

May 29, 2018

National Stock Exchange of India Ltd., 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: Earnings Release on Audited Financial Results for the quarter and year ended March 31, 2018.

Ref: Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/ Madam,

With reference to the captioned regulation, we are enclosing earnings release on Audited Financial Results for the quarter and financial year ended March 31, 2018.

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



Niranjana Ketkar
Company Secretary

M. No. A20002

encl: as mentioned above



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Galaxy Surfactants Limited

FY18 Consolidated Performance:

- Total Revenue at Rs. **2,444.0** Cr YoY growth of **12.5%**
- EBITDA at Rs. **297.9** Cr, YoY growth of **5.7%**
- PAT at Rs. **158.0** Cr, YoY growth of **7.1%**
- The Board of Directors proposed equity dividend of Rs. 7 per share (Face Value Rs. 10)

Mumbai, 29th May 2018: 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 financial results for the Quarter and Year ended March 31, 2018.

Galaxy Surfactants Limited (Consolidated Results)						
Particulars (Rs. Crs)	Q4 FY18	Q4 FY17	YoY%	FY18	FY17	YoY%
Sales Volume (in MT)	51,048	45,368	12.5%	197,429	177,479	11.2%
Revenue *	645.1	608.1	6.1%	2,444.0	2,171.8	12.5%
EBITDA	71.4	74.4	-4.1%	297.9	281.8	5.7%
PAT	40.0	43.3	-7.5%	158.0	147.6	7.1%

*Includes Other Income

- Revenues of Rs. 2,444.0 Cr for FY18 as against Rs. 2,171.8 Cr in FY17, up by 12.5% YoY
 - Growth in revenues attributable to sustained growth in volumes of performance surfactants and specialty care products
- Total volumes stood at 197,429 MT for FY18 as against 177,479 MT in FY17, up by 11.2% YoY
 - Volume growth has been driven by all three customer segments MNCs, Regional and Local
 - India and AMET markets grew at 14% and 11.2% respectively
 - Performance Surfactants volumes stood at 130,596 MT for FY18 up by 13.2% YoY
 - Specialty Care Products volumes stood at 66,833 MT for FY18 up by 7.6% YoY
- EBITDA for FY18 stood at Rs. 297.9 Cr for FY18 as against Rs. 281.8 Cr in FY17, up by 5.7% YoY
- EBITDA per tonne stood at Rs. 15,086 for FY18 as against Rs. 15,877 in FY17, change in EBITDA per tonne is attributable to
 - Adverse Impact of local body taxes (LBT) to the tune of Rs. 3.2 Cr in FY18
 - Average Forex rates in FY18 were Rs. 64.4 per USD versus Rs. 67.0 per USD in FY17. Lower forex rates impacted the EBITDA adversely by Rs. 8.5 Cr
- PAT stood at Rs. 158.03 Cr for FY18 as against Rs. 147.62 Cr in FY17 up by 7.1% YoY
- The Board has recommended a dividend of 70% (i.e. Rs. 7 per equity share of FV of Rs. 10 each)

Investors Release

Business Update:

USFDA Inspection:

We are pleased to inform that USFDA has concluded the inspections for both the M3 and N46 plants at Tarapur and the inspection stands closed under 21CFR 20.64 (d) (3) and we have received Establishment Inspection Reports (EIR).

USFDA had conducted in March 2018 inspection of above two facilities and had issued observations under Form-483 with an inspection classification of Voluntary Action Indicated (VAI). These observations were procedural in nature. We have responded to these observations fully and this resulted in closure of this inspection.

Recent Awards Won in FY 17-18:

Sr. No.	Award Name	Awarded By	Remarks
1	Gold Innovation Award	HPCI India 2018	Galsoft GLI 21: Best innovative Personal care ingredient
2	Trishul Award	CHEMEXCIL	For the outstanding export performance for the year 2016-17
3	Responsible Care Logo	Indian Chemical Council	Recertification of "Responsible Care" logo for India operations
4	Great Place to Work	Great Place to Work® Institute for the year 2017-18	Certified as an organization in building high-trust, high performance culture and has become Great place to Work-Certified
5	'Iconic Company' Award to Galaxy	Indian HPC Industry Association	In ISDC conference at Goa
6	Distinguish Leader recognition to Mr. U. Shekhar	Indian HPC Industry Association	'Distinguish Leader' recognition given for his contribution to the growth and development of the HPC Industry in India

Investors Release

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

“We are extremely pleased with performance of the company during the year. The year was marked by a very special event where in we had successful listing of our Company on the Stock Exchanges.

In FY18, we have witnessed strong volume growth in emerging markets like India and AMET whereas the matured markets continue to grow at a steady pace. We have undertaken debottlenecking of capacities of certain key products, which will add further momentum to the business in the coming year. We expect these additional capacities to operationalise at different points of time in FY19.

R&D has been the pillar of growth over the years and we are constantly striving to develop new products and processes to help our customers deliver the best in class product to the end consumers.

Our long-standing relationships with our Customers, Manufacturing capabilities along with in-house project execution capability and in-house R&D, helps us maintain our leadership position and be a key supplier of personal and home care ingredients to major FMCG brands across the globe.”

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 and its businesses, please visit our website www.galaxysurfactants.com

Investors Release

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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