Twitter Thread by TheMarket■



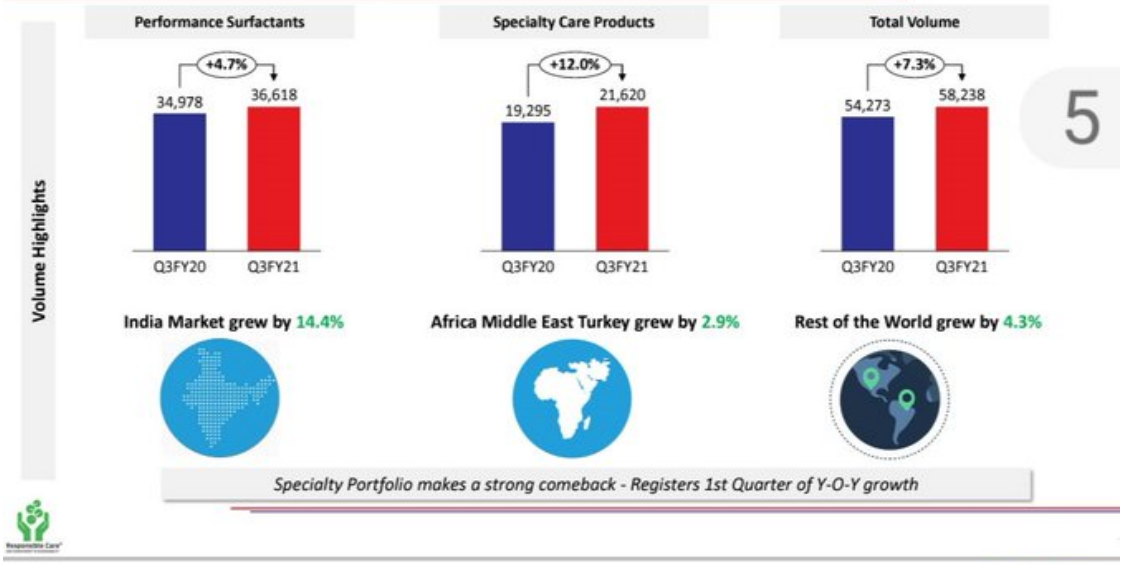
TheMarket■
@BullsforBears

#galaxysurfactants #Q3investorpresentations

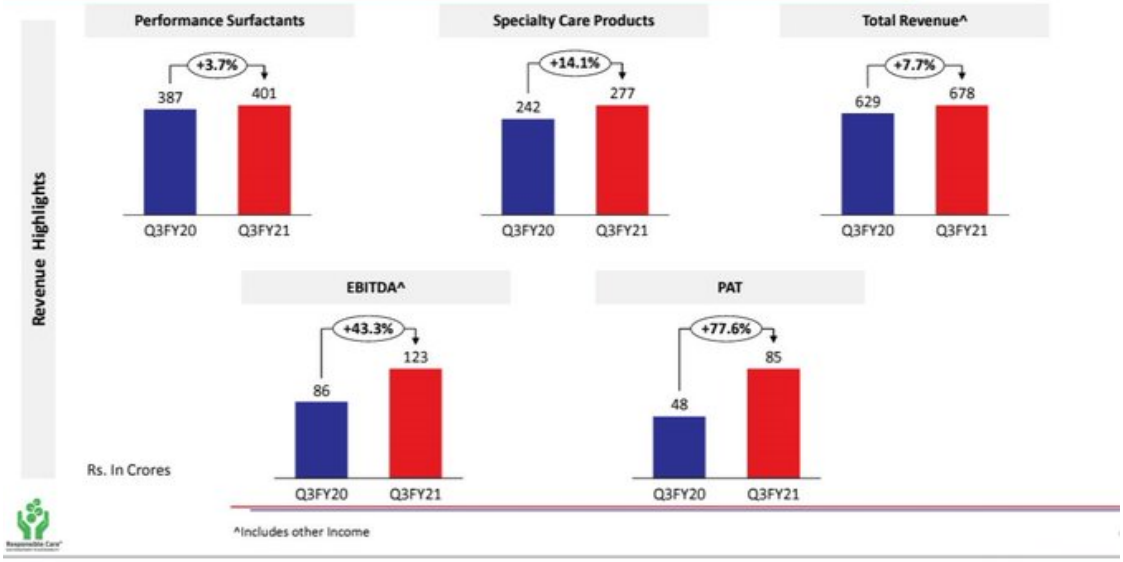
:Q2 momentum spilled into Q3
:Speciality segment double digit growth
:Domestic mkt double digit growth
:Interim dividend Rs 14

Vols Q3fy21/20
Performance surfactants 36618/34978
Speciality 21620/19295
Total 58238/54273

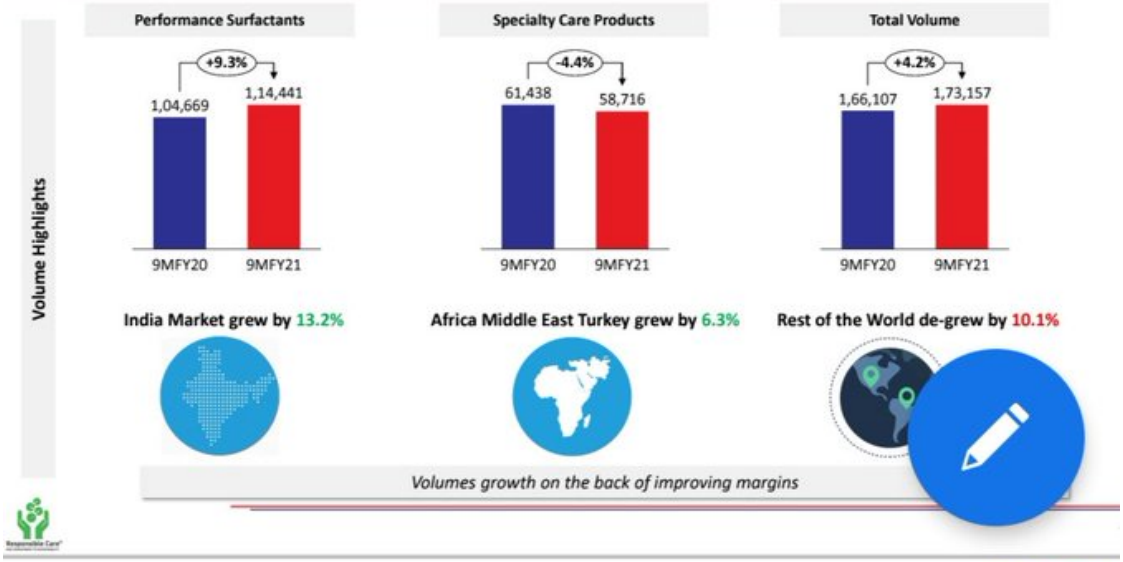
Quarterly Volumes: Q3FY21 Highlights



Q3FY21 Highlights (YoY)



Volume: 9MFY21 Highlights (YoY)



Revenue HLs

Q3fy21/20 in crs

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)



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

Performance Surfactants	Anionic Surfactants	FAES, FAS, LABSA	✓ Foam and Dirt removal properties
	Non-Ionics Surfactants	Ethoxylates	✓ Cosmetics and Personal care products as emulsifiers and solubilisers
Speciality Care Products	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 (OMC, OCN &Others)	✓ Absorb or block the harmful radiation, Mild for the skin with Moisturizing
	Preservatives, Preservative Blends	Phenoxyethanol, Preservative Blends, Surfactant Blends	✓ Reduced toxicity & prevent spoilage
	Speciality Ingredients	Mild Surfactants (MS) , Proteins and Syndet & Transparent Bathing Bar Flakes	✓ MS: Cleanse adequately without compromising basic function of … ✓ Protein: cosmetic industry for conditioning, protection and s… hair/skin, anti-irritancy, moisturization etc
	Fatty Alkanolamides (FA) and Fatty Acid Easters (FAE)		✓ FA & FAE: Foam, viscosity boosters and pearlizer in a formulat…
	Other Care Products	Conditioning Agents, Polyquats & Amine Oxides	✓ Improves the quality of another material also called as moisturizers, conditioning benefits to the hair etc

Consumer Benefits

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

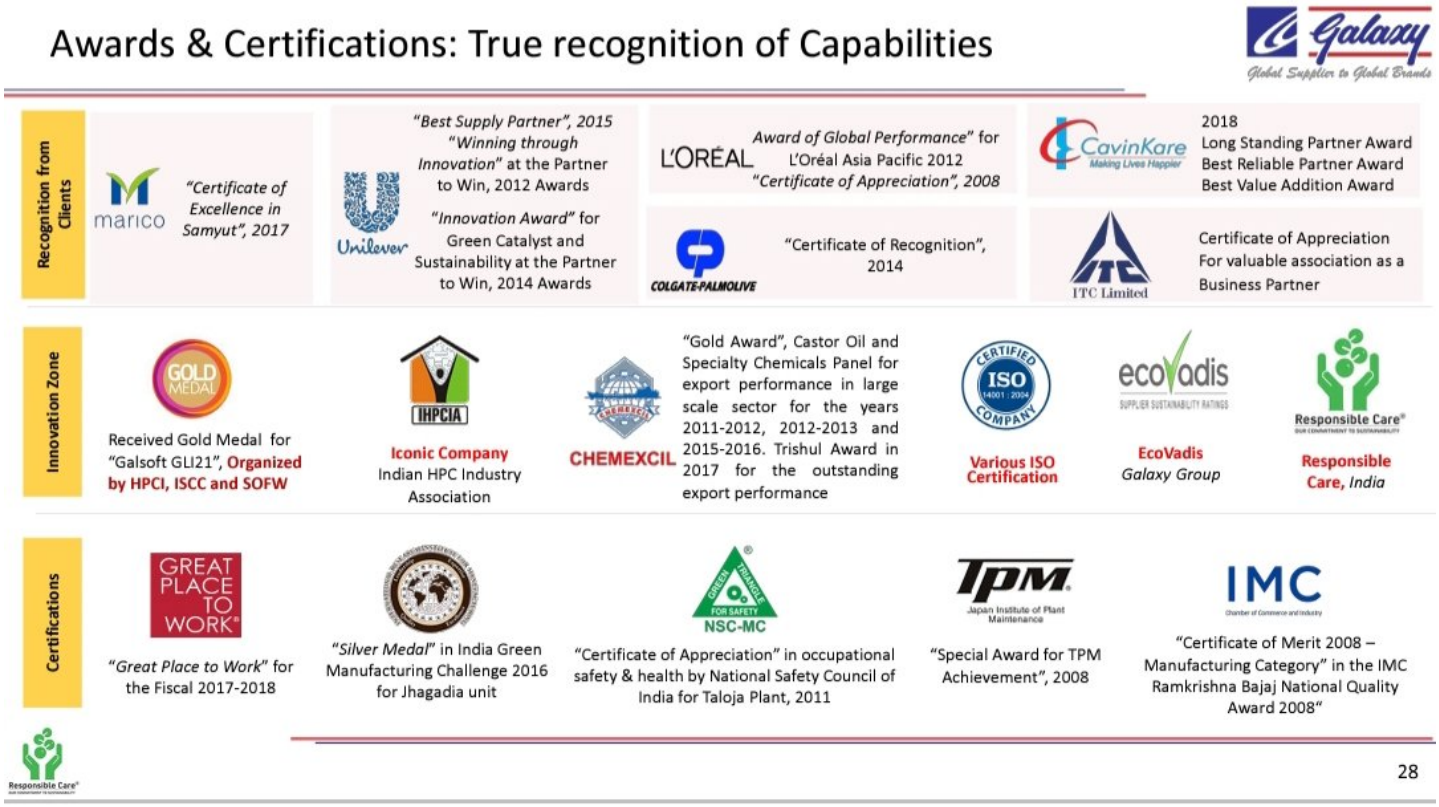
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Our Business Segments…

	Performance Surfactants	Speciality Care Products
About Product	"Substantive Raw Material in Customer's End-products"	"Unique Functionality to Customer's End-products"
	▪ Products are functional in nature where End-consumer require foaming & cleansing ▪ Large volume consumption in all rinse-off formulations ▪ Products are Pulled by FMCG as it is required due to impulse buying from end consumer	▪ Niche & Premium products ▪ Low volume consumption ▪ Oligopolistic for most products ▪ Low penetration due to its unique application
No. of Products	45 +products	160+ products
Revenue Mix (9MFY21)	64%	36%

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



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

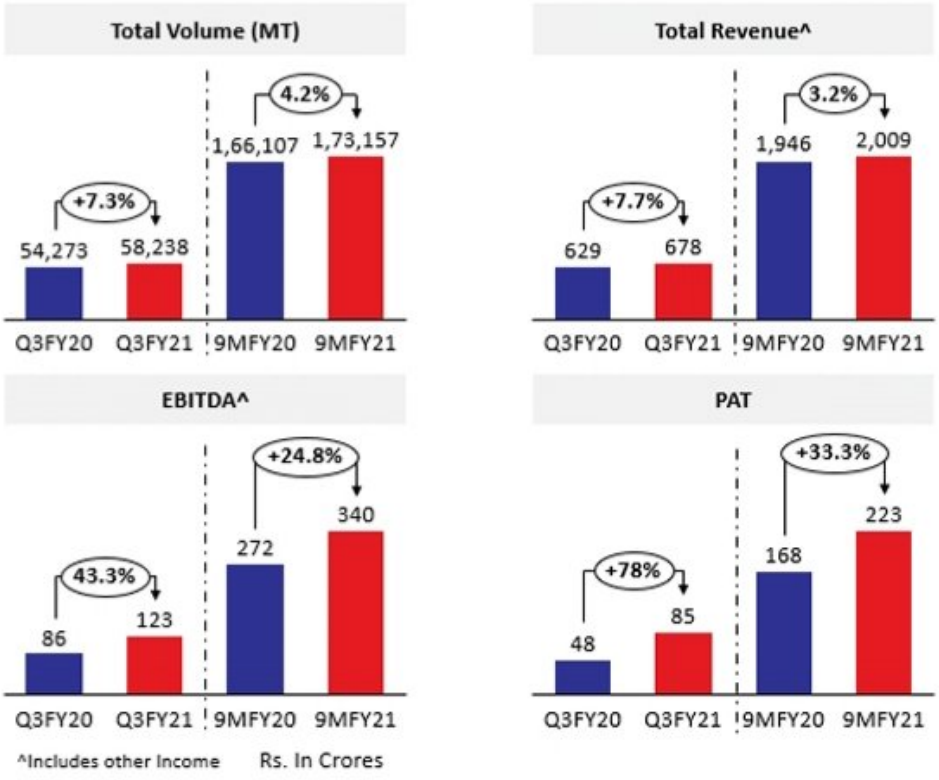
Galaxy Surfactants Limited

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.



^Includes other Income Rs. In Crores

#Q3marketupdates #Q3investorpresentations #Q3updates

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