



## SJS OUTPERFORMS AUTOMOTIVE (2W+PV) INDUSTRY FOR 19th CONSECUTIVE QUARTER IN Q1 FY2025

### SJS DELIVERS STRONG PERFORMANCE IN Q1 FY2025

**61% YoY growth in both Revenue and EBITDA and 57% YoY growth in PAT**

**Bengaluru, August 01, 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 audited financial results for the quarter June 30, 2024. The Company delivered a robust performance, registered better than industry growth.

### Q1 FY2025 Financial Performance Summary (Consolidated)

(INR in Mn)	Q1FY25 <sup>1</sup>	Q1FY24	YoY%	Q4FY24 <sup>1</sup>	QoQ%
Operating Revenue	1,886.2	1,172.5	60.9%	1,867.9	1.0%
EBITDA	505.0	314.1	60.8%	495.4	1.9%
EBITDA Margin %	26.6%	26.1%		26.3%	
PAT <sup>2</sup>	282.4	180.3	56.6%	271.8	3.9%
PAT Margin %	15.0%	15.4%		14.5%	
EPS	8.97	5.90		8.64	

Note: 1) Q1FY25 & Q4FY24 includes 90.1% consolidation for WPI 2) Adj. PAT excluding amortization expenses on account of WPI acquisition for Q1FY25 would have been Rs 302.3 Mn with a margin of 16.0% and YoY growth of 67.7%.

### Q1 FY2025 Key Performance Highlights (Consolidated):

- **Strong revenue growth of 60.9% YoY to ₹ 1,886.2 Mn**, compared to 17.0% YoY growth in automotive market (2W+PV), primarily on back of WPI acquisition and strong business growth in PV, consumer segments as well as in exports
- **19<sup>th</sup> consecutive quarter of outperformance, with a YoY growth of 43.1% in automotive business** compared to 17.0% YoY growth in automotive industry (2W+PV) production volumes
- **EBITDA grew 60.8% YoY to ₹ 505.0 Mn**, robust **EBITDA margins at 26.6%** on account of significant improvement in SJS standalone margins
- **PAT grew 56.6% YoY to ₹ 282.4 Mn**, with **margins at 15.0%**. Adj. Net Profit excluding amortisation expenses grew 67.7% YoY to ₹302.3 Mn, on a margin of 16.0%
- In Q1FY25 **domestic sales grew 66.6% YoY**, on back of 104.2% YoY growth in PV business & 154.1% YoY growth in consumer business - outperforming the underlying industry
- **Exports grew 13.0% YoY** on account of strong performance of PV and consumer segment
- **Strong Cash & Cash Equivalents position of Rs 766.6 Mn and Net Cash at Rs 233.7 Mn** as on 30th June'24

**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), [compliance@sjs.com](mailto:compliance@sjs.com); M: +91 80 6194 0777; Fax: +91 80 28425110

- **Dixon Technologies** added as a new customer, this opens significant opportunities in the consumer durables segment
- Continued winning new business with mega customer accounts like Stellantis, M&M, Tata, TVS, Honda, Yamaha, Continental, Bajaj Auto, Royal Enfield, Foxconn, Syrma among others

**Commenting on Company’s performance, Mr. K. A. Joseph, Managing Director & Co-Founder, SJS Enterprises Limited, said,** “We are pleased to announce our Q1 FY25 performance, marking the 19<sup>th</sup> consecutive quarter of SJS outperforming industry production volumes (2W+PV), achieving a 60.9% YoY growth. This increase is largely attributed to the strategic WPI acquisition and growth in Automotive and Consumer Durables segments. We are pleased to announce the addition of Dixon Technologies as a new client which will open avenues of growth in the coming quarters.

Looking ahead, our strategy remains focused on expanding our global footprint, acquiring new customers, and increasing our wallet share with key clients. We are also committed to introducing innovative, next-generation products and technologies that meet the evolving needs of our global customers, solidifying our position as a premier provider of aesthetic solutions.”

**Commenting on Company’s performance, Mr. Sanjay Thapar, Executive Director & CEO, SJS Enterprises Limited, said,** “We commenced fiscal year 2025 with strong momentum, achieving a strong growth of 60.9% for the quarter, surpassing industry growth. 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. Our plans for new product launches and the capacity expansion at the Exotech facility in Pune are progressing as planned, setting the stage for future growth.


We continue to maintain our strategic focus on international markets and are pitching for export businesses. We are confident of our ability to meet global standards and are optimistic about the growth prospects for our business. Our aim is to become a one-stop solutions provider for all aesthetic products. With our focus on premiumization, we believe we will continue to surpass industry performance in the future as well.”

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## Q1 FY2025 Earnings Conference Call

Conference Call Details: Friday, August 2 <sup>nd</sup> , 2024, at 11:00 AM IST	
<b>Diamond Pass</b>	 <a href="#">Click here to ExpressJoin the Call</a>
Universal Access Number	+91 22 6280 1366 / +91 22 7115 8267
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

### 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:**



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