



## Issue Highlights

Issue opens: **Monday, January 29, 2018**  
Issue closes: **Wednesday, January 31, 2018**  
Price Band: **Rs. 1470/- to Rs. 1480/-**  
Bid Lot: **10 Equity Shares and in multiples thereafter**  
Face Value: **Rs.10/-**  
Listing: **BSE & NSE**  
Registrar: **Link Intime India Private Limited**

Lead Manager: **Findoc and Others**  
Issue Size: **6,331,674 Equity Shares**  
**(Rs. 930.75 Crs – Rs. 937.08 Crs)**

### Offer Break up:

Category	Allocation	Issue Size at Lower Band (In Crs.)	Issue Size at Upper Band (In Crs.)
QIB	50%	465.37	468.54
NIB	15%	139.61	140.56
Retail	35%	325.76	327.98
Total	100%	930.75	937.08

## Business Overview

Galaxy Surfactants Limited is one of India's leading manufacturers of surfactants and other speciality ingredients for the personal care and home care industries. Its products find application in a host of consumer-centric personal care and home care products, including, inter alia, skin care, oral care, hair care, cosmetics, toiletries and detergent products.

Since its incorporation in 1986, it has significantly expanded and diversified its product profile, client base and geographical footprint. Its customers include some of the leading multinational, regional and local players in the home and personal care industries. Currently, its product portfolio comprises over 200 product grades, which are marketed to more than 1,700 customers in over 70 countries.

The products are organized into the following product groups:

- **Performance Surfactants:** Its portfolio of performance surfactants comprises over 45 product grades, and includes anionic surfactants and non-ionic surfactants; and
- **Speciality Care Products:** Its Speciality Care Products group comprises over 155 product grades, and includes amphoteric surfactants, cationic surfactants, UV filters, preservatives, preservative blends and surfactant blends, speciality ingredients such as mild surfactants, syndet and transparent bathing bars and proteins, fatty alkanolamides and fatty acid esters, and other care products.

### Promoters

Mr. Unnathan Shekhar, Mr. Gopalkrishnan Ramakrishnan, Mr. Sudhir Dattaram Patil And Mr. Shashikant Shanbhag

### Object of the Issue

The objects of the Offer are to achieve the benefits of listing the Equity Shares on the Stock Exchanges and the sale of Equity Shares by the Selling Shareholders. Further, the Company expects that listing of the Equity Shares will enhance its visibility and brand image and provide liquidity to its existing Shareholders. The listing of the Equity Shares will also provide a public market for the Equity Shares in India.

### Peer Group Company

There are no listed entities whose business portfolio is comparable with that of its business and comparable to its scale of operations.

### Summary Statement of Profit and Losses, as restated (Rs. In Million)

Particulars	Six Month Ended September 30, 2017	Year Ended March 31, 2017
Total Income	11,972.77	21,717.00
Total Expenditure	10,915.75	19,674.13
Profit Before Tax	1,057.02	2,042.87
Profit after Tax	751.64	1,463.06
EPS (Basic)	21.20	41.27
EPS (Diluted)	21.20	41.27
RONW	12.45	28.68

### Retail Payment Chart

Issue Dates: 29-Jan-18 to 31-Jan-18

Cut off Price : ₹1480 Per Share

No. of Shares	Amount	No. of Shares	Amount
10	14800	80	118400
20	29600	90	133200
30	44400	100	148000
40	59200	110	162800
50	74000	120	177600
60	88800	130	192400
70	103600		

Event	Indicative Date
Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about February 5, 2018
Initiation of refunds (if any, for Anchor Investors) / unblocking of funds from ASBA Account	On or about February 6, 2018
Credit of Equity Shares to demat accounts of Allottees	On or about February 7, 2018
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about February 8, 2018

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