

August 13, 2025

National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 <b>Scrip Symbol: GALAXYSURF</b>	BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 <b>Scrip Code: 540935</b>
--	---

**Sub: Investor presentation on the Unaudited Financial Results for the quarter ended June 30, 2025.**

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

Dear Sir/ Madam,

We are enclosing Investor Presentation on the Unaudited Financial Results for the quarter ended June 30, 2025.

The information is also hosted in announcement section on the website of the Company at [www.galaxysurfactants.com](http://www.galaxysurfactants.com).

We request you to take the same on record.

Yours faithfully,  
**For Galaxy Surfactants Limited**

**Niranjan Ketkar**  
Company Secretary  
encl: as above

**Communication Address:**

Rupa Solitaire,  
Ground Floor, Unit no. 8, 12A and 14  
Millennium Business Park, Mahape,  
Navi Mumbai, 400 710  
Ph: +91-22-33063700

**Regd. Office:** C-49/2, TTC Industrial Area,  
Pawne, Navi Mumbai-400 703, India  
CIN: L39877MH1986PLC039877  
Ph: +91-22-27616666  
Fax : +91-22-27615883/ 27615886  
e-mail : [galaxy@galaxysurfactants.com](mailto:galaxy@galaxysurfactants.com)  
Website: [www.galaxysurfactants.com](http://www.galaxysurfactants.com)



# Galaxy Surfactants Limited

**Result Presentation**  
**August'25**



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Galaxy Surfactants Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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.

# Company at a Glance



## 215+ Product Grades

Performance Surfactants: 47+  
Speciality Care Products: 168+



## Extensive R&D Capabilities

100+ Members  
R&D Centre  
Pilot Plant  
Product Application Centre



## 7 Strategically Located Facilities with Inhouse Project Execution Capabilities

5 in India  
1 in Egypt  
1 in US



## Serving 1,500+ Clients



## Presence across 80+ countries



## 2,000+ Employees across all our Facilities

# Quarterly Performance Highlights



# Q1FY26: Key Developments

01

In Q1FY26, volumes grew by 5% YoY, with sequential growth nearing double digits across Performance and Specialty care segments

02

EBIDTA grew by 4.3% YoY in line with volume growth

EBIDTA /MT remains at the same level on YoY basis to ₹ 20,009/MT Q1FY26 vs ₹ 20,197/MT Q1FY25

03

ROW region experienced High double-digit volume driven by masstige categories

04

AMET volumes remain flat on YoY

05

India's volumes grew in low single digits YoY and double-digit QoQ

06

Fatty alcohol prices remained buoyant, with supply-side challenges persisting due to tight raw material availability and regional congestion



**Mr. K. Natarajan**  
**Managing Director**

*“Q1FY26 Volume grew at 5% YoY and nearly double-digit sequential across both performance and specialty care segments, reflecting a sign of improvement across all regions.*

*India’s domestic performance reflects a market in transition and evolution, with flat YoY and double-digit QoQ volume growth. Strategic product adjustments in response to multinational shifts, coupled with favorable macro factors such as a good monsoon, rate cuts, and rural stimulus, support a cautiously optimistic outlook.*

*In AMET, while Egypt and Turkey faced headwinds, resilience in Gulf and Sub-Saharan markets helped maintain momentum. Our supply chains adapted swiftly despite geopolitical tensions, ensuring continuity and responsiveness.*

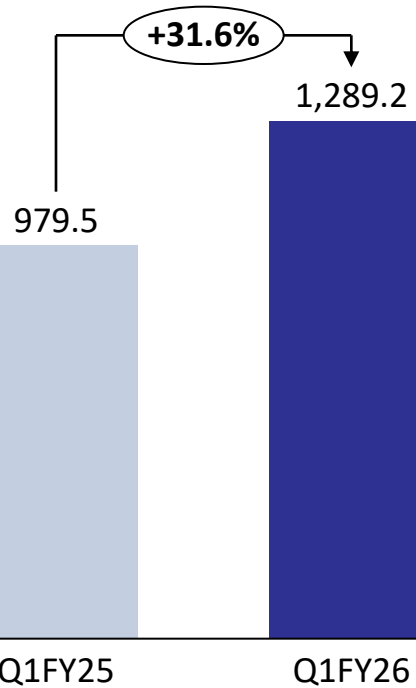
*ROW region led growth with a strong 16% YoY increase, driven by LATAM and APAC, while Europe delivered a richer product mix aligned with our Vision 2030. Supply-side challenges persisted with tight raw material availability and regional congestion, but price pass-through mechanisms and inventory vigilance helped mitigate impact.*

*As we reaffirm our long-term strategy, we remain focused on innovation, agility, and sustainability—confident in our ability to navigate current complexities and deliver enduring value to all stakeholders.”*

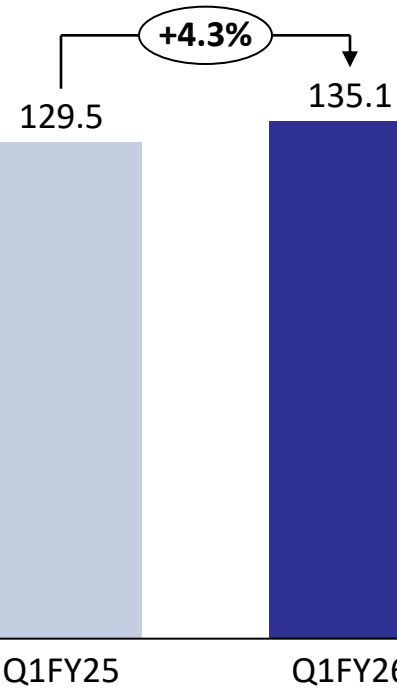
# Q1FY26: Consolidated Financial Highlights

₹ In Crores

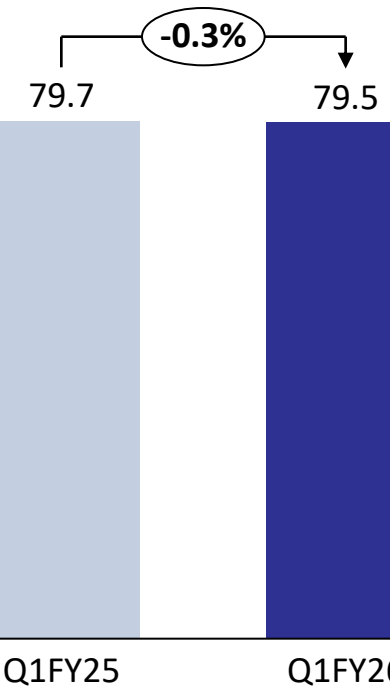
## Total Revenue\*



## EBITDA



## PAT



\*Includes other Income

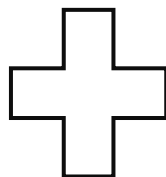


# Q1FY26: Segment Performance Highlights

## Segment-wise Revenue & Volume Performance

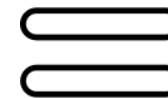
Performance Surfactants Revenue

₹ 840.5 cr



Specialty Care Revenue

₹ 448.6 cr



Total Revenue

₹ 1,289.2 cr

Overall Volume growth remains Mid Single digit on YoY

## Region-wise Volume Performance



INDIA

Flat vs YoY



AMET

Flat vs YoY

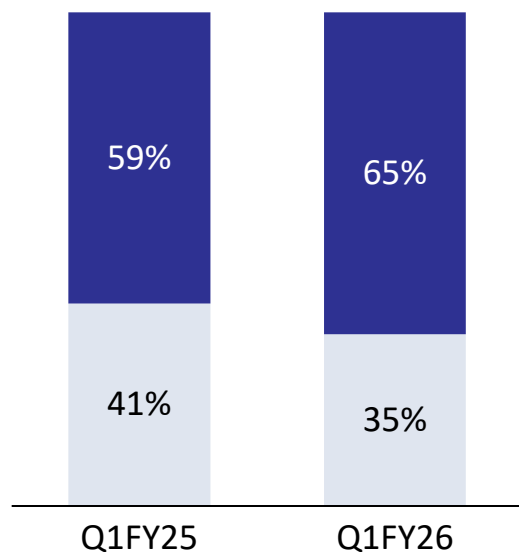


ROW

High Double digit growth vs YoY

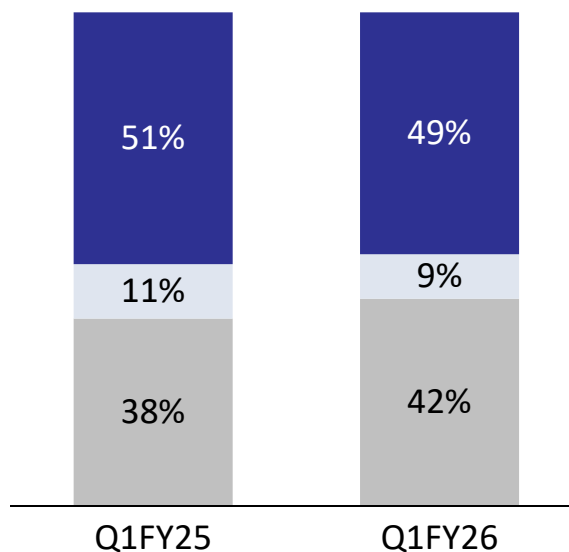
# Q1FY26: Revenue Performance

## Category



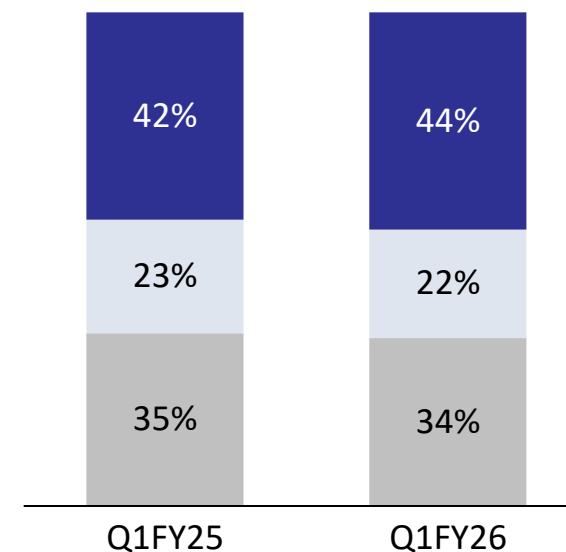
■ Performance Surfactants  
■ Speciality Care Products

## Customer



■ MNC Customer  
■ Regional Players  
■ Local & Niche Player

## Region wise Revenue

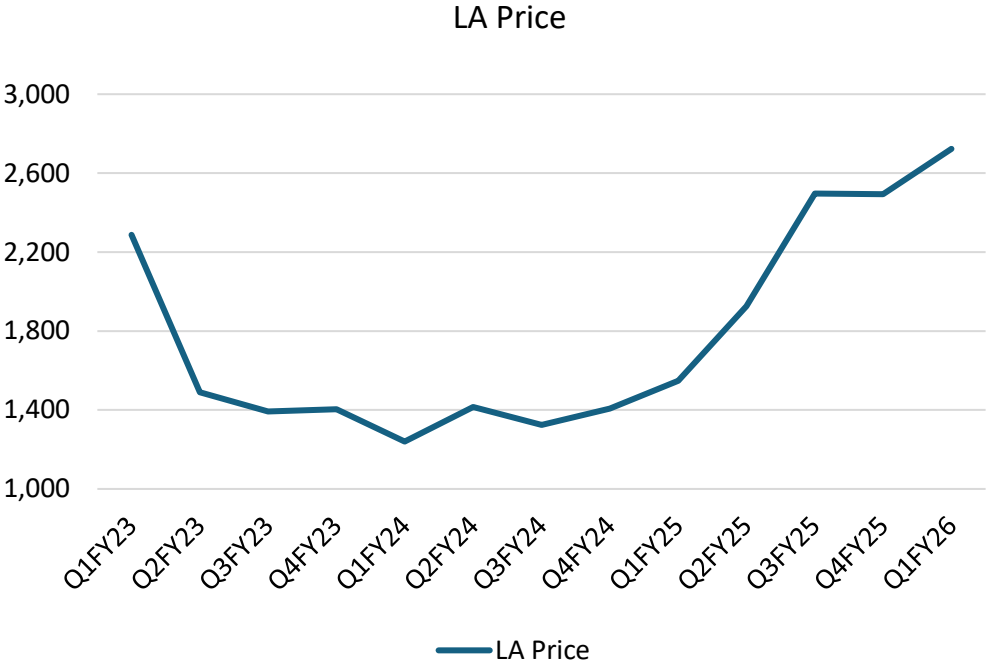


■ India  
■ AMET  
■ ROW

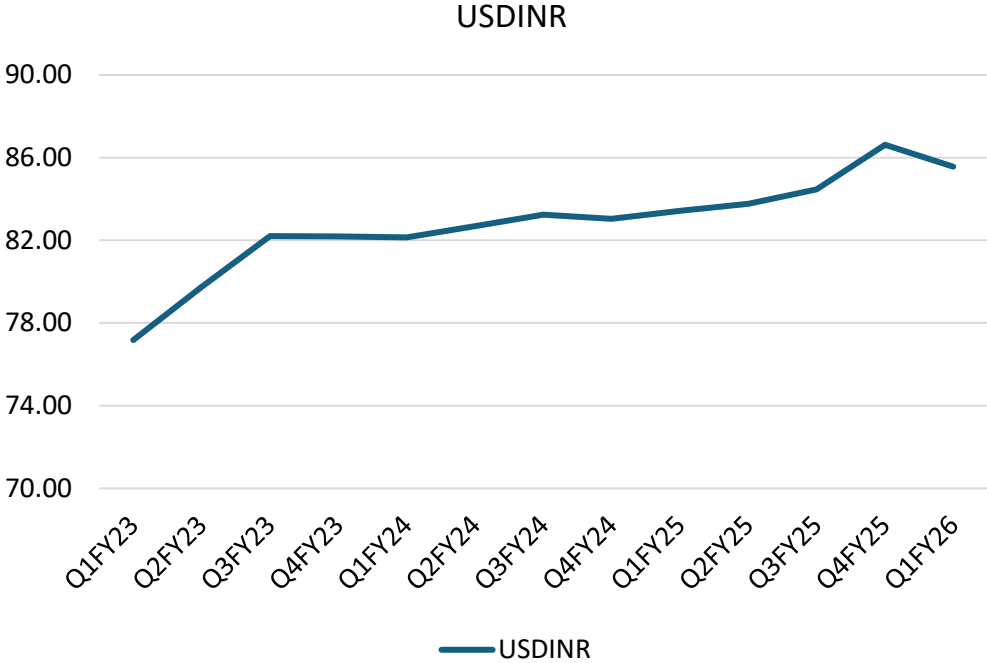


# Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)



INR / USD Prices



... through Robust Risk Management Practices

Source: Market Prices – ICIS – LOR

Source: RBI

# Consolidated Profit & Loss Statement

Particulars (₹ In Crores)	Q1FY26	Q1FY25	Y-o-Y	Q4FY25	Q-o-Q	FY25
Net Revenue from Operations	1,277.9	974.1	31.2%	1,144.9	11.6%	4,223.7
Other Income	11.2	5.4		7.8		25.8
<b>Total Revenue</b>	<b>1,289.2</b>	<b>979.5</b>	<b>31.6%</b>	<b>1,152.7</b>	<b>11.8%</b>	<b>4,249.5</b>
Cost of Material Consumed	942.8	647.0		808.4		2,885.6
Employee's Benefits Expense	83.5	76.9		75.8		302.5
Other Expenses	127.8	126.1		133.8		551.3
<b>EBITDA</b>	<b>135.1</b>	<b>129.5</b>	<b>4.3%</b>	<b>134.7</b>	<b>0.3%</b>	<b>510.0</b>
<b>EBITDA Margin</b>	<b>10.5%</b>	<b>13.2%</b>		<b>11.7%</b>		<b>12.0%</b>
Depreciation	29.3	26.6		28.3		110.3
<b>EBIT</b>	<b>105.8</b>	<b>102.9</b>	<b>2.8%</b>	<b>106.3</b>	<b>-0.5%</b>	<b>399.7</b>
Finance cost	6.6	4.0		6.2		19.3
<b>PBT</b>	<b>99.2</b>	<b>98.9</b>	<b>0.3%</b>	<b>100.1</b>	<b>-0.9%</b>	<b>380.5</b>
Tax expense	19.7	19.2		24.3		75.5
<b>PAT</b>	<b>79.5</b>	<b>79.7</b>	<b>-0.3%</b>	<b>75.9</b>	<b>4.8%</b>	<b>304.9</b>
<b>PAT Margin</b>	<b>6.2%</b>	<b>8.1%</b>		<b>6.6%</b>		<b>7.2%</b>
Other Comprehensive Income	1.9	0.2		-7.1		20.2
<b>Total Comprehensive Income</b>	<b>81.4</b>	<b>79.9</b>	<b>1.8%</b>	<b>68.8</b>	<b>18.3%</b>	<b>325.1</b>
EPS	22.42*	22.48*		21.40*		86.00

Fatty Alcohol prices in this quarter increased to an average price of \$ 2,723/MT vs Q4 when it stood at \$ 2,494/MT. The same was \$ 1,548/MT in Q1FY25

# Standalone Profit & Loss Statement

Particulars (₹. In Crores)	Q1FY26	Q1FY25	Y-o-Y	Q4FY25	Q-o-Q	FY25
Net Revenue from Operations	874.1	677.5	29.0%	814.3	7.3%	3,001.3
Other Income	6.5	1.0		6.7		26.5
<b>Total Revenue</b>	<b>880.6</b>	<b>678.5</b>	<b>29.8%</b>	<b>820.9</b>	<b>7.3%</b>	<b>3,027.7</b>
Cost of Material Consumed	672.8	479.4		608.2		2,170.2
Employee's Benefits Expense	46.2	44.0		40.6		171.1
Other Expenses	79.4	88.0		90.5		377.9
<b>EBITDA</b>	<b>82.2</b>	<b>67.0</b>	<b>22.7%</b>	<b>81.7</b>	<b>0.6%</b>	<b>308.5</b>
<b>EBITDA Margin</b>	<b>9.3%</b>	<b>9.9%</b>		<b>10.0%</b>		<b>10.2%</b>
Depreciation	18.0	16.2		17.1		67.2
<b>EBIT</b>	<b>64.2</b>	<b>50.9</b>	<b>26.1%</b>	<b>64.7</b>	<b>-0.7%</b>	<b>241.4</b>
Finance cost	5.7	3.4		5.3		16.6
<b>PBT</b>	<b>58.5</b>	<b>47.4</b>	<b>23.2%</b>	<b>59.3</b>	<b>-1.4%</b>	<b>224.8</b>
Tax expense	16.4	11.9		15.3		51.0
<b>PAT</b>	<b>42.0</b>	<b>35.5</b>	<b>18.4%</b>	<b>44.0</b>	<b>-4.5%</b>	<b>173.8</b>
<b>PAT Margin</b>	<b>4.8%</b>	<b>5.2%</b>		<b>5.4%</b>		<b>5.7%</b>
Other Comprehensive Income	-0.1	0.2		-3.4		-2.8
<b>Total Comprehensive Income</b>	<b>41.9</b>	<b>35.7</b>	<b>17.3%</b>	<b>40.7</b>	<b>3.0%</b>	<b>171.0</b>
EPS	11.86*	10.02*		12.42*		49.03

# Vision 2030



# Vision 2030: The Contours

**2x  
Volumes**

**2.5x  
EBITDA**

**22%+  
ROCE**

**Defend and Grow in India and AMET**

**Winning in Americas**

**Winning in Specialities in EU**



## Focus Industry

- ✓ HOME CARE
- ✓ PERSONAL CARE
- ✓ BEAUTY & WELLNESS



## Performance Surfactants

### DEFEND & GROW

- ✓ INDIA
- ✓ AMET

### CHALLENGE & PENETRATE

- ✓ AMERICAS
- ✓ ROW



## Specialty Care Products

**3D**

- ✓ Development
- ✓ Digitalisation
- ✓ Distribution

**ITT**

- ✓ Innovation
  - ✓ Technology
  - ✓ Talent
- 



# Thank You

## Company



CIN No: L39877MH1986PLC039877

Mr. Ruchir Soni

Email: [Ruchir.Soni@galaxysurfactants.com](mailto:Ruchir.Soni@galaxysurfactants.com)

[www.galaxysurfactants.com](http://www.galaxysurfactants.com)

## Investor Relations Advisors :

**SGA** Strategic Growth Advisors

CIN - U74140MH2010PTC204285

Mr. Mandar Chavan / Mr. Rahul Agarwal

[mandar.chavan@sgapl.net](mailto:mandar.chavan@sgapl.net) /

[rahul.agarwal@sgapl.net](mailto:rahul.agarwal@sgapl.net)

+91 96993 82195 / +91 98214 38864

[www.sgapl.net](http://www.sgapl.net)