



SJS Enterprises Limited

Q1 FY27 EARNINGS PRESENTATION

This presentation has been prepared solely for general information purposes in respect of S.J.S. Enterprises Limited (“SJS” or the “Company”) and its subsidiaries (together, the “Group”), without regard to any specific objectives, financial situations, or needs of any particular person. This presentation does not constitute or form part of any offer, invitation, recommendation, or solicitation to buy, subscribe to, or sell any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied upon in connection with, any contract, commitment, or investment decision in relation thereto. Nothing in this presentation should be construed as legal, accounting, tax, or investment advice.

This presentation has not been approved, reviewed, or recommended by any statutory or regulatory authority in India, including the Securities and Exchange Board of India (SEBI) or any stock exchange. The information contained herein is provided “as is” and has not been independently verified. None of the Company, its directors, officers, employees, affiliates, advisers, or representatives makes any representation or warranty, express or implied, as to, and none of them accepts any responsibility or liability for, the fairness, accuracy, completeness, or correctness of any information, statement, opinion, or projection contained herein.

This presentation contains certain statements that may be deemed to be “forward-looking statements” within the meaning of applicable laws and regulations, including statements concerning the Company’s future business prospects, performance, strategy, outlook, objectives, and results of operations. These forward-looking statements are based on current expectations, assumptions, and estimates and involve known and unknown risks, uncertainties, and other factors, many of which are beyond the Company’s control. Actual results, performance, or achievements may differ materially from those expressed or implied in such forward-looking statements due to, among other things, changes in economic conditions, demand and supply dynamics, competition, input cost variations, regulatory changes, geopolitical events, currency fluctuations, technological developments, or force majeure events.

Forward-looking statements speak only as of the date of this presentation. The Company expressly disclaims any obligation or undertaking to publicly release any update or revision to any forward-looking statement contained herein to reflect any change in its expectations or any change in events, conditions, or circumstances on which such statements are based, except as required by applicable law. Recipients of this presentation are cautioned not to place undue reliance on these forward-looking statements.

This presentation is not, and should not be construed as, a prospectus, statement in lieu of a prospectus, offering circular, or offer document under the Companies Act, 2013, the SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018, or any other applicable law in India. Unauthorized copying, reproduction, redistribution, or publication (in whole or in part) of this presentation or its contents in any form or manner is strictly prohibited.

By accessing this presentation, you acknowledge that you have read and understood this disclaimer and agree to be bound by its terms. Any disputes or claims arising from or in connection with this presentation shall be governed by the laws of India, and the courts in Bengaluru, India, shall have exclusive jurisdiction.



K A Joseph
Managing Director

- Founded the company in 1987
- ~40 years of experience in aesthetics printing business
- Post Graduate Diploma in Business Administration from the St. Joseph's College of Business Administration, Bangalore; B.Sc from Bangalore University



Sanjay Thapar
Group CEO & Executive Director

- Over 40 years of experience in the automotive industry
- Previously worked with Ashok Minda Group, Minda Valeo Security Systems, Minda HUF Limited, Tata Engineering and Locomotive Company Limited (now known as Tata Motors Limited)
- Bachelor's degree in Science (Mechanical Engineering) from the Delhi College of Engineering



Mahendra Naredi
Group Chief Financial Officer

- 27+ years of experience in financial management, key accounting & financial analysis, FP&A, fundraising, M&As, legal & compliances, and strategy
- Previously worked in Minda Corporation, Wipro & GE
- Bachelor's degree in Law & Commerce from Rajasthan University, Chartered Accountant and Company Secretary from ICAI and ICSI



Devanshi Dhruva
Head – Investor Relations

- ~14 years of experience in Investor Relations and sell side analyst
- Previously worked with Westlife Foodworld Ltd. (McDonald's India), Piramal Enterprises Ltd. and Dolat Capital
- PGDM – Finance from K J Somaiya Institute; M.Com & B.Com (Accounting & Finance) from University of Mumbai

Strategic Market Position

- Operates in the high value-add aesthetics market across multiple consumer-oriented end industries
- Multi-industry applications enhancing consumer products
- Focused on premium aesthetic products and innovative designs

Products and Technologies

- **Wide product range:** Decals, appliques/dials, overlays, logos/3D lux, aluminium badges, in-mold decoratives (IMD), optical plastics and lens mask covers for diverse applications
- **Innovation-driven:** In-house design and R&D capabilities

Operational Excellence

- Partner, co-creator and supplier of choice to several leading OEMs in the automotive and consumer durables industry
- Supplying globally from its facilities in Bengaluru, 2 in Pune & 1 at Manesar, Gurugram spread across 4,00,000+ sq. ft.



Scaling

Scaling operations & driving sustainable future growth



Innovating

Innovating products & shaping a smarter future



Expanding

Expanding capacity & reach to enable endless growth potential

Rs. 9,551 Mn
FY26 Revenue

29.6%
FY26 EBITDA margin

~3,850
Workforce

22
Countries Served

5
Production Facilities

220+
Customer locations

>253 Mn
Parts Supplied
(FY26)

17,500 +
FY26 SKUs



Q1 & FY27 Business & Financial Highlights

SJS delivered a stellar 32.4% YoY growth in automotive business v/s 21.7% YoY growth for automotive (2W + PV) industry



- **Highest ever Quarterly Revenue at Rs. 2,610.0 Mn, a growth of 24.5% YoY**
- Growth largely driven by **45.4% YoY growth in PV segment** and **19.5% YoY growth in 2W segment**
- **Quarterly Domestic business grew by 20.3% YoY and exports revenue at Rs 255.7 Mn; growth of 83.2% YoY**

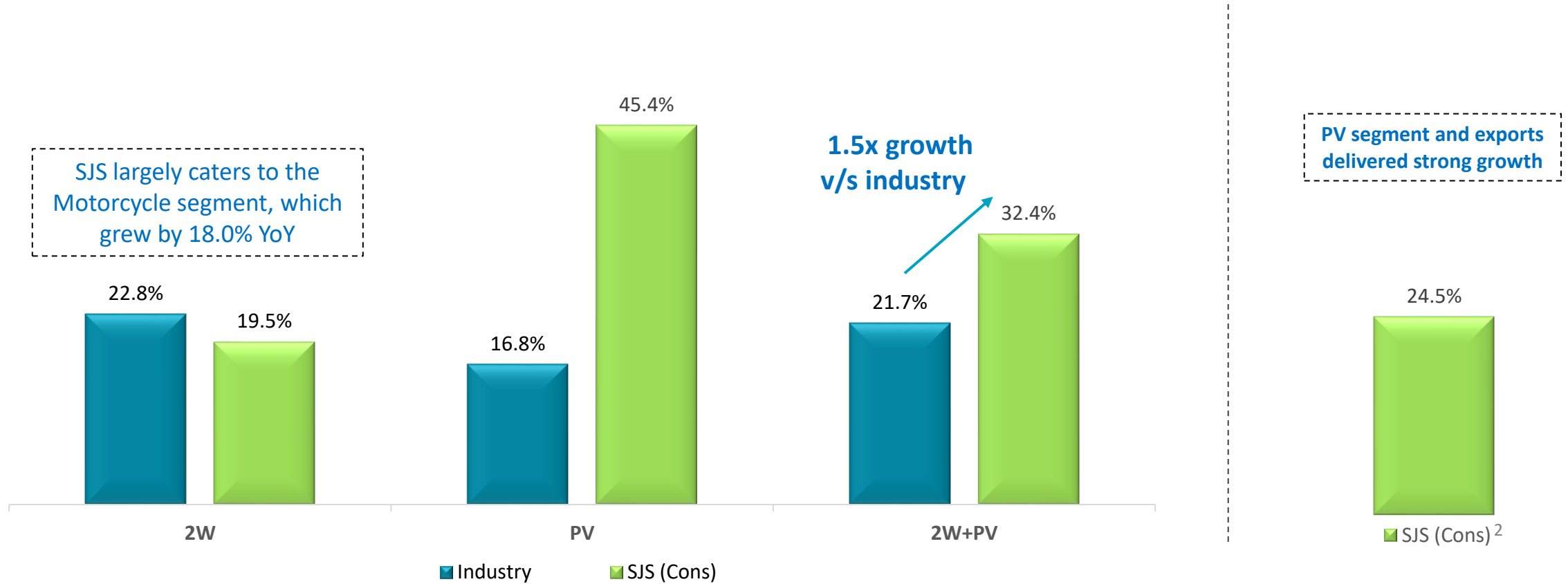
- **Q1 EBITDA grew 36.2% YoY to Rs 799.6 mn; EBITDA margins at 30.0%**
- **Q1 PAT grew 115.0% YoY to Rs 744.2 Mn with a PAT margin of 28.5%**
- **Q1 Normalised PAT grew 45.2% YoY to Rs 502.5 Mn; Normalised PAT margin of 19.3% - **Highest profitability since IPO****

- **FCFF as on 30th June 2026, is Rs. 837.5 Mn**
- **Strong cash flow generation; Net cash at Rs. 3,287.7 Mn**

- Board has approved **setting up a wholly owned subsidiary for the cover glass & displays business. It will engage in manufacturing, assembling, testing & sale of displays for automotive, consumer & other applications**
- **SJS in-house R&D centre achieved recognition** by the Department of Scientific and Industrial Research (DSIR), Ministry of Science and Technology, Government of India.

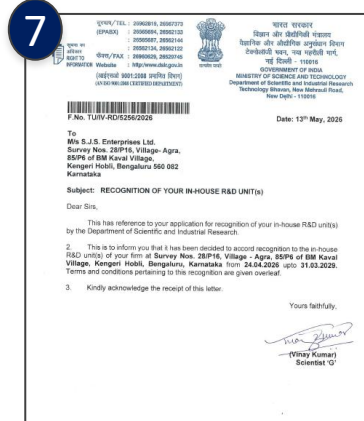
New facility of SDPL at Pune has commenced operations in Aug 2026

Q1FY27 - Industry Production Volume¹ v/s SJS YoY Sales²



Key Business Projects Won





Ather awarded SJS for unwavering commitment in their growth journey



Certificate of Appreciation from Royal Enfield for continuous progress towards their sustainability goals in FY26



CFO was awarded the Financial Visionary Award at the CFO Vault Summit & Awards 2026 — Recognizing visionary finance leaders driving sustainable growth and value



CFO Trailblazer of the Year Award at the CFO Vault Summit & Awards 2026 — Honors a finance leader who creates lasting business value through innovation



Received award for “Excellence in Healthy Balance Sheet Management” from Business World recognizing our financial brilliance



Motherson awarded SDPL to recognize our efforts and partnership. It indicates the support, reliability and collaboration relationship with Motherson



SJS in-house R&D centre achieved recognition by the Department of Scientific and Industrial Research (DSIR), Ministry of Science and Technology, Government of India. This certification reflects the Company’s commitment towards innovation, technological advancement, and strengthening its research capabilities to support product development and operational excellence.

Strong ESG rating of 75.6 (Leadership position) from CareEdge, 71.7 (Good) from SES ESG Research & 74 (B+ and Very Good) from CFC Finlease



Environment

- Entered an agreement with DB Renewables Pvt. Ltd for supply of **2 MW wind power**
- Supply started from **Surya Urja 1** for **~3 MW solar power** at SJS
- 4.65 MW power supply started** for SJS Decoplast & WPI from Amplus
- Planning to implement electric buses for employee commuting to enhance our sustainability efforts
- Planted 3,850 trees** at NPK Layout and Hoskote in Bangalore



Social

- SJS contributed towards various social cause:
- Let's Feed the Needy** to provide home cooked food to the needy at Orphanages and old age homes
 - Different Art Center** to educate and empower specially-abled children
 - CBCI Society** for medical education & for providing medical aid to the underprivileged



Governance

- Established robust risk management framework for mitigating risks
- Board committees ensure effective management and governance
- Achieved ISO 50001 certification for energy management
- SJS is in the process of implementing ISO 27001 for ISMS (Information Security Management System) Certification

17.0%

Women Workforce

11.1

Average training hours
per employee

7.1%

Female Managers

95.7%

SJS standalone renewable
energy consumption

79.1%

SJS group renewable energy
consumption

FY26 Data



Tree Plantation Drive (2,500 trees at NPK Layout, Bangalore)

SJS Foundation Joins the Guinness World Record Tree Plantation Drive!

As part of our unwavering commitment to sustainability and environmental stewardship, our team successfully planted 2,500+ tree saplings at Nadaprabhu Kempegowda Layout, Bengaluru.

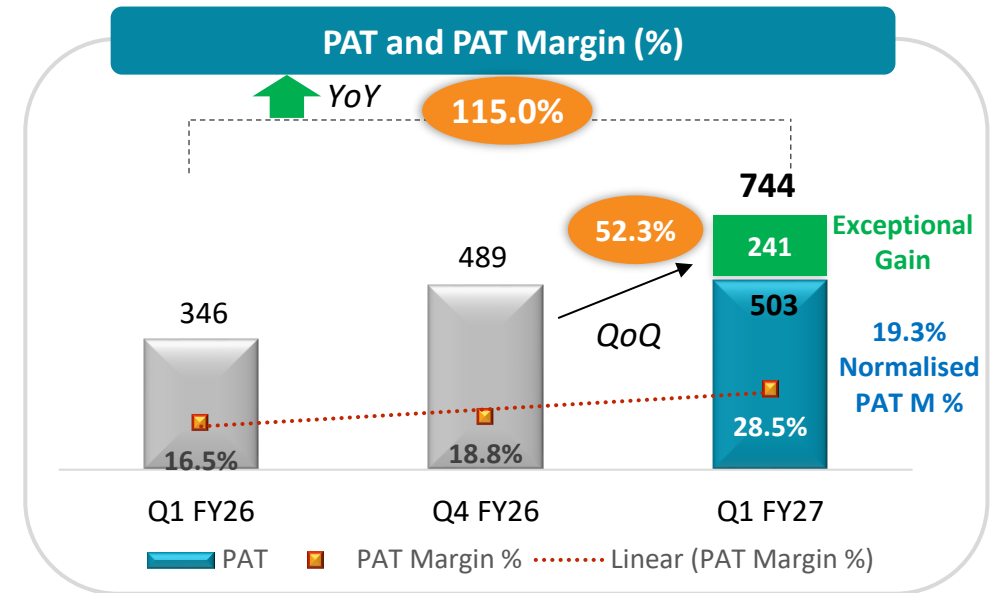
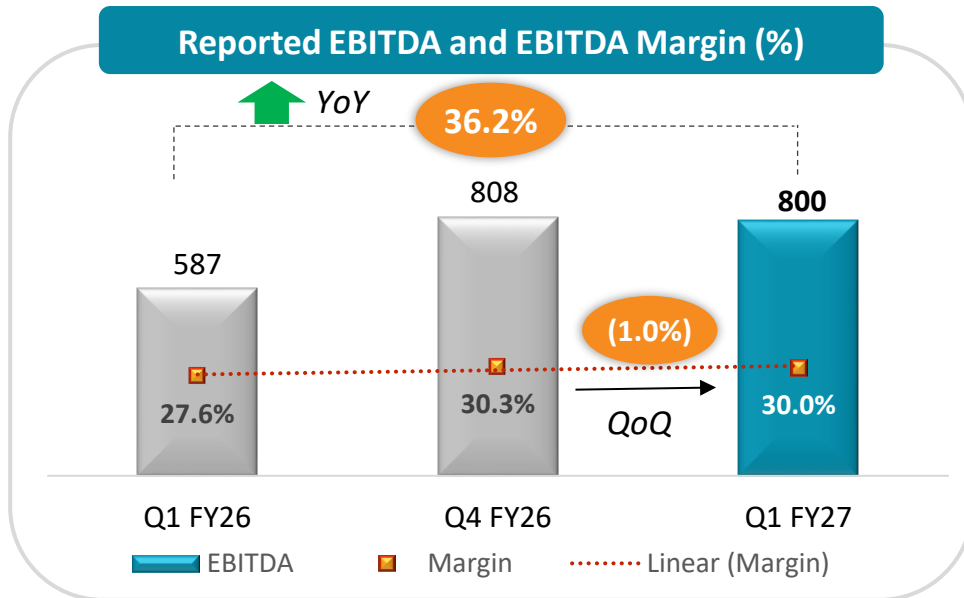
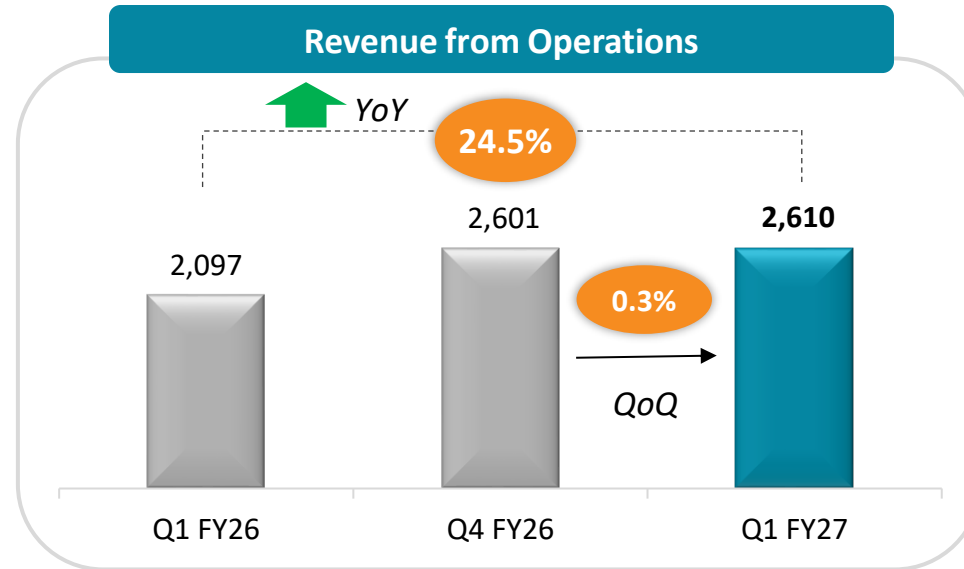


Tree Plantation Drive (1,350 trees at Hoskote near Bangalore)

Successfully planted and distributed 1,350 saplings at GHPS Karapanahalli and GHPS Maliyappanahalli, Hoskote, contributing to a greener and more sustainable future



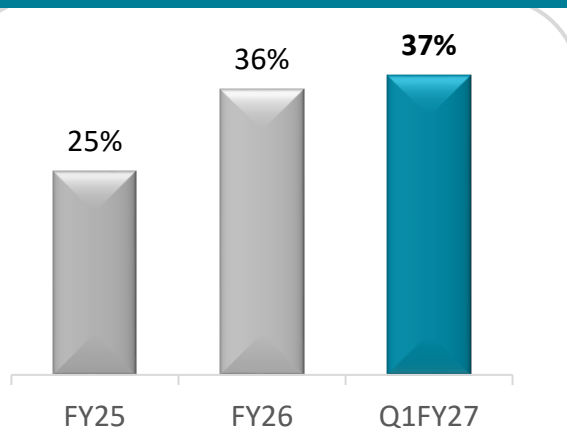
All figures in Rs. Mn



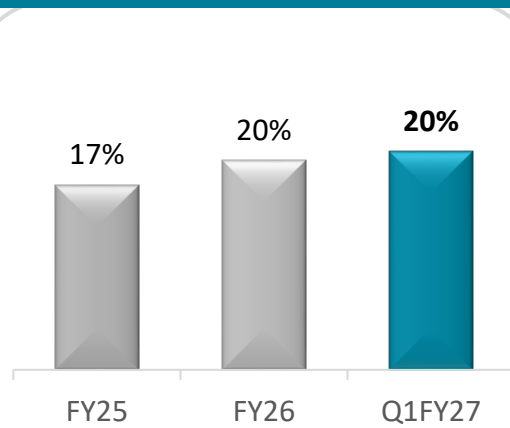
(INR in Mn)	FY25	FY26	Q1FY27
Long Term Debt	0	0	0
Short Term Debt	158	77	93
Total Debt	158	77	93
Less: Cash & Cash Equivalents	1,150	2,514	3,381
Net Debt / (Cash)	(992)	(2,437)	(3,288)
Total Equity	6,892	8,810	9,583

- **ICRA upgraded SJS long term funds rating to AA- (Positive)** from AA- (Stable)
- **Strong cash flow** generation to support expansion initiatives
- **Consistently delivering robust ROCE and ROE performance. Our ROE and ROCE improved to 20.3% and 37.2%**
- SJS continues to deliver **strong financial performance**, creating **long term shareholder value**

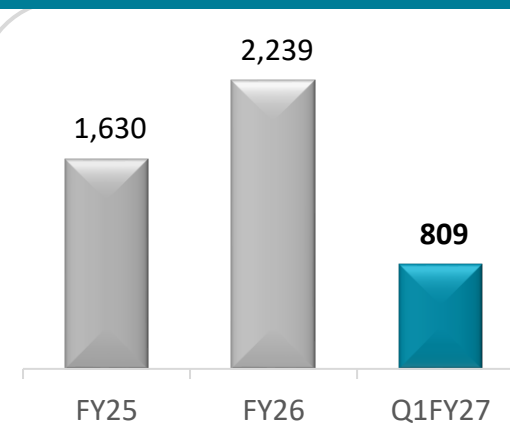
Return on Capital Employed (%)



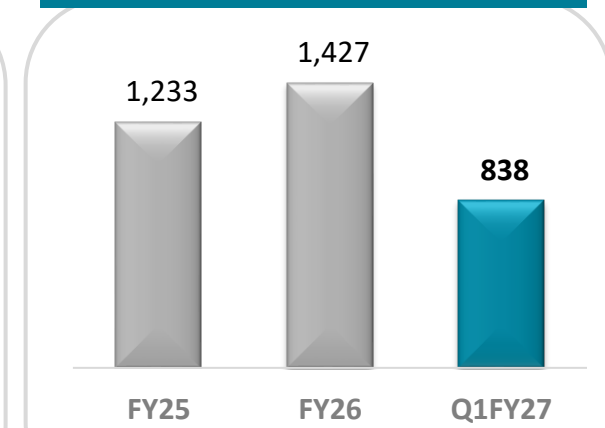
Return on Equity (%)



CFO (Rs. Mn)



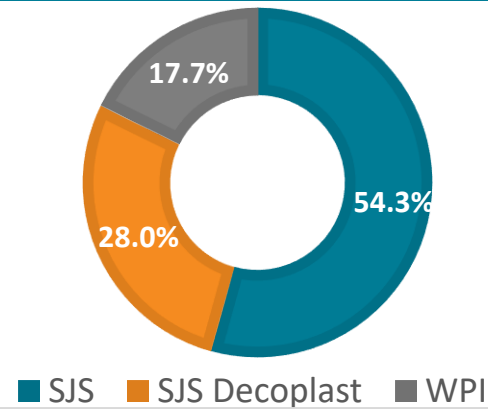
FCFF (Rs. Mn)



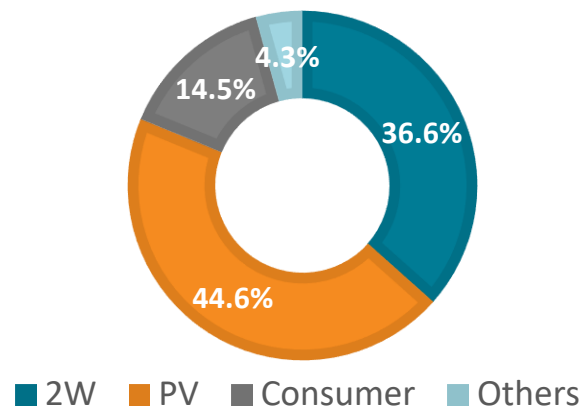
(INR in Mn)	Q1FY27	Q1FY26	YoY%	Q4FY26	QoQ%	FY26	FY25	YoY%
Operating Revenue	2,610.0	2,096.6	24.5%	2,601.2	0.3%	9,550.7	7,604.9	25.6%
EBITDA	799.6	587.3	36.2%	807.6	(1.0%)	2,879.6	2,032.1	41.7%
EBITDA Margin %	30.0%	27.6%		30.3%		29.6%	26.4%	
PAT	744.2	346.2	115.0%	488.7	52.3%	1,717.9	1,188.3	44.6%
PAT Margin %	28.5%	16.5%		18.8%		18.0%	15.6%	
EPS	23.18	11.03		15.16		54.02	37.82	

- Q1FY27 domestic sales grew by 20.3% YoY to Rs 2,354.2 Mn; on back of 36.1% YoY growth in PV business & 19.5% YoY growth in 2W business
- Q1FY27 export grew 83.2% YoY to Rs 255.8 Mn, forming 9.8% of consolidated Q1 revenue
- Q1FY27 EBITDA grew 36.2% YoY to Rs 799.6 Mn, healthy margins at 30.0%, margin expansion by 239 bps on back of increasing exports contribution, better product mix and operational efficiency improvement
- PAT includes Rs 241.7 Mn exceptional gain - one time gain (post tax) on sale of Bangalore old facility, which was not in use since 2019. Q1FY27 Normalised PAT grew 45.2% YoY to Rs 502.5 Mn; Normalised PAT margin of 19.3%

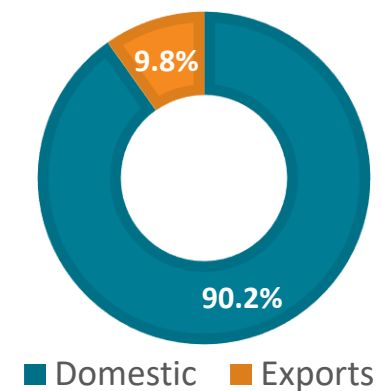
Revenue by Business



Revenue by End Segment



Revenue by Geography



New generation products contributed ~24% of consolidated revenue during Q1FY27



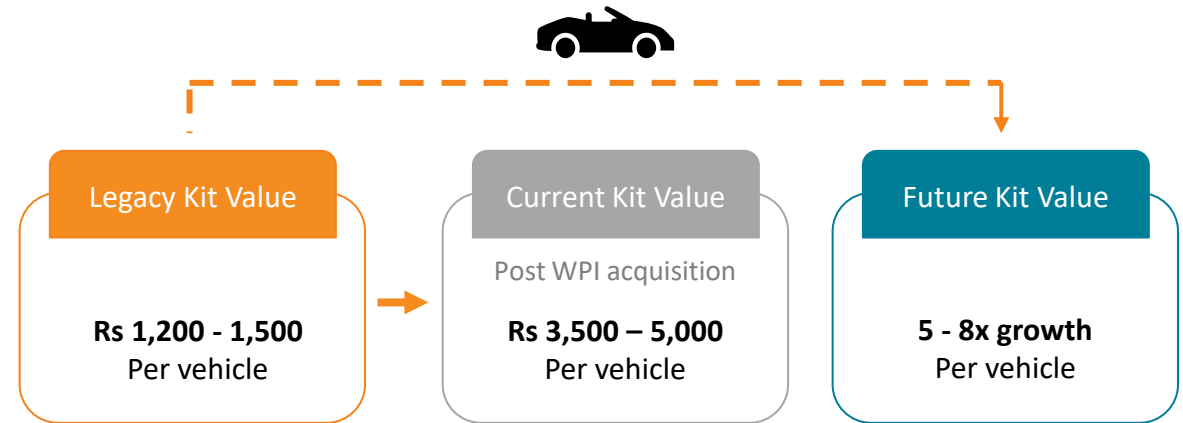
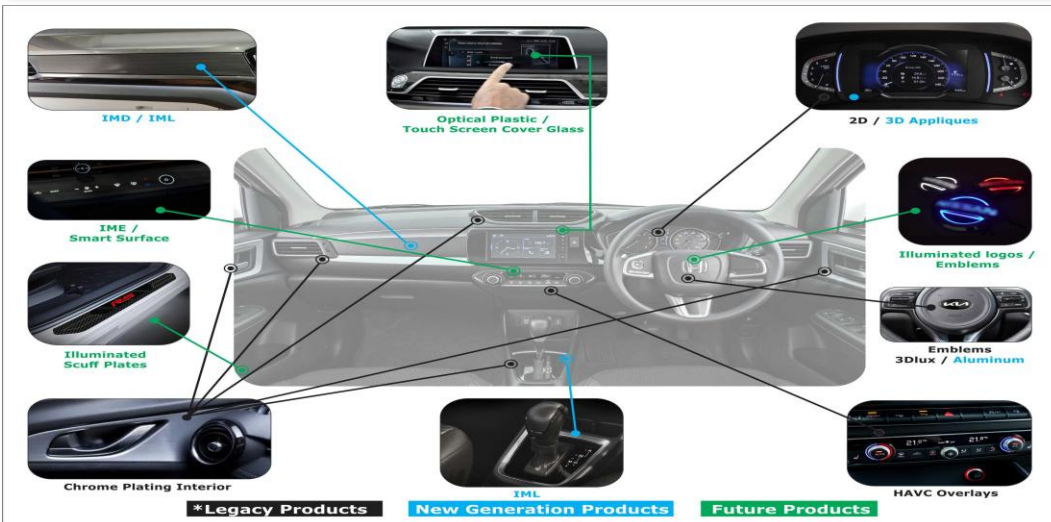
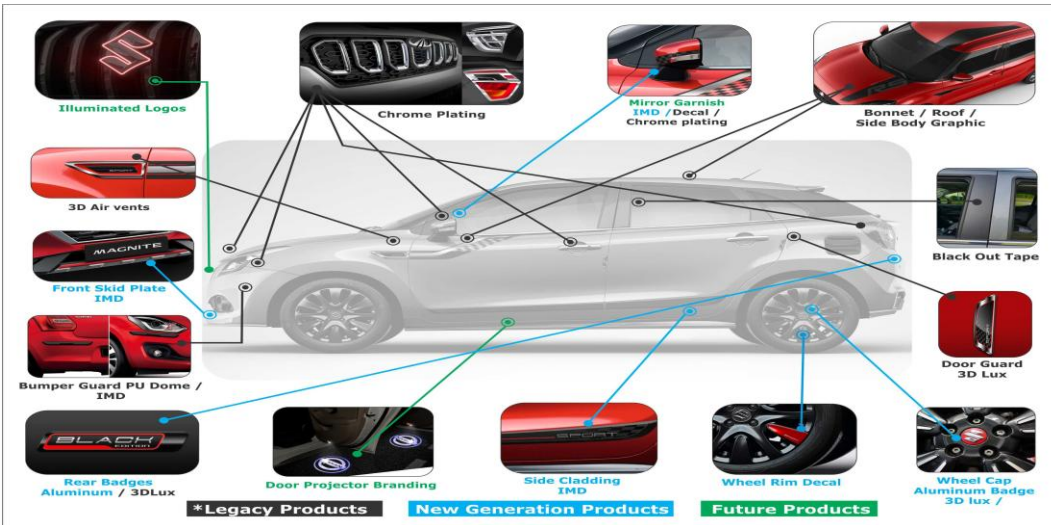
Future Growth Outlook

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

Integrated Product Offerings Across the Vehicle



SJS' New Age Products (PV: Select Examples)

Wheel Cap/ Aluminium Badges



IML Interiors



Optical Plastic/ Cover Glass/ Display Systems

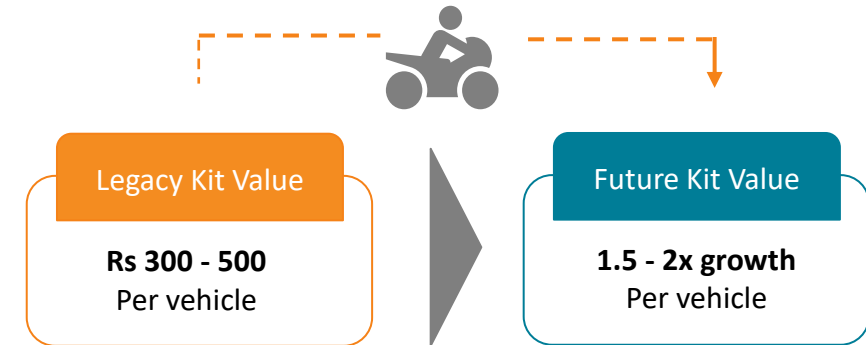
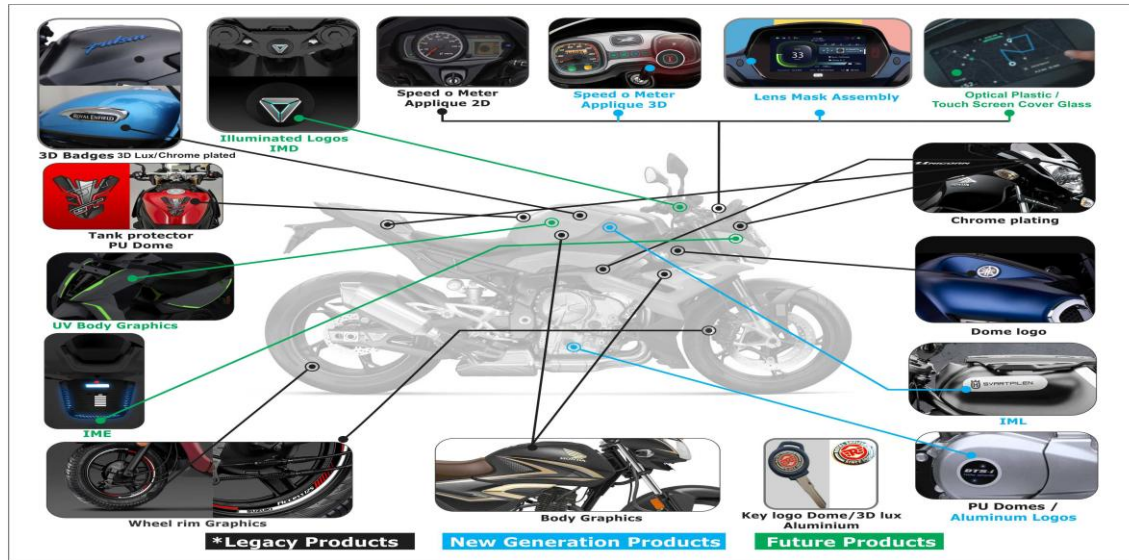


✓ SJS Decoplast & WPI acquisitions have added chrome parts & IMD/IML/IMF parts - key ingredients in the design of modern PV's

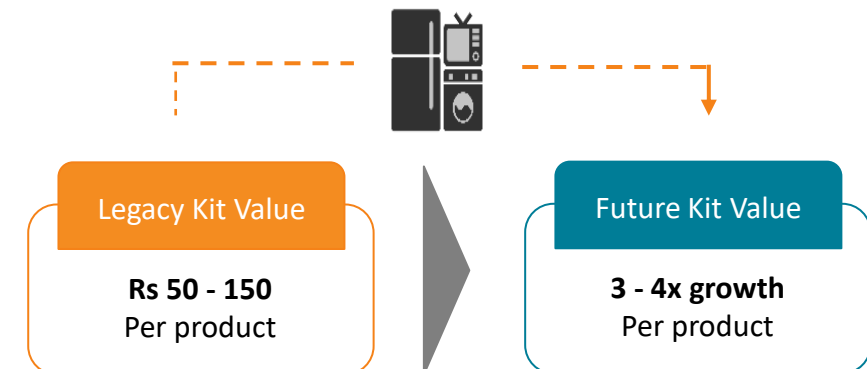
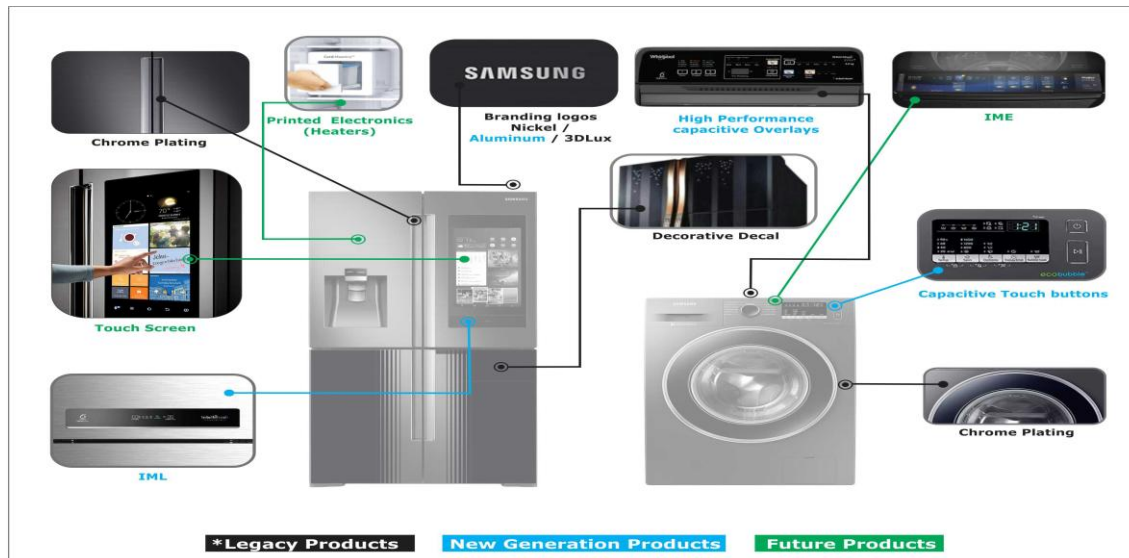
SJS | Development & Delivery of New Product Pipeline Remains at the Core of SJS (2/2)



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)

Strong organic growth with best-in-class margins

1

Products

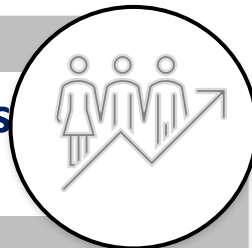


Focus on developing New Products & Advanced Technologies

- BOE Varitronix tie up will enable SJS to develop optical cover glass & display systems in India
- Intend to develop & introduce Illuminated logos, In-Moulded Electronic (IME) parts & other new gen technologies
- To build capabilities to innovate & develop new products & increase product application across industries

2

Key Customers



Growing Mega Accounts

- Building mega accounts with existing customers by expanding the array of products
- Increase customer base by marketing existing products to new customers and explore cross selling opportunities

3

Exports

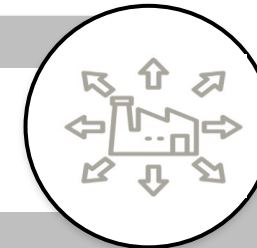


Increasing Global Presence

- 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, South Korea and recently added Germany - exploring similar opportunities in other countries

4

Capacity Expansion



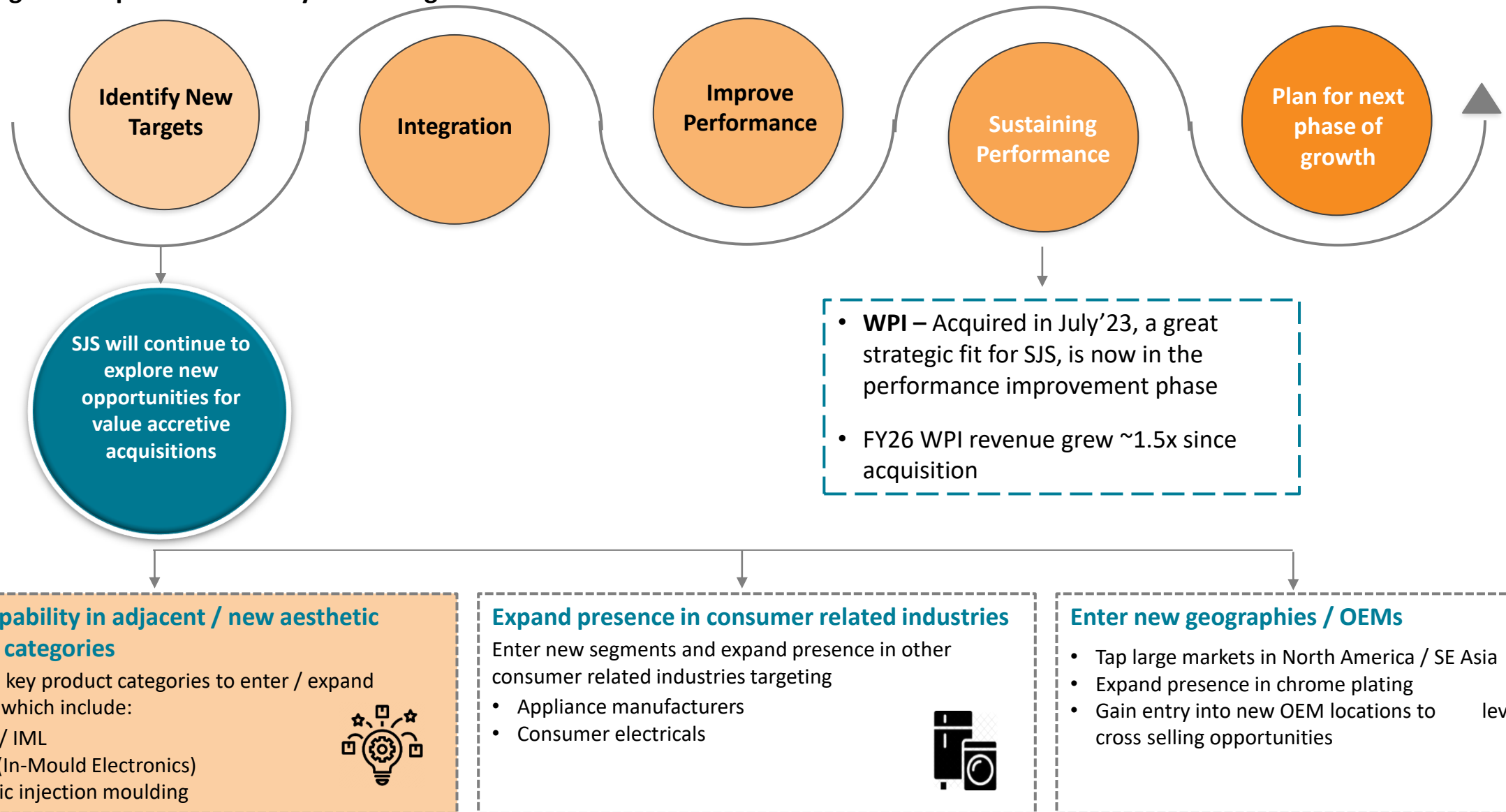
Expanding infrastructure for pursuing Bigger Opportunities

- SDPL new plant for chrome plating commenced production
- Optical display facility is ready and equipment on order
- SJS Bangalore capacity expansion to cater to significant new business opportunities progressing well

SJS | Inorganic Growth Expected to Boost Organic Growth Trajectory

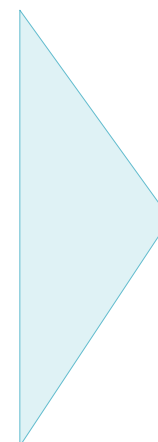


Merger & Acquisitions is a Key Pillar for growth



- SJS to continue its strong financial performance trajectory
- SJS expects to outperform the underlying industry growth by 1.5 - 2x on account of :
 - Premiumisation + Building Mega OEM Accounts + Exports = **Higher than industry sales growth for SJS**
 - Business breakthrough with **new large OEMs and locations** leading to significant business growth
 - **Current order book to be executed in FY27 is over 88% of FY27 forecasted revenue**
- Continue to maintain robust margin profile of business for FY26

Q1FY27 Performance (INR Mn) ¹		YoY Growth %
Revenue	2,610.0	24.5%
EBITDA	799.6	36.2%
EBITDA Margin	30.0%	
PAT ¹	744.2	115.0%
PAT Margin	28.5%	



- Continue to maintain robust EBITDA margins
- Cash and Cash Equivalents were at Rs 3,380.8 Mn with **Net Cash at Rs 3,287.7 Mn** as on 30th June'26
- **High cash flow generating company.**
Cash flow from operations is ~75% of EBITDA

Note: 1) PAT includes Rs 241.7 Mn exceptional gain - one time gain (post tax) on sale of Bangalore old facility, which was not in use since 2019

Q1FY27 Earnings Call Invite

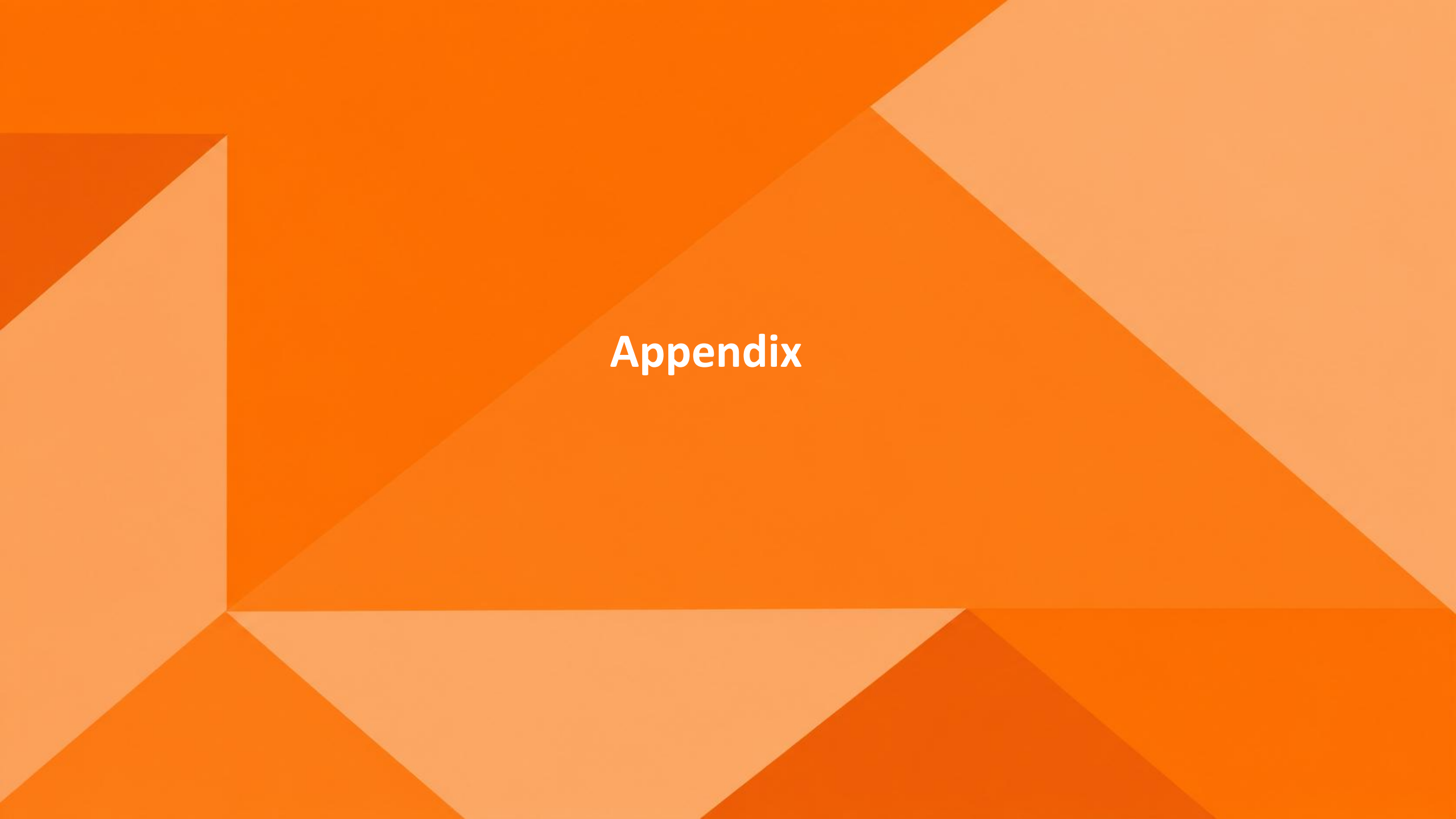
SJS Enterprises Limited (BSE: 543387) announced its results for the quarter ended June 30th, 2026, on Aug 6th, 2026. Following the announcement, the management team will host a conference call for investors and analysts on **Aug 7th, 2026, at 12 Noon IST**. The call will commence with a brief discussion on the previous quarter's performance followed by an interactive question and answer session. Call details are below:

Day & Date	Friday, 7th Aug 2026
Time	12:00 Noon IST 02:30 PM HONG KONG / SINGAPORE 07:30 AM UK TIME* 02:30 AM USA EDT*
Duration	60 minutes
Universal Dial in	+91 22 6280 1146 +91 22 7115 8047
International Toll Free	HK: 800 964 448 SG: 800 101 2045 UK: 0 808 101 1573 USA: 1 866 746 2133
Diamond Pass Link	Registration

Note: Please dial in at least 10 minutes prior to the schedule to ensure that you are connected in time. Audio and transcript will be available with in ten working days after the call on Investors page of company website (www.sjsindia.com).

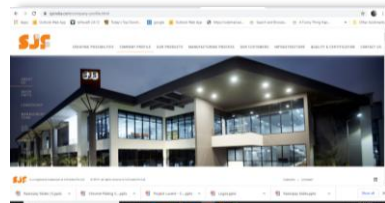
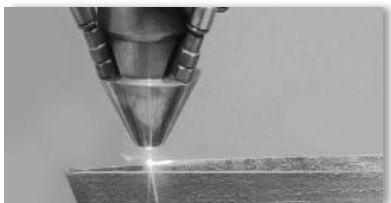
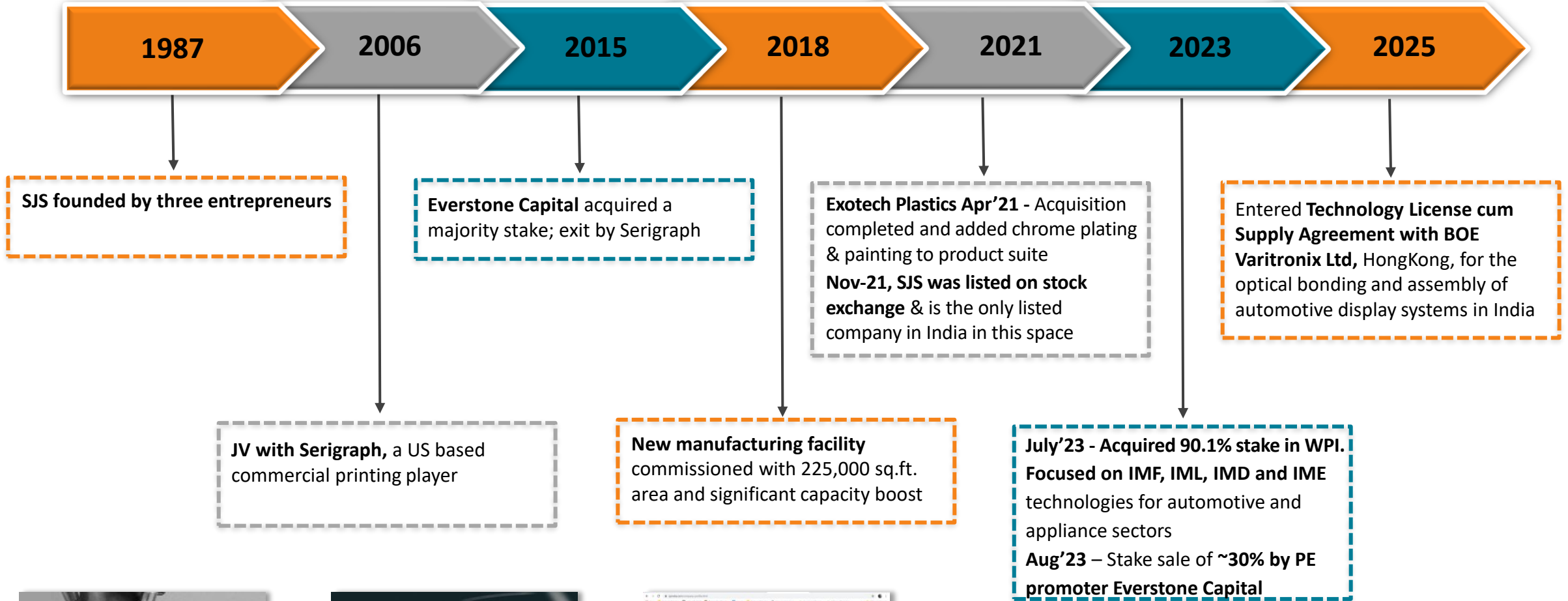
For further information, please contact: Devanshi Dhruva | devanshi@sjsindia.com

IR Advisors: Simran Malhotra/ Ansh Gandhi | sjs@churchgatepartners.com



Appendix

Evolution into a leading design and aesthetics focused business



Decals & Body Graphics



2D Appliques & Dials



3D Appliques & Dials



Overlays



Aluminium Badges



Domes



3D Lux Badges



Aftermarket – “Transform”



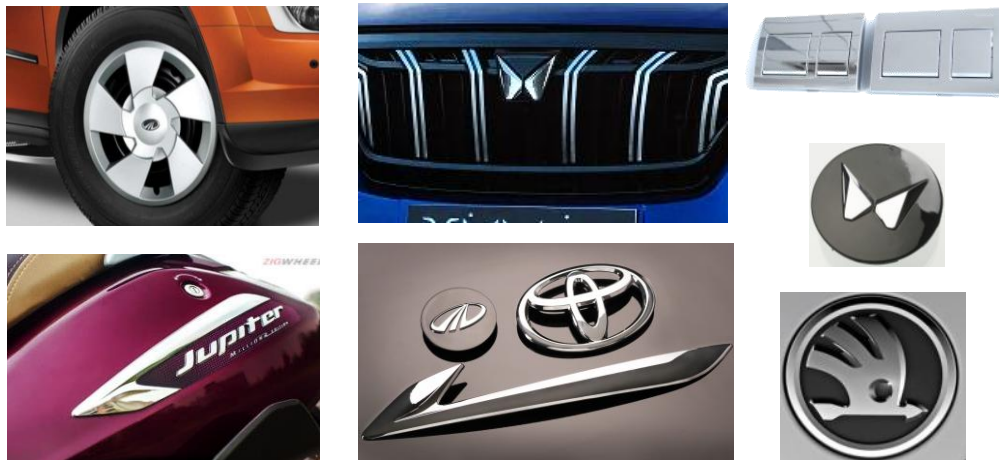
Lens Mask Assembly



Optical Plastics



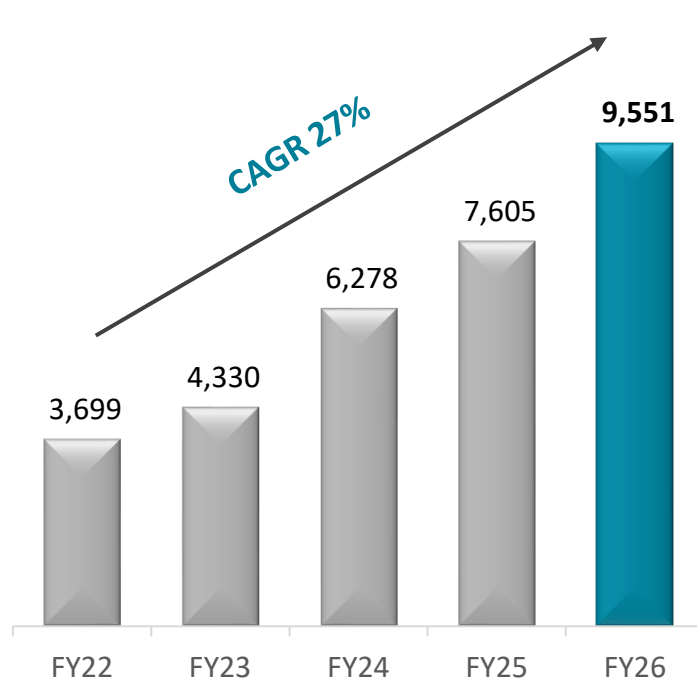
Chrome plated parts (SJS Decoplast)



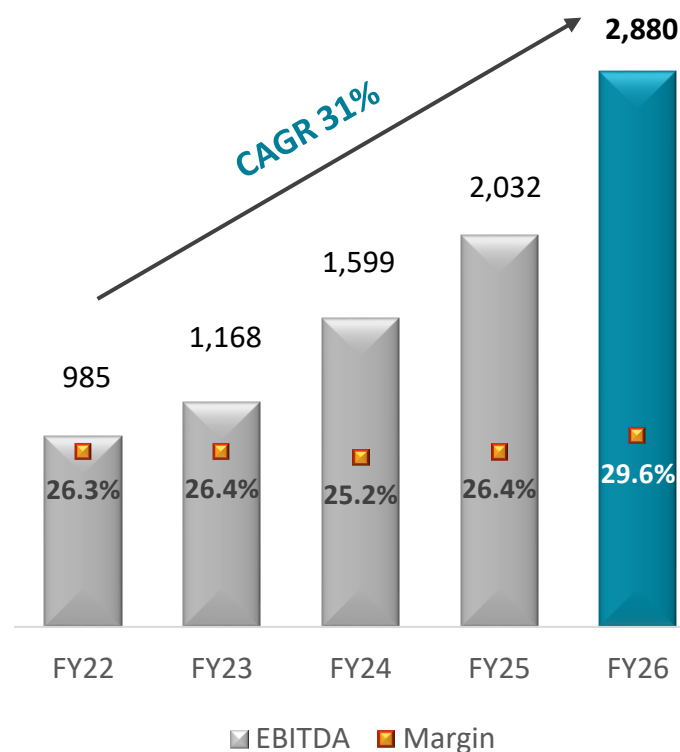
IMLs / IMDs (SJS & Walter Pack India)



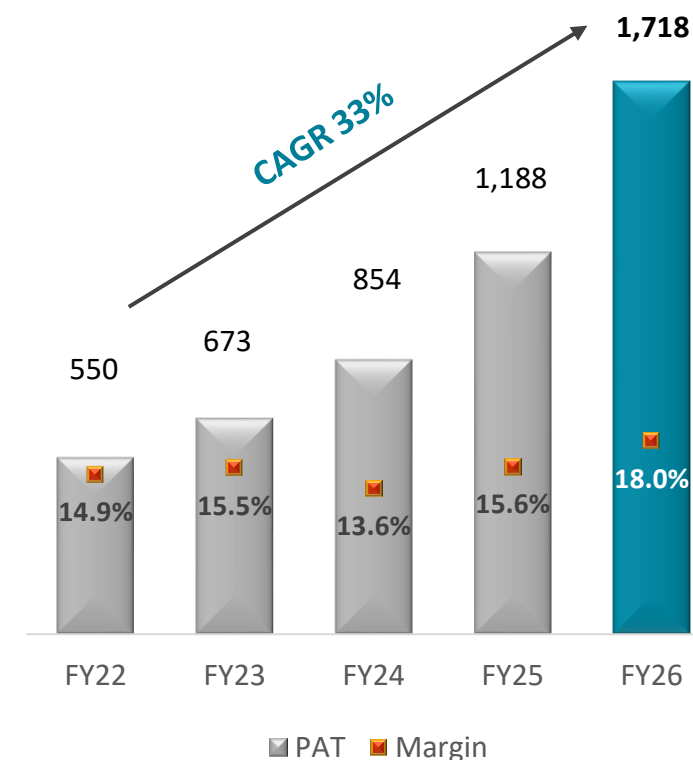
Revenue from Operation



EBITDA and EBITDA Margin (%)



PAT and PAT Margin (%)

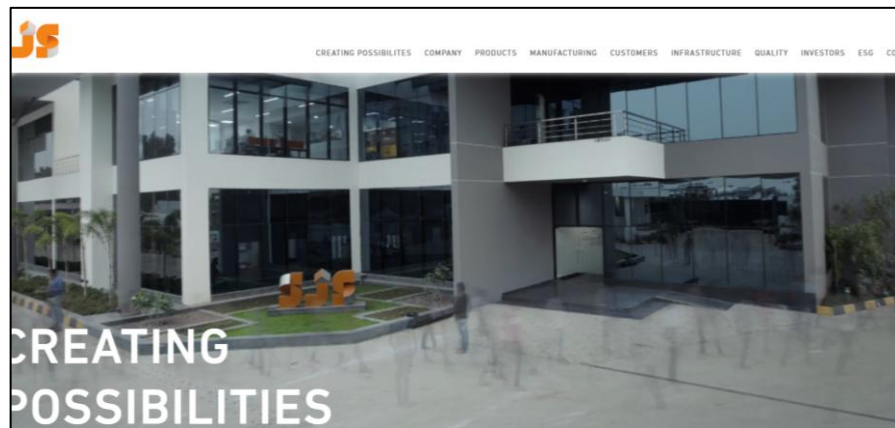


Note: FY22 and FY23 figures consolidated for SJS and SJS Decoplast (Reported financials); FY24 figures are consolidated incl 9 months of WPI acquisition

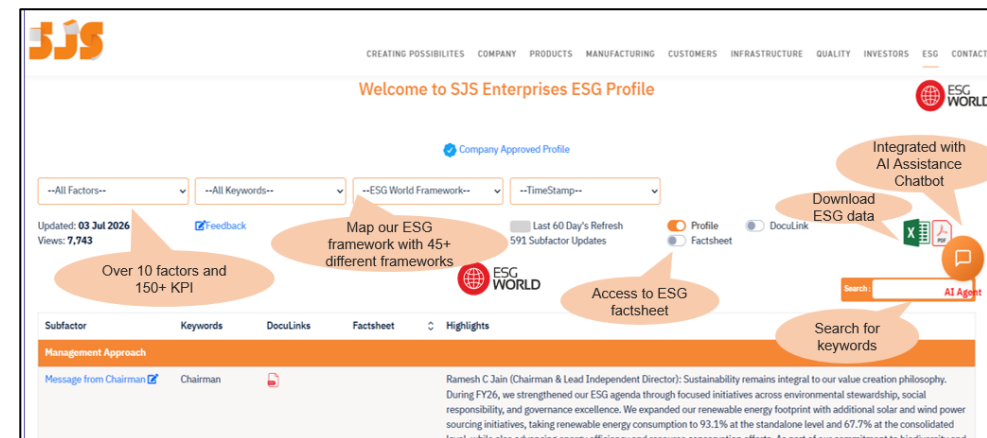
SJS | AI - ESG Profile: 17 Factors and 591 Subfactors



SJS Website



ESG Disclosure Platform



SJS Enterprises ESG Profile Link ([Click Here](#))

ESG Factors (17)

Management Approach (5)

Company Overview (15)

Board of Directors (7)

Resilience (6)

Environment (77)

Social (106)

Governance (121)

Vérifications and Assurances (6)

Materiality Assessment (11)

Awards and Recognitions (6)

Ratings and Indices (5)

ISO and Certifications (10)

Partnerships (2)

Profile Sources (45)

Corporate Information (17)

Membership (3)

BRSR (149)

FY2026

Environment (4)	Social (8)		Governance (4)	Others (4)
512.26 MTCO2e Amount of GHG Emissions	19.95% Female Gender Composition	4.62 Employee Turnover Rate	57.14% Independent Board of Directors	ISO 9001:2015 Quality Management System
1.32 MT E-Waste Generated	100% Staff Trained Staff on Health and Safety	15.47 Gross Salary Paid to Female Workforce	16.7% Founder Board Members	ISO 14001:2015 Environmental Management System
37141.16 GJ Renewable Energy Consumed	2.40% Amount Spend on Employees Well-being	38,923 Learning Hours	Nil Penalty Disclosures	IATF 16949. Automotive Quality Management System
2750 Tree Planted	Rs. 28 Millions CSR Activities	0 Total Recordable Work Injuries	Nil Number of Data Breach Incidents	LEED Gold certified Bengaluru Facility

As we look ahead, we remain optimistic about the emerging opportunities. We are committed to scaling our innovation led capabilities, expanding our global footprint, and strengthening customer partnerships. With a strong order pipeline, robust balance sheet, expanded capacity and product portfolio, SJS is well-positioned to drive sustainable growth and value creation for all. Ramesh C Jain, Chairman & Lead Independent Director.



Ramesh Chandra Jain

Non-Exec Chairman & Independent Director

Over 40 years experience in the industry, of which 25 years worked in Eicher & retired as group vice chairman



K A Joseph

Managing Director

~40 years of experience in aesthetics printing business. Leading the manufacturing operations for SJS



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

10+ years of experience in the industry. Previously worked with Tata Elxsi Limited as a senior design engineer



Veni Thapar

Non-Executive & Independent Director

30+ years of work experience. Independent Director on the boards of Bandhan Bank and Monedo Financial Services Pvt Ltd



Randhir Singh Kalsi

Non-Executive & Independent Director

40+ years of experience in the automotive industry. Previously worked with Tata Motors & Maruti Suzuki. Contributed significantly to ASSOCHAM & IDTR.



Roy Mathew

Executive Director, WPI

25+ years of experience in the industry. Co-founded WPI with Walter Pack Spain in 2006. Expertise in IMF, IMD, injection moulding, & automotive lighting technologies



Anil Sondur

Non-Executive & Independent Director, WPI

40+ years of experience in the industry, possessing immense expertise in business strategy, new business development/ expansion and product design & strategy



Mahendra Naredi
Group Chief Financial Officer

- 27+ years of experience in financial management, key accounting & financial analysis, FP&A, fundraising, M&As, legal & compliances, and strategy
- Previously worked in Minda Corporation, Wipro & GE
- Bachelor's degree in Law & Commerce from Rajasthan University, Chartered Accountant and Company Secretary from ICAI and ICSI



Ranjit Nambiar
Group Chief Operations Officer

- 30+ years of diversified experience in chemicals, polymers/ plastics, consumer appliances, Automotive interior systems and EV component solutions.
- Previous leadership roles with Spark Minda, Tata Auto EV Components Solutions and IAC - India.
- Holds Post Graduate Dip. in Plastics Technology from Central Institute of Plastics Engg .& Tech.



Mandeep Singh
Group Chief Information Officer

- 28+ years of experience in the field of IT
- Previously worked with Spurthi Meditech and IndSwift Labs Ltd. He was the Founder and CEO of Nanatom Technologies
- Holds a Bachelor's degree in Computer Science & Engineering from Kuvempu University, Karnataka



R. Raju
Chief Marketing Officer

- 28+ years of experience in the field of marketing
- Previously worked with ITW India, ITW Signode India, Minda Corp etc.
- Holds a diploma in mechanical engineering from the Thiagarajar Polytechnic, Salem, and a post graduate diploma in marketing management and a masters degree in business administration

THANK YOU

**Head Investor Relations:**

Devanshi Dhruva | Head – Investor Relations

SJS Enterprises

devanshi@sjsindia.com

M: +91 98209 62846

**Churchgate
Investor Relations**

IR Contact:

Simran Malhotra / Ansh Gandhi

Investor Relations Advisor

Churchgate Partners

sjs@churchgatepartners.com;

+91 9945472589