



Galaxy Surfactants Ltd.

August 14, 2019

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: GALAXYSURF	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 June 30, 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 June 30, 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**

Niranjan Ketkar
Company Secretary
M. No. A20002

encl: as above

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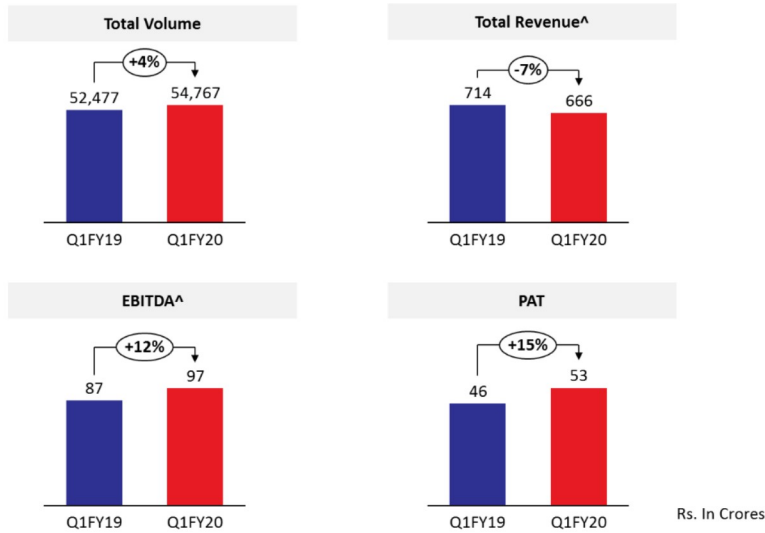
Galaxy Surfactants Limited

Q1FY20 Consolidated Performance:

- Total volume grew by 4.4% for Q1FY20 on YoY basis
- Total Revenue (including other income) stood at Rs. 666 Cr lower by 7% on YoY basis on account of lower fatty alcohol prices which declined by 19%
- EBITDA stood at Rs. 97 Cr, YoY growth of 12%
- PAT at Rs. 53 Cr, YoY growth of 15%

Mumbai, 14th August 2019:

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 ended June 30th, 2019.



[^]Includes other Income

Investors Release

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

“Q1 FY 2019-20 marked yet another quarter of outperformance by our Specialty Care segment which grew by 11.5%. Also, the RoW Markets saw a good growth at 26.5% whereas Indian market was lower by 3.7% due to broad-based slowdown. While the Indian market has been slow, we do expect on the back of better monsoons, pickup in consumption, the second half to be reasonably better than the first. The AMET markets recorded a decline of 2.0%, primarily due to the slower recovery of the Egypt market. Egypt though on sequential basis is showing signs of improvement.

We are pleased to share that our new performance surfactants capacity became operational from 1st April 2019. This shall yield an additional capacity of 50,000 MT and help address the growing demand for the home and personal care products going ahead. Momentum for our specialty-care products such as preservatives, mild surfactants remains strong and we do see this trend continuing for the ensuing quarters.

Overall Volumes grew at 4.4%. 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 1,431 USD/MT (April-June FY 19) to 1,160 USD/MT in the current quarter (decline of 19% over the previous year).

To conclude, with a diverse customer base, product portfolio, committed & experienced team, we at Galaxy remain focused and confident of our growth story”.

Performance Highlights:

Galaxy Surfactants Limited (Consolidated Results)			
Particulars (Rs. Cr)	Q1FY20	Q1FY19	YoY%
Total Revenue*	666.3	714.5	-6.7%
EBITDA*	97.3	87.0	11.8%
PAT	52.6	45.7	15.0%

*Includes other income

Galaxy Surfactants Limited (Volume Break up): Q1FY20	
Particulars	YoY Growth % (Q1FY20 vs Q1FY19)
Sales Volume (in MT)	4.4%
ROW	26.5%
India	-3.7%
AMET	-2.0%

Investors Release

- Total volumes stood at 54,767 MT for Q1FY20 as against 52,477 MT in Q1FY19, up by 4.4% YoY
 - Volume growth has been driven by all three MNC, Regional and Local players
 - ROW markets grew at 26.5%, India market declined by 3.7% on YoY basis
 - AMET market lower by 2% due to slower recovery of the Egypt market
 - Performance Surfactants volume stood at 33,771 MT for Q1FY20, up by 0.3% on YoY basis
 - Specialty Care Products volume stood at 20,996 MT for Q1FY20, up by 11.5% on YoY basis
- EBITDA for Q1FY20 stood at Rs. 97 Cr as against Rs. 87 Cr in Q1FY19 up by 12% YoY
- EBITDA per tonne stood at Rs. 17,770 for Q1FY20 as against Rs. 16,586 in Q1FY19, led by better product mix
- PAT stood at Rs. 52.5 Cr for Q1FY20 as against Rs. 45.7 Cr in Q1FY19 up by 15% 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
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