



# 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 <b>Scrip Symbol: GALAXYSURF</b>	BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 <b>Scrip Code: 540935</b>
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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](http://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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Fax : +91-22-27615883/ 27615886  
e-mail : [galaxy@galaxysurfactants.com](mailto:galaxy@galaxysurfactants.com)  
Website: [www.galaxysurfactants.com](http://www.galaxysurfactants.com)

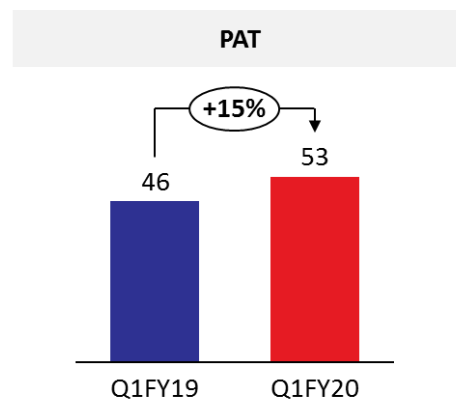
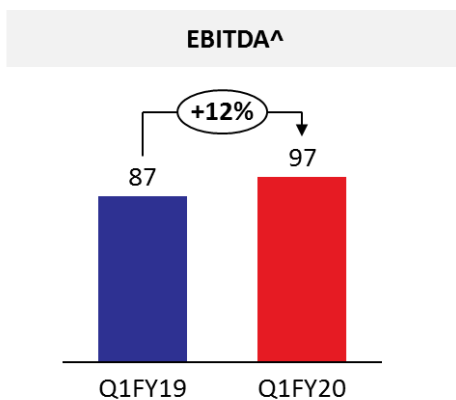
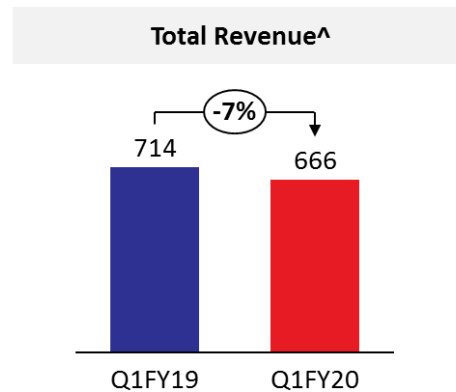
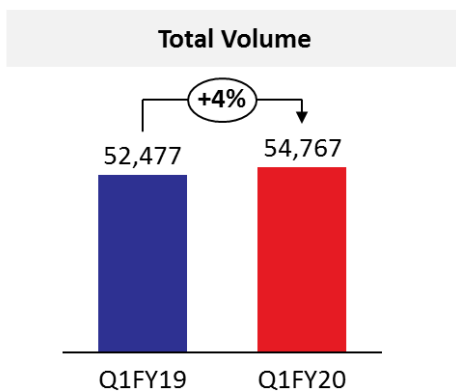
## Galaxy Surfactants Limited

### 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, 14<sup>th</sup> 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 30<sup>th</sup>, 2019.



Rs. In Crores

<sup>^</sup>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](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.

### **For further details please contact:**

Company	Investor Relations Advisors
<p><b>Galaxy Surfactants Limited</b> CIN No: L39877MH1986PLC039877 Name: Mr. Paritosh Srivastava Email id: <a href="mailto:paritosh.srivastava@galaxysurfactants.com">paritosh.srivastava@galaxysurfactants.com</a></p>	<p><b>Strategic Growth Advisors Pvt Ltd.</b> CIN No: U74140MH2010PTC204285 Mrs. Neha Shroff / Mr. Shrikant Sangani Email id: <a href="mailto:neha.shroff@sgapl.net">neha.shroff@sgapl.net</a> <a href="mailto:shrikant.sangani@sgapl.net">shrikant.sangani@sgapl.net</a> Tel No: +91 77380 73466 / +91 96195 95686</p>



# Galaxy Surfactants Limited

*Investor Presentation - August 2019*



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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.



***Q1FY20***  
***Performance Highlights***



# Q1FY20: Key Developments

The ROW markets outperformed on the back of a strong performance registered by the specialty care products segment

AMET performance remains muted, owing to continued slowdown in Egypt

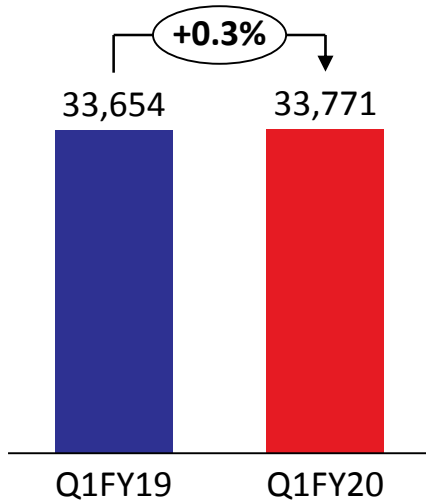
Domestic (India) Business saw a decline due to broad-based slowdown. Expected to improve in H2FY20

Growth driven by all three customer segments: MNC's, Regional & Local

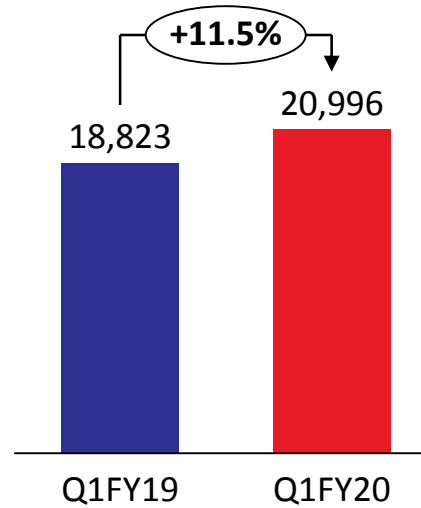
New Performance Surfactant capacity of 50,000 MTPA becomes operational in Q1FY20

# Volume: Q1FY20 Highlights (YoY)

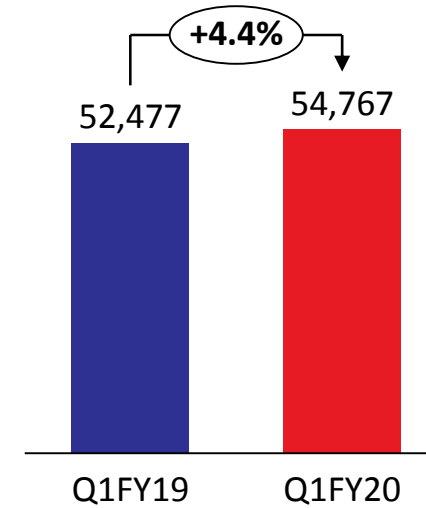
## Performance Surfactants



## Specialty Care Products



## Total Volume



Volume Highlights

India Market de-grew **-3.7%**



Africa Middle East Turkey de-grew by **-2.0%**



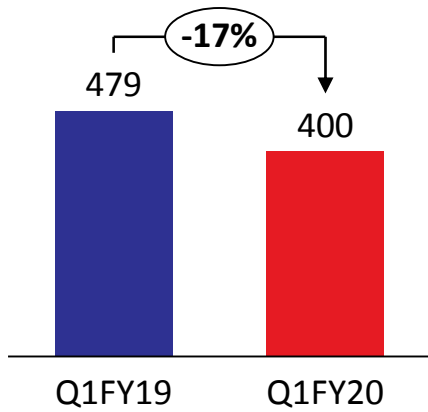
Rest of the World grew by **26.5%**



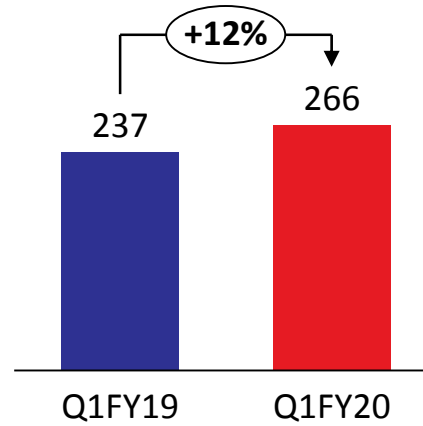
*Specialty care products momentum continued*

# Q1FY20 Highlights (YoY)

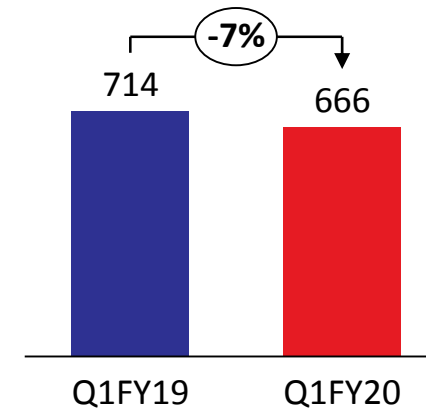
## Performance Surfactants



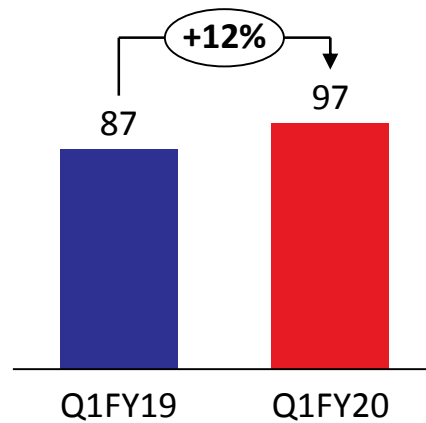
## Specialty Care Products



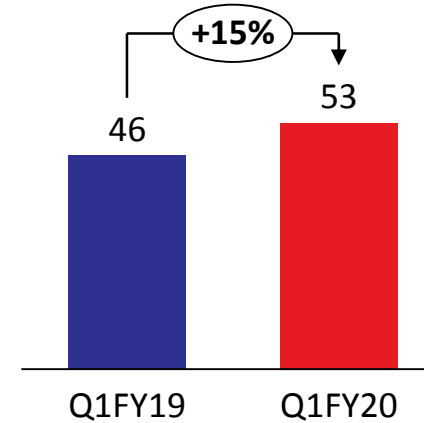
## Total Revenue<sup>^</sup>



## EBITDA<sup>^</sup>



## PAT



Revenue Highlights

Rs. In Crores

As per Ind AS

<sup>^</sup>Includes other Income

# Q1FY20 Consolidated Profit & Loss Statement

Particulars (Rs in Cr)	Q1FY20	Q1FY19	Y-o-Y	Q4FY19	Q-o-Q	FY19
Net Revenue from Operations	665.02	716.2	-7.1%	682.0	-2.5%	2,763.0
Other Income	1.3	-1.7		3.5		4.7
<b>Total Revenue</b>	<b>666.3</b>	<b>714.5</b>	<b>-6.7%</b>	<b>685.5</b>	<b>-2.8%</b>	<b>2,767.7</b>
Cost of Material Consumed	442.8	521.4		466.2		1,948.1
Employee's Benefits Expense	45.6	38.3		43.8		164.6
Other Expenses	80.5	67.7		76.7		296.9
<b>EBITDA</b>	<b>97.3</b>	<b>87.0</b>	<b>11.8%</b>	<b>98.8</b>	<b>-1.5%</b>	<b>358.1</b>
<b>EBITDA Margin</b>	<b>14.61%</b>	<b>12.18%</b>		<b>14.41%</b>		<b>12.94%</b>
Depreciation	14.9	12.6		12.9		51.2
<b>EBIT</b>	<b>82.5</b>	<b>74.5</b>	<b>10.7%</b>	<b>85.9</b>	<b>-3.9%</b>	<b>306.9</b>
Finance cost	6.0	7.7		7.9		30.0
<b>PBT</b>	<b>76.5</b>	<b>66.7</b>	<b>14.6%</b>	<b>78.0</b>	<b>-1.9%</b>	<b>276.9</b>
Tax expense	23.9	21.0		20.9		85.9
<b>PAT</b>	<b>52.6</b>	<b>45.7</b>	<b>15.0%</b>	<b>57.1</b>	<b>-8.0%</b>	<b>191.0</b>
<b>PAT Margin</b>	<b>7.89%</b>	<b>6.40%</b>		<b>8.33%</b>		<b>6.90%</b>
Other Comprehensive Income	-1.2	15.7		-3.3		18.3
<b>Total Comprehensive Income</b>	<b>51.3</b>	<b>61.4</b>	<b>-16.4%</b>	<b>53.8</b>	<b>-4.6%</b>	<b>209.3</b>
EPS	14.82	12.89		16.11		53.87

- Decline in revenue is primarily due to declining fatty alcohol prices. The same fell from an avg. rate of \$1,431/MT to \$1,160/MT YoY basis
- Average Forex rate in Q1FY20 was Rs. 69.51 per USD versus Rs 66.96 per USD in Q1FY19
- The forex movement had an estimated positive impact of Rs. 1.38 crores on the EBITDA in Q1FY20
- The other comprehensive income includes gain of 15.7 crores in Q1FY19 due to depreciating Rupee scenario, while current quarter reflects a loss of 0.94 crores of the total Rs 1.2 crores on appreciating Rupee

# Q1FY20 Standalone Profit & Loss Statement

Particulars (Rs in Cr)	Q1FY20	Q1FY19	Y-o-Y	Q4FY19	Q-o-Q	FY19
Net Revenue from Operations	470.7	516.9	-8.9%	492.3	-4.4%	1,996.4
Other Income	-1.1	8.4		3.8		35.9
<b>Total Revenue</b>	<b>469.6</b>	<b>525.2</b>	<b>-10.6%</b>	<b>496.0</b>	<b>-5.3%</b>	<b>2,032.3</b>
Cost of Material Consumed	317.4	385.6		341.6		1,432.7
Employee's Benefits Expense	24.6	20.0		23.7		87.3
Other Expenses	56.2	46.0		56.4		208.7
<b>EBITDA</b>	<b>71.4</b>	<b>73.6</b>	<b>-2.9%</b>	<b>74.4</b>	<b>-4.0%</b>	<b>303.5</b>
<b>EBITDA Margin</b>	<b>15.21%</b>	<b>14.01%</b>		<b>15.00%</b>		<b>14.93%</b>
Depreciation	9.39	7.1		7.5		28.7
<b>EBIT</b>	<b>62.0</b>	<b>66.5</b>	<b>-6.7%</b>	<b>66.9</b>	<b>-7.2%</b>	<b>274.8</b>
Finance cost	4.5	5.2		5.7		20.4
<b>PBT</b>	<b>57.6</b>	<b>61.3</b>	<b>-6.1%</b>	<b>61.2</b>	<b>-5.9%</b>	<b>254.4</b>
Tax expense	20.5	20.7		21.1		85.9
<b>PAT</b>	<b>37.1</b>	<b>40.6</b>	<b>-8.8%</b>	<b>40.1</b>	<b>-7.6%</b>	<b>168.5</b>
<b>PAT Margin</b>	<b>7.89%</b>	<b>7.74%</b>		<b>8.10%</b>		<b>8.29%</b>
Other Comprehensive Income	0.3	0.0		-0.6		-0.5
<b>Total Comprehensive Income</b>	<b>37.3</b>	<b>40.7</b>	<b>-8.2%</b>	<b>39.5</b>	<b>-5.5%</b>	<b>167.9</b>
EPS	10.45	11.46		11.31		47.51

# *Business Overview*



# Truly Indian MNC...



Leading manufacturer of  
Ingredient for Home &  
Personal care Industry (HPC)



Product applications across  
Mass, Mass-tige & Prestige  
range of Customers



GLOBAL + LOCAL = GLOCAL

Preferred supplier to leading  
Multinational, Regional &  
Local FMCG Brands



Brand Custodian



Globally Recognized



Integrated Across Full  
Value Chain of HPC  
Industry



Advanced portfolio of  
Innovative Products &  
Solutions



Proven Credentials in R&D

# ...Vertically Integrated in HPC Industry



**200+ Product Grades**



**7 Strategically Located  
Facilities with Inhouse Project  
Execution Capabilities**  
5 in India, 1 in Egypt, 1 in US



**Extensive R&D Capabilities**  
74 Members, R&D Centre, Pilot  
Plant, Product Application  
Centre;



**Indigenous  
Intellectual property**  
62 Approved; 23 Applied



**Serving  
1750+ Clients**



**Presence across  
75+ countries**



**Sustainability - A way of  
Life**

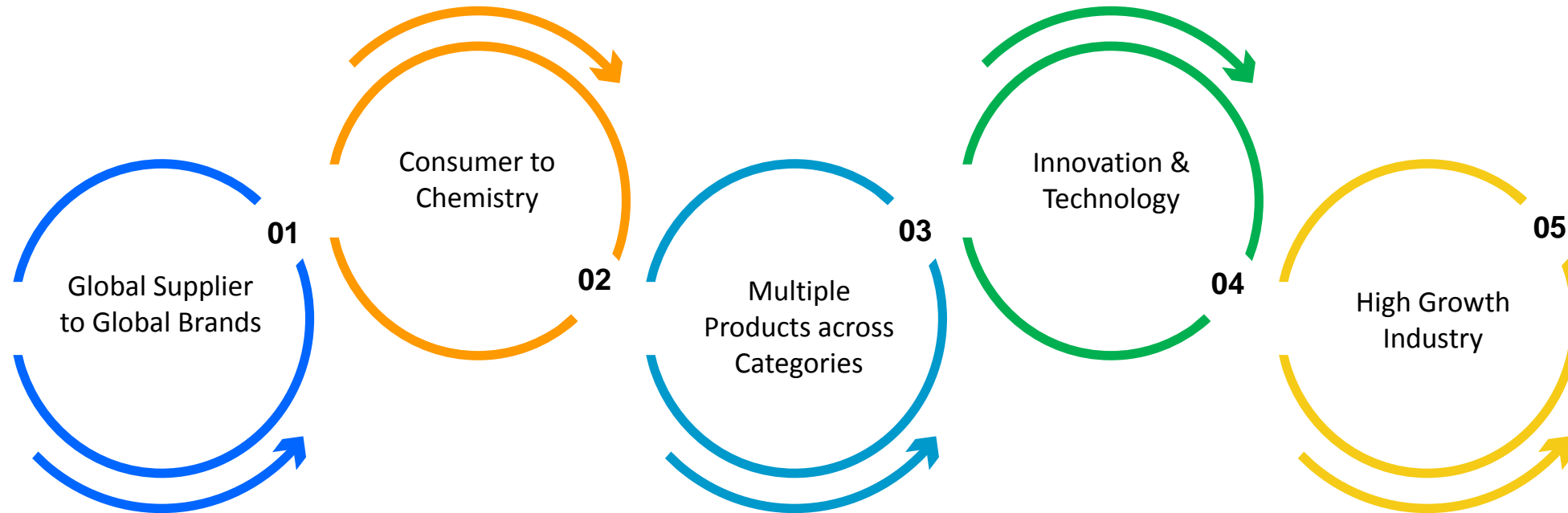


**1400+ Employees across  
all our Facilities**



# We grow faster than HPC FMCGs

India's Largest Manufacturer of Oleochemical based Surfactants and Speciality Care Products for Home Care and Personal Care Industries (HPC)



# Our growth trajectory over Three Decades

**1986:** Incorporation of Company  
**1984:** New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens

**1994:** New plant set up at Tarapur  
**1995:** Acquisition of Galaxy Chemicals  
**1997:** Sulfonation plant Setup at Taloja and Research Centre at Navi Mumbai  
**1998:** Commissioning of new plant in Taloja

**2004:** setting up of EOU at Taloja  
**2009:**

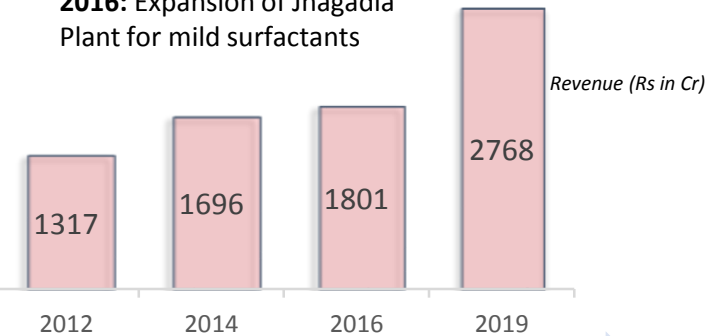
- Acquisition of Tri-K Industries
- Galaxy Chemicals Egypt S.A.E. & Rainbow Holdings GmbH became step down subsidiary

**2011:** Commissioning of Egypt and Jhagadia Plants  
**2014:** Purchase of business of Surfactants International LLC  
**2016:** Expansion of Jhagadia Plant for mild surfactants

1980 1984 1988 1990

1992 1994 1998 2000

162 322 382 589  
 2004 2007 2008 2010



## 1980-1990

## 1990-2000

## 2000-2010

## 2010 - 2019

### IMPORT SUBSTITUTION

### INDIA GROWTH PHASE

### EXPORT GROWTH PHASE

### GLOBAL ESTABLISHMENT

- Established credentials in surfactants/ specialty ingredients space
- Due to high import duties, personal care products were considered luxury goods Galaxy was a strong supplier for import substitution
- Developed a solid R&D base

- Post Economic Liberalisation, market for personal care products grew substantially
- Galaxy emerged as a strong player
- Grew exponentially led by strong innovation capabilities
- Focused on capturing the domestic market and large customer accounts
- Set up capacities to cater to the emerging requirements

- Strategic shift with focus on Global markets expansion
- Made investments to acquire manufacturing facilities at USA, Egypt and established international offices
- Increased share of revenue from international business

- Dominant Share in India
  - Increased Global Participations
  - Supplier Recognitions (Global)
  - Strong R&D Capability
  - Customer Partnership
  - IPO – listing of the company on BSE and NSE
- Accepted as Global Vendor benchmarked with best International peers**

# Our focus is Personal & Home Care Segment

## Hair Care

Shampoos  
Conditioners  
Colorants  
Styling Gels



## Oral Care

Toothpaste  
Tooth powder  
Mouth wash



## Home Care

Carpet Cleaner  
Toilet Cleaner  
Detergents  
Fabric Cleaner  
Glass / Floor Cleaner



Mass

Mass -tige

Prestige

Serving needs across Consumer Segments

Mass

Mass -tige

Prestige

## Skin Care

Sun care  
Fairness Creams  
Moisturizing Creams  
Anti-ageing Creams



## Cosmetics

Nail Polish  
Lip Colors  
Foundations



## Toiletries

Toilet Soaps / Body wash  
Shaving Cream / Lotions



# ... with over 200 Product Offerings

## Performance Surfactants

Anionic Surfactants

FAES, FAS, LABSA

Non-Ionics Surfactants

Ethoxylates

Amphoteric Surfactants

Betaines

Cationic Surfactants

Quats

UV Filters

Sunscreen Agents (OMC, OCN & Others)

Preservatives, Preservative Blends

Phenoxyethanol, Preservative Blends, Surfactant Blends

Speciality Ingredients

Mild Surfactants (MS), Proteins and Syndet & Transparent Bathing Bar Flakes

Fatty Alkanolamides (FA) and Fatty Acid Esters (FAE)

Other Care Products

Conditioning Agents, Polyquats & Amine Oxides

## Consumer Benefits

- ✓ Foam and Dirt removal properties
- ✓ Cosmetics and Personal care products as emulsifiers and solubilisers
- ✓ Dermatological properties to reduces skin irritation
- ✓ Effective conditioning aids: substantively to hair and antimicrobial properties
- ✓ Absorb or block the harmful radiation, Mild for the skin with Moisturizing
- ✓ Reduced toxicity & prevent spoilage
- ✓ MS: Cleanse adequately without compromising basic function of skin
- ✓ Protein: cosmetic industry for conditioning, protection and strengthening of hair/skin, anti-irritancy, moisturization etc
- ✓ FA & FAE: Foam, viscosity boosters and pearlizer in a formulation
- ✓ Improves the quality of another material also called as moisturizers, conditioning benefits to the hair etc

## Speciality Care Products

Bifurcation is only for Investor community as every product has different functionality

## Performance Surfactants

## Speciality Care Products

### About Product



#### “Substantive Raw Material in Customer’s End-products”

#### “Unique Functionality to Customer’s End-products”

- Products are functional in nature where End-consumer require foaming & cleansing
- Large volume consumption in all rinse-off formulations
- Products are Pulled by FMCG as it is required due to impulse buying from end consumer

- Niche & Premium products
- Low volume consumption
- Oligopolistic for most products
- Low penetration due to its unique application

### No. of Products



45 products

155+ products

### Revenue Mix



60%

40%

# Our Global Footprints

**USA: TRI-K Industries-100% owned**

	Manufacturing	✓
	R&D	✓
	# Plants	1
# Employees icon"/>	# Employees	69
	Marketing office	✓

**USA**  
TRI K Industries

**Netherlands**



**Turkey**



**China**

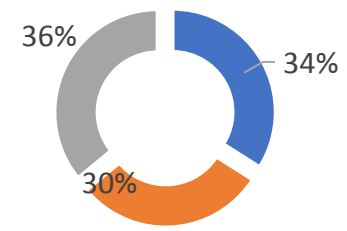


**Global Headquarters**

**Egypt**  
Galaxy Chemicals (Egypt) S.A.E.

**India**

**Q1FY20: Revenue Breakup**



■ India ■ AMET ■ RoW

**Egypt: 100% owned\***

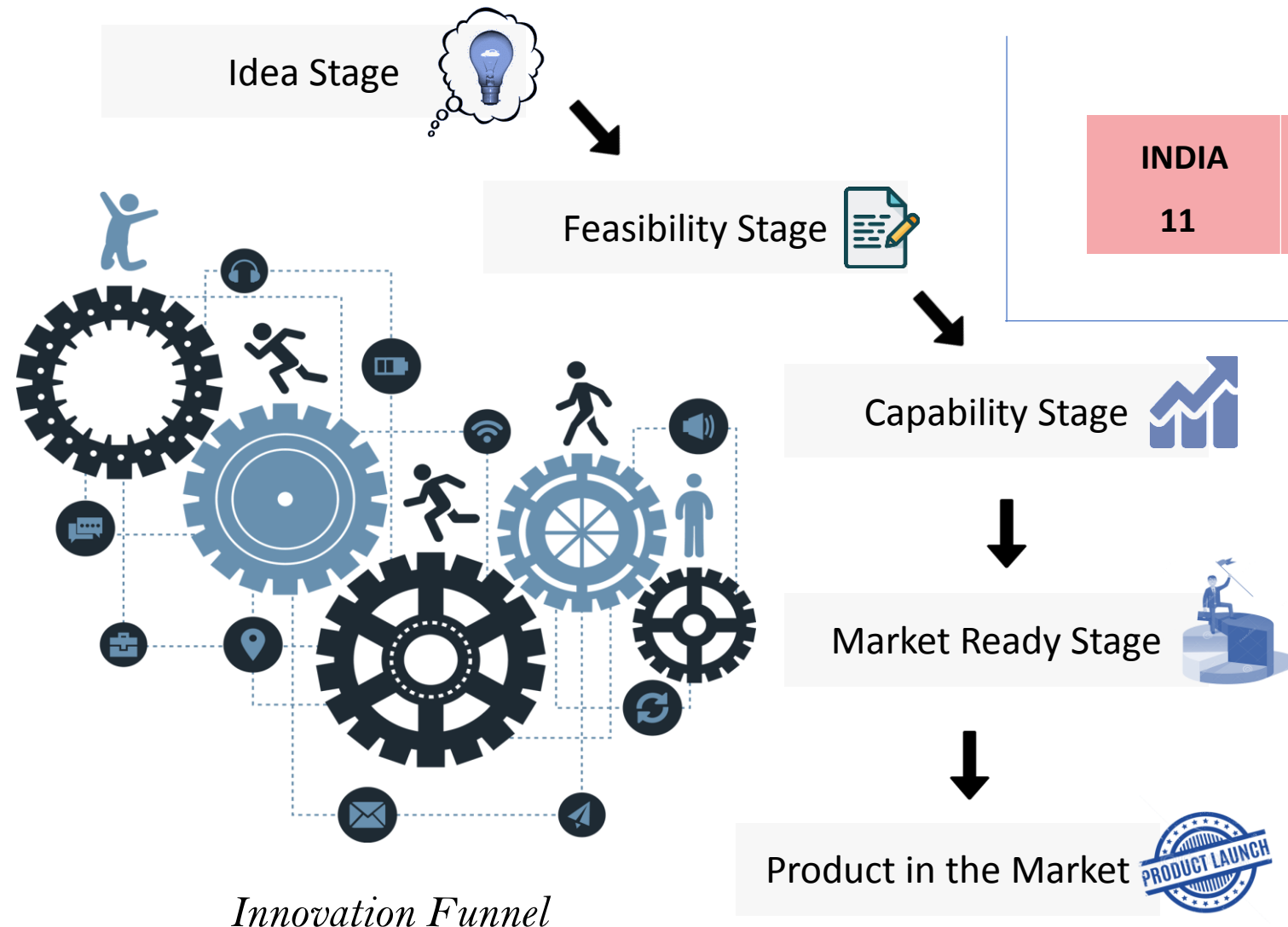
	Manufacturing	✓
	R&D	✗
	# Plants	1
# Employees icon"/>	# Employees	150
	Marketing office	✗

**India: Parent Entity**

	Manufacturing	✓
	R&D	✓
	# Plants	6
# Employees icon"/>	# Employees	1,187
	Marketing office	✓

*Presence in High Growth & Matured Markets*

# “Consumer to Chemistry”: Creation of Products

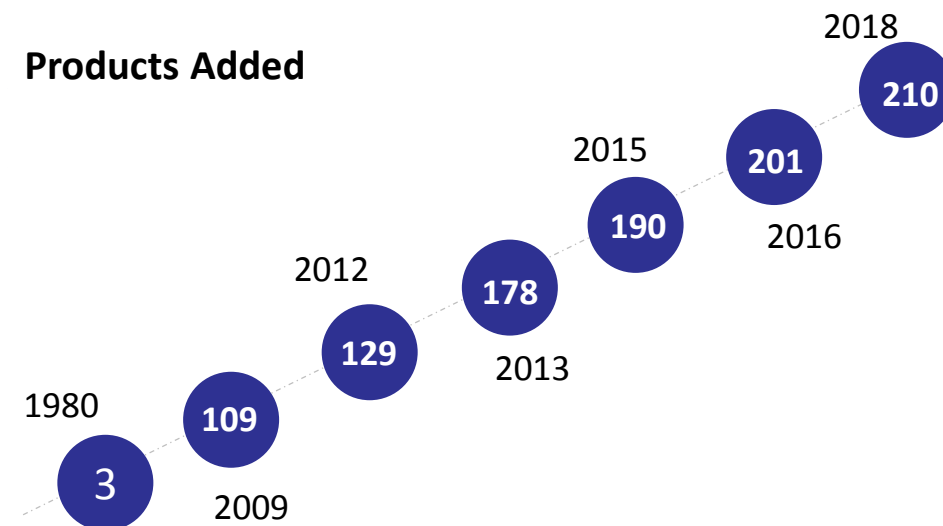


62 approved Patents and 23 applied

INDIA	USA	EUROPE	ROW	GLOBALLY Applied
11	14	4	6	23

62 Patents since 2002	23 Patent application pending	R&D spend of INR 60+ Cr in 17-19	New product grades, process, efficiencies
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Products Added



# ...with World-class R&D facilities

Collaborative product development with Customers which helps Customers in choosing **“Right Technology with Right Application”**

Inhouse R&D Team of 74 professionals comprising of doctorates, chemists and engineers




Well-Equipped R&D Centre, Pilot Plant at Tarapur, Maharashtra; Product applications centre for proteins at Denville, USA

Innovation Funnel (adopted in 2007) to consistently diversify product offerings, meet customer needs and consumer trends





# State-of-the-art Manufacturing Facilities

Location	No. of Units	Installed Capacity	Details
 <p>Tarapur, Maharashtra</p>	3	33,647 MTPA	<ul style="list-style-type: none"> <li>✓ 1 pilot plant for scale up and commercialisation of new products rolling out from R&amp;D activities</li> <li>✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai</li> </ul>
 <p>Taloja, Maharashtra</p>	1	153,741 MTPA	<ul style="list-style-type: none"> <li>✓ One of the largest sulfation facilities in India</li> <li>✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai</li> </ul>
 <p>Jhagadia, Gujarat*</p>	1	131,000 MTPA	<ul style="list-style-type: none"> <li>✓ Located close to raw material source ethylene oxide</li> </ul>
<p>Suez, Egypt*</p>	1	117,500 MTPA	<ul style="list-style-type: none"> <li>✓ Located in the Attqa Public Free Zone, exempt from all direct and indirect taxes</li> <li>✓ Access to the Suez Canal, can address AMET, Europe and Americas (North and South) markets</li> </ul>
<p>New Hampshire, USA</p>	1	600 MTPA	<ul style="list-style-type: none"> <li>✓ Step-down Subsidiary - Tri-K Industries owns and operates for different grades of proteins for cosmetic applications</li> </ul>

*\*Environmental clearances for expansion and additional land available at Jhagadia and Suez plants*

1750+ Clients across 75+ Countries



& Many more...

Long term strategic relationship with all of the top 10 customers  
Strict qualifications and extensive collaboration with customers for end-product development

FY19: Revenue Contribution  
**MNC Customers: 56%**  
**Regional Players: 10%**  
**Local & Niche Player: 34%**

Through Innovation funnel,  
Demonstrated Engineering &  
Technical excellence

All FMCG Protocols  
accomplished by us which  
helped to create Decade old  
partners

Of basket of 200+ products,  
clients has various  
requirement with different  
quantity with different pricing  
mechanism

Galaxy has created Integrated  
Value chain for long lasting  
relationship

# Awards & Certifications: True recognition of Capabilities

<p>Recognition from Clients</p>	 <p>“Certificate of Excellence in Samyut”, 2017</p>	 <p>“Best Supply Partner”, 2015 “Winning through Innovation” at the Partner to Win, 2012 Awards  “Innovation Award” for Green Catalyst and Sustainability at the Partner to Win, 2014 Awards</p>	 <p>Award of Global Performance” for L’Oréal Asia Pacific 2012 “Certificate of Appreciation”, 2008   <p>“Certificate of Recognition”, 2014</p> </p>	 <p>2018 Long Standing Partner Award Best Reliable Partner Award Best Value Addition Award   <p>Certificate of Appreciation For valuable association as a Business Partner</p> </p>
<p>Innovation Zone</p>	 <p>Received Gold Medal for “Galsoft GLI21”, Organized by HPCI, ISCC and SOFW</p>	 <p><b>Iconic Company</b> Indian HPC Industry Association   <p><b>CHEMEXCIL</b></p> </p>	<p>“Gold Award”, Castor Oil and Specialty Chemicals Panel for export performance in large scale sector for the years 2011-2012, 2012-2013 and 2015-2016. Trishul Award in 2017 for the outstanding export performance</p>	 <p><b>Various ISO Certification</b>   <p><b>EcoVadis</b> Galaxy Group   <p><b>Responsible Care, India</b> OUR COMMITMENT TO SUSTAINABILITY</p> </p></p>
<p>Certifications</p>	 <p>“Great Place to Work” for the Fiscal 2017-2018</p>	 <p>“Silver Medal” in India Green Manufacturing Challenge 2016 for Jhagadia unit</p>	 <p>“Certificate of Appreciation” in occupational safety &amp; health by National Safety Council of India for Taloja Plant, 2011</p>	 <p>Japan Institute of Plant Maintenance “Special Award for TPM Achievement”, 2008   <p>Chamber of Commerce and Industry “Certificate of Merit 2008 – Manufacturing Category” in the IMC Ramkrishna Bajaj National Quality Award 2008“</p> </p>

# Accolades Received during FY19

Recognition from Clients



“Outstanding Contribution to PARTNER TO WIN” by Unilever during ACI-2019 conference



“Emerging Business Partner - 2018” awarded by Abbott at Samanvay 2018 event



Awards received

**ICIS Innovation Award 2018**

**Best Process Innovation**

for our “Green Process for the manufacture of Amino Acid Surfactants”

**Innovation Award**

**Best Ingredient Award- SILVER**

at HPCI 2019, Mumbai, for our product ‘Galguard NT’

**CHEMEXCIL**

**Trishul Award –**

for the year 2016, awarded in Apr 2018

Certifications

ISO 14001:2015

for GCE and Jhagadia

OHSAS 18001:2007

for GCE and Jhagadia

RSPO MB and SG models for GSL

ISO 9001:2015

for GSL all sites and for GCE

Cosmetic GMP

(ISO 22716:2007) for Jhagadia

4-pillar SMETA for Tarapur (M3 and G59), Taloja and GCE



# Management Team on Board



**Mr. Unnathan Shekhar**  
**Promoter, Managing Director**

- Associated with Company since 1986
- Chemical Engineer, PGDM from IIM, Calcutta



**Mr. Natarajan K. Krishnan**  
**Executive Director, Chief Operating Officer**

- Associated with Company since 1993
- CWA, Advanced Management Program from Harvard Business School



**Mr. Kasargod Ganesh Kamath**  
**Executive Director (Finance), Chief Financial Officer**

- Associated with Company since 2004
- Qualified CS, CWA and LL.B, over 20 years of experience



**Dr. Nirmal Koshti**  
**Non-Executive Director**

- Associated with Company since 1986
- Ph. D. in Organic Chemistry (University of Bombay); Extensive post-doctoral research experience



**Mr. Vaijanath Kulkarni**  
**Non-Executive Director**

- Associated with Company since 1995
- Chemical Engineer
- Currently, MD of Galaxy Chemicals (Egypt) S.A.E

# Along with Guidance of Senior Board Members



**Mr. Shekhar Ravindranath Warriar**  
Chairman, Non-Executive Independent Director

- Associated with Company since 2007
- More than 30 years with Unilever, India in various capacities



**Mr. Gopalkrishnan Ramakrishnan**  
Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA and CS



**Mr. Shashikant R. Shanbhag**  
Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA



**Mr. Subodh S. Nadkarni**  
Non-Executive Independent Director

- Associated with Company since 2002, 30 years+ experience
- Qualified CA and CS, prior associations with Godrej and Sulzer



**Mr. Uday Kamat**  
Non-Executive Additional Director

- Associated with Company for 15+ years
- Qualified CA and Cost Accountant, (ICWA)



**Mr. Melarkode G. Parameswaran**  
Non-Executive Independent Director

- Associated with Company since 2005
- Chemical Engineer from IIT Madras; PGDM from IIM Calcutta; PhD from Mumbai University



**Ms. Nandita Gurjar**  
Non-Executive Independent Director

- Associated with Company since 2015
- Over 20 years of experience in the field of IT and Human Resource

# The 4 Cs: Our Core Strength



## CHARACTER

Transparent & Open, Respect & Value People, Dreaming & Envisioning , Conducting Business with Integrity



## COMPETITIVENESS

Adhering to Global Quality Standards, Supplying Customers Globally, Agile & Nimble Footedness



## COMPETENCE

Talented Team which proactively meets Complex & Changing Business Needs



## COMFORT

Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency



# *High Growth Industry*





# Personal & Home Care: Stable & Non-Cyclical Industry



**Personal Care and Cosmetics Market**



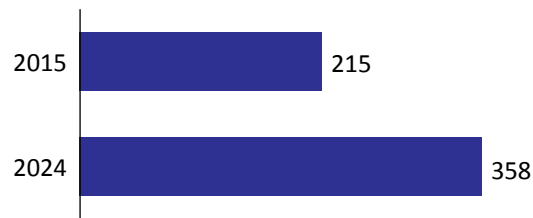
**Household Cleaning Market**



**Personal Care and Cosmetics Market**



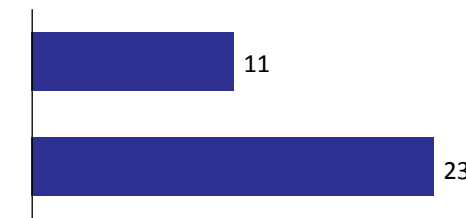
**Household Cleaning Market**



**5.8%  
CAGR**



**3.3%  
CAGR**



**7.9%  
CAGR**



**7.2%  
CAGR**

*Galaxy has a strong presence in High Growth Markets of India and AMET Regions*

# Within Surfactants – Personal Care is fastest Growing Segment

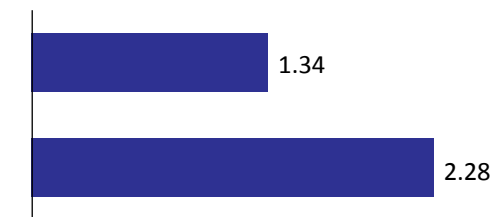
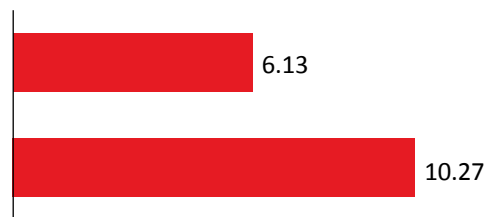
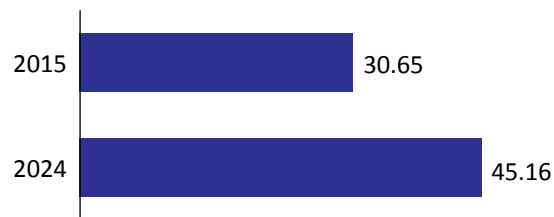
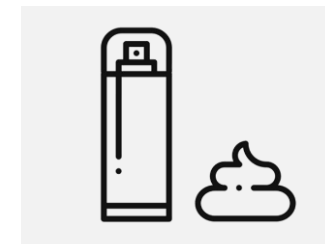
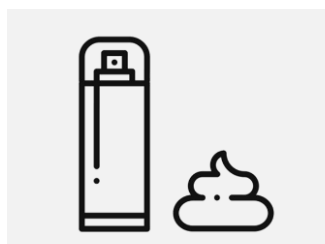


Surfactants Market

Personal Care Surfactants Market

Surfactants Market

Personal Care Surfactants Market



**4.4%**  
CAGR

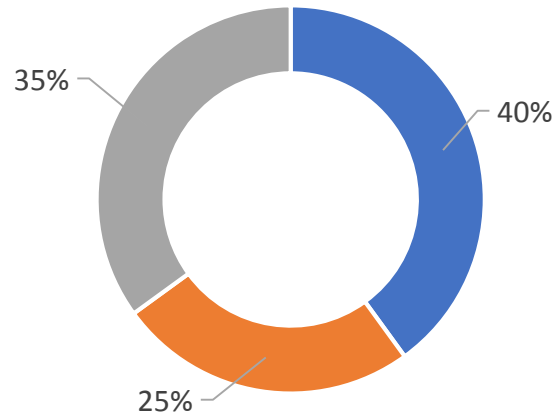
**5.9%**  
CAGR

**6.1%**  
CAGR

**7.8%**  
CAGR

# Within Specialty – Personal Care Ingredients has largest Growth Potential

**Global Personal Care Ingredients:  
USD 14-18 billion**



■ Differentiated SCIs ■ Commodities ■ Fine Chemicals

**~15-20% Market Share**  
in  
**Global HPC Phenoxyethanol**  
Market

UV Absorbers  
Sunscreen

- Global sun care (of which 80% is sun protection) is a USD 11 bn market and is estimated to touch USD 12.3 bn by 2021

Preservatives &  
Preservative Blends

- Preservatives blends are special customized formulations of preservatives. The preservative blends market was valued at USD 133.5mn in 2017 and is expected to grow at a CAGR of 6% to USD 210 mn by 2024

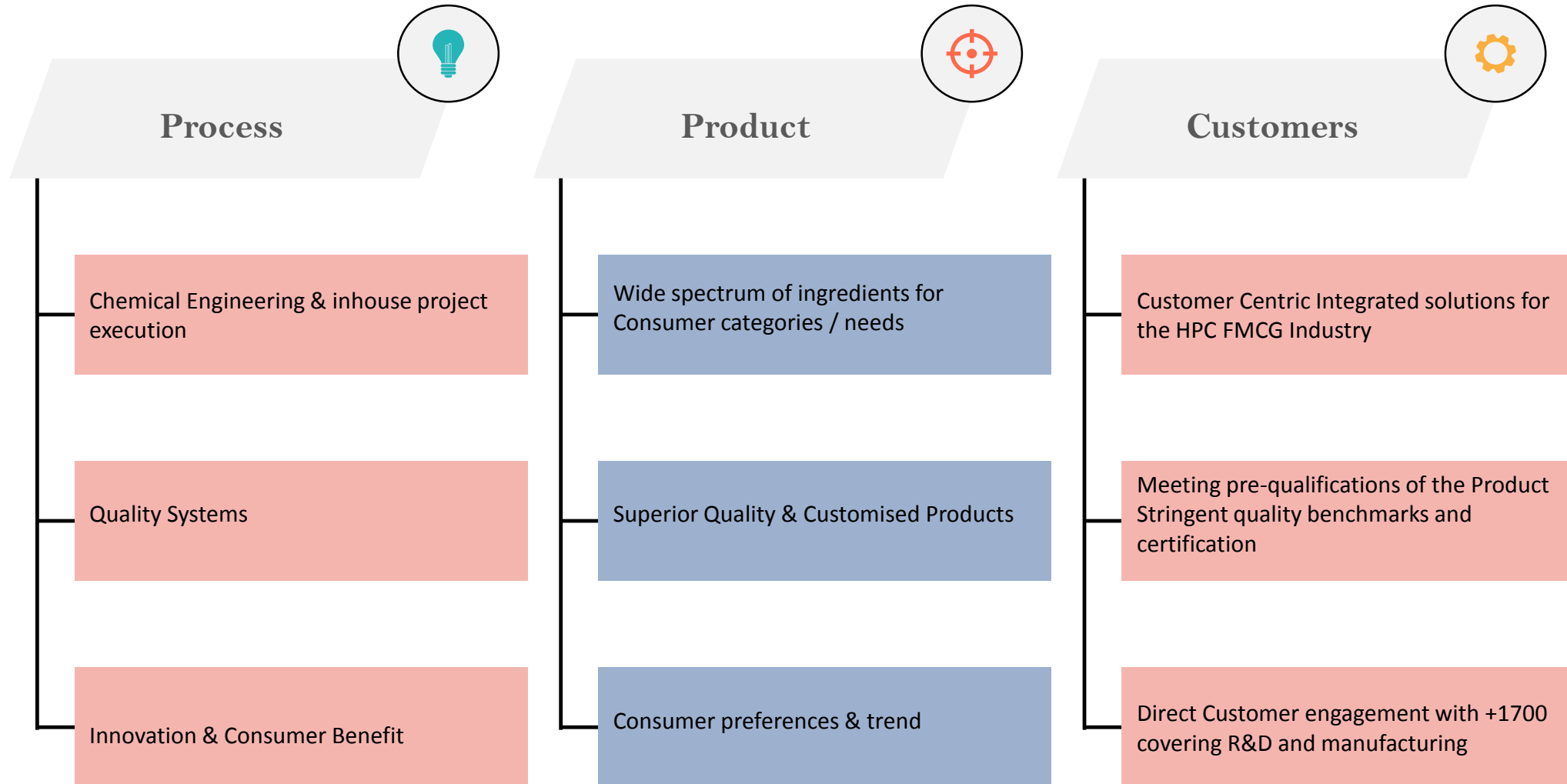
Mild Surfactants

- Surfactants milder than Traditional Agents are known as Mild Surfactants. These have been shown to cleanse adequately without compromising the skin's basic function



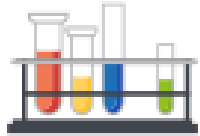
## *Growth Strategy*

# Personal & Home Care: High Entry Barrier Businesses



# Our Growth Vision

## Sales Optimization



Increased focus on high margin products in both the categories

## R&D and Innovation



Continue to focus on R&D and Product Innovation as a part of **“Consumer to Chemistry Approach”**

## Customer Wallet share



Increase Wallet Share with Existing Customers and Continued Focus to Expand Customer Base

## Market Strategy



Mutually Complimentary Two-pronged Strategy to drive growth in both Emerging and Matured Market

## Profitability



Improve Financial Performance through Sales Optimization, Operational Efficiencies & Functional Excellence



## *Financial Performance*

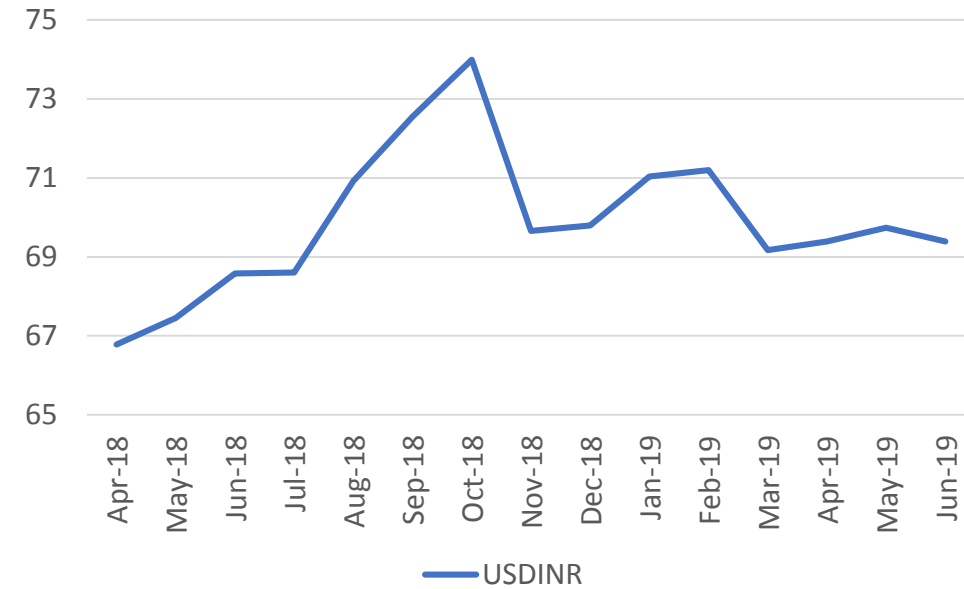
# Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)

INR / USD Prices

LA Price

USDINR

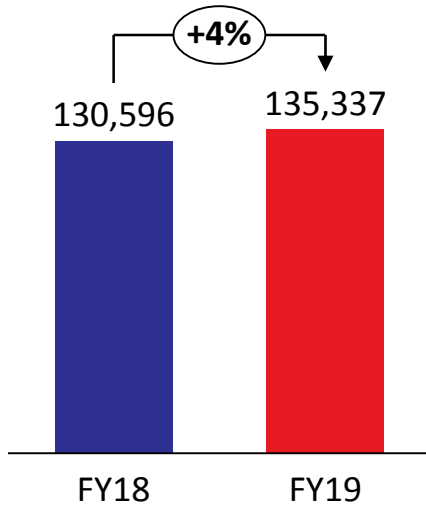


... through Robust Risk Management Practices

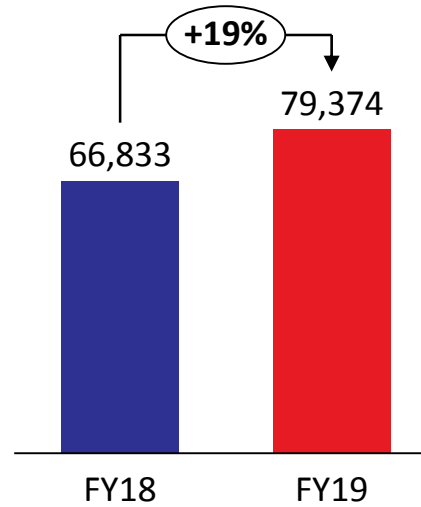


# Volume: FY19 Highlights (YoY)

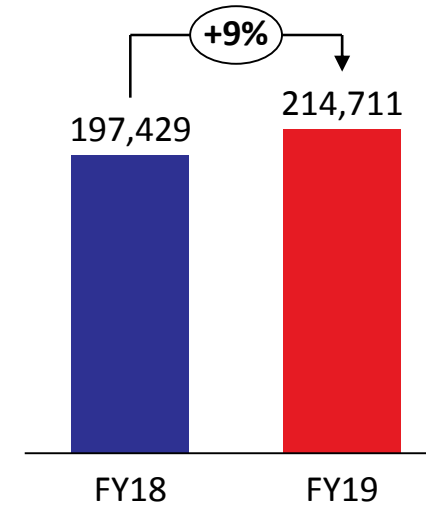
## Performance Surfactants



## Specialty Care Products



## Total Volume



India Growth **12%**



Africa Middle East Turkey de-grew by **-5%**



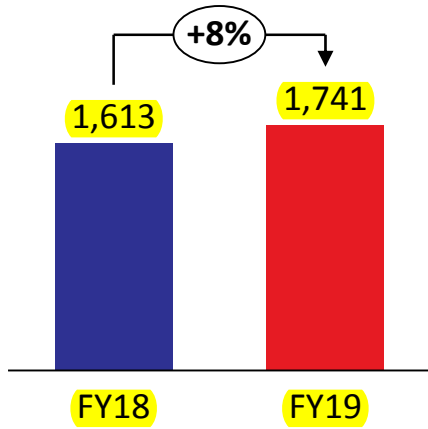
Rest of the World grew by **29%**



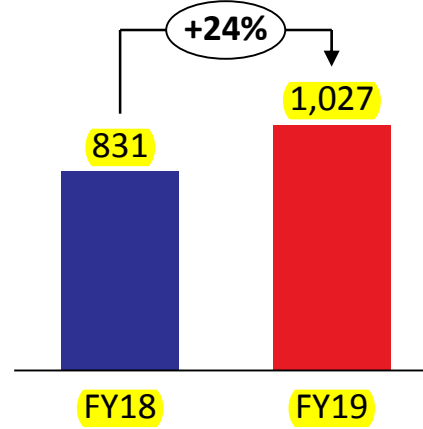
*AMET Markets decline recouped by high growth in Specialty care products*

# FY19 Highlights (YoY)

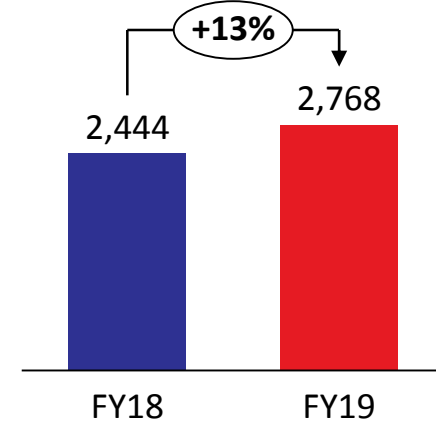
## Performance Surfactants



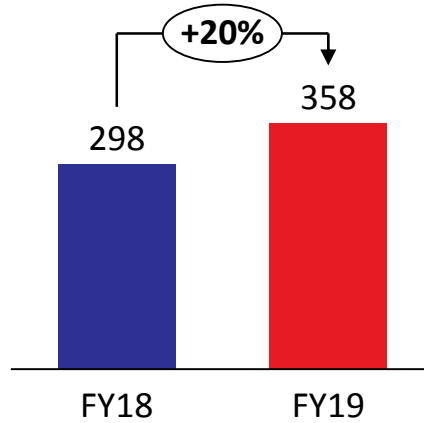
## Specialty Care Products



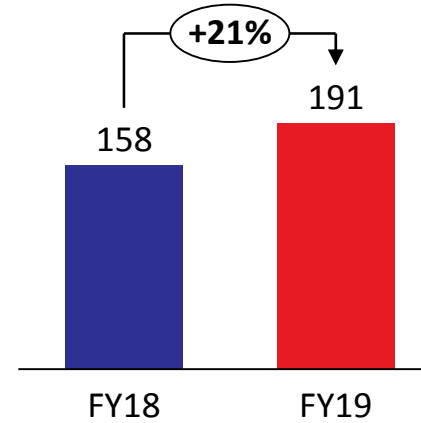
## Total Revenue<sup>^</sup>



## EBITDA<sup>^</sup>



## PAT



Revenue Highlights

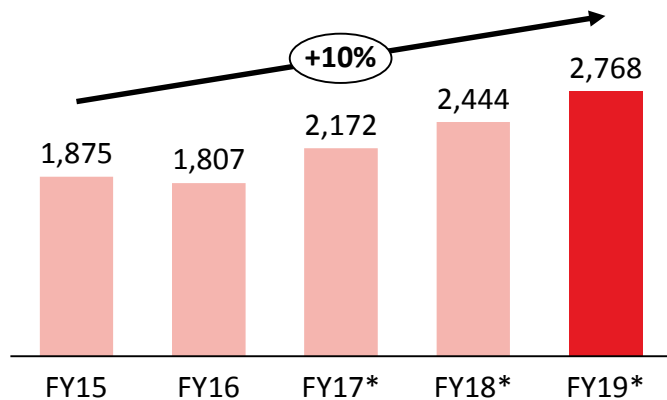
Rs. In Crores

As per Ind AS

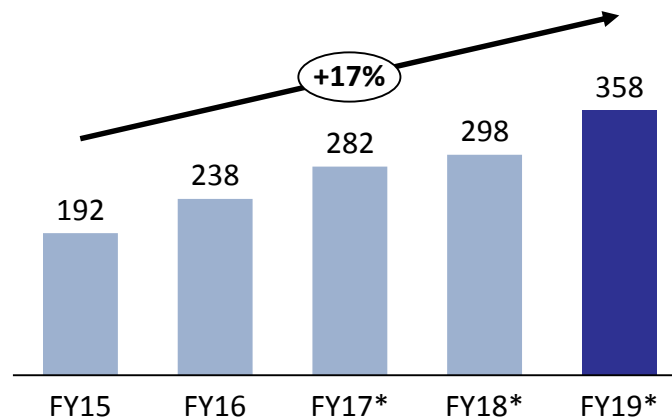
<sup>^</sup>Includes other Income

# Our Performance Highlights

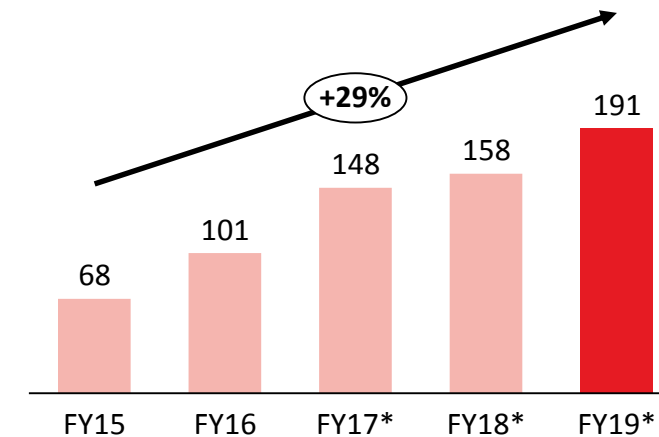
Revenue^ (Rs. In Crs)



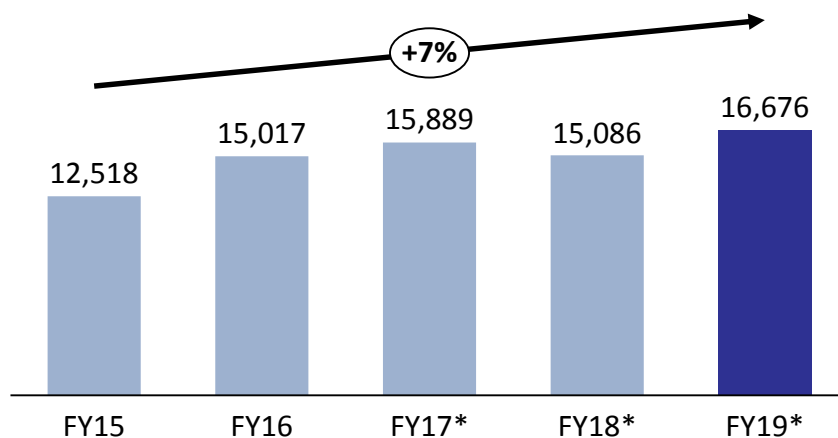
EBITDA^ (Rs. In Crs)



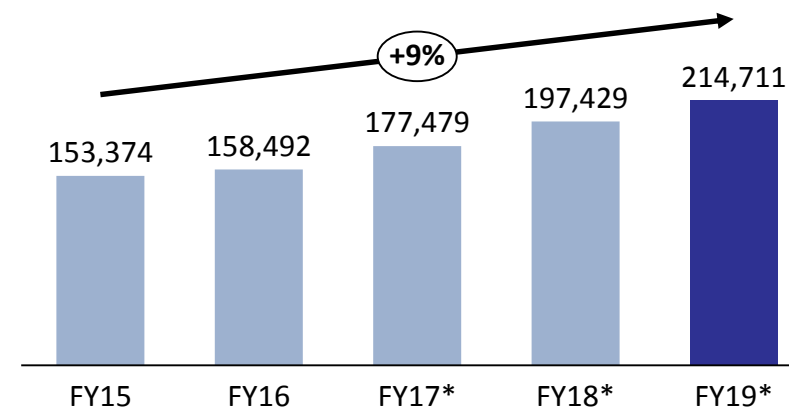
PAT (Rs. In Crs)



EBITDA per tonne



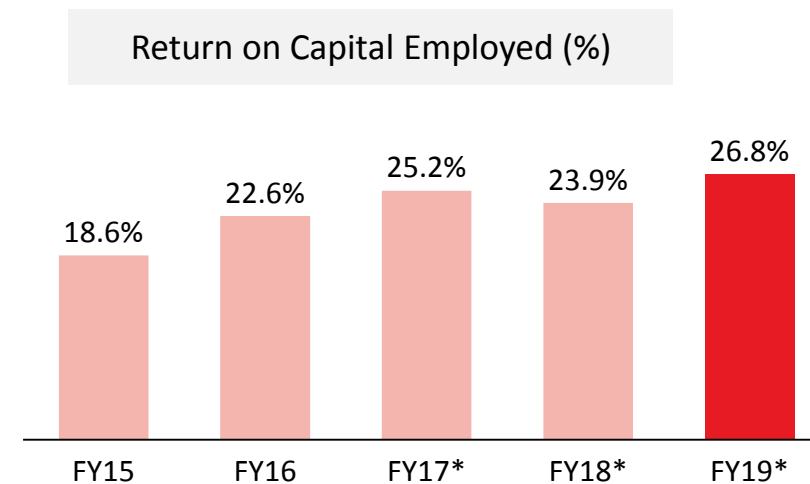
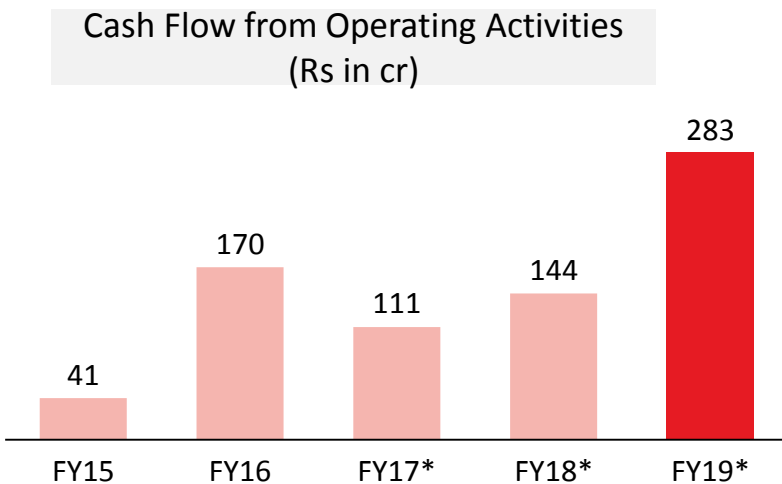
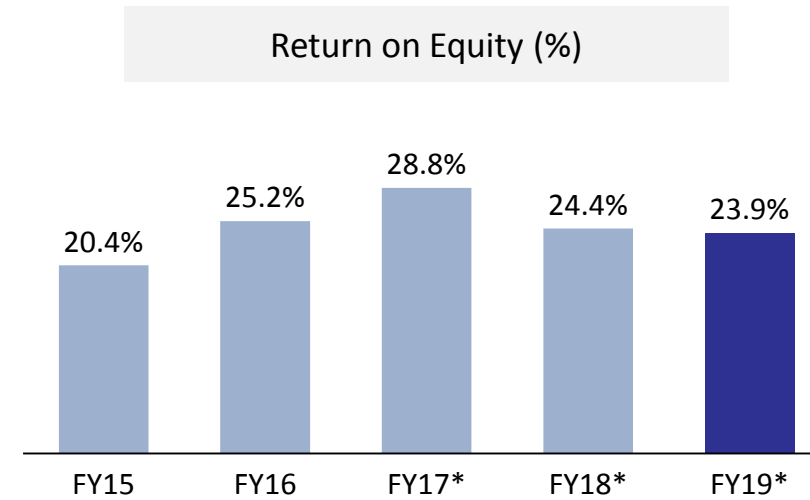
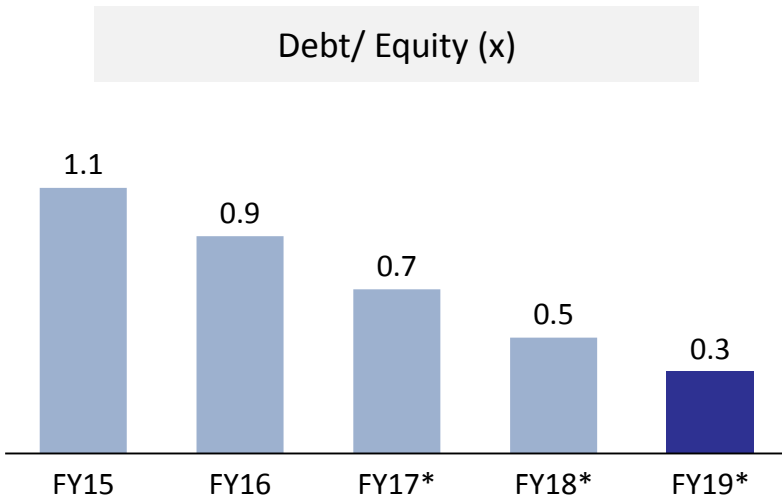
Total Volume Growth



\*As per Ind AS rest as per Indian GAAP

^Includes other Income

# Our Balance Sheet Strength



\*As per Ind AS rest as per Indian GAAP

# Consolidated Balance Sheet

Particulars (Rs. In Crores)	March'19	March'18
<b>ASSETS</b>		
Property, Plant and Equipment	511.2	439.9
Capital work-in-progress	82.6	24.9
Goodwill	2.5	2.4
Intangible Assets	5.0	4.5
<b>Financial Assets</b>		
(i) Investments	0.0	0.1
(ii) Loans	6.9	5.7
(ii) Other financial assets	1.9	1.1
Deferred Tax Assets (Net)	4.9	3.4
Income Tax Assets (Net)	8.0	10.5
Non-current tax assets	47.6	44.0
<b>Total Non-Current Assets</b>	<b>670.6</b>	<b>536.5</b>
<b>Current Assets</b>		
Inventories	351.3	345.6
<b>Financial Assets</b>		
(i) Trade receivables	426.8	418.2
(ii) Cash and cash equivalents	25.0	27.1
(iii) Bank Balances other than cash and cash equivalents	0.7	0.5
(iv) Loans	3.7	4.3
(v) Other Financial Assets	3.0	5.0
Other Current Assets	86.9	118.1
<b>Total Current Assets</b>	<b>897.4</b>	<b>918.9</b>
<b>TOTAL ASSETS</b>	<b>1,568.0</b>	<b>1,455.4</b>

Particulars (Rs. In Crores)	March'19	March'18
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	841.3	683.3
<b>Total Shareholders Fund</b>	<b>876.7</b>	<b>718.8</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	89.2	72.2
(ii) Other Financial Liabilities	0.3	0.3
Provisions	10.0	6.1
Deferred Tax Liabilities (Net)	32.0	27.7
Other non-current liabilities	0.8	0.9
<b>Total Non Current Liabilities</b>	<b>132.3</b>	<b>107.2</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	164.0	219.7
(ii) Trade Payables	305.9	327.8
(iii) Other Financial Liabilities	71.5	60.0
Other Current Liabilities	8.5	17.8
Provisions	4.1	4.1
Current Tax Liabilities (Net)	5.1	0.1
<b>Total Current Liabilities</b>	<b>559.0</b>	<b>629.4</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,568.0</b>	<b>1,455.4</b>

# Standalone Balance Sheet

Particulars (Rs. In Crores)	March'19	March'18
<b>ASSETS</b>		
Property, Plant and Equipment	354.2	277.9
Capital work-in-progress	40.2	18.5
Goodwill	0	0
Intangible Assets	5.0	3.2
<b>Financial Assets</b>		
(i) Investments	256.5	223.1
(ii) Loans	5.3	4.1
(ii) Other financial assets	1.3	0.7
Deferred Tax Assets (Net)		
Income Tax Assets (Net)	8.0	7.2
Non-current tax assets	45.5	43.8
<b>Total Non-Current Assets</b>	<b>715.8</b>	<b>578.5</b>
<b>Current Assets</b>		
Inventories	209.7	222.5
<b>Financial Assets</b>		
(i) Trade receivables	306.5	330.1
(ii) Cash and cash equivalents	3.9	1.9
(iii) Bank Balances other than cash and cash equivalents	0.7	0.5
(iv) Loans	3.5	3.4
(v) Other Financial Assets	3.8	5.5
Other Current Assets	62.9	95.4
<b>Total Current Assets</b>	<b>590.9</b>	<b>659.4</b>
<b>TOTAL ASSETS</b>	<b>1,306.7</b>	<b>1,237.9</b>

Particulars (Rs. In Crores)	March'19	March'18
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	747.1	630.4
<b>Total Shareholders Fund</b>	<b>782.5</b>	<b>665.9</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	89.2	67.9
(ii) Other Financial Liabilities	0.3	0.3
Provisions	10.0	6.1
Deferred Tax Liabilities (Net)	41.3	29.2
Other non-current liabilities	0.5	0.5
<b>Total Non Current Liabilities</b>	<b>141.2</b>	<b>103.9</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	28.5	102.7
(ii) Trade Payables	274.3	299.4
(iii) Other Financial Liabilities	66.2	50.9
Other Current Liabilities	6.0	11.0
Provisions	3.7	4.0
Current Tax Liabilities (Net)	4.4	0.0
<b>Total Current Liabilities</b>	<b>382.9</b>	<b>468.1</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,306.7</b>	<b>1,237.9</b>

Thank  
You

**Company :**



CIN No: L39877MH1986PLC039877

Mr. Paritosh Srivastava

Email: [Paritosh.Srivastava@galaxysurfactants.com](mailto:Paritosh.Srivastava@galaxysurfactants.com)

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

**Investor Relations Advisors :**

**SGA** Strategic Growth Advisors

CIN - U74140MH2010PTC204285

Ms. Neha Shroff / Mr. Shrikant Sangani

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