

SJS Enterprises Limited

20th Annual General Meeting

SJS
Creating
Possibilities

SJS | Experienced & Qualified Board Team

**K A Joseph***Managing Director – Promoter & Co-founder*

- Over 34 years of experience in aesthetics printing business
- Leads the manufacturing operations for SJS and has spear-headed technological and product innovation over the years
- Also, a Director on the board of SJS Decoplast

**Sanjay Thapar***Executive Director and Group CEO*

- Over 40 years of experience in the auto industry
- Previously Group Chief Strategy Officer with Ashok Minda Group; MD of Minda Valeo Security Systems

**Kevin K. Joseph***Executive Director*

- Holds a bachelor's degree in mechanical engineering
- Previously worked with Tata Elxsi Limited as a senior design engineer

**Ramesh Chandra Jain***Non-Exec Chairman & Independent Director*

- Worked for 25 years in Eicher & retired as group vice chairman
- Received the Society of British Aerospace Companies Prize in Aircraft Production ,1972-73 from the Cranfield University

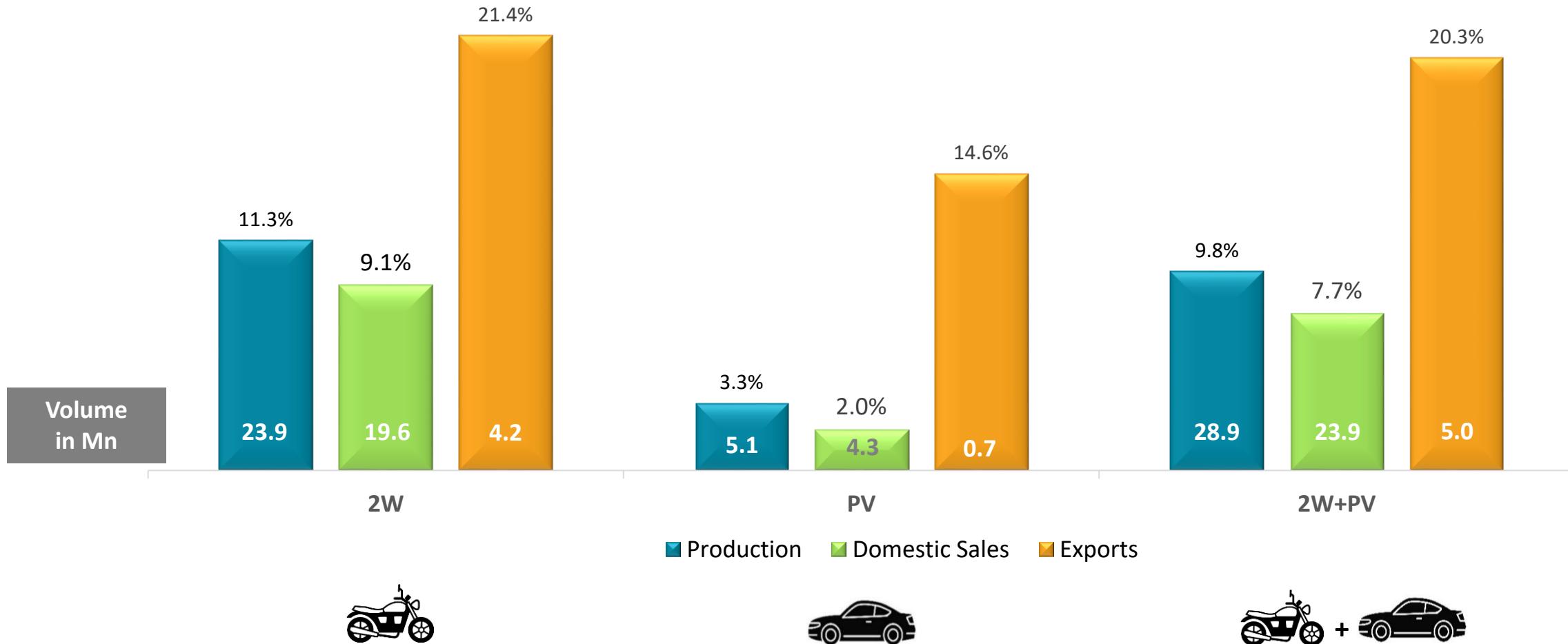
**Matthias Frenzel***Non-Executive & Independent Director*

- Previously worked with Visteon Electronics Germany GmbH, S-Y Systems Technologies Europe GmbH and Johnson Controls GmbH

**Veni Thapar***Non-Executive Independent Director*

- Presently a partner of V K Thapar & Company, Chartered Accountants
- Was on the board of Bank of India as a part-time, non-official director under the Chartered Accountant category

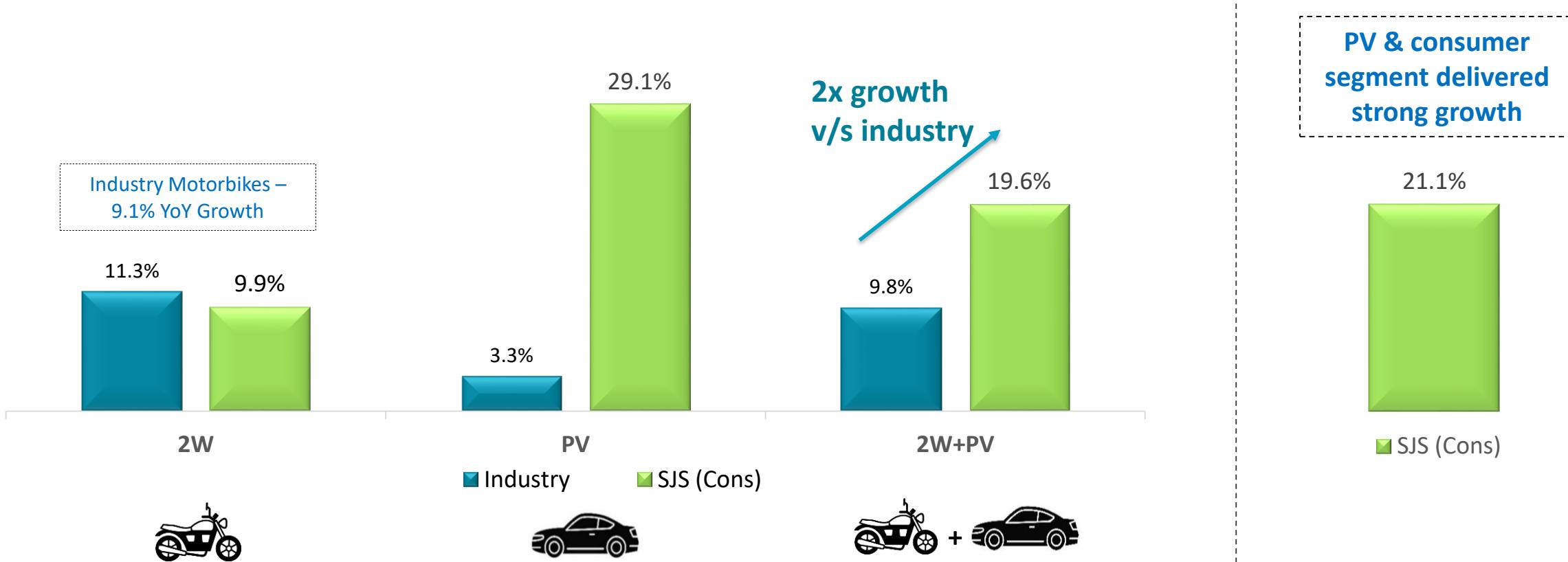
SJS | Indian Automotive Industry Performance (FY25 YoY Growth)



SJS | SJS Outperforming the Industry Growth

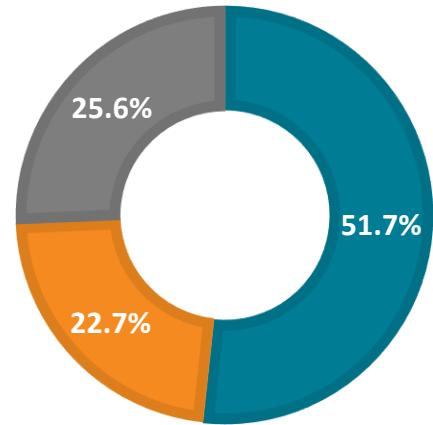


FY25 - Industry Production Volume¹ v/s SJS YoY Sales²

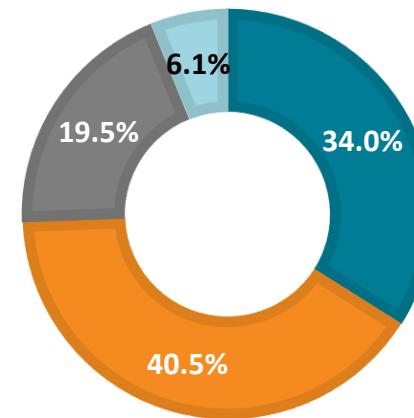


Achieved Total Revenue of Rs 7,604.9 mn, growth of 21.1% YoY

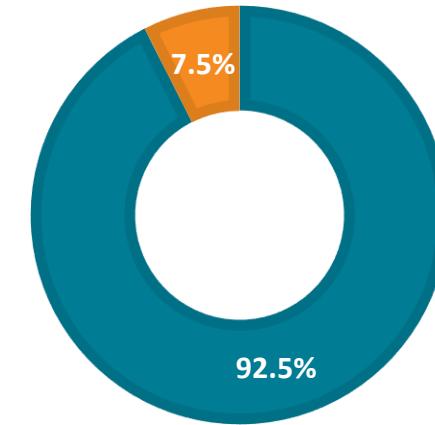
Revenue by Business



Revenue by End Segment



Revenue by Geography



Products: Focus on development new technologies & advanced products

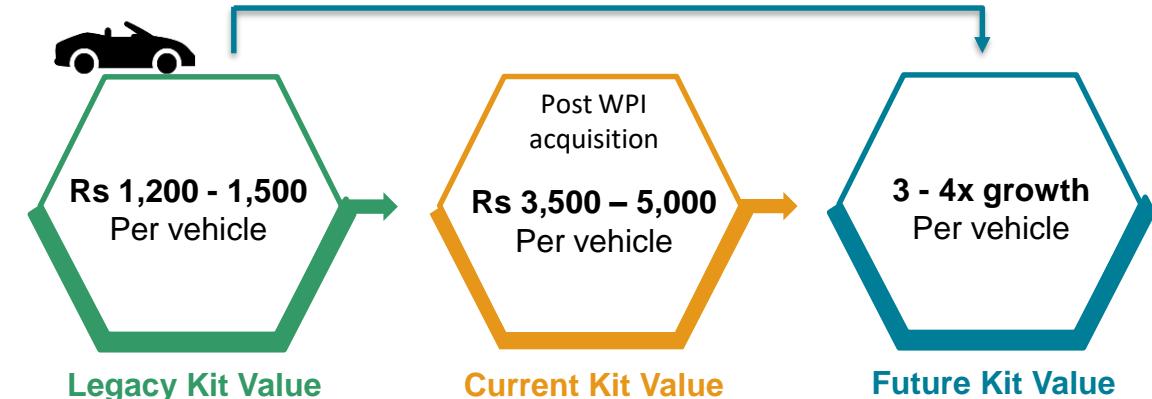
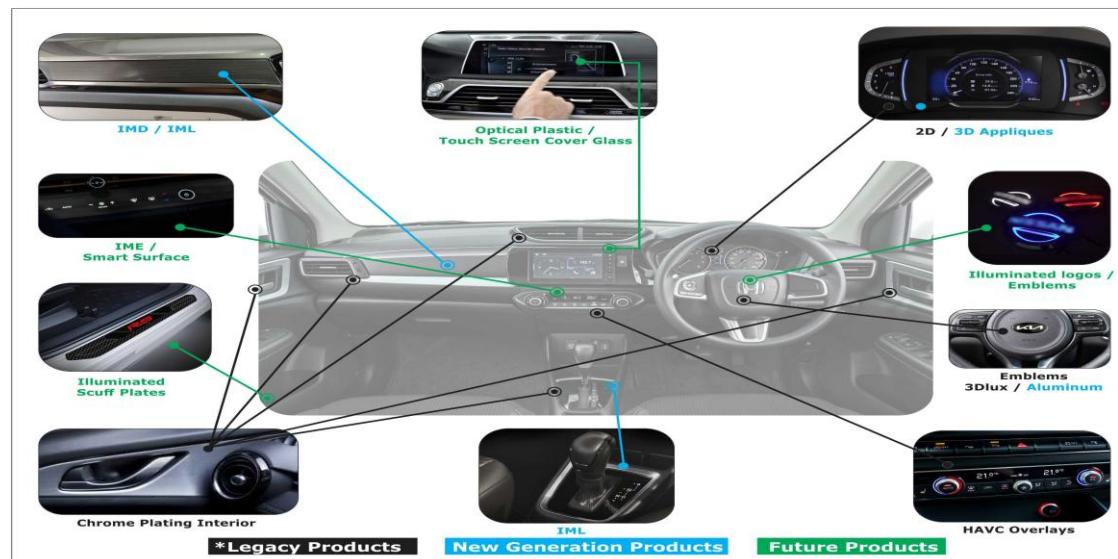
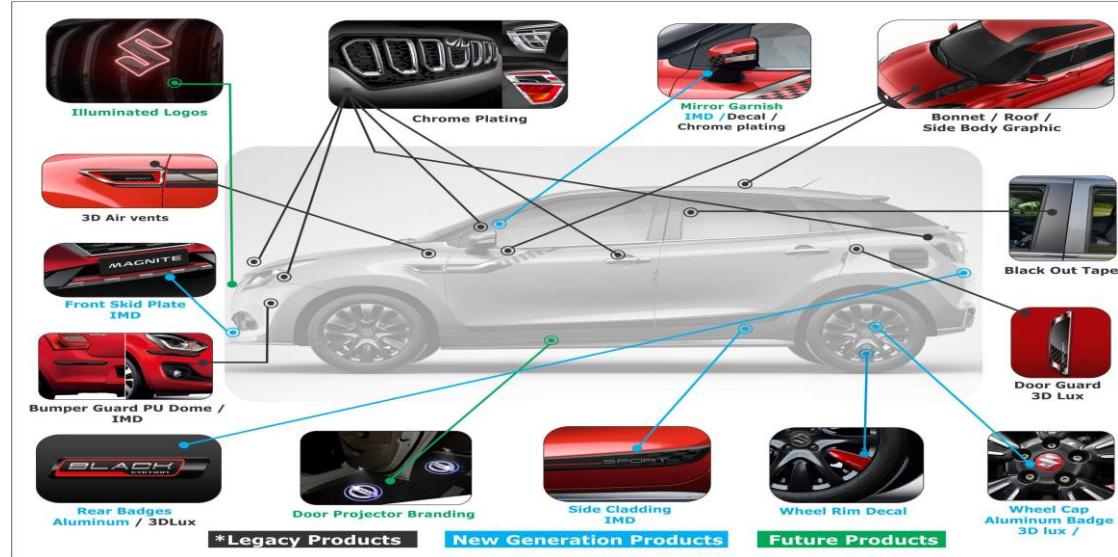
- Intend to develop and introduce Optical cover glass, Illuminated logos, In Moulded Electronic (IME) parts and other new gen technologies
- Continue to build capabilities to innovate & develop new products & increase application of products across industries

SJS is Ready for the Future

New generation products contributed ~28% of consolidated revenue during FY25

SJS | Development & Delivery of New Product Pipeline Remains at the Core of SJS (1/2)

Driven by premiumization, new age aesthetic products to drive realization increase across categories



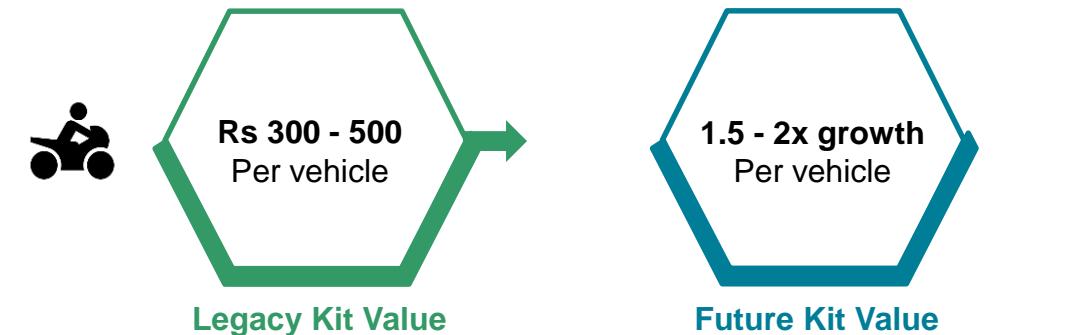
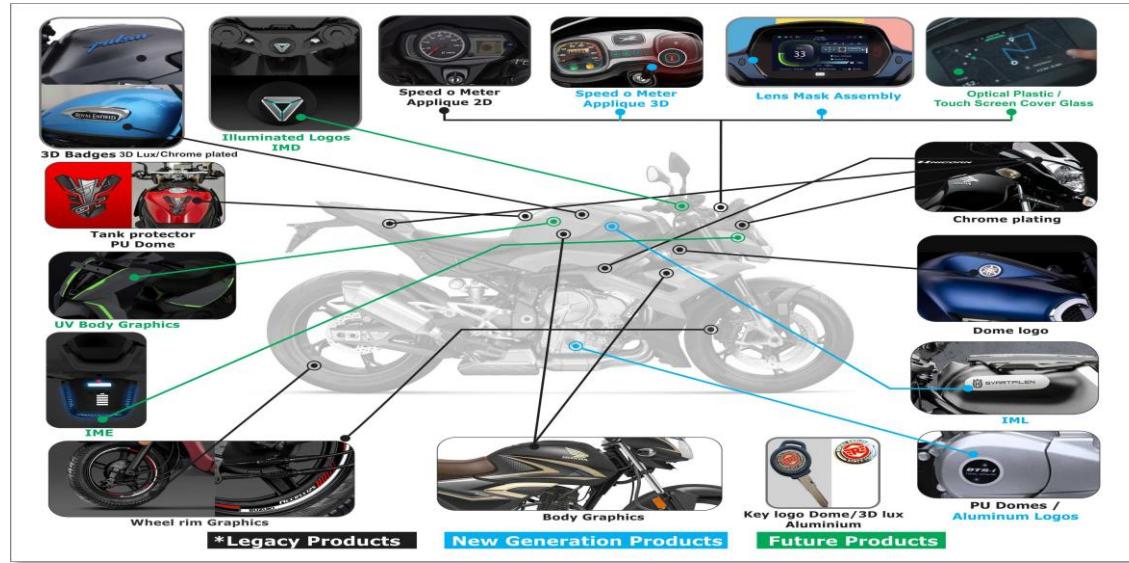
SJS' New Age Products (PV: Select Examples)



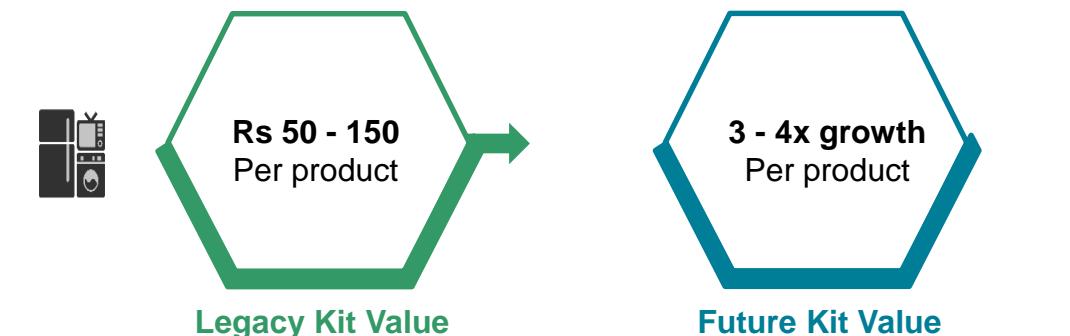
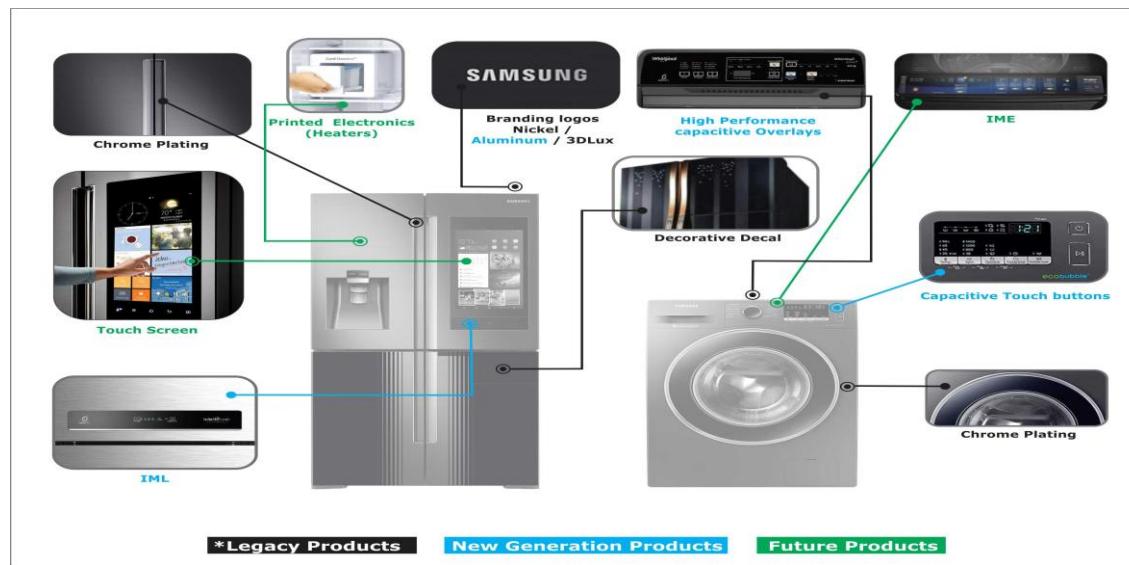
- ✓ SJS Decoplast & WPI acquisitions have added chrome parts & IMD/IML/IMF parts - key ingredients in the design of modern PV's

SJS | Development & Delivery of New Product Pipeline Remains at the Core of SJS (2/2)

Driven by premiumization, new age aesthetic products to drive to realization increase across categories



SJS' New Age Products (2W: Select Examples): Optical plastics/touch screens, aluminium logos, illuminated logos (WPI)



SJS' New Age Products (CD: Select Examples): Optical glass / touch screens, IMD/IML overlays, printed electronics (WPI)

SJS | Capacity Expansion Plans

Current Manufacturing Facilities

1 Bangalore (SJS)



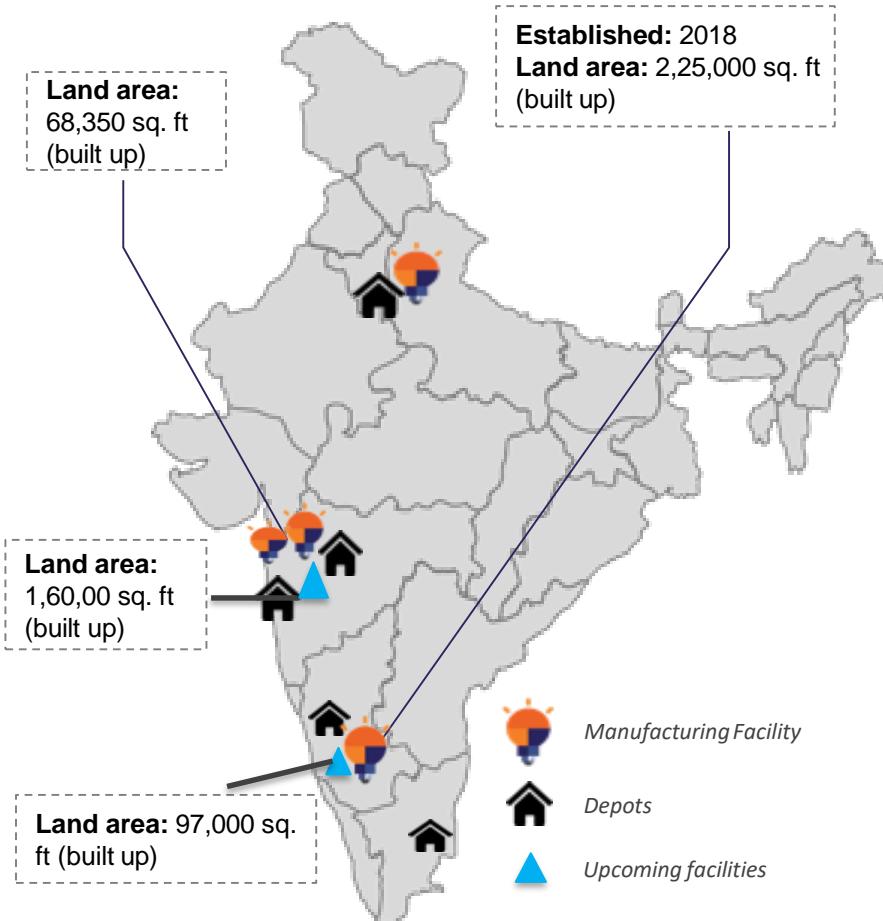
4 manufacturing plants & 7 warehouses

2 Pune - Chrome plating & IMD / IML/ IMF



Serving across 22 countries and 220+ customer locations

1 Manesar (Gurugram) IMD / IML/ IMF



Capacity Expansion Update

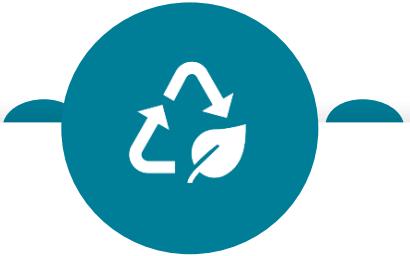
- SJS Decoplast setting up new plant for chrome plating & painting; targeted to commission in H1FY26
- New greenfield plant for Optical Cover Glass to be established at Hosur
- Capex planned at SJS (Bangalore) to expand capacity - to cater significant new business opportunity

Capacity Expansion Projects Upcoming Manufacturing Facilities

Capacity Expansion at SJS Bangalore
Capex – Rs 40-45 Crs

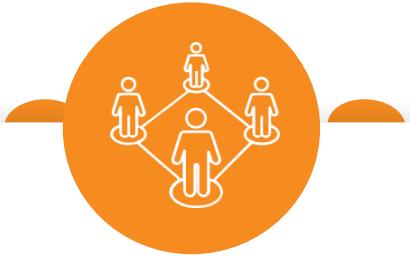
Greenfield Project for SJS Decoplast, Pune
Capex – ~Rs 100 Crs

1 plant upcoming at Hosur for Cover Glass & Display business
Capex – ~Rs 40 Crs



Environmental

- Signed agreements with Surya Urja 1 for up to 3MW solar power supply
- Company entered in an agreement to procure 4.65 MW solar power for SJS Decoplast & WPI from Amplus
- Equity investments to procure 6MW of captive Solar Power in FY 2024-25
- Planning to implement electric buses for employee commuting to enhance our sustainability efforts



Social

- Comprehensive health check-ups for **500 underprivileged villagers**
- **Supported 200 women** with vocational training programs
- Distributed **150 chairs, 65 desks, 100 school bags** and other educational resources
- Conducted **24,258 training hours** in FY 2024-25



Governance

- Established robust risk management framework for mitigating risks
- Board committees ensure effective management and governance
- Achieved ISO 50001 certification for energy management



38.5%
Renewable Energy Consumption



8.9 hrs
Average training hrs per employee



7.1%
Female Managers



14.1%
Women Workforce

25,000
People benefited with hygienic living conditions through garbage cleaning initiative

* As per FY25 (consolidated)

SJS | CSR – Serving the Community (1/2)



CBCI Society for Medical Education - Contribution towards medical treatment of poor and needy



Children of migrant labour were provided education, books, reading & writing materials free of cost by Kumarappa Institute of Gram Swaraj whom SJS is supporting for 7 years



Let's Feed the Needy organization provides daily meals to people in need at various places like railway station, bus stand, roads, orphan centers etc & SJS strongly supports this initiative



Contribution to Different Art Centre (DAC) - educates & empowers specially-abled children with various disabilities. Provides training & opportunities for talented mentally challenged children to showcase their learned skills before a wide audience.



Tree plantation near SJS Bangalore factory, reflecting the commitment to environmental sustainability



Extended coverage of Swachh Bharat initiative for garbage cleaning from 7 to 14 surrounding villages and improved lives of thousands of people across these 14 villages



SJS partnered with Varchass National Seva Trust to provide vocational training for 200 underprivileged women, covering skills like tailoring, driving, embroidery, computer training, and beautician courses, supporting their empowerment and self-reliance



Government School Development



Improving lives of ~775 children, by renovation of Karnataka Public School Kaggalipura and Saluhunase. SJS also distributed school Bags and desks to Karnatke Public School of Kaggalipura, Saluhunase, Pragathi Vidyasamaste Ramanagara and Government High School Ullal



Medical Health Check up



Prioritising health and safety, SJS conducted medical health check up of **~500 villagers in Pune**



Sports



SJS has been sponsoring Mr. Kumar Manikandan, a paralympic athlete for the past 7 years.

- Won Gold medal at the IFSC Para climbing world championship in Innsbruck, Austria 2024
- Won Gold medal at the IFSC Para climbing world championship in Arco, Italy 2024 in Sep'24
- Won Gold medal at the Japan Para climbing Series in Tottori, Japan 2024 in Oct'24

Strong growth story continues...

Exports: Increasing Global Presence

- Exports grew 17.6% YoY to Rs 567.9 Mn and contributes 7.5% of total revenue
- Penetrate deeper in existing geographies and enter new geographies
- Strong focus on expanding presence in ASEAN
- Strengthening our sales force in Turkey, Brazil, Argentina, Columbia & recently added South Korea; Exploring similar opportunities in other countries

Growing Mega Accounts (Key Business Projects Won)



New Customer Addition & Order Wins



Findlay, Ohio



EV Tractors



Dixon Technologies (India) Limited



Melfi, Italy



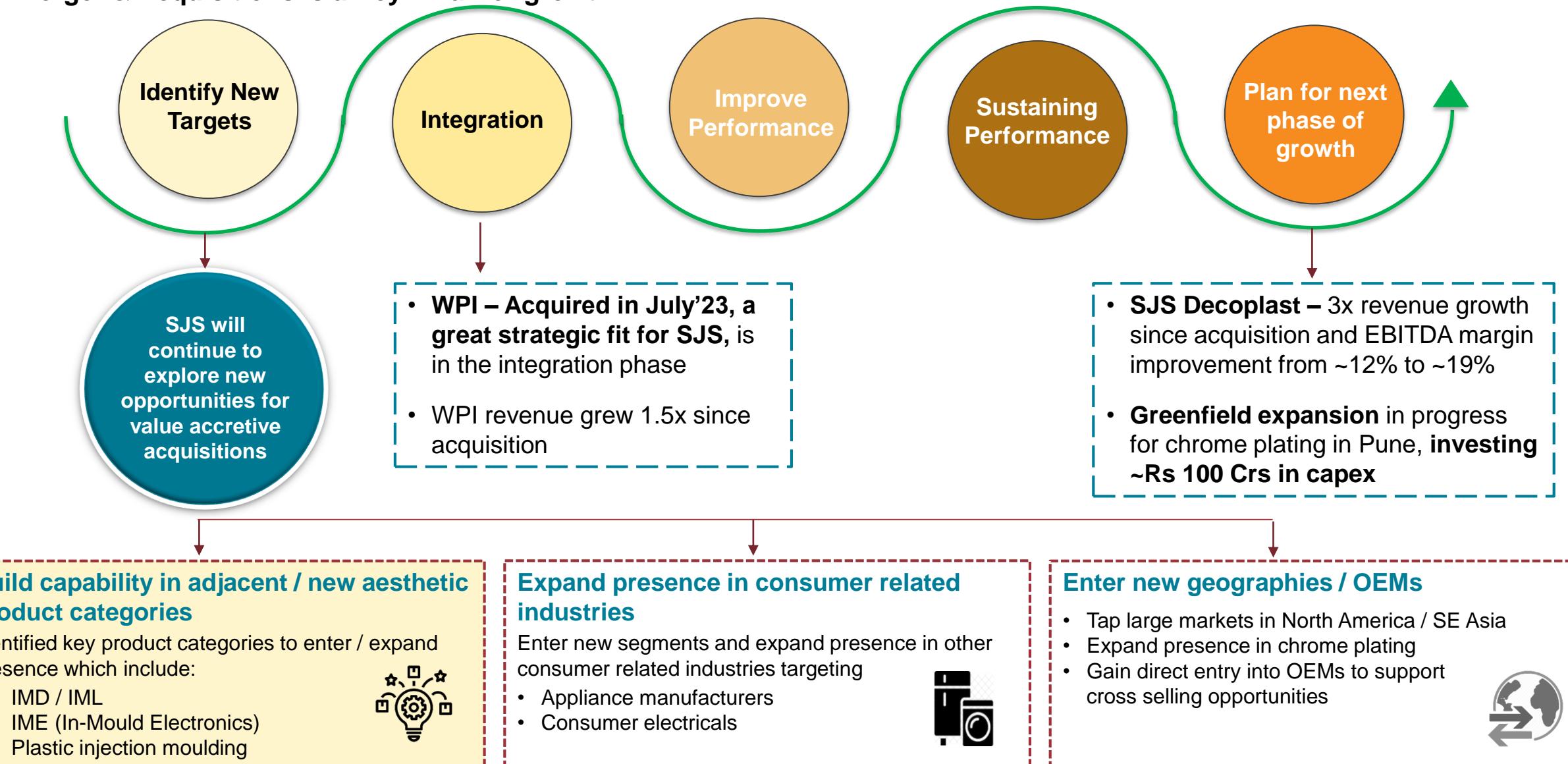
Detroit, USA | Goiana, Brazil



(added in Apr'25)

SJS | Inorganic Growth Expected to Boost Organic Growth Trajectory

Merger & Acquisitions is a Key Pillar for growth



SJS | Consolidated P&L Performance



(INR in Mn)	FY25	FY24	YoY%
Operating Revenue	7,604.9	6,278.0	21.1%
EBITDA	2,032.0	1,599.1	27.1%
EBITDA Margin %	26.4%	25.2%	
PAT	1,188.3	853.7	39.2%
PAT Margin %	15.6%	13.6%	
EPS	37.82	27.45	

- Revenue at Rs. 7,604.9 Mn, a growth of 21.1% YoY
- Growth largely driven by 29.1% YoY growth in PV and 17.4% YoY growth in Consumers business
- Domestic business grew by 21.4% on YoY basis
- Exports business witnessed growth of 17.6% YoY and forms 7.5% of total revenue
- EBITDA grew 27.1% YoY to Rs 2,032.0 mn; EBITDA margins at 26.4%
- PAT grew 39.2% YoY to Rs 1,188.3 Mn with a margin of 15.6%

Company declared a Final dividend payout of 25% of face value

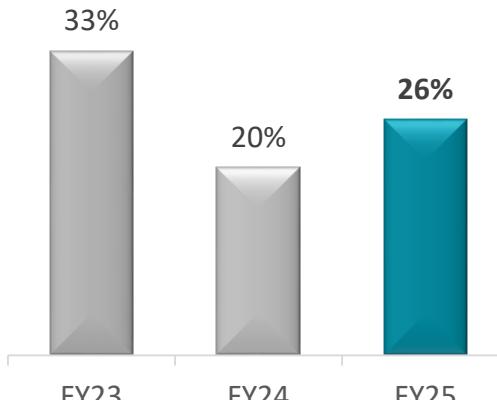
SJS | Consolidated Balance Sheet Performance



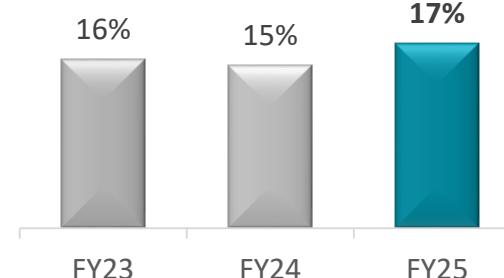
(Rs. Mn.)	FY23	FY24	FY25
Long Term Debt	0	400	0
Short Term Debt	204	283	158
Total Debt	204	683	158
Less: Cash & Cash Equivalents	1,648	551	1,150 ¹
Net Debt / (Cash)	(1,444)	133	(992)¹
Total Equity	4,296	5,616	6,892

- ICRA upgraded SJS long term funds rating to AA- (Stable) from A+ (Positive)
- Strong cash flow generation to support expansion initiatives
- Consistently delivering robust ROCE and ROE performance. Our ROE and ROCE improved to 17.2% and 25.7%
- SJS continues to deliver strong financial performance, creating long term shareholder value

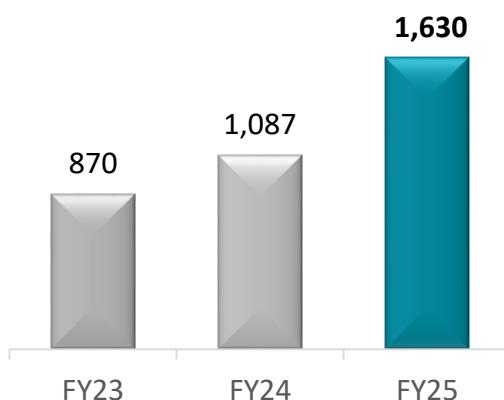
Return on Capital Employed (%)



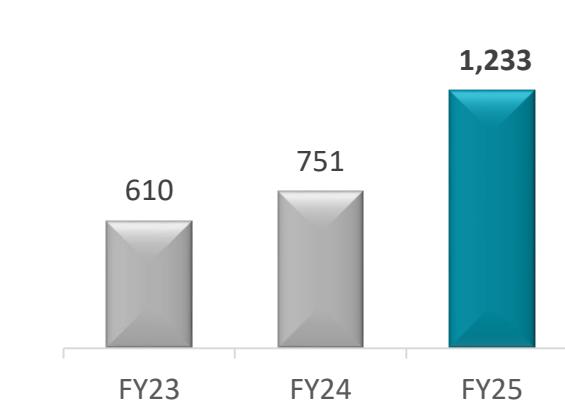
Return on Equity (%)



CFO (Rs. Mn)



FCFF (Rs. Mn)



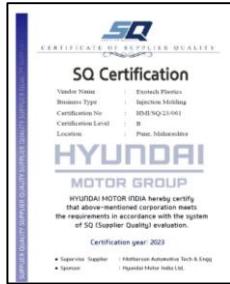
Note: (1) Rs.81Mn of investment in Corporate FD (Mahindra & Mahindra Finance) is grouped under Other current financial assets in Financial Statements

(2) FY23 figures consolidated for SJS and SJS Decoplast (Reported financials); FY24 related figures are consolidated incl 9 months of WPI acquisition

SJS | Awards & Achievements



Supplier Excellence Award for Quality won by SJS Decoplast from International Automotive Components (IAC)



Hyundai awarded SQ Certification to SJS Decoplast for quality and manufacturing systems compliance to their requirements



SJS Decoplast recognized for exceeding customer expectations by Mahindra for Battery EV project



SJS won two Gold awards for Quality Circles and four Gold awards for Kaizen from QCFI



SJS won third prize in ACMA Kaizen contest



SJS was awarded a Certificate of Appreciation from Institute of Company Secretaries of India (ICSI) in recognition of best practices & good governance culture

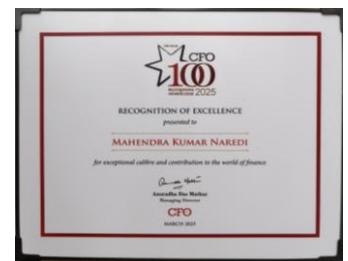


SJS awarded third prize for "Best Financial Reporting" from 360tf, Singapore



ACMA awarded SJS in March 2025 with 'Progressive' Certificates of Merit for:

- Excellence in Manufacturing
- Excellence in New Product Development
- Excellence in ESG



Our Group CFO was awarded Certificate of Excellence for his exceptional calibre and contribution to the world of Finance, at the 15th Annual CFO100 Conference in March 2025

THANK YOU

IR Contact

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