



Galaxy Surfactants Ltd.

May 23, 2023

National Stock Exchange of India Limited, Listing Compliance Department 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
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Sub: Investor presentation on the Audited Financial Results for the quarter and year ended March 31, 2023.

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

Dear Sir/ Madam,

We are enclosing Investor Presentation on the Audited Financial Results for the quarter and year ended March 31, 2023.

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 above

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Galaxy Surfactants Limited

Investor Presentation - May 2023



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*Q4 & FY23
Performance Highlights*

Q4 & FY23: Key Developments

Significant decline in Freight rates, raw material prices and improved availability vis-à-vis FY22 aids performance in FY23

Contraction in Specialty Volumes due to slowdown in Developed Markets. Performance Surfactants make a strong comeback exhibiting YOY growth as well as QOQ growth vis-à-vis each of the Quarters in FY23

Resilient India: Improved demand for premium categories aids growth. Demand for Mass and Masstige categories remained stable

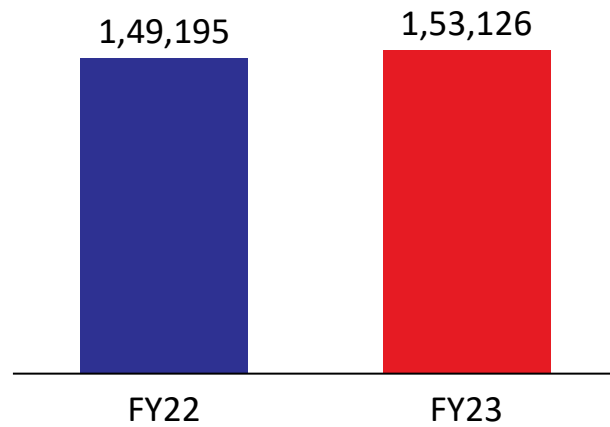
Pricing, Product Mix and Exchange Gain ensure EBITDA/MT stays well above the guided range

Easing Inflation along with normalization of Geopolitical dynamics hold the key for Global demand to make a comeback

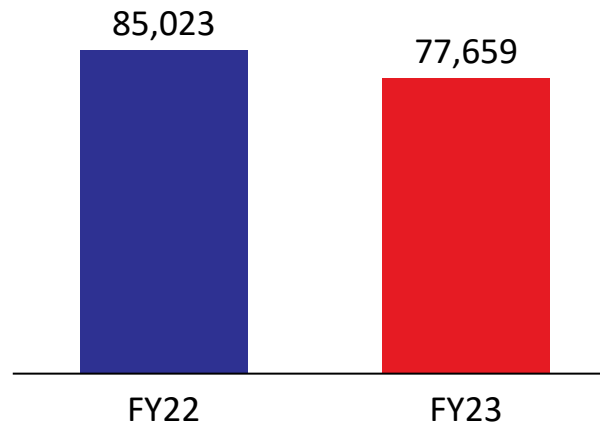
Volume: FY23 Highlights

Volumes in MT

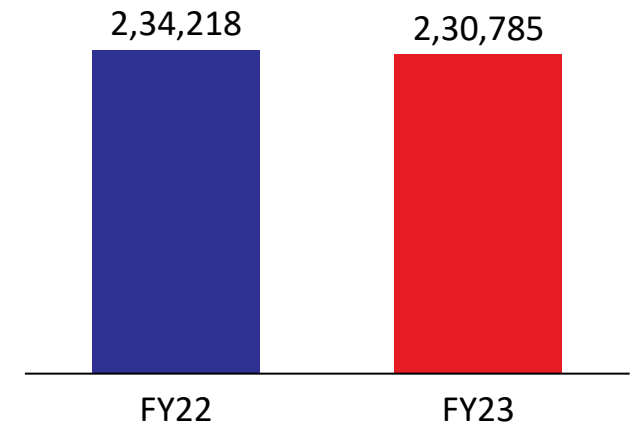
Performance Surfactants



Specialty Care Products



Total Volume



India Market grew YoY by **9.4%**



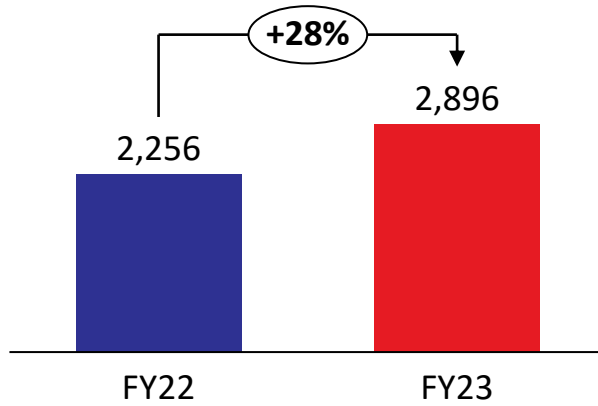
Africa Middle East Turkey de-grew YoY by **11.9%** Rest of the World de-grew YoY by **4.6%**



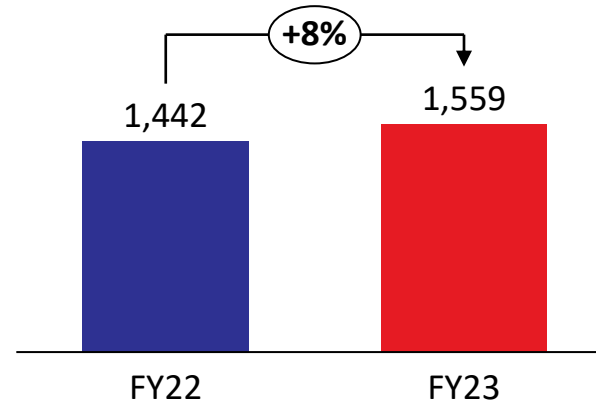
FY23 Consolidated Highlights

Rs. In Crores

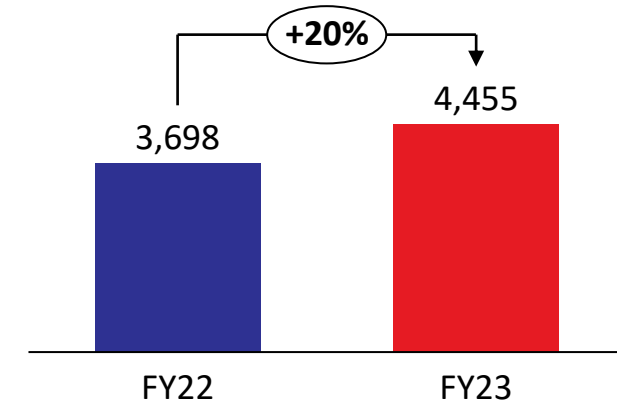
Performance Surfactants Revenue



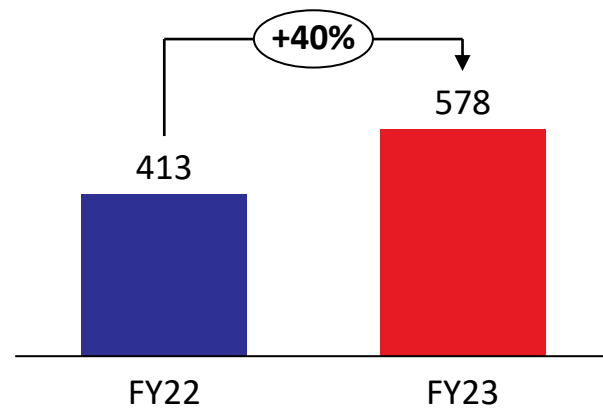
Specialty Care Products Revenue



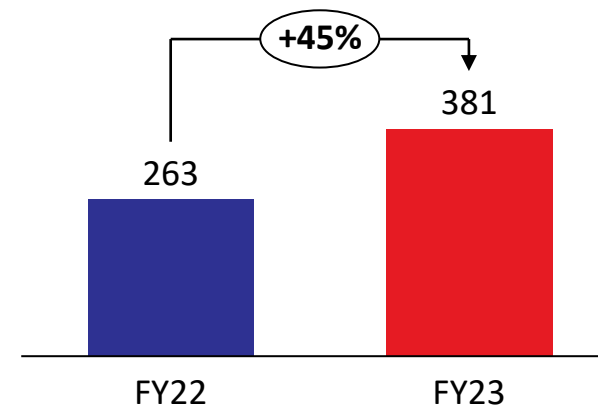
Total Revenue[^]



EBITDA



PAT

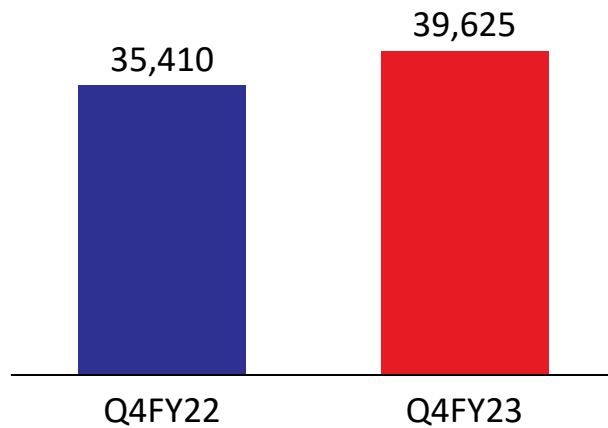


[^]Includes other Income

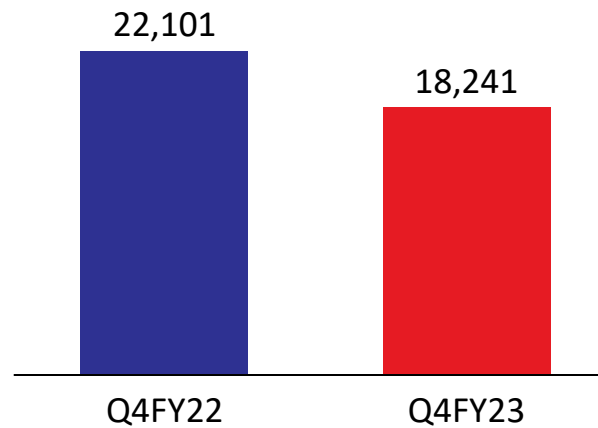
Volume: Q4FY23 Highlights

Volumes in MT

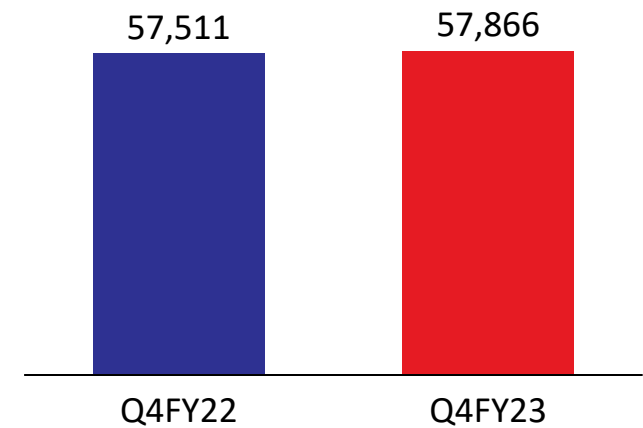
Performance Surfactants



Specialty Care Products



Total Volume



India Market grew YoY by **14.6%**



Africa Middle East Turkey de-grew YoY by **2.5%**



Rest of the World de-grew YoY by **15.9%**



Consolidated Profit & Loss Statement

Particulars (Rs. In Crores)	Q4FY23	Q4FY22	Y-o-Y	Q3FY23	Q-o-Q	FY23	FY22	Y-o-Y
Net Revenue from Operations	974.5	1,052.9	-7.5%	1,080.3	-9.8%	4,445.2	3,685.7	20.6%
Other Income	7.0	1.2		3.7		9.9	12.5	
Total Revenue	981.5	1,054.1	-6.9%	1,084.0	-9.5%	4,455.1	3,698.2	20.5%
Cost of Material Consumed	658.8	705.8		739.1		3,100.1	2,588.5	
Employee's Benefits Expense	63.5	58.3		60.0		248.1	211.8	
Other Expenses	117.7	143.9		127.1		528.8	484.7	
EBITDA	141.5	146.2	-3.2%	157.8	-10.3%	578.1	413.2	39.9%
EBITDA Margin	14.4%	13.9%		14.6%		13.0%	11.2%	
Depreciation	22.5	18.4		21.6		83.5	71.1	
EBIT	119.0	127.8	-6.8%	136.2	-12.6%	494.7	342.2	44.6%
Finance cost	6.1	3.4		5.6		21.7	12.9	
PBT	112.9	124.4	-9.2%	130.7	-13.6%	473.0	329.3	43.6%
Tax expense	22.4	26.0		24.5		92.0	66.5	
PAT	90.5	98.4	-8.0%	106.2	-14.8%	381.0	262.8	45.0%
PAT Margin	9.2%	9.3%		9.8%		8.6%	7.1%	
Other Comprehensive Income	-8.7	15.0		10.8		54.9	24.3	
Total Comprehensive Income	81.9	113.4	-27.8%	117.0	-30.0%	435.8	287.1	51.8%
EPS	25.54*	27.76*		29.96*		107.46	74.12	

Fatty Alcohol prices in this quarter decreased to an average price of \$ 1,403 /MT vs, average prices of \$ 2,862/MT in Q4FY22. The same was \$ 1,393 /MT in Q3FY23

Consolidated Balance Sheet

Particulars (Rs. In Crores)	Mar'23	Mar'22
ASSETS		
Property, Plant and Equipment	773.4	609.2
Right-of-use assets	141.9	143.0
Capital work-in-progress	139.2	205.5
Goodwill	3.0	2.8
Other Intangible Assets	5.2	5.4
Financial Assets		
(i) Loans	0.8	0.4
(ii) Other financial assets	13.6	11.1
Deferred Tax Assets (Net)	6.7	3.9
Income Tax Assets (Net)	10.0	8.5
Other Non-current tax assets	38.8	40.5
Total Non-Current Assets	1,132.5	1,030.4
Current Assets		
Inventories	645.8	711.8
Financial Assets		
(i) Investments	0.0	0.5
(ii) Trade receivables	614.8	638.0
(iii) Cash and cash equivalents	231.9	63.8
(iv) Bank Balances other than cash and cash equivalents	15.7	7.4
(v) Loans	0.5	0.5
(vi) Other Financial Assets	8.9	7.2
Other Current Assets	84.3	141.2
Total Current Assets	1,601.9	1,570.2
TOTAL ASSETS	2,734.5	2,600.6

Particulars (Rs. In Crores)	Mar'23	Mar'22
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	1,847.1	1,538.9
Total Shareholders Fund	1,882.6	1,574.4
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	89.1	79.6
(ii) Lease Liabilities	47.2	48.4
(iii) Other Financial Liabilities	0.3	0.3
Provisions	6.1	7.6
Deferred Tax Liabilities (Net)	28.3	24.9
Other Non-current Liabilities	1.0	0.0
Total Non-Current Liabilities	171.9	160.8
Current Liabilities		
Financial Liabilities		
(i) Borrowings	182.7	286.4
(ii) Trade Payables	430.2	518.9
(iii) Lease Liabilities	8.4	6.4
(iv) Other Financial Liabilities	7.4	5.5
Other Current Liabilities	39.6	32.7
Provisions	6.2	7.7
Current Tax Liabilities (Net)	5.5	7.8
Total Current Liabilities	680.0	865.4
TOTAL EQUITY & LIABILITIES	2,734.5	2,600.6

Consolidated Cash Flow

Particulars (Rs. In Crores)	Mar'23	Mar'22
Cash Flow From Operating Activities :		
Profit After Tax	381.0	262.8
Operating Profit before working Capital changes	577.9	409.4
Net cash flows generated from/(used) in Operating Activities (A)	573.0	4.9
Net cash flows generated from/(used) in Investing Activities (B)	-148.6	-84.1
Net cash flows generated from/(used) in Financing Activities (C)	-264.3	59.2
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	160.1	-20.0
Opening cash and cash equivalents	63.8	81.5
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	8.0	2.3
Closing cash and cash equivalents	231.9	63.8

Standalone Profit & Loss Statement

Particulars (Rs. In Crores)	Q4FY23	Q4FY22	Y-o-Y	Q3FY23	Q-o-Q	FY23	FY22	Y-o-Y
Net Revenue from Operations	677.4	792.7	-14.5%	760.7	-10.9%	3,159.3	2,628.6	20.2%
Other Income	2.7	-17.6		-2.8		-6.0	-1.2	
Total Revenue	680.2	775.2	-12.3%	757.9	-10.3%	3,153.3	2,627.4	20.0%
Cost of Material Consumed	467.5	570.6		545.8		2,318.2	1,949.3	
Employee's Benefits Expense	36.9	32.3		34.5		140.6	113.6	
Other Expenses	77.5	100.9		77.5		342.0	331.9	
EBITDA	98.2	71.4	37.6%	100.1	-1.9%	352.6	232.5	51.6%
EBITDA Margin	14.4%	9.2%		13.2%		11.2%	8.9%	
Depreciation	14.5	11.2		13.5		52.6	43.8	
EBIT	83.8	60.2	39.2%	86.7	-3.3%	299.9	188.8	58.9%
Finance cost	3.5	2.0		3.0		12.3	7.8	
PBT	80.3	58.2	37.9%	83.7	-4.1%	287.6	181.0	58.9%
Tax expense	20.8	15.6		21.2		73.6	47.2	
PAT	59.5	42.6	39.7%	62.5	-4.7%	214.0	133.9	59.9%
PAT Margin	8.8%	5.5%		8.2%		6.8%	5.1%	
Other Comprehensive Income	-0.3	1.4		0.1		-0.1	1.2	
Total Comprehensive Income	59.2	44.0	34.6%	62.6	-5.4%	213.9	135.1	58.4%
EPS	16.79*	12.02*		17.62*		60.36	37.76	

Standalone Balance Sheet

Particulars (Rs. In Crores)	Mar'23	Mar'22
ASSETS		
Property, Plant and Equipment	526.3	383.8
Right-of-use assets	98.4	98.5
Capital work-in-progress	84.5	178.2
Other Intangible Assets	5.1	5.3
Financial Assets		
(i) Investments	200.0	208.2
(ii) Loans	0.8	0.4
(iii) Other financial assets	8.6	6.6
Income Tax Assets (Net)	8.0	8.5
Other Non-current tax assets	25.3	22.3
Total Non-Current Assets	956.9	911.8
Current Assets		
Inventories	338.9	409.5
Financial Assets		
(i) Trade receivables	457.8	474.7
(ii) Cash and cash equivalents	21.7	8.2
(iii) Bank Balances other than cash and cash equivalents	15.6	5.8
(iv) Loans	0.4	0.4
(v) Other Financial Assets	10.5	7.5
Other Current Assets	61.2	61.8
Total Current Assets	906.1	967.7
TOTAL ASSETS	1,863.0	1,879.5

Particulars (Rs. In Crores)	Mar'23	Mar'22
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	1,188.5	1,102.2
Total Shareholders Fund	1,224.0	1,137.7
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	79.9	62.8
(ii) Lease Liabilities	4.1	4.8
(iii) Other Financial Liabilities	0.3	0.3
Provisions	6.1	7.6
Deferred Tax Liabilities (Net)	30.6	29.1
Other non-current liabilities	1.0	0.0
Total Non-Current Liabilities	122.1	104.6
Current Liabilities		
Financial Liabilities		
(i) Borrowings	103.3	186.7
(ii) Trade Payables	373.4	419.0
(iii) Lease Liabilities	4.3	3.0
(iv) Other Financial Liabilities	6.4	4.2
Other Current Liabilities	18.5	16.7
Provisions	5.6	5.3
Current Tax Liabilities (Net)	5.5	2.2
Total Current Liabilities	517.0	637.3
TOTAL EQUITY & LIABILITIES	1,863.0	1,879.5

Standalone Cash Flow

Particulars (Rs. In Crores)	Mar'23	Mar'22
Cash Flow From Operating Activities :		
Profit After Tax	214.0	133.9
Operating Profit before working Capital changes	358.0	239.6
Net cash flows generated from/(used) in Operating Activities (A)	330.6	46.2
Net cash flows generated from/(used) in Investing Activities (B)	-103.5	-108.7
Net cash flows generated from/(used) in Financing Activities (C)	-213.6	58.7
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	13.5	-3.8
Opening cash and cash equivalents	8.2	11.9
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	0.0	0.0
Closing cash and cash equivalents	21.7	8.1

Business Overview



Truly Indian MNC...



Leading manufacturer of ingredients for Home and Personal Care Industries



Product applications across Mass, Masstige & 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



210+ 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**
90 Approved; 16 Applied



**Serving
1,380+ Clients**



**Presence across
80+ countries**



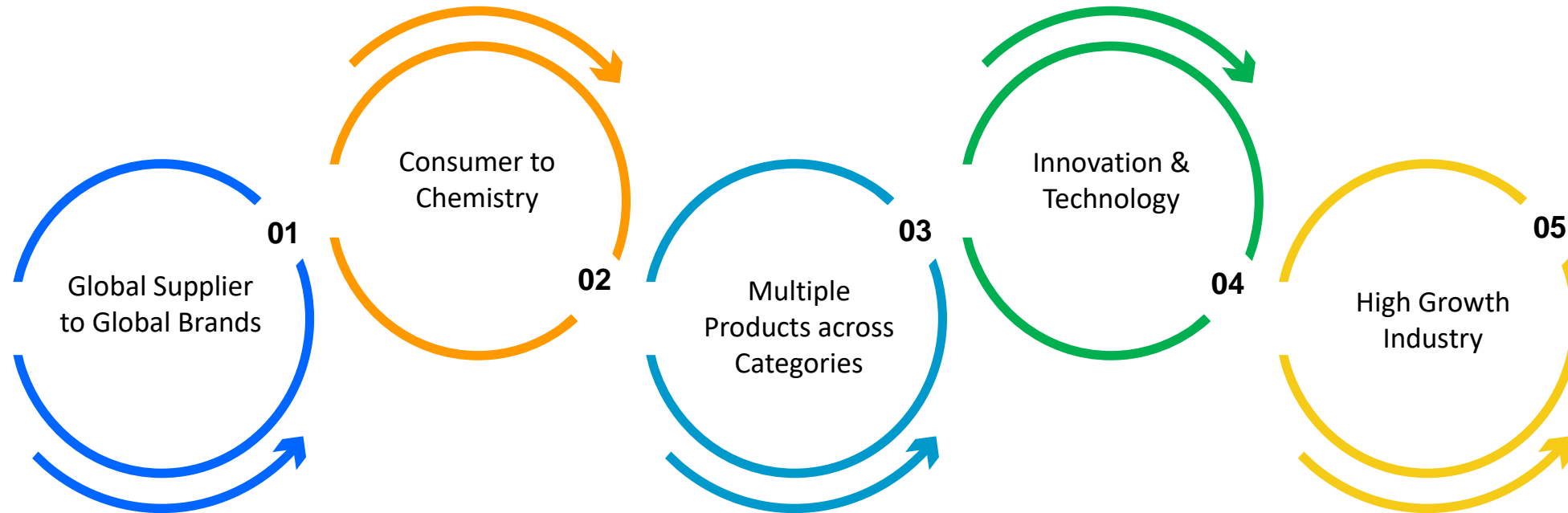
**Sustainability - A way of
Life**



**2,000+ 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

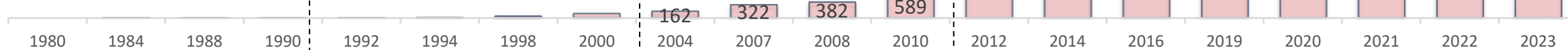
1986: Incorporation of Company
1984: New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens

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



1980-1990

IMPORT SUBSTITUTION

- 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

1990-2000

INDIA GROWTH PHASE

- 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

2000-2010

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

2010 - 2023

GLOBAL ESTABLISHMENT

- India's Largest manufacturer of Oleochemical based surfactants Increased Global Participation
- Setup of Capacities for Non Toxic Preservative Blends, Mild Surfactants and Mini Plant for various Specialty Products
- Supplier Recognitions (Global)
- Strong R&D Capability
- Customer Partnership
- IPO – listing of the company on BSE and NSE

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
- Liquid Detergent



Mass

Mass -tige

Prestige

Serving needs across Consumer Segments

Mass

Mass -tige

Prestige

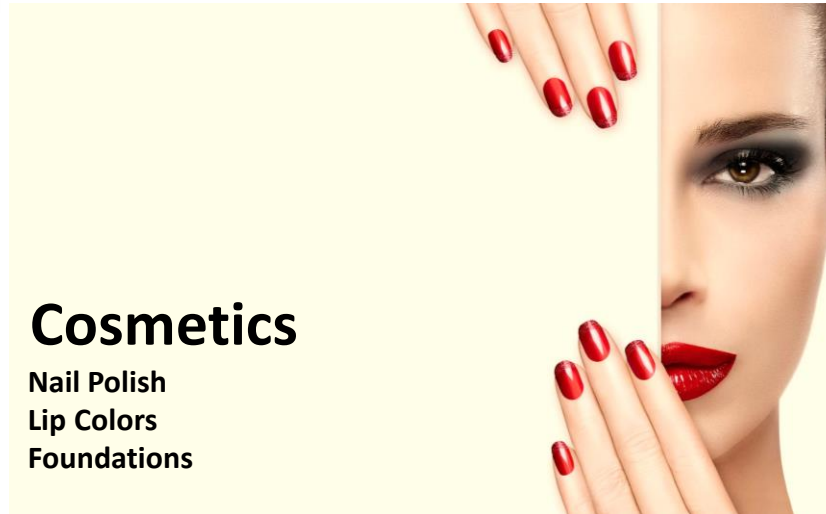
Skin Care

- Sun care
- Fairness Creams
- Moisturizing Creams
- Anti-ageing Creams



Cosmetics

- Nail Polish
- Lip Colors
- Foundations



Toiletries

- Hand washes/
- Toilet Soaps / Body wash
- Shaving Cream / Lotions



... with over 210+ 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

Speciality Ingredients

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

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

Our Business Segments...

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



47+ products

163+ products

Revenue Mix (FY23)








65%

35%

Our Global Footprints

USA: TRI-K Industries-100% owned

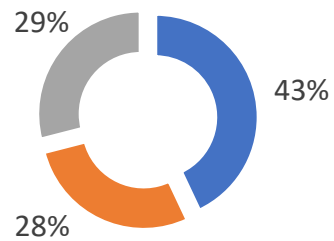
	Manufacturing	✓
	R&D	✓
	# Plants	1
	# Employees	75+
	Marketing office	✓

USA
TRI K
Industries

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


Global
Headquarters
India

FY23: Revenue Breakup








■ India ■ AMET ■ RoW

Egypt: 100% owned*

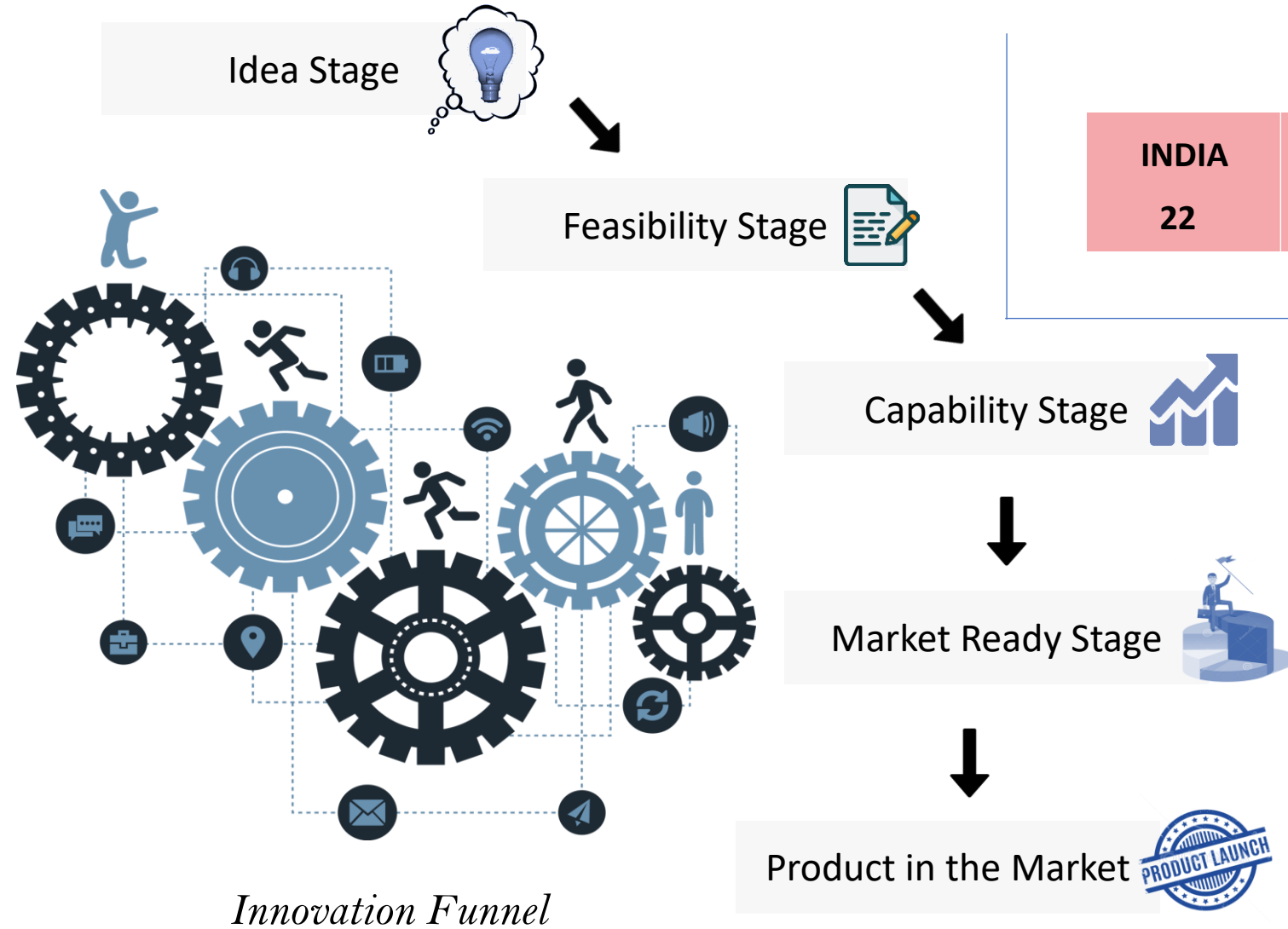
	Manufacturing	✓
	R&D	✗
	# Plants	1
	# Employees	400+
	Marketing office	✗

India: Parent Entity

	Manufacturing	✓
	R&D	✓
	# Plants	5
	# Employees	1,550+
	Marketing office	✓

Presence in High Growth & Matured Markets

“Consumer to Chemistry”: Creation of Products

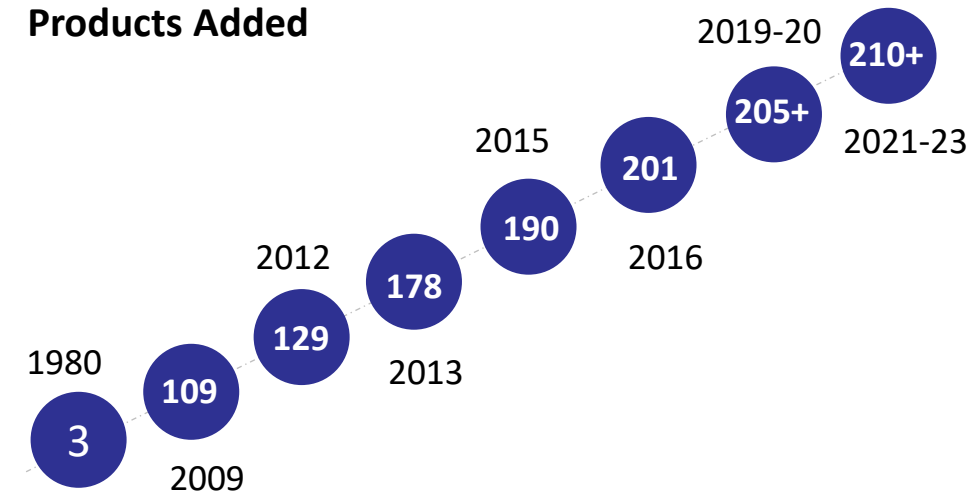


90 approved Patents and 16 applied

INDIA	USA	EUROPE	ROW	GLOBALLY Applied
22	20	4	9	16

90 Patents since 2000	16 Patent applied	Granted 9 Patents in FY23 (4 in India)	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



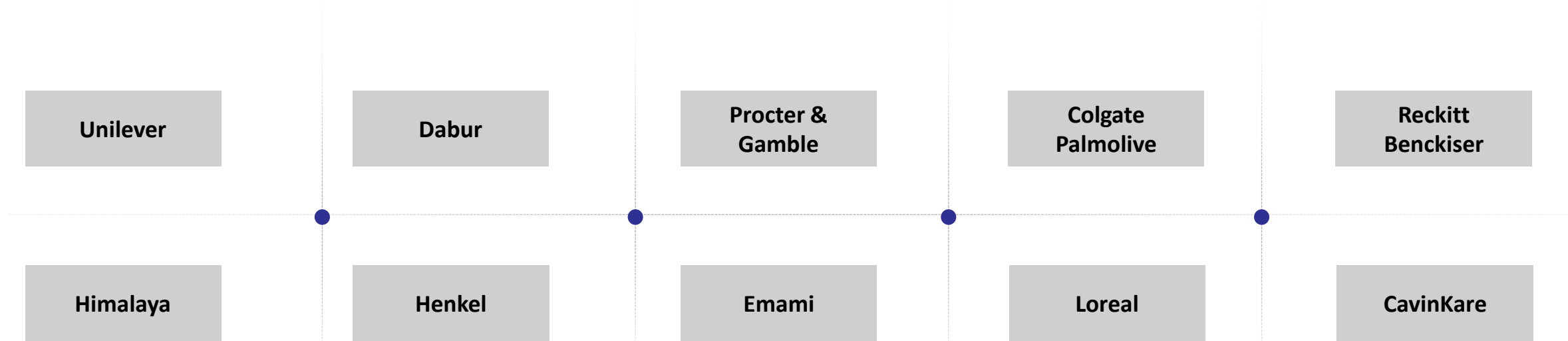
State-of-the-art Manufacturing Facilities



Location	No. of Units	Installed Capacity	Details
Tarapur, Maharashtra	3	34,747 MTPA	<ul style="list-style-type: none"> ✓ 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	156,741 MTPA	<ul style="list-style-type: none"> ✓ One of the largest sulfation facilities in India ✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai
Jhagadia, Gujarat*	1	132,750 MTPA	<ul style="list-style-type: none"> ✓ Located close to raw material source ethylene oxide
Suez, Egypt*	1	117,500 MTPA	<ul style="list-style-type: none"> ✓ 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	<ul style="list-style-type: none"> ✓ 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*

1,380+ Clients across 80+ 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

FY23: Revenue Contribution
MNC Customers: 58%
Regional Players: 12%
Local & Niche Player: 30%

Through Innovation funnel,
Demonstrated Engineering &
Technical excellence

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

Of basket of 210+ products,
clients has various
requirement with different
quantity with different pricing
mechanism

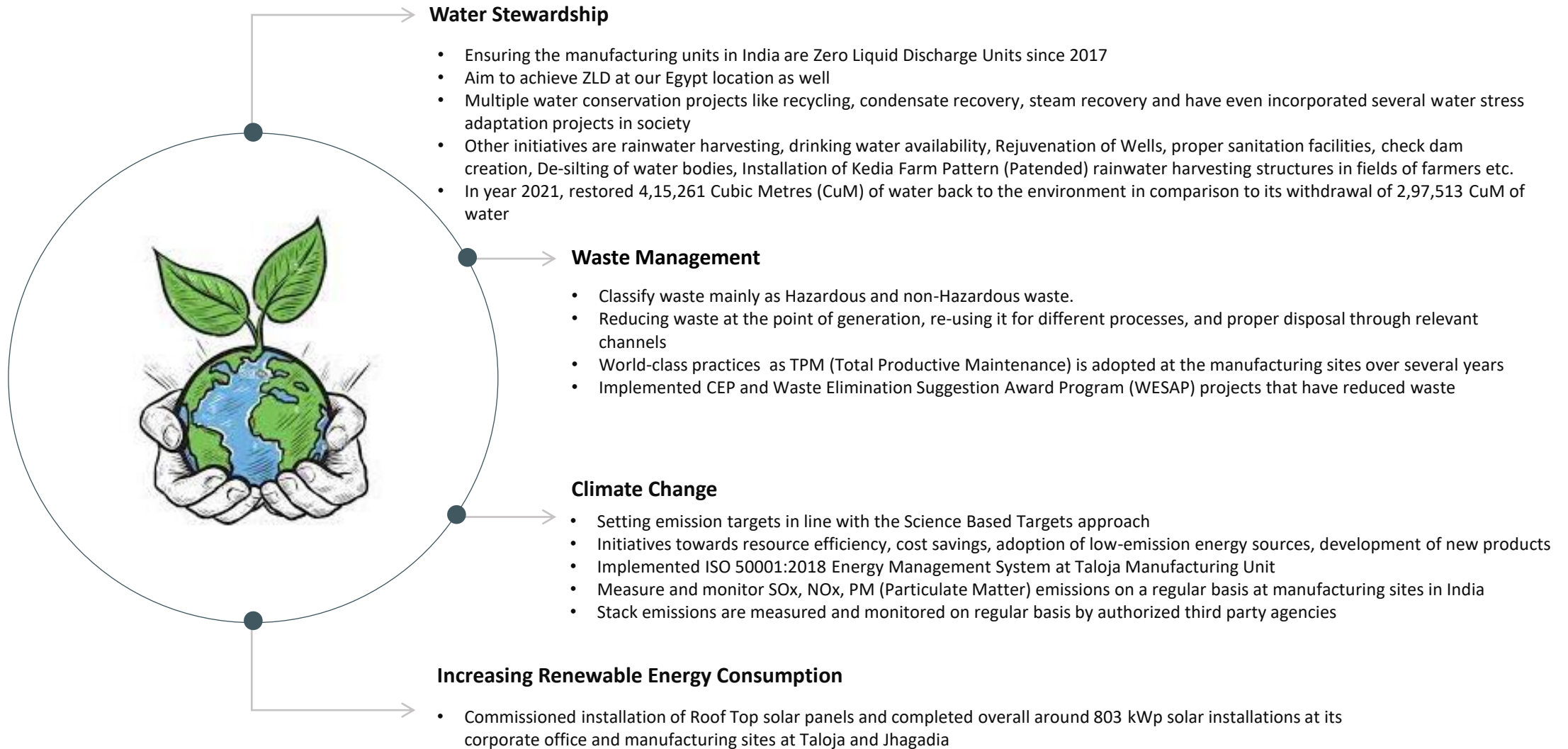
Galaxy has created Integrated
Value chain for long lasting
relationship

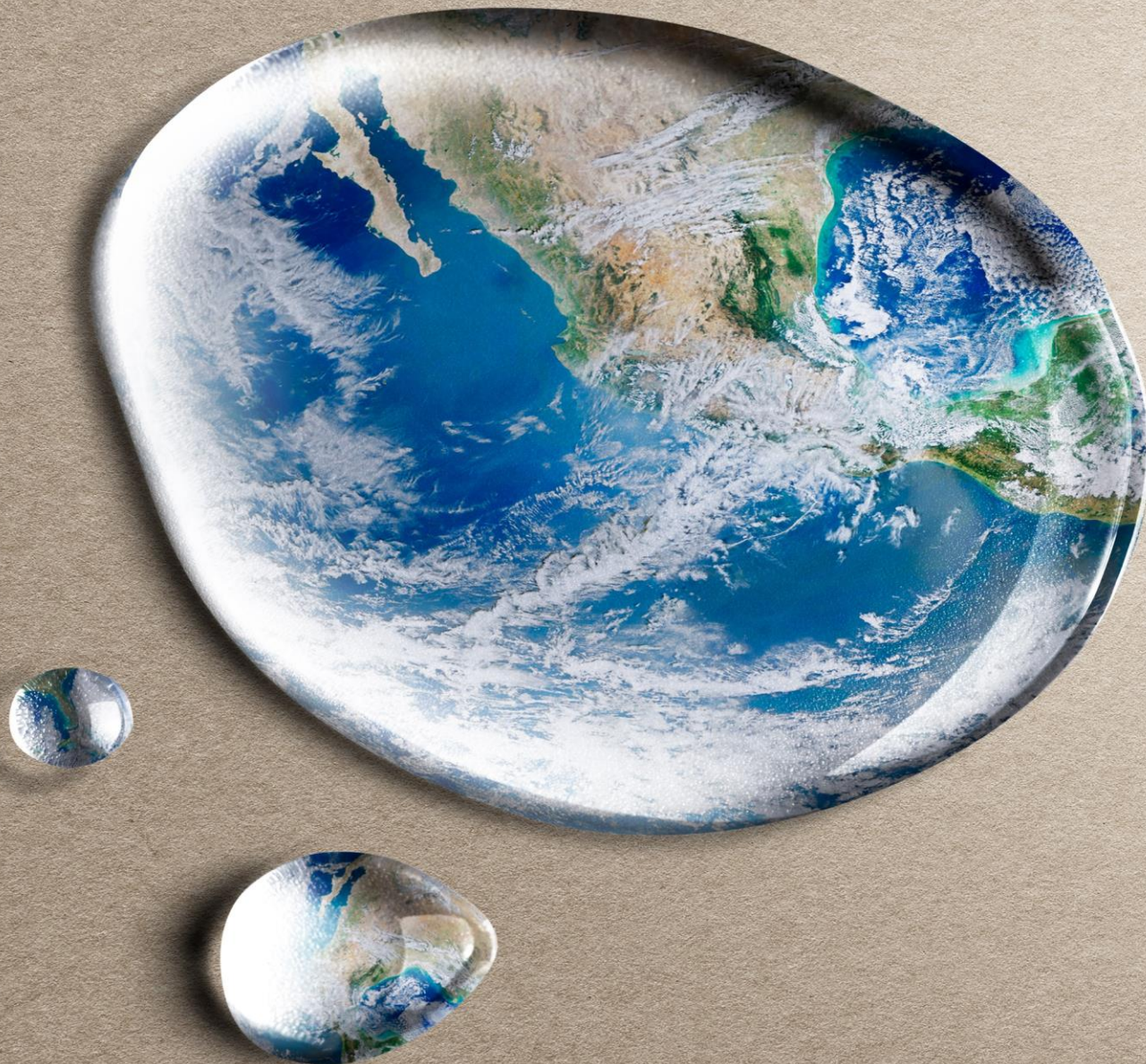
Awards & Certifications: Won in the Past Decade

<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>Iconic Company Indian HPC Industry Association  <p>CHEMEXCIL</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>Various ISO Certification  <p>EcoVadis Galaxy Group  <p>Responsible Care, India</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 & 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>

ESG Initiatives







Galaxy Surfactants Ltd.
has been certified as
1.4X water positive

Because businesses thrive only when
communities thrive

Achieved the status of being a water positive company

Commemorating World Water Day, 2022, Galaxy Surfactants emerged as among the few Indian companies to achieve water positive certification and become 1.4X water positive

The certification was granted by DNV Business Assurance India Private Limited which carried out verification of Galaxy's Water Accounting Data for its operational plants at Tarapur, Taloja and Jhagadia and Corporate Office at Navi Mumbai in India

From January '21 to December '21, Galaxy Surfactants restored 4,15,261 (CuM) cubic metres of water back to the environment in comparison to its withdrawal of 2,97,513 CuM of water

Galaxy Surfactants, with the principles of Water Stewardship, has directed its operations to ensure the usage of water, socially and culturally equitable, environmentally sustainable, and economically beneficial.

DNV adopted a risk-based approach and conducted the onsite and off-site evaluation of the qualitative and quantitative information and Water Debit and Credit data presented in Galaxy Surfactants' Water Report

Employee Safety, Health & Well being

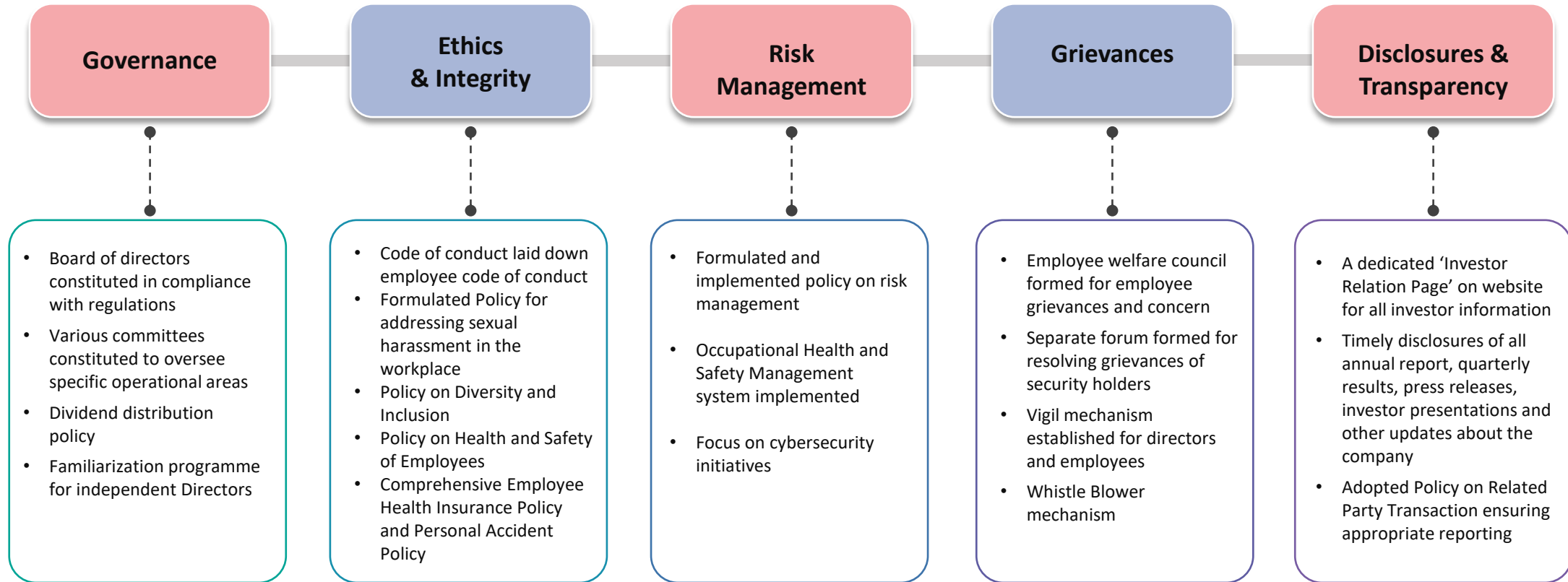
- Implemented ISO 45001:2018 Occupational Health and Safety management system at various manufacturing locations
- Monthly safety performance is reviewed by the top management in monthly Safety & Conversion meet
- Safe workplace environment and imparts training to all its employees on regular basis
- Regularly provide training to company and contractor employees on topics like behavioural safety, Fire Safety, SCBA, MSDS, EMS-OH&S standard
- Have well equipped OHC (Occupational Health Centre) which operates round the clock.
- All the employees including contract employees undergo periodic medical check-up and health records are maintained well

Fair Labour Practices

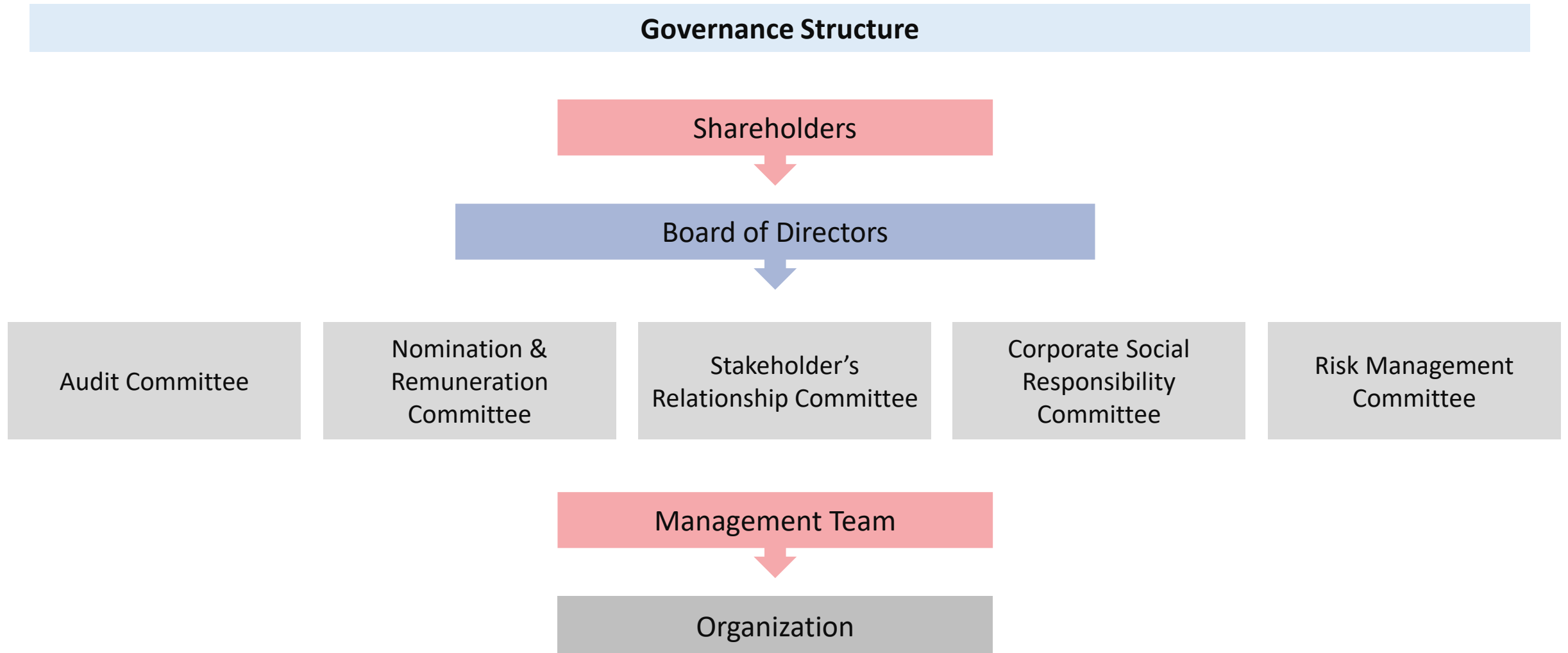
- Laid down employee code of conduct (COC) applicable to all employees
- A robust Grievance Redressal Mechanism in place and multiple forums for all employees to get resolutions
- Treating all employees equally, with dignity and with no gender bias
- Equal opportunity employer and are committed to including differently abled members of society

Women Empowerment

- Set-up of forums for mentoring women employees and guidance by the leadership team
- Promoting gender neutrality, women leadership and development, as well as providing a plethora of unique benefits for women
- Aims To empower young women dwelling in slums and tribal areas and therefore:
 - Constructed '95 Household Bathrooms' for the protection of Dignity, Privacy, and Safety of women of Randedi village, Jhagadia
 - Supported 3 Self Help Groups near the Taloja plant and provided them with the necessary infrastructural support to start their enterprise.
 - To date, out of 560 women that were given skill training, 445 succeeded in getting jobs and 5 started their own enterprises



We are committed to highest standards of corporate governance in all its activities and processes. At the heart of the Galaxy corporate governance policy is the ideology of transparency and openness in the effective working of the Management and Board.



Management Team on Board



Mr. Melarkode G. Parameswaran
Chairman

- Appointed as Chairman w.e.f. 20th April, 2022
- Associated with Company since 2005
- Chemical Engineer from IIT Madras; PGDM from IIM Calcutta; PhD from Mumbai University



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. Vaijanath Kulkarni
Whole Time Director (WTD)

- Associated with Company since 1995
- Chemical Engineer
- Appointed as Whole Time Director in Galaxy Surfactants w.e.f. 16th October, 2021

Along with Guidance of Senior Board Members



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



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



Mr. Karanwar Bir Singh Anand
Non-Executive Independent Director

- Recently appointed on the board, 40 years+ experience
- Mechanical Engineer from IIT Bombay, PGDM from IIM, Calcutta

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

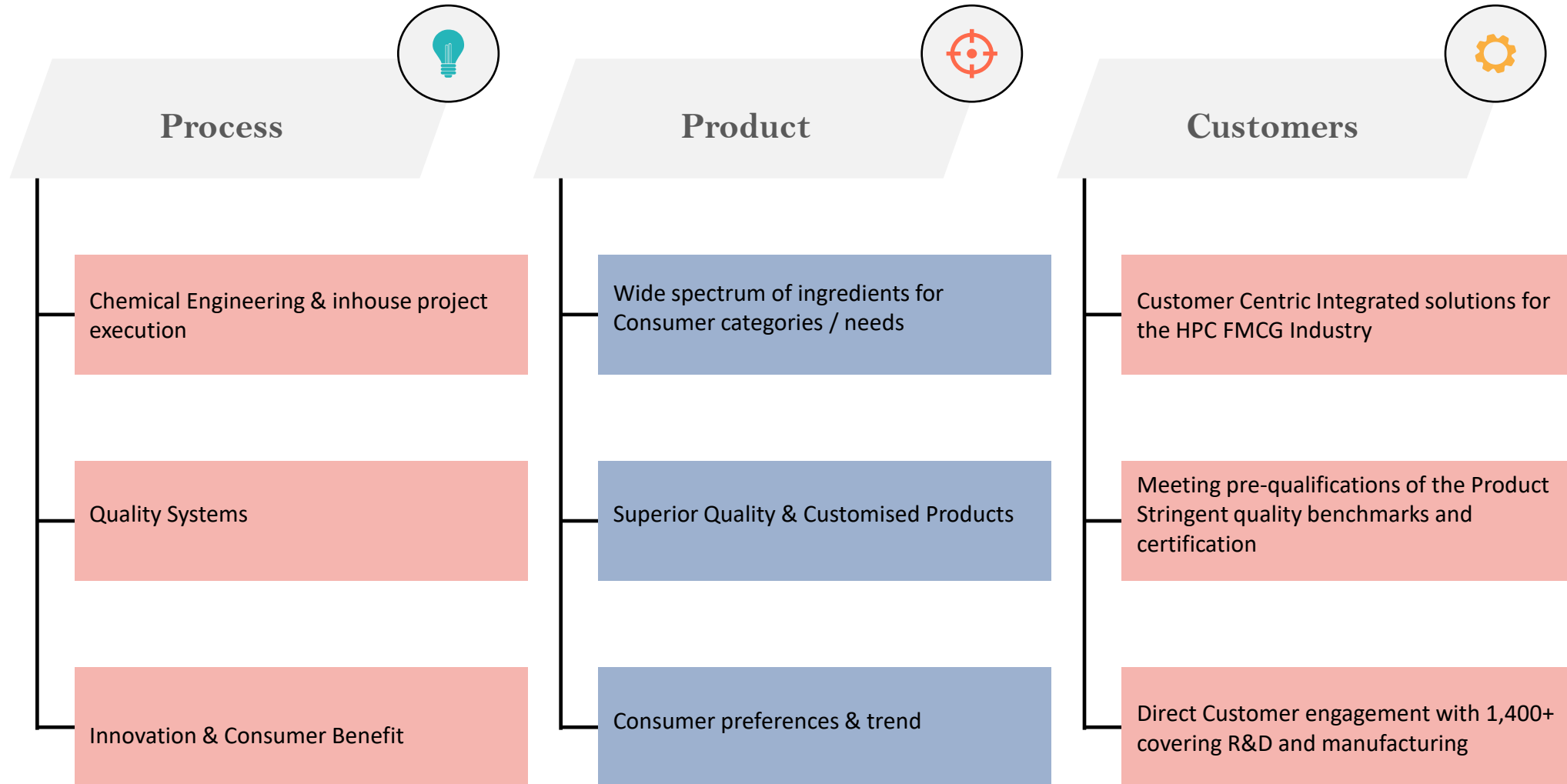
Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency





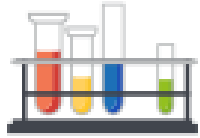
Growth Strategy

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

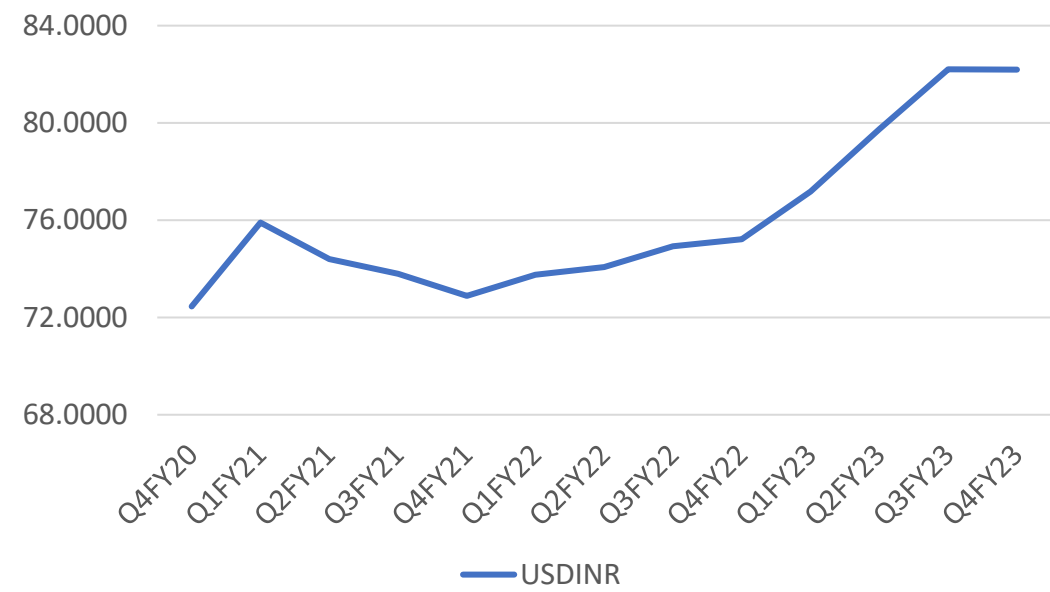
Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)

INR / USD Prices

LA Price

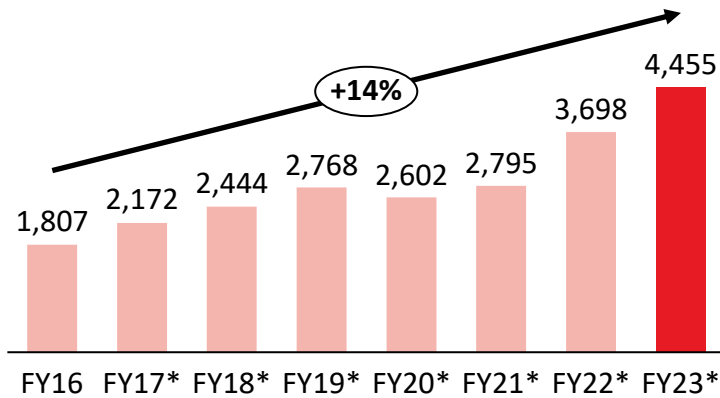
USDINR



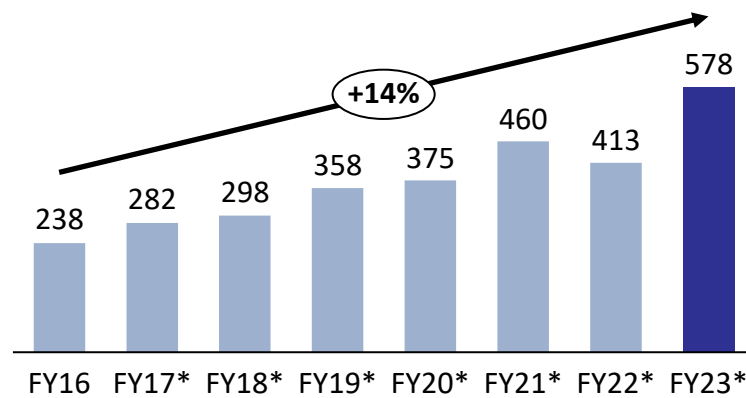
... through Robust Risk Management Practices

Our Performance Highlights

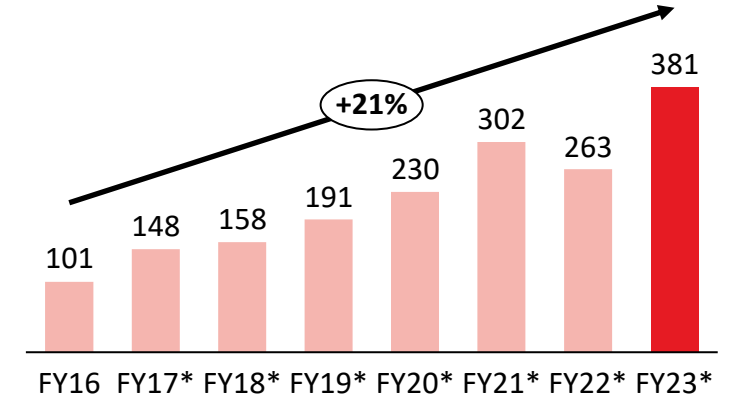
Revenue^ (Rs. In Crs)



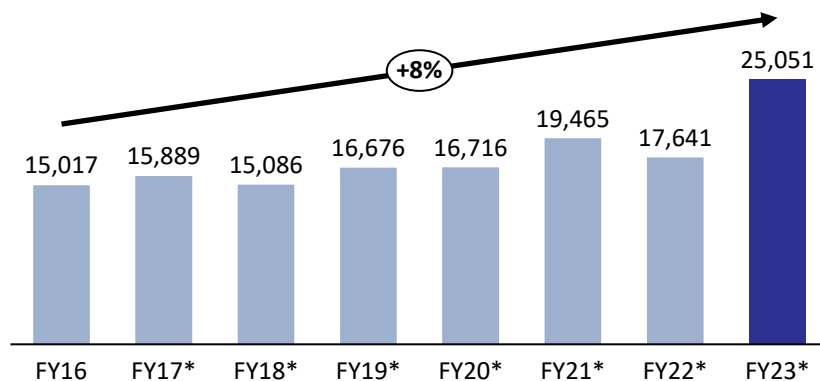
EBITDA^ (Rs. In Crs)



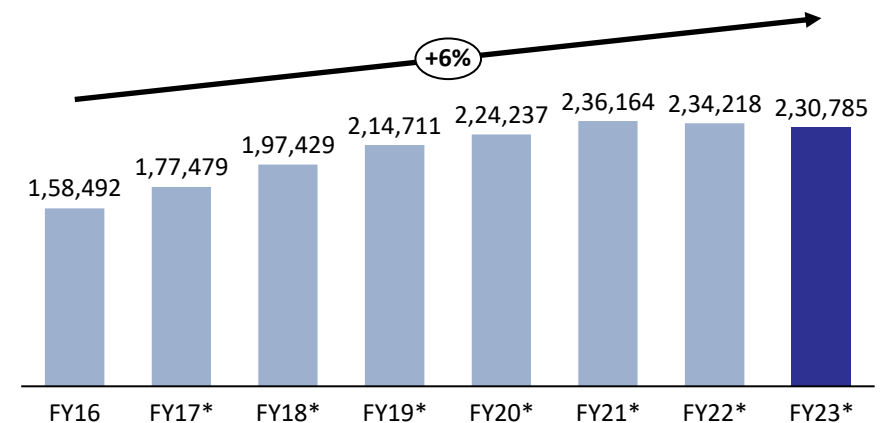
PAT (Rs. In Crs)



EBITDA per tonne (in Rs)



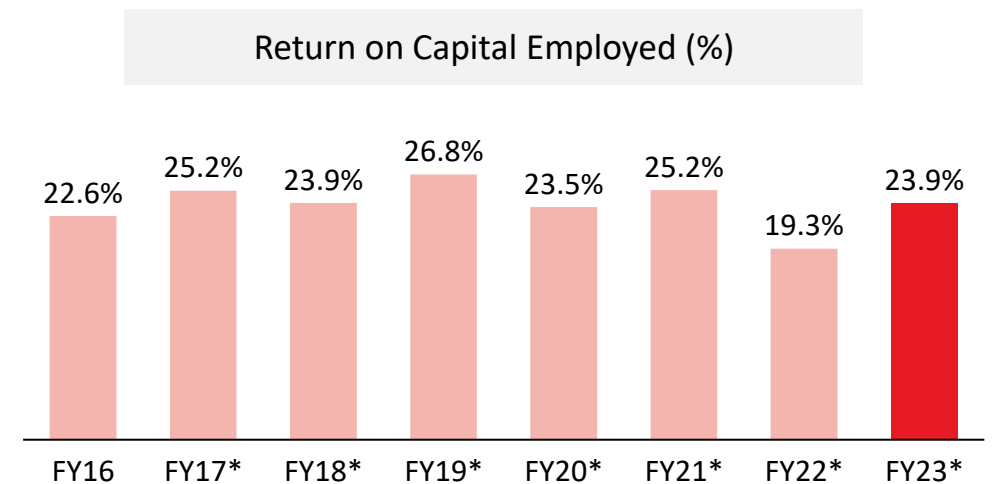
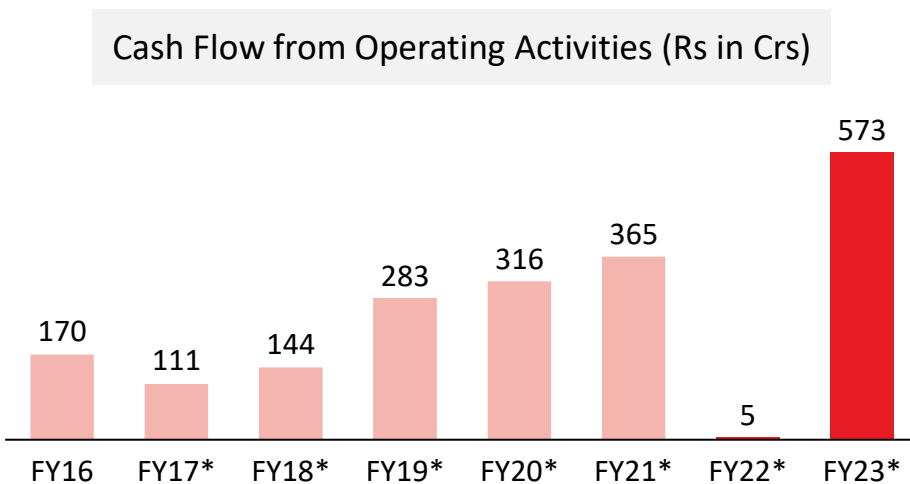
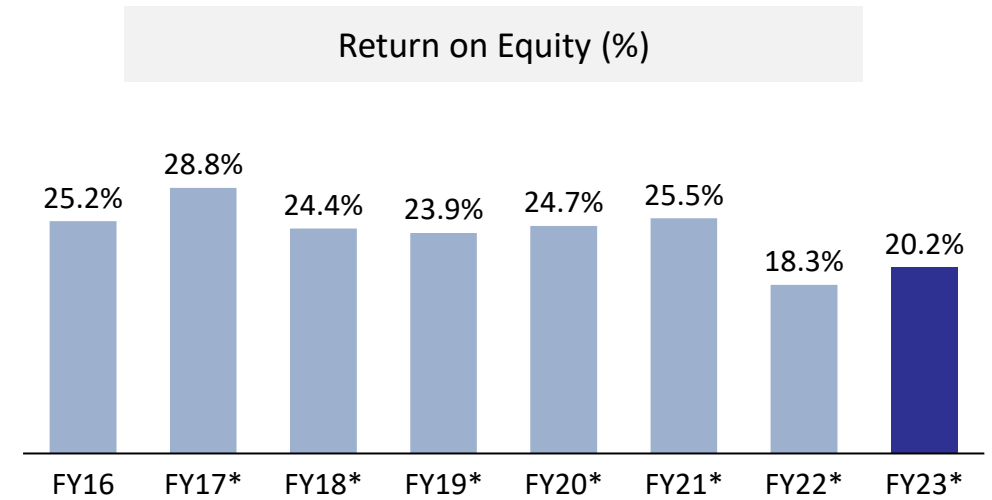
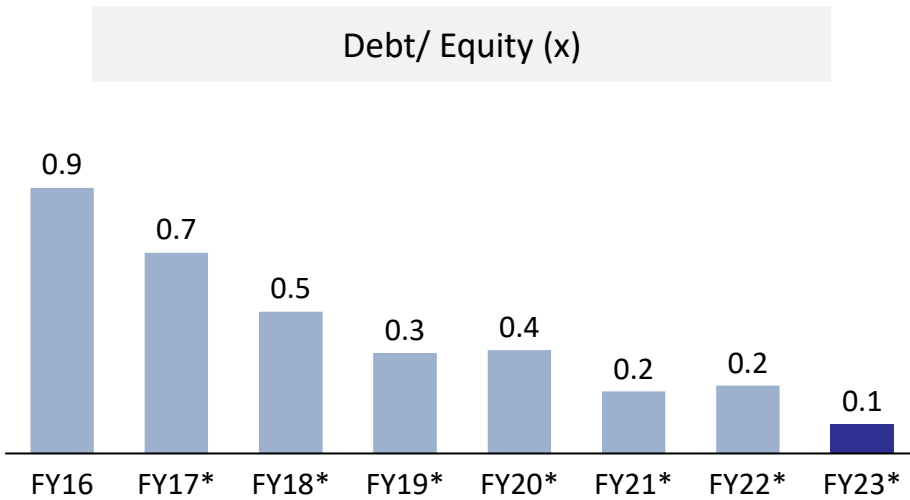
Total Volume Growth (MT)



*As per Ind AS rest as per Indian GAAP

^Includes other Income

Our Financial Strength



*As per Ind AS rest as per Indian GAAP

Thank
You

Company :



CIN No: L39877MH1986PLC039877

Mr. Paritosh Srivastava

Email: Paritosh.Srivastava@galaxysurfactants.com

www.galaxysurfactants.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN - U74140MH2010PTC204285

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