

May 16, 2025

National Stock Exchange of India Limited 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
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Sub: Investor presentation on the Audited Financial Results for the quarter and year ended March 31, 2025.

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 and year ended March 31, 2025.

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
encl: as above

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Galaxy Surfactants Limited

Investor Presentation - May'25



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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.



*Q4 & FY25
Performance Highlights*

FY25: Key Developments

Volume growth was low single digit for Q4FY25 and FY25 on YoY basis, EBITDA/MT for Q4FY25 stood at ₹21,715, an increase of 24% on QoQ and for FY25 was at ₹19,868, broadly in line with FY24

Record Quarterly volumes of ROW driven by masstige categories

AMET volumes remains flat for Q4FY25 on YoY basis

The slowdown in India continue, further impacted by a sharp increased in feedstock prices

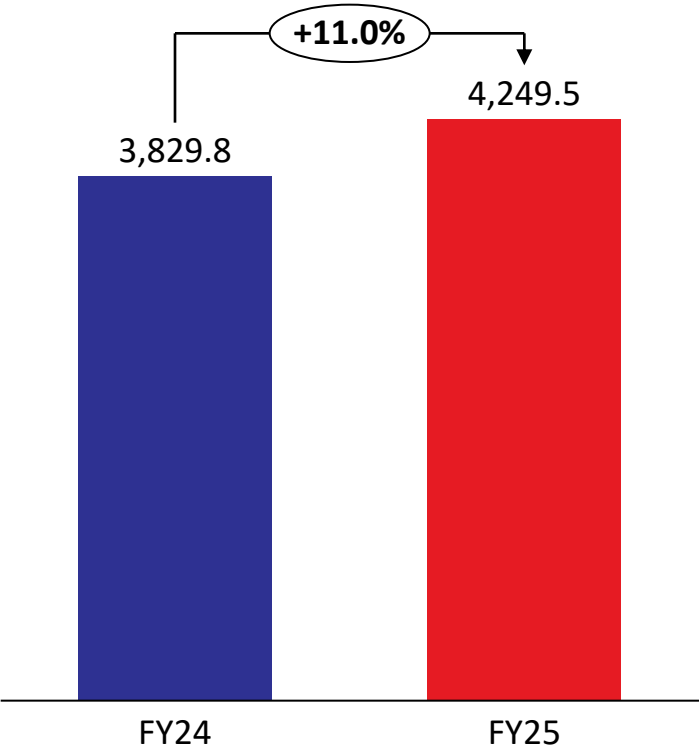
Fatty Alcohol prices have more than doubled on YOY basis for Q4 and FY25

Supply led volatility has eased significantly however sporadic disruption continue to affect operational consistency

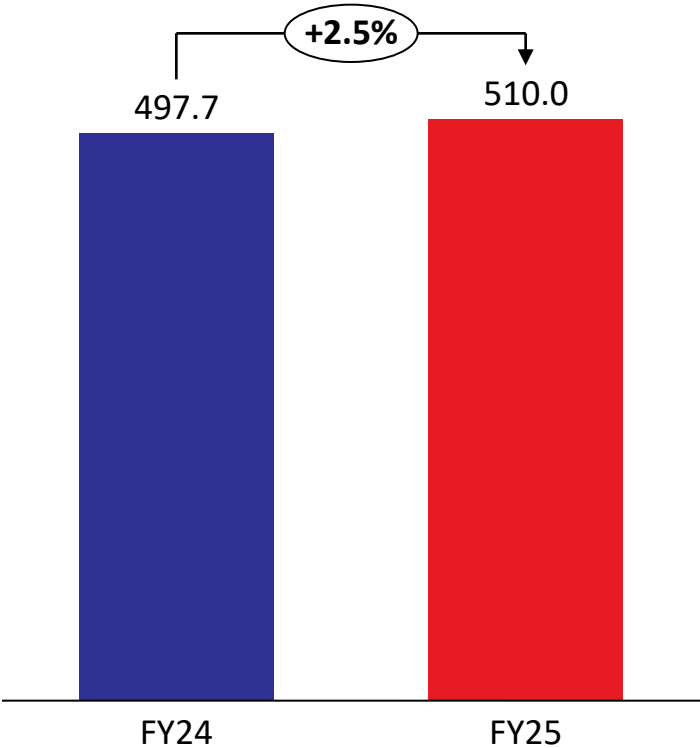
FY25 Consolidated Performance Highlights

Rs. In Crores

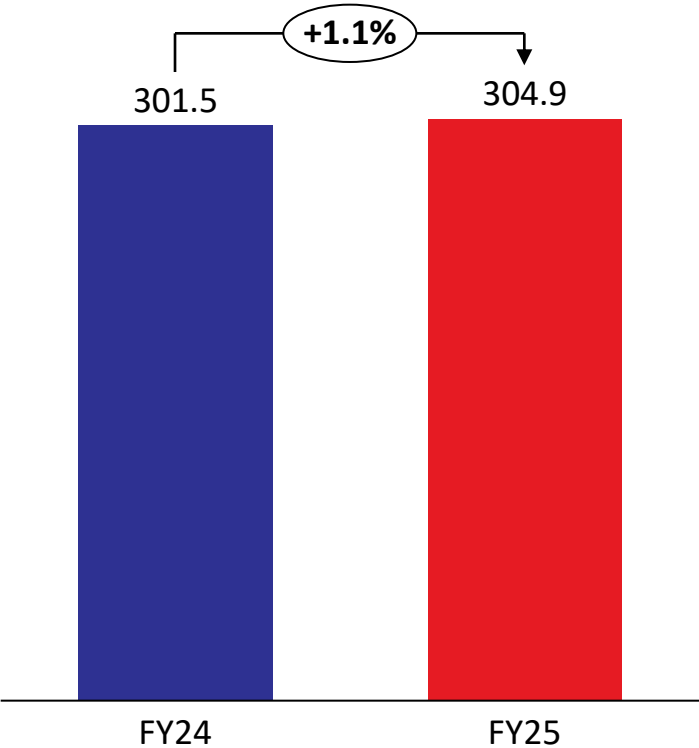
Total Revenue*



EBITDA



PAT

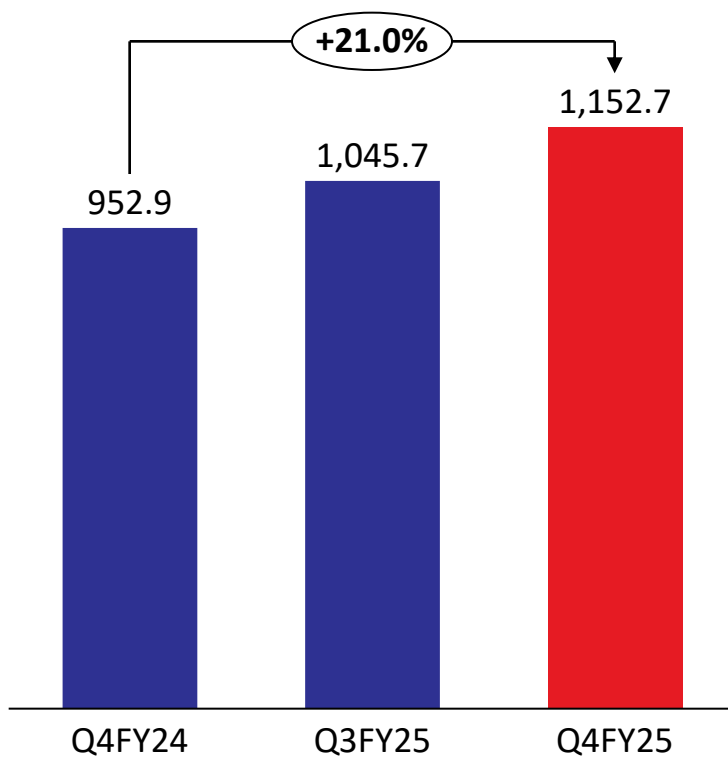


*Includes other Income

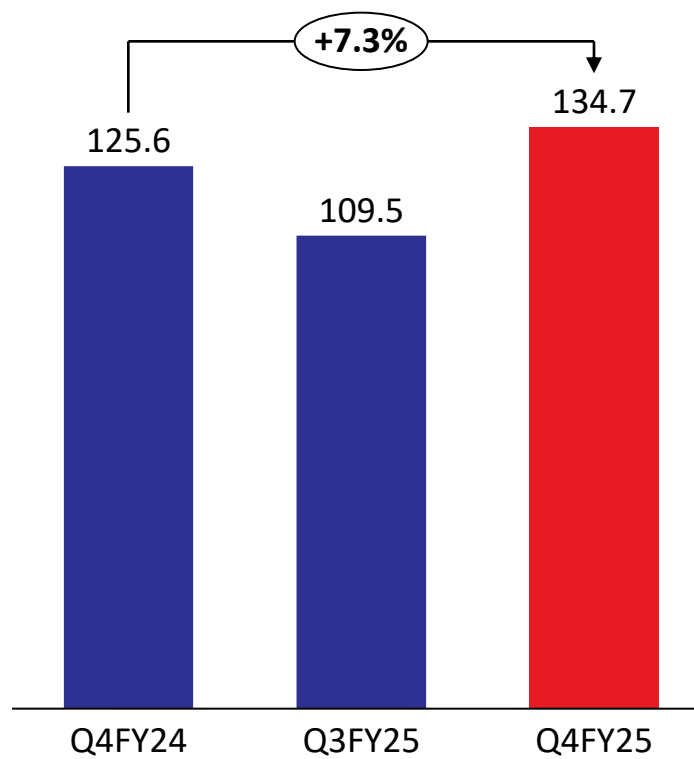
Q4FY25 Consolidated Performance Highlights

Rs. In Crores

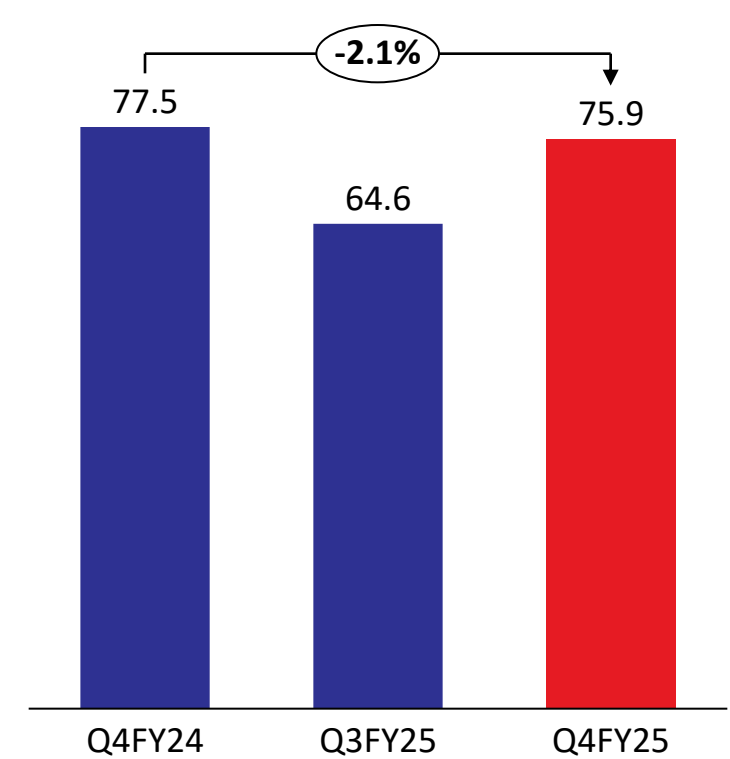
Total Revenue*



EBITDA



PAT



*Includes other Income

FY25 Segment Performance Highlights

Segment-wise Revenue & Volume Performance

Performance Surfactants Revenue

Rs. 2,590.8 cr



Specialty Care Revenue

Rs. 1,658.6



Total Revenue

Rs. 4,249.5 cr

Performance Surfactants

Mid single digit volume growth
vs Previous Year

Specialty Care

volumes were flat vs Previous Year

Region-wise Volume Performance



INDIA

Flat vs Previous Year



AMET

Flat vs Previous Year



ROW

High double digit
volume growth vs
Previous Year

Consolidated Profit & Loss Statement

Particulars (Rs. In Crores)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Net Revenue from Operations	1,144.9	929.0	23.2%	1,041.7	9.9%	4,223.7	3,794.4	11.3%
Other Income	7.8	23.9		4.0		25.8	35.5	
Total Revenue	1,152.7	952.9	21.0%	1,045.7	10.2%	4,249.5	3,829.8	11.0%
Cost of Material Consumed	808.4	625.9		717.6		2,885.6	2,578.0	
Employee's Benefits Expense	75.8	72.0		73.8		302.5	275.5	
Other Expenses	133.8	129.5		144.7		551.3	478.7	
EBITDA	134.7	125.6	7.3%	109.5	23.0%	510.0	497.7	2.5%
EBITDA Margin	11.7%	13.2%		10.5%		12.0%	13.0%	
Depreciation	28.3	26.2		27.7		110.3	99.8	
EBIT	106.3	99.4	7.0%	81.9	29.9%	399.7	397.9	0.5%
Finance cost	6.2	5.4		5.0		19.3	22.4	
PBT	100.1	94.0	6.6%	76.9	30.2%	380.5	375.5	1.3%
Tax expense	24.3	16.5		12.3		75.5	74.0	
PAT	75.9	77.5	-2.1%	64.6	17.4%	304.9	301.5	1.1%
PAT Margin	6.6%	8.1%		6.2%		7.2%	7.9%	
Other Comprehensive Income	-7.1	1.0		23.2		20.2	9.4	
Total Comprehensive Income	68.8	78.5	-12.4%	87.8	-21.7%	325.1	310.9	4.6%
EPS	21.40*	21.86*		18.22*		86.00	85.03	

Fatty Alcohol prices in this quarter increased to an average price of \$ 2,494/MT vs Q3 when it stood at \$ 2,496/MT. The same was \$ 1407/MT in Q4FY24

Consolidated Balance Sheet

Particulars (Rs. In Crores)	Mar'25	Mar'24
ASSETS		
Property, Plant and Equipment	839.8	825.1
Right-of-use assets	184.3	140.4
Capital work-in-progress	261.9	158.5
Goodwill	3.1	3.0
Other Intangible Assets	3.3	4.4
Financial Assets		
(i) Loans	1.8	1.4
(ii) Other financial assets	21.7	13.7
Deferred Tax Assets (Net)	12.1	8.8
Income Tax Assets (Net)	8.2	9.5
Other Non-current tax assets	32.5	47.9
Total Non-Current Assets	1,368.5	1,212.7
Current Assets		
Inventories	723.9	556.1
Financial Assets		
(i) Investments	298.5	198.0
(ii) Trade receivables	686.5	593.1
(iii) Cash and cash equivalents	193.4	220.5
(iv) Bank Balances other than cash and cash equivalents	22.4	18.8
(v) Loans	0.9	0.6
(vi) Other Financial Assets	10.0	10.7
Other Current Assets	157.9	104.2
Total Current Assets	2,093.6	1,702.0
TOTAL ASSETS	3,462.1	2,914.7

Particulars (Rs. In Crores)	Mar'25	Mar'24
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	2,327.1	2,143.8
Total Shareholders Fund	2,362.5	2,179.3
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	17.1	45.7
(ii) Lease Liabilities	58.8	47.3
(iii) Other Financial Liabilities	0.3	0.3
Provisions	10.0	7.7
Deferred Tax Liabilities (Net)	31.8	29.7
Other Non-current Liabilities	3.2	1.6
Total Non-Current Liabilities	121.2	132.3
Current Liabilities		
Financial Liabilities		
(i) Borrowings	124.7	86.0
(ii) Trade Payables	620.0	446.1
(iii) Lease Liabilities	9.6	8.4
(iv) Other Financial Liabilities	26.4	12.9
Other Current Liabilities	183.4	43.8
Provisions	8.0	5.8
Current Tax Liabilities (Net)*	6.2	0.0
Total Current Liabilities	978.3	603.1
TOTAL EQUITY & LIABILITIES	3,462.1	2,914.7

*Figures less than ₹ 50,000

Consolidated Cash Flow Statement

Particulars (Rs. In Crores)	FY25	FY24
Cash Flow From Operating Activities :		
Profit After Tax	304.9	301.5
Operating Profit before working Capital changes	484.5	485.5
Net cash flows generated from/(used) in Operating Activities (A)	420.5	518.4
Net cash flows generated from/(used) in Investing Activities (B)	-294.6	-343.9
Net cash flows generated from/(used) in Financing Activities (C)	-157.3	-188.9
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	-31.4	-14.4
Opening cash and cash equivalents	220.5	231.9
Effects of exchange rate changes on the balance of cash and cash equivalents held in foreign currencies	4.3	3.0
Closing cash and cash equivalents	193.4	220.5

Standalone Profit & Loss Statement

Particulars (Rs. In Crores)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Net Revenue from Operations	814.3	705.7	15.4%	727.3	12.0%	3,001.3	2,745.2	9.3%
Other Income	6.7	4.4		5.5		26.5	24.0	
Total Revenue	820.9	710.1	15.6%	732.9	12.0%	3,027.7	2,769.2	9.3%
Cost of Material Consumed	608.2	506.7		533.0		2,170.2	1,966.1	
Employee's Benefits Expense	40.6	39.5		42.5		171.1	154.9	
Other Expenses	90.5	89.0		96.7		377.9	306.2	
EBITDA	81.7	74.9	9.1%	60.6	34.8%	308.5	342.0	-9.8%
EBITDA Margin	10.0%	10.5%		8.3%		10.2%	12.3%	
Depreciation	17.1	15.8		17.0		67.2	62.6	
EBIT	64.7	59.1	9.4%	43.6	48.2%	241.4	279.3	-13.6%
Finance cost	5.3	2.9		4.5		16.6	12.3	
PBT	59.3	56.2	5.5%	39.2	51.4%	224.8	267.0	-15.8%
Tax expense	15.3	14.2		9.8		51.0	66.7	
PAT	44.0	42.0	4.8%	29.4	49.7%	173.8	200.3	-13.2%
PAT Margin	5.4%	5.9%		4.0%		5.7%	7.2%	
Other Comprehensive Income	-3.4	-2.2		0.2		-2.8	-4.6	
Total Comprehensive Income	40.7	39.8	2.2%	29.6	37.4%	171.0	195.8	-12.6%
EPS	12.42*	11.86*		8.30*		49.03	56.51	

Standalone Balance Sheet

Particulars (Rs. In Crores)	Mar'25	Mar'24
ASSETS		
Property, Plant and Equipment	553.5	526.5
Right-of-use assets	145.4	101.0
Capital work-in-progress	253.9	155.4
Other Intangible Assets	3.1	4.4
Financial Assets		
(i) Investments	117.8	195.7
(ii) Loans	1.8	1.4
(iii) Other financial assets	18.6	10.7
Income Tax Assets (Net)	8.2	9.1
Other Non-current tax assets	29.1	45.2
Total Non-Current Assets	1,131.3	1,049.3
Current Assets		
Inventories	437.6	327.6
Financial Assets		
(i) Investments	95.5	24.1
(ii) Trade Receivables	492.8	454.8
(iii) Cash and Cash Equivalents	9.0	21.9
(iv) Bank Balances other than Cash and Cash Equivalents	13.9	18.8
(v) Loans	0.9	0.6
(vi) Other Financial Assets	11.1	11.8
Other Current Assets	132.7	81.3
Total Current Assets	1,193.4	940.9
TOTAL ASSETS	2,324.8	1,990.2

Particulars (Rs. In Crores)	Mar'25	Mar'24
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	35.5	35.5
Other Equity	1,399.3	1,370.1
Total Shareholders Fund	1,434.7	1,405.5
Non-Current Liabilities		
Financial Liabilities		
(i) Borrowings	17.1	45.7
(ii) Lease Liabilities	18.8	8.4
(iii) Other Financial Liabilities	0.3	0.3
Provisions	10.0	7.7
Deferred Tax Liabilities (Net)	34.2	35.3
Other non-current liabilities	3.2	1.6
Total Non-Current Liabilities	83.6	99.1
Current Liabilities		
Financial Liabilities		
(i) Borrowings	119.8	75.3
(ii) Trade Payables	512.4	364.4
(iii) Lease Liabilities	4.9	3.7
(iv) Other Financial Liabilities	21.6	12.5
Other Current Liabilities	137.8	24.9
Provisions	6.5	4.9
Current Tax Liabilities (Net)*	3.5	0.0
Total Current Liabilities	806.5	485.6
TOTAL EQUITY & LIABILITIES	2,324.8	1,990.2

*Figures less than ₹ 50,000

Standalone Cash Flow Statement

Particulars (Rs. In Crores)	FY25	FY24
Cash Flow From Operating Activities :		
Profit After Tax	173.8	200.3
Operating Profit before working Capital changes	282.7	319.3
Net cash flows generated from/(used) in Operating Activities (A)	295.5	238.4
Net cash flows generated from/(used) in Investing Activities (B)	-164.8	-142.4
Net cash flows generated from/(used) in Financing Activities (C)	-143.6	-95.8
Net Increase/(Decrease) in cash and cash equivalents (A+B+C)	-13.0	0.2
Opening cash and cash equivalents	21.9	21.7
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	8.9	21.9

Business Overview



Truly Indian MNC...



Leading manufacturer of ingredients for Home and Personal Care Industries



Product applications across Mass, Masstige & 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



215+ Product Grades



**7 Strategically Located
Facilities with Inhouse Project
Execution Capabilities**
5 in India, 1 in Egypt, 1 in US



Extensive R&D Capabilities
100+ Members, R&D Centre,
Pilot Plant, Product Application
Centre



**Indigenous
Intellectual Property**
111 Approved; 32 Applied



**Serving
1,500+ Clients**



**Presence across
80+ countries**



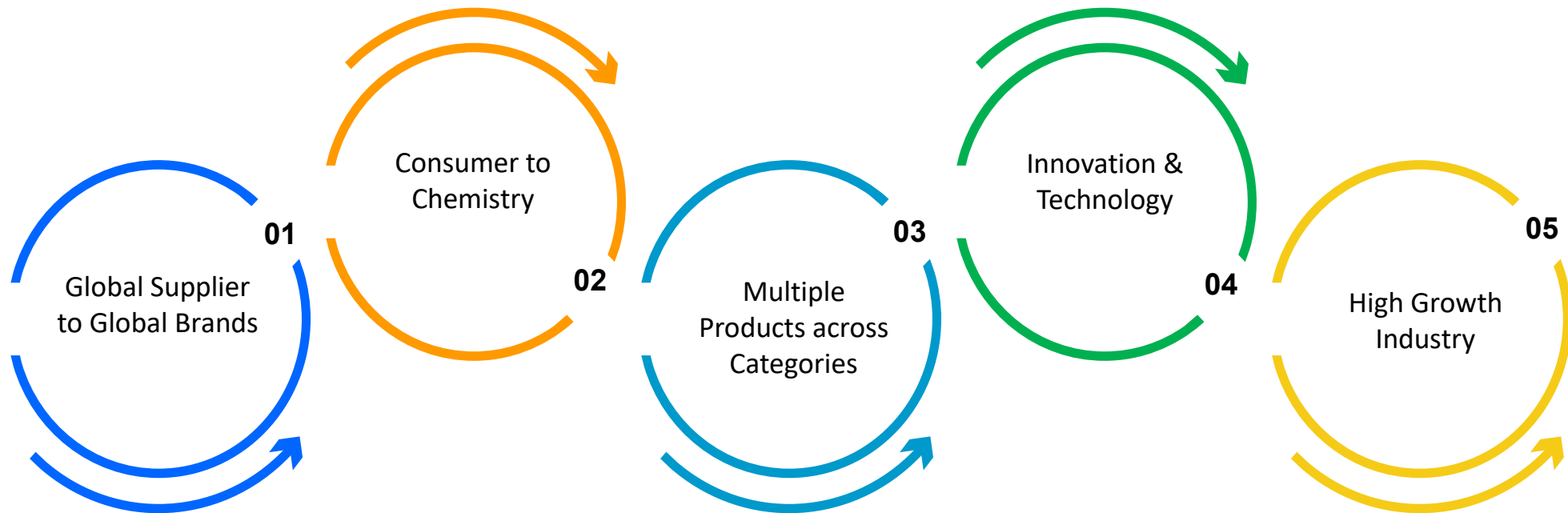
**Sustainability - A Way of
Life**



**2,000+ Employees across
all our Facilities**

We grow faster than HPC FMCGs

India's Largest Manufacturer of Oleochemical based Surfactants and Specialty Care Products for Home Care and Personal Care Industries (HPC)



Our growth trajectory over Three Decades

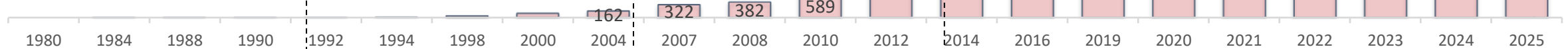
1984: New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens
1986: Incorporation of Company

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 - 2025

GLOBAL ESTABLISHMENT

- India's Largest manufacturer of Oleochemical based surfactants Increased Global Participation
- Setup of Capacities for Non Toxic Preservative Blends, Mild Surfactants and Mini Plant for various Specialty Products
- Supplier Recognitions (Global)
- Strong R&D Capability
- Customer Partnership
- IPO – listing of the company on BSE and NSE
- New Subsidiaries set up in Mexico & Netherlands



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
Liquid Detergent



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

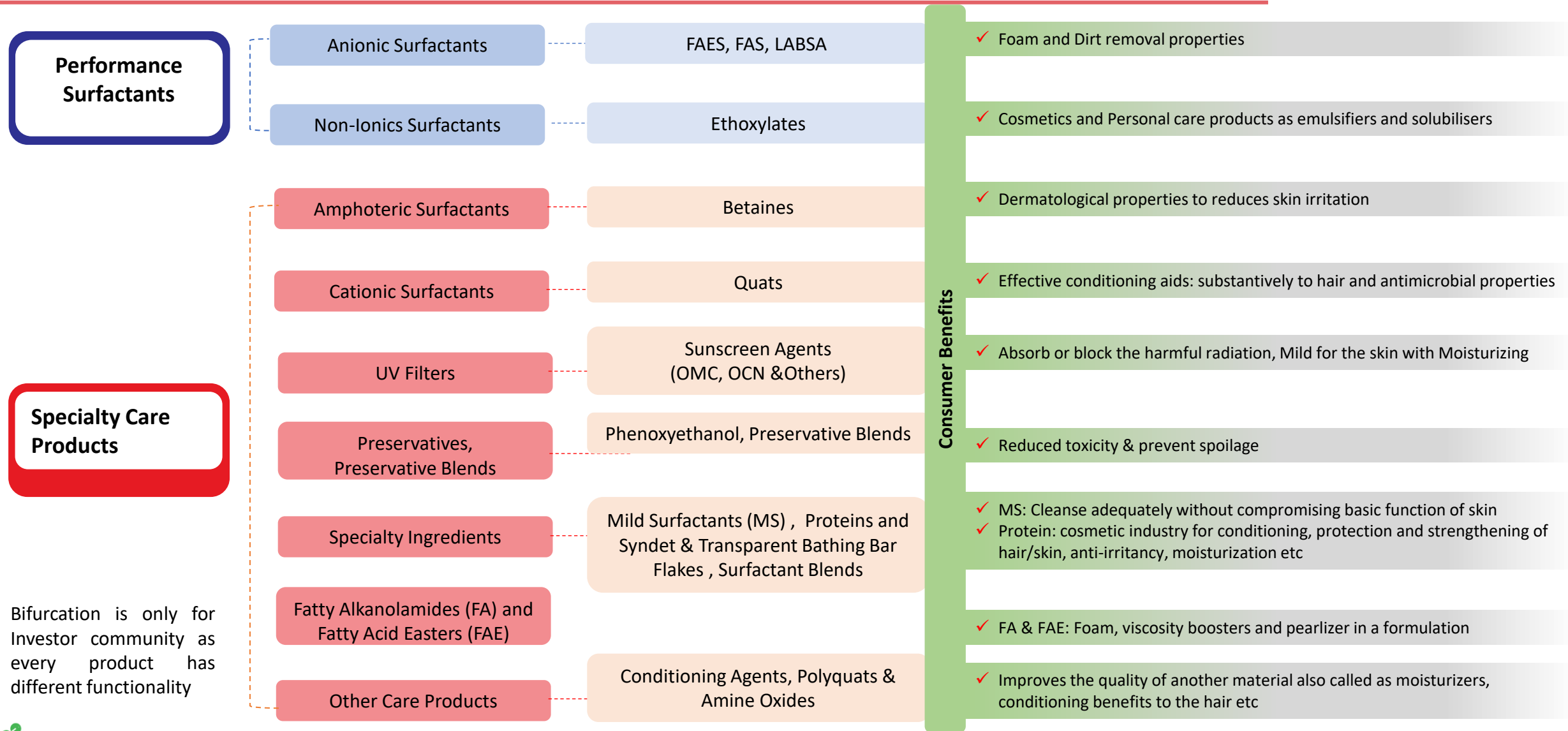


Toiletries

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



... with over 215+ Product Offerings



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

Our Business Segments...

Performance Surfactants

About Product



“Substantive Raw Material in 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

Specialty Care Products

“Unique Functionality to Customer’s End-products”

- Niche & Premium products
- Low volume consumption
- Oligopolistic for most products
- Low penetration due to its unique application

No. of Products



47+ products

168+ products






Revenue Mix (FY25)

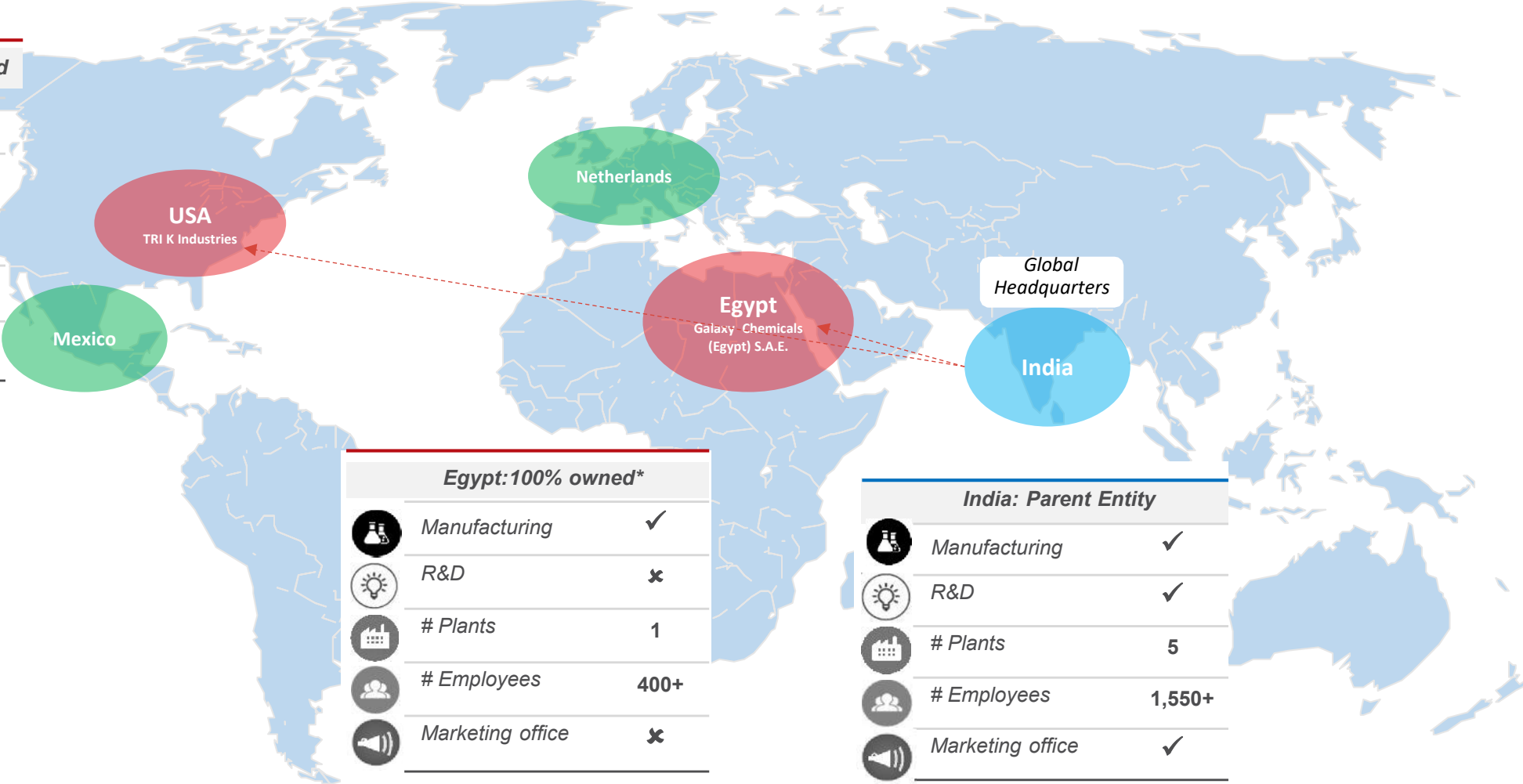
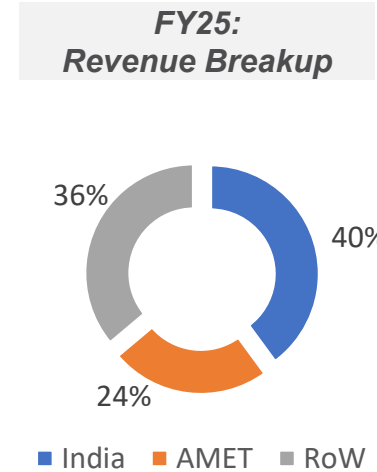







61%






39%

Our Global Footprints

USA: TRI-K Industries-100% owned		
	Manufacturing	✓
	R&D	✓
	# Plants	1
	# Employees	75+
	Marketing office	✓



Egypt: 100% owned*		
	Manufacturing	✓
	R&D	✗
	# Plants	1
	# Employees	400+
	Marketing office	✗

India: Parent Entity		
	Manufacturing	✓
	R&D	✓
	# Plants	5
	# Employees	1,550+
	Marketing office	✓

Presence in High Growth & Matured Markets

“Consumer to Chemistry”: Creation of Products

Idea Stage



Feasibility Stage



Capability Stage



Market Ready Stage



Product in the Market



Innovation Funnel

111 approved Patents and 32 applied

INDIA	USA	EUROPE	ROW	GLOBALLY Applied
25	21	11	10	32

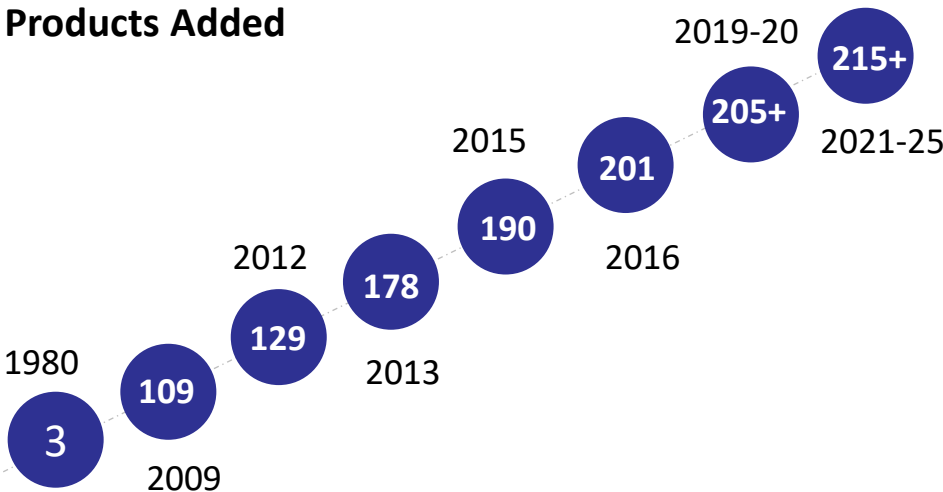
111 Patents since 2000

32 Patents applied

Granted 5 Patents in FY25 (2 in India)

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 100+ 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

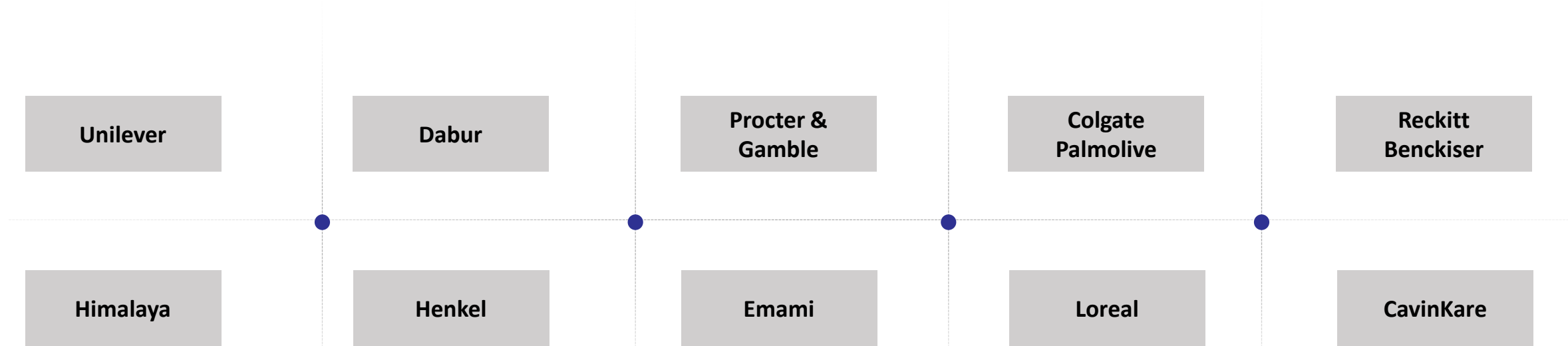


State-of-the-art Manufacturing Facilities

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

1,500+ 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

FY25: Revenue Contribution
MNC Customers: 51%
Regional Players: 10%
Local & Niche Player: 39%

Through Innovation funnel,
Demonstrated Engineering &
Technical excellence

All FMCG Protocols
accomplished by us which
helped to create Decade old
partners

Of basket of 215+ 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

Recognition from Clients



"Certificate of Excellence in Samyut", 2017



"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

L'ORÉAL

Award of Global Performance" for L'Oréal Asia Pacific 2012
"Certificate of Appreciation", 2008



"Certificate of Recognition", 2014



2018
Long Standing Partner Award
Best Reliable Partner Award
Best Value Addition Award



Certificate of Appreciation For valuable association as a Business Partner

Innovation Zone



Received Gold Medal for "Galsoft GLI21", Organized by HPCI, ISCC and SOFW



Iconic Company
Indian HPC Industry Association



CHEMEXCIL

"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



Various ISO Certification



EcoVadis
Galaxy Group



Responsible Care, India

Certifications



"Silver Medal" in India Green Manufacturing Challenge 2016 for Jhagadia unit



"Certificate of Appreciation" in occupational safety & health by National Safety Council of India for Taloja Plant, 2011



"Special Award for TPM Achievement", 2008

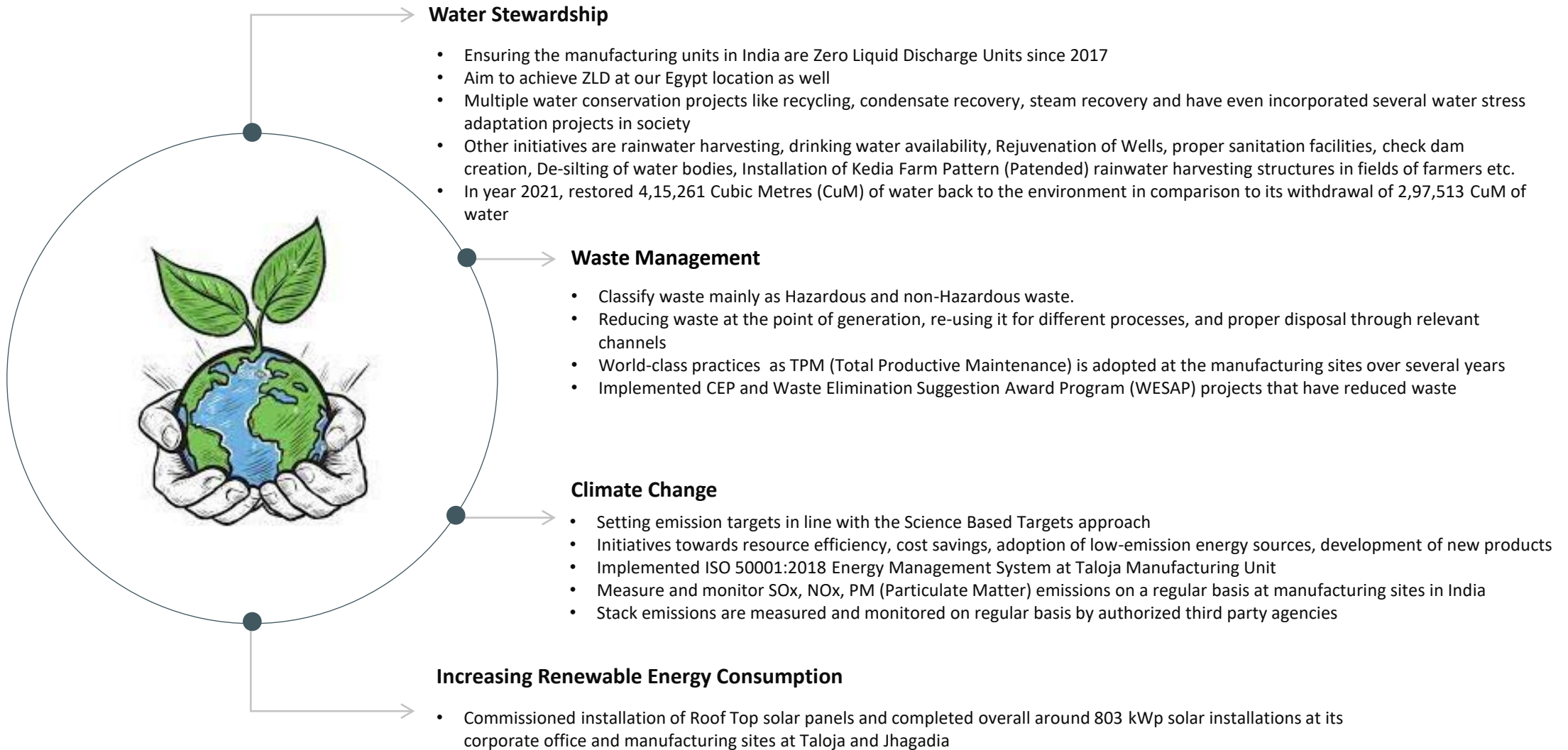



"Certificate of Merit 2008 – Manufacturing Category" in the IMC Ramkrishna Bajaj National Quality Award 2008"



ESG Initiatives







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

Employee Safety, Health & Well being

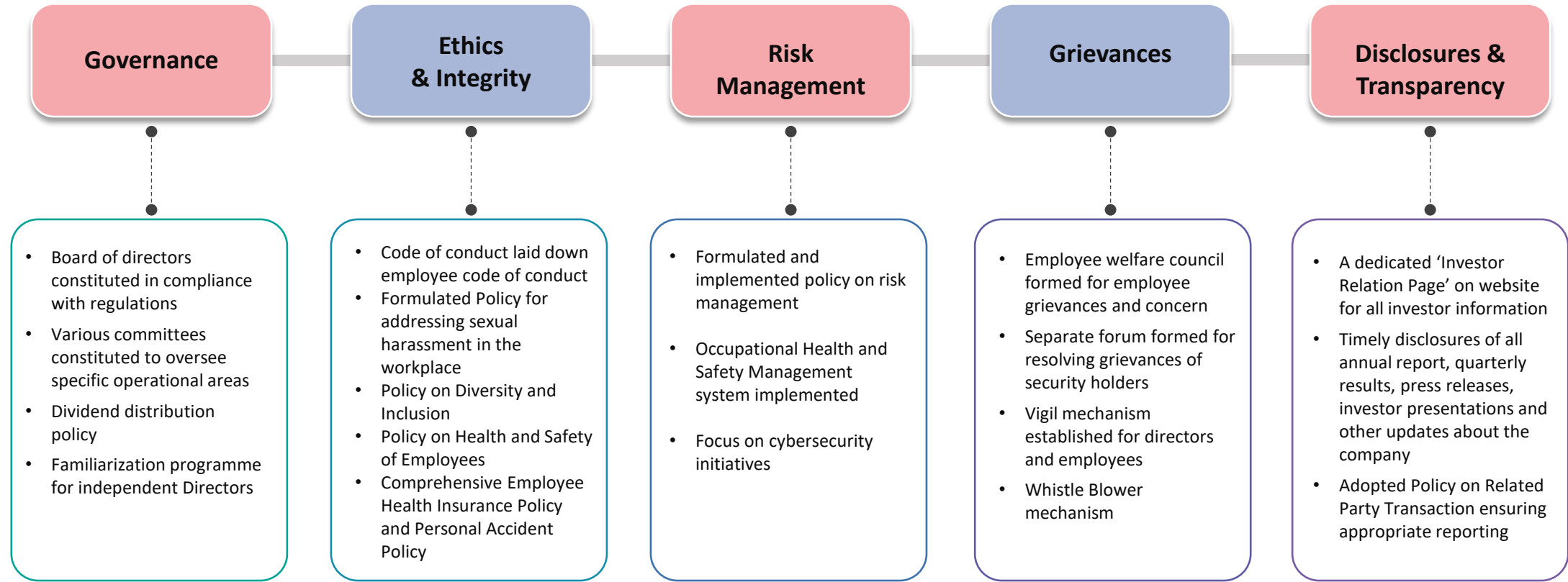
- Implemented ISO 45001:2018 Occupational Health and Safety management system at various manufacturing locations
- Monthly safety performance is reviewed by the top management in monthly Safety & Conversion meet
- Safe workplace environment and imparts training to all its employees on regular basis
- Regularly provide training to company and contractor employees on topics like behavioural safety, Fire Safety, SCBA, MSDS, EMS-OH&S standard
- Have well equipped OHC (Occupational Health Centre) which operates round the clock.
- All the employees including contract employees undergo periodic medical check-up and health records are maintained well

Fair Labour Practices

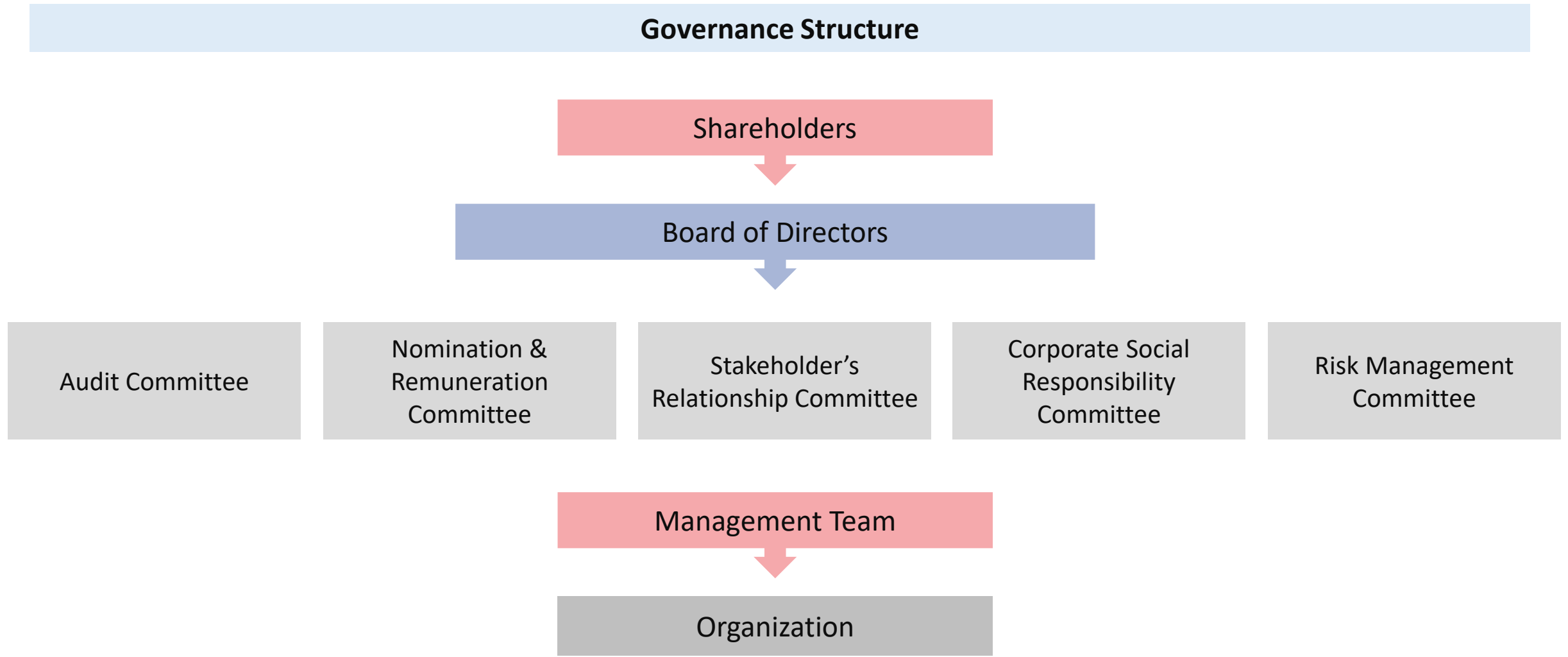
- Laid down employee code of conduct (COC) applicable to all employees
- A robust Grievance Redressal Mechanism in place and multiple forums for all employees to get resolutions
- Treating all employees equally, with dignity and with no gender bias
- Equal opportunity employer and are committed to including differently abled members of society

Women Empowerment

- Set-up of forums for mentoring women employees and guidance by the leadership team
- Promoting gender neutrality, women leadership and development, as well as providing a plethora of unique benefits for women
- Aims To empower young women dwelling in slums and tribal areas and therefore:
 - Constructed '95 Household Bathrooms' for the protection of Dignity, Privacy, and Safety of women of Randedi village, Jhagadia
 - Supported 3 Self Help Groups near the Taloja plant and provided them with the necessary infrastructural support to start their enterprise.
 - To date, out of 560 women that were given skill training, 445 succeeded in getting jobs and 5 started their own enterprises



We are committed to highest standards of corporate governance in all its activities and processes. At the heart of the Galaxy corporate governance policy is the ideology of transparency and openness in the effective working of the Management and Board.



Board Members



Mr. Natarajan K. Krishnan
Managing Director

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



Mr. Vaijanath Kulkarni
Executive Director and COO

- Associated with Company since 1995
- Chemical Engineer



Mr. Karanwar Bir Singh Anand
Chairman -w.e.f. August 13, 2024
Non-Executive Independent Director

- 40 years+ experience
- Mechanical Engineer from IIT Bombay, PGDM from IIM, Calcutta



Mr. Unnathan Shekhar
Promoter, Non Executive Director

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



Mr. Gopalkrishnan Ramakrishnan
Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA and CS



Ms. Nandita Gurjar
Non-Executive Independent Director

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



Mr. Madhavan Hariharan
Non-Executive Independent Director

- Qualified CA, CS and CISA, He has also done multiple leadership programs at Harvard, Wharton and IIM
- He brings over 30+ years of experience in the field of finance strategy, governance and risk management



Ms. Sangeeta Singh
Non-Executive Independent Director

- Appointed w.e.f. February 10, 2025
- Over 35 years of experience in the field of Human Resources

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



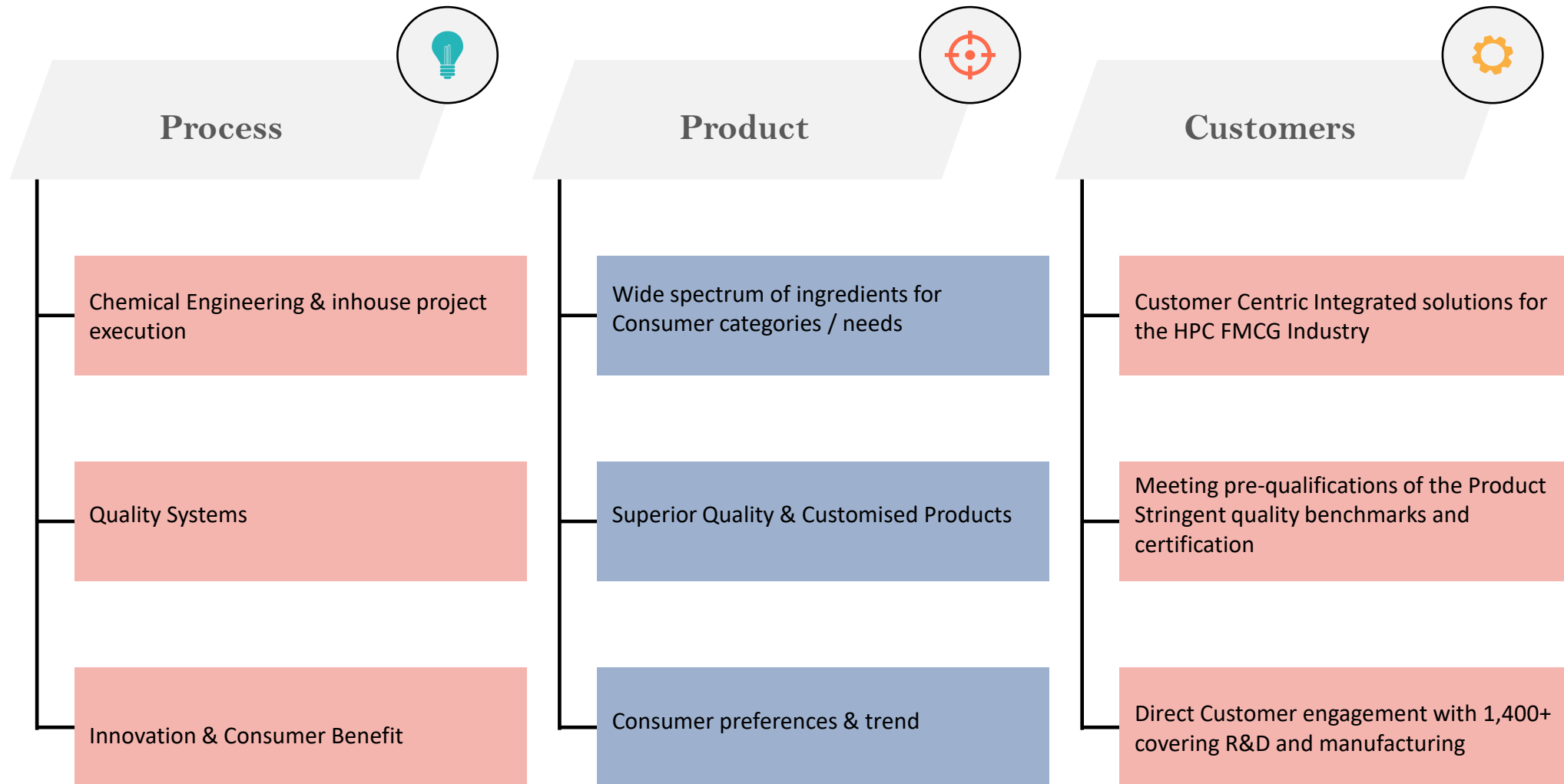
COMFORT

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



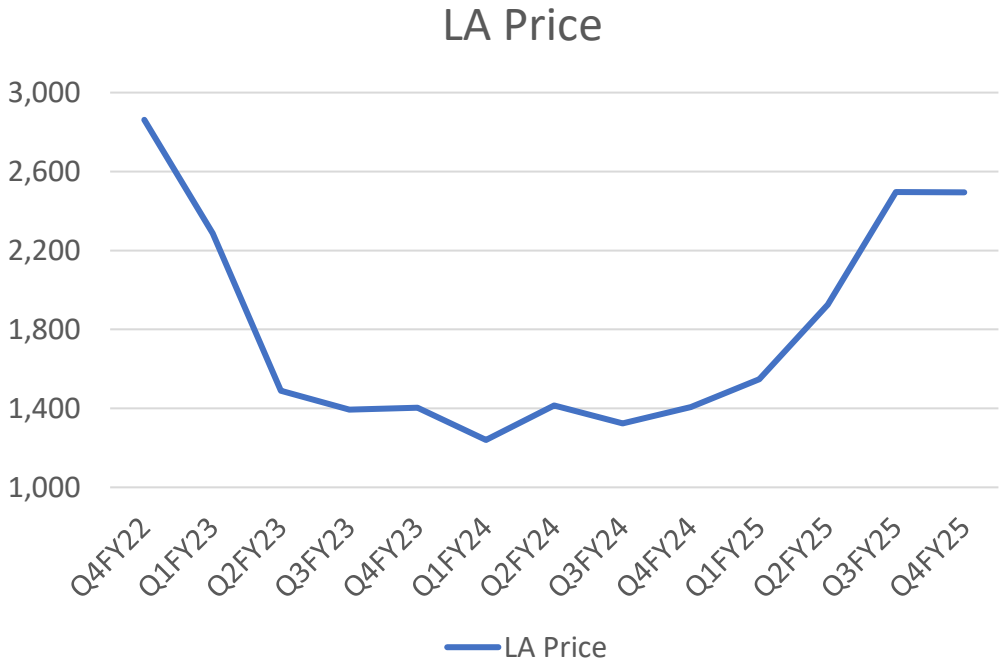
Improve Financial Performance through Sales Optimization, Operational Efficiencies & Functional Excellence



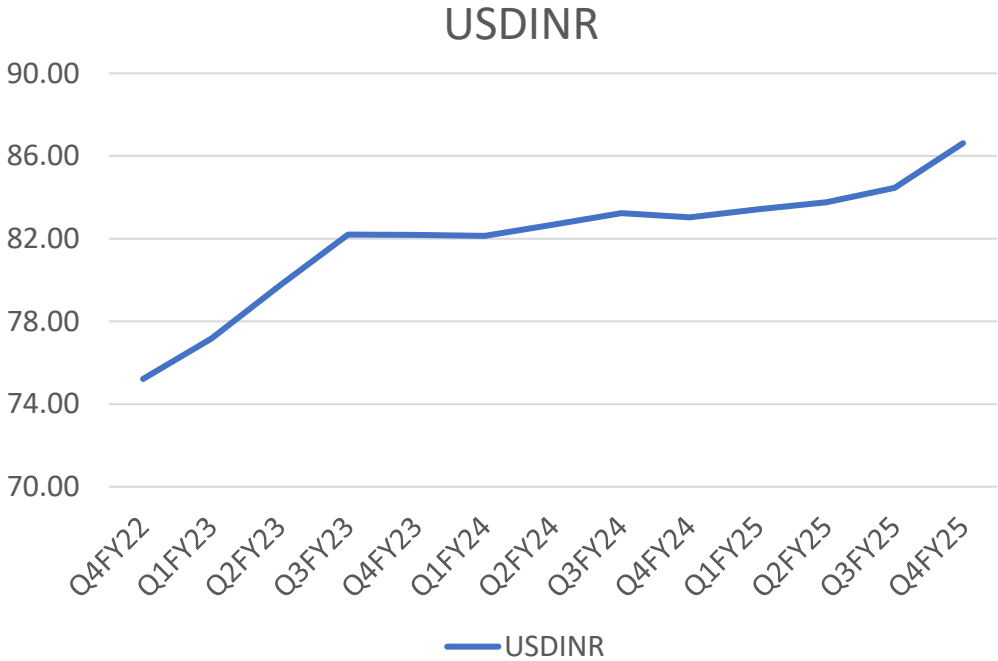
Financial Performance

Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)



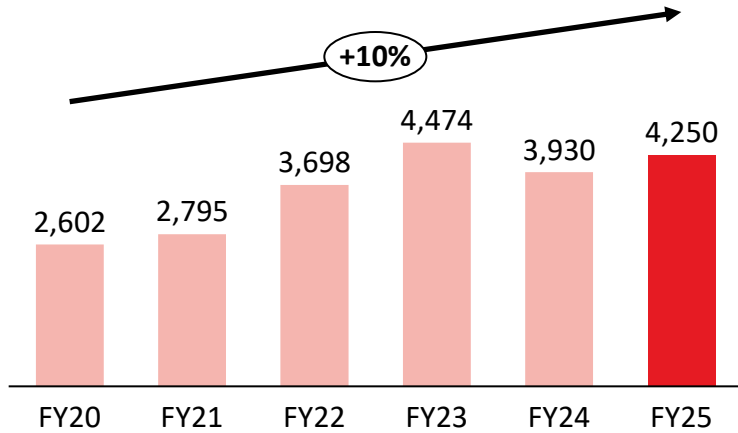
INR / USD Prices



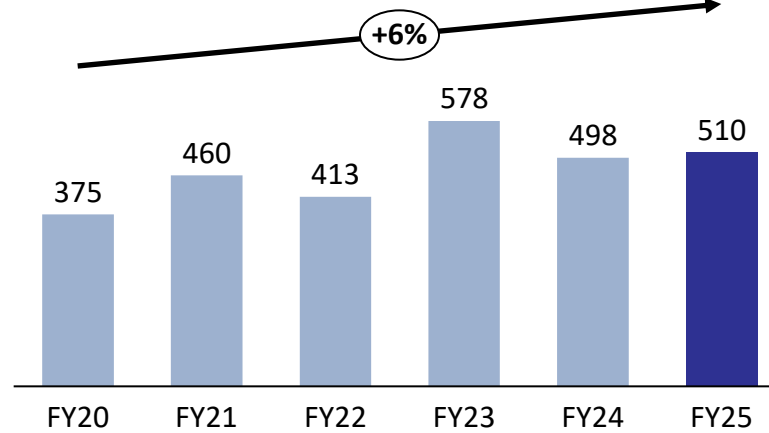
... through Robust Risk Management Practices

Our Performance Highlights

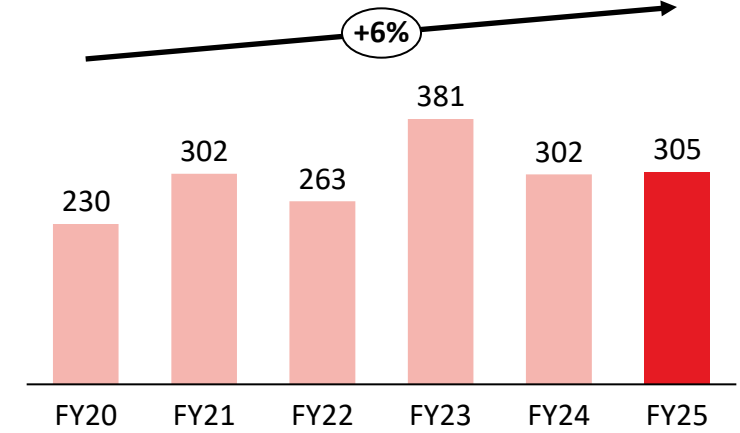
Total Revenue (Rs. In Crs)



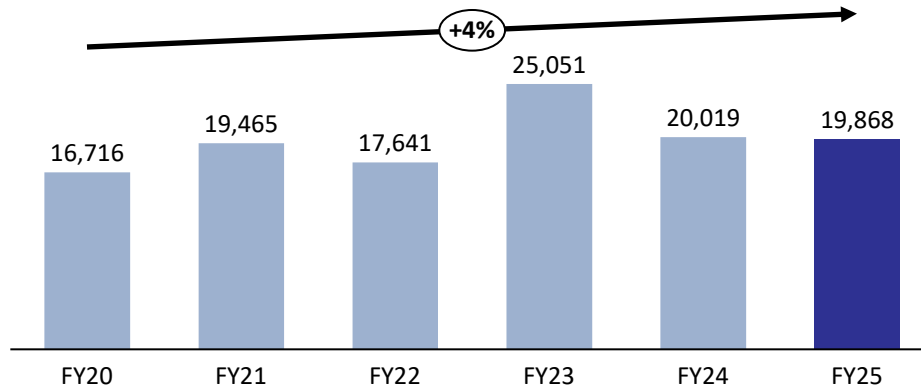
EBITDA (Rs. In Crs)



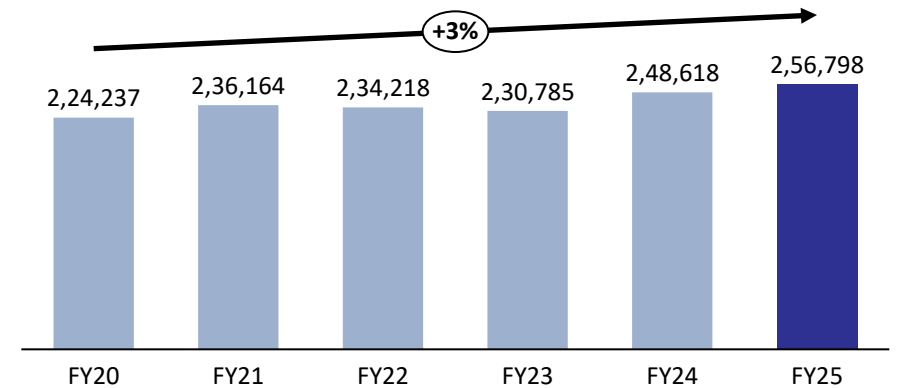
PAT (Rs. In Crs)



EBITDA per tonne (in Rs)



Total Volume Growth (MT)

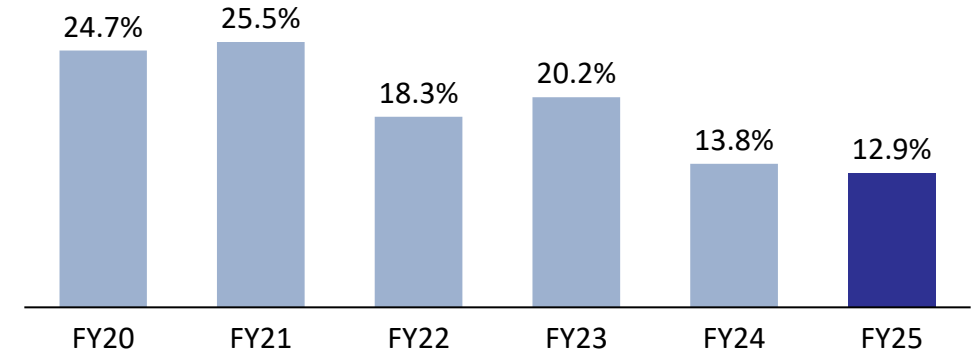


Our Financial Strength

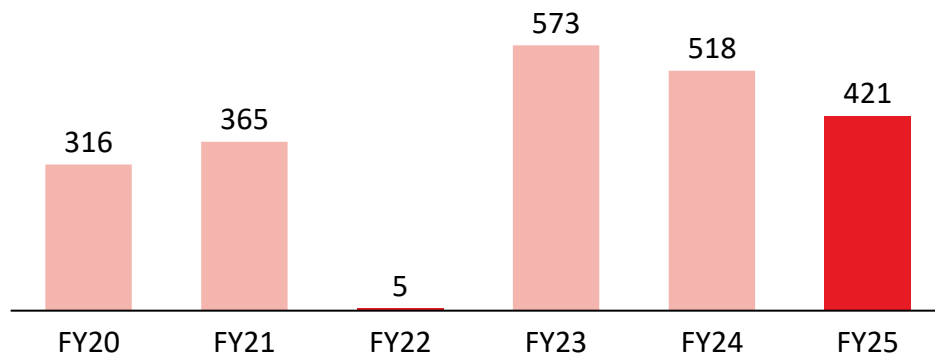
Debt/ Equity (x)



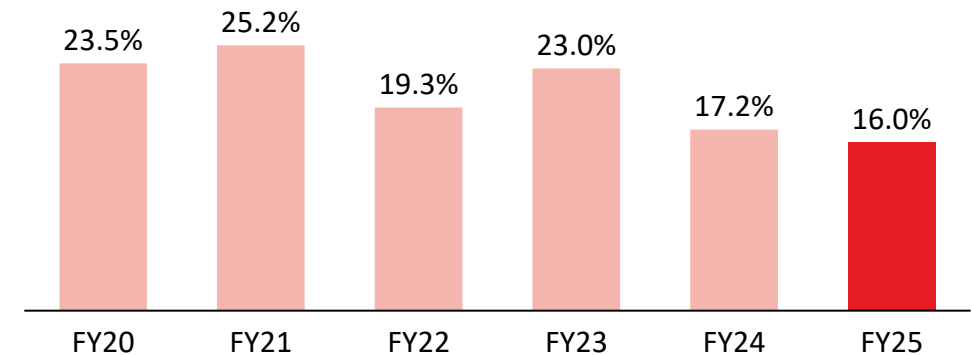
Return on Equity (%)



Cash Flow from Operating Activities (Rs in Crs)



Return on Capital Employed (%)



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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