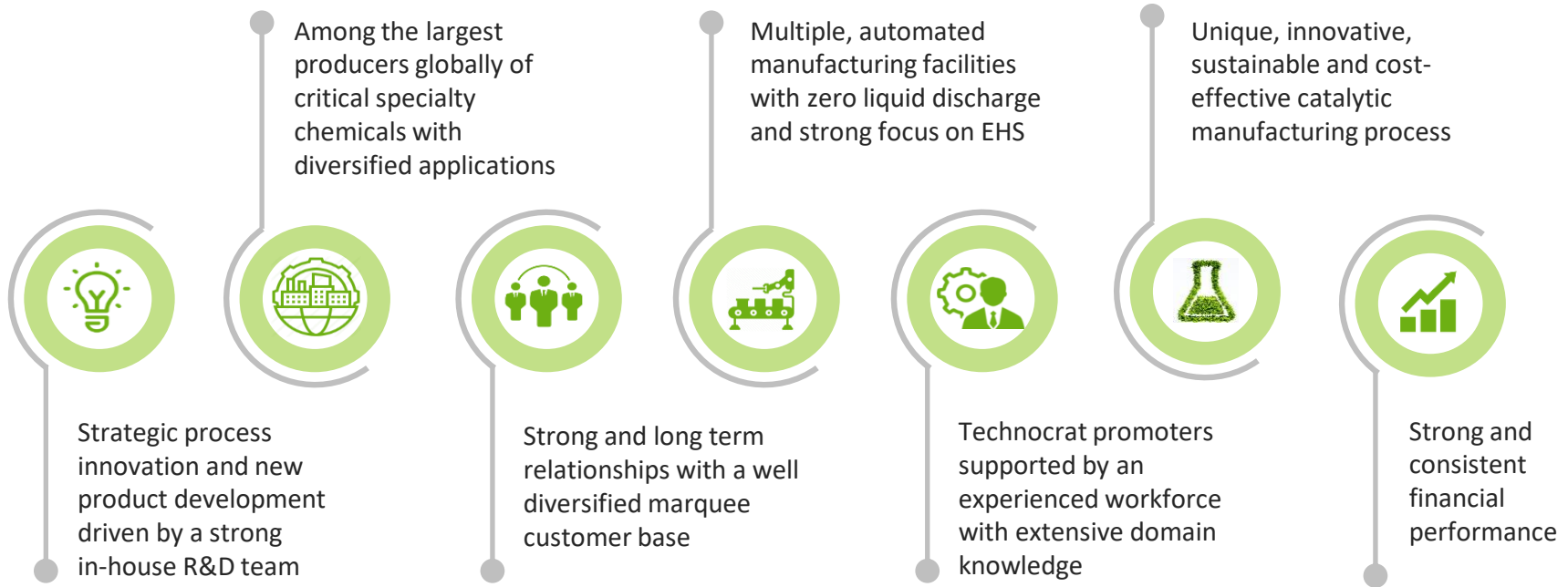
- In line with our vision, changed name to Clean Science and Technology
- Started manufacturing 4-MAP
- Started manufacturing Anisole using liquid phase technology
- Started manufacturing DCC



- Started manufacturing MEHQ and Guaiacol
- Started manufacturing BHA
- Started manufacturing Anisole using vapor phase technology
- Started manufacturing AP

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 in production processes



R&D Strategy

- Designing catalysts to create new manufacturing processes and new products
- Develop eco-friendly processes by eliminating use of toxic starting materials
- Focus on good Atom economy to avoid 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
- Government of India's Department of Scientific and Industrial Research recognized R&D units
- 2 R&D units with 35 personnel (including 6 PhD's)

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 fourteen 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

Close to two decades of expertise in the chemical industry.

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

B.Pharm - University of
Mumbai, India



Parth Maheshwari
Vice President

Key functions:
Business operations

Over 5 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 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+ (Stable)
Short term A1+

CRISIL
An S&P Global Company

Commercial Banking Partners



ERP System



DIVERSIFIED PRODUCT PROFILE

With applications across various critical end-user industries



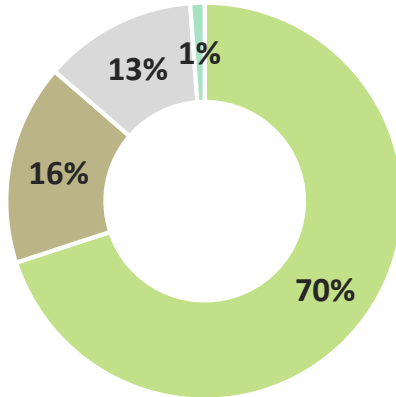
PRODUCT		APPLICATION		REVENUE (INR Million)	
PERFORMANCE CHEMICALS					
➤ MEHQ (Monomethyl ether of hydroquinone)	• Polymerization inhibitor in acrylic acids, acrylic esters, super absorbent polymers (diapers and sanitary pads) • Pre-cursor for agrochemical industry	FY 2021		3,548	
		FY 2020		2,721	
➤ BHA (Butylated Hydroxy Anisole)	• Anti-oxidant in food and animal feed industry	FY 2019		2,490	
		FY 2018		1,465	
➤ AP (L-Ascorbyl Palmitate)	• Infant food formulations, breakfast cereals and cosmetics				
PHARMACEUTICAL CHEMICALS					
➤ Guaiacol	• Pre-cursor to manufacture APIs for cough syrup	FY 2021		830	
		FY 2020		644	
➤ DCC (Dicyclohexyl Carbodiimide)	• Reagent in anti-retroviral	FY 2019		681	
		FY 2018		496	
FMCG CHEMICALS					
➤ 4-MAP (4-Methoxy Acetophenone)	• Used in UV blocker in sunscreens (cosmetics industry)	FY 2021		632	
		FY 2020		666	
➤ Anisole	• Precursor to perfumes, insect pheromones, pharmaceuticals	FY 2019		612	
		FY 2018		332	

FY 2021 REVENUE CONTRIBUTION

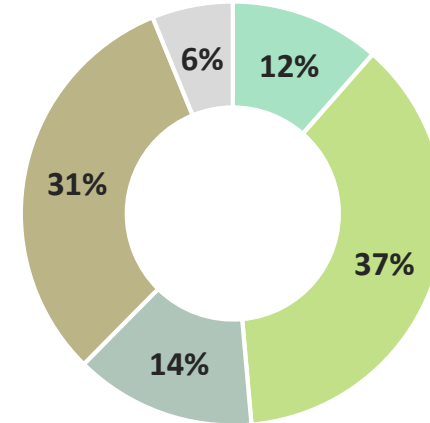
Diversified customer base and wide product applications across industries



BY SEGMENT



BY GEOGRAPHY



■ Performance Chemicals ■ Pharmaceutical ■ FMCG ■ Others

■ Americas ■ China ■ Europe ■ India ■ Row

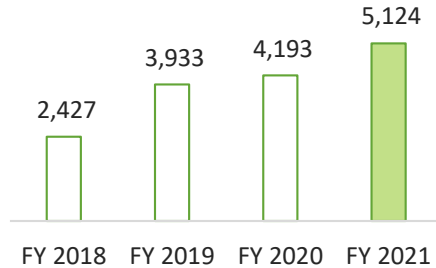
- Strong customer relationships and presence in export markets across multiple countries
- Strong contribution from high value critical performance chemicals segment.

STRONG FINANCIALS

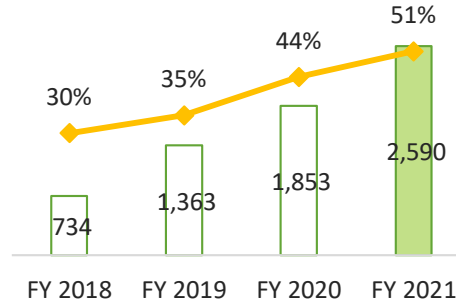
Among the fastest growing and profitable specialty chemical companies globally



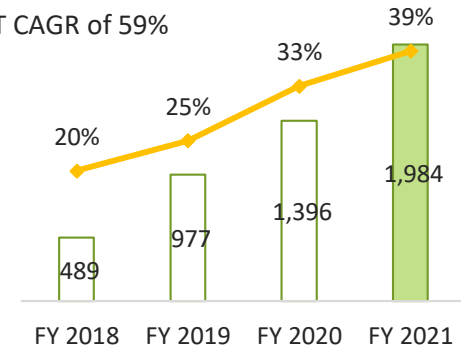
REVENUE
CAGR of 28%



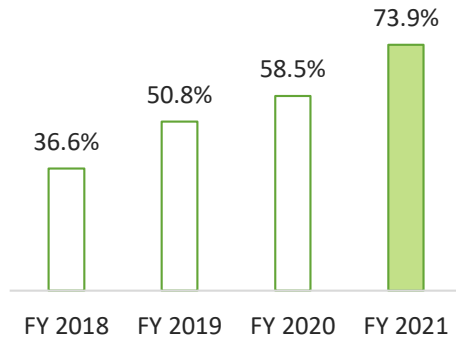
EBITDA & EBITDA%
EBITDA CAGR of 52%



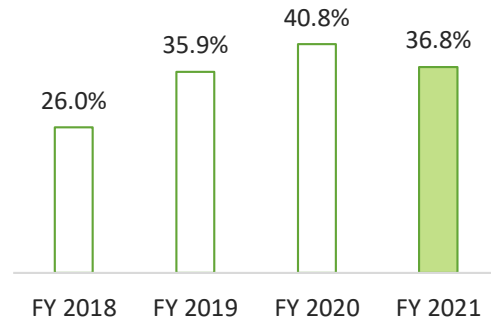
PAT & PAT%
PAT CAGR of 59%



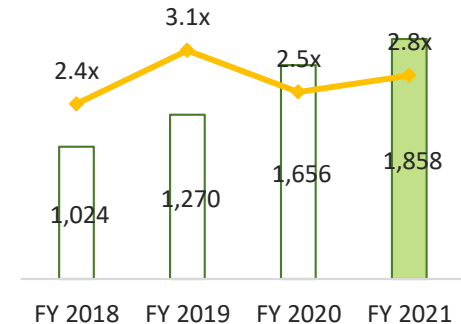
RoCE



RoNW



Net FA & Net FA Turnover(x)



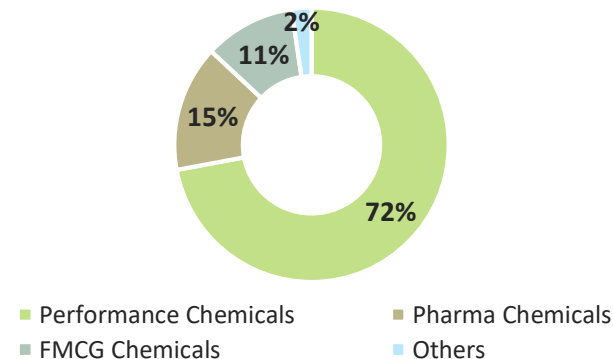
Note: RoCE = EBIT (ex. Other income) divided by capital employed (Gross FA + Working Capital); RoNW = PAT as % of net worth
Net Fixed Asset Turnover = Revenue from Operations/Net Fixed Assets; Net Fixed Assets include Property, plant and equipment, Right-of-use asset & Intangible Assets
(Nos. in INR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

PROFIT AND LOSS SUMMARY - Q1 FY22

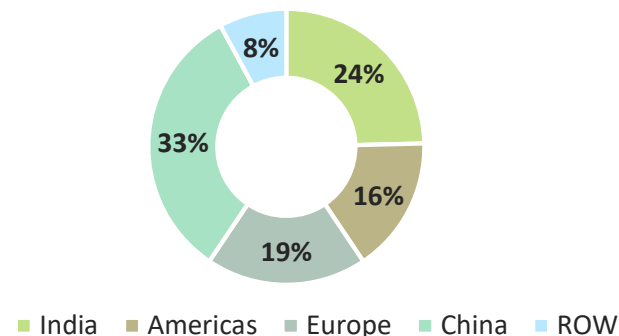


Particulars (INR Million)	Q1 FY 2022	Q4 FY 2021	Q-o-Q (%)	Q1 FY 2021	Y-o-Y (%)
Sale of Products	1,447	1,324	9%	1,113	30%
Other operating income	16	15		16	
Total Revenue	1,463	1,339	9%	1,129	30%
Total Expenses	750	638	18%	568	32%
EBITDA	713	701	2%	561	27%
<i>EBITDA %</i>	<i>49.3%</i>	<i>52.9%</i>		<i>50.4%</i>	
Depreciation costs	58	43	33%	42	40%
Other Income	65	57	14%	53	24%
PBT	721	715	1%	572	26%
<i>PBT %</i>	<i>49.8%</i>	<i>54.0%</i>		<i>51.4%</i>	
PAT	546	531	3%	419	30%

Q1 FY22 revenue - Segment wise



Q1 FY22 revenue - Geography wise



BUILDING BLOCKS OF GROWTH



UNIT 1

7 plants



UNIT 2

4 plants



UNIT 3

(Under construction)
1 plant commissioned in Q1 FY22

- Each unit has a separate warehouse, engineering store and utility section
- Independent plants for catalysts that are developed and commercialized in house
- UNIT 4 – land acquired (largest facility till date)

New product Development

- Promote import substitution
- Applications across multiple growing industries
- Diversify product portfolio
- Explore high margin products

Innovation and R&D

- Increase yield of existing processes
- Develop new catalysts
- Develop new value added products



Expand manufacturing capacities

- Focus on organic growth
- Setting-up UNIT-3 at MIDC Kurkumbh for existing and new products
- Acquired land for UNIT-4

Expanding footprint

- Increase wallet share with customers
- Add new customers across geographies for existing products



ENVIRONMENT (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
- ✓ Not received any material observations from pollution control board in India
- ✓ Power consumption from captive solar plants and investments in renewable energy projects



SOCIAL (S)

- ✓ Total contribution towards CSR activities during last 3 years is INR 81 million
- ✓ Focus Areas -
 - Education
 - Healthcare
 - Medical Relief
 - Vocational Skills
 - Environment Sustainability



CORPORATE GOVERNANCE (G)

- ✓ More than 1/3rd Board members are independent
- ✓ Statutory auditors - Big 4 (KPMG)
- ✓ Long term & short term ratings by CRISIL are A+ (Stable) and A1+ respectively

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

THANK YOU !!