

Date: 14/02/2019

To,
BSE Limited
P.J.Towers, Dalal Street,
Mumbai - 400 001

Scrip Code: 505509

To,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex,
Bandra (East),
Mumbai- 400 051
Scrip Code: RESPONIND

Sub: Press Release- Financial Result

Dear Sirs,

We are pleased to enclose a copy of the press release on the Unaudited Financial Result (Standalone) of the Company for the quarter and nine months ended 31 December, 2018.

The above is for your information and records.

Thanking You

Yours faithfully,
For **Responsive Industries Limited**



Ruchi Jaiswal
Company Secretary & Compliance Officer



Encl: as above

PRESS RELEASE

Responsive Industries Limited
Q3 FY19 Results

EBITDA Margin maintained at 23%
Launch of new Luxury Vinyl Tile product (Impact)

Mumbai, February 14th, 2019: Responsive Industries Ltd., a leading Vinyl Flooring and Synthetic Leather manufacturer, has declared its standalone unaudited financial results for the quarter and nine months ended, December 2018.

Financial Highlights:

- Total revenues are at Rs. 116.12 Crore in Q3FY19 as against Rs. 273 Crore in Q3FY18, reduced on exit of low margin business and on account of project delays in domestic contract flooring business.
- EBITDA is increased to Rs. 27.20 crore in Q3FY19 as against Rs. 25.19 Crore in Q3FY18, grown by 8%.
- EBITDA margin is increased to 23% in Q3 FY19, when compared to 9% in Q3FY18, which is increase of 2.5 times.
- Net Profit is increased to Rs 7.58 crore in Q3FY19, as against Rs 5.99 crore in Q3FY18, registered a growth of 26.5%.

Launch of Impact (Luxury Vinyl Tile)

Responsive Industries Limited is pleased to announce a launch into a new product category called Luxury Vinyl Tile which is a \$15-18 billion global market. This global market is expected to grow at a CAGR of 13-14% over the next five years.

Responsive is the first Indian manufacturer for luxury vinyl tile with plans to expand both capability and capacity in the coming quarters. The name of the product is Impact Rigid Core, and is a modular click system flooring which is completely waterproof. It is meant to replace traditional flooring categories such as carpet tiles, vitrified tiles, wooden flooring, and ceramic tiles.

Business Highlights

- We are building on our strategy of focusing on high margin segment and have expanded our sales team, specification outreach, and project pipeline to the tune of 500 cr. in the next 2-3 quarters.

- Responsive vinyl flooring has been specified by numerous central government agencies such as CPWD, NBCC and ESIC for use in its healthcare projects.
- Foray into the B2C segment with the launch of Impact, Rigid Core. Company plans to have 300-500 retail partner outlets in the next 2-3 quarters for the residential segment.

Commenting on the results, **Mr. Rishabh Agarwal, Managing Director redesignated Non-Executive Chairman**, said, “This quarter has seen a downturn in revenue primarily due to the non-completion of construction projects in the domestic markets. Projects have mostly been delayed due to severe liquidity crunch being faced by the project owners.

However, the focus on high-margin sales has yielded EBITDA margins in line with previous 2 quarters and a sustained effort from our team has built a significant order book, Also, with the launch of our Luxury Vinyl Tile, we have started to build a retail brand whose results will start materialising in the coming quarters ”

About the Company:

Responsive Industries Ltd. is a leading global manufacturer of polyvinyl chloride (PVC) based products. The Company is among the leading four producers of vinyl flooring internationally and the largest Indian producer of PVC flooring and synthetic leather cloth. Responsive serves multiple industries like healthcare, hospitality, transportation, IT and telecom, retail, education, sports infrastructure and real estate. It has sales to 65 countries and has a wide network of over 300 retailers spread across India

Safe Harbor Statement

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.

