



# PPAP Automotive Limited

CIN : L74899DL1995PLC073281

B-206A, Phase-II, Noida - 201305, Uttar Pradesh, India

Tel : +91-120-2462552/53, Fax : +91-120-2461371

Email : info@ppapco.com, Website : www.ppapco.in

07<sup>th</sup> February, 2020

**The Listing Department  
BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001  
Scrip Code: 532934

**The Listing Department**

**National Stock Exchange of India Limited**

Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400051  
Symbol: PPAP

**Sub: Analysts and Investors Presentation pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Analysts and Investors presentation for the Financial Results of quarter and nine months ended 31<sup>st</sup> December, 2019.

Kindly take the same on record.

Thanking you,

Yours truly,

For PPAP Automotive Limited

**Sofia Bhandari**  
Company Secretary



Investor Presentation  
Q3FY20 & 9MFY20  
FEBRUARY 2020



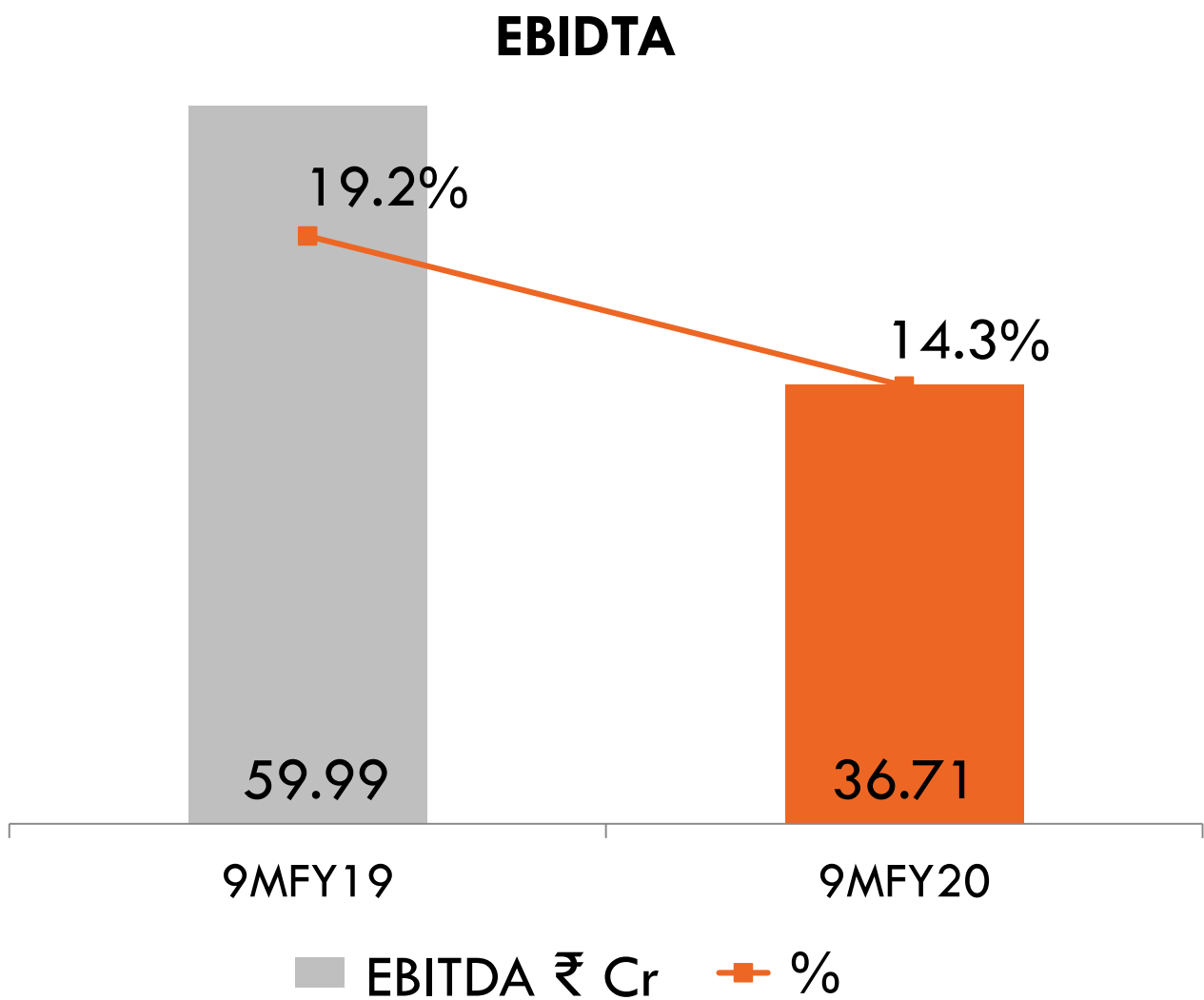
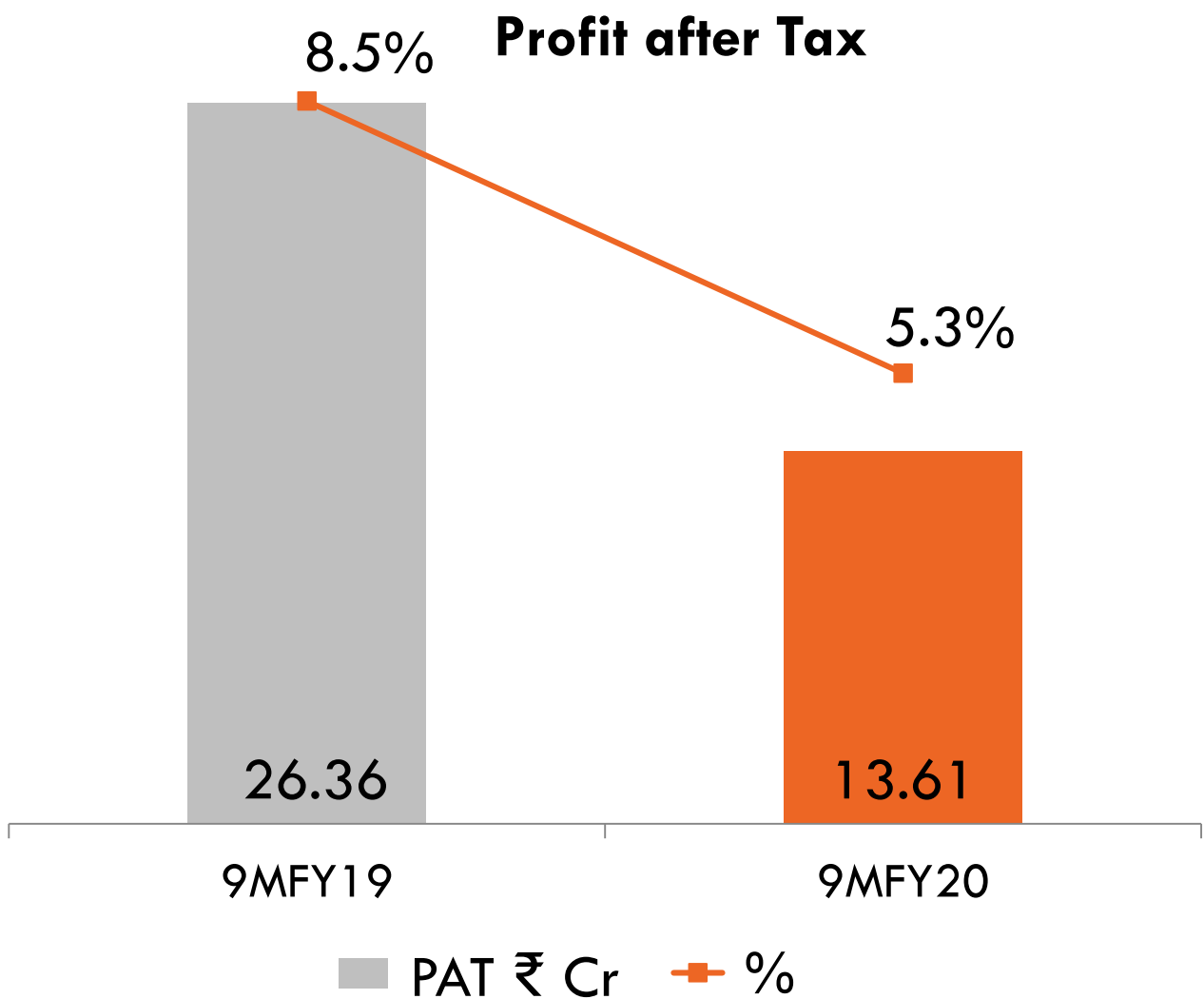
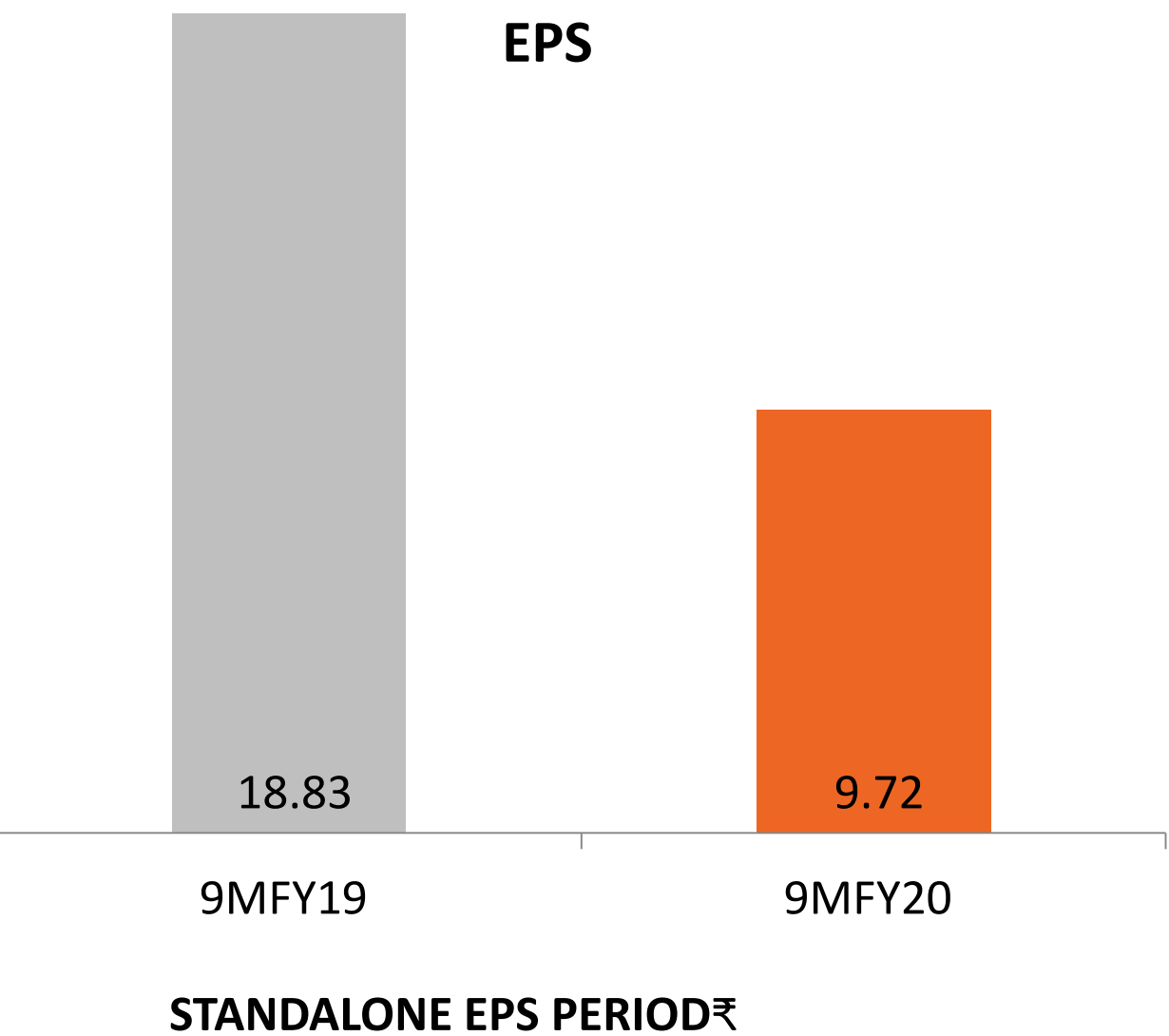
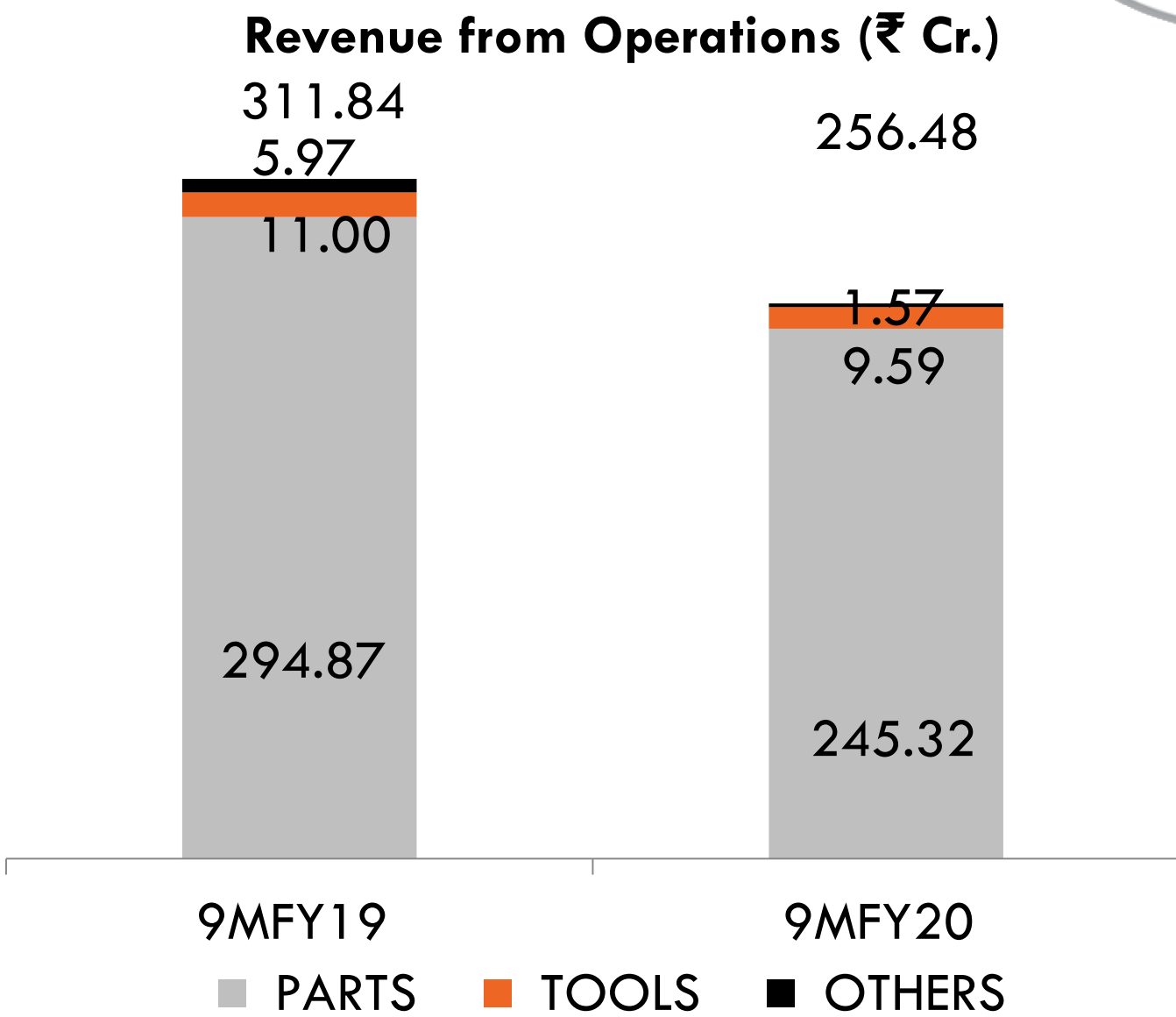
**PPAP Automotive Limited**

TAKING CHALLENGES, TOGETHER

# STANDALONE FINANCIAL HIGHLIGHTS (9MFY20)



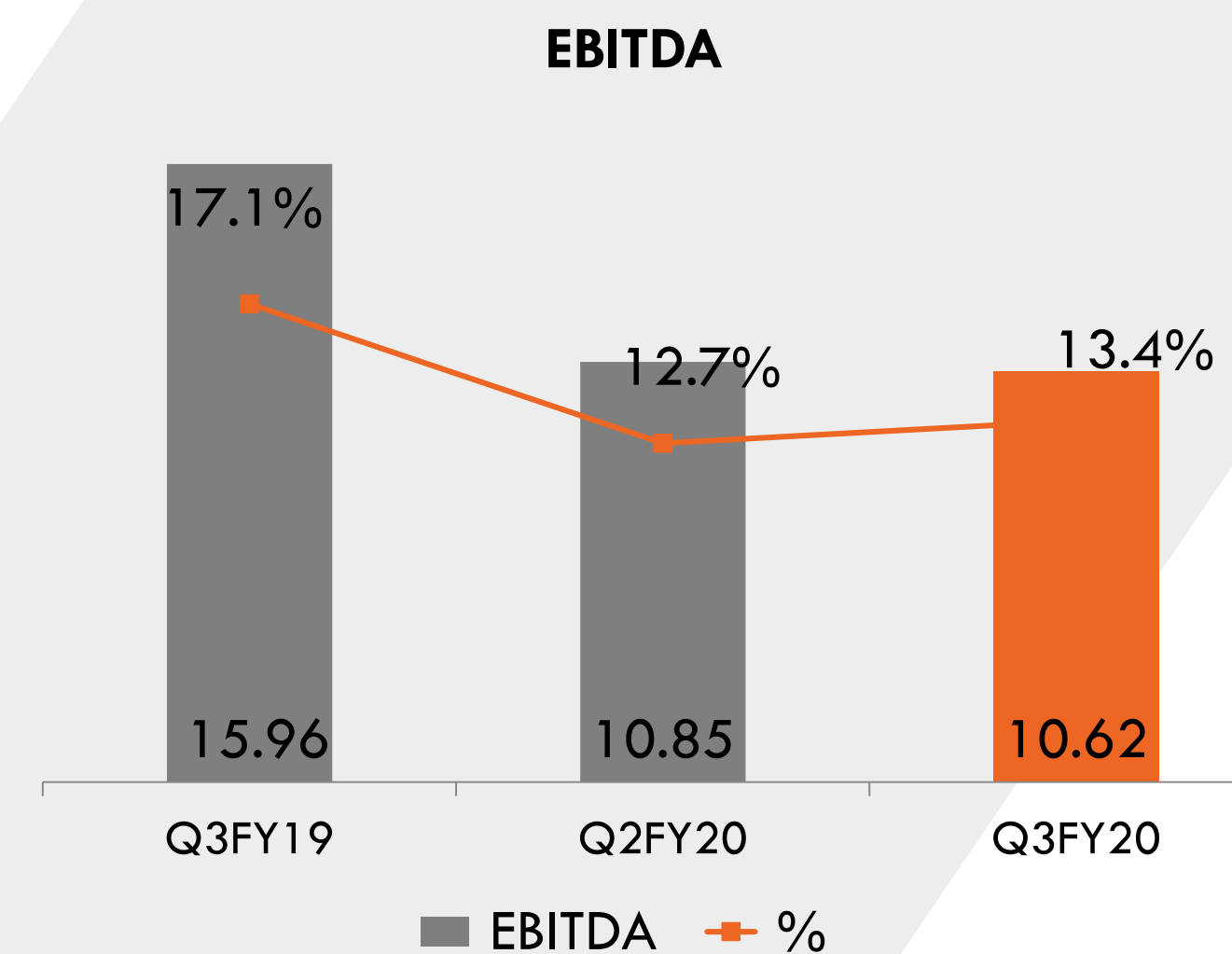
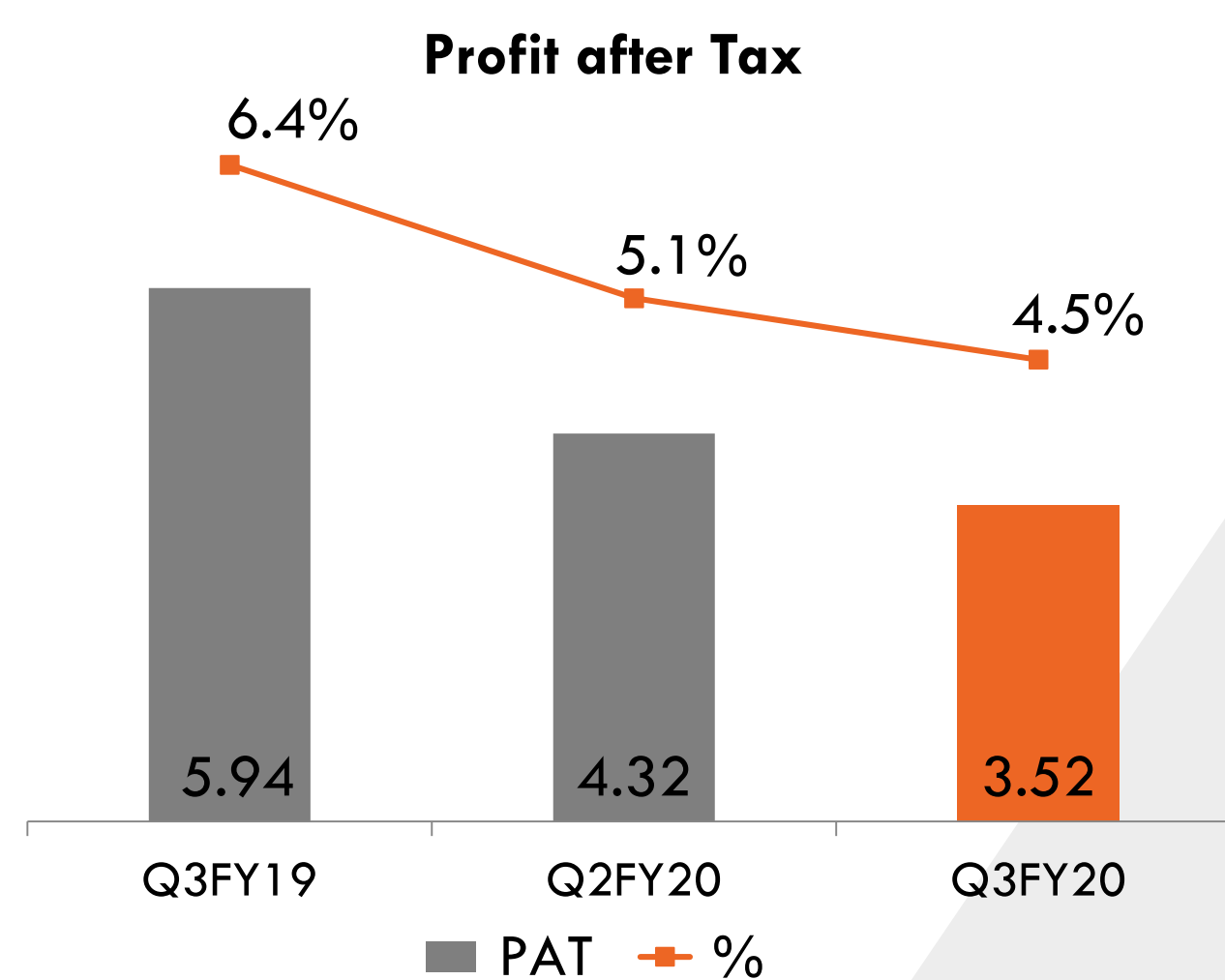
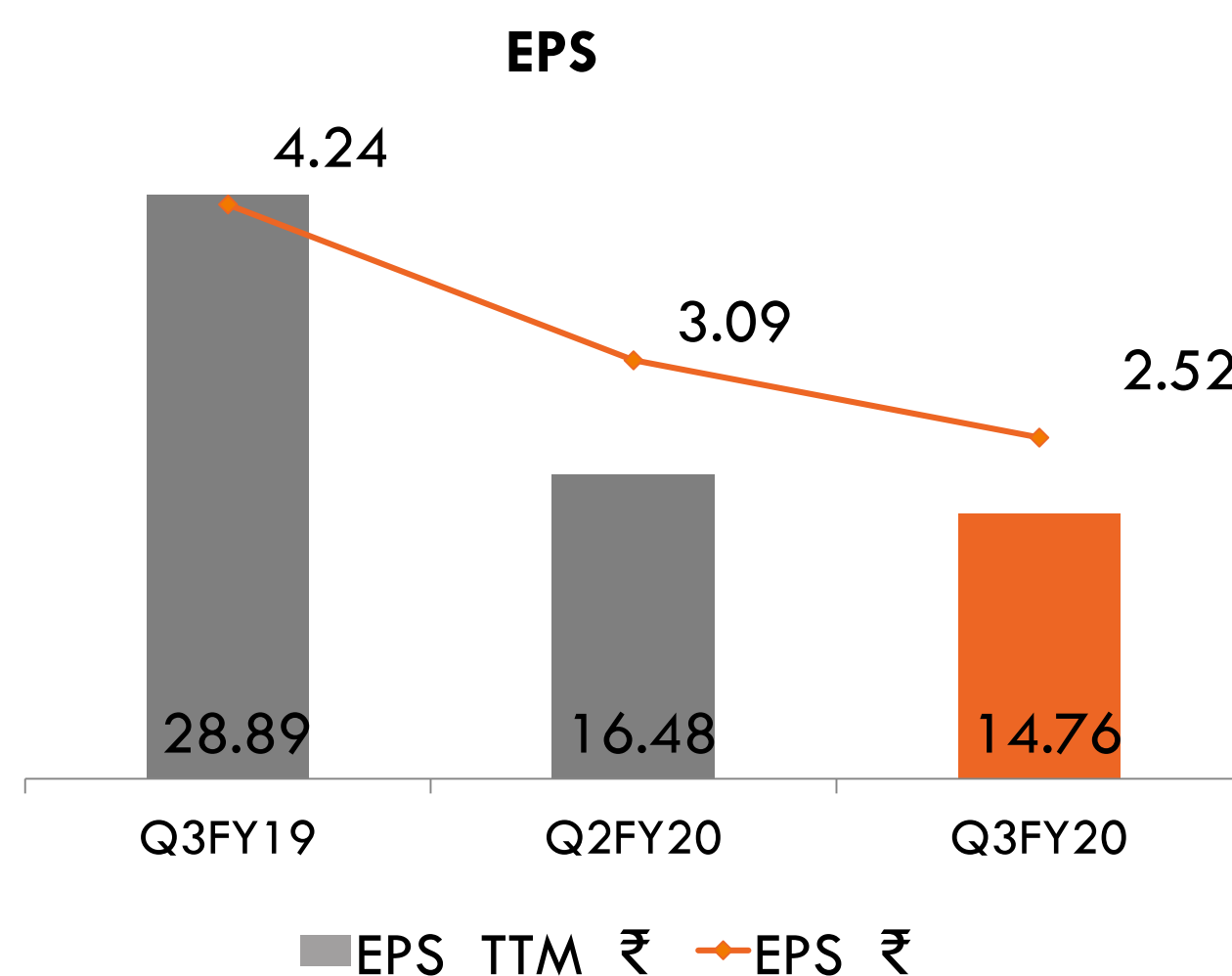
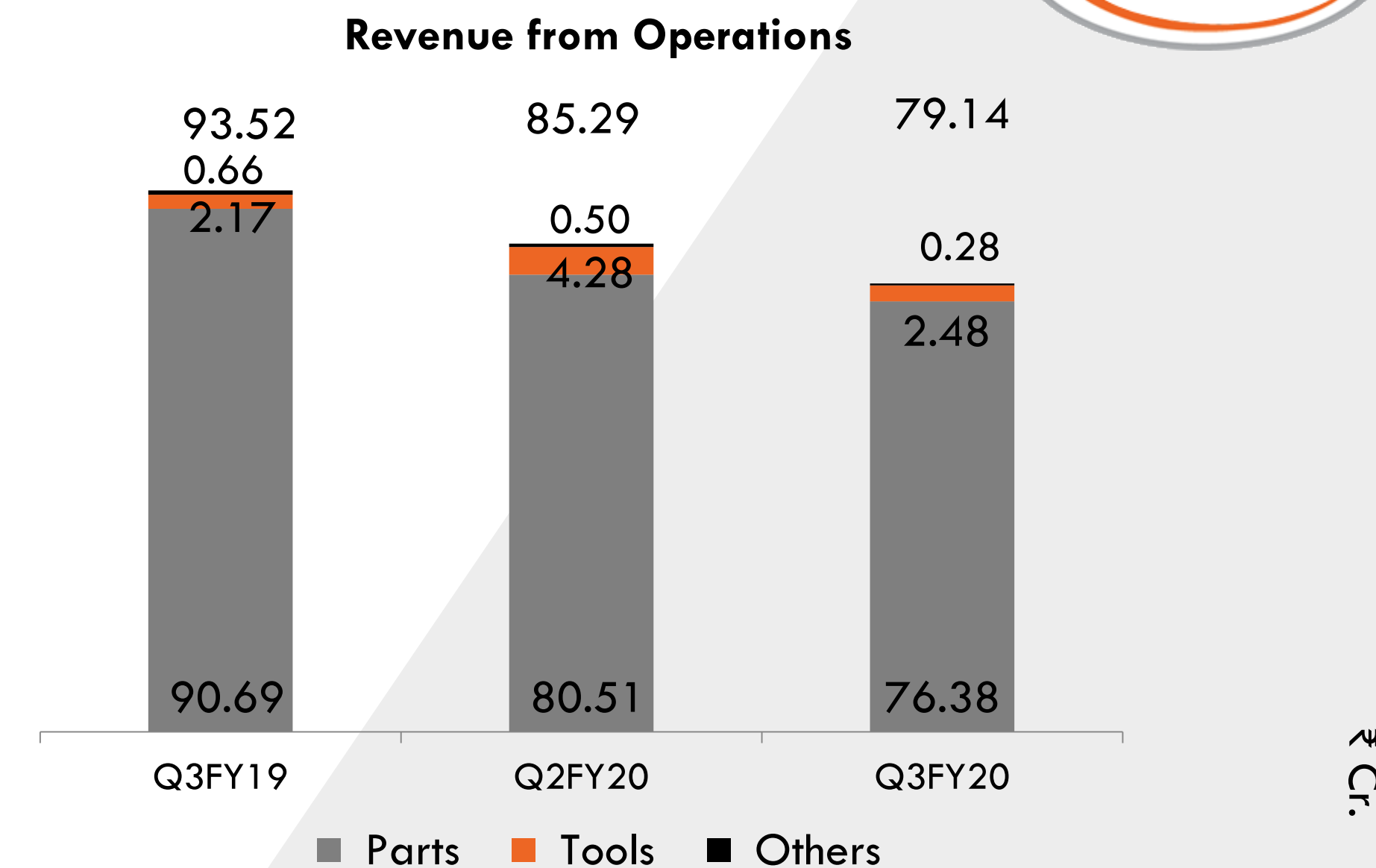
- Revenue from Operations at ₹ 256.48 cr and Part Sales at ₹ 245.32 cr
- PAT at ₹ 13.61 cr, 5.3% of Revenue
- EBITDA at ₹36.71 cr, 14.3% of Revenue
- EPS stood at ₹ 9.72
- Interim Dividend ₹ 1.00 per share



# STANDALONE QUARTERLY FINANCIAL HIGHLIGHTS (Q3FY20)



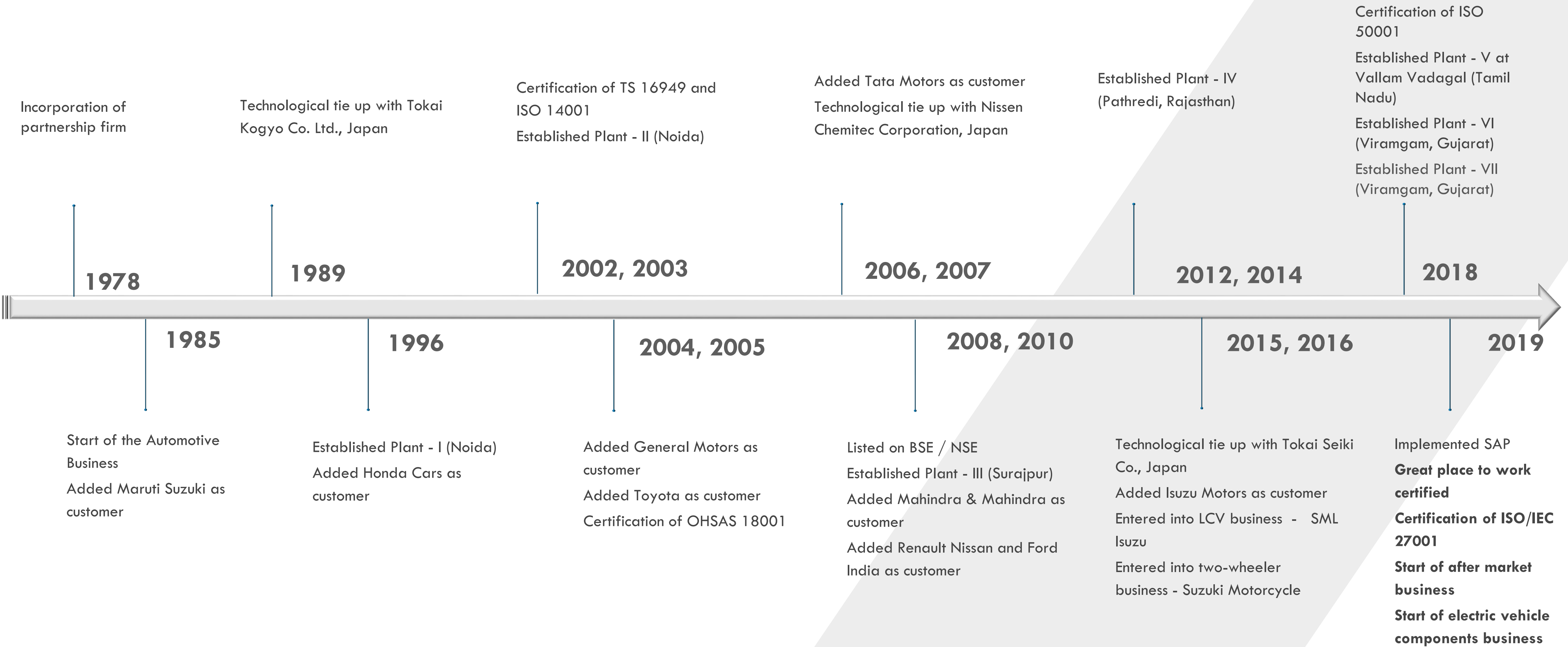
- Revenue from Operations at ₹ 79.14 cr and Part Sales at ₹ 76.38 cr
- PAT at ₹ 3.52 cr, 4.5% of Revenue
- EBITDA at ₹10.62 cr, 13.4% of Revenue
- EPS stood at ₹ 2.52



# OUR EVOLUTION



Our Mission “TO BE A GLOBAL COMPANY WITH AN INSPIRING WORK CULTURE FOR SERVING CUSTOMERS AND THE SOCIETY BY EXCEEDING THE EXPECTATIONS OF ALL ITS STAKEHOLDERS”



## WHO WE ARE



### Rich Legacy

- Over 30 years of experience in Automotive Industry
- Identified as India's leading manufacturer of Automotive Sealing Systems, Interior and Exterior Injection parts

### Market Leadership

- Integrated operations from Print to Build
- One stop shop for full range of Automotive Sealing Systems
- Best in class Injection Molding Machines from 60 to 2500 tons

### Excellent Infrastructure

- State-of-the-art manufacturing facilities located at Noida (U.P.), Surajpur (U.P.), Pathredi (Rajasthan), Vallam Vadagal (Tamil Nadu) and Viramgam (Gujarat)
- Plants are ITATF 16949, ISO 14001, OHSAS 18001, ISO 50001 and **ISO/IEC 27001** certified

### Global Technology Partners

- Strong technology alliances with Japanese companies since 1989
- Tokai Group for Automotive Sealing System (Plastic) and Toolings, Joint venture with Tokai Group for Automotive Sealing System (EPDM Rubber and TPV)
- Nissen Chemitec Corp. for Injection Molded products

### Strong Customer Base

- Associated with Global OEM Manufacturers including Maruti Suzuki & Suzuki Motors, Honda Cars, Toyota Kirloskar, Renault, Nissan, Volkswagen, MG Motors, Tata, Hyundai, SML Isuzu, Isuzu Motors, Mahindra and Mahindra, Suzuki Motorcycles

## KEY MANAGEMENT



### **Mr. Ajay Kumar Jain, Chairman & Managing Director**

Bachelor of Commerce from Shri Ram College of Commerce, Delhi University

Associated with the Company since inception with experience of over 40 years in polymer processing industry and over 30 years in the automotive industry

President of Toyota Kirloskar Supplier Association



### **Mr. Abhishek Jain, CEO & Managing Director**

Bachelor of Science in Industrial Engineering from Purdue University, USA

Responsible for conducting the operations of the Business

Work experience of over 15 years

Chairman North region of Honda Suppliers Club

Member of Pillar IV of Automotive Component Manufacturers Association of India



### **Mr. Anurag Saxena, Chief Financial Officer**

Member of ICAI and ICMAI

Work experience of over 20 years

Has previously worked with Subros Limited, Minda Industries Limited, Jamna Auto Industries Limited



**TOKAI KOGYO CO. LTD., JAPAN**

**Established: 1947**

**Global Presence: USA, Thailand, Indonesia, China,  
Mexico, Vietnam**

**AUTOMOTIVE EXTERIOR & SEALING PRODUCTS**

TECHNOLOGY PARTNERSHIP - PPAP SINCE 1989

JOINT VENTURE COMPANY - PPAP TOKAI INDIA RUBBER PVT. LTD.



**NISSEN CHEMITEC  
CORPORATION, JAPAN**

**Established: 1951**

**Global Presence: USA, Thailand, Indonesia,  
Singapore**

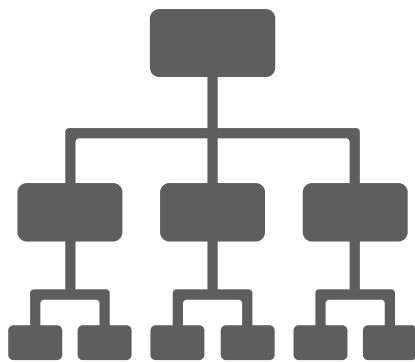
**AUTOMOTIVE INTERIOR PRODUCTS**

TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007

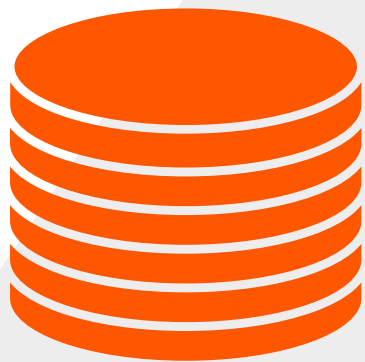
CORE STRENGTHS



Leadership Position  
India’s leading manufacturer  
of Automotive Sealing Systems



Strong Customer Base  
Leading OEM manufacturers in  
Indian Market are customers



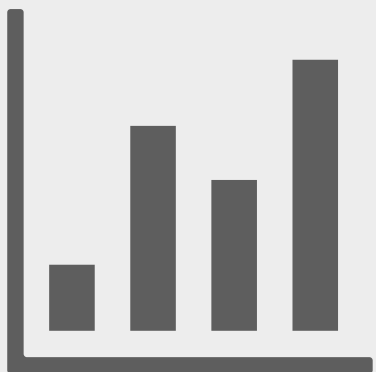
Strong R&D Facilities  
Capability from Design to Print



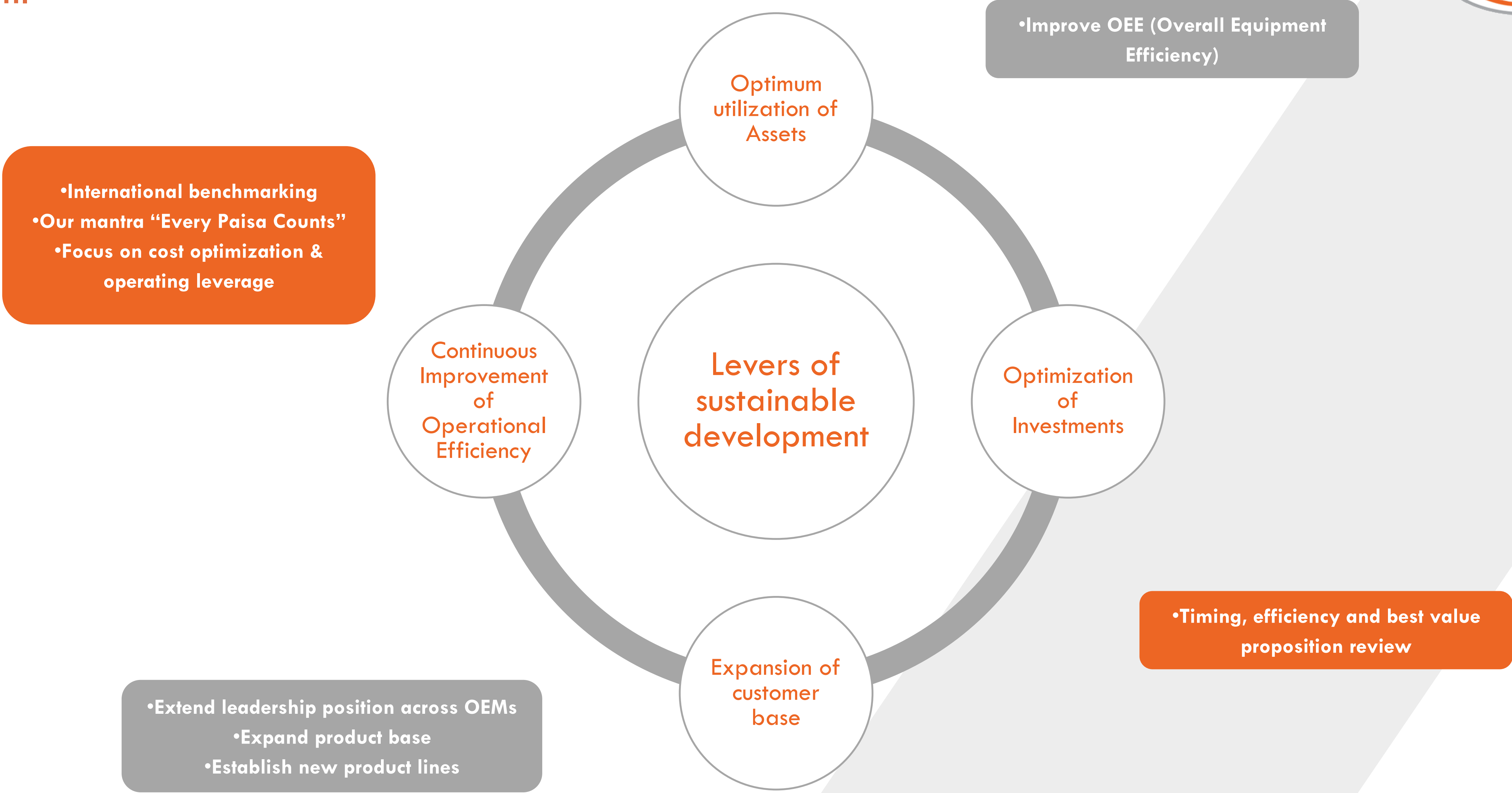
State-of-the-art  
manufacturing facilities  
Focus on Kaizen towards  
Technology and Operations



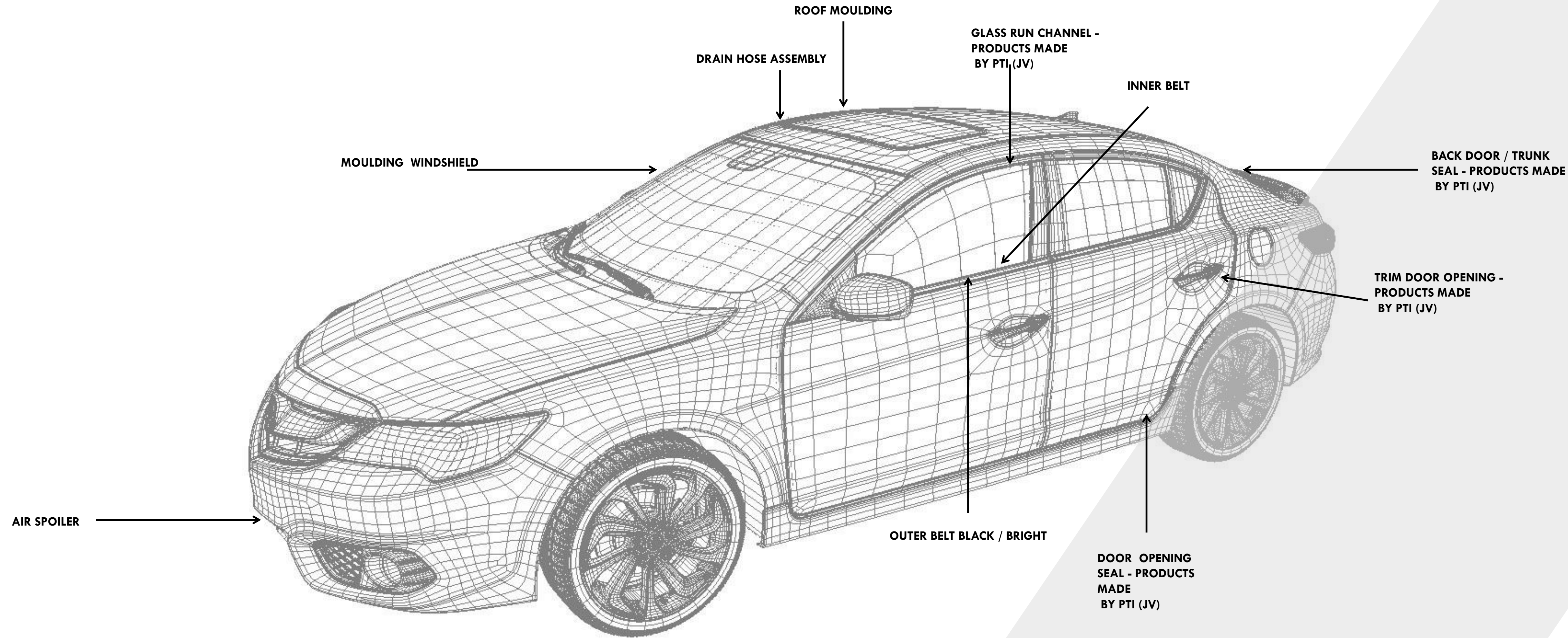
Access to Global Technology  
Relationship with  
Japanese Technology Partners



Healthy Financials  
Cost sensitive Culture



# PRODUCT ROADMAP – OUR COMPREHENSIVE PRODUCT OFFERING



# PRODUCT ROADMAP – OUR COMPREHENSIVE PRODUCT OFFERING



FR-PILLAR



CTR-PILLAR



RR-PILLAR



PARTITION



REAR TRAY



LINING RR PANEL



SIDE PROTECTORS



TRUNK LINING



FENDER INNER



DOOR LINING



SPLASH GUARD

## UNDER HOOD PRODUCTS



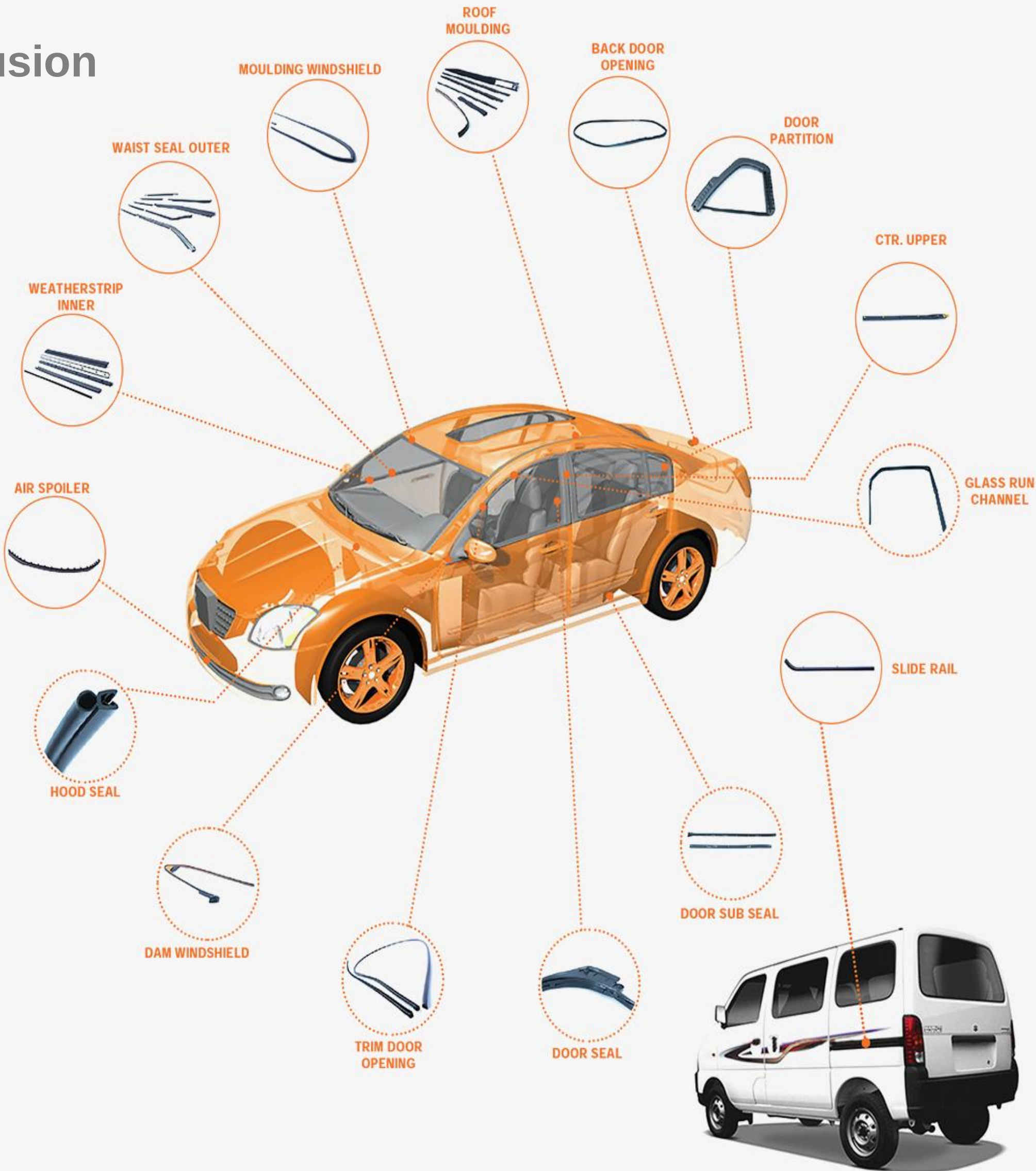
## IN CABIN PRODUCTS



# PRODUCT ROADMAP – EXTRUSION & INJECTION



## Extrusion

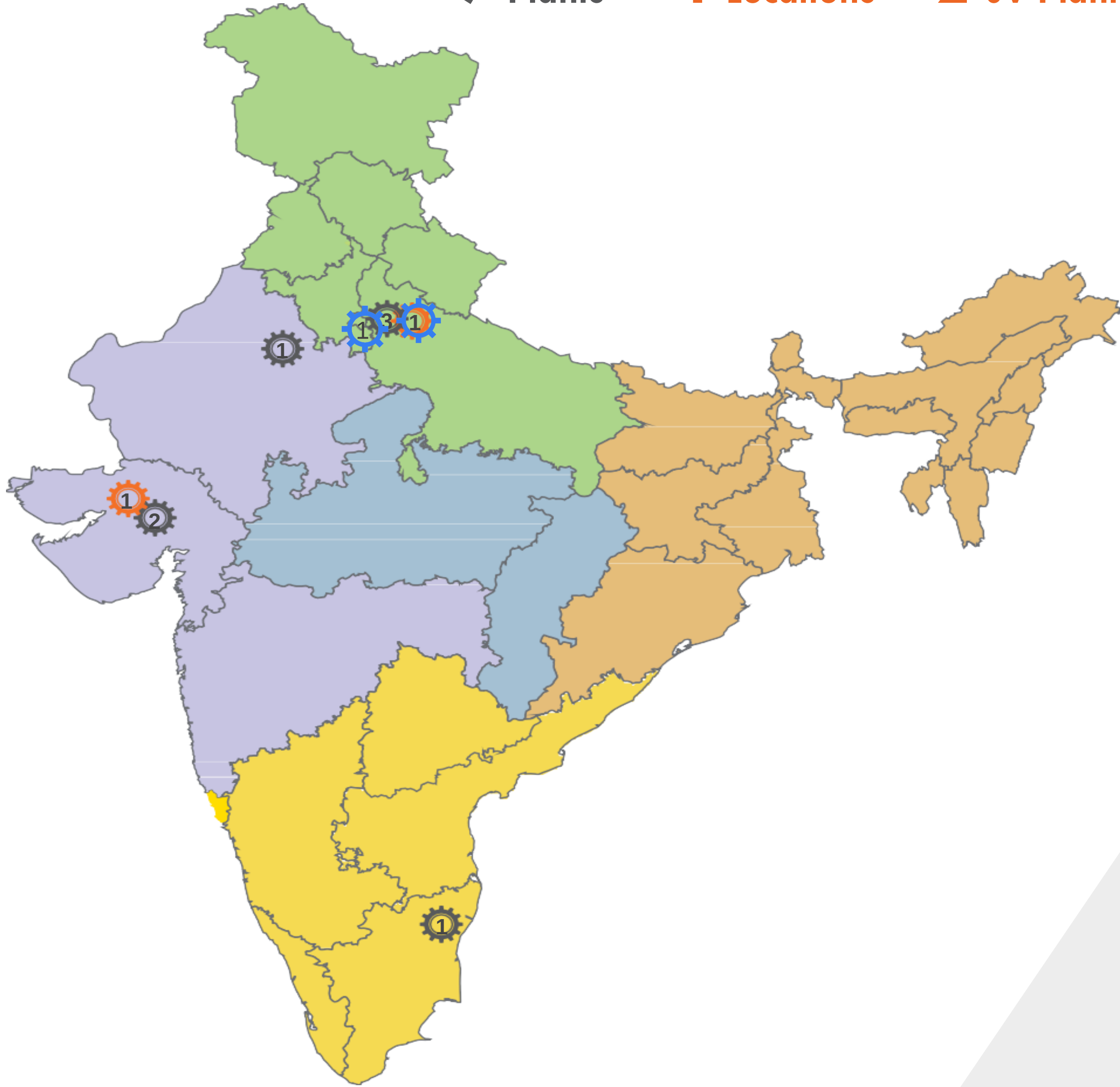


## Injection



PAN INDIA PRESENCE

7 Plants 4 Locations 2 JV Plants



EXTRUSION FACILITIES

- Noida, Uttar Pradesh  
(Plant I & II)
- Vallam Vadagal, Tamil Nadu  
(Plant V)
- Viramgam, Gujarat  
(Plant VII)

INJECTION FACILITIES

- Surajpur, Uttar Pradesh  
(Plant III)
- Pathredi, Rajasthan  
(Plant IV)
- Viramgam, Gujarat  
(Plant VI)

RUBBER EXTRUSION FACILITIES  
(Joint Venture Company)

- Surajpur, Uttar Pradesh  
(Plant I)
- Viramgam, Gujarat  
(Plant II)

AFTER MARKET WAREHOUSE

Delhi

ELECTRIC VEHICLE COMPONENTS

Noida, Uttar Pradesh

CUSTOMER BASE & EXPORT COUNTRIES



CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom



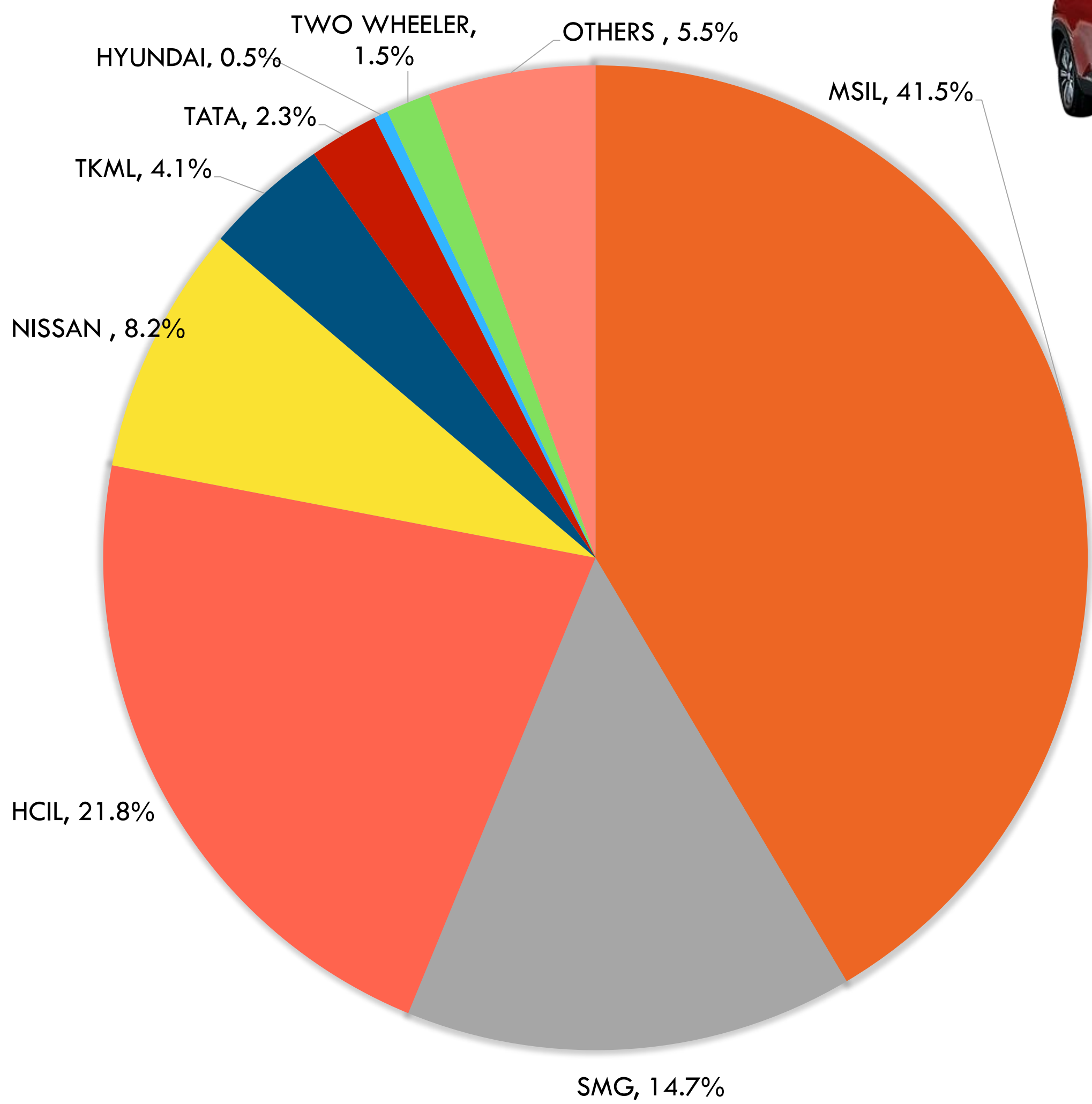
South Africa



Argentina

# CUSTOMER BASE

## CUSTOMER CONTRIBUTION



# OUR PRESENCE IN NEW MODELS



**MG Hector**



**Tata Harrier**



**Renault Triber**



**Nissan Kicks**



**Hyundai Verna**



**Hyundai Creta**



**Vitara Brezza**



**S.Presso**



**Glanza**



**All New Ertiga**



**Suzuki Motorcycle  
Gixxer 250**



**Suzuki\_Burgman**



**Honda CB shine SP**

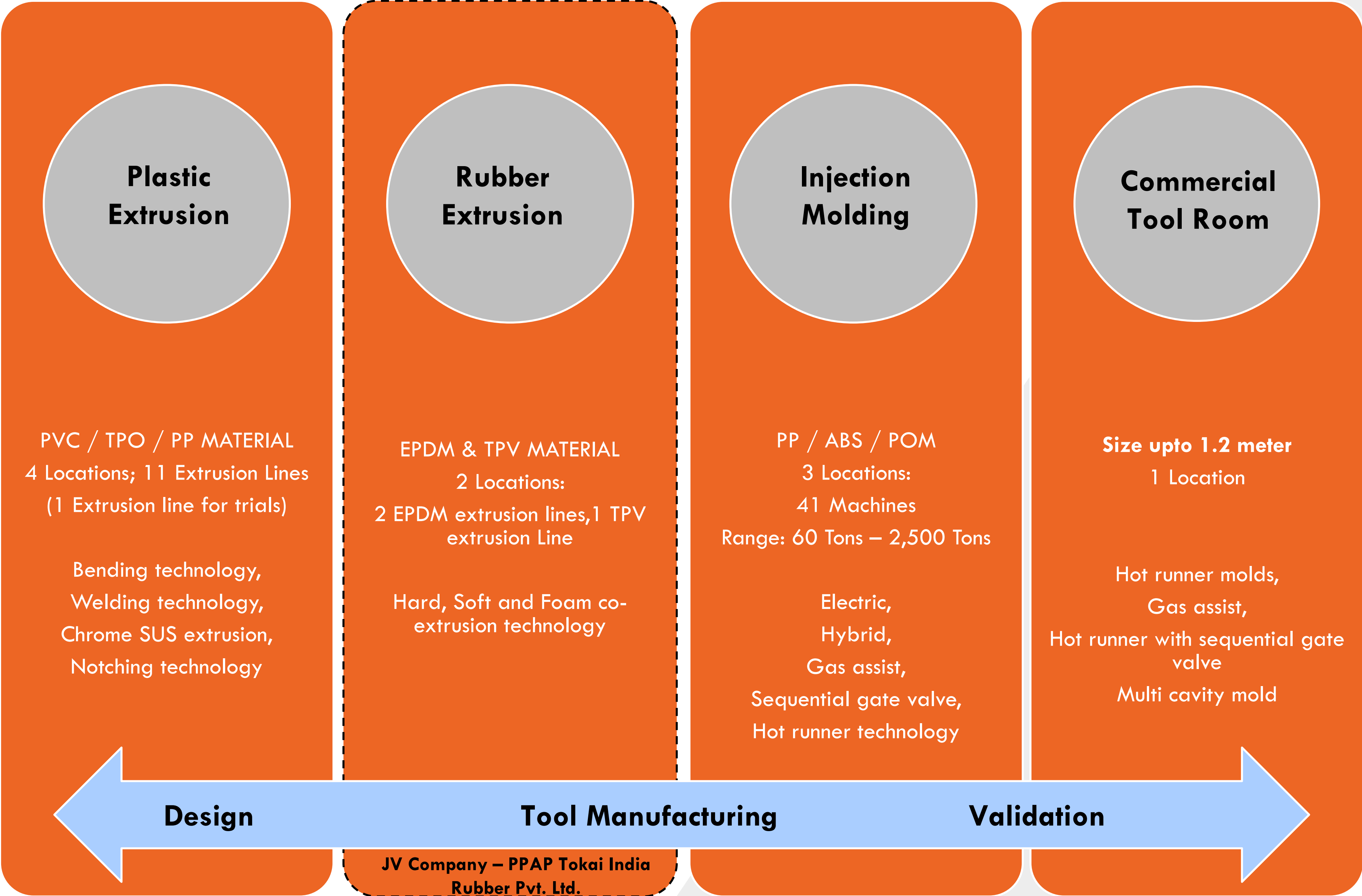
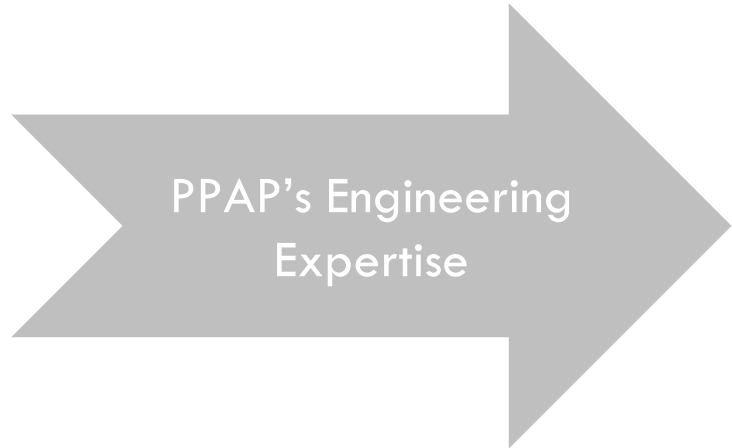


**Suzuki Access**



**Honda Activa**

# COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



## WHOLLY OWNED SUBSIDIARIES



### **Elpis Components Distributors Pvt. Ltd.**

- Date of becoming WOS - 04/10/2019
- Paid up share Capital - INR 50,00,000
- Product line - Trading and distribution of components and automotive accessories in after sales market or secondary market through dealership network
- Location - Delhi

### **PPAP Automotive Technology Pvt. Ltd.**

- Date of becoming WOS - 10/12/2019
- Paid up share Capital - INR 1,80,00,000
- Product line - Development of electric vehicle components
- Location - Noida

# CUSTOMER APPRECIATION - ACCOLADES



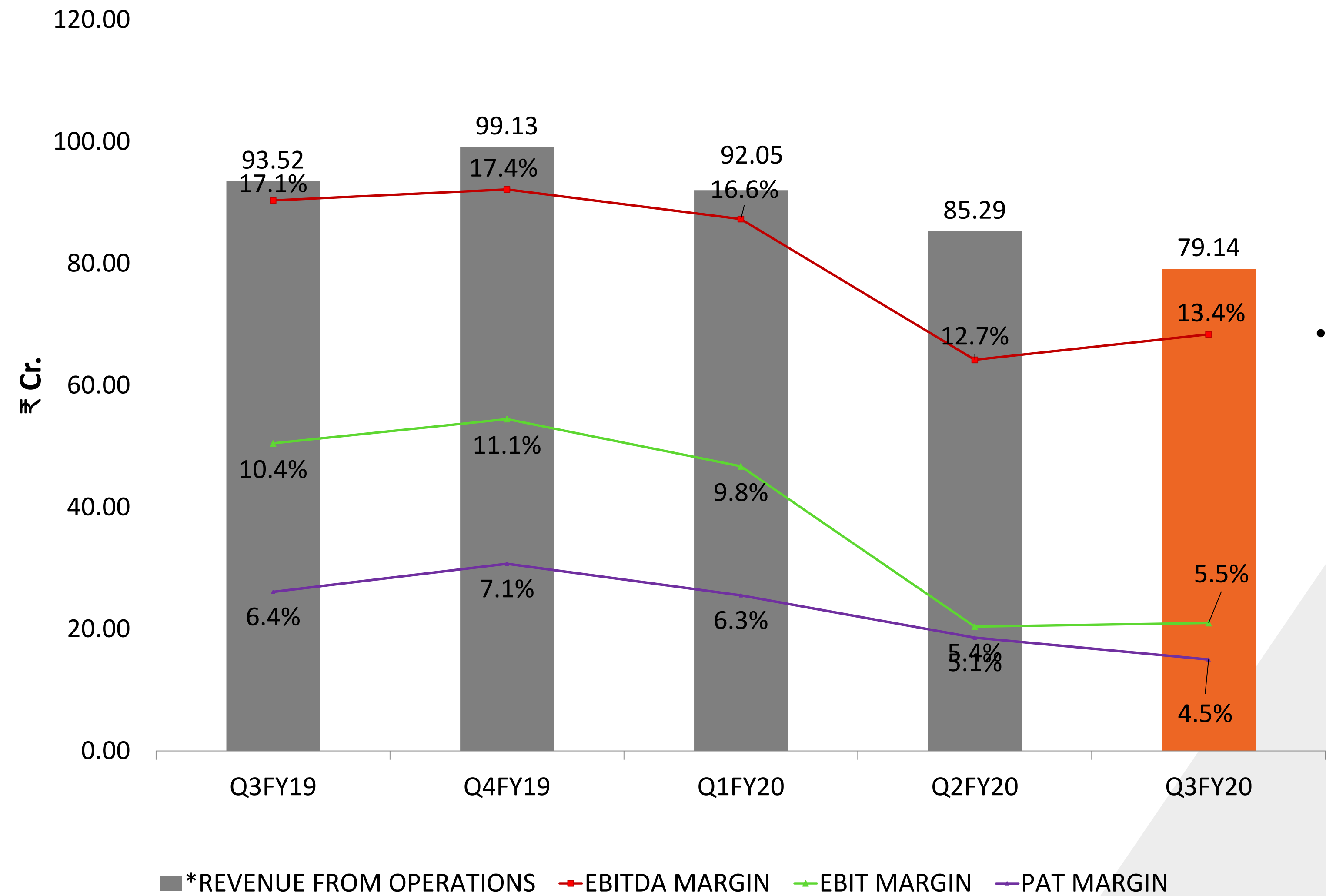
## ACCOLADES

|                                                                                 |
|---------------------------------------------------------------------------------|
| PRODUCTIVITY (SME)- THE MACHINIST SUPER SHOPFLOOR AWARDS 2018                   |
| ZERO DEFECT SUPPLIES - TOYOTA KIRLOSKAR                                         |
| ACHIEVING TARGETS IN QUALITY - TOYOTA KIRLOSKAR                                 |
| APPRECIATION AWARD - HYUNDAI MOTOR INDIA LIMITED                                |
| FIRST RUNNER UP AWARD IN NATIONAL LEVEL QUALITY CIRCLE COMPETITION - HONDA CARS |
| INTERIOR FOR PANEL R/L ORNAMENT - ECONOMIC TIMES POLYMERS AWARDS 2019           |
| APPRECIATION AWARD FOR PARTNERSHIP DAY- HYUNDAI MOTOR INDIA LIMITED             |
| SUPPLIER OF THE YEAR GOLD AWARD - TOYOTA KIRLOSKAR                              |
| QUALITY TARGET- TOYOTA KIRLOSKAR                                                |
| SILVER AWARD FOR DELIVERY - HONDA ACCESS                                        |
| DELIVERY PERFORMANCE 2018 - ASahi INDIA GLASS                                   |
| APPRECIATION FOR CONTINUED SUPPORT 2018 - ASahi INDIA GLASS                     |
| ZERO PPM AWARD - TOYOTA KIRLOSKAR                                               |
| TARGET IN DELIVERY - TOYOTA KIRLOSKAR                                           |



# *FINANCIAL PERFORMANCE SNAPSHOT*

QUARTERLY PERFORMANCE

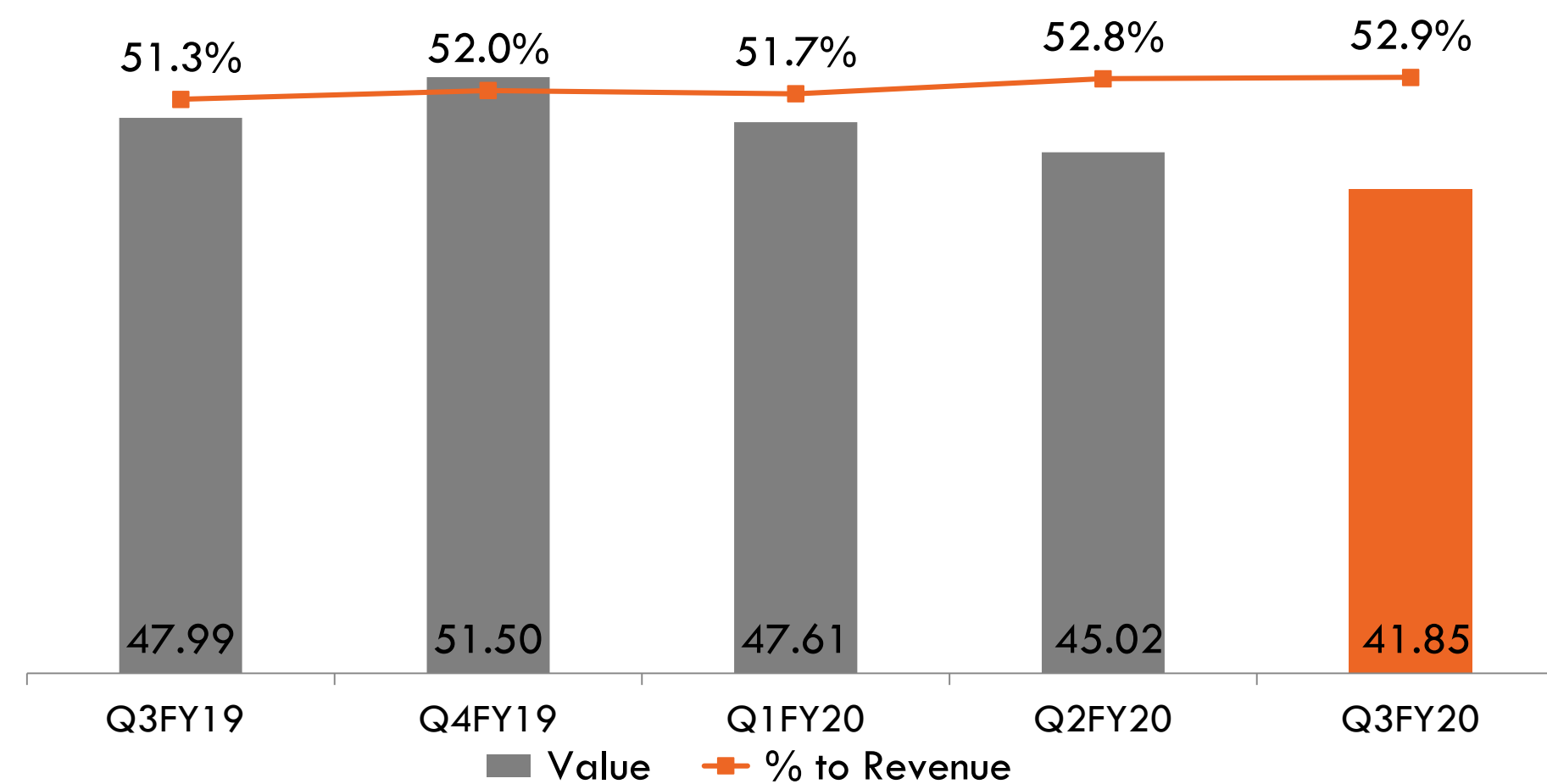


• Revenue from Operations stood at ₹ 79.14 cr in Q3FY20 v/s ₹ 93.52 cr in Q3FY19

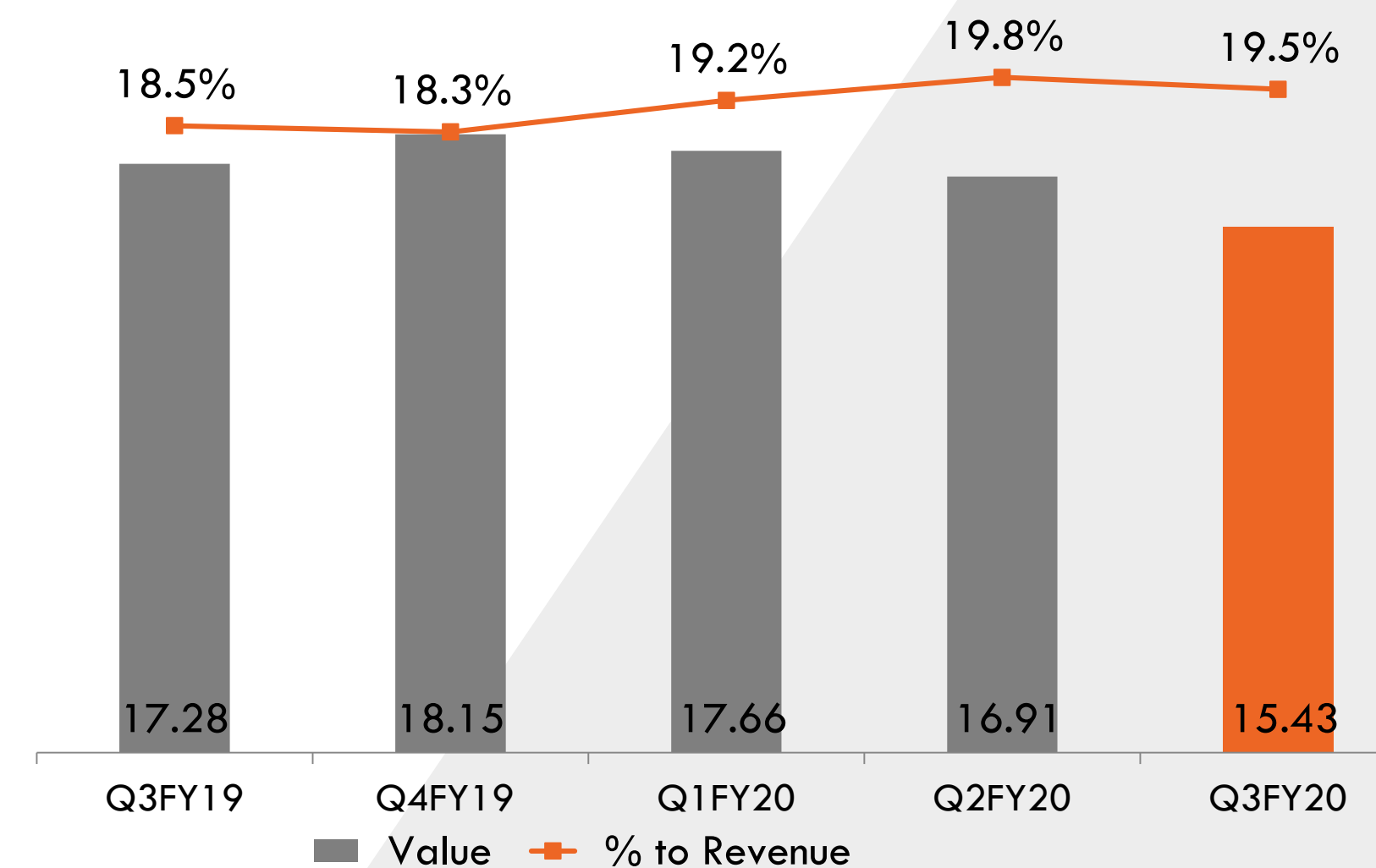
# MAJOR EXPENSES (₹ Cr.)



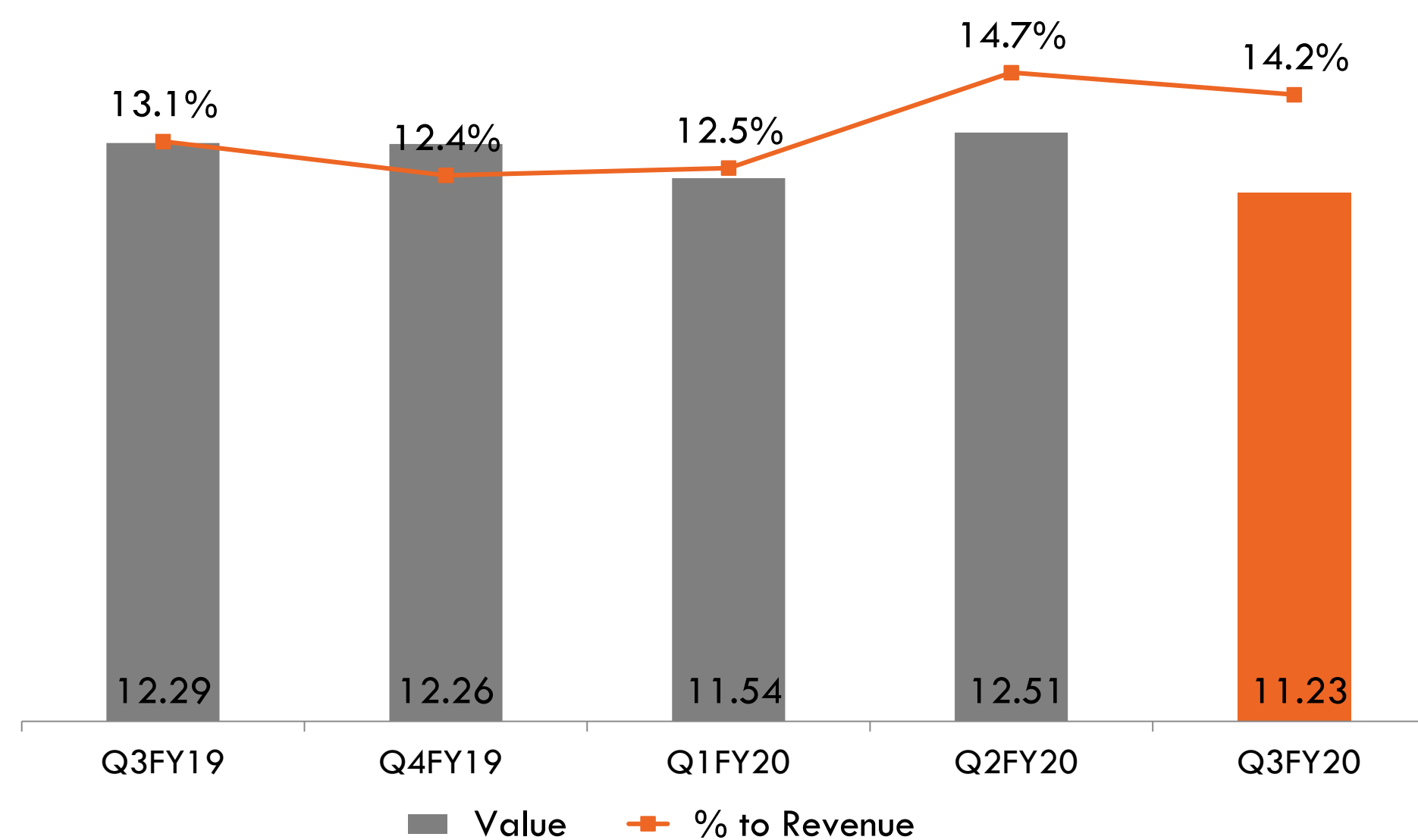
## Materials



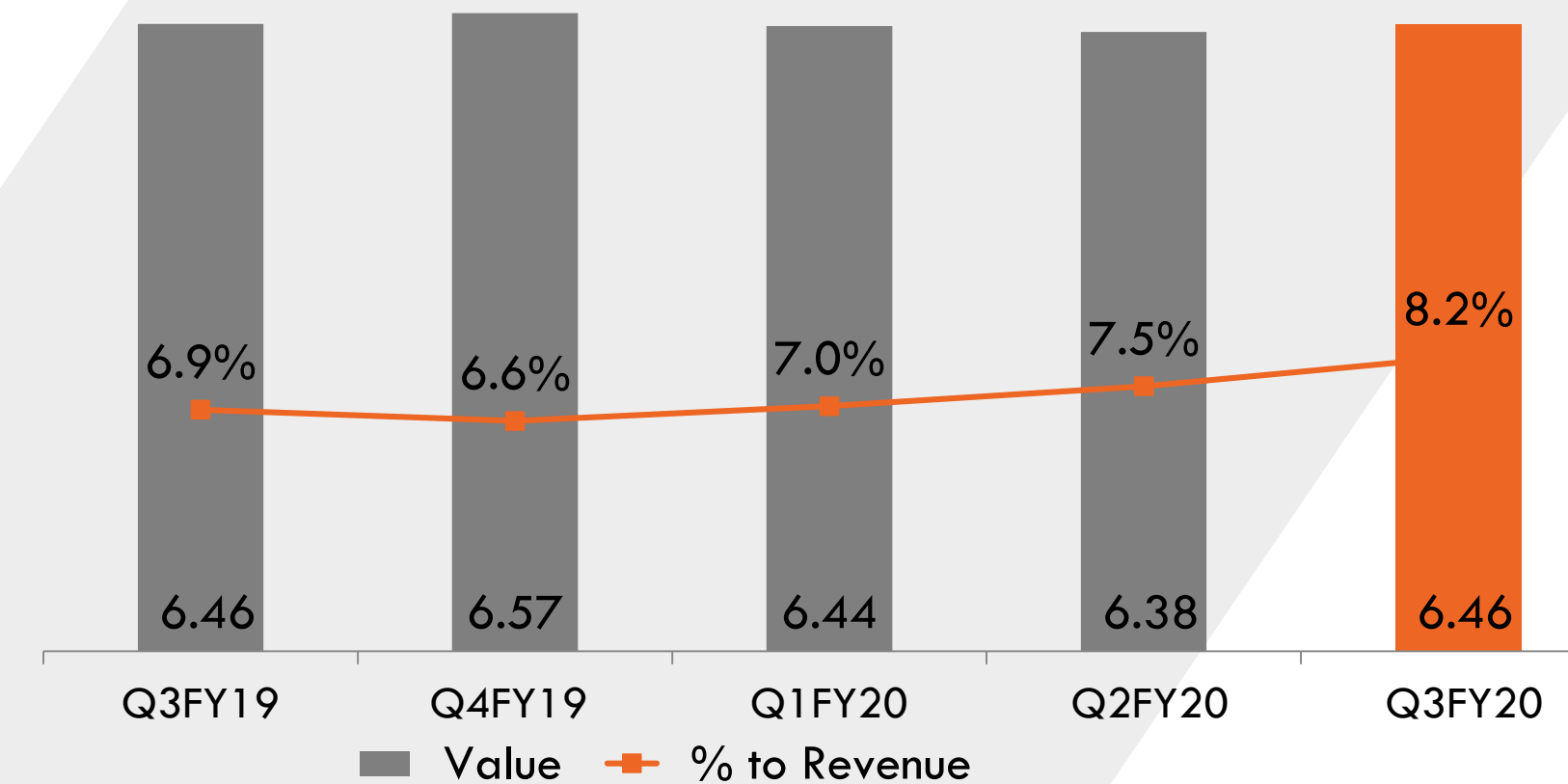
## Employee Benefits



## Other Expenses



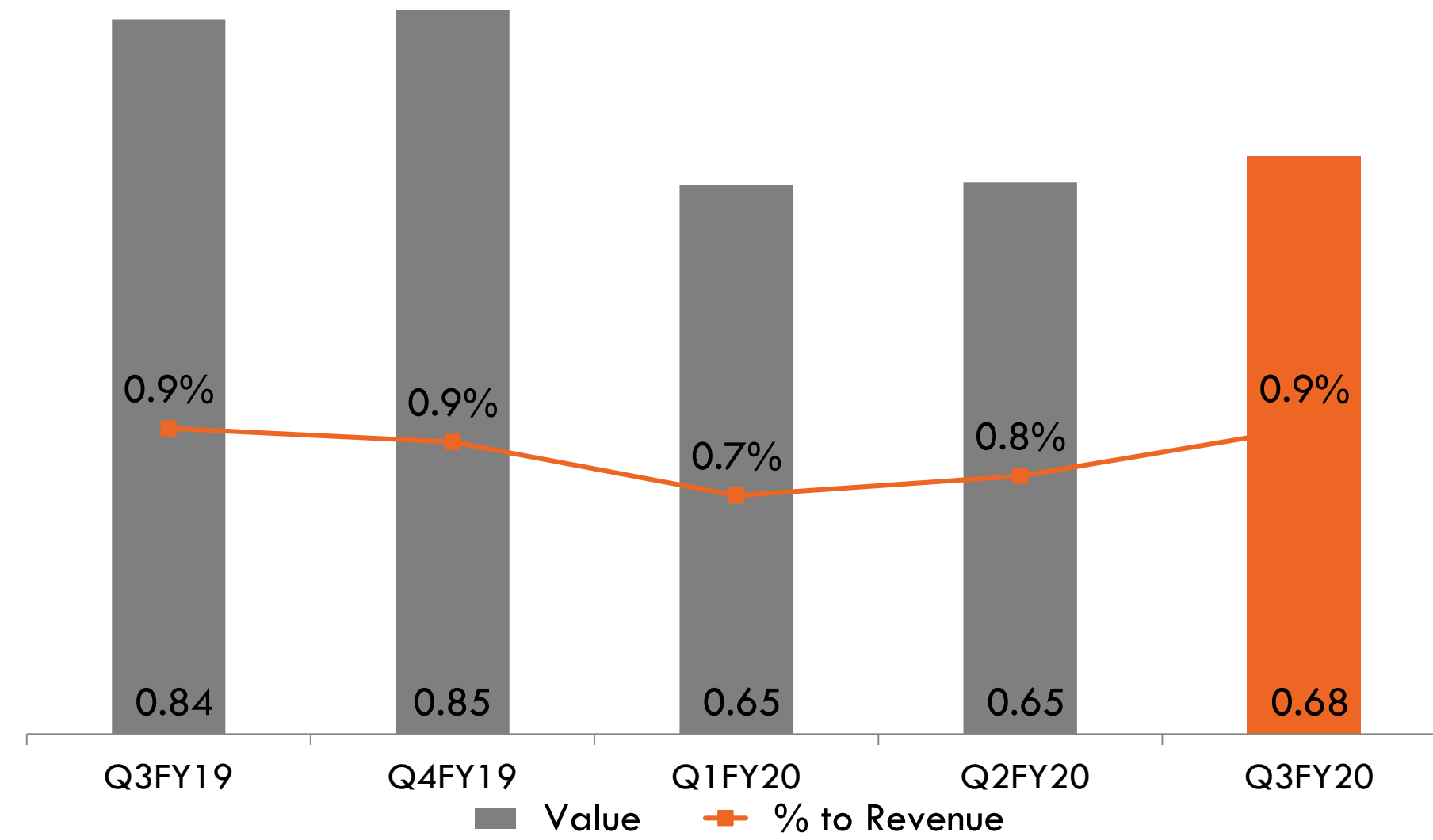
## Depreciation



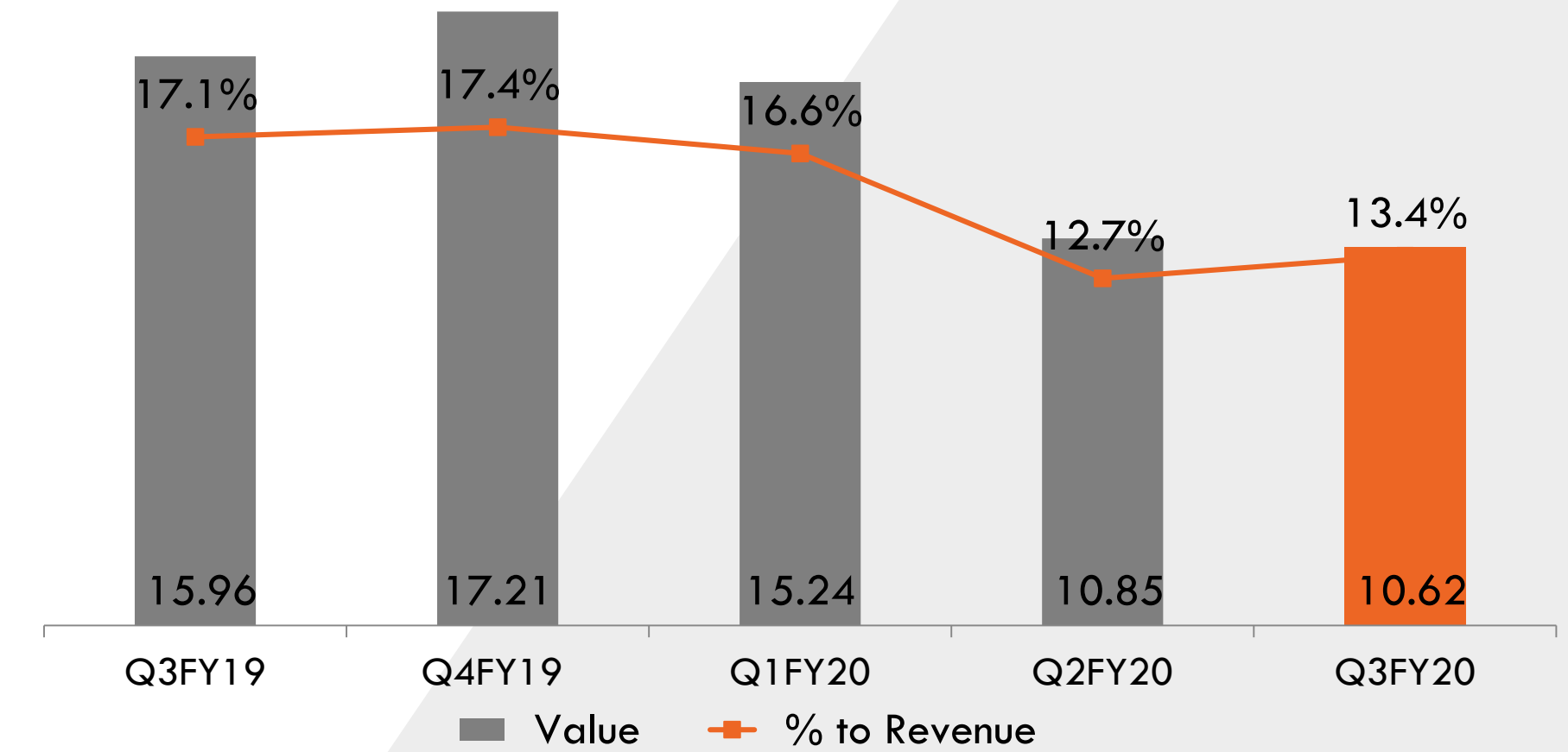
# INTEREST & EARNINGS (₹ Cr.)



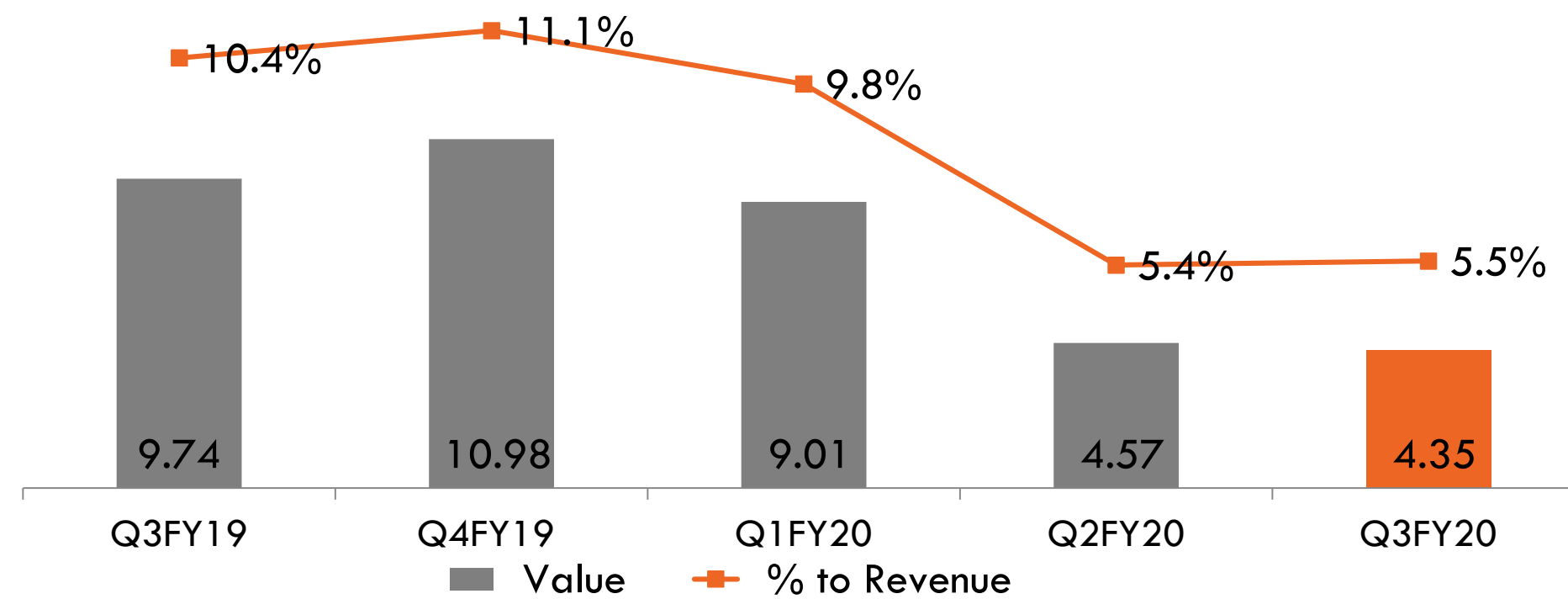
## INTEREST



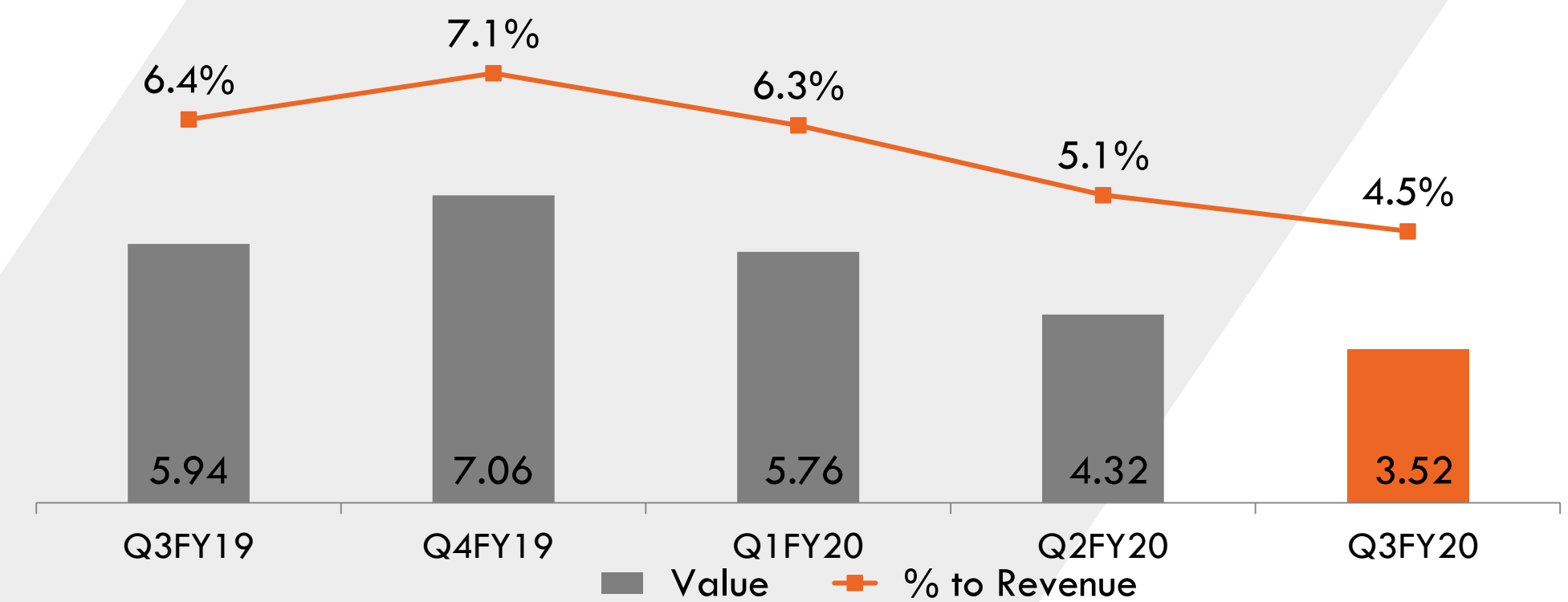
## EBITDA



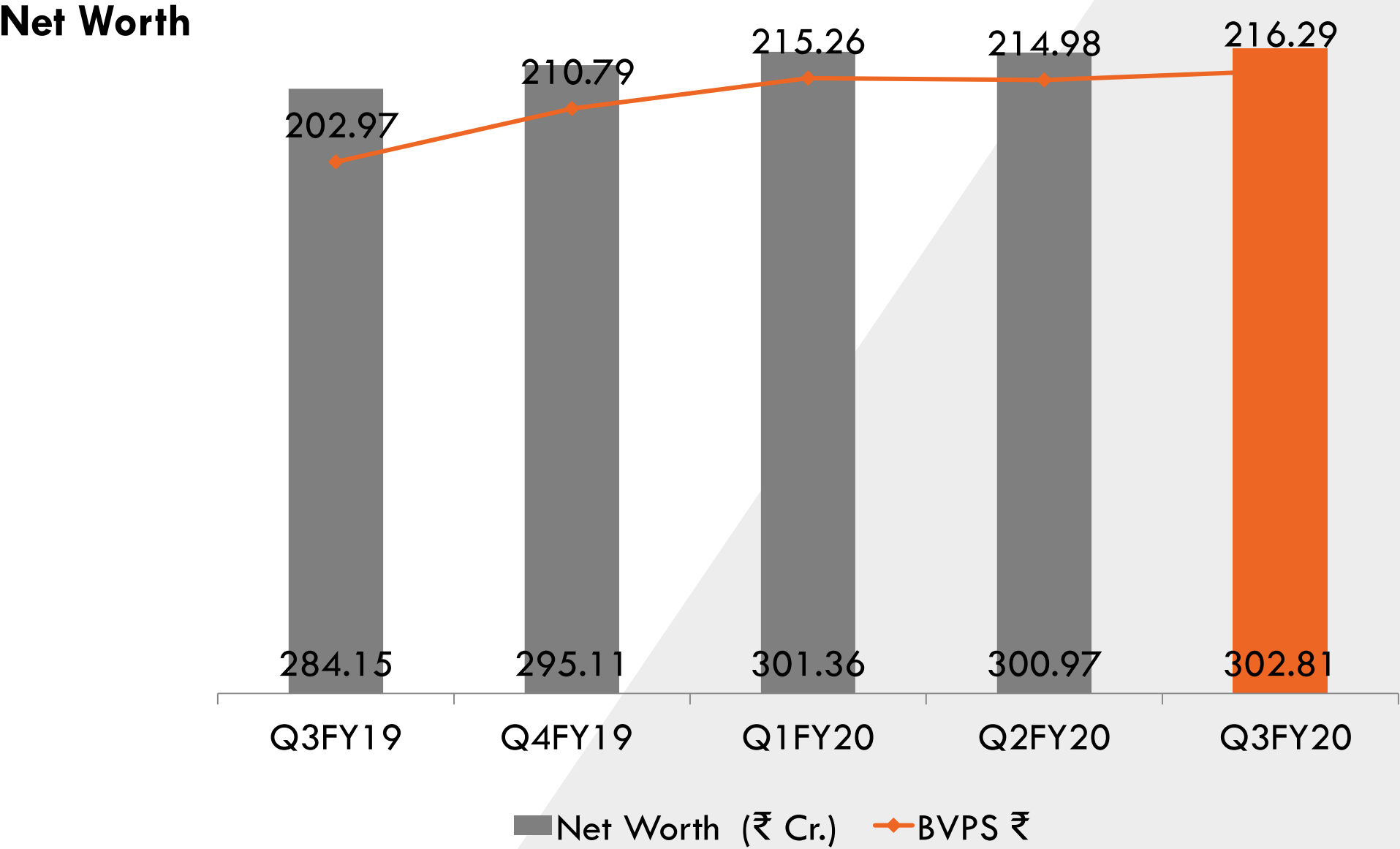
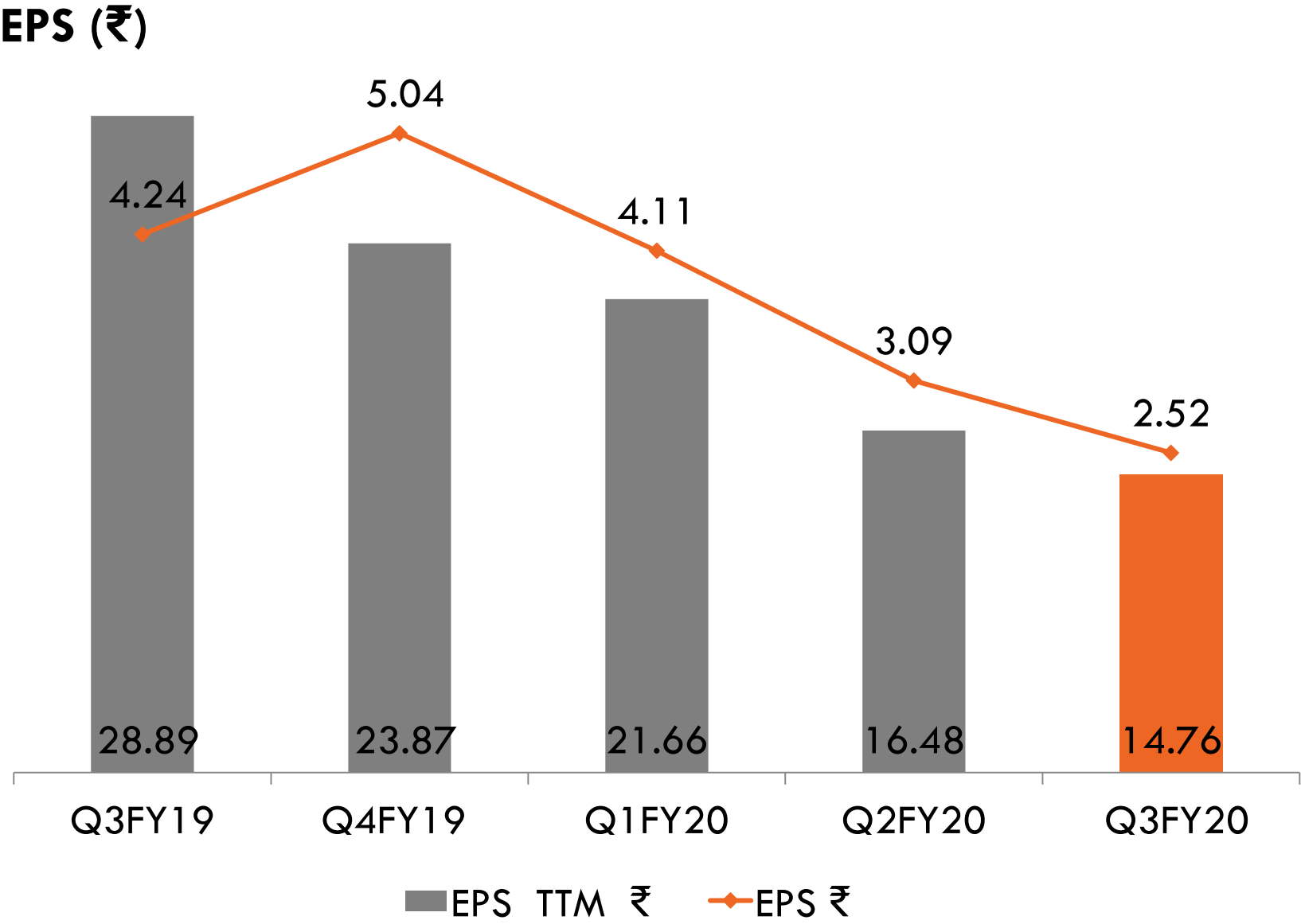
## EBIT



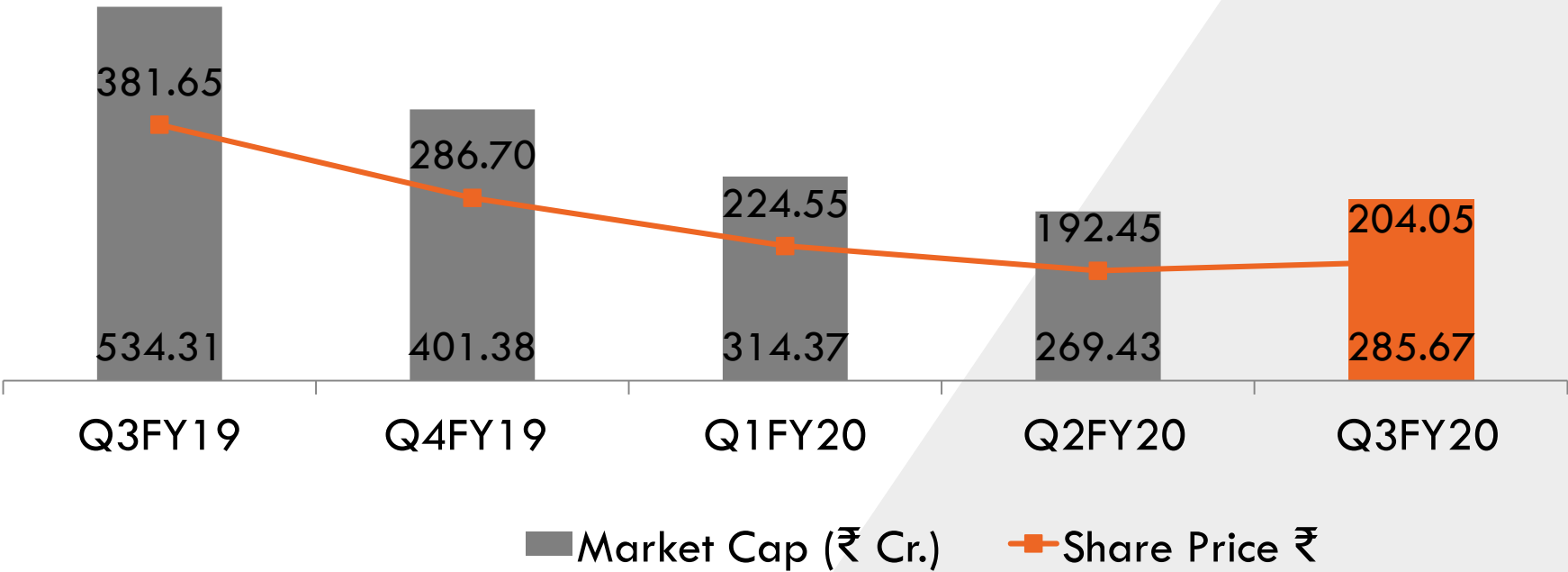
## PAT



# EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



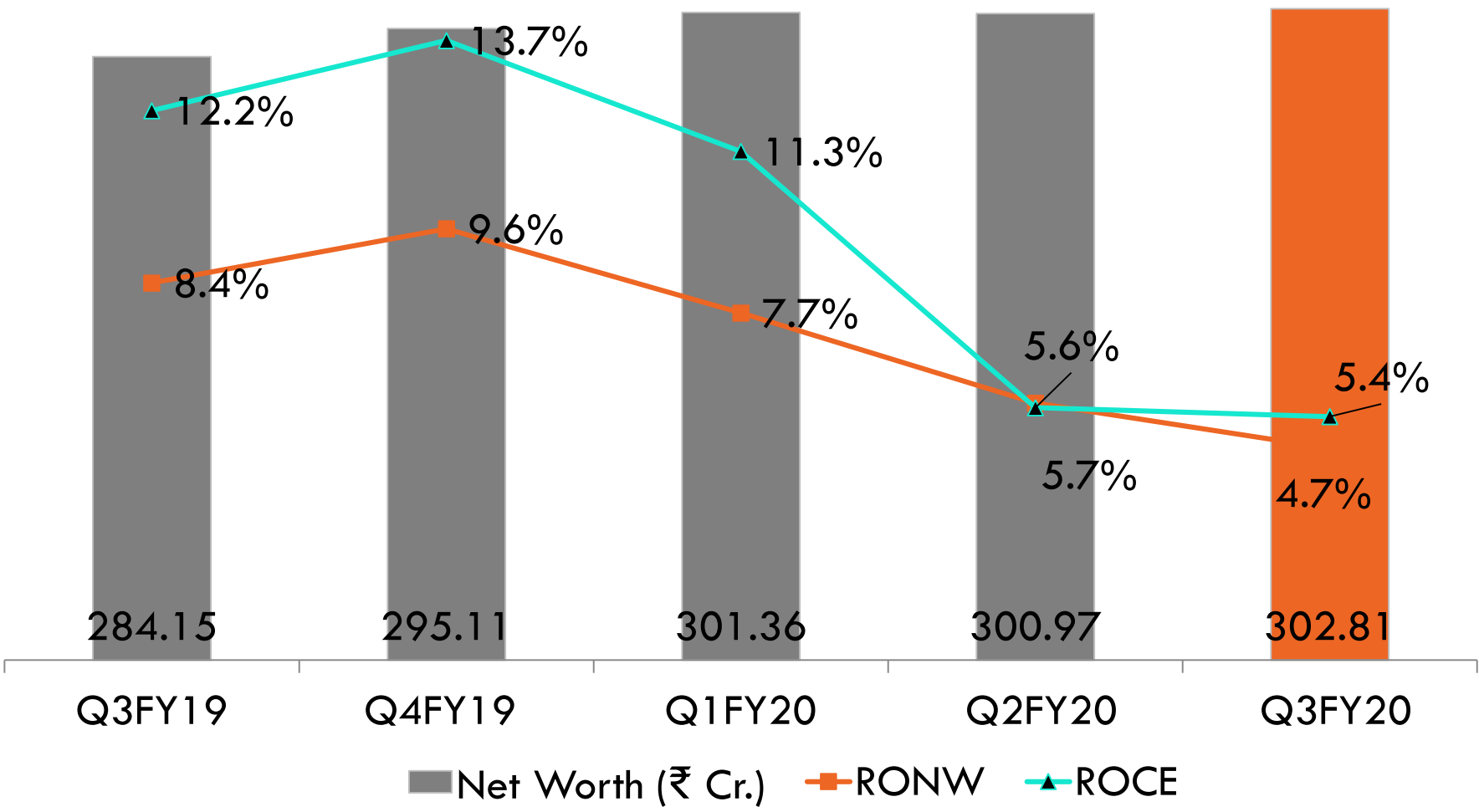
## Market Capitalisation (BSE)



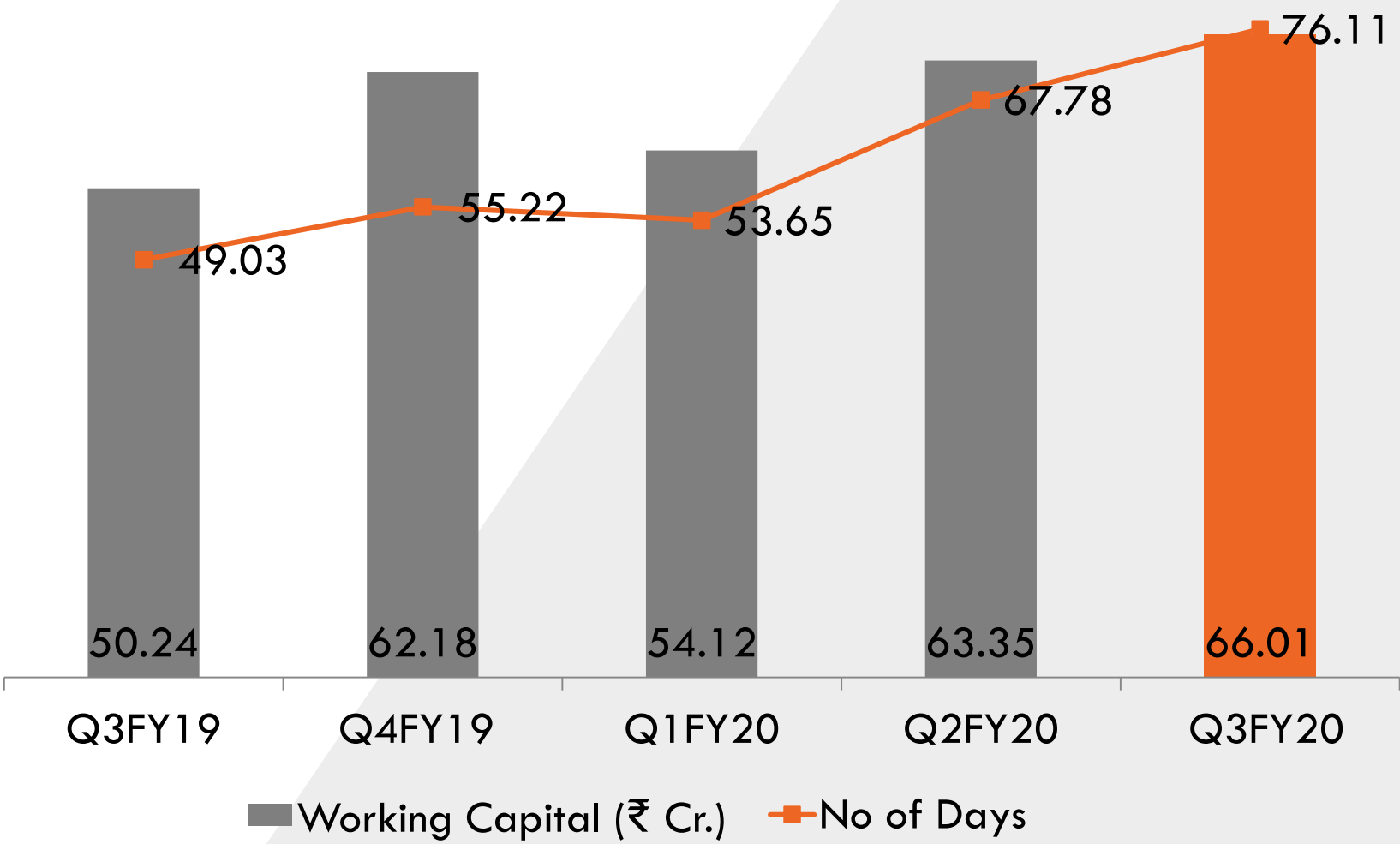
KEY RATIOS



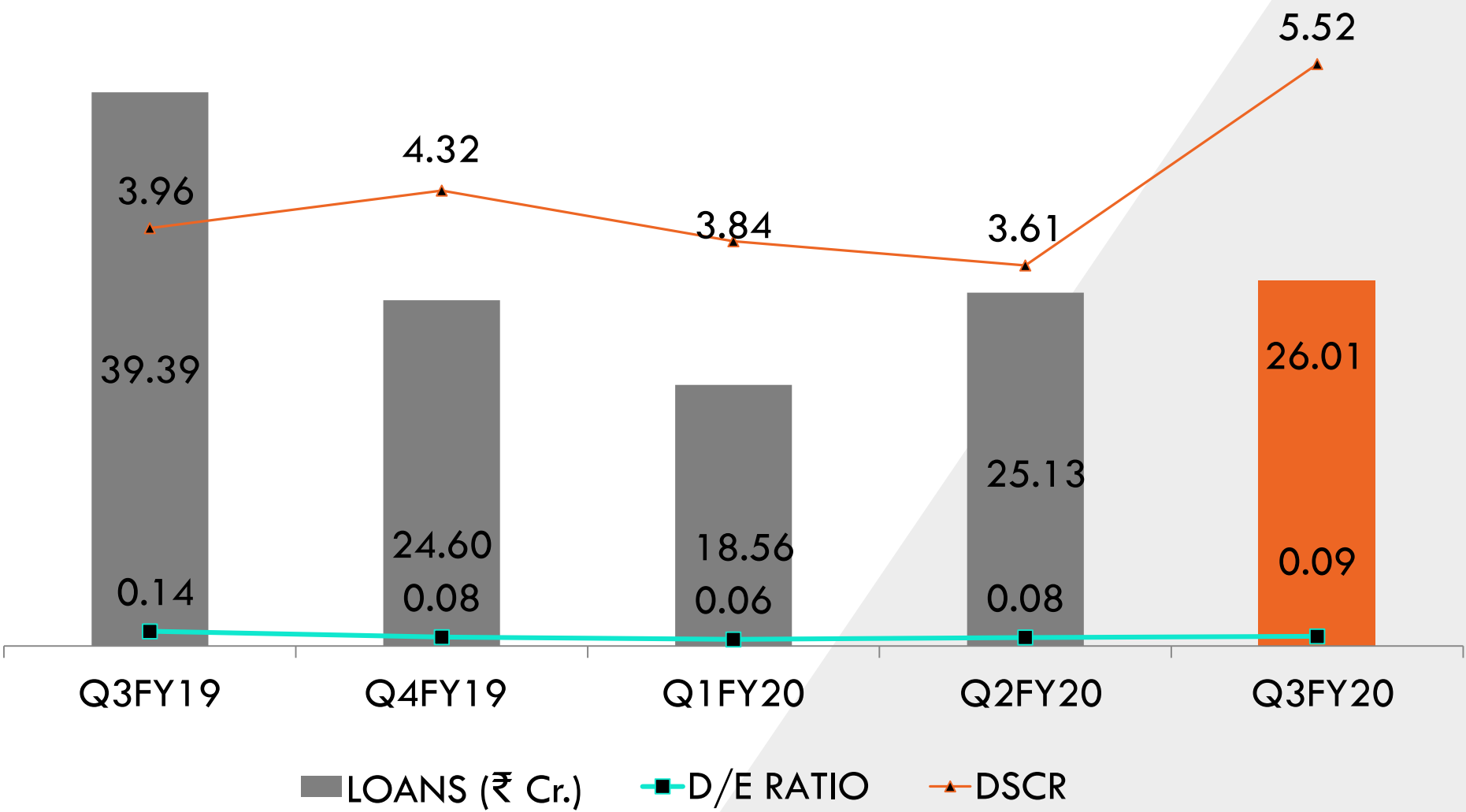
Net Worth



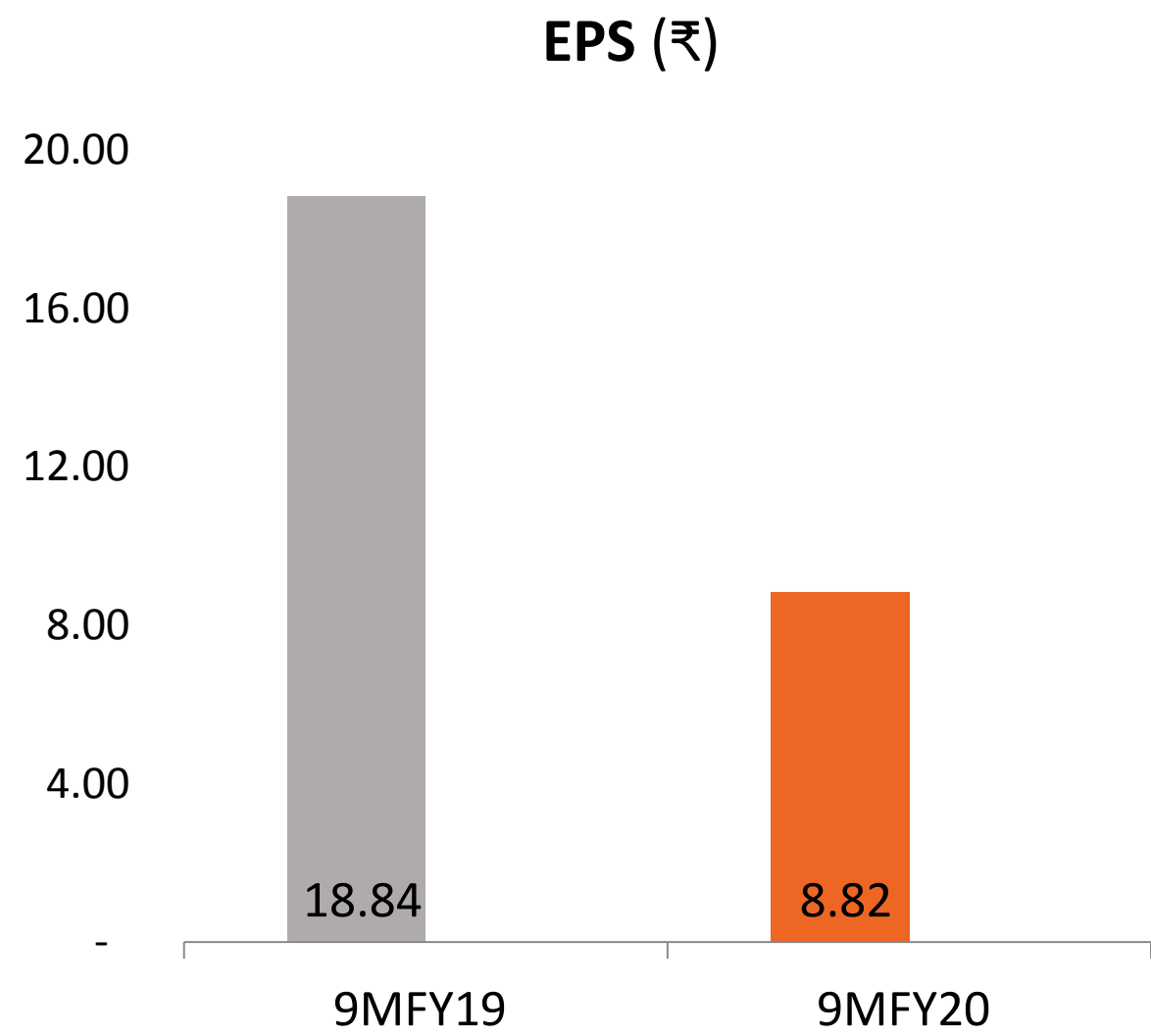
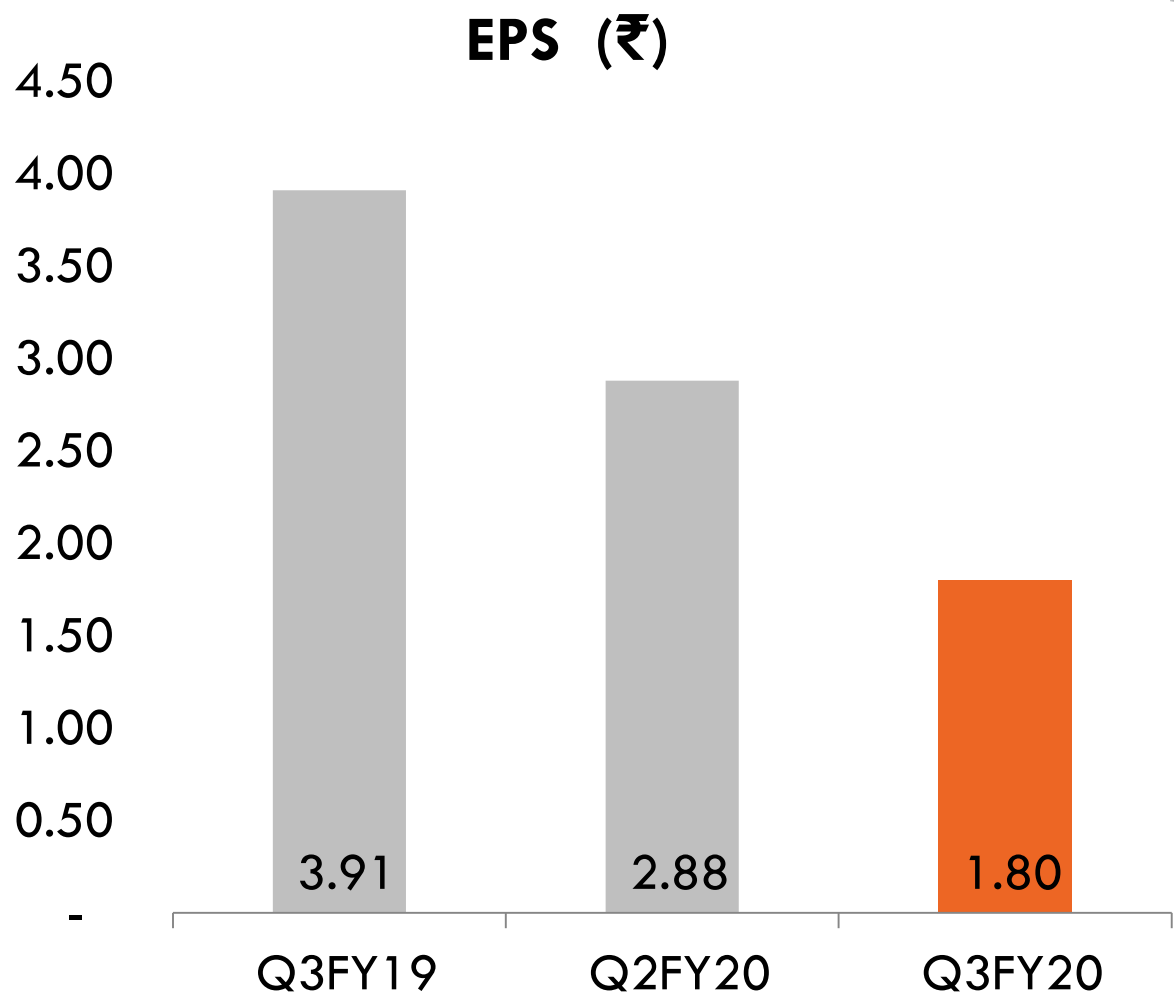
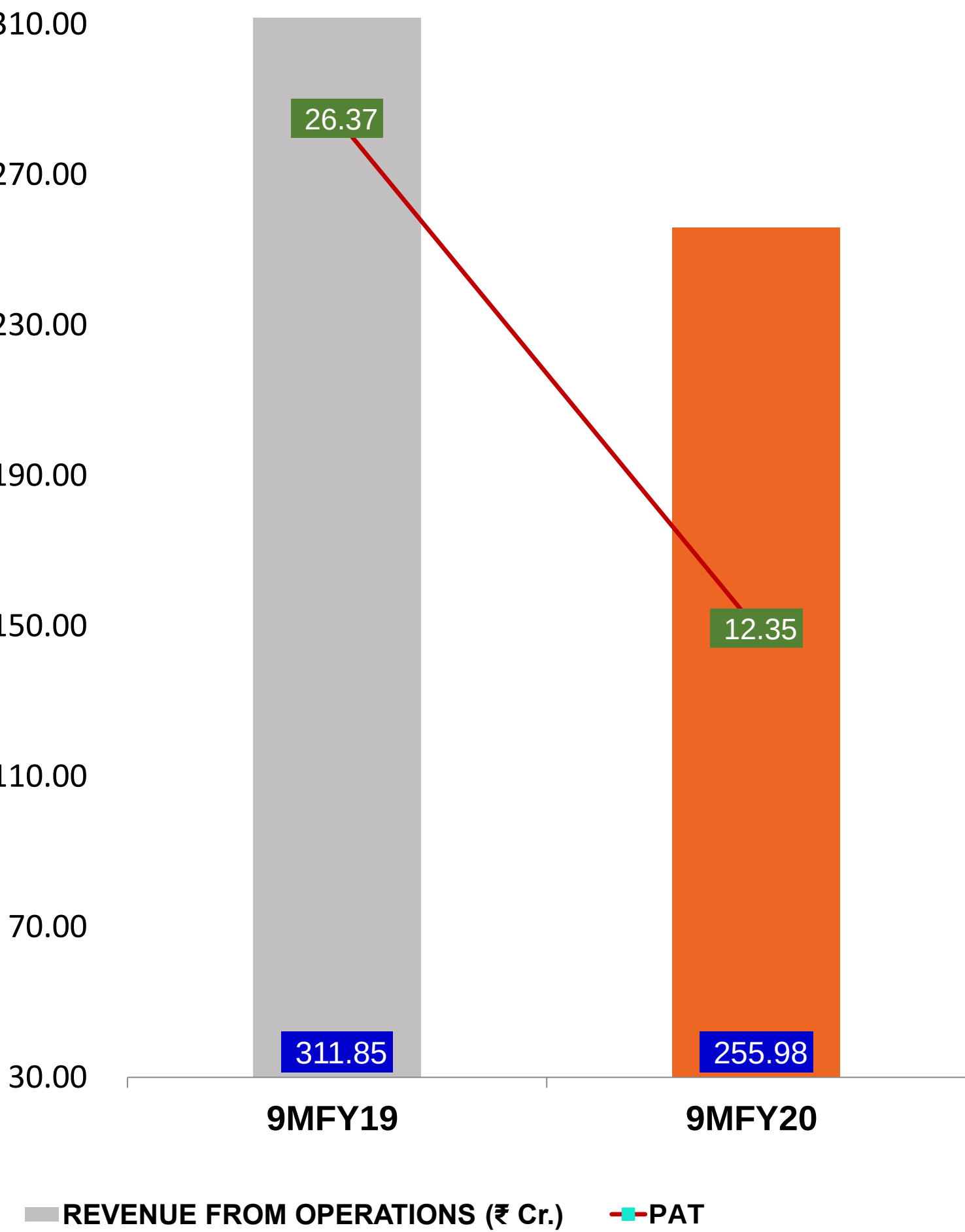
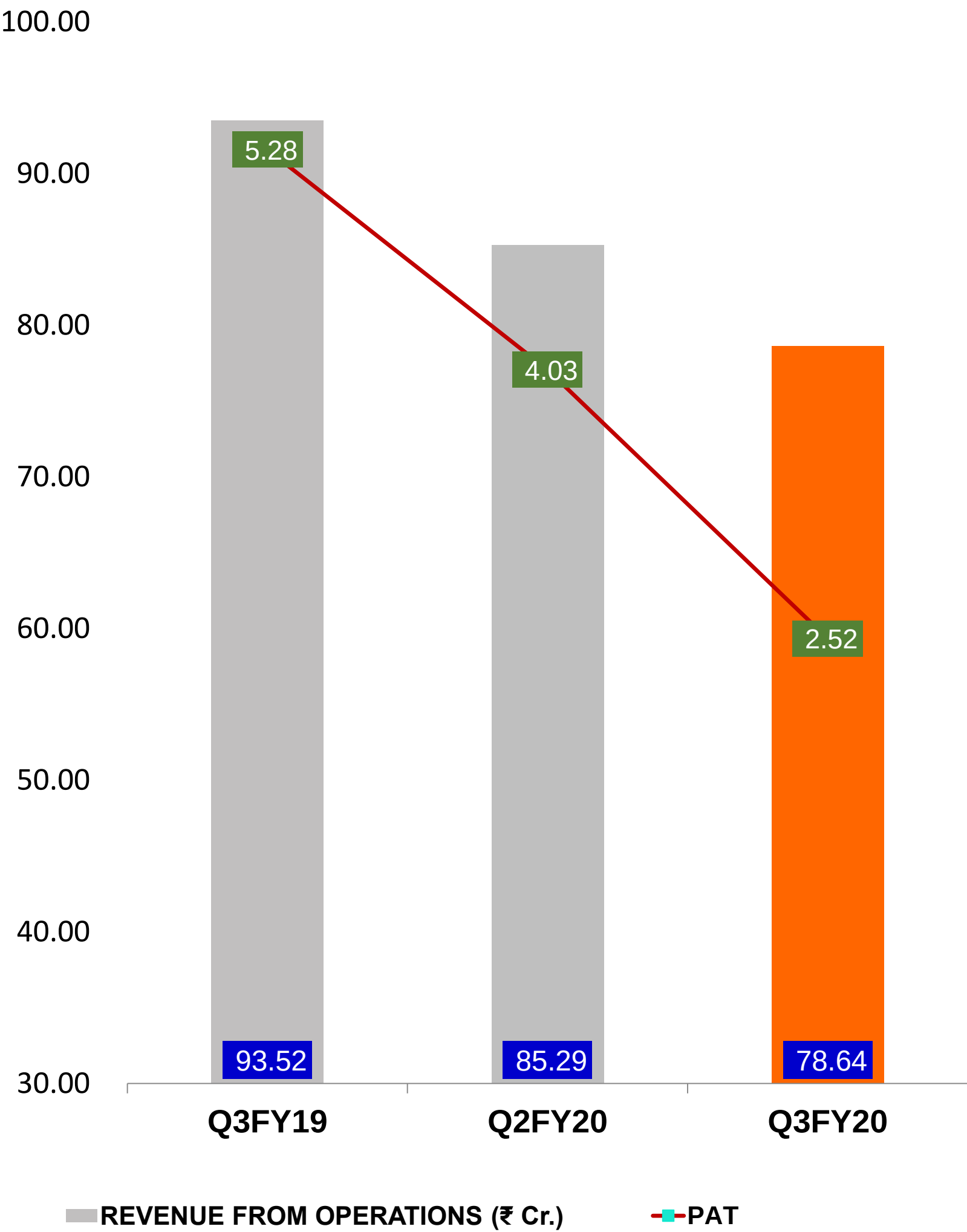
Working Capital



Loans



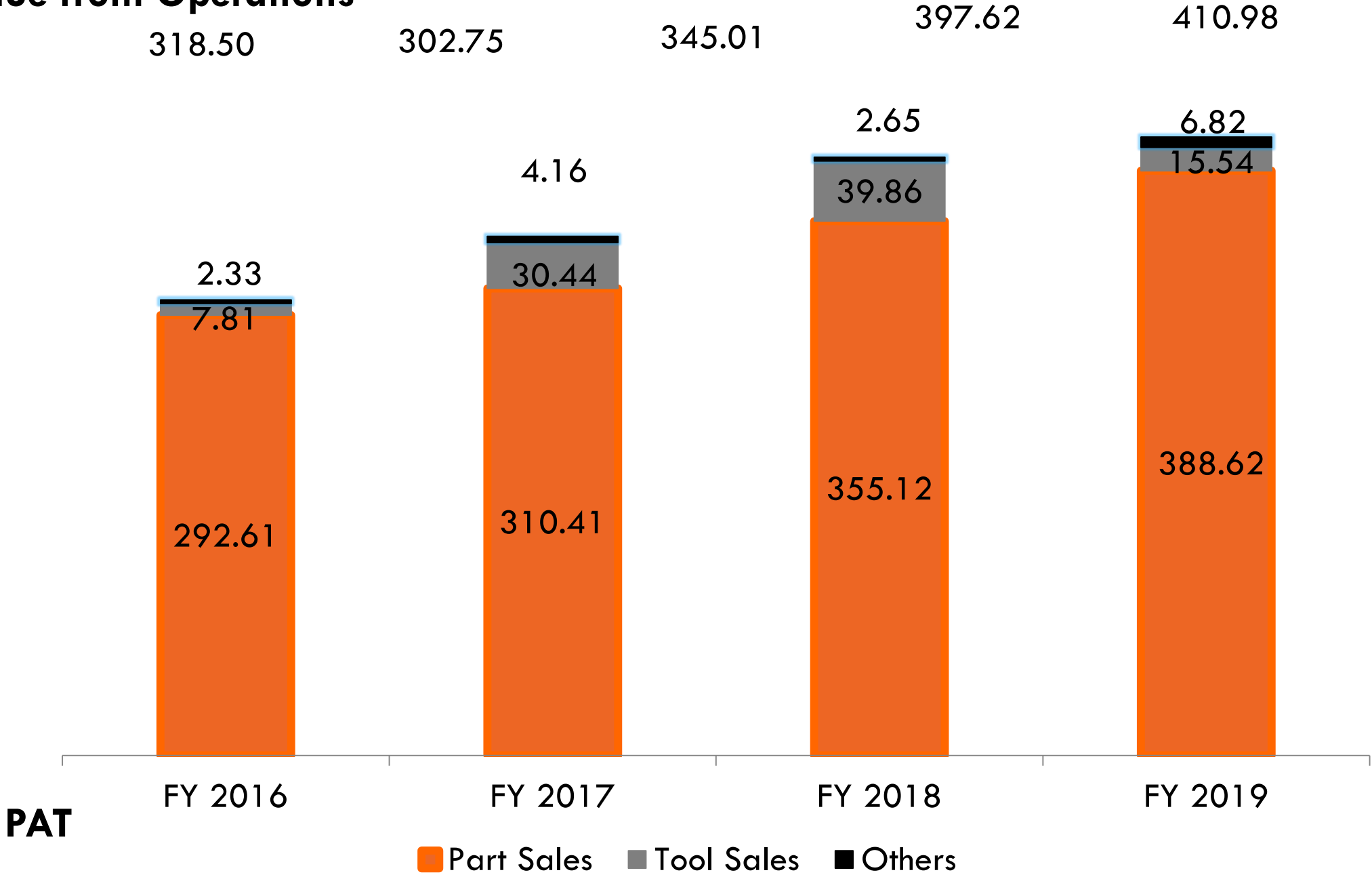
CONSOLIDATE SUMMARY



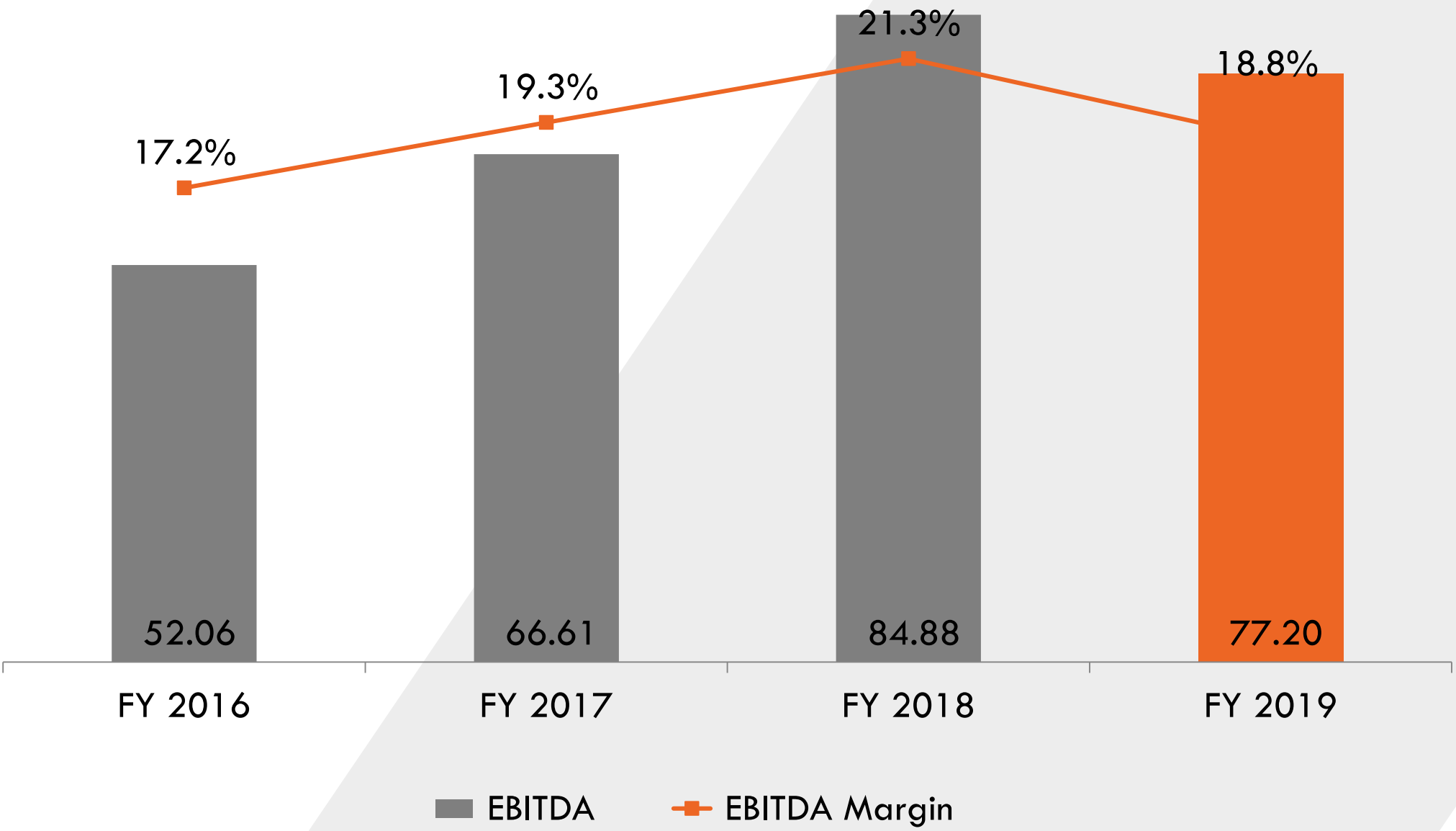
# FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) ( ₹ Cr.)



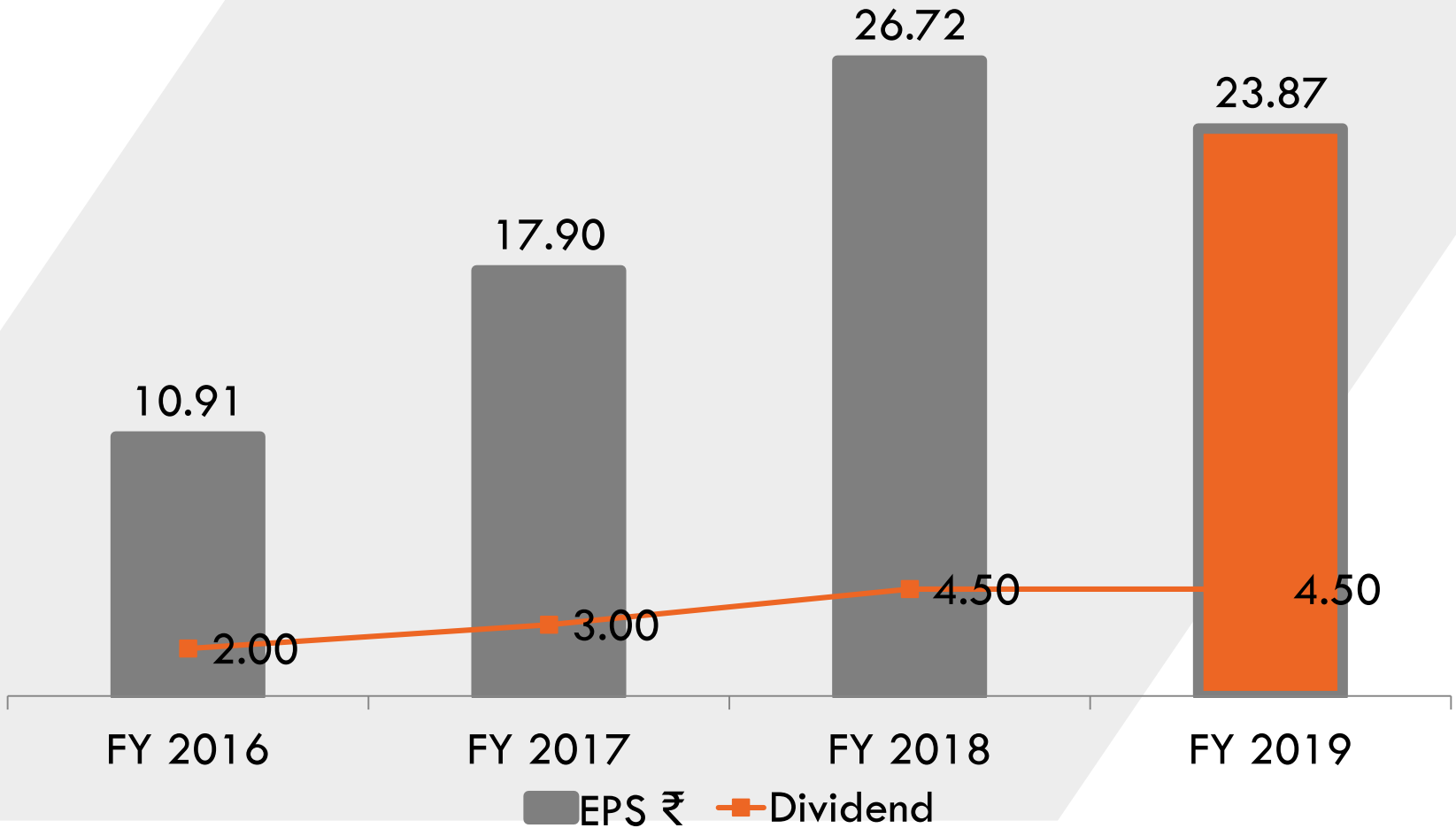
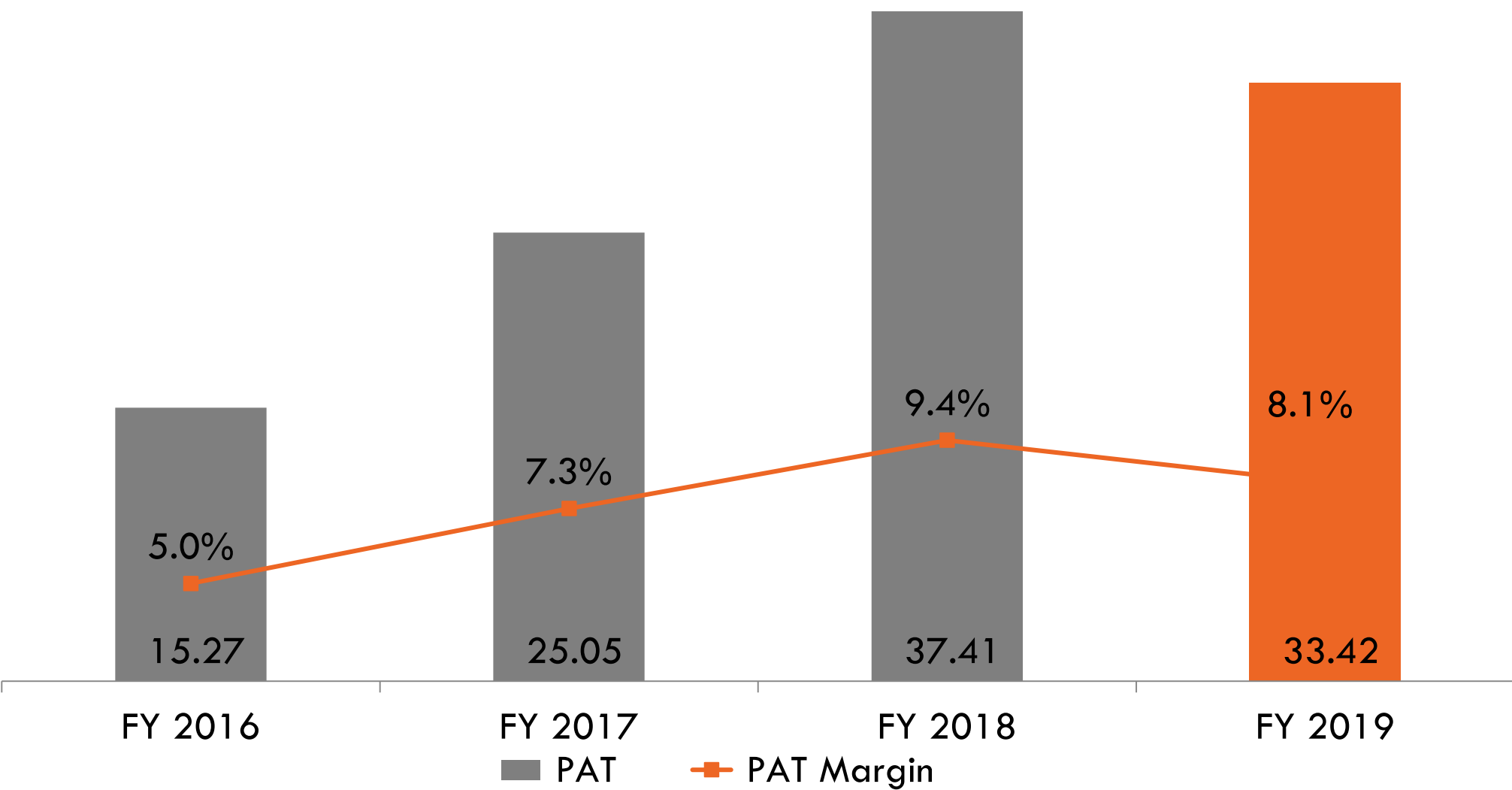
## Revenue from Operations



## EBITDA



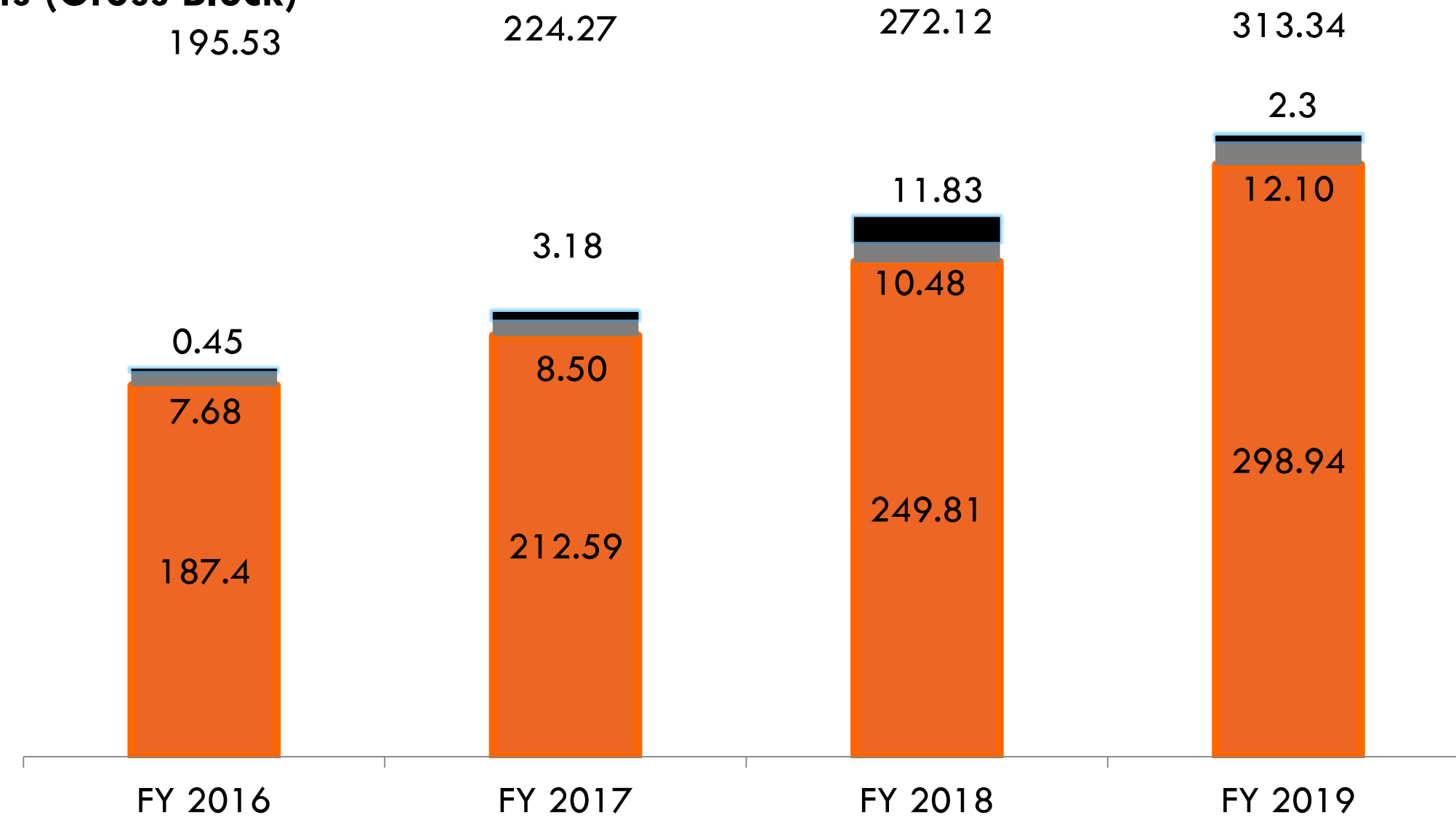
## EPS (₹)



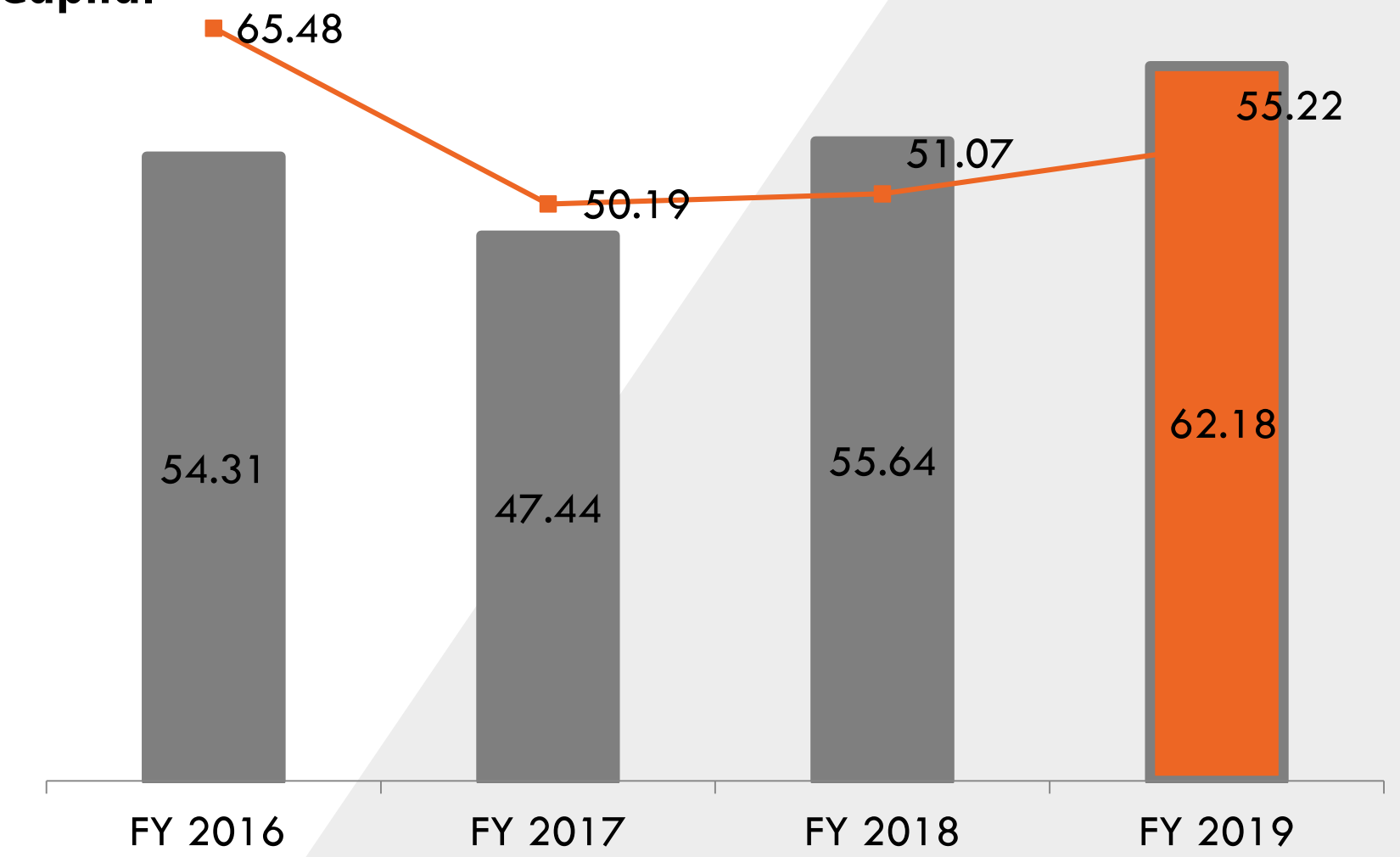
# FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) (₹ Cr.)



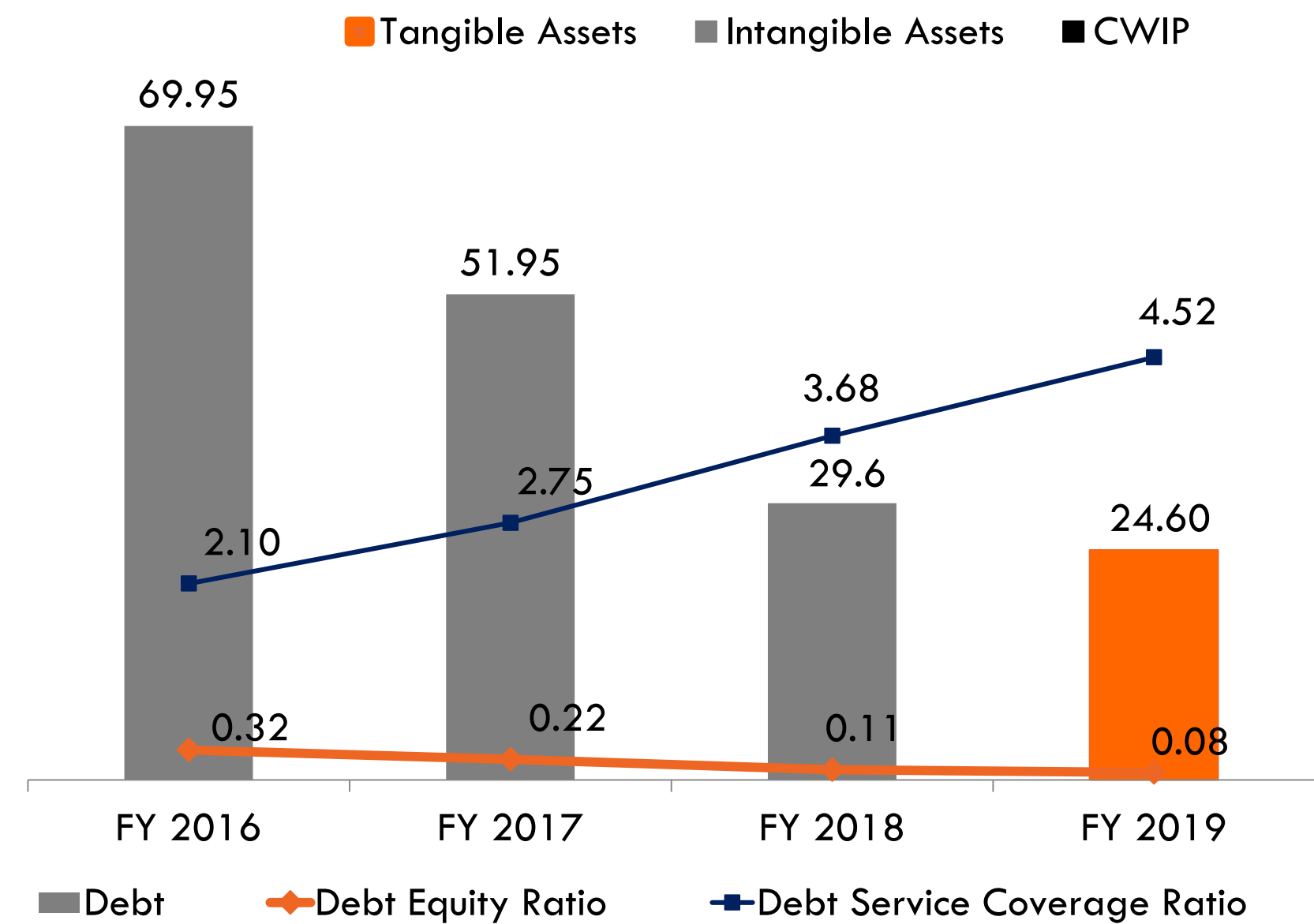
## Fixed Assets (Gross Block)



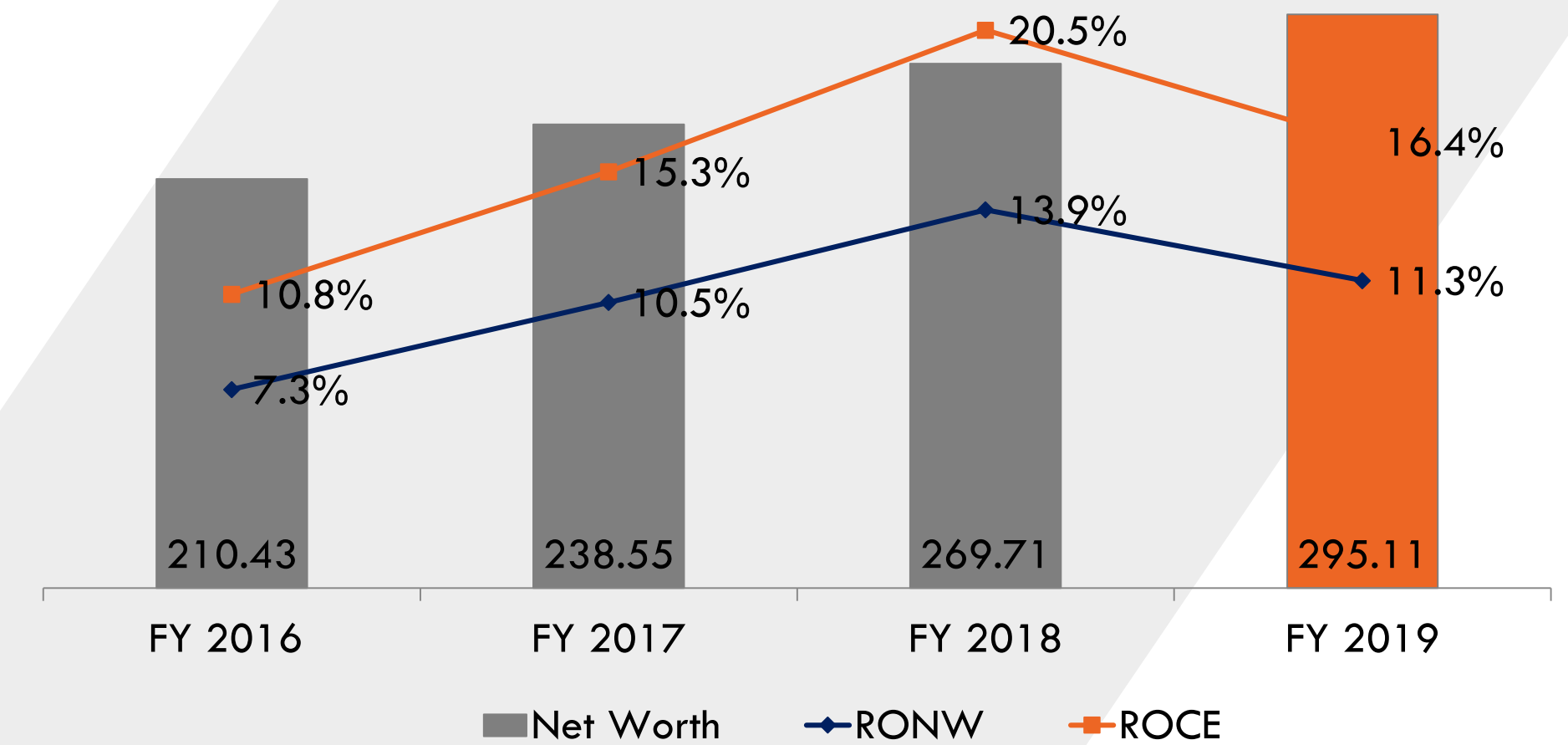
## Working Capital



## Debt



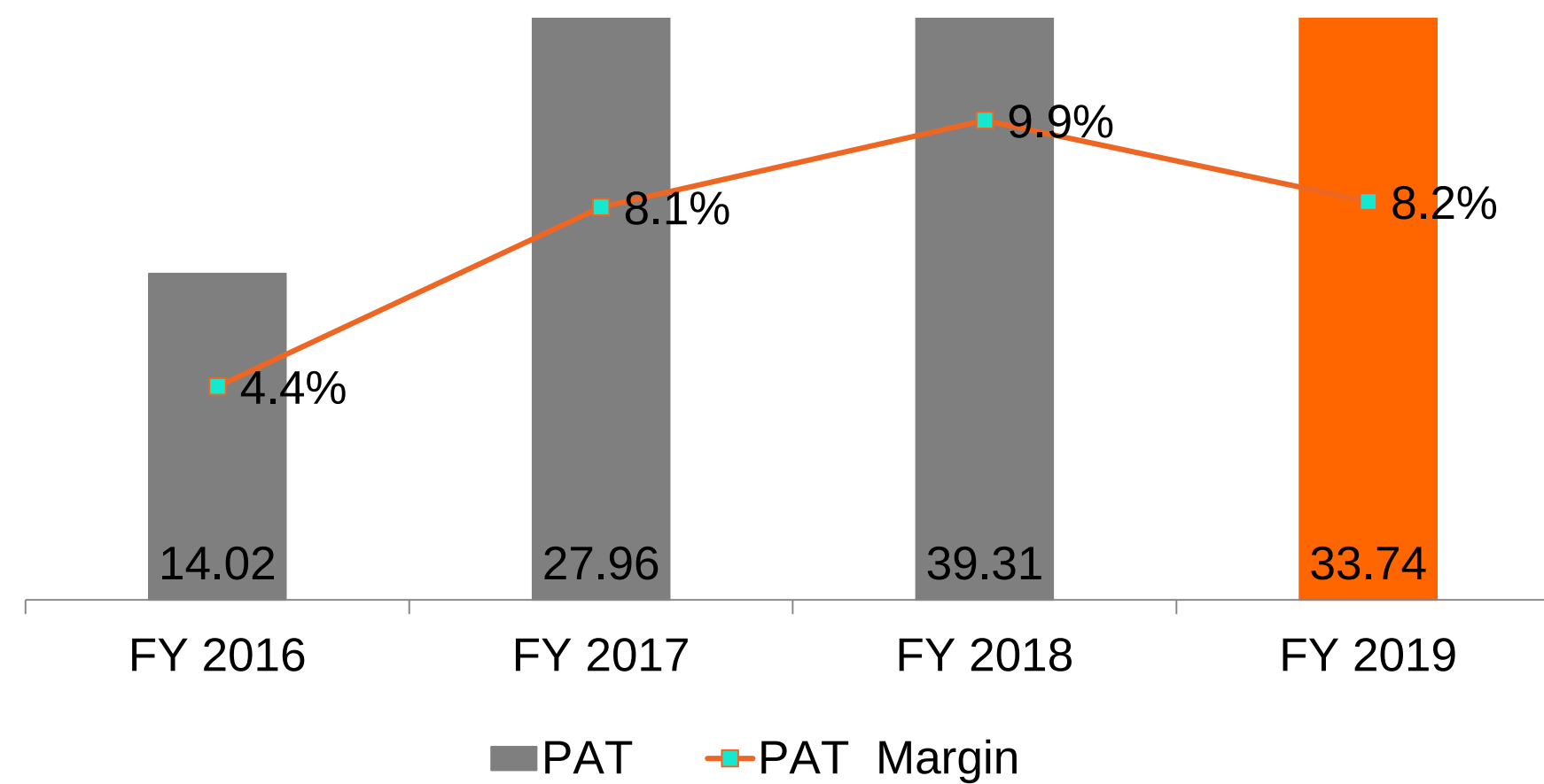
## Networth



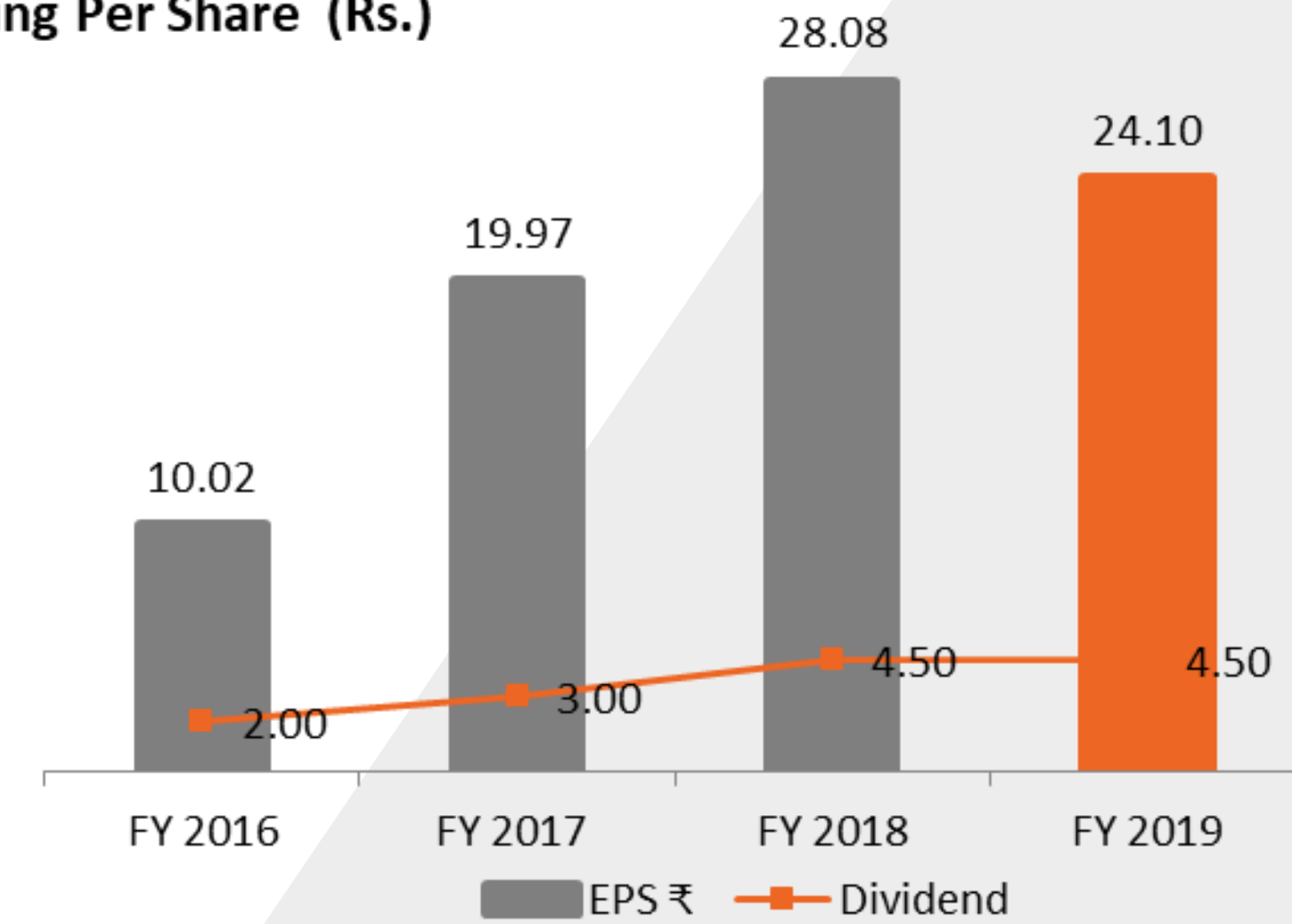
# CONSOLIDATED FINANCIAL SNAPSHOT (FY2016-2019) (₹ Cr.)



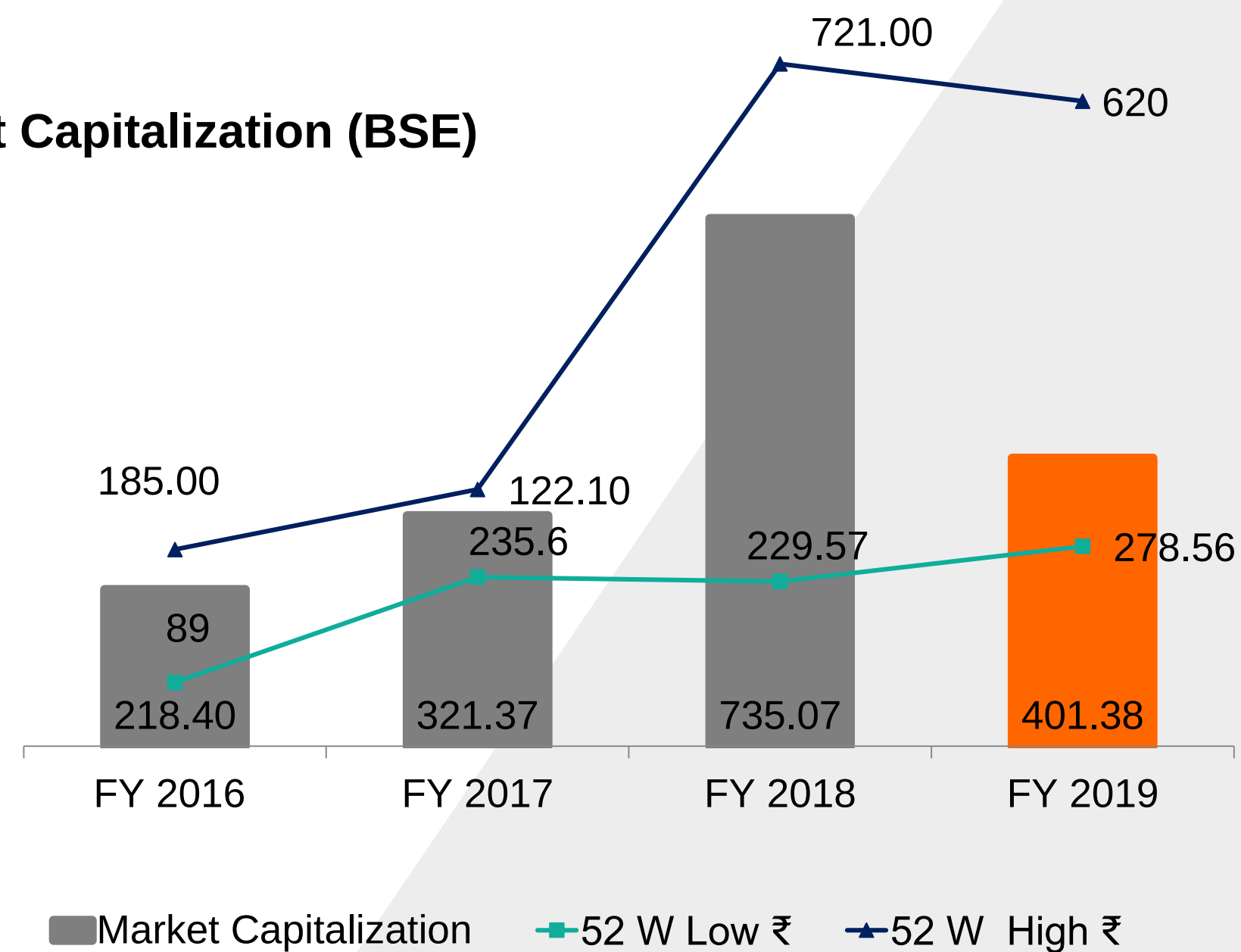
## PAT



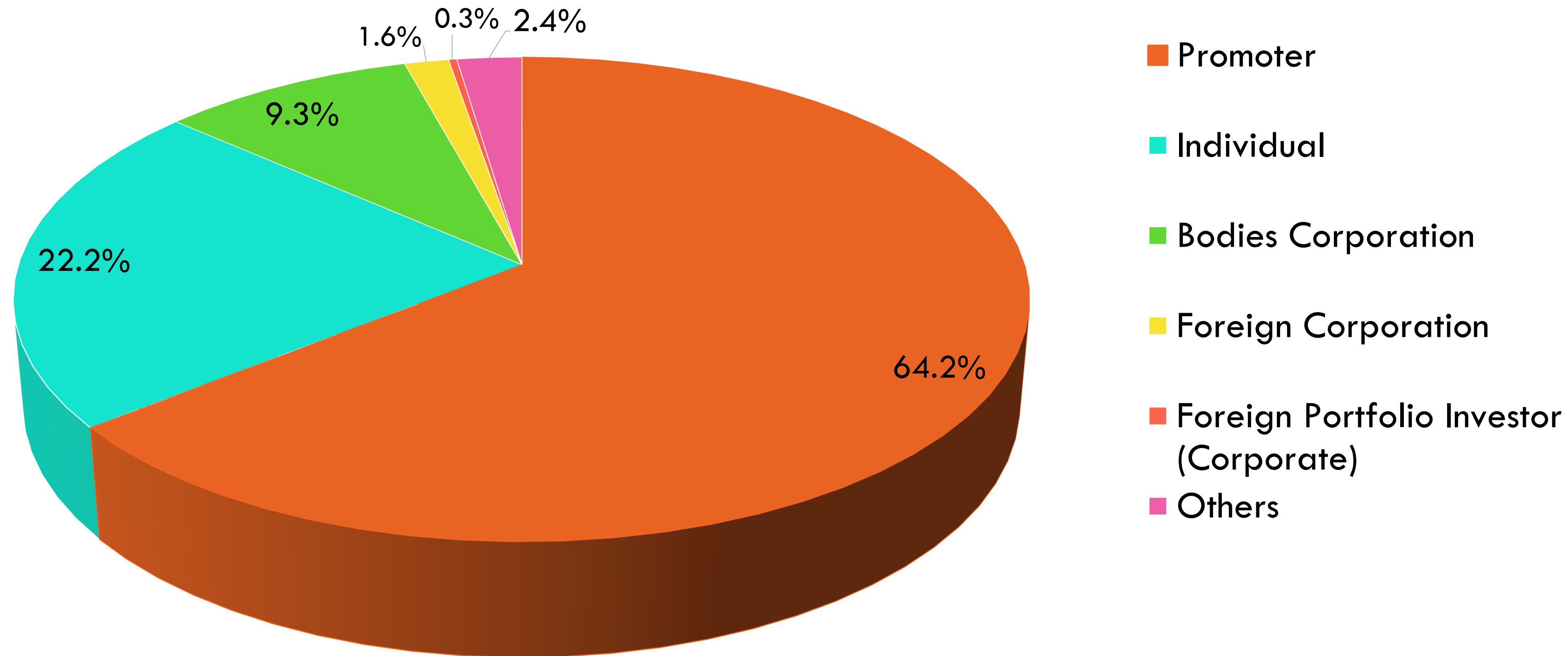
## Earning Per Share (Rs.)



## Market Capitalization (BSE)



## SHAREHOLDING PATTERN AS ON 31<sup>ST</sup> DECEMBER, 2019



MARKET CAPITALIZATION (BSE) ₹ 285.67 Cr.



Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

**PPAP Automotive Limited** will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



**For further information please contact:**

*Mrs. Sonia Bhandari*  
*PPAP Automotive Limited*  
*Ph: +91 120 2462552 / 53*  
*Email: [investorservice@ppapco.com](mailto:investorservice@ppapco.com)*

*Mr. Gaurav Girdhar*  
*Concept Investor Relations*  
*Ph: +91 7798232425, +91 022 40558934*  
*Email: [gaurav.g@conceptpr.com](mailto:gaurav.g@conceptpr.com)*

# THANK YOU