



# Galaxy Surfactants Limited

*Investor Presentation - November 2020*



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*Q2 & H1 FY21  
Performance Highlights*

# Q2 FY21: Key Developments

A Record Quarter – Highest Quarterly Volumes. Quarterly PBT Crosses Rs 100 Crores for the first time!

Both segments – Performance Surfactants and Specialty Care Products register volume growth despite operational challenges

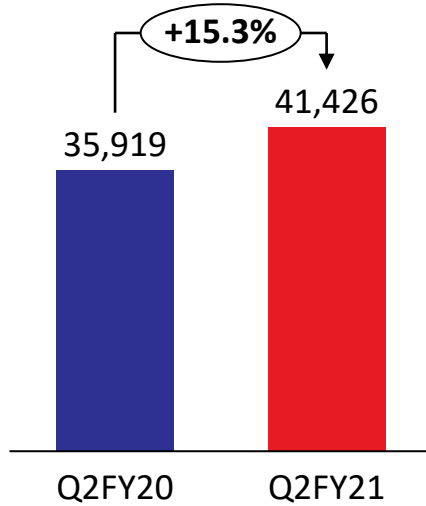
Strong comeback by India – registers YOY 27% volumes growth for the Quarter

Egypt –Momentum continues. AMET records YOY as well as QOQ growth

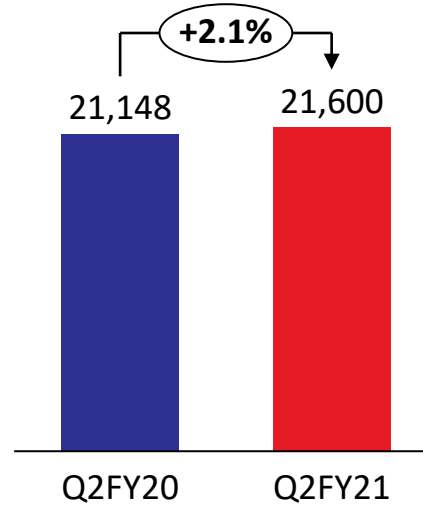
ROW while registers a YOY decline, QOQ registers 25% volumes growth

# Highest Quarterly Volumes: Q2FY21 Highlights

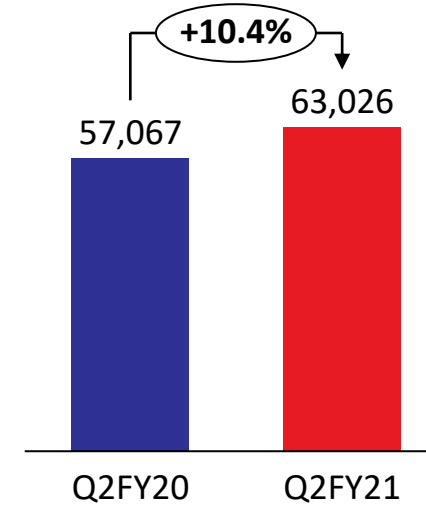
## Performance Surfactants



## Specialty Care Products



## Total Volume



India Market grew by **27.0%**



Africa Middle East Turkey grew by **6.1%**



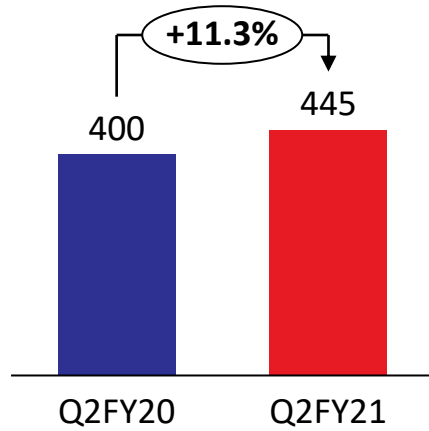
Rest of the World de-grew by **4.0%**



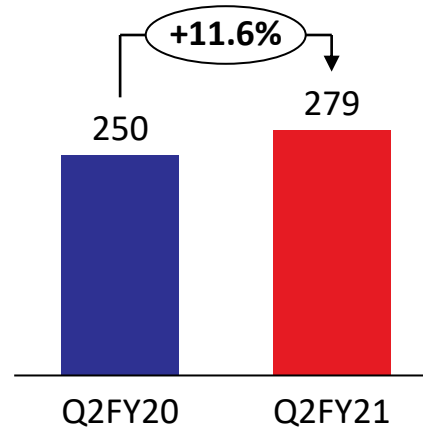
*Highest Quarterly Volumes registered. Growth driven by both the segments across geographies*

# Q2FY21 Highlights (YoY)

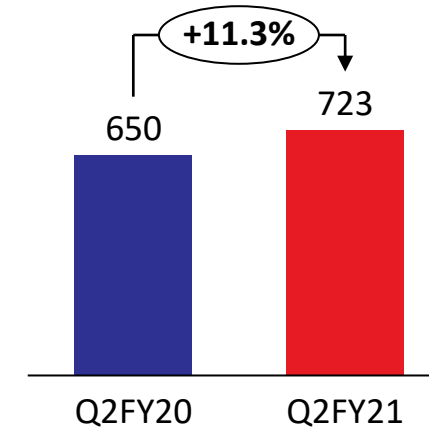
## Performance Surfactants



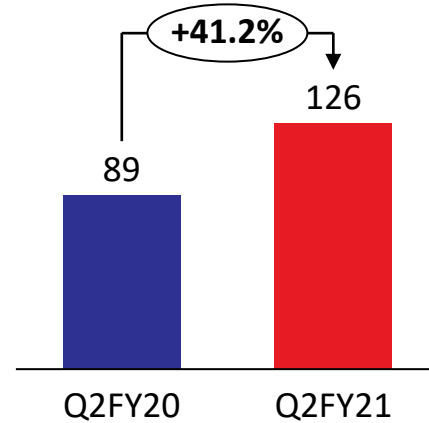
## Specialty Care Products



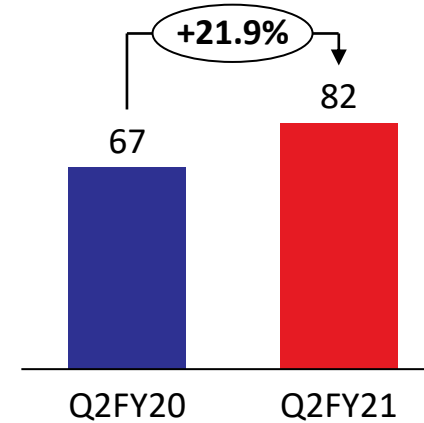
## Total Revenue<sup>^</sup>



## EBITDA<sup>^</sup>



## PAT



Revenue Highlights

Rs. In Crores

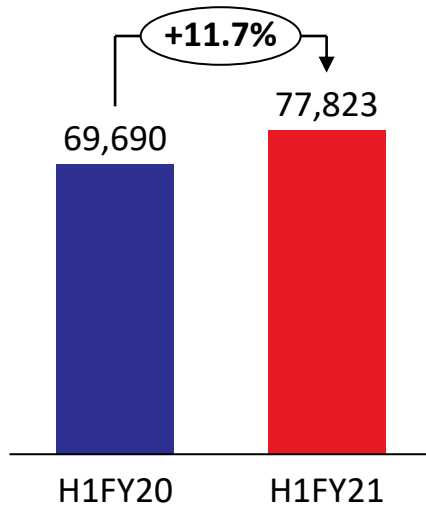
<sup>^</sup>Includes other Income



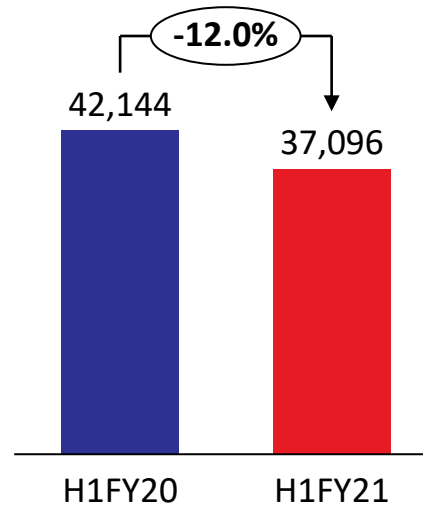
# Volume: H1FY21 Highlights (YoY)

Volume Highlights

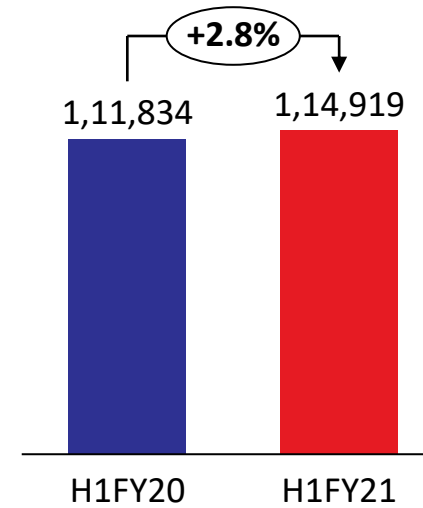
## Performance Surfactants



## Specialty Care Products



## Total Volume



India Market grew by **12.5%**



Africa Middle East Turkey grew by **8.1%**



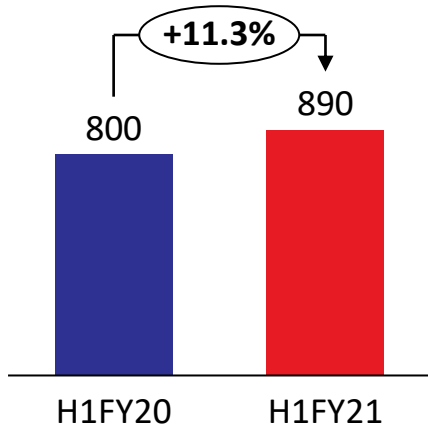
Rest of the World de-grew by **16.0%**



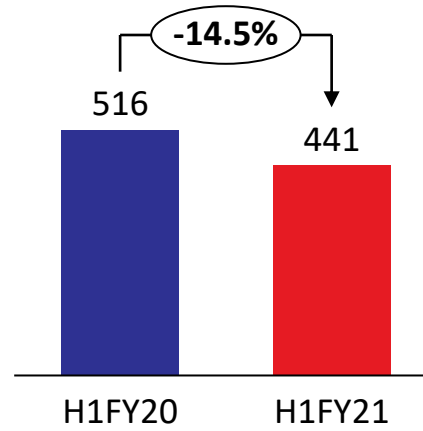
*Strong comeback in the second quarter ensured volume growth despite COVID-19 challenges and incident at Tarapur*

# H1FY21 Highlights (YoY)

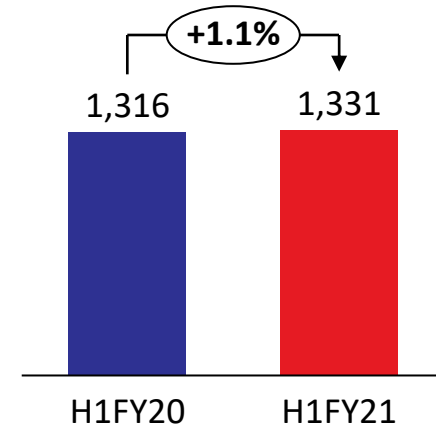
## Performance Surfactants



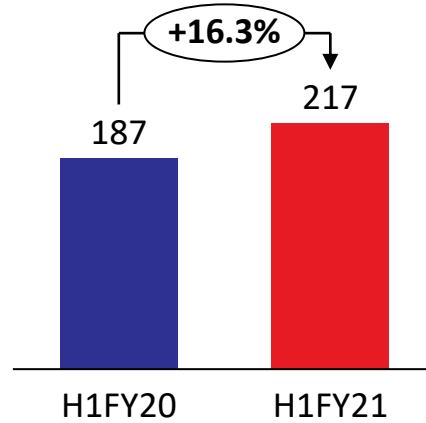
## Specialty Care Products



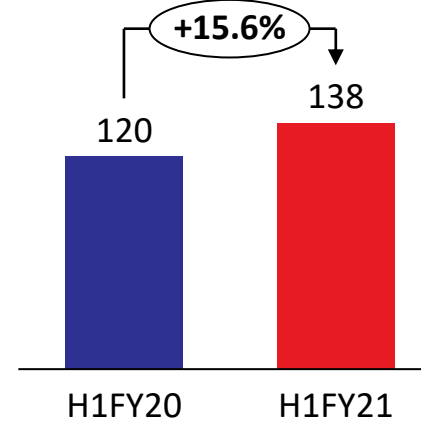
## Total Revenue<sup>^</sup>



## EBITDA<sup>^</sup>



## PAT



Revenue Highlights

Rs. In Crores

<sup>^</sup>Includes other Income



# Consolidated Profit & Loss Statement

Particulars (Rs. In Crores)	Q2FY21	Q2FY20	Y-o-Y	H1FY21	H1FY20	Y-o-Y
Net Revenue from Operations	718.7	648.8	10.8%	1,325.8	1,313.8	0.9%
Other Income	4.6	1.3		5.2	2.6	
<b>Total Revenue</b>	<b>723.3</b>	<b>650.1</b>	<b>11.2%</b>	<b>1,331.1</b>	<b>1,316.4</b>	<b>1.1%</b>
Cost of Material Consumed	457.7	433.0		857.3	875.9	
Employee's Benefits Expense	49.8	43.8		96.1	88.4	
Other Expenses	89.6	84.0		160.5	165.5	
<b>EBITDA</b>	<b>126.1</b>	<b>89.3</b>	<b>41.2%</b>	<b>217.2</b>	<b>186.7</b>	<b>16.3%</b>
<b>EBITDA Margin</b>	<b>17.4%</b>	<b>13.7%</b>		<b>16.3%</b>	<b>14.2%</b>	
Depreciation	16.7	15.4		33.1	30.3	
<b>EBIT</b>	<b>109.4</b>	<b>74.0</b>	<b>47.9%</b>	<b>184.1</b>	<b>156.4</b>	<b>17.7%</b>
Finance cost	3.2	6.4		8.0	12.4	
<b>PBT</b>	<b>106.2</b>	<b>67.5</b>	<b>57.2%</b>	<b>176.1</b>	<b>144.0</b>	<b>22.3%</b>
Tax expense	24.5	0.5		37.9	24.4	
<b>PAT</b>	<b>81.7</b>	<b>67.1</b>	<b>21.9%</b>	<b>138.2</b>	<b>119.6</b>	<b>15.6%</b>
<b>PAT Margin</b>	<b>11.3%</b>	<b>10.3%</b>		<b>10.4%</b>	<b>9.1%</b>	
Other Comprehensive Income	-10.6	9.9		-12.1	8.7	
<b>Total Comprehensive Income</b>	<b>71.1</b>	<b>77.0</b>	<b>-7.6%</b>	<b>126.1</b>	<b>128.3</b>	<b>-1.7%</b>
EPS	23.06	18.92		38.99	33.74	

Fatty Alcohol prices recovered in this Quarter. From an average price of \$ 1,089/MT in Q-1, average prices stood at \$ 1,228/MT in Q-2 FY 2020-21. The same was \$ 1,065/MT in Q-2 FY 2019-20

# Consolidated Balance Sheet

Particulars (Rs. In Crores)	Sep'20	Mar'20
<b>ASSETS</b>		
Property, Plant and Equipment	596.8	623.9
Right-of-use assets	112.7	115.7
Capital work-in-progress	90.4	66.0
Goodwill	2.7	2.8
Other Intangible Assets	6.1	5.5
<b>Financial Assets</b>		
(i) Loans	7.7	7.7
(ii) Other financial assets	0.9	0.8
Deferred Tax Assets (Net)	0.6	0.1
Income Tax Assets (Net)	9.8	15.9
Other Non-current tax assets	37.0	38.7
<b>Total Non-Current Assets</b>	<b>864.7</b>	<b>877.0</b>
<b>Current Assets</b>		
Inventories	355.2	325.0
<b>Financial Assets</b>		
(i) Investments	6.3	5.8
(ii) Trade receivables	443.4	439.4
(iii) Cash and cash equivalents	61.7	47.7
(iv) Bank Balances other than cash and cash equivalents	15.4	6.5
(v) Loans	0.5	0.4
(vi) Other Financial Assets	5.3	6.8
Other Current Assets	88.6	103.3
<b>Total Current Assets</b>	<b>976.3</b>	<b>935.0</b>
<b>TOTAL ASSETS</b>	<b>1,841.0</b>	<b>1,812.0</b>

Particulars (Rs. In Crores)	Sep'20	Mar'20
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	1,158.4	1,032.3
<b>Total Shareholders Fund</b>	<b>1,193.9</b>	<b>1,067.8</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	95.8	116.6
(ii) Lease Liabilities	17.3	19.7
(iii) Other Financial Liabilities	0.4	0.3
Provisions	9.0	13.8
Deferred Tax Liabilities (Net)	27.9	24.1
Other non-current liabilities	0.4	0.4
<b>Total Non-Current Liabilities</b>	<b>150.7</b>	<b>175.0</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	118.0	203.0
(ii) Trade Payables	301.1	273.1
(iii) Lease Liabilities	4.1	3.9
(iv) Other Financial Liabilities	36.7	62.5
Other Current Liabilities	16.1	17.7
Provisions	9.4	3.9
Current Tax Liabilities (Net)	11.1	5.2
<b>Total Current Liabilities</b>	<b>496.4</b>	<b>569.2</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,841.0</b>	<b>1,812.0</b>

# Consolidated Cash Flow

Particulars (Rs. In Crores)	Half Year ended	
	Sep'20	Sep'19
Cash Flow From Operating Activities :		
<b>Profit After Tax</b>	<b>138.2</b>	<b>119.6</b>
Operating Profit before working Capital changes	213.8	183.5
<b>Net cash flows generated from/(used) in Operating Activities (A)</b>	<b>186.1</b>	<b>101.1</b>
<b>Net cash flows generated from/(used) in Investing Activities (B)</b>	<b>-41.0</b>	<b>-79.2</b>
<b>Net cash flows generated from/(used) in Financing Activities (C)</b>	<b>-131.0</b>	<b>-14.1</b>
<b>Net Increase/(Decrease) in cash and cash equivalents (A+B+C)</b>	<b>14.1</b>	<b>7.8</b>
Opening cash and cash equivalents	47.7	25.0
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	-0.1	0.6
<b>Closing cash and cash equivalents</b>	<b>61.7</b>	<b>33.4</b>

# Standalone Profit & Loss Statement

Particulars (Rs. In Crores)	Q2FY21	Q2FY20	Y-o-Y	H1FY21	H1FY20	Y-o-Y
Net Revenue from Operations	489.6	446.3	9.7%	849.3	916.9	-7.4%
Other Income	-1.5	9.7		0.8	8.7	
<b>Total Revenue</b>	<b>488.1</b>	<b>456.0</b>	<b>7.0%</b>	<b>850.1</b>	<b>925.6</b>	<b>-8.2%</b>
Cost of Material Consumed	314.6	299.6		553.5	616.9	
Employee's Benefits Expense	25.5	23.9		49.2	48.5	
Other Expenses	57.7	54.8		97.7	110.9	
<b>EBITDA</b>	<b>90.4</b>	<b>77.8</b>	<b>16.2%</b>	<b>149.7</b>	<b>149.3</b>	<b>0.3%</b>
<b>EBITDA Margin</b>	<b>18.5%</b>	<b>17.1%</b>		<b>17.6%</b>	<b>16.1%</b>	
Depreciation	10.7	9.7		21.0	19.2	
<b>EBIT</b>	<b>79.7</b>	<b>68.1</b>	<b>17.1%</b>	<b>128.7</b>	<b>130.1</b>	<b>-1.0%</b>
Finance cost	1.9	4.5		5.1	8.9	
<b>PBT</b>	<b>77.8</b>	<b>63.6</b>	<b>22.4%</b>	<b>123.7</b>	<b>121.2</b>	<b>2.1%</b>
Tax expense	20.0	0.7		31.7	21.2	
<b>PAT</b>	<b>57.8</b>	<b>62.9</b>	<b>-8.1%</b>	<b>92.0</b>	<b>99.9</b>	<b>-8.0%</b>
<b>PAT Margin</b>	<b>11.8%</b>	<b>13.8%</b>		<b>10.8%</b>	<b>10.8%</b>	
Other Comprehensive Income	0.2	-0.8		0.4	-1.0	
<b>Total Comprehensive Income</b>	<b>58.0</b>	<b>62.1</b>	<b>-6.7%</b>	<b>92.3</b>	<b>98.9</b>	<b>-6.6%</b>
EPS	16.30	17.73		25.94	28.18	

# Standalone Balance Sheet

Particulars (Rs. In Crores)	Sep'20	Mar'20
<b>ASSETS</b>		
Property, Plant and Equipment	358.0	369.6
Right-of-use assets	100.7	102.4
Capital work-in-progress	85.0	61.4
Goodwill		
Other Intangible Assets	5.9	5.3
<b>Financial Assets</b>		
(i) Investments	216.3	218.2
(ii) Loans	5.6	5.6
(iii) Other financial assets	0.0	0.0
Deferred Tax Assets (Net)		
Income Tax Assets (Net)	8.0	8.0
Other Non-current tax assets	34.1	36.9
<b>Total Non-Current Assets</b>	<b>813.7</b>	<b>807.3</b>
<b>Current Assets</b>		
Inventories	221.3	202.1
<b>Financial Assets</b>		
(i) Trade receivables	293.0	274.1
(ii) Cash and cash equivalents	17.9	16.9
(iii) Bank Balances other than cash and cash equivalents	9.6	0.7
(iv) Loans	0.4	0.3
(v) Other Financial Assets	5.5	9.5
Other Current Assets	46.1	78.1
<b>Total Current Assets</b>	<b>593.7</b>	<b>581.8</b>
<b>TOTAL ASSETS</b>	<b>1,407.4</b>	<b>1,389.1</b>

Particulars (Rs. In Crores)	Sep'20	Mar'20
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	946.7	854.4
<b>Total Shareholders Fund</b>	<b>982.2</b>	<b>889.8</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	67.1	83.0
(ii) Lease Liabilities	5.8	7.1
(iii) Other Financial Liabilities	0.4	0.3
Provisions	9.0	13.8
Deferred Tax Liabilities (Net)	33.9	30.5
Other non-current liabilities	0.4	0.4
<b>Total Non-Current Liabilities</b>	<b>116.6</b>	<b>135.1</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	12.0	58.0
(ii) Trade Payables	236.5	226.9
(iii) Lease Liabilities	2.4	2.3
(iv) Other Financial Liabilities	27.5	56.6
Other Current Liabilities	10.0	11.5
Provisions	9.2	3.6
Current Tax Liabilities (Net)	11.0	5.2
<b>Total Current Liabilities</b>	<b>308.6</b>	<b>364.1</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,407.4</b>	<b>1,389.1</b>

# Standalone Cash Flow

Particulars (Rs. In Crores)	Full Year ended	
	Sep'20	Sep'19
Cash Flow From Operating Activities :		
<b>Profit After Tax</b>	<b>92.0</b>	<b>99.9</b>
Operating Profit before working Capital changes	149.1	140.4
<b>Net cash flows generated from/(used) in Operating Activities (A)</b>	<b>133.8</b>	<b>48.2</b>
<b>Net cash flows generated from/(used) in Investing Activities (B)</b>	<b>-43.2</b>	<b>-40.6</b>
<b>Net cash flows generated from/(used) in Financing Activities (C)</b>	<b>-90.5</b>	<b>-7.1</b>
<b>Net Increase/(Decrease) in cash and cash equivalents (A+B+C)</b>	<b>0.1</b>	<b>0.4</b>
Opening cash and cash equivalents	16.9	3.9
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	0.9	0.0
<b>Closing cash and cash equivalents</b>	<b>17.9</b>	<b>4.4</b>

# *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**

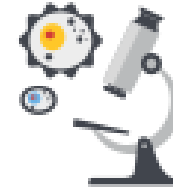
# ...Vertically Integrated in HPC Industry



**205+ 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**  
77 Approved; 13 Applied



**Serving  
1,750+ Clients**



**Presence across  
80+ countries**



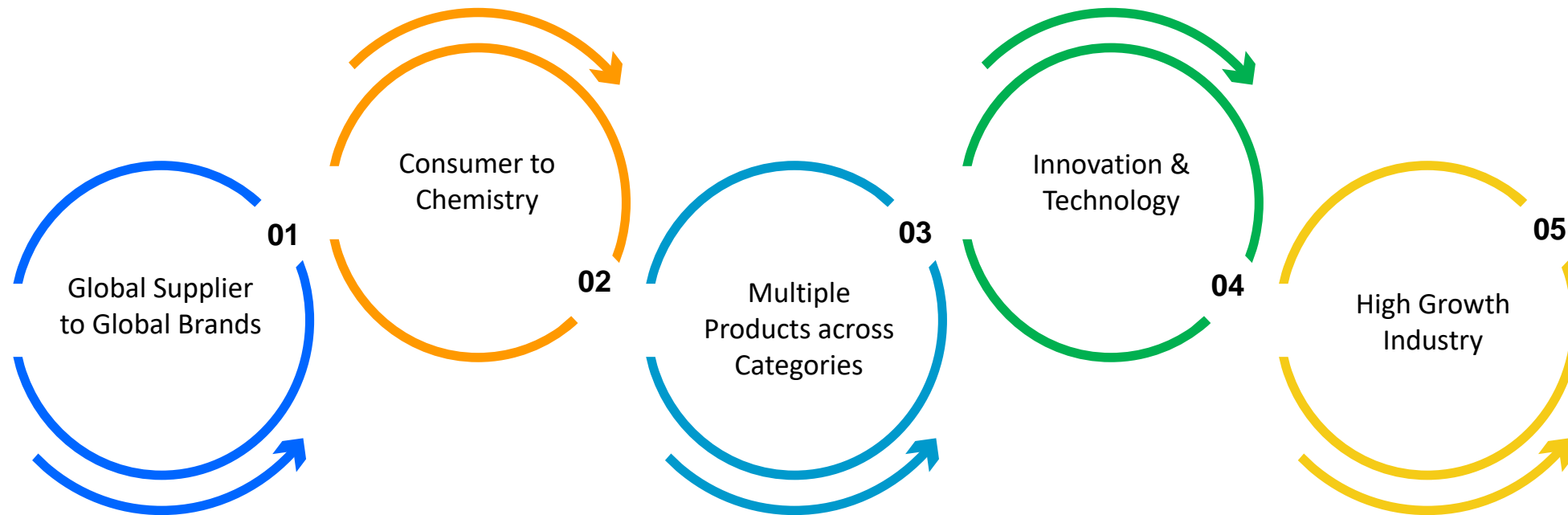
**Sustainability - A way of  
Life**



**1,550+ 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

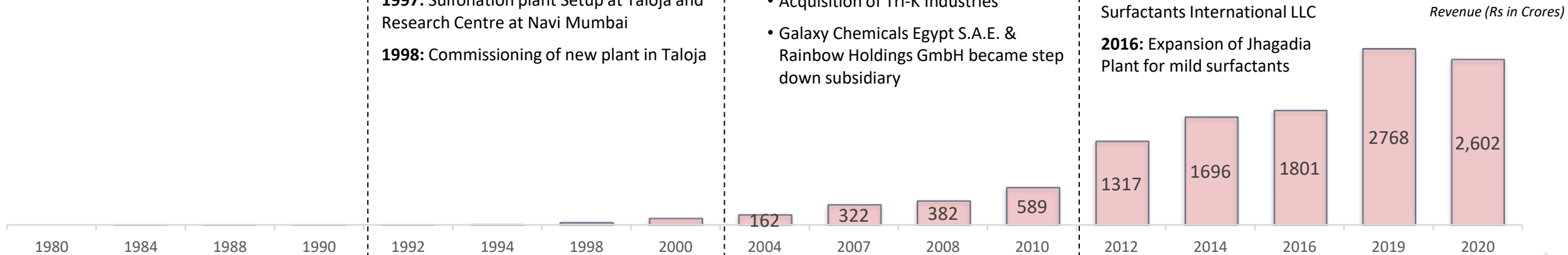
**1986:** Incorporation of Company  
**1984:** New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens

**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 - 2020

### GLOBAL ESTABLISHMENT

- 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



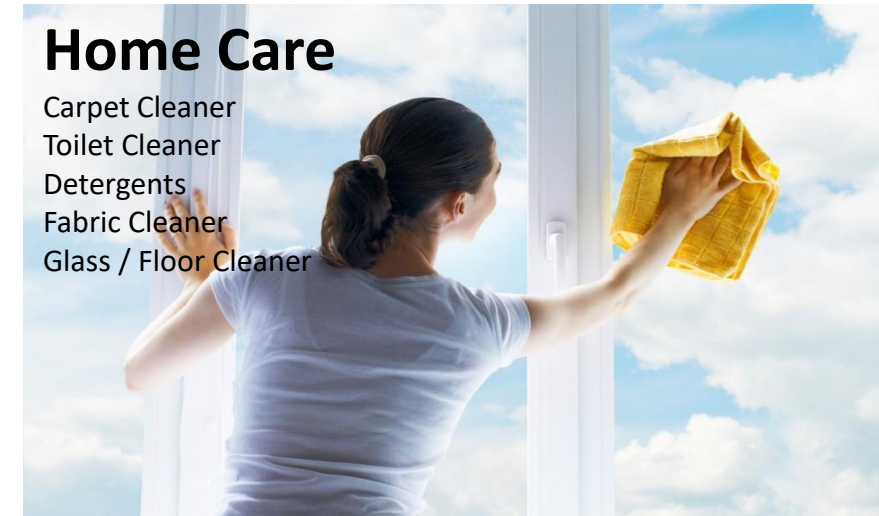
## Oral Care

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

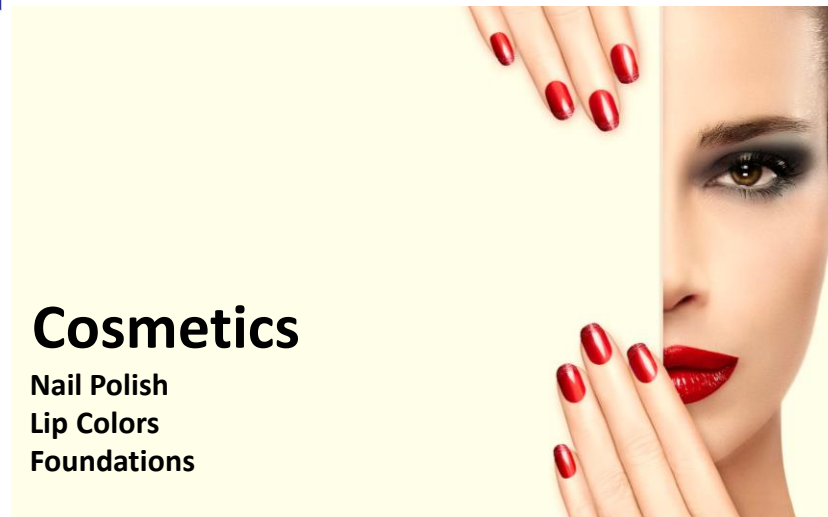
## Skin Care

Sun care  
Fairness Creams  
Moisturizing Creams  
Anti-ageing Creams



## Cosmetics

Nail Polish  
Lip Colors  
Foundations



## Toiletries

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



# ... with over 205+ 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 pearler 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



45+ products

160+ products

### Revenue Mix (H1FY21)








67%

33%



# Our Global Footprints

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

	Manufacturing	✓
	R&D	✓
	# Plants	1
	# Employees	69
	Marketing office	✓

**USA**  
TRI K Industries

**Netherlands**



**Turkey**



**China**

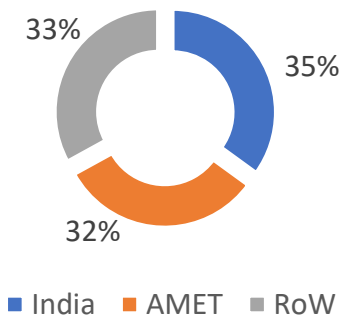


**Global Headquarters**






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

**India**






**FY20: Revenue Breakup**



**Egypt: 100% owned\***

	Manufacturing	✓
	R&D	✗
	# Plants	1
	# Employees	173
	Marketing office	✗

**India: Parent Entity**

	Manufacturing	✓
	R&D	✓
	# Plants	6
	# Employees	1,333
	Marketing office	✓

*Presence in High Growth & Matured Markets*

# “Consumer to Chemistry”: Creation of Products

Idea Stage



Feasibility Stage



Capability Stage



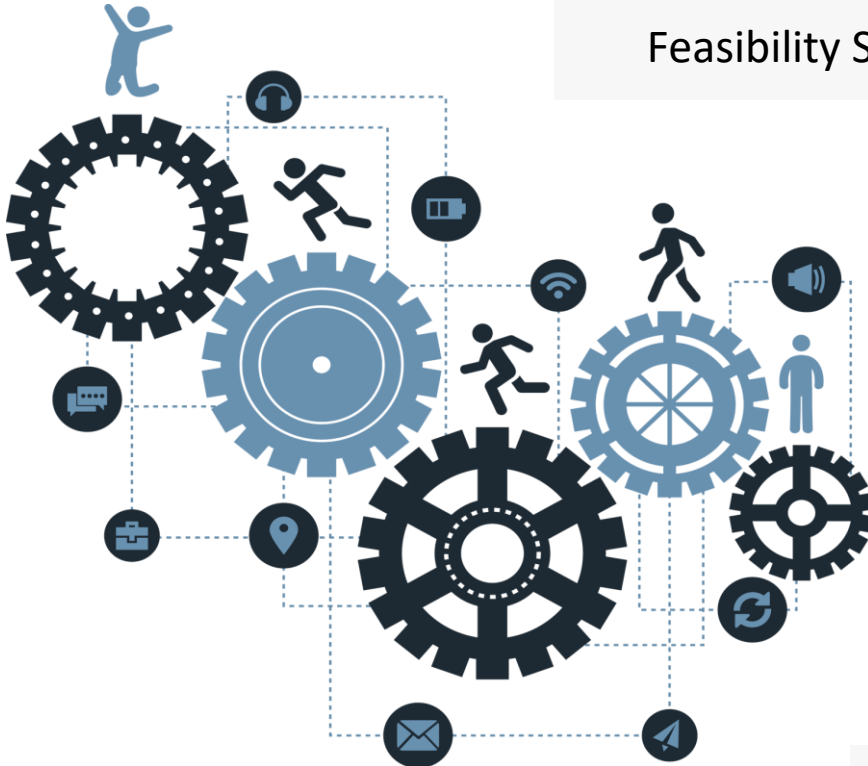
Market Ready Stage



Product in the Market



*Innovation Funnel*

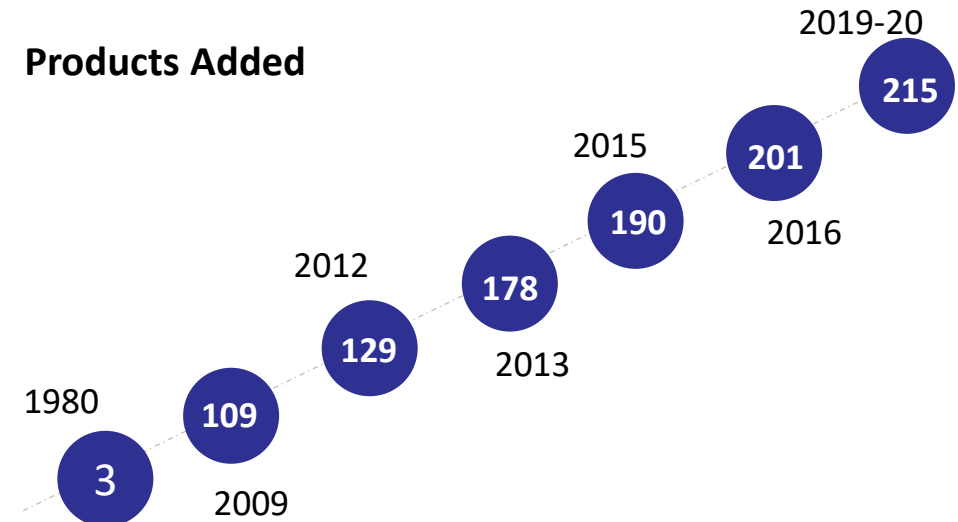


77 approved Patents and 13 applied

INDIA	USA	EUROPE	ROW	GLOBALLY Applied
16	18	5	8	13

77 Patents since 2000	13 Patent application pending	Rs. 8 crs incurred to enhance the R&D set-up	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



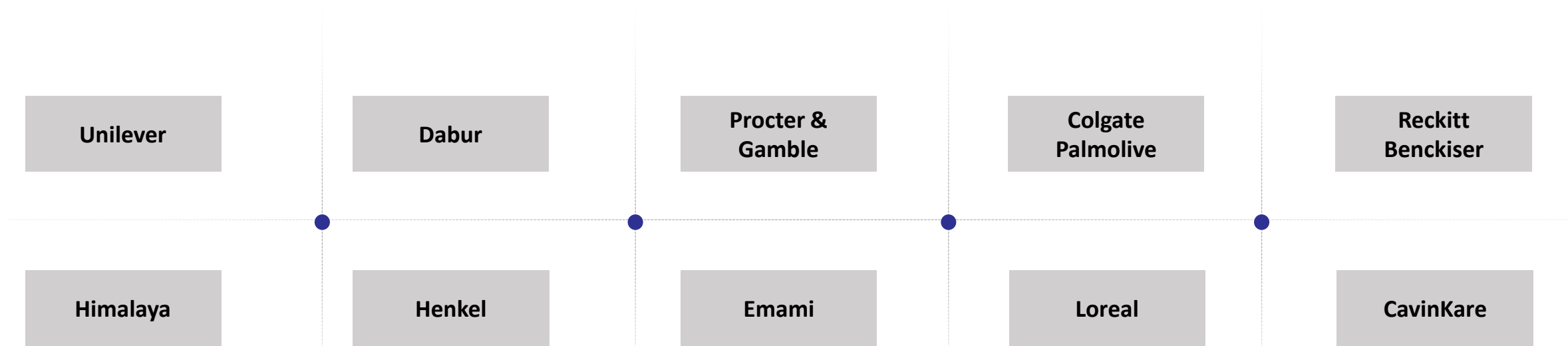
# State-of-the-art Manufacturing Facilities



Location	No. of Units	Installed Capacity	Details
Tarapur, Maharashtra	3	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>
Taloja, Maharashtra	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>
Jhagadia, Gujarat*	1	131,000 MTPA	<ul style="list-style-type: none"> <li>✓ Located close to raw material source ethylene oxide</li> </ul>
Suez, Egypt*	1	117,500 MTPA	<ul style="list-style-type: none"> <li>✓ Located in the Attaqa 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>
New Hampshire, USA	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 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**

FY20: Revenue Contribution  
**MNC Customers: 55%**  
**Regional Players: 11%**  
**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 205+ 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>Various ISO Certification   <p>EcoVadis Galaxy Group   <p>Responsible Care® OUR COMMITMENT TO SUSTAINABILITY 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 &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 FY20

**Meet the EOY India 2019 Finalists**



**Unnathan Shekhar**  
Galaxy Surfactants

**Global impact**

- Started Galaxy Surfactants with four partners in 1980 and led the company to becoming a globally recognized brand
- Led the company to become a market leader in the Indian oleo-chemical based surfactants market and specialty care products
- Steered the company's growth nationally and internationally with a market capitalization of over INR 5,000 crore (as of November 2019)

Mr. U. Shekhar Managing Director of Galaxy Surfactants selected as a **Finalist for the EY Entrepreneur of the Year Awards 2019**

Company won the **Gold award for its innovative product TiLS (G) - An oil soluble surfactant at the HPCI Mumbai Conference 2020**



Won the **“Excellent Use of IP in Innovation” Award at the IP Summit & Awards organized by Transformance Forums for “Green Catalyst” #innovation that has transformed the way Amino Acid Surfactants are manufactured**



- The Company has been certified for the **2<sup>nd</sup> time as Great Place to Work - Certified™** by the Great Place to Work® Institute.
- We are proud to be recognized for our **relentless effort towards building a High-Trust, High-Performance Culture™**.



# 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

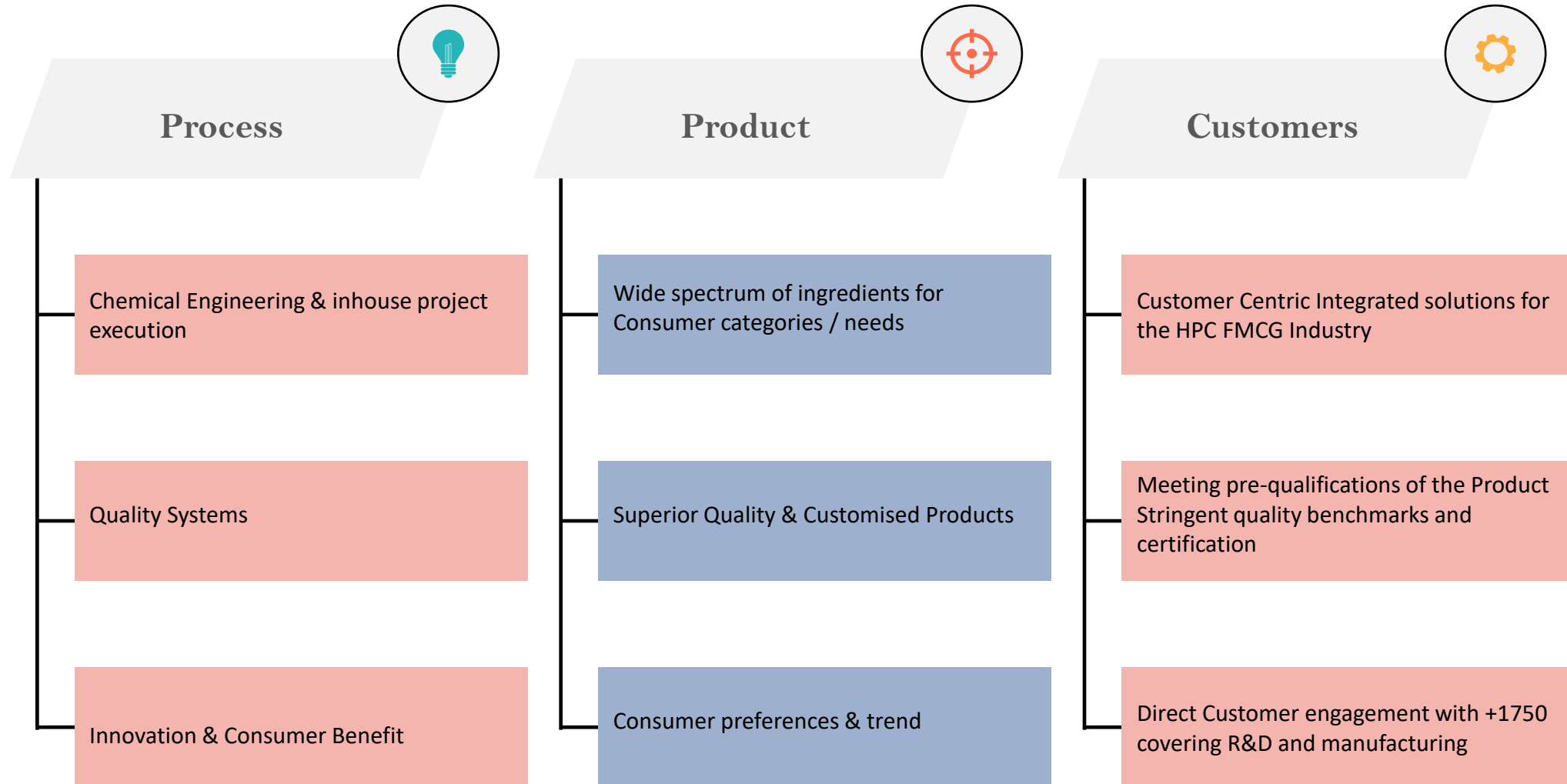
Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency



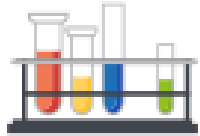


## *Growth Strategy*

# Personal & Home Care: High Entry Barrier Businesses



## 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*

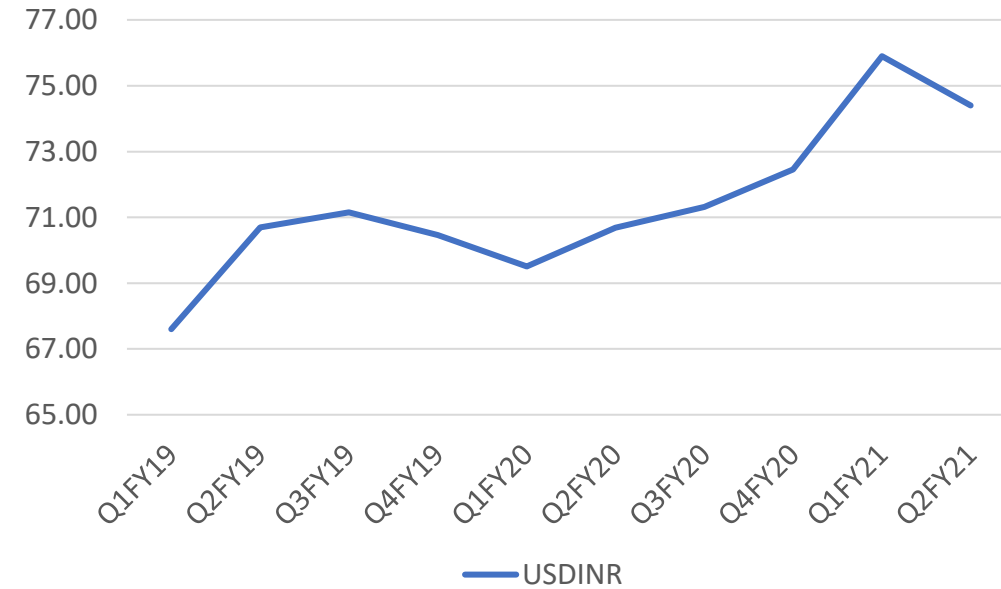
# Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)

INR / USD Prices

LA Price

USDINR

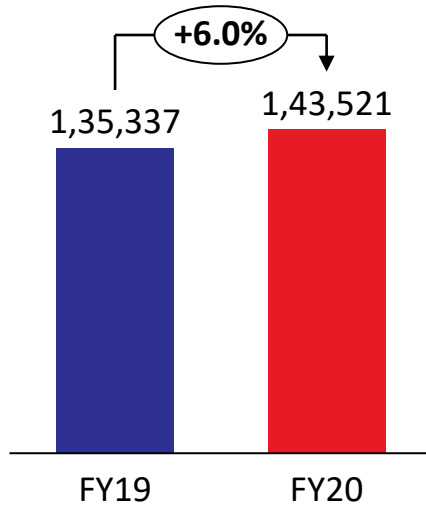


... through Robust Risk Management Practices

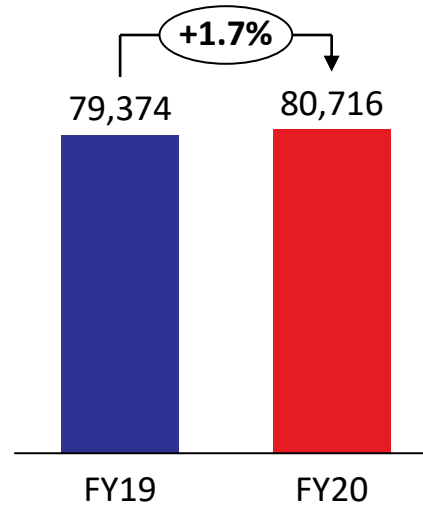


# Volume: FY20 Highlights (YoY)

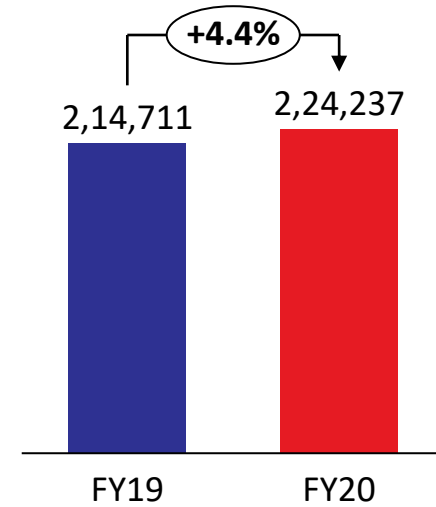
## Performance Surfactants



## Specialty Care Products



## Total Volume



Volume Highlights

India Market grew by **0.5%**



Africa Middle East Turkey grew by **9.4%**



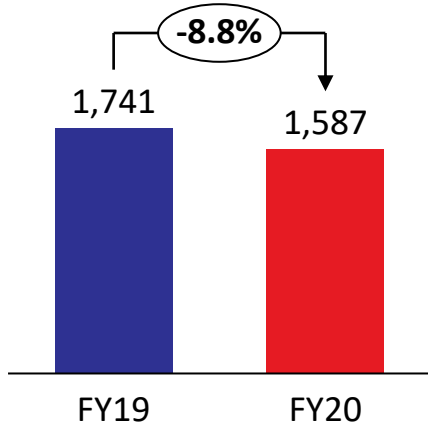
Rest of the World grew by **2.8%**



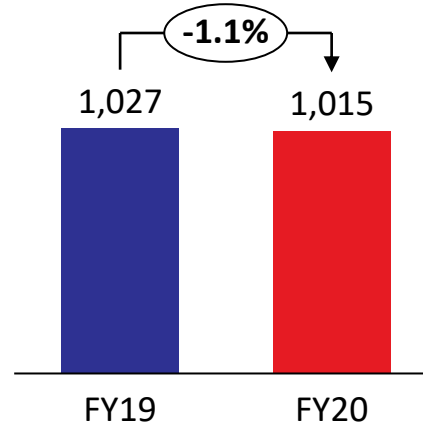
*Both Performance & Specialty Care segments logged in growth which was ahead of the Industry growth rate*

# FY20 Highlights (YoY)

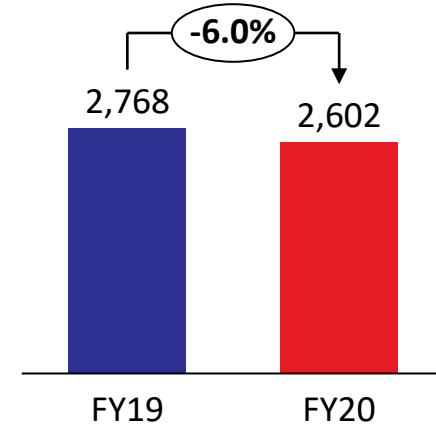
## Performance Surfactants



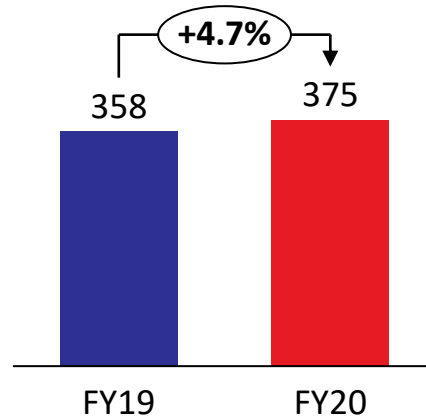
## Specialty Care Products



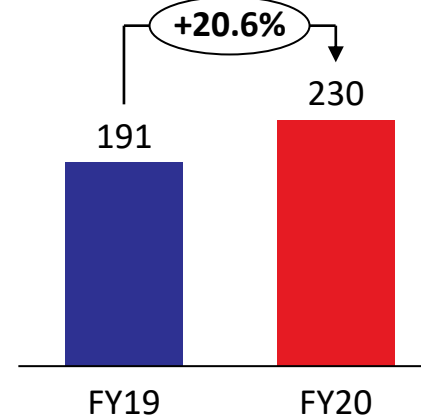
## Total Revenue<sup>^</sup>



## EBITDA<sup>^</sup>



## PAT



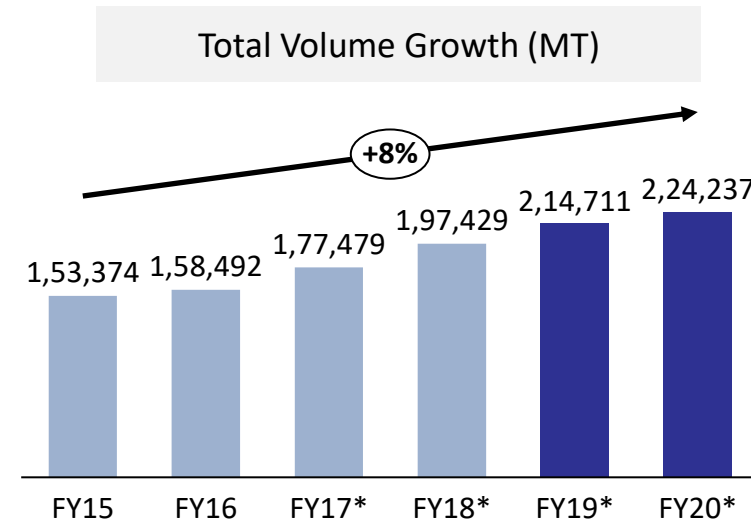
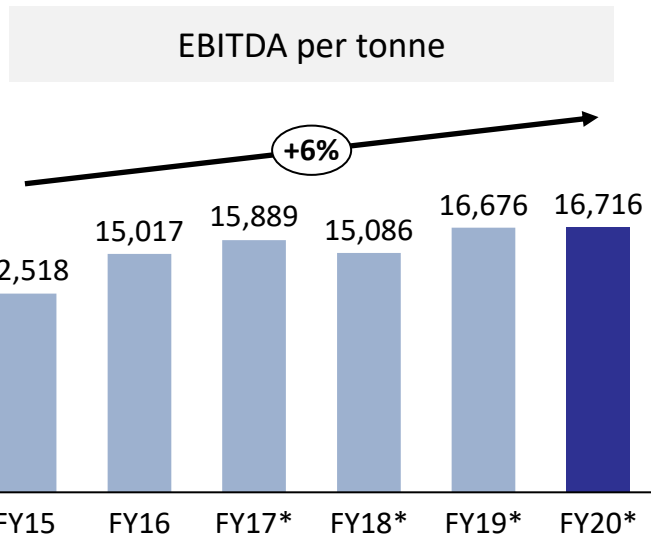
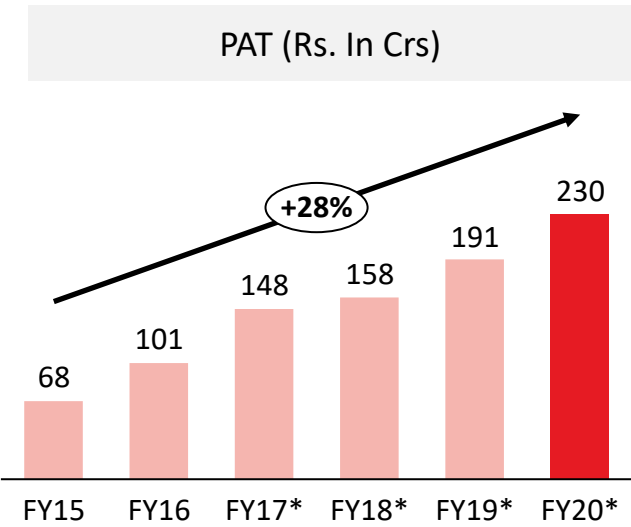
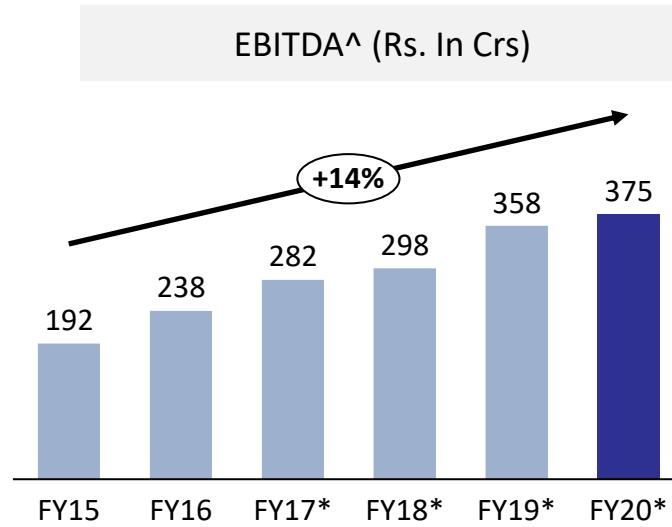
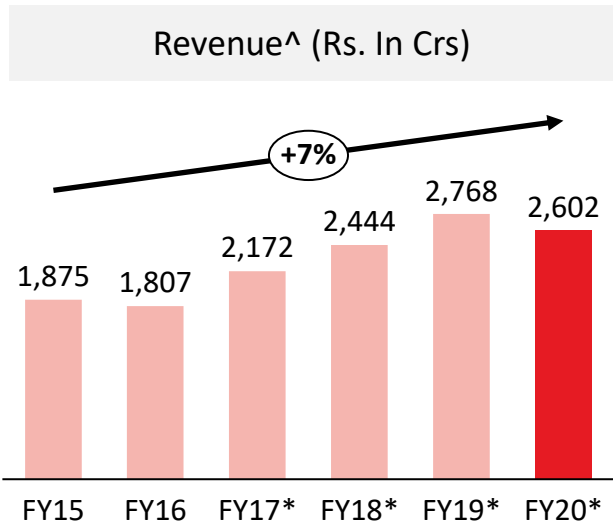
Revenue Highlights

Rs. In Crores

As per Ind AS

<sup>^</sup>Includes other Income

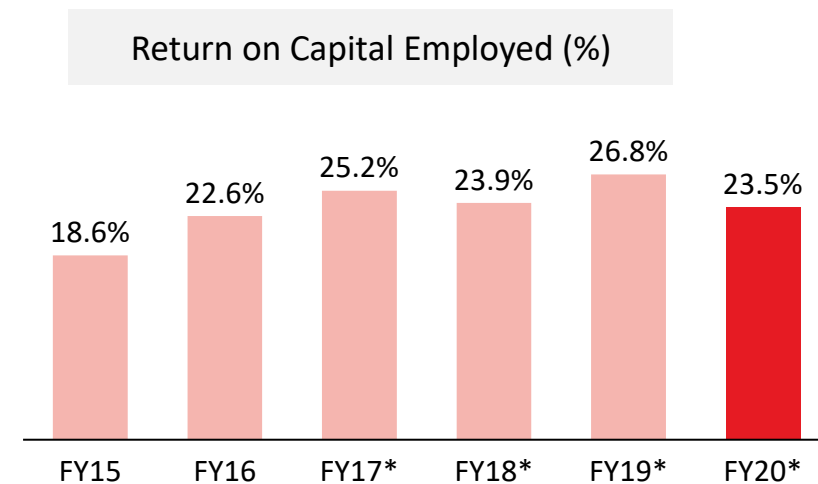
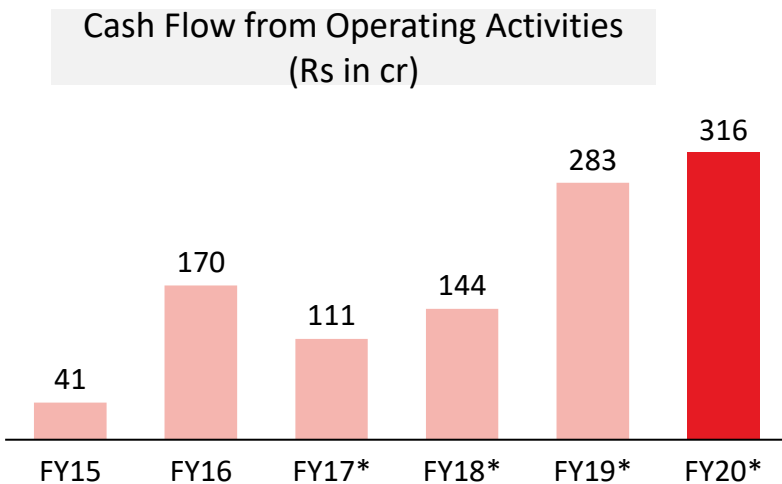
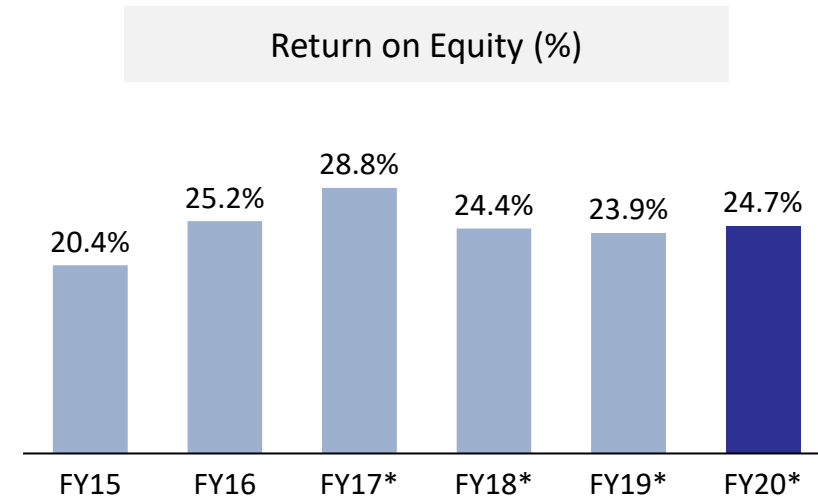
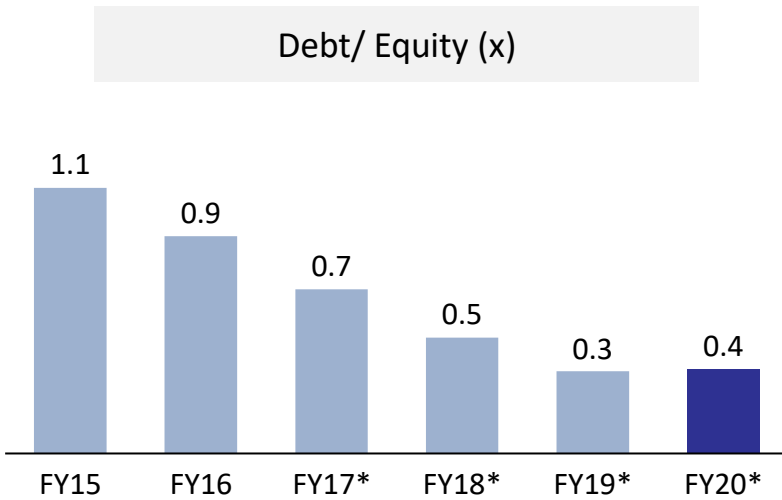
# Our Performance Highlights



\*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)	Mar'20	Mar'19
<b>ASSETS</b>		
Property, Plant and Equipment	623.9	511.2
Right-of-use assets	115.7	-
Capital work-in-progress	66.0	82.6
Goodwill	2.8	2.5
Intangible Assets	5.5	5.0
<b>Financial Assets</b>		
(i) Loans	7.7	6.9
(ii) Other financial assets	0.5	1.9
Deferred Tax Assets (Net)	0.1	4.9
Income Tax Assets (Net)	15.9	8.0
Non-current tax assets	38.7	47.6
<b>Total Non-Current Assets</b>	<b>876.7</b>	<b>670.5</b>
<b>Current Assets</b>		
Inventories	325.0	351.3
<b>Financial Assets</b>		
(i) Investments	5.8	-
(ii) Trade receivables	439.4	426.8
(iii) Cash and cash equivalents	47.7	25.0
(iv) Bank Balances other than cash and cash equivalents	6.8	0.7
(v) Loans	0.4	3.7
(vi) Other Financial Assets	6.8	3.0
Other Current Assets	103.3	86.9
<b>Total Current Assets</b>	<b>935.3</b>	<b>897.4</b>
<b>TOTAL ASSETS</b>	<b>1,812.0</b>	<b>1,568.0</b>

Particulars (Rs. In Crores)	Mar'20	Mar'19
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	1,032.3	841.3
<b>Total Shareholders Fund</b>	<b>1,067.8</b>	<b>876.7</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	116.6	89.2
(ii) Lease Liabilities	19.7	-
(iii) Other Financial Liabilities	0.3	0.3
Provisions	13.8	10.0
Deferred Tax Liabilities (Net)	24.1	32.0
Other non-current liabilities	0.4	0.8
<b>Total Non-Current Liabilities</b>	<b>175.0</b>	<b>132.3</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	203.0	164.0
(ii) Lease Liabilities	3.9	-
(iii) Trade Payables	273.1	305.9
(iv) Other Financial Liabilities	62.5	71.5
Provisions	3.9	4.1
Current Tax Liabilities (Net)	5.2	5.1
Other Current Liabilities	17.7	8.5
<b>Total Current Liabilities</b>	<b>569.2</b>	<b>559.0</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,812.0</b>	<b>1,568.0</b>

# Consolidated Cash Flow Statement

Particulars (Rs. In Crores)	31-Mar-20	31-Mar-19
Cash Flow From Operating Activities :		
<b>Profit After Tax</b>	<b>230.4</b>	<b>191</b>
Adjustments for noncash items	143	165.8
Operating Profit before working Capital changes	373.4	356.8
Working capital adjustments	11.3	1.1
<b>Cash flows generated from operating activities</b>	<b>384.7</b>	<b>357.9</b>
Income tax (paid)	-68.6	-75
<b>Net cash flows generated from/(used) in Operating Activities (A)</b>	<b>316.2</b>	<b>282.9</b>
<b>Net cash flows generated from/(used) in Investing Activities (B)</b>	<b>-151.1</b>	<b>-167.3</b>
<b>Net cash flows generated from/(used) in Financing Activities (C)</b>	<b>-143.8</b>	<b>-119.2</b>
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	21.3	-3.6
Opening cash and cash equivalents	25	27.1
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	1.4	1.6
<b>Closing cash and cash equivalents</b>	<b>47.7</b>	<b>25</b>



# Standalone Balance Sheet

Particulars (Rs. In Crores)	Mar'20	Mar'19
<b>ASSETS</b>		
Property, Plant and Equipment	369.6	354.2
Capital work-in-progress	61.4	40.2
Right of use Asset	102.4	0.0
Intangible Assets	5.3	5.0
<b>Financial Assets</b>		
(i) Investments	218.2	256.5
(ii) Loans	5.6	5.3
(iii) Other financial assets	0.0	1.3
Deferred Tax Assets (Net)	-	-
Income Tax Assets (Net)	8.0	8.0
Non-current tax assets	36.9	45.5
<b>Total Non-Current Assets</b>	<b>807.3</b>	<b>715.8</b>
<b>Current Assets</b>		
Inventories	202.1	209.7
<b>Financial Assets</b>		
(i) Trade receivables	274.1	306.5
(ii) Cash and cash equivalents	16.9	3.9
(iii) Bank Balances other than cash and cash equivalents	0.7	0.7
(iv) Loans	0.3	3.5
(v) Other Financial Assets	9.5	3.8
Other Current Assets	78.1	62.9
<b>Total Current Assets</b>	<b>581.8</b>	<b>590.9</b>
<b>TOTAL ASSETS</b>	<b>1,389.1</b>	<b>1,306.7</b>

Particulars (Rs. In Crores)	Mar'20	Mar'19
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	854.4	747.1
<b>Total Shareholders Fund</b>	<b>889.8</b>	<b>782.5</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	83.0	89.2
(ii) Lease Liability	7.1	0.0
(iii) Other Financial Liabilities	0.3	0.3
Provisions	13.8	10.0
Deferred Tax Liabilities (Net)	30.5	41.3
Other non-current liabilities	0.4	0.5
<b>Total Non-Current Liabilities</b>	<b>135.1</b>	<b>141.2</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(i) Borrowings	58.0	28.5
(ii) Trade Payables	226.9	274.3
(iii) Lease Liability	2.3	0.0
(iv) Other Financial Liabilities	56.6	66.2
Other Current Liabilities	11.5	6.0
Provisions	3.6	3.7
Current Tax Liabilities (Net)	5.2	4.4
<b>Total Current Liabilities</b>	<b>364.1</b>	<b>382.9</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,389.1</b>	<b>1,306.7</b>

# Standalone Cash Flow Statement

Particulars (Rs. In Crores)	31-Mar-20	31-Mar-19
Cash Flow From Operating Activities :		
<b>Profit After Tax</b>	<b>182.2</b>	<b>168.5</b>
Adjustments for noncash items	102.3	99.4
Operating Profit before working Capital changes	284.5	267.8
Working capital adjustments	-14.6	40.2
<b>Cash flows generated from operating activities</b>	<b>269.9</b>	<b>308</b>
Income tax (paid)	-57.4	-70.1
<b>Net cash flows generated from/(used) in Operating Activities (A)</b>	<b>212.5</b>	<b>237.9</b>
<b>Net cash flows generated from/(used) in Investing Activities (B)</b>	<b>-37.9</b>	<b>-125.9</b>
<b>Net cash flows generated from/(used) in Financing Activities (C)</b>	<b>-160.7</b>	<b>-110</b>
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	13.9	2
Opening cash and cash equivalents	3.9	1.9
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	-0.9	0
<b>Closing cash and cash equivalents</b>	<b>16.9</b>	<b>3.9</b>

Thank  
You

**Company :**



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**Investor Relations Advisors :**

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