

Twitter Thread by TheMarket



TheMarket

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#galaxysurfactants #Q3investorpresentations

:Q2 momentum spilled into Q3

:Speciality segment double digit growth

:Domestic mkt double digit growth

:Interim dividend Rs 14

Vols Q3fy21/20

Performance surfactants 36618/34978

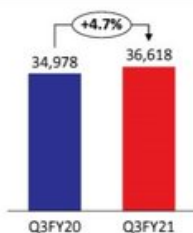
Speciality 21620/19295

Total 58238/54273

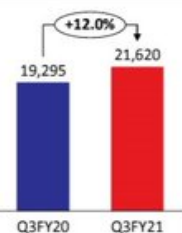
Quarterly Volumes: Q3FY21 Highlights

Volume Highlights

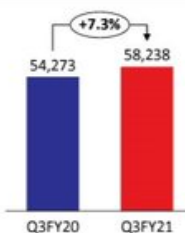
Performance Surfactants



Specialty Care Products



Total Volume



5

India Market grew by 14.4%



Africa Middle East Turkey grew by 2.9%



Rest of the World grew by 4.3%

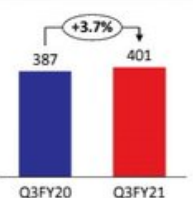


Specialty Portfolio makes a strong comeback - Registers 1st Quarter of Y-O-Y growth

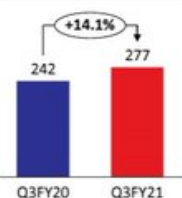
Q3FY21 Highlights (YoY)

Revenue Highlights

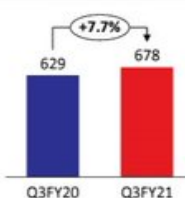
Performance Surfactants



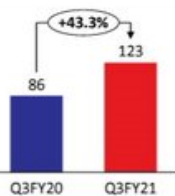
Specialty Care Products



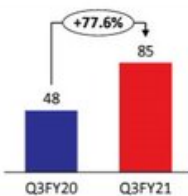
Total Revenue^



EBITDA^



PAT



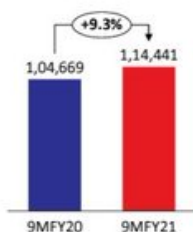
Rs. In Crores

^Includes other income

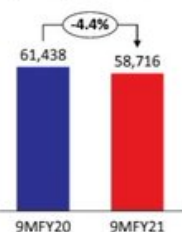
Volume: 9MFY21 Highlights (YoY)

Volume Highlights

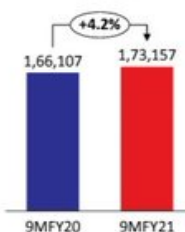
Performance Surfactants



Specialty Care Products



Total Volume



India Market grew by 13.2%



Africa Middle East Turkey grew by 6.3%



Rest of the World de-grew by 10.1%



Volumes growth on the back of improving margins

Performance surfactants 401/387

Speciality 277/242

Total 678/629

PAT 85/48

9mnths fy21 vols

India mkt up 13.3%

Africa & ME Up 6.3%

ROW down -10.1%

9mnth FHs in cr

PS 1292/1187

Speciality 717/759

Total 2009/1946

PAT 223/168

Truly Indian MNC

:Leading mftr of ingredients for home & personal care industry

:preferred supplier for MNC,Regional & local Fmcg

:205+ product grades

: 7 strategic facilities (5 India,1Egypt ,1 US)

: Extensive R&D capacity

: intellectual property- 78 approved,1e applied

1750+ clients

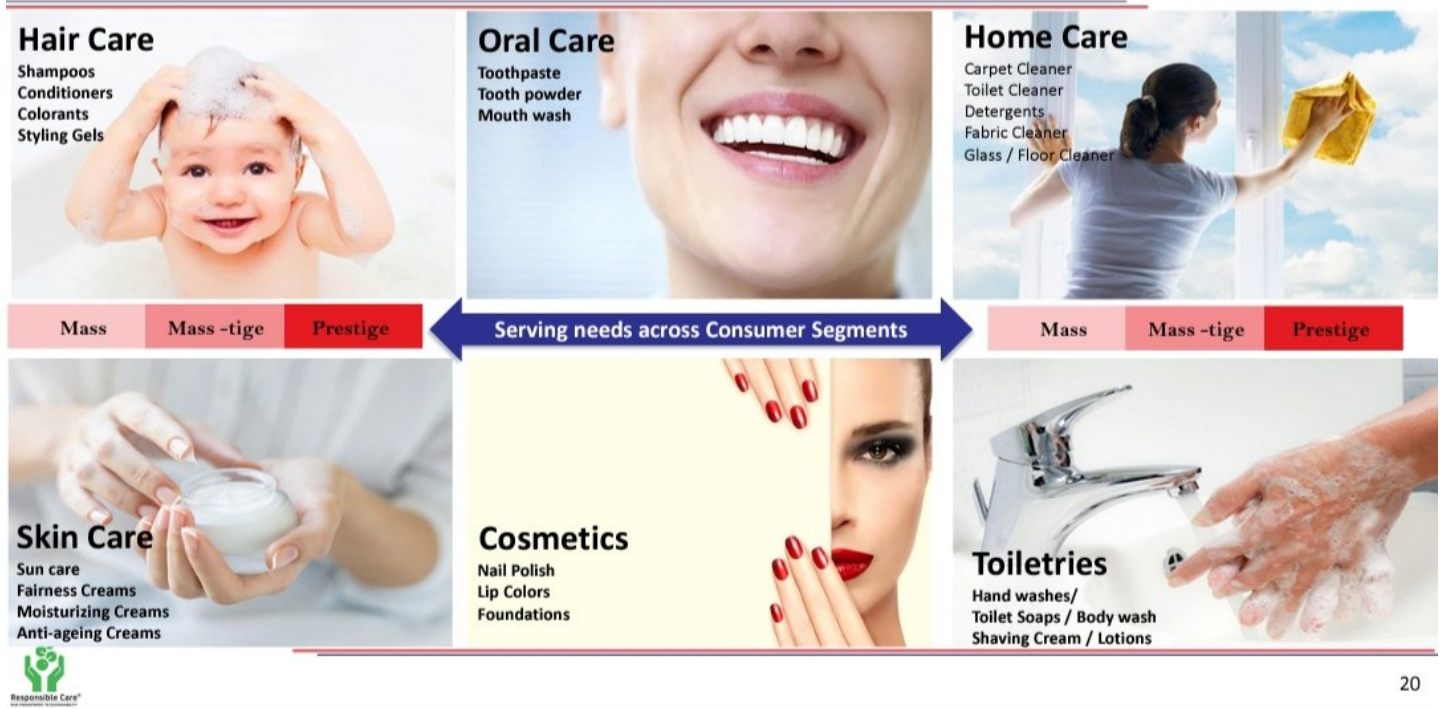
80+ countries

1550+ employees

India's largest mftr of Oleochemical based surfactants & specialty care products for home & personal care

Focus - personal & home care (hair,oral,home,skin,cosmetics,toiletries)

Our focus is Personal & Home Care Segment



Performance surfactants- Anionic & Non-ionic

Speciality care products - Amphoteric ,Cationic ,UV Filters ,preservatives, speciality ingredients ,fatty alkanolamides & fatty acid esters

Rev mix performance(mainly fmcg) vs speciality(oligopolistic player) 64/36%

... with over 205+ Product Offerings

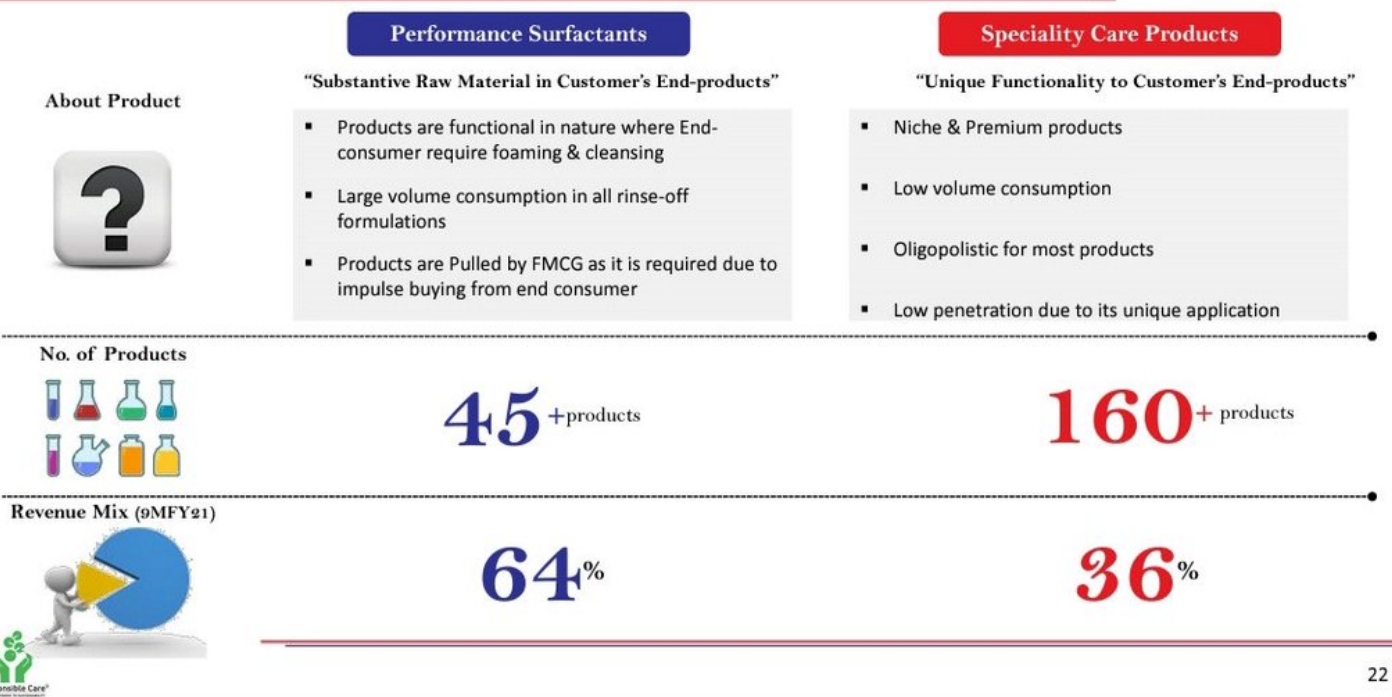


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21

Our Business Segments...



22

Clients - HUL, Dabur ,P&G ,Colgate ,Reckitt, Himalaya ,Emami ,L'oreal, Henkel

Fy20 rev :

MNC 55%

Regional 11

Local & niche 34

Multiple awards from clients - Gold award for its Innovative product TiLS(G) - oil soluble surfactant ,great place to work

Awards & Certifications: True recognition of Capabilities

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	 2018 Long Standing Partner Award Best Reliable Partner Award Best Value Addition Award		
			 "Certificate of Recognition", 2014	 Certificate of Appreciation For valuable association as a Business Partner		
Innovation Zone	 Received Gold Medal for "Galsoft GLU21", Organized by HPCI, ISCC and SOFW	 Iconic Company Indian HPC Industry Association	 "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	 "Great Place to Work" for the Fiscal 2017-2018	 "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"	


Responsible Care®

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Rev in crs
Fy15 1875
Fy20 2602

Ebidta
Fy15 192
Fy20 375

PAT
Fy15 68
Fy20 230

Ebidta per tonne
Fy15 12518
Fy20 16716

Vol growth
Fy15 153374
Fy20 224237

D/E
Fy15 1.1
Fy20 0.4

ROE
Fy15 20.4
Fy20 24.7%

CFO

FY15 41
FY20 316

ROCE
Fy15 18.6
Fy20 23.5%

#galaxysurfactants #Q3marketupdates

Q3 FY21 Cons

Total vol up 7.3% yoy Revenue 677Cr, up 7.7% yoy

EBITDA 122.5 Cr, up 43.3% yoy driven by increasing share of specialty, better product mix & higher capacity utilization PAT
85.2 Cr up 77.6% yoy

Interim Dividend 14Rs

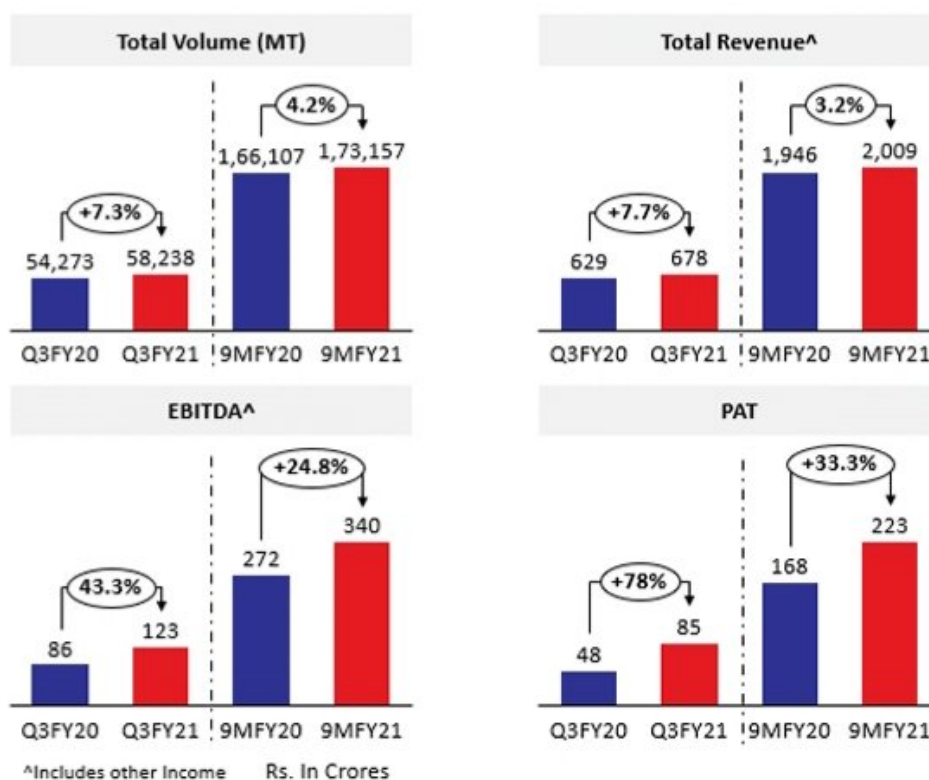
Galaxy Surfactants Limited

Q3 FY21 Consolidated Performance:

- Total volume grew by 7.3% for Q3FY21, on YoY basis
- Total Revenue (including other income) stood at Rs. 677.7Cr, a YoY growth of 7.7% on account of better sales volumes in both Performance Surfactants and Specialty Care business and better sales mix
- EBITDA stood at Rs. 122.5 Cr, YoY growth of 43.3%; driven by increasing share of specialty, better product mix due to new products and higher capacity utilization
- PAT stood at Rs. 85.2 Cr, YoY growth of 77.6%
- The Board has declared interim dividend of Rs. 14 Per Equity share of Face Value of Rs 10 for the financial year 2020-21

Mumbai, 8th February 2021:

Galaxy Surfactants Limited, a leading manufacturer of performance surfactants and specialty care products with over 205 product grades used in Home and Personal Care industry, has announced its financial results for the Quarter & Nine Months ended 31st December 2020.



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