



## SJS OUTPERFORMS AUTOMOTIVE (2W+PV) INDUSTRY FOR 20<sup>th</sup> CONSECUTIVE QUARTER IN Q2 FY2025

**SJS delivers highest ever quarterly Revenue of ₹1,927.9 Mn in Q2 FY2025  
Strong growth of 18.1% YoY in Revenue, 37.1% YoY in EBITDA and 50.9% YoY in PAT in Q2 FY2025**

**Bengaluru, October 28, 2024:** 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 September 30, 2024. The Company delivered a robust performance, registered better than industry growth.

### Q2 & H1 FY2025 Financial Performance Summary (Consolidated)

(INR in Mn)	Q2FY25	Q2FY24	YoY%	Q1FY25	QoQ%	H1FY25	H1FY24	YoY%
<b>Operating Revenue</b>	<b>1,927.9</b>	<b>1,631.8</b>	<b>18.1%</b>	<b>1,886.2</b>	<b>2.2%</b>	<b>3,814.1</b>	<b>2,804.3</b>	<b>36.0%</b>
<b>EBITDA</b>	<b>517.0</b>	<b>377.2</b>	<b>37.1%</b>	<b>505.0</b>	<b>2.4%</b>	<b>1,022.0</b>	<b>691.3</b>	<b>47.8%</b>
<b>EBITDA Margin %</b>	<b>26.6%</b>	<b>22.9%</b>		<b>26.6%</b>		<b>26.6%</b>	<b>24.2%</b>	
<b>PAT</b>	<b>291.5</b>	<b>193.1</b>	<b>50.9%</b>	<b>282.4</b>	<b>3.2%</b>	<b>573.9</b>	<b>373.4</b>	<b>53.7%</b>
<b>PAT Margin %</b>	<b>15.1%</b>	<b>11.8%</b>		<b>15.0%</b>		<b>15.0%</b>	<b>13.3%</b>	
<b>EPS</b>	<b>9.34</b>	<b>6.23</b>		<b>8.97</b>		<b>18.31</b>	<b>12.13</b>	

### Q2 FY2025 Key Performance Highlights (Consolidated):

- Strong revenue growth of 18.1% YoY to ₹1,927.9 Mn**, compared to 10.0% YoY growth in automotive market (2W+PV), primarily on back of strong business growth in PV, consumer segments as well as in exports
- 20<sup>th</sup> consecutive quarter of outperformance, with a YoY growth of 18.2% in automotive business** compared to 10.0 % YoY growth in automotive industry (2W+PV) production volumes
- EBITDA grew 37.1% YoY to ₹517.0 Mn**, robust **EBITDA margins at 26.6%** on account of higher sales and enhanced operational efficiencies
- PAT grew 50.9% YoY to ₹291.5 Mn**, with **margins at 15.1%**
- In Q2FY25 **domestic sales grew 15.4% YoY**, on back of **15.6% YoY** growth in PV business & **15.2% YoY** growth in 2W- outperforming the underlying industry
- Exports grew 54.7% YoY** on account of strong performance of PV and consumer segment
- Strong **Cash & Cash Equivalents** position of ₹491.3 Mn and **Net Cash** at ₹388.8 Mn as on 30th September'24
- Won a large **long-term export business from a global OEM** to supply to their plants in North America, Latin America, and Europe

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

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

Sy.Nos – 28 & 85 B M Kaval & Agara, Off Kanakapura Road, Bangalore - 560082, Karnataka, India.  
Email: [Info@sjs.com](mailto:Info@sjs.com), [complaintce@sjs.com](mailto:complaintce@sjs.com); M: +91 80 6194 0777; Fax: +91 80 28425110

- Capex for capacity expansion at Exotech commenced and new plant **commissioning target Q1FY26**
- Continued winning new business with mega customer accounts like Stellantis, M&M, TVS, HMSI, Yamaha, Hyundai, IFB, Autoliv, Bajaj Auto, Visteon, Liebherr, BMW, Triumph, Royal Enfield, Dixon among others
- **Raided a Term loan of Rs. 300.0 Mn**, making the company **Debt Free**
- **3MWp solar power supply**, to drive operational efficiency

### **H1 FY2025 Key Performance Highlights (Consolidated):**

- **Strong revenue growth of 36.0% YoY to ₹3,814.1 Mn**, compared to 13.3% YoY growth in automotive market (2W+PV), primarily on back of strong business growth in PV, consumer segments as well as in exports
- **EBITDA grew 47.8% YoY to ₹1,022.0 Mn**, robust **EBITDA margins at 26.6%** on account of higher sales and Cost efficiency
- **PAT grew 53.7% YoY to ₹573.9 Mn**, with **margins at 15.0%**
- Exports grew **32.1% YoY to ₹306.6 Mn**. Exports constituted **8.0%** of total consolidated sales
- Our Consolidated ROCE stands at **24.3%** and ROE at **18.7%**
- During H1FY25, the company achieved robust free cash flows of **₹663.2 Mn**. Our cash and cash equivalents reached **₹491.3 Mn**. Our net cash levels stand at **₹388.8 Mn**, reflecting our strong cash flow performance

**Commenting on Company's performance, Mr. K. A. Joseph, Managing Director & Co-Founder, SJS Enterprises Limited, said**, "We are pleased to report our Q2 FY25 performance, marking the 20<sup>th</sup> consecutive quarter of SJS surpassing industry production volumes (2W+PV), with a growth of 18.1% YoY. This growth was primarily driven by the robust growth in the Auto segment, Consumer segment and a strong performance in Exports as well. We are also delighted to welcome FCA Melfi Italy, Stellantis Detroit USA and Stellantis Goiana Brazil as a valued addition, which we believe will create new growth opportunities in the coming quarters.

Our commitment to operational efficiency continues to generate strong cash flows, with cash and cash equivalents standing at ₹491.3 million. This financial strength has enabled us to achieve a debt-free status, further solidifying our position to pursue growth opportunities while maintaining financial stability.

Our capacity expansion at the Exotech facility has been finalized, with the plant expected to be commissioned by Q1 FY26. Our plans for launching new products are progressing as planned, positioning us well for future growth and scaling opportunities. Moreover, we are focussed on enhancing our global footprint and aim to diversify and strengthen relationships with overseas customers and are committed to enhancing product aesthetics and maintaining a strong margin profile to reinforce our market leadership."

**Commenting on Company's performance, Mr. Sanjay Thapar, Executive Director & CEO, SJS Enterprises Limited, said,** “Q2FY25 has demonstrated our commitment to premiumisation with strong momentum, achieving a strong growth of 18.1% for the quarter, surpassing industry growth and delivering our highest-ever quarterly revenue of ₹1,927.9 million. We remain confident in our ability to exceed the underlying industry growth by more than 1.5 times while maintaining our best-in-class margins.

Export growth was another key highlight during the quarter, with a 54.7% year-on-year increase, contributing 8.5% to total consolidated revenue. This achievement is a testament to our successful strategies amidst new business acquisitions and an improving market landscape. We are focused on deepening our penetration in existing geographies while strategically expanding into new markets.

Furthermore, our strategic emphasis on innovation and global expansion positions us well to capitalize on evolving market trends. With a steadfast commitment to quality, timely delivery, and meeting diverse customer requirements, we are poised to sustain our growth trajectory and strengthen our market leadership.”

### Q2 & H1 FY2025 Earnings Conference Call

Conference Call Details: Tuesday, October 29 <sup>th</sup> , 2024, at 11:00 AM IST	
<b>Diamond Pass</b>	 Click here to ExpressJoin the Call
Universal Access Number	+91 22 6280 1326 / +91 22 7115 8227
The number listed above is universally accessible from all networks and all countries.	
Toll Free Number	USA: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448

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## 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.

## **For further information please contact the Company or corporate communication advisor:**



**SJS Enterprises Limited**  
Mahendra Naredi, Chief Financial Officer  
**E-mail:** [mahendra.naredi@sjsindia.com](mailto:mahendra.naredi@sjsindia.com)

Churchgate  
**Investor Relations**

**Churchgate Partners**  
Simran Malhotra / Atul Modi  
**Tel:** +91 22 6169 5988  
**E-mail:** [sjs@churchgatepartners.com](mailto:sjs@churchgatepartners.com)