RESPONSIVE

We listen. We're responsive.

Investor Presentation
August 2018

Safe Harbor

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RESPONSIVE
We listen. We're responsive.
We Listen. We are Responsive…
because We are Closer to Customer

RESPONSIVE
We listen. We're responsive.

FLOORING

Only Indian Brand in Vinyl Flooring

End User Industries with significant growth potential	Only Domestic Brand in Vinyl Flooring with widest product portfolio	Marquee Customers & Robust Distribution Network	Focus on High Margin Products	Technology & Certifications are entry barriers for the competition
Healthcare, Sports and Education are the sunrise sectors with a promising growth prospects for the future	Present across homogeneous, heterogenous, safety, sports & speciality products	Marquee Customers such as Wockardt, Qatar University, Volvo, Indian Railways, Mercedes, Eicher, Ashok Leyland, The Ritz Carlton, Mumbai airport among others	Fundamentally operates in high margin (GM 30%) product segments	Developed breakthrough non PVC product by R&D – approved by railways (only player) and negotiating with Shaw Industries USA for distribution
Focus on overall look & feel, design, acoustics, safety & maintenance	Wide application in commercial, residential, retail, hospitals, hotels etc. with over 400 SKUs	Domestic distributors – 75; Oversees distributors – 200+; Majority distributors have a vintage >5 years along with exports to major destinations such as Europe, North America and MENA	Focus on high margin products such as contract sheet vinyl (projects) & transport flooring	Adopted advanced technology & has international certifications

...with Multi-use Product Portfolio

Market Size | Market Share

	Market Size	Market Share
Contract Sheet Vinyl	Rs. 1,200 Crores	8%
Transport Flooring	Rs. 360 Crores	14%
Semi Contact Flooring	Rs. 500 Crores	40%
Printed Flooring	Rs. 1,000 Crores	25%

Innovation
Constantly pushing boundaries to strive for better product services and ethos with new ideas

Diverse
Over 500 designs in over 20 different product ranges

Performance
Products are antislip, anti bacterial and anti fungal.
Have Floor Score, Phthalate free, anti static and conductive floorings

Quality
ISO 9001, 14001 & 18001 certified
Meet top international Performance Standards EN and ASTM

Durable
With an average life span of 10 – 15 years, floors are engineered for longevity, toughness and high performance

Competitive
Optimally priced, the value for money on floors is hard to beat

Infrastructure
60 acre production facility with machinery, man power, technical know how and financial resources

Capacity
Manufacturing capacity of 25 – 30 million square metres annually

Delivery
Situated close to Mumbai Port, able to ship worldwide with an average of 2-3 week transit time

Communication
We listen, We're Responsive.
Our mantra is good, clear and transparent communication

…Catering to Multiple Industries

Residential Spaces

Commercial Stores

Exhibitions

Cafes & Outdoor Places

Hospitals

Educational Institutions

Sport Complex

Industrial Areas

Hotels & Hospitality

Trains

Buses

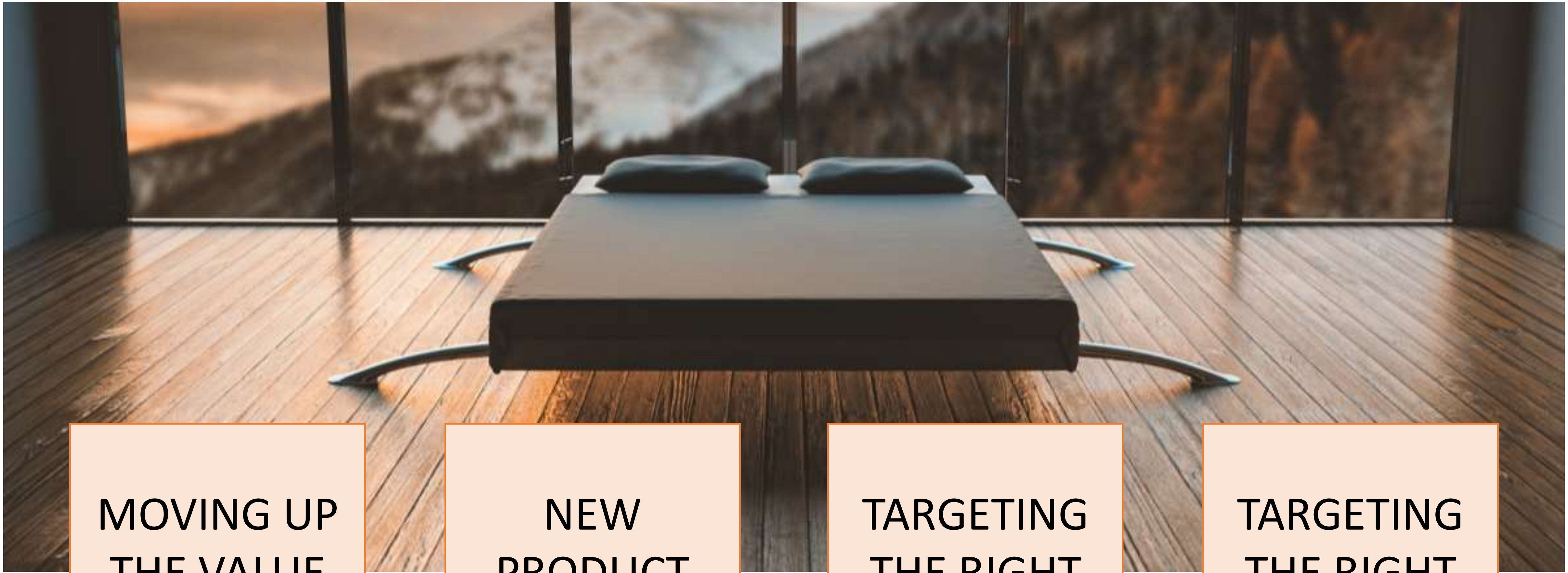
Commercial Offices

… Differentiated Solutions to Marquee End Users

	Projects Executed	Industry Specific Solutions / Features	
Healthcare	Narayana Health; SevenHills Hospital; Wockhardt	• Anti Bacterial • Anti Fungal	• Chemical & Stain Free • Ensures Sterlite Environment
Sports	American School of Bombay	• High Performance • Ball Bounce Consistency	• Better Shock Absorption • Superior Grip
Education	جامعة قطر Qatar University; Escola Nacional de Bombeiros	• Safe from Allergens • Promotes good air quality	• Withstand heavy foot traffic • Reduce foot sounds
Safety & Transport	Indian Railways; बेस्ट; Volvo; Scania	• Anti Slip Flooring • Reinforced Glass Fiber Mashes	• Reliability in all conditions • Withstand rigor
Hospitality	The Ritz-Carlton Dubai; Pan Pacific Singapore; Chhatrapati Shivaji International Airport	• Unique Designs • Warm / Inviting Floors	• Withstand heavy foot traffic • Acoustic

Responsive has industry specific products to cater to multiple sectors

We are Transforming….



MOVING UP THE VALUE CHAIN

NEW PRODUCT INNOVATION

TARGETING THE RIGHT AUDIENCE

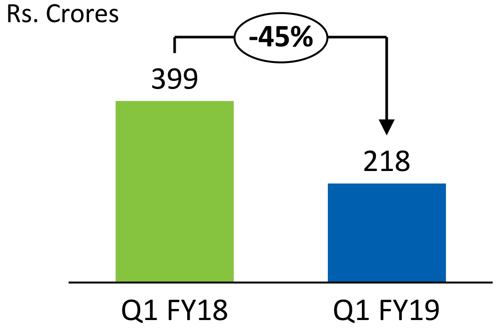
TARGETING THE RIGHT BUSINESS

Transformation already started yielding Results

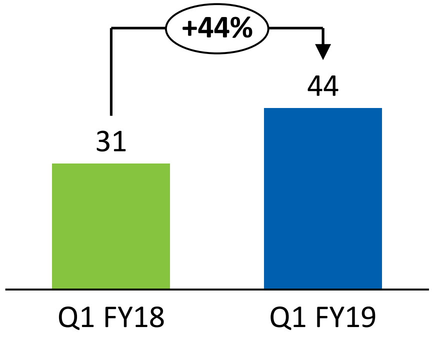
Shift from Low to High Value Added Products....

....leading to Increased Operating Performance....

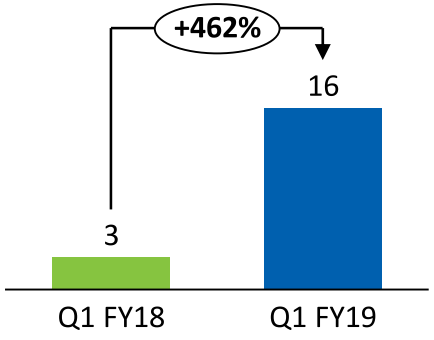
....and Higher Profitability



Revenues

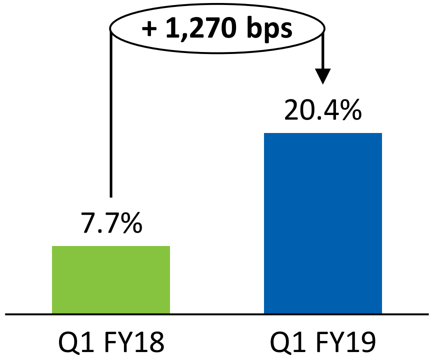


EBITDA

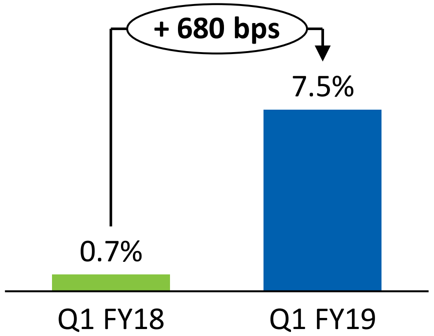


Profit After Tax

EBITDA Margin (%)

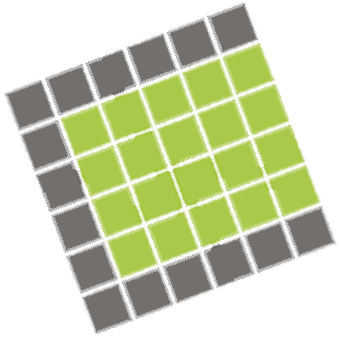


PAT Margin (%)

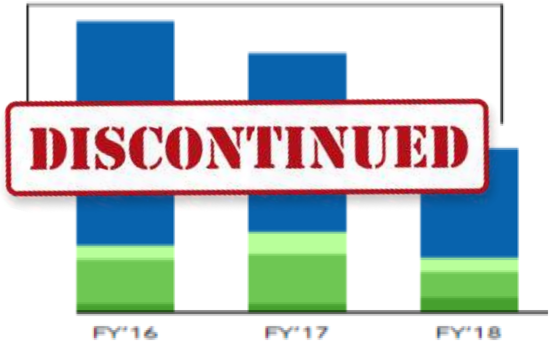


1. Moving up the Value Chain

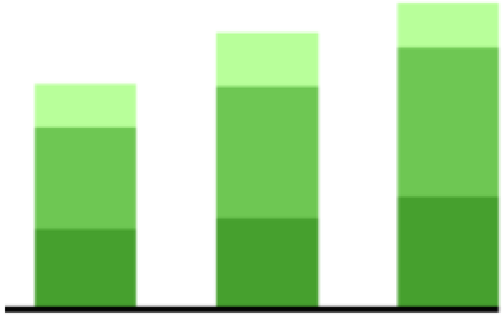
Product Basket



- (H) Contract Sheet Vinyl
- (H) Transport Flooring
- (M) Semi-contract
- (L) Printed Flooring



Focus on Turnover



Focus on Turnover & Profitability

Sales & Marketing Strategy

- More Distributors for Printed Flooring system to Increase Volume & Turnover
- Focus more on Domestic Market with Traditional Sales workforce

- Signed up with new international distributors to ramp up volumes of High-value margin product
- Hired new senior Sale Professionals
- Establish new distribution network in USA and Europe market

CHANGE IN PRODUCT MIX, FOCUSED SALES & MARKETING EFFORT TO DRIVE PROFITABILITY

2. New Product Innovation

Luxury Vinyl Flooring

BREAKTHROUGH PRODUCTS
with
GROUND-BREAKING TECHNOLOGY

Non – PVC Flooring

A contemporary substitute for **Hardwood flooring**

Easier to install and also **Less expensive**

IMPACT®

An in-house revolutionary breakthrough Non PVC Resilient Flooring

ZERO VOC AND TOXICITY

ULTRA LOW WEAR & TEAR

20 YEARS LIFE

PARAGON

Expansion in Luxury Vinyl Flooring…

Key Features of LTV

- ✓ Substitute for Wooden Laminates & Engineered Wood
- ✓ High life of over 10 years, with low wear & tear
- ✓ Fastest growing flooring sub-segment with 15% CAGR
- ✓ Highly accepted in the developed markets
- ✓ Free from Water and Pest related problems
- ✓ Sound, Look and Feel similar to Wooden Flooring

Products

LVT	SPC	WPC

Applications →

- Residential
- Commercial
- Offices
- Retail
- Restaurants
- Hospitality

LVT: Luxury Vinyl Tile, SPC: Stone Plastic Composite, WPC: Wood Plastic Composite

… UAE – Strategic Location to help Business

Setting up overseas facility in UAE

Catering to the needs of USA & European markets

Investment of US$ 100 million in 3 Phases

Phase I -

- Investment of US$ 50 million Done
- All Investments would be through Internal Accruals
- Expected to be operationalized by April 2019 with Sales Turnover of ~2x

Plans to Enter the Indian Market by setting up a plant in the long term → India Market Size Currently is Rs. 7,000 Crs

Why UAE

01 Hub for International Sales

02 Availability of Raw Material at better prices

03 Availability of Power & Natural Gas at cheap cost

04 Higher Automation

05 Better Access to International Talent

06 Duty free export to MENA

Non PVC Flooring

Responsive has developed an in-house revolutionary breakthrough Non PVC Resilient Flooring

Only manufacturer & supplier of Non PVC flooring in India with tremendous export potential

New specifications have been released by Indian railways for flooring to be installed in new coaches as well as replacement in old coaches.

Responsive is the only player in the market to satisfy all these criteria's

Responsive is in the final stages of a tie up with US based flooring giant – Shaw Industries who will distribute Non PVC Flooring in the USA Market

REPLACEMENT FOR RUBBER FLOORING

Expected Gross Margin

~50%

Volumes expected in next 5 years

~1.2 mn m^2

3. Targeting the Right Audience – Architects & Designers

Strong Relationship with **200+** Architects & Designers across India

Service provided to Architects is of utmost importance
We are listening to their Needs & their Aspirations

Architects represent the **Repeat Consumers** for Responsive

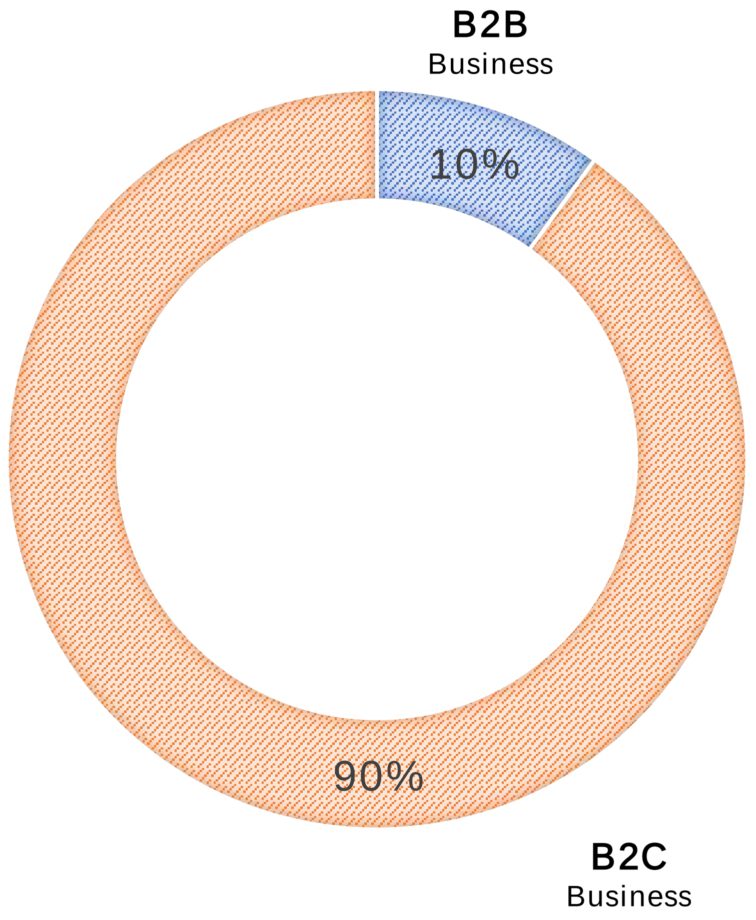
Our Product Innovation with number of SKUs – Widen Product Offerings to Customers

Only Manufacturer In India with state-of-the-art manufacturing facilities

Our Low cost of Production Advantage offers Customers – High Value Economical Product

Our Technical know-how provides International Standard Products

Segment Breakup



4. Targeting the Right Business Segment

Current Market Size
Rs. 1,000 Crore

+

Replacement Market
Rs. 2,000 Crore

=

TOTAL Market
Rs. 3,000 Crore
(Growing in double digits)

Currently 95% of the Market is catered through Exports

Our sales from this Segment in FY18 was Rs. 20 crores.
Aim is to reach ~ Rs. 150 – 200 crores in next 2 years

Target Consumers include Architects & Designers

Target Consumers include B2C clients like Healthcare, Education, Sports, Industrial, Hospitality, Heavy Traffic Commercial

Our USP's

Near to the domestic market

+

Better Cost Structure

+

Price Difference (~20% difference)

Entry Barriers : Quicker Delivery, Better After Sale Services, Brand Creation

Responsive Industries aims to capture the huge market available in the project segment domestically

RESPONSIVE

We listen. We're responsive.

LEATHER CLOTH

Product Profile - Leather

GENERAL PURPOSE LEATHER

FURNISHINGS

SHOES

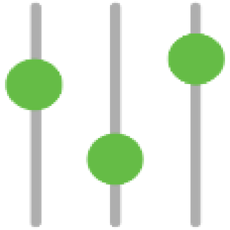
TRANSPORT AND OEMS

GENERAL PURPOSE LEATHER

Key Features

High Sheer Strength

Durability against wear and tear



Tailormade technical specs as per end user

Ease of Fabrication

Advanced fire Retardancy

End-User Industries

Leather Chairs

Sofas

Metros

Footwear

Belt

Handbag

Diary Cover

Autorickshaw/ Tuk-tuk

Office Chairs

Binders

Bus Seat cover

Motorcycle

Premium Non PVC Leather

REPLACEMENT

Premium Product

Real Leather

Non - PVC Leather

Advantages

Better Look & Feel

Better Breathability

Benchmarking Global Standards

MARKET SEGMENTS

Automotive

- Identified Key Product Features
- Product being developed
- Working on the Buyers Relationship

Leadership positing with 'R' Leather' targeting the Indian Automotive market and Germany & USA automotive markets

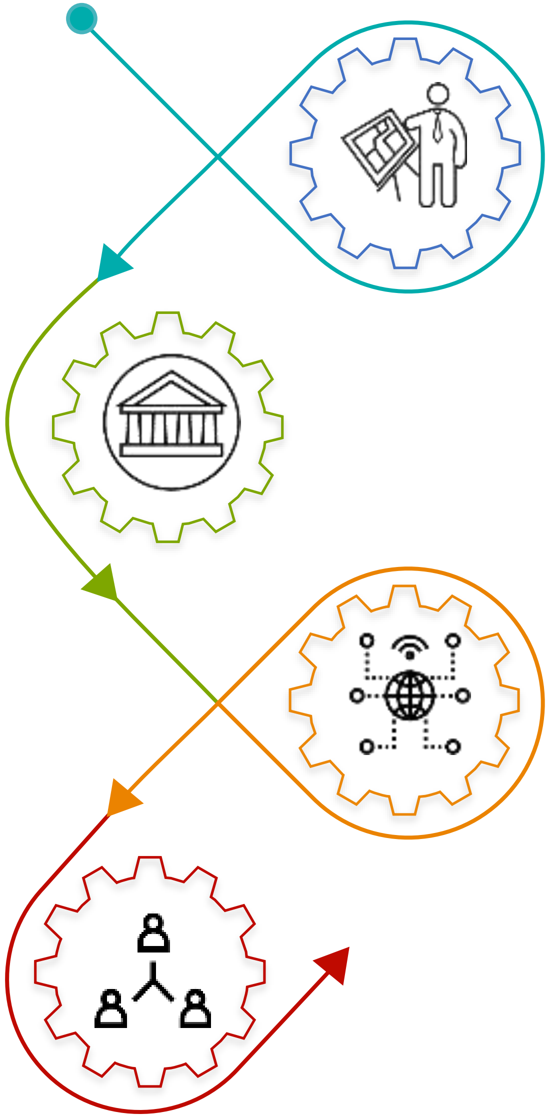
Railways

- Product Development done
- Trial Testing going on
- Working on the Finalising the product specifications

Responsive will be the only player who can supply such material to the Indian railways

WHAT TAKES US CLOSER TO THE CONSUMER

Multi Tier Distribution Channels



Projects

- Excite and engage architects and consultants with the breakthrough product Paragon - Non PVC Flooring
- Target new hospitals and schools construction in India

Institutional

- Focus on buses, trams, metros, and railways in transportation sector and adding more OE clients
- Create unique specification of Rubberized Non PVC Resilient floor for Railways (Paragon) and penetrating Automotive segment with high performance PVC synthetic leather

Exports

- Focus on contract flooring and increase penetration in major markets of USA and Europe
- Dedicated team for projects segment to add more principal distributors and participation in trade shows

Channel

- Increase number of synthetic leather dealers from 15 to 30
- Add new stock distributors in USA & Europe and drive value added sales

Domestic Distribution Strength…

Largest Distribution In India

75+
Active Distributors

35 Cities
All Across India

Only Indian Brand With Last-mile Distribution Network

Responsive Has A Global Network Of 300+ Distributors In Over 70 Countries

...with Expanding Global Presence

Sectors

- Healthcare
- Education
- Hospitality
- Entertainment
- Transportation
- Hotels
- IT and Telecom
- Restaurants
- Retail
- Sports Infrastructure
- Commercial Spaces and Real Estate

70

Countries

300

Distributors

… along with Marketing & Branding

TRADE SHOWS

ARCHITECT MEETS

DISTRIBUTOR CONFERENCE

BRAND AMBASSADOR

TV ADVERTISING TV FILMS, EVENTS AND AWARDS

DIGITAL, SOCIAL MEDIA AND WEBSITE

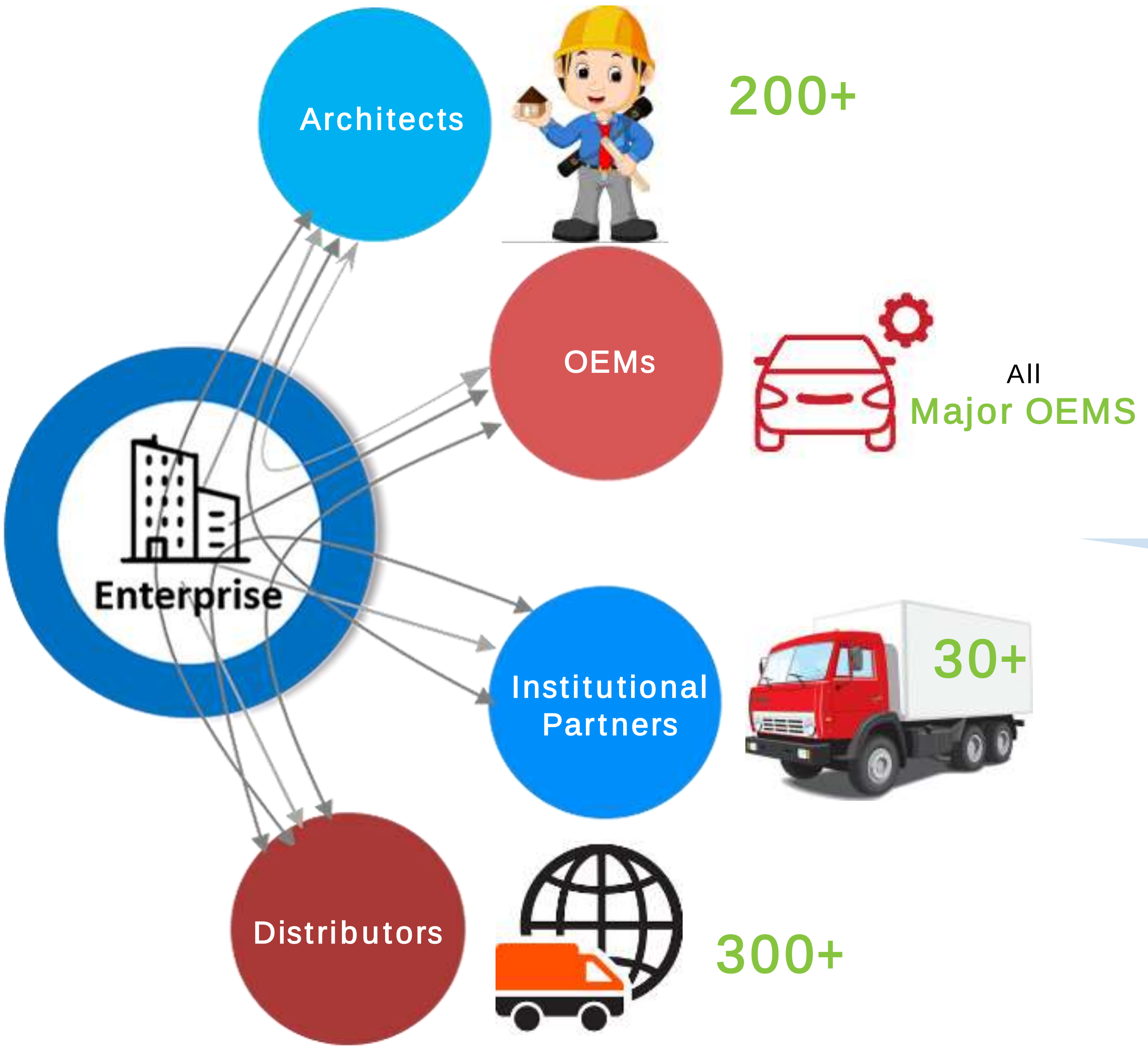
MEDIA AND MEDIA RELATIONS

MISCELLANEOUS, PRINT, COLLATERALS, MARKETING CAMPAIGNS ETC

Company Plans to spend ~ Rs. 20 crores in Branding & Marketing this year

Going ahead, the Company intends to spend 3% - 4% of Topline towards Branding & Marketing

Leveraging Relationships to Increase Market Share



- Increase in the Product Basket
- Leveraging Relationships to increase our High-Value Product Offerings
- Brand Association with Marquee clients
- Increase in Market Share because of Strong relationships

ONLY "INDIAN BRAND" WITH LAST-MILE DISTRIBUTION NETWORK

People Buy… (again & again)

From People They Trust

FUNDAMENTAL STRENGTHS OF THE COMPANY

Our Experience over decades…

CUTTING EDGE MANUFACTURING

30 years experience
3 CAPEX expansions
Complete Organic Growth

TECHNICAL EXPERTISE

EU/ US certifications
Breakthrough R & D
Global Specifications

LARGE DISTRIBUTION NETWORK

75+ distributors, Pan India
65 Countries, worldwide

WIDE RANGE OF PRODUCTS

25 End Users Industries
2,000 + SKU's
30+ Product Categories

PROJECTS EXECUTED

Experience includes
300+ hospitals,
100+ Schools,
1000+ sporting facilities

… having State of the Art Infrastructure

Park Area	Manufacturing Lines	Installed Capacity
60	**15**	**10,000**
Acres		Metric Tons Per Month

60 Acres = 8 Lakh sq. ft (Built Land) + 8 Lakh sq. ft (Expansion Area)

Flooring

- Completely Integrated Lines: calendaring, lamination, foaming, printing and finishing lines.
- Contract Vinyl Sheet Capacity: 25mn+ meters
- Overall Capacity : 7,000 tons/month

Leather

- Multi-functional Lines: Coating, calendaring, vacuum emboss, lamination and foaming lines.
- Leather Cloth capacity: 30mn+ meters
- Overall Capacity: 3,000 tons /month

Fully Backward Integrated Facility

Floor Space

- Total Land Space: 100 Acres
- Large raw material & engineering stores
- Advanced logistics, Multi-modal cargo handling
- Additional Plot of 40 acres for future expansions

Skilled Production Team

- 3 key R&D officers
- 5 senior QC officers
- 20 mid level managers (Tech Exp)
- 100 skilled operators
- 3000 workers

… with Research & Development to deliver Quality

- CUSTOMER REQUIREMENTS
- COMMERCIAL VIABILITY CHECK
- TECHNICAL VIABILITY CHECK
- TECHNICAL STUDY OF PRODUCT
- DEVELOPMENT OF PROTOTYPE
- APPROVAL BY CUSTOMER & COSTING
- FINALIZATION OF THE PRODUCT
- COMMERCIAL PRODUCTION

IQC: Incoming Quality Control
LQC: Line Quality Control
IPQC: In Process Quality Control
FQC: Final Quality Control
SQA: Source (Supplier) Quality Assurance
DCC: Document Control Centre
PQA: Process Quality Assurance
FQA: Final Quality Assurance
DAS: Defect Analysis System
FA: Failure Analysis
CPI: Continous Process Improvement
CS: Customer Service

…along with Certifications

Annually audited for factory consistency and system controls

Advanced product testing for smoke, fire and toxicity

Annual Audits for environmental performance

Guarantees ZERO VOC Emissions from all products

Mark of toxic free chemistry in floors

EN 13893 and EN ISO 11925-2 certifies our flooring as both slip resistant and fire safe respectively

ASTM 5925 certifies our products as stain and chemical resistant

We have also been accredited with ASTM D3389 (weight loss/ thousand cycles) for abrasion resistant products

Gives our flooring accreditation towards LEED credits

Mark of International acclaim for Architects

ISO 9001
ISO 14001
ISO 18001

Annual audits for process efficiency

Qualifying regularly since first year of inception

… guided by experienced Board of Directors

Mr. Rishabh Agarwal, Managing Director

- A BSC graduate from Carnegie Mellon University, Pittsburgh, PA in the fields of Mechanical Engineering and Business Administration
- He worked for better part of one year for CRA International strategy consultants in Boston, MA
- He has been engaged in the complete value chain of the vinyl flooring business for more than 10 years
- His experience spans sales, marketing, production, finance, strategy and human resources.
- He will bring his experience to strategically align the business towards a growth trajectory by focusing on improving sales infrastructure, upgrading marketing message, streamlining finance activities and focusing on human resources

Mr. Rajesh Pandey, Executive Director

- He is also a Director at Axiom Cordages Limited
- He has done a Bachelors degree in Chemical Engineering
- Has 16 years of experience in manufacturing
- Has 13 years of experience in rope manufacture
- He Oversees chemical engineering at RIL and Responsible for production and supervision of day-to-day factory operations at both RIL and Axiom

Mr. Atit Agarwal, Non-Executive Chairman

- Has Bachelor of Science Degree in International Marketing from Bentley University, Master of Business Administration in finance from McCallum Graduate School of Business (Bentley University)
- He is also on Board of Axiom Cordages Limited
- Has rich and diverse experience of multiple industries, including commercial banking. His vision has transformed RIL and Axiom into a rapidly growing globally acclaimed enterprise over the last decade, winning several accreditation
- Focuses on widening the customer base, quality enhancement, technology up-gradation and innovation, improving efficiency and performance

Ms. Jyoti Rai, Independent Non-Executive Director

- She is a Bachelor of Science and a Post Graduate Diploma in Business Management
- Has rich experience in Marketing and Strategies across segments in Financial Markets
- She is a Country Head – India for ABAX Corporate Services Ltd. and a Chairperson on the DPAI Committee for the Western Chapter, contributing on developing Capital Markets
- Has worked with some of the leading companies like Citibank, Reliance Capital Asset Management, Thomson Reuters, AIG asset management, MCX, SBI-Soc Gen Custodial Services
- She is a member of FICCI – Ladies Organization and on the “Swayam Committee” – empowering Women entrepreneurs

… guided by experienced Board of Directors

Mr. S.S. Thakur, Independent Non-Executive Director

- Former Controller, Foreign Exchange, Reserve Bank of India (RBI)
- Played a significant role in formulation of the key provisions of FERA, 1973 and in designing policies and procedures for administration of FERA
- Former Senior Advisor, UN International Civil Service
- Former Chairman, HDFC Bank
- Ex - Chairman, Central Depository Services (India) Ltd. (CDSL)
- Functioned as an Advisor to the Governor, Bank of Zambia and played a key role in relaxation of exchange controls on current and capital account transactions and in formulating and implementing market – oriented banking and foreign exchange policies

Mrs. Rohini Agarwal, Non Executive Director

- A BFA in Graphic Design from Rhode Island School of Design in Providence, RI with an MFA in Design & amp; Technology from Parsons, New School of Design in New York, NY
- She started her career in Lippincott in New York, NY after which she spent 2 years working in a boutique design firm called Hecht Horton Partners in Boston, MA
- She further experience for 8 years in Mumbai in running her own namesake design firm called "Ro Design" which is in the business of graphic design and brand building. She is actively engaged with a number of corporates
- Rohini will bring her extensive design, communication and marketing experience in order to shape the overall communication for Responsive

Mr. Subramaniam Santhanakrishnan, Independent Director at Axiom Cordages

- He has done his Postgraduate from Madras University and is a Certified Associate of Indian Institute of Bankers(CAIIB)
- Qualified trainer (Dip. in Trg and Development) from ISTD and DSM from Bombay University
- Contributed several articles in financial journals on banking and credit
- Former Dy. MD of State Bank of India
- Executive Chairman of Credit Information Bureau of India Ltd.(CIBIL)

Mr. Sankaran Krishnamurthy, Independent Director At Axiom Cordages

- Has done his Graduate in Mathematics from Madras University
- Former Dy. MD of State Bank of India
- Former MD & CEO of SBI Life Insurance Co. Ltd.
- 18 years experience in Corporate Finance and Project Appraisal
- Experienced in SME lending
- Pioneered 'Entrepreneur Scheme' and development of Ancillary units under Bhopal Local Head office
- Advised a Pune-based IT company on insurance solutions

INDUSTRY POTENTIAL

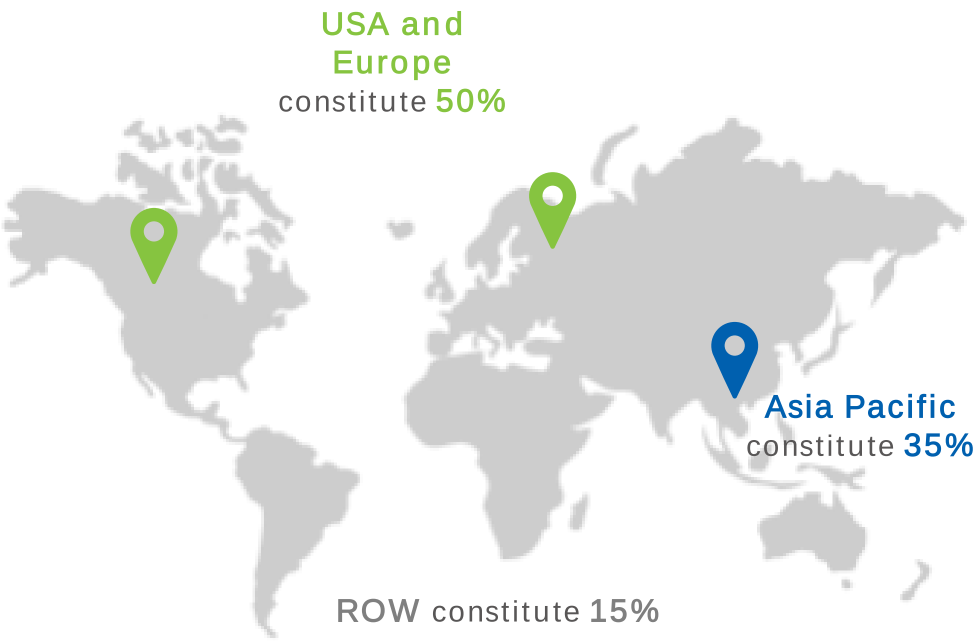
Industry : Vinyl Flooring

Global Vinyl Flooring Market

20 Bn, Vinyl Flooring

230 Bn, Other Flooring

Contract Vinyl Sheets	9-10 Bn
LVT Sheets	5-7 Bn
Semi Contract Vinyl Sheets	4-5 Bn
Transport Sheets	1 Bn



HEALTHCARE

EDUCATION

SPORTS

INDUSTRY

HEAVY TRAFFIC COMMERCIAL

HOSPITALILTY

Indian Vinyl Flooring Market

4 Bn, Vinyl Flooring

Contract Vinyl Sheets

Main Drivers:
- ✓ Healthcare
- ✓ Education
- ✓ Sports Infrastructure

LVT Sheets

Nascent Industry and slated to grow in India over the next 5 years

Semi-contract vinyl flooring

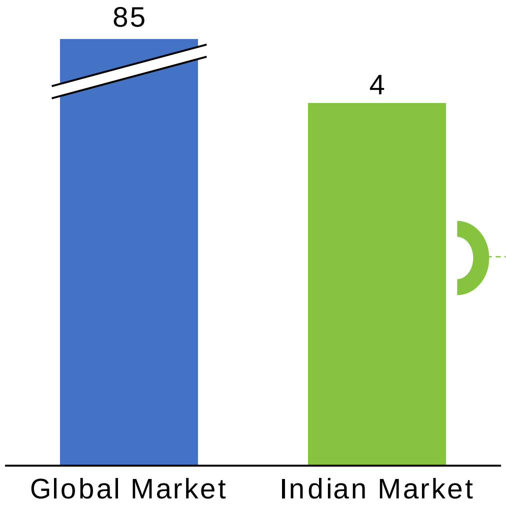
Market set to expand in tier 2 and tier 3 cities in India

Transport Sheets

Main Drivers:
- ✓ Indian Railways
- ✓ Bus Body

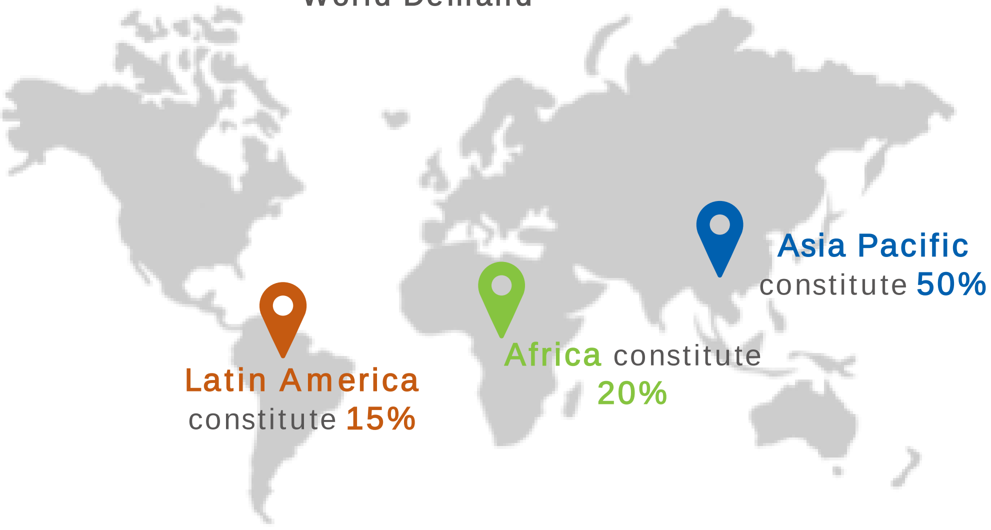
Industry : Leather Cloth

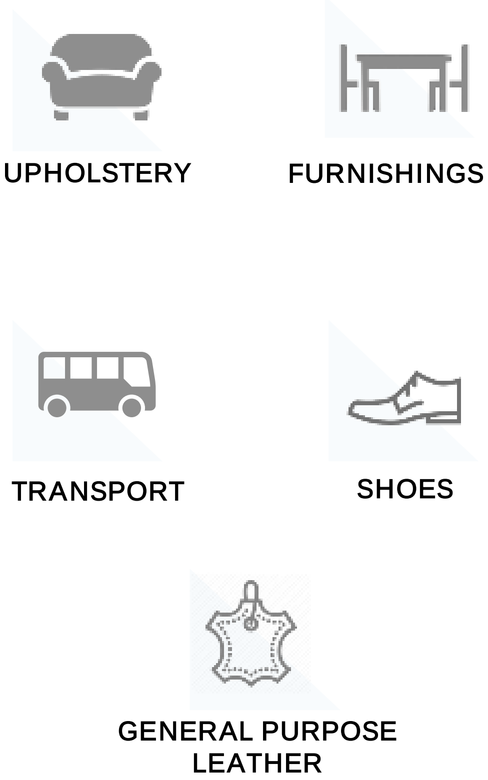
Market Size (in Bn)



- Automotive
- Furnishing
- Upholstery
- Transport & Luggage
- Accessories & Others

World Demand





Growth Drivers

High-end synthetic leather replacing real leather and textile in many applications due to advantages in fabrication and wear and tear	Large unorganized market with an opportunity to service small fabricators and cottage industries	Indian Market: ▪ 10% of the Synthetic Leather is organized under railway, buses, auto, hospitality, furnishing ▪ Unorganized players account for 90% of the demand	Consumption driven segments like Indian footwear, furniture, luggage, accessories, stationary markets set to grow rapidly	Organized and high-value synthetics has a growing demand in India for better quality products


Results by Salesperson
PARTICIPANT
UNITS SOLD
Andy
Chloe
Daniel
Grace
Sophia
11
15
9
14
21
Column Chart
Pie Chart
30%
16%
21%
13%
20%

FINANCIALS

Profit & Loss Account

Particulars (Rs. In Crs.)	FY18	FY17	FY16
Total Revenue (Net)	**1,246.9**	**2,006.1**	**2,249.3**
Cost of Material Consumed	1,055.5	1,741.8	1,917.3
Changes in Inventories	-18.4	-6.1	0.4
Total Raw Material	1,037.1	1,735.8	1,917.7
Gross Profit	**209.8**	**270.4**	**331.5**
Gross Profit (%)	**16.8%**	**13.5%**	**14.7%**
Employee Expenses	13.9	12.2	11.9
Other Expenses	84.5	98.4	113.2
EBITDA	**111.4**	**159.8**	**206.4**
EBITDA(%)	**8.9%**	**8.0%**	**9.2%**
Other Income	18.7	17.9	23.9
Depreciation	86.7	132.3	173.0
EBIT	**43.4**	**45.4**	**57.3**
EBIT(%)	**3.5%**	**2.3%**	**2.5%**
Finance Cost	17.2	23.1	25.8
Exceptional Items	5.1	0.0	0.0
Profit Before Tax	**21.2**	**22.3**	**31.6**
Tax	11.8	14.6	12.3
Profit After Tax	**9.4**	**7.6**	**19.2**
Profit After Tax(%)	**0.8%**	**0.4%**	**0.9%**

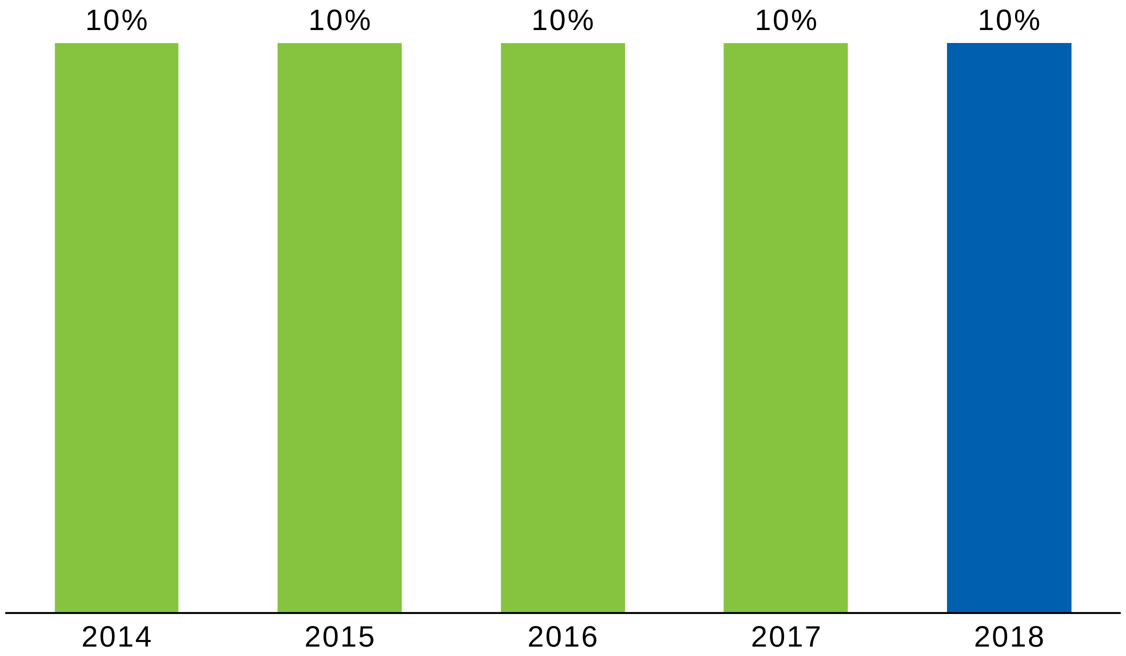
Balance Sheet

Particulars (In Crs)	Mar-18	Mar-17
Equity	**897.1**	**889.2**
Equity Share capital	26.2	26.2
Other equity	870.9	863.0
Non - Controlling Interest	**158.3**	**159.7**
Non-current liabilities	**32.7**	**94.7**
Financial Liabilities		
Borrowings	0.3	67.2
Provisions	3.5	3.5
Deferred tax liabilities (Net)	28.9	23.9
Other Non-Current Liabilities	0.0	0.0
Current liabilities	**302.7**	**390.9**
Financial Liabilities		
Borrowings	155.7	188.7
Trade Payables	19.7	30.7
Other Financial Liabilities	118.6	161.2
Other Current Liabilities	8.5	4.7
Current Tax liabilities (Net)	0.0	5.3
Provisions	0.2	0.2
TOTAL EQUITY AND LIABILITIES	**1,390.8**	**1,534.5**

Particulars (Rs. Crs.)	Mar-18	Mar-17
Non-Current Assets	**771.3**	**829.0**
Property, Plant and Equipment	699.0	734.8
Intangible Assets	0.1	0.1
Goodwill On Consolidation	66.1	66.1
Financial Assets		
Investments	0.0	0.0
Loans	0.0	0.0
Others	3.3	4.3
Income Tax Assets(Net)	2.8	0.0
Non-Current Tax Assets	0.0	23.7
Current Assets	**619.5**	**705.5**
Inventories	116.6	125.0
Financial Assets		
Investments	37.8	15.2
Trade receivables	393.5	406.9
Cash and cash equivalents	14.2	77.8
Bank balances	18.1	41.7
Loans	0.2	0.2
Other Financial Assets	11.6	2.3
Other Current Assets	27.7	36.4
TOTAL ASSETS	**1,390.8**	**1,534.5**

Key Financial Highlights

Dividend (% of Face Value)



Consistent Dividend Paying Company
Plans to increase the Dividend to reward shareholders in the coming year

Key Financial Strength

Zero Long Term Debt

Disciplined Capital Expenditure

Low Working Capital Cycle

Low Costs and higher efficiencies compared to Global giants

THANK YOU

A RESPONSIVE PRESENTATION

RESPONSIVE
We listen. We're responsive.

SGA Strategic Growth Advisors

Company :	Investor Relations Advisors :
Responsive Industries Limited CIN: L99999MH1982PLC027797	**Strategic Growth Advisors Pvt. Ltd.** CIN: U74140MH2010PTC204285
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