



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



**03.02.2024**

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**

**Subject: Investor Presentation.**

Dear Sir/Madam,

In accordance with Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Financial Results presentation for the quarter and nine months ended 31<sup>st</sup> December, 2023 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**

Encl: As above



# Clean Science and Technology Ltd.

## Investor Presentation

Q3 FY 2024 | FEBRUARY 2024



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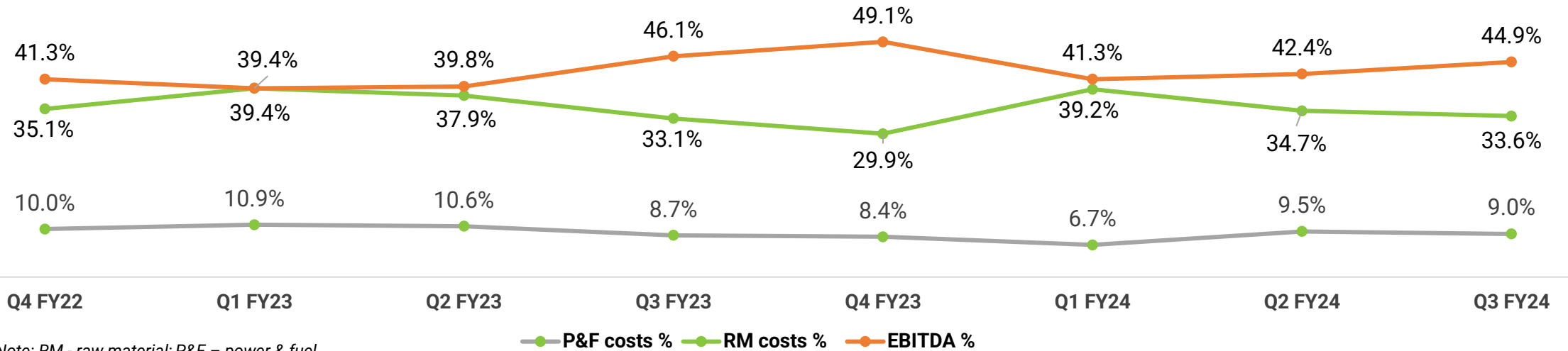
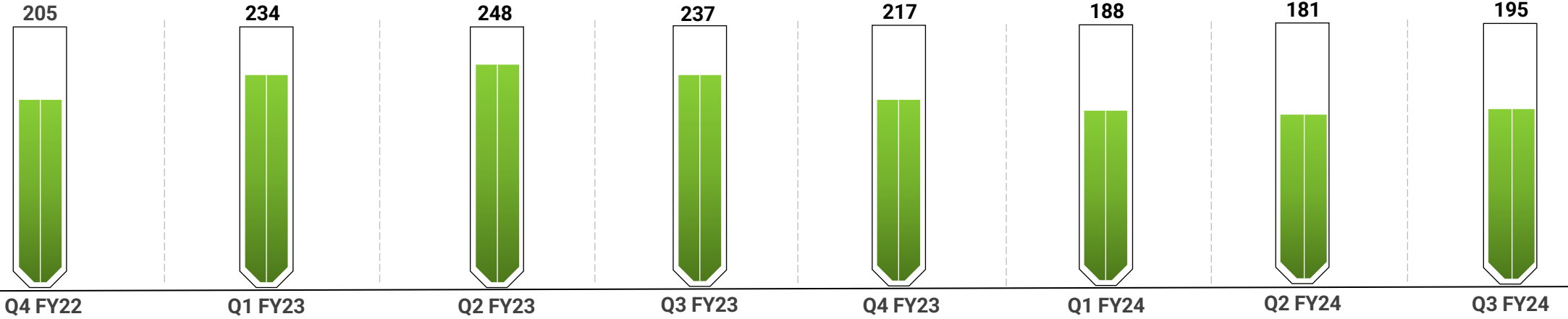
# Q3 FY 2024 & 9M FY2024 Update

# Q3 FY24 UPDATE



Volume led sequential growth in revenue; EBITDA margins strengthen on sequential basis

Revenue in INR Crore



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

● P&F costs % ● RM costs % ● EBITDA %

## CAPEX & BUSINESS UPDATE

- Incurred total capex of ~ Rs. 225 crores during 9M FY2024, including investment in subsidiary of Rs. 215 crores.
- Board has approved interim dividend of Rs. 2 per share

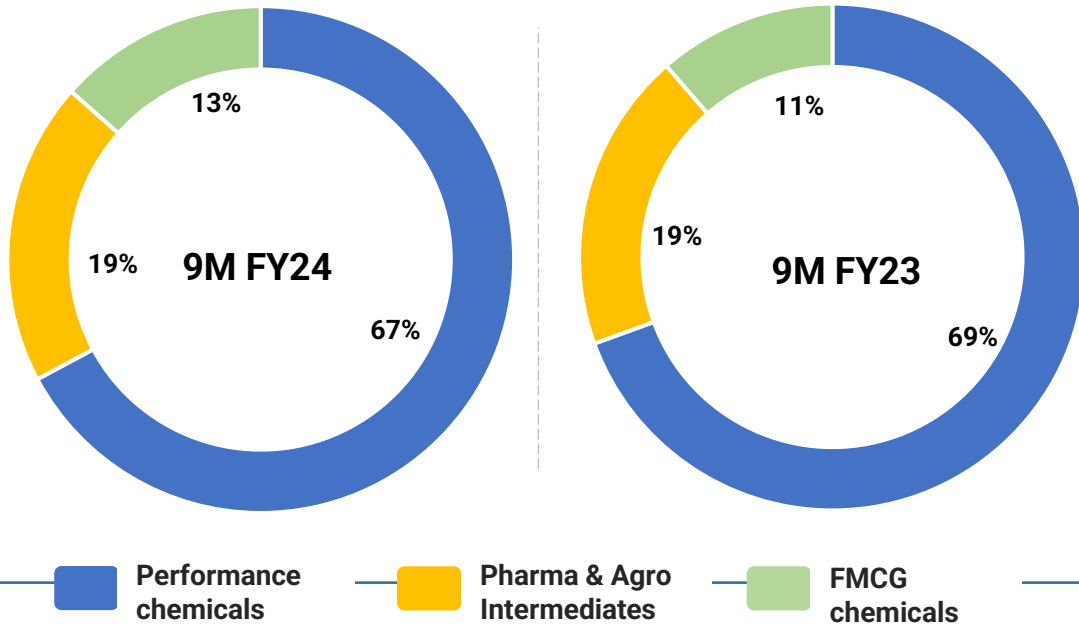
## Q3 FY24 and 9M FY24 P&L OVERVIEW - STANDALONE



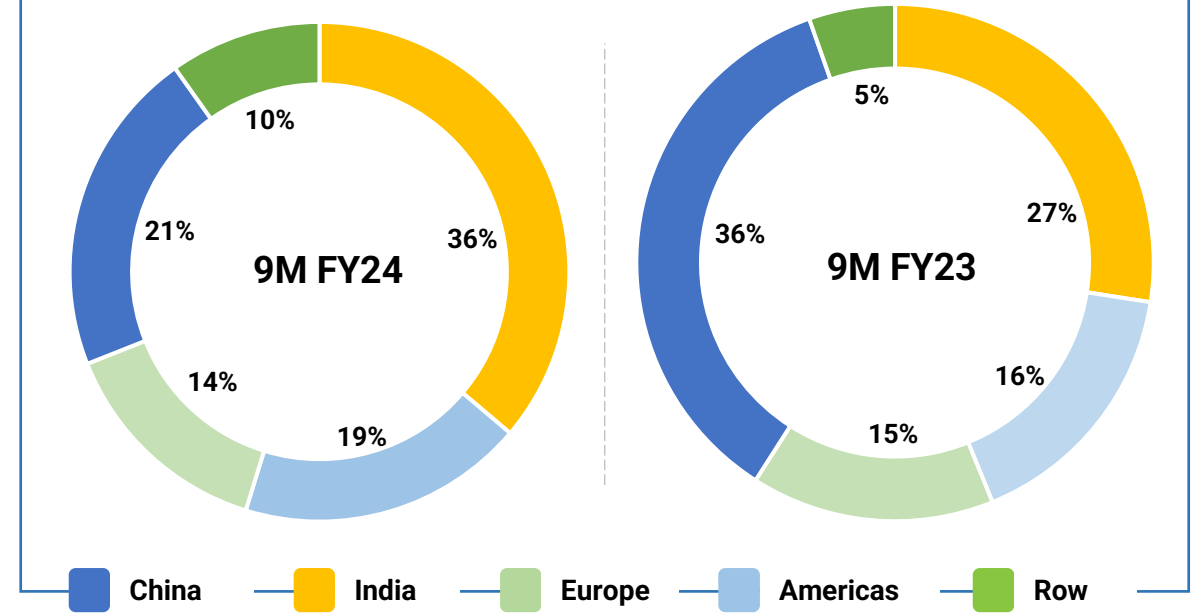
EBITDA margin continues to be robust despite diversified sales profile and lower sales base on Y-o-Y basis

P&L (INR Crore)	Q3 FY2024	Q2 FY2024	Q-o-Q (%)	Q3 FY2023	Y-o-Y (%)	9M FY 2024	9M FY 2023	Y-o-Y (%)
Sale of products	192.3	178.1	(8)%	235.0	(18)%	555.6	712.0	(22)%
Other operating income	2.4	3.0		2.4		8.3	6.9	
<b>Total Revenue</b>	<b>194.7</b>	<b>181.1</b>	<b>8%</b>	<b>237.4</b>	<b>(18)%</b>	<b>564.0</b>	<b>718.9</b>	<b>(22)%</b>
Raw material expenses	64.6	61.8	5%	77.8	(17)%	199.1	261.9	(24)%
Raw material %	33.6%	34.7%		33.1%		35.8%	36.8%	
Other operating expenses	43.7	43.7	(0.1)%	51.2	(15)%	126.4	159.8	(21)%
<b>EBITDA</b>	<b>86.4</b>	<b>75.4</b>	<b>14%</b>	<b>108.4</b>	<b>(20)%</b>	<b>238.5</b>	<b>297.3</b>	<b>(20)%</b>
EBITDA %	44.9%	42.4%		46.1%		42.9%	41.7%	
Depreciation expenses	11.2	11.0	2%	8.9	26%	32.8	26.0	26%
Finance costs	0.0	0.2		0.1		0.3	0.1	
Other Income	7.5	5.1	48%	12.4	(39)%	24.9	26.4	(5)%
<b>Profit before tax (PBT)</b>	<b>82.7</b>	<b>69.4</b>	<b>19%</b>	<b>111.8</b>	<b>(26)%</b>	<b>230.4</b>	<b>297.6</b>	<b>(23)%</b>
PBT %	43.0%	39.0%		47.6%		41.5%	41.8%	
<b>Profit after tax (PAT)</b>	<b>62.4</b>	<b>51.9</b>	<b>20%</b>	<b>83.9</b>	<b>(26)%</b>	<b>172.9</b>	<b>222.6</b>	<b>(22)%</b>
PAT%	32.5%	29.1%		35.7%		31.1%	31.3%	

## REVENUE MIX BY SEGMENT



## REVENUE MIX BY GEOGRAPHY



- Segment wise share is steady
- Revenue diversification increasing as contribution from newer products is increasing

- Domestic market was relatively less impacted than export market
- Shift in product mix has also led to higher domestic share of revenue
- Revenue share of Americas increased while sales to China grew this quarter



# Clean Science Corporate presentation





- One of the fastest growing and among the most profitable fine and specialty chemical companies globally. Among the largest manufacturers of certain specialty chemicals developed in-house.
- Among the few global organizations focused on developing ingenious technologies with unique, innovative, sustainable, and cost-effective catalytic manufacturing processes

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

**1,300+** Strong team  
(**8%** women)

**16+** Accreditation &  
Certifications

**Zero Debt** Company

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

**72%** revenues from exports

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

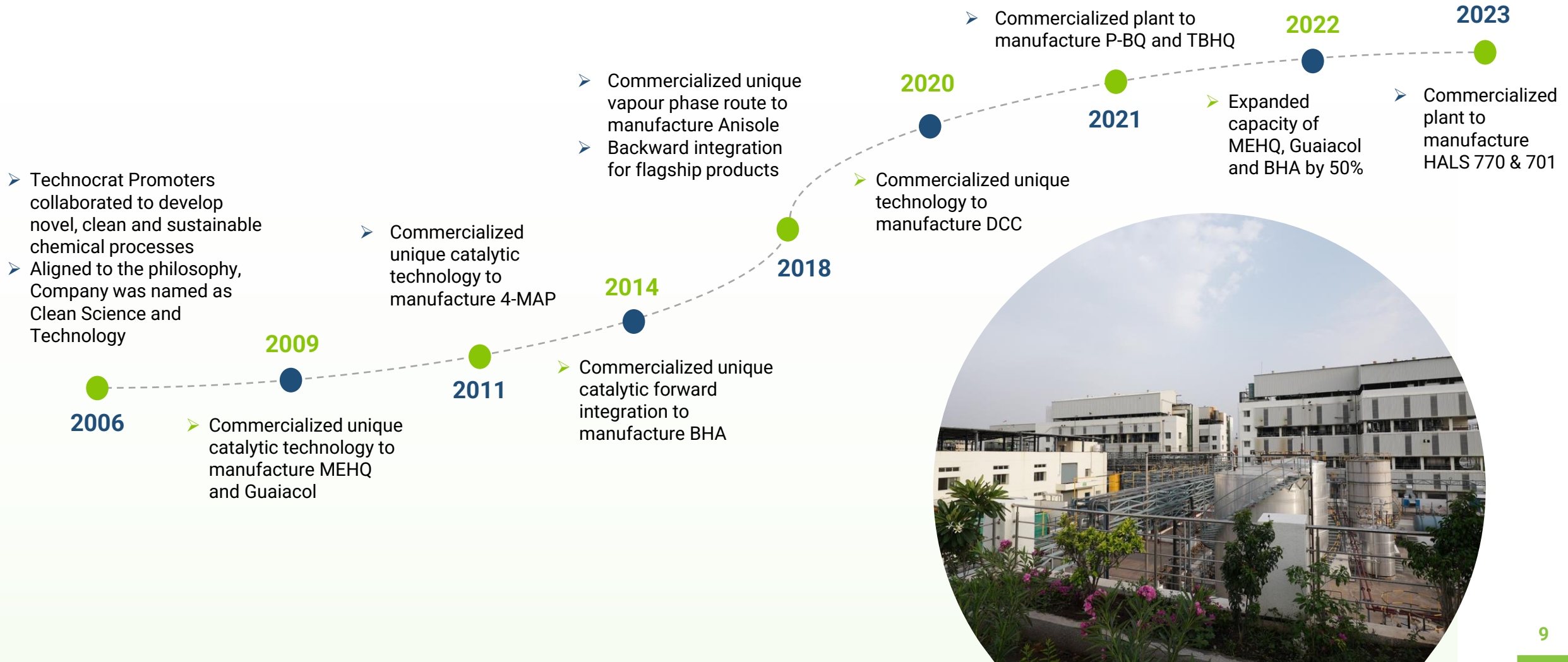
**90+** Scientists over  
**4** R&D facilities

# 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	2023
REVENUES (INR Crore)	-	1	19	120	241	419	512	685	936



# 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

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

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

**3** 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	March 2023
1 PhD	7 PhD
22 scientists	90 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 **27** 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 **17** 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 **22** 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 **7** 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 75% 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 minimise emissions as part of our sustainability commitment
- We aim to plant more than 11,000 trees over the next three years
- 17.4 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 12.3 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)
- Internal Auditor - Big 4 (PwC India)
- Highly experienced, competent and balanced Board driving corporate ethics and values
- Long term & short term ratings by CRISIL are AA- (Stable) 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



Vocational Skills



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 at Kurkumbh Industrial Area, Maharashtra 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**



**NO** plant closure notice received from 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 for 100% owned subsidiary Clean Fino-Chem Limited (CFCL) on track.

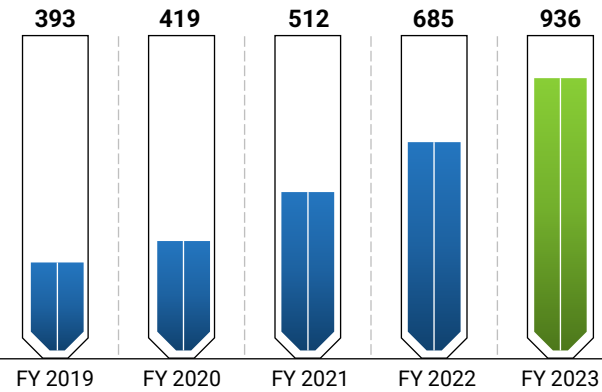
# STRONG FINANCIAL PERFORMANCE

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



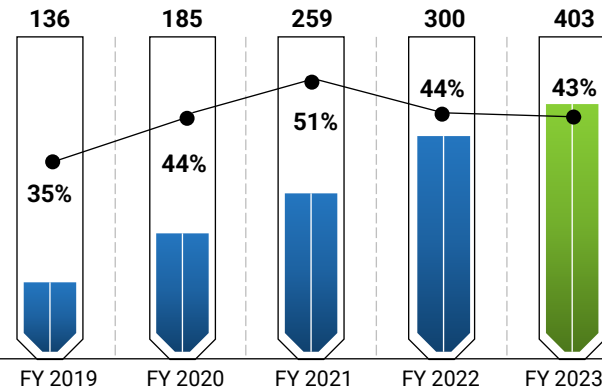
## REVENUE

CAGR of 24%



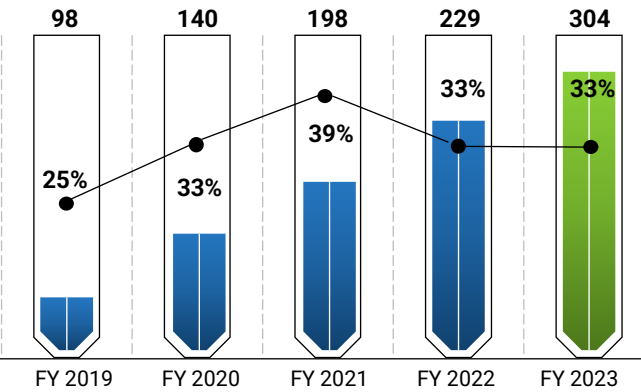
## EBITDA & EBITDA%

EBITDA CAGR of 31%

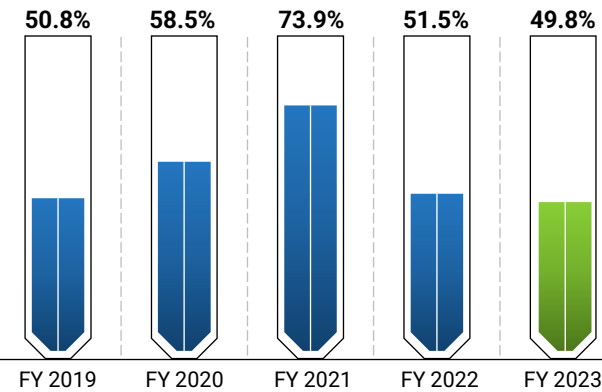


## PAT & PAT%

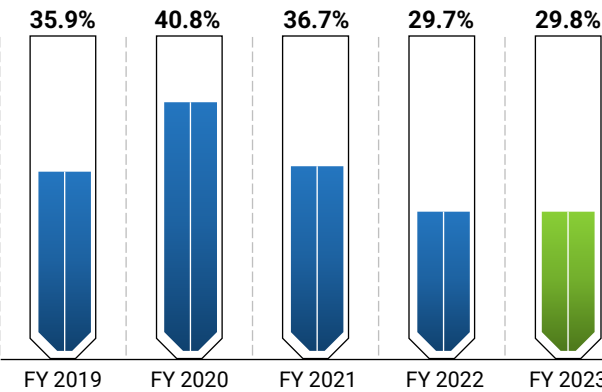
PAT CAGR of 33%



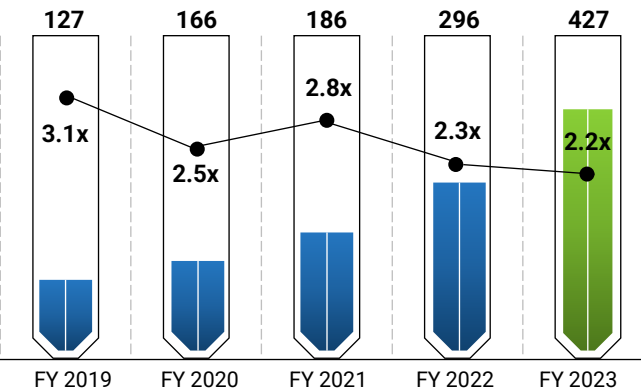
## RoCE



## 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:**

**PRATIK BORA**

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



**Clean Science and Technology Limited**

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