

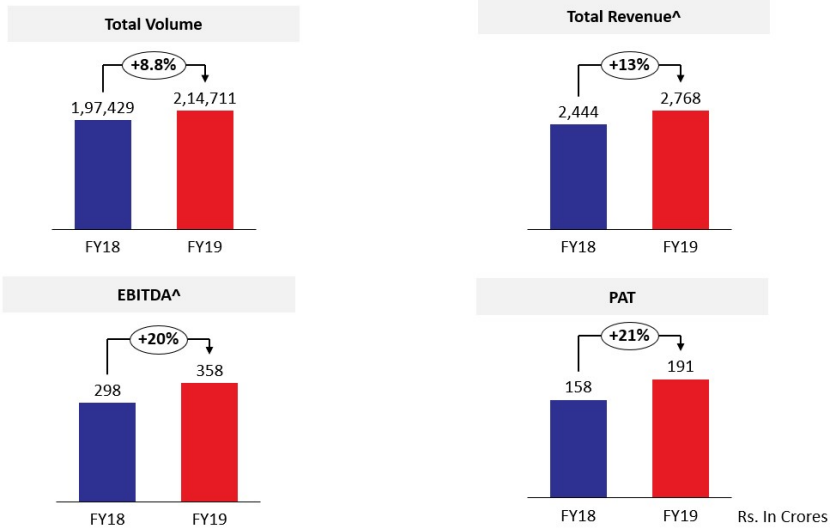
Galaxy Surfactants Limited

FY19 Consolidated Performance:

- Total Revenue (including other income) stood at Rs. 2,768 Cr YoY growth of 13.2% with an underlying volume growth of 8.8%
- EBITDA at Rs. 358.1 Cr, YoY growth of 20%
- PAT at Rs. 191 Cr, YoY growth of 21%

Mumbai, 28th May 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 audited financial results for the Quarter and Full Year ended March 31st, 2019.



[^]Includes other Income

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

“Our company has delivered a robust performance across all major geographies in FY19, registering a revenue growth of 13.5% as compared to FY18. This development was on the back of a healthy volume growth of 8.8% driven primarily by the India and ROW Markets.

It has been a record year for us in many ways. The team at Galaxy despite the headwinds never gave up. Persistence and patience demonstrated over the years finally bore fruits in the Specialty Care segment which recorded a growth of 18% for FY 19

The strong portfolio of preservatives, mild surfactants and other specialty care products witnessed significant traction in the developed markets which led to a 29.2% YOY volumes growth for our Rest of the World market. We remain positive and see the momentum continuing in FY 20.

Performance surfactants on the back of improving home and personal care demand in India grew 3.5% for the year. The India market grew 12.1% in FY 19

With a diverse customer base, product portfolio, committed & experienced team, we at Galaxy are confident in enhancing our stakeholders’ value sustainably and consistently.

Performance Highlights:

Galaxy Surfactants Limited (Consolidated Results)			
Particulars (Rs. Cr)	FY19	FY18	YoY%
Total Revenue*	2,768	2,444	13.2%
EBITDA*	358	298	20.2%
PAT	191	158	21.0%

*Includes other income

Galaxy Surfactants Limited (Volume Break up): FY19	
Particulars	YoY Growth % (FY19 vs FY18)
Sales Volume (in MT)	8.8%
ROW	29%
India	12%
AMET	-5%

- Total volumes stood at 214,711 MT for FY19 as against 197,429 MT in FY18, up by 8.8% YoY
 - Volume growth has been driven by all three customer segments MNCs, Regional and Local

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- India and ROW markets grew at 12% and 29% respectively
- AMET market de-grew by 5% due to slowdown seen in the Egypt market
- Performance Surfactants volume stood at 135,337 MT for FY19 up by 3.6%
- Specialty Care Products volume stood at 79,374 MT for FY19 up by 18.8%
- EBITDA for FY19 stood at Rs. 358.1 Cr as against Rs. 297.9 Cr in FY18 up by 20.2% YoY
- EBITDA per tonne stood at Rs. 16,675 for FY19 as against Rs. 15,086 in FY18, led by better product mix
- PAT stood at Rs. 191 Cr for FY19 as against Rs. 156.7 Cr in FY18 up by 20.9% YoY

Board recommends Final Dividend

- Considered and recommended final dividend of Rs. 3 per equity share for the Financial Year ended March 31, 2019 subject to the approval of shareholders in the 33rd Annual General Meeting
- In April 2019, company has paid interim dividend of Rs. 5 per share, resulting in total dividend of Rs. 8 per share for FY19 against Rs. 7 per share for FY18

Key Awards Received in FY19:

- **Outstanding Contribution to “PARTNER TO WIN”** by Unilever during ACI-2019 conference
- **“Emerging Business Partner - 2018”** awarded by Abbott at Samanvay 2018 event
- Innovation Award – **“Best Ingredient Award – SILVER”**, at HPCI 2019, Mumbai, for our product ‘Galguard NT’
- ICIS Innovation Award 2018 in the **“Best Process Innovation category”** for our “Green Process for the manufacture of Amino Acid Surfactants”



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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:

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