

Galaxy Surfactants Ltd.

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: GALAXYSURF

BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001

Scrip Code: 540935

Sub: Investor presentation on Audited Financial Results for the quarter and financial 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 Investor Presentation 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

Niranjan Ketkar Company Secretary M. No. A20002

encl: as mentioned above

Regd. Office:

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Website: www.galaxysurfactants.com











Galaxy Surfactants Ltd.









Safe Harbor



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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.





FY18 Performance Highlights

Successful Listing on the Stock Exchanges





February 2018

Listing of Galaxy Surfactants Limited

■ IPO subscribed: 19.76X

• FY18 Revenue: Rs 2,444.0 Cr

■ FY18 EBITDA Margin: 12.2%

• FY18 PAT Margin: 6.5%

Galaxy Surfactants Listing done at Valuation of $\sim Rs.~5,200~Cr$ on 8^{th} February 2018

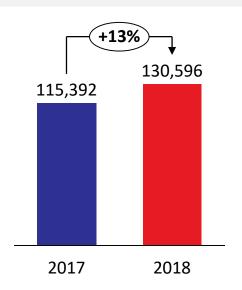


Volume Highlights

FY18 Performance Highlights



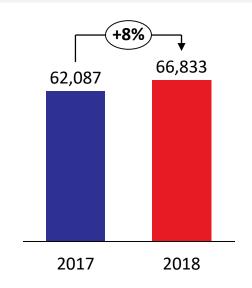
Performance Surfactants



India Growth 14.0%



Specialty Care Products

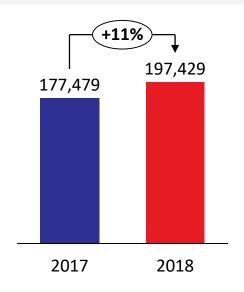


Africa Middle East Turkey 11.2%



All Product Categories have exhibited growth





Rest of the World 7.2%





FY18: Key Developments



Domestic (India) Business records better than Market growth rate

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

USFDA has concluded the inspections for both the M3 and N46 plants at Tarapur and the inspection stands closed

Increasing Market Share in the growing markets of India and AMET. Increased Wallet Share across customers

Debottlenecking of Capacities to add to the growth momentum



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



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





... 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
63 Members, R&D Centre, Pilot
Plant, Product Application
Centre;



Indigenous Intellectual property 49 Approved; 37 Applied







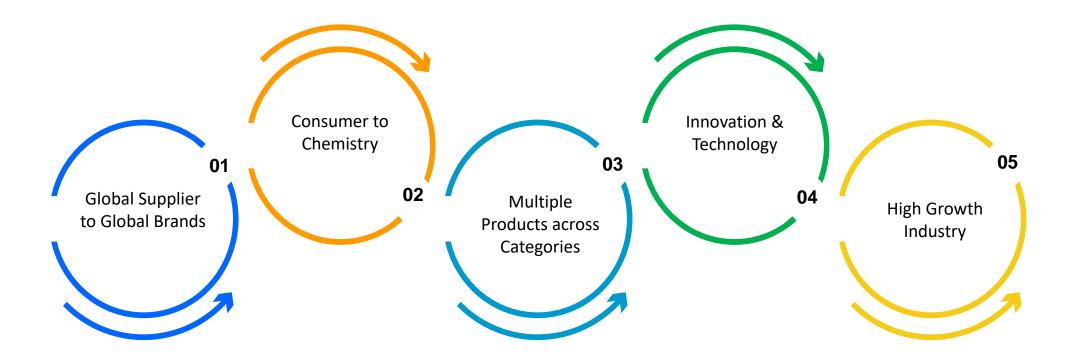




We grow faster than HPC FMCGs



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

1992



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

1994

1998: Commissioning of new plant in Taloja

2004: setting up of EOU at Taloja

2009:

162

2004

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

382

2008

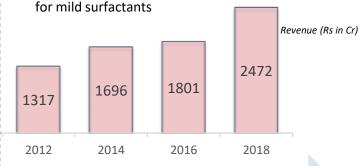
589

2010

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

1990-2000

2000-2010

322

2007

2010 - 2018 GLOBAL ESTABLISHMENT

IMPORT SUBSTITUTION

1980-1990

- 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

INDIA GROWTH PHASE

1998

2000

- 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

EXPORT GROWTH PHASE

- 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

Accepted as Global Vendor benchmarked with best International peers



Our focus is Personal & Home Care Segment





... with over 200 Product Offerings



Performance Surfactants	Anionic Surfactants	FAES, FAS, LABSA	✓ Foam and Dirt removal properties
	Non-Ionics Surfactants	Ethoxylates	✓ Cosmetics and Personal care products as emulsifiers and solubilisers
	Amphoteric Surfactants	Betaines	✓ Dermatological properties to reduces skin irritation
	Cationic Surfactants	Quats	✓ Effective conditioning aids: substantively to hair and antimicrobial properties
	UV Filters	Sunscreen Agents (OMC, OCN &Others)	Absorb or block the harmful radiation, Mild for the skin with Moisturizing Reduced toxicity & prevent spoilage
Speciality Care Products	Preservatives, Preservative Blends	Phenoxyethanol, Preservative Blends, Surfactant Blends	Reduced toxicity & prevent spoilage
	Speciality Ingredients	Mild Surfactants (MS), Proteins and Syndet & Transparent Bathing Bar Flakes	 ✓ MS: Cleanse adequately without compromising basic function of skin ✓ Protein: cosmetic industry for conditioning, protection and strengthening of hair/skin, anti-irritancy, moisturization etc
Bifurcation is only for Investor community as every product has different functionality	Fatty Alkanolamides (FA) and Fatty Acid Easters (FAE)	Tidics	✓ FA & FAE: Foam, viscosity boosters and pearlizer in a formulation
	Other Care Products	Conditioning Agents, Polyquats & Amine Oxides	✓ Improves the quality of another material also called as moisturizers, conditioning benefits to the hair etc



Our Business Segments...



Performance Surfactants

"Substantive Raw Material in Customer's End-products"

- Products are functional in nature where Endconsumer 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

Speciality Care Products

"Unique Functionality to Customer's End-products"

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

No. of Products

About Product







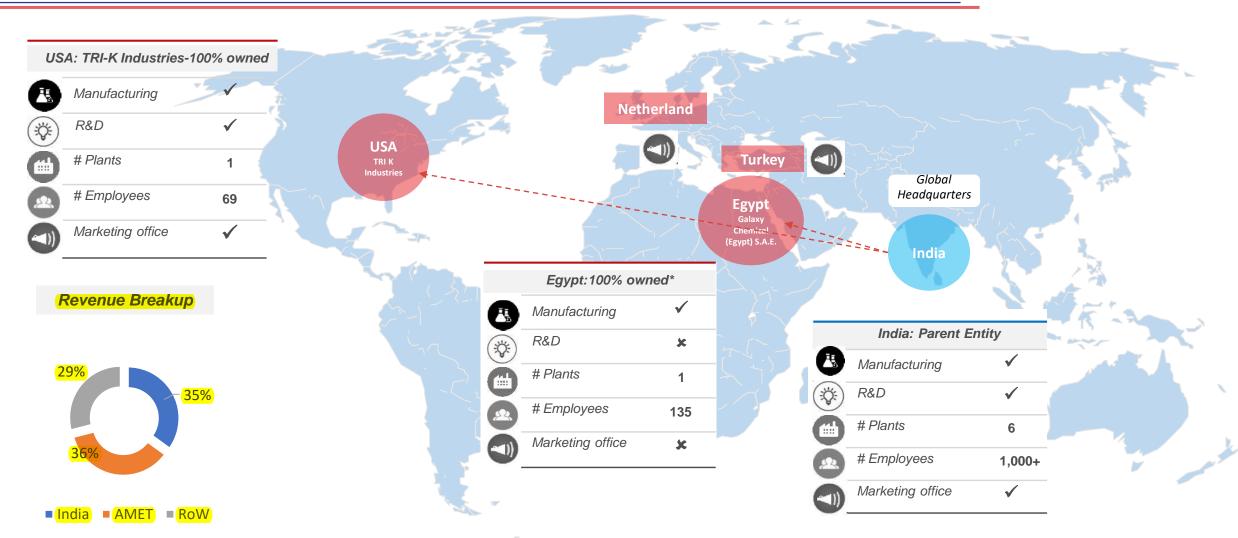


Revenue Mix



Our Global Footprints



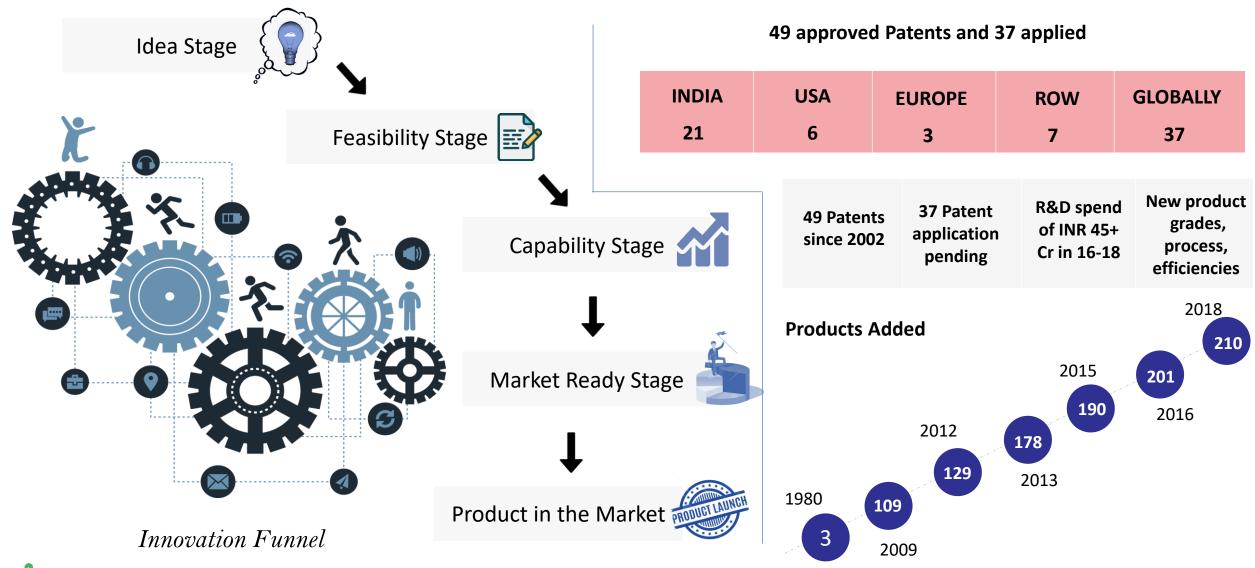






"Consumer to Chemistry": Creation of Products







...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 63 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
	Tarapur, Maharashtra	3	32,880 MTPA	 ✓ 1 pilot plant for scale up and commercialisation of new products rolling out from R&D activities ✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai
	Taloja, Maharashtra	1	159,000 MTPA	 ✓ One of the largest sulfation facilities in India ✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai
	[[[]	[
7	Jhagadia, Gujarat*	1	79,500 MTPA	✓ Located close to raw material source ethylene oxide
	·	·		
	Suez, Egypt*	1	91,500 MTPA	 ✓ Located in the Attaqa Public Free Zone, exempt from all direct and indirect taxes ✓ Access to the Suez Canal, can address AMET, Europe and Americas (North and South) markets
	·	·		
	New Hampshire, USA	1	600 MTPA	✓ Step-down Subsidiary - Tri-K Industries owns and operates for different grades of proteins for cosmetic applications

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



1700+ 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

Revenue Contribution MNC Customers: 55%

Regional Players: 8%

Local & Niche Player: 37%

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



Recognition from Clients



"Certificate of Excellence in Samyut", 2017



"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 Award of Global Performance" for L'ORÉAL L'Oréal Asia Pacific 2012
"Certificate of Appreciation", 2008



COLGATE-PALMOLIVE

"Certificate of Recognition", 2014



2018

Long Standing Partner Award Best Reliable Partner Award Best Value Addition Award



Certificate of Appreciation For valuable association as a Business Partner

Innovation Zone



Received Gold Medal for "Galsoft GLI21", Organized by HPCI, ISCC and SOFW



Iconic Company
Indian HPC Industry
Association



"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



Various ISO Certification



EcoVadisGalaxy Group



Responsible Care, India





"Great Place to Work" for the Fiscal 2017-2018



"Silver Medal" in India Green Manufacturing Challenge 2016 for Jhagadia unit



"Certificate of Appreciation" in occupational safety & health by National Safety Council of India for Taloja Plant, 2011



"Special Award for TPM Achievement", 2008



"Certificate of Merit 2008 – Manufacturing Category" in the IMC Ramkrishna Bajaj National Quality Award 2008"



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. Sudhir Dattaram Patil
Promoter, Non-Executive Director

- •Associated with Company since 1986
- •Chemical Engineer



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



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

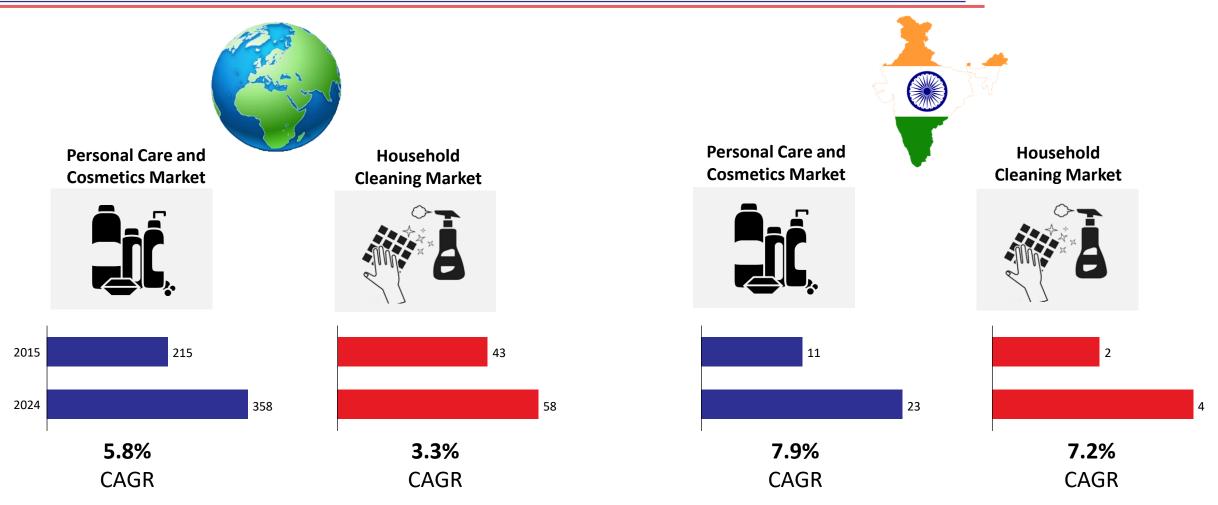


High Growth Industry



Personal & Home Care: Stable & Non-Cyclical Industry





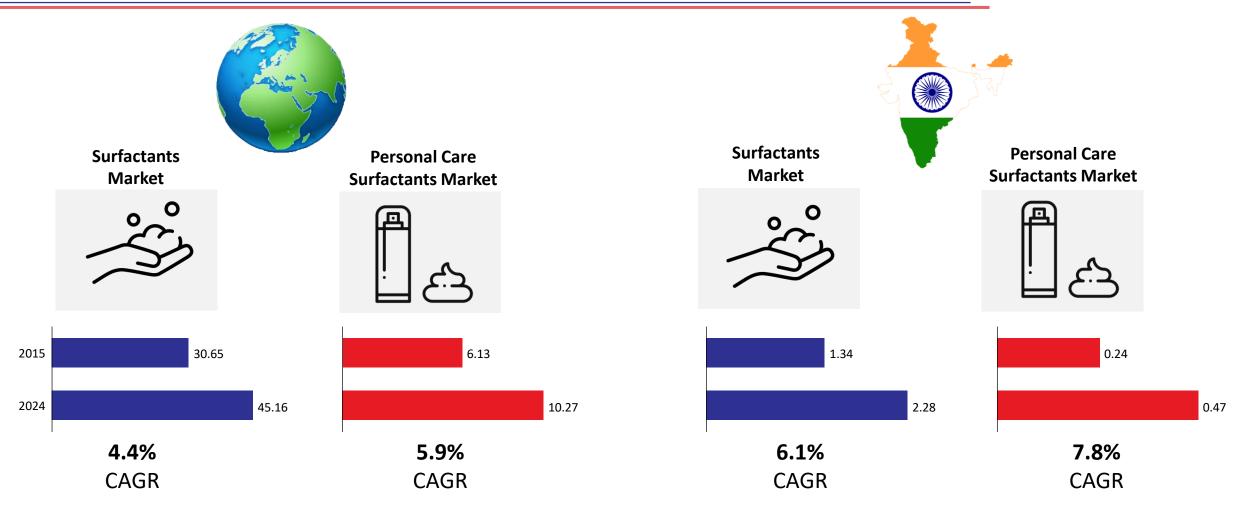
Galaxy has a strong presence in High Growth Markets of India and AMET Regions



All figures in USD billion Source: Company IPO Prospectus 25

Within Surfactants – Personal Care is fastest Growing Segment





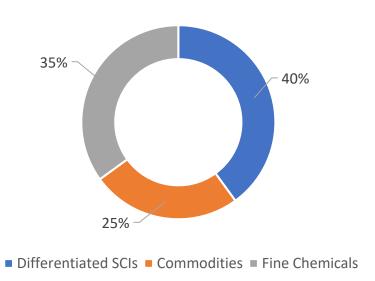


All figures in USD billion Source: Company IPO Prospectus 26

Within Specialty – Personal Care Ingredients has largest Growth Potential







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 values at USD 133.5mn in 2017 and is expected to grow at a CAGR of 6% to USD 210 mn by 2024

~15% Market Share
in
Global HPC Phenoxyethanol
Market

Mild Surfactants

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

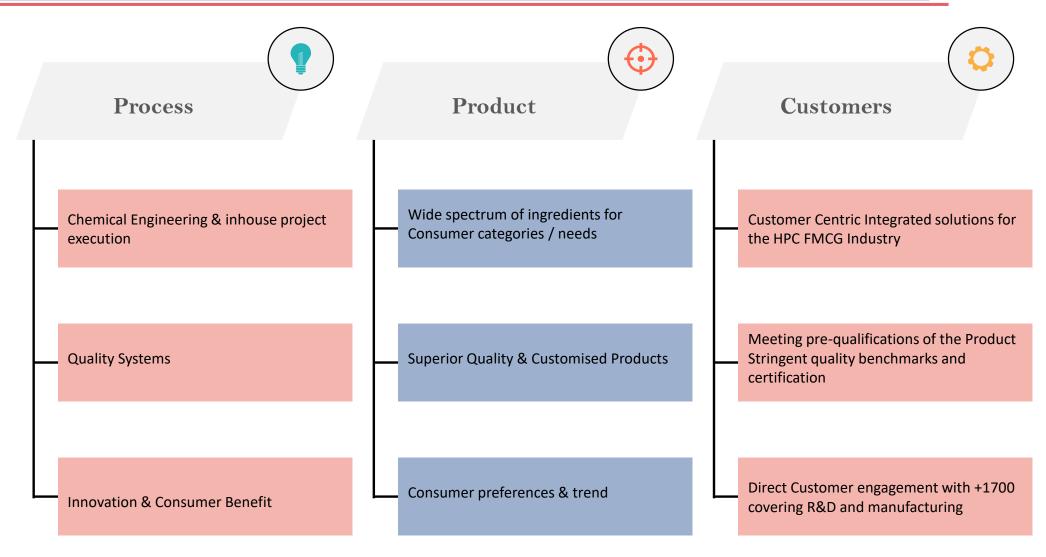




Growth Strategy

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

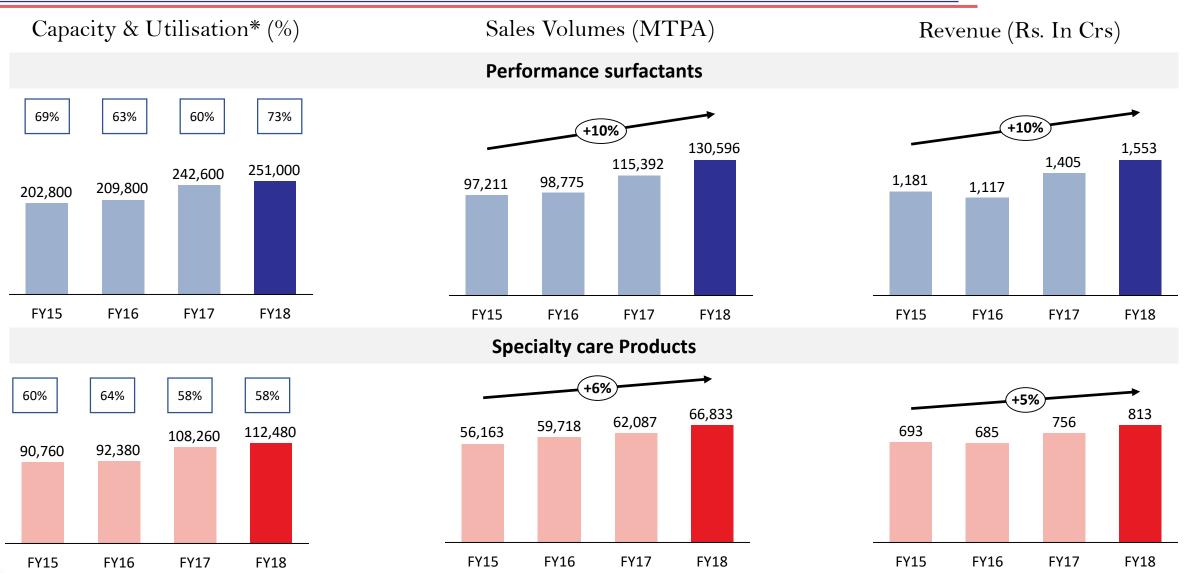


Improve Financial
Performance
through Sales
Optimization,
Operational
Efficiencies &
Functional
Excellence



Capacities offers Headroom for Growth



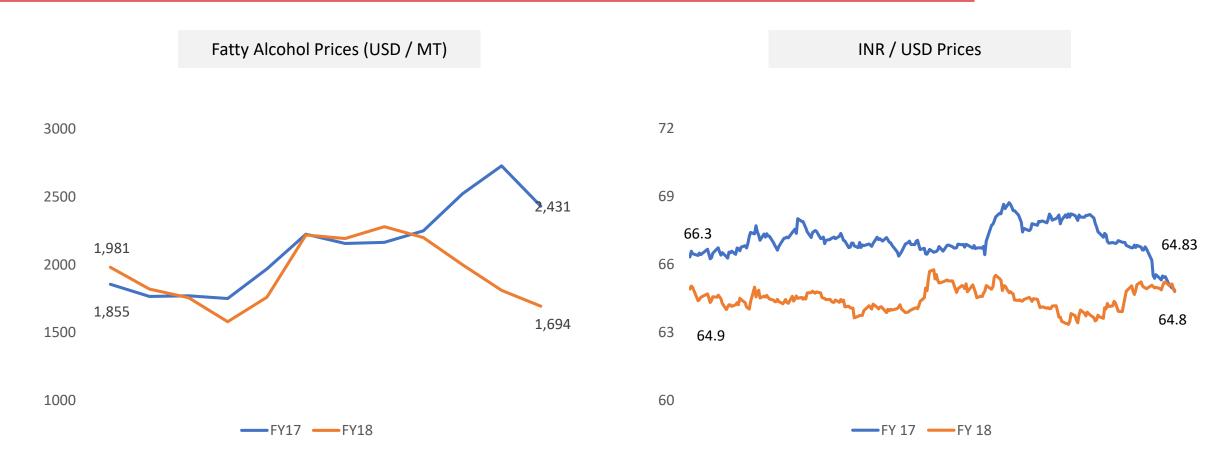


^{*}Utilization include manufacturing for Captive consumption



Managing Volatility in Raw Material Prices and Currency...



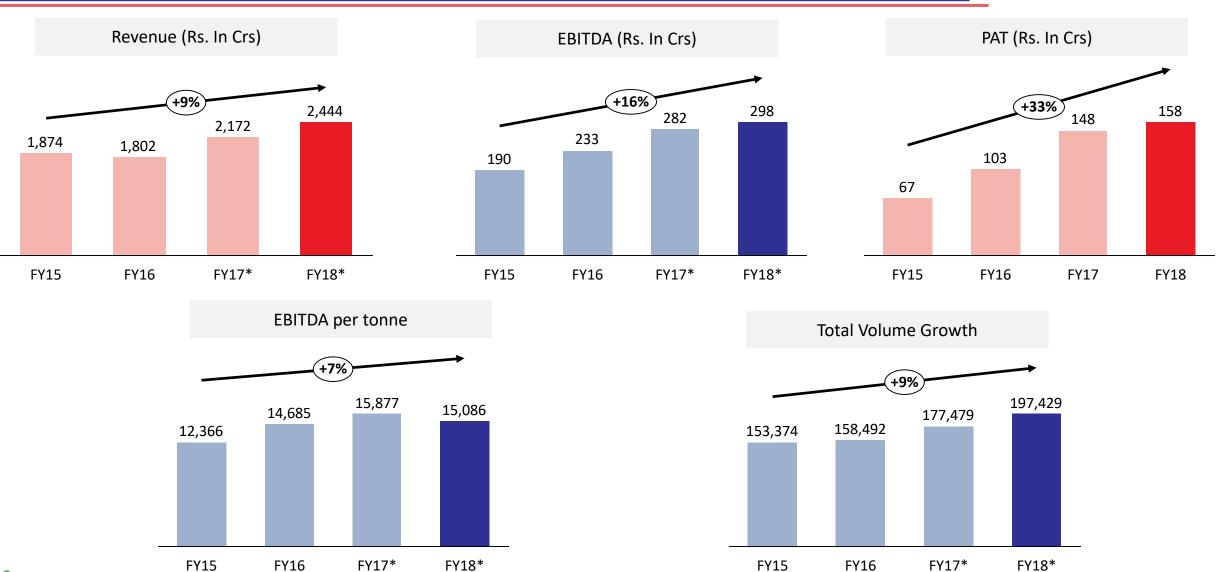


... through Robust Risk Management Practices



Our Performance Highlights



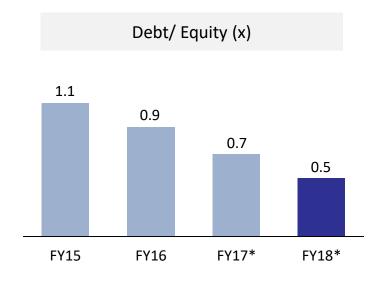


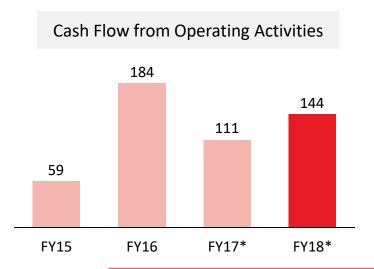


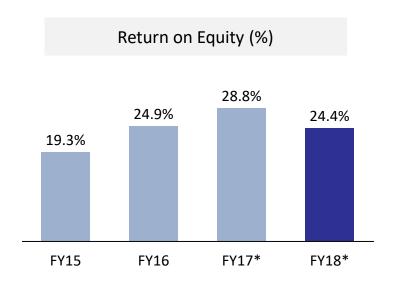
*As per Ind AS rest as per Indian GAAP

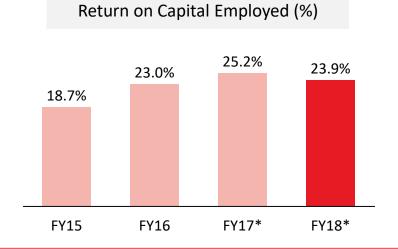
Our Balance Sheet Strength













*As per Ind AS rest as per Indian GAAP

Consolidated Profit & Loss Statement



Particulars (Rs in Cr)	Q4 FY18	Q4 FY17	Y-o-Y	FY18	FY17	Y-o-Y
Net Revenue from Operations	643.6	602.1		2,433.9	2,161.3	
Other Income	1.6	6.0		10.1	10.4	
Total Revenue	645.1	608.1	6.1%	2,444.0	2,171.8	12.5%
Cost of Material Consumed	462.5	441.9		1,751.1	1,526.0	
Employee's Benefits Expense	38.2	29.6		146.0	141.6	
Other Expenses	73.0	62.2		249.1	222.4	
EBITDA	71.4	74.4	-4.1%	297.8	281.8	5.7%
EBITDA Margin	11.1%	12.2%		12.2%	13.0%	
Depreciation	12.3	12.6		48.5	47.2	
EBIT	59.1	61.9	-4.4%	249.3	234.6	6.3%
Finance cost	6.7	4.5		30.6	27.2	
PBT	52.5	57.4	-8.6%	218.8	207.4	5.5%
Tax expense	12.5	14.1		60.7	59.8	
PAT	40.0	43.3	-7.5%	158.0	147.6	7.0%
PAT Margin	6.2%	7.1%		6.5%	6.8%	
EPS	11.3	12.2	-7.5%	44.6	41.6	7.0%

- Average Forex rates in FY18 were Rs. 64.4 per USD versus Rs 67.0 per USD in FY17
- The forex movement has adversely affected EBITDA by Rs. 8.5 Cr in FY18 versus FY17
- Adverse impact of Local Body Taxes on the EBITDA to the tune of Rs. 3.2 Cr in FY18 versus FY17



As per Ind AS 36

Consolidated Balance Sheet



Particulars (Rs. In Crores)	March'18	March'17
ASSETS		
Property, Plant and Equipment	439.9	447.2
Capital work-in-progress	24.9	10.3
Goodwill	2.4	2.4
Intangible Assets	4.5	6.3
Financial Assets		
(i) Investments	0.1	0.1
(ii) Loans	0.2	1.5
(ii) Other financial assets	6.5	6.9
Deferred Tax Assets (Net)	3.4	4.3
Income Tax Assets (Net)	10.5	12.2
Non-current tax assets	44.0	39.6
Current Assets	918.9	756.4
Inventories	345.6	317.4
Financial Assets		
(i) Trade receivables	418.2	347.2
(ii) Cash and cash equivalents	27.1	25.7
(iii) Bank Balances other than cash and cash equivalents	0.5	0.4
(iv) Loans	0.3	0.3
(v) Other Financial Assets	9.0	3.1
Other Current Assets	118.1	62.3
TOTAL	1,455.4	1,287.2

Particulars (Rs. In Crores)	March'18	March'17
EQUITY AND LIABILITIES		
EQUITY	718.8	574.9
Equity Share Capital	35.5	35.5
Other Equity	683.3	539.5
Non-Current Liabilities	107.2	163.2
Financial Liabilities		
(i) Borrowings	72.2	128.5
(ii) Other Financial Liabilities	0.3	0.2
Provisions	6.1	8.8
Deferred Tax Liabilities (Net)	27.7	25.3
Other non-current liabilities	0.9	0.5
Current Liabilities	629.4	549.1
Financial Liabilities		
(i) Borrowings	219.7	204.8
(ii) Trade Payables	327.8	252.3
(iii) Other Financial Liabilities	60.0	64.4
Other Current Liabilities	17.8	22.5
Provisions	4.1	2.2
Current Tax Liabilities (Net)	0.1	2.9
TOTAL	1,455.4	1,287.2

As per Ind AS 37









CIN No: U39877MH1986PLC039877

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Investor Relations Advisors:

SGA Strategic Growth Advisors

CIN - U74140MH2010PTC204285

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