

PAT GROWTH OF 117% IN FY19 ON Y-o-Y BASIS
CORE EBIDTA MARGIN IMPROVED BY 8% IN FY19
EPS GROWTH OF 116%

Mumbai | Friday, 24th May 2019: Responsive Industries Ltd. (Responsive), a leading Vinyl Flooring and Synthetic Leather Manufacturer has announced its results for the quarter and year ended March 31, 2019. Below are the key highlights of Financial Results:

Standalone Results – FY19 vs FY18

- Revenue declined by 43% due to shift in focus to high margin products
- Core EBIDTA Margin increased by 844 bps to 16.92% due to better contribution from high value added products segment.
- PBT increased by 80%
- PAT increased by 117%
- EPS increased by 116 %

Consolidated Results - FY19 vs FY18

- Revenue declined by 39%
- Core EBIDTA Margin increased by 608 bps to 14.89%
- PBT increased by 113%
- PAT increased by 215%
- EPS increased by 166%

Balance Sheet Highlights (Consolidated basis) – FY19 vs FY18

- Net-worth has increased to Rs. 922 Crores in FY19 from Rs. 897 Crores in FY18.
- **Zero Long term Debt Company**

Dividend

- The board of directors has recommended the final dividend of Rs. 0.12 per share (12% of face value Re.1 per share)

New product: IMPACT (Luxury Vinyl Tile)

- **India**
 - Launched IMPACT in 2019
 - Gaining market attention on account of its uniqueness and durability vis-à-vis cost.
 - Replacing the market demand for Carpet Tiles, Wooden Flooring, Ceramic Tiles, etc.
- **UAE**
 - Setting up a manufacturing unit in UAE primarily to serve the Export markets
 - The strategic location will help geographical hedge.

Management Comments

Commenting on the results, Mr. Rishabh Agarwal (Non-Executive Chairman) said "In line with our strategy, we have been successful in shifting focus to high value-addition product lines. Although this has resulted in decline in revenue; it has not only doubled the core EBITDA margins to 16.9%, the absolute PAT has also increased to Rs. 28 crores compared to Rs. 13 crores in FY18.

Our new and innovative product 'IMPACT' under Luxury Vinyl Tile category will be a major growth driver for us. It will enhance our international footprint; create a pull factor for existing product lines and open B2C opportunities"

About Responsive Industries Ltd. (Responsive)

Responsive 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. The Company serves multiple industries like healthcare, hospitality, transportation, IT and telecom, retail, education, sports, infrastructure and real estate. The Company exports the products to over 70 countries across the globe and has a wide network of over 300 active distributors 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.

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