PPAP Automotive Limited

CIN: L74899DL1995PLC073281
B-206 A, Sector-81, Phase-II, Noida - 201305, U.P.;
Tel. : +91-120-2462552 / 53; Fax: +91-120-2461371;
Email: info@ppapco.com; Website: www.ppapco.in

22nd August, 2020

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

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

Dear Sir(s),

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, 2020.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For **PPAP Automotive Limited**

Sonia Bhandari
Company Secretary

Investor Presentation Q1FY21

AUGUST 2020

PPAP Automotive Limited

TAKING CHALLENGES, TOGETHER

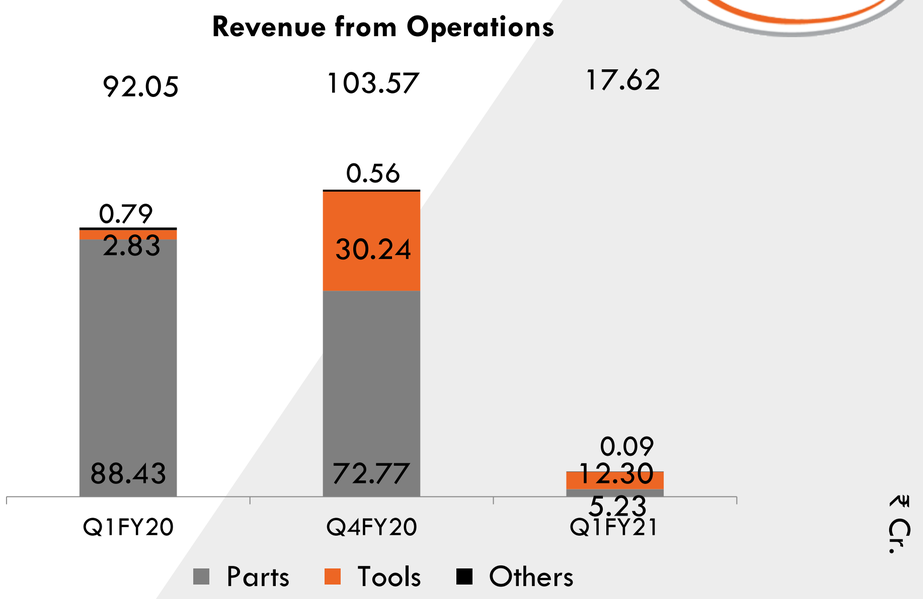
STANDALONE QUARTERLY FINANCIAL HIGHLIGHTS (Q1FY21)

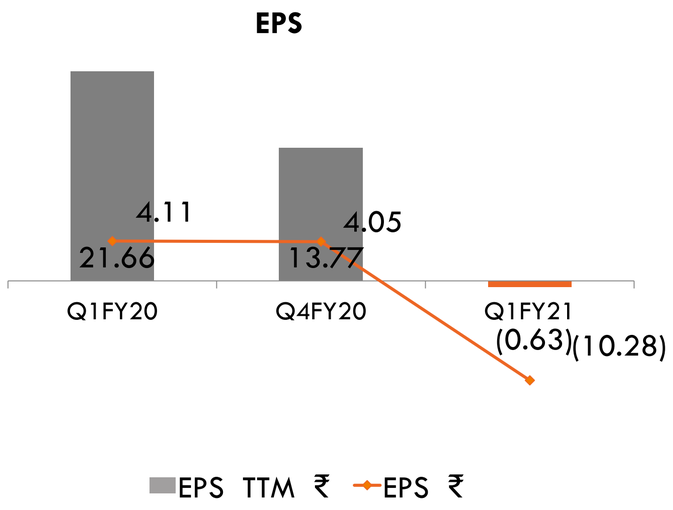
- Revenue from Operations at ₹ 17.62 Cr. and Part Sales at ₹ 12.30 Cr.
- PAT at ₹ (14.40) Cr.
- EBITDA at ₹ (12.40) Cr.
- EPS stood at ₹ (10.28)
- Awards from Toyota for

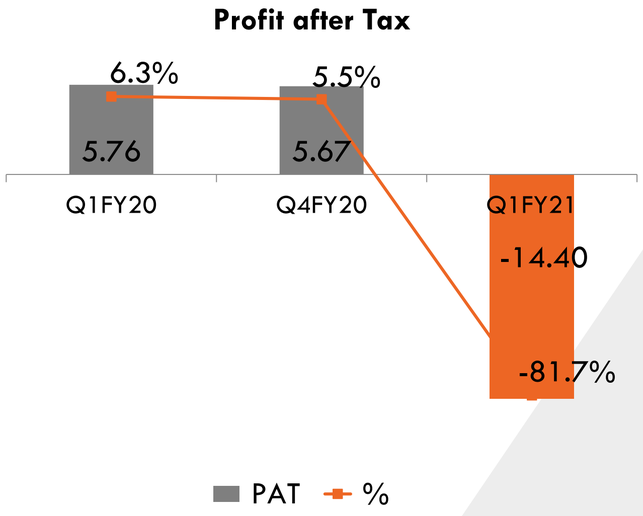
  Quality

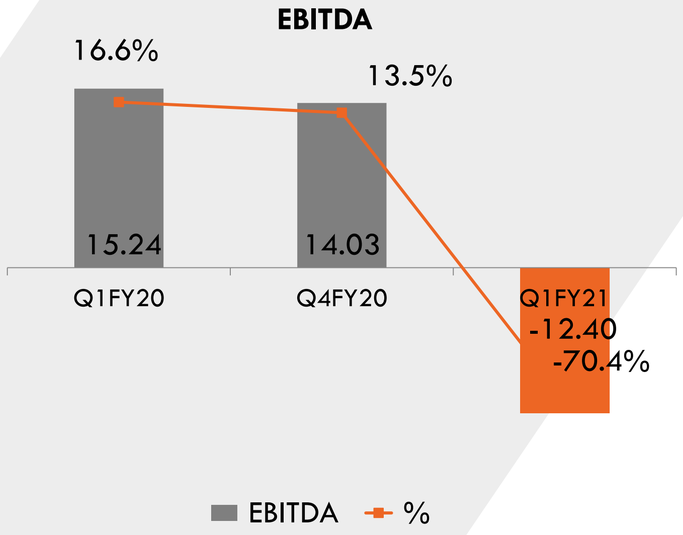
  Fire Safety Management

  Zero PPM









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. Ltd., 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)

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 Plant - V at Vallam Vadagal (Tamil Nadu)

Established Plant - VI (Viramgam, Gujarat)

Established Plant - VII (Viramgam, Gujarat)

2019

Implemented SAP

Great place to work certified

Certification of ISO/IEC 27001

Start of after market business

Start of electric vehicle components business

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 50001and **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

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. Ramesh Chander Khanna, President and Chief Operating Officer

Fellow Member of The Institute of Engineers, India

Work experience of over 40 years

Has previously worked with Kirloskar Group, DCM Toyota Limited, Daewoo Motors India Limited, Escorts Ltd. and BST Limited

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

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

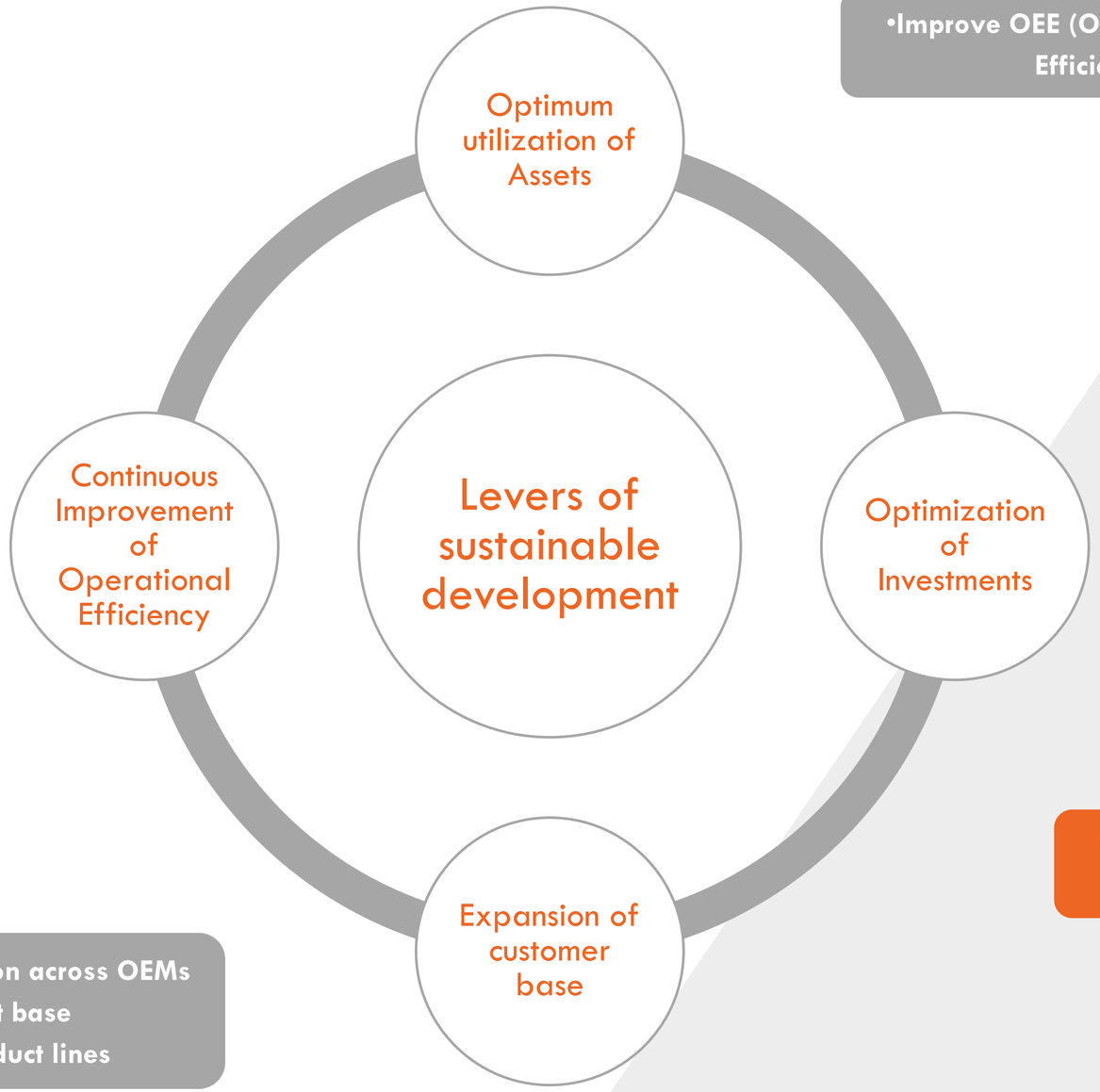
Healthy Financials

Cost sensitive Culture

STRATEGIC GROWTH LEVERS

•Improve OEE (Overall Equipment Efficiency)

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

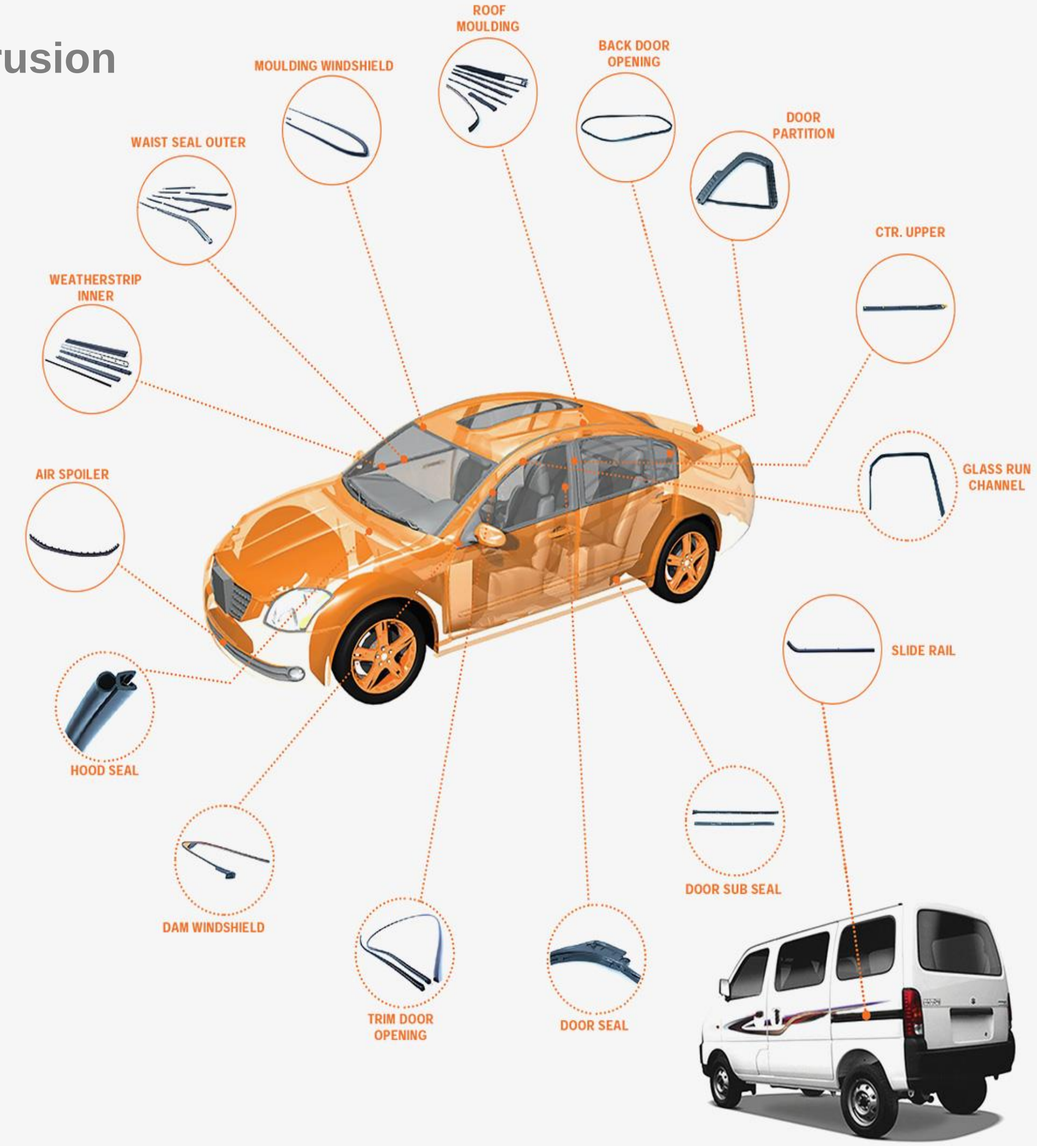


•Timing, efficiency and best value proposition review

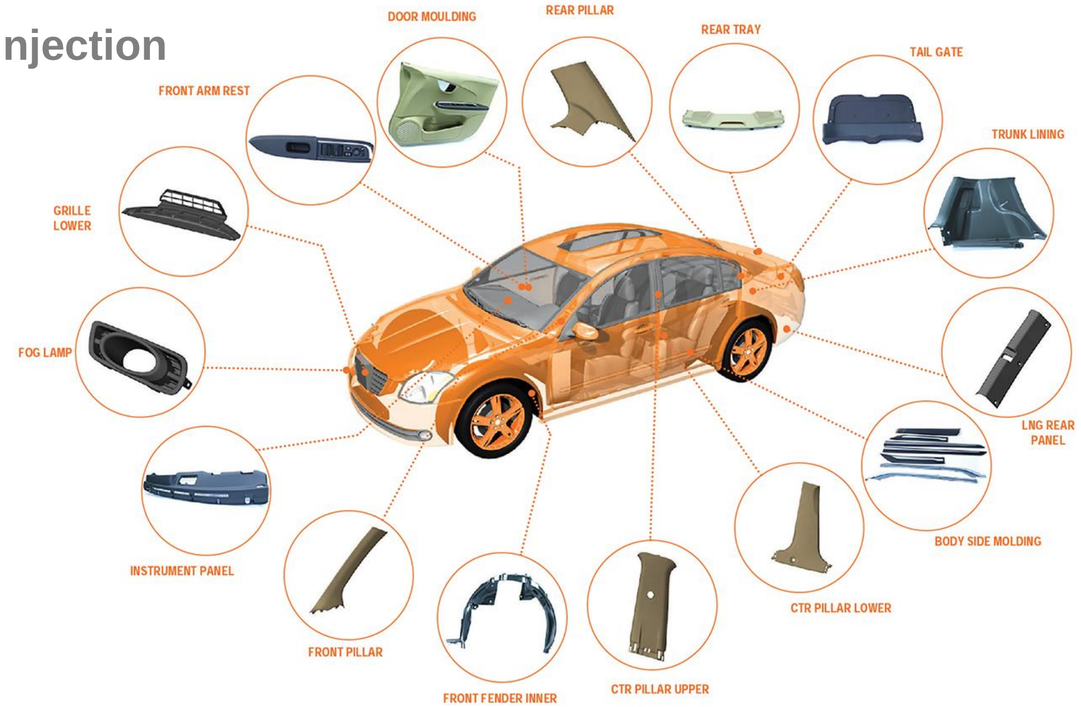
•Extend leadership position across OEMs
•Expand product base
•Establish new product lines

PRODUCT ROADMAP – EXTRUSION & INJECTION

Extrusion



Injection



PRODUCT ROADMAP – OUR COMPREHENSIVE PRODUCT OFFERING

UNDER HOOD PRODUCTS

IN CABIN PRODUCTS

CAR ACCESSORIES

PROTECTOR

PHONE & CUP HOLDER

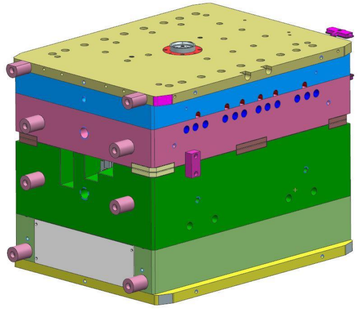
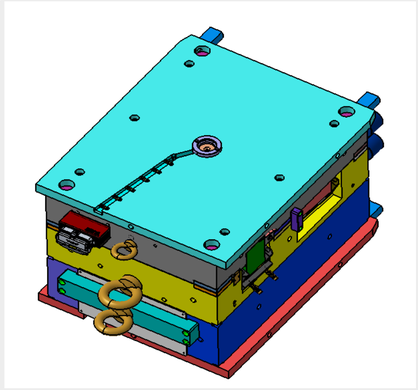
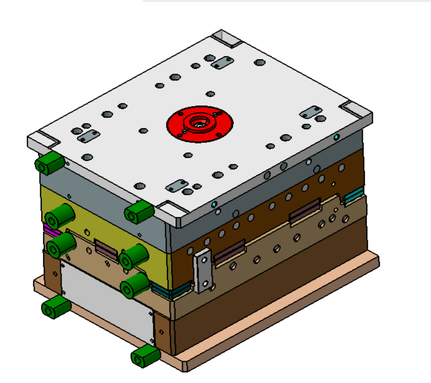
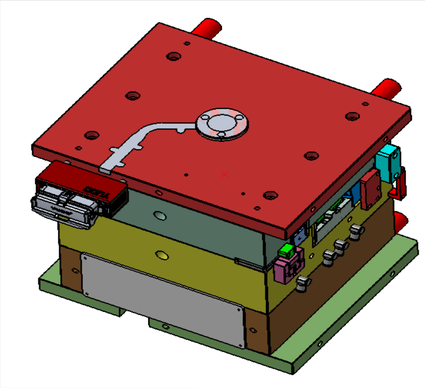
REAR TRAY

SOCKET AND USB WITH MONITOR

SUNVISORS

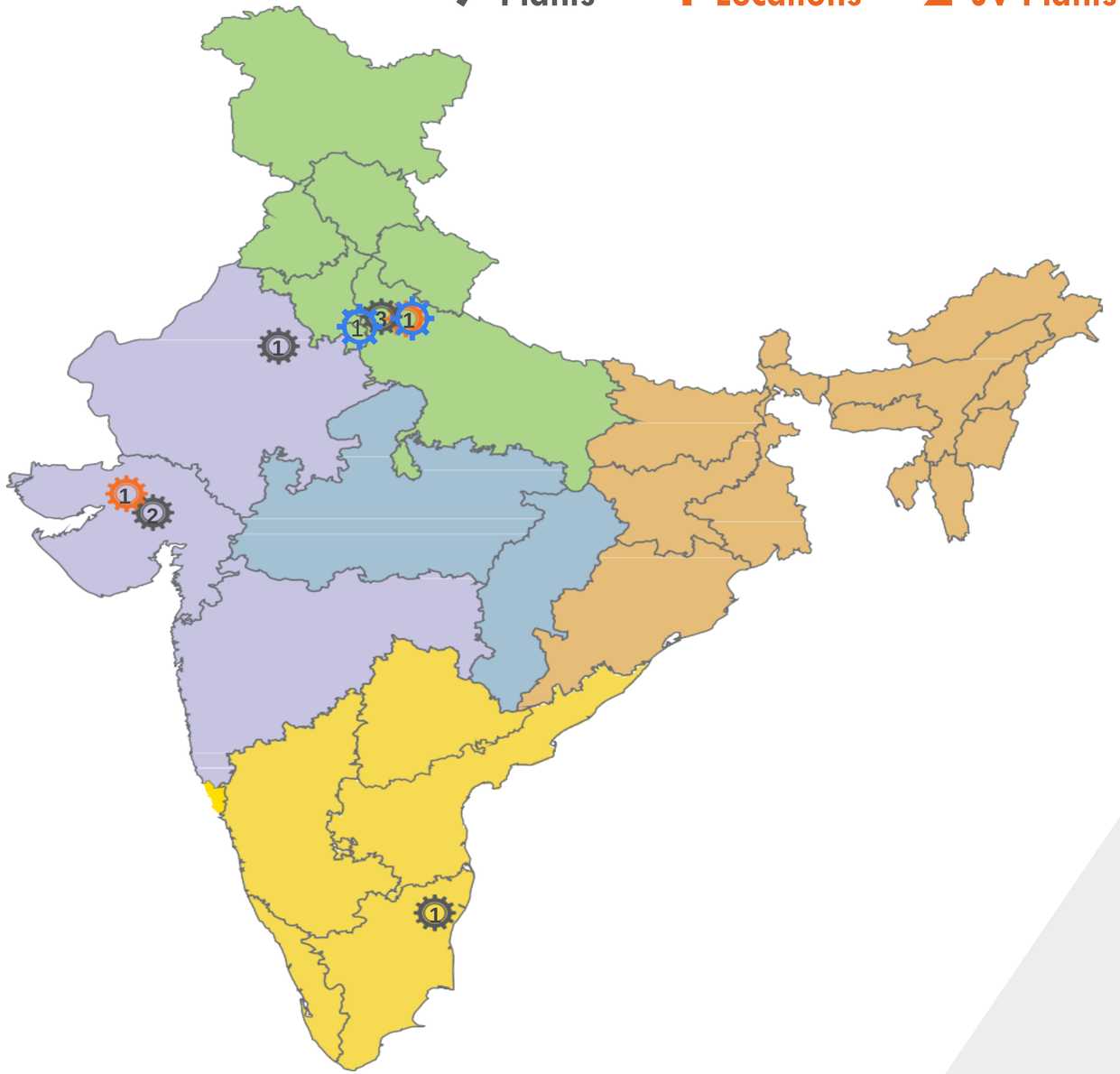
SEAT HANDREST HOOKS

TOOLINGS

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

PPAP

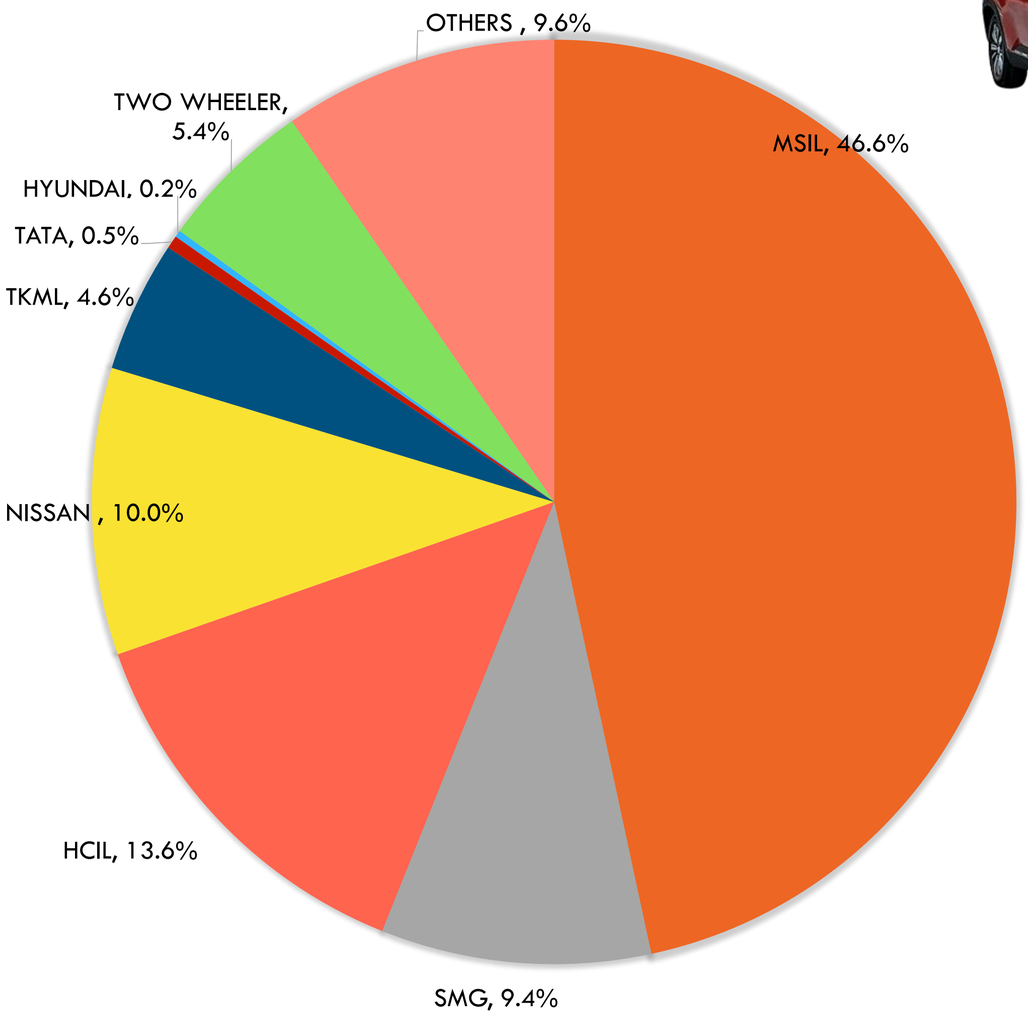
MARUTI SUZUKI
HONDA
NISSAN
TOYOTA
RENAULT
HYUNDAI
Mahindra
ISUZU
KIA
MG
SUZUKI
SML ISUZU
Ford
AIS
samvardhana motherson
TS TECH Co.,Ltd.
KRISHNA
Polyplastics
Solution Platform for Engineering Plastics
SAINT-GOBAIN
NOVARES
GM
森六 MORIROKU
TOYOTA BOSHOKU
HWASEUNG
DAIMLER

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

New 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

PPAP's Engineering Expertise

Plastic Extrusion

PVC / TPO / PP MATERIAL
4 Locations; 11 Extrusion Lines
(1 Extrusion line for trials)

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

Rubber Extrusion

EPDM & TPV MATERIAL
2 Locations:
2 EPDM extrusion lines,1 TPV extrusion Line

Hard, Soft and Foam co-extrusion technology

Injection Molding

PP / ABS / POM
3 Locations:
41 Machines
Range: 60 Tons – 2,500 Tons

Electric,
Hybrid,
Gas assist,
Sequential gate valve,
Hot runner technology

Commercial Tool Room

Size upto 1.2 meter
1 Location

Hot runner molds,
Gas assist,
Hot runner with sequential gate valve
Multi cavity mold

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

JV Company – PPAP Tokai India Rubber Pvt. Ltd.

JOINT VENTURE & SUBSIDIARIES

PTI

PPAP Tokai India Rubber Pvt Ltd

Automotive Body Sealing - Rubber

- Established in 2012
- 50:50 Joint venture with Tokai Kogyo Co. Ltd.
- Manufacturing facilities in Uttar Pradesh & Gujarat
- Product line – EPDM Automotive Body Sealing and TPV Glass Run Channels

ELPIS

Elpis Components Distributors Private Limited

After Market Distribution

- Established in 2019
- 100% wholly owned subsidiary
- Product line - Trading and distribution of components and automotive accessories in after sales market or secondary market through dealership network
- Warehouse in Delhi

PTech

PPAP Technology Limited

Lithiom Ion Battery

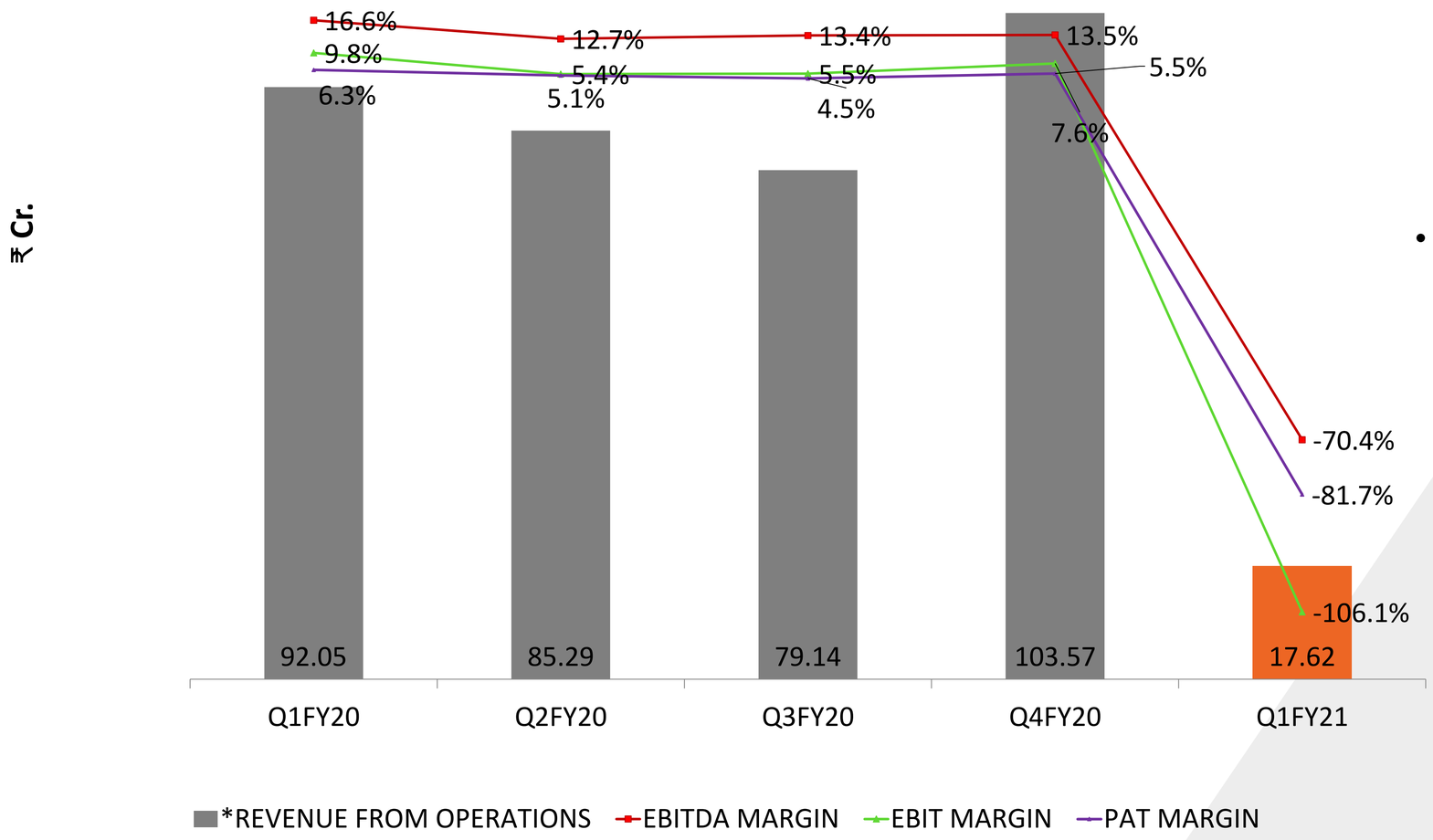
- Established in 2019
- 100% wholly owned subsidiary
- Product line - Development of electric vehicle components
- Manufacturing facility in Uttar pradesh

CUSTOMER APPRECIATION - ACCOLADES

ACCOLADES
PRODUCTIVITY (SME)- THE MACHINIST SUPER SHOPFLOOR AWARDS 2019
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
SUPPLIER OF THE YEAR GOLD AWARD - TOYOTA KIRLOSKAR
QUALITY TARGET- TOYOTA KIRLOSKAR
DELIVERY PERFORMANCE 2018 - ASAHI INDIA GLASS
APPRECIATION FOR CONTINUED SUPPORT 2018 - ASAHI INDIA GLASS
ZERO PPM AWARD - TOYOTA KIRLOSKAR
QUALITY AWARD - TOYOTA KIRLOSKAR
FIRE SAFETY MANAGEMENT- TOYOTA KIRLOSKAR
ON TIME DEVELOPMENT AWARD - ISUZU MOTORS INDIA PRIVATE LIMITED

FINANCIAL PERFORMANCE SNAPSHOT

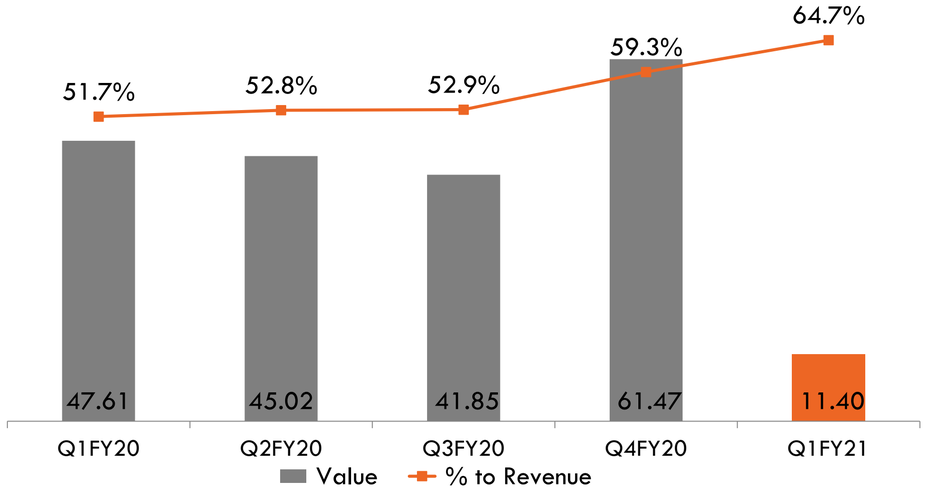
QUARTERLY PERFORMANCE



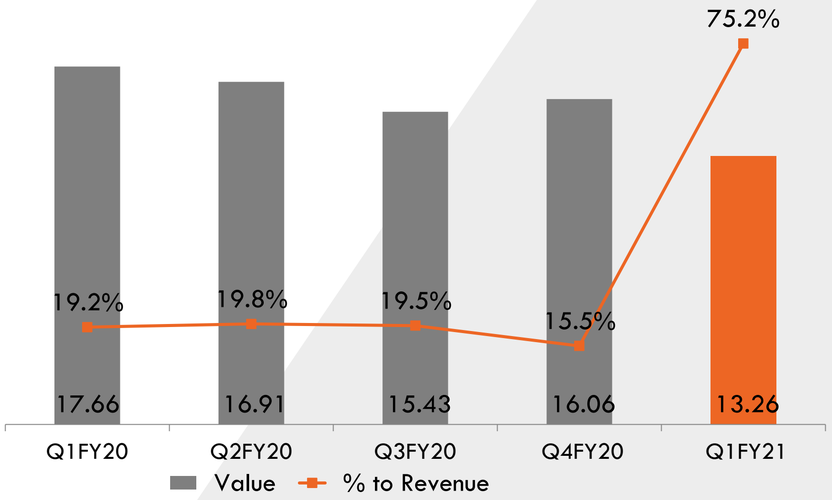
- Revenue from Operations stood at ₹ 17.62 Cr. in Q1FY21 v/s ₹ 92.05 Cr. in Q1FY20

MAJOR EXPENSES (₹ Cr.)

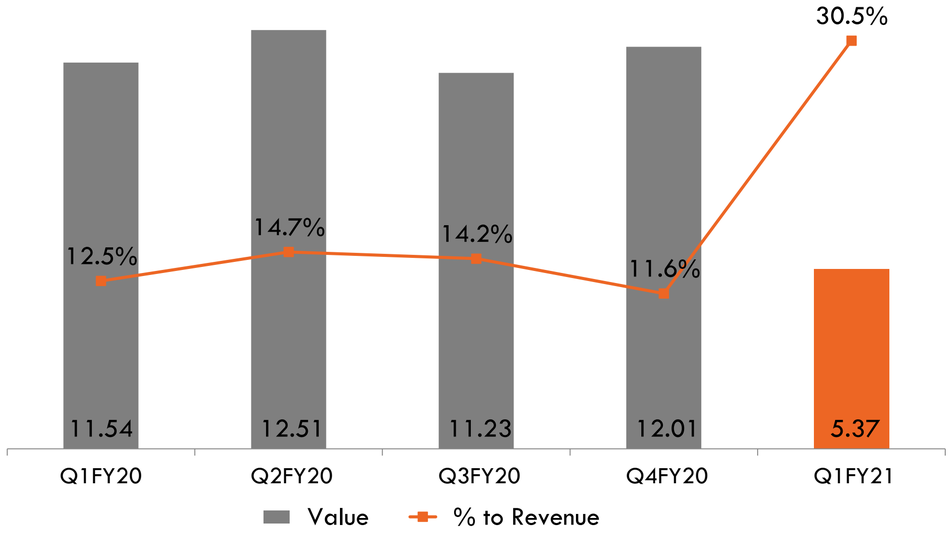
Materials



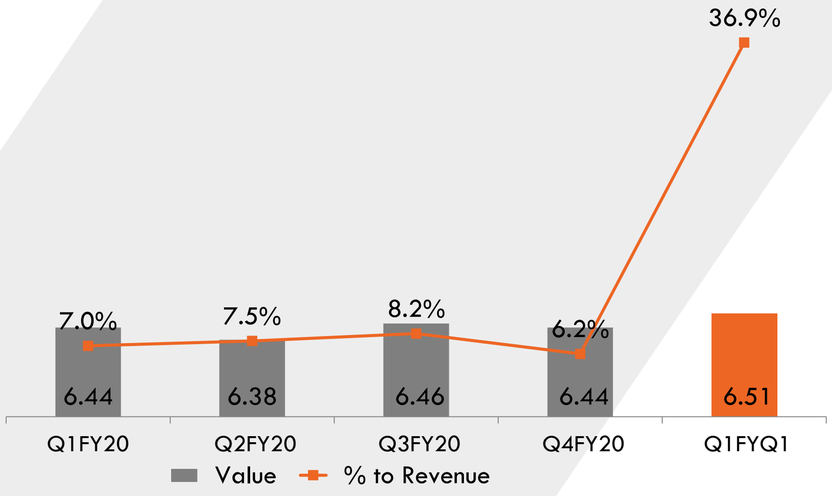
Employee Benefits



Other Expenses

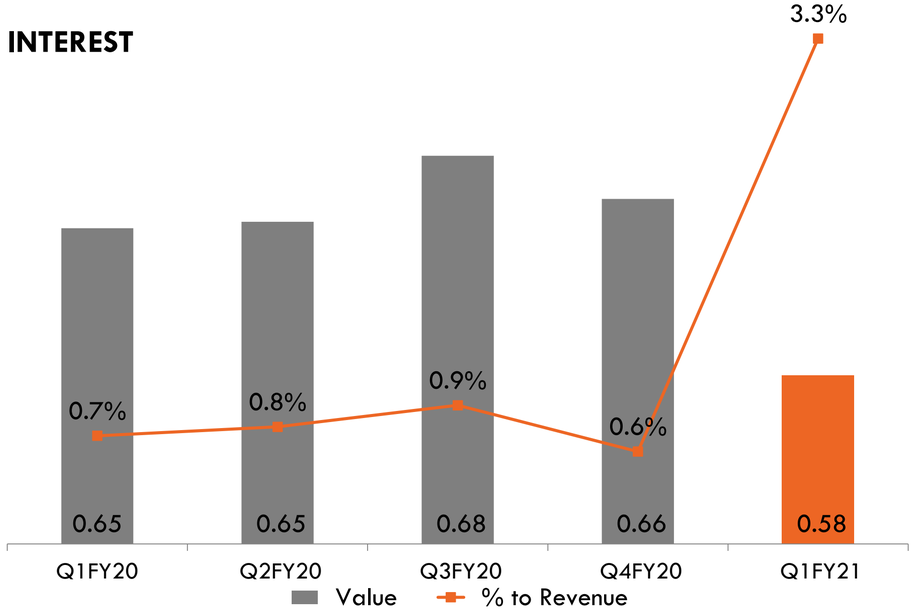


Depreciation

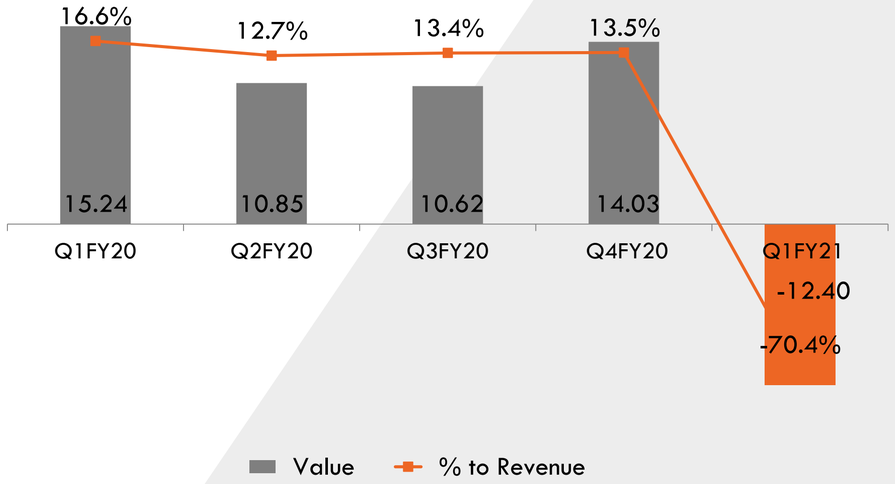


INTEREST & EARNINGS (₹ Cr.)

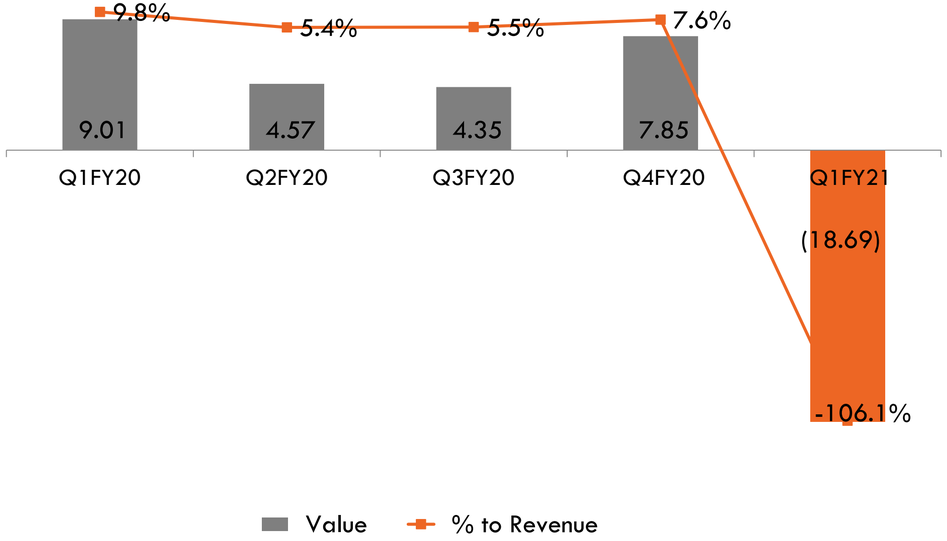
INTEREST



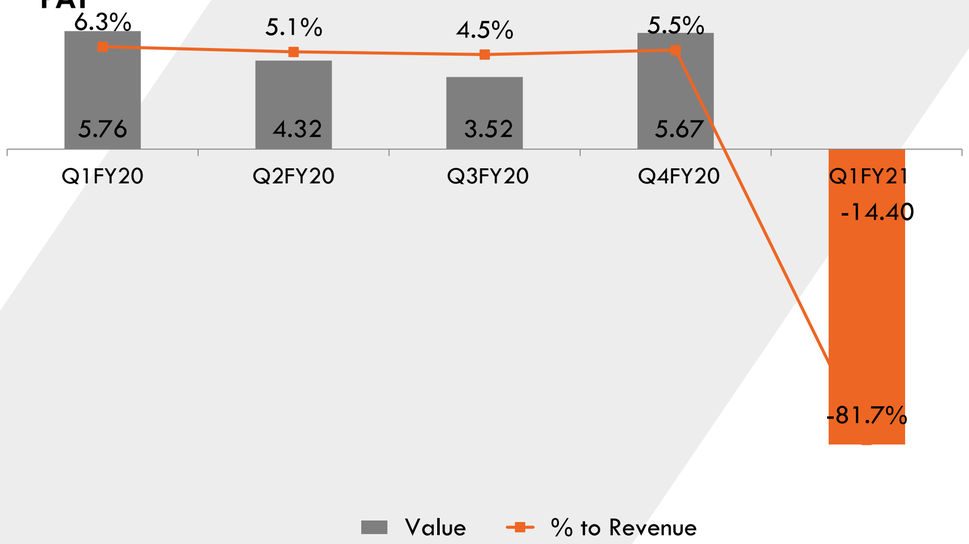
EBITDA



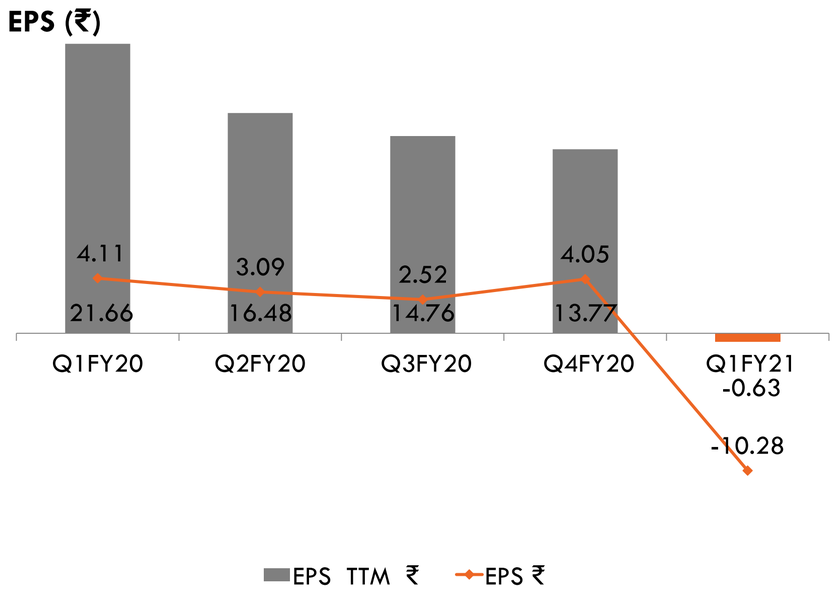
EBIT

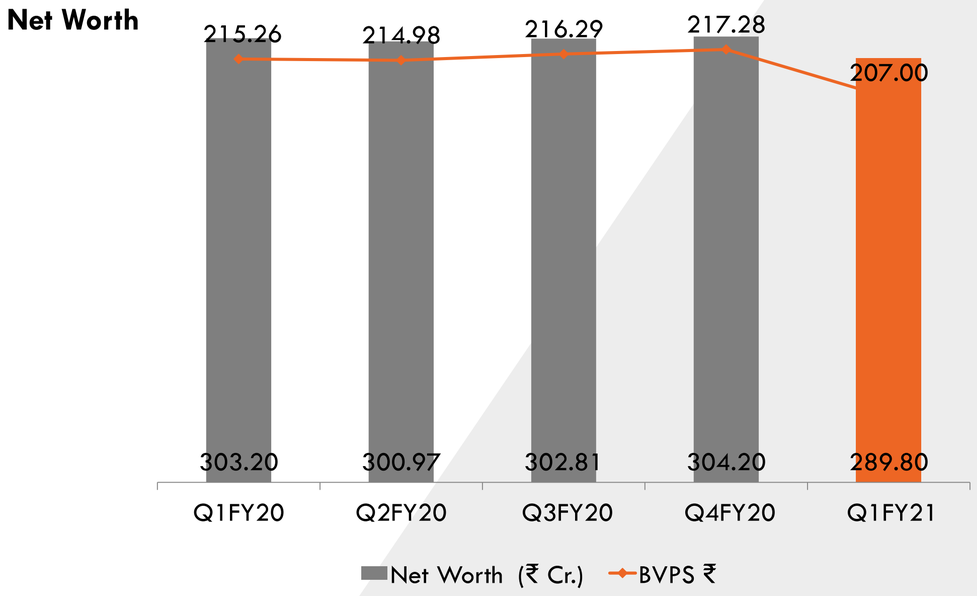


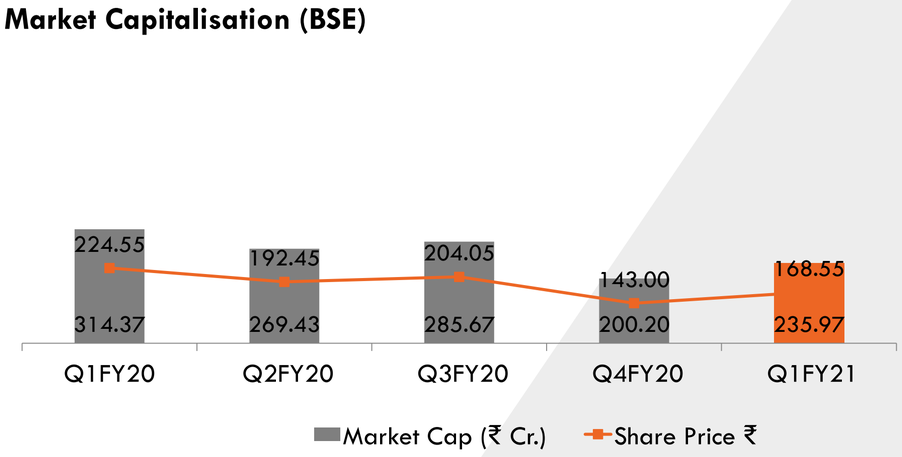
PAT



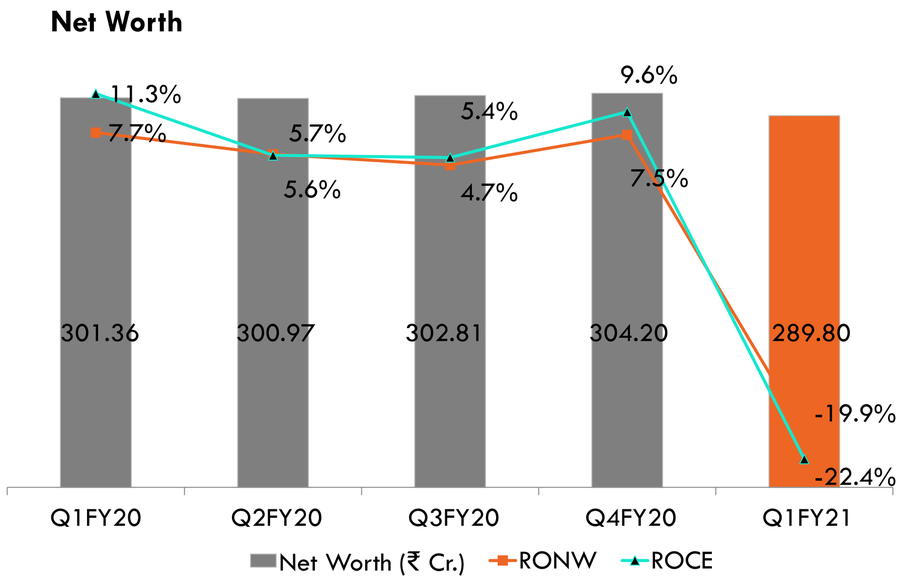
EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)

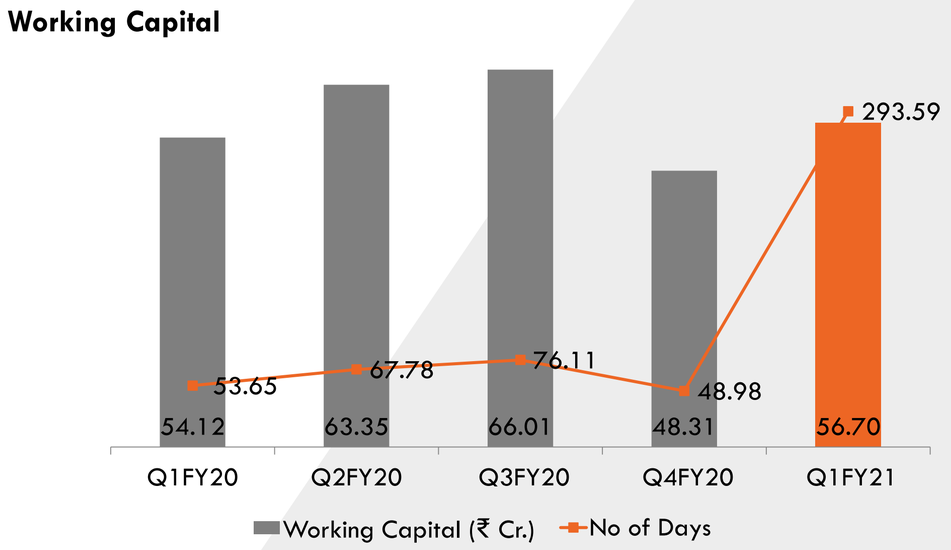


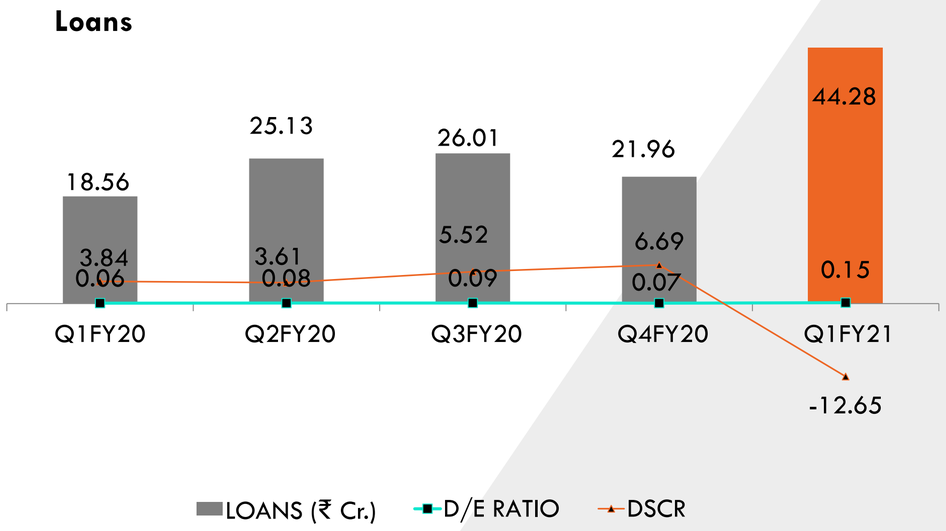




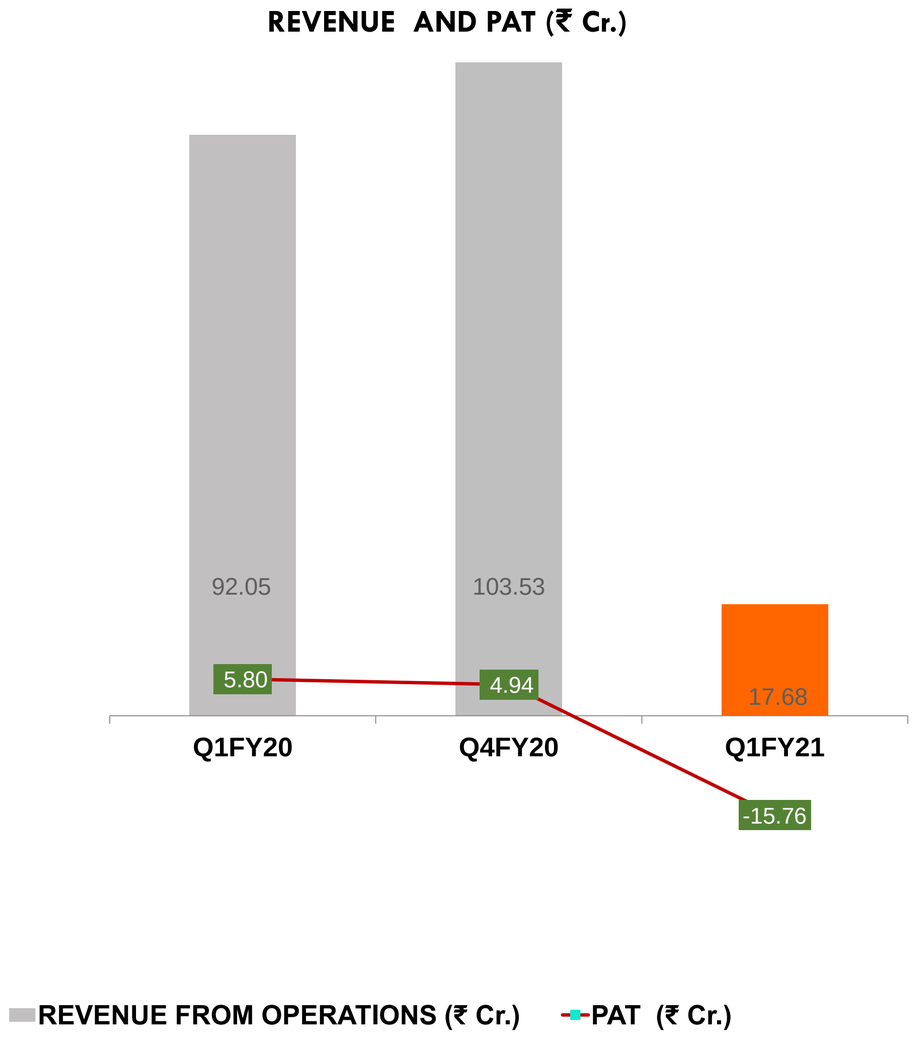
KEY RATIOS

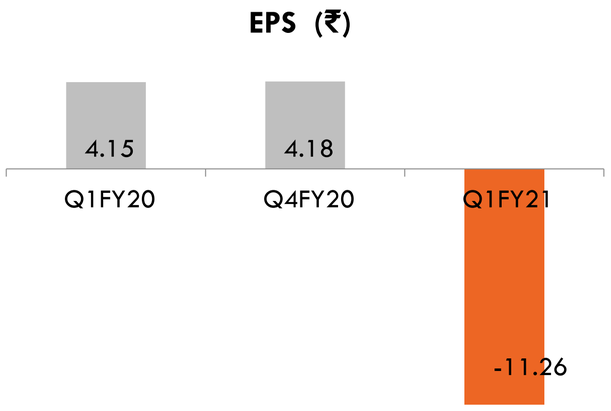

Net Worth
11.3%
7.7%
5.7%
5.6%
5.4%
4.7%
9.6%
7.5%
301.36
300.97
302.81
304.20
289.80
-19.9%
-22.4%
Q1FY20
Q2FY20
Q3FY20
Q4FY20
Q1FY21
Net Worth (₹ Cr.)
RONW
ROCE

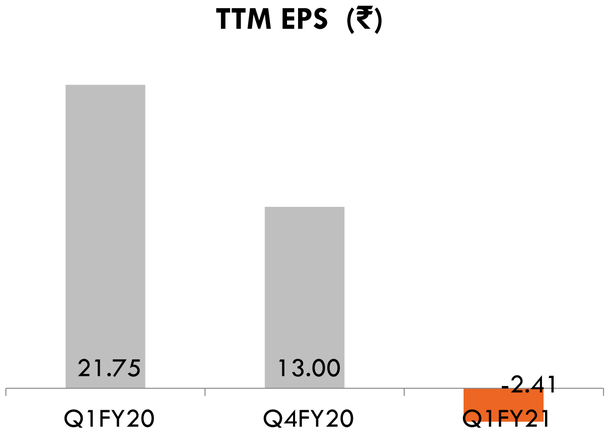

Working Capital
53.65
67.78
76.11
48.98
293.59
54.12
63.35
66.01
48.31
56.70
Q1FY20
Q2FY20
Q3FY20
Q4FY20
Q1FY21
Working Capital (₹ Cr.)
No of Days


Loans
18.56
25.13
26.01
21.96
44.28
3.84
3.61
5.52
6.69
0.06
0.08
0.09
0.07
0.15
-12.65
Q1FY20
Q2FY20
Q3FY20
Q4FY20
Q1FY21
LOANS (₹ Cr.)
D/E RATIO
DSCR

CONSOLIDATED SUMMARY

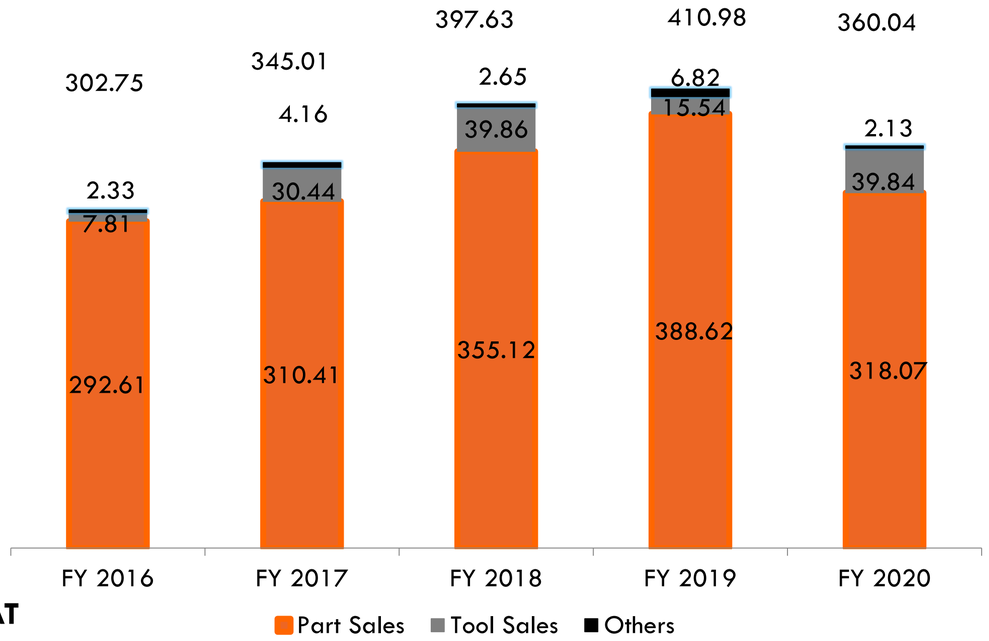




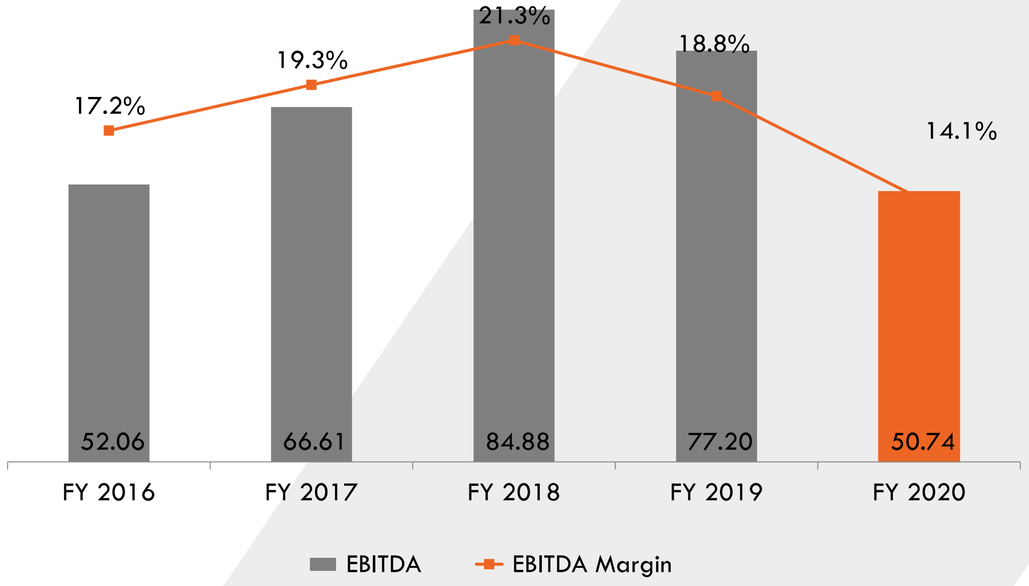


FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)

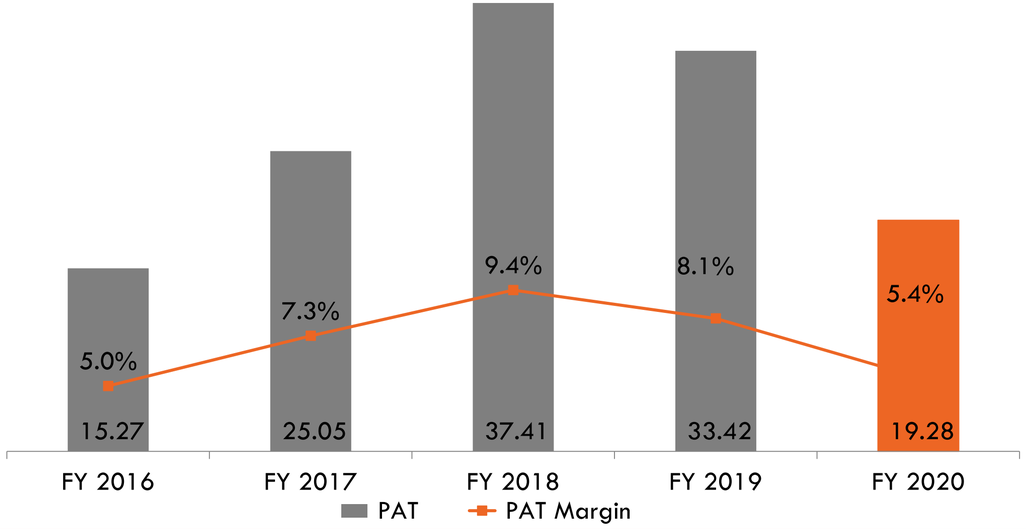
Revenue from Operations



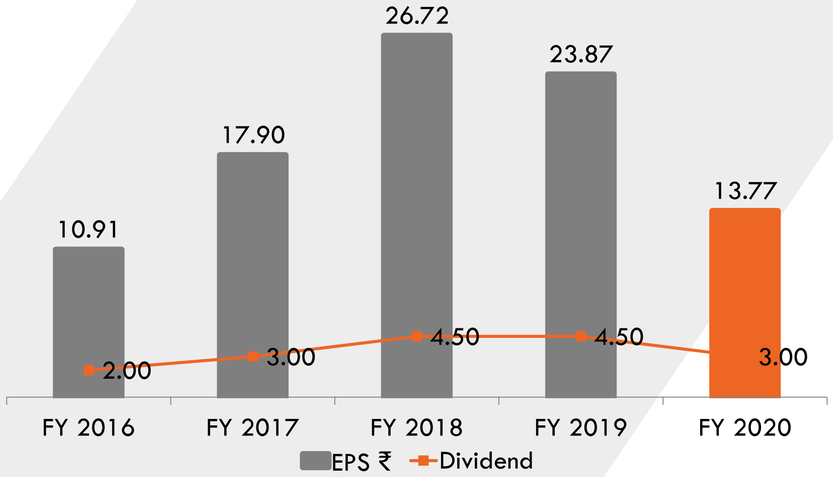
EBITDA



PAT

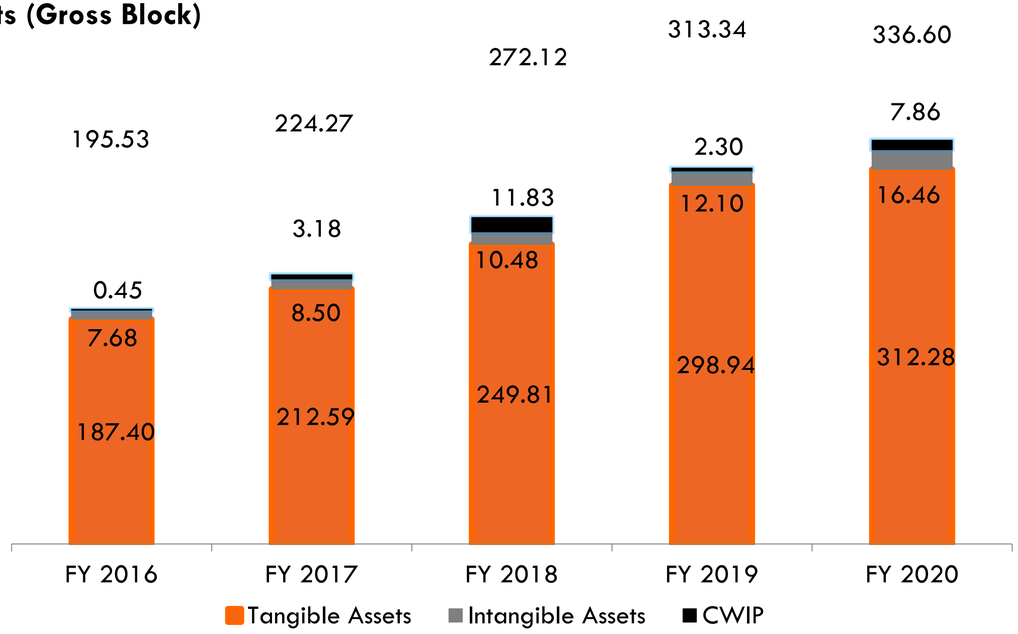


EPS (₹)

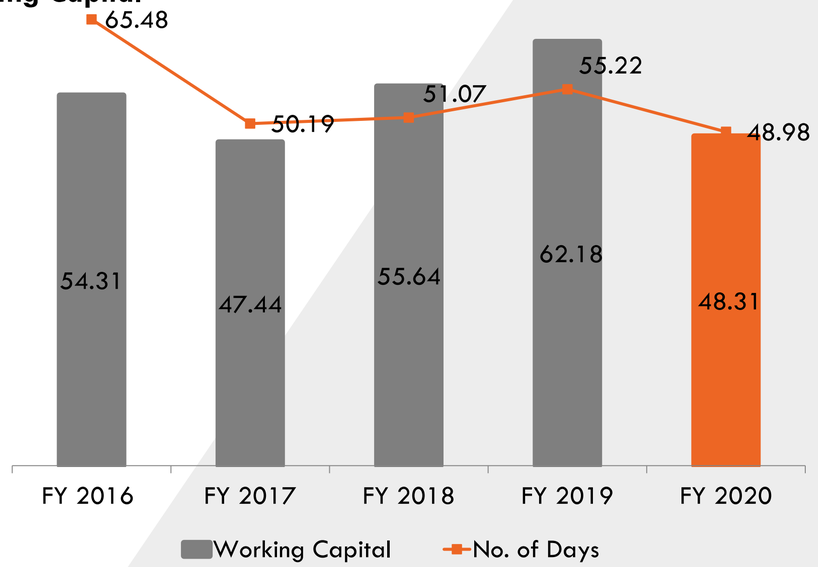


FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)

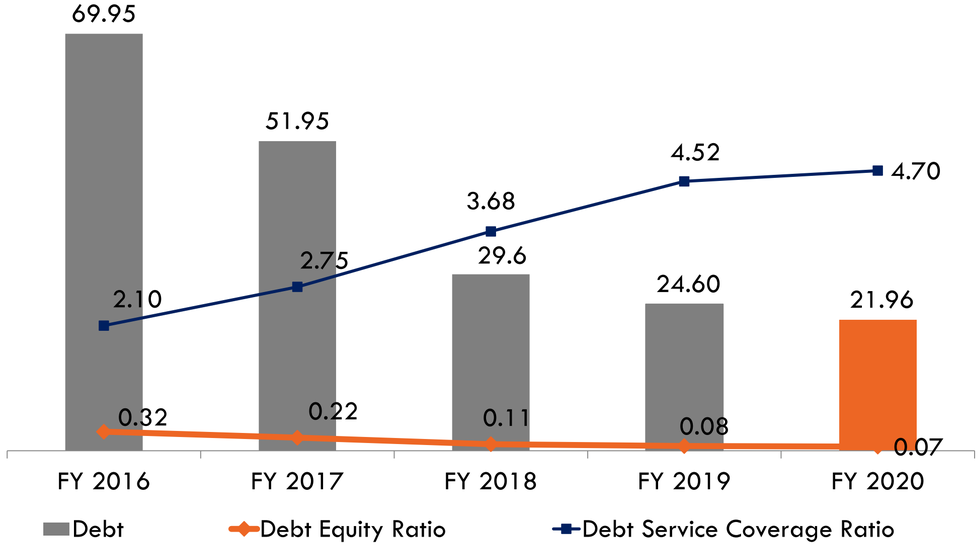
Fixed Assets (Gross Block)



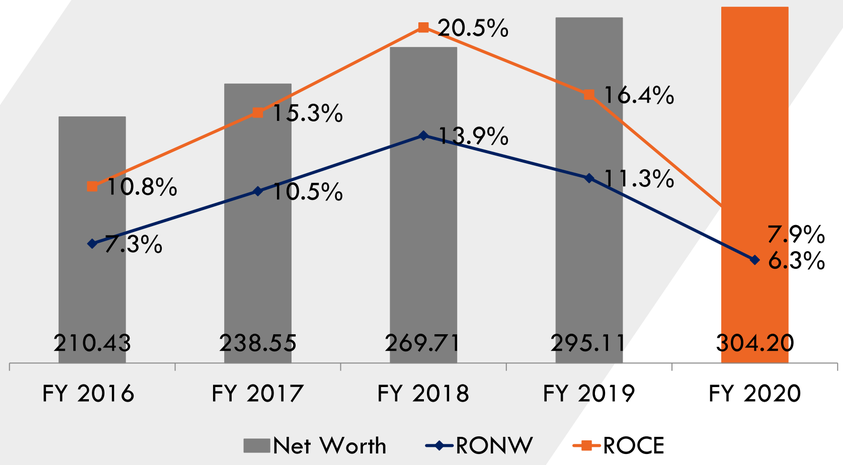
Working Capital



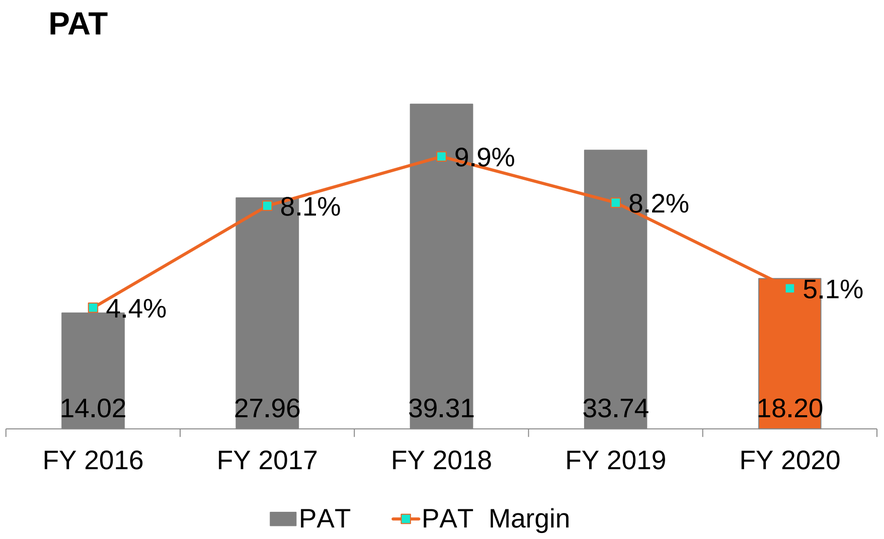
Debt

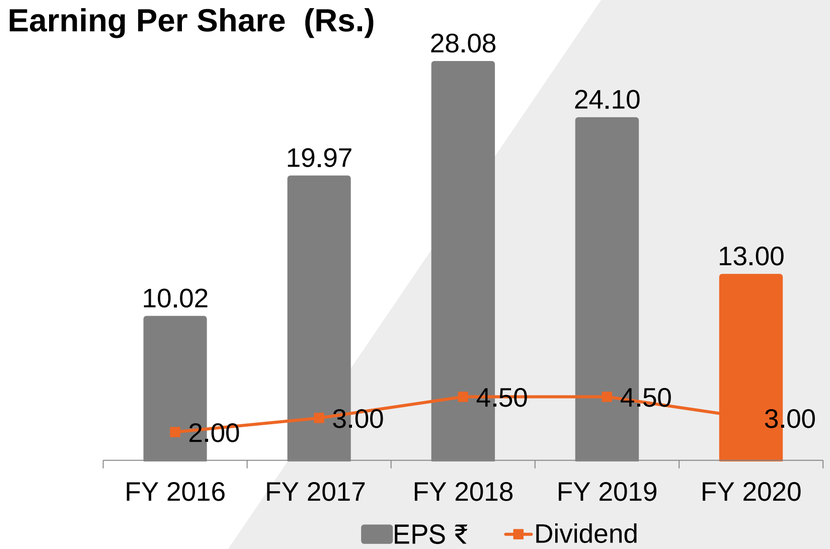


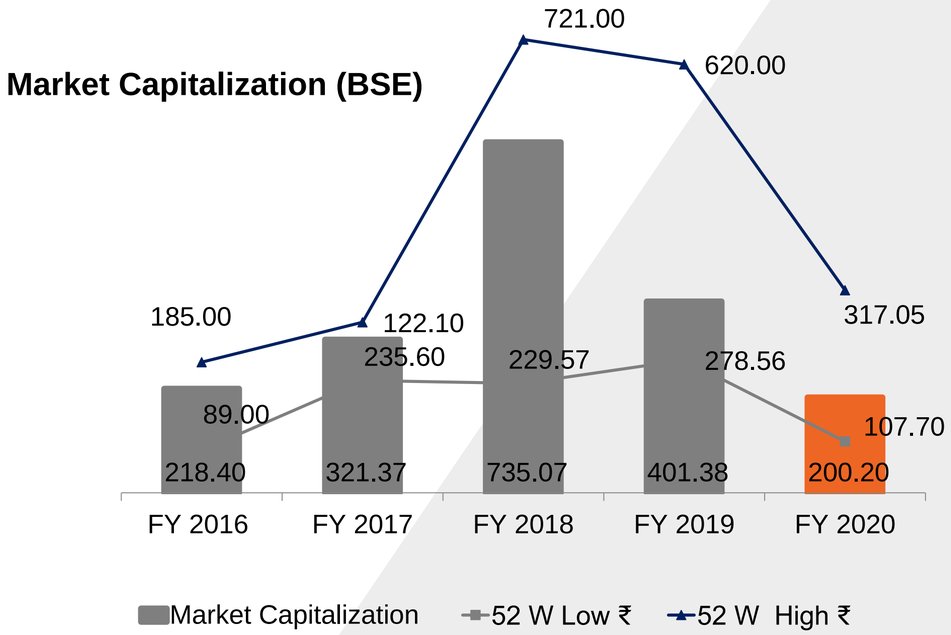
Networth



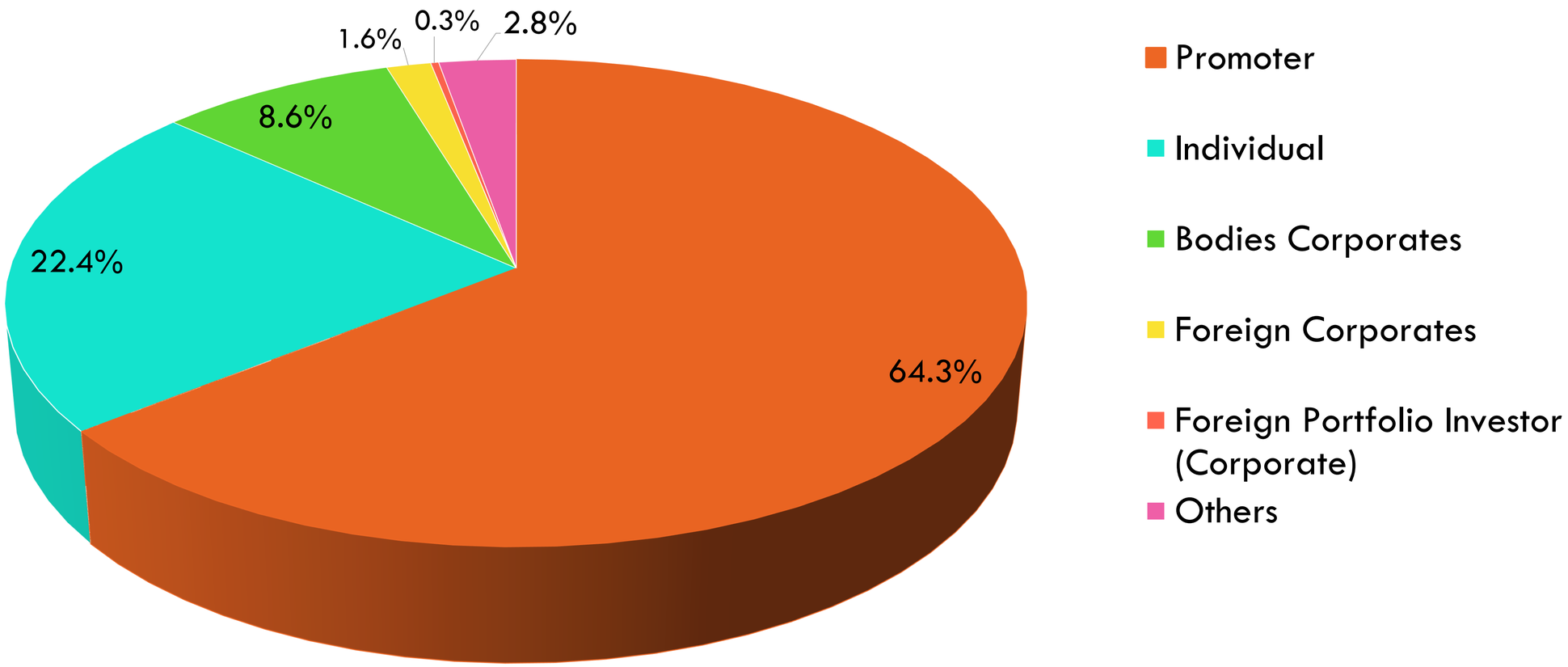
CONSOLIDATED FINANCIAL SNAPSHOT (FY2016-2020) (₹ Cr.)







SHAREHOLDING PATTERN AS ON 30TH JUNE' 2020



MARKET CAPITALIZATION (BSE) ₹ 235.97 Cr.

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