



## SJS OUTPERFORMS AUTOMOTIVE (2W+PV) INDUSTRY FOR 22<sup>nd</sup> CONSECUTIVE QUARTER IN Q4 FY2025

**SJS surpasses Rs 200 crs quarterly revenue milestone for the first time**

**Delivers 7.3% YoY revenue growth in Q4 FY2025 and 21.1% YoY revenue growth in FY25**

**Company declared a final dividend payout of 25% of face value**

**Bengaluru, May 8, 2025:** The Board of Directors at SJS Enterprises Limited (BSE: 543387; NSE: SJS), one of India's leading players in the decorative aesthetics industry, today approved the financial results for the quarter March 31, 2025. The Company delivered a robust performance, better than industry growth.

### Q4 & FY2025 Financial Performance Summary (Consolidated)

(INR in Mn)	Q4FY25	Q4FY24	YoY%	Q3FY25	QoQ%	FY25	FY24	YoY%
<b>Operating Revenue</b>	<b>2,005.1</b>	<b>1,867.9</b>	<b>7.3%</b>	<b>1,785.6</b>	<b>12.3%</b>	<b>7,604.9</b>	<b>6,278.0</b>	<b>21.1%</b>
<b>EBITDA</b>	<b>528.0</b>	<b>495.4</b>	<b>6.6%</b>	<b>482.0</b>	<b>9.5%</b>	<b>2,032.0</b>	<b>1,599.1</b>	<b>27.1%</b>
EBITDA Margin %	26.1%	26.2%		26.6%		26.4%	25.2%	
<b>PAT</b>	<b>337.3</b>	<b>271.8</b>	<b>24.1%</b>	<b>277.1</b>	<b>21.7%</b>	<b>1,188.3</b>	<b>853.7</b>	<b>39.2%</b>
PAT Margin %	16.8%	14.5%		15.5%		15.6%	13.6%	
<b>EPS</b>	<b>10.67</b>	<b>8.64</b>		<b>8.83</b>		<b>37.82</b>	<b>27.45</b>	

### Q4 FY2025 Key Performance Highlights (Consolidated):

- **Revenue growth of 7.3% YoY to ₹2,005.1 Mn**, driven by 11.7% YoY growth in the passenger vehicle (PV) segment.
- **22<sup>nd</sup> consecutive quarter of outperformance, with 9.0% YoY growth in automotive business** compared to 5.7% YoY growth in automotive industry (2W+PV) production volumes - The Company outperformed underlying automotive (2W+PV) industry growth by over **1.5x**
- **EBITDA grew 6.6% YoY to ₹528.0 Mn**, with **EBITDA margins at 26.1%**
- **PAT increased 24.1% YoY to ₹337.3 Mn**, with a **PAT margin of 16.8%**
- Bagged new orders from **M&M, Stellantis, Royal Enfield, TVS, Atomberg, Bajaj Auto, Samsung, Visteon** among many others
- Progressed on strategic capacity expansions, with the Optical Cover Glass facility at Hosur and expansion project at SJS Decoplast (*erstwhile known as Exotech Plastics Pvt. Ltd.*)
- ACMA awarded SJS with Certificates of Merit for Excellence in Manufacturing, Excellence in New Product Development and Excellence in ESG in March 2025
- ESG performance improved, with CRISIL upgrading SJS' ESG score
- Addition of India's **largest 2-wheeler OEM – Hero MotoCorp** to our list of marquee customers. Significantly increasing opportunities for growth in the 2W business.

### FY2025 Key Performance Highlights (Consolidated):

- **Strong revenue growth of 21.1% YoY to ₹7,604.9 Mn**, compared to 9.8% YoY production volume growth in the automotive market (2W+PV) – outperforming industry growth by over 2 times
- **EBITDA grew 27.1% YoY to ₹2,032.0 Mn**, with **EBITDA margins at 26.4%**. Margin expansion by 129 bps YoY
- **PAT grew 39.2% YoY to ₹1,188.3 Mn**. PAT margin improved by 203 bps to 15.6%
- Domestic sales grew **21.4% YoY to ₹7,037.0 Mn**, driven by **28.4% YoY** growth in PV business and **18.8% YoY** growth in consumer business
- Exports grew **17.6% YoY to ₹567.9 Mn**, contributing **7.5%** to total consolidated revenue
- Interest cost decreased from **₹85.2 Mn in FY24 to ₹56.4 Mn in FY25**, due to repayment of debt.
- Consolidated **ROE** stood at **17.2%** and **ROCE** at **25.7%** for FY2025
- Strong free cash flow generation of **₹1,232.9 Mn** during FY2025, with Net Cash<sup>(1)</sup> **at ₹991.7 Mn** as on 31st March 2025
- **Company declared a final dividend payout of 25% of face value**

**Commenting on Company's performance, Mr. K. A. Joseph, Managing Director & Co-Founder, SJS Enterprises Limited, said**, "We are pleased to conclude FY2025 with another quarter of consistent performance, marking the 22<sup>nd</sup> consecutive quarter of SJS outperforming the underlying automotive industry growth. Our diversified product portfolio and focus on premium offerings have continued to strengthen our position across key customer segments.

During the year, we achieved significant milestones, including surpassing ₹2,000 million in quarterly revenue for the first time and maintaining strong profitability despite market headwinds. Our operational focus, coupled with prudent financial management, resulted in healthy cash flow generation and a strong net cash position at year-end.

On the strategic front, our capacity expansion initiatives are progressing well, with the SJS Decoplast facility on track for commissioning in H1FY26 and work in progress for optical cover glass facility at Hosur. This will further enhance our manufacturing capabilities and support the growing demand for next-generation premium products.

As we move into the next phase of growth, we remain committed to innovation, operational excellence, and building long-term value for all our stakeholders."

**Commenting on Company's performance, Mr. Sanjay Thapar, Executive Director & Group CEO, SJS Enterprises Limited, said**, "We are pleased to report another strong quarter of growth in Q4FY25, building on our consistent track record of outperforming the automotive industry. We are glad to announce the addition of Hero MotoCorp as a customer. We have secured significant orders from Hero in April 25, with this SJS is now a supplier to all major two-wheeler OEMs in the industry. This is a major milestone that reaffirms our leadership position in the market.

Furthermore, we have seen strong progress in passenger vehicles and consumer segment, which have been key drivers of our overall growth. Our strong performance validates our strategic focus on premiumization and operational excellence.

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

#### S.J.S. Enterprises Limited

(Formerly known as S.J.S. Enterprises Private Limited)

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New generation products already contribute ~28% to our overall revenue. Our capacity expansion at SJS Decoplast and WPI and new product facility at Hosur will support our ability to meet growing demand and reinforce our leadership in the premium products space. We look forward to the new opportunities, these initiatives will unlock in the coming quarters.

As we look ahead, our organic growth strategy remains focused on expanding our global footprint, deepening relationships with mega customers and introducing next-generation products. With our strong financial position, we are well placed to explore new opportunities of inorganic growth."

### Q4 & FY2025 Earnings Conference Call

Conference Call Details: Friday, May 9, 2025, at 11:00 AM IST	
Diamond Pass	<a href="https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=2545623&amp;linkSecurityString=1210270f14">https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=2545623&amp;linkSecurityString=1210270f14</a>
Universal Access Number	+91 22 6280 1143   +91 22 7115 8044
The number listed above is universally accessible from all networks and all countries.	
Toll Free Number	HK: 800 964 448   SG: 800 101 2045   UK: 0 808 101 1573   USA: 1 866 746 2133

### About SJS Enterprises

SJS Enterprises Limited (<https://www.sjsindia.com>) is one of the leading players in Indian decorative aesthetics industry, which has one of the widest range of products with presence across traditional and premium products. The Company deals in 12 product categories like decals, logos – domes & 3D lux, aluminium badges, 2D & 3D appliques, chrome plated parts, overlays, In-moulding Decoratives/ Labelling, IMF, optical plastics, and lens mask assembly. These products primarily serve two wheelers (2W), passenger vehicles (PV) and large consumer durables (CD) industries along with commercial vehicles, medical devices, farm equipment's and sanitary ware segments. SJS has strong manufacturing footprint with 4 facilities in Bengaluru, Pune and Manesar, and global distribution capabilities exporting to 20+ countries.

### DISCLAIMER:

Certain statements that are made in the Press Release may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like significant changes in economic environment in India and overseas, tax laws, inflation, litigation, etc. Actual results might differ substantially from those expressed or implied. SJS Enterprises 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.

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