

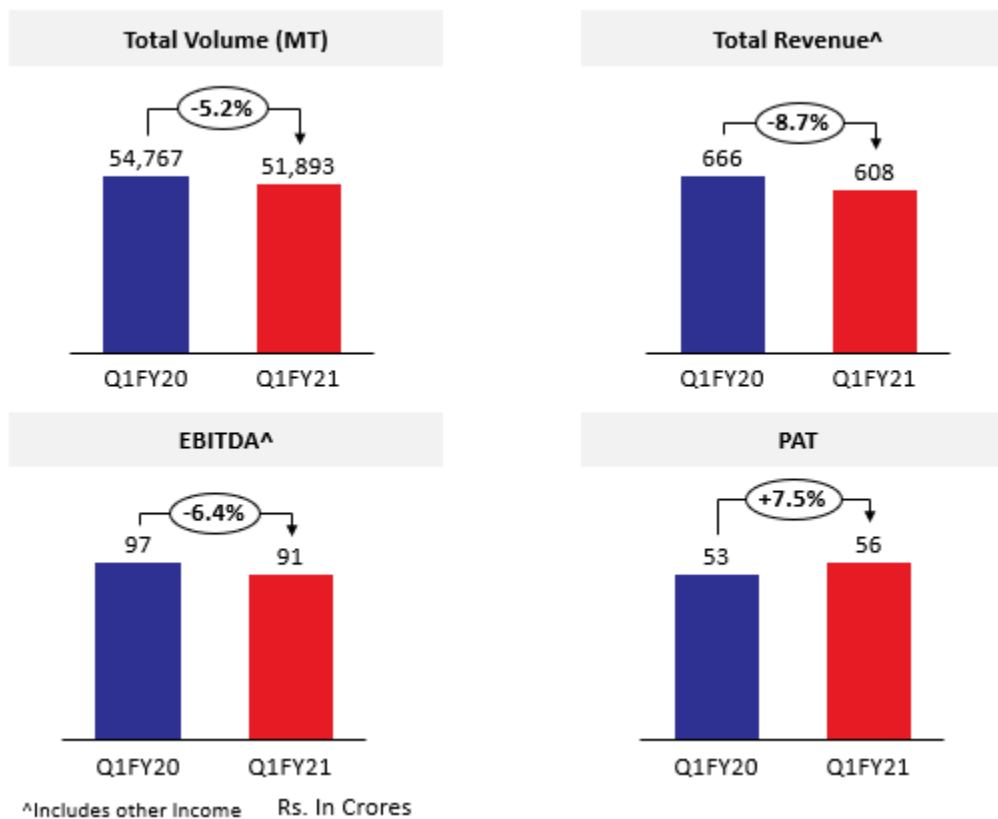
## Galaxy Surfactants Limited

### Q1FY21 Consolidated Performance:

- Total volume de-grew by 5.2% for Q1FY21, on YoY basis
- Total Revenue (including other income) stood at Rs. 607.8 Cr, a YoY degrowth of 8.7% on account of decline in Specialty Care sales as well as decline in Fatty Alcohol Prices
- EBITDA stood at Rs. 91.1 Cr, YoY de-growth of 6.4%
- PAT stood at Rs. 56.5 Cr, YoY growth of 7.5% on the back of savings on account of reduction in corporate tax rate

### Mumbai, 11<sup>th</sup> August 2020:

Galaxy Surfactants Limited, a leading manufacturer of performance surfactants and specialty care products with over 205 product grades used in Home and Personal Care industry, has announced its unaudited financial results for the Quarter ended 30<sup>th</sup> June 2020.



## Investors Release

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

“This has been a challenging, yet satisfying quarter for us. I would firstly like to acknowledge my team for having stood up to this challenge, despite the numerous headwinds and uncertainties that marred the quarter. The relentless determination and vigour demonstrated by the Galaxy family ensured we not only face these uncertainties with confidence but also emerge stronger. I would also take this opportunity to acknowledge all our stakeholders who have ably supported and equipped us to fight this battle with sheer confidence; your support has been instrumental.

Q1 FY20-21 has been a unique quarter in many ways. The unfortunate incident at our M-3 unit in Tarapur and the sudden imposition of lockdown 1.0 and 2.0, severely impacted the supply side of the business. Be it in terms of people, production or operations, business in India and USA came to a standstill in April and the first half of May. But, things are slowly getting back to normalcy. June saw a good pickup and we believe this momentum should continue going ahead, especially for our performance surfactants which grew 7.8% in volume terms for this quarter driven by healthy 10.2% growth registered by the AMET Market. No shutdown in Egypt meant growth momentum continued from Q4 FY19-20 to Q1 FY20-21

Specialty Care products due to the cutback in discretionary consumption and overall slowdown in the developed (ROW) markets saw a decline of 26.2%. We believe this is a temporary short-term blip and with the revival of the consumption cycle, we do see normalcy returning within the next 6-9 months.

India Business while declined 2.3%, a good monsoon followed by pickup in rural consumption along with the growing awareness for hygiene and cleanliness can result in an improved performance going ahead. Though intermittent lockdowns, variability of restrictions and supply side challenges on account of rising COVID cases can delay the recovery.

Given the headwinds, ‘agility’ and ‘adaptability’ will hold the key and given the resilience demonstrated by our business and people over the years, we remain confident of winning together once again. On that optimistic note, we wish you and your families safety and good health.”

## Investors Release

### Performance Highlights:

Galaxy Surfactants Limited (Consolidated Results)			
Particulars (Rs. Cr)	Q1FY21	Q1FY20	YoY%
Total Revenue*	607.2	666.0	-8.7%
EBITDA*	91.1	97.4	-6.4%
PAT	56.5	52.6	7.5%

\*Includes other income

Galaxy Surfactants Limited (Volume Break up): Q1FY21	
Particulars	YoY Growth % (Q1FY21 vs Q1FY20)
Sales Volume	-5.2%
ROW	-27.4%
India	-2.3%
AMET	10.2%

- Total volumes stood at 51,893 MT for Q1FY21 as against 54,767 MT in Q1FY20, down by 5.2% YoY
  - ROW markets de-grew by 27.4% due to Specialty Care Products
  - Subdued demand led to a 2.3% de-growth in the India Market
  - AMET market grew by 10.2% due to recovery in the Egypt market
  - Performance Surfactants volume stood at 36,397 MT for Q1FY21, up by 7.8% on YoY basis
  - Specialty Care Products volume stood at 15,496 MT for Q1FY21, down by 26.2% on YoY basis
- EBITDA for Q1FY21 stood at Rs. 91.1 Cr as against Rs. 97.4 Cr in Q1FY20, down by 6.4% YoY
- EBITDA/MT remained stable at Rs. 17,561 for Q1FY21 as against Rs. 17,779 in Q1FY20
- PAT stood at Rs. 56.5 Cr for Q1FY21 as against Rs. 52.6 Cr in Q1FY20 up by 7.5% 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](http://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.

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