



We listen. We're responsive.

Date: 07.11.2019

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 Results

Dear Sirs,

We are pleased to enclose a copy of the press release on the Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter and half year ended September 30, 2019.

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

RESPONSIVE INDUSTRIES LIMITED

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CIN NO. L65100MH1982PLC027797

Net Profit increased by 168 % (Q-o-Q)

Mumbai | 7th, November, 2019: Responsive Industries Ltd. (Responsive), the nation's leading Vinyl Flooring and Synthetic Leather Manufacturer reported INR 247 crore in Revenue from operations for the half year ended 30th September, 2019, and INR 124 crore in the second quarter of the current financial year, and the EBITDA stood at INR 32 crore **clocking a growth of 17.79%, over the previous quarter of the same financial year.** The growth in EBITDA and Net Profit is attributable to better contribution from high value added products and efforts towards up-gradation of flooring options to provide world-class experience of 'Make in India' products keeping value-creation in mind.

Business Update:

Responsive leads in the new age manufacturing technology of Luxury Vinyl Tile (LVT) by launching its own brand **IMPACT** in India. Luxury Vinyl tiles have been changing the landscape of flooring business across the globe from past few years. Responsive has brought this revolutionary product to India, making it the only LVT manufacturer in India.

IMPACT is the 'Ready-to-fit' durable, quick, flooring solution in this ever evolving millennial world, addressing all the challenges of the traditional flooring method in cost effective manner. **IMPACT - 'A Better Floor', has seen fast adoption in esteemed global hospitality brands such as Taj, Radisson, JW Marriott, Westin, etc. and they have now become part of our institutional clientele.**

We recently launched **IMPACT Carpet Touch®**, a high performance carpet poised to change the Flooring Industry.

The above examples demonstrate Responsive's success for IMPACT in the vast residential, hospitality and office segments and assured the Company's belief in the product, which will establish Responsive as the leading global player in the flooring industry.

Financial Update:

Consolidated Results – Q2 FY20

- Responsive reported consolidated revenue of INR 151.47 crore in the second quarter of this fiscal year
- The EBIDTA Margin scaled up to 21.44% at INR 32.47 crore
- The company reported Profit before Tax of INR 15.82 crore and Profit after Tax of INR 18.37 crore
- The (non- annualized) EPS of the company is INR 0.71 for the quarter

Standalone Results – Q2 FY20

- Responsive reported revenue of INR 124 crore in the second quarter of this fiscal year
- The Core EBIDTA Margin stood at 25.62% at INR 31.82 crore
- The company reported Profit before Tax of INR 17.29 crore and Profit after Tax of INR 19.46 crore
- The (non- annualized) EPS of the company is INR 0.73 for the quarter.

Business Strategy:

Responsive's new business strategy is to focus on fast growing consumer market in India, in both residential and commercial spaces. Our brand 'IMPACT – hard inter locking tiles' is setting a future trend of the flooring industry because of the vast advantages vis – a – vis traditional alternatives.

The new business focus has started to yield results with **growth in EBITDA and Net Profit in the current quarter. These trends have strengthened our belief in our strategy.** The management has continued to stay committed on its focus on re-engineering the Company's operations to provide better flooring to the customers.

Rishabh Agarwal, Non-executive Chairman, Responsive Industries Ltd-

“Responsive posted steady sales growth for the second consecutive quarter, demonstrating the continuing effectiveness of the various new product initiatives we have been implementing over the last year. It also reflects a conscious decision by the Group to be more selective in our mix of business in order to improve profitability and cash generation.

‘IMPACT’ - A better floor, is going to be the growth driver with regard to increased margins in the future. We are dedicated to deliver great value to all our stakeholders who have entrusted their faith in us. Despite a challenging environment, we remain focused on achieving our full-year financial targets. As a testimony to our growth commitment, not only have we reported a good quarter but also have declared an interim dividend to reward our shareholders”

About Responsive Industries Limited (Responsive)

Responsive is a leading global manufacturer of Vinyl Flooring, Luxury Vinyl Tiles & Synthetic Leather. 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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