



# SJS Enterprises Limited

## 20<sup>th</sup> Annual General Meeting

**SJS**  
Creating  
Possibilities



**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



**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



**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



**Matthias Frenzel**

*Non-Executive & Independent Director*

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



**Kevin K. Joseph**

*Executive Director*

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

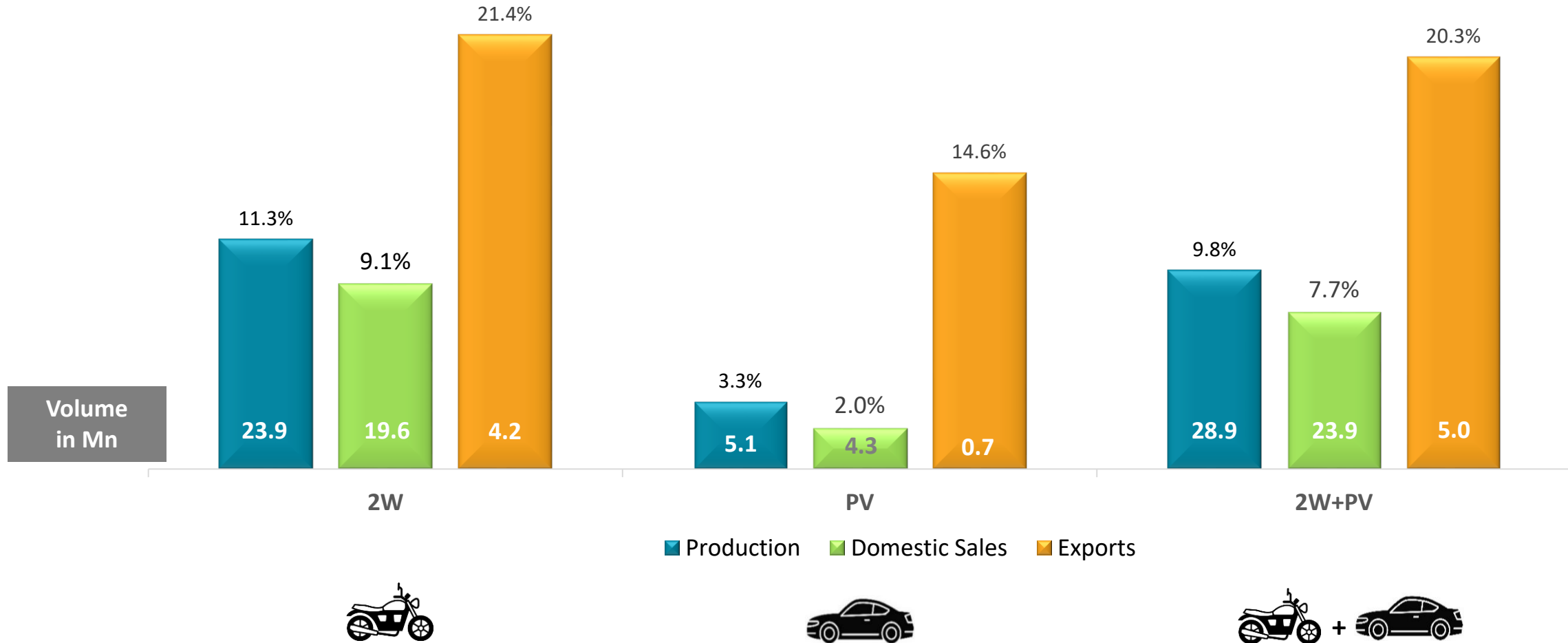


**Veni Thapar**

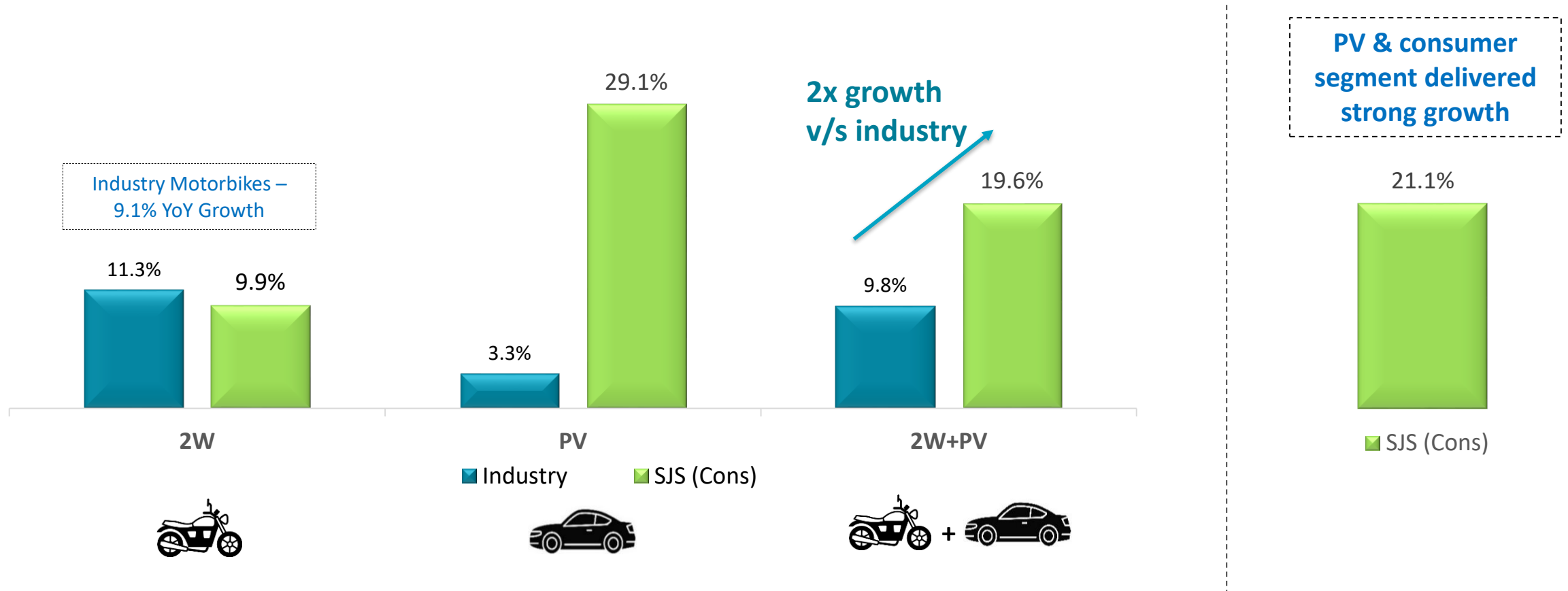
*Non-Executive Independent Director*

- 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)

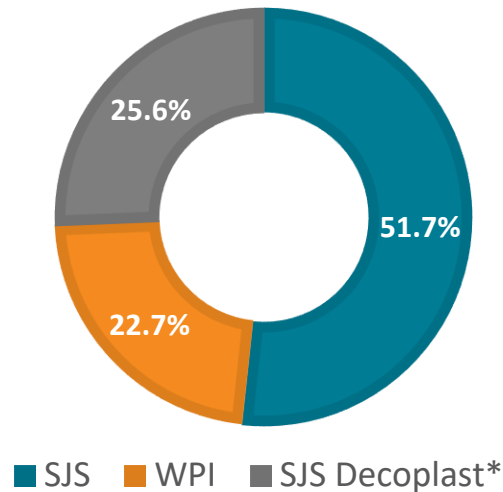


## FY25 - Industry Production Volume<sup>1</sup> v/s SJS YoY Sales<sup>2</sup>

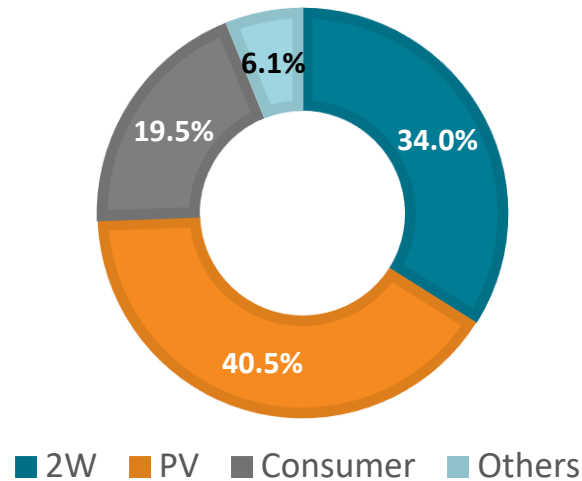


**Achieved Total Revenue of Rs 7,604.9 mn, growth of 21.1% YoY**

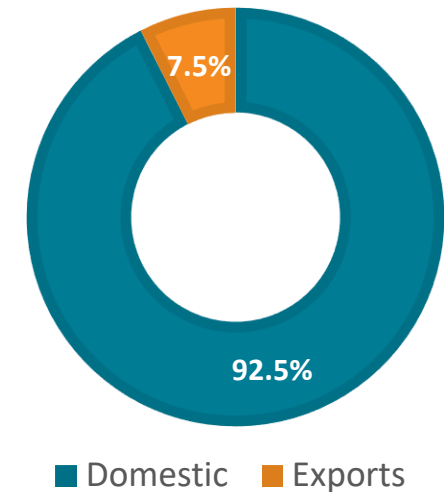
## Revenue by Business



## 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

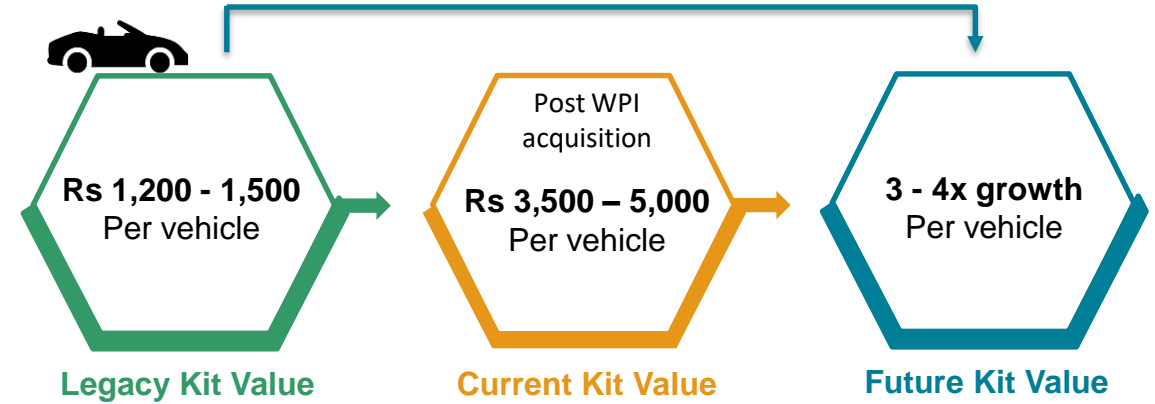
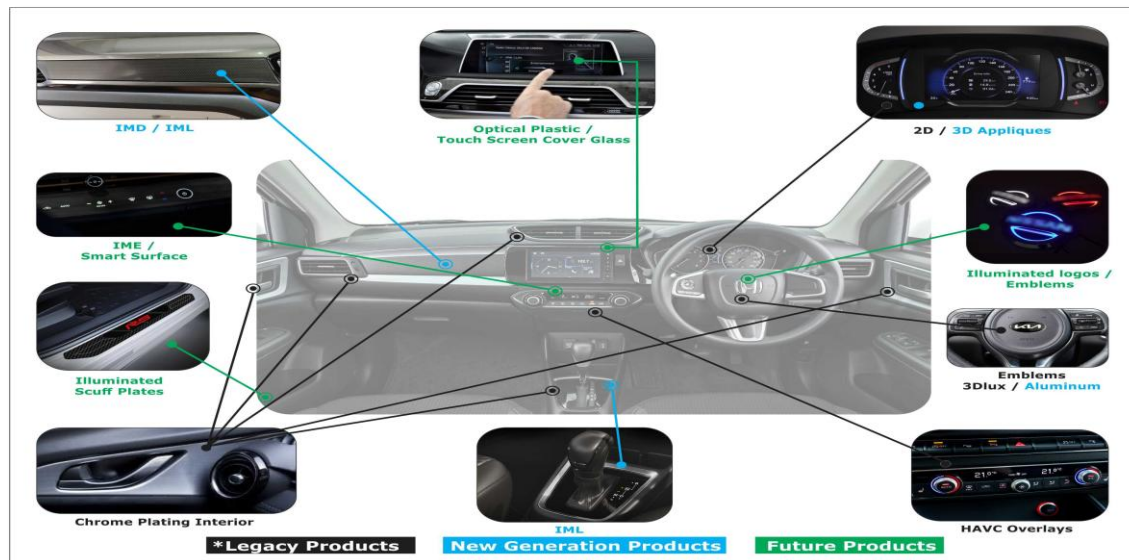
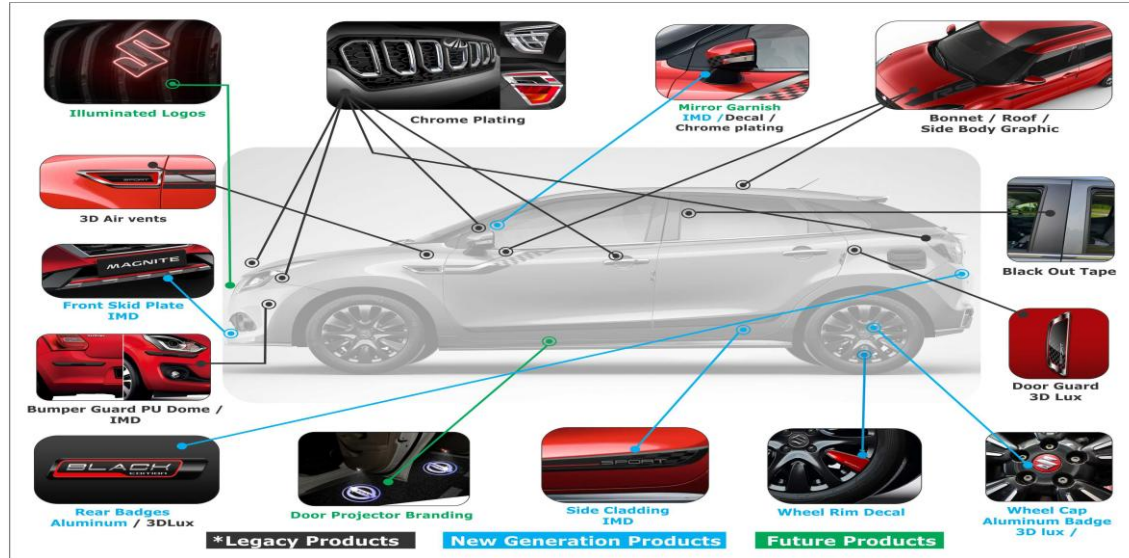
**SJS is Ready for the Future**

**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)



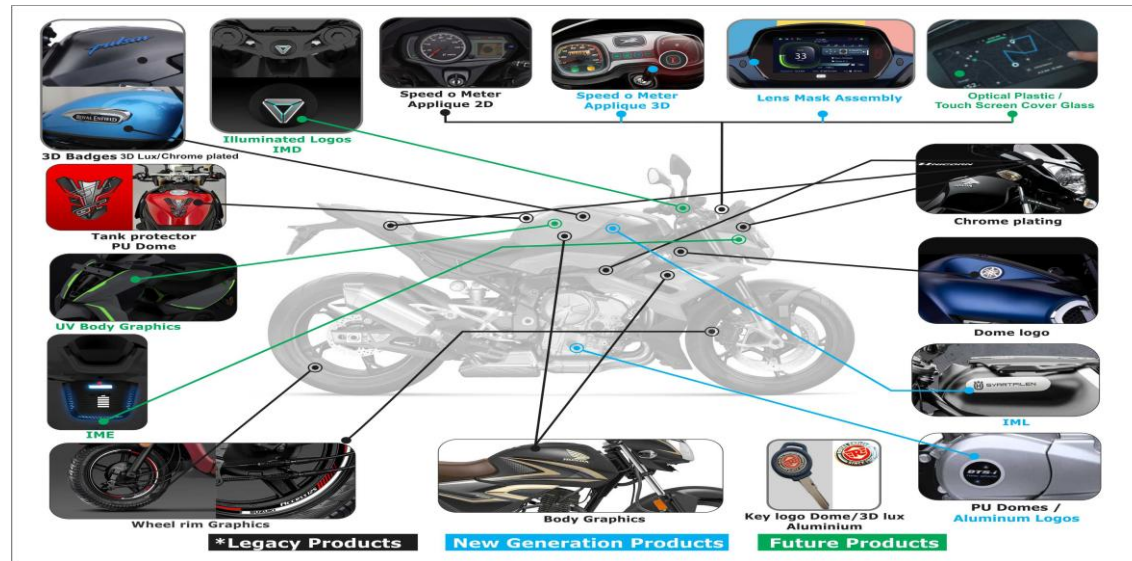
✓ SJS Decoplast & WPI acquisitions have added chrome parts & IMD/IML/IMF parts - key ingredients in the design of modern PV's



# 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



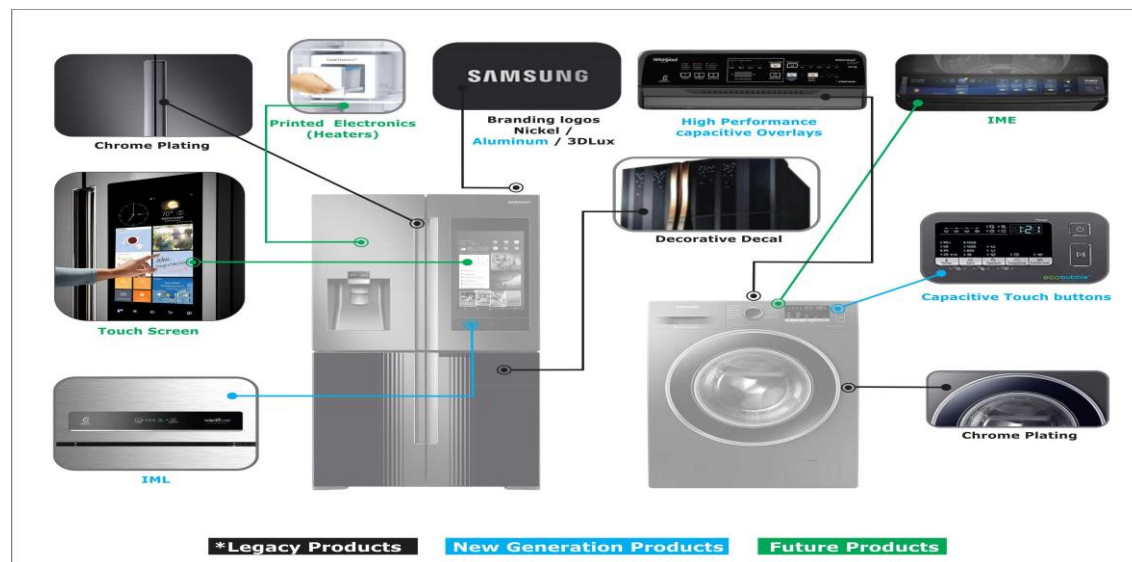
Rs 300 - 500  
Per vehicle

Legacy Kit Value

1.5 - 2x growth  
Per vehicle

Future Kit Value

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



Rs 50 - 150  
Per product

Legacy Kit Value

3 - 4x growth  
Per product

Future Kit Value

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

## Current Manufacturing Facilities

1 Bangalore (SJS)

2 Pune - Chrome plating & IMD / IML/ IMF

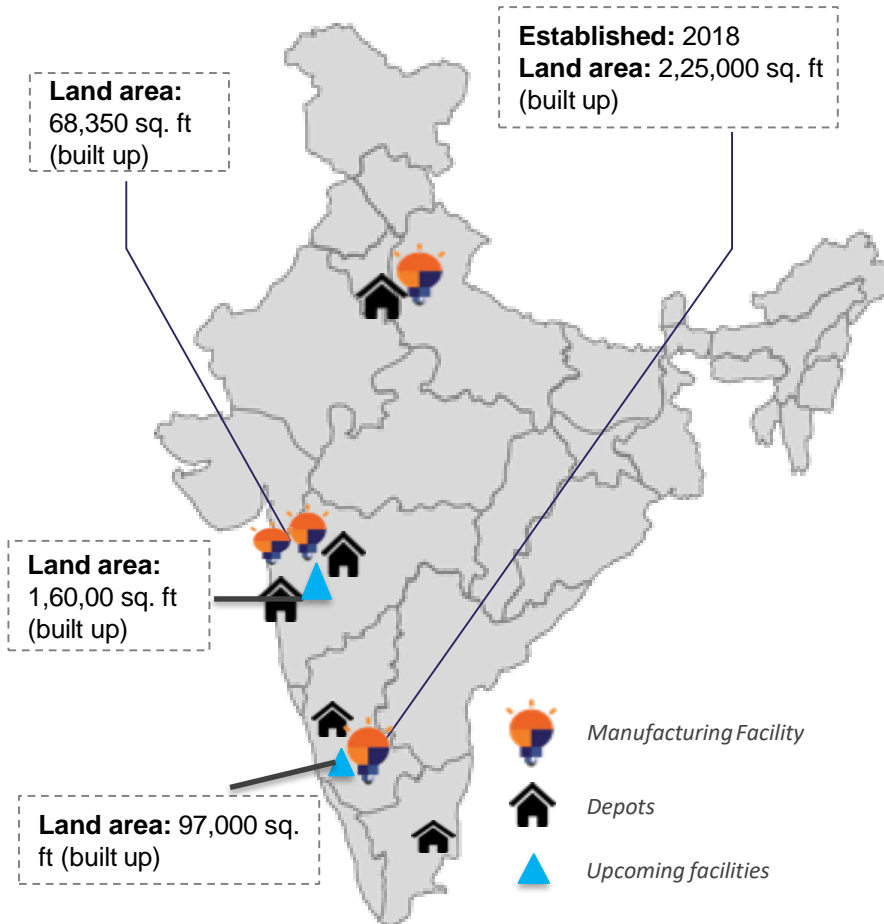
1 Manesar (Gurugram)  
IMD / IML/ IMF



4 manufacturing plants & 7 warehouses



Serving across 22 countries and 220+ customer locations



## 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

## 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





## 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*



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



**14.1%**  
*Women Workforce*



*Professional Management*

*\* As per FY25 (consolidated)*



**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)



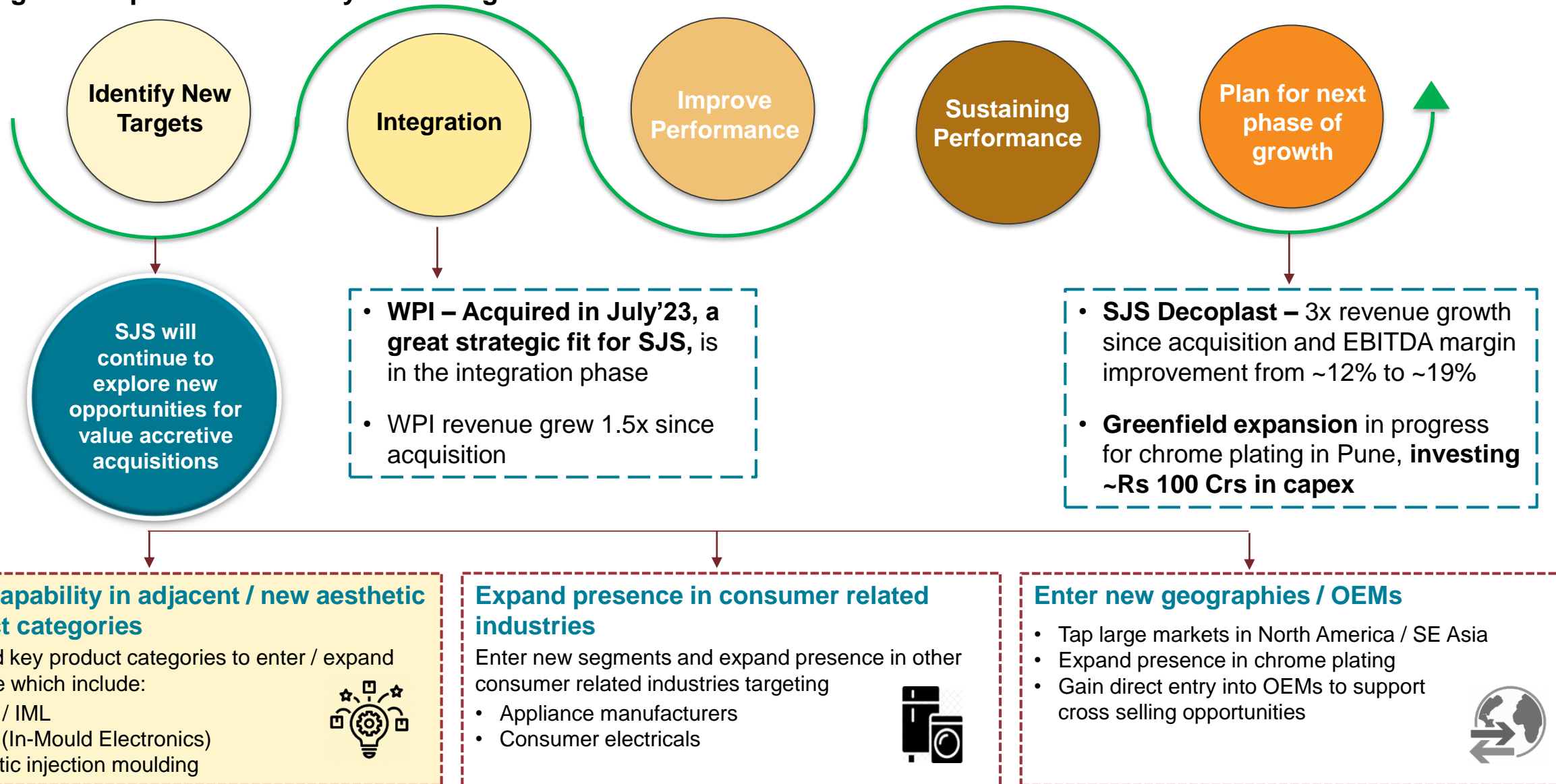
### New Customer Addition & Order Wins



# SJS | Inorganic Growth Expected to Boost Organic Growth Trajectory



Merger & Acquisitions is a Key Pillar for growth



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

- **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%**

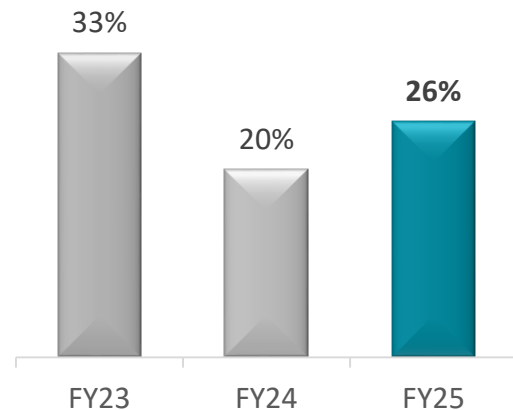
**Company declared a Final dividend payout of 25% of face value**



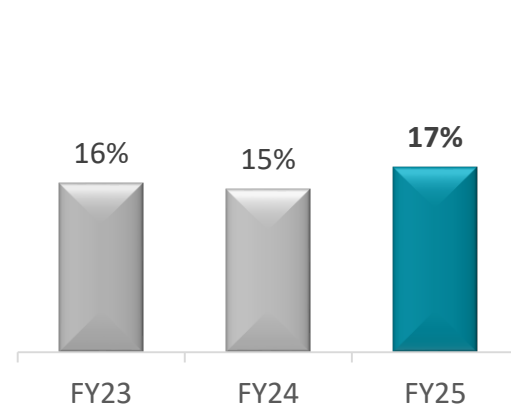
(Rs. Mn.)	FY23	FY24	FY25
Long Term Debt	0	400	0
Short Term Debt	204	283	158
<b>Total Debt</b>	<b>204</b>	<b>683</b>	<b>158</b>
Less: Cash & Cash Equivalents	1,648	551	1,150 <sup>1</sup>
<b>Net Debt / (Cash)</b>	<b>(1,444)</b>	<b>133</b>	<b>(992)<sup>1</sup></b>
Total Equity	4,296	5,616	6,892

- **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**

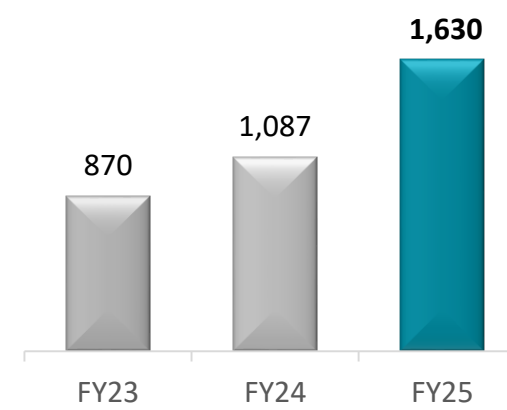
## Return on Capital Employed (%)



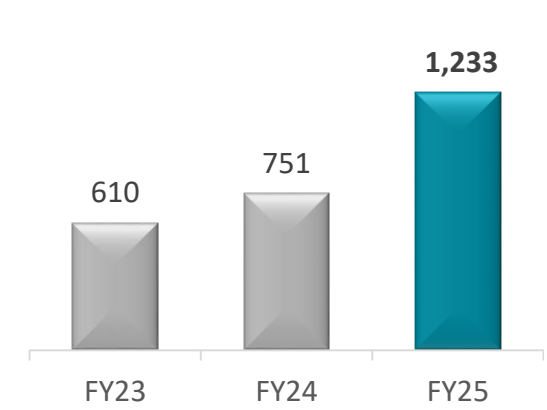
## Return on Equity (%)



## CFO (Rs. Mn)



## FCFF (Rs. Mn)



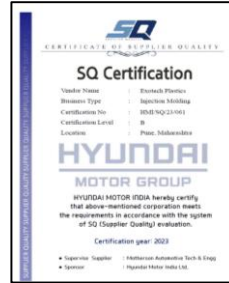
Note: (1) Rs.81Mn of investment in Corporate FD (Mahindra & Mahindra Finance) is grouped under Other current financial assets in Financial Statements

(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 QCFL



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 15<sup>th</sup> Annual CFO100 Conference in March 2025

# THANK YOU

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## Compliance:

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