



Global Supplier to Global Brands

Galaxy Surfactants Ltd.

February 3, 2020

National Stock Exchange of India Ltd., Listing Compliance Department Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 Scrip Symbol: GALXYSURF	BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 540935
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Sub: Investor presentation & earnings release on Un-Audited Financial Results for the quarter ended December 31, 2019.

Ref: Regulation 30 (2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/ Madam,

We are enclosing Investor Presentation & earnings release on Un-audited Financial Results for the quarter ended December 31, 2019.

The information is also hosted in announcement section on the website of the Company at www.galaxysurfactants.com

We request you to take the same on record.

Yours faithfully,
For **Galaxy Surfactants Limited**

Niranjn Ketkar
Company Secretary
Encl: as above



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Galaxy Surfactants Limited

Investor Presentation - February 2020



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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



***9M FY20
Performance Highlights***

9MFY20: Key Developments

The AMET market outperformed on the back of a strong performance registered by the Performance Surfactants segment

Domestic (India) business registered healthy 4.8% (Y-O-Y) growth post two subdued quarters, showing signs of revival

All three regions report volume growth despite headwinds

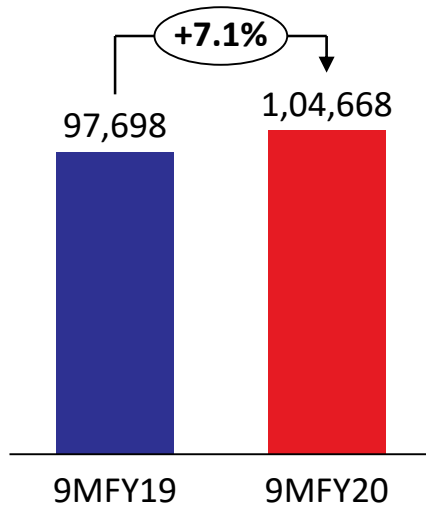
Growth driven by all three customer segments: MNC's, Regional & Local

Emerging trends and diverse product portfolio ensured growth across product segments

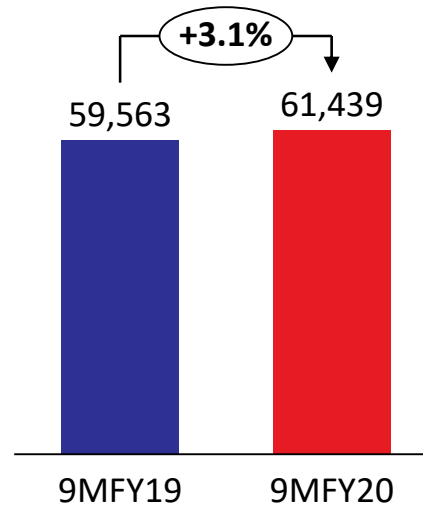
Volume: 9MFY20 Highlights (YoY)

Volume Highlights

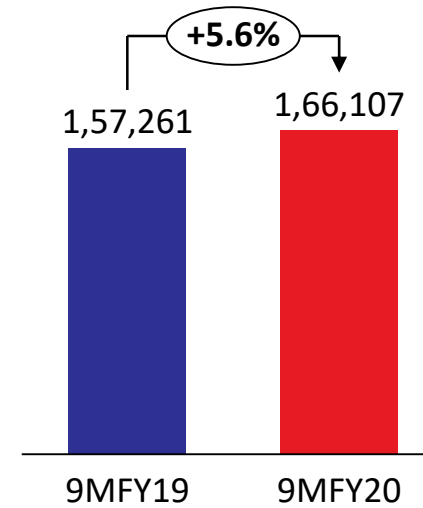
Performance Surfactants



Specialty Care Products



Total Volume



India Market grew by **0.7%**



Africa Middle East Turkey grew by **9.5%**



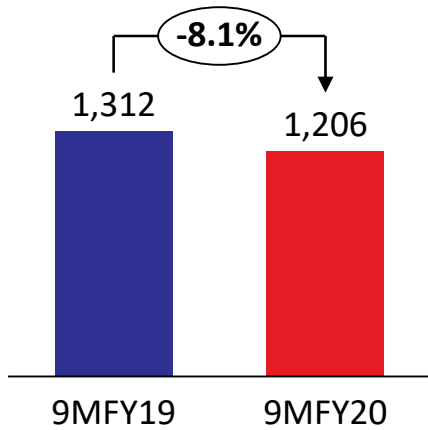
Rest of the World grew by **6.8%**



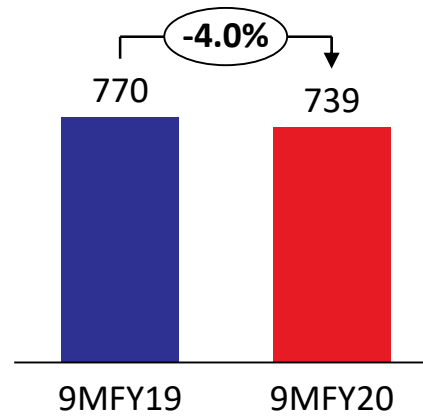
Both Performance & Specialty Care segments logged in growth which was ahead of the Industry growth rate

9MFY20 Highlights (YoY)

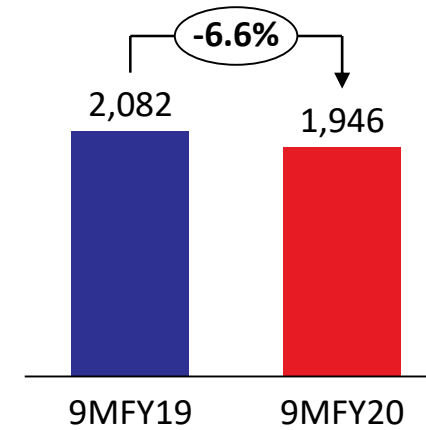
Performance Surfactants



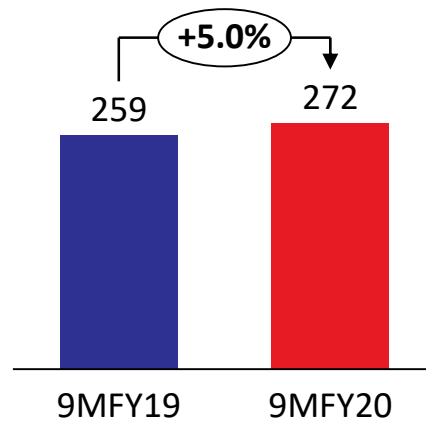
Specialty Care Products



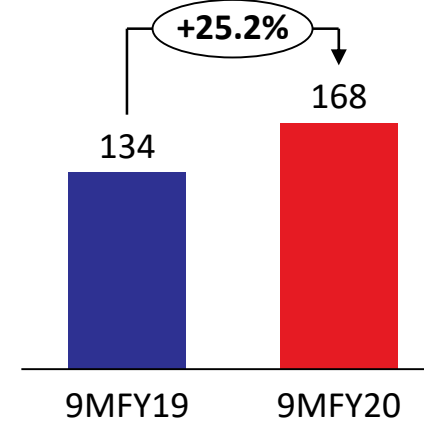
Total Revenue[^]



EBITDA[^]



PAT



Revenue Highlights

Rs. In Crores

As per Ind AS

[^]Includes other Income

Consolidated Profit & Loss Statement

Particulars (Rs. In Crores)	Q3 FY20	Q3 FY19	Y-o-Y	9M FY20	9M FY19	Y-o-Y	FY19
Net Revenue from Operations	625.9	679.4	-7.9%	1,939.7	2,080.8	-6.8%	2,763.0
Other Income	3.4	1.0		5.9	1.2		4.7
Total Revenue	629.3	680.4	-7.5%	1,945.6	2,082.0	-6.5%	2,767.7
Cost of Material Consumed	421.6	477.1		1,297.5	1,481.9		1,948.1
Employee's Benefits Expense	43.2	39.7		131.6	117.7		164.6
Other Expenses	78.9	80.1		244.4	223.2		296.9
EBITDA	85.5	83.5	2.4%	272.2	259.3	5.0%	358.1
EBITDA Margin	13.6%	12.3%		14.0%	12.5%		12.9%
Depreciation	16.4	12.9		46.7	38.3		51.2
EBIT	69.1	70.6	-2.1%	225.5	221.0	2.0%	306.9
Finance cost	5.8	7.1		18.2	22.2		30.0
PBT	63.2	63.4	-0.3%	207.3	198.9	4.2%	276.9
Tax expense	15.2	21.6		39.7	65.0		85.9
PAT	48.0	41.8	14.7%	167.6	133.9	25.2%	191.0
PAT Margin	7.6%	6.2%		8.6%	6.4%		6.9%
Other Comprehensive Income	2.0	-12.4		10.7	21.5		18.3
Total Comprehensive Income	49.9	29.5		178.3	155.4		209.3
EPS	13.54	11.80		47.27	37.76		53.87

- Decline in revenue is primarily due to declining fatty alcohol prices. The same fell from an avg. rate of \$1,361/MT to \$1,138/MT YoY basis
- Average Forex rate in 9MFY20 was Rs. 70.36 per USD versus Rs 69.57 per USD in 9MFY19
- PAT includes deferred tax gain and savings on account of reduction in Corporate tax rate in India

Standalone Profit & Loss Statement

Particulars (Rs. In Crores)	Q3 FY20	Q3 FY19	Y-o-Y	9M FY20	9M FY19	Y-o-Y	FY19
Net Revenue from Operations	442.2	494.1	-10.5%	1,359.1	1,503.9	-9.6%	1,996.4
Other Income	-4.7	-0.8		4.0	32.1		35.9
Total Revenue	437.5	493.3	-11.3%	1,363.1	1,536.0	-11.3%	2,032.3
Cost of Material Consumed	300.6	352.2		917.5	1,091.2		1,432.7
Employee's Benefits Expense	21.8	20.9		70.2	63.6		87.3
Other Expenses	50.9	55.7		161.8	152.1		208.7
EBITDA	64.4	64.5	-0.2%	213.7	229.1	-6.8%	303.5
EBITDA Margin	14.7%	13.1%		15.7%	14.9%		14.9%
Depreciation	10.8	7.1		30.0	21.2		28.7
EBIT	53.6	57.4	-6.7%	183.7	207.9	-11.7%	274.8
Finance cost	4.3	4.7		13.3	14.7		20.4
PBT	49.3	52.7	-6.6%	170.4	193.2	-11.8%	254.4
Tax expense	12.7	18.9		34.0	64.9		85.9
PAT	36.5	33.9	7.8%	136.4	128.3	6.3%	168.5
PAT Margin	8.3%	6.9%		10.0%	8.4%		8.3%
EPS	10.30	9.55		38.48	36.20		47.51

- Other income for 9MFY20 includes loss of Rs 1.03 cr as against gain of Rs 29.22 cr in 9MFY19 in respect of financial assets (Preference Shares) mandatorily measured at fair value through profit & loss

Consolidated Balance Sheet

Particulars (Rs. In Crores)	Sept '19	Mar'19
ASSETS		
Property, Plant and Equipment	528.5	511.2
Right-of-use assets	38.9	0.0
Capital work-in-progress	111.8	82.6
Goodwill	2.6	2.5
Intangible Assets	5.6	5.0
Financial Assets		
(i) Investments	0.0	0.0
(ii) Loans	7.2	6.9
(iii) Other financial assets	0.9	1.9
Deferred Tax Assets (Net)	4.2	4.9
Income Tax Assets (Net)	17.0	8.0
Non-current tax assets	39.8	47.6
Total Non-Current Assets	756.5	670.6
Current Assets		
Inventories	352.0	351.3
Financial Assets		
(i) Trade receivables	417.4	426.8
(ii) Cash and cash equivalents	33.4	25.0
(iii) Bank Balances other than cash and cash equivalents	0.8	0.7
(iv) Loans	0.5	3.7
(v) Other Financial Assets	5.9	3.0
Other Current Assets	119.0	86.9
Total Current Assets	929.0	897.4
TOTAL ASSETS	1,685.5	1568.0

Particulars (Rs. In Crores)	Sept'19	Mar'19
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	956.8	841.3
Total Shareholders Fund	992.3	876.7
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	63.4	89.2
(ii) Lease Liabilities	20.7	0.0
(iii) Other Financial Liabilities	0.3	0.3
Provisions	12.9	10.0
Deferred Tax Liabilities (Net)	24.6	32.0
Other non-current liabilities	0.4	0.8
Total Non-Current Liabilities	122.3	132.3
Current Liabilities		
Financial Liabilities		
(i) Borrowings	225.7	164.0
(ii) Trade Payables	258.2	305.9
(iii) Lease Liabilities	3.5	0.0
(iv) Other Financial Liabilities	62.0	71.5
Other Current Liabilities	13.8	8.5
Provisions	3.3	4.1
Current Tax Liabilities (Net)	4.4	5.1
Total Current Liabilities	570.9	559.0
TOTAL EQUITY & LIABILITIES	1,685.5	1568.0

Consolidated Cash Flow Statement

Particulars (Rs. In Crores)	Half Year ended	
	Sept '19	Sept '18
Cash Flow From Operating Activities :		
Profit After Tax	119.6	92.0
Operating Profit before working Capital changes	183.7	172.9
Net cash flows generated from/(used) in Operating Activities (A)	101.1	85.7
Net cash flows generated from/(used) in Investing Activities (B)	-79.2	-75.6
Net cash flows generated from/(used) in Financing Activities (C)	-14.1	-7.0
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	7.8	3.1
Opening cash and cash equivalents	25.0	27.1
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	0.6	3.0
Closing cash and cash equivalents	33.4	33.2

Standalone Balance Sheet

Particulars (Rs. In Crores)	Sept '19	Mar'19
ASSETS		
Property, Plant and Equipment	376.2	354.2
Capital work-in-progress	38.1	40.2
Right of use Asset	25.6	0.0
Intangible Assets	5.5	5.0
Financial Assets		
(i) Investments	261.8	256.5
(ii) Loans	5.4	5.3
(iii) Other financial assets	0.5	1.3
Deferred Tax Assets (Net)	0.0	0.0
Income Tax Assets (Net)	14.4	8.0
Non-current tax assets	36.3	45.5
Total Non-Current Assets	763.8	715.8
Current Assets		
Inventories	223.1	209.7
Financial Assets		
(i) Trade receivables	287.5	306.5
(ii) Cash and cash equivalents	4.4	3.9
(iii) Bank Balances other than cash and cash equivalents	0.8	0.7
(iv) Loans	0.4	3.5
(v) Other Financial Assets	7.0	3.8
Other Current Assets	83.4	62.9
Total Current Assets	606.5	590.9
TOTAL ASSETS	1,370.3	1,306.7

Particulars (Rs. In Crores)	Sept '19	Mar'19
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	833.1	747.1
Total Shareholders Fund	868.6	782.5
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	63.4	89.2
(ii) Lease Liability	8.1	-
(iii) Other Financial Liabilities	0.3	0.3
Provisions	12.9	10.0
Deferred Tax Liabilities (Net)	35.1	41.3
Other non-current liabilities	0.4	0.5
Total Non Current Liabilities	120.2	141.2
Current Liabilities		
Financial Liabilities		
(i) Borrowings	84.4	28.5
(ii) Trade Payables	223.8	274.3
(iii) Lease Liability	2.1	0.0
(iv) Other Financial Liabilities	55.6	66.2
Other Current Liabilities	8.3	6.0
Provisions	2.9	3.7
Current Tax Liabilities (Net)	4.4	4.4
Total Current Liabilities	381.5	382.9
TOTAL EQUITY & LIABILITIES	1,370.3	1,306.7

Standalone Cash Flow Statement

Particulars (Rs. In Crores)	Half Year ended	
	Sept '19	Sept '18
Cash Flow From Operating Activities :		
Profit After Tax	99.9	94.5
Operating Profit before working Capital changes	142.5	130.1
Net cash flows generated from/(used) in Operating Activities (A)	46.6	73.3
Net cash flows generated from/(used) in Investing Activities (B)	-40.4	-50.6
Net cash flows generated from/(used) in Financing Activities (C)	-5.8	-21.9
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	0.4	0.7
Opening cash and cash equivalents	3.9	1.9
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	0.0	0.0
Closing cash and cash equivalents	4.3	2.7

Business Overview



Truly Indian MNC...



**Leading manufacturer of
Ingredient for Home &
Personal care Industry (HPC)**



**Product applications across
Mass, Mass-tige & Prestige
range of Customers**



GLOBAL + LOCAL = GLOCAL

**Preferred supplier to leading
Multinational, Regional &
Local FMCG Brands**



Brand Custodian



Globally Recognized



**Integrated Across Full
Value Chain of HPC
Industry**



**Advanced portfolio of
Innovative Products &
Solutions**



Proven Credentials in R&D

...Vertically Integrated in HPC Industry



200+ Product Grades



**7 Strategically Located
Facilities with Inhouse Project
Execution Capabilities**
5 in India, 1 in Egypt, 1 in US



Extensive R&D Capabilities
74 Members, R&D Centre, Pilot
Plant, Product Application
Centre;



**Indigenous
Intellectual property**
68 Approved; 18 Applied



**Serving
1750+ Clients**



**Presence across
75+ countries**



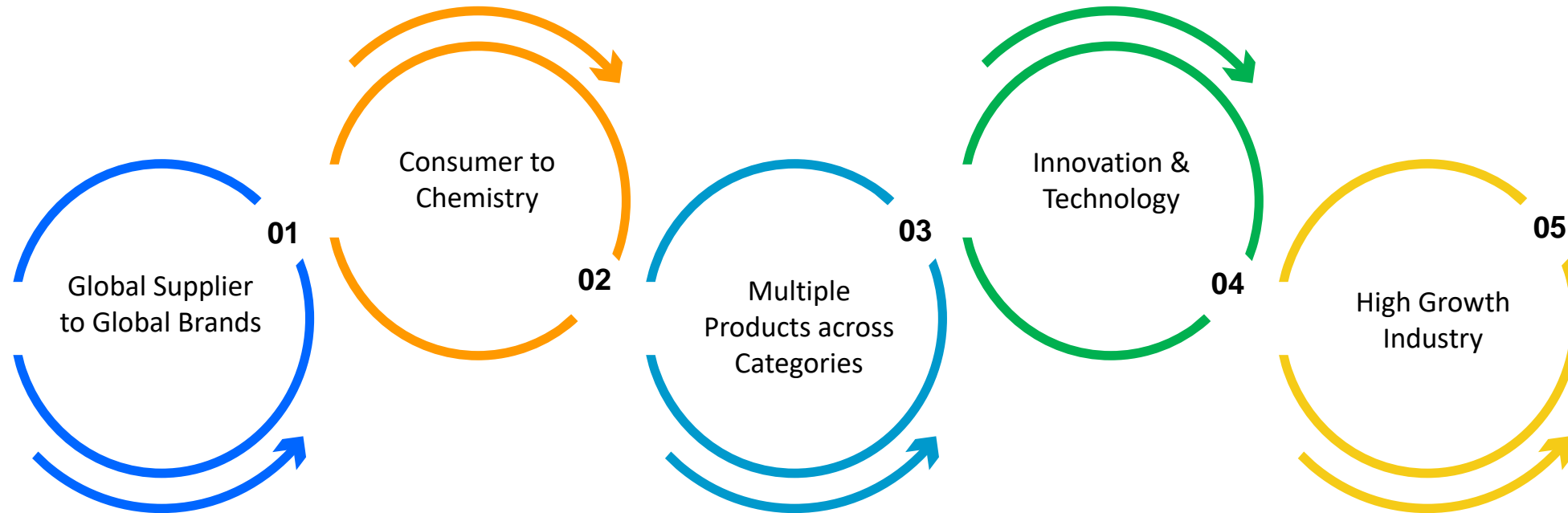
**Sustainability - A way of
Life**



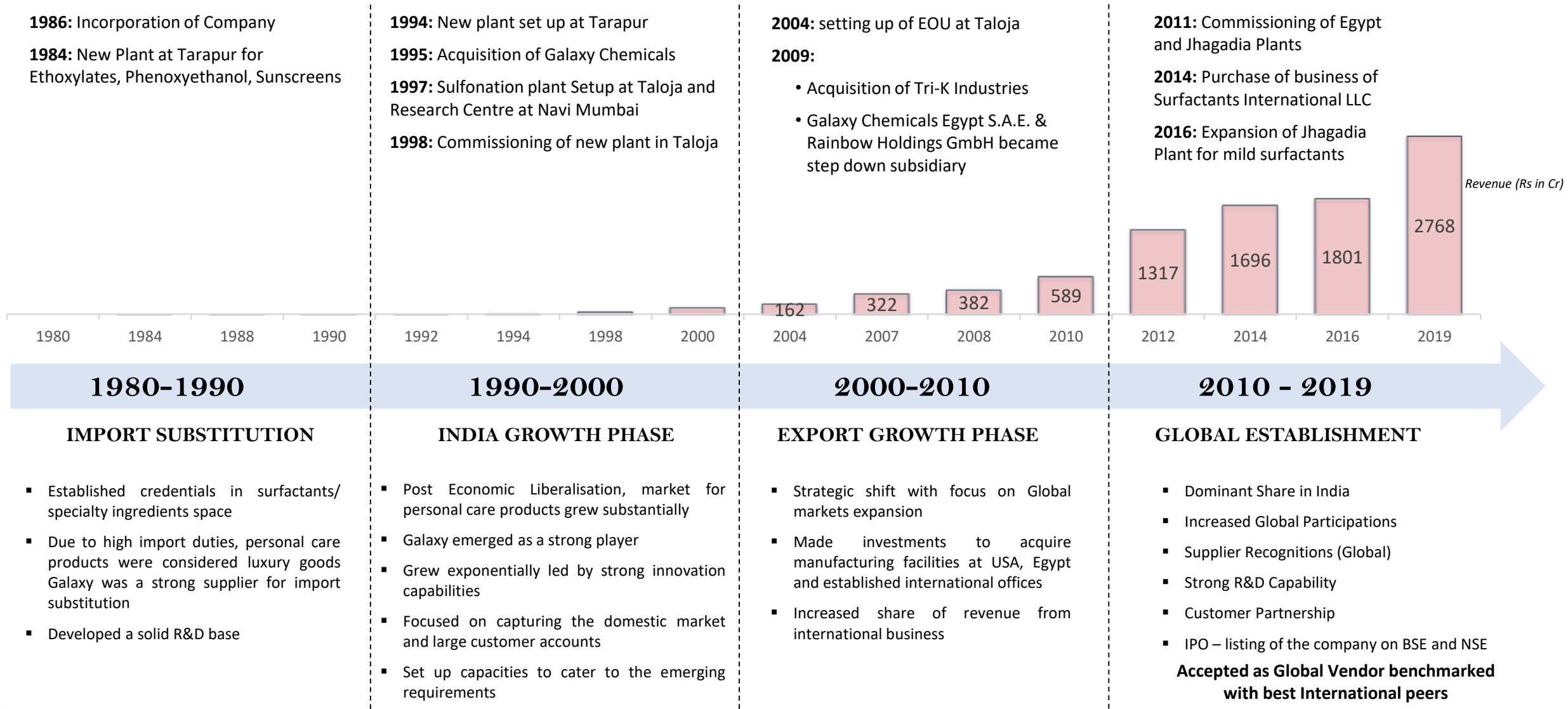
**1400+ Employees across
all our Facilities**

We grow faster than HPC FMCGs

India's Largest Manufacturer of Oleochemical based Surfactants and Speciality Care Products for Home Care and Personal Care Industries (HPC)



Our growth trajectory over Three Decades



Our focus is Personal & Home Care Segment

Hair Care

Shampoos
Conditioners
Colorants
Styling Gels



Oral Care

Toothpaste
Tooth powder
Mouth wash



Home Care

Carpet Cleaner
Toilet Cleaner
Detergents
Fabric Cleaner
Glass / Floor Cleaner



Mass

Mass -tige

Prestige

Serving needs across Consumer Segments

Mass

Mass -tige

Prestige

Skin Care

Sun care
Fairness Creams
Moisturizing Creams
Anti-ageing Creams



Cosmetics

Nail Polish
Lip Colors
Foundations



Toiletries

Toilet Soaps / Body wash
Shaving Cream / Lotions



... with over 200 Product Offerings

Performance Surfactants

Anionic Surfactants

FAES, FAS, LABSA

Non-Ionics Surfactants

Ethoxylates

Amphoteric Surfactants

Betaines

Cationic Surfactants

Quats

UV Filters

Sunscreen Agents (OMC, OCN & Others)

Preservatives, Preservative Blends

Phenoxyethanol, Preservative Blends, Surfactant Blends

Speciality Ingredients

Mild Surfactants (MS), Proteins and Syndet & Transparent Bathing Bar Flakes

Fatty Alkanolamides (FA) and Fatty Acid Esters (FAE)

Other Care Products

Conditioning Agents, Polyquats & Amine Oxides

Consumer Benefits

- ✓ Foam and Dirt removal properties
- ✓ Cosmetics and Personal care products as emulsifiers and solubilisers
- ✓ Dermatological properties to reduces skin irritation
- ✓ Effective conditioning aids: substantively to hair and antimicrobial properties
- ✓ Absorb or block the harmful radiation, Mild for the skin with Moisturizing
- ✓ Reduced toxicity & prevent spoilage
- ✓ MS: Cleanse adequately without compromising basic function of skin
- ✓ Protein: cosmetic industry for conditioning, protection and strengthening of hair/skin, anti-irritancy, moisturization etc
- ✓ FA & FAE: Foam, viscosity boosters and pearlizer in a formulation
- ✓ Improves the quality of another material also called as moisturizers, conditioning benefits to the hair etc

Speciality Care Products

Bifurcation is only for Investor community as every product has different functionality

Performance Surfactants

Speciality Care Products

About Product



“Substantive Raw Material in Customer’s End-products”

“Unique Functionality to Customer’s End-products”

- Products are functional in nature where End-consumer require foaming & cleansing
- Large volume consumption in all rinse-off formulations
- Products are Pulled by FMCG as it is required due to impulse buying from end consumer

- Niche & Premium products
- Low volume consumption
- Oligopolistic for most products
- Low penetration due to its unique application

No. of Products



45 products

155+ products

Revenue Mix



62%

38%

Our Global Footprints

USA: TRI-K Industries-100% owned

	Manufacturing	✓
	R&D	✓
	# Plants	1
	# Employees	69
	Marketing office	✓

USA
TRI K Industries

Netherlands



Turkey



China

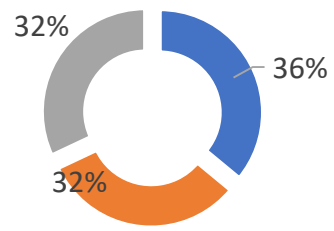


Global Headquarters

Egypt
Galaxy Chemicals (Egypt) S.A.E.

India

9MFY20: Revenue Breakup



■ India ■ AMET ■ RoW

Egypt: 100% owned*

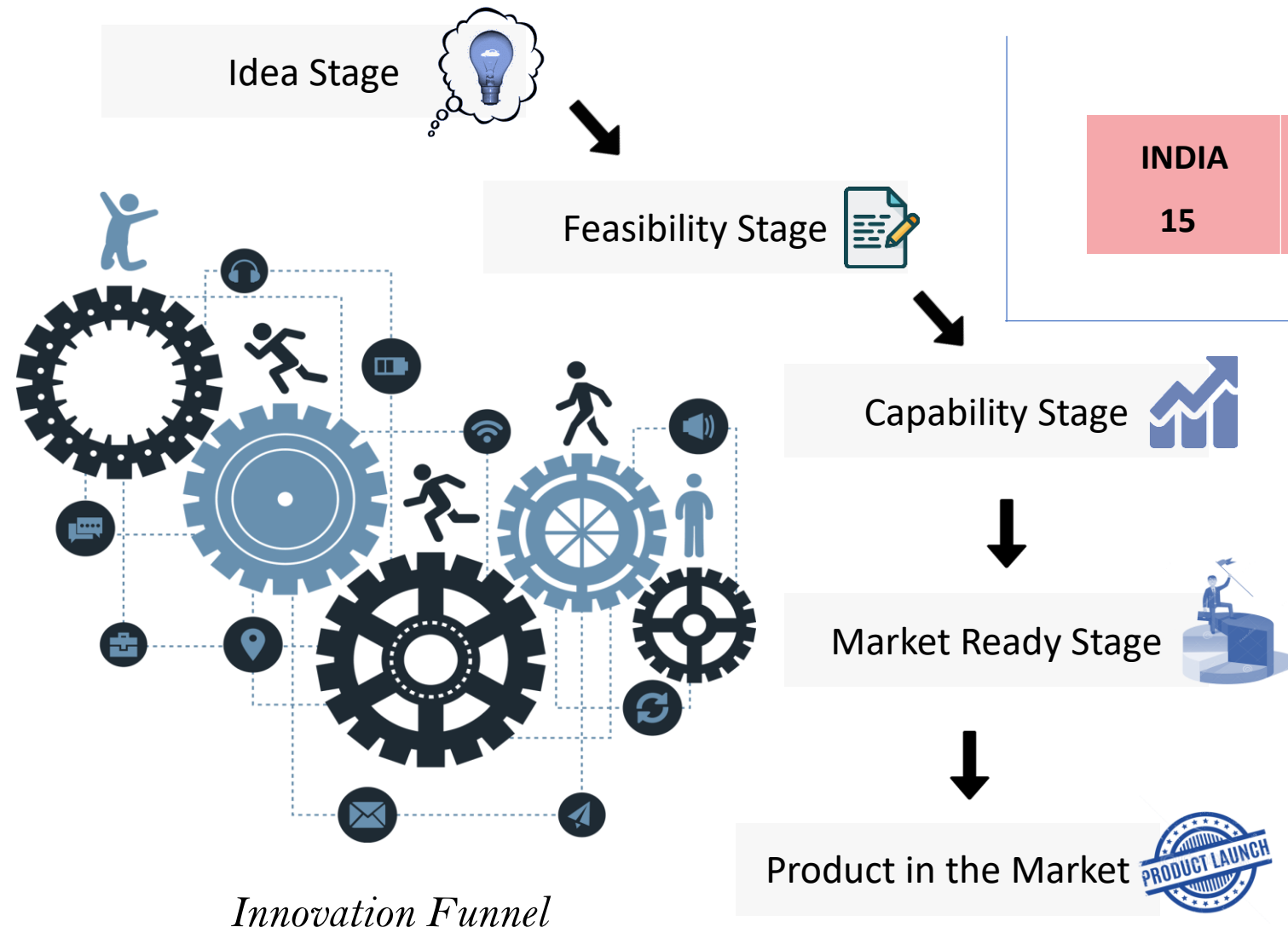
	Manufacturing	✓
	R&D	✗
	# Plants	1
	# Employees	150
	Marketing office	✗

India: Parent Entity

	Manufacturing	✓
	R&D	✓
	# Plants	6
	# Employees	1,187
	Marketing office	✓

Presence in High Growth & Matured Markets

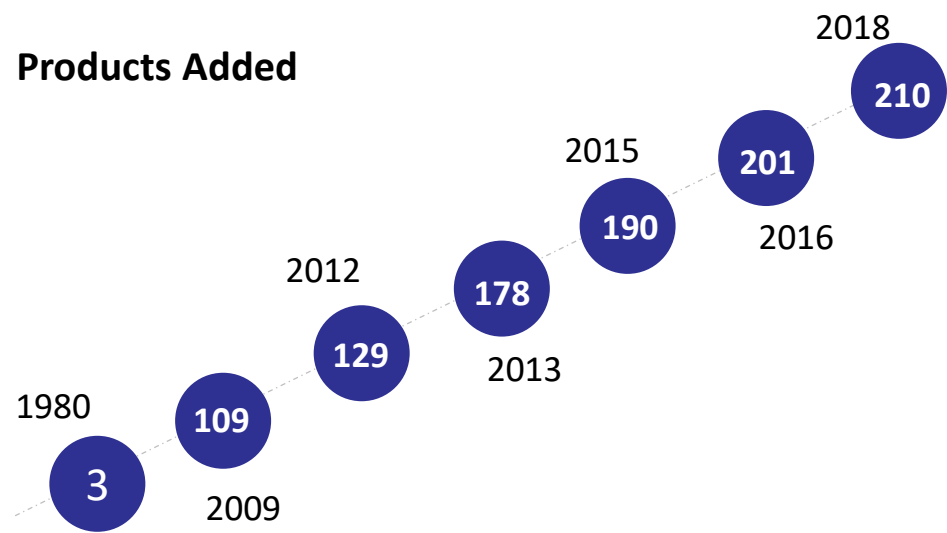
“Consumer to Chemistry”: Creation of Products



68 approved Patents and 18 applied

INDIA	USA	EUROPE	ROW	GLOBALY Applied
15	15	4	7	18

68 Patents since 2002	18 Patent application pending	R&D spend of INR 60+ Cr in 17-19	New product grades, process, efficiencies
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...with World-class R&D facilities

Collaborative product development with Customers which helps Customers in choosing **“Right Technology with Right Application”**

Inhouse R&D Team of 74 professionals comprising of doctorates, chemists and engineers

Well-Equipped R&D Centre, Pilot Plant at Tarapur, Maharashtra; Product applications centre for proteins at Denville, USA

Innovation Funnel (adopted in 2007) to consistently diversify product offerings, meet customer needs and consumer trends



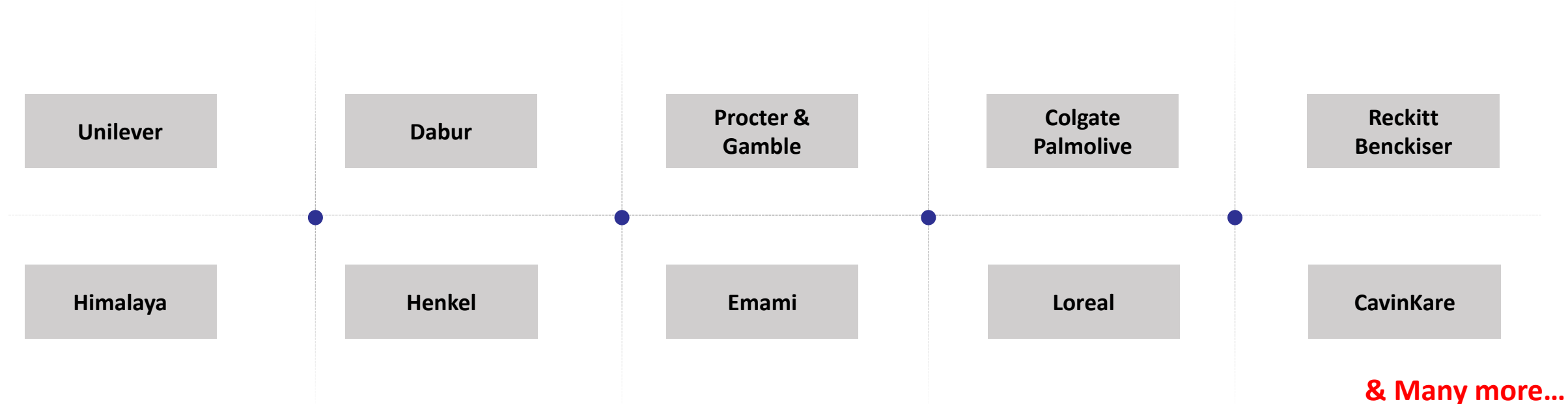
State-of-the-art Manufacturing Facilities



Location	No. of Units	Installed Capacity	Details
Tarapur, Maharashtra	3	33,647 MTPA	<ul style="list-style-type: none"> ✓ 1 pilot plant for scale up and commercialisation of new products rolling out from R&D activities ✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai
Taloja, Maharashtra	1	153,741 MTPA	<ul style="list-style-type: none"> ✓ One of the largest sulfation facilities in India ✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai
Jhagadia, Gujarat*	1	131,000 MTPA	<ul style="list-style-type: none"> ✓ Located close to raw material source ethylene oxide
Suez, Egypt*	1	117,500 MTPA	<ul style="list-style-type: none"> ✓ Located in the Attaqa Public Free Zone, exempt from all direct and indirect taxes ✓ Access to the Suez Canal, can address AMET, Europe and Americas (North and South) markets
New Hampshire, USA	1	600 MTPA	<ul style="list-style-type: none"> ✓ Step-down Subsidiary - Tri-K Industries owns and operates for different grades of proteins for cosmetic applications

**Environmental clearances for expansion and additional land available at Jhagadia and Suez plants*

1750+ Clients across 75+ Countries



& Many more...

Long term strategic relationship with all of the top 10 customers
Strict qualifications and extensive collaboration with customers for end-product development

FY19: Revenue Contribution
MNC Customers: 56%
Regional Players: 10%
Local & Niche Player: 34%

Through Innovation funnel,
Demonstrated Engineering &
Technical excellence

All FMCG Protocols
accomplished by us which
helped to create Decade old
partners

Of basket of 200+ products,
clients has various
requirement with different
quantity with different pricing
mechanism

Galaxy has created Integrated
Value chain for long lasting
relationship

Awards & Certifications: True recognition of Capabilities

<p>Recognition from Clients</p>	 <p>“Certificate of Excellence in Samyut”, 2017</p>	 <p>“Best Supply Partner”, 2015 “Winning through Innovation” at the Partner to Win, 2012 Awards “Innovation Award” for Green Catalyst and Sustainability at the Partner to Win, 2014 Awards</p>	 <p>Award of Global Performance” for L’Oréal Asia Pacific 2012 “Certificate of Appreciation”, 2008  <p>“Certificate of Recognition”, 2014</p> </p>	 <p>2018 Long Standing Partner Award Best Reliable Partner Award Best Value Addition Award  <p>Certificate of Appreciation For valuable association as a Business Partner</p> </p>
<p>Innovation Zone</p>	 <p>Received Gold Medal for “Galsoft GLI21”, Organized by HPCI, ISCC and SOFW</p>	 <p>Iconic Company Indian HPC Industry Association  <p>CHEMEXCIL</p> </p>	<p>“Gold Award”, Castor Oil and Specialty Chemicals Panel for export performance in large scale sector for the years 2011-2012, 2012-2013 and 2015-2016. Trishul Award in 2017 for the outstanding export performance</p>	 <p>Various ISO Certification  <p>EcoVadis Galaxy Group  <p>Responsible Care, India OUR COMMITMENT TO SUSTAINABILITY</p> </p></p>
<p>Certifications</p>	 <p>“Great Place to Work” for the Fiscal 2017-2018</p>	 <p>“Silver Medal” in India Green Manufacturing Challenge 2016 for Jhagadia unit</p>	 <p>“Certificate of Appreciation” in occupational safety & health by National Safety Council of India for Taloja Plant, 2011</p>	 <p>Japan Institute of Plant Maintenance “Special Award for TPM Achievement”, 2008  <p>Chamber of Commerce and Industry “Certificate of Merit 2008 – Manufacturing Category” in the IMC Ramkrishna Bajaj National Quality Award 2008“</p> </p>

Accolades Received during FY19

Recognition from Clients



““Outstanding Contribution to PARTNER TO WIN” by Unilever during ACI-2019 conference



“Emerging Business Partner - 2018” awarded by Abbott at Samanvay 2018 event

Awards received

ICIS Innovation Award 2018

Best Process Innovation

for our “Green Process for the manufacture of Amino Acid Surfactants”

Innovation Award

Best Ingredient Award- SILVER

at HPCI 2019, Mumbai, for our product ‘Galguard NT’

CHEMEXCIL

Trishul Award –

for the year 2016, awarded in Apr 2018

Certifications

ISO 14001:2015

for GCE and Jhagadia

OHSAS 18001:2007

for GCE and Jhagadia

RSPO MB and SG models for GSL

ISO 9001:2015

for GSL all sites and for GCE

Cosmetic GMP

(ISO 22716:2007) for Jhagadia

4-pillar SMETA for Tarapur (M3 and G59), Taloja and GCE



Management Team on Board



Mr. Unnathan Shekhar
Promoter, Managing Director

- Associated with Company since 1986
- Chemical Engineer, PGDM from IIM, Calcutta



Mr. Natarajan K. Krishnan
Executive Director, Chief Operating Officer

- Associated with Company since 1993
- CWA, Advanced Management Program from Harvard Business School



Mr. Kasargod Ganesh Kamath
Executive Director (Finance), Chief Financial Officer

- Associated with Company since 2004
- Qualified CS, CWA and LL.B, over 20 years of experience



Dr. Nirmal Koshti
Non-Executive Director

- Associated with Company since 1986
- Ph. D. in Organic Chemistry (University of Bombay); Extensive post-doctoral research experience



Mr. Vaijanath Kulkarni
Non-Executive Director

- Associated with Company since 1995
- Chemical Engineer
- Currently, MD of Galaxy Chemicals (Egypt) S.A.E

Along with Guidance of Senior Board Members



Mr. Shekhar Ravindranath Warriar
Chairman, Non-Executive Independent Director

- Associated with Company since 2007
- More than 30 years with Unilever, India in various capacities



Mr. Gopalkrishnan Ramakrishnan
Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA and CS



Mr. Shashikant R. Shanbhag
Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA



Mr. Subodh S. Nadkarni
Non-Executive Independent Director

- Associated with Company since 2002, 30 years+ experience
- Qualified CA and CS, prior associations with Godrej and Sulzer



Mr. Uday Kamat
Non-Executive Additional Director

- Associated with Company for 15+ years
- Qualified CA and Cost Accountant, (ICWA)



Mr. Melarkode G. Parameswaran
Non-Executive Independent Director

- Associated with Company since 2005
- Chemical Engineer from IIT Madras; PGDM from IIM Calcutta; PhD from Mumbai University



Ms. Nandita Gurjar
Non-Executive Independent Director

- Associated with Company since 2015
- Over 20 years of experience in the field of IT and Human Resource

The 4 Cs: Our Core Strength



CHARACTER

Transparent & Open, Respect & Value People, Dreaming & Envisioning, Conducting Business with Integrity



COMPETITIVENESS

Adhering to Global Quality Standards, Supplying Customers Globally, Agile & Nimble Footedness



COMPETENCE

Talented Team which proactively meets Complex & Changing Business Needs



COMFORT

Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency



High Growth Industry



Personal & Home Care: Stable & Non-Cyclical Industry



Personal Care and Cosmetics Market



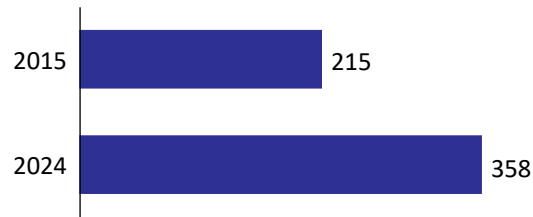
Household Cleaning Market



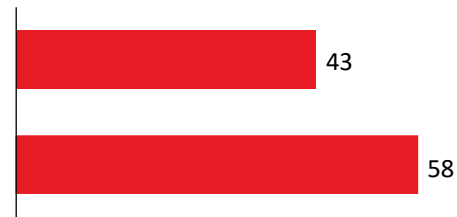
Personal Care and Cosmetics Market



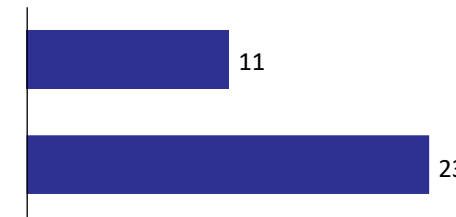
Household Cleaning Market



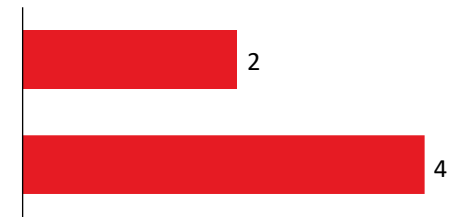
**5.8%
CAGR**



**3.3%
CAGR**



**7.9%
CAGR**



**7.2%
CAGR**

Galaxy has a strong presence in High Growth Markets of India and AMET Regions

Within Surfactants – Personal Care is fastest Growing Segment

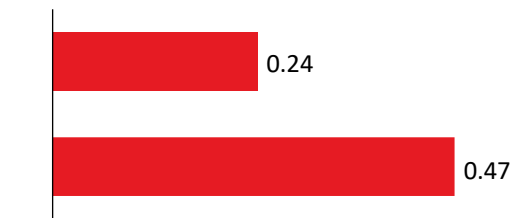
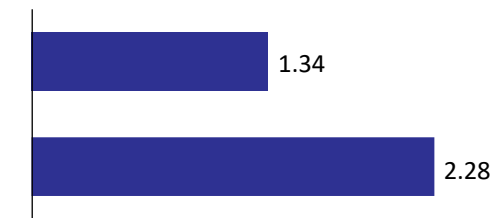
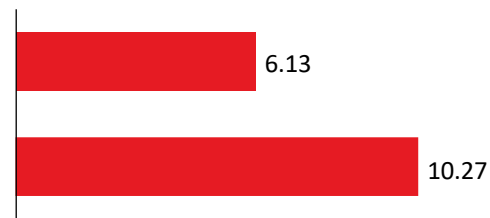
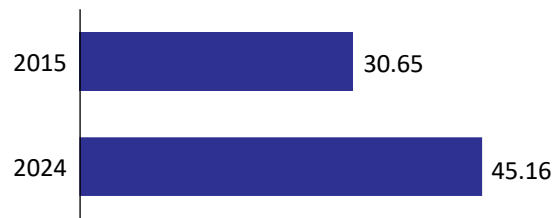
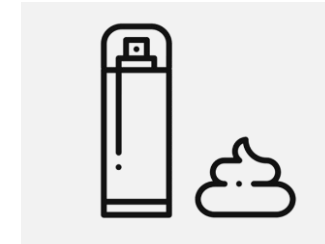
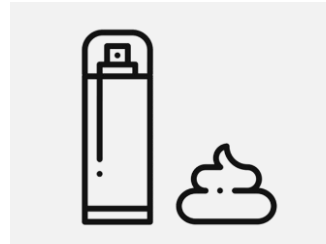


Surfactants Market

Personal Care Surfactants Market

Surfactants Market

Personal Care Surfactants Market



4.4%
CAGR

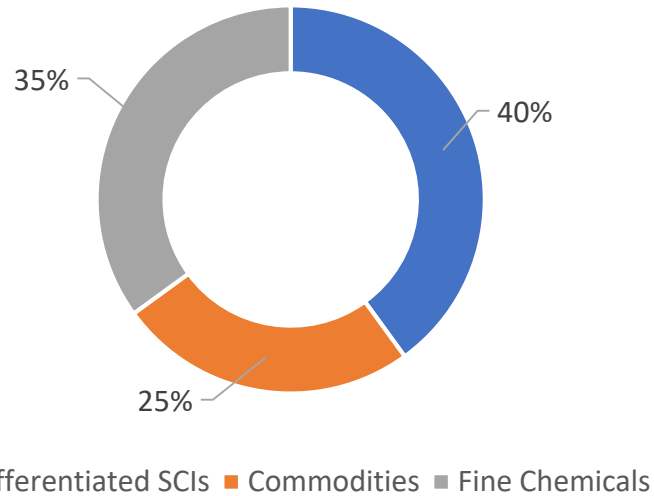
5.9%
CAGR

6.1%
CAGR

7.8%
CAGR

Within Specialty – Personal Care Ingredients has largest Growth Potential

**Global Personal Care Ingredients:
USD 14-18 billion**



UV Absorbers
Sunscreen

- Global sun care (of which 80% is sun protection) is a USD 11 bn market and is estimated to touch USD 12.3 bn by 2021

Preservatives &
Preservative Blends

- Preservatives blends are special customized formulations of preservatives. The preservative blends market was valued at USD 133.5mn in 2017 and is expected to grow at a CAGR of 6% to USD 210 mn by 2024

Mild Surfactants

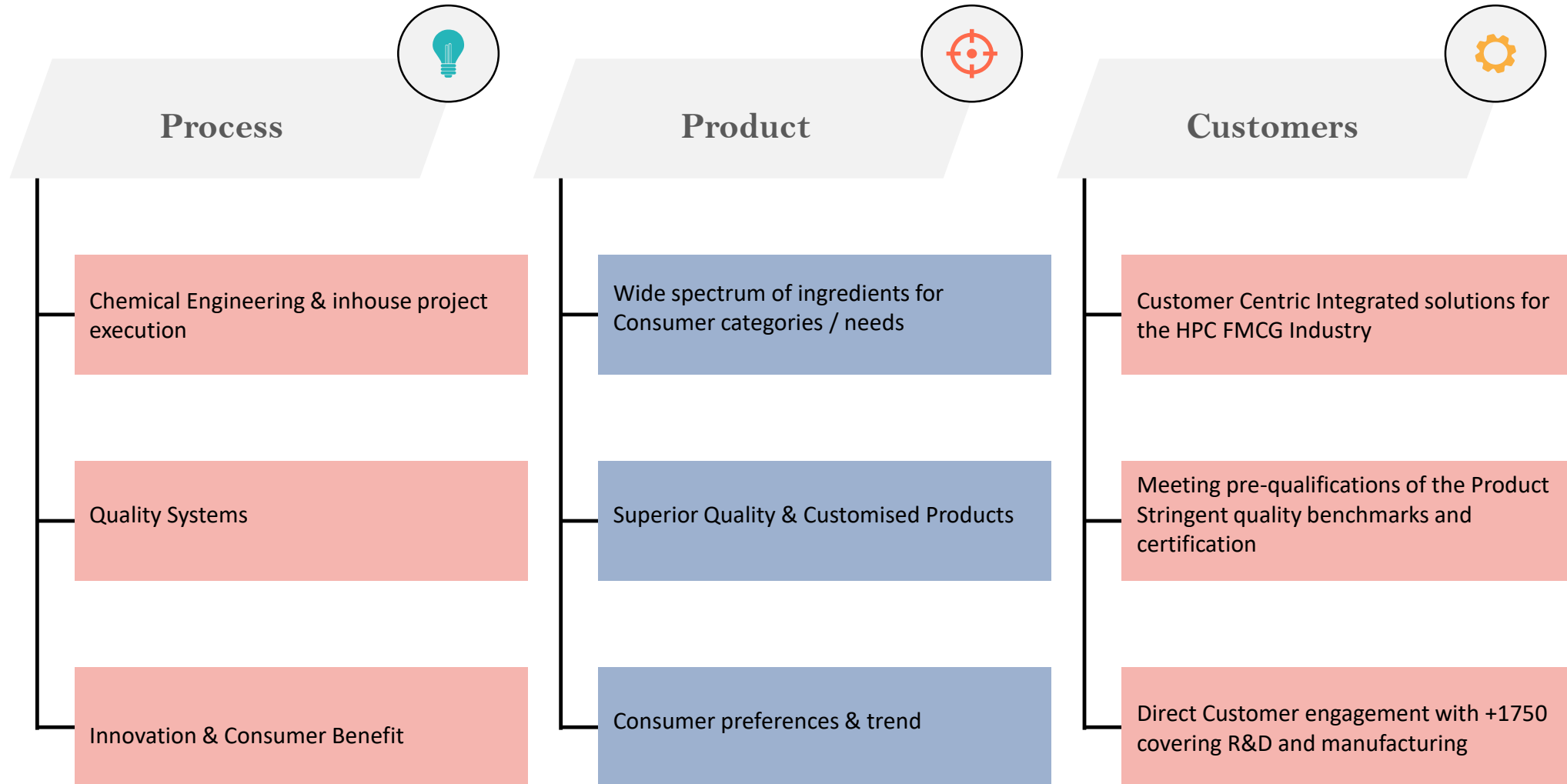
- Surfactants milder than Traditional Agents are known as Mild Surfactants. These have been shown to cleanse adequately without compromising the skin's basic function

~15-20% Market Share
in
Global HPC Phenoxyethanol
Market



Growth Strategy

Personal & Home Care: High Entry Barrier Businesses



Sales Optimization



Increased focus on high margin products in both the categories

R&D and Innovation



Continue to focus on R&D and Product Innovation as a part of **“Consumer to Chemistry Approach”**

Customer Wallet share



Increase Wallet Share with Existing Customers and Continued Focus to Expand Customer Base

Market Strategy



Mutually Complimentary Two-pronged Strategy to drive growth in both Emerging and Matured Market

Profitability



Improve Financial Performance through Sales Optimization, Operational Efficiencies & Functional Excellence



Financial Performance

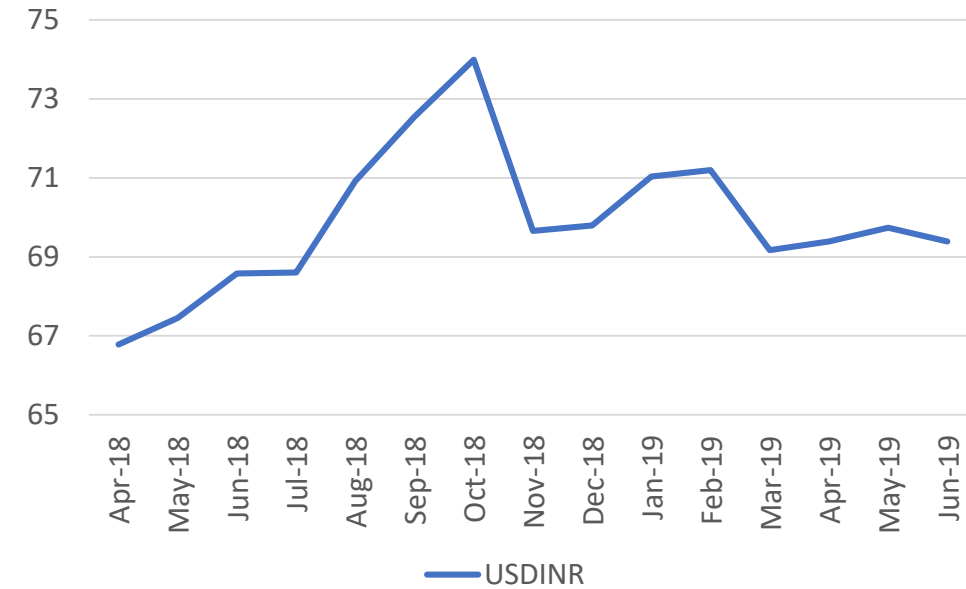
Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)

INR / USD Prices

LA Price

USDINR

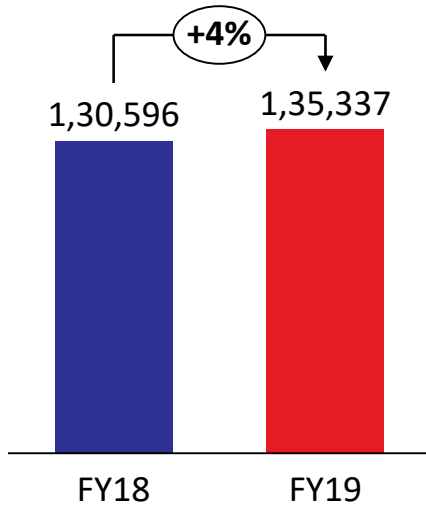


... through Robust Risk Management Practices

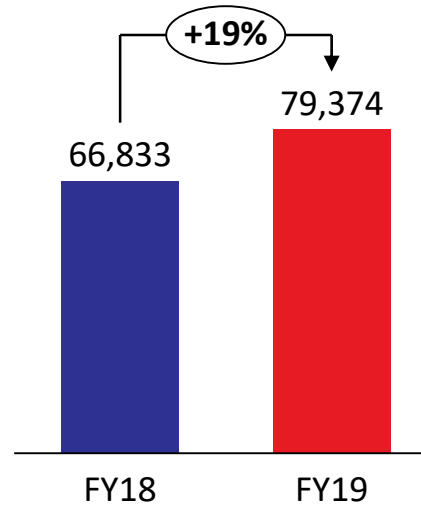
Volume: FY19 Highlights (YoY)

Volume Highlights

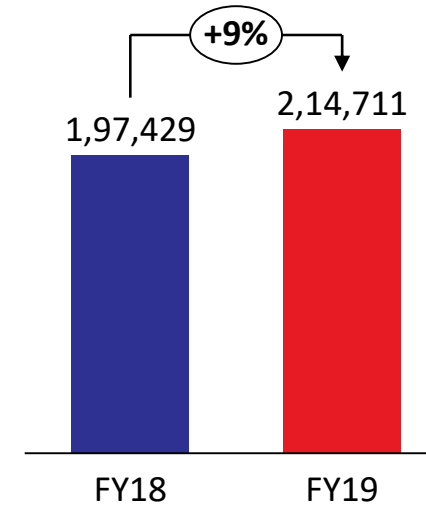
Performance Surfactants



Specialty Care Products



Total Volume



India Growth **12%**



Africa Middle East Turkey de-grew by **-5%**



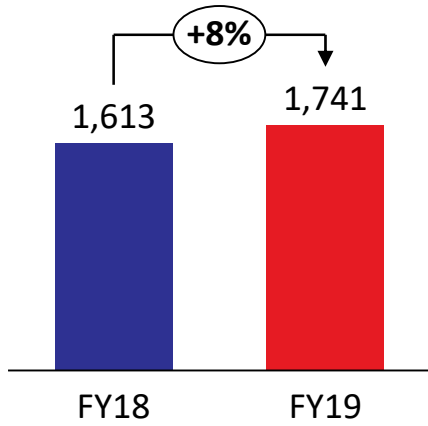
Rest of the World grew by **29%**



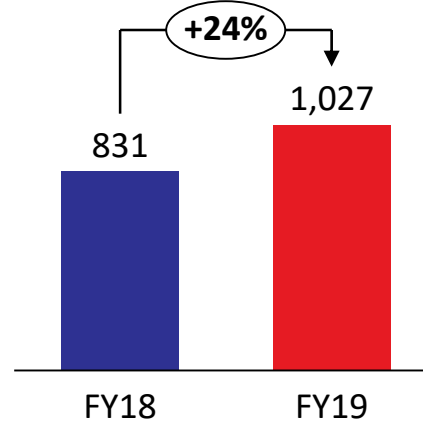
AMET Markets decline recouped by high growth in Specialty care products

FY19 Highlights (YoY)

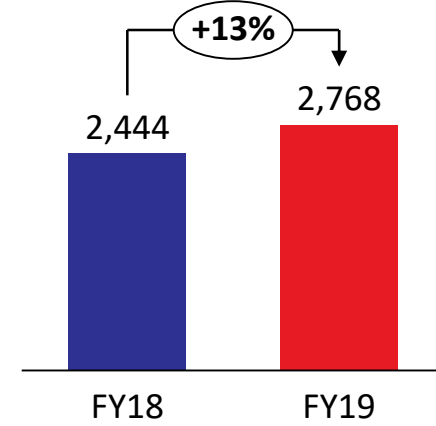
Performance Surfactants



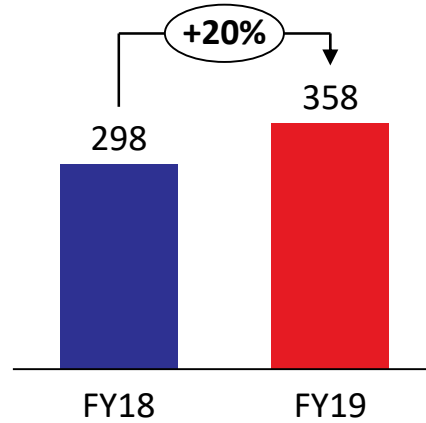
Specialty Care Products



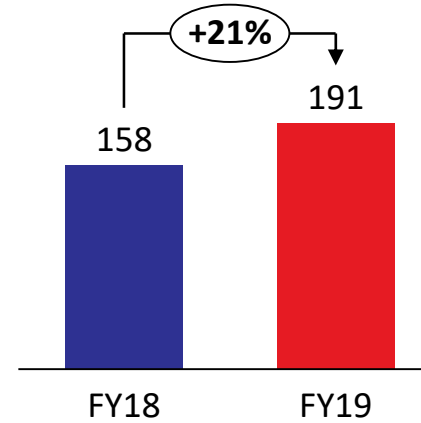
Total Revenue[^]



EBITDA[^]



PAT



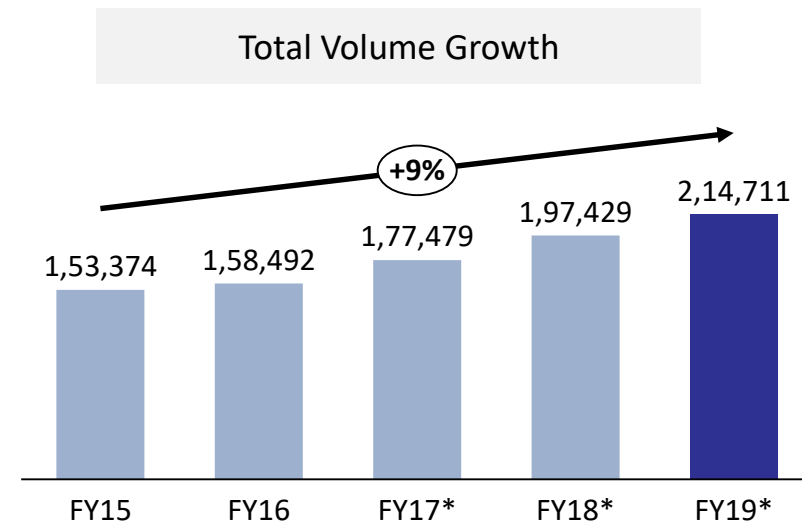
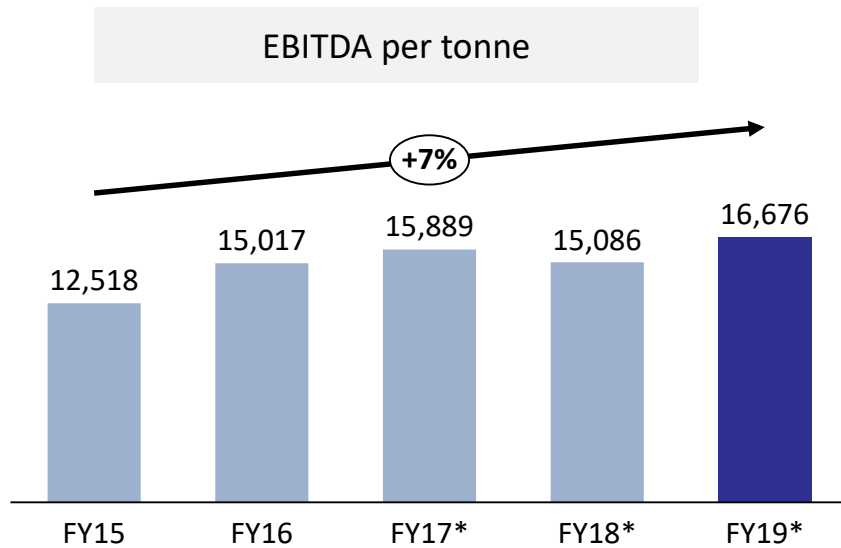
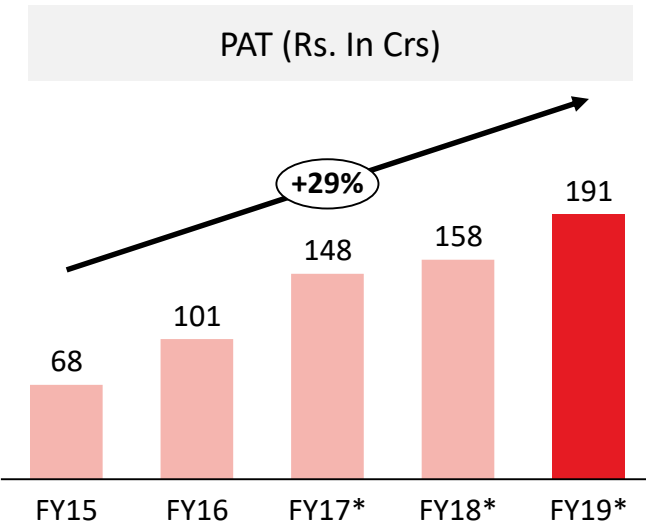
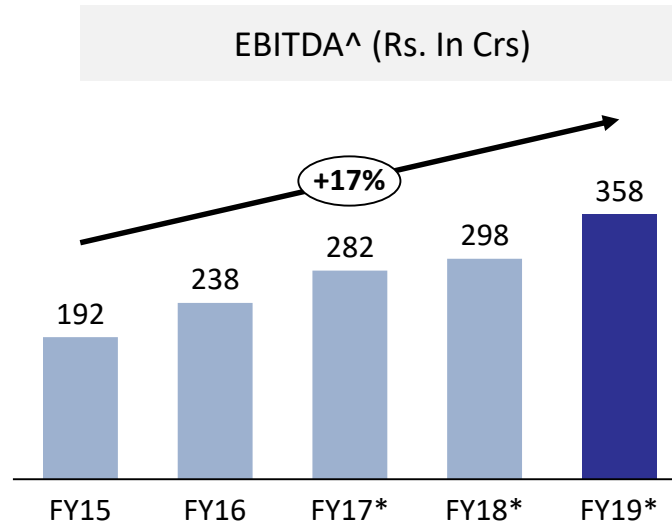
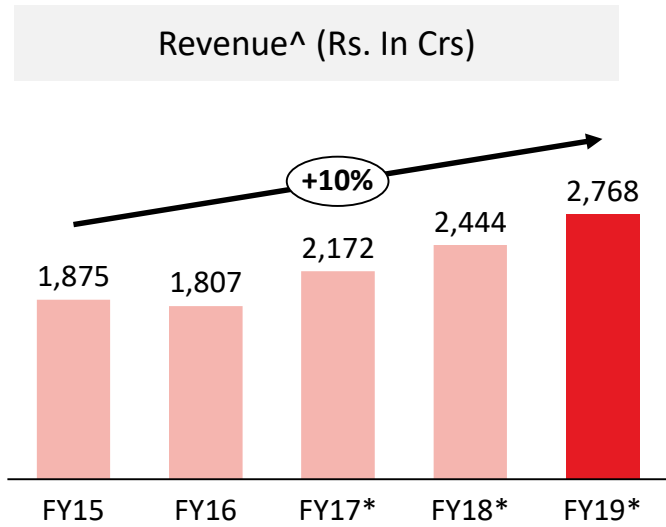
Revenue Highlights

Rs. In Crores

As per Ind AS

[^]Includes other Income

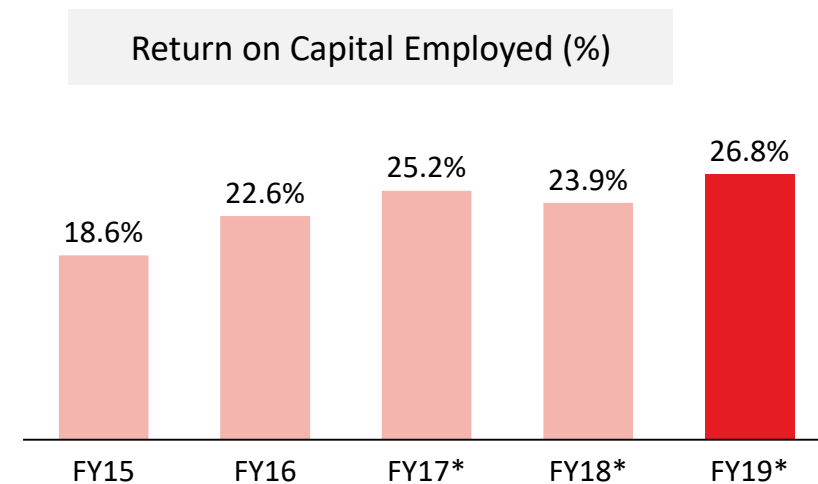
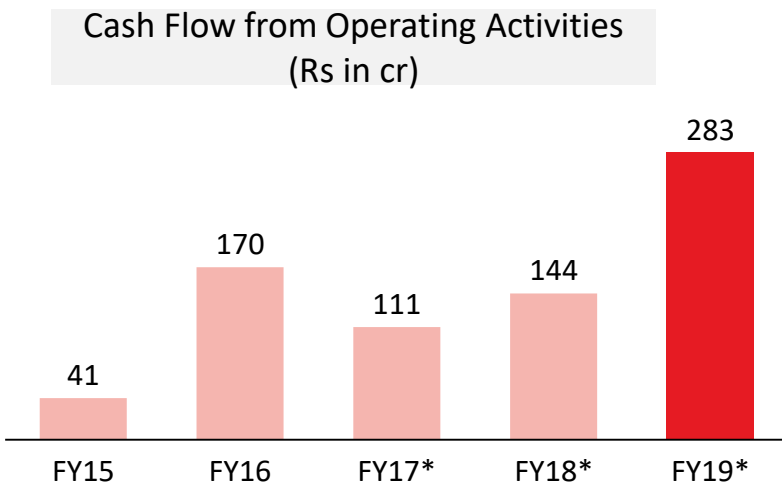
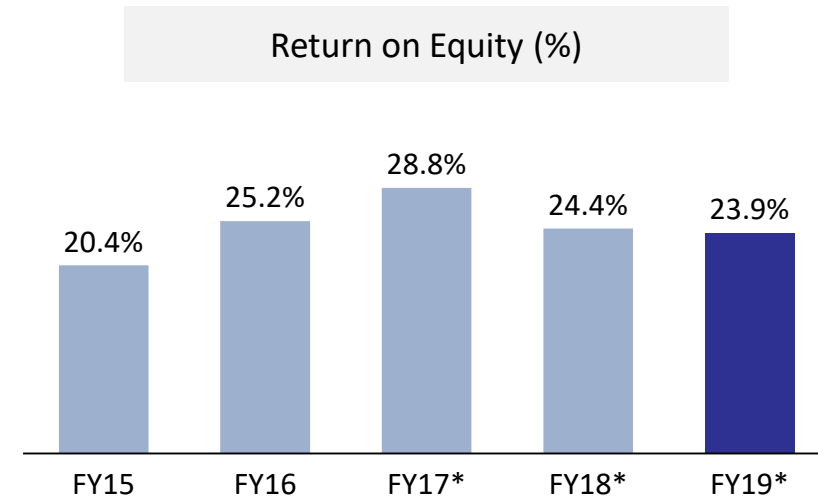
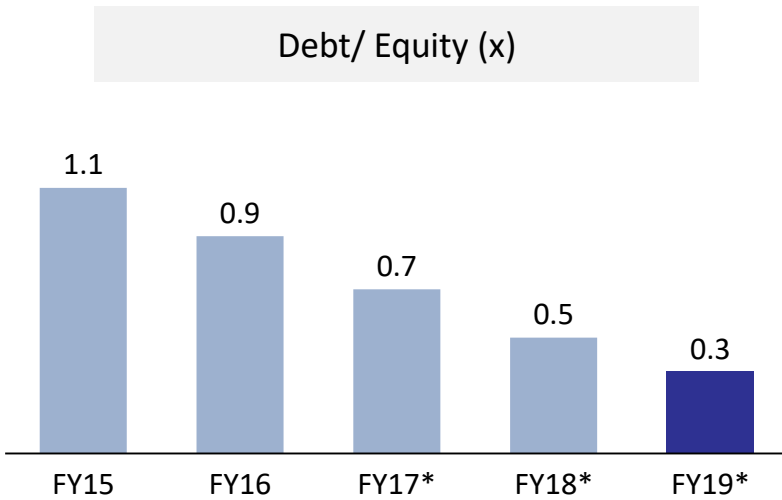
Our Performance Highlights



*As per Ind AS rest as per Indian GAAP

^Includes other Income

Our Balance Sheet Strength



*As per Ind AS rest as per Indian GAAP

Consolidated Balance Sheet

Particulars (Rs. In Crores)	Mar'19	Mar'18
ASSETS		
Property, Plant and Equipment	511.2	439.9
Capital work-in-progress	82.6	24.9
Goodwill	2.5	2.4
Intangible Assets	5.0	4.5
Financial Assets		
(i) Investments	0.0	0.1
(ii) Loans	6.9	5.7
(ii) Other financial assets	1.9	1.1
Deferred Tax Assets (Net)	4.9	3.4
Income Tax Assets (Net)	8.0	10.5
Non-current tax assets	47.6	44.0
Total Non-Current Assets	670.6	536.5
Current Assets		
Inventories	351.3	345.6
Financial Assets		
(i) Trade receivables	426.8	418.2
(ii) Cash and cash equivalents	25.0	27.1
(iii) Bank Balances other than cash and cash equivalents	0.7	0.5
(iv) Loans	3.7	4.3
(v) Other Financial Assets	3.0	5.0
Other Current Assets	86.9	118.1
Total Current Assets	897.4	918.9
TOTAL ASSETS	1,568.0	1,455.4

Particulars (Rs. In Crores)	Mar'19	Mar'18
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	841.3	683.3
Total Shareholders Fund	876.7	718.8
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	89.2	72.2
(ii) Other Financial Liabilities	0.3	0.3
Provisions	10.0	6.1
Deferred Tax Liabilities (Net)	32.0	27.7
Other non-current liabilities	0.8	0.9
Total Non Current Liabilities	132.3	107.2
Current Liabilities		
Financial Liabilities		
(i) Borrowings	164.0	219.7
(ii) Trade Payables	305.9	327.8
(iii) Other Financial Liabilities	71.5	60.0
Other Current Liabilities	8.5	17.8
Provisions	4.1	4.1
Current Tax Liabilities (Net)	5.1	0.1
Total Current Liabilities	559.0	629.4
TOTAL EQUITY & LIABILITIES	1,568.0	1,455.4

Standalone Balance Sheet

Particulars (Rs. In Crores)	Mar'19	Mar'18
ASSETS		
Property, Plant and Equipment	354.2	277.9
Capital work-in-progress	40.2	18.5
Goodwill	0	0
Intangible Assets	5.0	3.2
Financial Assets		
(i) Investments	256.5	223.1
(ii) Loans	5.3	4.1
(ii) Other financial assets	1.3	0.7
Deferred Tax Assets (Net)	0.0	0.0
Income Tax Assets (Net)	8.0	7.2
Non-current tax assets	45.5	43.8
Total Non-Current Assets	715.8	578.5
Current Assets		
Inventories	209.7	222.5
Financial Assets		
(i) Trade receivables	306.5	330.1
(ii) Cash and cash equivalents	3.9	1.9
(iii) Bank Balances other than cash and cash equivalents	0.7	0.5
(iv) Loans	3.5	3.4
(v) Other Financial Assets	3.8	5.5
Other Current Assets	62.9	95.4
Total Current Assets	590.9	659.4
TOTAL ASSETS	1,306.7	1,237.9

Particulars (Rs. In Crores)	Mar'19	Mar'18
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	747.1	630.4
Total Shareholders Fund	782.5	665.9
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	89.2	67.9
(ii) Other Financial Liabilities	0.3	0.3
Provisions	10.0	6.1
Deferred Tax Liabilities (Net)	41.3	29.2
Other non-current liabilities	0.5	0.5
Total Non Current Liabilities	141.2	103.9
Current Liabilities		
Financial Liabilities		
(i) Borrowings	28.5	102.7
(ii) Trade Payables	274.3	299.4
(iii) Other Financial Liabilities	66.2	50.9
Other Current Liabilities	6.0	11.0
Provisions	3.7	4.0
Current Tax Liabilities (Net)	4.4	0.0
Total Current Liabilities	382.9	468.1
TOTAL EQUITY & LIABILITIES	1,306.7	1,237.9

Thank
You

Company :



CIN No: L39877MH1986PLC039877

Mr. Paritosh Srivastava

Email: Paritosh.Srivastava@galaxysurfactants.com

www.galaxysurfactants.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN - U74140MH2010PTC204285

Mr. Varun Divadkar/ Ms Neha Shroff

Varun.divadkar@sgapl.net /

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www.sgapl.net

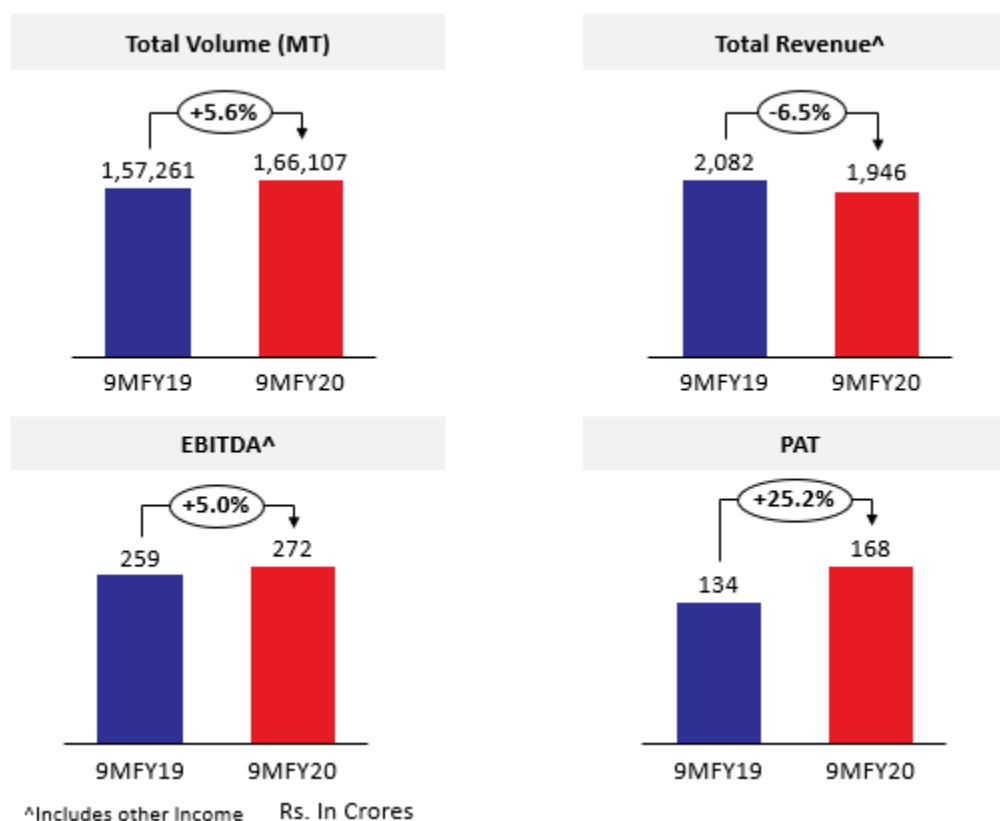
Galaxy Surfactants Limited

9MFY20 Consolidated Performance:

- Total volume grew by 5.6% for 9MFY20, on YoY basis
- Total Revenue (including other income) stood at Rs. 1,945.6 Cr, a YoY degrowth of 6.5% on account of lower fatty alcohol prices which declined by 6.7% for the quarter and 16.4% for 9MFY20.
- EBITDA stood at Rs. 272.2 Cr, YoY growth of 5.0%
- PAT stood at Rs. 167.6 Cr, YoY growth of 25.2% on the back of deferred tax gain and savings on account of reduction in corporate tax rate

Mumbai, 3rd February 2020:

Galaxy Surfactants Limited, a leading manufacturer of performance surfactants and specialty care products with over 200 product grades used in Home and Personal Care industry, has announced its unaudited financial results for the Quarter and Nine months ended December 31st, 2019.



Investors Release

Commenting on the performance Mr. U. Shekhar, Managing Director, Galaxy Surfactants Limited said

“Q-3 marked a mixed quarter for us. While on one hand we had the Indian market making a comeback registering a healthy 4.8% volume growth, the ROW Market due to the seasonal holidays in the developed markets saw a decline of 15.1%. This we believe is a one off and we do see the momentum coming back in the ensuing quarters. Egypt after registering a healthy growth of 29.8% in Q-2 FY 20, saw yet another quarter of good performance. AMET registered a healthy 14.2% growth for Q-3 FY 20, primarily driven by the 34.1% growth logged in by the Egypt Market.

The Performance Surfactants segment registered a healthy volume growth of 10.2% YoY driven by the AMET market. Specialty Care Products segment was impacted by the seasonality in the ROW markets during the quarter. We expect this segment to revert to growth in the coming quarter on the back of the strong acceptance and reach of our Specialty Care products portfolio.

Revenue saw a decline primarily due to the declining Fatty Alcohol prices, which is the major raw material for our performance surfactants. The same fell from an average rate of 1,273 USD/MT (Q3FY19) to 1,188 USD/MT in the current quarter (decline of 6.7%).

Overall while this quarter has been subdued, the fact that we have registered volume growth across all regions despite the headwinds makes us optimistic. The inherent strength of our business model has ensured we grow on all counts – Volumes across all regions and segments, EBITDA and PBT, despite higher depreciation and incremental costs on account of operationalization of our new plant.

Given the emerging global headwinds due to the Coronavirus which can have major repercussions not only on the global economy but also impact global consumption, we remain cautiously optimistic”

Performance Highlights:

Galaxy Surfactants Limited (Consolidated Results)			
Particulars (Rs. Cr)	9MFY20	9MFY19	YoY%
Total Revenue*	1,945.6	2,082.0	-6.5%
EBITDA*	272.2	259.3	5.0%
PAT	167.6	133.9	25.2%

*Includes other income

Investors Release

Galaxy Surfactants Limited (Volume Break up): 9MFY20	
Particulars	YoY Growth % (9MFY20 vs 9MFY19)
Sales Volume	5.6%
ROW	6.8%
India	0.7%
AMET	9.5%

- Total volumes stood at 1,66,107 MT for 9MFY20 as against 1,57,261 MT in 9MFY19, up by 5.6% YoY
 - Volume growth has been driven by all three MNC, Regional and Local players
 - ROW markets grew at 6.8% driven by Specialty Care Products
 - Subdued demand led to a 0.7% growth in the India Market
 - AMET market grew by 9.5% due to recovery in the Egypt market
 - Performance Surfactants volume stood at 1,04,668 MT for 9MFY20, up by 7.1% on YoY basis
 - Specialty Care Products volume stood at 61,439 MT for 9MFY20, up by 3.1% on YoY basis
- EBITDA for 9MFY20 stood at Rs. 272.2 Cr as against Rs. 259.3 Cr in 9MFY19, up by 5.0% YoY
- EBITDA/MT remained stable at Rs. 16,387 for 9MFY20 as against Rs. 16,489 in 9MFY19
- PAT stood at Rs. 167.6 Cr for 9MFY20 as against Rs. 133.9 Cr in 9MFY19 up by 25.2% YoY

Investors Release

About Galaxy Surfactants Limited:

Incorporated in 1986, Galaxy Surfactants Ltd is leading manufacturers of Performance Surfactants and Specialty Care products with over 200 product grades. These products are used in consumer-centric Home and Personal care products like hair care, oral care, skin care, cosmetics, soap, shampoo, lotion, detergent, cleaning products etc.

Preferred suppliers to leading MNC's, Regional and Local FMCG brands. Our key customers include Unilever, Reckitt Benckiser, P&G, L'OREAL, Himalaya, Colgate Palmolive, CavinKare etc.

Company has its manufacturing facilities located in India (5), Egypt (1) and USA (1).

For more information about the company, please visit our website www.galaxysurfactants.com

Safe Harbor:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further details please contact:

Company	Investor Relations Advisors
<p>Galaxy Surfactants Limited CIN No: L39877MH1986PLC039877 Name: Mr. Paritosh Srivastava Email id: paritosh.srivastava@galaxysurfactants.com</p>	<p>Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Mr. Varun Divadkar / Ms. Neha Shroff Email id: Varun.divadkar@sgapl.net / neha.shroff@sgapl.net Tel No: +91 9763702204 / +91 7738073466</p>