

February 10, 2025

National Stock Exchange of India Limited,	BSE Limited,
Listing Compliance Department	Listing Department,
Exchange Plaza, C-1, Block G,	Phiroze Jeejeebhoy Towers,
Bandra Kurla Complex,	Dalal Street,
Bandra (East)	Mumbai- 400001
Mumbai – 400 051	
Scrip Symbol: GALAXYSURF	Scrip Code: 540935

Sub: Investor presentation on the Unaudited Financial Results for the quarter and nine months ended December 31, 2024.

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

Dear Sir/ Madam,

We are enclosing Investor Presentation on the Unaudited Financial Results for the quarter and nine months ended December 31,2024.

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

Enc: 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 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 - February'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.





Q3 & 9M FY25 Performance Highlights

9MFY25: Key Developments



Demand momentum remains strong across Europe, Asia-Pacific, and the Americas

Supply-led volatility has eased, leading to a QoQ improvement in AMET volumes

Slowdown in India persists, festive season fails to revive volume momentum

Fatty alcohol prices have nearly doubled YoY, driven by demand from ancillary sectors

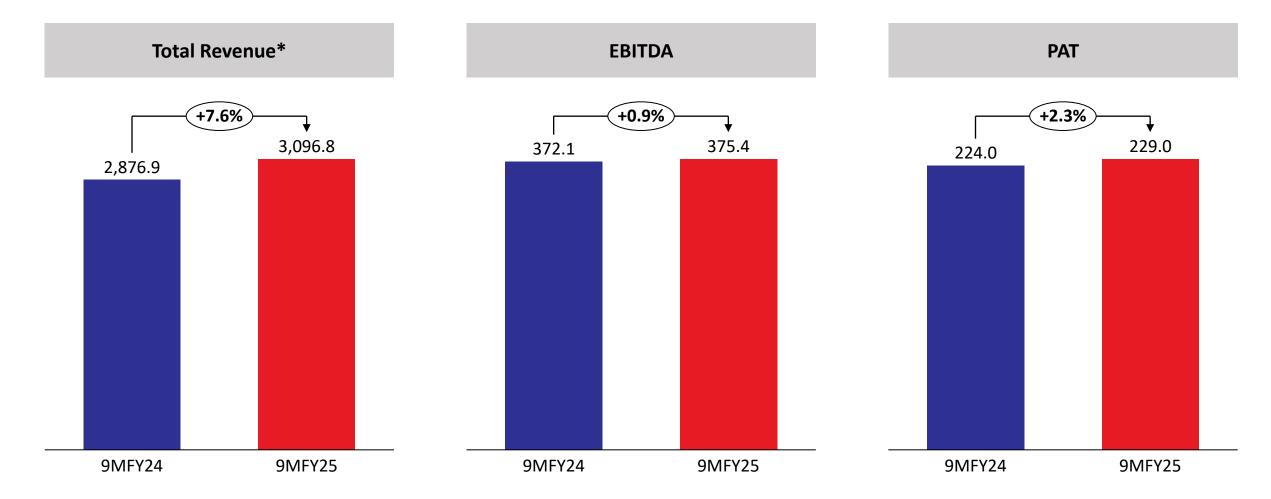
EBITDA/MT and volume growth remain below the guided range with Q4 expected to remain muted



9MFY25 Consolidated Performance Highlights



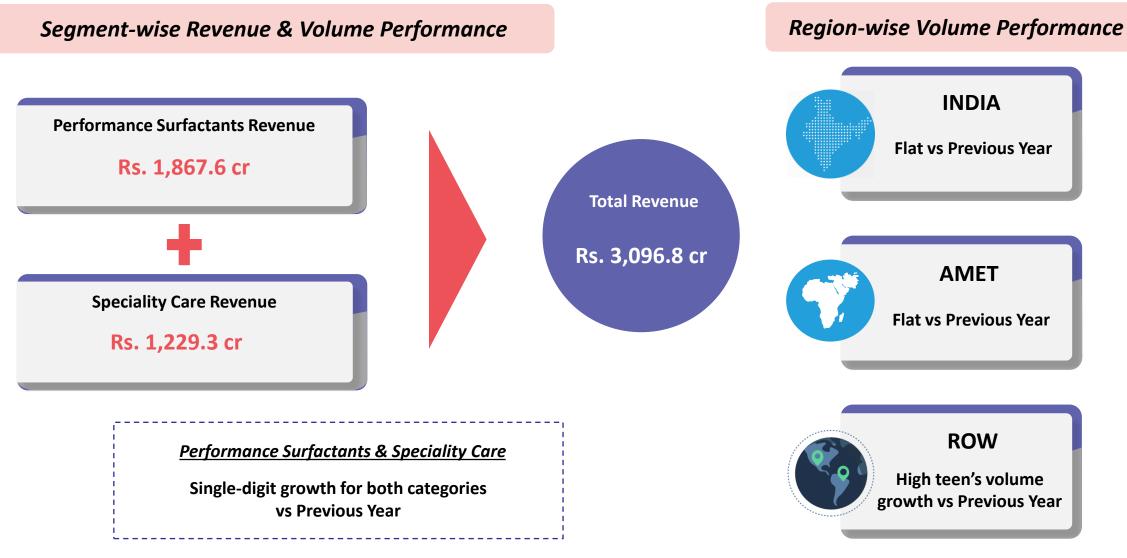
Rs. In Crores





9MFY25 Segment Performance Highlights







Consolidated Profit & Loss Statement



Particulars (Rs. In Crores)	Q3FY25	Q3FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y
Net Revenue from Operations	1,041.7	940.5	10.8%	3,078.7	2,865.4	7.4%
Other Income	4.0	6.4		18.1	11.6	
Total Revenue	1,045.7	946.9	10.4%	3,096.8	2,876.9	7.6%
Cost of Material Consumed	717.6	641.5		2,077.2	1,952.1	
Employee's Benefits Expense	73.8	67.6		226.7	203.5	
Other Expenses	144.7	118.9		417.5	349.3	
EBITDA	109.5	118.9	-7.8%	375.4	372.1	0.9%
EBITDA Margin	10.5%	12.6%		12.1%	12.9%	
Depreciation	27.7	25.1		82.0	73.6	
EBIT	81.9	93.7	-12.7%	293.4	298.5	-1.7%
Finance cost	5.0	5.9		13.0	17.0	
РВТ	76.9	87.8	-12.5%	280.3	281.5	-0.4%
Tax expense	12.3	16.5		51.3	57.5	
РАТ	64.6	71.4	-9.5%	229.0	224.0	2.3%
PAT Margin	6.2%	7.5%		7.4%	7.8%	
Other Comprehensive Income	23.2	0.0		27.3	8.4	
Total Comprehensive Income	87.8	71.4	23.1%	256.4	232.4	10.3%
EPS	18.22*	20.13*		64.60*	63.17*	

Fatty Alcohol prices in this quarter increased to an average price of \$ 2,496/MT vs Q2 when it stood at \$ 1,926/MT. The same was \$ 1,324/MT in Q3FY24



Standalone Profit & Loss Statement

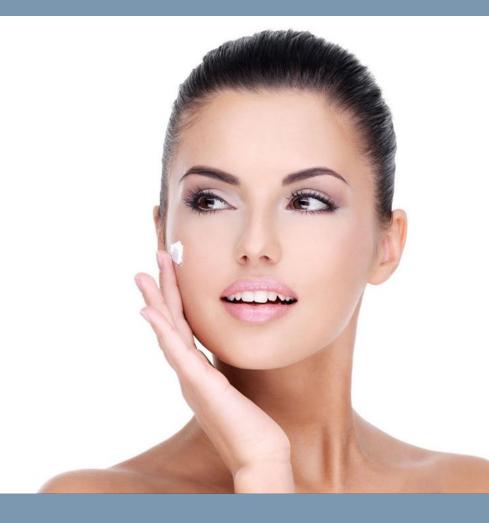


Particulars (Rs. In Crores)	Q3FY25	Q3FY24	Y-o-Y	9MFY25	9MFY24	Y-o-Y
Net Revenue from Operations	727.3	673.4	8.0%	2,187.0	2,039.5	7.2%
Other Income	5.5	8.7		19.8	19.6	
Total Revenue	732.9	682.1	7.4%	2,206.8	2,059.1	7.2%
Cost of Material Consumed	533.0	480.9		1,562.0	1,459.4	
Employee's Benefits Expense	42.5	39.3		130.5	115.5	
Other Expenses	96.7	74.2		287.5	217.2	
EBITDA	60.6	87.7	-30.9%	226.8	267.1	-15.1%
EBITDA Margin	8.3%	12.9%		10.3%	13.0%	
Depreciation	17.0	15.7		50.1	46.9	
EBIT	43.6	72.0	-39.4%	176.7	220.2	-19.8%
Finance cost	4.4	3.5		11.3	9.4	
РВТ	39.2	68.5	-42.8%	165.5	210.8	-21.5%
Tax expense	9.8	16.9		35.7	52.5	
PAT	29.4	51.6	-43.0%	129.8	158.3	-18.0%
PAT Margin	4.0%	7.6%		5.9%	7.7%	
Other Comprehensive Income	0.2	-0.8		0.6	-2.4	
Total Comprehensive Income	29.6	50.8	-41.7%	130.3	155.9	-16.4%
EPS	8.30*	14.55*		36.60*	44.65*	



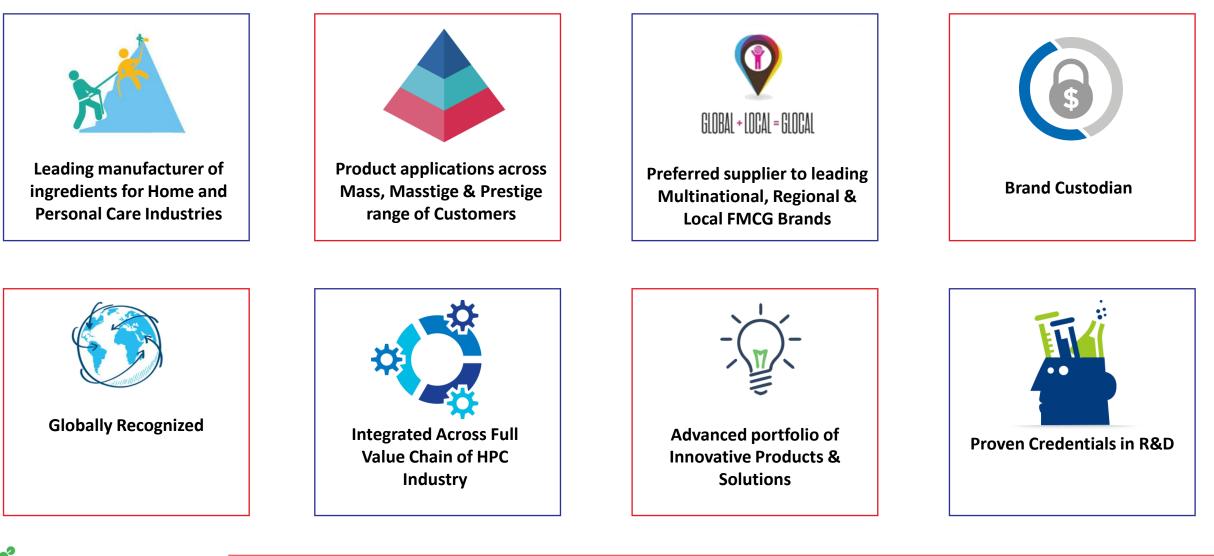
As per Ind AS

Business Overview



Truly Indian MNC...





...Vertically Integrated in HPC Industry







India's Largest Manufacturer of Oleochemical based Surfactants and Speciality Care Products for Home Care and Personal Care Industries (HPC) Consumer to Innovation & Chemistry Technology 05 03 01 02 **Global Supplier** 04 Multiple High Growth to Global Brands Products across Industry Categories



Our growth trajectory over Three Decades



Revenue (Rs in Crores)

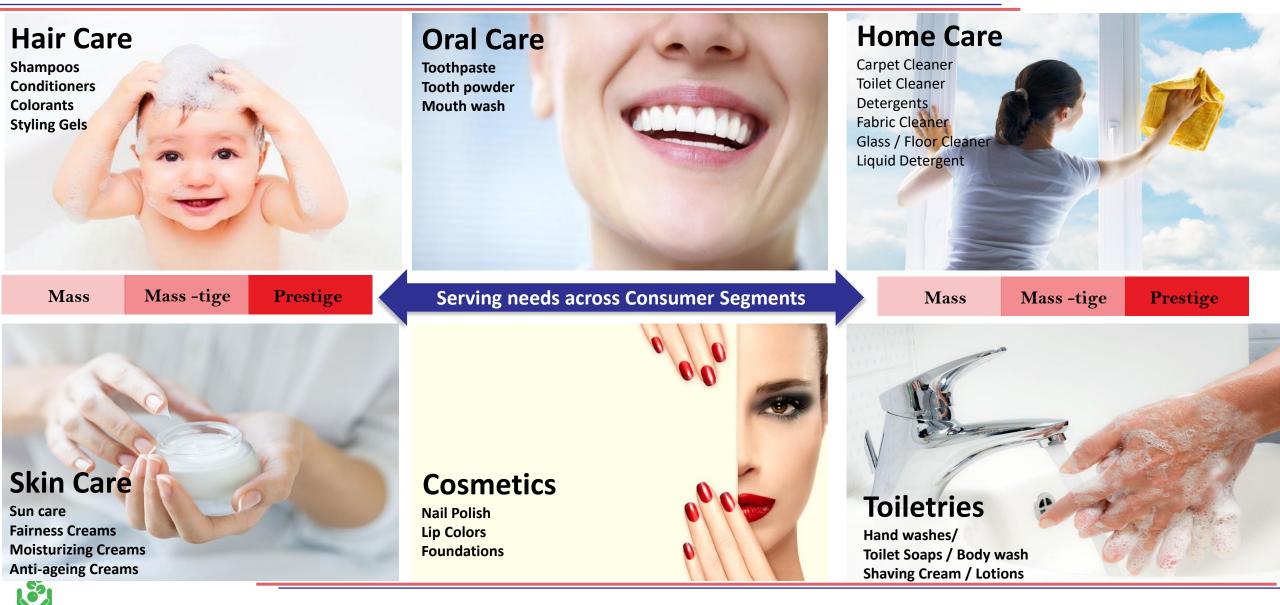
1984: New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens 1986: Incorporation of Company	 1994: New Plant set up at Tarapur 1995: Acquisition of Galaxy Chemicals 1997: Sulfonation plant Setup at Taloja and Research Centre at Navi Mumbai 1998: Commissioning of new plant in Taloja 	 2004: 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 1984 1988 1990 1980-1990		62 322 382 589 131 62 322 382 589 2010 201 2010 2010 2010				
 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 	 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 	 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 	 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 			
<u> </u>	emerging requirements					



Our focus is Personal & Home Care Segment

Responsible Care®





... with over 215+ Product Offerings



Performance	- Anionic Surfactants	FAES, FAS, LAR	SA Foam and Dirt removal properties
Surfactants	Non-Ionics Surfactants	Ethoxylate	Cosmetics and Personal care products as emulsifiers and solubilisers
	Amphoteric Surfactants	Betaines	Dermatological properties to reduces skin irritation
	Cationic Surfactants	Quats	 Effective conditioning aids: substantively to hair and antimicrobial properties
	UV Filters	Sunscreen Agents UV Filters (OMC, OCN &Others)	
Speciality Care Products	Preservatives, Preservative Blends	Phenoxyethanol, Preser	vative Blends V Reduced toxicity & prevent spoilage
	Speciality Ingredients	Mild Surfactants (MS) , Syndet & Transparent Flakes , Surfactan	Bathing Bar hair/skin, anti-irritancy, moisturization etc
Bifurcation is only for Investor community as every product has different functionality	Fatty Alkanolamides (FA) and Fatty Acid Easters (FAE)	i lakes , surfactain	✓ FA & FAE: Foam, viscosity boosters and pearlizer in a formulation
	Other Care Products	Conditioning Agents, Amine Oxide	

Our Business Segments...



Performance Surfactants

"Substantive Raw Material in Customer's End-products"

- Products are functional in nature where Endconsumer 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

47+products

Speciality 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

168 + products



About Product

No. of Products

🛯 🗁 🦳

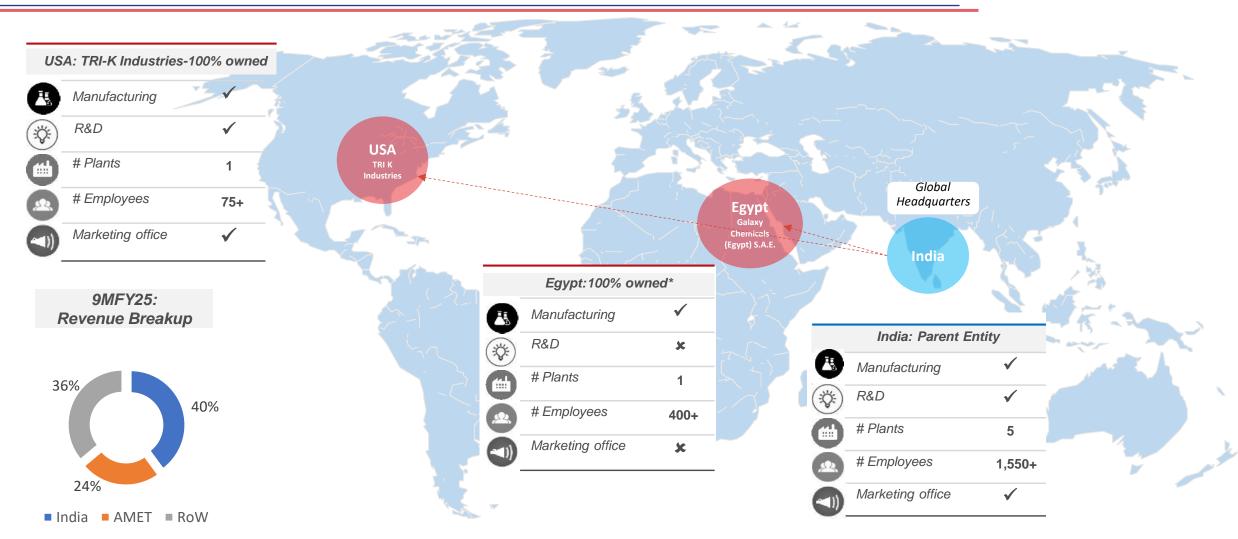
Revenue Mix (9MFY25)





Our Global Footprints



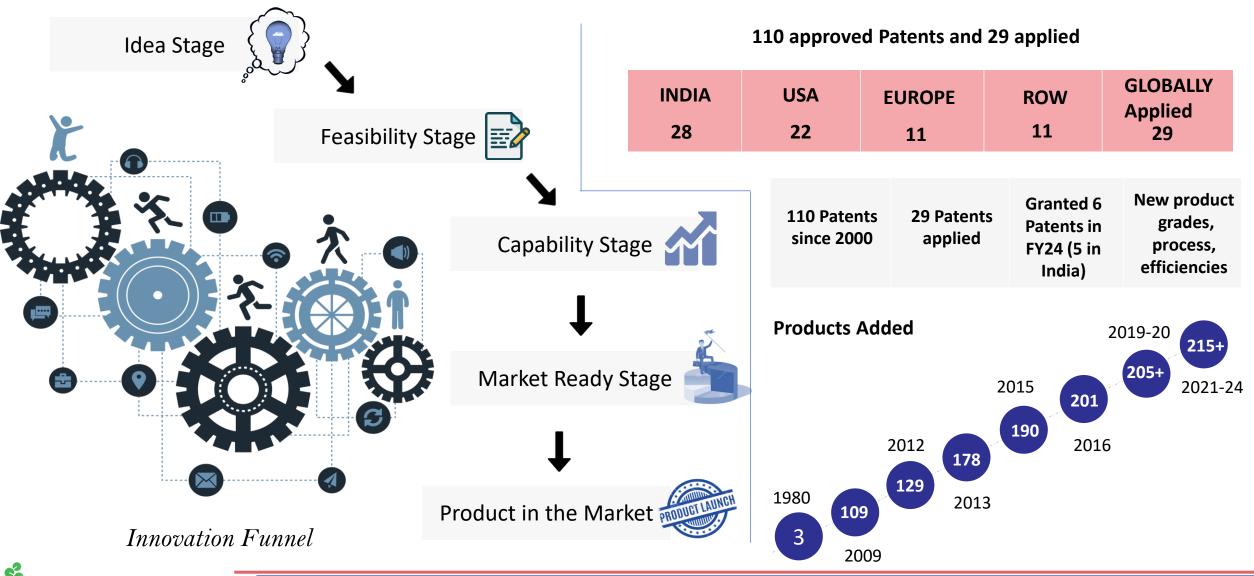


Presence in High Growth & Matured Markets



"Consumer to Chemistry": Creation of Products







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

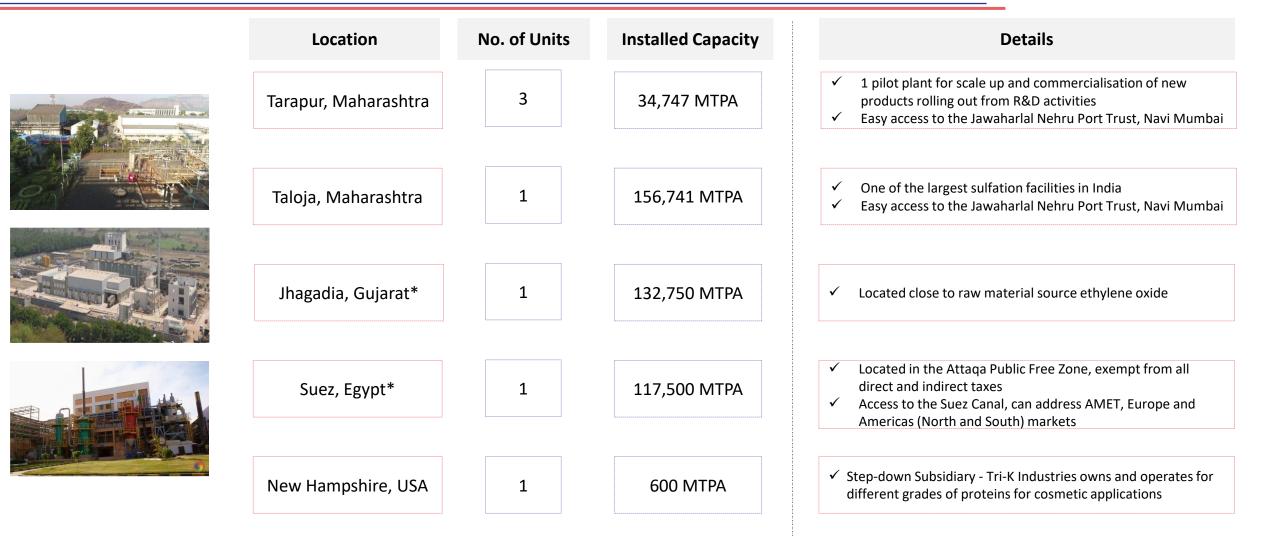
Innovation Funnel (adopted in 2007) to consistently diversify product offerings, meet customer needs and consumer trends





State-of-the-art Manufacturing Facilities



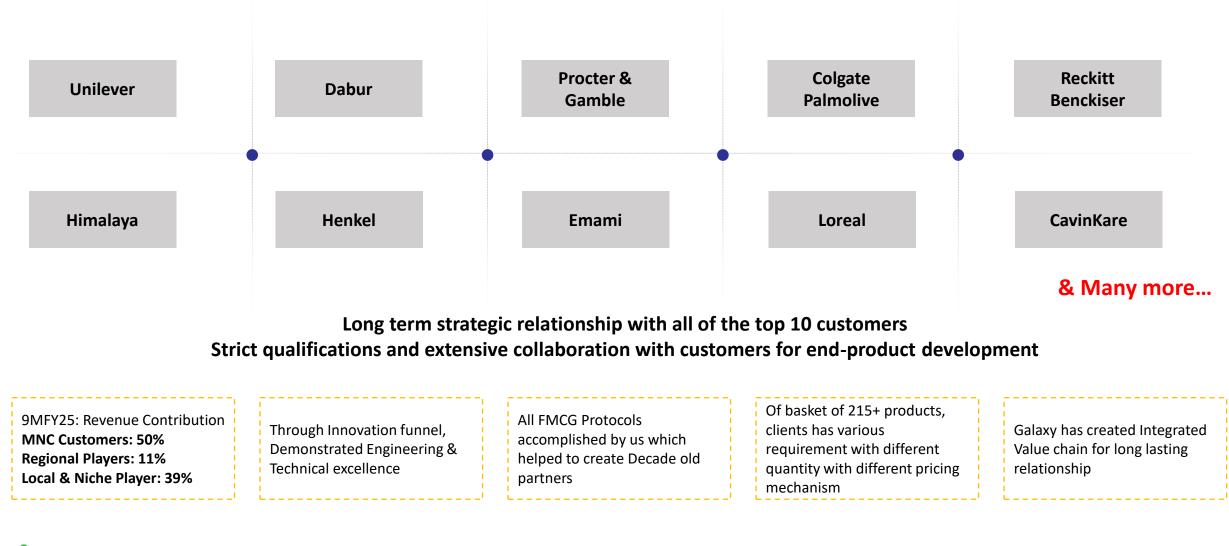


*Environmental clearances for expansion and additional land available at Jhagadia and Suez plants



1,400+ Clients across 80+ Countries







Awards & Certifications: Won in the Past Decade

for Jhagadia unit





India for Taloja Plant, 2011

Responsible Car

INDIA

2024

Ramkrishna Bajaj National Quality

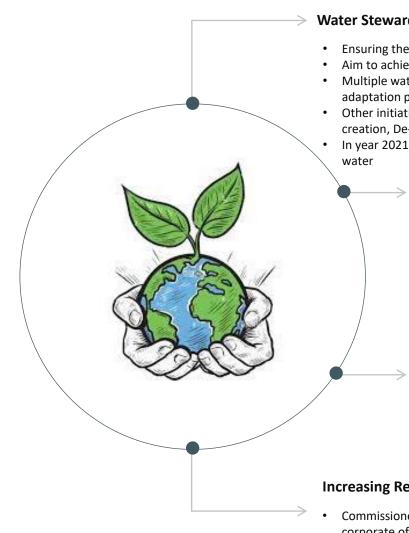
Award 2008"

ESG Initiatives



Environment





Water Stewardship

- Ensuring the manufacturing units in India are Zero Liquid Discharge Units since 2017
- Aim to achieve ZLD at our Egypt location as well
- Multiple water conservation projects like recycling, condensate recovery, steam recovery and have even incorporated several water stress adaptation projects in society
- Other initiatives are rainwater harvesting, drinking water availability, Rejuvenation of Wells, proper sanitation facilities, check dam creation, De-silting of water bodies, Installation of Kedia Farm Pattern (Patended) rainwater harvesting structures in fields of farmers etc.
 - In year 2021, restored 4,15,261 Cubic Metres (CuM) of water back to the environment in comparison to its withdrawal of 2,97,513 CuM of

Waste Management

- Classify waste mainly as Hazardous and non-Hazardous waste.
- Reducing waste at the point of generation, re-using it for different processes, and proper disposal through relevant channels
- World-class practices as TPM (Total Productive Maintenance) is adopted at the manufacturing sites over several years
- Implemented CEP and Waste Elimination Suggestion Award Program (WESAP) projects that have reduced waste

Climate Change

- Setting emission targets in line with the Science Based Targets approach
- Initiatives towards resource efficiency, cost savings, adoption of low-emission energy sources, development of new products
- Implemented ISO 50001:2018 Energy Management System at Taloja Manufacturing Unit
- Measure and monitor SOx, NOx, PM (Particulate Matter) emissions on a regular basis at manufacturing sites in India
- Stack emissions are measured and monitored on regular basis by authorized third party agencies

Increasing Renewable Energy Consumption

Commissioned installation of Roof Top solar panels and completed overall around 803 kWp solar installations at its corporate office and manufacturing sites at Taloja and Jhagadia





Galaxy Surfactants Ltd. has been certified as 1.4X water positive

Because businesses thrive only when communities thrive



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

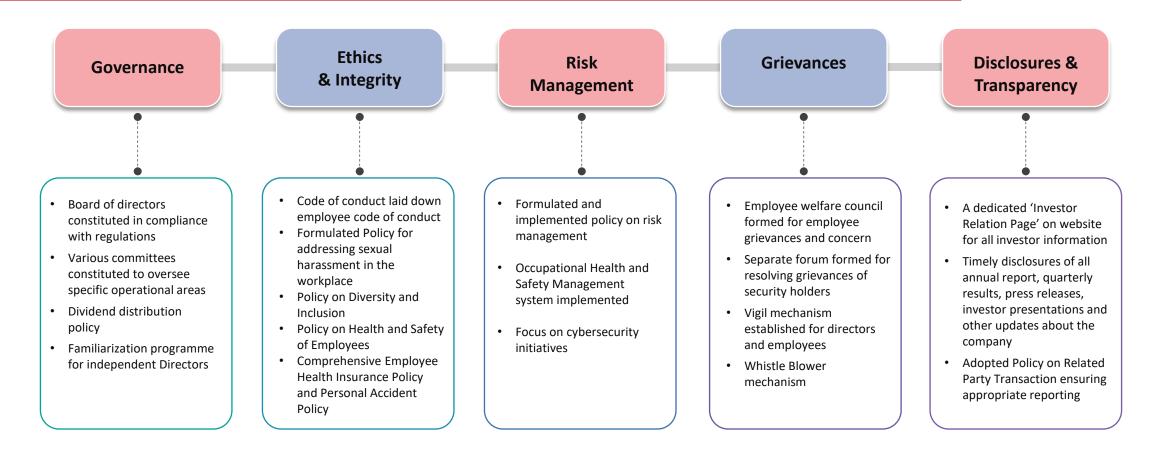
Women Empowerment

- 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



Corporate Governance

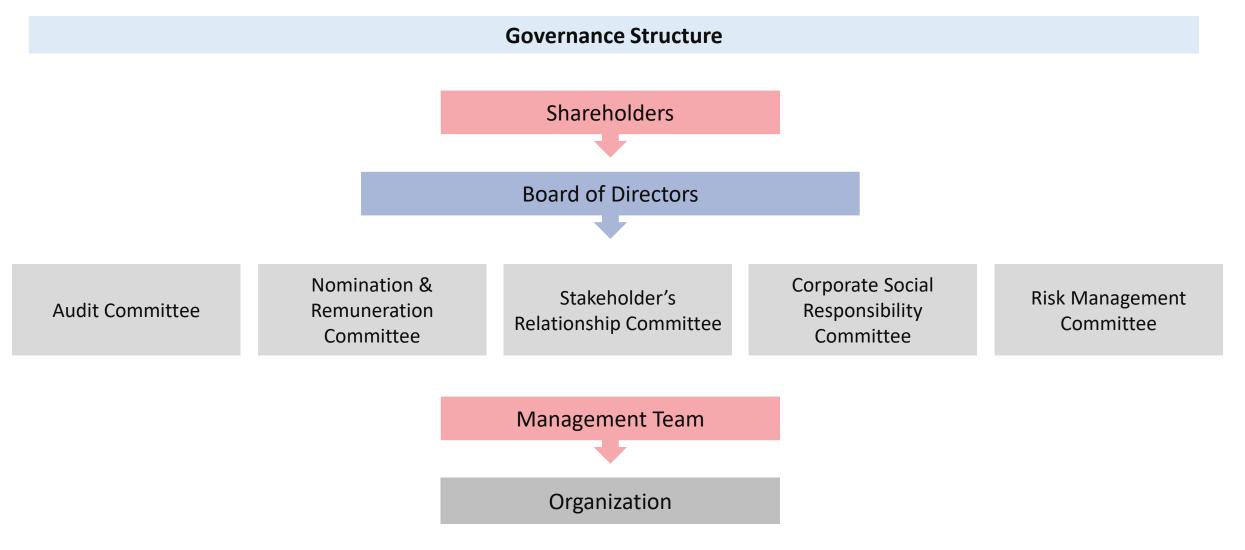




We are committed to highest standards of corporate governance in all its activities and processes. At the heart of the Galaxy corporate governance policy is the ideology of transparency and openness in the effective working of the Management and Board.









Board Members





Mr. Natarajan K. Krishnan Managing Director

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



Mr. 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. Gopalkrishnan Ramakrishnan Promoter, Non-Executive Director

- Associated with Company since 1986
- Qualified CA and CS

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



Mr. Vaijanath Kulkarni Executive Director and COO

- Associated with Company since 1995
- Chemical Engineer



Mr. Unnathan Shekhar Promoter, Non Executive Director

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



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



Ms. Sangeeta Singh

Non-Executive Independent Director (Additional)

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



30

The 4 Cs: Our Core Strength





Transparent & Open, Respect & Value People, Dreaming & Envisioning, Conducting Business with Integrity



COMPETENCE

Talented Team which proactively meets Complex & Changing Business Needs



Adhering to Global Quality Standards, Supplying Customers Globally, Agile & Nimble Footedness



COMFORT

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

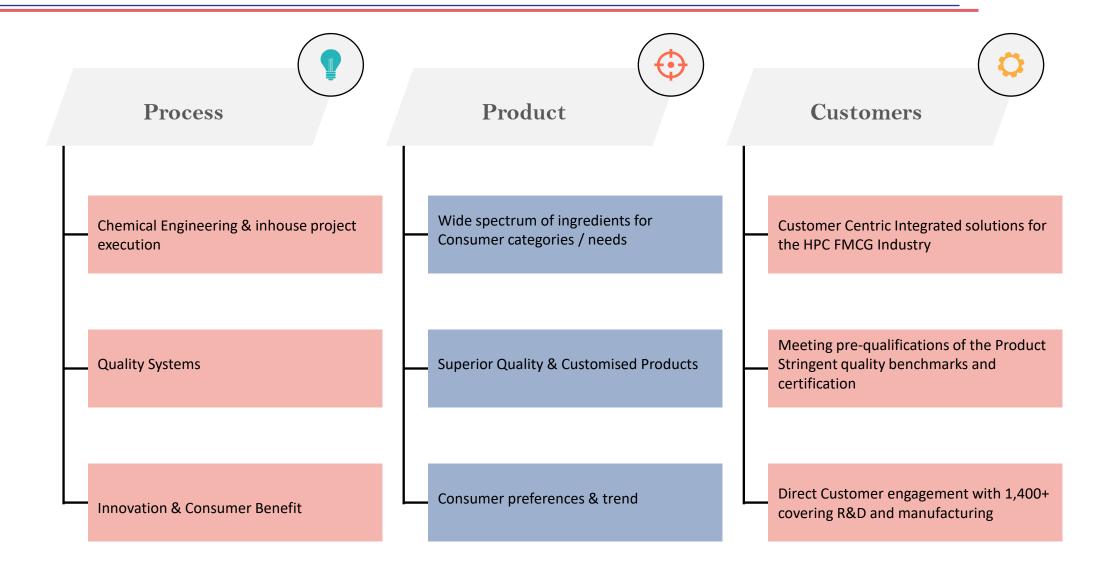




Growth Strategy

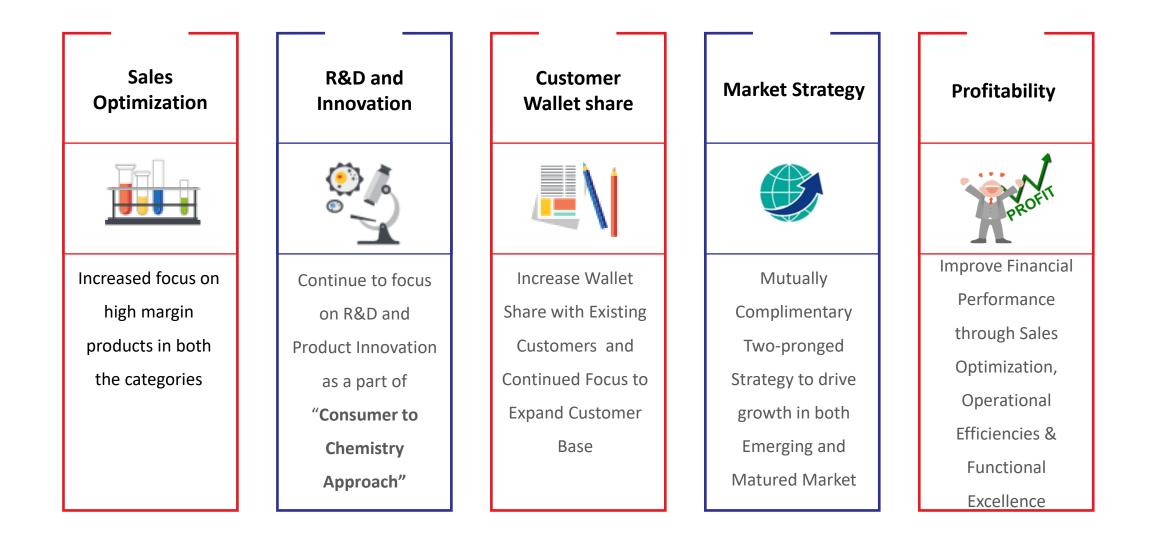
Personal & Home Care: High Entry Barrier Businesses













Financial Performance



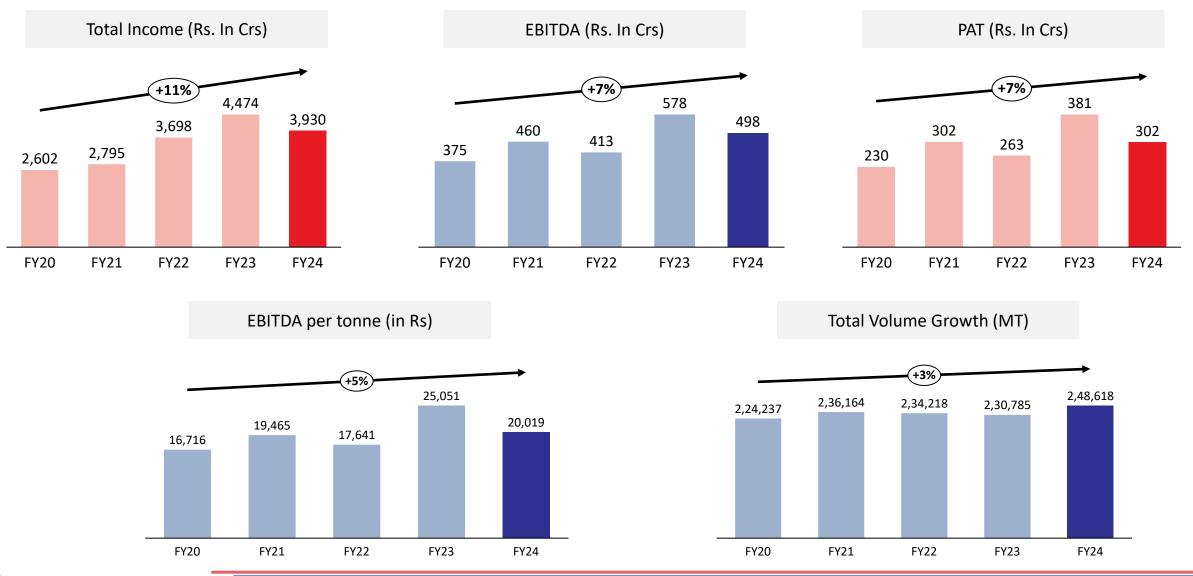


... through Robust Risk Management Practices

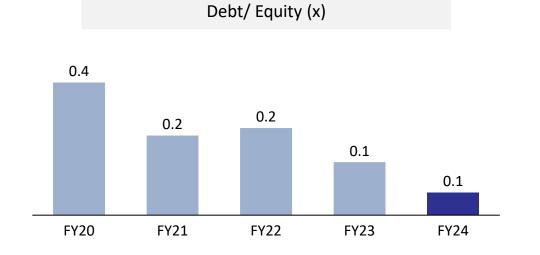


Our Performance Highlights

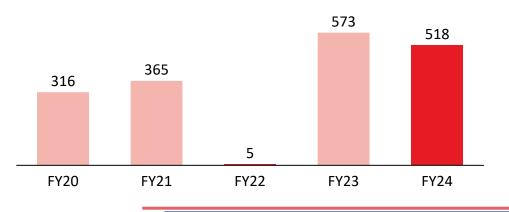




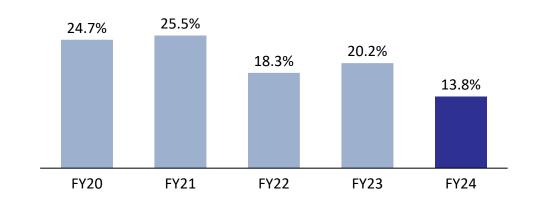




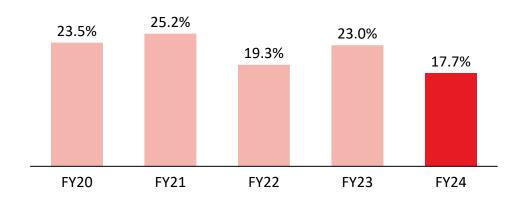
Cash Flow from Operating Activities (Rs in Crs)



Return on Equity (%)











Thank You

Company:



CIN No: L39877MH1986PLC039877

Mr. Paritosh Srivastava Email: <u>Paritosh.Srivastava@galaxysurfactants.com</u>

www.galaxysurfactants.com

Investor Relations Advisors :



CIN - U74140MH2010PTC204285

Mr. Rahul Agarwal / Mr. Mandar Chavan <u>rahul.agarwal@sgapl.net</u> / <u>mandar.chavan@sgapl.net</u> +91 98214 38864 / +91 96993 82195

www.sgapl.net

