



**August 9, 2022**

National Stock Exchange of India Limited, Listing Compliance Department Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 <b>Scrip Symbol: GALAXYSURF</b>	BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 <b>Scrip Code: 540935</b>
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**Sub: Investor presentation on the unaudited financial results for the quarter ended June 30, 2022.**

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

Dear Sir/ Madam,

We are enclosing Investor Presentation on the unaudited financial results for the quarter ended June 30, 2022.

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

We request you to take the same on record.

Yours faithfully,  
For **Galaxy Surfactants Limited**

**Niranjan Ketkar**  
Company Secretary  
M. No. A20002  
encl: as above

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# Galaxy Surfactants Limited

*Investor Presentation - August 2022*



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

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



***Q1 FY23  
Performance Highlights***

# Q1 FY23: Key Developments

Global Demand continues to witness cutback. Demand in India remained stable YoY while showing signs of improvement QoQ

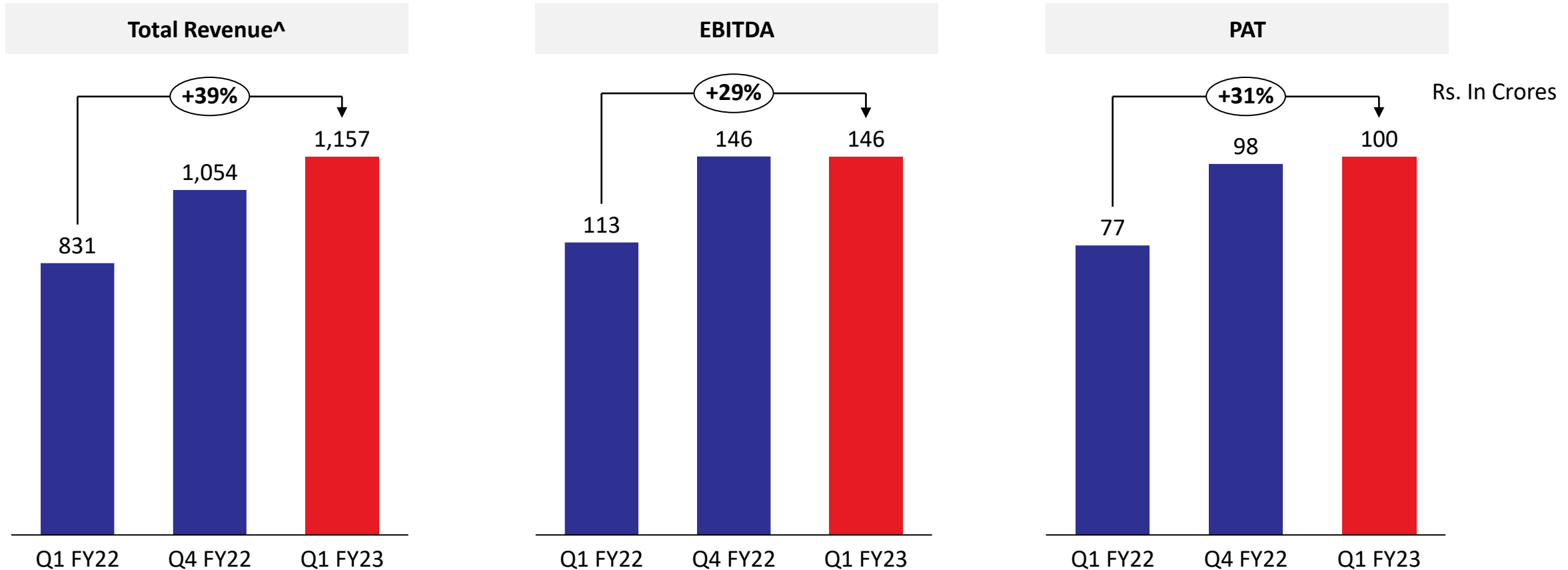
Strong YoY growth reported in EBITDA/MT on the back of favorable product mix and leveraging on emerging opportunities. Robust risk management system ensures no MTM impact despite sharp fall in Fatty Alcohol Prices

Mass Categories witness cutbacks especially in AMET Market adversely impacting our Performance Surfactant Volumes

Signs of slowdown visible in Europe adversely impacting our Specialty Volumes. Slowing developed markets remain the biggest demand side risk for our specialty care portfolio

Supply side factors improving though yet to get back to pre-COVID Levels

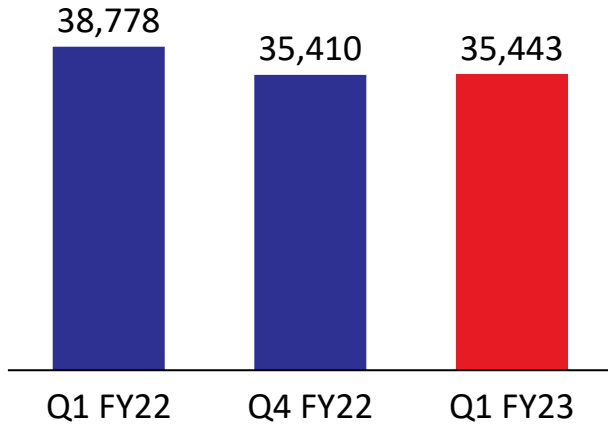
# Q1FY23 Consolidated Highlights – Highest ever Quarterly PAT



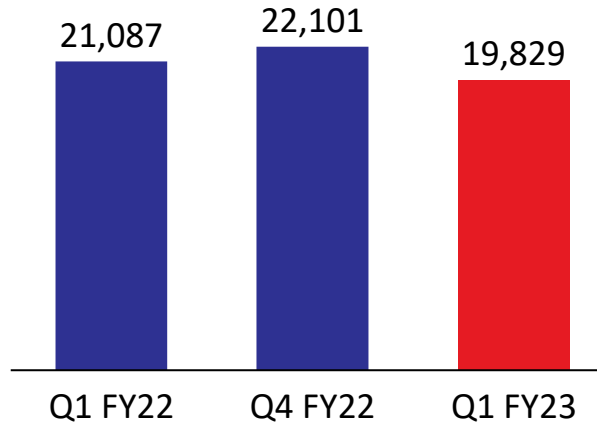
<sup>^</sup>Includes other Income

# Volume: Q1FY23 Highlights

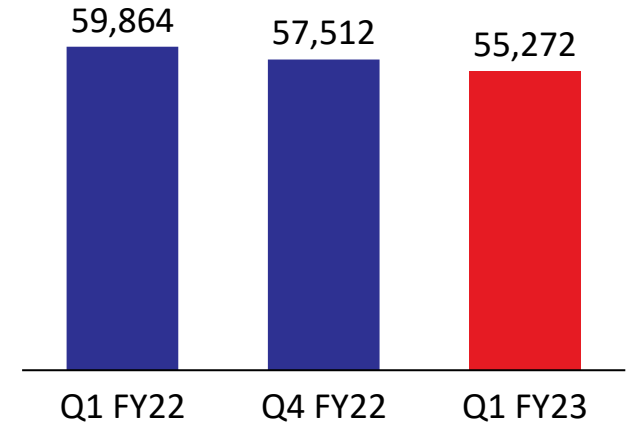
## Performance Surfactants



## Specialty Care Products



## Total Volume



Volume Highlights

India Market grew YoY by **2.6%**



Africa Middle East Turkey de-grew YoY by **21.3%** Rest of the World de-grew YoY by **5.5%**



# Q1FY23 Consolidated Highlights

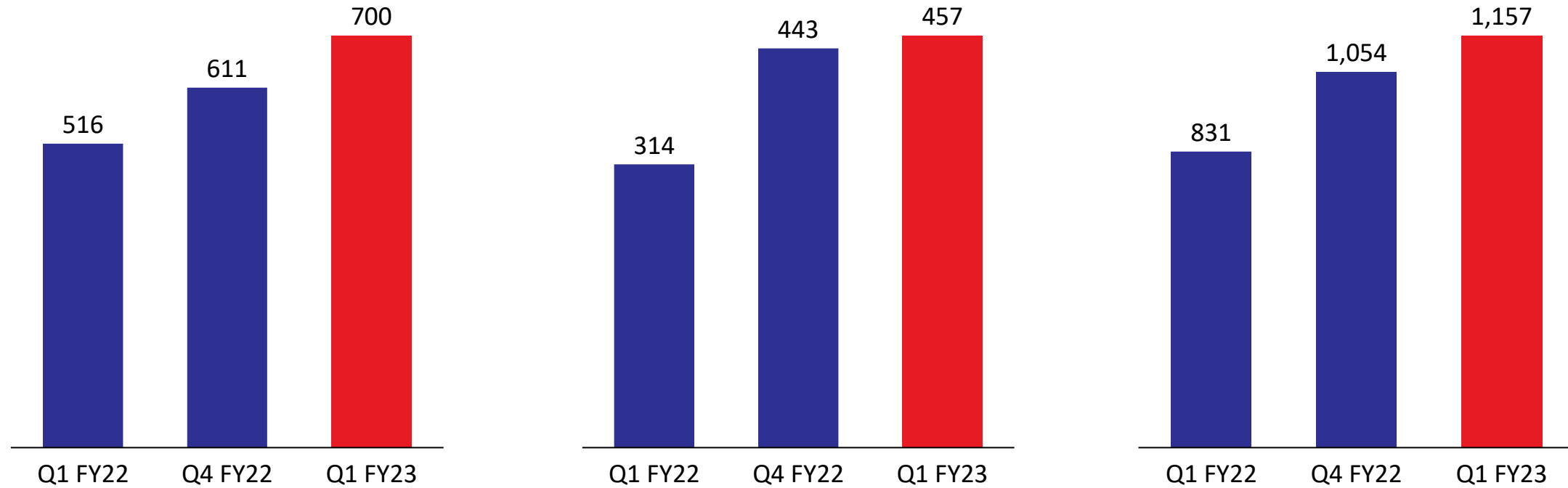
## Performance Surfactants

## Specialty Care Products

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

Rs. In Crores

Revenue Highlights



<sup>^</sup>Includes other Income



# Consolidated Profit & Loss Statement

Particulars (Rs. In Crores)	Q1FY23	Q1FY22	Y-o-Y	Q4FY22	Q-o-Q
Net Revenue from Operations	1,158.9	826.4	40.2%	1,052.9	10.1%
Other Income	-2.0	4.5		1.2	
<b>Total Revenue</b>	<b>1,156.9</b>	<b>830.9</b>	<b>39.2%</b>	<b>1,054.1</b>	<b>9.7%</b>
Cost of Material Consumed	801.8	564.2		705.8	
Employee's Benefits Expense	61.9	54.2		58.3	
Other Expenses	147.2	99.5		143.9	
<b>EBITDA</b>	<b>146.0</b>	<b>113.0</b>	<b>29.2%</b>	<b>146.2</b>	<b>-0.1%</b>
<b>EBITDA Margin</b>	<b>12.6%</b>	<b>13.6%</b>		<b>13.9%</b>	
Depreciation	18.9	16.8		18.4	
<b>EBIT</b>	<b>127.1</b>	<b>96.2</b>	<b>32.2%</b>	<b>127.8</b>	<b>-0.5%</b>
Finance cost	4.4	2.9		3.4	
<b>PBT</b>	<b>122.7</b>	<b>93.3</b>	<b>31.6%</b>	<b>124.4</b>	<b>-1.3%</b>
Tax expense	22.3	16.4		26.0	
<b>PAT</b>	<b>100.4</b>	<b>76.8</b>	<b>30.7%</b>	<b>98.4</b>	<b>2.0%</b>
<b>PAT Margin</b>	<b>8.7%</b>	<b>9.2%</b>		<b>9.3%</b>	
Other Comprehensive Income	29.8	7.7		15.0	
<b>Total Comprehensive Income</b>	<b>130.1</b>	<b>84.5</b>	<b>54.0%</b>	<b>113.4</b>	<b>14.8%</b>
EPS	28.31	21.67		27.76	

Fatty Alcohol prices in this Quarter increased to an average price of \$ 2,287/MT vs, average prices of \$ 2,069/MT in Q1FY22. The same was \$ 2,862/MT in Q4FY22

# Standalone Profit & Loss Statement

Particulars (Rs. In Crores)	Q1FY23	Q1FY22	Y-o-Y	Q4FY22	Q-o-Q
Net Revenue from Operations	856.3	554.8	54.3%	792.7	8.0%
Other Income	-4.0	5.8		-17.6	
<b>Total Revenue</b>	<b>852.3</b>	<b>560.6</b>	<b>52.0%</b>	<b>775.2</b>	<b>10.0%</b>
Cost of Material Consumed	644.8	402.3		570.6	
Employee's Benefits Expense	34.1	28.9		32.3	
Other Expenses	97.8	65.6		100.9	
<b>EBITDA</b>	<b>75.7</b>	<b>63.8</b>	<b>18.5%</b>	<b>71.4</b>	<b>6.0%</b>
<b>EBITDA Margin</b>	<b>8.9%</b>	<b>11.4%</b>		<b>9.2%</b>	
Depreciation	11.8	10.9		11.2	
<b>EBIT</b>	<b>63.9</b>	<b>53.0</b>	<b>20.6%</b>	<b>60.2</b>	<b>6.1%</b>
Finance cost	2.6	1.9		2.0	
<b>PBT</b>	<b>61.2</b>	<b>51.0</b>	<b>20.0%</b>	<b>58.2</b>	<b>5.2%</b>
Tax expense	15.7	12.9		15.6	
<b>PAT</b>	<b>45.5</b>	<b>38.1</b>	<b>19.5%</b>	<b>42.6</b>	<b>6.9%</b>
<b>PAT Margin</b>	<b>5.3%</b>	<b>6.8%</b>		<b>5.5%</b>	
Other Comprehensive Income	0.1	-0.1		1.4	
<b>Total Comprehensive Income</b>	<b>45.6</b>	<b>38.1</b>	<b>19.8%</b>	<b>44.0</b>	<b>3.8%</b>
EPS	12.84	10.75		12.02	

# *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



**220+ 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**  
84 Approved; 15 Applied



**Serving  
1,450+ Clients**



**Presence across  
80+ countries**



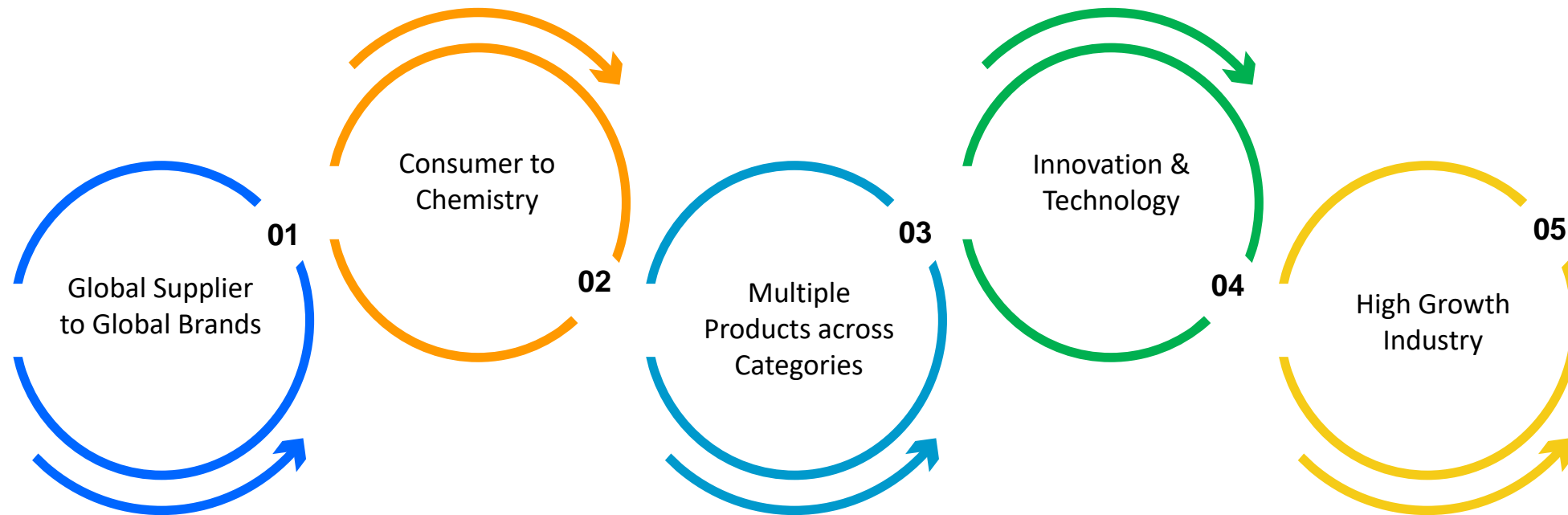
**Sustainability - A way of  
Life**



**1,800+ 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

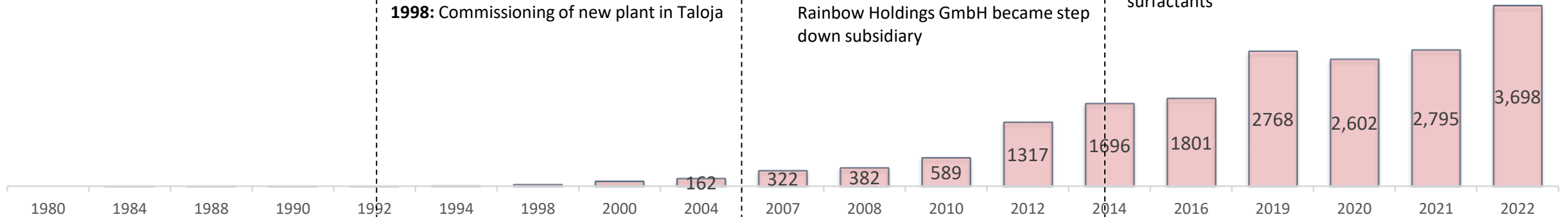
**1986:** Incorporation of Company  
**1984:** New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens

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

**2004:** setting up of EOU at Talaja  
**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 - 2022

### 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 220+ 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



45+ products

175+ products

### Revenue Mix (Q1FY23)








61%

39%

# Our Global Footprints

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

	Manufacturing	✓
	R&D	✓
	# Plants	1
	# Employees	67
	Marketing office	✓

**USA**  
TRI K  
Industries

**Netherlands**

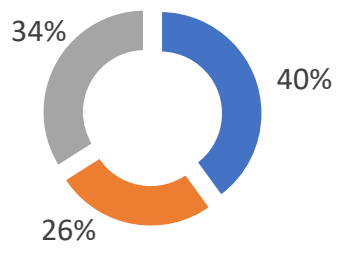


**Egypt**  
Galaxy  
Chemicals  
(Egypt) S.A.E.

**Global  
Headquarters**




**India**

## Q1FY23: Revenue Breakup








■ India ■ AMET ■ RoW

## Egypt: 100% owned\*

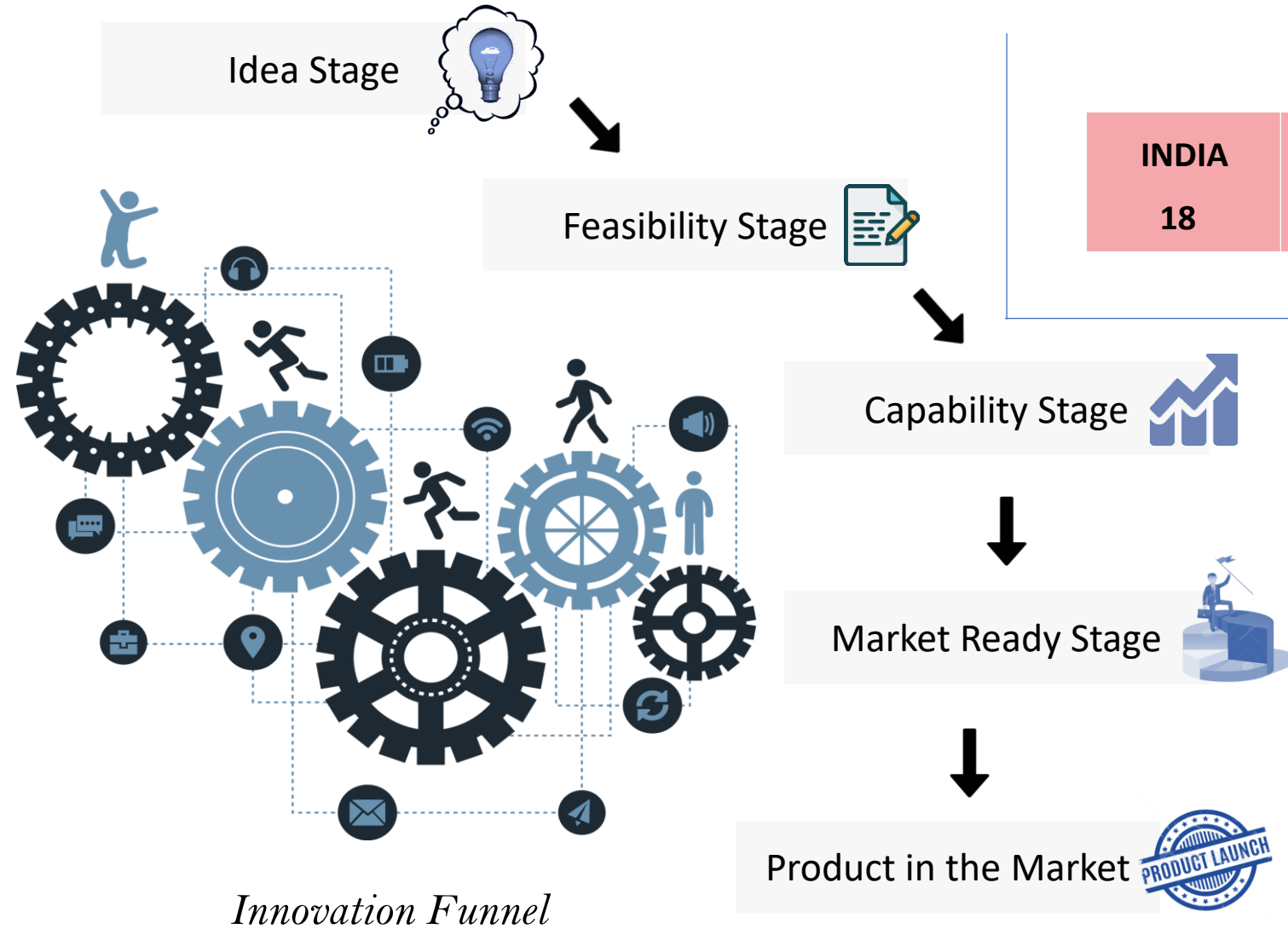
	Manufacturing	✓
	R&D	✗
	# Plants	1
	# Employees	225
	Marketing office	✗

## India: Parent Entity

	Manufacturing	✓
	R&D	✓
	# Plants	5
	# Employees	1,546
	Marketing office	✓

Presence in High Growth & Matured Markets

# “Consumer to Chemistry”: Creation of Products

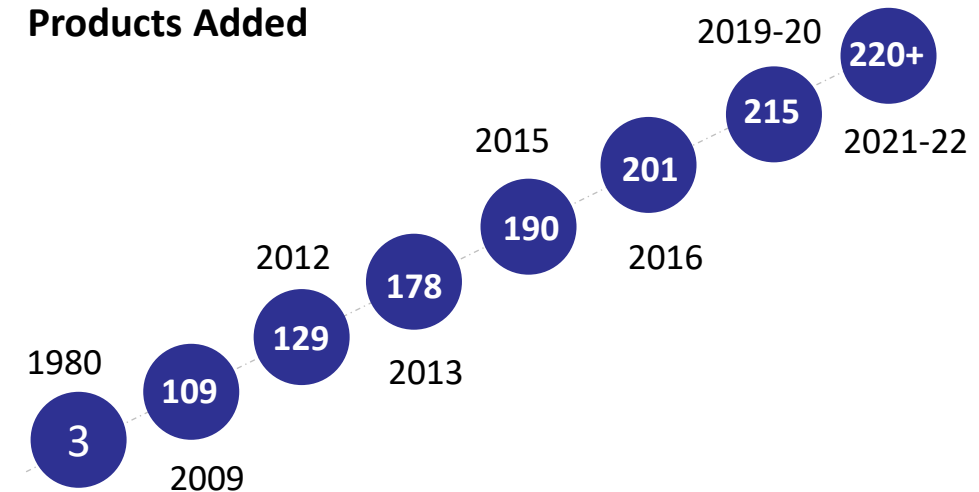


84 approved Patents and 15 applied

INDIA	USA	EUROPE	ROW	GLOBALY Applied
18	18	5	9	15

84 Patents since 2000	15 Patent applied	3 Patent Granted in India in FY22	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



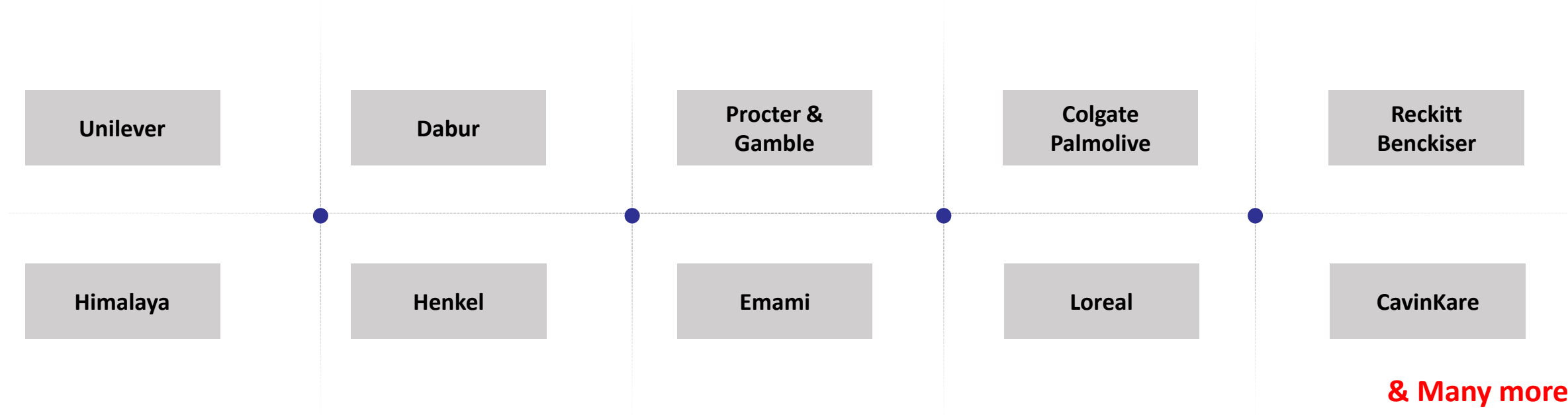
# State-of-the-art Manufacturing Facilities



Location	No. of Units	Installed Capacity	Details
Tarapur, Maharashtra	3	34,747 MTPA	<ul style="list-style-type: none"> <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	156,741 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	132,750 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*

# 1,450+ 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**

Q1FY23: Revenue Contribution  
**MNC Customers: 54%**  
**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 220+ 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><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, 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 in FY22





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

# Management Team on Board



**Mr. Melarkode G. Parameswaran**  
**Chairman**

- Appointed as Chairman w.e.f. 20<sup>th</sup> 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. Kasargod Ganesh Kamath**  
**Executive Director (Finance)**

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



**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. 16<sup>th</sup> 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

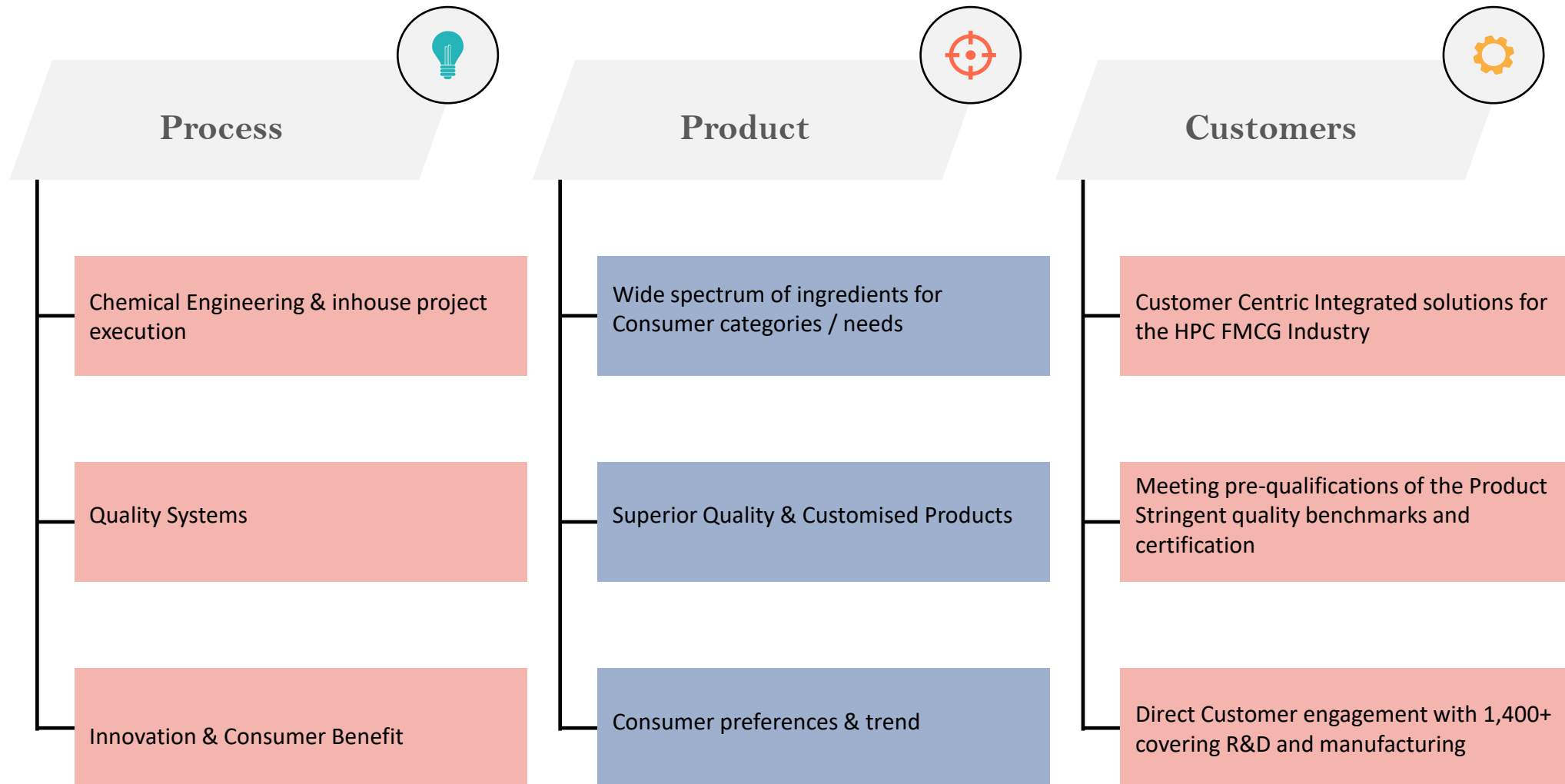
Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency





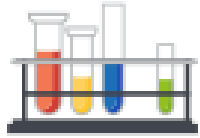
## *Growth Strategy*

# Personal & Home Care: High Entry Barrier Businesses





## 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*

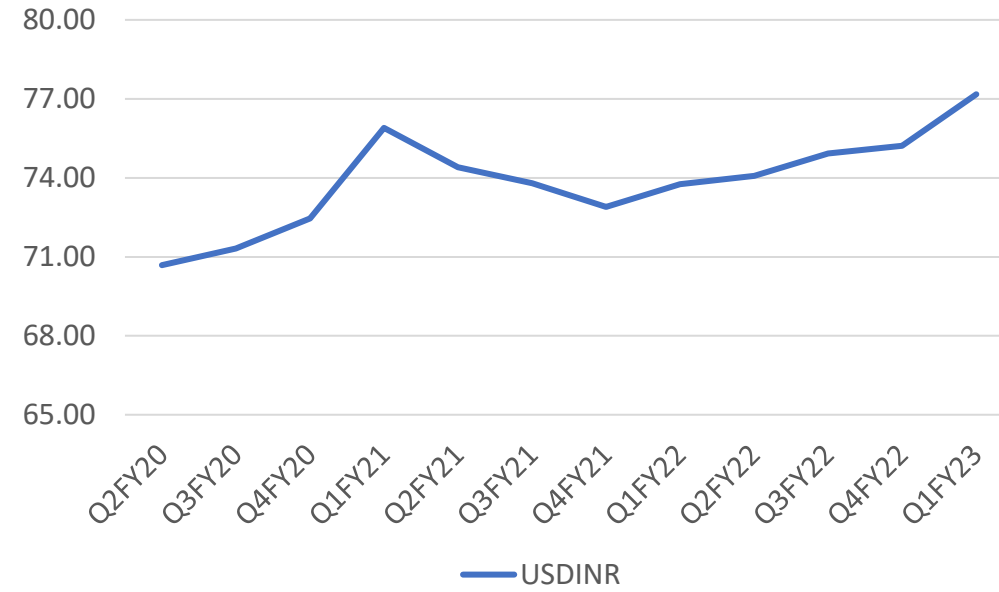
# Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)

INR / USD Prices

LA Price

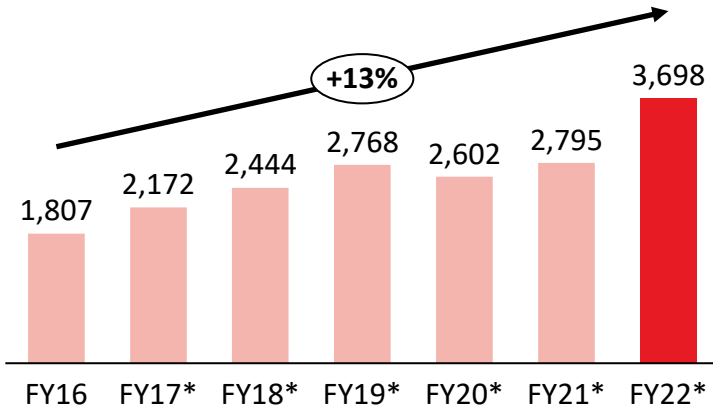
USDINR



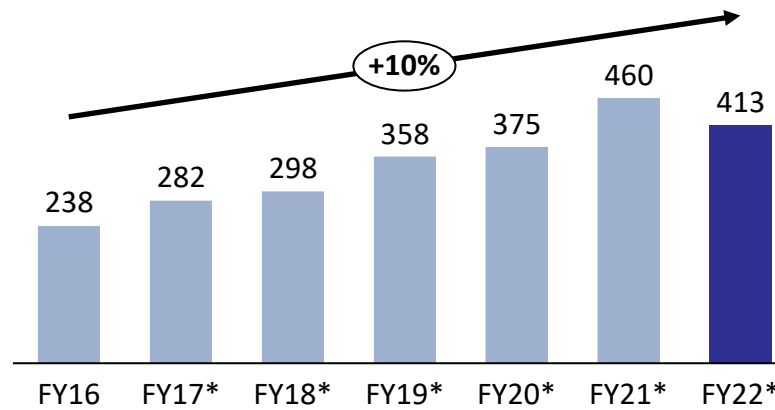
... through Robust Risk Management Practices

# Our Performance Highlights

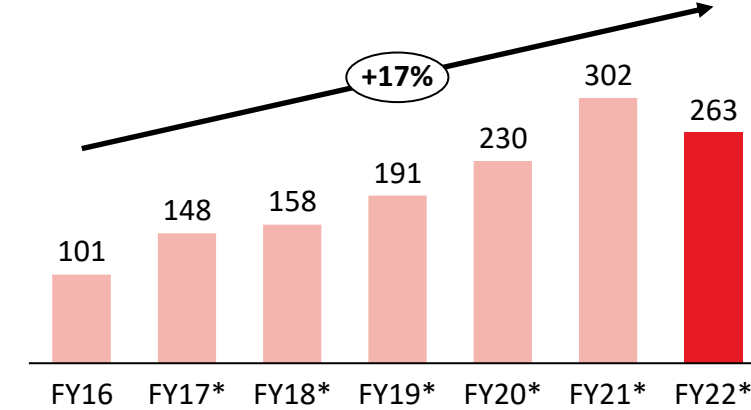
Revenue^ (Rs. In Crs)



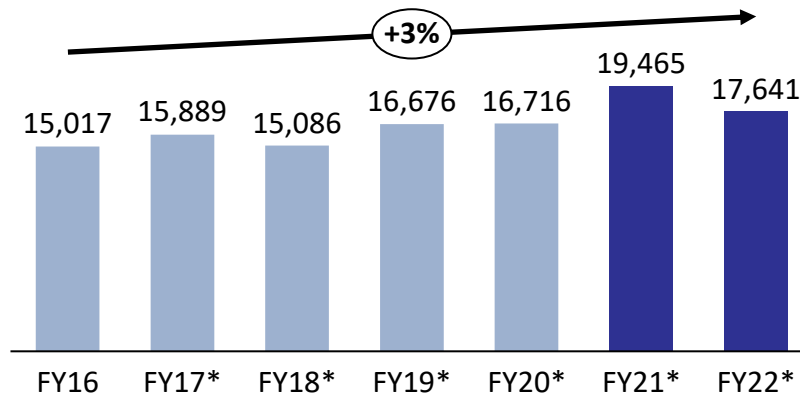
EBITDA^ (Rs. In Crs)



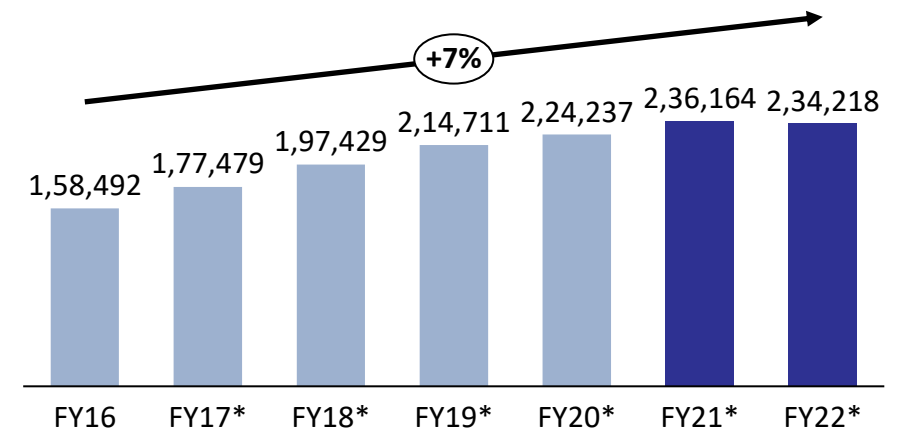
PAT (Rs. In Crs)



EBITDA per tonne



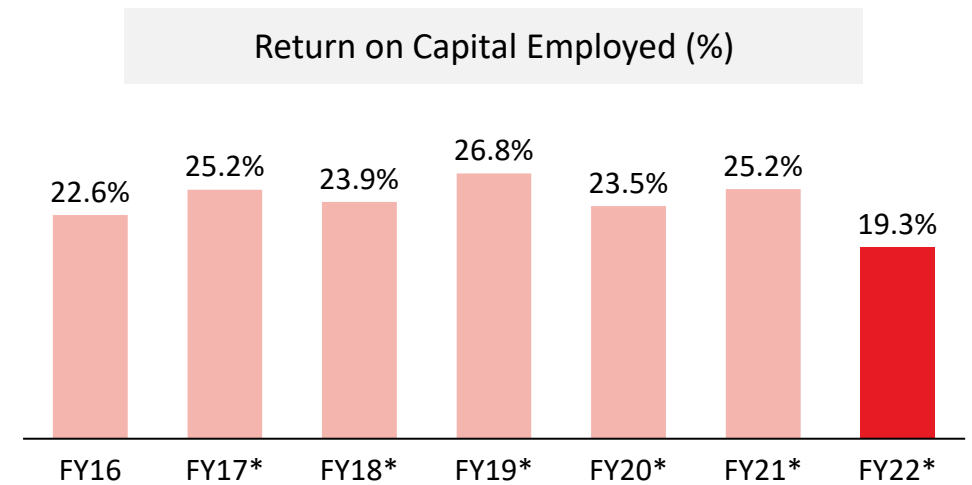
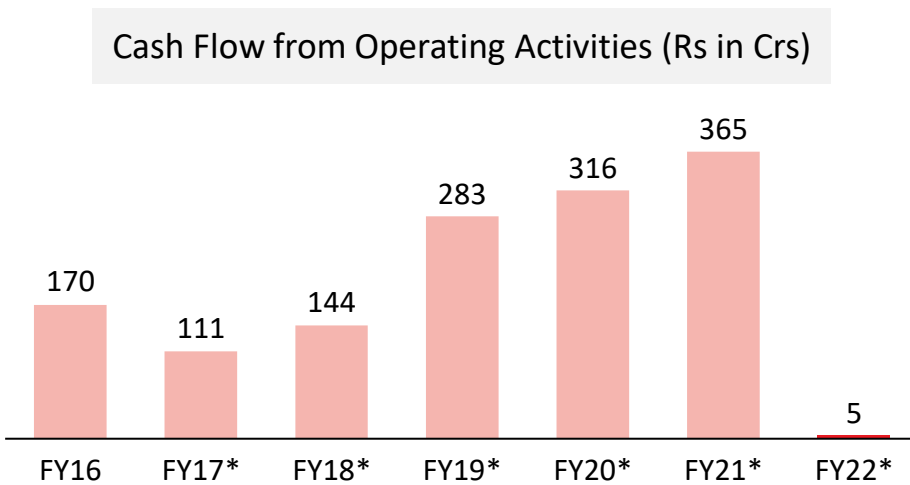
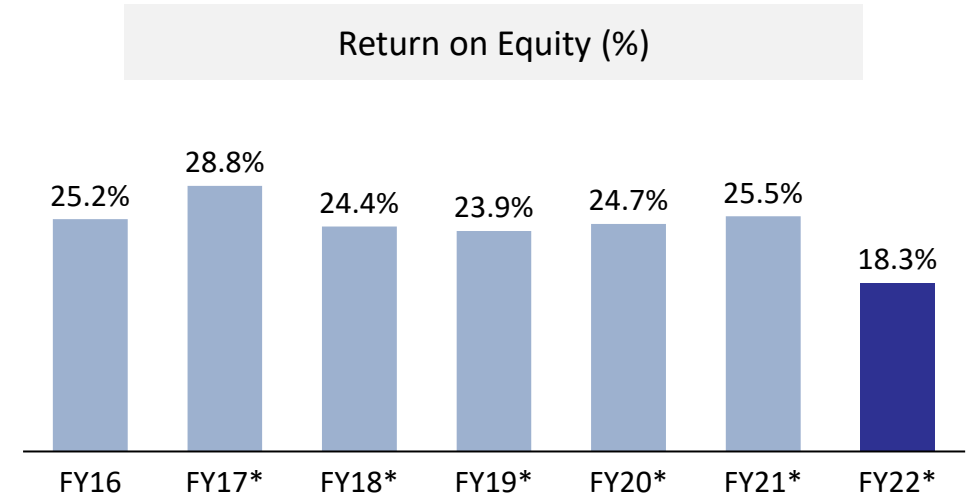
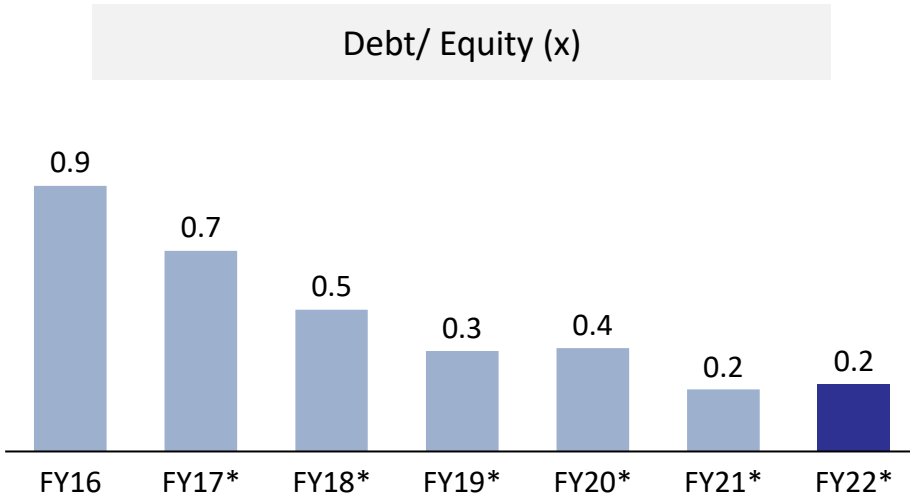
Total Volume Growth (MT)



\*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

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Investor Relations Advisors :

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