

S.J.S. Enterprises Limited

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ISO 14001 ISO 45001
ISO 9001 IATF 16949
Certified

CIN: L51909KA2005PLC036601

www.sjcindia.com



January 28, 2026

To,

National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No. C/1, G Block, Bandra – Kurla Complex, Bandra (E), Mumbai -400 051 Symbol: SJS	BSE Limited Corporate Relationship Department, 2 nd Floor, New Trading Wing, Rotunda Building, P.J. Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 543387
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ISIN: INE284S01014

Dear Sir/Madam,

Subject: Earnings Call Presentation of the Company pertaining to Q3 & Nine Months ended of FY 2025-26.

In continuation with the Company's letter dated January 21, 2026, pertaining to intimation of schedule of earnings call to be held on Thursday, January 29, 2026, at 10:30 AM (IST) and pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the earnings presentation on the unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2025.

Also, this presentation will be uploaded on the website of the Company at <https://www.sjcindia.com/>

Request you to kindly take the above on record.

Thank you,

Yours faithfully,

For **S.J.S. Enterprises Limited**

Thabraz Hushain W.

Company Secretary and Compliance Officer

Membership No.: A51119

Encl: As mentioned above.

SJS Enterprises Limited

Q3 & 9MFY26 EARNINGS PRESENTATION



Creating
Possibilities

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.

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K A JOSEPH
Managing Director

- Founded the company in 1987
- More than 35 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 35 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

- 25+ 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

- 13+ 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

Core 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.



Rs 7,605 Mn
FY25 Revenue



26.4%
FY25 EBITDA margin



AA- (Stable)
Credit Rating
by ICRA



~2,300
Workforce



22
Countries served



4 Production facilities
(Bangalore, Pune [2], Manesar)
(+1 facility at Hosur under construction)



220+
Customer locations



>197 Mn
Parts supplied (FY25)



12,200+
SKUs (FY25)



Q3 & 9MFY26 Business & Financial Highlights

SJS delivered a stellar **46.0% YoY growth** in automotive business v/s 15.7% YoY growth for automotive (2W + PV) industry



- **Highest ever Quarterly Revenue at Rs. 2,435.3 Mn**, a growth of **36.4% YoY**
- Growth largely driven by **48.7% YoY growth** in 2W segment and **43.5% YoY growth** in PV segment
- **Quarterly Domestic business** grew by **28.8% YoY**
- **Highest ever quarterly exports revenue at Rs 283.1 Mn**; growth of **146.2% YoY**



- **Q3 EBITDA** grew **56.9% YoY** to Rs 756.4 mn; EBITDA margins at **30.5%**
- **Q3 PAT** grew **62.5% YoY** to Rs 450.4 Mn with a margin of **18.5%**
- **Highest quarterly profitability margins since IPO**



- **FCFF** as on 31st Dec 2025, is **Rs. 975.9 Mn**
- Strong cash flow generation; **Net cash at Rs. 2,030.1 Mn**



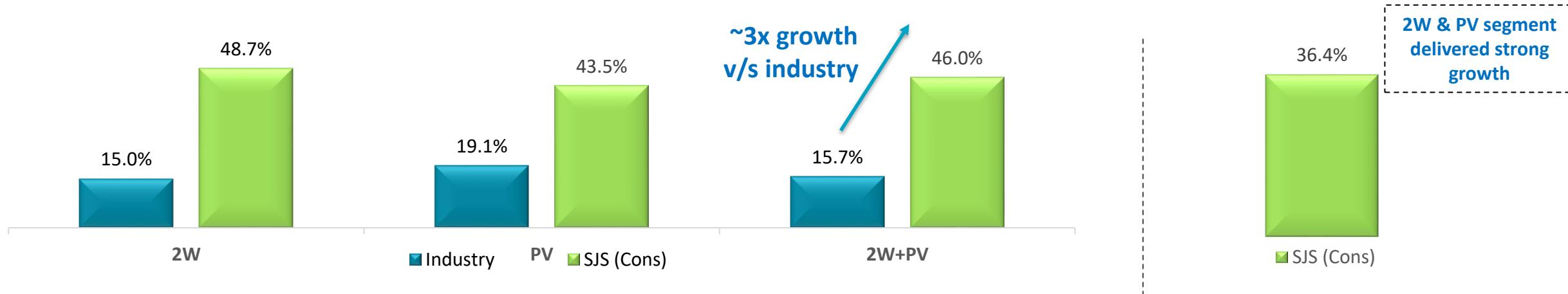
- **Technology License Cum Supply Agreement** signed with **BOE Varitronix (BOEVX)**, Hong Kong, for optical bonding and assembly of automotive display systems in India
- Strengthening our presence in Germany through sales representative

Achieved PAT of Rs 1,229.2 Mn in 9MFY26, surpassing FY25 full year PAT of Rs 1,188.4 Mn

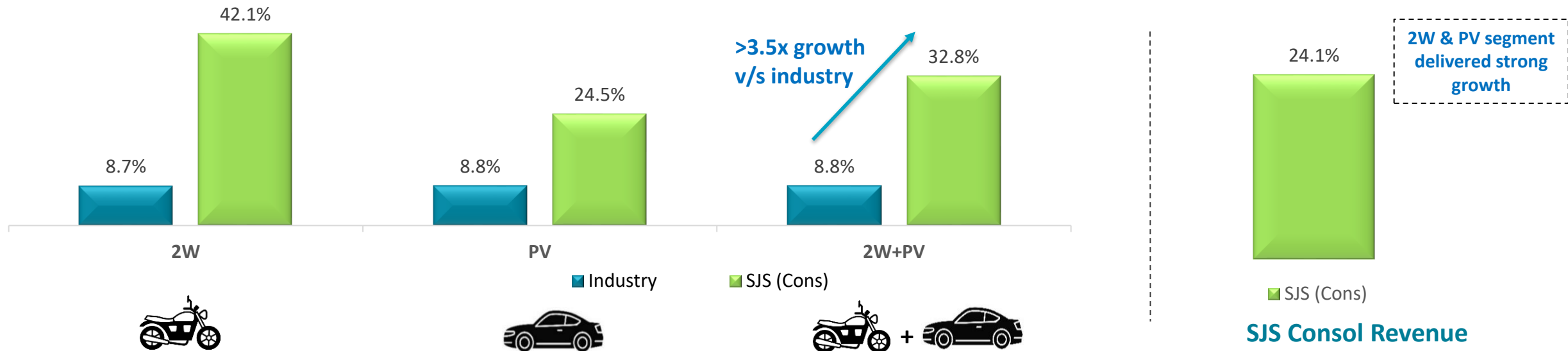
SJS | Outperforming the Industry Growth for 25th consecutive quarter



Q3FY26 - Industry Production Volume¹ v/s SJS YoY Sales²



9MFY26 - Industry Production Volume¹ v/s SJS YoY Sales²



Note: 1) Industry Production Volumes are production in India; 2) For SJS YoY Sales it is Consolidated numbers

Strong growth story continues...

Growing Mega Accounts
- Key Business Projects Won



New Customer Addition



Raptee, EV 2W



Urban Company – Water Purifier

Entered Technology License cum Supply Agreement (TLA) with BOE Varitronix (BOEVX), Hong Kong, for the optical bonding and assembly of automotive display systems in India



&



Key Highlights:

- SJS will optically bond and assemble automotive displays for 4W and supply to customers in India
- BOEVX will **supply essential components** & support localization of optical bonding, cover glass & backlight units
- BOEVX will transfer **licensed technology, know-how, and technical expertise**
- Provide training and support for manufacturing and quality control of automotive displays

Strategic Impact

- Enhances product capabilities and accelerates localization of key display components
- Opens up a new growth vertical for SJS in digital automotive displays
- Strengthening leadership in the automotive industry through innovation & strategic partnerships, driving sustainable growth for stakeholders

1



SJS Chairman, Mr. Ramesh Jain, has been recognized as one of the **Top 10 Chairmen in India – 2025** by CEO Insights magazine.

2



Awarded '**Working Capital - Plan of The Year**' award at the **UBS Forums, 17th Edition, Future of Finance Summit & Awards 2025**



Environmental

- In process of securing **2 MW wind power** from **DB Renew Pvt. Ltd.**
- 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



95.7% SJS Standalone

79.1% SJS Group

Renewable Energy Consumption
(Q3FY26)



14.1%

Women Workforce *



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



8.9 hrs

Average training hrs
per employee



Professional
Management



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



7.1%

Female Managers *

* As per FY25 (consolidated)

SJS received ESG rating of 70.4 (Good) from SES ESG Research and 74 (B+ and Very Good) from CFC Finlease

Launch of Pink Line - we reaffirm our commitment towards women's empowerment, inclusion and safety at the workplace



Pink Line Initiative

Equal Rights, Equal Power

What is Pink Line

- Dedicated production area for women
- Trained women operators for inspection
- Encourage mutual respect and teamwork among women's

Purpose

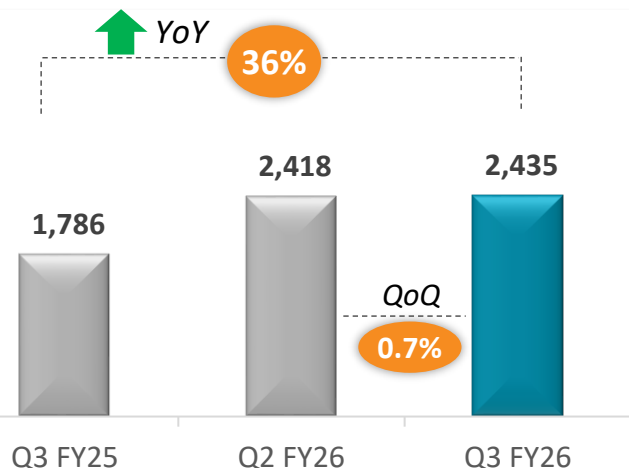
- Promote women empowerment on shopfloor Initiative to intended to promote gender diversity
- Encourage skill development and leadership in Women
- Provide equal opportunity
- Inclusive and progressive workplace culture

SJS | Q3 & 9MFY26 Financial Performance

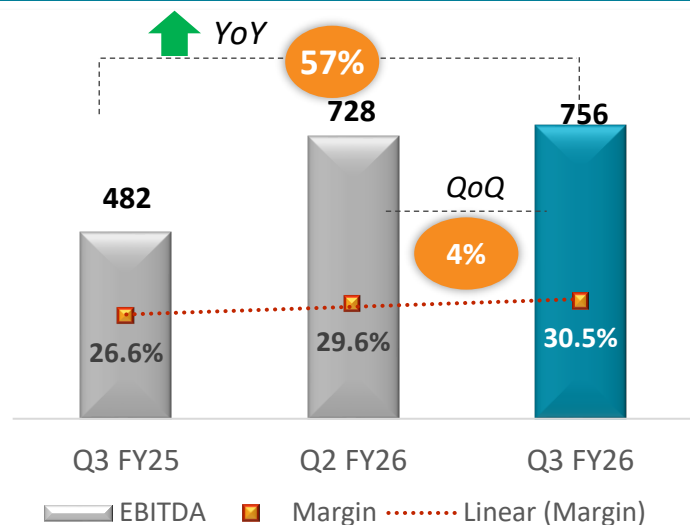


All figures in Rs. Mn

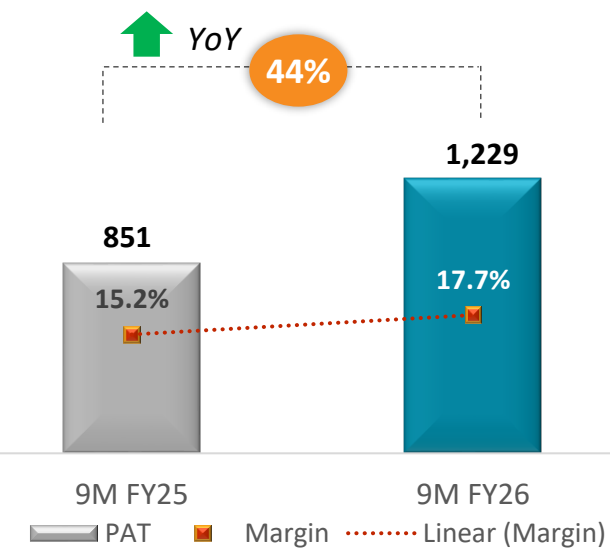
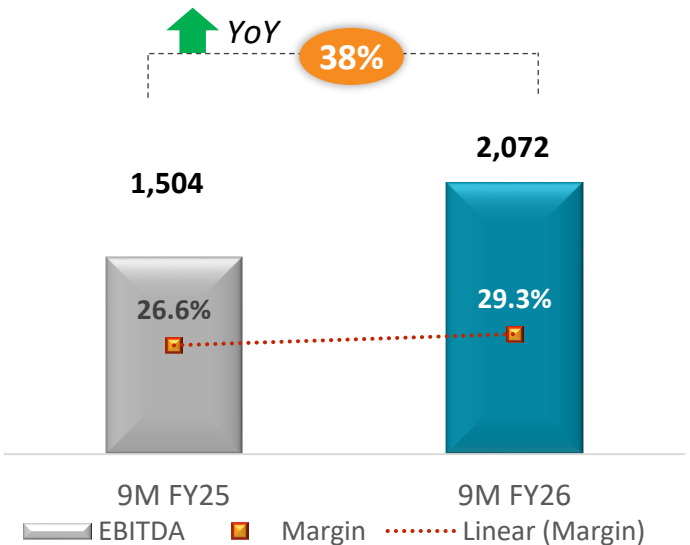
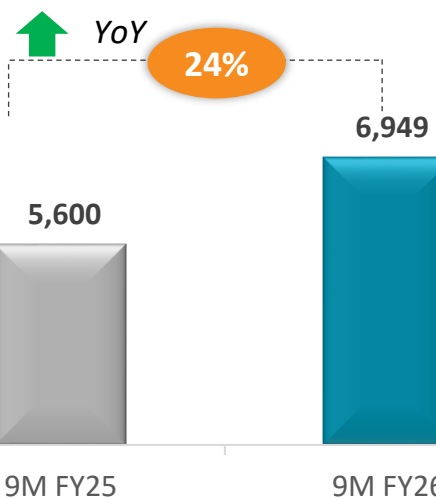
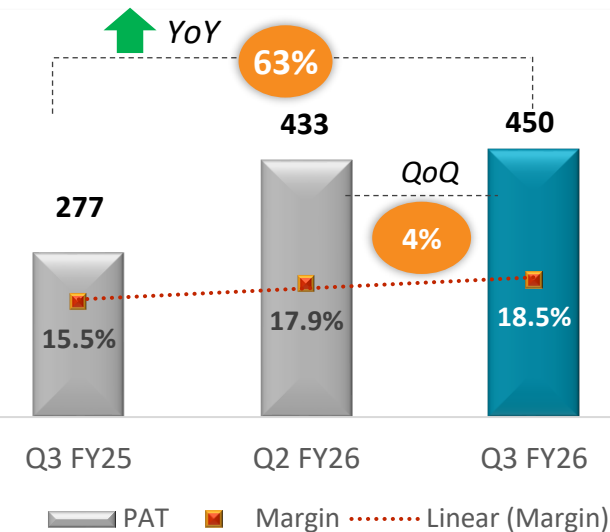
Revenue from Operations



EBITDA and EBITDA Margin (%)



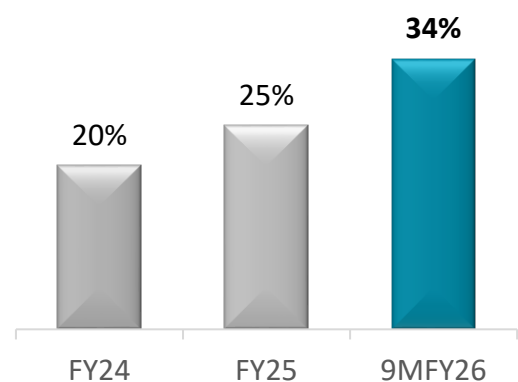
PAT and PAT Margin (%)



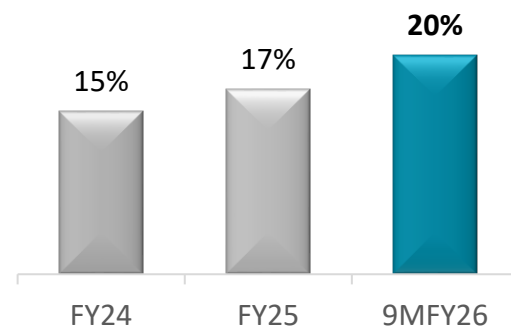
(Rs. Mn.)	FY24	FY25	9MFY26
Long Term Debt	400	0	0
Short Term Debt	283	158	69
Total Debt	683	158	69
Less: Cash & Cash Equivalents	551	1,150	2,099
Net Debt / (Cash)	133	(992)	(2,030)
Total Equity	5,616	6,892	8,278

- **Strong cash flow** generation to support expansion initiatives
- **Consistently delivering robust ROCE and ROE performance. Our ROE and ROCE improved to 19.8% and 34.0%**
- SJS continues to deliver **strong financial performance**, creating **long term shareholder value**

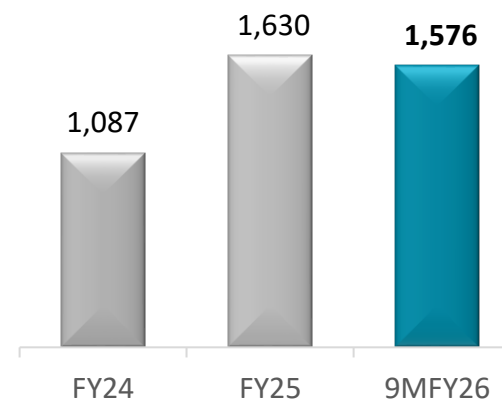
Return on Capital Employed (%)



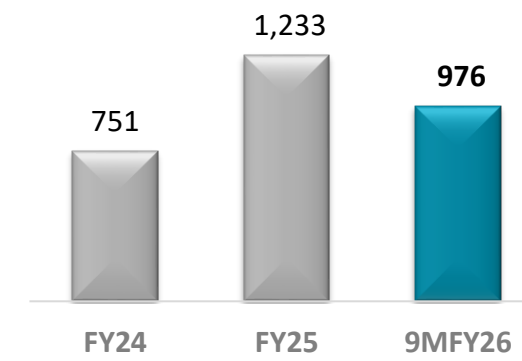
Return on Equity (%)



CFO (Rs. Mn)



FCFF (Rs. Mn)



(INR in Mn)	Q3FY26	Q3FY25	YoY%	Q2FY26	QoQ%	9MFY26	9MFY25	YoY%
Operating Revenue	2,435.3	1,785.6	36.4%	2,417.6	0.7%	6,949.5	5,599.7	24.1%
EBITDA	756.4	482.1	56.9%	728.4	3.8%	2,072.0	1,504.1	37.8%
EBITDA Margin %	30.5%	26.6%		29.6%		29.3%	26.6%	
PAT	450.4	277.1	62.5%	432.7	4.1%	1,229.2	851.0	44.4%
PAT Margin %	18.5%	15.5%		17.9%		17.7%	15.2%	
EPS	14.05	8.83		13.73		38.83	27.14	

- Q3FY26 domestic sales grew by 28.8% YoY to Rs 2,152.2 Mn; on back of 48.8%YoY growth in 2W business & 36.8% YoY growth in PV business
- Q3FY26 Export¹ grew 146.2% YoY to Rs 283.1 Mn, forming 11.6% of consolidated Q3 revenue
- Q3FY26 EBITDA grew 56.9% YoY to Rs 756.4 Mn, healthy margins at 30.5%, margin expansion by 396 bps, on back of better product mix, increasing exports contribution and operational efficiency improvement

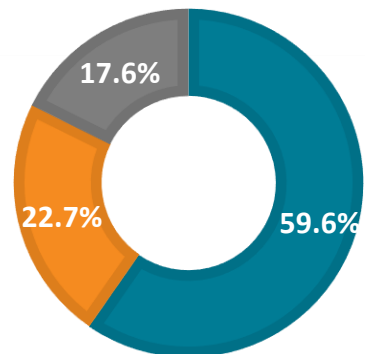
Note: 1) Exports include Deemed exports – Deemed exports means products made for global customers for their plants out of India but is delivered to their Indian Purchasing Office; 2) EBITDA and PAT impacted due to the New Labour Codes announced by Govt of India in Nov'25, there was a one-time impact of Rs 18.1 Mn, that has been taken under Employee Benefit Expenses in Q3FY26.

Revenue by Business

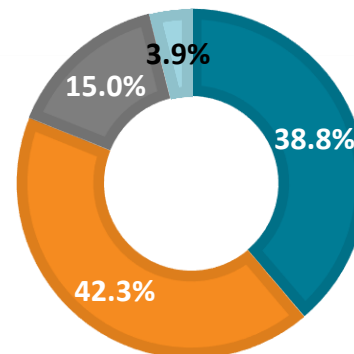
Revenue by End Segment

Revenue by Geography

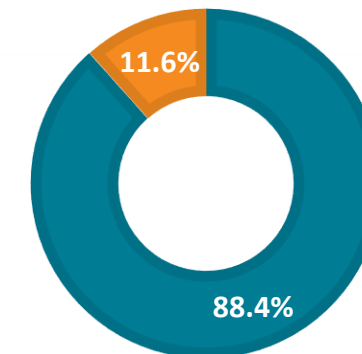
Q3 FY2026



■ SJS ■ SJS Decoplast¹ ■ WPI

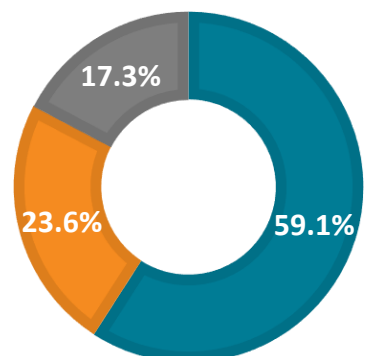


■ 2W ■ PV ■ Consumer ■ Others

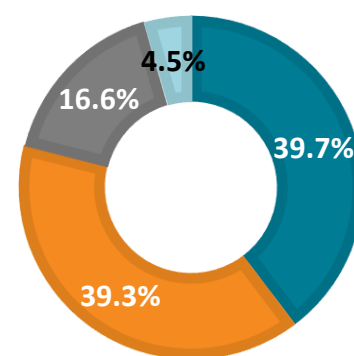


■ Domestic ■ Exports²

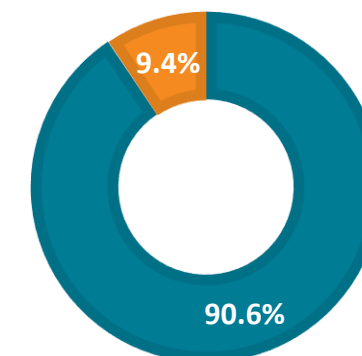
9M FY2026



■ SJS ■ SJS Decoplast¹ ■ WPI



■ 2W ■ PV ■ Consumer ■ Others



■ Domestic ■ Exports²

New generation products contributed 23%+ of consolidated revenue during 9MFY26

Note: 1) SJS Decoplast Private Limited erstwhile Exotech Plastics Private Limited; 2) Exports include Deemed exports – Deemed exports means products made for global customers for their plants out of India but is delivered to their Indian Purchasing Office

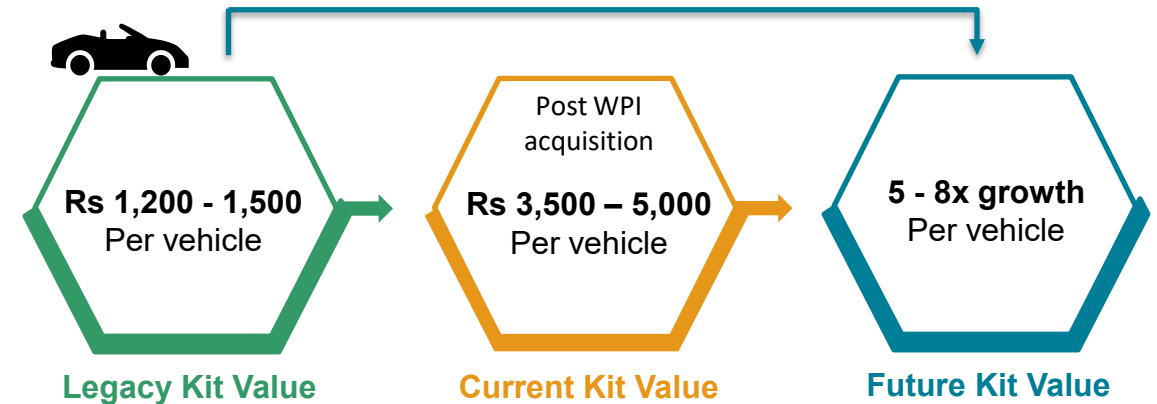
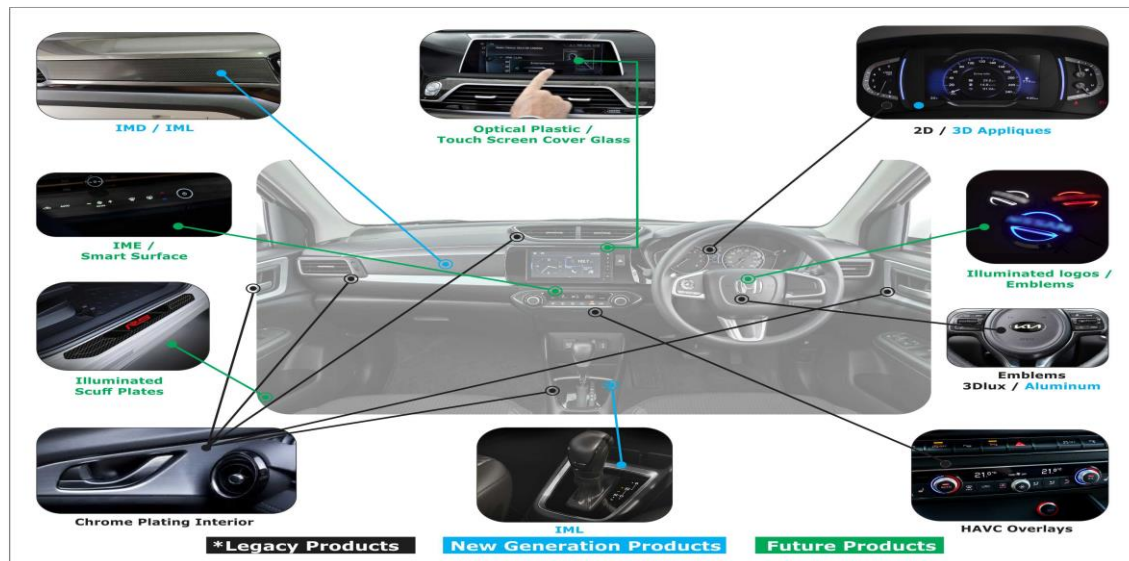
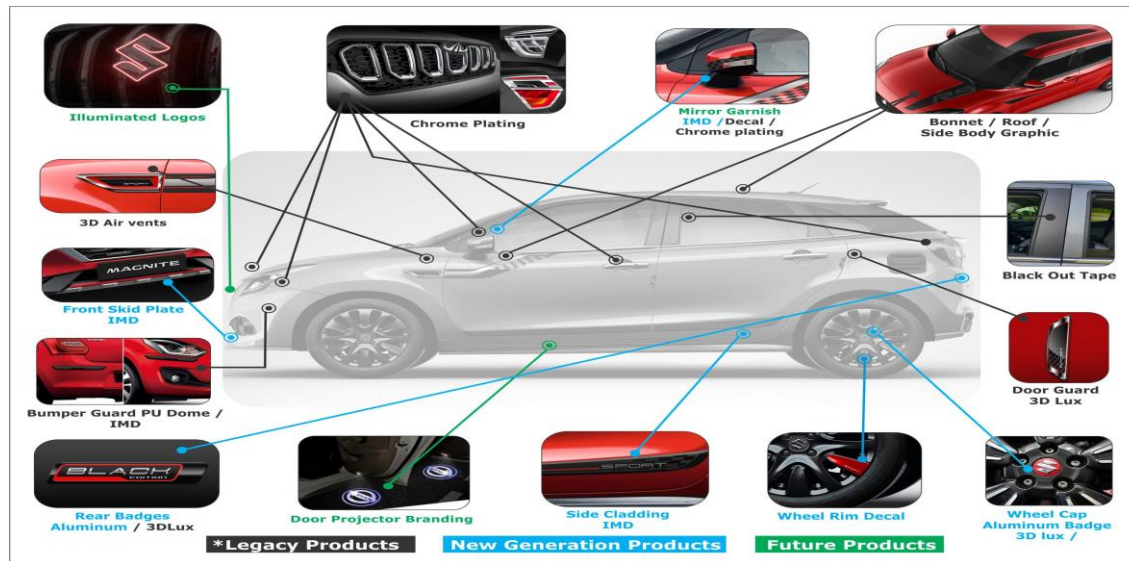
The background is an abstract composition of various geometric shapes. It features several triangles and squares in different shades of red and orange. A prominent dark grey quarter-circle is located in the upper right corner. The overall aesthetic is modern and minimalist.

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



SJS' New Age Products (PV: Select Examples)

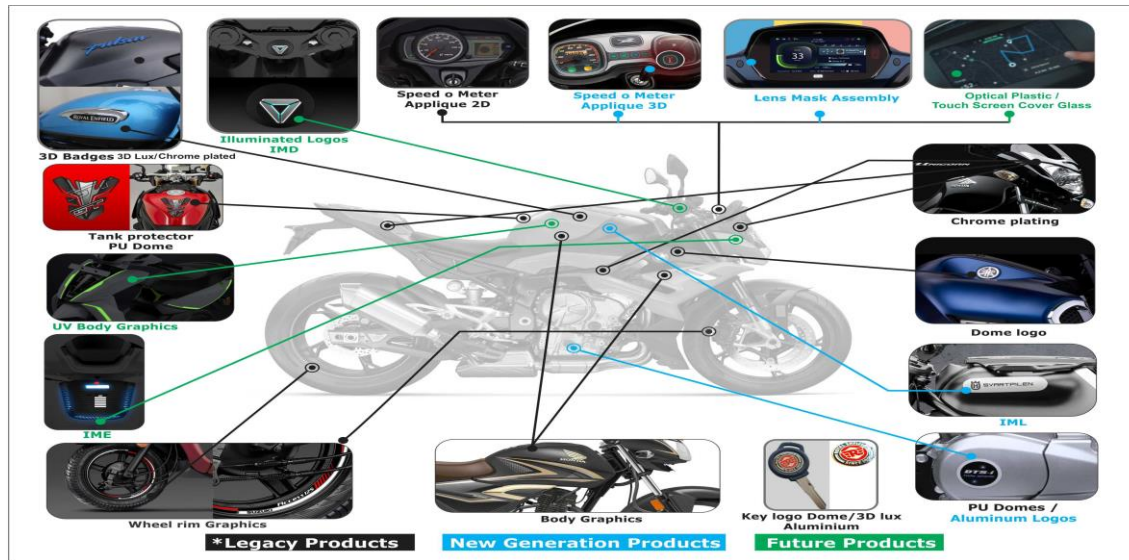


✓ SJS Decoplast & WPI acquisitions have added chrome parts & IMD/IML/IMF parts - key ingredients in the design of modern PV's

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



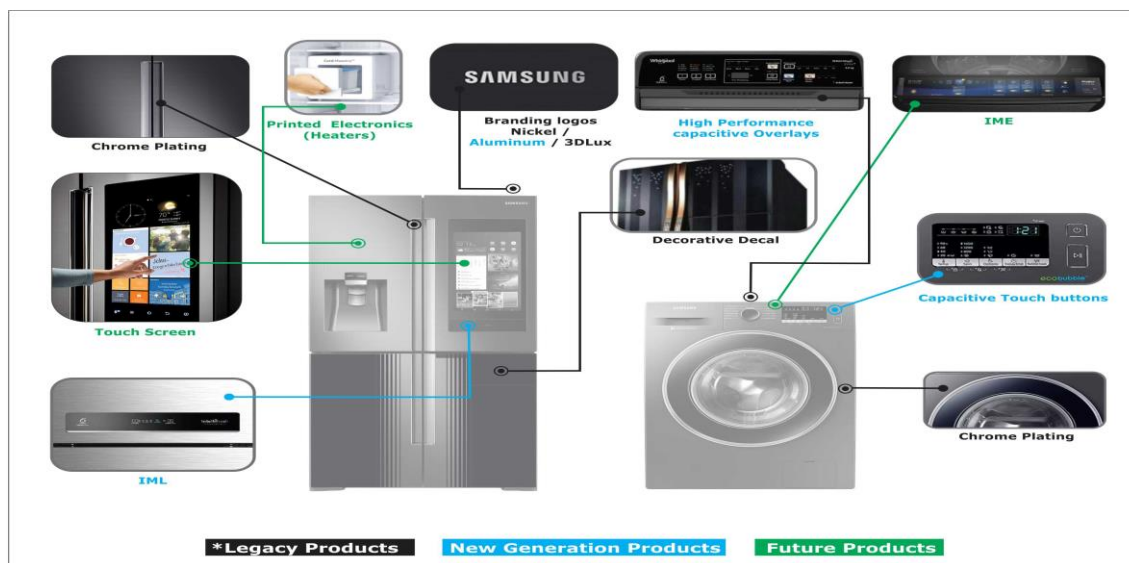
Rs 300 - 500
Per vehicle

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

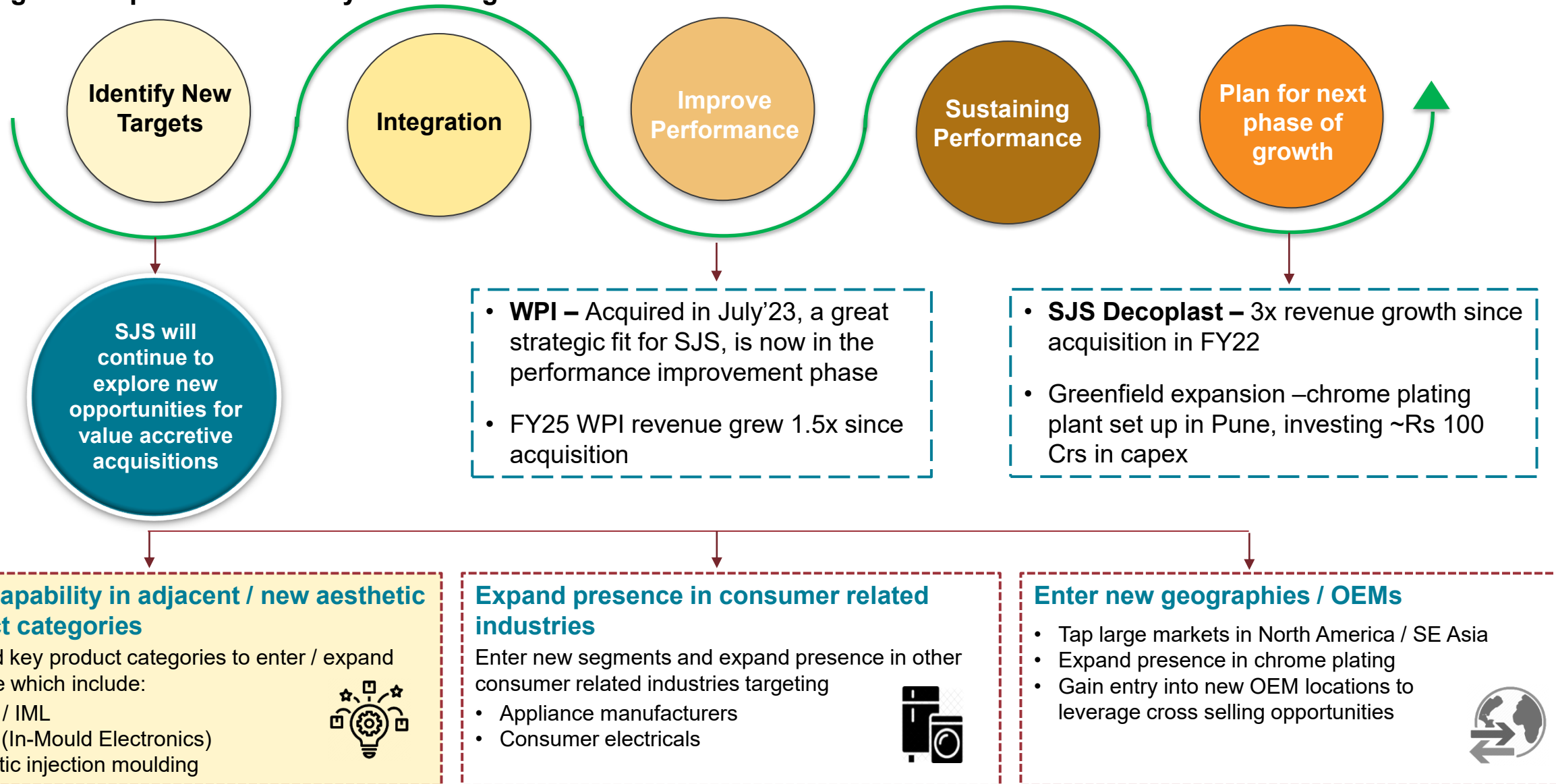
3 - 4x growth
Per product

Future Kit Value

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

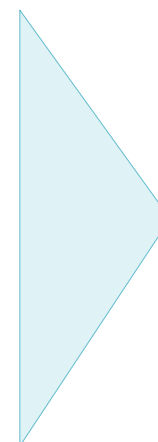


Merger & Acquisitions is a Key Pillar for growth



- SJS to continue its strong financial performance trajectory
- SJS expects to outperform the underlying industry growth by **over 2.5x** 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
- Continue to maintain robust margin profile of business for FY26

9MFY26 Performance (INR Mn) ¹		YoY Growth %
Revenue	6,949.5	24.1%
EBITDA	2,072.0	37.8%
EBITDA Margin	29.3%	
PAT	1,229.2	44.4%
PAT Margin	17.7%	



- Continue to maintain robust EBITDA margins
- Cash and Cash Equivalents were at Rs 2,098.8 Mn with **Net Cash at Rs 2,030.1 Mn** as on 31st Dec'25
- **High cash flow generating company.**
Cash flow from operations ~76% of EBITDA

Q3 & 9MFY26 Earnings Call Invite

SJS Enterprises Limited (BSE: 543387) announced its results for the quarter and nine months ended Dec 31st, 2025, on Jan 28th, 2026. Following the announcement, the management team will host a conference call for investors and analysts on Jan 29th, 2026, at 10:30 AM 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	Thursday, 29th Jan, 2026
Time	10:30 AM IST 01:00 PM HK/SINGAPORE 05:00 AM UK TIME* 12:00 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/ Varsha Bafna | sjs@churchgatepartners.com



Appendix

SJS | Longstanding history of design backed manufacturing excellence



Evolution into a leading design and aesthetics focused business

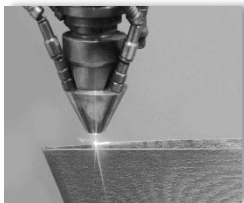


1987

SJS founded by three entrepreneurs

2006

Joint Venture with Serigraph, a US based commercial printing player



2010-14

New product addition in premium segment – 3D Lux etc.

2015

Everstone Capital acquired a majority stake; exit by Serigraph



2015-17

Entry into new product lines - IMD parts, aluminum & electro formed badges

2018

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



2019-20

Introduced premium / technologically advanced products (formed dials, Optical plastics, lens mask assemblies) and expanded PV customer base with new product range

2021

Exotech Plastics
Apr'21 - Acquisition completed to further complement product suite with addition of chrome products
In Nov-21, SJS went public & became the only listed company in India in this space

2023

Walter Pack India
July'23 - Acquired 90.1% stake in WPI. Focused on IMF, IML, IMD and 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



Decals & Body Graphics



2D Appliques & Dials



3D Appliques & Dials



Overlays



Aluminium Badges



Domes



3D Lux Badges



Aftermarket – “Transform”



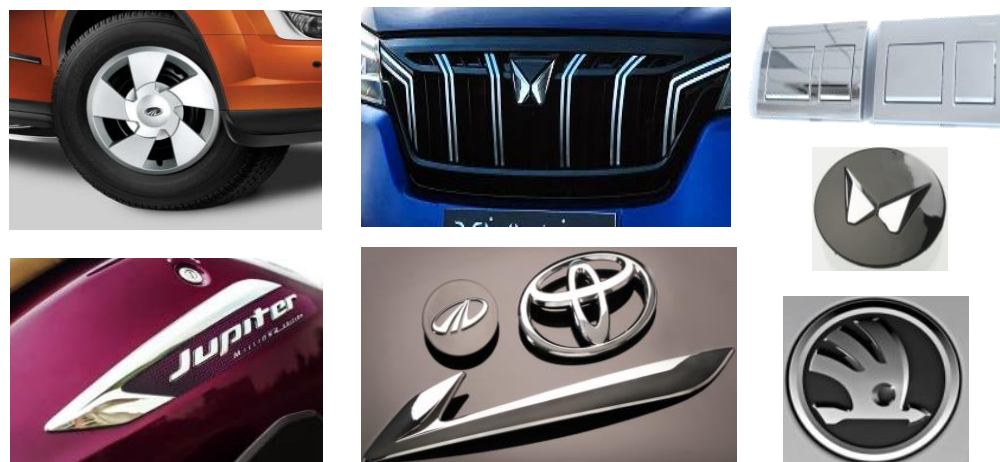
Lens Mask Assembly



Optical Plastics



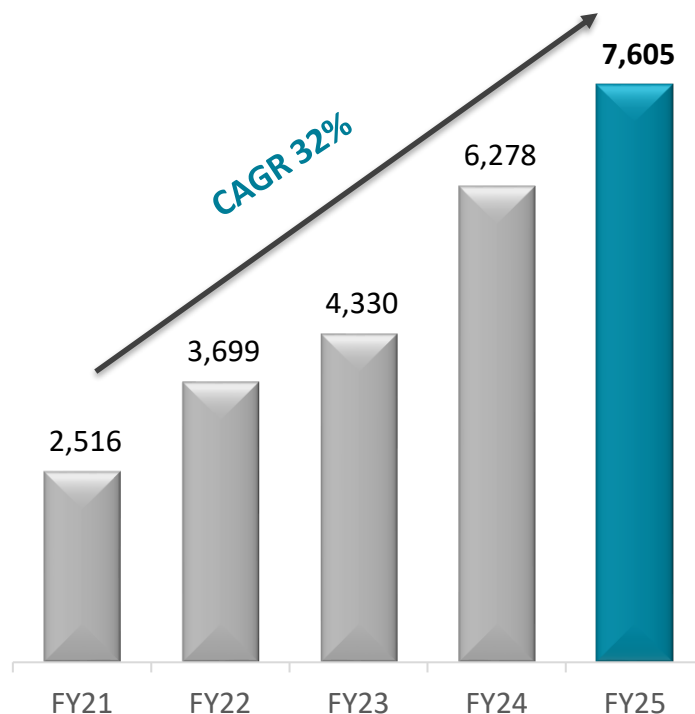
Chrome plated parts (SJS Decoplast)



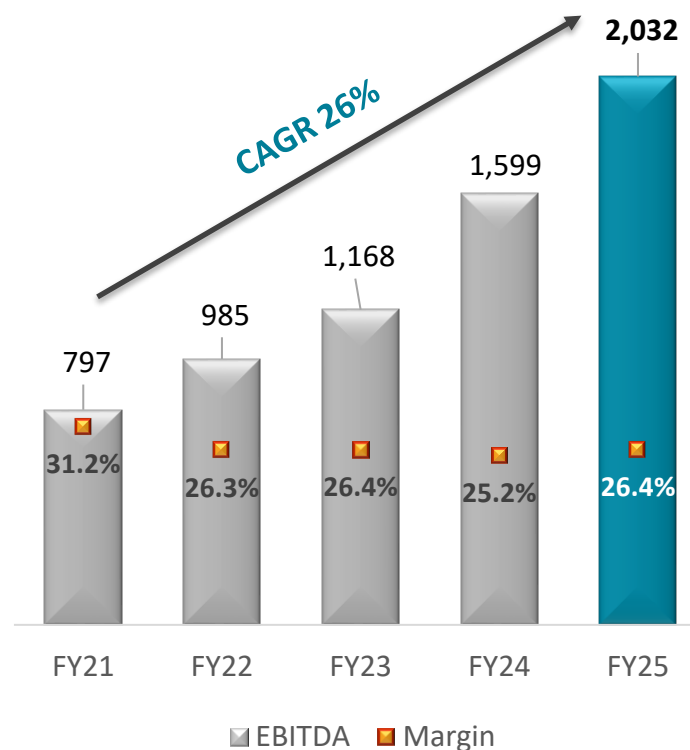
IMLs / IMDs (SJS & Walter Pack India)



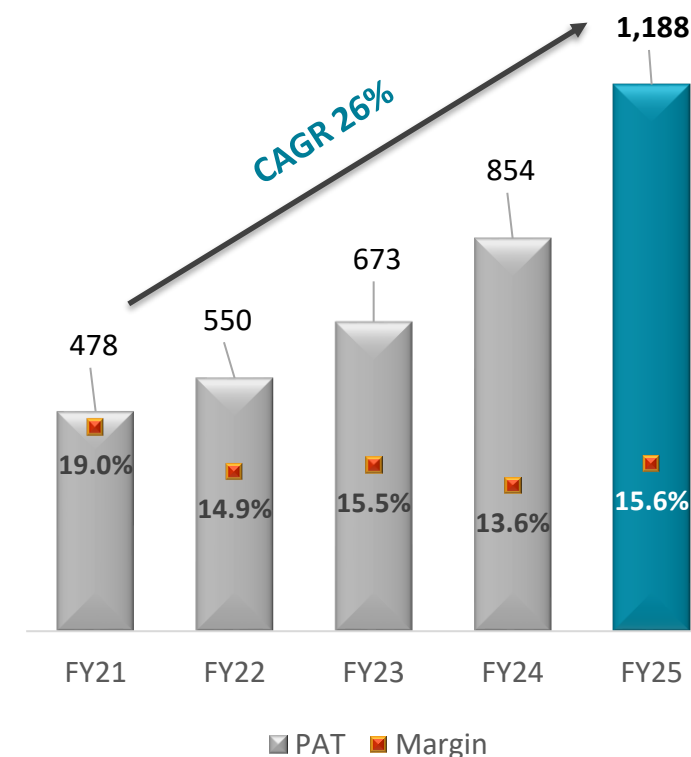
Revenue from Operation



EBITDA and EBITDA Margin (%)

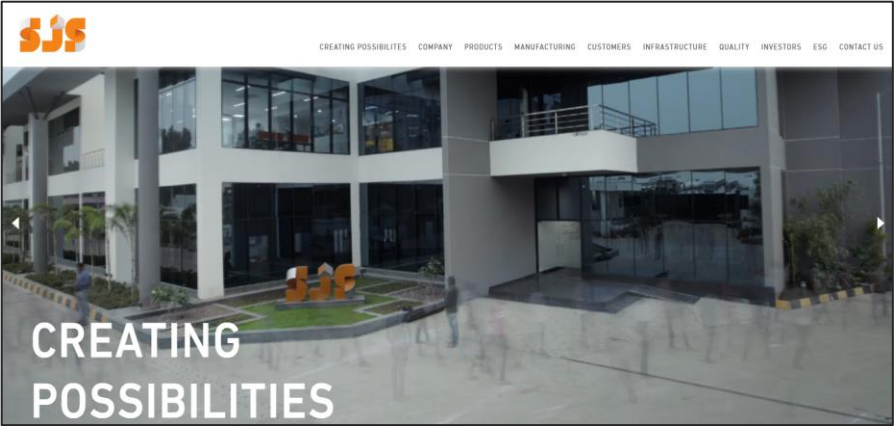


PAT and PAT Margin (%)

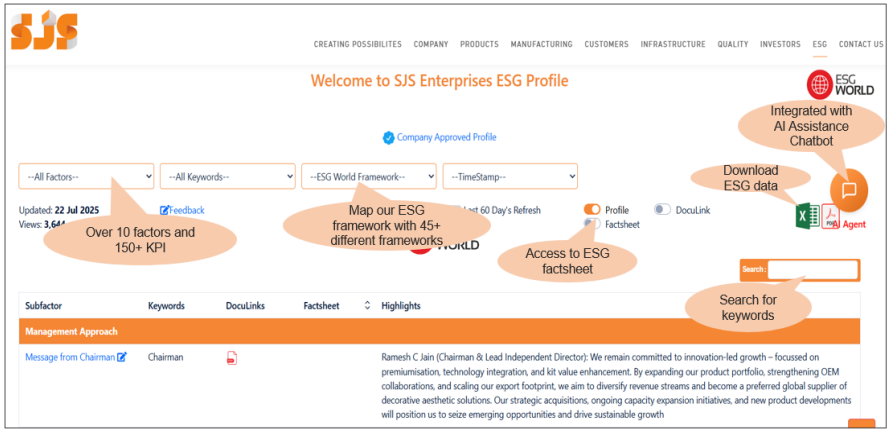




SJS Website



ESG Disclosure Platform



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

ESG Factors (17)

Management Approach (4)	Company Overview (15)	Board of Directors (6)	Resilience (6)
Environment (49)	Social (82)	Governance (94)	Vérifications and Assurances (2)
Materiality Assessment (14)	Awards and Recognitions (5)	Ratings and Indices (1)	ISO and Certifications (8)
Partnerships (2)	Profile Sources (41)	Corporate Information (17)	Membership (3)
			BRSR (150)

FY2025

Environment (4)	Social (8)		Governance (4)	Others (4)
26,865.52 GJ Renewable Energy Consumed	18.44% Female Gender Composition	5.35 Employee Turnover Rate	50% Independent Board of Directors	ISO 9001:2015 Quality Management System
8.81 GJ/Rupees Energy Intensity per Rupees turnover	100% Staff Trained Staff on Health and Safety	12.87% Gross Salary Paid to Female Workforce	16.6% Female Board Composition	ISO 14001:2015 Environmental Management System
Nil Water Stress Area	2.30% Amount Spend on Employees Well-being	24,318 Learning Hours	Nil Penalty Disclosures	ISO 45001:2018 Occupational Health and Safety
870 Tree Planted	Rs. 21.90 Millions CSR Activities	100% Employee Performance Reviews	Nil Number of Data Breach Incidents	LEED Gold certified Bengaluru Facility

Our strategic acquisitions, ongoing capacity expansion initiatives, and new product developments will position us to seize emerging opportunities and drive sustainable growth.

- K. A. Joseph, Promoter & Managing Director



K A Joseph

Managing Director – Promoter & Co-founder

- Over 35 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

- Over 40 years experience in the industry, of which 25 years worked 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

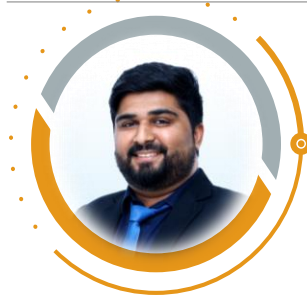
- Over 35 years of experience in the auto industry
- Previously Group Chief Strategy Officer with Ashok Minda Group; MD of Minda Valeo Security Systems



Matthias Frenzel

Non-Executive & Independent Director

- Holds a Diploma in Mechanical Engineering (material technology) from Technical College, Berlin & a Master's in Business Administration from Düsseldorf Business School GmbH
- 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 Sr. Partner of V K Thapar & Company, Chartered Accountants. Also, a qualified Cost Accountant from ICAI
- Independent Director on the boards of Mazgaon Dock Shipbuilders Limited and Monedo Financial Services Private Limited



Roy Mathew

Executive Director at WPI

- Founded WPI in 2006 along with Walter Pack Spain; Extensive experience in various plastic technologies like IMF, IMD, Injection moulding, lighting etc.
- Prior to WPI, Roy worked with firms including Lumax Industries Ltd. & Tek electromechanicals Pvt. Ltd.



Anil Sondur

Non - Executive Independent Director at WPI

- 40+ years of experience in the industry, possessing immense expertise in business strategy, new business development/ expansion and product design & strategy
- Previously served as Executive VP at Tata Elxsi Ltd for 20+ years, Sr. Manager at Rolta India Ltd, and Sr. Marketing Executive at Nelco



MAHENDRA NAREDI
Group Chief Finance Officer

- 25+ years of experience in financial management, key accounting & financial analysis, FP&A, fundraising, M&As, legal & compliances and strategy
- Previously worked in Minda Corp, GE and Wipro
- 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.; a Bachelor's Degree in Science from Calicut University and a Transformational Leadership from IIM Ahmedabad



SADASHIVA BALIGAR
Chief Operations Officer

- 35+ years of experience in operations roles across the automotive industry
- Previously worked with Motherson Automotive Technologies, Toyota Kirloskar Auto Parts & Automotive manufacturers SDN BHD (Malaysia)
- Holds a bachelor's degree in mechanical engineering from the University of Mysore



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

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