PPAP Automotive Limited

CIN No. 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

12th August, 2019

The Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
Symbol: 532934

The Listing Department
The 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 Unaudited Financial Results of the Company for the quarter ended 30th June, 2019.

Kindly take the same on record.

Thanking you,

Yours truly,
For **PPAP Automotive Limited**

Sonia Bhandari
Company Secretary

Investor Presentation

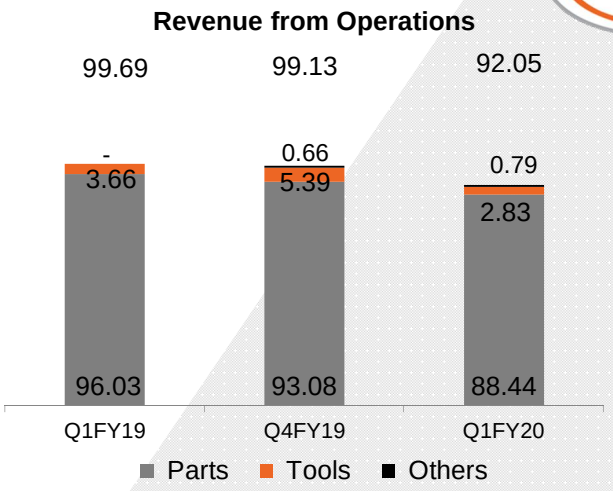
AUGUST 2019

PPAP Automotive Limited

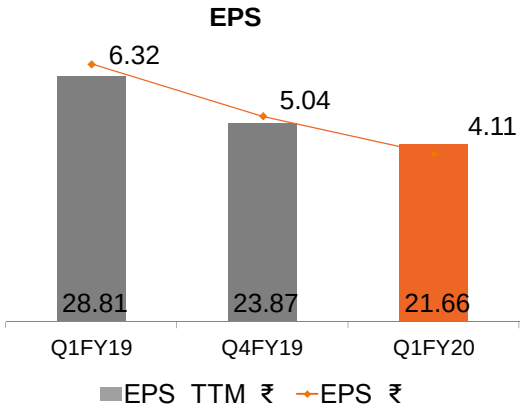
TAKING CHALLENGES, TOGETHER

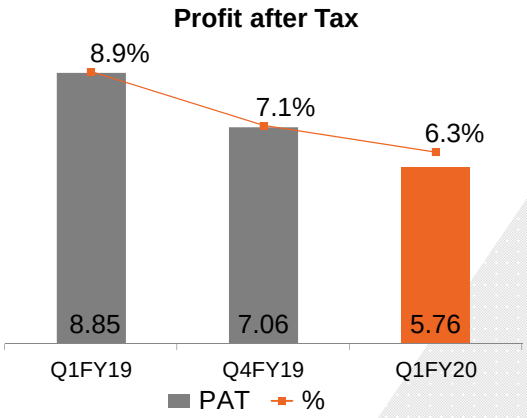
QUARTERLY FINANCIAL HIGHLIGHTS (QTR ON QTR)

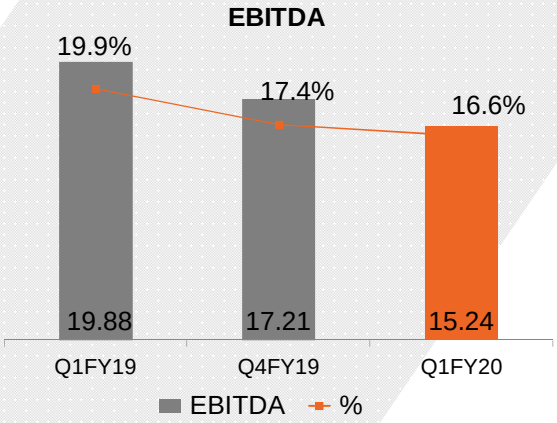
- Revenue from Operations at 92.05 cr and Part Sales at 88.44 cr
- PAT at ₹ 5.76 cr , 6.3% of Sales
- EBITDA at ₹15.24 cr, 16.6% of Sales
- EPS stood at ₹ 4.11
- Started supplies for Glanza, Suzuki Motorcycle Gixxer 250
- Awarded for Productivity- The Machinist Super Shop floor Awards 2018 , Zero Defect Supplies by Toyota Kirloskar, Achieving Target in Quality by Toyota Kirloskar and Appreciation Award for Partnership Day by Hyundai Motor India Limited



₹ Cr.







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"

1978
Incorporation of partnership firm

1985
Start of the Automotive Business
Added Maruti Suzuki as customer

1989
Technological tie up with Tokai Kogyo Co., Japan

1996
Established Plant - I (Noida)
Added Honda Cars as customer

2002, 2003
Certification of TS 16949 and ISO 14001
Established Plant - II (Noida)

2004, 2005
Added General Motors as customer
Added Toyota as customer
Certification of OHSAS 18001

2006, 2007
Added Tata Motors as customer
Technological tie up with Nissen Chemitec Corporation, Japan

2008, 2010
Listed on BSE / NSE
Established Plant - III (Surajpur)
Added Mahindra & Mahindra as customer
Added Renault Nissan and Ford India as customer

2012, 2014
Established Plant - IV (Pathredi, Rajasthan)
Established Plant - V (Tamil Nadu)

2015, 2016
Technological tie up with Tokai Seiki Co., Japan
Added Isuzu Motors as customer
Entered into LCV business - SML Isuzu
Entered into two-wheeler business - Suzuki Motorcycle

2018
Certification of ISO 50001
Established owned Plant - V at Vallam Vadagal (Tamil Nadu)
Established Plant - VI (Viramgam, Gujarat)
Established Plant - VII (Viramgam, Gujarat)

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 TATF 16949, ISO 14001, OHSAS 18001 and ISO 50001 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 Suppliers' 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

Member of Executive Committee of Honda Suppliers Club and Automotive Component Manufacturers Association of India

TECHNOLOGY PARTNERS

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

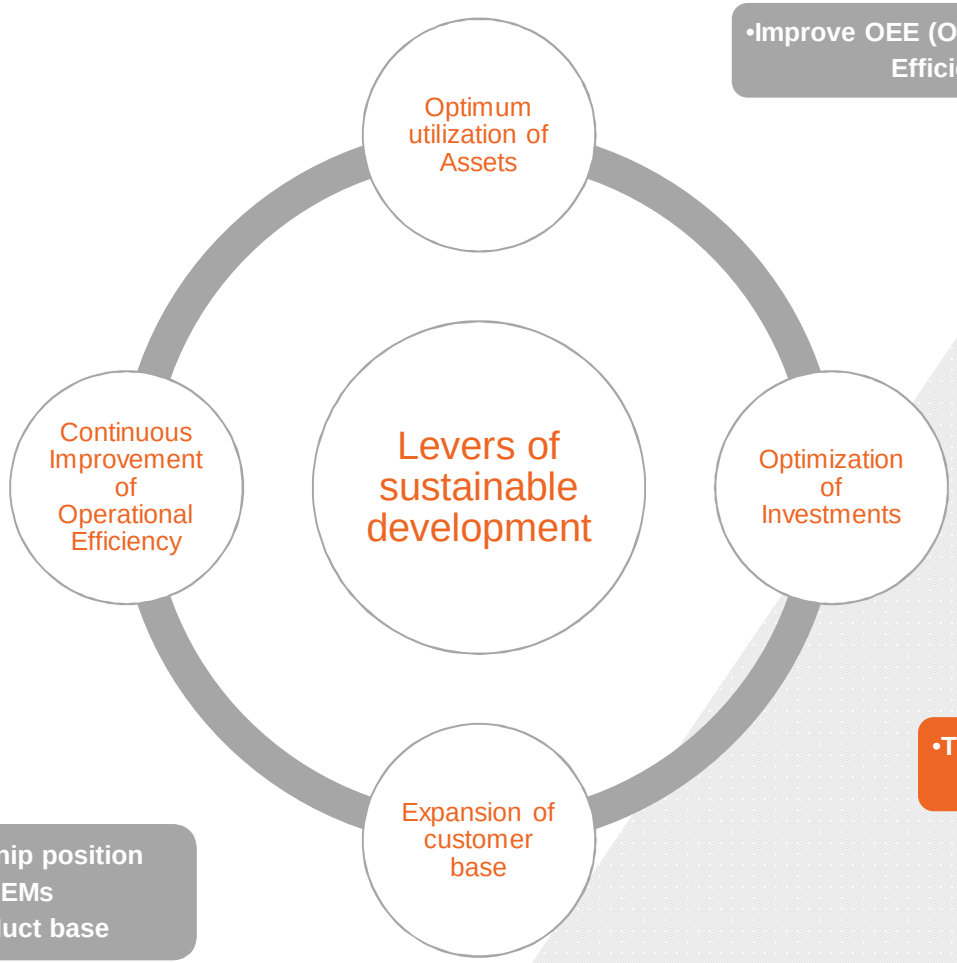
Healthy Financials

Cost sensitive Culture

STRATEGIC GROWTH LEVERS

•Improve OEE (Overall Equipment Efficiency)

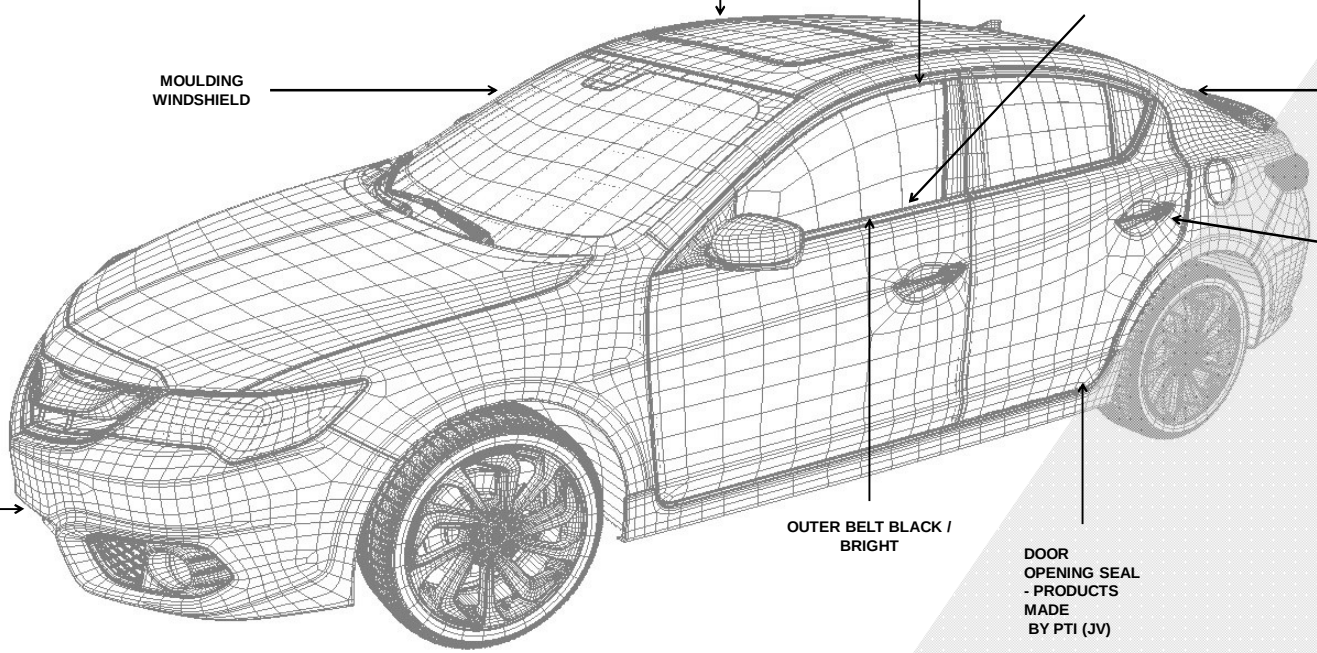
•International benchmarking
•Our mantra "Every Paisa Counts"
•Focus on cost optimization & operating leverage



•Timing, efficiency and best value proposition review

•Extend leadership position across OEMs
•Expand product base

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

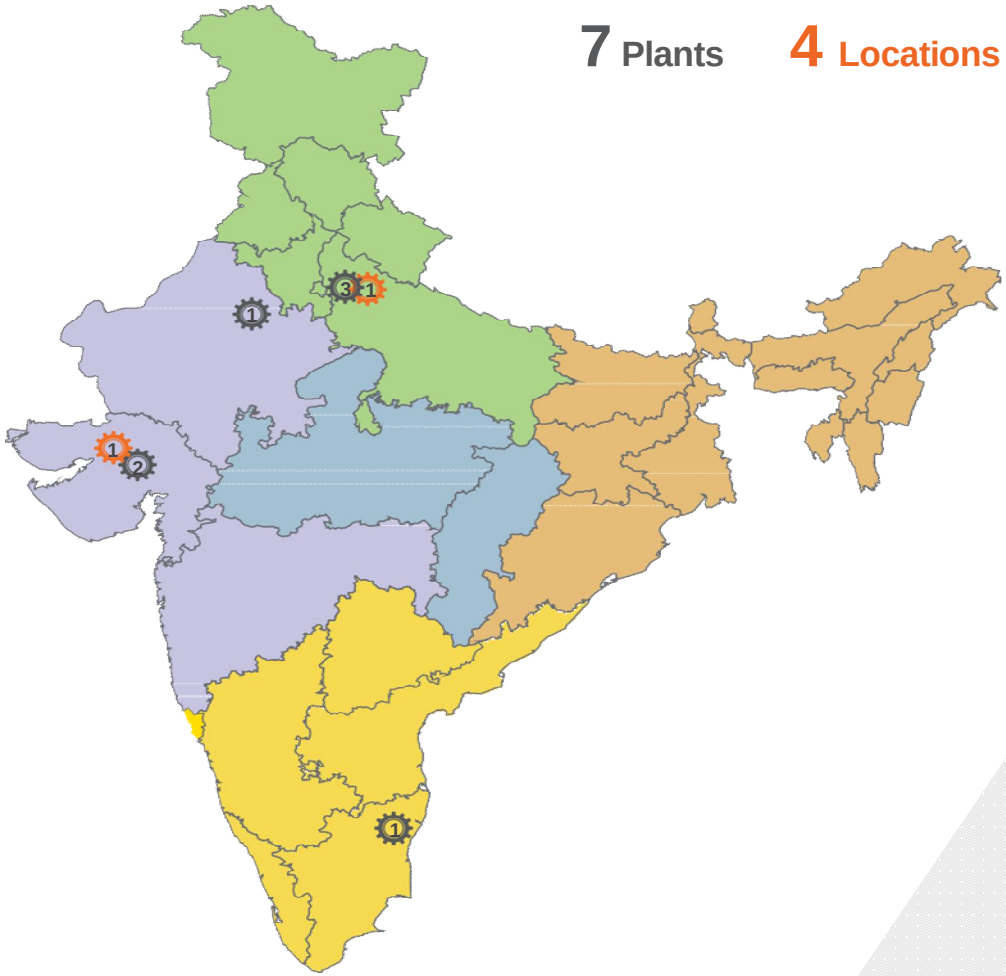
DOOR LINING

SPLASH GUARD

UNDER HOOD PRODUCTS

IN CABIN PRODUCTS

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)

CUSTOMER BASE & EXPORT COUNTRIES

PPAP

MARUTI SUZUKI | HONDA | NISSAN | TOYOTA | RENAULT | HYUNDAI

Mahindra | ISUZU | GM | MG | SUZUKI | SML ISUZU

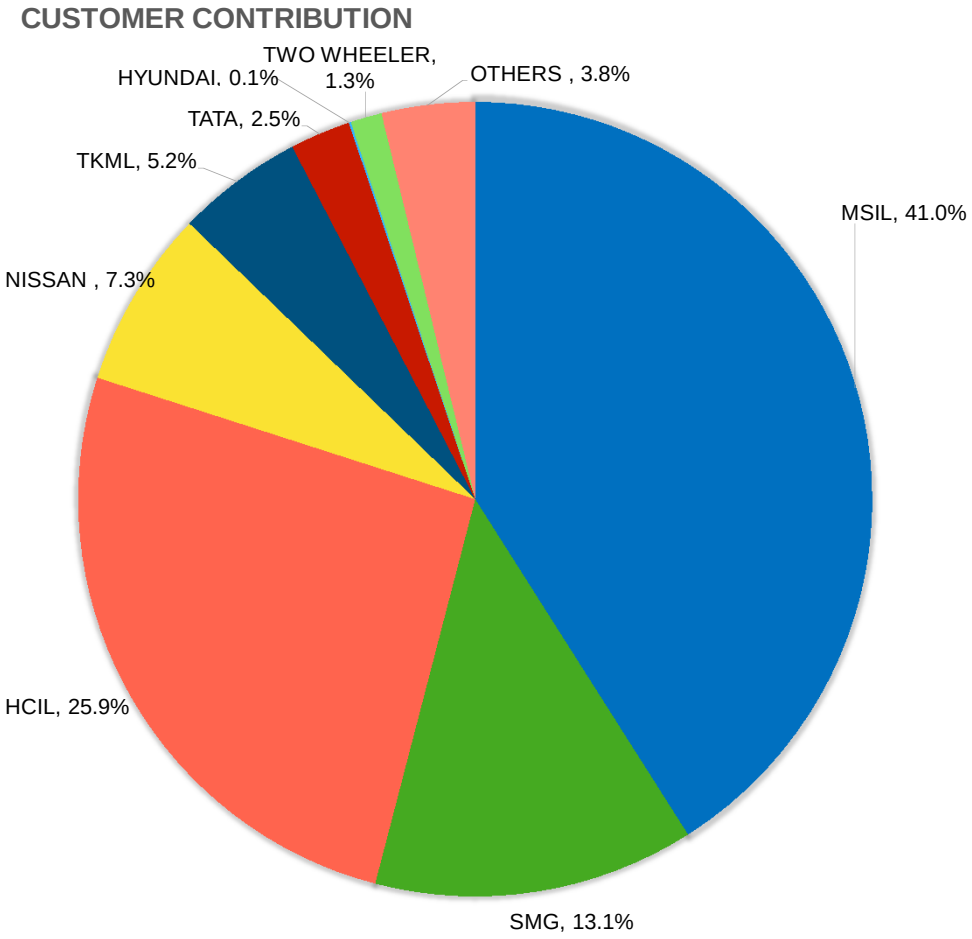
Ford | AIS | samvardhana motherson | TS TECH Co.,Ltd. | KRISHNA | Polyplastics Solution Platform for Engineering Plastics

SAINT-GOBAIN | NOVARES | GTC | MORIROKU | TOYOTA BOSHOKU | HWASEUNG | DAIMLER

CKD EXPORTS

JAPAN | USA | Brazil | Mexico | Venezuela | Thailand | United Kingdom | South Africa | Argentina

CUSTOMER BASE



OUR PRESENCE IN NEW MODELS

Glanza

Suzuki Motorcycle Gixxer 250

COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY

PPAP's Engineering Expertise

Plastic Extrusion

PVC / TPO / PP MATERIAL

4 Locations; 11 Extrusion Lines

(1 Extrusion line for trials)

Customised production lines (Make: Battenfeld Cincinnati, Windsor)

Bending technology, Welding technology, Chrome SUS extrusion, Notching technology

New rented facility in Gujarat under commissioning

Rubber Extrusion

EPDM & TPV MATERIAL

2 Location:

2 EPDM extrusion lines,1 TPV extrusion Line

Customised production lines (Make: Battenfield Cincinnati, Windsor)

Hard, Soft and Foam co-extrusion technology

New rented facility in Gujarat under commissioning

Injection Molding

PP / ABS / POM

3 Locations:

41 Machines

Range: 60 Tons – 2,500 Tons

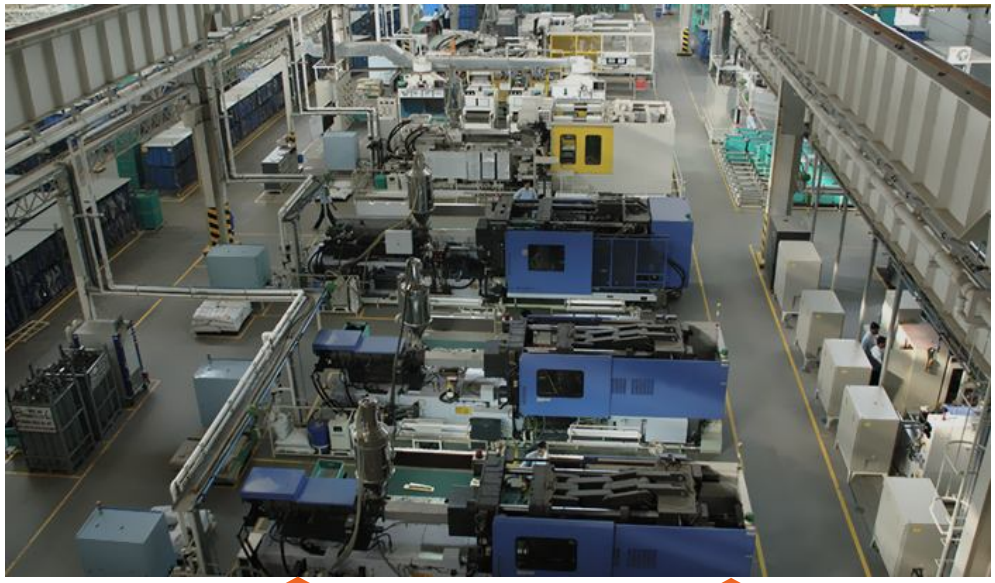
Make: Toshiba, Nissei, JSW, Fanuc, Toyo, Mitsubishi

Electric, Hybrid, Gas Assist, Sequential Gate Valve, Hot Runner technology available

Design | **Tool Manufacturing** | **Validation**

JV Company – PPAP Tokai India Rubber Pvt. Ltd.

CONTD……



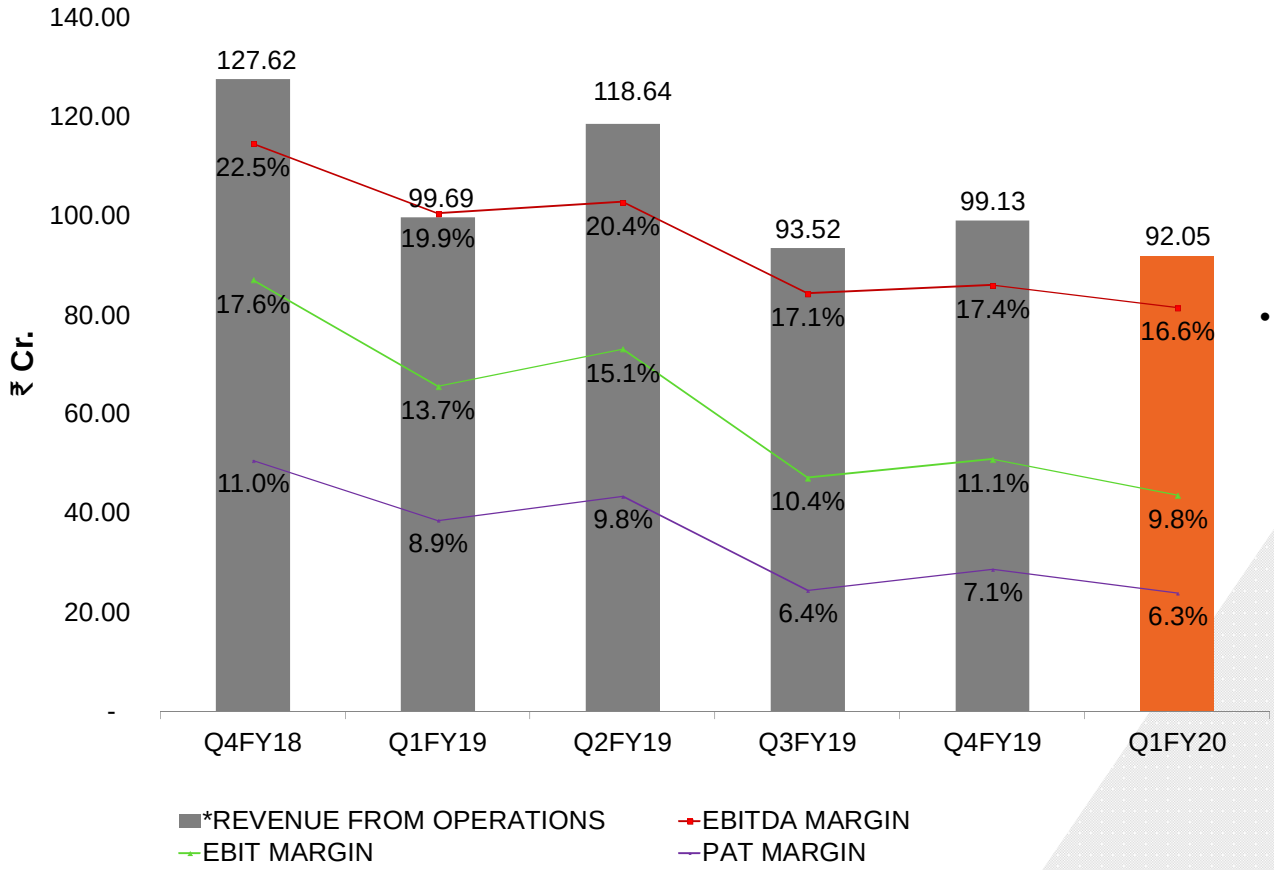
Injection Molding Plant

Plastic Extrusion Plant

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

SUMMARY

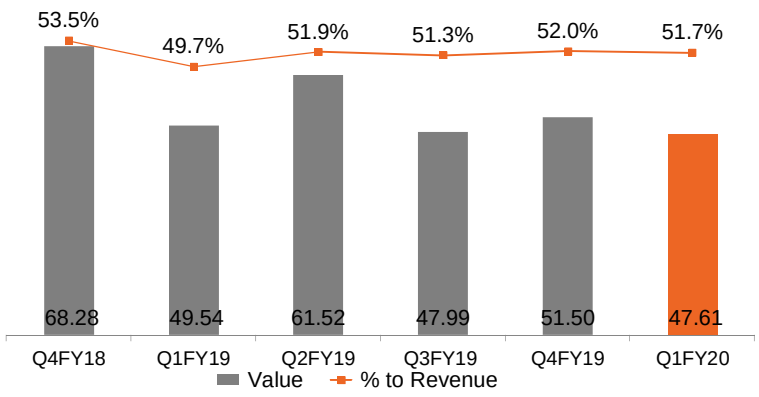


- Revenue from Operations stood at ₹ 92.05 cr in Q1FY20 v/s ₹ 99.69 cr in Q1FY19

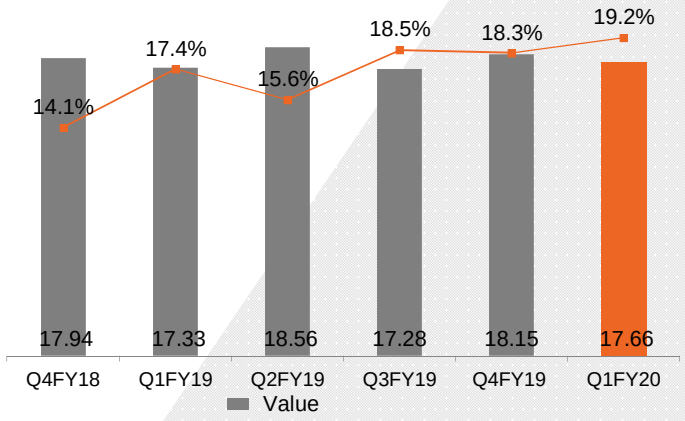
*** Net of Excise**

MAJOR EXPENSES (₹ Cr.)

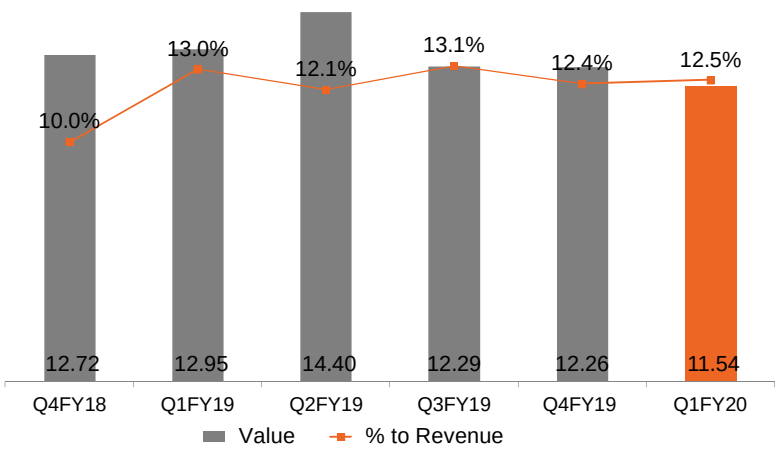
Materials



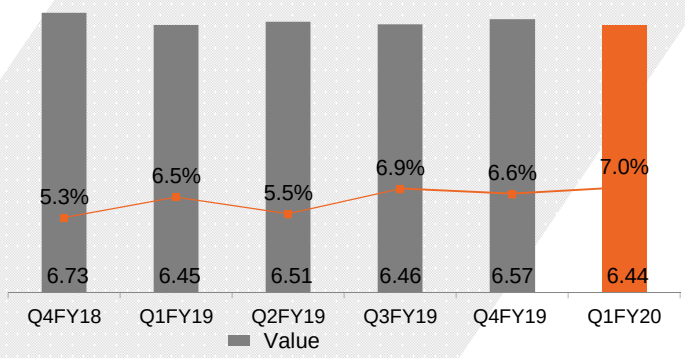
Employee Benefits



Other Expenses

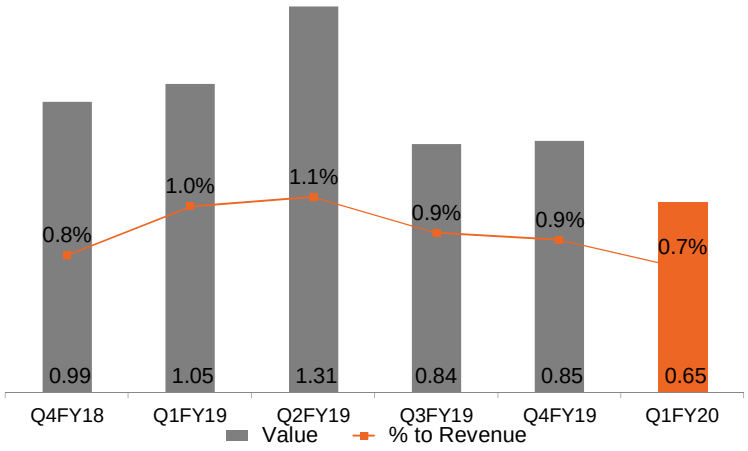


Depreciation

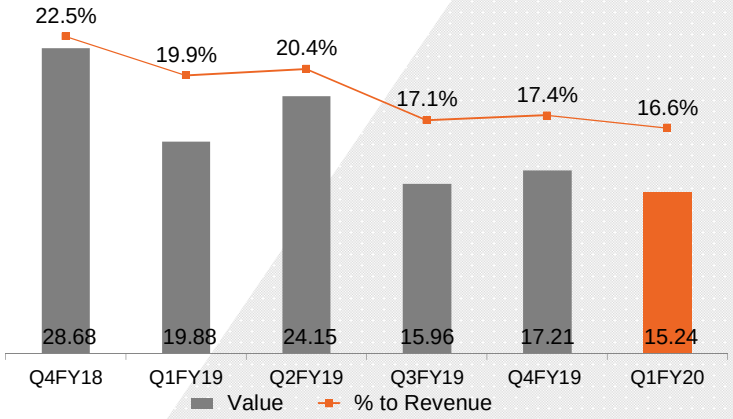


INTEREST & EARNINGS (₹ Cr.)

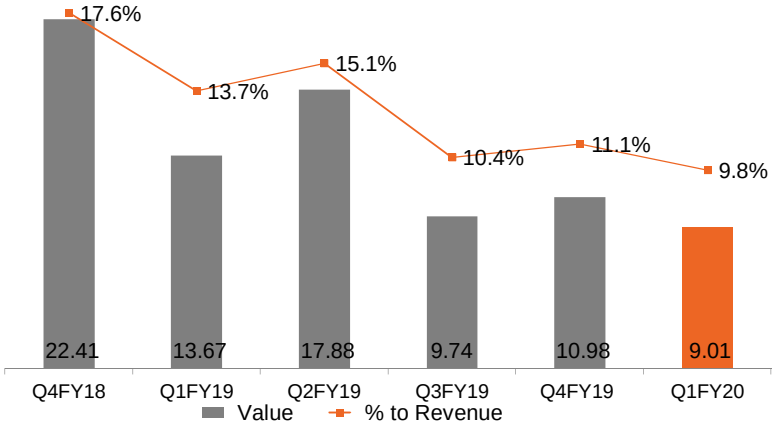
INTEREST



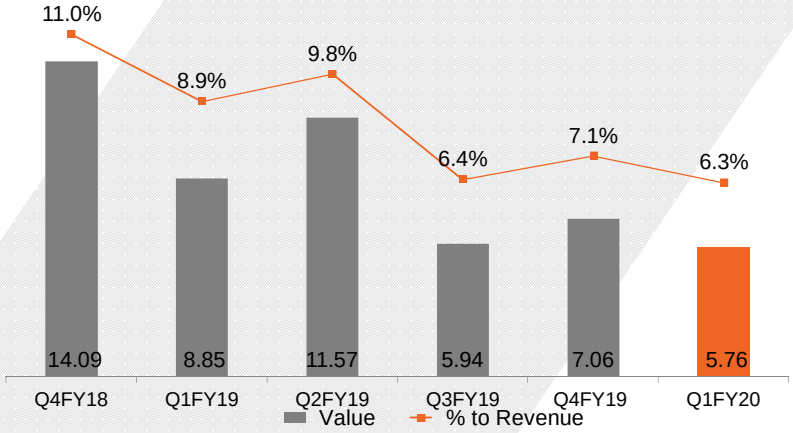
EBITDA



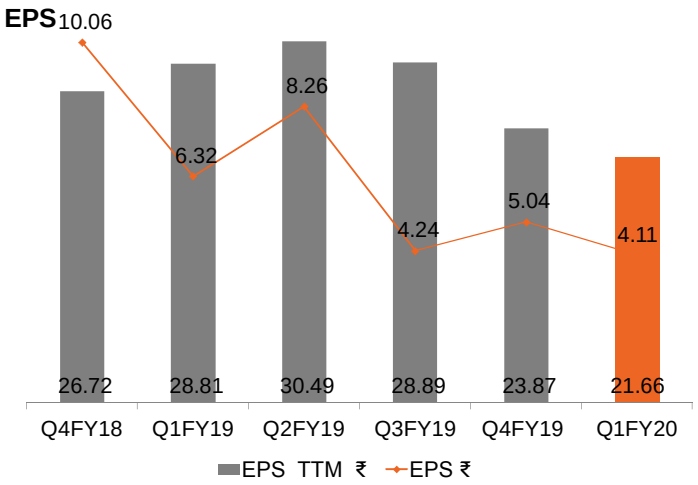
EBIT

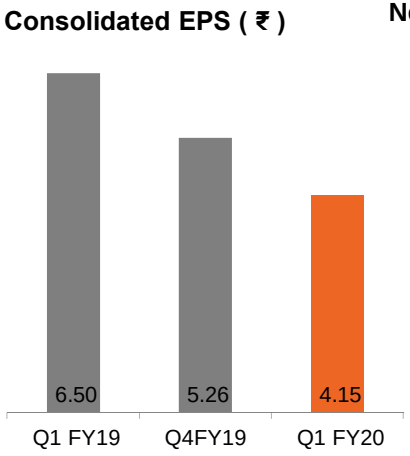


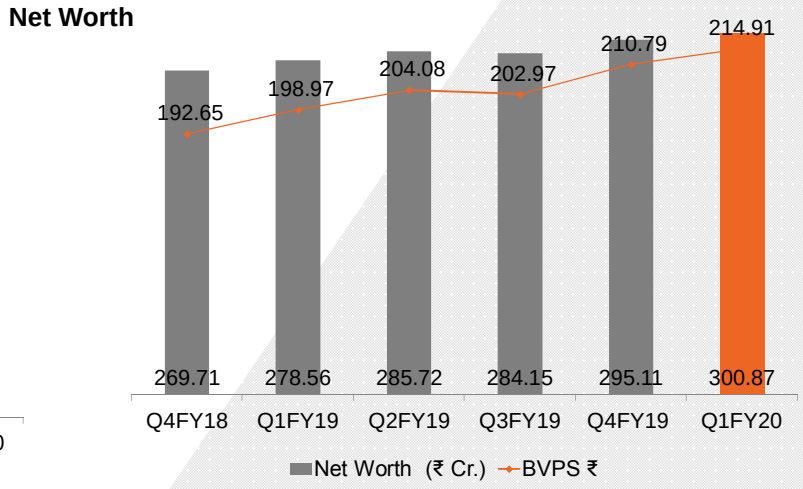
PAT

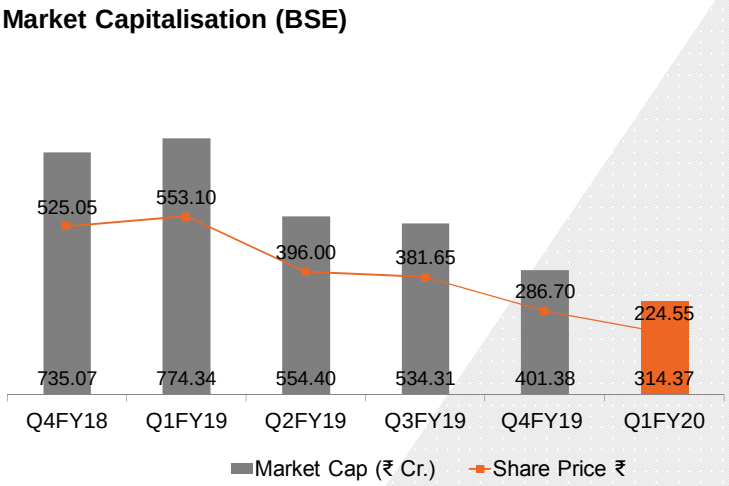


EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



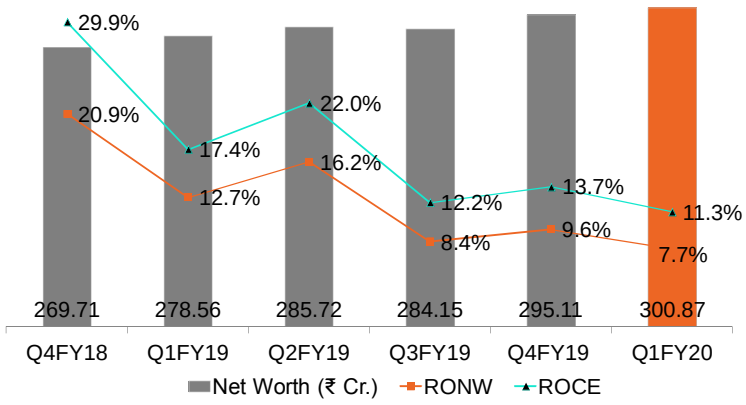




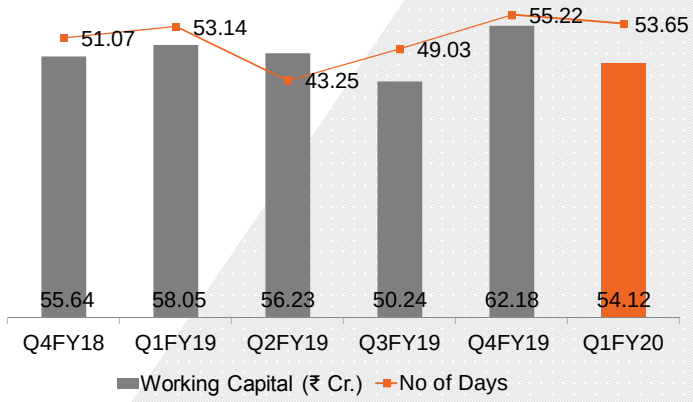


KEY RATIOS

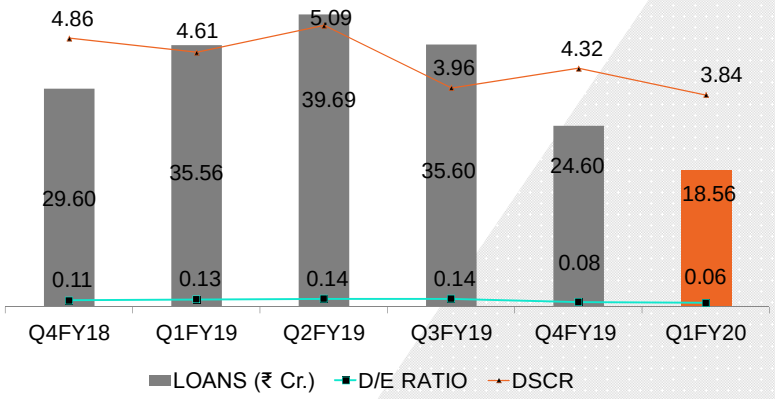
Net Worth



Working Capital

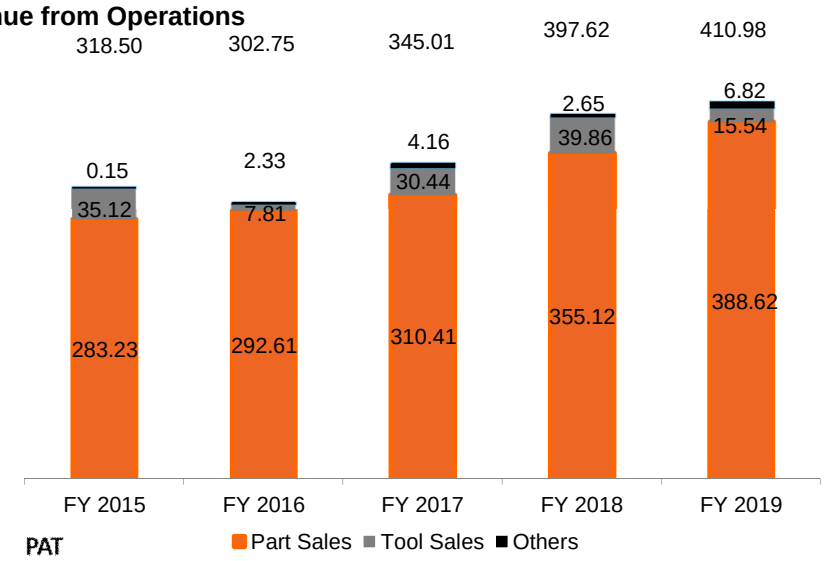


Loans



FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)

Revenue from Operations



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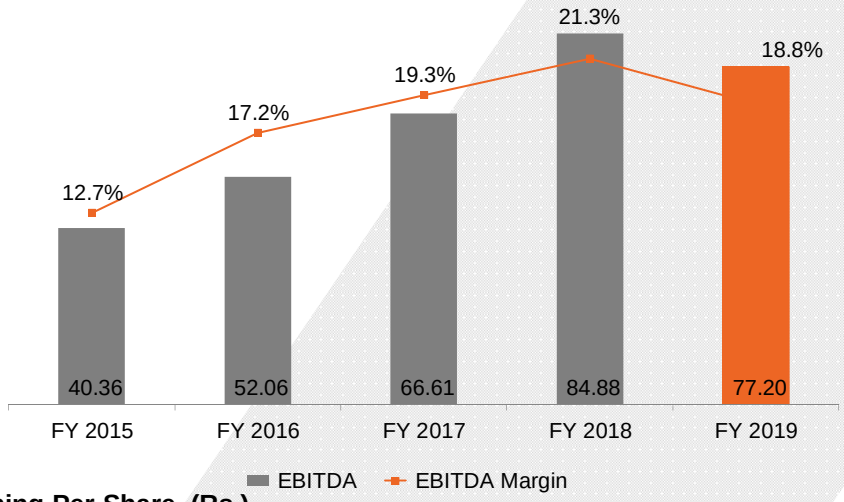

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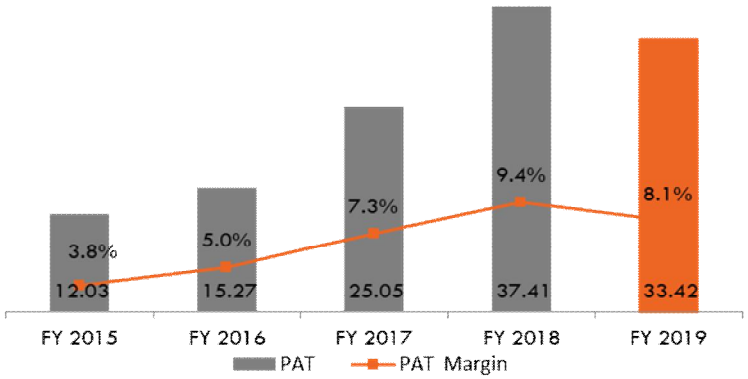
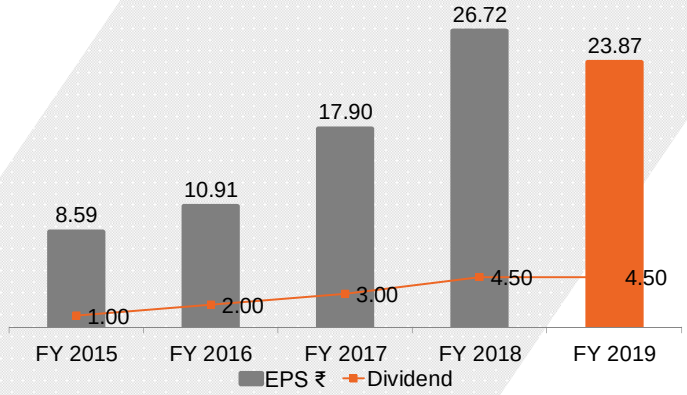
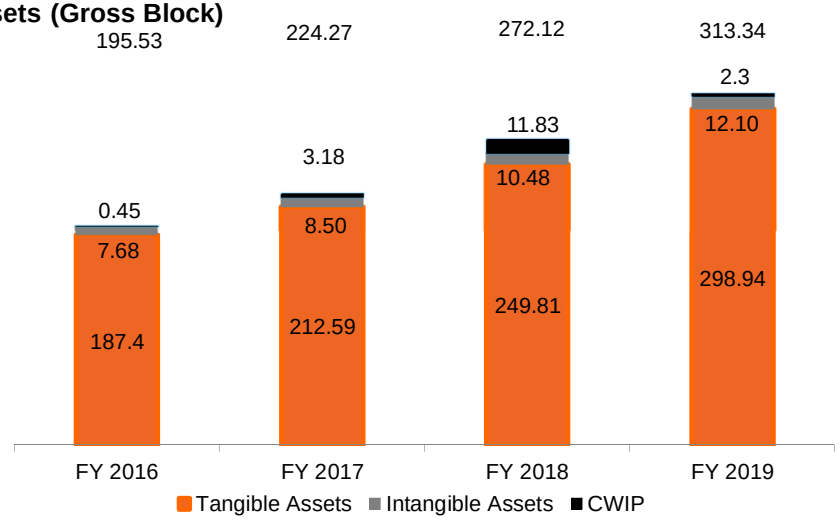


Earning Per Share (Rs.)

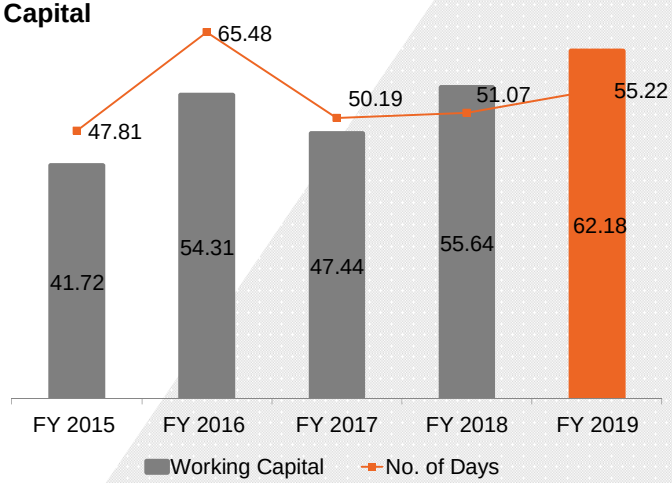


FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)

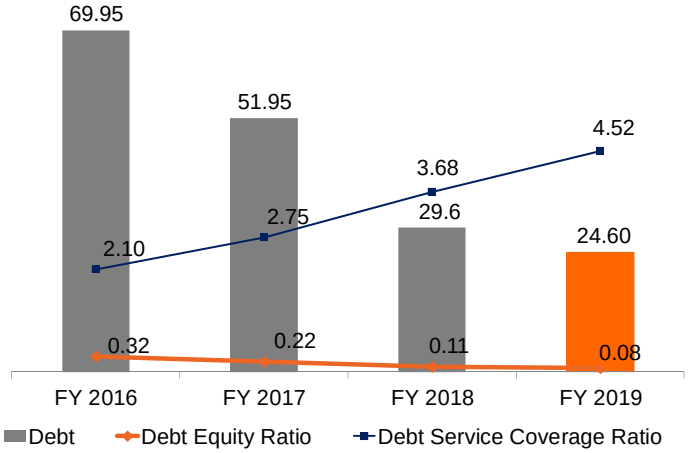
Fixed Assets (Gross Block)



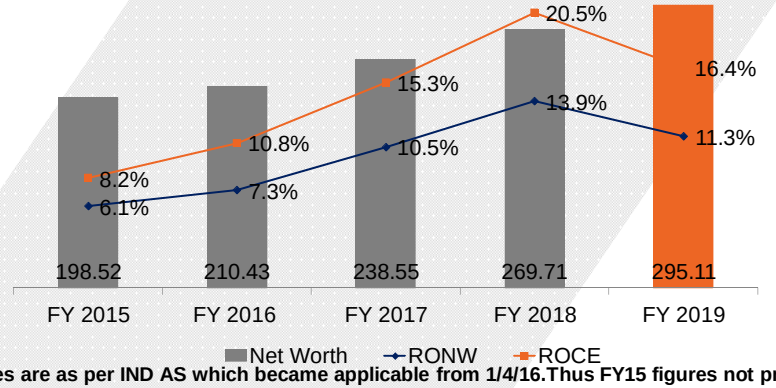
Working Capital



Debt

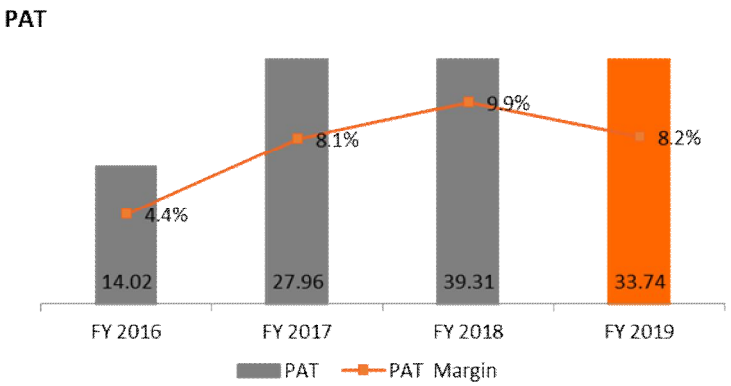


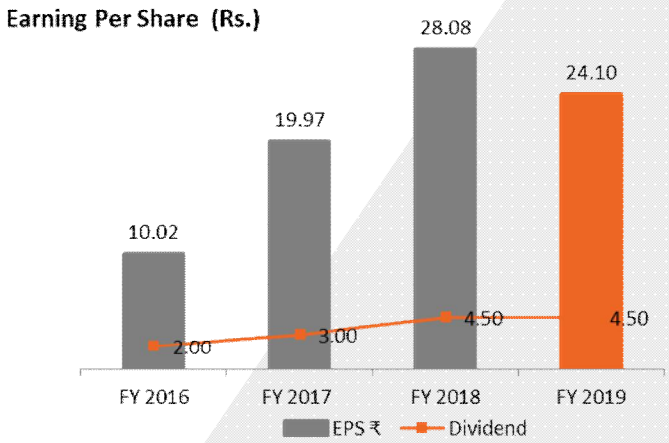
Networth

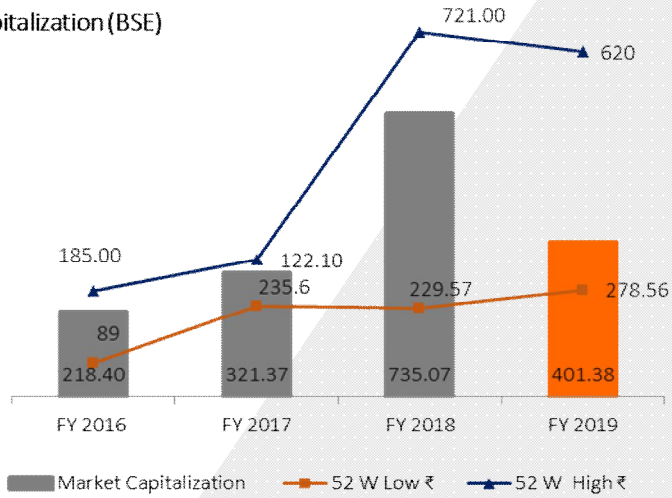


***Fixed Assets & Debt Figures are as per IND AS which became applicable from 1/4/16.Thus FY15 figures not provided**

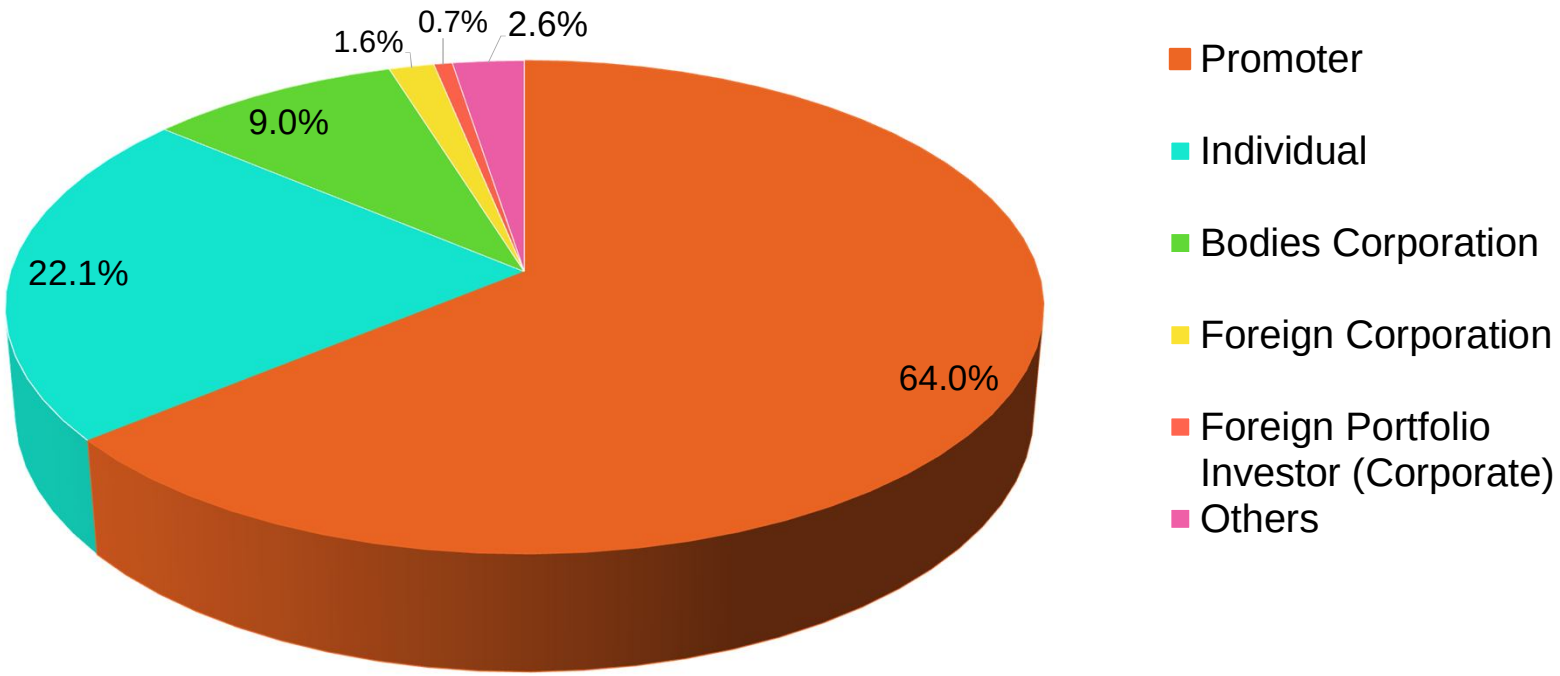
CONSOLIDATED FINANCIAL SNAPSHOT (FY2016 – FY2019) (₹ Cr.)







SHAREHOLDING PATTERN AS ON 30TH JUNE, 2019



MARKET CAPITALIZATION (BSE) ₹ 314.37 CRS.

SAFE HARBOR

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.

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THANK YOU