

May 28, 2024

BSE Limited

Corporate Relationship Manager,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Scrip Code: 505509

National Stock Exchange of India Limited

Exchange Plaza, C - 1, Block G,
Bandra-Kurla Complex,
Bandra (East),
Mumbai - 400 051
Stock Symbol: RESPONIND

Sub: Announcement under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Submission of Media Release on Audited Financial Results for quarter and financial year ended March 31, 2024

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Media Release on Audited Financial Results for quarter and financial year ended March 31, 2024.

The same is also made available on the website of the Company at www.responsiveindustries.com.

Kindly take the same on record and acknowledge receipt.

For **Responsive Industries Limited**



Mohini Sharma
Company Secretary & Compliance Officer

Encl: as above

RESPONSIVE INDUSTRIES LIMITED

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CONSOLIDATED RESULTS FOR QUARTER / YEAR ENDED 31st MARCH, 2024

- Annual Consolidated Net Profit Grew More Than Fivefold to ₹161.26 Crores, Up 561.17% Y-o-Y
 - Annual Consolidated EBITDA at ₹261.25 Crores, Up 107.36% Y-o-Y
 - Annual Consolidated EPS at ₹6.05 Per Share, Up 564.84% Y-o-Y

Mumbai, May 28th, 2024 — Responsive Industries Limited, a leading India-based manufacturer of Luxury Vinyl Plank (LVP), SPC Floors, Resilient Sheet Vinyl, Synthetic Leather, Synthetic Ropes and Waterproofing Membrane, has announced its financial performance for the fourth quarter and year ended on March 31st, 2024.

FY24 Results:

Particulars (₹ Cr.)	FY23	FY24	% Change
Revenue	973.66	1,086.97	11.64%
EBITDA	125.99	261.25	107.36%
EBITDA Margin	12.94%	24.03%	-
Net Profit After Tax	24.39	161.26	561.17%
Net Profit After Tax Margin	2.50%	14.84%	-

4th Quarter Results:

Particulars (₹ Cr.)	Q4FY23	Q3FY24	Q4FY24	YoY
Revenue	237.15	267.27	288.19	21.52%
EBITDA	44.46	67.93	75.74	70.36%
EBITDA Margin	18.75%	25.42%	26.28%	-
Net Profit After Tax	22.74	44.71	45.87	101.72%
Net Profit After Tax Margin	9.59%	16.73%	15.92%	-

Key Highlights:

1. **Profitability:** The company's EBITDA showed robust growth, reaching **₹261.25 Crores (107.36%)** for the year ended **March 31st, 2024** showcasing the company's commitment and focus on margin accreditive products. **EBITDA for Q4** increased by **70.36%** on **YoY basis** to **₹75.74 Crores**, this growth is clearly demonstrated by the faith of our customers, creation of new product segments and inroads into established markets.

2. **Net Profit:** Responsive Industries continues its strong positioning by clocking a **Net Profit of ₹161.26 Crores (an increase of 561.17%)** for the FY24. **Net Profit for Q4** has increased by **101.72% (₹45.87 Crore vs. ₹22.74 Crore)** on YoY basis.
3. **Earning Per Share:** EPS for FY24 is at **₹6.05** per share as against **₹0.91** for FY23, an annualised growth of **564.84%**.
4. **Customer Acquisition:** Responsive has become the preferred supplier of flooring products to many customers worldwide and continues to acquire new ones based on the goodwill and quality of its products.
5. **New Market Expansion:** Responsive Industries has been able to enter new markets globally and has established itself as a top source for materials.

Commenting on the business performance, Mr. Rishabh Agarwal, Non-Executive Director & Chairman, Responsive Industries Limited said,

"We are thrilled to announce another year of **Robust Growth** and **Strong Financial Performance**. Our consistent focus on **Innovation, Quality, and Customer Satisfaction** has driven us to new heights. As we move forward, we remain committed to expanding our market presence. We're seeing **all our Business Verticals Firing on all Cylinders** now. This **Strong Revenue Growth** across the board is a testament to our team's **Dedication and our Strategic Focus on Diversification**. We're excited to keep this **Momentum Going** and deliver even **Greater Value** to our **Stakeholders**.

The company saw its **SPC/LVP floor segment grow the fastest** and helped capture market in the United States of America. Responsive now has a **strong presence** in a large number of **stores across the USA**.

In the current **Global Scenario**, we are the **Preferred Diversification Option** for most customers across the world. The increased energy prices across Europe also helped company increase its presence.

The Company is under final stages of negotiations with **New Customers** that should enable guide the strong growth over the **Next Multiple Quarters**. We hope to continue our status as a **Zero-Debt company**.

As I have mentioned before, we are **Exceptionally Proud** of **Responsive Industries' performance in FY24**. These financial results are a testament to the **Dedication and Hard Work** of our team. As we move forward, we **Remain Committed** to our **Core Values of Innovation, Sustainability, and Exceptional Service** to our customers. We are confident that **Responsive Industries is Well-Positioned for Continued Success and Growth in the Future**", added Mr. Agarwal.

About Responsive Industries Limited

Responsive Industries is a well-established company with over 3 decades of experience in manufacturing, marketing, and distributing a wide range of products, including luxury vinyl planks, resilient vinyl sheet, synthetic leather, synthetic ropes, and waterproof membrane. They operate within five product verticals, each catering to different industries. They are the largest vinyl flooring player in India and have a US subsidiary for distribution and customer service. The company's leadership is in the hands of a second-generation entrepreneur with 15 years of experience in the vinyl flooring business, holding a degree in Mechanical Engineering and Business Administration. Their products, such as Luxury Vinyl Plank and synthetic leather, find applications in various industries, including residential and commercial spaces, healthcare, transportation, and more. This diverse product portfolio and industry presence make Responsive Industries a significant player in its field, with a strong focus on quality and innovation.

Disclaimer:

Certain statements that are made in the Media Release may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in the economic environment in India and overseas, tax laws, inflation, litigation, etc. Actual results might differ substantially from those expressed or implied. Responsive Industries Ltd. will not be in any way responsible for any action taken based on such statements and discussions; and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances. Some expressions may sound superlative, every person reading the statements and press release is expected to correlate the same with numbers and find out for themselves. Actual results may vary based on various factors and market conditions.

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