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The Joint Standing Committee on Taxation  
Testimony from Ashish Kulkarni,  
Chief Executive Officer of Kebotix Inc.

In Support of L.D. 1475 An Act to Promote Biomanufacturing and Biotechnology Development  
by Establishing a Tax Credit

Dear Senator Grohoski, Representative Perry, and members of the committee,

My name is Ashish Kulkarni, and I am the Chief Executive Officer of Kebotix, the company that drives green chemistry innovations using artificial intelligence and lab automation. Throughout my career, I have been committed to driving commercially successful innovation and developing innovation ecosystems within mature organizations. My extensive knowledge of chemical engineering and materials science has enabled me to deliver breakthrough products and platforms into diverse industries and markets.

As the Chief Innovation Officer of GAF Materials Corporation, a \$4-6B leader in the North American roofing industry, I developed a new innovation strategy and built an organization that would leverage R&D, emerging technology, the external innovation ecosystem, and an autonomous business unit structure to drive multi-billion, growth over a 5 year period. Serving as Chief Technology Officer at Avantor, Inc., I totally rebuilt the innovation infrastructure and played a key role in the firm's dramatic revenue growth and \$3.3B IPO in 2019—the largest healthcare-related IPO in US history. Prior to that I was CTO as Celanese, \$ 6B chemical company.

My current company, Kebotix, is revolutionizing the field of green chemistry. The company leverages its AI-powered platform to develop sustainable chemicals, biochemicals and processes, reducing the environmental impact of chemical manufacturing. Kebotix aims to replace toxic and non-renewable chemicals with cleaner and safer alternatives, promoting a circular economy.

Kebotix is currently based in Cambridge, Massachusetts, which is the US technology hub. However, we are actively looking to expand our presence to other areas supporting “green” agenda. We are considering Maine as one of the strategic areas that combine its proximity to Boston with an improved quality of life. Our growth depends largely on finding great talent, training the talent with state-of-the-art AI/ML tools in materials, pharma excipients and green chemistry principles. We believe with right local & state incentives a win-win situation can easily be created.

I will greatly appreciate your consideration.

Sincerely,  
Ashish K. Kulkarni, Ph.D.