



# Galaxy Surfactants Ltd.

May 23, 2023

National Stock Exchange of India Limited, Listing Compliance Department 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: Press release on the audited financial results for quarter & year ended March 31, 2023.**

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

Dear Sir/ Madam,

We are enclosing press release on the audited financial results for the quarter & year ended March 31, 2023.

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  
M. No. A20002  
encl: as above

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## Galaxy Surfactants Limited

### **FY23 Consolidated Performance:**

- Total volumes stood at 2,30,785 MT for FY23, down 1.5% YoY basis
- Total Revenue (including other income) stood at Rs. 4,455.1 Cr, a YoY growth of 20.5%
- EBITDA stood at Rs. 578.1 Cr, YoY growth of 39.9%
- PAT stood at Rs. 381.0 Cr, YoY growth of 45.0%

### **Mumbai, 23<sup>rd</sup> May 2023:**

Galaxy Surfactants Limited, a leading manufacturer of performance surfactants and specialty care products with over 210+ product grades used in the Home and Personal Care industry, has announced its audited financial results for the quarter and year ended 31<sup>st</sup> March 2023.

### **Commenting on the performance Mr. U. Shekhar, Managing Director, Galaxy Surfactants Limited said,**

*“This has been a good year for us. While the volume decline is a cause of concern, we do see the situation improving in FY24. The decline in Raw material prices, freight rates and improved availability not only aided our performance in FY23 but shall also enable recovery in demand going ahead in FY24. The India story is here to stay, and we consciously believe this momentum shall continue for years to come.*

*The geopolitical headwinds and strengthening Dollar did impact consumption in Europe and Africa Middle East Turkey; but with the situation slowly but steadily improving on the ground, we see growth in these markets in the coming 1-2 Quarters. In addition, the uptick in premium consumption seen in India was a major positive for our Specialty as well as Performance Surfactants. This further aided our performance this year.*

*To conclude, while global headwinds did impact our volumes adversely this year, we strongly believe the structural story of Home and Personal Care consumption remains intact. FY 2023-24 will be all about sustainable volume-led growth; capitalising on emerging trends through our innovations, growing our existing businesses sustainably and ensuring sustainable volume-led growth for both segments.”*

## Investors Release

### Performance Highlights:

Particulars (Rs. Cr)	Galaxy Surfactants Limited (Consolidated Results)					
	FY23	FY22	YoY%	Q4FY23	Q4FY22	YoY%
Total Revenue*	4,455.1	3,698.2	20.5%	981.5	1,054.1	-6.9%
EBITDA	578.1	413.2	39.9%	141.5	146.2	-3.2%
PAT	381.0	262.8	45.0%	90.5	98.4	-8.0%

\*Includes other income

Particulars	Galaxy Surfactants Limited (Volume Break up)	
	YoY Growth % (FY23 vs FY22)	YoY Growth % (Q4FY23 vs Q4FY22)
<b>Sales Volume</b>	<b>-1.5%</b>	<b>0.6%</b>
ROW	-4.6%	-15.9%
India	9.4%	14.6%
AMET	-11.9%	-2.5%

### FY23 Performance

- Total volumes stood at 2,30,785 MT for FY23 as against 2,34,218 MT in FY22, down by 1.5% YoY
  - Performance Surfactants volume stood at 1,53,126 MT for FY23, up by 2.6% on a YoY basis
  - Specialty Care Products volume stood at 77,659 MT for FY23, down by 8.7% on a YoY basis
- EBITDA/MT stood at Rs. 25,051 for FY23 as against Rs. 17,643 in FY22, a growth of 42.0% on a YoY basis

### Q4FY23 Performance

- Total volumes stood at 57,866 MT for Q4FY23 as against 57,511 MT in Q4FY22, up by 0.6% YoY
  - Performance Surfactants volume stood at 39,625 MT for Q4FY23, up by 11.9% on a YoY basis
  - Specialty Care Products volume stood at 18,241 MT for Q4FY23, down by 17.5% on a YoY basis
- EBITDA/MT stood at Rs. 24,460 for Q4FY23 as against Rs. 25,412 in Q4FY22, a decline of 3.7% on a YoY basis

## Investors Release

### **About Galaxy Surfactants Limited:**

Incorporated in 1986, Galaxy Surfactants Ltd is a leading manufacturer of Performance Surfactants and Specialty Care products with over 210+ product grades. These products are used in consumer-centric Home and Personal care products like hair care, oral care, skincare, cosmetics, soap, shampoo, lotion, detergent, cleaning products etc.

Preferred suppliers to leading MNC's, Regional and Local FMCG brands. Our key customers include Unilever, Reckitt Benckiser, P&G, L'OREAL, Himalaya, Colgate Palmolive, CavinKare etc.

Company has its manufacturing facilities located in India (5), Egypt (1) and USA (1).

For more information about the company, please visit our website [www.galaxysurfactants.com](http://www.galaxysurfactants.com)

### **Safe Harbor:**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

### **For further details please contact:**

Company	Investor Relations Advisors
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