



# CleanSpace Technology

ASX Presentation 26 March 2025

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**CleanSpace<sup>®</sup>**

R E S P I R A T O R S

**Free the way you breathe<sup>™</sup>**

[To access the video, click here](#)



## Agenda

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About CleanSpace Technology

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Investment Proposition

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Strategic Overview

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Progress to Date and Outlook

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# About CleanSpace® Technology



*Free the way you breathe™*

# About CleanSpace Technology

**Founded:** 2009

**Ticker:** CSX

**Share Price:** A\$0.46

**Market Capitalisation:** A\$36M

**Revenue:**

- FY24 +A\$15.7M +30% vs PCP
- 1H 25 +A\$9.2M +26% vs PCP

**EBITDA:**

- FY24 -A\$3.9M +64% vs PCP
- 1H 25 -A\$0.5M +82% vs PCP

**Cash at Bank:** 1H 25 A\$8.3M

**No. of Employees:** 52 Worldwide

**Product Category:**

Respiratory Safety; Powered Air Purifying Respirators (PAPRs)

**Australian Exporter with a track record in five focus markets:**

- Australia – Mining & quarries, welding, infrastructure
- UK, France and Germany – Welding, oil & gas, petrochemical, infrastructure
- USA – Welding, mining & quarry, biohazard, fire services

**Portfolio Strategy:**

4 models that address different market needs

**Global addressable PAPR Market Size:**  
(estimated 2033): US\$5.2B

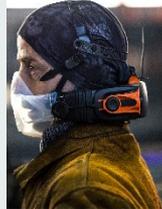


# CleanSpace Value Proposition



## CleanSpace

Innovative PAPR with **lightweight** and **ergonomic design** and no belts or hoses, —ensuring superior **comfort, compliance, and safety**.



## Competition

Traditional PAPRs provided by competitors are **heavy, bulky** and have many parts resulting in **worker dissatisfaction** and compliance issues.



Product Launch

2009

ASX Listing

2020

SMART App

2023

CS WORK launch

2024

Implementing two new product launches in FY26

2025

1<sup>st</sup> Generation models

CST range lighter and more compact

# Investment Proposition



*Free the way you breathe™*

# CleanSpace Technology Investment Proposition



US\$3.5B+ global addressable PAPR market with a 6-8% CAGR to 2028



Growing awareness of the need for respiratory protection and increasing adoption of PAPR



Demand for protection that is both safe and comfortable, allowing workers to do their job well



Generating sustainable high gross margins over time through ongoing product innovation



Rapidly moving to positive free cash flow



Australian-based manufacturer and exporter with lean operations and proven scalable capabilities



Robust collection of IP Protection, patents and registrations

# Strategic Focus



*Free the way you breathe™*

# CleanSpace Strategic Focus

The Company has a clear, **consistent strategic focus** and a **unique differentiated value proposition**. We will drive sustainable revenue growth through our **strong foundations and by optimising our lean, agile** organisation to:



**Focus on  
Industrial  
Sectors**



**Focus on  
Priority  
Markets**



**Expand the  
Product  
Portfolio**



**Commercial  
Execution**

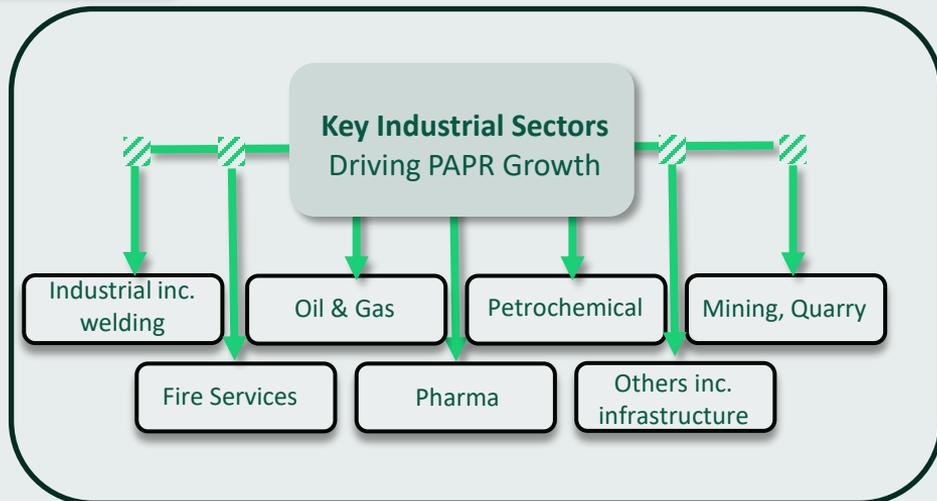


**Data and  
Insights**

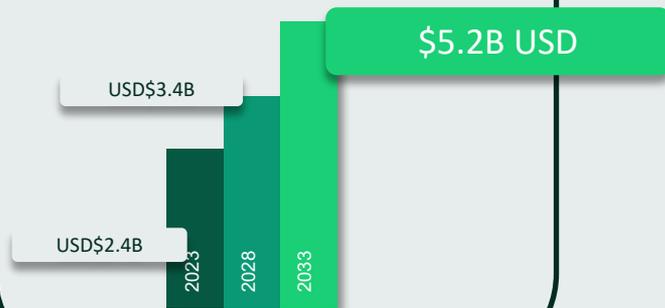


Focus on  
Industrial  
Sectors

## PAPR market growth is driven by critical industrial sectors



**2023 - 2033**  
PAPR Market Growth  
~8% CAGR



# Prioritisation of markets driven by increased safety regulations



**OSHA, NIOSH  
EU-OSHA, ISO**

Regulation bodies are increasing awareness of occupational safety and the implementation of stringent workplace safety standards

Global Respiratory Protective Equipment Market –Forecast to 2034

## North America



### UNITED STATES

USD\$780M\*  
CAGR of 6.63%\*

**Welding, mining & quarry, biohazard, fire services**

## Europe



### UK

USD\$143M\*  
8% CAGR\*

### FRANCE

USD\$130M\*  
7% CAGR\*

### GERMANY

USD\$195M\*  
7% CAGR\*

**Welding, oil & gas, petrochemical, infrastructure**

## APAC



### AUSTRALIA

USD\$70.39M\*  
CAGR of 8%\*

**Mining & quarries, welding, infrastructure**

\*Est USD\$ Growth and CAGR reported for 2028



Expand the  
Product  
Portfolio

## A commitment to innovation

### First Generation

**First Generation Models**  
Industrial Markets  
EU + AU



### Current Portfolio

**Second Generation Models**  
CST Range and SMART App



### FY26 Future Designs

**Implementing two new  
product launches in FY26**

Ongoing commitment to  
meet customer needs and  
expand into additional  
customer sectors

*"At CleanSpace, our mission is to develop the **lightest and most comfortable respiratory protection**, ensuring workers in high-risk industries stay safe from hazardous contaminants that could endanger their lives."*



Commercial  
Execution

## Driving demand and building our brand

### Developing **Channel Partners** in focus sectors and priority markets

Strengthening relationships with key distributors and ongoing sales support functions



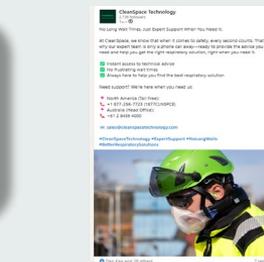
### Demand Generation with End Users

Expanding relationships with key end user influencers and their organisations  
(Understanding the customer decision makers/OH/ training and education)



### Brand Marketing

Building a unique brand DNA and amplifying our voice in key communication channels  
(Social Media, Tradeshows, Email Marketing, Industry Partnerships)

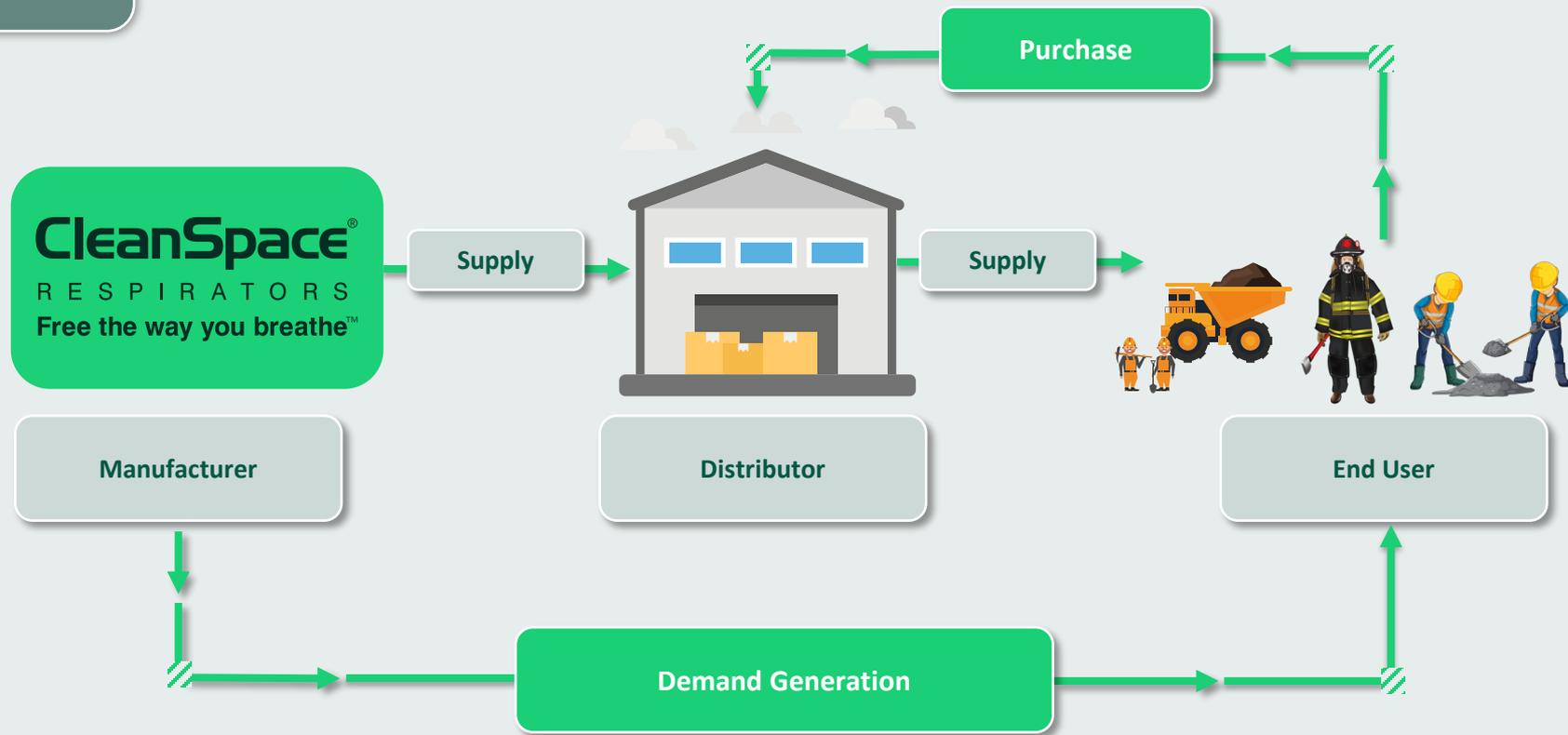


**CleanSpace**<sup>®</sup>  
RESPIRATORS  
Free the way you breathe™



Commercial Execution

# Low capital-intensive business model





Data and  
Insights

# CleanSpace SMART App drives informed on-site compliance decisions

The only PAPR on the market that provides real-time information regarding the safety and the protection of their workers

Inbuilt software for  
data storage



Real-time data capture



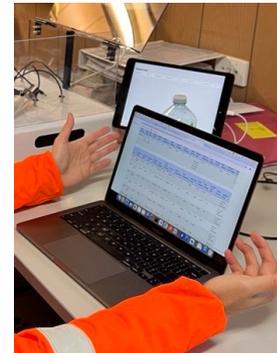
Back-to-base data analysis

## Respirator serial number XXX

- Usage (dates)
- Session time(s)
- Protection score during usage
- Filter serial number(s)
- Total filter usage (minutes)
- Alarms triggered



Onsite:  
Compliance Reports



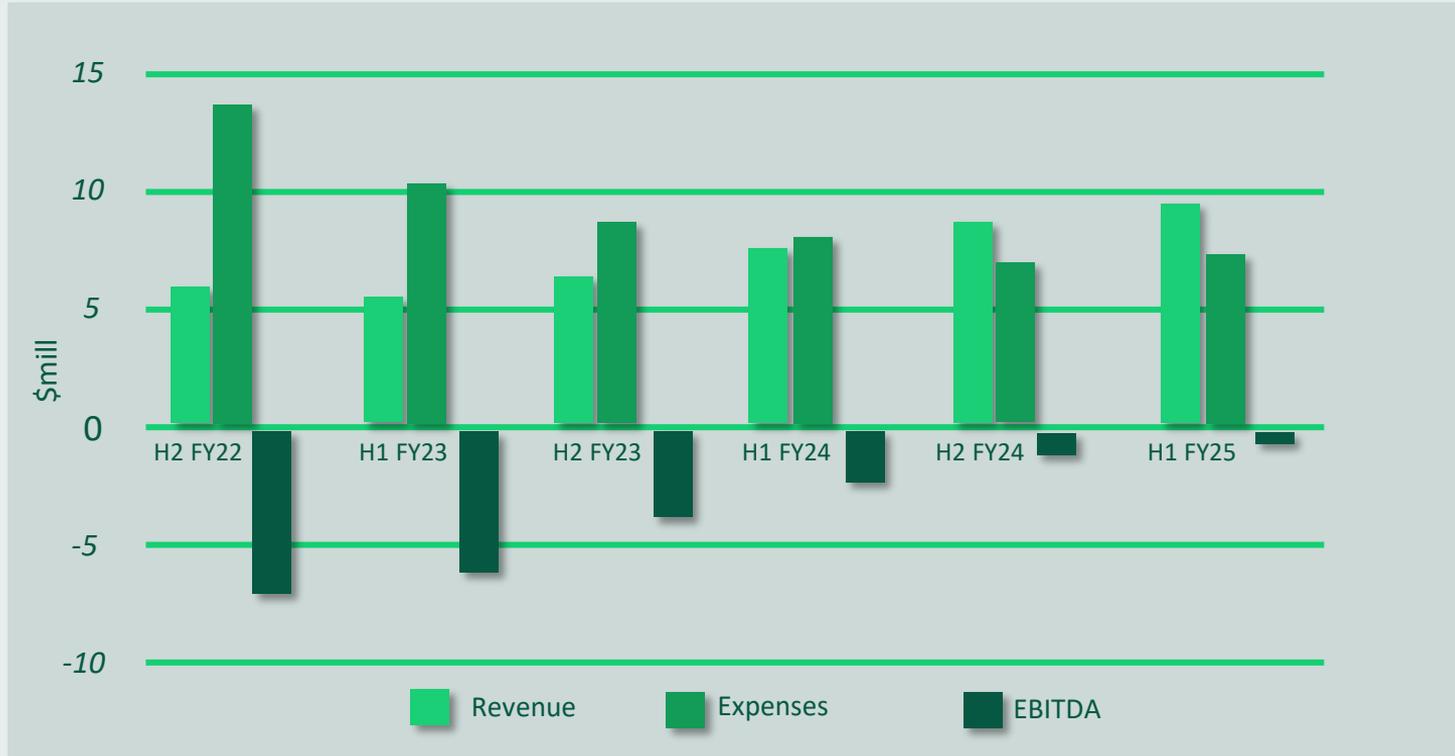
# Progress to Date and Outlook



*Free the way you breathe™*

# Key Trends by Half Year

Positive trends with revenue increasing, expenses decreasing and approaching positive EBITDA



# H1 FY25 – Progress to Date and Outlook

FY25 will see CleanSpace Technology continue to work towards its strategic priorities outlined in the 5-point strategic plan and delivering against FY25 objectives.

FY25 Objectives	H1 FY25 Delivery
25 – 30% Revenue growth	26% Revenue growth 
EBITDA/Cashflow breakeven or better	EBITDA breakeven before one-off personnel costs 
Strong growth in all Priority Markets	GM 74% up 3% 
	UK, US, Nordics had strong growth 
Build consumable revenue streams	Growth in all regions v PCP 
	Consumables growth 26% 
Self-fund investments to drive growth	On target to achieving positive EBITDA with \$8.3M cash on hand 
P&L leverage via tight cost control	Expenses reduced 6%, revenue up 26% 
Appoint new CEO	New CEO onboarded 

# Summary



US\$3.5B+ global addressable PAPR market with a 6-8% CAGR to 2028



Growing awareness of the need for respiratory protection and increasing adoption of PAPR



Demand for protection that is both safe and comfortable, allowing workers to do their job well



Generating sustainable high gross margins over time through ongoing product innovation



Rapidly moving to positive free cash flow



Australian-based manufacturer and exporter with lean operations and proven scalable capabilities



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# CleanSpace Technology

Thank you

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The Presentation has been approved by the Board

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