



May 18, 2022

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: GALXYSURF	BSE Limited, Listing Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code: 540935
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Sub: Investor presentation on the audited financial results for the quarter ended March 31, 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 audited financial results for the quarter ended March 31, 2022.

The information is also hosted in announcement section on the website of the Company at www.galaxysurfactants.com.

We request you to take the same on record.

Yours faithfully,
For **Galaxy Surfactants Limited**

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

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Galaxy Surfactants Limited

Investor Presentation - May 2022



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*Q4 & FY22
Performance Highlights*

Q4 & FY22: Key Developments

U Shaped recovery with a robust Q4 performance

Better Mix, Realizations & Recoveries aid EBITDA/MT

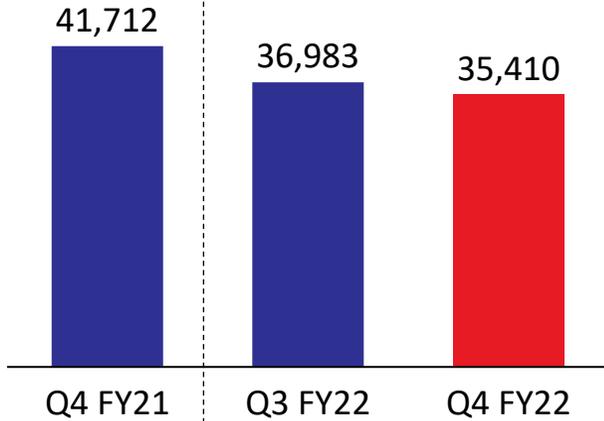
Demand cutbacks & downtrading in AMET adversely impacted Performance Surfactants Volumes

Normalcy & opening up of developed markets aids growth of Specialty Care portfolio

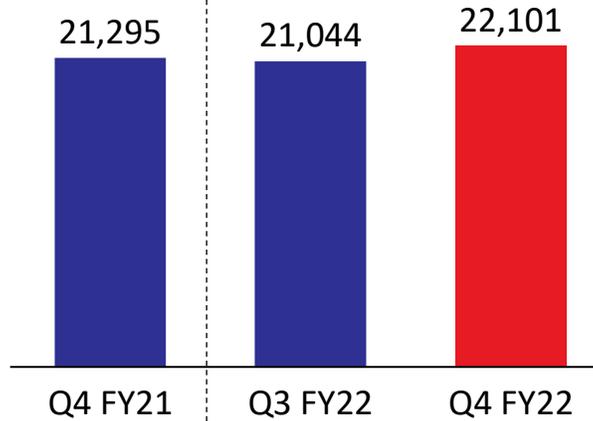
Russia-Ukraine war & China induced lockdowns exacerbate supply-led volatility

Volume: Q4FY22 Highlights

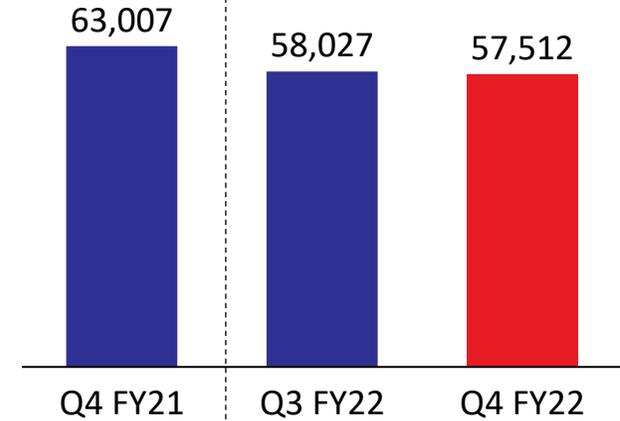
Performance Surfactants



Specialty Care Products



Total Volume



Volume Highlights

India Market grew YoY by **3.3%**



Africa Middle East Turkey de-grew YoY by **29.1%**

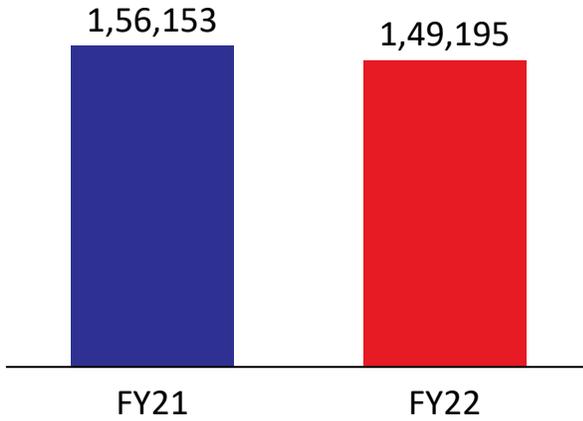


Rest of the World grew YoY by **11.0%**

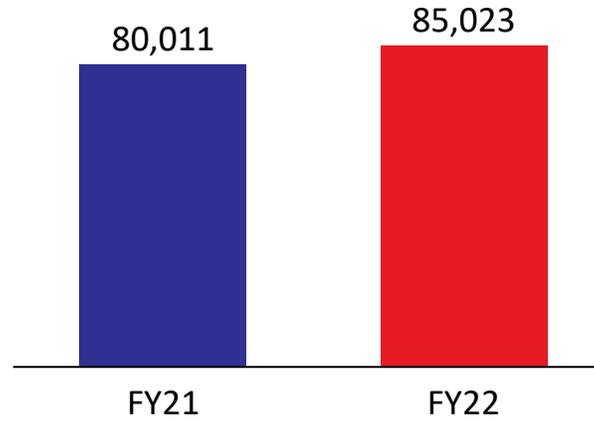


Volume: FY22 Highlights

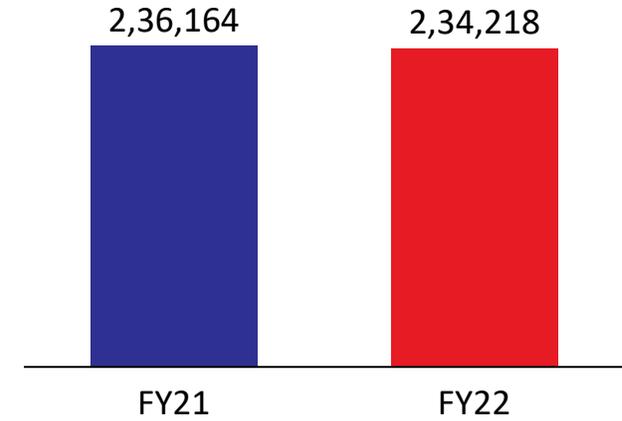
Performance Surfactants



Specialty Care Products



Total Volume



Volume Highlights

India Market grew by **9.4%**



Africa Middle East Turkey de-grew by **15.1%**



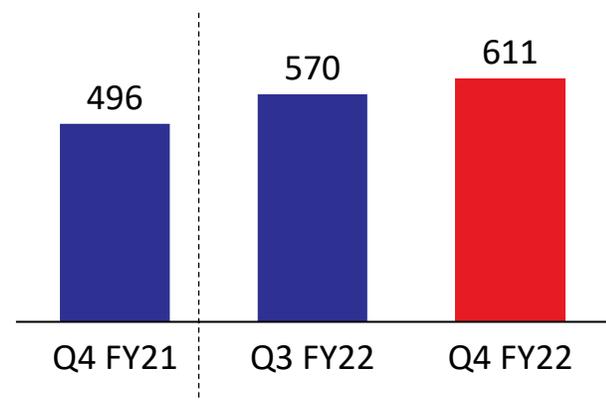
Rest of the World grew by **7.8%**



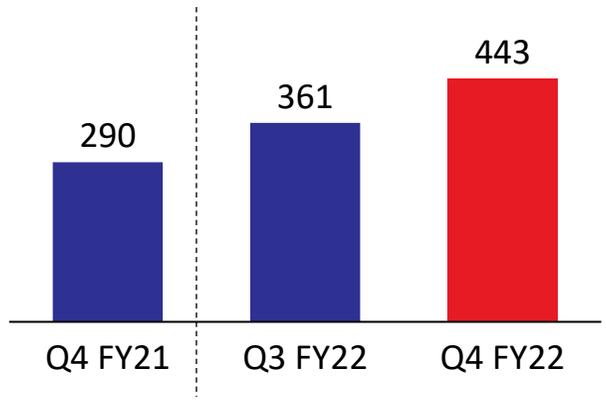
Q4FY22 & FY22 Consolidated Highlights

Revenue Highlights

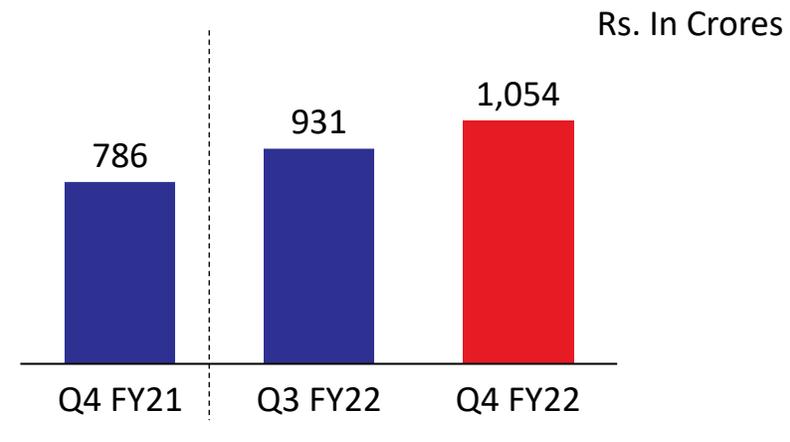
Performance Surfactants



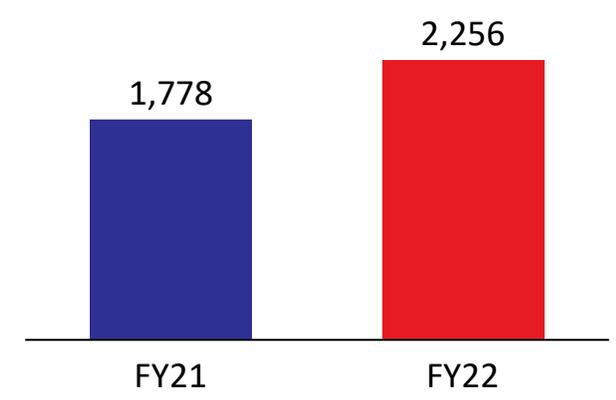
Specialty Care Products



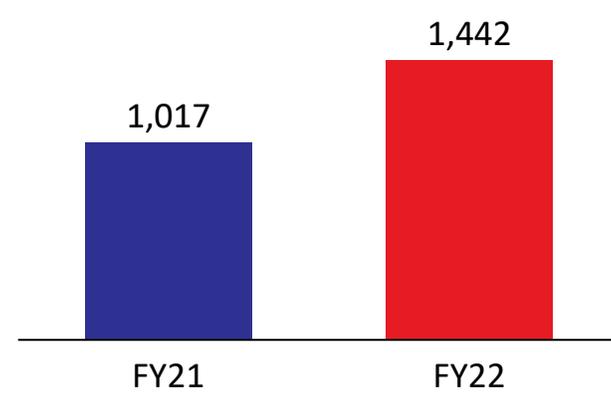
Total Revenue[^]



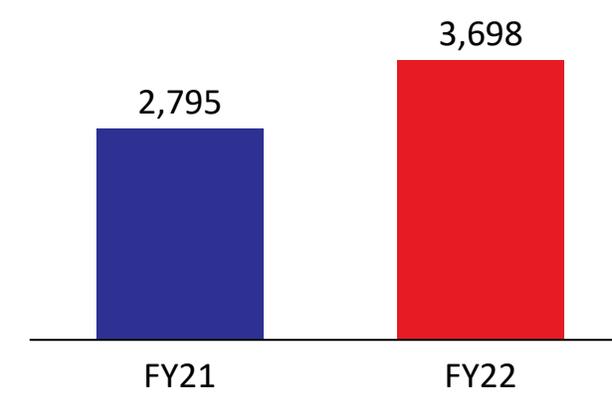
Performance Surfactants



Specialty Care Products



Total Revenue[^]



[^]Includes other Income

Consolidated Profit & Loss Statement

Particulars (Rs. In Crores)	Q4FY22	Q4FY21	Y-o-Y	Q3FY22	Q-o-Q	FY22	FY21	Y-o-Y
Net Revenue from Operations	1,052.9	783.5	34%	929.1	13%	3,685.7	2,784.1	32%
Other Income	1.2	2.6		1.8		12.5	10.9	
Total Revenue	1,054.1	786.1	34%	930.9	13%	3,698.2	2,794.9	32%
Cost of Material Consumed	705.8	497.2		674.1		2,588.5	1,774.6	
Employee's Benefits Expense	58.3	58.9		51.6		211.8	204.0	
Other Expenses	143.9	110.0		127.1		484.7	356.6	
EBITDA	146.2	120.0	22%	78.2	87%	413.2	459.7	-10%
EBITDA Margin	13.9%	15.3%		8.4%		11.2%	16.4%	
Depreciation	18.4	24.0		17.7		71.1	74.0	
EBIT	127.8	96.0	33%	60.4	112%	342.2	385.7	-11%
Finance cost	3.4	3.0		2.8		12.9	13.4	
PBT	124.4	93.0	34%	57.6	116%	329.3	372.3	-12%
Tax expense	26.0	14.3		12.0		66.5	70.2	
PAT	98.4	78.7	25%	45.6	116%	262.8	302.1	-13%
PAT Margin	9.3%	10.0%		4.9%		7.1%	10.8%	
Other Comprehensive Income	15.0	-1.3		1.2		24.3	-18.8	
Total Comprehensive Income	113.4	77.4	46%	46.8	142%	287.1	283.3	1%
EPS	27.76	22.19		12.86		74.12	85.22	

Fatty Alcohol prices in this Quarter increased to an average price of \$ 2,862/MT vs, average prices of \$ 2,073/MT in Q4FY21. The same was \$ 2,602/MT in Q3FY22

Consolidated Balance Sheet

Particulars (Rs. In Crores)	Mar'22	Mar'21
ASSETS		
Property, Plant and Equipment	609.2	591.7
Right-of-use assets	143.0	111.9
Capital work-in-progress	205.5	124.0
Goodwill	2.8	2.7
Other Intangible Assets	5.4	5.7
Financial Assets		
(i) Loans	0.4	0.3
(ii) Other financial assets	11.1	8.9
Deferred Tax Assets (Net)	3.9	0.7
Income Tax Assets (Net)	8.5	11.2
Other Non-current tax assets	40.5	35.0
Total Non-Current Assets	1,030.4	891.8
Current Assets		
Inventories	711.8	427.8
Financial Assets		
(i) Investments	0.5	43.5
(ii) Trade receivables	638.0	468.9
(iii) Cash and cash equivalents	63.8	81.5
(iv) Bank Balances other than cash and cash equivalents	7.4	29.9
(v) Loans	0.5	0.3
(vi) Other Financial Assets	7.2	5.9
Other Current Assets	141.2	99.9
Total Current Assets	1,570.2	1,157.7
TOTAL ASSETS	2,600.6	2,049.5

Particulars (Rs. In Crores)	Mar'22	Mar'21
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	1,538.9	1,266.0
Total Shareholders Fund	1,574.4	1,301.4
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	79.6	77.4
(ii) Lease Liabilities	48.4	16.9
(iii) Other Financial Liabilities	0.3	0.4
Provisions	7.6	10.1
Deferred Tax Liabilities (Net)	24.9	23.3
Other non-current liabilities	0.0	0.0
Total Non-Current Liabilities	160.8	128.0
Current Liabilities		
Financial Liabilities		
(i) Borrowings	286.4	190.6
(ii) Trade Payables	518.9	377.0
(iii) Lease Liabilities	6.4	4.4
(iv) Other Financial Liabilities	5.6	5.4
Other Current Liabilities	32.7	33.0
Provisions	7.7	8.6
Current Tax Liabilities (Net)	7.8	1.2
Total Current Liabilities	865.4	620.1
TOTAL EQUITY & LIABILITIES	2,600.6	2,049.5

Consolidated Cash Flow

Particulars (Rs. In Crores)	Full Year ended	
	Mar'22	Mar'21
Cash Flow From Operating Activities :		
Profit After Tax	262.8	302.1
Operating Profit before working Capital changes	409.4	454.2
Net cash flows generated from/(used) in Operating Activities (A)	4.9	365.1
Net cash flows generated from/(used) in Investing Activities (B)	(84.1)	(164.7)
Net cash flows generated from/(used) in Financing Activities (C)	59.2	(165.0)
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	(20.0)	35.4
Opening cash and cash equivalents	81.5	47.7
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	2.3	(1.6)
Closing cash and cash equivalents	63.8	81.5

Standalone Profit & Loss Statement

Particulars (Rs. In Crores)	Q4FY22	Q4FY21	Y-o-Y	Q3FY22	Q-o-Q	FY22	FY21	Y-o-Y
Net Revenue from Operations	792.7	526.8	50%	656.4	21%	2,628.6	1,830.5	44%
Other Income	-17.6	1.8		4.9		-1.2	4.4	
Total Revenue	775.2	528.6	47%	661.3	17%	2,627.4	1,834.9	43%
Cost of Material Consumed	570.6	352.9		497.5		1,949.3	1,208.1	
Employee's Benefits Expense	32.3	31.3		28.1		113.6	105.7	
Other Expenses	100.9	70.9		90.1		331.9	223.7	
EBITDA	71.4	73.5	-3%	45.7	56%	232.5	297.5	-22%
EBITDA Margin	9.2%	13.9%		6.9%		8.9%	16.2%	
Depreciation	11.2	18.1		10.9		43.8	49.8	
EBIT	60.2	55.5	9%	34.8	73%	188.8	247.7	-24%
Finance cost	2.0	2.1		1.6		7.8	8.4	
PBT	58.2	53.4	9%	33.2	75%	181.0	239.3	-24%
Tax expense	15.6	14.0		8.8		47.2	61.5	
PAT	42.6	39.4	8%	24.5	74%	133.9	177.9	-25%
PAT Margin	5.5%	7.5%		3.7%		5.1%	9.7%	
Other Comprehensive Income	1.4	-1.8		-0.1		1.2	-1.2	
Total Comprehensive Income	44.0	37.6	17%	24.4	80%	135.1	176.6	-24%
EPS	12.02	11.12		6.90		37.76	50.17	

Standalone Balance Sheet

Particulars (Rs. In Crores)	Mar'22	Mar'21
ASSETS		
Property, Plant and Equipment	383.8	358.5
Right-of-use assets	98.5	99.2
Capital work-in-progress	178.2	116.2
Goodwill	-	-
Other Intangible Assets	5.3	5.6
Financial Assets		
(i) Investments	208.2	216.7
(ii) Loans	0.4	0.3
(iii) Other financial assets	6.6	5.6
Deferred Tax Assets (Net)	0.0	0.0
Income Tax Assets (Net)	8.5	8.0
Other Non-current tax assets	22.3	28.6
Total Non-Current Assets	911.8	838.7
Current Assets		
Inventories	409.5	270.2
Financial Assets		
(i) Trade receivables	474.7	339.6
(ii) Cash and cash equivalents	8.2	11.9
(iii) Bank Balances other than cash and cash equivalents	5.8	12.9
(iv) Loans	0.4	0.3
(v) Other Financial Assets	7.5	6.0
Other Current Assets	61.8	78.1
Total Current Assets	967.7	718.9
TOTAL ASSETS	1,879.5	1,557.6

Particulars (Rs. In Crores)	Mar'22	Mar'21
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	1,102.2	981.4
Total Shareholders Fund	1,137.7	1,016.8
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	62.8	53.0
(ii) Lease Liabilities	4.8	4.8
(iii) Other Financial Liabilities	0.3	0.4
Provisions	7.6	10.1
Deferred Tax Liabilities (Net)	29.1	29.3
Other non-current liabilities	-	-
Total Non-Current Liabilities	104.6	97.5
Current Liabilities		
Financial Liabilities		
(i) Borrowings	186.7	110.8
(ii) Trade Payables	419.0	306.5
(iii) Lease Liabilities	3.0	2.7
(iv) Other Financial Liabilities	4.3	4.0
Other Current Liabilities	16.7	12.8
Provisions	5.3	5.2
Current Tax Liabilities (Net)	2.2	1.2
Total Current Liabilities	637.3	443.2
TOTAL EQUITY & LIABILITIES	1,879.5	1,557.6

Standalone Cash Flow

Particulars (Rs. In Crores)	Full Year ended	
	Mar'22	Mar'21
Cash Flow From Operating Activities :		
Profit After Tax	133.9	177.9
Operating Profit before working Capital changes	239.6	296.5
Net cash flows generated from/(used) in Operating Activities (A)	46.2	183.7
Net cash flows generated from/(used) in Investing Activities (B)	(108.7)	(104.5)
Net cash flows generated from/(used) in Financing Activities (C)	58.7	(84.2)
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	(3.8)	(5.0)
Opening cash and cash equivalents	11.9	16.9
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	0.0	0.0
Closing cash and cash equivalents	8.1	11.9

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**
81 Approved; 16 Applied



**Serving
1,450+ Clients**



**Presence across
80+ countries**



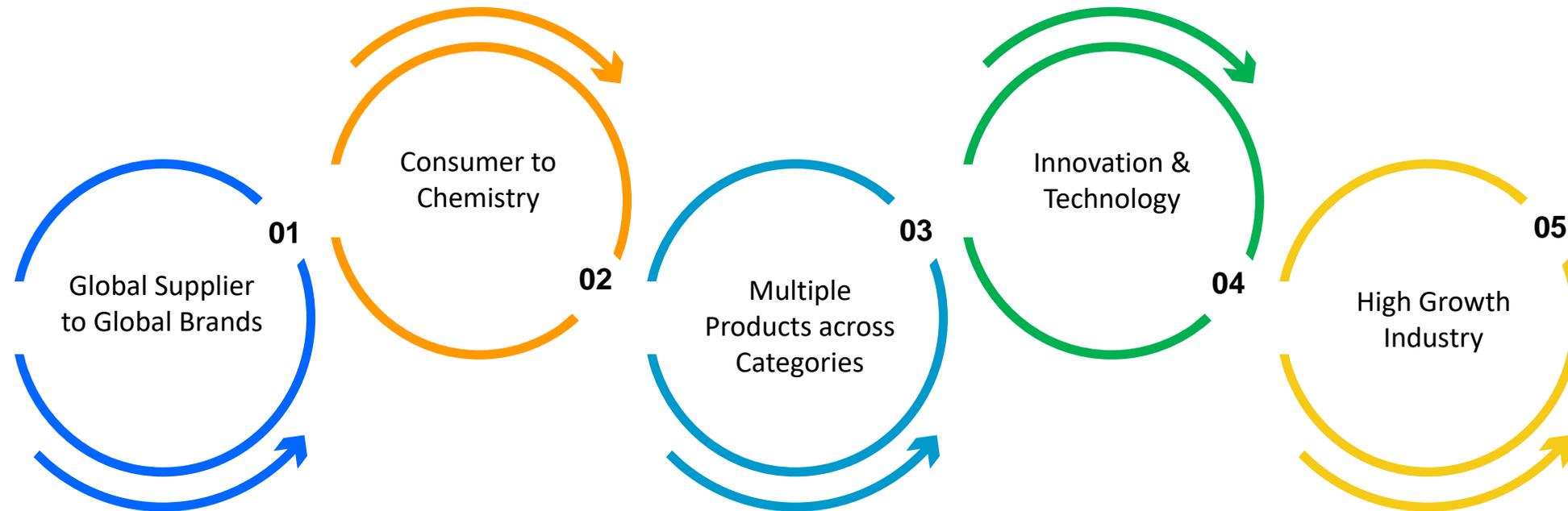
**Sustainability - A way of
Life**



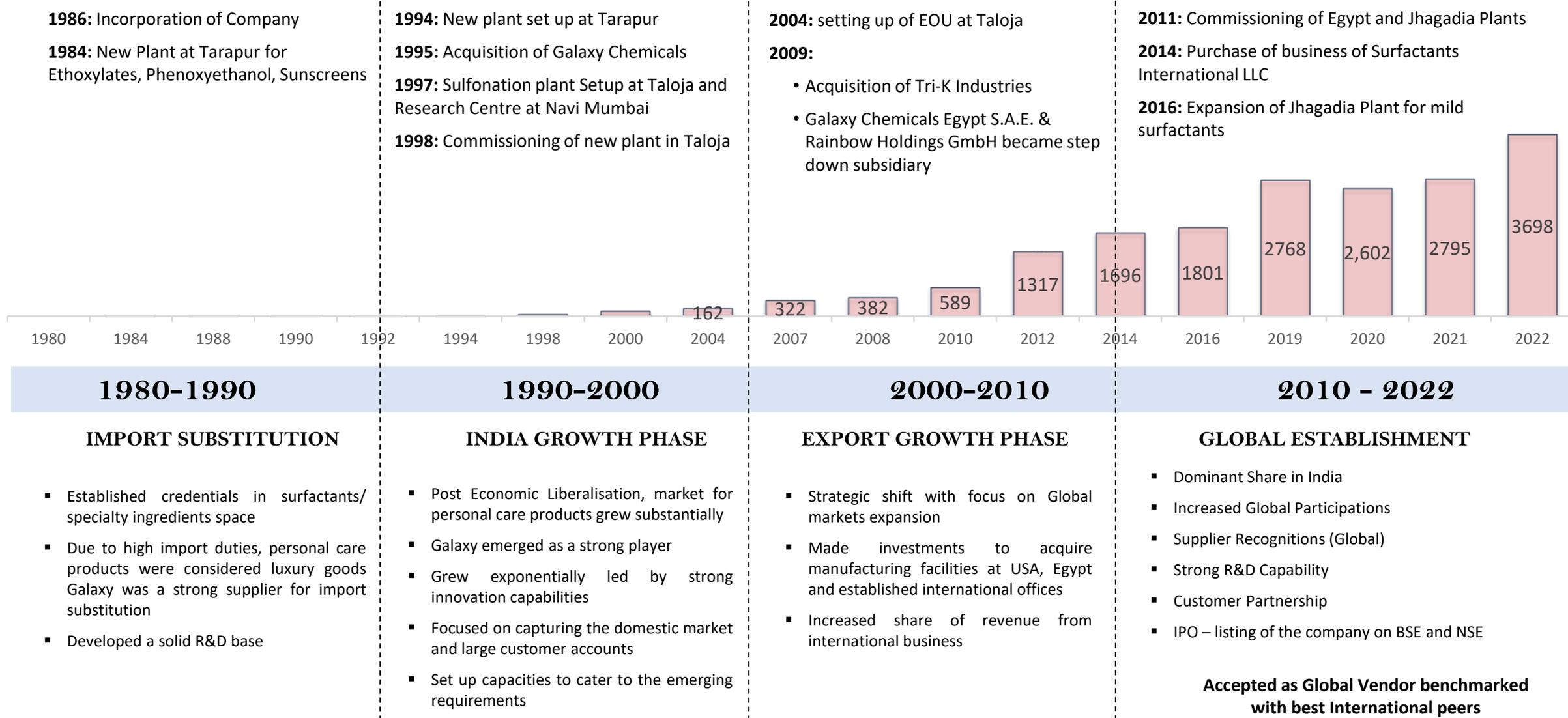
**1,800+ Employees across
all our Facilities**

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



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 (FY22)



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

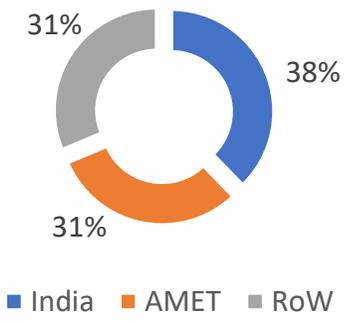


Egypt
Galaxy Chemicals (Egypt) S.A.E.

Global Headquarters

India

FY22: Revenue Breakup



Egypt: 100% owned*

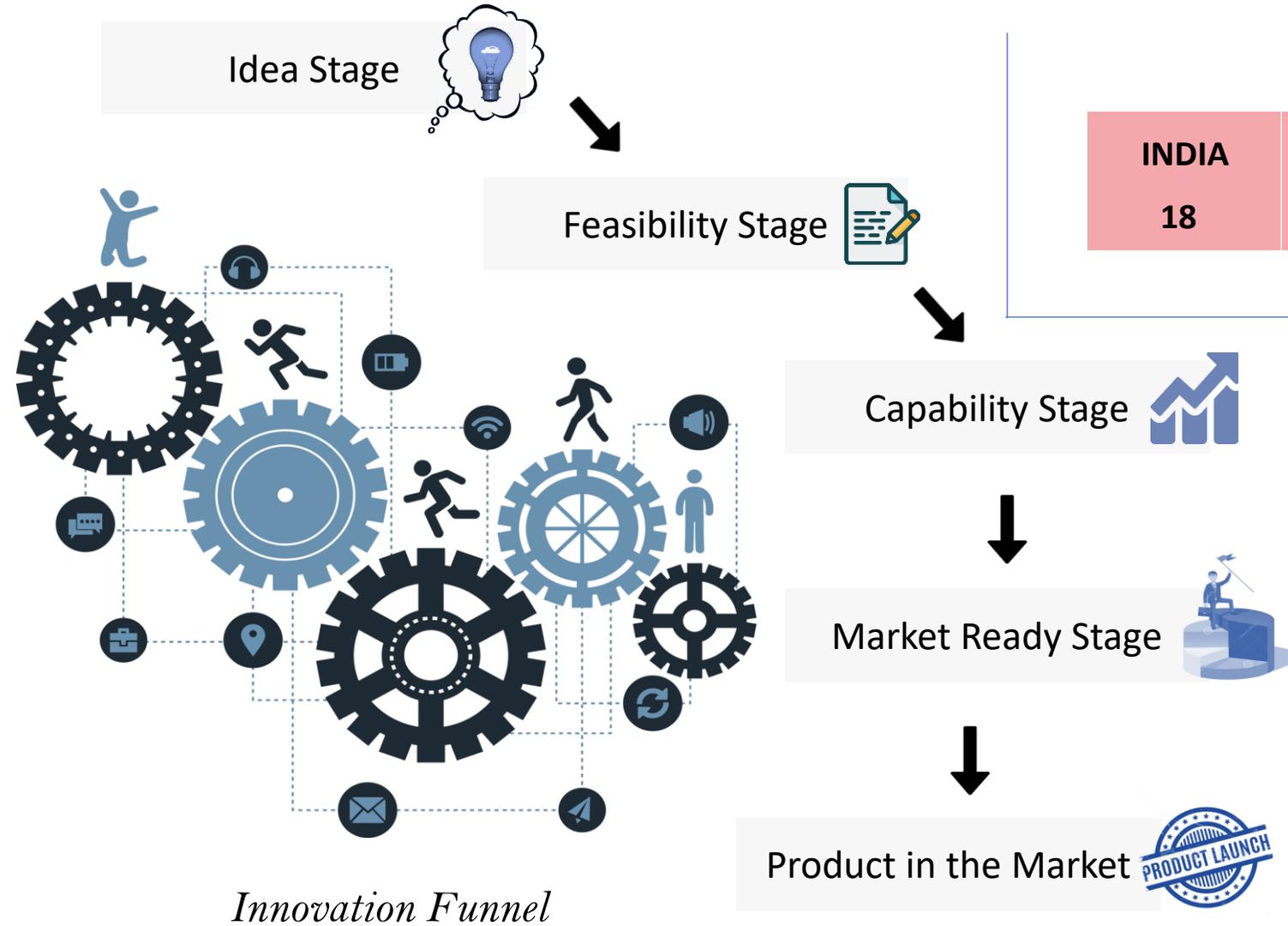
	Manufacturing	✓
	R&D	✗
	# Plants	1
	# Employees	225
	Marketing office	✗

India: Parent Entity

	Manufacturing	✓
	R&D	✓
	# Plants	6
	# Employees	1,546
	Marketing office	✓

Presence in High Growth & Matured Markets

“Consumer to Chemistry”: Creation of Products

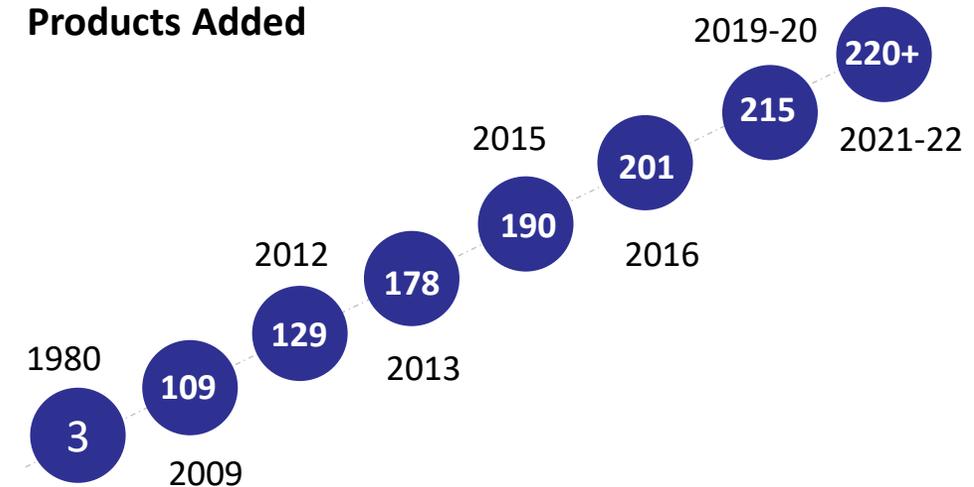


81 approved Patents and 16 applied

INDIA	USA	EUROPE	ROW	GLOBALLY Applied
18	15	5	9	16

81 Patents since 2000	16 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



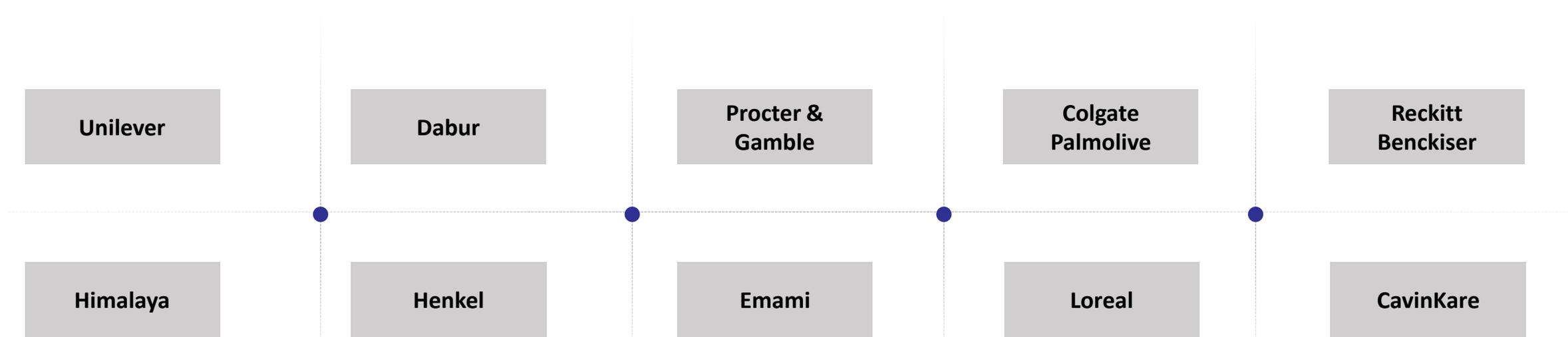
State-of-the-art Manufacturing Facilities



Location	No. of Units	Installed Capacity	Details
Tarapur, Maharashtra	3	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*

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

FY22: Revenue Contribution
MNC Customers: 51%
Regional Players: 11%
Local & Niche Player: 38%

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>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>

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, Talaja 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. 20th April, 2022
- Associated with Company since 2005
- Chemical Engineer from IIT Madras; PGDM from IIM Calcutta; PhD from Mumbai University



Mr. Unnathan Shekhar
Promoter, Managing Director

- Associated with Company since 1986
- Chemical Engineer, PGDM from IIM, Calcutta



Mr. Natarajan K. Krishnan
Executive Director, Chief Operating Officer

- Associated with Company since 1993
- CWA, Advanced Management Program from Harvard Business School



Mr. 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



Mr. Vaijanath Kulkarni
Whole Time Director(WTD)

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

Along with Guidance of Senior Board Members



Mr. Gopalkrishnan Ramakrishnan
Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA and CS



Mr. Shashikant R. Shanbhag
Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA



Mr. Subodh S. Nadkarni
Non-Executive Independent Director

- Associated with Company since 2002, 30 years+ experience
- Qualified CA and CS, prior associations with Godrej and Sulzer



Ms. Nandita Gurjar
Non-Executive Independent Director

- Associated with Company since 2015
- Over 20 years of experience in the field of IT and Human Resource

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

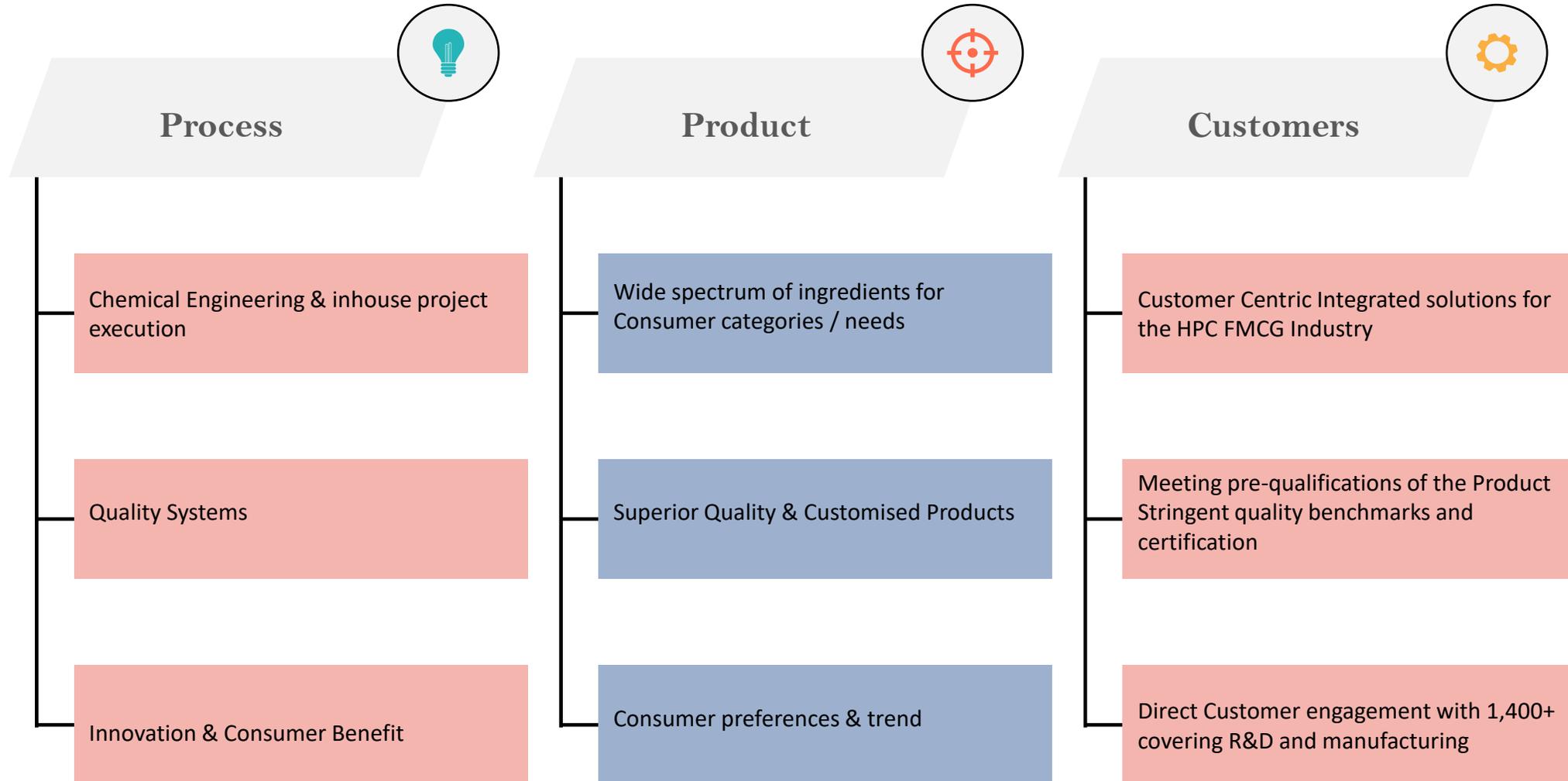
Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency





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

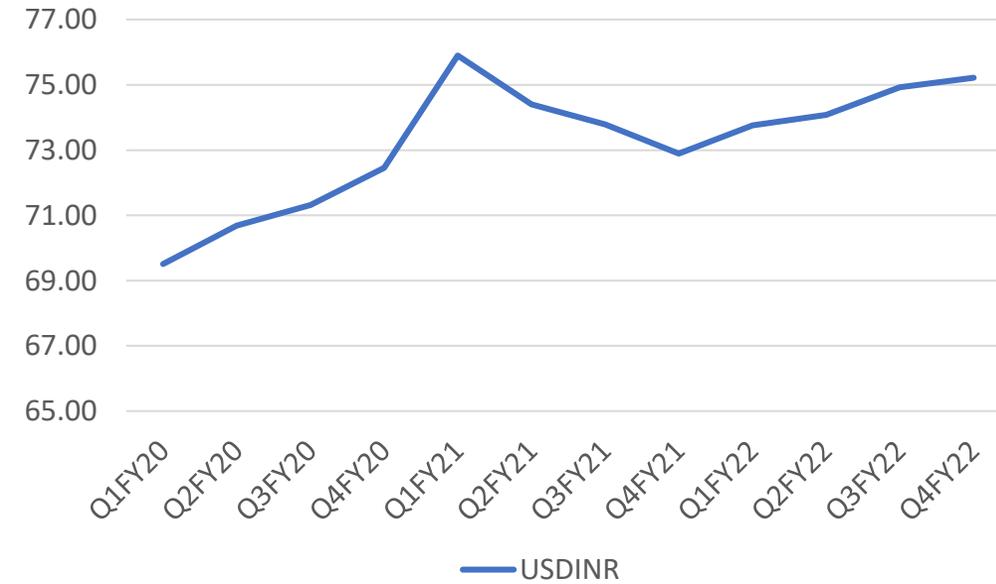
Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)

INR / USD Prices

LA Price

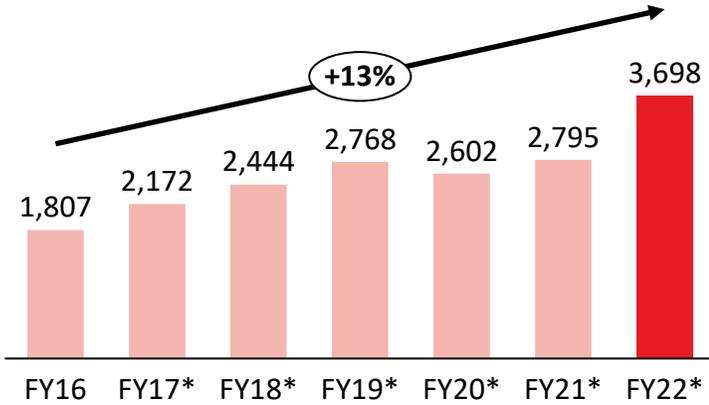
USDINR



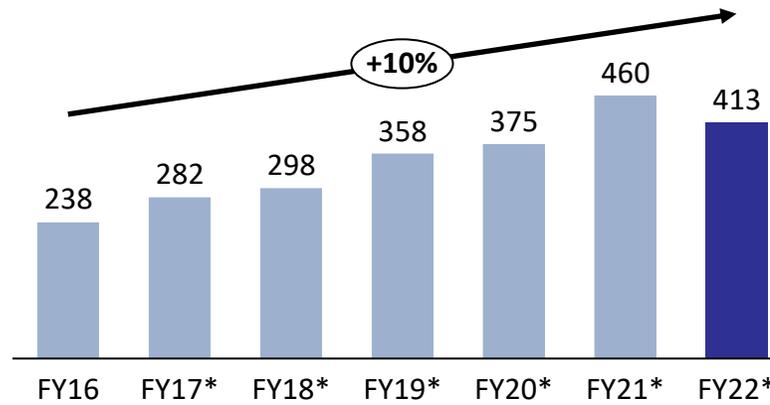
... through Robust Risk Management Practices

Our Performance Highlights

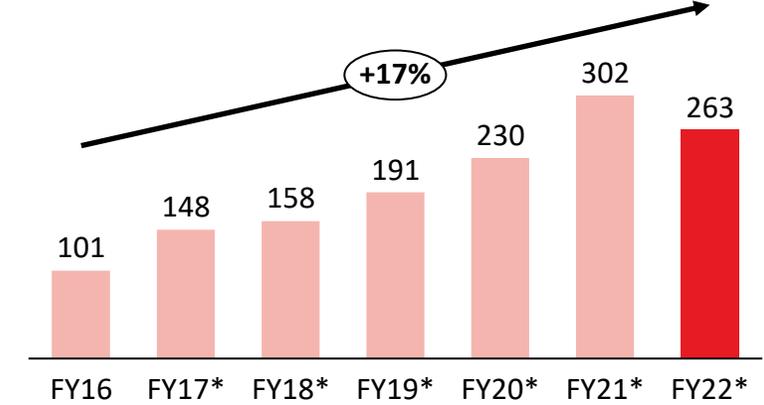
Revenue^ (Rs. In Crs)



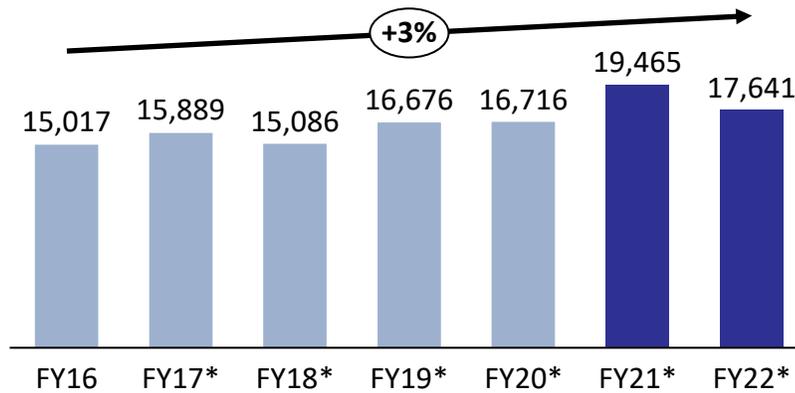
EBITDA^ (Rs. In Crs)



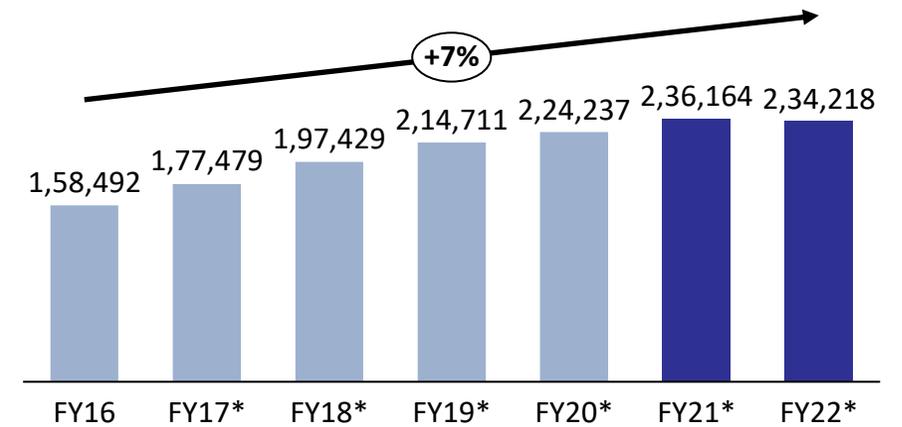
PAT (Rs. In Crs)



EBITDA per tonne



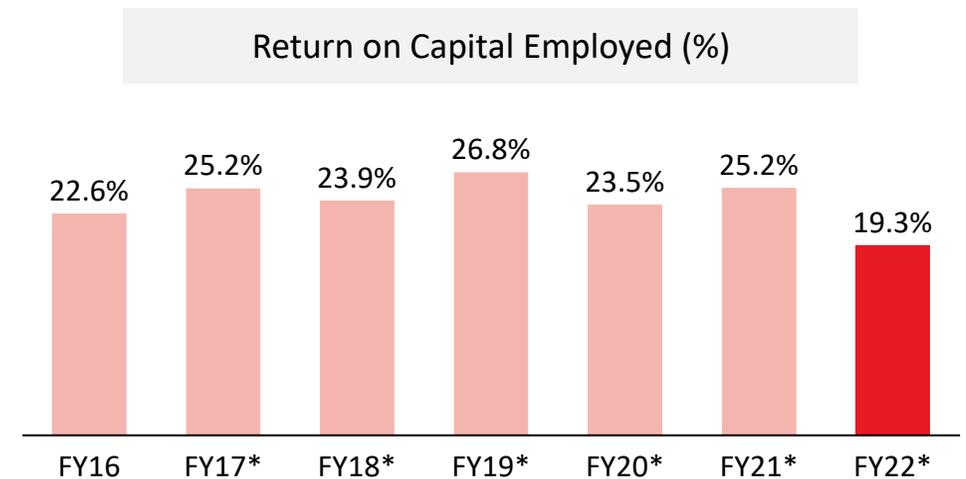
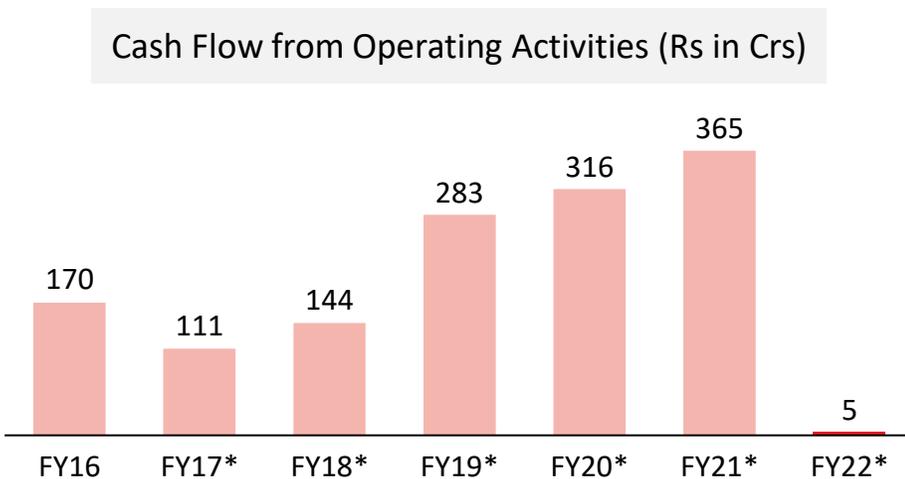
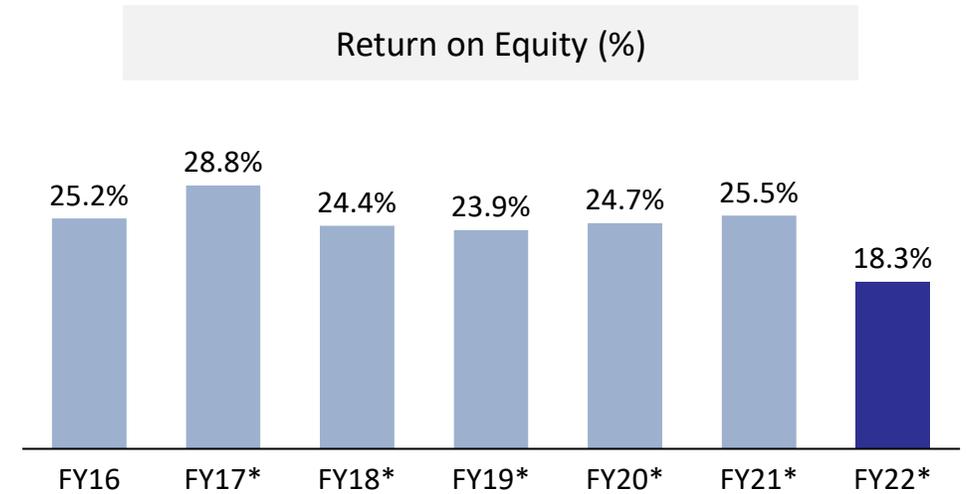
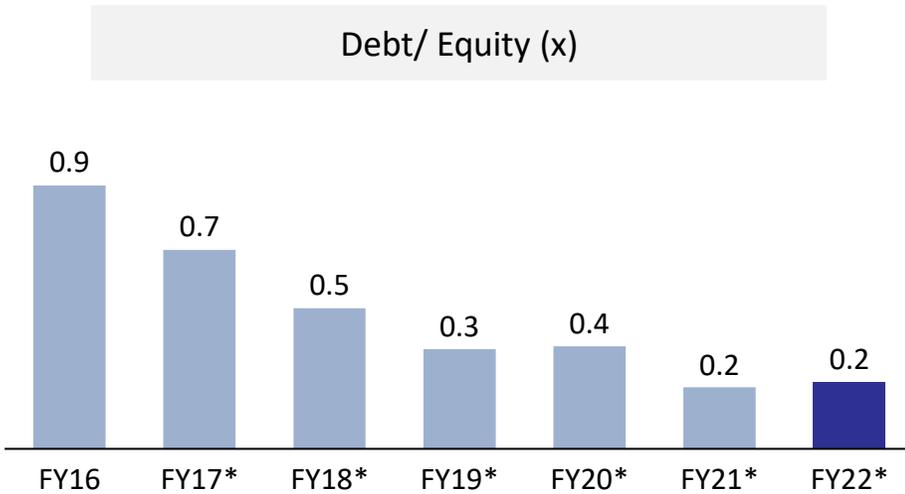
Total Volume Growth (MT)



*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

Mr. Paritosh Srivastava

Email: Paritosh.Srivastava@galaxysurfactants.com

www.galaxysurfactants.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

CIN - U74140MH2010PTC204285

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