

SJS Enterprises Limited

CORPORATE PRESENTATION

SJS| Disclaimer

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.

SJS Overview | Premium aesthetics products manufacturer

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, 3 in Pune & 1 at Manesar, Gurugram spread across 4,00,000+ sq. ft.



Rs. 9,551 Mn
FY26 Revenue

29.6%
FY26 EBITDA margin

~3,850
Workforce

22
Countries Served

5
Production Facilities

15
Warehouses

220+
Customer locations

>253 Mn
Parts Supplied (FY26)

17,500 +
FY26 SKUs

Scaling
Scaling operations & driving sustainable future growth

Innovating
Innovating products & shaping a smarter future

Expanding
Expanding capacity & reach to enable endless growth potential

SJS | Longstanding history of design backed manufacturing excellence

Evolution into a leading design and aesthetics focused business

1987

SJS founded by three entrepreneurs

2006

JV with Serigraph, a US based commercial printing player

2015

Everstone Capital acquired a majority stake; exit by Serigraph

2018

New manufacturing facility commissioned with 225,000 sq.ft. area and significant capacity boost

2021

Exotech Plastics Apr'21 - Acquisition completed & added chrome plating & painting to product suite

Nov-21, SJS was listed on stock exchange - only listed company in India in this space

2023

July'23 - Acquired 90.1% stake in WPI. Focused on IMF, IML, IMD & IME technologies for automotive and appliance sectors

Aug'23 – Stake sale of **~30% by PE promoter Everstone Capital**

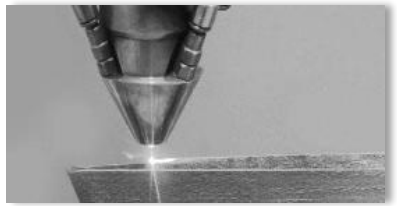
2025

Entered **Technology License cum Supply Agreement with BOE Varitronix Ltd,** HongKong, for the optical bonding and assembly of automotive display systems in India

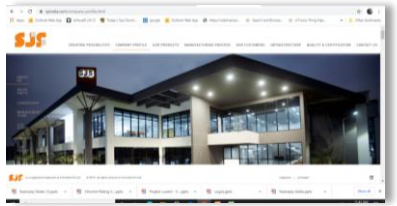
2026

Aug'26 - SDPL new plant for chrome plating commenced production

Oct'26 - SJS Bangalore capacity expansion is completed and ready. Commercial production will commence in Q3FY27







SJS | Investment Thesis

Strong Financial Performance

- FY26 - Achieved **25.6% YOY** revenue growth and **44.6% YOY PAT** growth, indicating robust performance
- Delivered 27 consecutive quarters of above-industry growth through Q1 FY27
- **Consistently pays dividends** - Declared **35% final dividend in FY26**, highlighting strong cash flow and profitability

Strategic Acquisition and Expansion

- SDPL's new chrome plating facility commenced commercial production, expanding capacity with ~Rs 100 crs capex
- **SJS Display Electronics Pvt. Ltd. setting up display electronics facility in Pune; to be operational in Q2FY28; investing Rs 65 crs for the facility**
- **SJS Bangalore capacity expansion completed; commercial production in Q3FY27**
- At WPI, consolidating three Ranjangaon plants into one for improving efficiency and growth
- Inorganic growth is a key driver, backed by strong cash flows and proven integration capabilities.

Competitive Edge

- **Sustained leadership in decorative aesthetics,** manufacturing 14 product categories & 17,500+ SKUs across 5 facilities
- **In-house design and R&D capabilities**, with continued development in new emerging technologies and enhancing product offerings

Design & Innovation Capabilities: A Key Differentiator

- End-to-end in-house design, styling and product development capabilities
- **Design and Innovation Lab equipped with state-of-the-art equipment** such as 3D Printers & several machines
- **70+ member team** of designers and stylists

Growing Export Markets and Global Reach

- **Exports grew 60.5% YoY in FY26**, with considerable contributions from PV & consumer segments
- Established **presence in over 22 countries**, across 220+ customer locations
- Strengthening our sales force in Turkey, Brazil, Argentina, Columbia, South Korea and recently added Germany - exploring similar opportunities in other countries

SJS| Diverse Product Portfolio…(1/4)

Decals & Body Graphics

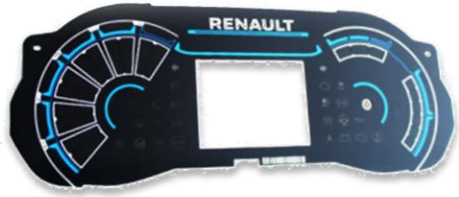







2D Appliques & Dials





3D Appliques & Dials






Overlays








SJS| Diverse Product Portfolio…(2/4)

Aluminium Badges





Domes







3D Lux Badges









Aftermarket – “Transform”





SJS | Diverse Product Portfolio…(3/4)

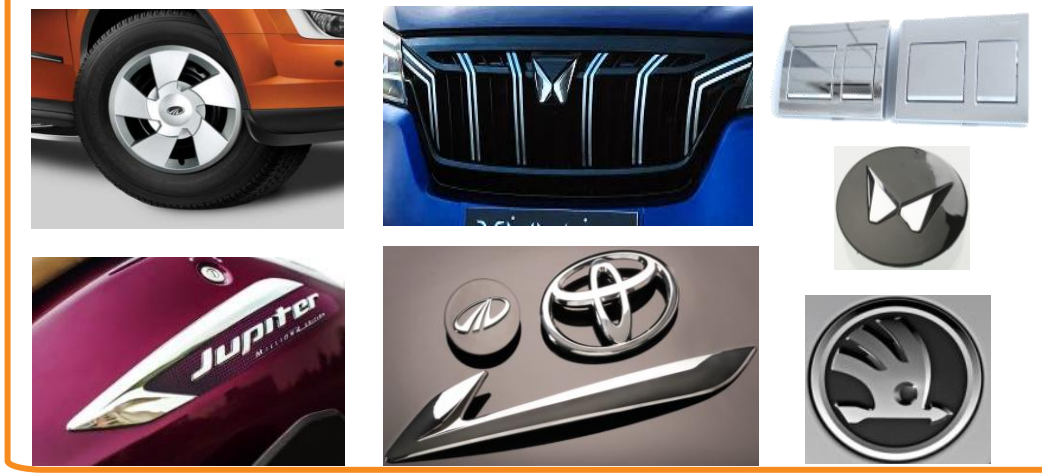
Lens Mask Assembly



Optical Plastics



Chrome plated parts (SJS Decoplast)



IMLs / IMDs (SJS & Walter Pack India)



SJS | Favourable Industry Tailwinds

Strong Positioning in a Growing Industry

Aesthetics industry expected to see robust growth[1]

Global Market Size (2023)



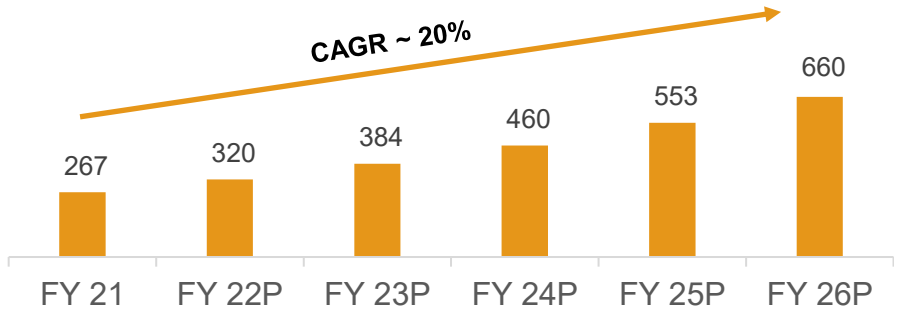
Global markets expected to witness healthy growth

Indian Market Size (FY26P)



Of the total, Chrome Plating comprises of ~100+ Mn USD

Indian Aesthetics Market Growth (USD Mn)



Organized Players are Well Positioned to Gain Further Market Share

Industry Growth Drivers

- ✓ *Shift in preference to premium products due to rising disposable income and exposure to developed markets*
- ✓ *Strong growth in underlying application segments; aesthetics market expected to grow faster than underlying segments*
- ✓ *Increase in value content per OEM product*
  - *Increased penetration & intensity of aesthetic products*
  - *Advancement in technology & Powertrain agnostic products*

Transition from traditional to premium products

2D to 3D Dials



Analog to Digital Appliques



Traditional to Capacitive Touch Overlays



Analog to Digital Displays

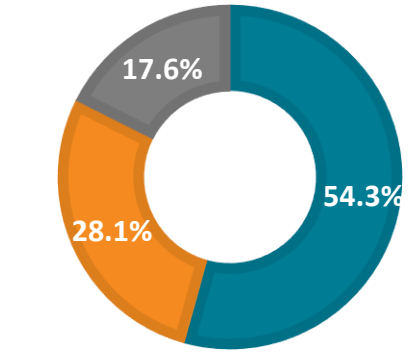


✓ **Premium Products are extremely high value as compared to traditional products - Prices of 3D Dials are > 3x of 2D Dials**

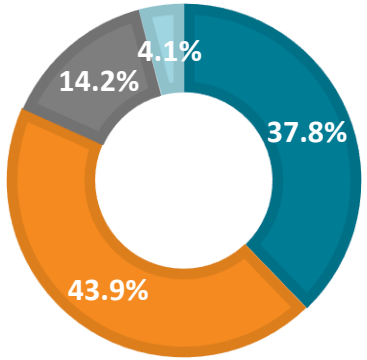
Note: 1. Source: CRISIL report & Company estimates

SJS | Serving marquee customers across diversified end industries

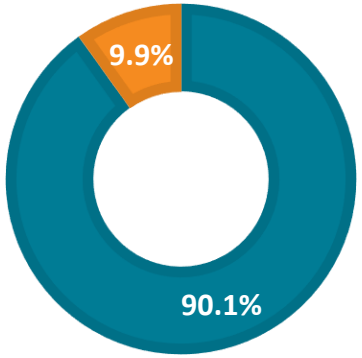
Revenue by Business (H1FY27)



Revenue by End Segment (H1FY27)



Revenue by Geography (H1FY27)



New generation products contributed ~24% of consolidated revenue during H1FY27

Tenured, blue-chip customer base of leading OEMs across Auto and White Goods industries

Two Wheeler OEMs

Hero, TVS, Suzuki, Royal Enfield, Bajaj, Honda, Yamaha

#7 of top 7 OEMs

Four Wheeler OEMs

Tata, Suzuki, Hyundai, Mahindra, Ford, Toyota, Kia, Honda, Renault Nissan

#9 of top 10 OEMs

Consumer Durables OEMs

Whirlpool, Godrej, Samsung, Electrolux, Panasonic

#5 of top 10 OEMs

- ✓ Average tenure of top 10 customers is over 20 years
- ✓ Supplying to more than 18 EV customers

SJS | Experienced & Qualified Board Team



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

SJS | Experienced Management Team



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

SJS | High quality, scalable manufacturing platform & robust supply chain

Manufacturing Facilities (FY26)

5 Manufacturing Plants	*15 Warehouses*	*253 Mn Parts Supplied*	*17,500 SKUs*

SJS Bangalore shifted manufacturing to a new plant in 2018: a world-class facility with end-to-end capabilities in-house



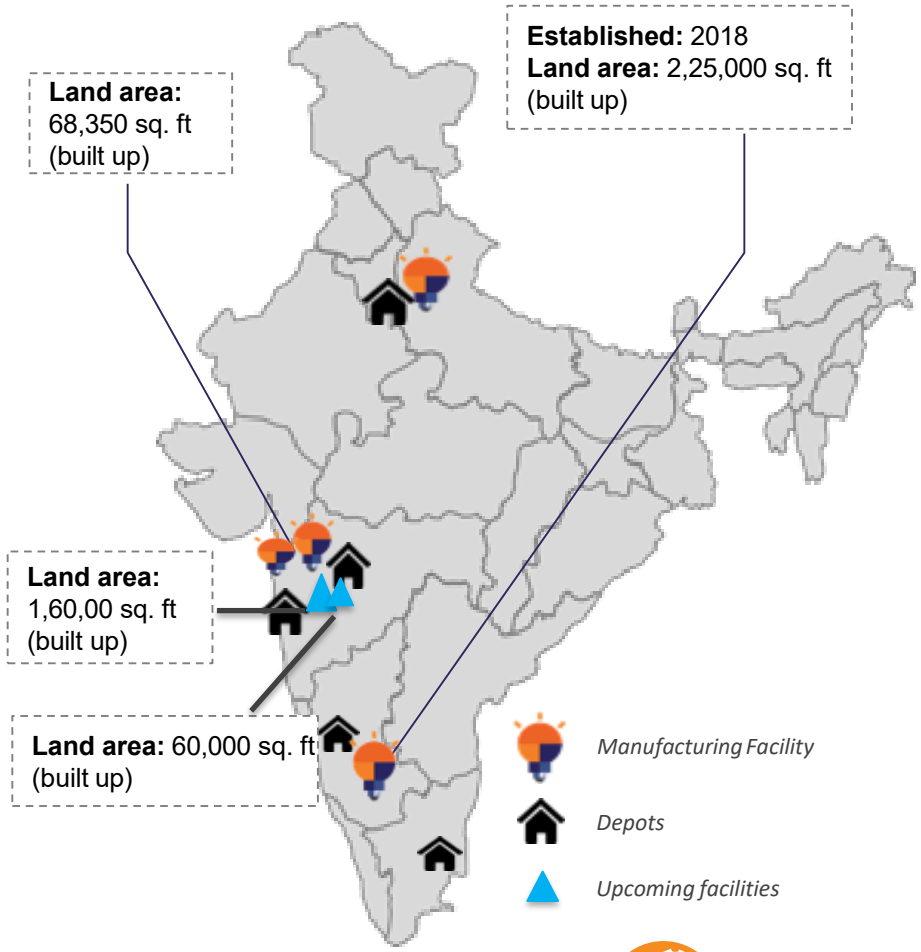




Certified to demanding global regulatory, quality & manufacturing standards which are highly valued by customers

Facility located at Bangalore, Karnataka (LEED Gold Certified)

ISO 9001 | TS 16949 | IATF | ISO 14001 | OHSAS 18001



5 manufacturing plants & 15 warehouses

Serving across 22 countries and 220+ customer locations

SJS | Scaling up, expanding horizons, gearing up for the next leap

SDPL - Chrome Plating

1

KEY CAPACITY DETAIL

Existing: 7,940 sq. ft. per day at 97% utilization

Additional: 13,243 sq. ft. per day.

STRATEGIC PURPOSE: To capitalize on strong customer demand and emerging business opportunities

TIMELINE: Aug 2026

SJS - Bengaluru Facility

2

KEY CAPACITY DETAIL

Existing: 2,25,000 sq. ft. built-up area, supporting approx 30 crore parts p.a.

Addition: approximately 20%.

STRATEGIC PURPOSE: Meet growing customer demand and support business growth

TIMELINE: Commercial production expected in Q3 FY27

Walter Pack - Consolidation of Mfg Facility

3

KEY CAPACITY DETAIL

Existing: 64,273 sq. ft. across 3 mfg plants (75% utilization)

Proposed: ~1,27,359 sq. ft. built-up area (net addition of 63,086 sq. ft.)

STRATEGIC PURPOSE: Consolidating three Ranjangaon plants into one for efficiency and growth

TIMELINE: Commercial operations expected by May 2027

SJS Display Electronics Pvt. Ltd.

4

KEY CAPACITY DETAIL

New build-to-suit facility of ~60,000 sq. ft. in Pune, Maharashtra

STRATEGIC PURPOSE: SJS forays into high-growth auto electronic displays with bonding and localization capabilities

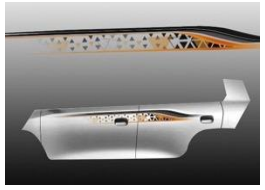
TIMELINE: Commercial operations expected by Sep 2027

SJS | Competitive edge due to end-to-end design & development capabilities

Innovative In-House Design & Styling Studio



- Partnered with leading OEMs to co-develop new designs and products
- Translating customer mood boards & themes into graphic design
- **70+ member team** of designers and stylists
- Experienced styling team works with the OEM marketing and design teams to conceptualize graphics for OEMs





Proven Capabilities in Product Development



- Clearly defined processes for new product development structured in phases from designing to launch
- **Design and Innovation Lab equipped with state-of-the-art equipment** such as 3D Printers & Eco Dome Badges Machine
- **Delivered 5+ new products** in the last couple of years involving precision printing capabilities

Strong Differentiator which has Resulted in Marquee Collaborations

Partnered with Maruti in designing graphics for the Swift, Ertiga and WagonR and **Tata Motors** for the Nexon model

Swift Model without graphics → Co-designed Swift graphics



…and has also started a differentiated aftermarket offering in the "Transform" brand

Transform

Car Wrap styling concept for aftermarket





SJS| H1FY27 Awards & Achievements (1/2)



- Won "L&D Champion of the Year" for best organizational development & transformation initiative at the 24th Future of L&D Summit & Awards 2026 (UBS Forums).
- Won the ESG governance and transparency award from the House of ESG.
- Won 1st Prize in the Cost Category and 2nd Prize in the Safety Category at the ACMA Kaizen Competition.
- Won 11 GOLD Awards in QCFI Quality circle competition for continuous improvement in quality, productivity, and operational excellence.

SJS| H1FY27 Awards & Achievements (2/2)

5



6



7



8



9



- Recognised as a “Top Organisation with Innovative HR Practices” at the Asia Pacific HRM Congress Awards.
- Received a Certificate of Appreciation from Hands On Foundation for contributing to the Guinness World Record–setting “Green Bengaluru” initiative of planting 1.5 million saplings.
- SJS CFO Mahendra Naredi wins “CFO of the Year” at UBS Forums’ Future of Finance Summit and Awards 2026.
- SJS wins “Efficiency Catalyst Team of the Year” at The House of CFO 2026, Bengaluru.
- SJS wins the Beej Award for Voluntary Disclosures at The Institute of Cost Accountants of India Green Awards 2024-25.

SJS | ESG Initiatives

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

- Started **wind power supply from DB Renews Pvt. Ltd of 2 MW**
- 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 Hoskate in Bangalore

Social

SJS contributed to various social causes:

- **Sponsored para-climber Mr. Manikandan Kumar** at the World Climbing Para Series, Laval 2026.
- **Provided artificial knee prostheses** to 25 underserved individuals.
- **Implemented an FLN Programme in 50 government schools** with Sikshana Foundation.
- **Launched a Women Empowerment Project** at Agara Panchayat with Varchass Seva Trust

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%	11.1	7.1%	95.7%	79.1%
Women Workforce	*Average training hours per employee*	*Female Managers*	*SJS standalone renewable energy consumption*	*SJS group renewable energy consumption*

FY26 Data

Joined the UN Global Compact, reinforcing its ESG commitment and contribution to the UN SDGs

ESG WORLD *SJS Enterprises ESG Profile Link (Click Here)*

SJS | CSR & ESG Initiatives – H1FY27 (1/2)



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.


Certificate
OF APPRECIATION

This is to certify that

SJS Foundation

has participated by planting native species saplings under the Bengaluru Urban Ecological Restoration Mission 2026–2030, coordinated by Bangalore Development Authority.

This initiative has been officially recognized by Guinness World Records, for achieving the title of "The most plants planted by a team in 12 hours"

SCAN TO VERIFY

Shri D K Shivakumar
Hon'ble Chief Minister
Government of Karnataka

Shri Krishna Byre Gowda
Hon'ble Bengaluru
Development Minister

Shri N.A. Haris
Chairman
Bangalore Development Authority

27 June 2026



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





SJS| CSR & ESG Initiatives – H1FY27 (2/2)

Sports & Culture





Sponsored para-climber Mr. Manikandan Kumar at the World Climbing Para Series, Laval 2026, where he secured 4th place in the Men's RP2 Lead Final.

Healthcare





Partnered with Karnataka Marwari Youth Foundation to support 25 individuals from underserved communities with artificial knee prostheses, helping them regain mobility, independence & dignity.

Education





Partnered with Sikshana Foundation to implement the Foundational Literacy & Numeracy Programme in 50 government schools in Kanakapura Block, benefiting about 3,800 students.

Women Empowerment





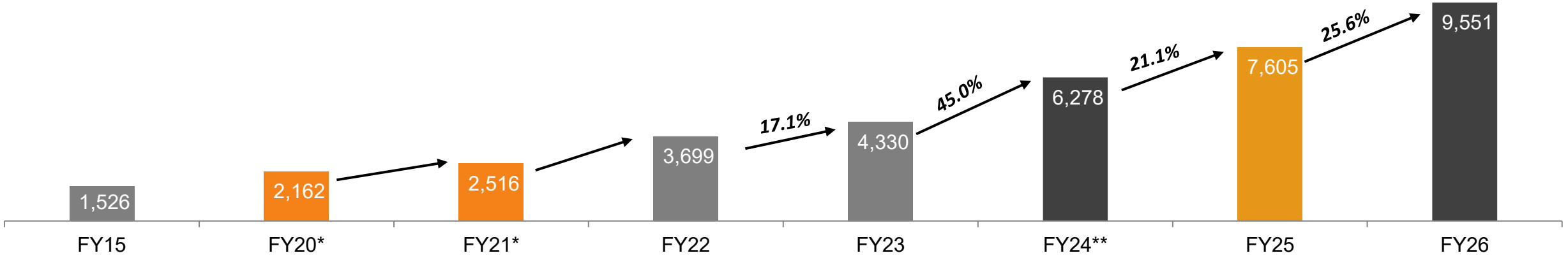
Partnered with Varchass Seva Trust and launched a Women Empowerment Project at Agara Panchayat, Bangalore, training 200 women in tailoring and beautician skills to build sustainable livelihoods.

Financial Performance

SJS | Historical Financial Highlights (1/2)

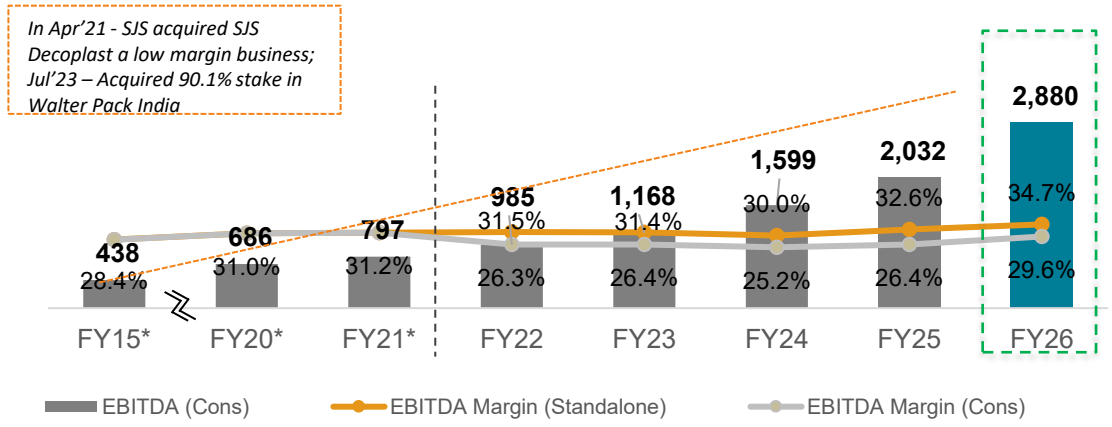
11-year Revenue CAGR of 18.1%, showcasing consistent growth and indicating the company's strong market position

Revenue from operations (INR in Mn)

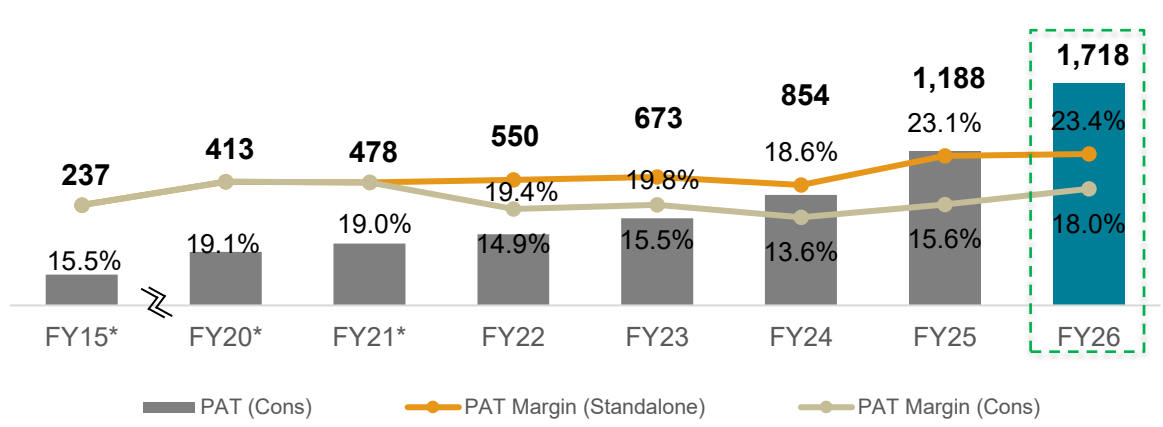


*SJS Standalone
1. FY22 SJS Standalone growth was 6.4%
**& FY24 includes 90.1% consolidation for WPI from July'23 onwards

EBITDA[2] (INR Mn) & EBITDA Margin



PAT (INR Mn) & PAT Margin

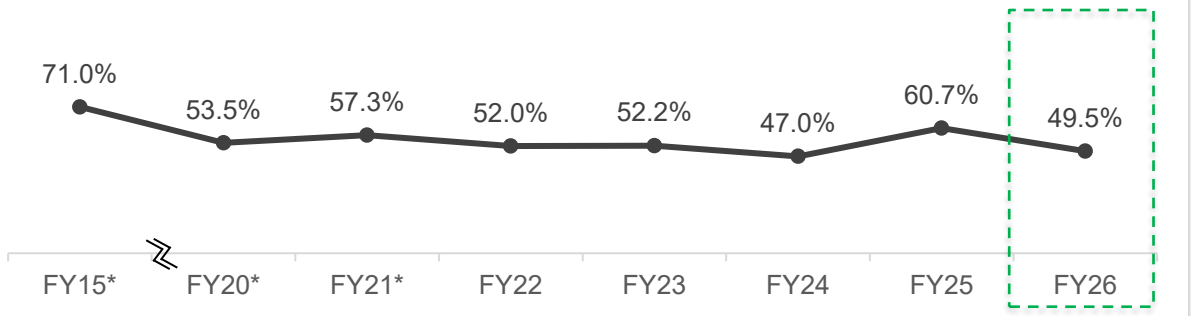


*SJS Standalone
1. EBITDA includes other income

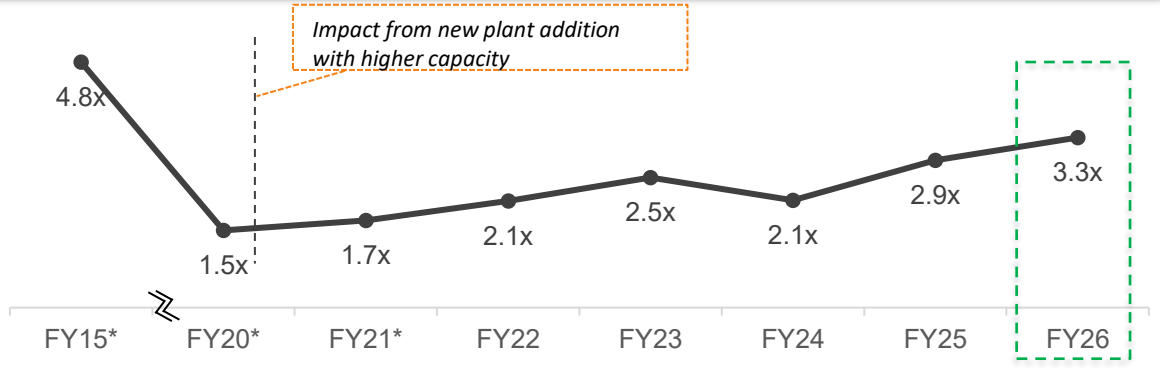
SJS | Historical Financial Highlights (2/2)

Strong business model generating consistent cash flows and delivering robust return ratios

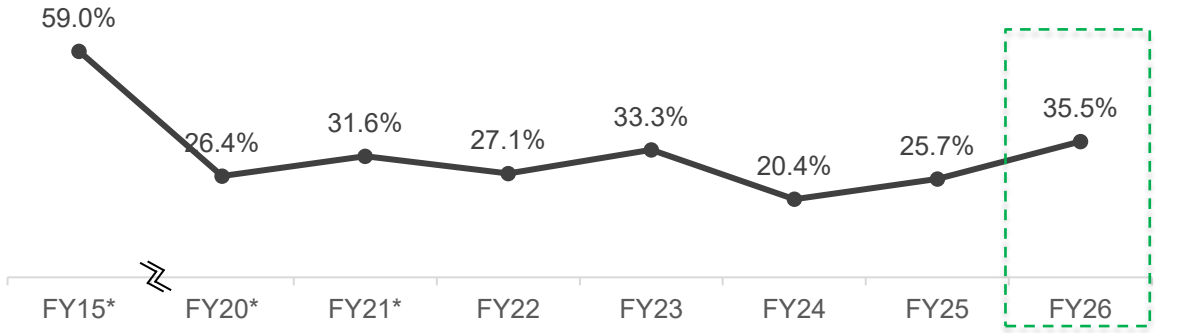
FCFF / EBITDA %^



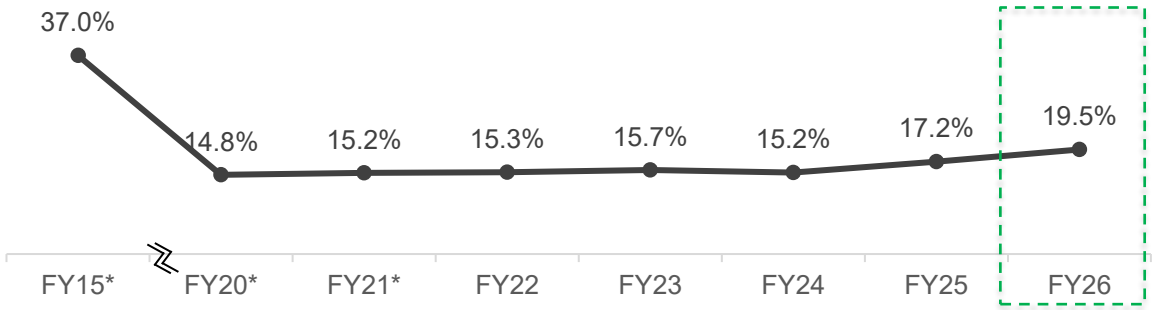
Fixed Asset Turnover Ratio (x)



ROCE# (%)



ROE* (%)



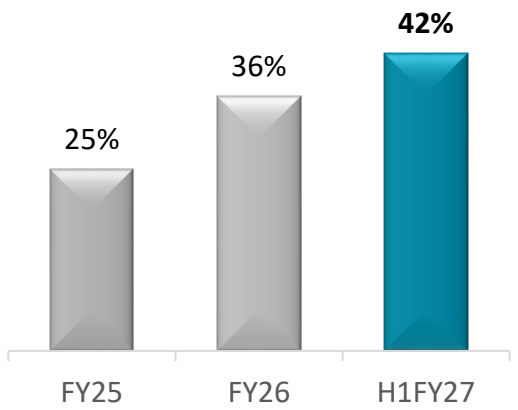
**SJS standalone; #ROCE = EBIT / (Total assets - cash, bank & investments - current liabilities); *ROE= PAT/Shareholder's funds;*
^FCFF = PAT + Non cash charges - Changes in Working capital – Capex

SJS | H1FY27 Capital Structure and Returns

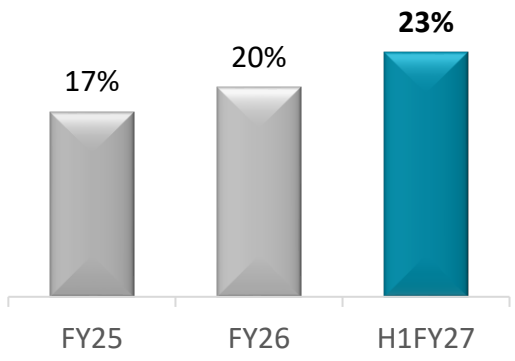
(INR in Mn)	FY25	FY26	H1FY27
Long Term Debt	0	0	0
Short Term Debt	158	77	108
Total Debt	**158**	**77**	**108**
Less: Cash & Cash Equivalents	1,150	2,514	3,427
Net Debt / (Cash)	**(992)**	**(2,437)**	**(3,319)**
Total Equity	6,892	8,810	9,954

- **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 22.8% and 41.5%**
- SJS continues to deliver **strong financial performance**, creating **long term shareholder value**

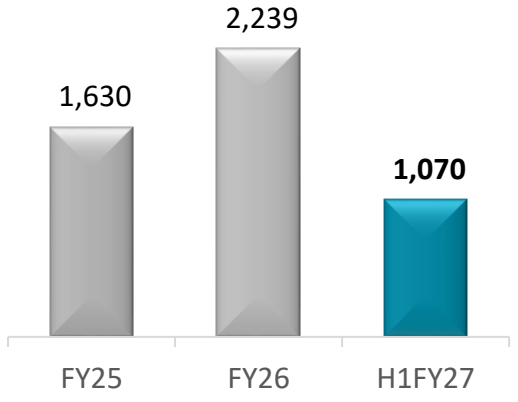
Return on Capital Employed (%)



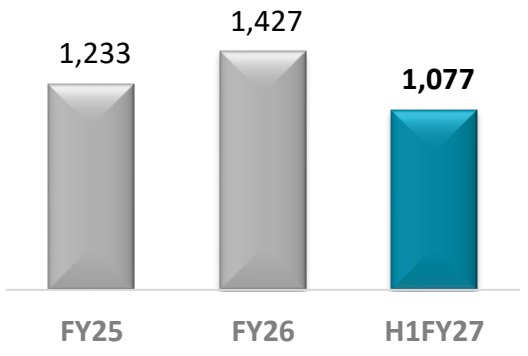
Return on Equity (%)



CFO (Rs. Mn)



FCFF (Rs. Mn)



Future Growth Outlook

SJS | Future Growth Strategy

Strong organic growth with best-in-class margins

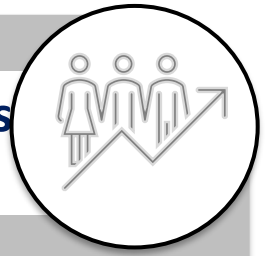
1 Products



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

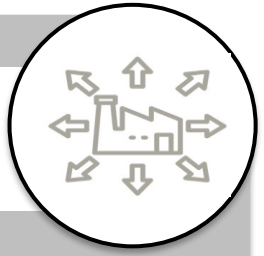
3 Exports



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

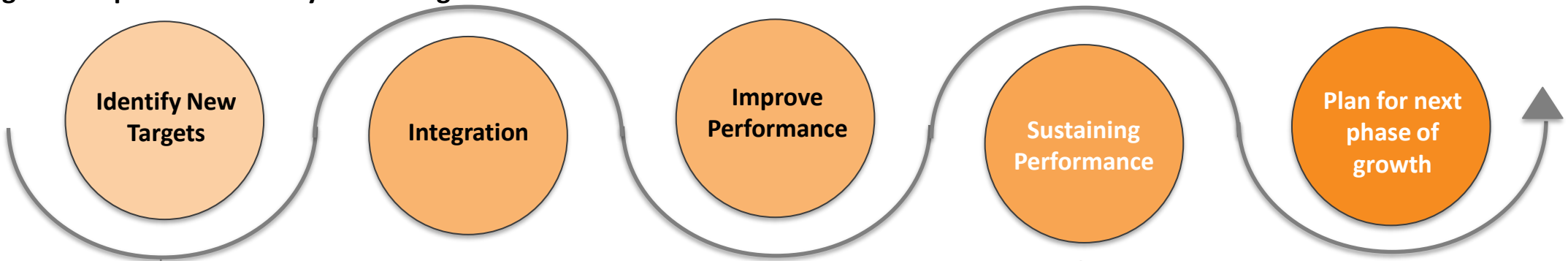


Expanding infrastructure for pursuing Bigger Opportunities

- SDPL new chrome plating facility commenced commercial production
- SJS Bangalore capacity expansion completed; to begin commercial production in Q3FY27
- SJS Display Electronics Pvt. Ltd. setting up display electronics plant in Pune; to be operational Sep 2027
- Consolidating 3 Ranjangaon plants into one for efficiency & growth by May 2027

SJS | Inorganic Growth Expected to Boost Organic Growth Trajectory

Merger & Acquisitions is a Key Pillar for growth



SJS will continue to explore new opportunities for value accretive acquisitions

- **WPI –** Acquired in July'23, a great strategic fit for SJS, is now in the performance improvement phase
- FY26 WPI revenue grew ~1.5x since acquisition

Build capability in adjacent / new aesthetic product categories

Identified key product categories to enter / expand presence which include:

- IMD / IML
- IME (In-Mould Electronics)
- Plastic injection moulding

Expand presence in consumer related industries

Enter new segments and expand presence in other consumer related industries targeting

- Appliance manufacturers
- Consumer electricals

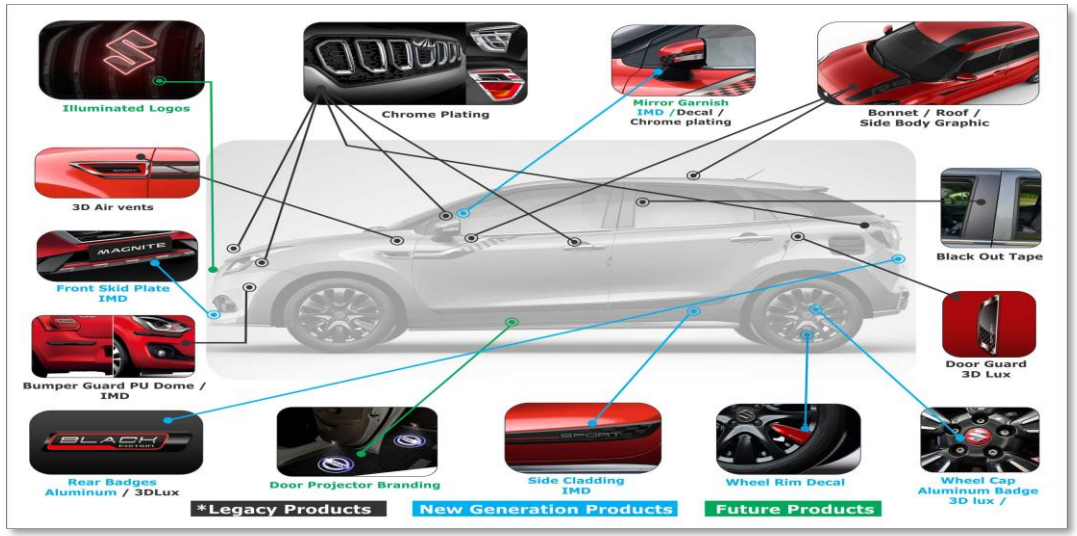
Enter new geographies / OEMs

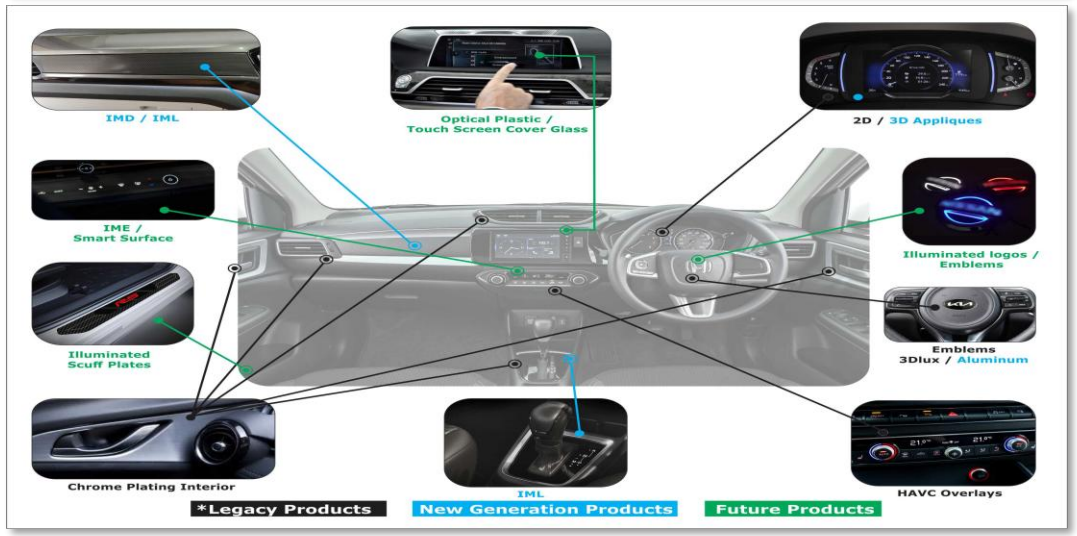
- Tap large markets in North America / SE Asia
- Expand presence in chrome plating
- Gain entry into new OEM locations to leverage cross selling opportunities

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







Legacy Kit Value	Current Kit Value	Future Kit Value
	Post WPI acquisition	
Rs 1,200 - 1,500 Per vehicle	**Rs 3,500 – 5,000** Per vehicle	**5 - 8x growth** Per vehicle

SJS' New Age Products *(PV: Select Examples)*

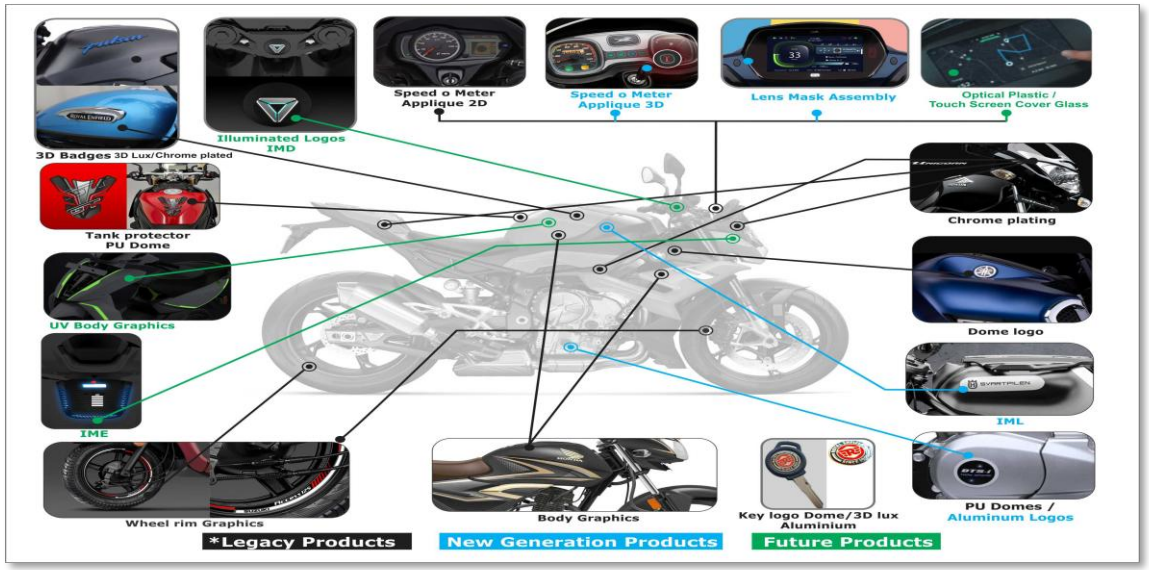
Wheel Cap/ Aluminium Badges	*IML Interiors*	*Optical Plastic/ Cover Glass/ Display Systems*

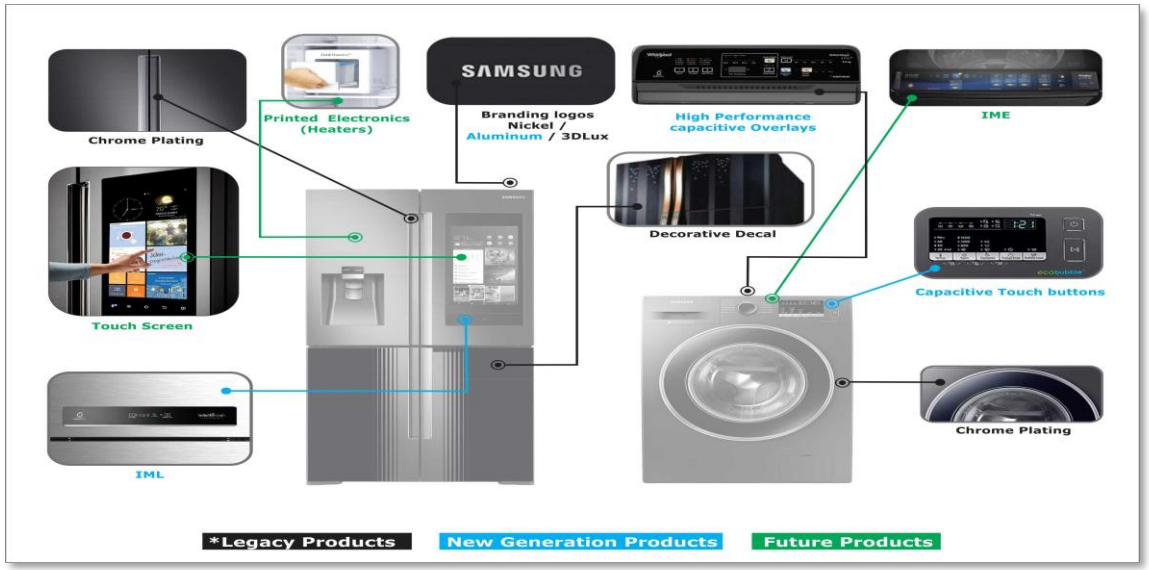


✓ **SJS Decoplast & WPI acquisitions have added chrome parts & IMD/IML/IMF parts - key ingredients in the design of modern PV's**

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







Legacy Kit Value	Future Kit Value
Rs 300 - 500 Per vehicle	**1.5 - 2x growth** Per vehicle

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



Legacy Kit Value	Future Kit Value
Rs 50 - 150 Per product	**3 - 4x growth** Per product

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

SJS | FY27 Outlook

- **SJS to continue its strong financial performance trajectory**
- **SJS expects to outperform the underlying PV + Motorcycles industry growth by 1.2x – 1.5x** on account of :
  - A balanced mix of premiumisation, deeper engagement with key OEMs and a growing export presence
  - New customer wins and expanding geographic reach, opening up meaningful avenues for growth
    - **Current order book to be executed in FY27 is over 90% of FY27 forecasted revenue**
- **Upgrading EBITDA margin guidance to 29–30% from the earlier 27–28%**

H1FY27 Performance (INR Mn)[1]		*YoY Growth %*
Operating Revenue	**5,437.3**	*20.4%*
EBITDA	**1,696.0**	*28.9%*
EBITDA Margin %	30.5%	
Reported PAT	**1,327.5**	*70.4%*
Rep PAT Margin %	24.4%	
Normalised PAT	**1,085.8**	*39.4%*
Reported PAT Margin %	20.0%	

- **Revising EBITDA margin guidance upward to 29–30% (earlier 27–28%)**
- Cash and Cash Equivalents were at Rs 3,427.0 Mn with **Net Cash at Rs 3,318.7 Mn** as on 30th Sep'26
- **High cash flow generating company. Cash flow from operations is 68.3% of EBITDA**

Note: 1) Q1FY27 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

THANK YOU

Head Investor Relations:
Devanshi Dhruva | Head – Investor Relations
SJS Enterprises
devanshi@sjsindia.com
M: +91 98209 62846

IR Contact:
Simran Malhotra / Soham Arora
Investor Relations Advisor
Churchgate Partners
sjs@churchgatepartners.com;
+91 73032 11037