



August 10, 2021

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
--	---

Sub: Investor presentation and Press Release on the Unaudited Financial Results for the quarter ended June 30, 2021

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

Dear Sir/ Madam,

We are enclosing Investor Presentation and Press Release on the Unaudited Financial Results for the quarter ended June 30, 2021.

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

Communication Address:

Rupa Solitaire,
Ground Floor, Unit no. 8, 12A and 14
Millennium Business Park, Mahape,
Navi Mumbai, 400 710
Ph: +91-22-33063700

Galaxy Surfactants Limited

Regd. Office: C-49/2, TTC Industrial Area,
Pawne, Navi Mumbai-400 703, India
CIN: L39877MH1986PLC039877
Ph: +91-22-27616666
Fax : +91-22-27615883/ 27615886
e-mail : galaxy@galaxysurfactants.com
Website: www.galaxysurfactants.com



Galaxy Surfactants Limited

Investor Presentation - August 2021



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Galaxy Surfactants Limited.** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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.



Q1FY22
Performance Highlights

Q1FY22: Key Developments

Demand remains robust; Supply Side issues adversely impacted volumes. International Logistics situation continues to worsen

Strong growth registered by Specialty Portfolio as developed economies open-up; Sequentially momentum sustains

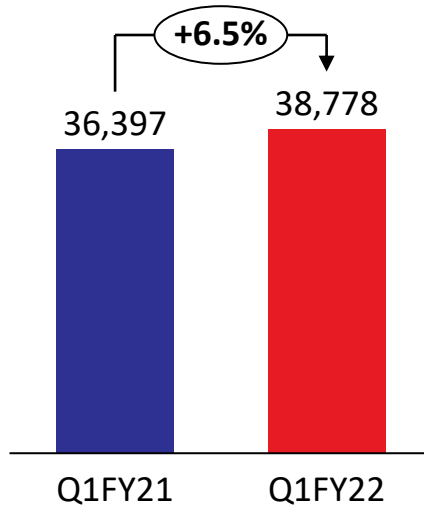
Performance Surfactants Momentum sustains; registers growth despite base

Domestic Business reports impressive volume growth of 32.1%. AMET Volumes adversely impacted due to Supply Chain constraints

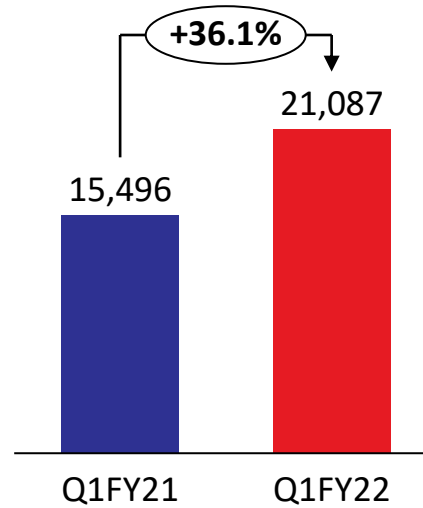
EBITDA/MT for the quarter stood at Rs 18,879 /MT – growth of 7.5% over Q1FY21 driven by improving mix across categories

Volume: Q1FY22 Highlights

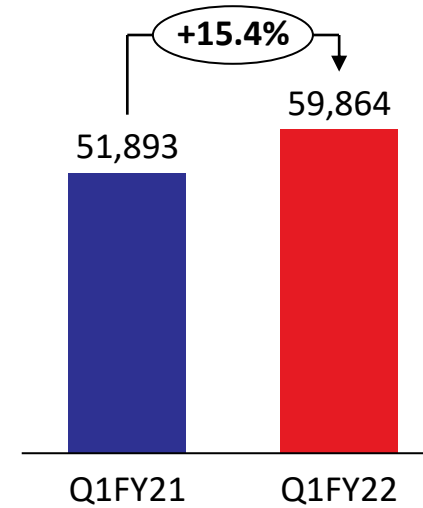
Performance Surfactants



Specialty Care Products



Total Volume



Volume Highlights

India Market grew by **32.1%**



Africa Middle East Turkey de-grew by **5.8%**



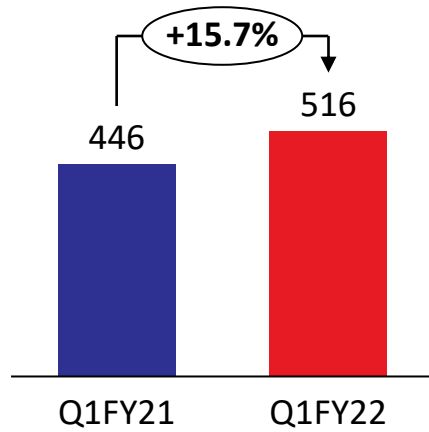
Rest of the World grew by **28.6%**



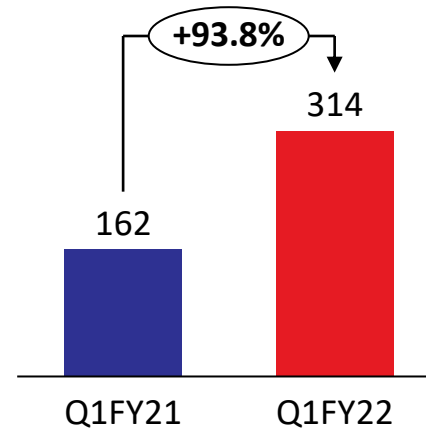
Specialty Portfolio registers a strong growth; Sequentially momentum sustains

Q1FY22 Highlights (YoY)

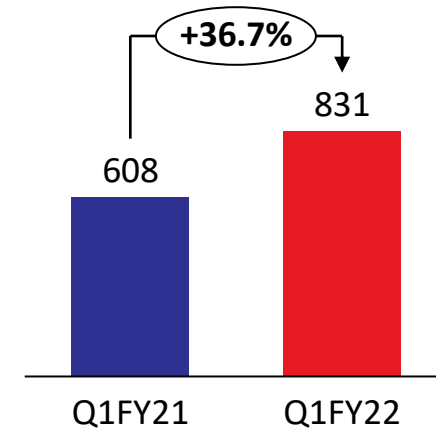
Performance Surfactants



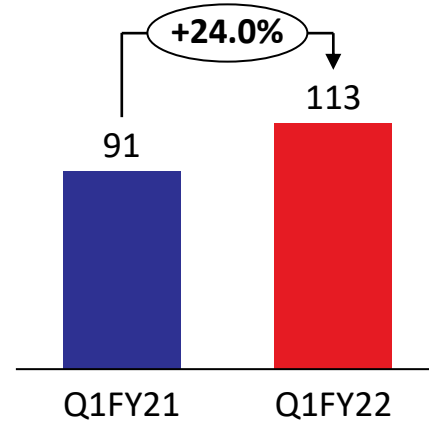
Specialty Care Products



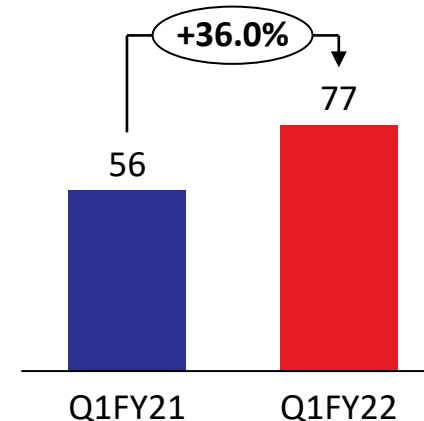
Total Revenue[^]



EBITDA[^]



PAT



Revenue Highlights

Rs. In Crores

[^]Includes other Income

Consolidated Profit & Loss Statement

Particulars (Rs. In Crores)	Q1FY22	Q1FY21	Y-o-Y	Q4FY21	Q-o-Q	FY21
Net Revenue from Operations	826.4	607.2	36.1%	783.5	5.5%	2,784.1
Other Income	4.5	0.7		2.6		10.9
Total Revenue	830.9	607.8	36.7%	786.1	5.7%	2,794.9
Cost of Material Consumed	564.2	399.5		497.2		1,774.6
Employee's Benefits Expense	54.2	46.3		58.9		204.0
Other Expenses	99.5	70.9		110.0		356.6
EBITDA	113.0	91.1	24.0%	120.0	-5.8%	459.7
EBITDA Margin	13.6%	15.0%		15.3%		16.4%
Depreciation	16.8	16.4		24.0		74.0
EBIT	96.2	74.7	28.7%	96.0	0.2%	385.7
Finance cost	2.9	4.8		3.0		13.4
PBT	93.3	69.9	33.4%	93.0	0.3%	372.3
Tax expense	16.4	13.4		14.3		70.2
PAT	76.8	56.5	36.0%	78.7	-2.4%	302.1
PAT Margin	9.2%	9.3%		10.0%		10.8%
Other Comprehensive Income	7.7	-1.5		-1.3		-18.8
Total Comprehensive Income	84.5	55.0	53.7%	77.4	9.2%	283.3
EPS	21.67	15.93		22.19		85.22

Fatty Alcohol prices increased in this Quarter. From an average price of \$ 1,089/MT in Q1FY21, average prices stood at \$ 2,069/MT in Q1FY22. The same was \$ 2,073/MT in Q4FY21

Standalone Profit & Loss Statement

Particulars (Rs. In Crores)	Q1FY22	Q1FY21	Y-o-Y	Q4FY21	Q-o-Q	FY21
Net Revenue from Operations	554.8	359.8	54.2%	526.8	5.3%	1,830.5
Other Income	5.8	2.3		1.8		4.4
Total Revenue	560.6	362.0	54.9%	528.6	6.0%	1,834.9
Cost of Material Consumed	402.3	238.9		352.9		1,208.1
Employee's Benefits Expense	28.9	23.7		31.3		105.7
Other Expenses	65.6	40.1		70.9		223.7
EBITDA	63.9	59.3	7.6%	73.5	-13.2%	297.5
EBITDA Margin	11.4%	16.4%		13.9%		16.2%
Depreciation	10.9	10.3		18.1		49.8
EBIT	53.0	49.1	8.0%	55.5	-4.5%	247.7
Finance cost	1.9	3.2		2.1		8.4
PBT	51.1	45.9	11.3%	53.4	-4.4%	239.3
Tax expense	12.9	11.7		14.0		61.5
PAT	38.1	34.2	11.5%	39.4	-3.3%	177.9
PAT Margin	6.8%	9.4%		7.5%		9.7%
Other Comprehensive Income	-0.1	0.2		-1.8		-1.2
Total Comprehensive Income	38.1	34.4	10.8%	37.6	1.2%	176.6
EPS	10.75	9.64		11.12		50.17

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



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**
79 Approved; 14 Applied



**Serving
1,400+ Clients**



**Presence across
80+ countries**



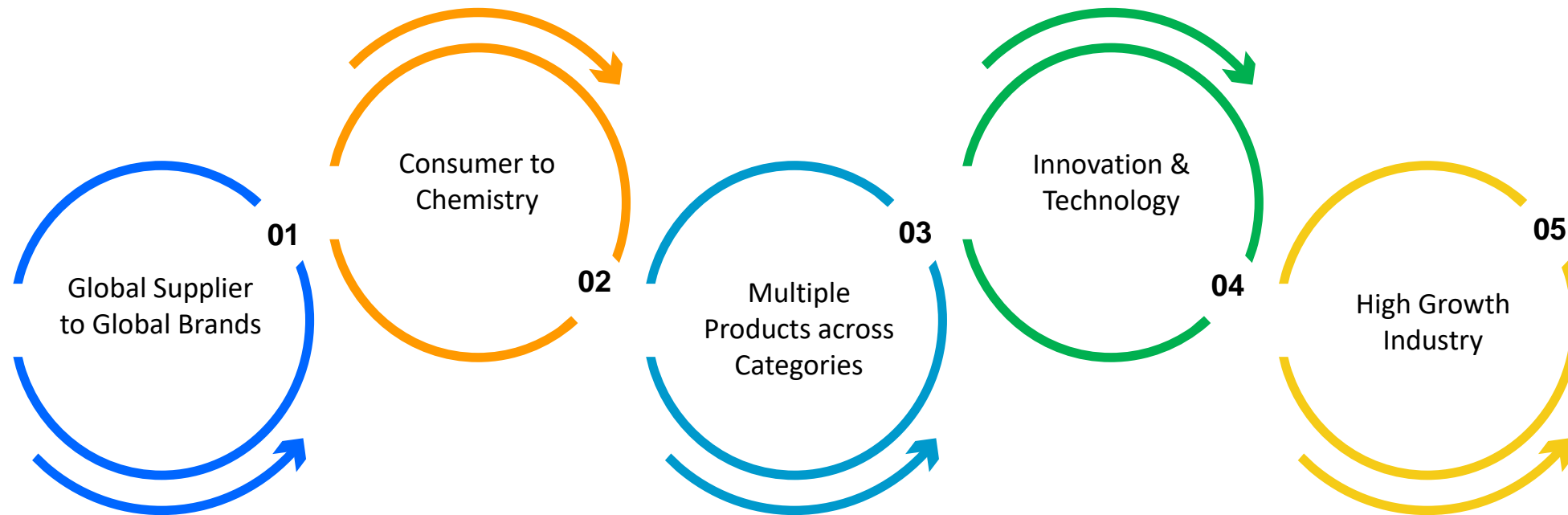
**Sustainability - A way of
Life**



**1,600+ 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

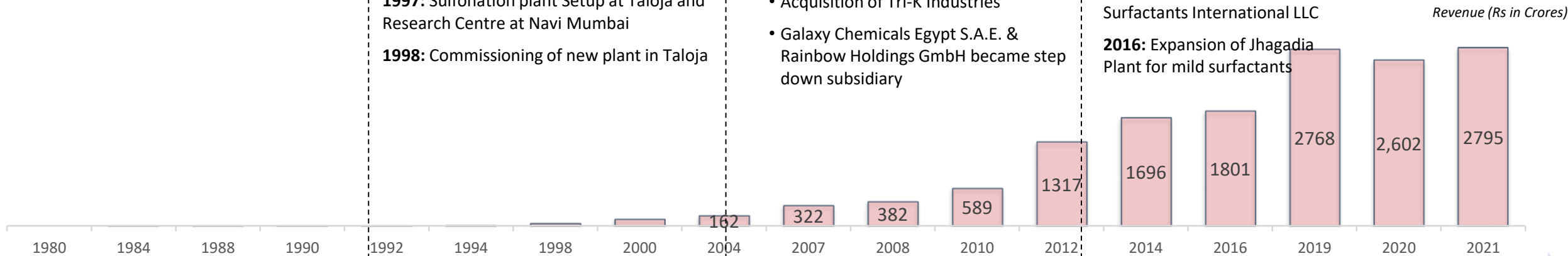
1986: Incorporation of Company
1984: New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens

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 - 2021

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 210+ Product Offerings

Performance Surfactants

Anionic Surfactants	FAES, FAS, LABSA
Non-Ionics Surfactants	Ethoxylates

Speciality Care Products

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 pearlizer in a formulation ✓ Improves the quality of another material also called as moisturizers, conditioning benefits to the hair etc

Bifurcation is only for Investor community as every product has different functionality

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

165+ products

Revenue Mix (Q1FY22)



62%

38%

Our Global Footprints

USA: TRI-K Industries-100% owned

	Manufacturing	✓
	R&D	✓
	# Plants	1
	# Employees	70
	Marketing office	✓

USA
TRI K Industries

Netherlands



Turkey



China

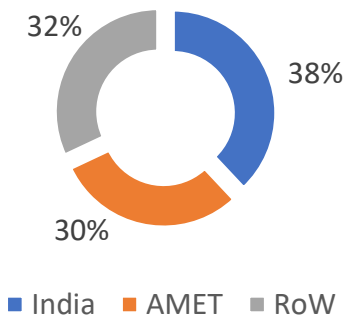


Global Headquarters

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

India

Q1FY22: Revenue Breakup



Egypt: 100% owned*

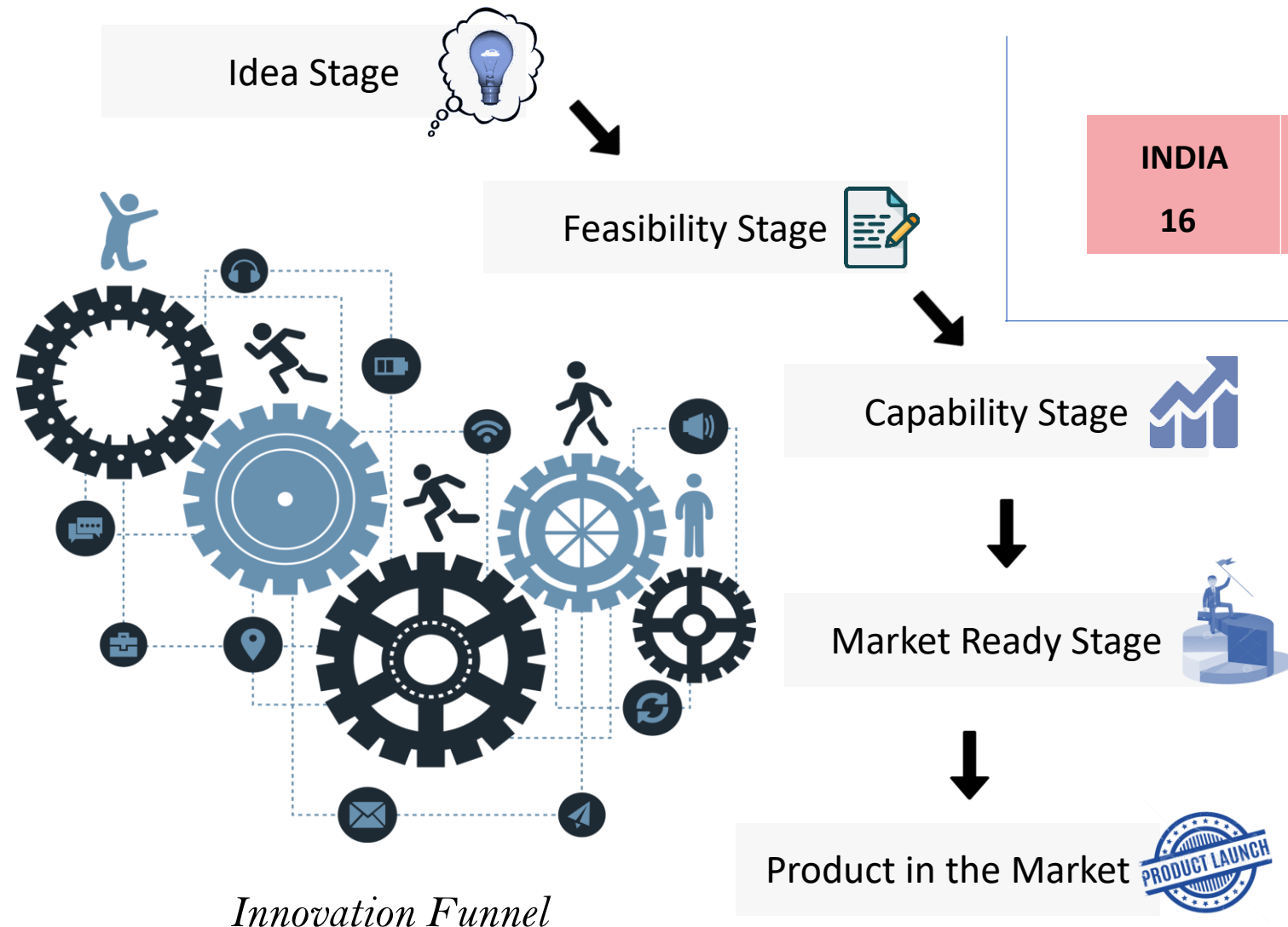
	Manufacturing	✓
	R&D	✗
	# Plants	1
	# Employees	200
	Marketing office	✗

India: Parent Entity

	Manufacturing	✓
	R&D	✓
	# Plants	6
	# Employees	1,370
	Marketing office	✓

Presence in High Growth & Matured Markets

“Consumer to Chemistry”: Creation of Products

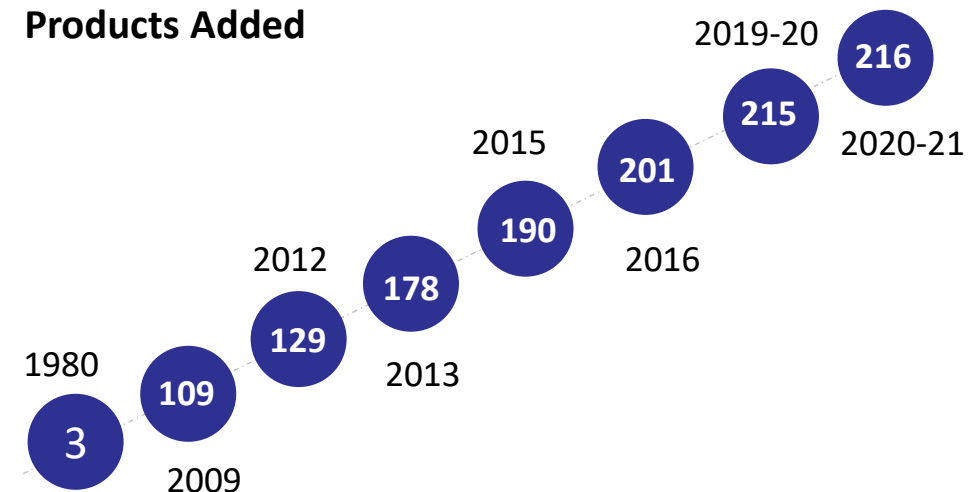


79 approved Patents and 14 applied

INDIA	USA	EUROPE	ROW	GLOBALLY Applied
16	16	5	9	14

79 Patents since 2000	14 Patent application pending	New product grades, process, efficiencies
-----------------------	-------------------------------	---

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



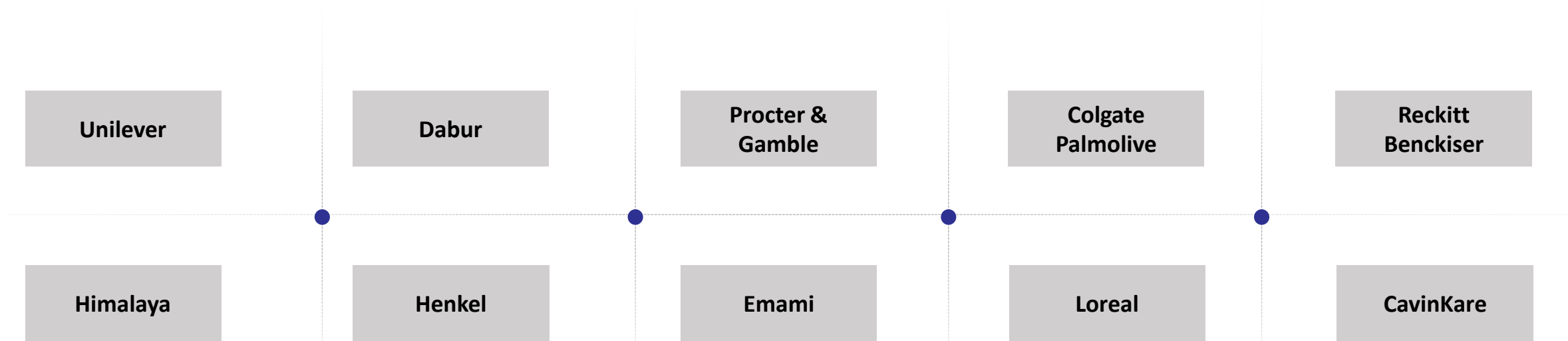
State-of-the-art Manufacturing Facilities



Location	No. of Units	Installed Capacity	Details
Tarapur, Maharashtra	3	33,647 MTPA	<ul style="list-style-type: none"> ✓ 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	153,741 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	131,000 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*

1400+ 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

Q1FY22: Revenue Contribution
MNC Customers: 53%
Regional Players: 7%
Local & Niche Player: 40%

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>



Participation in the World Environment Day 2021
Competition for recognition of "Ecosystem
Restoration" held by CII- Green Business Centre

Initiation of "Water Shed Management Drought
Locations in India" has been recognized as an Excellent
effort towards Environment Restoration

Received Certificate of Appreciation from Jhagadia
Industries Association for making helpful
contribution to fight against the Coronavirus

Accolades Received during FY21



Company won **Gold medal for their EcoVadis CSR rating**



Company received **EFCCI GMP certification for its manufacturing facility located at Jhagadia**



Certificate of Appreciation For valuable association as a Business Partner a during the Covid-19 crisis

Received **Green Company Silver Certification for Taloja facility**



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

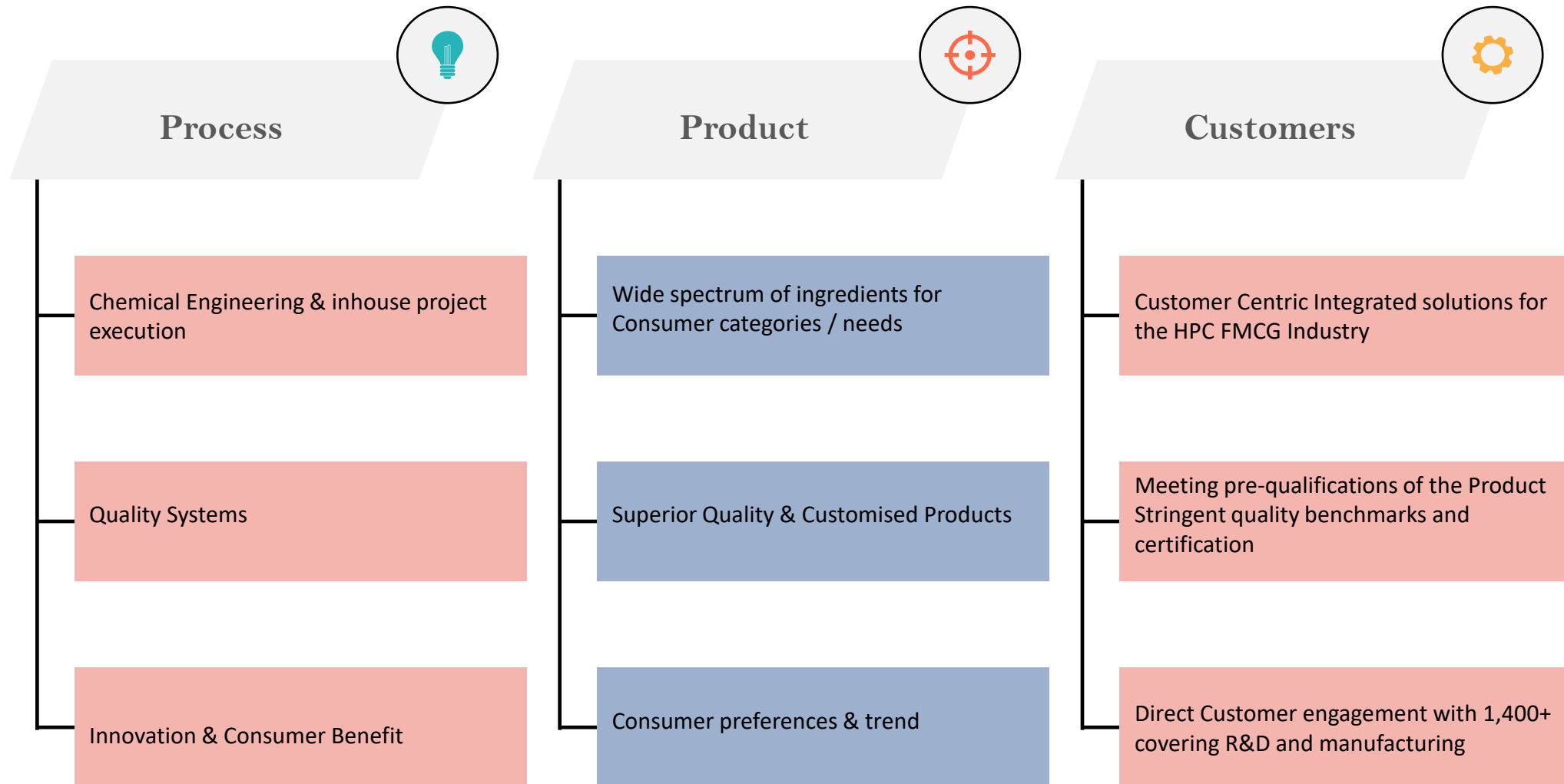
Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency





Growth Strategy

Personal & Home Care: High Entry Barrier Businesses



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

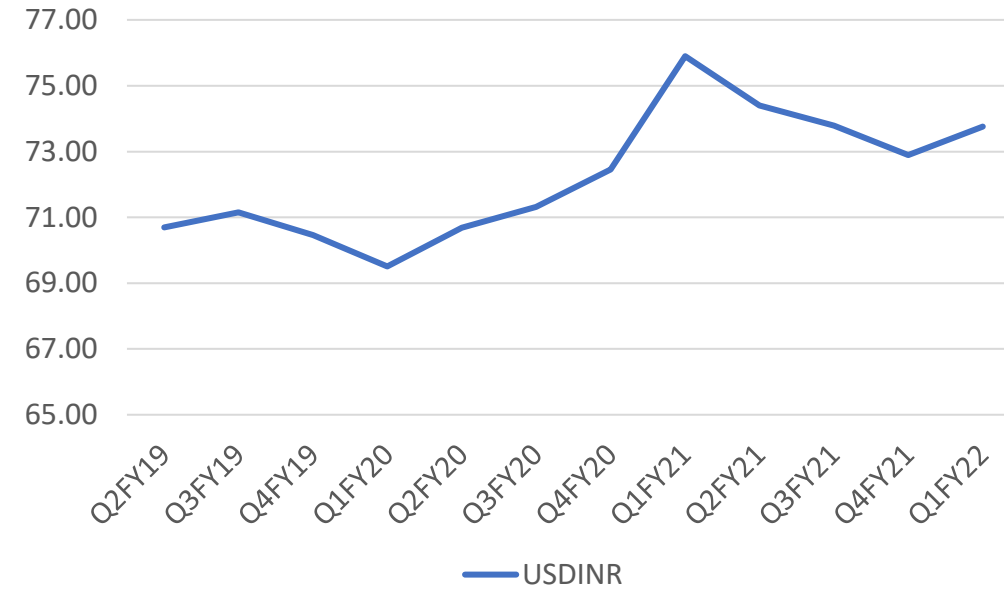
Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)

INR / USD Prices

LA Price

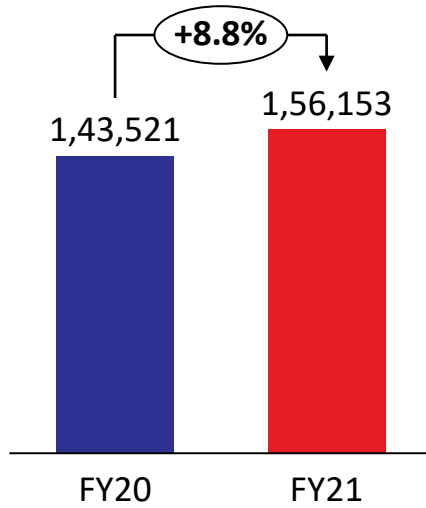
USDINR



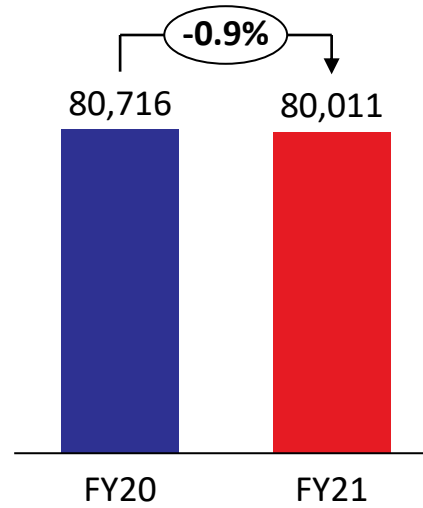
... through Robust Risk Management Practices

Volume: FY21 Highlights (YoY)

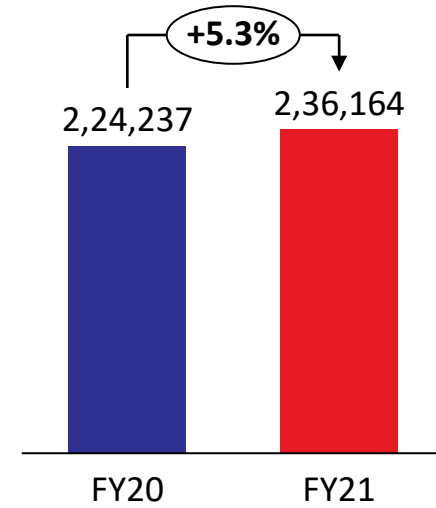
Performance Surfactants



Specialty Care Products



Total Volume



Volume Highlights

India Market grew by **11.2%**



Africa Middle East Turkey grew by **8.2%**



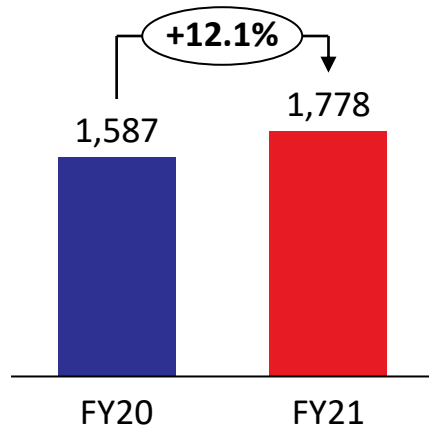
Rest of the World de-grew by **6.8%**



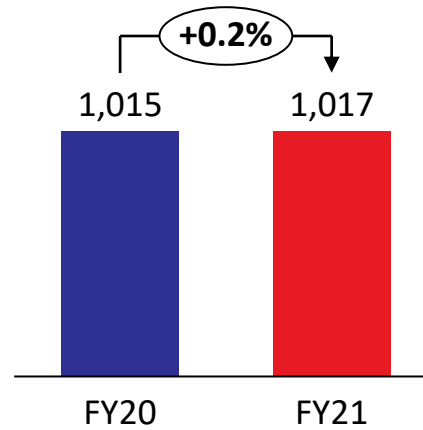
Volumes growth on the back of improving margins

FY21 Highlights (YoY)

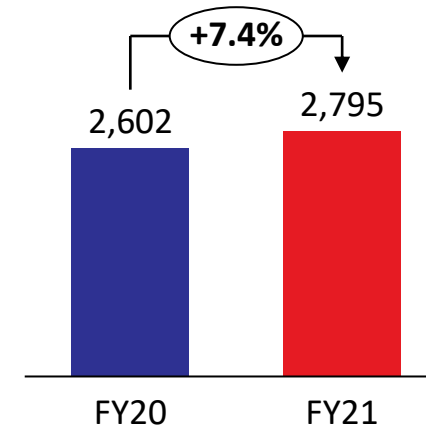
Performance Surfactants



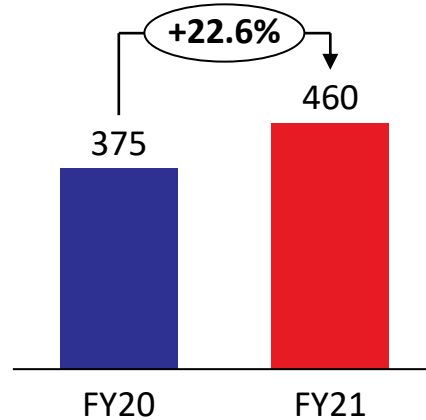
Specialty Care Products



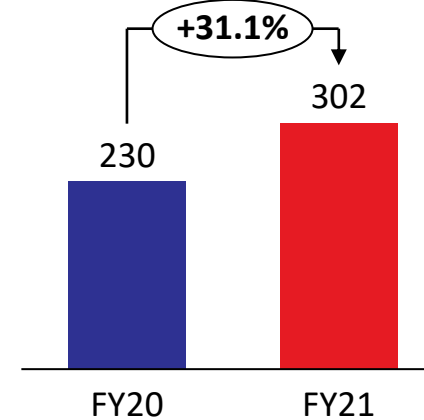
Total Revenue[^]



EBITDA[^]



PAT



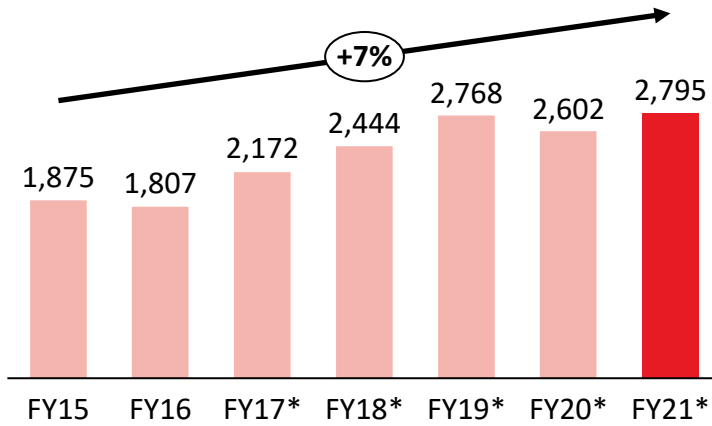
Revenue Highlights

Rs. In Crores

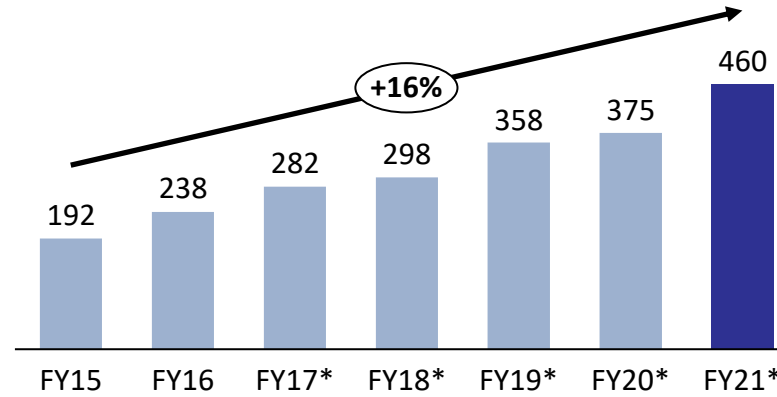
[^]Includes other Income

Our Performance Highlights

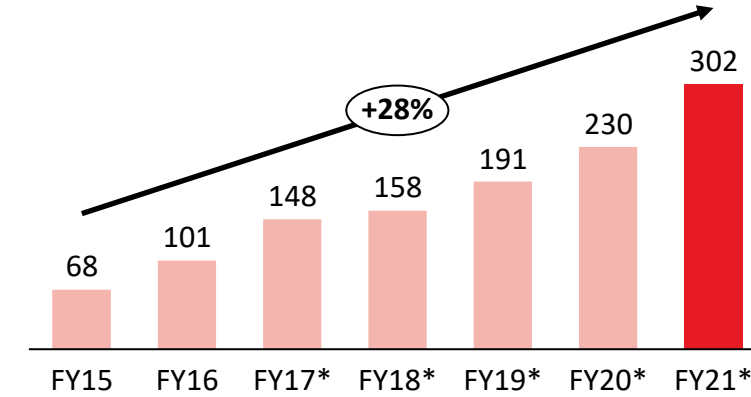
Revenue^ (Rs. In Crs)



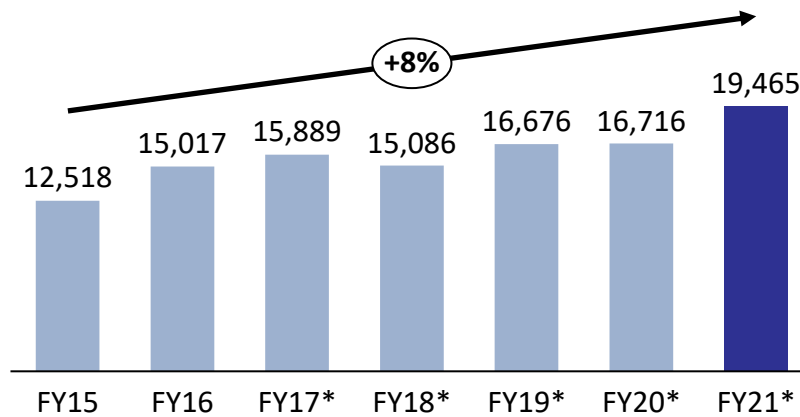
EBITDA^ (Rs. In Crs)



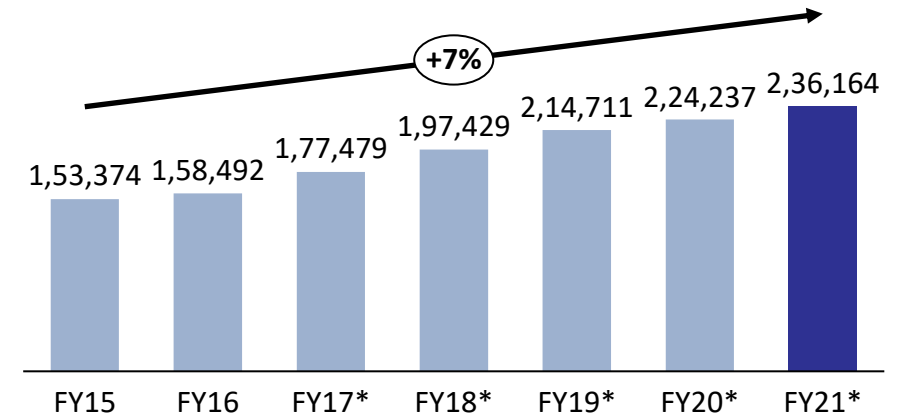
PAT (Rs. In Crs)



EBITDA per tonne



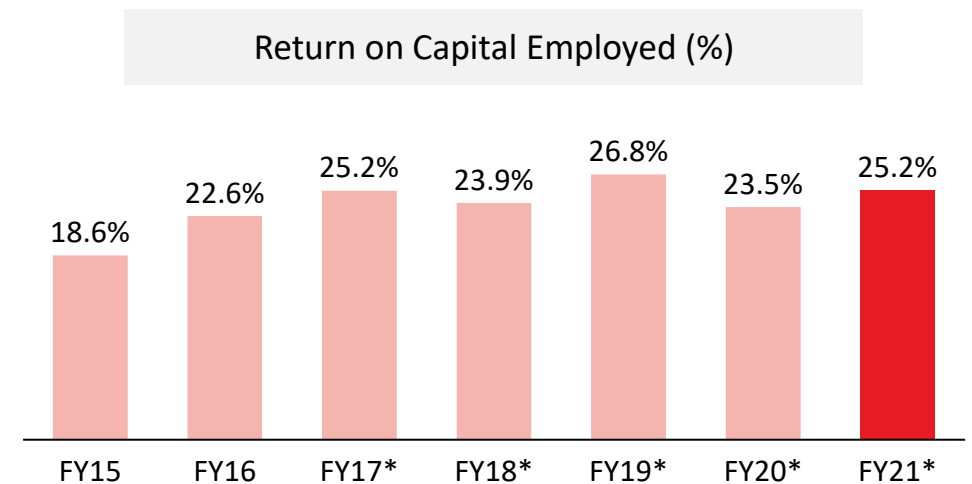
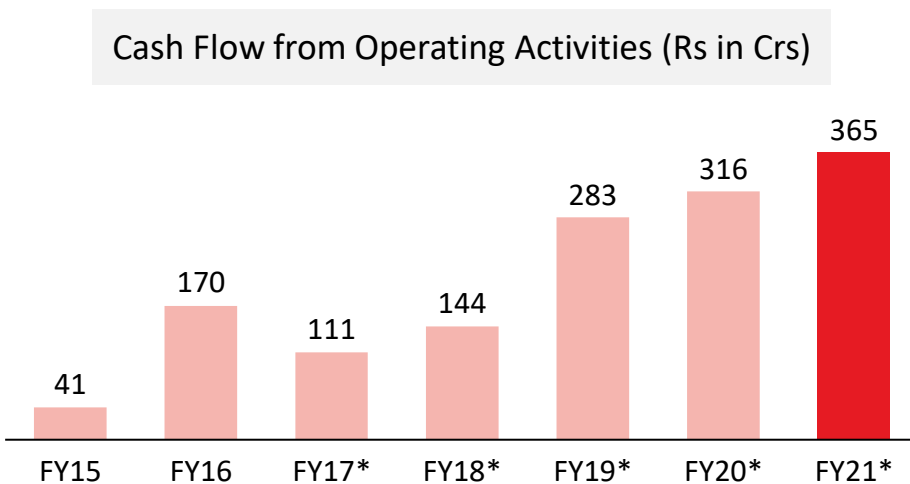
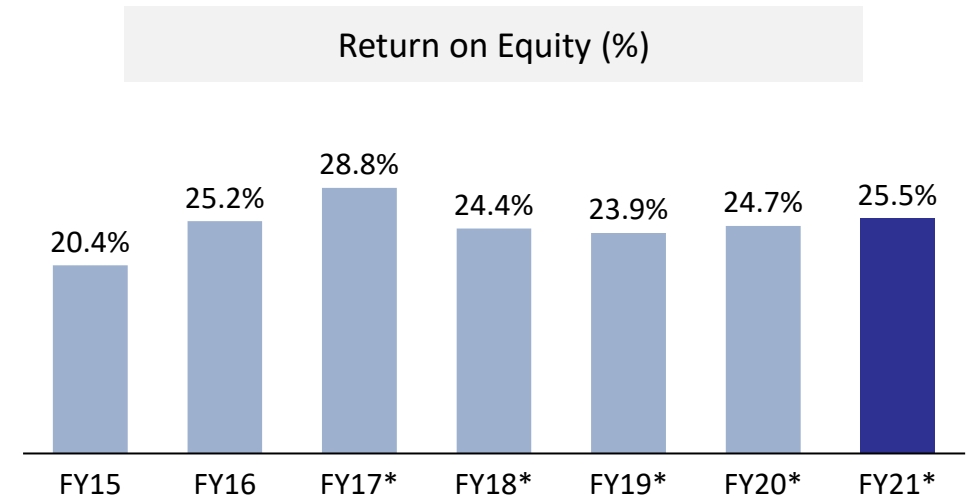
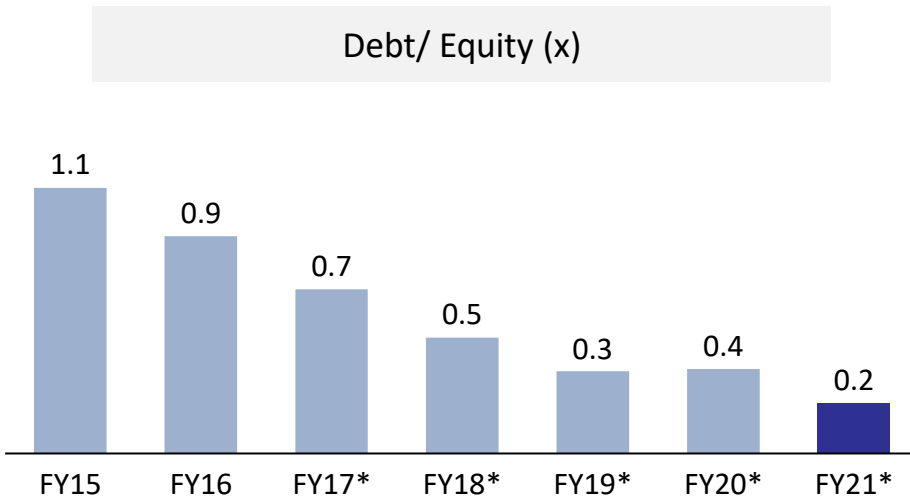
Total Volume Growth (MT)



*As per Ind AS rest as per Indian GAAP

^Includes other Income

Our Balance Sheet Strength



*As per Ind AS rest as per Indian GAAP

Consolidated Balance Sheet

Particulars (Rs. In Crores)	Mar'21	Mar'20
ASSETS		
Property, Plant and Equipment	591.7	623.9
Right-of-use assets	111.9	115.7
Capital work-in-progress	124.0	66.0
Goodwill	2.7	2.8
Other Intangible Assets	5.7	5.5
Financial Assets		
(i) Loans	8.4	7.7
(ii) Other financial assets	0.7	0.8
Deferred Tax Assets (Net)	0.7	0.1
Income Tax Assets (Net)	11.2	15.9
Other Non-current tax assets	35.0	38.7
Total Non-Current Assets	891.8	877.0
Current Assets		
Inventories	427.8	325.0
Financial Assets		
(i) Investments	43.5	5.8
(ii) Trade receivables	468.9	439.4
(iii) Cash and cash equivalents	81.5	47.7
(iv) Bank Balances other than cash and cash equivalents	29.9	6.5
(v) Loans	0.6	0.4
(vi) Other Financial Assets	5.6	6.8
Other Current Assets	99.9	103.3
Total Current Assets	1,157.7	935.0
TOTAL ASSETS	2,049.5	1,812.0

Particulars (Rs. In Crores)	Mar'21	Mar'20
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	1,266.0	1,032.3
Total Shareholders Fund	1,301.4	1,067.8
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	77.4	116.6
(ii) Lease Liabilities	16.9	19.7
(iii) Other Financial Liabilities	0.4	0.3
Provisions	10.1	13.8
Deferred Tax Liabilities (Net)	23.3	24.1
Other non-current liabilities	0.0	0.4
Total Non-Current Liabilities	128.0	175.0
Current Liabilities		
Financial Liabilities		
(i) Borrowings	160.0	203.0
(ii) Trade Payables	377.0	273.1
(iii) Lease Liabilities	4.4	3.9
(iv) Other Financial Liabilities	36.0	62.5
Other Current Liabilities	33.0	17.7
Provisions	8.6	3.9
Current Tax Liabilities (Net)	1.2	5.2
Total Current Liabilities	620.1	569.2
TOTAL EQUITY & LIABILITIES	2,049.5	1,812.0

Consolidated Cash Flow

Particulars (Rs. In Crores)	Full Year ended	
	Mar'21	Mar'20
Cash Flow From Operating Activities :		
Profit After Tax	302.1	230.4
Operating Profit before working Capital changes	454.2	373.0
Net cash flows generated from/(used) in Operating Activities (A)	365.1	315.9
Net cash flows generated from/(used) in Investing Activities (B)	-164.7	-150.8
Net cash flows generated from/(used) in Financing Activities (C)	-165.0	-143.8
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	35.4	21.3
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	-1.6	1.4
Closing cash and cash equivalents	81.5	47.7

Standalone Balance Sheet

Particulars (Rs. In Crores)	Mar'21	Mar'20
ASSETS		
Property, Plant and Equipment	358.5	369.6
Right-of-use assets	99.2	102.4
Capital work-in-progress	116.2	61.4
Goodwill		
Other Intangible Assets	5.6	5.3
Financial Assets		
(i) Investments	216.7	218.2
(ii) Loans	5.9	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	28.6	36.9
Total Non-Current Assets	838.7	807.3
Current Assets		
Inventories	270.2	202.1
Financial Assets		
(i) Trade receivables	339.6	274.1
(ii) Cash and cash equivalents	11.9	16.9
(iii) Bank Balances other than cash and cash equivalents	12.9	0.7
(iv) Loans	0.5	0.3
(v) Other Financial Assets	5.7	9.5
Other Current Assets	78.1	78.1
Total Current Assets	718.9	581.8
TOTAL ASSETS	1,557.6	1,389.1

Particulars (Rs. In Crores)	Mar'21	Mar'20
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	981.4	854.4
Total Shareholders Fund	1,016.8	889.8
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	53.0	83.0
(ii) Lease Liabilities	4.8	7.1
(iii) Other Financial Liabilities	0.4	0.3
Provisions	10.1	13.8
Deferred Tax Liabilities (Net)	29.3	30.5
Other non-current liabilities	0.0	0.4
Total Non-Current Liabilities	97.5	135.1
Current Liabilities		
Financial Liabilities		
(i) Borrowings	88.4	58.0
(ii) Trade Payables	306.5	226.9
(iii) Lease Liabilities	2.7	2.3
(iv) Other Financial Liabilities	26.4	56.6
Other Current Liabilities	12.8	11.5
Provisions	5.2	3.6
Current Tax Liabilities (Net)	1.2	5.2
Total Current Liabilities	443.2	364.1
TOTAL EQUITY & LIABILITIES	1,557.6	1,389.1

Standalone Cash Flow

Particulars (Rs. In Crores)	Full Year ended	
	Mar'21	Mar'20
Cash Flow From Operating Activities :		
Profit After Tax	177.9	182.2
Operating Profit before working Capital changes	296.5	284.0
Net cash flows generated from/(used) in Operating Activities (A)	183.7	212.5
Net cash flows generated from/(used) in Investing Activities (B)	-104.5	-37.9
Net cash flows generated from/(used) in Financing Activities (C)	-84.2	-160.7
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	-5.0	13.9
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	0.0	-0.9
Closing cash and cash equivalents	11.9	16.9

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

Mr. Rahul Agarwal / Mr. Vijay Goel
rahul.agarwal@sgapl.net / vijay.goel@sgapl.net

+91 98214 38864 / +91 99201 24357

www.sgapl.net

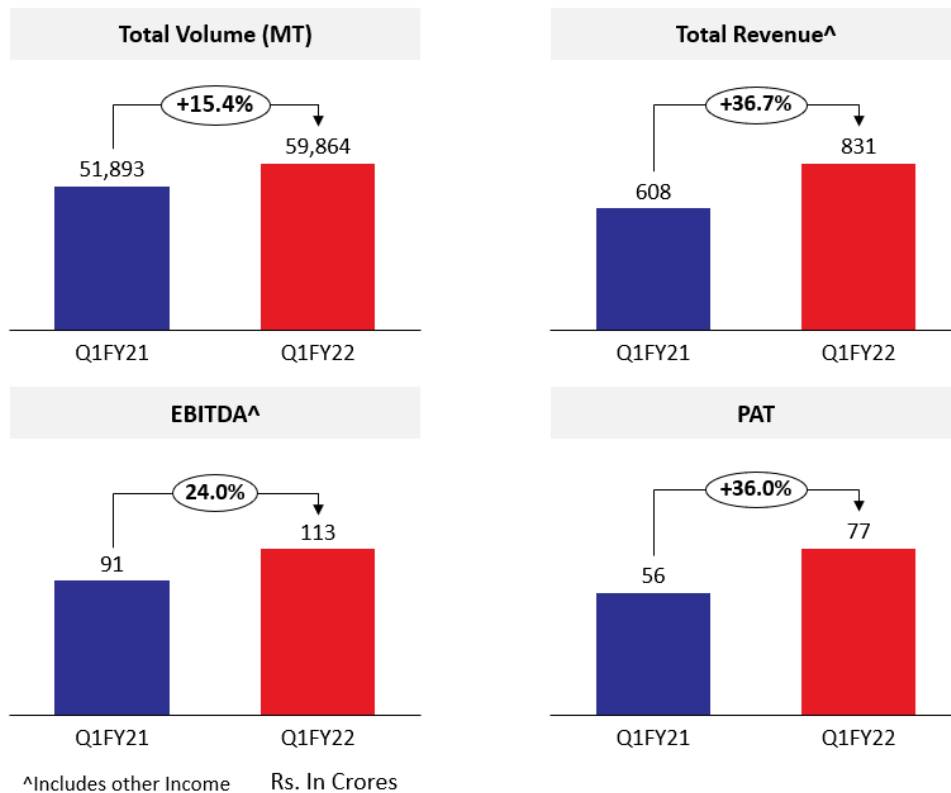
Galaxy Surfactants Limited

Q1 FY22 Consolidated Performance:

- Total volume grew by 15.4% for Q1FY22, on YoY basis
- Total Revenue (including other income) stood at Rs. 830.9 Cr, a YoY growth of 36.7% on account of better sales volumes in both Performance Surfactants and Specialty Care business and better sales mix
- EBITDA stood at Rs. 113.0 Cr, YoY growth of 24.0%; driven by increasing share of specialty, better product mix due to new products and higher capacity utilization
- PAT stood at Rs. 76.8 Cr, YoY growth of 36.0%

Mumbai, 10th August 2021:

Galaxy Surfactants Limited, a leading manufacturer of performance surfactants and specialty care products with over 205 product grades used in Home and Personal Care industry, has announced its un-audited financial results for the Quarter 30th June 2021.



Investors Release

Commenting on the performance Mr. U. Shekhar, Managing Director, Galaxy Surfactants Limited said,

“FY 2021-22 has begun on a strong note, sustaining the momentum seen in FY 21. While the demand outlook continues to remain robust, as seen by the Volume growth registered in this quarter of 15.4%, worsening International Logistics scenario continues to adversely impact the business. Unavailability of critical raw materials in Q-1 further compounded the situation, restricting growth.

Segment wise, Specialty Products made a strong comeback in this quarter registering a 36.1% volumes growth. While this may be on a favorable base, sequentially the momentum has sustained, despite the worsening logistics scenario and COVID Wave II. The momentum in Performance Surfactants remains robust. While India and Rest of the World Markets saw volume growth of more than 25%, AMET volumes got adversely impacted due to Supply side constraints. To conclude, despite the multitude of challenges on hand, our teams have responded exceptionally well. While we expect the international logistics and volatile raw materials scenario to continue, the robust demand scenario gives us the required conviction and confidence for the quarters ahead.”

Performance Highlights:

Galaxy Surfactants Limited (Consolidated Results)			
Particulars (Rs. Cr)	Q1FY21	Q1FY22	YoY%
Total Revenue*	607.8	830.9	36.7%
EBITDA*	91.1	113.0	24.0%
PAT	56.5	76.8	36.0%

*Includes other income

Galaxy Surfactants Limited (Volume Break up)	
Particulars	YoY Growth % (Q1FY22 vs Q1FY21)
Sales Volume	15.4%
ROW	28.6%
India	32.1%
AMET	-5.8%

Investors Release

Q1FY22 Performance

- Total volumes stood at 59,864 MT for Q1FY22 as against 51,893 MT in Q1FY21, up by 15.4% YoY
 - ROW markets grew by 28.6% due to Specialty Care Products
 - Indian market grew by 32.1% coming off a low base (Q1FY21)
 - AMET market de-grew by 5.8% AMET volumes were adversely impacted due to Supply Chain constraints
 - Performance Surfactants volume stood at 38,778 MT for Q1FY22, up by 6.5% on YoY basis
 - Specialty Care Products volume stood at 21,087 MT for Q1FY22, up by 36.1% on YoY basis
- EBITDA for Q1FY22 stood at Rs. 113.0 Cr as against Rs. 91.1 Cr in Q1FY21, up by 24.0% YoY basis
- Strong EBITDA/MT growth at Rs. 18,879 for Q1FY22 as against Rs. 17,561 in Q1FY21, up by 7.5% YoY basis
- PAT stood at Rs. 76.8 Cr for Q1FY22 as against Rs. 56.5 Cr in Q1FY21 up by 36.0% YoY

About Galaxy Surfactants Limited:

Incorporated in 1986, Galaxy Surfactants Ltd is leading manufacturers of Performance Surfactants and Specialty Care products with over 205 product grades. These products are used in consumer-centric Home and Personal care products like hair care, oral care, skin care, cosmetics, soap, shampoo, lotion, detergent, cleaning products etc.

Preferred suppliers to leading MNC's, Regional and Local FMCG brands. Our key customers include Unilever, Reckitt Benckiser, P&G, L'OREAL, Himalaya, Colgate Palmolive, CavinKare etc.

Company has its manufacturing facilities located in India (5), Egypt (1) and USA (1).

For more information about the company, please visit our website www.galaxysurfactants.com

Safe Harbor:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

Investors Release

For further details please contact:

Company	Investor Relations Advisors
<p>Galaxy Surfactants Limited CIN No: L39877MH1986PLC039877 Name: Mr. Paritosh Srivastava Email id: paritosh.srivastava@galaxysurfactants.com</p>	<p>Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Mr. Rahul Agarwal / Mr. Vijay Goel Email id: rahul.agarwal@sgapl.net / vijay.goel@sgapl.net Tel No: +91 98214 38864 / +91 99201 24357</p>