

December 23, 2025

<b>BSE Limited</b> Corporate Relationship Manager, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 <b>Scrip Code: 505509</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, C - 1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051 <b>Stock Symbol: RESPONIND</b>
---	---

**Sub: Submission of Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR Regulations 2015")**

Dear Sir/ Madam,

In terms of Regulation 30 of SEBI LODR Regulations, 2015, we enclose herewith Investor Presentation of the Company.

The said investor presentation is also placed on the website of the Company at [www.responsiveindustries.com](http://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**

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

[www.responsiveindustries.com](http://www.responsiveindustries.com)

T: +91 22 6656 2727 / 2704

F: +91 22 6656 2799

E: [enquiry@responsiveindustries.com](mailto:enquiry@responsiveindustries.com)

CIN NO. L65100MH1982PLC027797


RESPONSIVE 

# Responsive

## Industries Ltd.

Investor Presentation  
December 2025





# Table of Content

01

**Business Overview**

02

**Quarter Update**

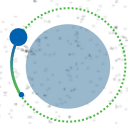
03

**Annexure**



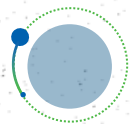
# Business Overview





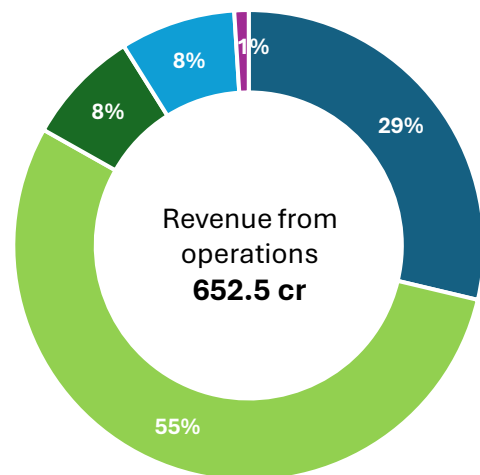
## Responsive Industries Limited (RIL)

is a leading India - based manufacturer of polyvinyl chloride (PVC) and polymer-based products, primarily engaged in manufacturing and selling a wide range of PVC articles.



India's only vinyl flooring manufacturer with a fully diversified portfolio—Vinyl Sheet (contract, semi-contract & transport) and Vinyl Planks (SPC, LVT & loose lay)—supported by a fully backward-integrated plant producing in-house films, wear layers, and décor papers.

Revenue by Product (1H FY2026)



- Vinyl Sheet
- Synthetic Cloth
- Waterproofing membranes
- Vinyl Planks
- Synthetic Ropes

**Responsive** is the only Indian vinyl flooring manufacturer with an export-ready, fully integrated platform.

30+

years experience

2

manufacturing facilities in India and China

12,500 MT

per month capacity

25+

industries served

1,000 +

Institutional and Retail Accounts

Export to 70+ countries

₹39 Cr

Free Cash Flow in 1H FY26

39.0%

3-year EBITDA CAGR

8x PAT

growth over FY23-25

5,000+

SKUs

5,000+

Projects Completed

14.8%

RoE

A Platform Built for Stability at Home and Scale Abroad

## Infrastructure Leverage :

Fully built manufacturing backbone enabling rapid growth without incremental capex.

## U.S. LVP Opportunity:

High-margin U.S. market offering significant expansion potential and exponential upside.

## Brand Expansion:

Growing B2C focus through own brands (ALLURE, TRANQUIL, BELLISIMO, RESONATE) driving higher visibility and revenue contribution.

01



### India Stability :

A stable domestic base supported by a sticky institutional ecosystem and >1,000 institutional + retail accounts with predictable, recurring demand.

02



03



### Export Diversification::

₹247 Cr of exports in FY25 — with 41% from the U.S. — providing strategic optionality and strengthening global positioning.

04



05



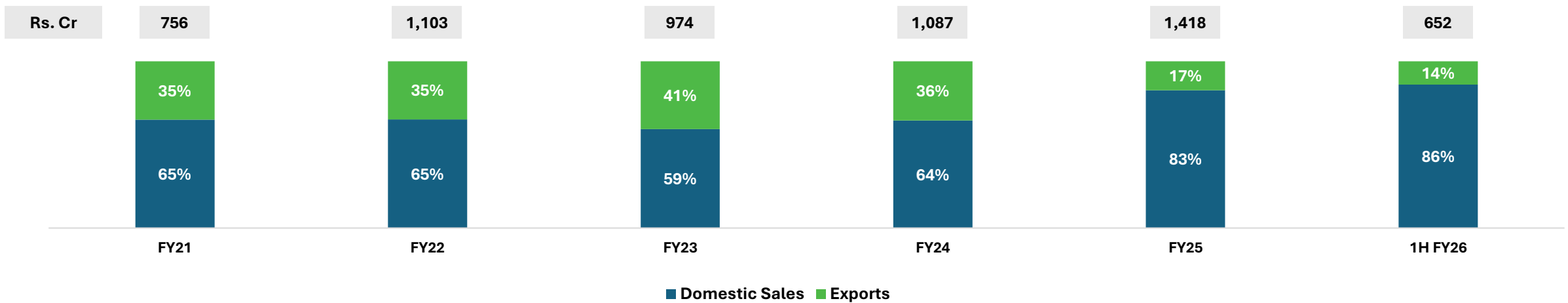
### Strong Financials:

Healthy balance sheet with low leverage and robust cash generation.

06







**Domestic business consistently contributes over 60–65% of revenue, acting as the stable engine.**

Domestic business remains **the core revenue engine**, providing consistency, visibility, and predictable cash flows.

**~40,000 Bogies**  
to Vande Bharat Standards  
Indian Railways to upgrade **40,000** standard bogies for enhanced passenger safety, convenience, and comfort.

**USD 1 Trillion**  
Real Estate Market  
Indian real estate sector expected to reach **USD 1 trillion** by 2030E.

**USD 4.1 Billion**  
Flooring Market by 2030E  
Indian Luxury Vinyl Tile (LVT) flooring market projected to reach **USD 4.1 Billion** by 2030E, driven by a strong shift from traditional tiles to SPC/LVP in premium housing.

Export growth is **poised to accelerate** as U.S. customer onboarding scales and tariff clarity strengthens, supporting a favourable mix shift going forward.

**USD 30 Billion**  
Railway CAPEX  
Government allocates CAPEX of **₹ 2.52 Lakh Cr (USD 30.4 Billion)** for Railways in FY2025-26.

**USD 194 Billion**  
Hospital Market by 2032E  
India's hospital market is projected to grow from **USD 99 Billion** in 2023 to **USD 193.6 Billion** in 2032E.

**₹1 Lakh+ Cr**  
Bus Segment by 2026E  
Indian bus industry expected to reach **₹1.04 Lakh Cr** by 2026E, growing at **6-7% CAGR**, led by both STUs and private operators.

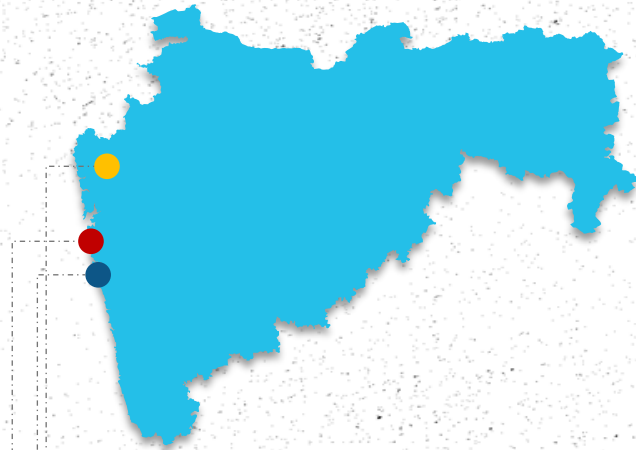
# A Strengthened Infrastructure Platform, Ready For Scale: India Facility

## Location

The Indian manufacturing facility is located in **Boisar**, which is **120 kms (75 miles)** north of **Mumbai, Maharashtra**.

**India's Biggest Export Port Nhava Sheva Port (Mumbai) is 100 km**

**4 Hrs Transit**



**Boisar**

**Mumbai**

**Nhava Sheva Port**

## Certifications

**ISO 9001, SEDEX, FloorScore, and CTPAT** certifications ensure compliance with international standards.

## Facility Metrics

**50 Acres Park |**  
**8,25,000 sq ft,**  
in Buildings

**15**  
manufacturing lines

Annual production:  
SPC **100 mn** sq ft,  
LVT **80 mn** sq ft,  
and LVT Loose Lay  
**40 mn** sq ft.

Annual production  
of Resilient Sheet  
Vinyl: **80 mn** sq ft /  
year

WPC flooring  
capacity of **50 mn**  
sq ft added from  
2025

**12,500** metric  
tons per month  
installed capacity

## Product

## Capacity (Tons/ Month)

Flooring

8,500

Leather

2,000

Ropes

2,000

**A Fully Built-Out Capacity Platform — Ready to Scale Without Further Heavy Capex**



## Location



The Chinese manufacturing facility is located in Ma'anshan city of **Anhui Province**.

## Certifications

**ASTM, CE, ISO, RDSO**

## Facility Details

Large-Scale **SPC/LVT** Manufacturing Capability

**12**  
extrusion lines

Low cost manufacturing center

Production capacity of  
**7.50** million sq ft/  
month

Duty free exports to  
ASEAN and TPP

Established U.S.  
Distribution  
Infrastructure

## Facility



**The Factory Was Built To Serve Global Customers — And We Are Now Leveraging It.**

# Why Responsive Wins in the U.S

01

**Fully Integrated, U.S.-Ready Manufacturing:** Cost leadership, Western-spec quality, private-label capable, with all capacity already built and >50% headroom available for scale-up.

02

**Strong U.S. Go-to-Market Foundation:** Established distribution in Greenville, 5 in-house brands, hybrid India + China sourcing.

03

**Competitive Export Advantage:** India cost/base advantage rising as U.S. buyers diversify supply chains.

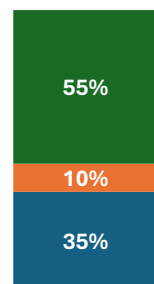
04

**Demand Pipeline Strengthening:** Growing enquiries from retail & multi-family; capacity + capability already in place — *no new capex needed.*

USA Remains the Largest Market in Global Export Mix

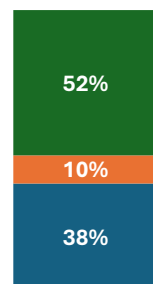
Rs. Cr

265



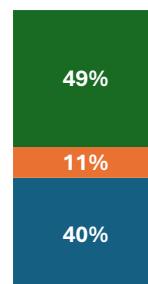
FY 2021

383



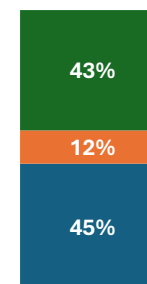
FY 2022

396



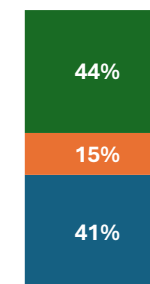
FY 2023

386



FY 2024

247



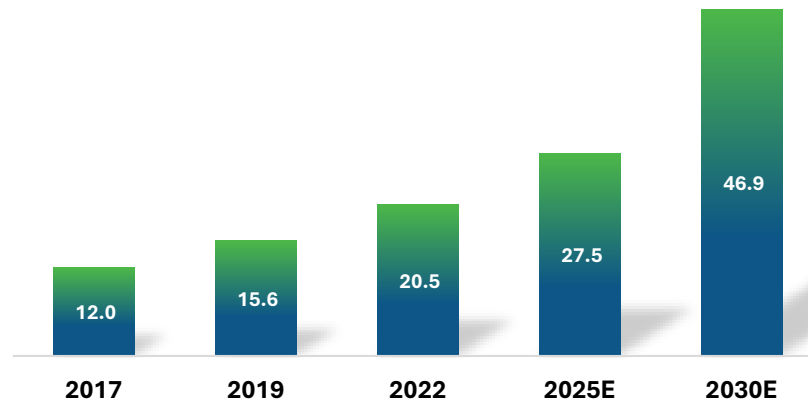
FY 2025

■ USA ■ EUROPE ■ Rest of World

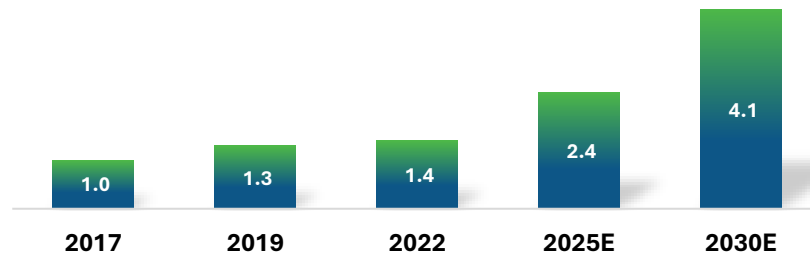
**We are Among the Very Few Indian Companies Fully Equipped to Compete in the U.S. LVP Market.**

LVT  
accounts  
for 66%  
of  
vinyl flooring  
sales

Global Luxury Vinyl Tile Flooring Market  
Estimates & Forecasts by Region 2017-2030 (USD Billion)

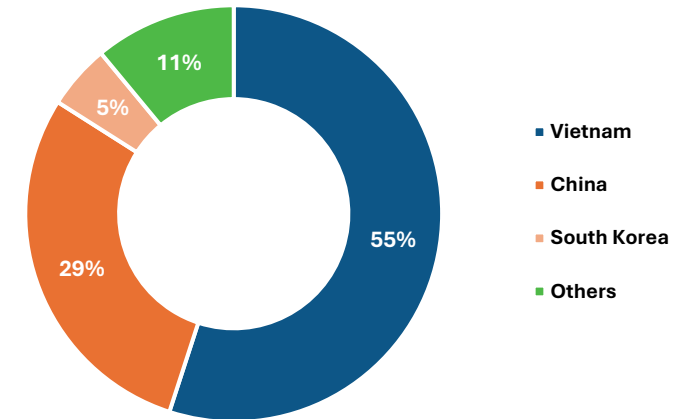


Indian Luxury Vinyl Tile Flooring Market Estimates & Forecasts  
by Region 2017-2030 (USD Billion)



Responsive is India's only scaled manufacturer  
capable of addressing this market

U.S. Vinyl Flooring Imports by Origin



Source: Zaubia (U.S. import TEU data, last 12 months)

U.S. imports heavily rely on **Vietnam & China** (84% of TEUs).

India remains <1%, presenting a significant opportunity.

**₹247 crore**

Exports in FY25 (17% of Sales)

**Responsive Industries**



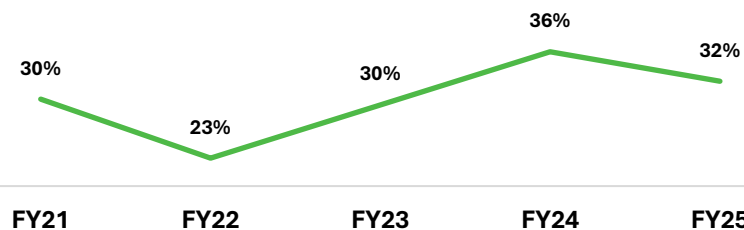
India's only vinyl flooring manufacturer with a fully  
diversified portfolio (Responsive is in advanced  
discussions with major U.S. accounts).



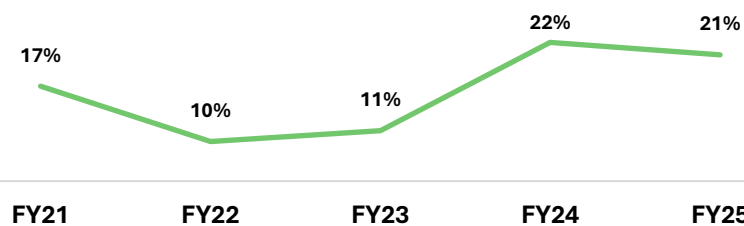
## What is our priority - Focused on creating value

**Shareholder's value creation :** Prioritizing products with higher profit margins

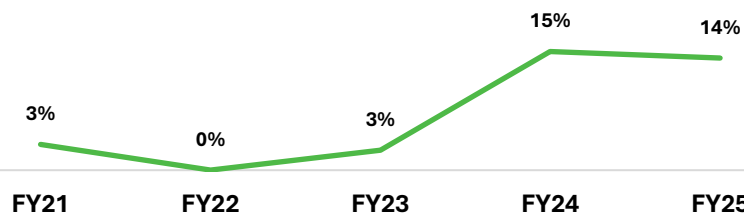
### Gross margin %



### EBITDA margin %

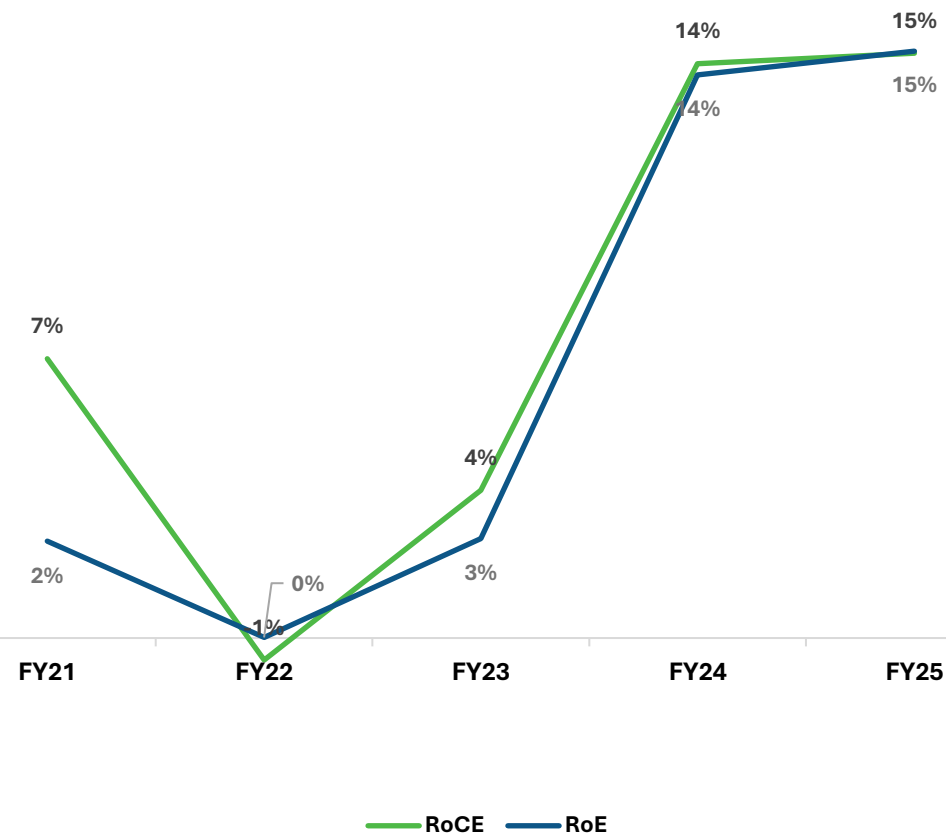


### PAT margin %



**Sustainable Margin Outlook:** Sustainable 20–24% EBITDA margin, supported by mix improvement

### ROCE & ROE%



**Margin Uplift Engine:** Stable institutional business + higher-margin flooring and export mix drive sustained profitability gains.

## India's Flooring Market Is Being Structurally Reshaped — And We're The Only Indian Player With Complete Capabilities.

### Application

#### Residential (80% of product-mix)

**New Construction:** Sales through builders, contractors, and multi-family housing projects, rentals.

**Refurbishment & Retail:** End-user demand via independent retailers, big-box and DIY stores, and online distributor platforms.

#### Commercial (20% of product-mix)

**Design-Led Projects:** Driven by architects, interior designers, and large retail chains.

**Commercial & Hospitality:** Includes hotels, offices, and large-scale spaces like airports.

New-Age Builders Adopting LVP As Standard

### New product launches in the last 2 years

S. No.	Product Name	Product Specification
1	ALLURE	5.5 mm
2	TRANQUIL	5.0 mm
3	INSPIRE	4.5 mm
4	BELLISIMO	4.5 mm
5	RESONATE	5.0 mm

### Product Features

01

100%  
waterproof

02

Sound Insulation

03

Click system  
installation

04

Lifetime residential  
warranty

05

100% recyclable,  
low carbon footprint

06

Medium to heavy  
foot traffic

India's LVP Category Is Under 5% Penetrated — Creating a Large Untapped Opportunity.

Largest supplier to STUs and leading OEMs — a zero-tolerance category

01

Preferred supplier to 100+ State Transport Undertakings (STUs), leading bus body manufacturers, and key players in healthcare and education.

02

Mission-critical end-use with zero tolerance for quality deviations.

03

Long approval cycles (6–18 months) driving **exceptionally high customer stickiness**, with average relationships exceeding 5 years.

## Product Features

01

Fire Retardant

02

Anti-bacterial

03

Anti-fungal

Stable cash flows with recurring replacement cycles.



# Our Strategic Transformation - EBITDA 2.7x in Two Years

Largest Vinyl Flooring  
player in India

Shift from OEM supplier → branded  
presence in USA & India

Focus on technology, brand, and  
sustainability

**2013** : Added flex vinyl plank and tile to portfolio.

**2019** : Launched 100% waterproof Luxury Vinyl Plank under the "IMPACT" brand.

**2022** : Established manufacturing in China for LVT to support expanding capacity needs.

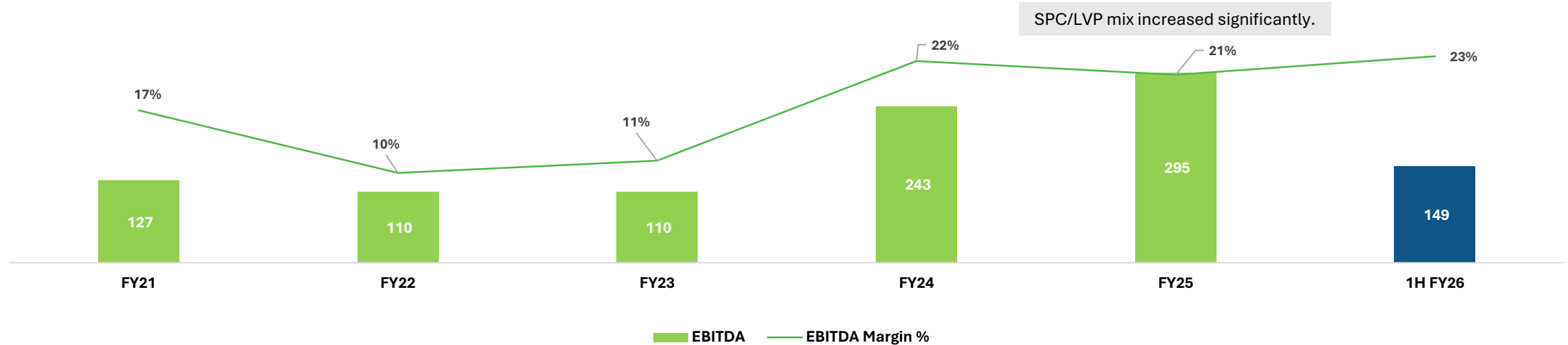
**2020** : Set up a distribution center in Greenville, South Carolina, USA, to service the U.S. distribution network.

**2022** : >50% domestic market share.

**2017** : Shifted focus to value-added innovations in flooring.

**2024** : EBITDA margin doubled to 22%.

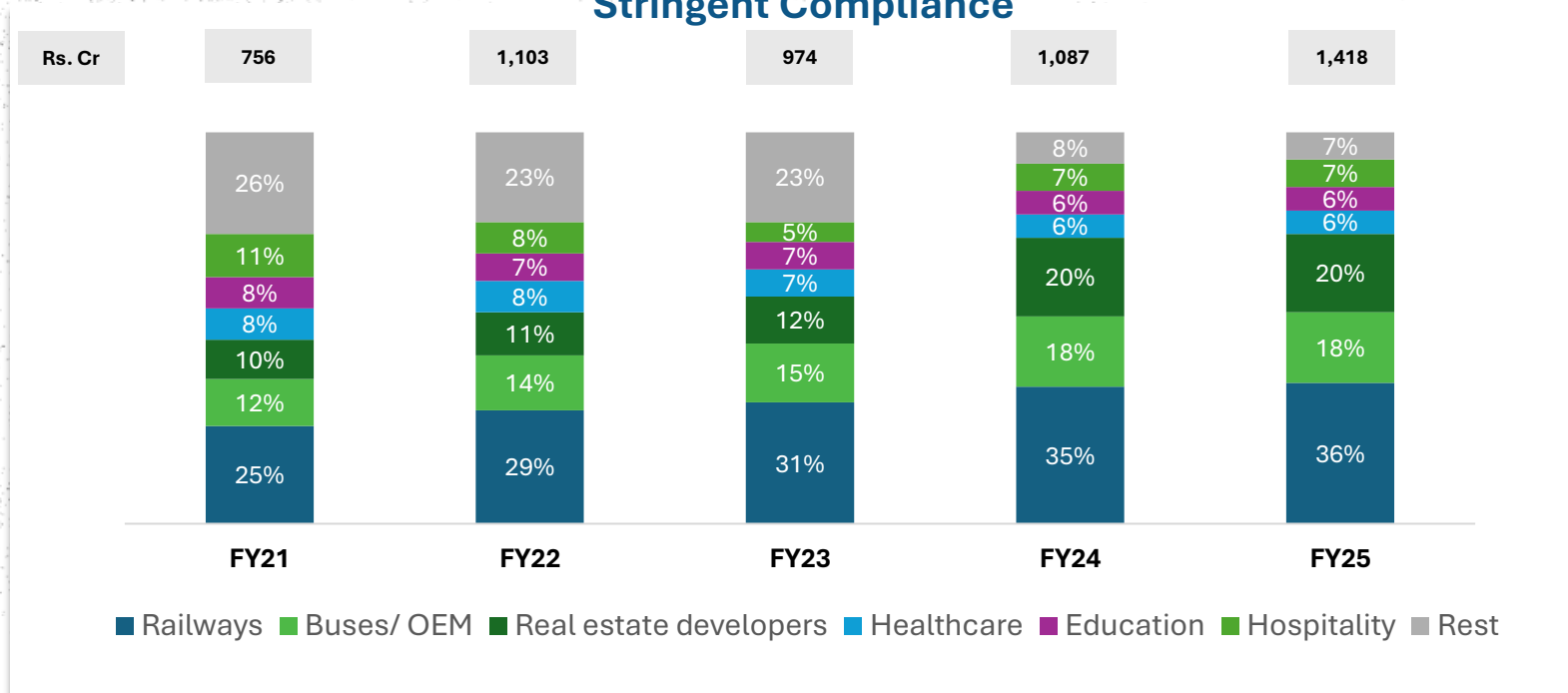
**2025** : Expanding portfolio with WPC flooring and new product innovations.



**EBITDA Up 2.7x in Two Years, Driven by Mix Improvement and Export Growth.**

A Resilient, Long-Duration Business Model Built on Sticky Customer Engagement, Recurring Revenues, Essential Applications, and Stringent Compliance

Revenue  
by  
Customer

Primarily High-Margin, Mission-Critical Institutional Segments.

# Product Portfolio: 83% Revenue from Vinyl Flooring and Planks



## Vinyl Flooring

Includes contract sheet, semi-contract, transport, SPC, and LVT segments.



## Synthetic Leather

Key applications in upholstery, transport, and footwear segments.

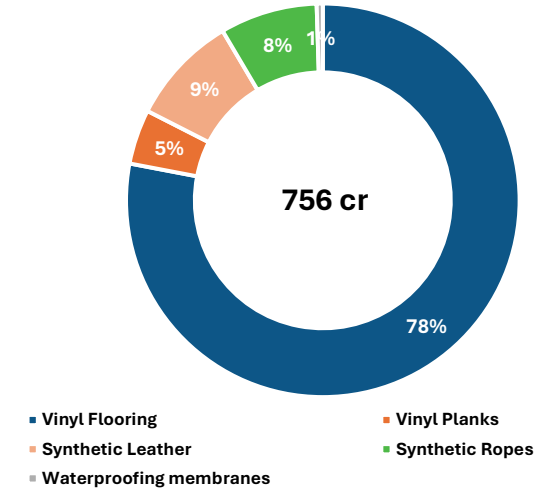


## Specialty Materials

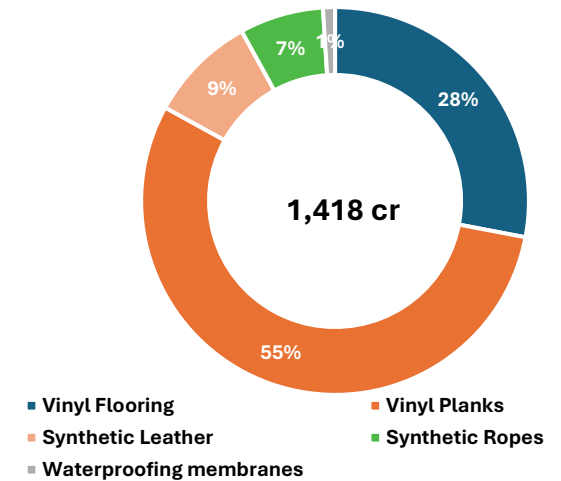
Includes waterproofing membranes and synthetic ropes.

Shift in Focus: Betterment of Product Mix over FY21-FY25

### Revenue by product FY2021



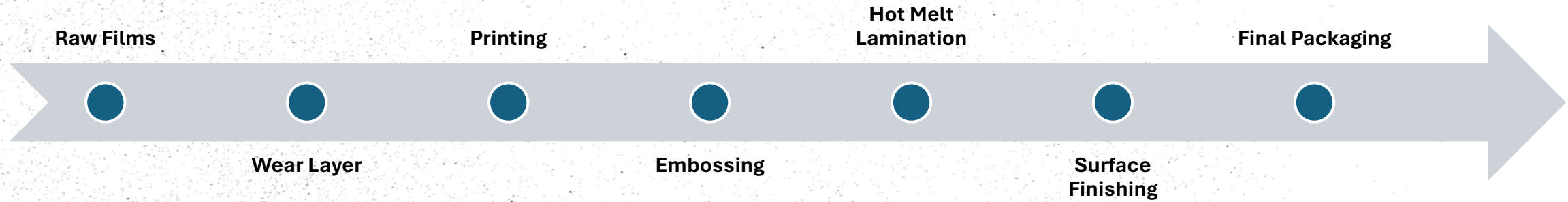
### Revenue by product FY2025



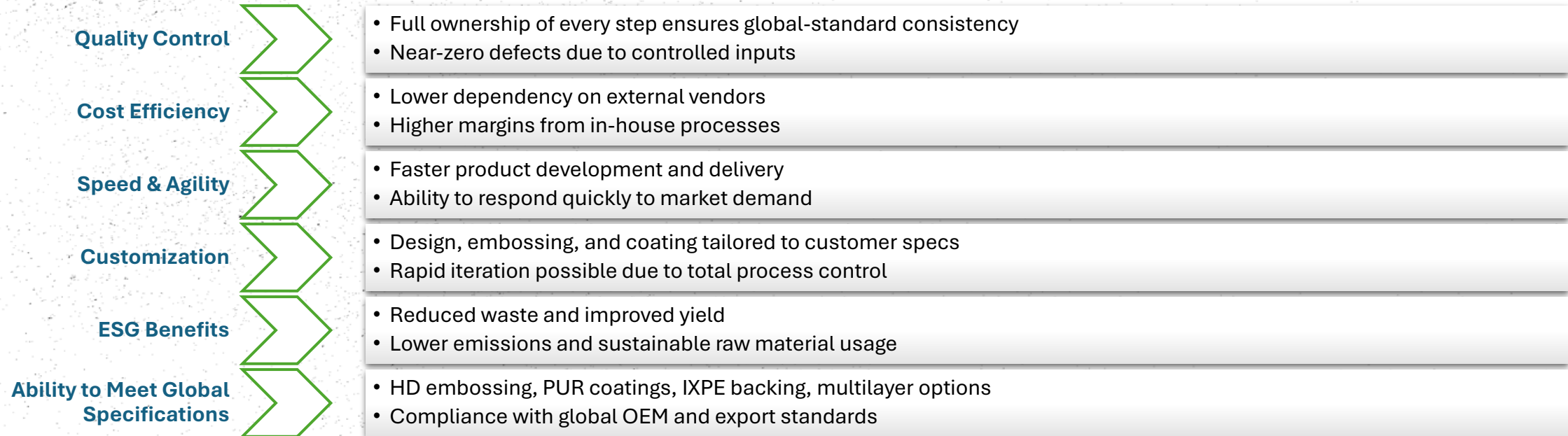


# Backward Integration Driving Superior Products & Stronger Margins

## Integrated Manufacturing Flow



## Why Backward Integration Matters



01

**Steady Revenue Growth:** Expects to deliver **12-15% revenue growth** over the medium term, driven by a richer product mix and deeper penetration across domestic and export markets.

02

**Sustainable Margin Profile:** Aims to **sustain EBITDA margins in the 20–24% range**, supported by mix improvement (higher share of LVP/SPC and exports), backward integration, and operating leverage.

03

**Export Upside:** Export contribution is **expected to rise as U.S. onboarding progresses**, complemented by healthy demand from Europe and other key international markets.

04

**Returns & Balance Sheet:** Intends to **maintain RoE in the mid-teens range (~15–18%)**, backed by strong cash generation, prudent capital allocation, and a low net debt-to-equity position.

05

**Portfolio Deepening:** Plans to introduce multiple new SKUs under **IMPACT** and other brands, strengthening the offering across rigid core (SPC/LVP) and institutional flooring.

06

**Strategic Collaborations & Institutional Base:** Will selectively pursue collaborations and specification-led wins, leveraging a **sticky institutional ecosystem** (Railways, STUs, hospitals, real estate) as the stable base for growth.

## Institutional Leadership:

Dominant positioning across India's mission-critical institutional ecosystem.

## Full-Spectrum Capability:

Only Indian player offering end-to-end vinyl and LVP flooring solutions.

## Domestic Demand Tailwinds:

Strong multi-sector growth drivers across Railways, STUs, real estate, and healthcare.

## Integrated Manufacturing Scale:

India's largest vinyl flooring plant, fully equipped for export markets.

## U.S. Market Optionality:

Large \$10B+ U.S. LVP opportunity, supported by improving export competitiveness regardless of tariff cycles.

## Monetization Phase:

Core capacity, capex, and capabilities built — now entering scale-up and value capture.



## Large, Under-Penetrated Markets Across Our Core Focus Areas



### India Vinyl Flooring

- India vinyl flooring market TAM: USD 1.1–1.3B (2024), growing to USD 2.3–2.5B by 2034 (~7% CAGR).
- Vinyl gaining share as a durable, affordable alternative to tiles and wood.
- LVP/SPC penetration <5%, offering a long runway for premium growth.

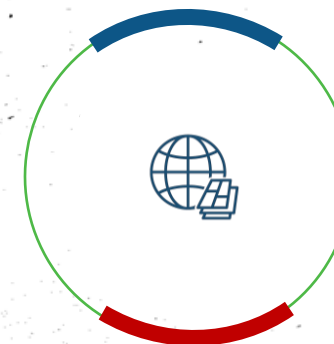
Responsive has the scale and product range to disproportionately benefit as LVP/SPC penetration rises from a low base.



### Institutional & Transport Flooring / Leather

- Addressable spend across Railways, STUs, hospitals, airports, education, and public infrastructure runs into several thousand crore annually in India.
- Private hospital market to reach ~USD 200B+ by 2030, with strong government focus on transport modernization.
- Preferred supplier to Railways and 100+ STUs, with >5-year relationships and 6–18 months approval cycles.

This ecosystem is large, recurring, and structurally sticky – giving us a stable cash-flow base.



### Global / U.S. LVP & Vinyl

- Global vinyl flooring market USD 25–30B in 2024, expected to exceed USD 34–40B by 2030.
- U.S. vinyl floor covering market ~USD 12.5B in 2025, projected to reach ~USD 18B by 2030 (CAGR ~7–8%).
- Global LVT segment projected to reach ~USD 48B by 2030, driven by strong residential and multi-family adoption.
- India (and Responsive) account for well under 1% of U.S. and global LVT volumes, indicating substantial headroom.

Our share of the global LVP/LVT market is very small — even modest wins with large accounts can be meaningful.

# Quarter Section







**Mr. Rishabh Agarwal**

Chairman, Responsive Industries Ltd.



## **Strategic Resilience, Global Scale, and the Road to 2026**

*I am pleased to report that our performance in 1H FY26 reflects a period of disciplined execution and structural strengthening. Despite a challenging global macro environment and temporary trade friction, Responsive Industries has maintained a robust EBITDA margin of 24.4% in Q2, driven by an aggressive shift toward a high-margin product mix.*

*Our strategy is no longer about building capacity—it is about monetizing it. With our manufacturing backbone fully established in both India and China, we are positioned to scale without further heavy capital expenditure. We are seeing a structural shift in the flooring industry: Luxury Vinyl Plank (LVP) and Stone Plastic Composite (SPC) are now the "blockbuster" choices for global residential and multi-family projects. In India, these categories are currently less than 5% penetrated, representing a massive, untapped runway for growth where we are the only scaled player with complete integrated capabilities.*

*Looking ahead to 2026, we are focused on three core pillars:*

- **Global Account Capture:** *Our strategic discussions with major international retail and institutional accounts are progressing well; we expect several of these multi-stage partnerships to mature in 2026, significantly expanding our global footprint.*
- **Infrastructure Dominance:** *We remain the "power base" for India's mission-critical sectors, from the USD 30 Billion Railway modernization to the expanding healthcare and bus segments.*
- **Portfolio Expansion:** *We are evolving beyond flooring into a complete interior solutions provider, with planned expansions into ceiling and window solutions to capture a larger share of the architectural wallet.*

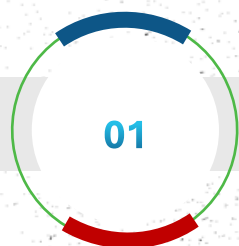
*While the industry navigates evolving tariff cycles, our diversified manufacturing and deep institutional roots provide us with a unique competitive moat. Responsive is entering a phase of exponential upside. We have the balance sheet, the technology, and the global distribution infrastructure to not just participate in the market—but to lead it.*

*We thank our shareholders for their continued confidence as we build a globally competitive, integrated powerhouse.*

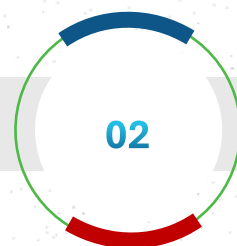




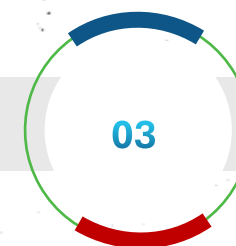
	Total Income	EBITDA	PBT	PAT
H1 FY26	₹657.6 Cr ↓ 2.4% YoY	₹149.2 Cr ↑ 3.8% YoY	₹106.3 Cr ↑ 3.3% YoY	₹103.1 Cr ↑ 5.6% YoY
Q2 FY26	₹316.7 Cr ↓ 10.0% YoY	₹76.6 Cr ↑ 5.6% YoY	₹54.6 Cr ↑ 4.9% YoY	₹53.3 Cr ↑ 8.1% YoY



Q2 and H1 revenue were impacted by the monsoons and broader economic conditions, including tariff pressures.



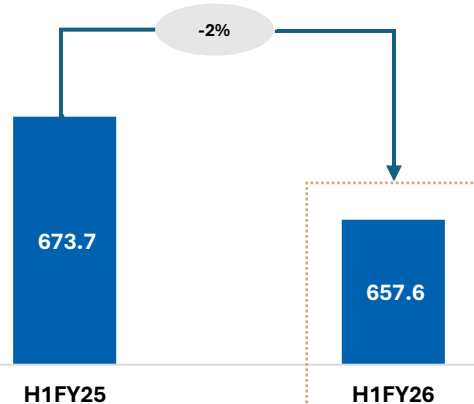
EBITDA margins improved, driven by a stronger focus on high-margin products.



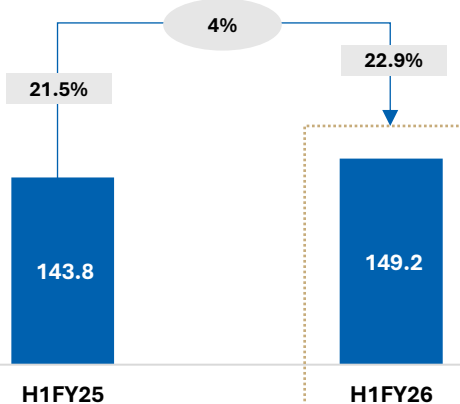
The Company has successfully executed the Phase I at Kaiga Generating Station Power Plant.

H1 FY26

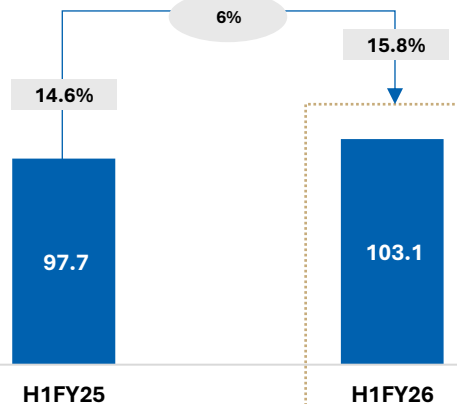
Total Income (In Cr.)



EBITDA & Margins (%)

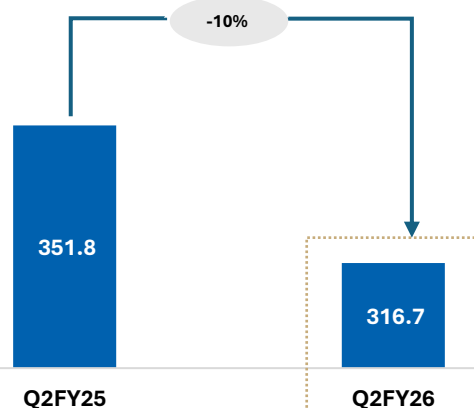


PAT & Margins (%)

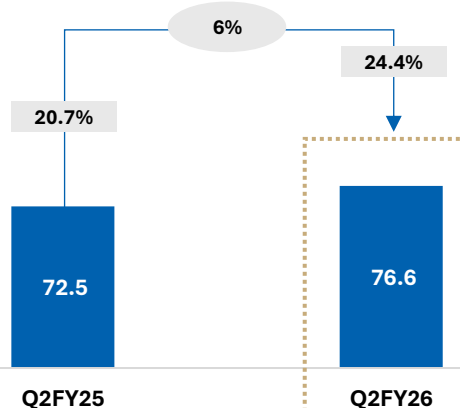


Q2 FY26

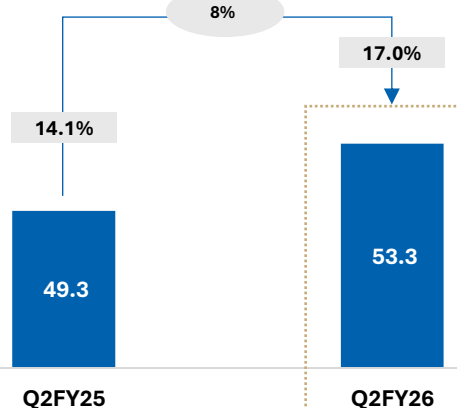
Total Income (In Cr.)



EBITDA & Margins (%)



PAT & Margins (%)



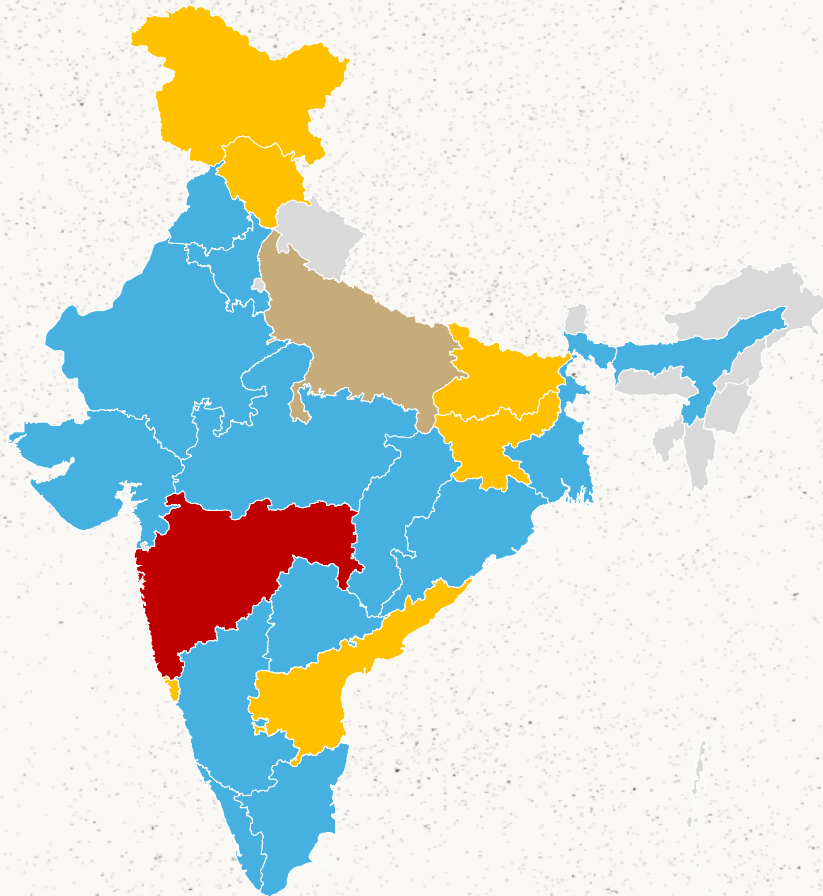
# H1 & Q2 FY26 Financial Performance

Particulars (Rs. Cr)	Q2FY26	Q2FY25	YoY	Q1FY26	QoQ	H1FY26	H1FY25	YoY
Revenue from Operations	313.8	349.5	-10.2%	338.7	-7.4%	652.5	669.4	-2.5%
Total Expenditure	237.1	277.0	-14.4%	266.1	-10.9%	503.3	525.6	-4.3%
<b>EBITDA</b>	<b>76.6</b>	<b>72.5</b>	<b>5.6%</b>	<b>72.6</b>	<b>5.6%</b>	<b>149.2</b>	<b>143.8</b>	<b>3.8%</b>
<i>EBITDA Margin %</i>	<i>24.4%</i>	<i>20.7%</i>	<i>367bps</i>	<i>21.4%</i>	<i>299bps</i>	<i>22.9%</i>	<i>21.5%</i>	<i>139bps</i>
Depreciation & Amortization	17.9	17.5	2.3%	17.8	0.7%	35.7	34.7	2.9%
<b>Profit Before Interest &amp; Tax</b>	<b>58.7</b>	<b>55.0</b>	<b>6.7%</b>	<b>54.8</b>	<b>7.1%</b>	<b>113.5</b>	<b>109.1</b>	<b>4.0%</b>
Finance Cost	7.0	5.1	37.2%	5.3	32.4%	12.4	10.5	18.3%
Other Income	3.0	2.2	33.7%	2.1	39.3%	5.1	4.3	20.9%
<b>Profit Before Tax</b>	<b>54.6</b>	<b>52.1</b>	<b>4.9%</b>	<b>51.6</b>	<b>5.9%</b>	<b>106.3</b>	<b>102.9</b>	<b>3.3%</b>
Tax	1.4	2.8	-51.0%	1.8	-21.2%	3.1	5.2	-39.9%
<b>Net Profit</b>	<b>53.3</b>	<b>49.3</b>	<b>8.1%</b>	<b>49.9</b>	<b>6.8%</b>	<b>103.1</b>	<b>97.7</b>	<b>5.6%</b>
<i>PAT Margin %</i>	<i>17.0%</i>	<i>14.1%</i>	<i>288bps</i>	<i>14.7%</i>	<i>225bps</i>	<i>15.8%</i>	<i>14.6%</i>	<i>122bps</i>
<b>Earnings per share (Rs.)</b>	<b>2.00</b>	<b>1.85</b>	<b>8.1%</b>	<b>1.87</b>	<b>7.0%</b>	<b>3.87</b>	<b>3.66</b>	<b>5.7%</b>



# Annexure





60% Sales 27% Sales 11% Sales 2% Sales



**75+** active distributors across **35 cities**



**500+** architect relationships and **1,000+** projects completed



Supplying to **30+** bus body builders



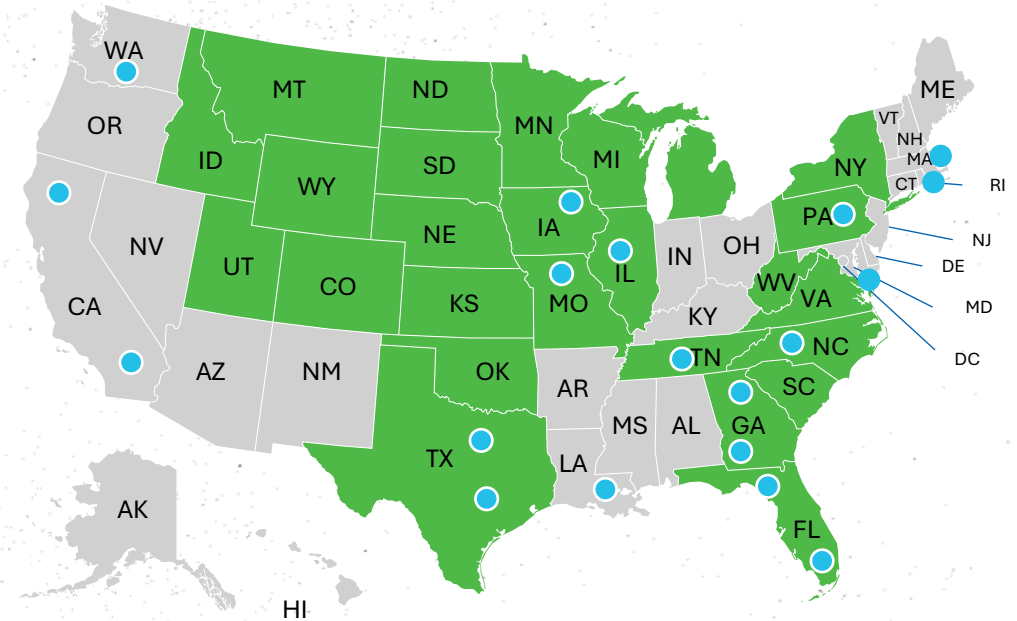
Major supplier to Indian Railways

## Private Label Programs (HQ)

- Coverage in all 50 US States.
- Territories where shipments have been made.

## Branded Program

- Coverage in 30 out of 50 US States.
- Distributors promoting Responsive brand through retail and commercial channels.
- Allure, Prestige, Inspire, Elegance and Opulence are the primary lines.







## Favourable Trade Dynamics

Higher import duties on China and uncertain U.S. tariff policies are strengthening India's export competitiveness.



## Global Expansion

**5th largest globally**, presence in **70** countries with **300+** distributors; growing B2C reach.



## Value-Added Focus

High-margin infrastructure and specialty products serving **25+** end-use industries.



## Strong Industry Tailwinds

Urbanization, real estate revival, and rising demand for organized players.



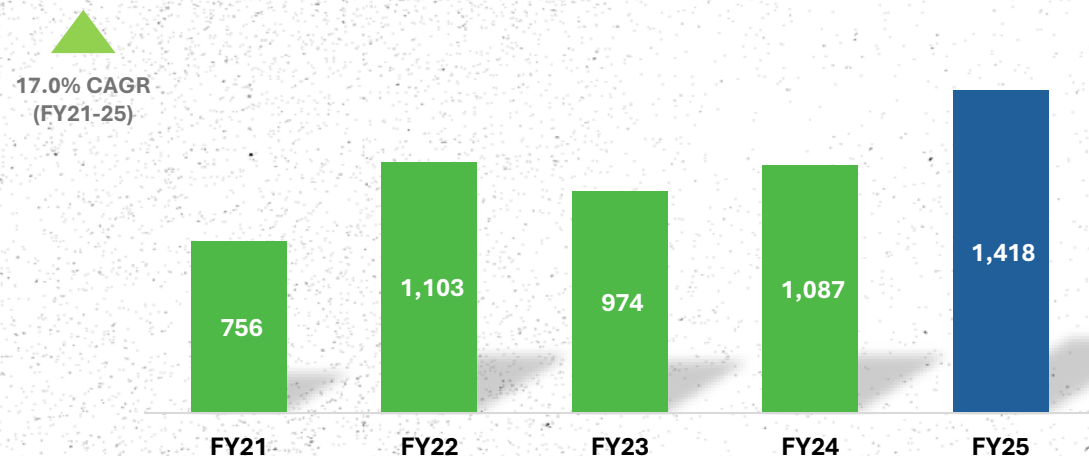
## Public Transport Opportunity

Increasing vinyl use in railways, metros, and buses under government push.

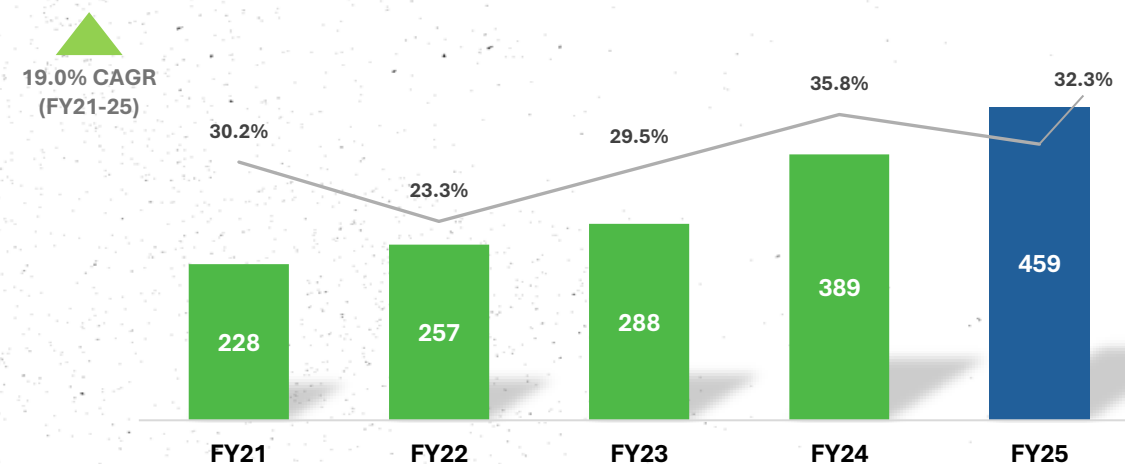


Rs-Crs

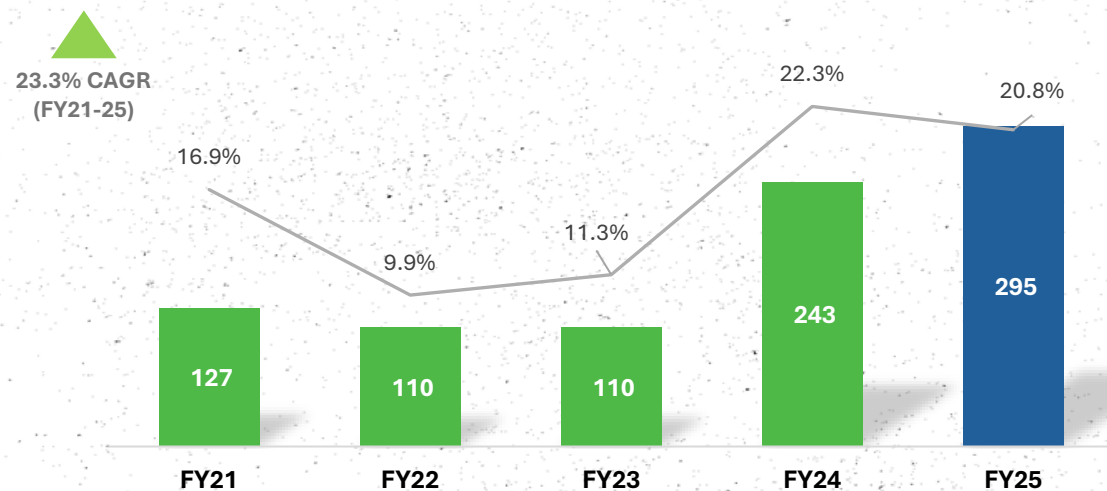
## Revenue from Operations



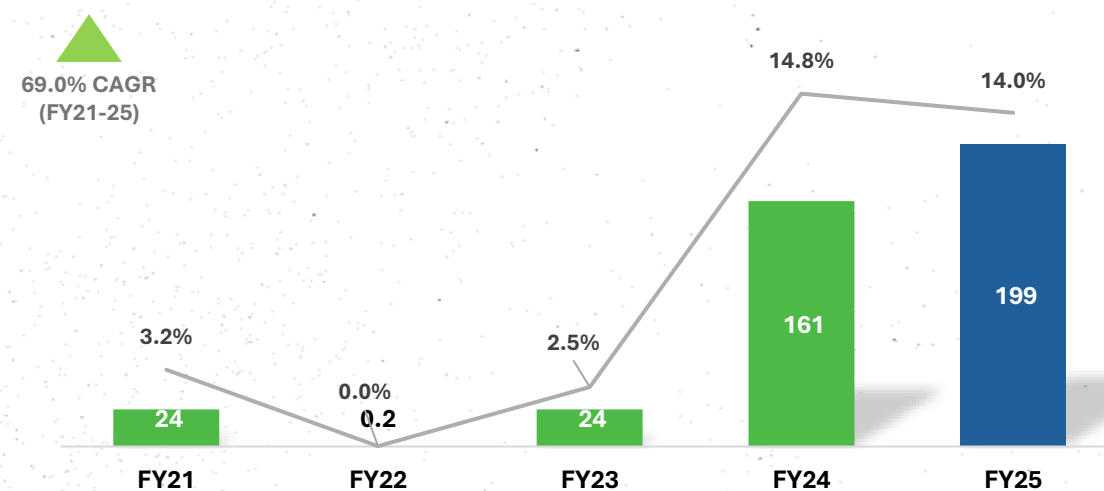
## Gross Profit and Margin



## EBITDA and Margin

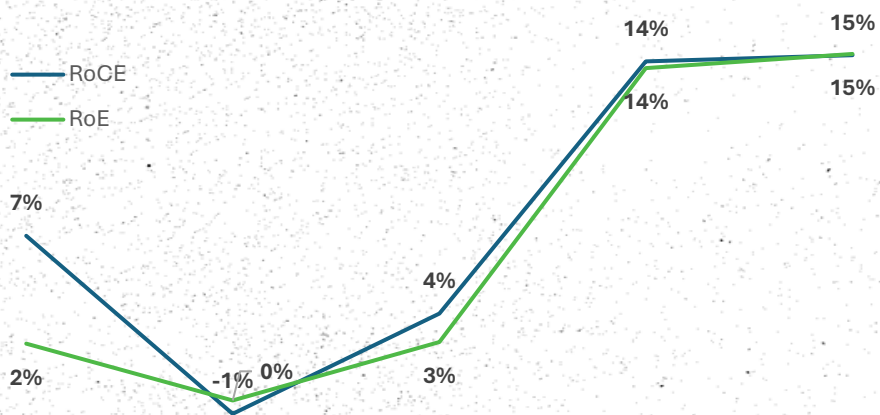


## PAT and Margin

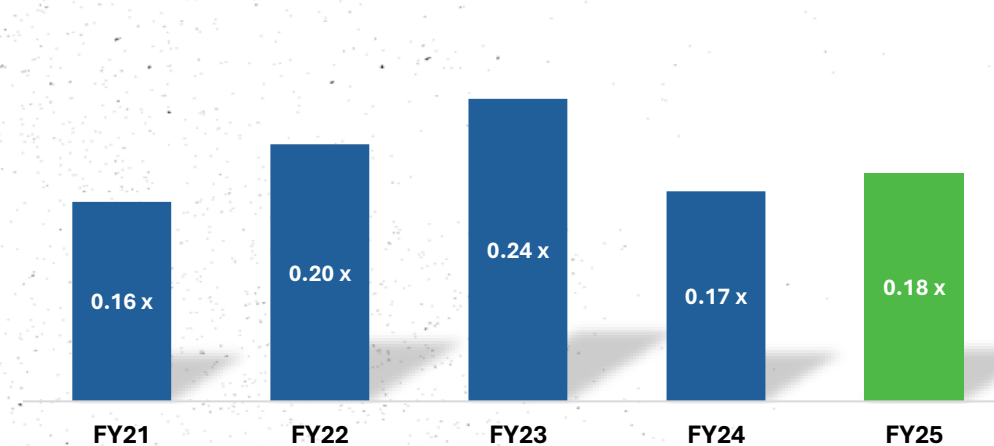


# Strong Returns and Healthy Balance Sheet

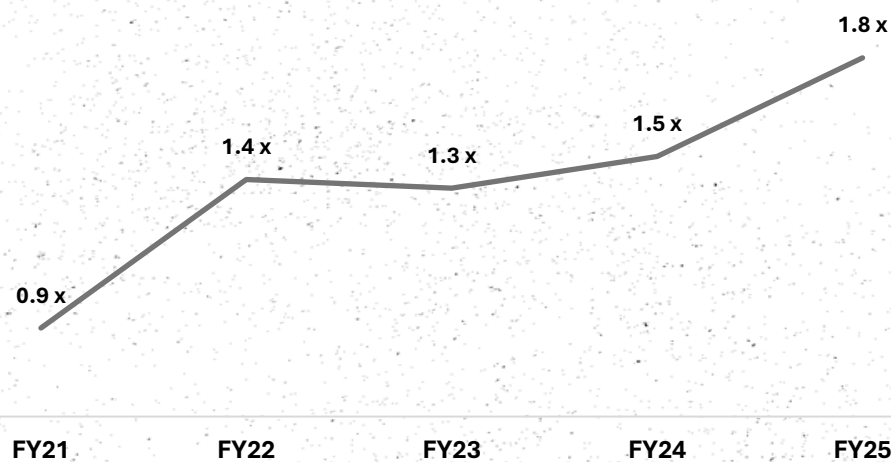
## ROCE & ROE%



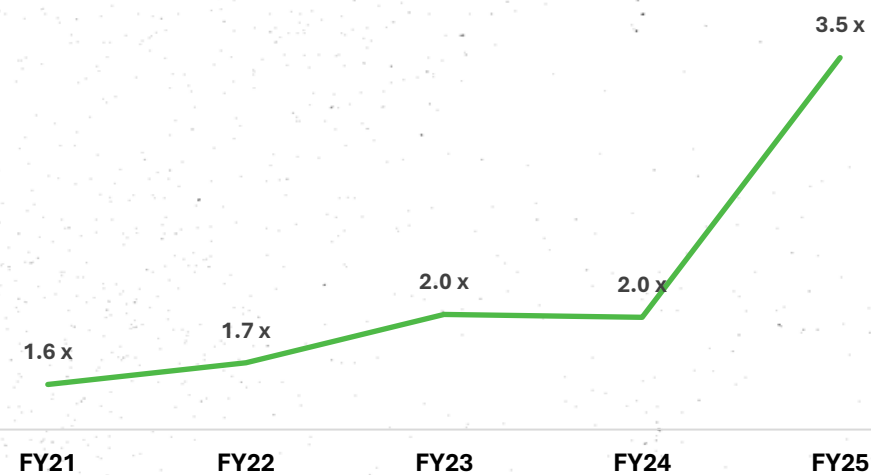
## Net Debt to Equity

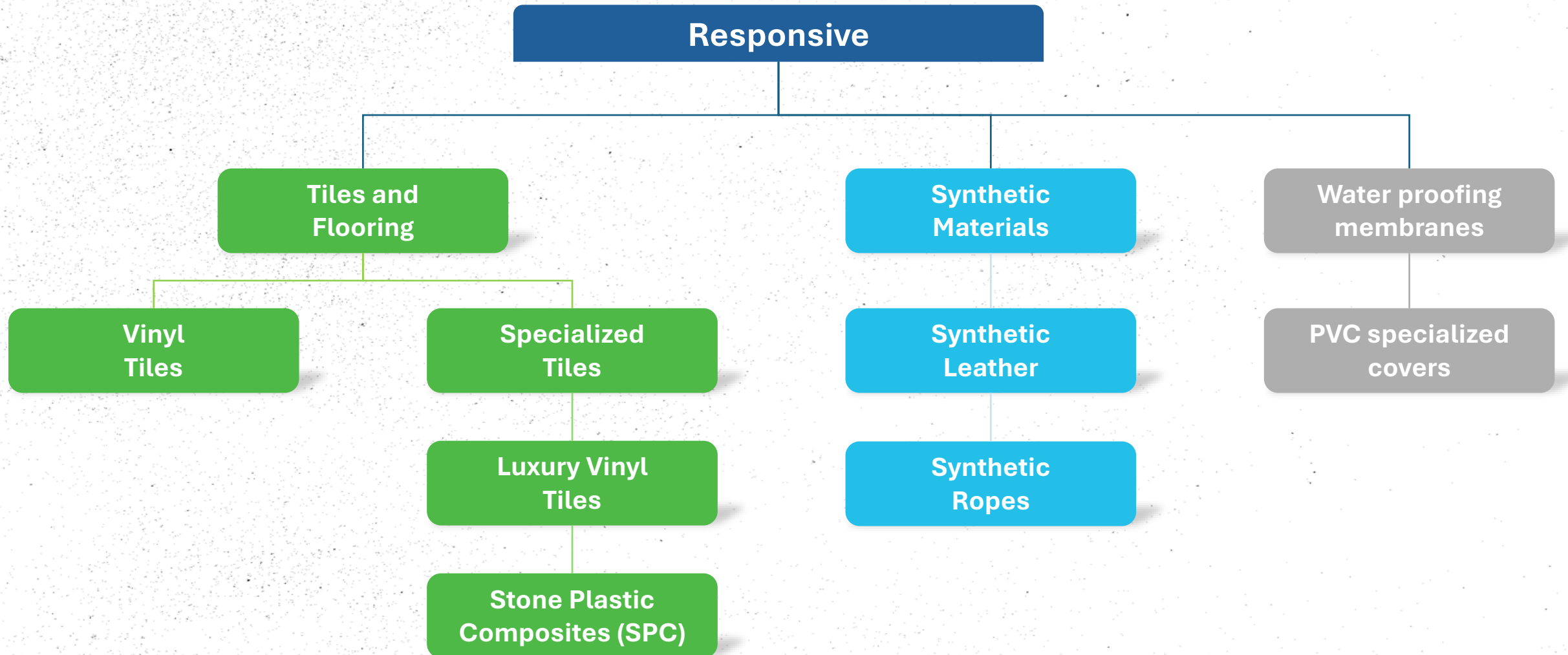


## Fixed Asset Turnover

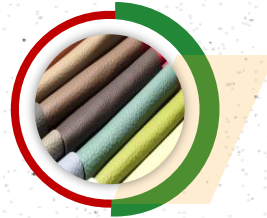


## Current Ratio



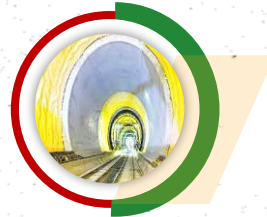






## PVC Leather Cloth :

- Widely used across upholstery, transport, furnishings, and fashion accessories.
- Backward-integrated manufacturing ensures high strength, durability, and superior fire retardancy.
- Customizable specs with excellent stretch, softness, and resistance to wear, heat, and sunlight.



## PVC Water Proofing Membrane :

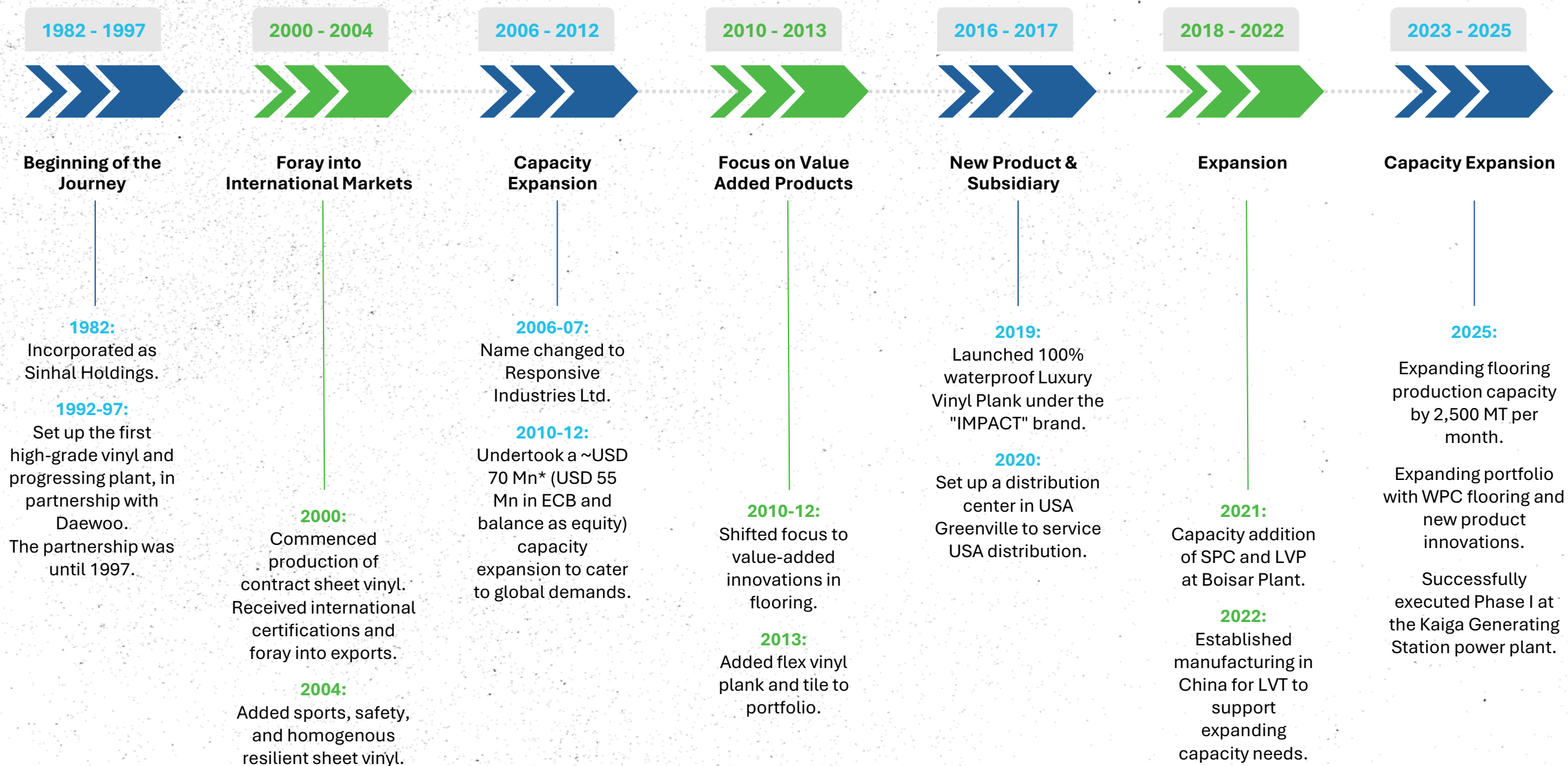
- Essential for preventing water infiltration in roofs, tunnels, and other structures.
- Strong B2B ties with road and railway infra players ensure steady demand.
- ₹1 lakh crore investment by government for 74 new tunnels supports long-term growth.



## Synthetic Ropes :

- India's largest synthetic rope producer (14,400 TPA) serving marine, cargo, and fishing sectors.
- Exporting to 140+ ports across Europe, USA, Japan, Middle East, Africa, and Singapore.
- Expanding into synthetic nets and high-growth aquaculture segment.

# Journey from Inception to Leading Player



## Mr. Rishabh Agarwal

*Chairman | Non-Executive,  
Non-Independent Director*

**15+ years'** experience in vinyl flooring value chain. Ex-CRA International (Boston). Leads company's strategic growth and business alignment.

## Mr. Mehul Wala

*Whole Time Director  
& CEO*

**20+ years'** experience in finance, strategy & operations. Drives day-to-day management across all units. Electrical Engineer from MS University, Baroda.

## Mr. Sadanand Morab

*Executive Director*

Over two decades with the Company. Expertise in administration, corporate liaisons, and indirect taxation.

## Ms. Mita Jha

*Non-Executive,  
Independent Director*

**20+ years** in HR leadership across diverse industries. MBA (Gold Medalist), Hull University, UK. Chairs Nomination & Remuneration Committee.

## Mr. Sanjiv Swarup

*Non-Executive,  
Independent Director*

CA and LLB with **40+ years** of consulting experience. Senior Advisor, Sumedha Fiscal Services Ltd. Registered Independent Director (IICA).

## Mr. Ajay Shanghavi

*Non-Executive,  
Independent Director*

**38+ years** of multi-industry leadership experience; expert in greenfield projects, business expansion, restructuring, and corporate management across 30+ companies.

## Mr. Bhavneet Singh Chadha

*Chief Financial Officer*

**18+ years** of experience with a B.A. from Delhi University and an Advanced Diploma in Systems and Management, specializing in P&L management, international finance, reporting, budgeting, and strategic planning.

## Ms. Mohini Sharma

*Company Secretary & Compliance Officer*

An Associate Member of ICSI with an LL.B. and M.Com, bringing **8+ years** of experience in listed companies with expertise in secretarial functions, SEBI/ROC compliance, and corporate governance.



# Historical Income Statement

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	1H FY2026
Revenue from Operations	1,103	974	1,087	1,418	652
Gross Profit	257	288	389	459	236
EBITDA	110	110	243	295	149
<i>EBITDA Margin %</i>	<i>10%</i>	<i>11%</i>	<i>22%</i>	<i>21%</i>	<i>23%</i>
Depreciation and amortisation	105	69	66	70	36
Earnings Before Interest & Tax	4	41	177	225	114
Finance Cost	18	28	23	24	12
Other income	24	16	18	8	5
Profit Before Exceptional items & Tax	10	28	172	210	106
Exceptional Item	-	-	-	-	-
PBT	10	28	172	210	106
Tax	10	4	11	11	3
Net Profit	0.2	24	161	199	103
Earnings Per Share (EPS) In Rs.	0.0	0.9	6.1	7.5	3.87

# Historical Balance Sheet

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	1H FY2026
<b>Shareholder's Equity</b>					
Share Capital	26	27	27	27	27
Other Equity	942	946	1,110	1,319	1,445
Non-Controlling Interest	34	-	-	-	-
<b>Total Equity</b>	<b>1,003</b>	<b>972</b>	<b>1,137</b>	<b>1,345</b>	<b>1,472</b>
<b>Non-Current Liabilities</b>					
Long term Borrowings	30	18	9	110	125
Lease Liabilities	-	2	6	4	3
Other Non-Current Financial liabilities	-	-	-	-	-
Deferred Tax Liabilities	13	14	17	20	21
Other Long Term Liabilities	-	-	-	-	-
Long Term Provisions	5	6	7	7	8
<b>Total Non-Current Liabilities</b>	<b>48</b>	<b>40</b>	<b>38</b>	<b>141</b>	<b>157</b>
<b>Current Liabilities</b>					
Short Term Borrowings	206	239	197	140	75
Lease Liabilities	-	1	3	2	1
Trade Payables	112	70	158	96	137
Other Financial Liabilities	1	6	6	6	9
Other Current Liabilities	8	7	7	6	8
Current Tax Liabilities (Net)	0	-	-	-	-
Short Term Provisions	0	0	0	0	0
<b>Total Current Liabilities</b>	<b>327</b>	<b>322</b>	<b>371</b>	<b>251</b>	<b>231</b>
<b>Total Equity and Liabilities</b>	<b>1,378</b>	<b>1,334</b>	<b>1,546</b>	<b>1,738</b>	<b>1,860</b>

Particulars (INR in Cr)	FY 2022	FY2023	FY2024	FY2025	1H FY2026
<b>Non-Current Assets</b>					
Property, Plant and Equipment	754	691	806	791	767
Goodwill on consolidation	66	-	-	-	-
ROU Asset	-	-	9	5	4
Non Current Investments	1	0	0	60	62
Other Financial Assets	3	3	4	4	4
Other Non-Current Assets	0	4	1	4	3
Deferred Tax Assets	1	-	-	-	-
<b>Total Non Current Assets</b>	<b>826</b>	<b>699</b>	<b>820</b>	<b>865</b>	<b>840</b>
<b>Current Assets</b>					
Current Investments	10	13	11	11	10
Inventories	187	214	126	191	198
Trade Receivables	275	338	555	583	711
Cash and cash equivalents	32	24	16	8	8
Bank Balances other than Cash	17	30	5	9	9
Short Term Loans and Advances	0	0	0	0	0
Other Financial Assets	1	1	1	1	1
Other Current Assets	29	14	12	70	83
<b>Total Current Assets</b>	<b>552</b>	<b>635</b>	<b>726</b>	<b>873</b>	<b>1,019</b>
<b>Total Assets</b>	<b>1,378</b>	<b>1,334</b>	<b>1,546</b>	<b>1,738</b>	<b>1,860</b>

# Disclaimer



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Responsive Industries (the “Company”), have been prepared solely for information purposes only and does not constitute any offer or invitation, directly or indirectly, in any manner, or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for any securities of the Company in any jurisdiction and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation is not a prospectus, disclosure document, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, and the rules made thereunder, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India. This Presentation should not be considered as a recommendation that any investor should subscribe for or purchase any securities of the Company or its subsidiary (collectively, the “Group”) and should not be used as a basis for any investment decision.

The information contained in this Presentation is only current as of its date and has not been independently verified. The Group will not update you in the event the information in the Presentation becomes stale. Moreover, both express or implied representation or warranty is made as to, and no reliance should be placed on, the truth, accuracy, fairness, reasonableness or completeness of the information presented or contained in this Presentation and nothing in this Presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. None of the Group or any of its affiliates, advisers or representatives accept any liability whatsoever for any loss howsoever arising from any information presented or contained in this Presentation. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this Presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Group. This Presentation is being given solely for your information and for your use, and may not be copied, reproduced or redistributed to any other person in any manner. The distribution of this Presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this Presentation should inform themselves about and observe any such restrictions.

This Presentation is not a complete description of the Company. Certain statements in the Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. All forward-looking statements are based on judgments derived from the information available to the Company at this time. Such forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this Presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections. Given these uncertainties and other factors, viewers of this Presentation are cautioned not to place undue reliance on these forward-looking statements. All information contained in this Presentation has been prepared solely by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material.





# Thank You

**Company Contact:**

**Mohini Sharma**

Company Secretary & Compliance Officer

Mail ID: [cs@responsiveindustries.com](mailto:cs@responsiveindustries.com)

**Investor Relations Contact :**

**Monali Jain**

Go India Advisors

Mail id: [monali@GoIndiaAdvisors.com](mailto:monali@GoIndiaAdvisors.com)

+91 75973 04020

**Khushbu Singhania**

Go India Advisors

Mail id: [khushbu@GoIndiaAdvisors.com](mailto:khushbu@GoIndiaAdvisors.com)

+91 85911 90410