

May 16, 2025

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



*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

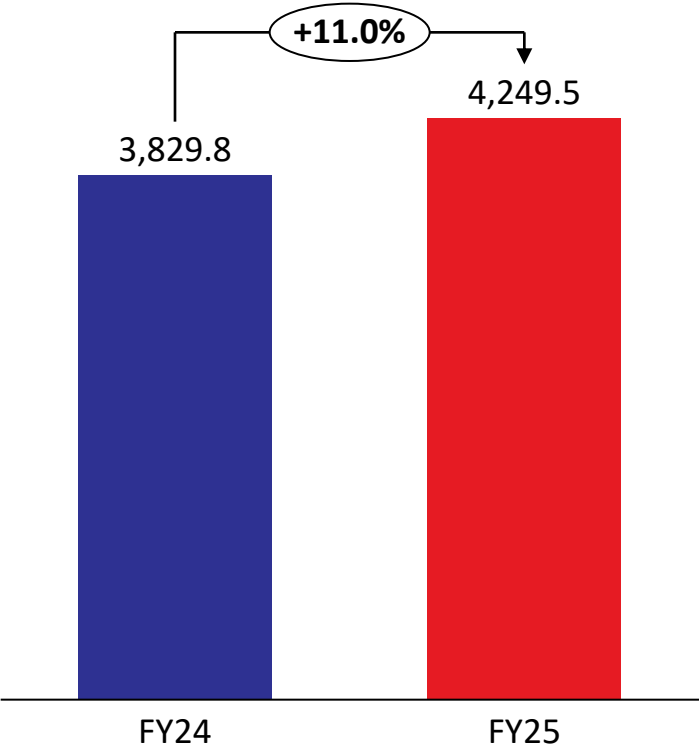
Fatty Alcohol prices have more than doubled on YOY basis for Q4 and FY25

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

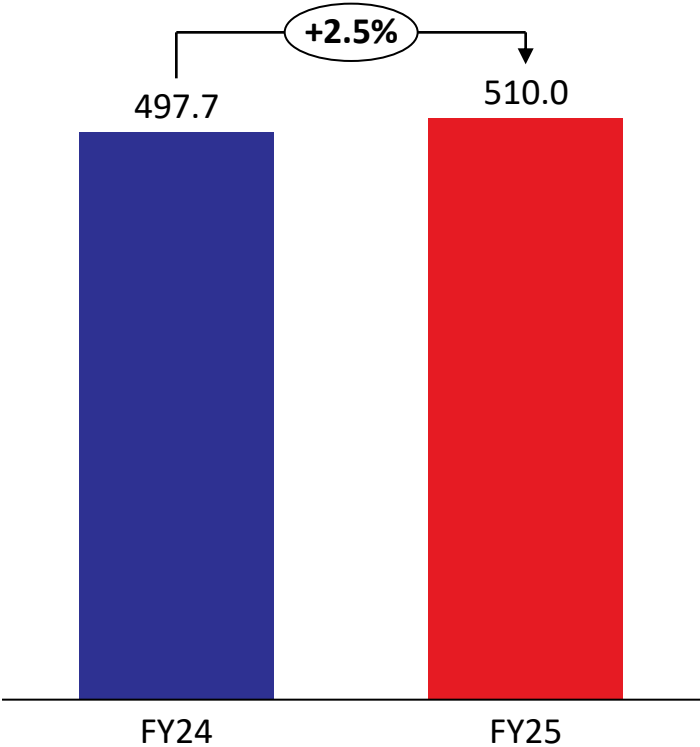
# FY25 Consolidated Performance Highlights

Rs. In Crores

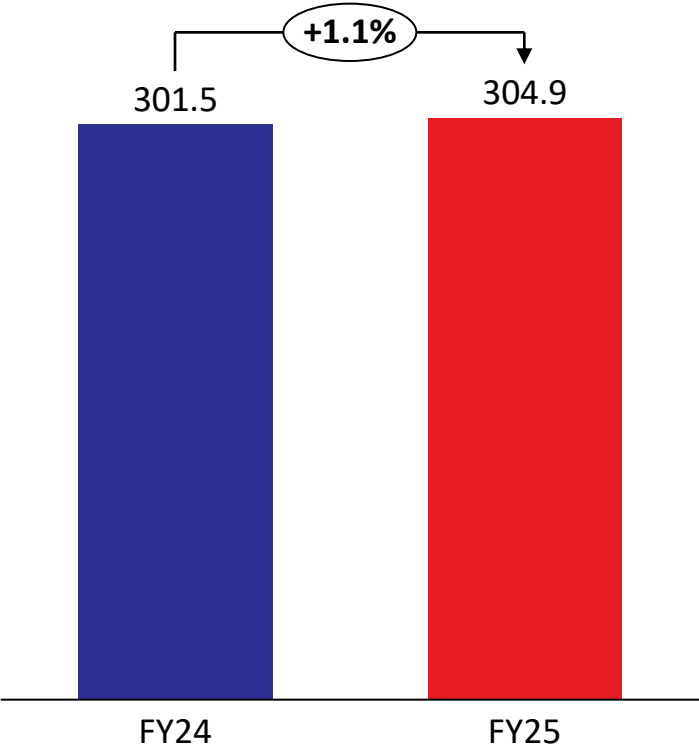
Total Revenue\*



EBITDA



PAT

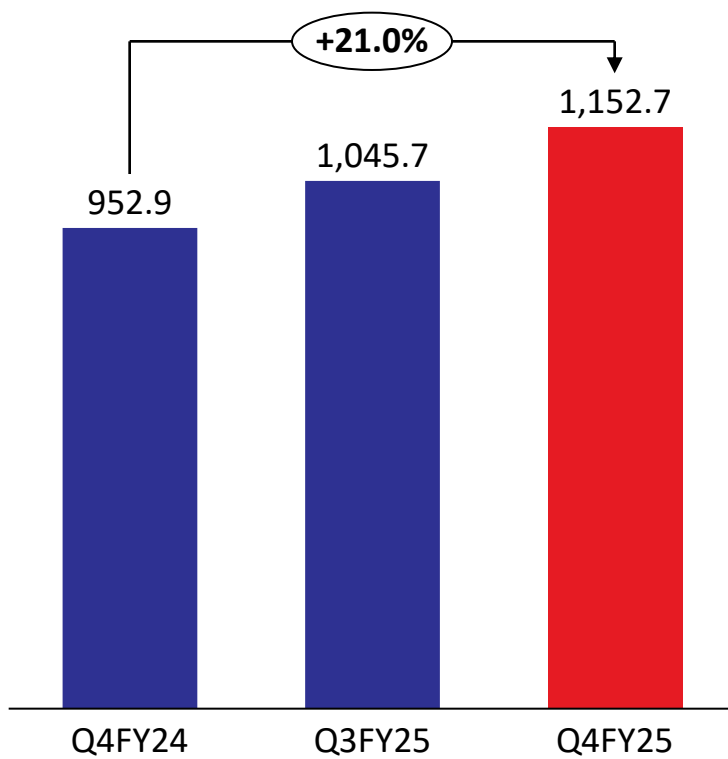


\*Includes other Income

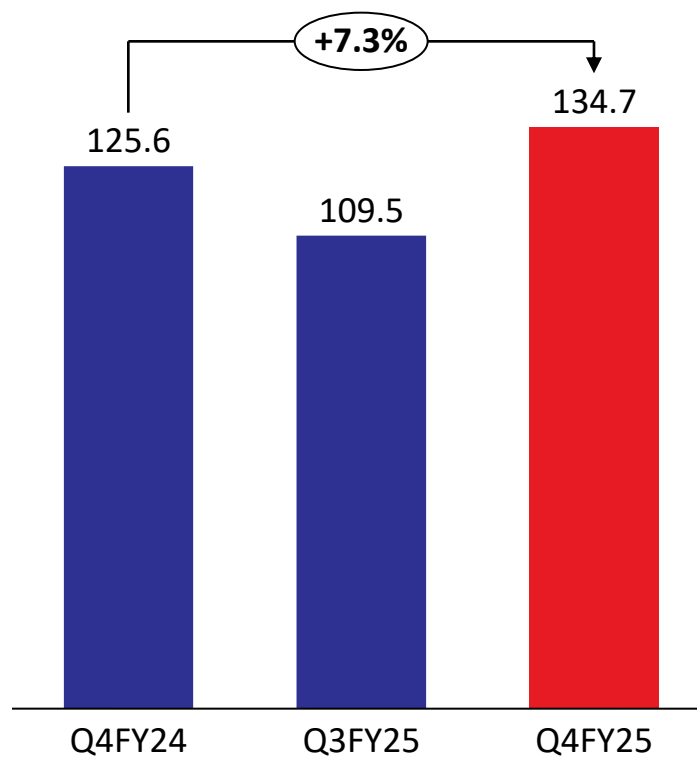
# Q4FY25 Consolidated Performance Highlights

Rs. In Crores

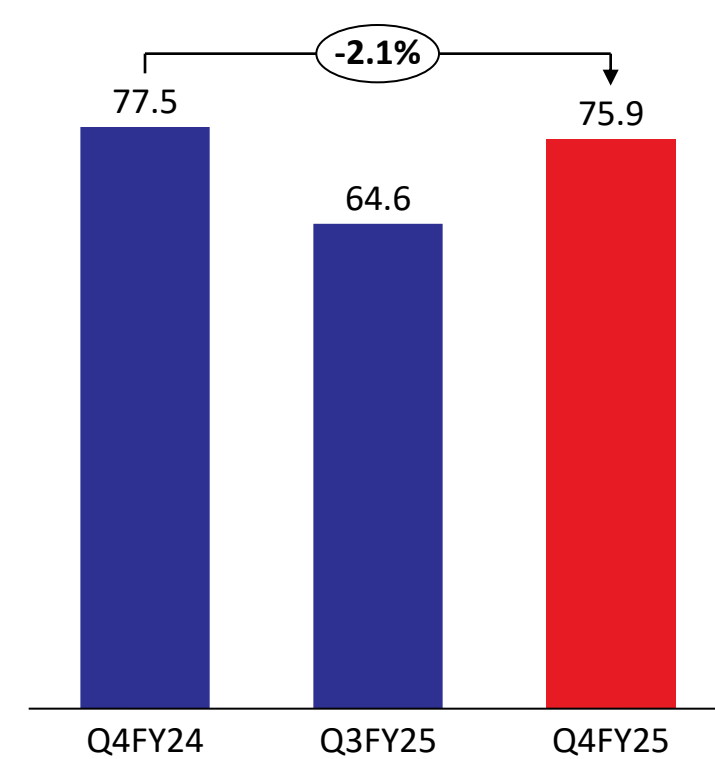
## Total Revenue\*



## 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	
<b>Total Revenue</b>	<b>1,152.7</b>	<b>952.9</b>	<b>21.0%</b>	<b>1,045.7</b>	<b>10.2%</b>	<b>4,249.5</b>	<b>3,829.8</b>	<b>11.0%</b>
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	
<b>EBITDA</b>	<b>134.7</b>	<b>125.6</b>	<b>7.3%</b>	<b>109.5</b>	<b>23.0%</b>	<b>510.0</b>	<b>497.7</b>	<b>2.5%</b>
<b>EBITDA Margin</b>	<b>11.7%</b>	<b>13.2%</b>		<b>10.5%</b>		<b>12.0%</b>	<b>13.0%</b>	
Depreciation	28.3	26.2		27.7		110.3	99.8	
<b>EBIT</b>	<b>106.3</b>	<b>99.4</b>	<b>7.0%</b>	<b>81.9</b>	<b>29.9%</b>	<b>399.7</b>	<b>397.9</b>	<b>0.5%</b>
Finance cost	6.2	5.4		5.0		19.3	22.4	
<b>PBT</b>	<b>100.1</b>	<b>94.0</b>	<b>6.6%</b>	<b>76.9</b>	<b>30.2%</b>	<b>380.5</b>	<b>375.5</b>	<b>1.3%</b>
Tax expense	24.3	16.5		12.3		75.5	74.0	
<b>PAT</b>	<b>75.9</b>	<b>77.5</b>	<b>-2.1%</b>	<b>64.6</b>	<b>17.4%</b>	<b>304.9</b>	<b>301.5</b>	<b>1.1%</b>
<b>PAT Margin</b>	<b>6.6%</b>	<b>8.1%</b>		<b>6.2%</b>		<b>7.2%</b>	<b>7.9%</b>	
Other Comprehensive Income	-7.1	1.0		23.2		20.2	9.4	
<b>Total Comprehensive Income</b>	<b>68.8</b>	<b>78.5</b>	<b>-12.4%</b>	<b>87.8</b>	<b>-21.7%</b>	<b>325.1</b>	<b>310.9</b>	<b>4.6%</b>
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
<b>ASSETS</b>		
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
<b>Financial Assets</b>		
(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
<b>Total Non-Current Assets</b>	<b>1,368.5</b>	<b>1,212.7</b>
<b>Current Assets</b>		
Inventories	723.9	556.1
<b>Financial Assets</b>		
(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
<b>Total Current Assets</b>	<b>2,093.6</b>	<b>1,702.0</b>
<b>TOTAL ASSETS</b>	<b>3,462.1</b>	<b>2,914.7</b>

Particulars (Rs. In Crores)	Mar'25	Mar'24
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	2,327.1	2,143.8
<b>Total Shareholders Fund</b>	<b>2,362.5</b>	<b>2,179.3</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(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
<b>Total Non-Current Liabilities</b>	<b>121.2</b>	<b>132.3</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(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
<b>Total Current Liabilities</b>	<b>978.3</b>	<b>603.1</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>3,462.1</b>	<b>2,914.7</b>

\*Figures less than ₹ 50,000

# Consolidated Cash Flow Statement

Particulars (Rs. In Crores)	FY25	FY24
Cash Flow From Operating Activities :		
<b>Profit After Tax</b>	<b>304.9</b>	<b>301.5</b>
Operating Profit before working Capital changes	484.5	485.5
<b>Net cash flows generated from/(used) in Operating Activities (A)</b>	<b>420.5</b>	<b>518.4</b>
<b>Net cash flows generated from/(used) in Investing Activities (B)</b>	<b>-294.6</b>	<b>-343.9</b>
<b>Net cash flows generated from/(used) in Financing Activities (C)</b>	<b>-157.3</b>	<b>-188.9</b>
<b>Net Increase/(Decrease) in cash and cash equivalents (A+B+C)</b>	<b>-31.4</b>	<b>-14.4</b>
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
<b>Closing cash and cash equivalents</b>	<b>193.4</b>	<b>220.5</b>

# 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	
<b>Total Revenue</b>	<b>820.9</b>	<b>710.1</b>	<b>15.6%</b>	<b>732.9</b>	<b>12.0%</b>	<b>3,027.7</b>	<b>2,769.2</b>	<b>9.3%</b>
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	
<b>EBITDA</b>	<b>81.7</b>	<b>74.9</b>	<b>9.1%</b>	<b>60.6</b>	<b>34.8%</b>	<b>308.5</b>	<b>342.0</b>	<b>-9.8%</b>
<b>EBITDA Margin</b>	<b>10.0%</b>	<b>10.5%</b>		<b>8.3%</b>		<b>10.2%</b>	<b>12.3%</b>	
Depreciation	17.1	15.8		17.0		67.2	62.6	
<b>EBIT</b>	<b>64.7</b>	<b>59.1</b>	<b>9.4%</b>	<b>43.6</b>	<b>48.2%</b>	<b>241.4</b>	<b>279.3</b>	<b>-13.6%</b>
Finance cost	5.3	2.9		4.5		16.6	12.3	
<b>PBT</b>	<b>59.3</b>	<b>56.2</b>	<b>5.5%</b>	<b>39.2</b>	<b>51.4%</b>	<b>224.8</b>	<b>267.0</b>	<b>-15.8%</b>
Tax expense	15.3	14.2		9.8		51.0	66.7	
<b>PAT</b>	<b>44.0</b>	<b>42.0</b>	<b>4.8%</b>	<b>29.4</b>	<b>49.7%</b>	<b>173.8</b>	<b>200.3</b>	<b>-13.2%</b>
<b>PAT Margin</b>	<b>5.4%</b>	<b>5.9%</b>		<b>4.0%</b>		<b>5.7%</b>	<b>7.2%</b>	
Other Comprehensive Income	-3.4	-2.2		0.2		-2.8	-4.6	
<b>Total Comprehensive Income</b>	<b>40.7</b>	<b>39.8</b>	<b>2.2%</b>	<b>29.6</b>	<b>37.4%</b>	<b>171.0</b>	<b>195.8</b>	<b>-12.6%</b>
EPS	12.42*	11.86*		8.30*		49.03	56.51	

# Standalone Balance Sheet

Particulars (Rs. In Crores)	Mar'25	Mar'24
<b>ASSETS</b>		
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
<b>Financial Assets</b>		
(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
<b>Total Non-Current Assets</b>	<b>1,131.3</b>	<b>1,049.3</b>
<b>Current Assets</b>		
Inventories	437.6	327.6
<b>Financial Assets</b>		
(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
<b>Total Current Assets</b>	<b>1,193.4</b>	<b>940.9</b>
<b>TOTAL ASSETS</b>	<b>2,324.8</b>	<b>1,990.2</b>

Particulars (Rs. In Crores)	Mar'25	Mar'24
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Equity Share Capital	35.5	35.5
Other Equity	1,399.3	1,370.1
<b>Total Shareholders Fund</b>	<b>1,434.7</b>	<b>1,405.5</b>
<b>Non-Current Liabilities</b>		
<b>Financial Liabilities</b>		
(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
<b>Total Non-Current Liabilities</b>	<b>83.6</b>	<b>99.1</b>
<b>Current Liabilities</b>		
<b>Financial Liabilities</b>		
(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
<b>Total Current Liabilities</b>	<b>806.5</b>	<b>485.6</b>
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>2,324.8</b>	<b>1,990.2</b>

\*Figures less than ₹ 50,000

# Standalone Cash Flow Statement

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

# *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**



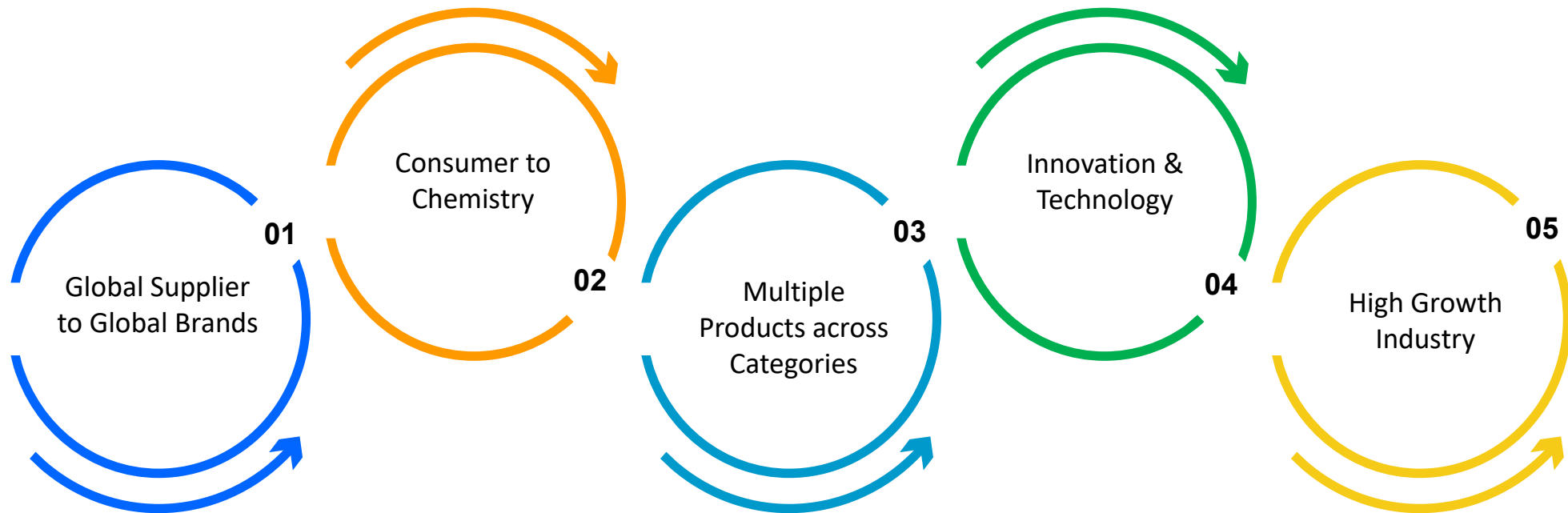
**Sustainability - A Way of  
Life**



**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

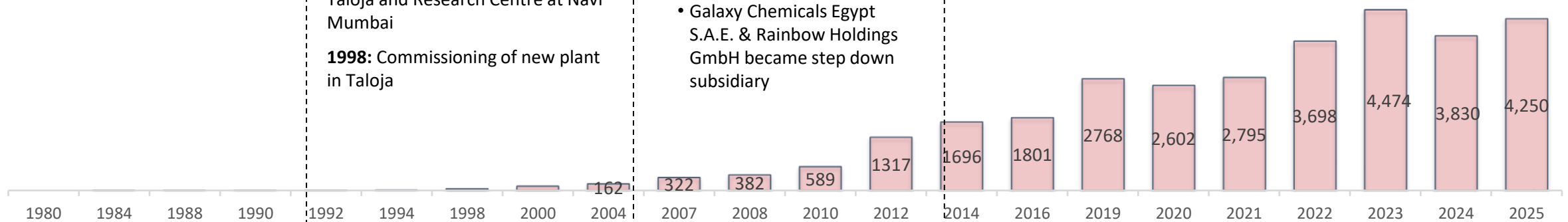
**1984:** New Plant at Tarapur for Ethoxylates, Phenoxyethanol, Sunscreens  
**1986:** Incorporation of Company

**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

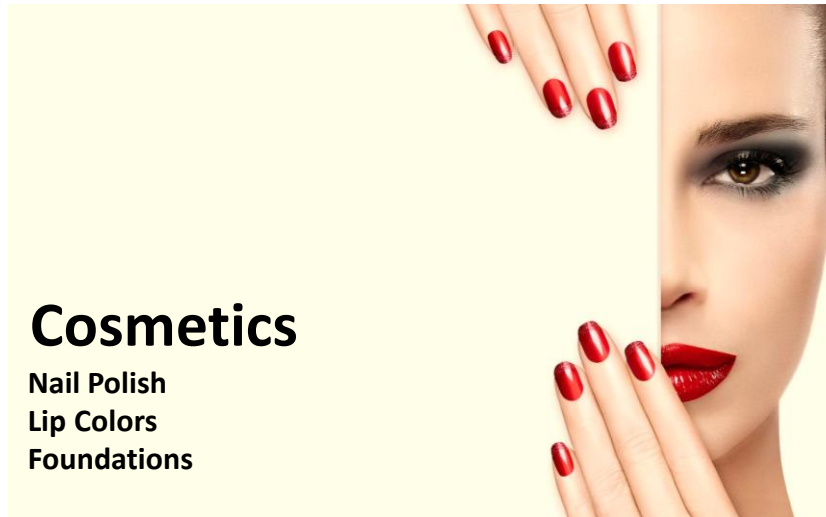
## Skin Care

Sun care  
Fairness Creams  
Moisturizing Creams  
Anti-ageing Creams



## Cosmetics

Nail Polish  
Lip Colors  
Foundations

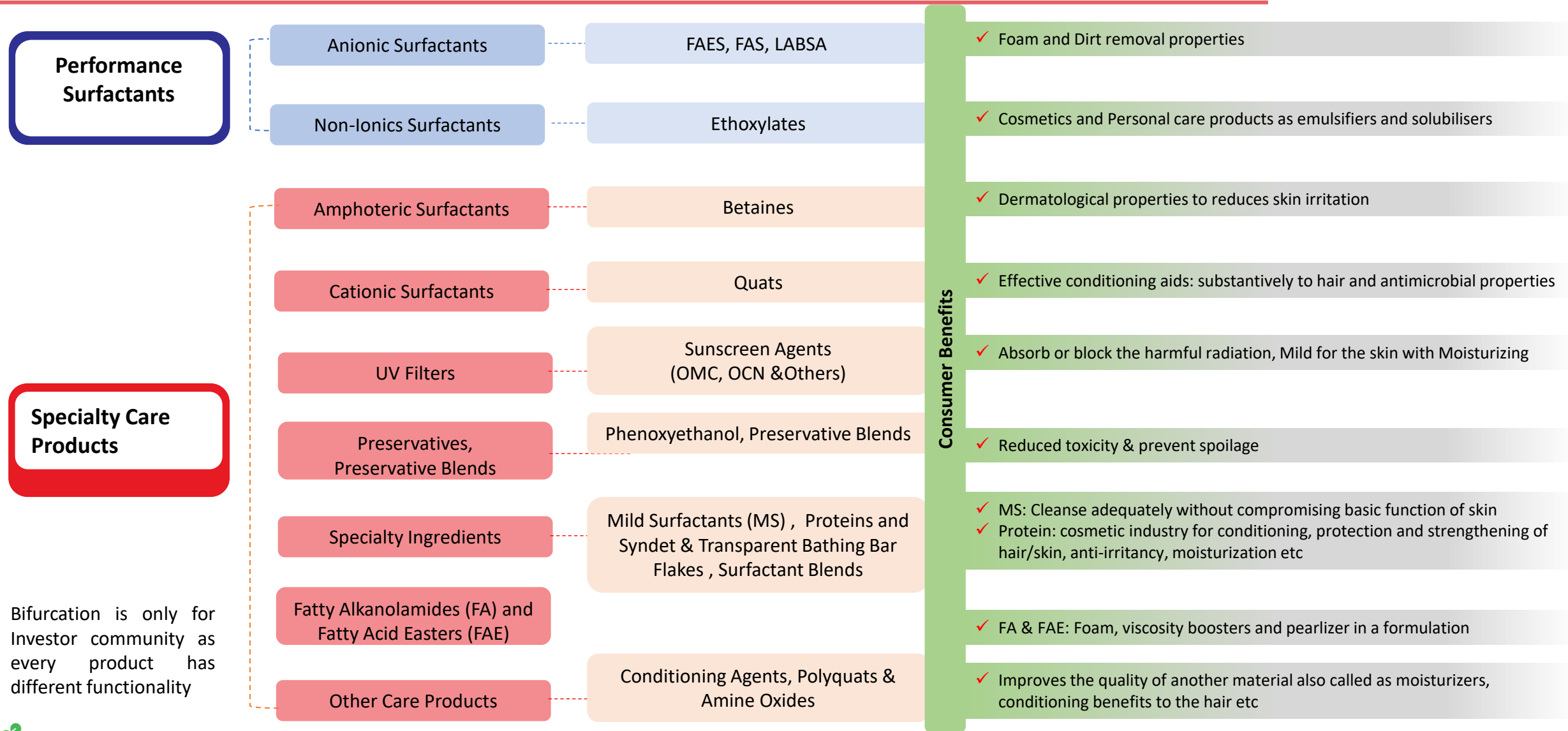


## Toiletries

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)








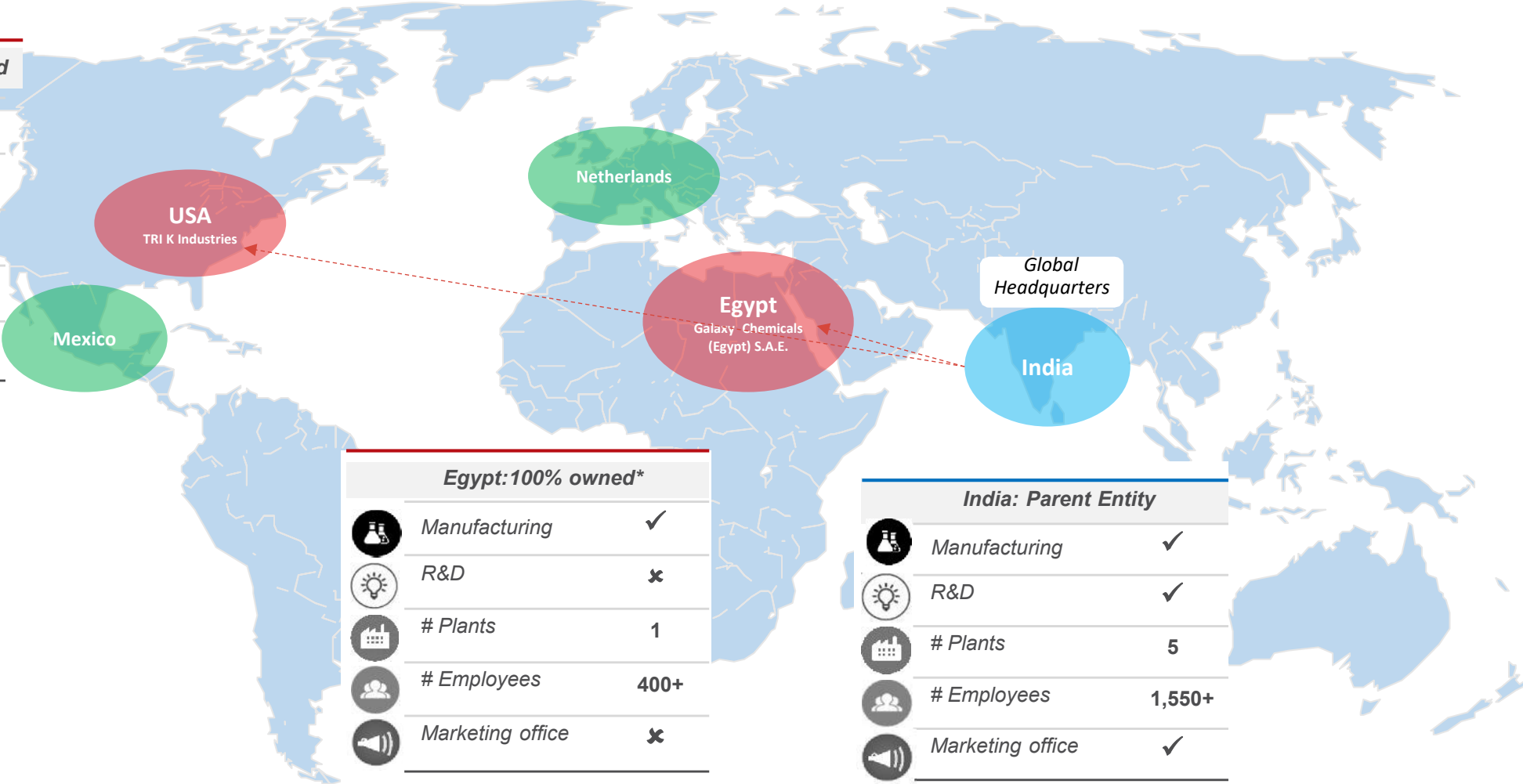
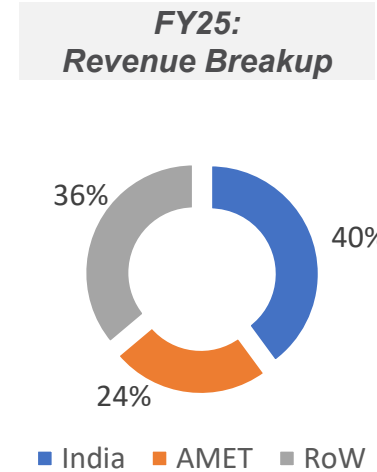
61%






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

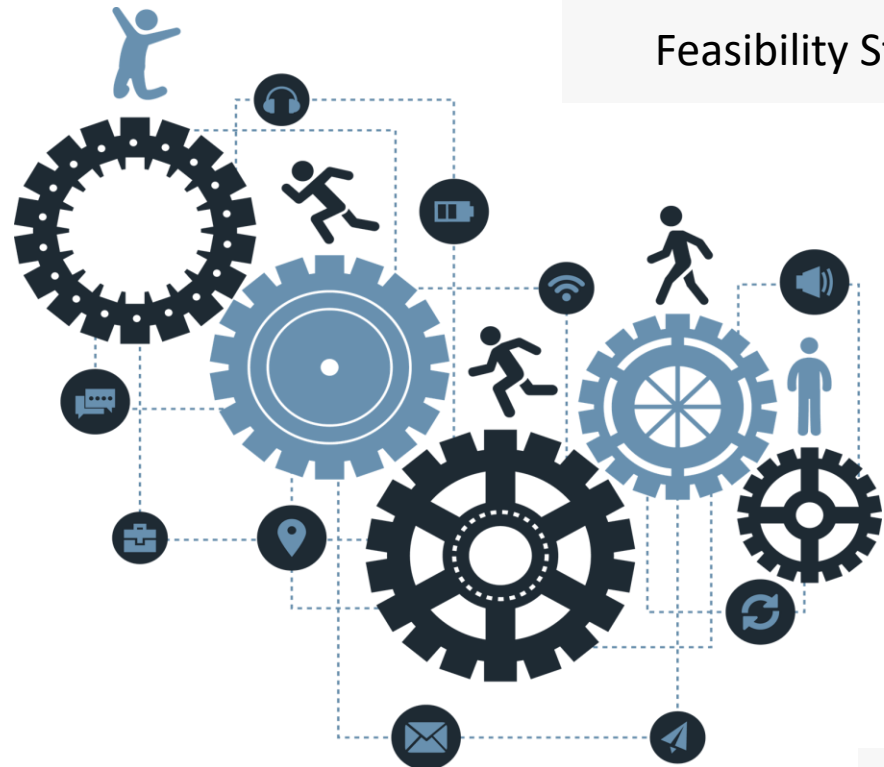
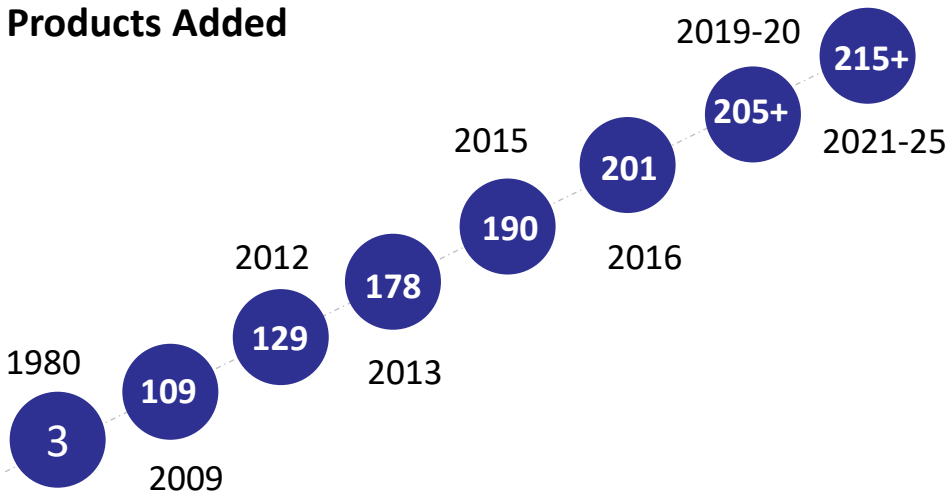
111 Patents since 2000

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

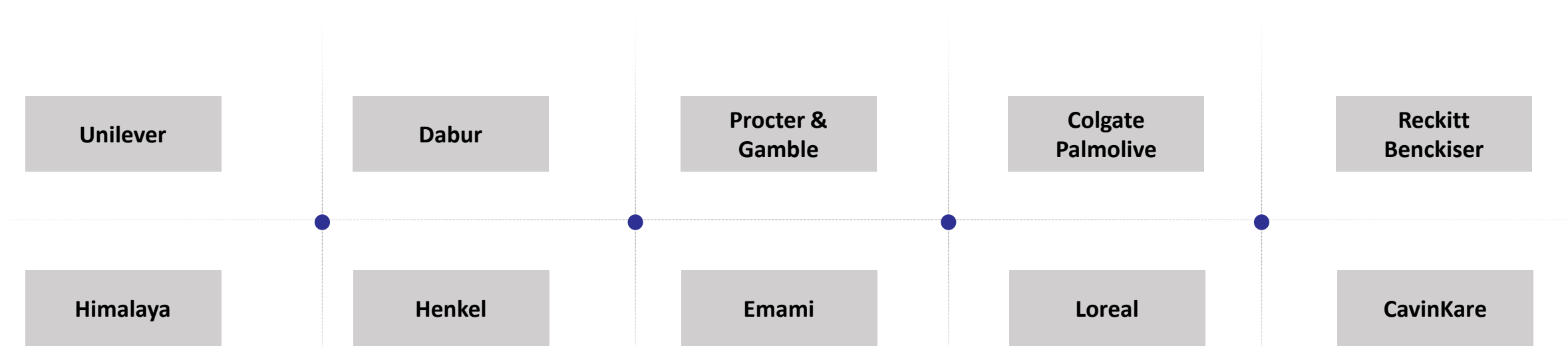


# State-of-the-art Manufacturing Facilities

	Location	No. of Units	Installed Capacity	Details
	Tarapur, Maharashtra	3	34,747 MTPA	<ul style="list-style-type: none"> <li>✓ 1 pilot plant for scale up and commercialisation of new products rolling out from R&amp;D activities</li> <li>✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai</li> </ul>
	Taloja, Maharashtra	1	156,741 MTPA	<ul style="list-style-type: none"> <li>✓ One of the largest sulfation facilities in India</li> <li>✓ Easy access to the Jawaharlal Nehru Port Trust, Navi Mumbai</li> </ul>
	Jhagadia, Gujarat*	1	132,750 MTPA	<ul style="list-style-type: none"> <li>✓ Located close to raw material source ethylene oxide</li> </ul>
	Suez, Egypt*	1	117,500 MTPA	<ul style="list-style-type: none"> <li>✓ Located in the Attqa Public Free Zone, exempt from all direct and indirect taxes</li> <li>✓ Access to the Suez Canal, can address AMET, Europe and Americas (North and South) markets</li> </ul>
	New Hampshire, USA	1	600 MTPA	<ul style="list-style-type: none"> <li>✓ Step-down Subsidiary - Tri-K Industries owns and operates for different grades of proteins for cosmetic applications</li> </ul>

*\*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



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



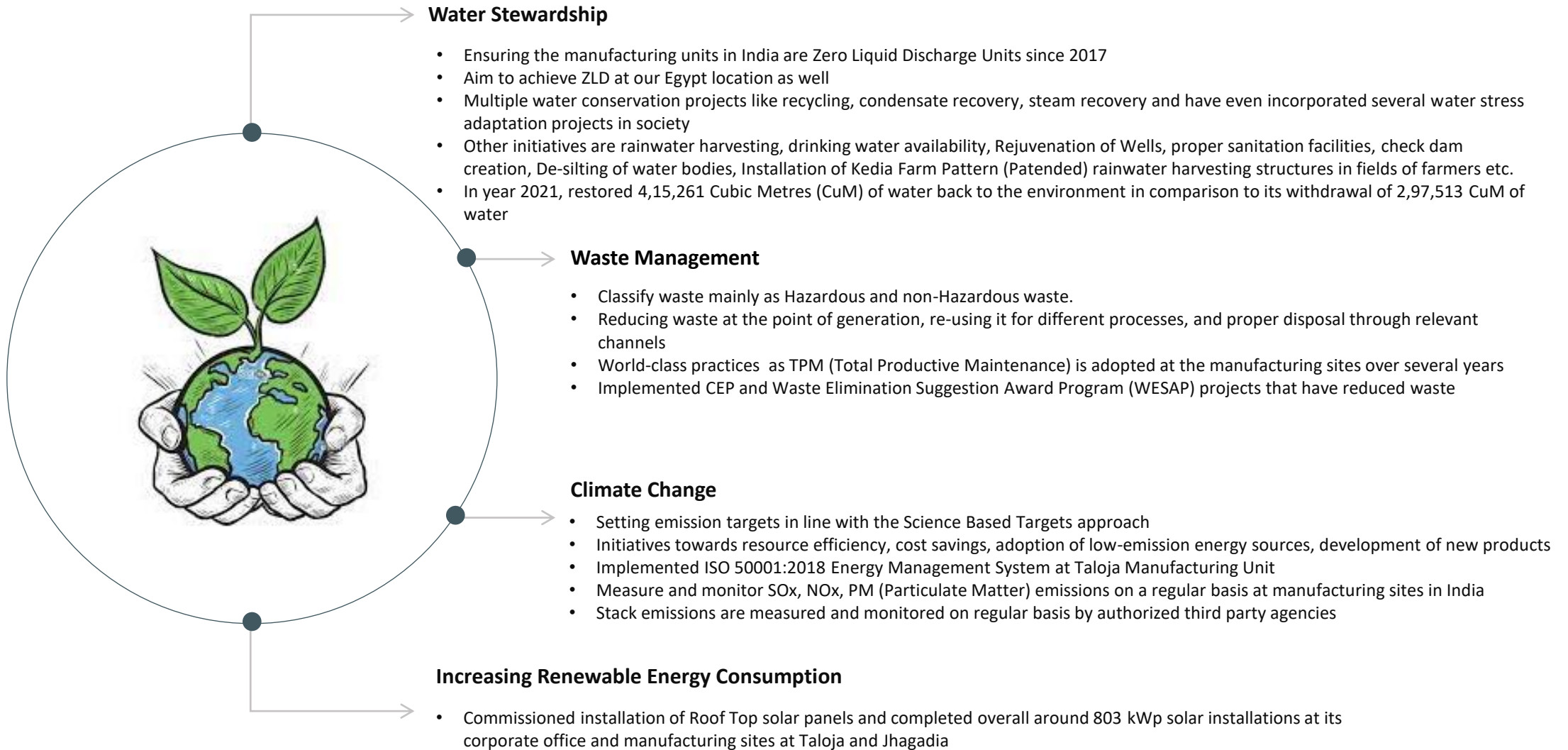
"Certificate of Merit 2008 – Manufacturing Category" in the IMC Ramkrishna Bajaj National Quality Award 2008"



## *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

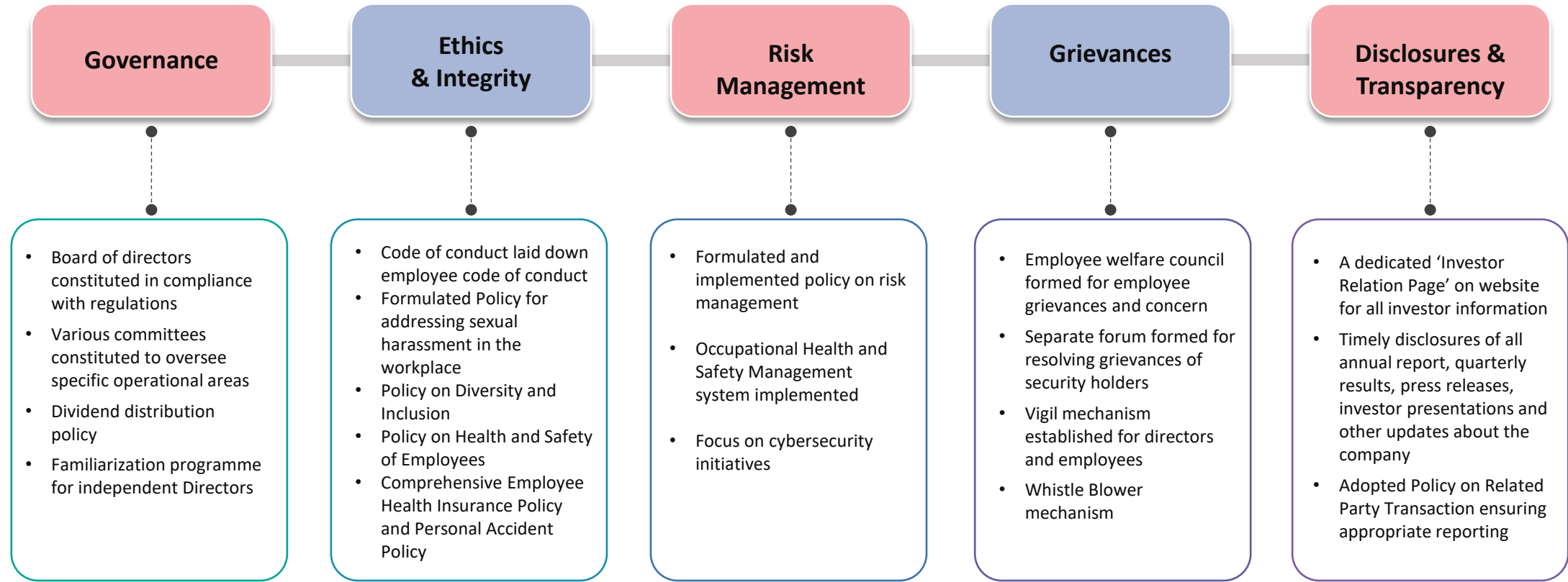
- Implemented ISO 45001:2018 Occupational Health and Safety management system at various manufacturing locations
- Monthly safety performance is reviewed by the top management in monthly Safety & Conversion meet
- Safe workplace environment and imparts training to all its employees on regular basis
- 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

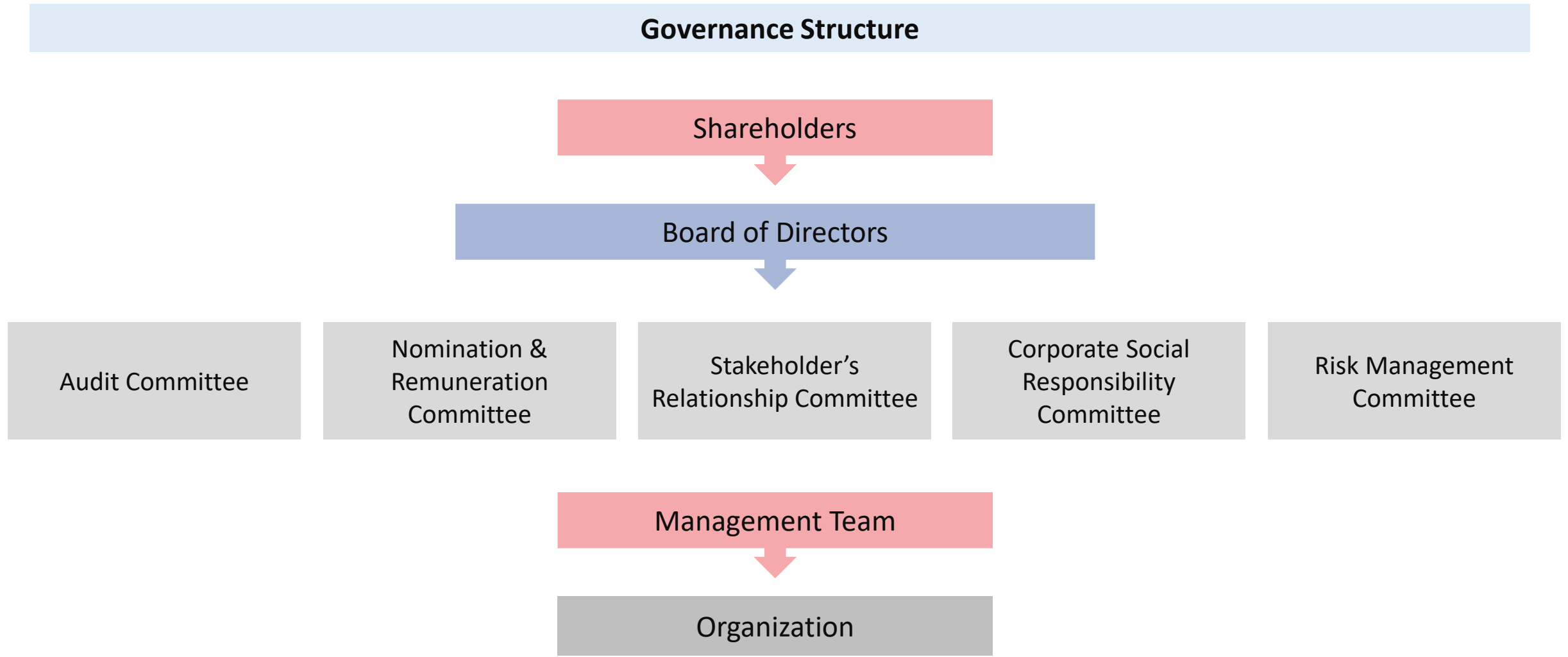
- Laid down employee code of conduct (COC) applicable to all employees
- A robust Grievance Redressal Mechanism in place and multiple forums for all employees to get resolutions
- Treating all employees equally, with dignity and with no gender bias
- Equal opportunity employer and are committed to including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

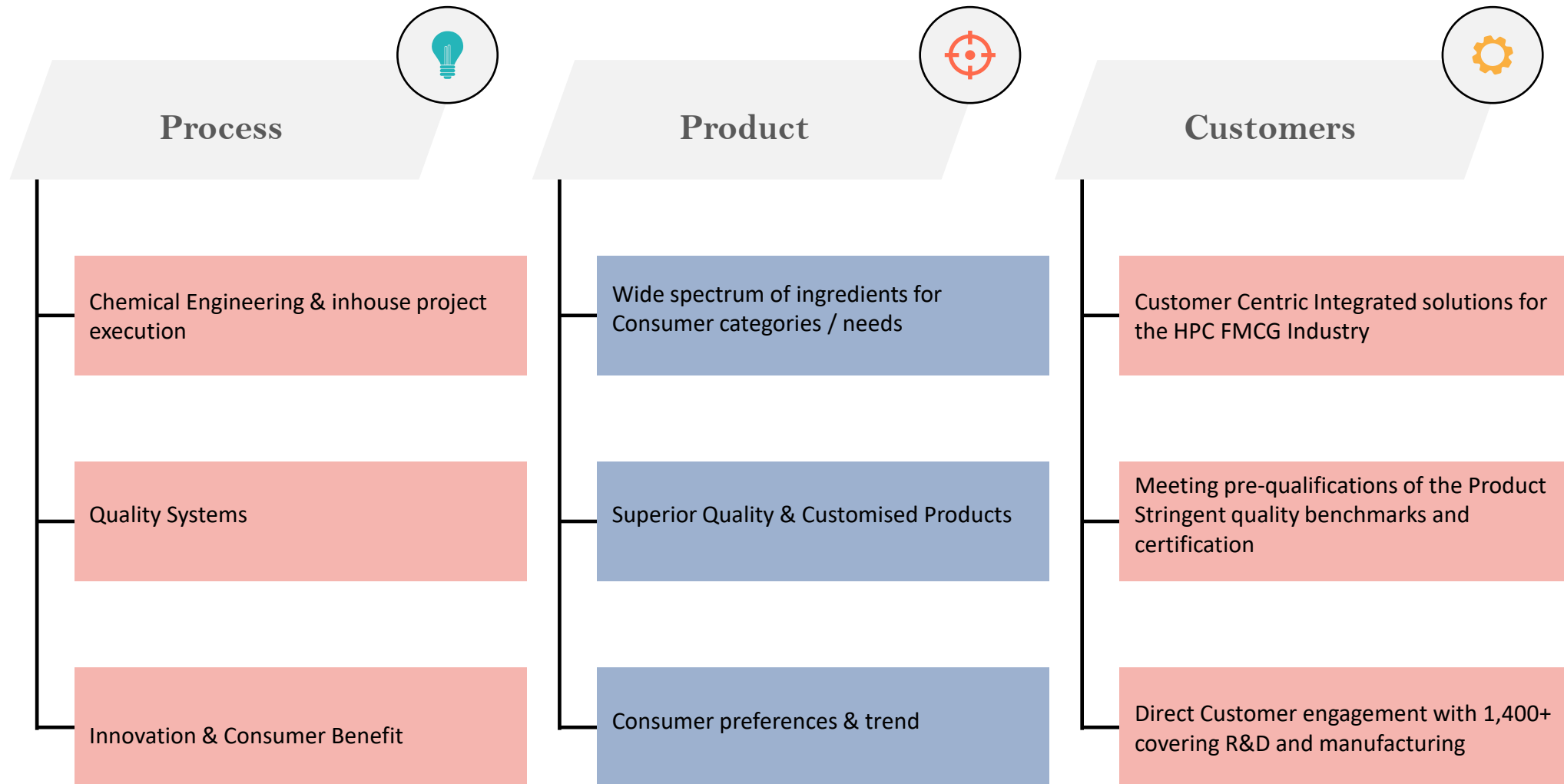
Respecting our Commitments, Consistent Performance over the years of Timely Delivery & Quality Consistency





## *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



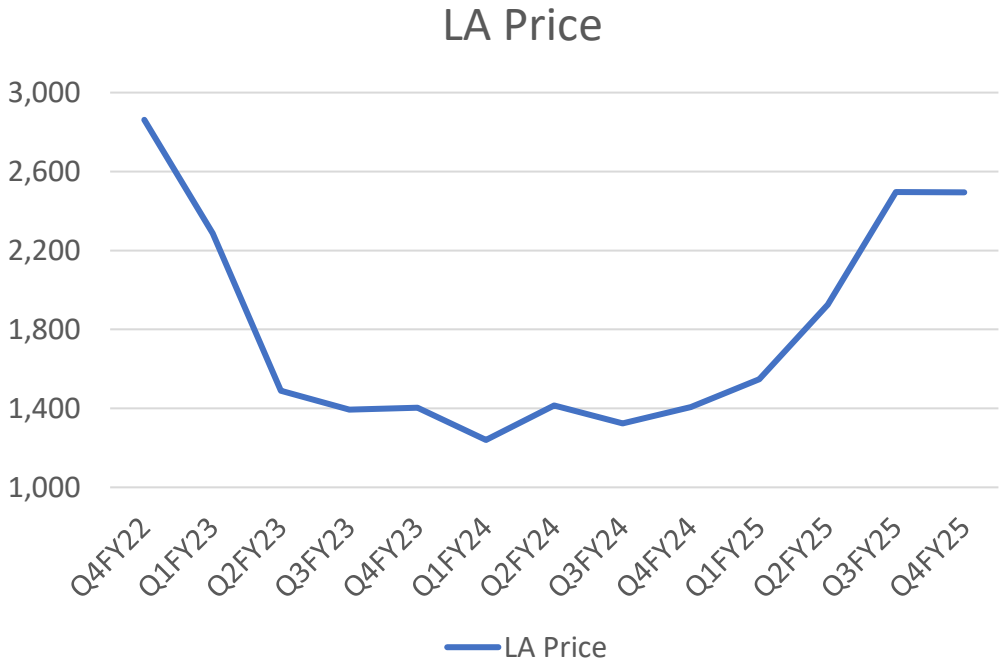
Improve Financial Performance through Sales Optimization, Operational Efficiencies & Functional Excellence



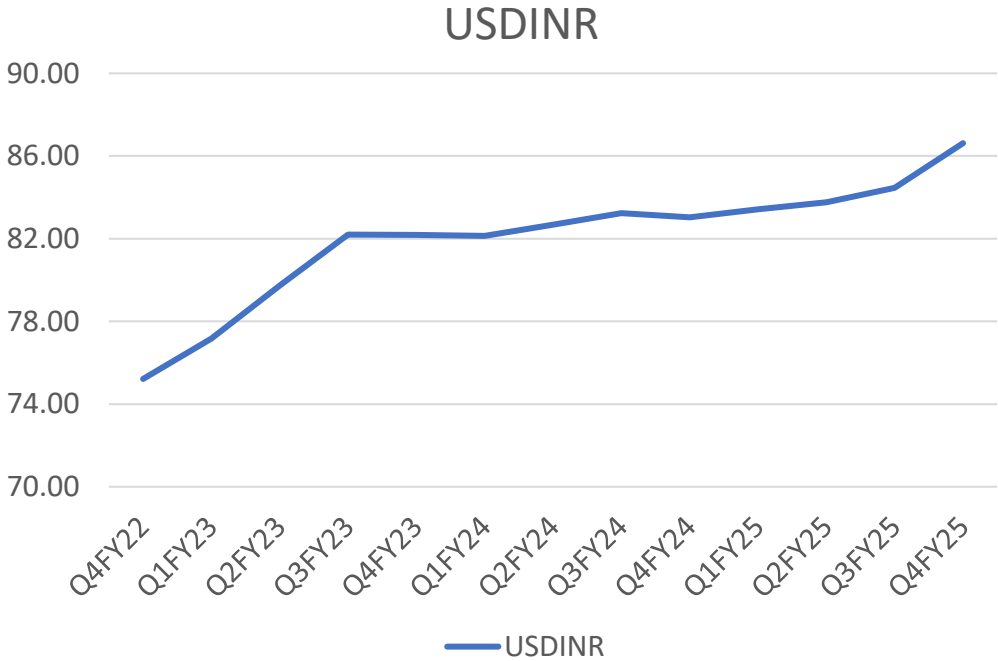
## *Financial Performance*

# Managing Volatility in Raw Material Prices and Currency...

Fatty Alcohol Prices (USD / MT)



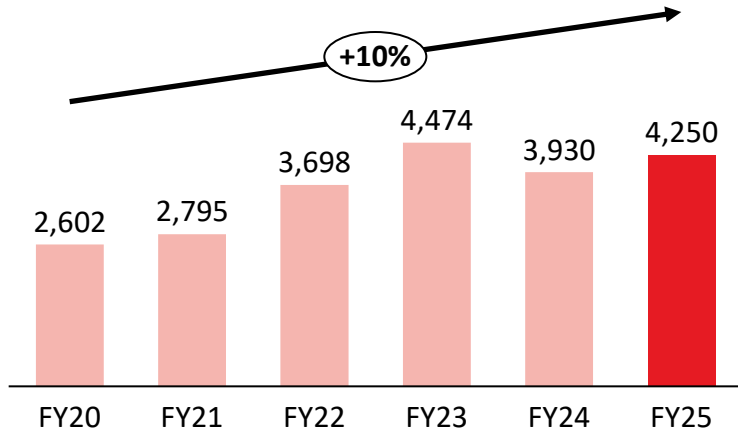
INR / USD Prices



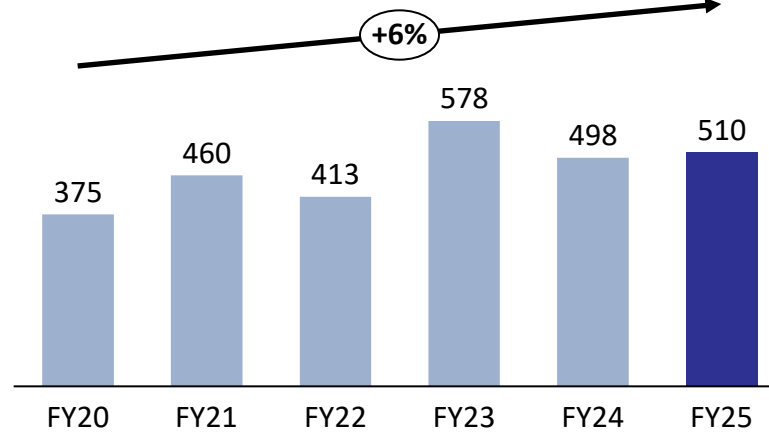
... through Robust Risk Management Practices

# Our Performance Highlights

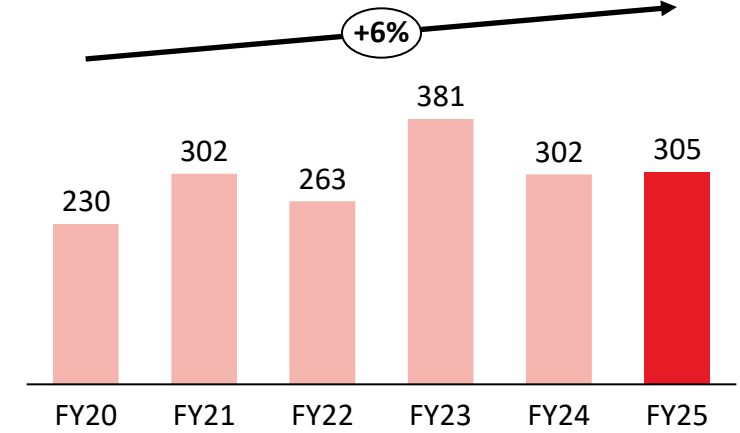
Total Revenue (Rs. In Crs)



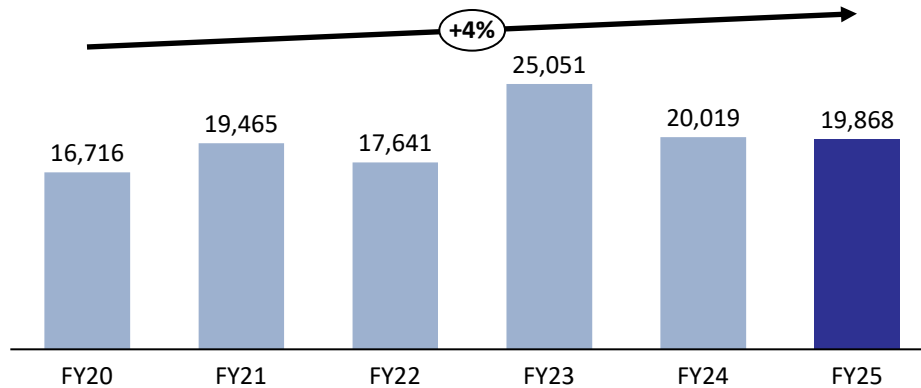
EBITDA (Rs. In Crs)



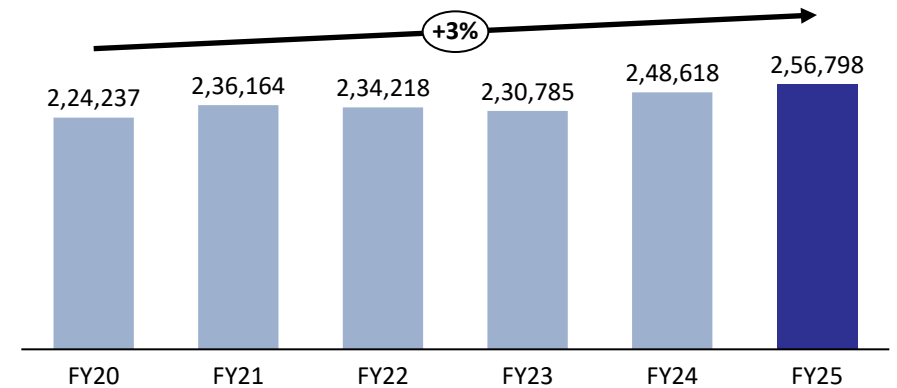
PAT (Rs. In Crs)



EBITDA per tonne (in Rs)



Total Volume Growth (MT)



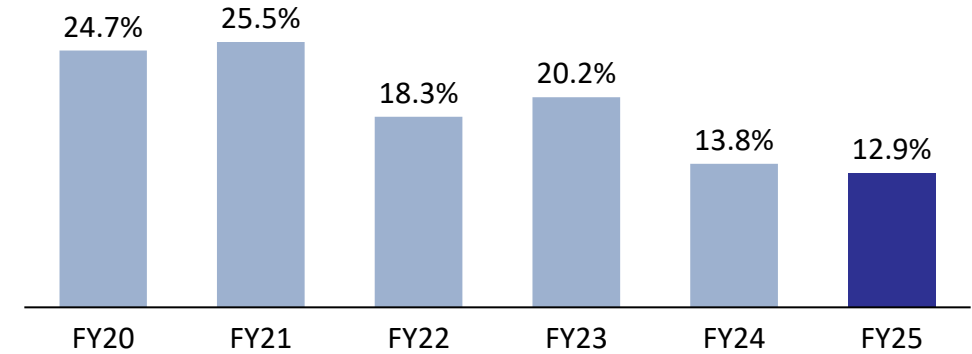


# Our Financial Strength

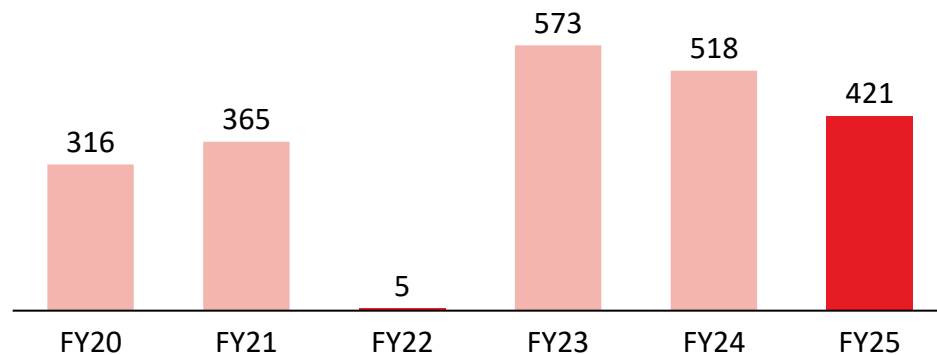
Debt/ Equity (x)



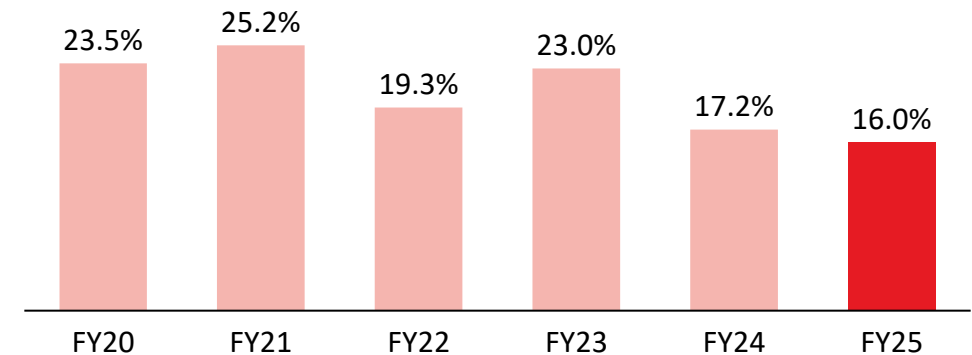
Return on Equity (%)



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](mailto:Paritosh.Srivastava@galaxysurfactants.com)

[www.galaxysurfactants.com](http://www.galaxysurfactants.com)

**Investor Relations Advisors :**

**SGA** Strategic Growth Advisors

CIN - U74140MH2010PTC204285

Mr. Mandar Chavan / Mr. Rahul Agarwal

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