



**June 23, 2021**

National Stock Exchange of India Ltd., Listing Compliance Department Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East) Mumbai – 400 051 <b>Scrip Symbol: GALAXYSURF</b>	BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 <b>Scrip Code: 540935</b>
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**Subject: Investor Presentation at ICICI conference.**

**Ref.: Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015.**

With reference to our intimation letter dated June 09, 2021 we are enclosing investor presentation made at today's ICICI conference.

This is for your information and records.

Yours faithfully,  
For **Galaxy Surfactants Limited**

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

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Customization  
with **C**are



# Ensuring Sustainable Growth

K. Natarajan, ED & COO, Galaxy Surfactants Ltd  
23<sup>rd</sup> June 2021

# GALAXY SURFACTANTS: A SNAPSHOT

Oral Care



Skin Care



Hair Care



Home Care



**Focus: Home and Personal Care Space**

**Home Care:**  
170 Bn USD  
**Beauty Care:**  
400 Bn USD

**Performance Surfactants and Specialty Care Products**

Addressable Ingredients Market: 5%  
**30-35 Bn USD**

**Customers include MNC's, Regional and Local Players**

**80+**

Countries Supplied

**1400+**

Customers

**64:36**

Revenue Share FY 21

**35:65**

Domestic: Int. Revenue

**53%**

Galaxy's T-1 Share

# Ensuring Sustainable Growth

GALAXY SURFACTANTS DECADE GROWTH STORY FY 2010-2020

Oral Care



Skin Care



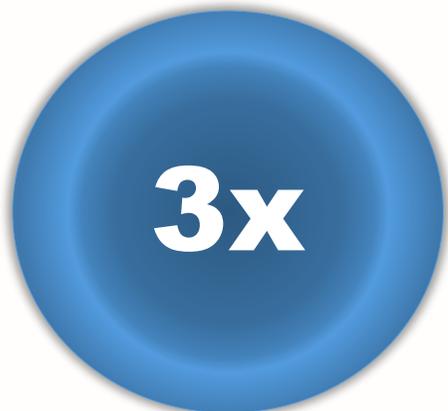
Hair Care



Home Care



VOLUMES(MT)



EBITDA(Crs)



PROFIT AFTER TAX (Crs)



SPECIALTY REVENUE (Crs)



224,237

375

230

~1000

79,526



83



38



193



**CAGR Rates (%)**

**3 Year (FY 17-20)**

**5 Year (FY 15-20)**

**10 Year (FY 10-20)**

**Volumes**

**8.1**

**7.9**

**10.9**

**EBITDA**

**10.0**

**14.3**

**16.3**

**PAT**

**15.8**

**27.6**

**19.7**

# Ensuring Sustainable Growth

## The 5 'R' Principle at Galaxy

### RELATIONSHIPS

- Employees
- Customers
- Suppliers
- Stakeholders
- Community at Large

### RESPONSIBILITY

- As a Citizen of the Society
- Towards the Environment
- Resource Consumption
- Inclusion, Diversity and Safety

### REPLICABLE PERFORMANCE

- People – Succession Planning, Talent Management and Retention
- Investments for Sustainable Growth
- Ethics, Governance and Organisational Culture

**RESILIENCE**

To **Respond**  
Face and Mitigate  
**Risks**

**RESULTS**

Oral Care



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# Ensuring Sustainable Growth

Oral Care



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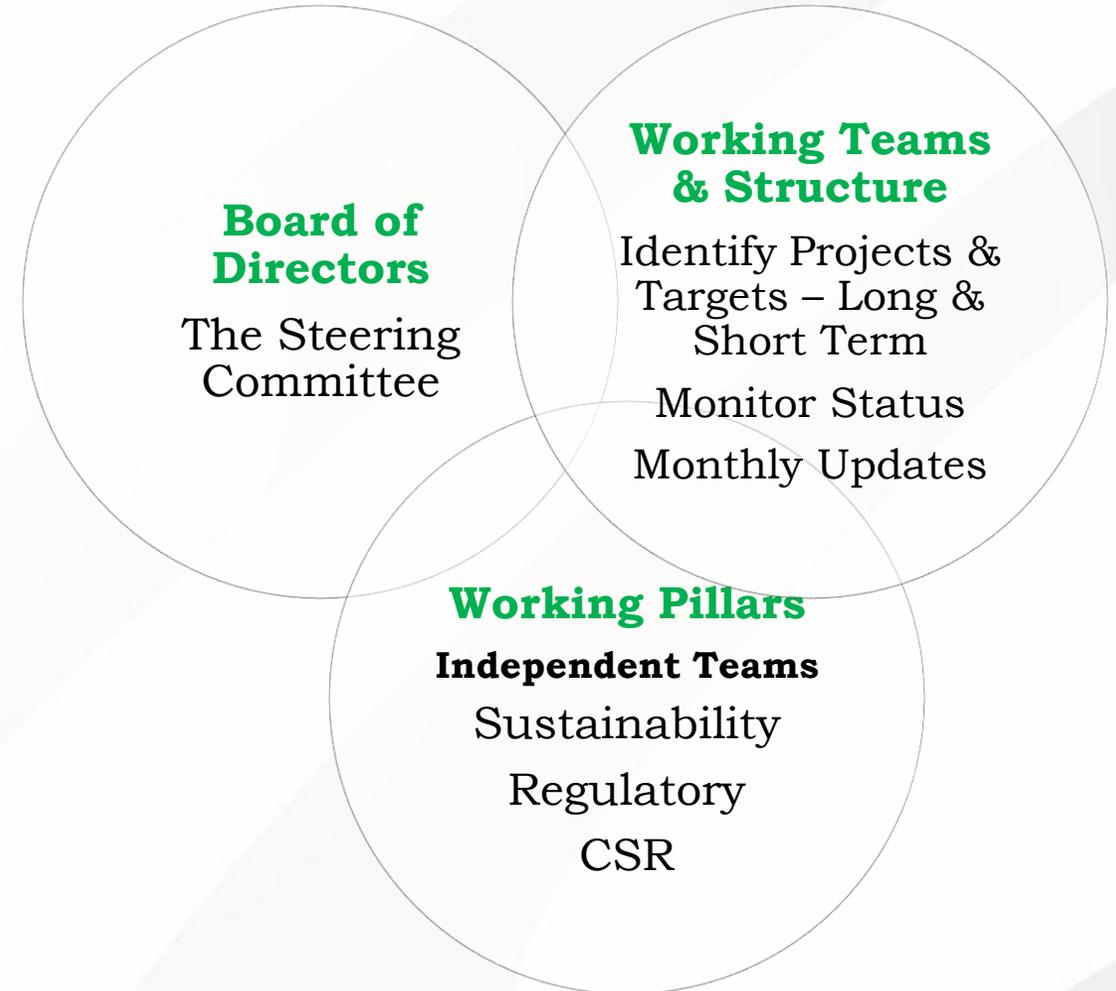
## Our Vision:

"Delight customers; Be a partner of choice, and A global leader of Surfactants and Specialty Chemicals to the personal & home care industry with a commitment to a **cleaner and safer environment** and delivering consistently above average returns to the investors."

## Sustainability for us:-

Galaxy group endeavors to being a frontrunner in ensuring sustainable growth; create positive impact reduce environmental footprint while promoting inclusive growth.

## ESG Governance



# Ensuring Sustainable Growth

## Our Focus Areas

We have identified priority UN SDGs in line with our material topics.

### SUSTAINABLE DEVELOPMENT GOALS



Financial Growth; Labour relations;

Ethics and Governance; Customer communication

Oral Care



Skin Care



Hair Care

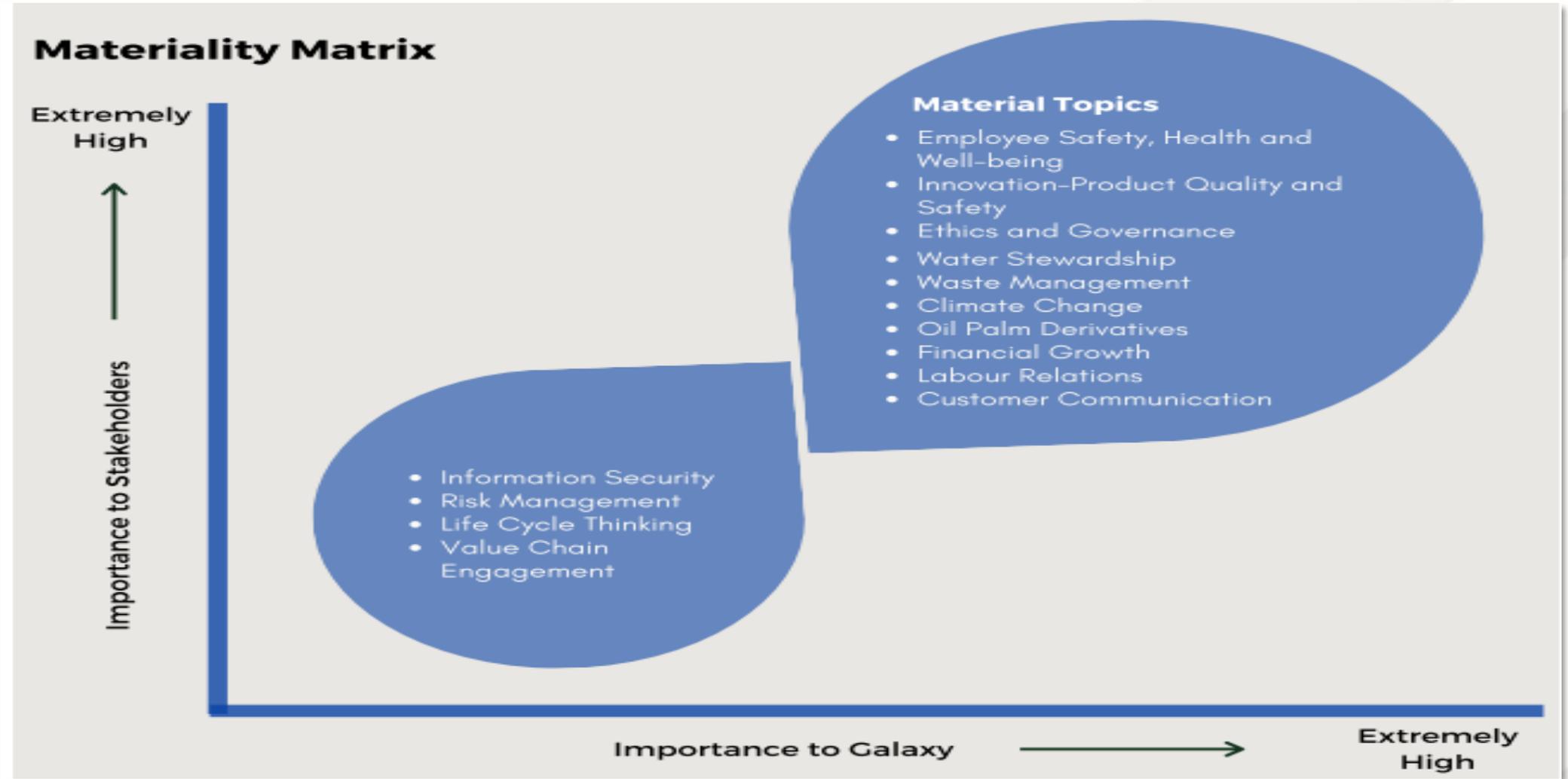


Home Care



# Ensuring Sustainable Growth

## Our Focus Areas



Oral Care



Skin Care



Hair Care



Home Care



# Ensuring Sustainable Growth

## Our Environmental Goals: Till 2020

Oral Care



Skin Care



Hair Care



Home Care



### Water Reduction (Intensity India)

- Target: 80%
- Achieved: 60%
- Base Year: 2011-12



### Energy Reduction (Intensity India)

- Target: 50%
- Achieved: 42.3%
- Base Year: 2011-12



### GHG Reduction (Intensity India)

- Target: 35%
- Achieved: 32.5%
- Base Year: 2012-13

**40**

Life Cycle Assessment  
of Products Done

**54,258**

Trees Planted vs  
Target of 25,000

**1,18,000**

Paper Bags avoided since  
2018 through Reuse



### Packaging Waste Reduction (Intensity)

- Target: 10%
- Achieved: 9%
- Base Year: 2015-16



### Renewable Energy Share

- Target: 10%
- Achieved: 2.8%
- Base Year: 2015-16



### Egypt: Base 2014-15

- Water: 30% vs 50%\*
  - Energy: 19% vs 30%\*
  - GHG: 15% vs 25%\*
- \*Target

# Ensuring Sustainable Growth

Making a Difference to our Environment

Oral Care



Skin Care



Hair Care



Home Care



## Water Stewardship

- 22% Water Recycled
- 3% Rainwater Harvested
- 93.8 Mega Litres Recycled and Reused
- ZLD at all India Mfg. Sites

**60%**

Water Intensity Reduction  
India 2011-20



## Product Innovation and Technology

- Paraben Free Trend – PE and Non Toxic Preservatives
- Sulphate Free Trend: Mild Surfactants
- Patented Green Technology

**5**

New Launches  
Green Solutions (2019-21)



## Climate Change and Energy Management

- Adopted TCFD Framework to evaluate and manage our climate related risks
- ISO 50001:2018 Energy Management System at Taloja

**B**

CDP Climate Change Score  
Vs Global Average of C

# Ensuring Sustainable Growth

## The Responsible Citizen

### Employees Welfare

- Employee Training Programmes
- Learning and Development
- Training on Code of Conduct, Human Rights, Whistle Blower Policy, Leadership
- Great Place to Work Certified

### Stakeholder Engagement

- Member of the RSPO since 2012 –India and Egypt both certified
- 10<sup>th</sup> Sustainability Report – Report Assurance in 2018-19
- Mind Partnering with Customers Sustainable Innovation & Supply Chain

**43.5 Hours**

Man Hours Training/Employee



**48.8%**

Of all Raw Materials sourced were From Renewable Sources in 2019-20

### Community

- Health and Hygiene – Toilet Blocks, Hand washing stations, Hand Hygiene sessions
- Women Empowerment
- Supporting the Differently abled
- Community Development (Village Water Tanks & Restoration)

### Safety & Diversity

- Responsible Audit Conducted in December 2020
- Safety Audits + Trainings on Periodic basis
- Behaviour Based Safety Program implementation
- The Valuable 500 Commitment

Oral Care



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Home Care



# Ensuring Sustainable Growth

## Building Blocks to Replicate Performance for Decades

### Board

- Independent Chairman with no Non-Executive Director > 75 or Executive Director > 70
- Audit Committee, N&R, Stakeholders Relationship, CSR and Risk Management, Sexual Harassment Committees – constituted by Board

### Talent and Succession

- Executive Functioning Board – Professional Board with only 1 Promoter Member and 4 Professional Directors
- **3 Layered Talent Development and Succession Plan**
- GOC – Operating Council – Next to EB (Min experience in Galaxy 10 years)
- Lean Structure for greater Opportunities

### Building Blocks

- Building Leadership Skills Program- Udaan, Excellerate
- Grooming from the Start – Eklavya
- Enhancing Data Privacy, Security and Digital Infrastructure
- Employee Engagement Initiatives
- Whistle Blower, Organisational Culture, Sexual Harassment and Sustainability Training

**22%** Threshold Hurdle Rate (ROCE) before undertaking any new CAPEX

**100-150 Crores**

CAPEX Investments – Growth ongoing basis

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# Ensuring Sustainable Growth

## COVID ERA – Ensuring Safety-Continuity-Delivery

### Employees

- Safety – Topmost Priority
- Medical Infra & Support
- WFH Adaptation & Facilities
- Zero Lay Offs or Salary Cuts

### Digital Infra Scale Up

- Enhanced Digital Reach for Customer interactions, Audits and Promotional Campaigns
- Enhanced Data Privacy and Security Infrastructure



### Business Continuity

- Classified as essential – Ensured complete support to customers
- Training on BBS + Shut down and Restart Safety Procedures
- R&D Operations

### For the Community

- Hygiene Material Distribution –to Villages and Hospitals
- Ration Food Packet Distributions to Villages and Truck Drivers
- Flood and Drought Response

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# Ensuring Sustainable Growth

## The Result: In 2020

- ❖ **GOLD medal 2020**, awarded by EcoVadis for Galaxy Group
- ❖ Galaxy Surfactants, Taloja facility gets '**GreenCo Silver**' rating by CII
- ❖ Galaxy Surfactants, Taloja facility get **ISO 50001:2018** certification
- ❖ Galaxy Surfactants Ltd. (India) has been granted permission\* to use **Responsible Care Logo** for a period of Three Years i.e. from February 2021 to January 2024
- ❖ Galaxy Jhagadia Manufacturing plant got accredited **with EFfCI GMP certification**



Asia Sustainability Reporting Awards

Asia's Best Environmental Reporting

FINALIST 2019



Commitment to



WE ARE

**GREAT PLACE TO WORK - CERTIFIED™**

Building and sustaining High-Trust, High-Performance™ Culture



Climate Change- B  
Water- B-, SER- A-

# Ensuring Sustainable Growth

## The Future

**Natural Gas as main source of Fuel at various Locations**

**Renewable Energy – 40% as a source of energy in India by 2026**

**Science Based Target at Group Level – Committed to comply with the Paris Agreement**

**Net Water Positive and ZLD at Egypt by 2023**

**40 Differently Abled Members as part of the Galaxy by 2022**

**100% Awareness and Sensitization Training by 2022**

**100% Waste Circularity by 2030**

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**THANK YOU**