

Date: 17/10/2018

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

Scrip Code: 505509

To,  
National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> 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 of the Company for the quarter and half year ended 30 September, 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**  
**Q2 FY19 Results**

**PAT increased by 11.66 times to Rs. 18.4 crore on YoY basis**  
**EBITDA Margin improved significantly to 22.14%**  
**Duly Discharge of Term Loan ECB**

**Mumbai, October 17, 2018:** Responsive Industries Ltd., a leading Vinyl Flooring and Synthetic Leather manufacturer, has declared its standalone unaudited financial results for the quarter and half year ended September, 2018.

**Financial Highlights:**

- Total revenues were at Rs. 229.16 Crore in Q2FY19 as against Rs. 183.48 Crore in Q2FY18, grown on account of high margin flooring business.
- EBIDTA was at Rs. 50.73 crore in Q2FY19 as against Rs. 24.96 Crore in Q2FY18, grown by 103% on YoY basis.
- EBITDA margin has increased to 22.14% in Q2FY19 as compared to 13.61% in Q2FY18, grown by 853 basis points.
- Profit after tax (PAT) was at Rs 18.40 crore in Q2FY19, as against Rs 1.45 crore in Q2FY18, registered a significant growth of 11.6 times.

**Duly Discharge of Term Loan (ECB)**

Responsive Industries Limited is pleased to announce that as of September 30, 2018, it has paid in full/discharged its External Commercial Borrowings (ECB) Term Loan facility. The Original value of the ECB Term Loan at its inception on 11 June, 2011 was 73.49 USD Million. As on date Responsive Industries Limited is a zero long-term debt Company.

**Business Highlights**

- We are building on our strategy of focusing on high margin segment and have expanded our Sales from Q1FY19 by 5%.
- Net profit for Q2FY19 increased by 11.6 times on YoY basis led by higher margins and low depreciation & interest costs.
- Significant opportunity to supply Vinyl Flooring to new announced healthcare infrastructure under the Central Government "National Health Protection Scheme" (NHPS).



- Company launched Luxury Vinyl Tiles, which is going to change the wooden flooring market in the country. This is complete replacement to wooden flooring and it has similar qualities of wooden flooring like sound, look and feel of the flooring and doesn't have the problems of wooden flooring like water and pest related problems.
- Reduction in import has increased the demand for locally produced Vinyl Flooring and Synthetic Leather.

Commenting on the results, **Mr. Rishabh Agarwal, Managing Director**, said, "We are very happy to continue to deliver operational performance and are seeing the fruits of the shift in our business model. We expect to continue to build our sales and distribution network and further increase our market penetration.

We believe that the margins for the product are sustainable and are confident of continuing our performance as the brand continues to grow.

### **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.

