



We listen. We're responsive.

Date: August 05, 2020

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

Dear Sirs,

We are pleased to enclose a copy of the press release on audited financial results for the year ended March 31, 2020 and business operations of the Company.

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

Mahagaon Road, Betegaon Village,
Boisar (East), Tal. Palghar, Dist.
Thane 401 501, Maharashtra, India.

www.responsiveindustries.com

T: +91 22 6656 2727 / 2704

F: +91 22 6656 2799

E: enquiry@responsiveindustries.com

CIN NO. L65100MH1982PLC027797



We listen. We're responsive.

Press Release

Mumbai | August 05, 2020: Responsive Industries Ltd. (Responsive), the nation's leading Vinyl Flooring and Synthetic Leather manufacturer reported INR 434 Cr. in Revenue from Operations for the year ended March 31, 2020 and INR 26.87 Cr. for the current financial year, and the EBITDA stood at INR 105 Cr.

Due to COVID-19 pandemic health crisis governments were forced to enforce lock-downs of all economic activity and the impact has been felt across all sectors, especially building materials and activities related to construction.

The disruption from COVID-19 has revealed some big opportunities for the Company from the disruption of traditional supply chains. With the renewed focus of "Made in India" products through the Atmanirbhar Bharat schemes, Responsive is poised to make strong gains in the domestic market in public sector contracts. In addition, the geopolitical realignment of India away from Chinese supply chain is an additional opportunity as most of the imported luxury vinyl tiles in India are of Chinese origin. This reality renews the spotlight on Responsive as the only viable domestic manufacturer of both vinyl flooring and luxury vinyl tiles.

Another opportunity that has emerged is the disruption of the US-China supply chain and the need for major US importers to find alternatives. Combine this fact with the growing Indo-US cooperation, Responsive has seen an extremely keen interest from US supply chain to source from India.

In addition, Responsive Industries has successfully completed major projects in health sector especially urgent Covid 19 isolation facilities. We have supplied our specialized anti-bacterial vinyl flooring for the 10,000 bed facility to Radhya Swami Satsang, New Delhi, one of the largest Covid 19 isolation facility in India. In addition, we have supplied vinyl flooring to NESCO, MMRDA and WIPRO facilities in Mumbai and Pune. We are also proud of the Indian Railways to facilitate converting railways coaches to Covid isolation centers where again our vinyl flooring was used.

Therefore, despite the short-term challenges of COVID-19, the Company has extremely strong growth prospects and looks to emerge stronger from the crisis.

RESPONSIVE INDUSTRIES LIMITED

Mahagaon Road, Betegaon Village,
Boisar (East), Tal. Palghar, Dist.
Thane 401 501, Maharashtra, India.

T: +91 22 6656 2727 / 2704

F: +91 22 6656 2799

E: enquiry@responsiveindustries.com

www.responsiveindustries.com

CIN NO. L65100MH1982PLC027797



We listen. We're responsive.

Financial Update:

Consolidated Results – FY20

- Responsive reported consolidated revenue of INR 533 crore in this financial year
- The Core EBIDTA Margin stood at 24% at INR 126 crore
- The Company reported Profit before Tax of INR 26.50 crore and Profit after Tax of INR 24 crore
- The EPS of the company is INR 0.92 for the year

Standalone Results – FY20

- Responsive reported revenue of INR 434 crore in this financial year.
- The Core EBIDTA Margin stood at 24% at INR 105 crore.
- The Company reported Profit before Tax of INR 26.87 crore and Profit after Tax of INR 24.72 crore.
- The EPS of the company is INR 0.93 for the year

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.

RESPONSIVE INDUSTRIES LIMITED

Mahagaon Road, Betegaon Village,
Boisar (East), Tal. Palghar, Dist.
Thane 401 501, Maharashtra, India.

T: +91 22 6656 2727 / 2704

F: +91 22 6656 2799

E: enquiry@responsiveindustries.com

www.responsiveindustries.com

CIN NO. L65100MH1982PLC027797