



S.J.S. Enterprises Ltd.

# IPO DETAILS



Issue Opens

1<sup>st</sup> Nov 21, Mon

Issue Closes

3<sup>rd</sup> Nov 21, Wed

Min. Lot Size

27 Shares

Issue Price Band

₹531 - ₹542

Issue size

Fresh Issue:  
NIL

OFS:

14.76 Mn Equity Shares  
(₹8,000.00 Mn)

Face Value

₹10

Listing at

NSE, BSE

## Objectives of the Issue

To carry out the Offer for Sale of up to 14.76 mn equity shares by the Selling Shareholders.

Achieve the benefits of share listing on the Stock Exchanges.

Rating

**SUBSCRIBE**

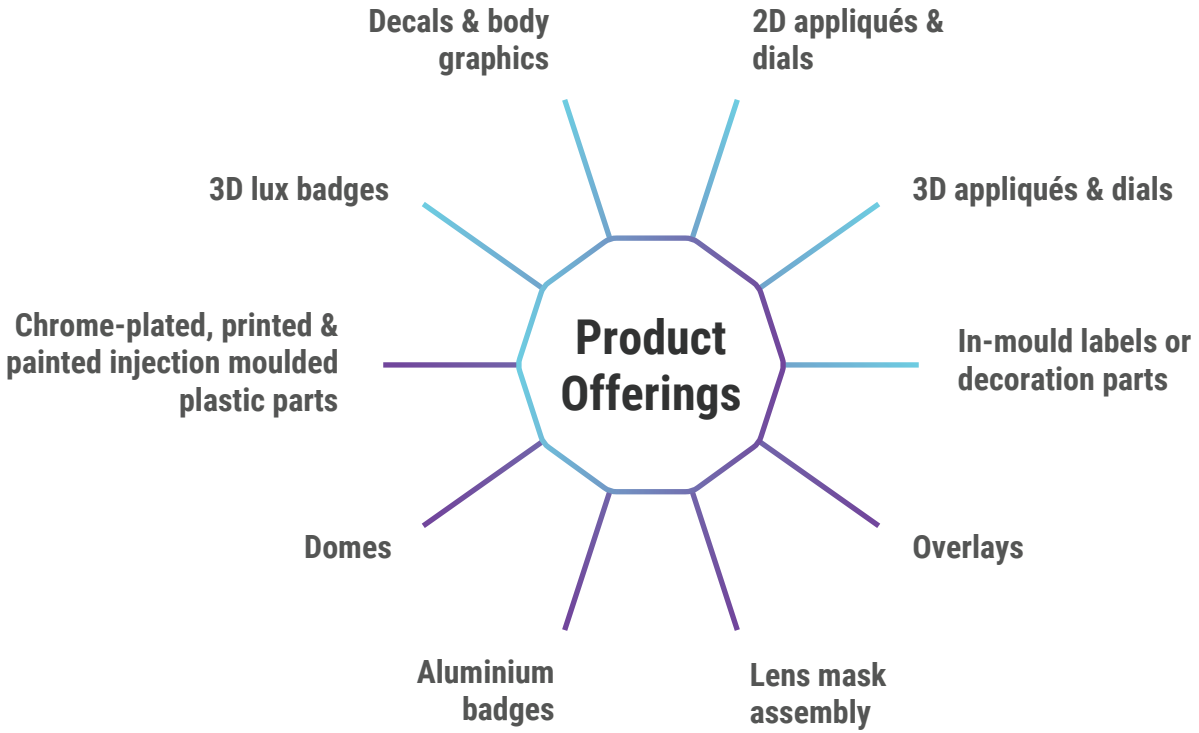
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S.J.S. Enterprises Ltd.

# Company Overview

S.J.S. Enterprises Ltd. is one of the leading players in the Indian decorative aesthetics industry offering the widest range of aesthetics products in India. The company is a “design-to-delivery” aesthetics solutions provider with the ability to design, develop and manufacture a diverse product portfolio for a wide range of customers primarily in the automotive and consumer appliance industries.



## 115 Mn Parts

Supplied with more than 6,000 SKUs in Fiscal 2021 to around 170 customers in approximately 90 cities across 20 countries.



### Key Customer Base

The company’s key customer base includes OEMs such as Suzuki, Mahindra & Mahindra, Honda Motorcycle etc., Tier-1 automotive component suppliers such as Marelli, Visteon, Brembo & Mindarika and consumer durables/appliances manufacturers such as Whirlpool, Panasonic, Samsung, etc.



### Fulfilling Requirements

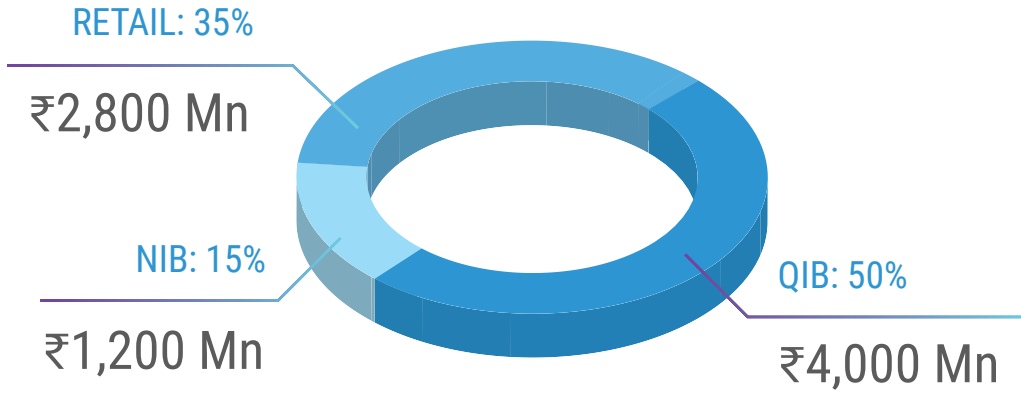
The company's subsidiary, Exotech, caters to requirements in the two-wheelers, passenger vehicles, consumer durables/appliances, farm equipment, & sanitary ware industries for chrome-plated, printed, & painted injection moulded plastic parts.



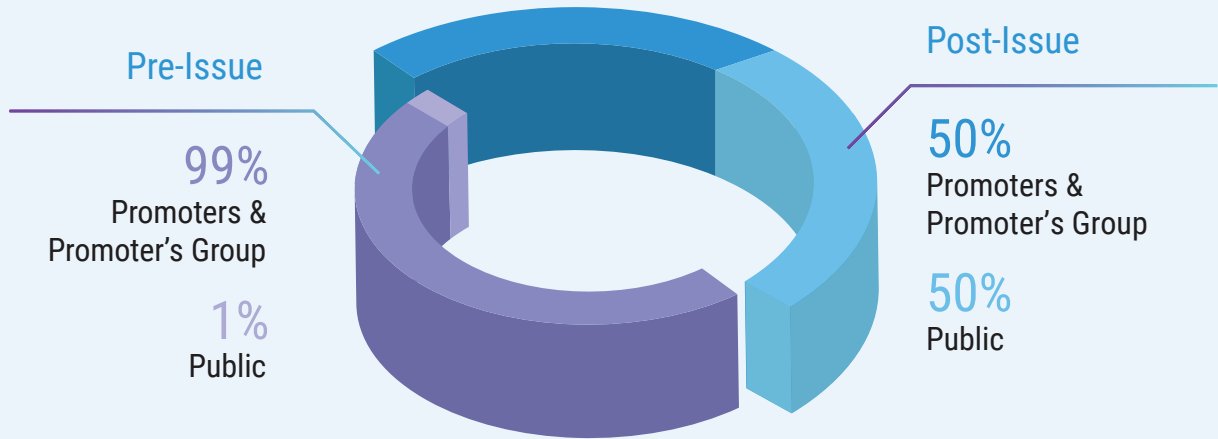
S.J.S. Enterprises Ltd.

# Issue Details

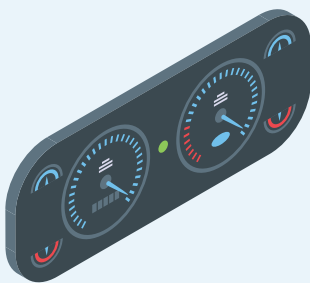
## Issue Break-Up



## Shareholding Pattern

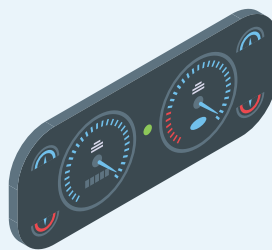


## Capital Structure (in ₹)



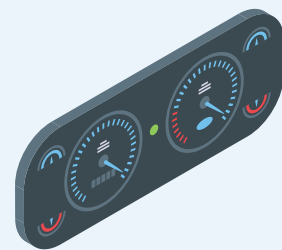
**350 Mn**

Authorised Equity Share Capital



**304 Mn**

Paid-Up Capital (Pre-Offer)



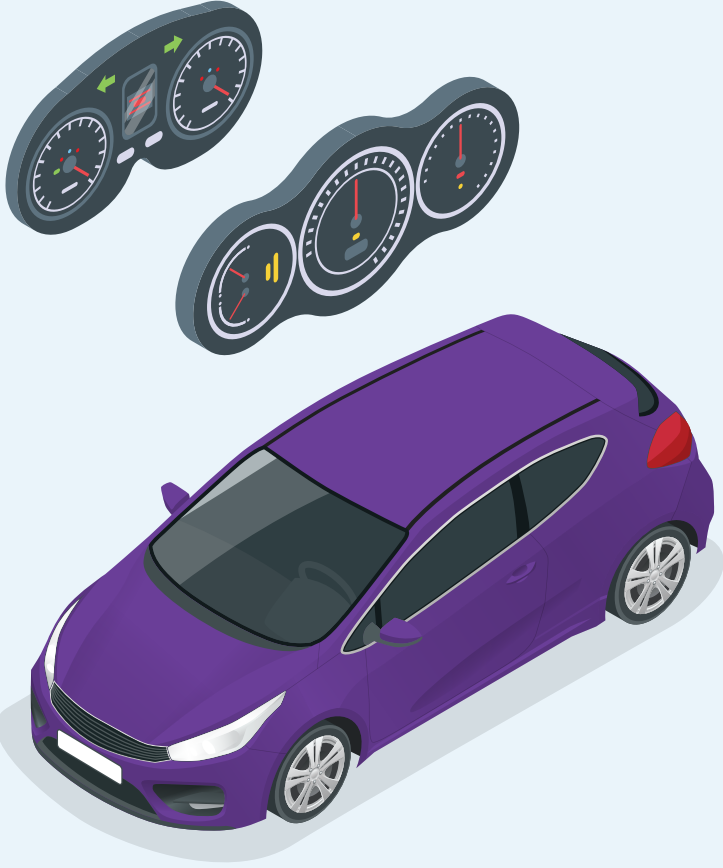
**304 Mn**

Paid-Up Capital (Post-Offer)



S.J.S. Enterprises Ltd.

# Valuations



Market Capitalization

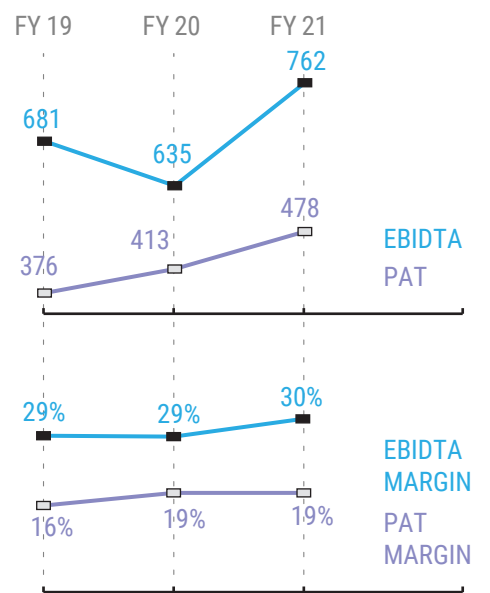
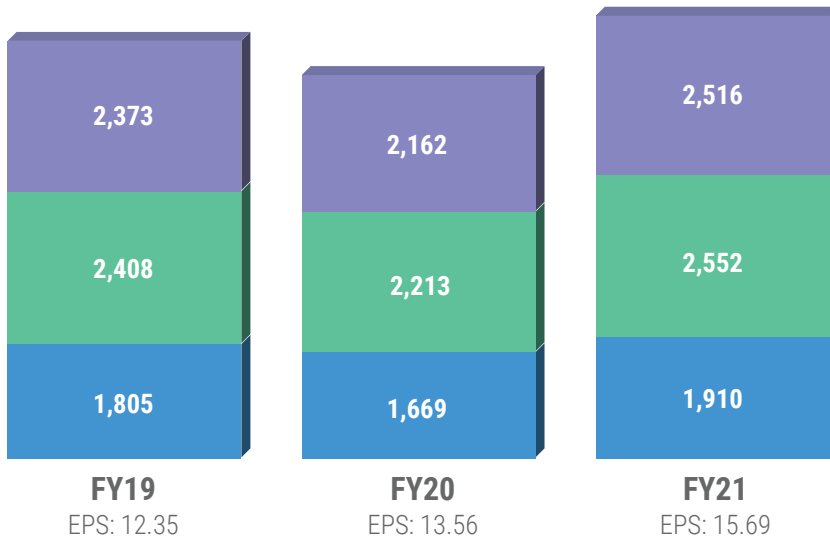
**16,497 Mn**

Price to Earnings (P/E)

**34.54X**

## Financial Snapshot (in Mn ₹)

- Revenue
- Total Income
- Total Expenses





S.J.S. Enterprises Ltd.

# Business Insights



## Competitive Strengths

- Leading aesthetics solution provider with an extensive suite of premium products in a growing industry.
- Strong manufacturing capabilities supported by an established supply chain and delivery mechanism.
- Strong innovation and product design and development capabilities.
- Long-standing customer relationships.
- Strong financial position and track record of financial performance.
- Experienced and qualified management team.



## Business Strategy

- Leverage market position to capitalize on favourable industry trends.
- Focus on development and introduction of new technologies and advanced aesthetic products.
- Increase the share of business with existing customers and acquire new business.
- Increase geographical footprint and increase exports.
- Integrate subsidiary and enhance opportunities.
- Expand the business through strategic inorganic growth opportunities.



## Risks

- The company operate in a highly competitive industry and increased competition may lead to a reduction in its revenues, reduced profit margins or a loss of market share.
- The company may be unable to successfully integrate & manage Exotech or other strategic alliances or acquisitions that they may undertake in the future, which may expose them to business & financial risk.

## Promoters and Management Details

Ramesh Chandra Jain - Chairman and Independent Director

K.A. Joseph - Managing Director

Sanjay Thapar - Executive Director and Chief Executive Officer

Kevin K. Joseph - Executive Director