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

23rd October, 2018

The Listing Department
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001

The Listing Department
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E)
Mumbai - 400051

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 ended 30th September, 2018.

Kindly take the same on record.

Thanking you,

Yours truly,
For **PPAP Automotive Limited**

Sonia Bhandari
Company Secretary

Investor Presentation

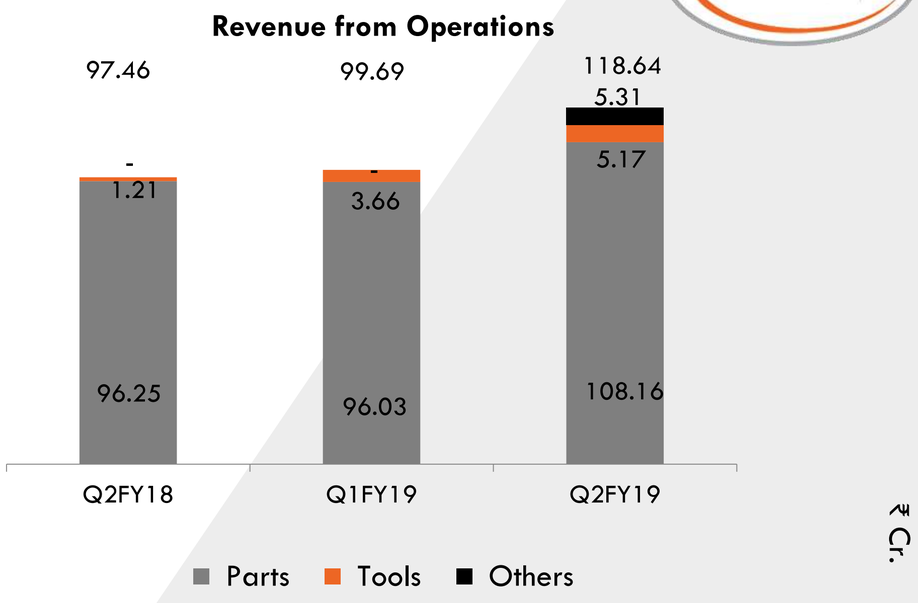
October 2018

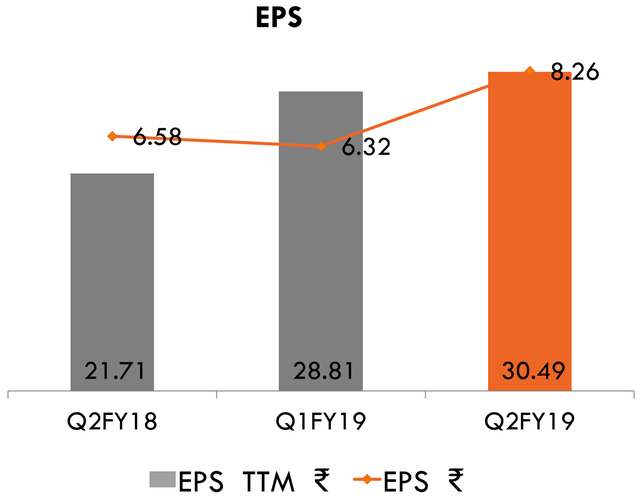
PPAP Automotive Limited

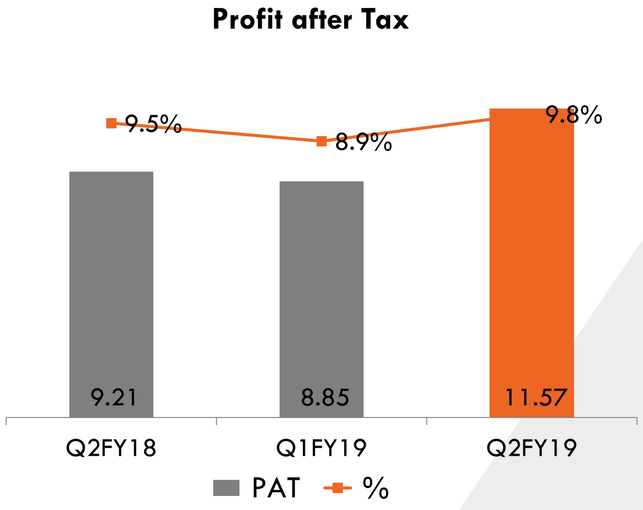
TAKING CHALLENGES, TOGETHER

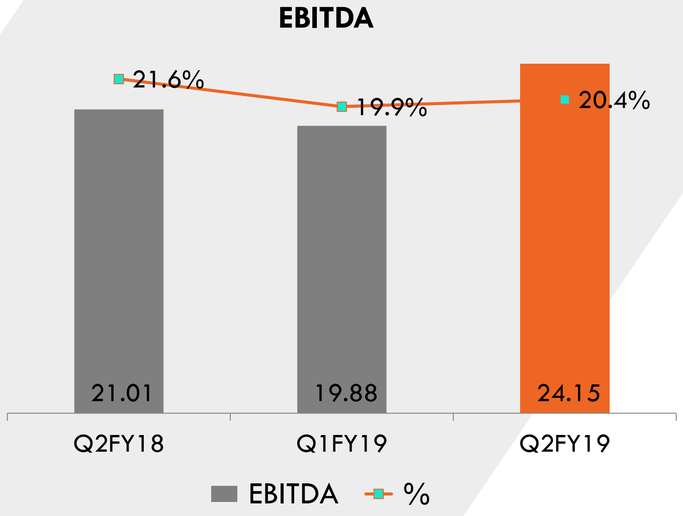
QUARTERLY FINANCIAL HIGHLIGHTS

- Revenue from operations increased by 21.7% and Part Sales increased by 12.4%
- Total revenue grew on account of increase in volume, GST subsidy
- 21% of part revenue from new vehicle launches
- PAT grew by 25.5%
- EPS increased to ₹ 8.26 from ₹ 6.58
- Interim dividend maintained at ₹ 2.00 per share
- Best Quality award from TATA Motors









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 – V (Tamil Nadu)

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

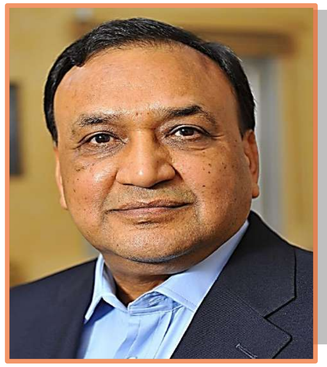
Establsihed owned Plant – V at Vallam Vadagal (Tamil Nadu)

Established Plant – VI (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 TS 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 Manufactures including Maruti Suzuki & Suzuki Motors, Honda Cars, Toyota Kirloskar, Renault, Nissan, 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 and Director of Automotive Component Manufacturers Association of India

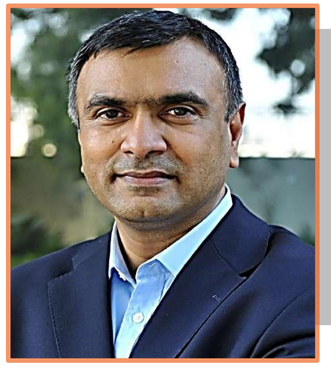
Mr. Abhishek Jain, CEO & Managing Director

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



Mr. Manish Dhariwal, Chief Financial Officer

Member of ICAI and B.Com (Hons.) from Delhi University

Work experience of over two decades

Has previously worked with Lazard India, IL&FS and Group Mega

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

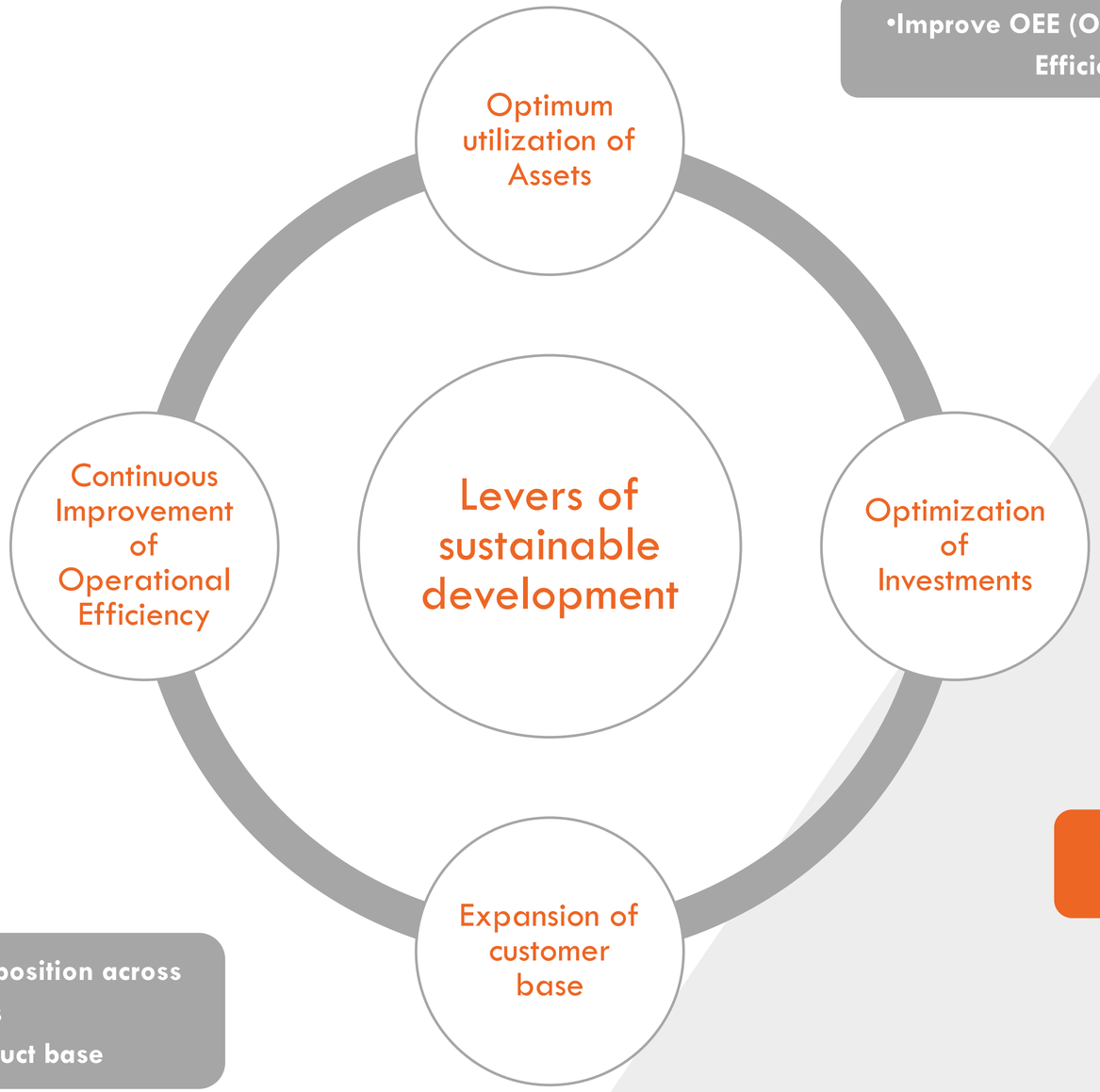
Healthy Financials

Cost sensitive Culture

STRATEGIC GROWTH LEVERS

•Improve OEE (Overall Equipment Efficiency)

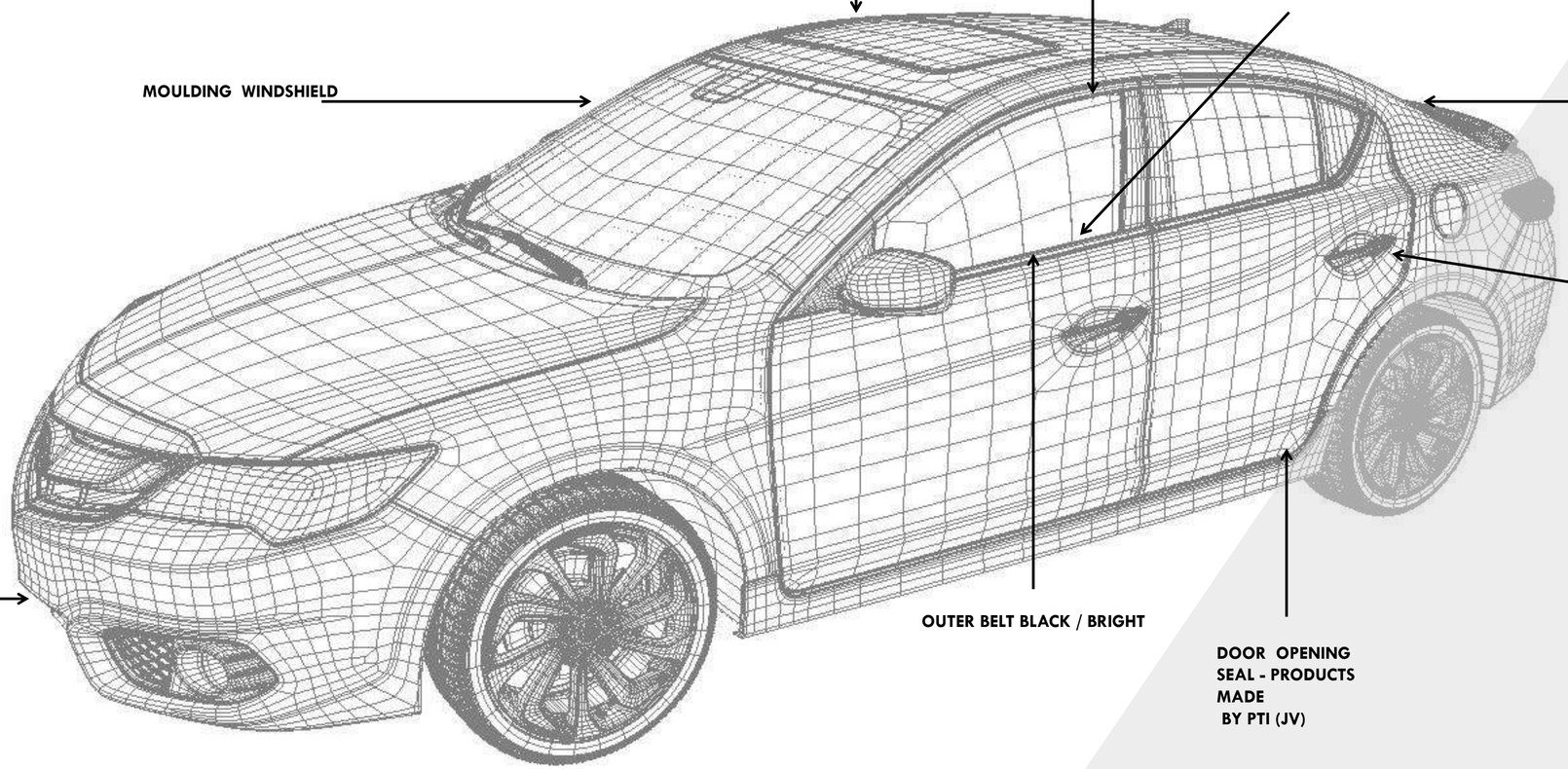
•International benchmarking
•Our mantra "Every Paisa Counts"
•Focus on cost optimization & operating leverage



•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

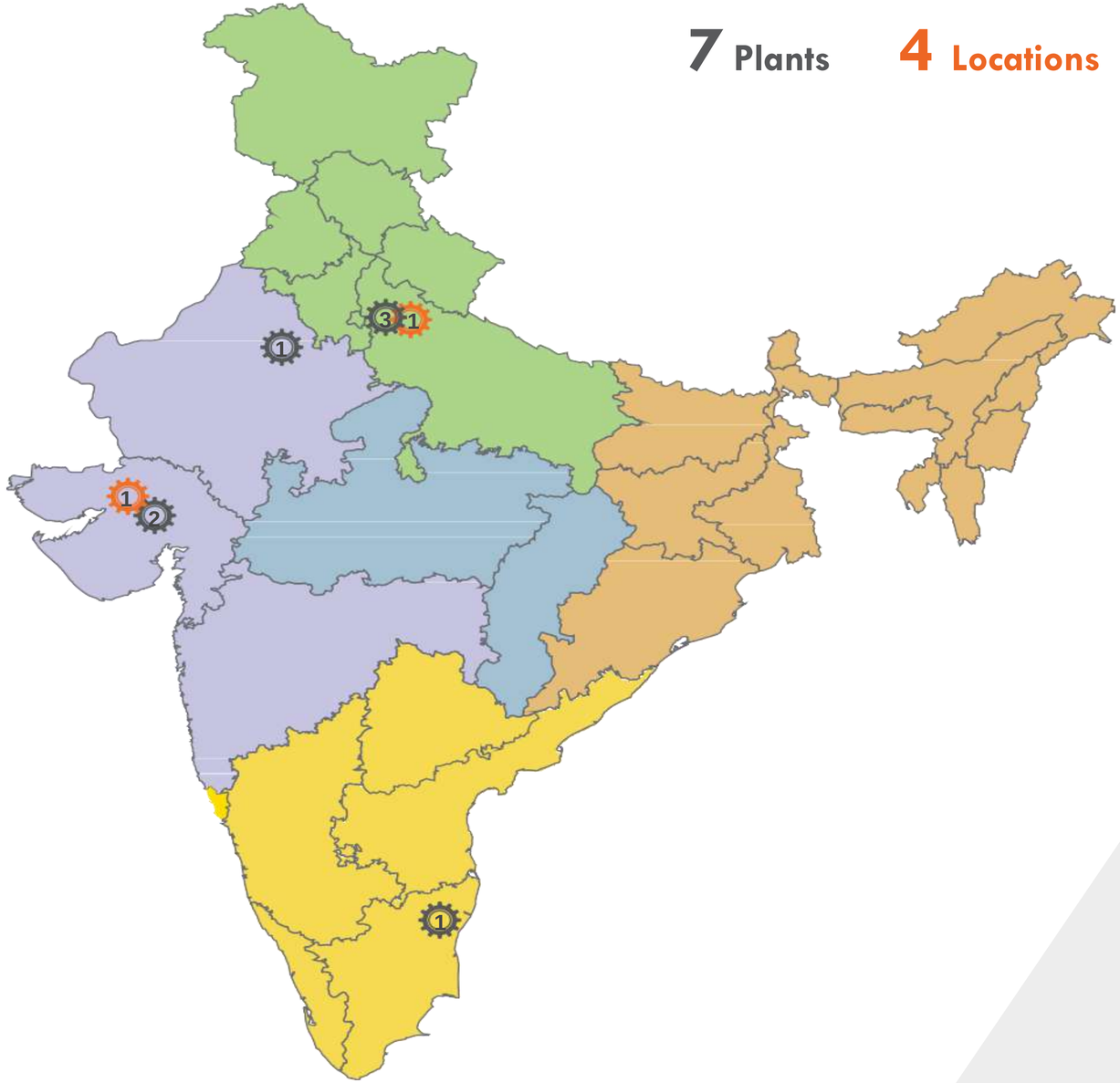
DOOR LINING

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, upcoming)

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, upcoming)

CUSTOMER BASE & EXPORT COUNTRIES

PPAP

MARUTI SUZUKI

HONDA

NISSAN

TOYOTA

RENAULT

HYUNDAI

Mahindra

ISUZU

GM

MG

SUZUKI

SML ISUZU

Ford

KRISHNA

AIS

samvardhana motherson

Subros

TS TECH Co.,Ltd.

Polyplastics
Solution Platform for Engineering Plastics

NOVARES

GTB

森六
MORIROKU

TOYOTA BOSHOKU

HWASEUNG

CKD EXPORTS

JAPAN

USA

Brazil

Mexico

Venezuela

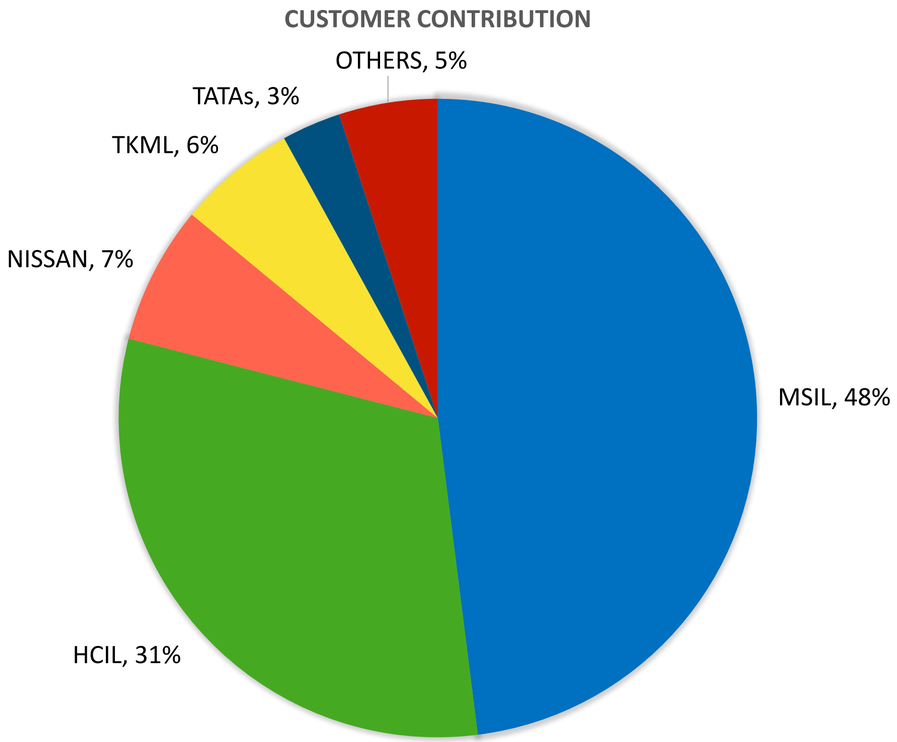
Thailand

United Kingdom

South Africa

Argentina

CUSTOMER BASE



OUR PRESENCE IN NEW MODELS

Honda New Amaze

Maruti New Swift

Toyota Yaris

COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY

PPAP's Engineering Expertise

Plastic Extrusion

PVC / TPO / PP MATERIAL

3 Locations; 11 Extrusion Lines

1 separate 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

1 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:

42 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……

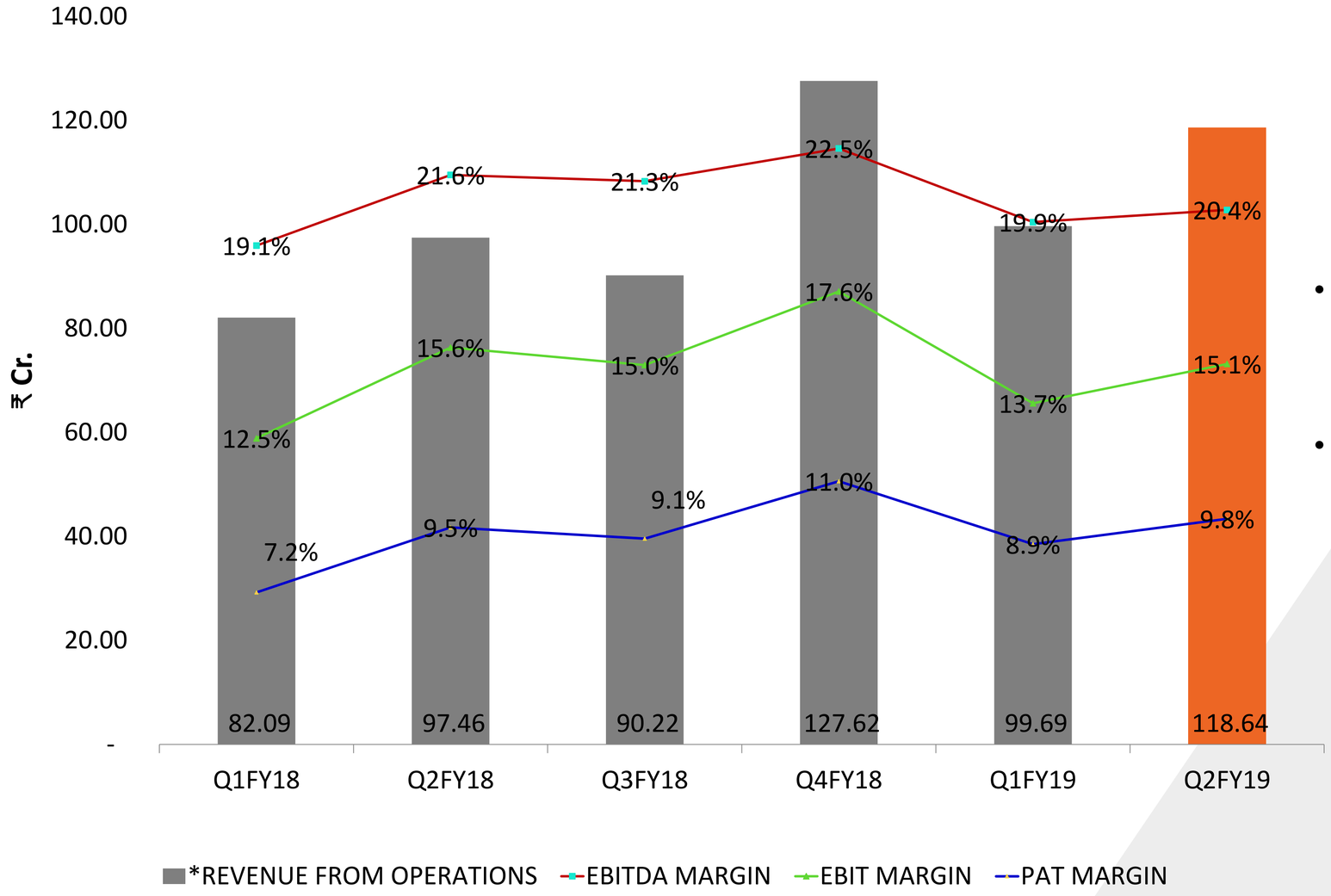
Injection Molding Plant

Plastic Extrusion Plant

CUSTOMER APPRECIATION - ACCOLADES

ACCOLADES FOR 2018
EXCELLENCE IN AUTOMOTIVE - ECONOMIC TIMES POLYMERS AWARDS 2018
ZERO PPM AWARD FROM TOYOTA KIRLOSKAR
OVERALL PERFORMANCE AWARD FROM MSIL
SUPPLIER OF THE YEAR 2017 – GOLD AWARD BY TOYOTA KIRLOSKAR
ACHIEVING QUALITY TARGET AWARD FROM TOYOTA KIRLOSKAR
ACHIEVING DELIVERY TARGET BY TOYOTA KIRLOSKAR
APPRECIATION AWARD – HYUNDAI MOTORS
BEST QUALITY AWARD FROM TATA MOTORS
SILVER AWARD FOR DELIVERY FROM HONDA ACCESS
BEST QUALITY CONSISTENCY AWARD – TOYOTA BOSHOKU

SUMMARY

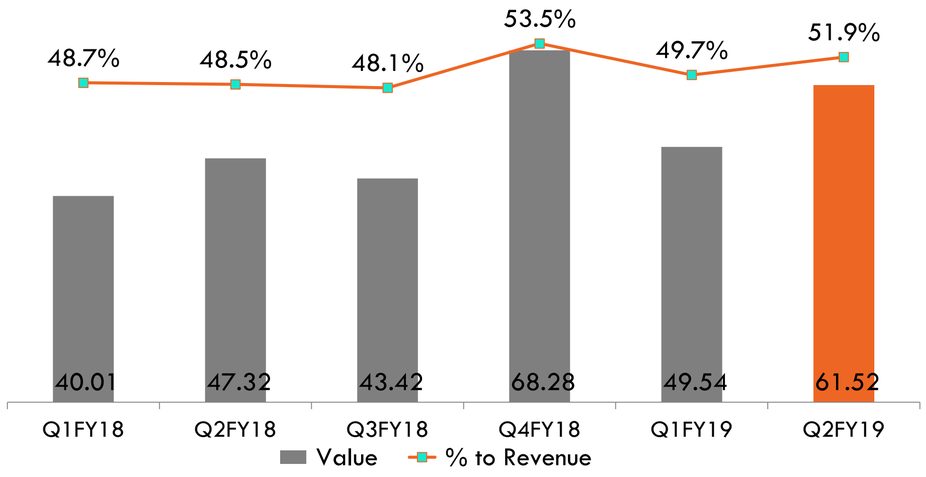


- Revenue from Operations registered a growth of 21.7% from ₹ 97.46 cr in Q2FY18 to ₹ 118.64 cr in Q2FY19
- PAT stood at ₹ 11.57 cr

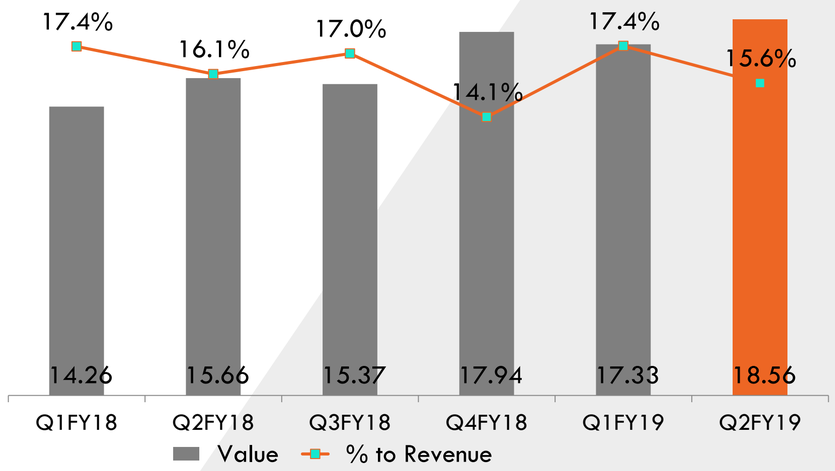
*** Net of Excise**

MAJOR EXPENSE (₹ Cr.)

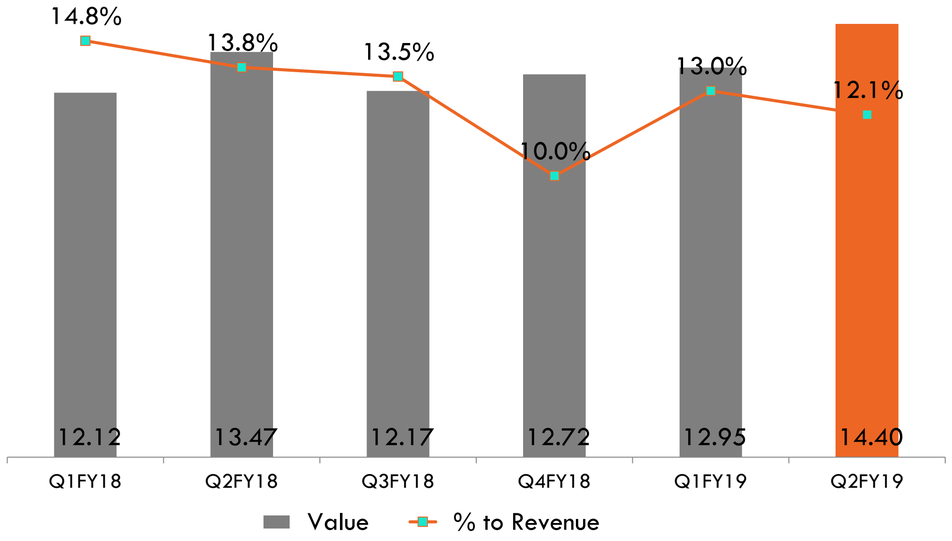
Materials



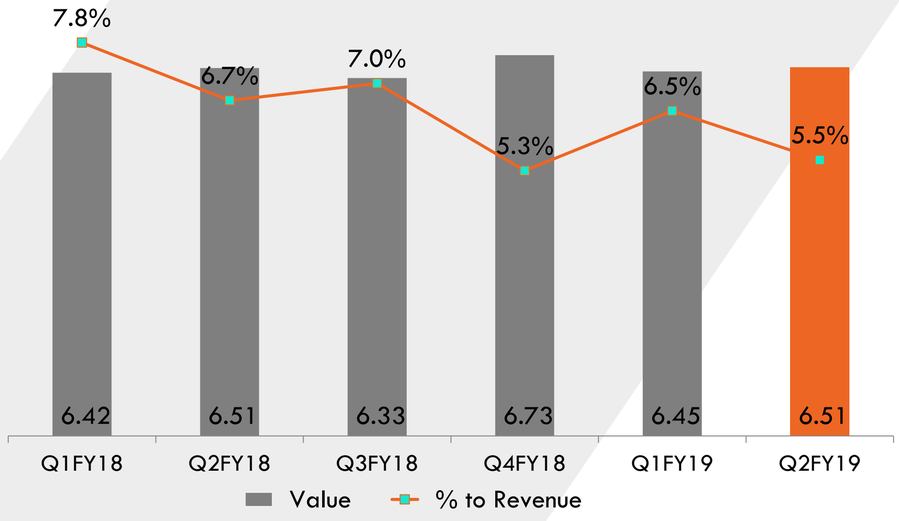
Employee Benefits



Other Expenses

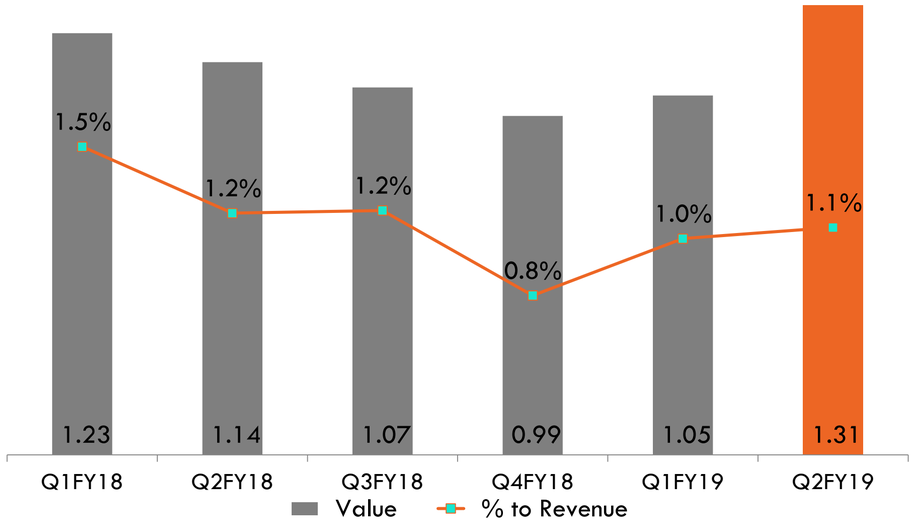


Depreciation

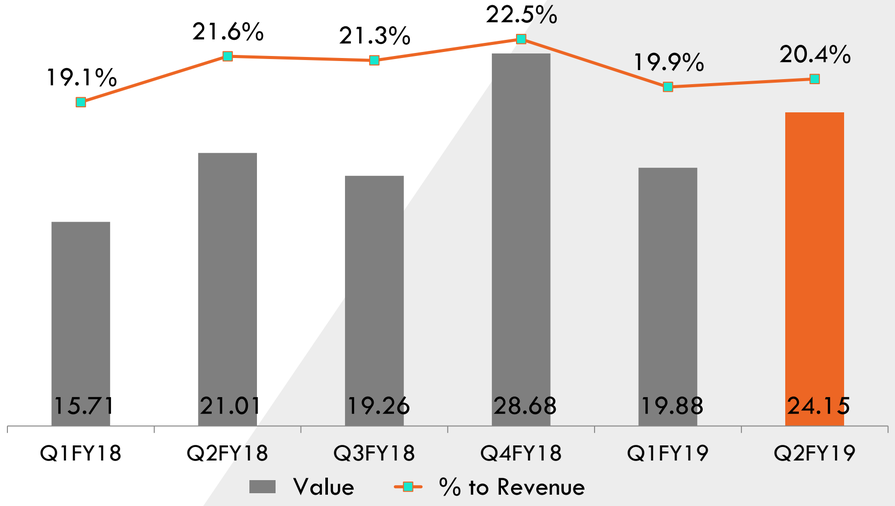


INTEREST & EARNINGS (₹ Cr.)

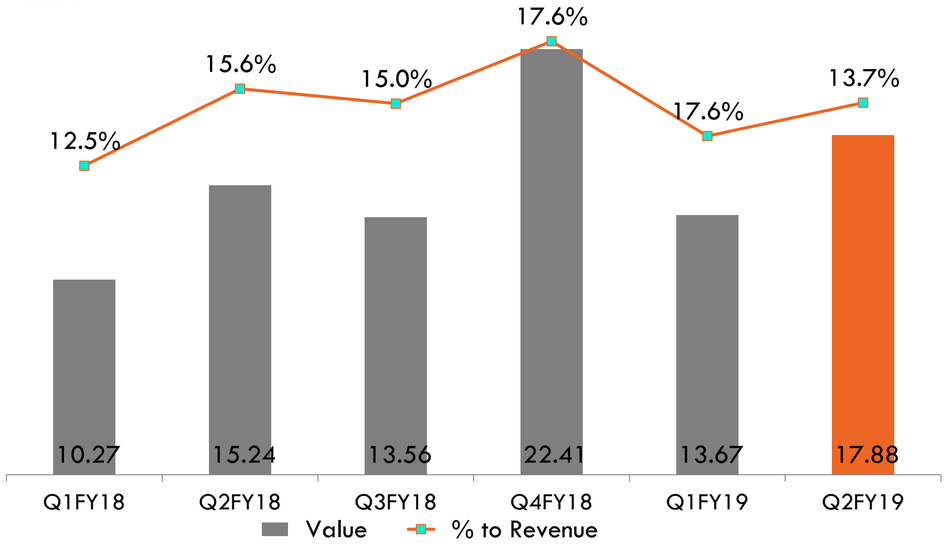
INTEREST



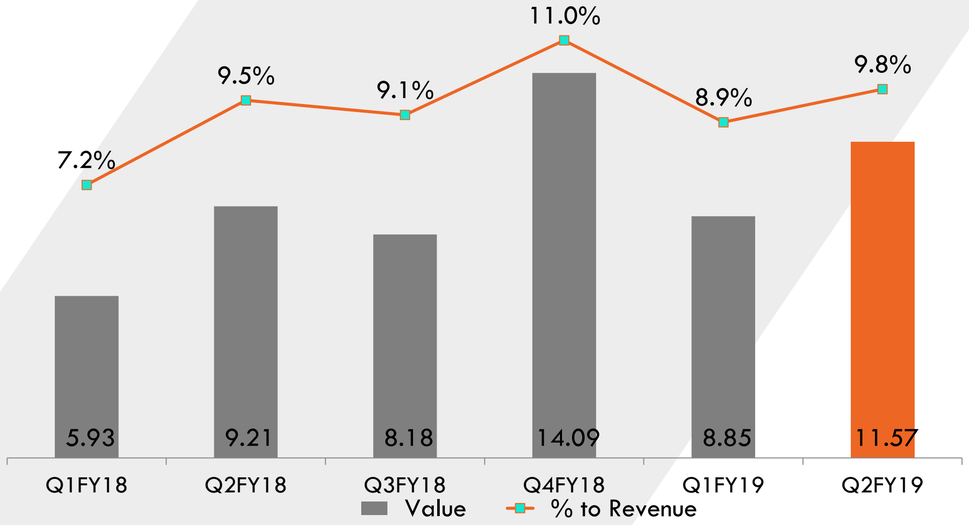
EBITDA



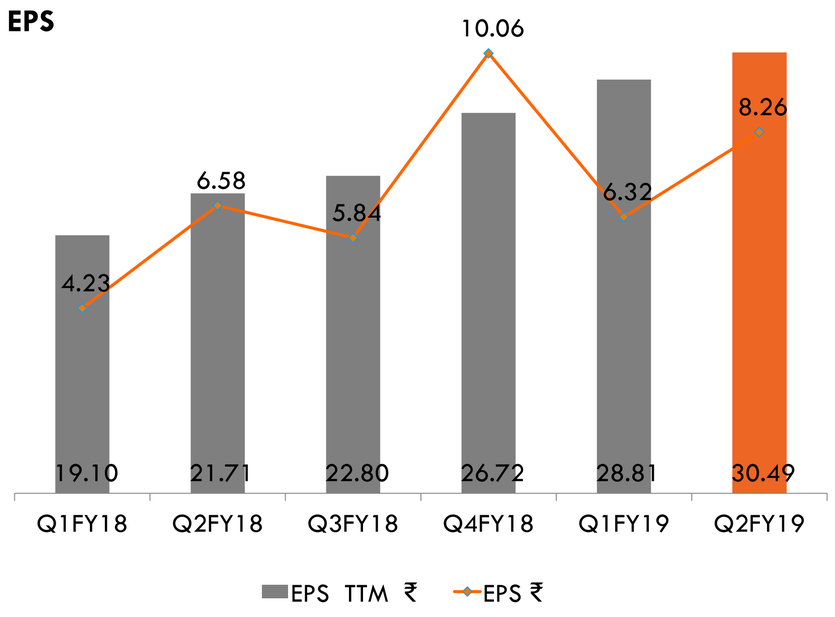
EBIT

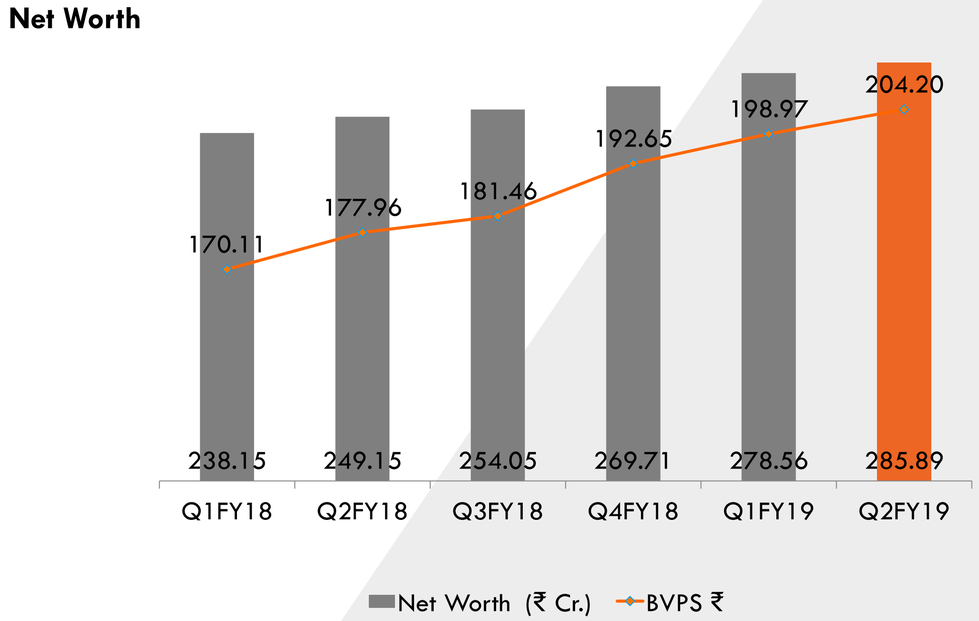


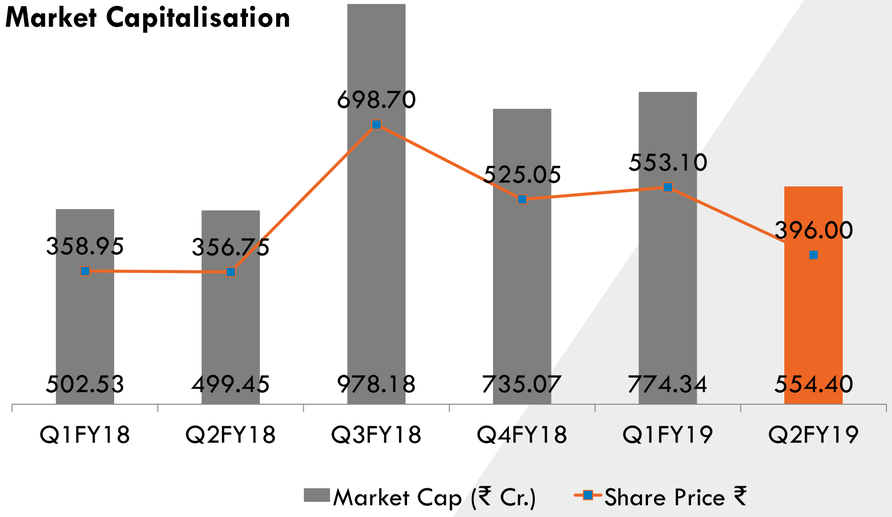
PAT



EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)

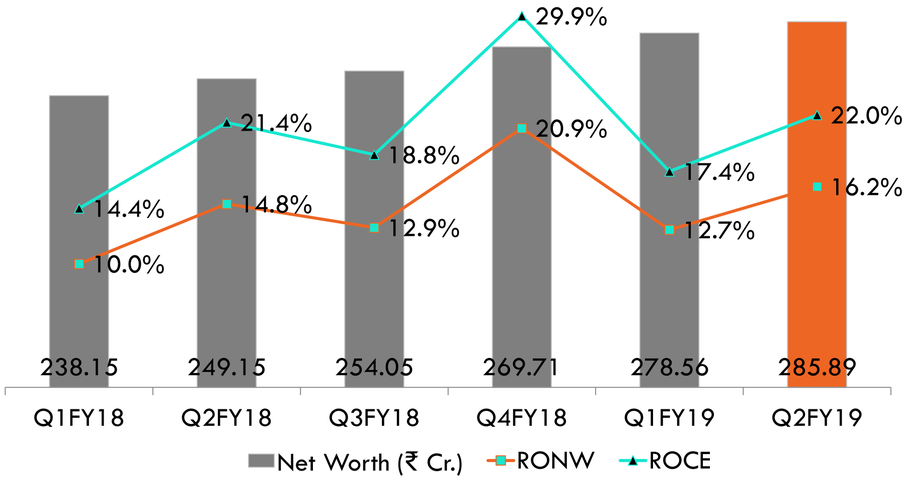




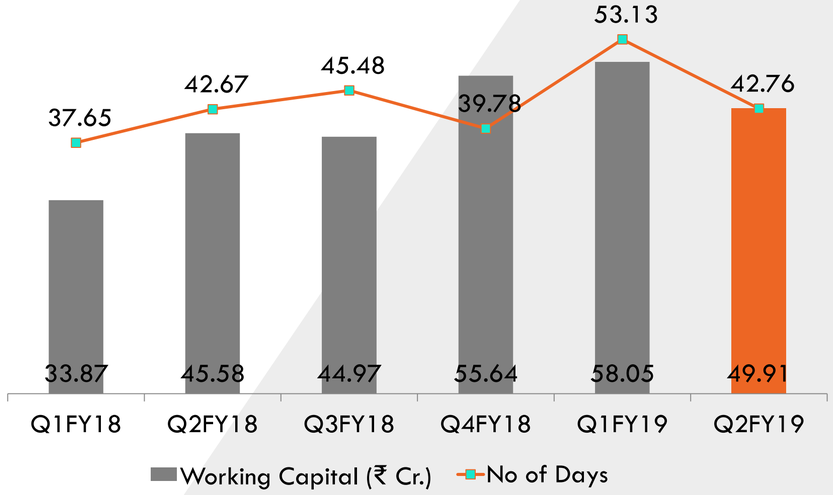


KEY RATIOS

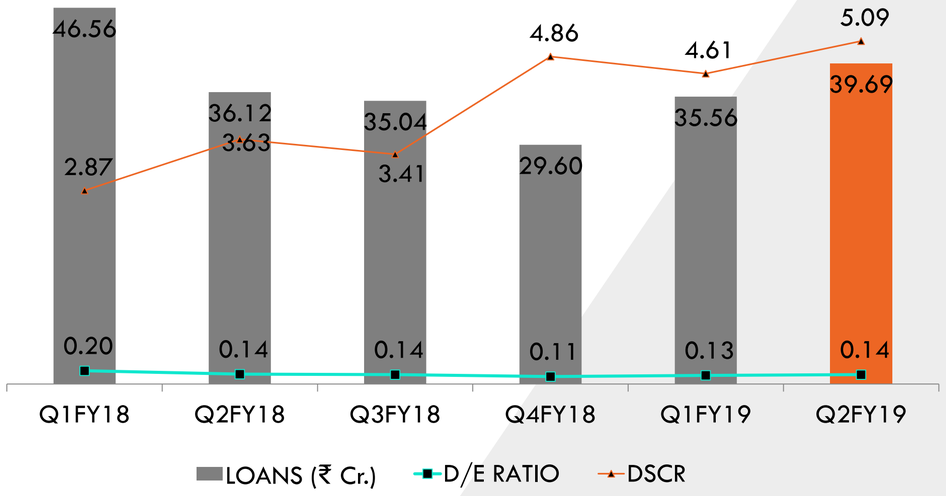
Net Worth



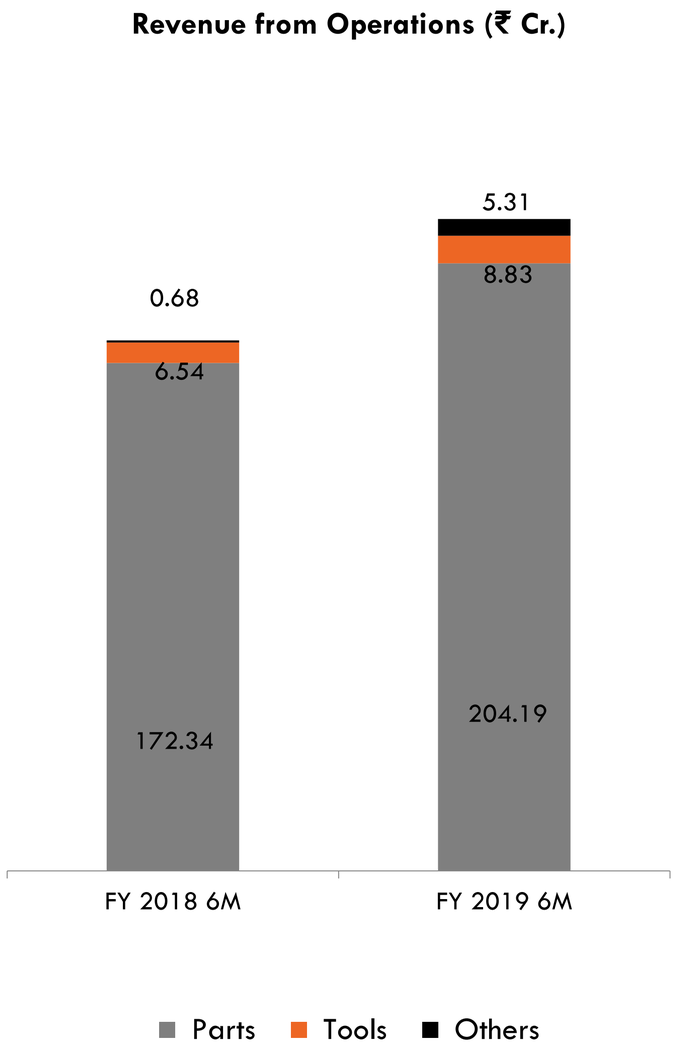
Working Capital

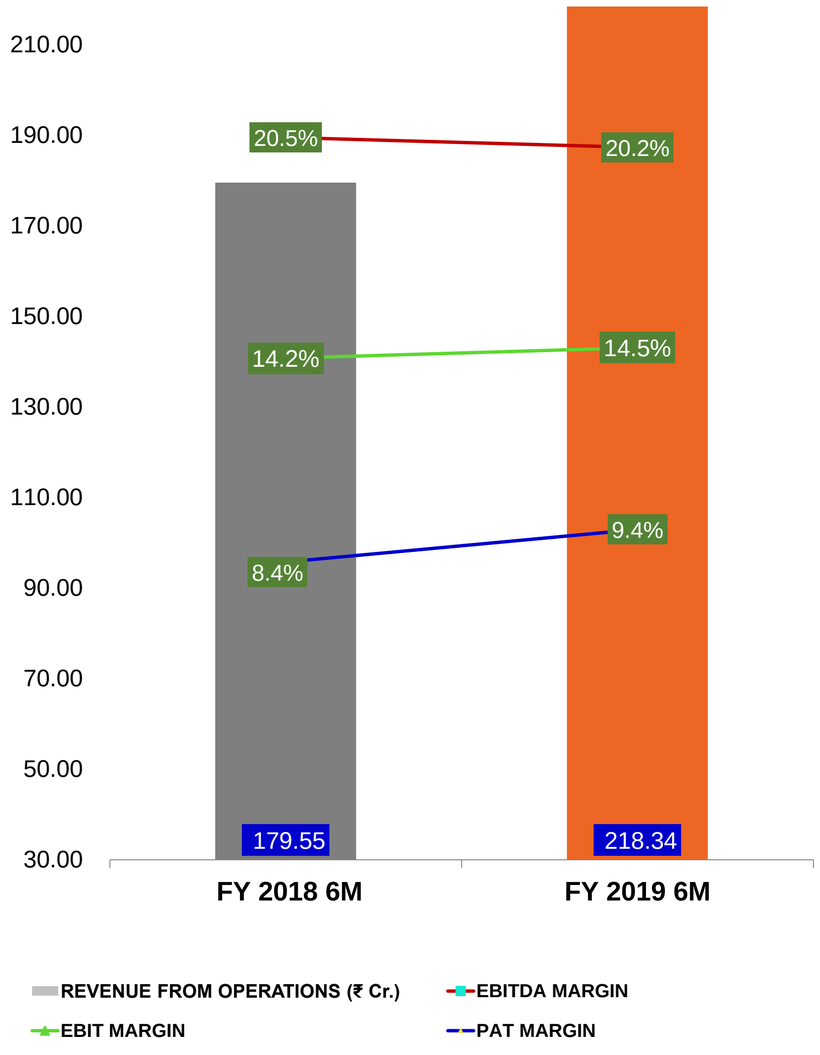


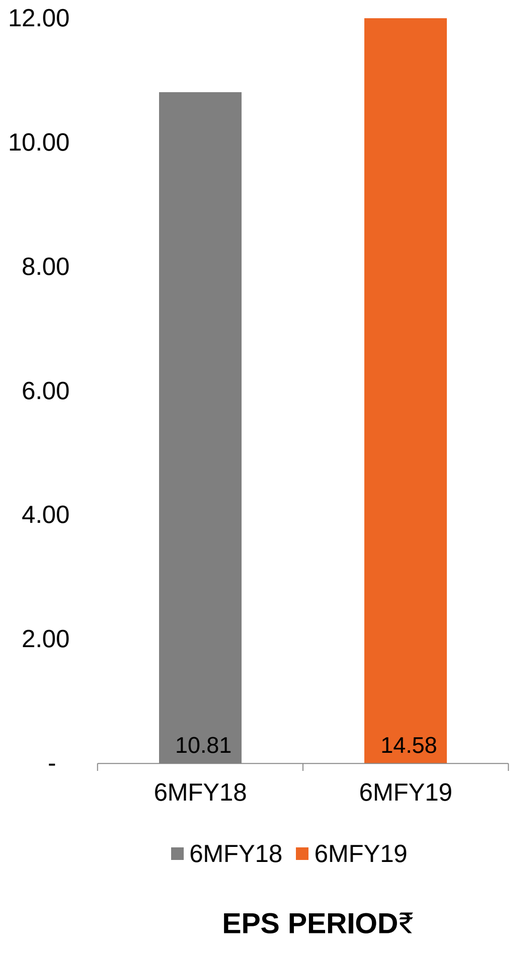
Loans



HALF YEAR SUMMARY

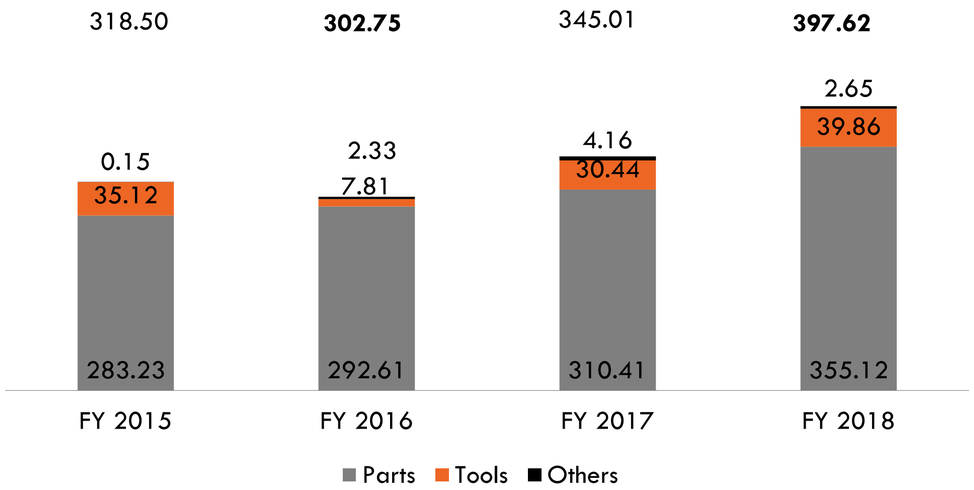




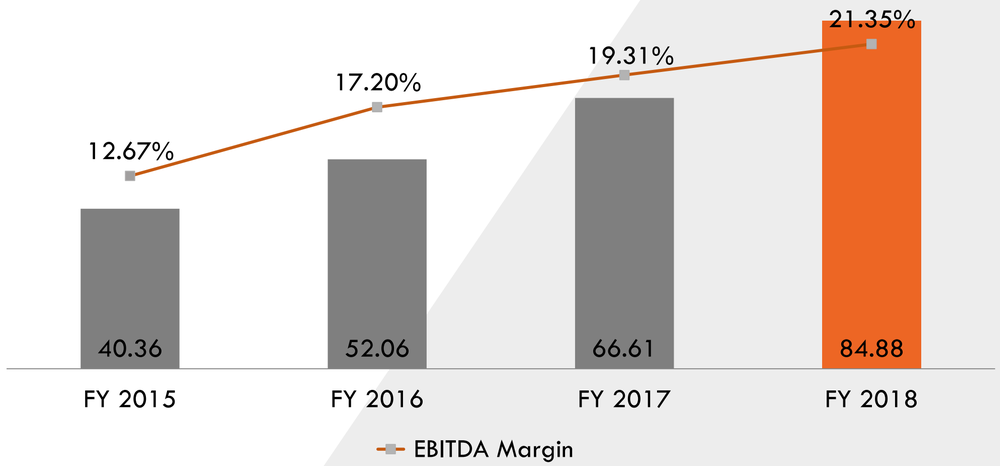


FINANCIAL PERFORMANCE SNAPSHOT (FY 2015 – FY 2018) (₹ Cs.)

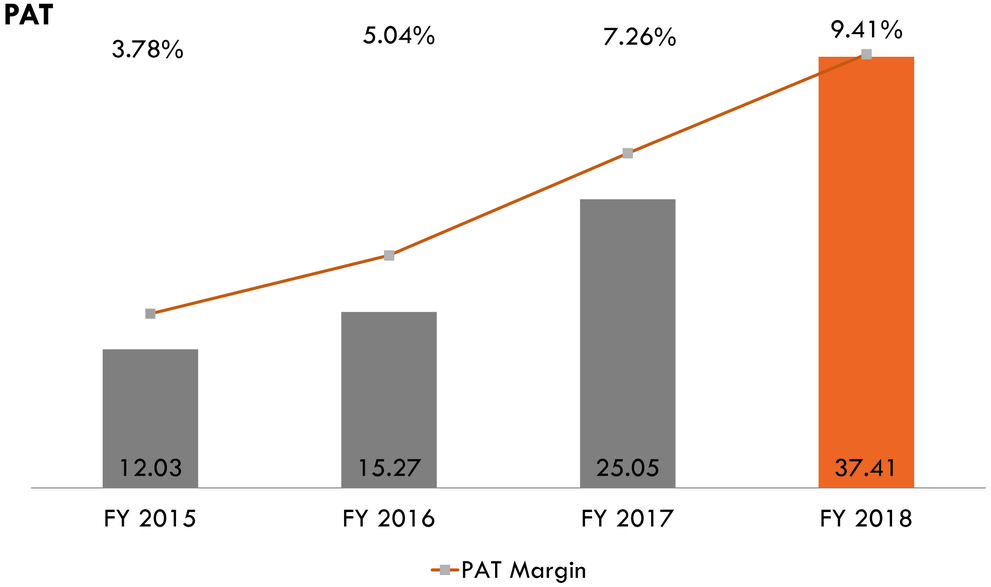
Revenue from operations



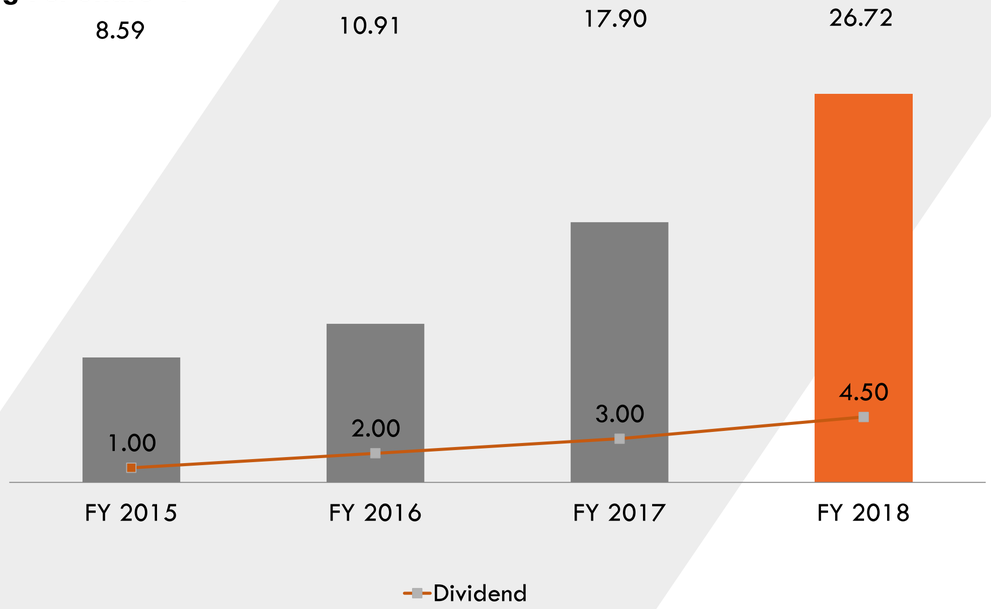
EBITDA



PAT

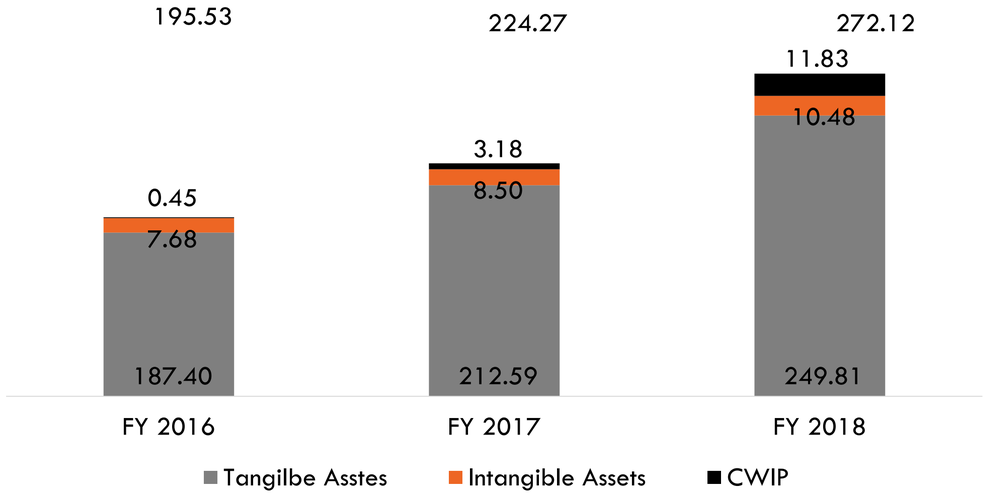


Earning Per Share ₹

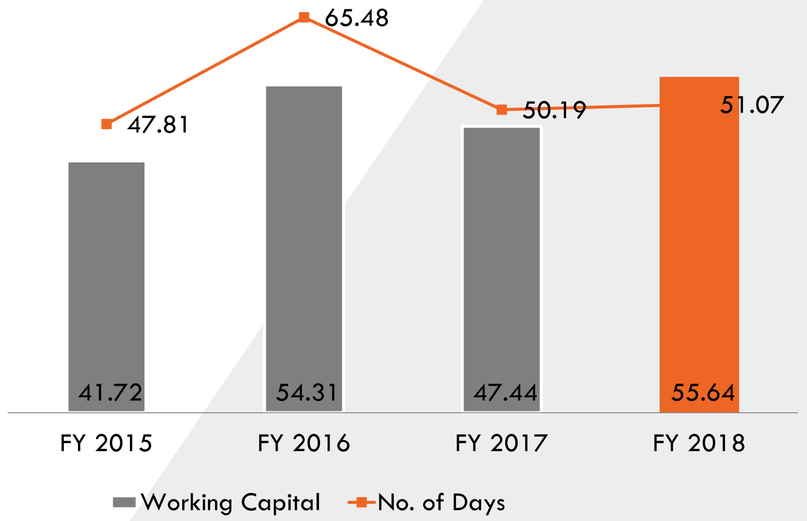


FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2018) (₹ Cr.)

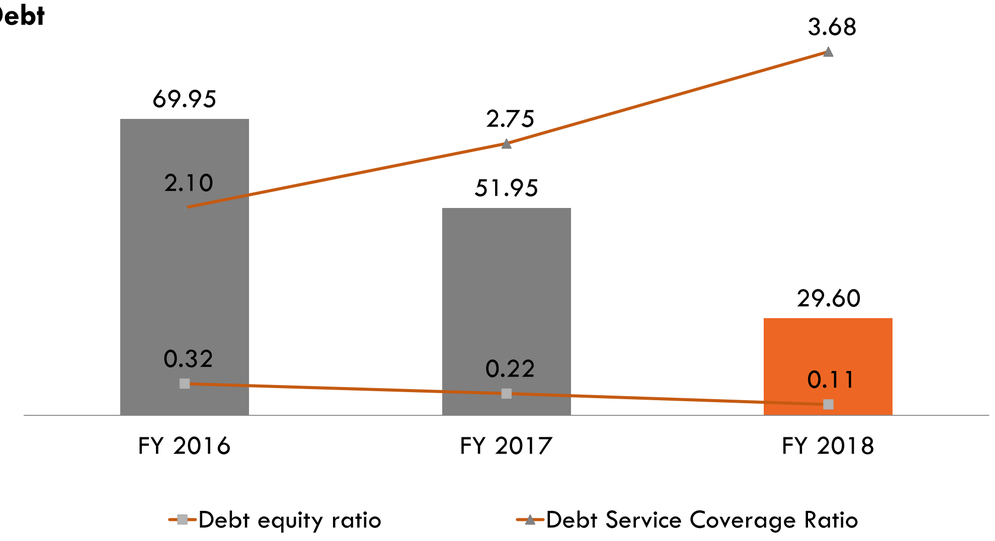
Fixed Assets (Gross Block)



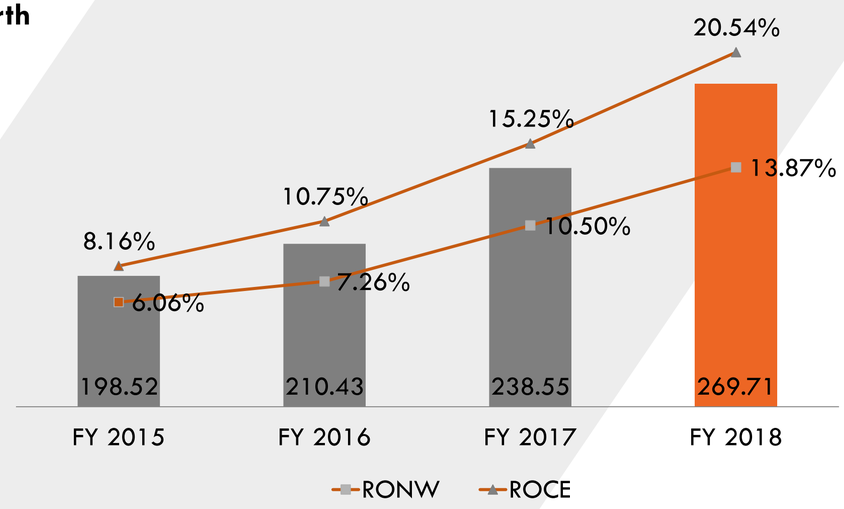
Working Capital



Debt



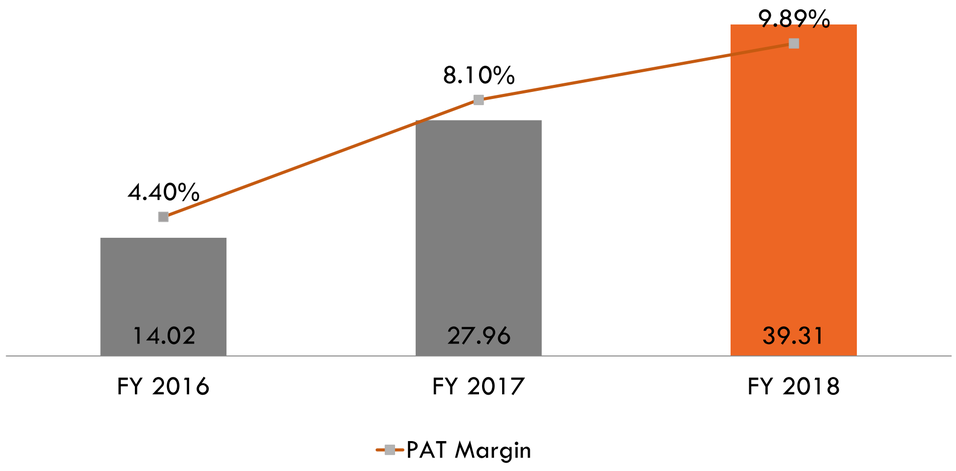
Net Worth



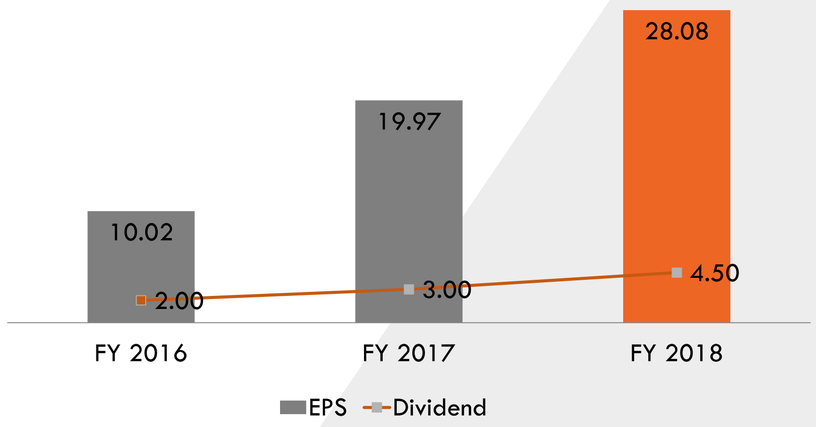
*Fixed Assets & Debt Figures for FY 15 haven't been stated due to applicability of Ind AS from FY 16 itself being not comparable

CONSOLIDATED FINANCIAL SNAPSHOT (FY 2016 – FY 2018) (₹ Cr.)

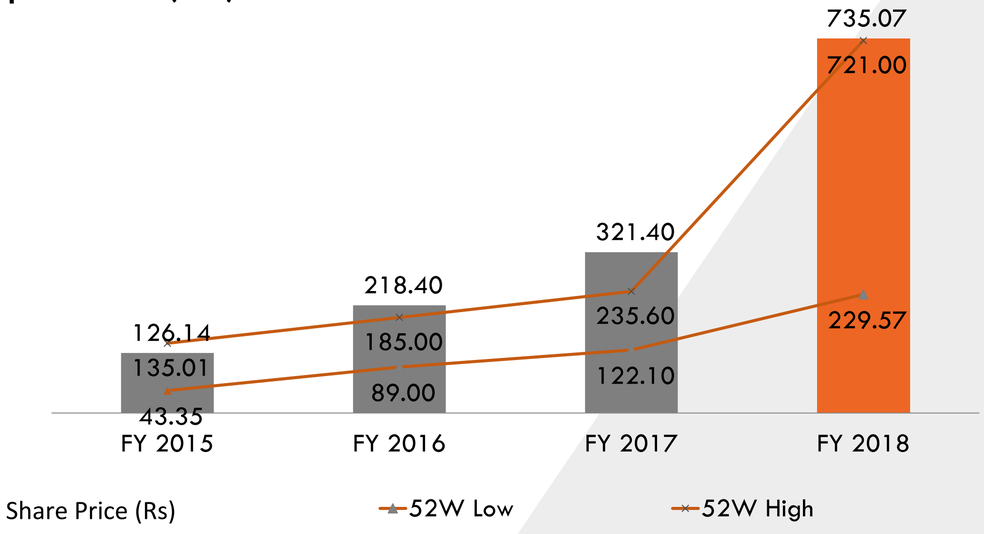
PAT



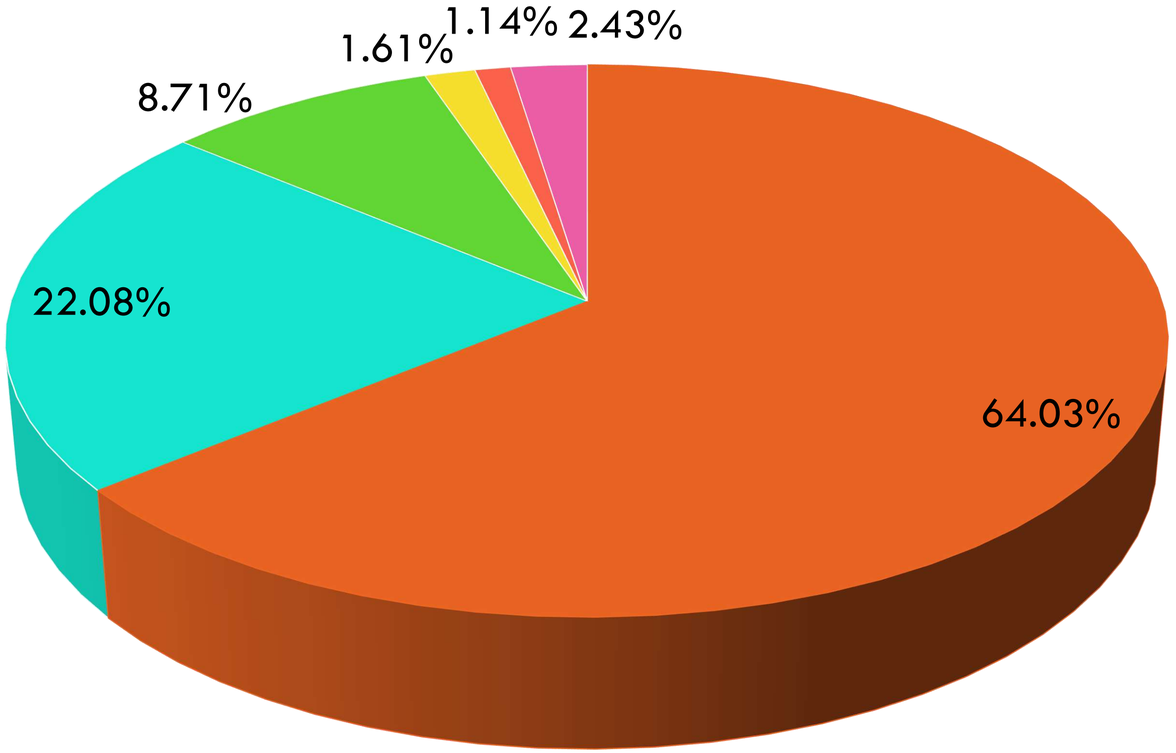
Earning Per Share (Rs.)



Market Capitalization (BSE)



SHAREHOLDING PATTERN AS OF 30TH SEPTEMBER 2018



- Promoter
- Individual
- Bodies Corporation
- Foreign Corporation
- Foreign Portfolio Investor (Corporate)
- Others

MARKET CAPITALIZATION (BSE) ₹ 554.40 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