



PPAP Automotive Limited

TAKING CHALLENGES, TOGETHER

Investor Presentation
October 2018

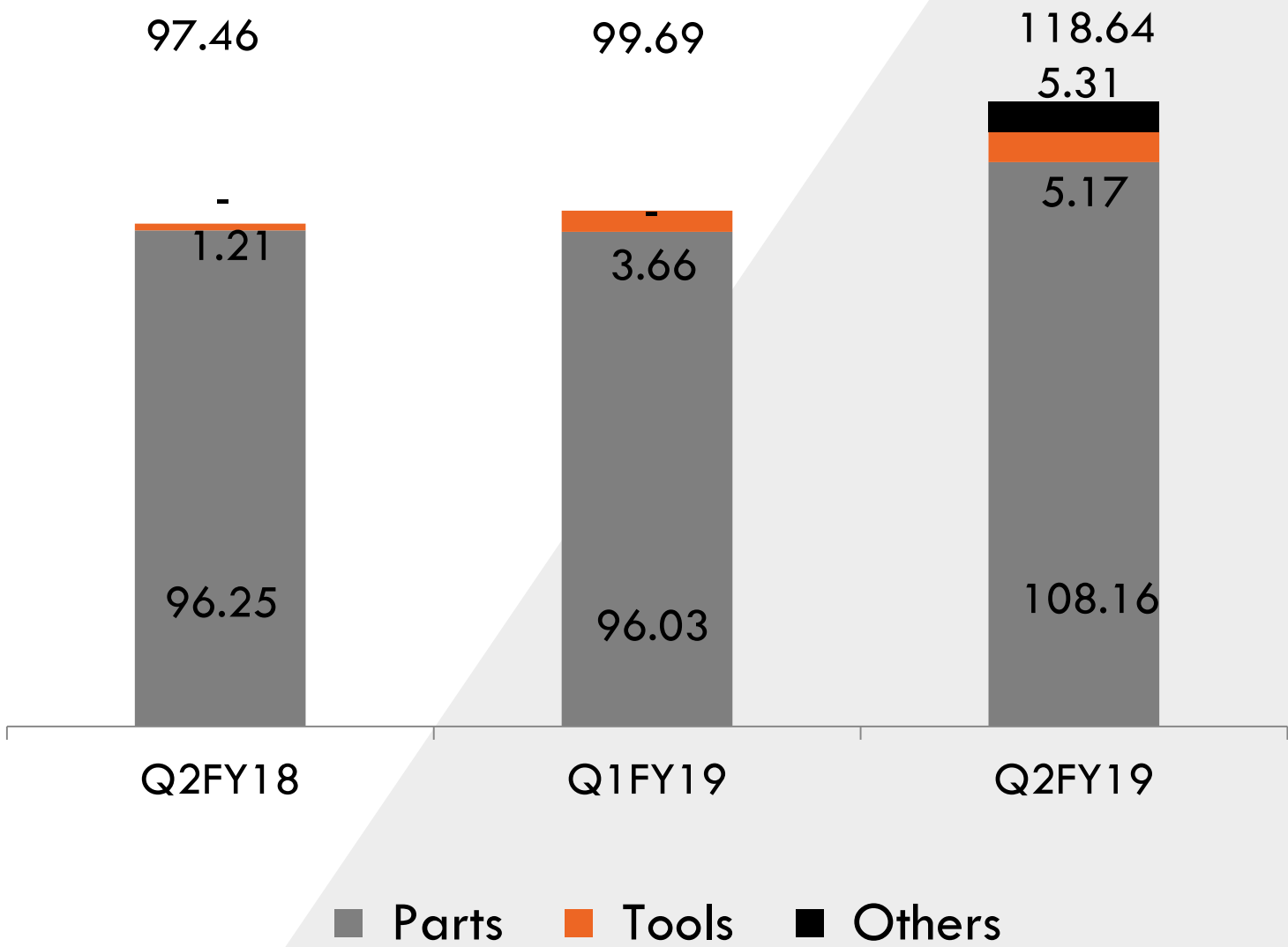
QUARTERLY FINANCIAL HIGHLIGHTS



- 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

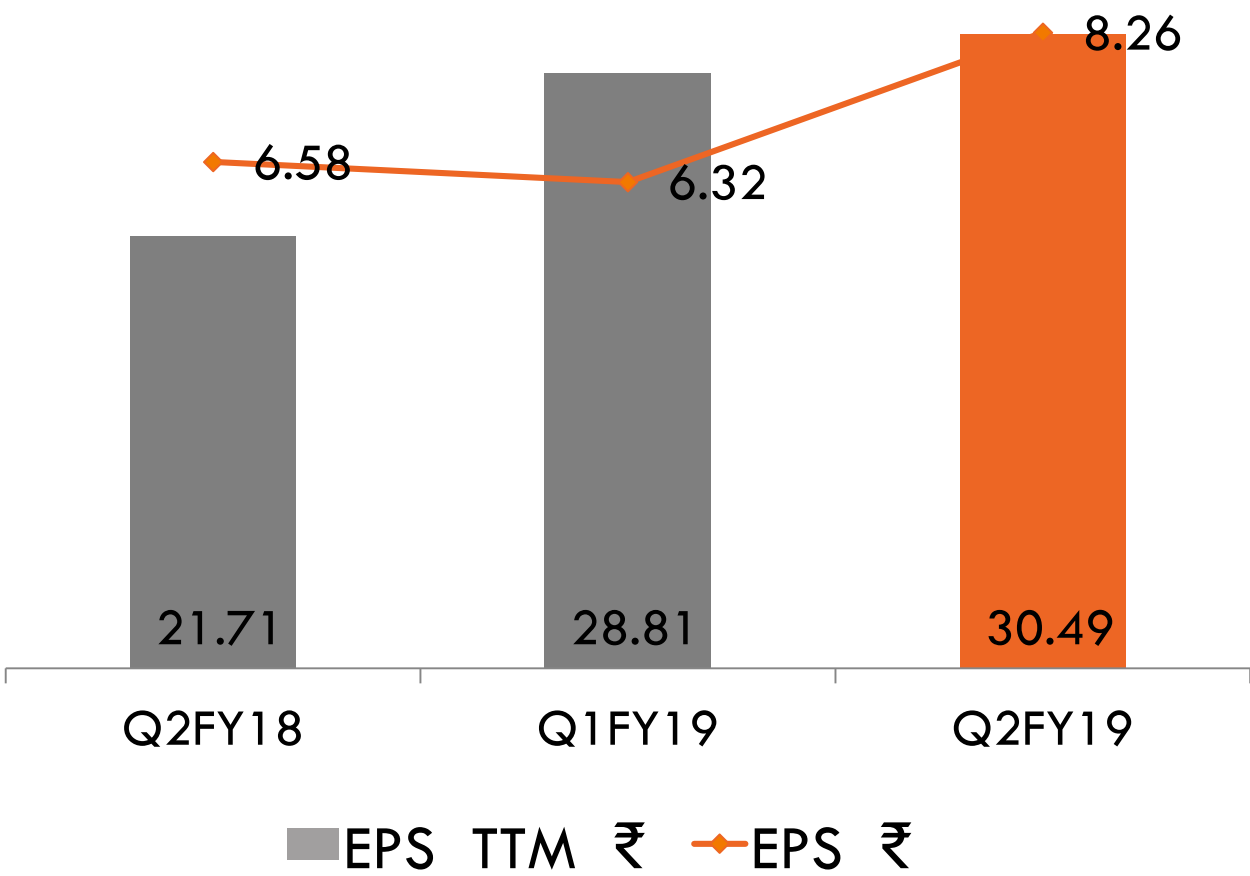


Revenue from Operations

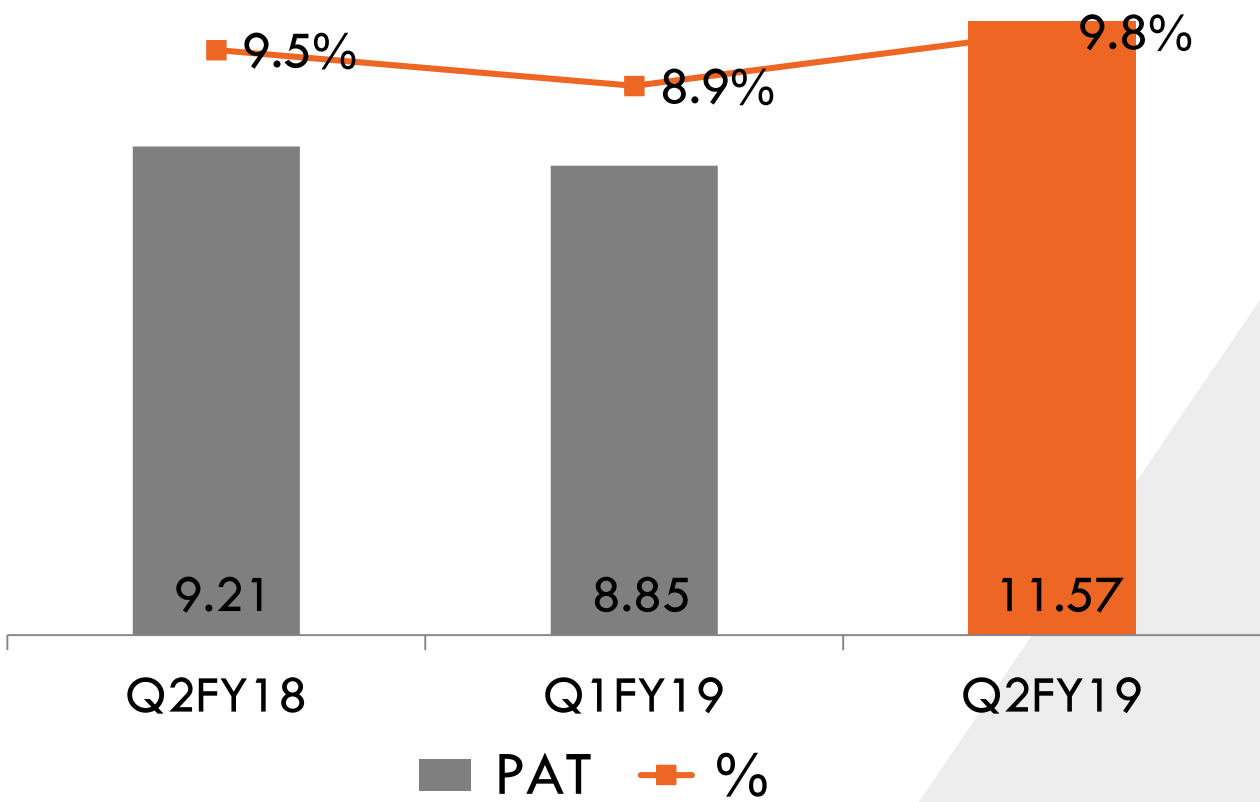


₹ Cr.

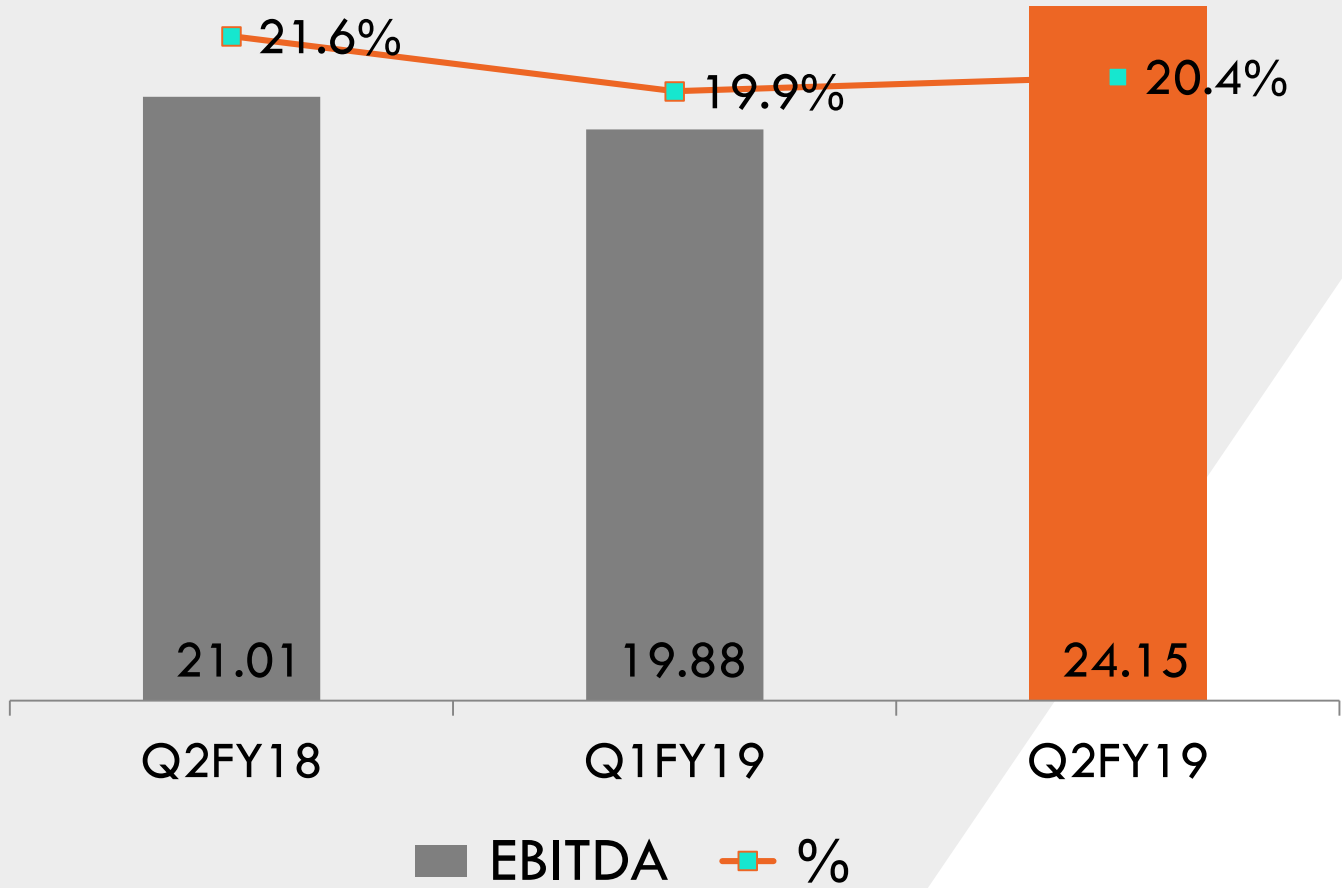
EPS



Profit after Tax



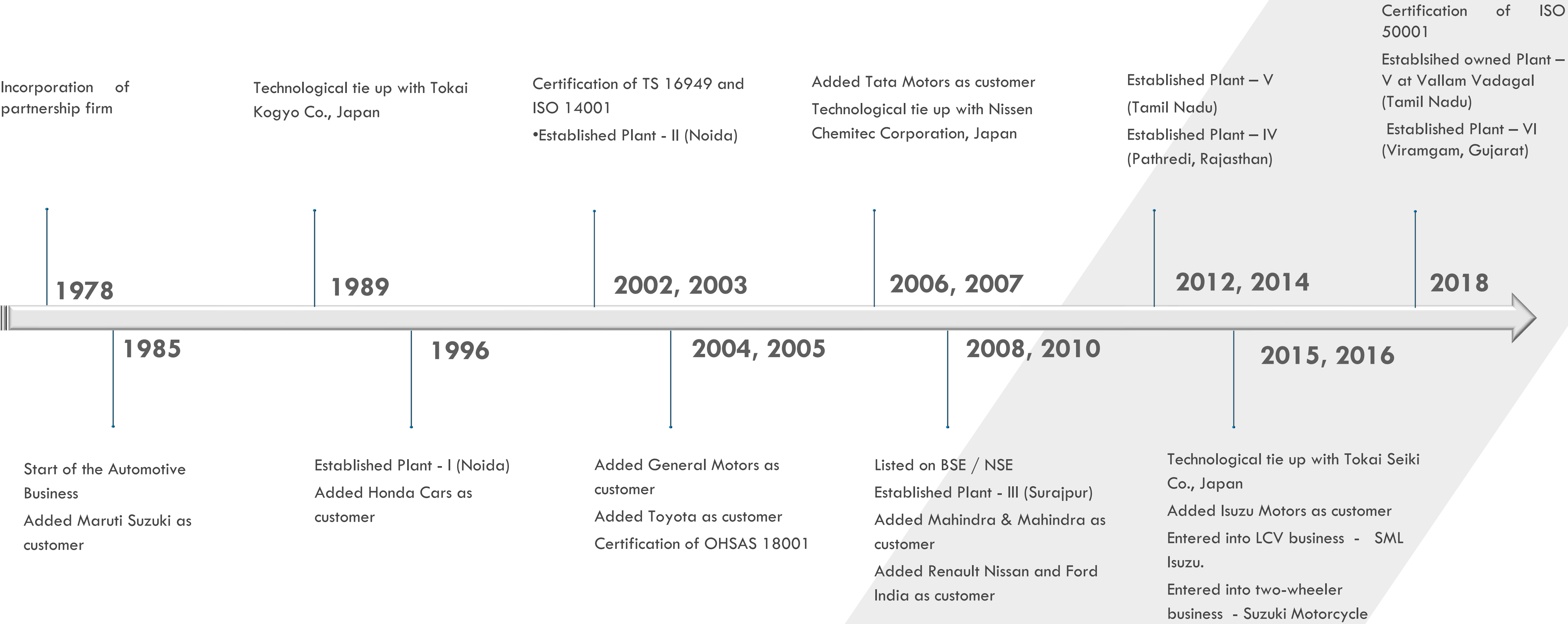
EBITDA



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 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



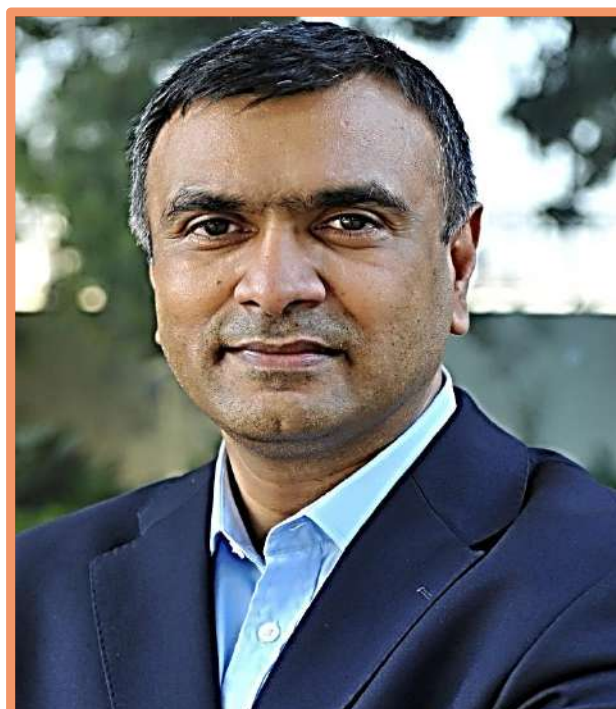
Mr. Abhishek Jain, CEO & Managing Director

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



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**

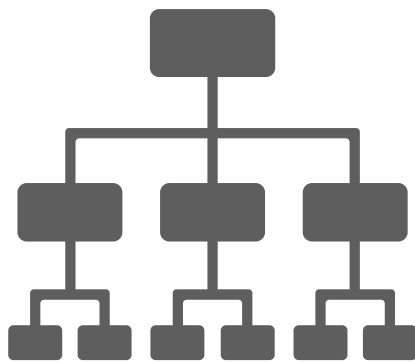
AUTOMOTIVE INTERIOR PRODUCTS

TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007

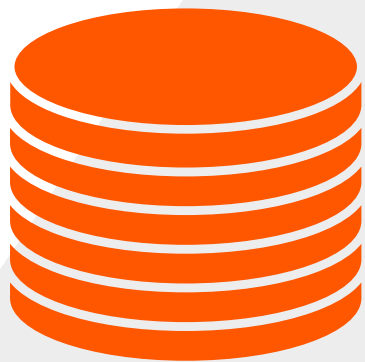
CORE STRENGTHS



Leadership Position
India's leading manufacturer
of Automotive Sealing Systems



Strong Customer Base
Leading OEM manufacturers in
Indian Market are customers



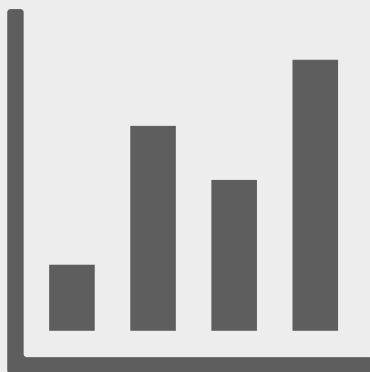
Strong R&D Facilities
Capability from Design to Print



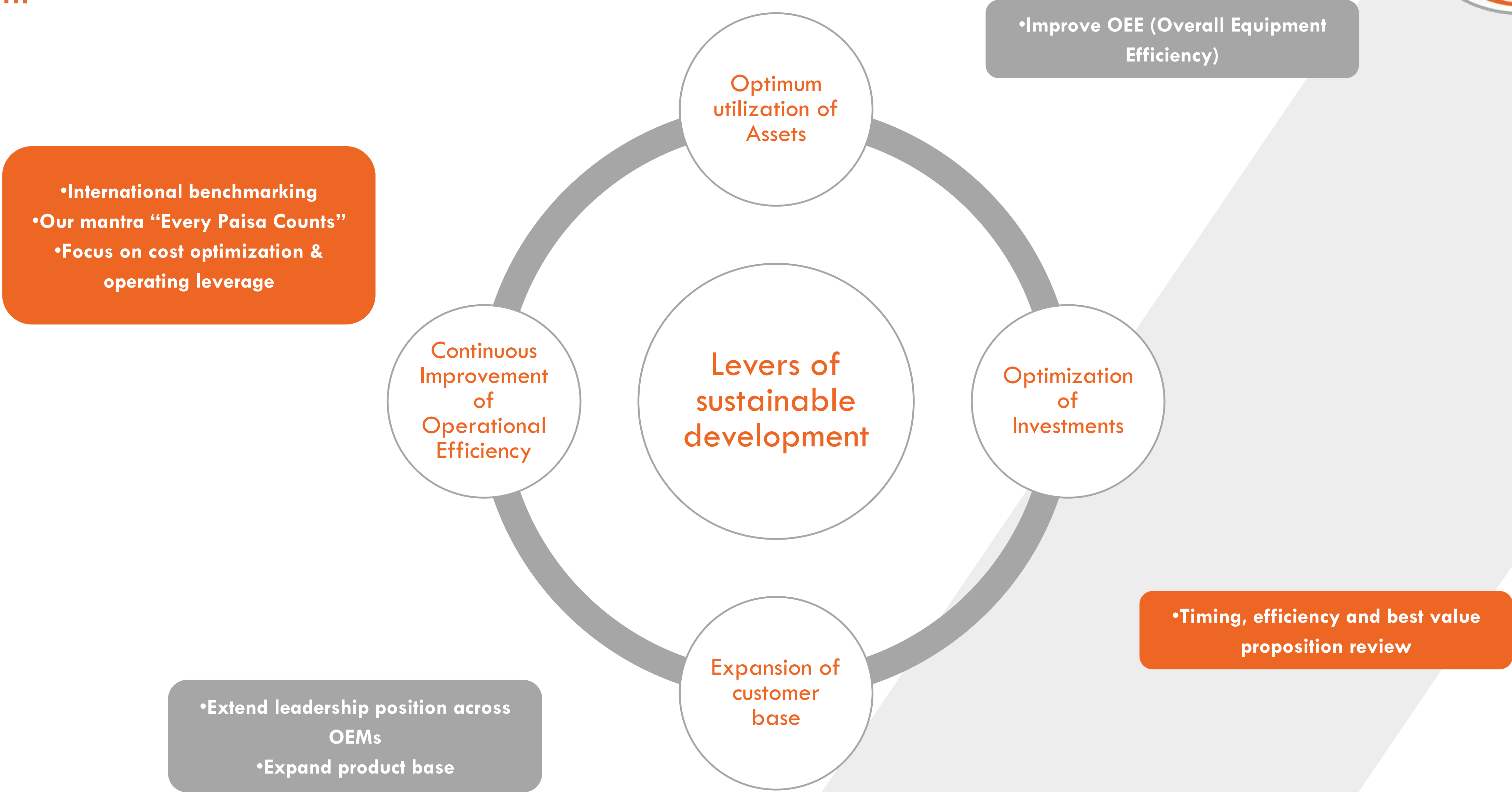
State-of-the-art
manufacturing facilities
Focus on Kaizen towards
Technology and Operations



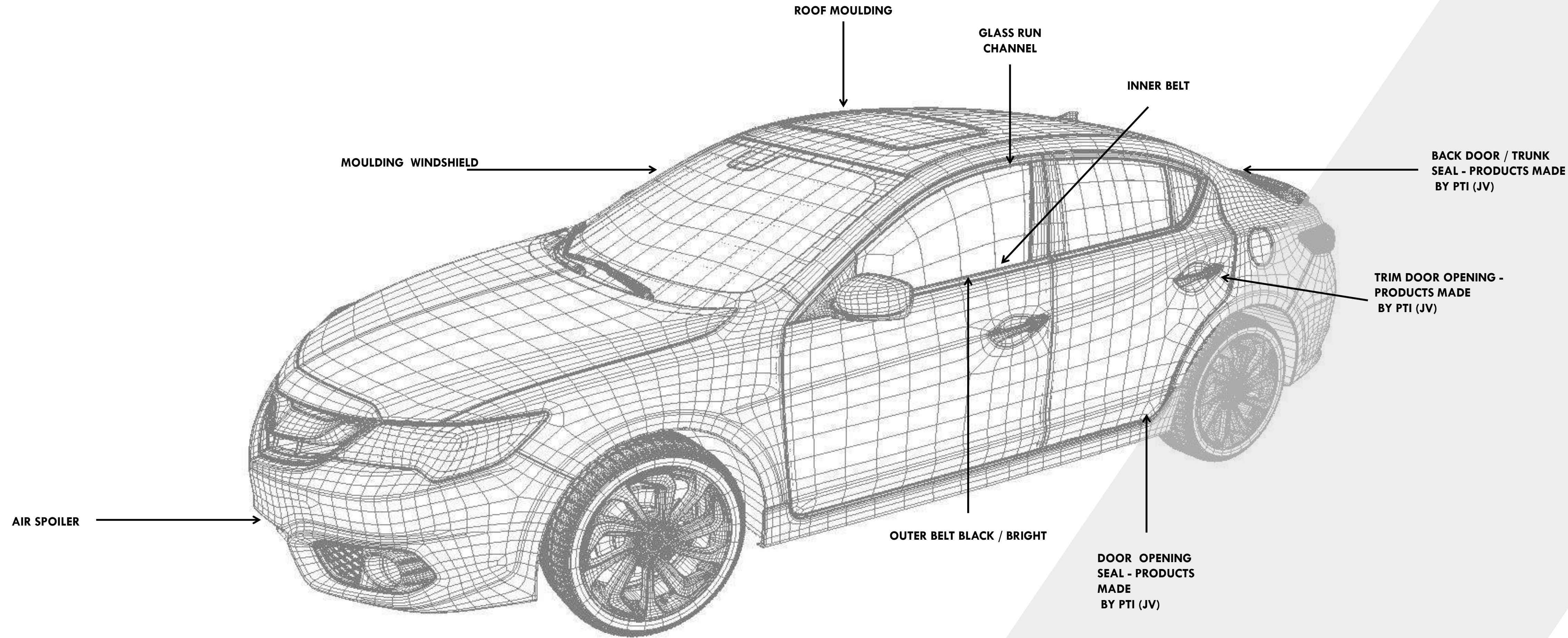
Access to Global Technology
Relationship with
Japanese Technology Partners



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

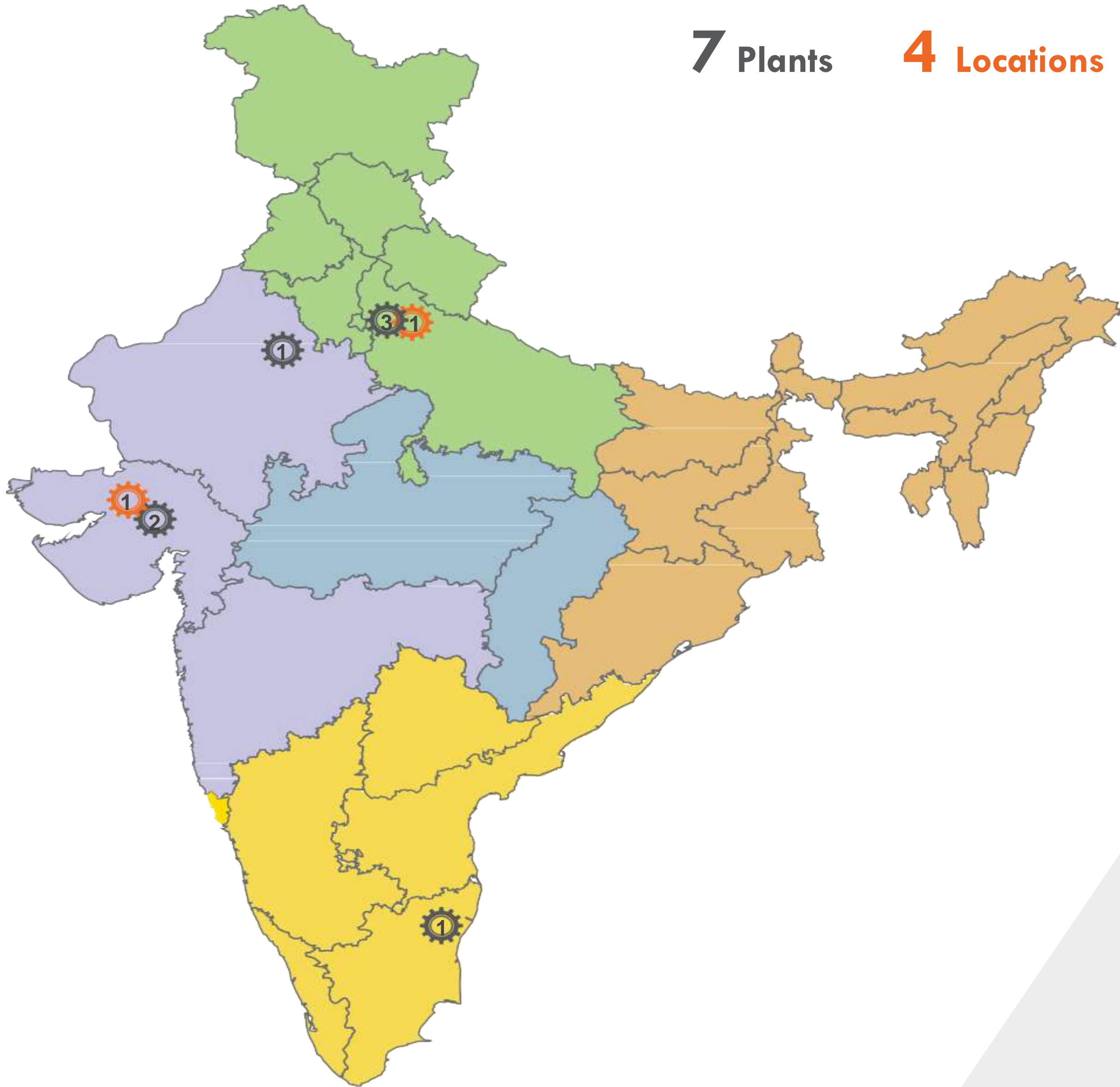


IN CABIN PRODUCTS





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



CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom

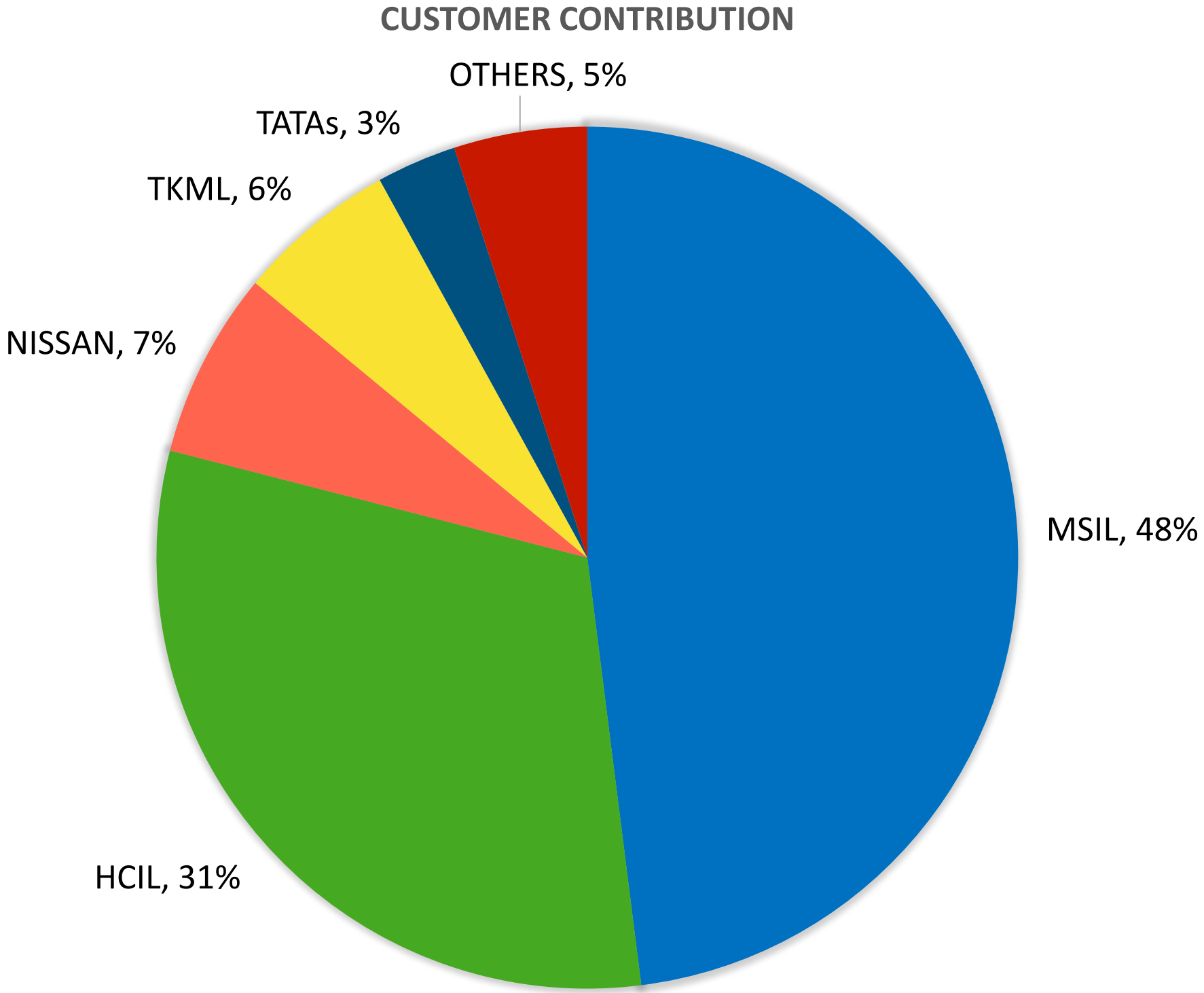


South Africa



Argentina

CUSTOMER BASE



OUR PRESENCE IN NEW MODELS



Honda New Amaze

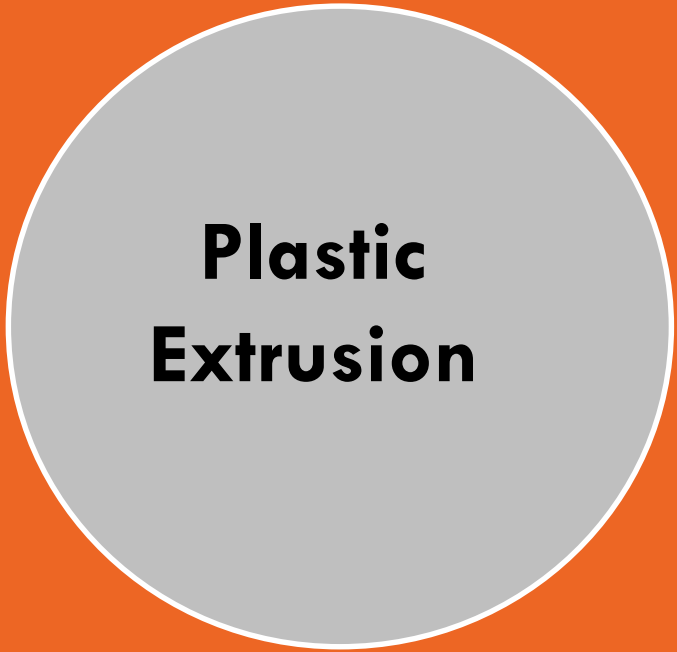
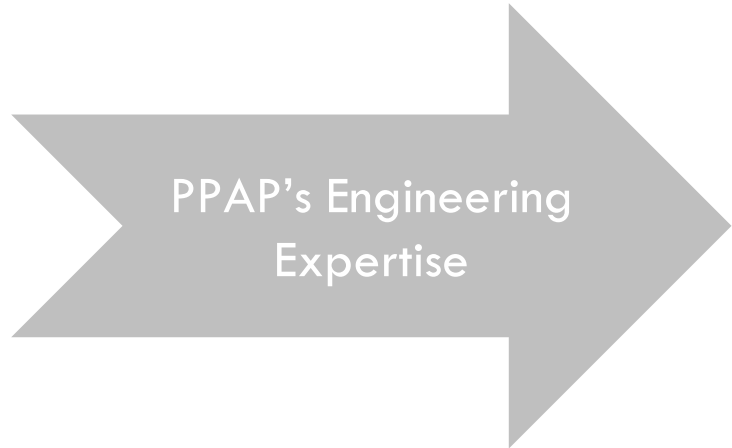
Maruti New Swift



Toyota Yaris



COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



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: Battenfeld 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



JV Company – PPAP Tokai India Rubber Pvt. Ltd.

CONTD.....
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Injection Molding Plant

Plastic Extrusion Plant



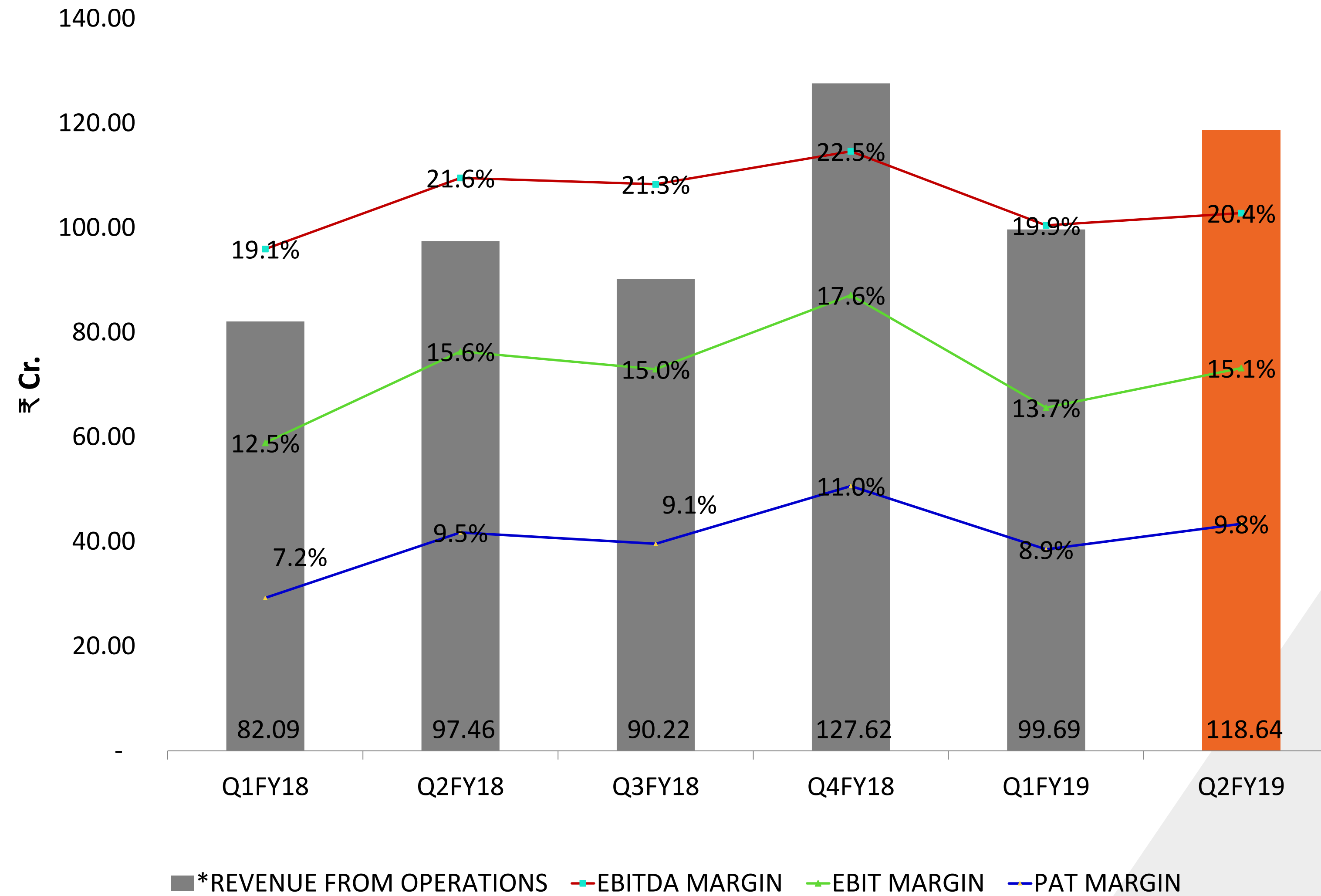
CUSTOMER APPRECIATION - ACCOLADES



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



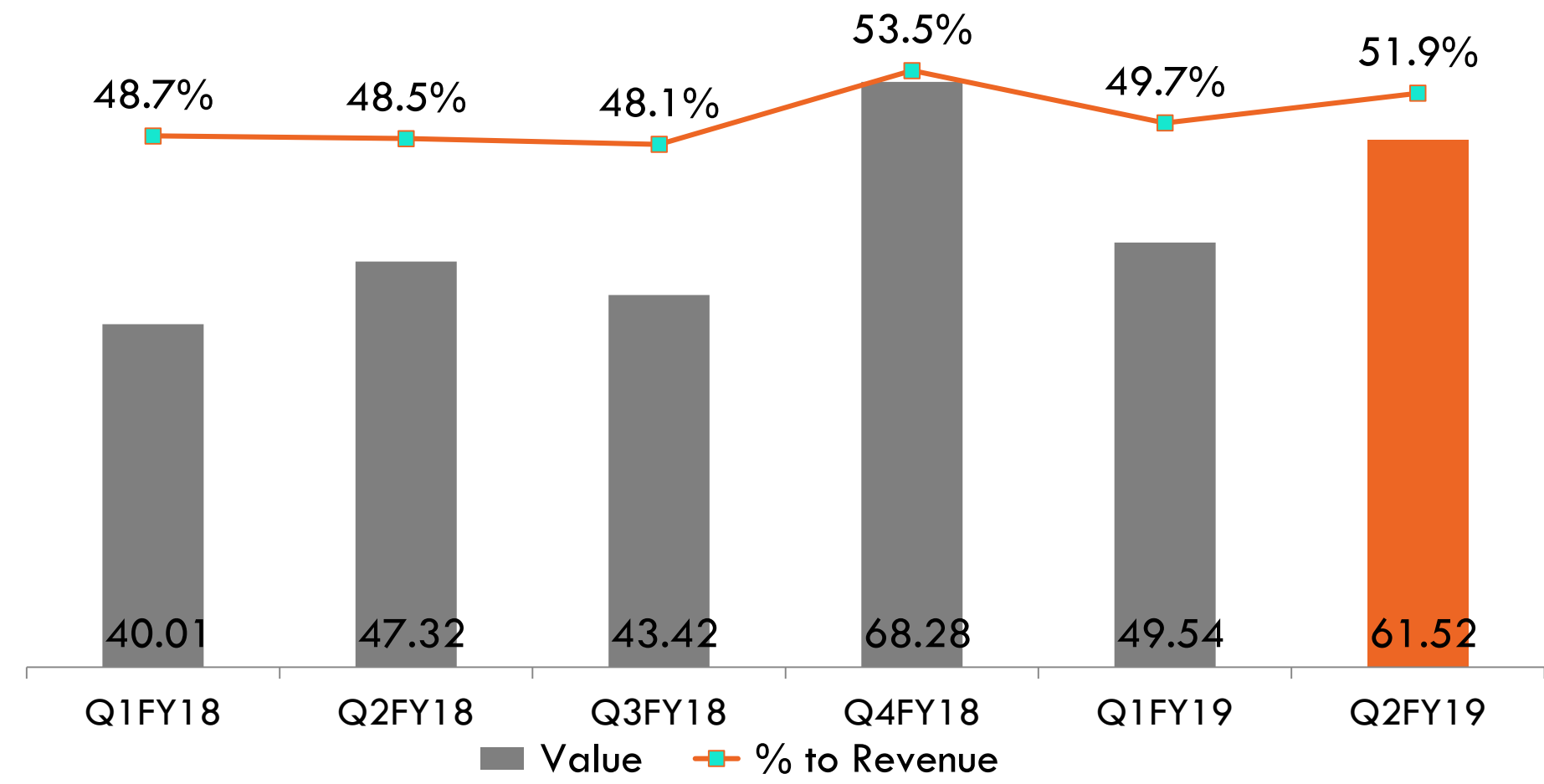
- Revenue from Operations registered a growth of 21.7% from ₹ 97.46 cr in Q2FY18 to ₹ 118.64 cr in Q2FY19
- PAT stood at ₹ 11.57 cr

* Net of Excise

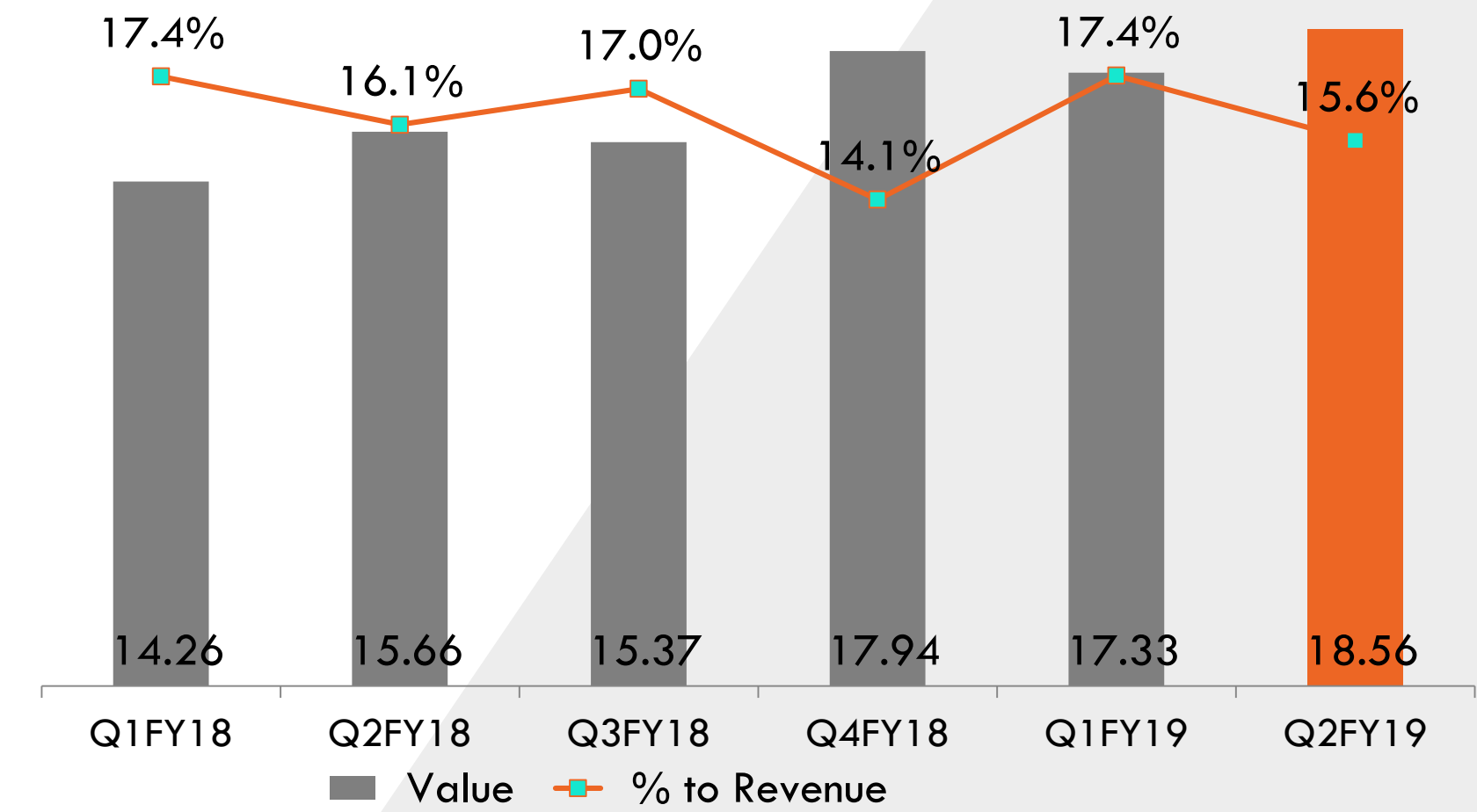
MAJOR EXPENSE (₹ Cr.)



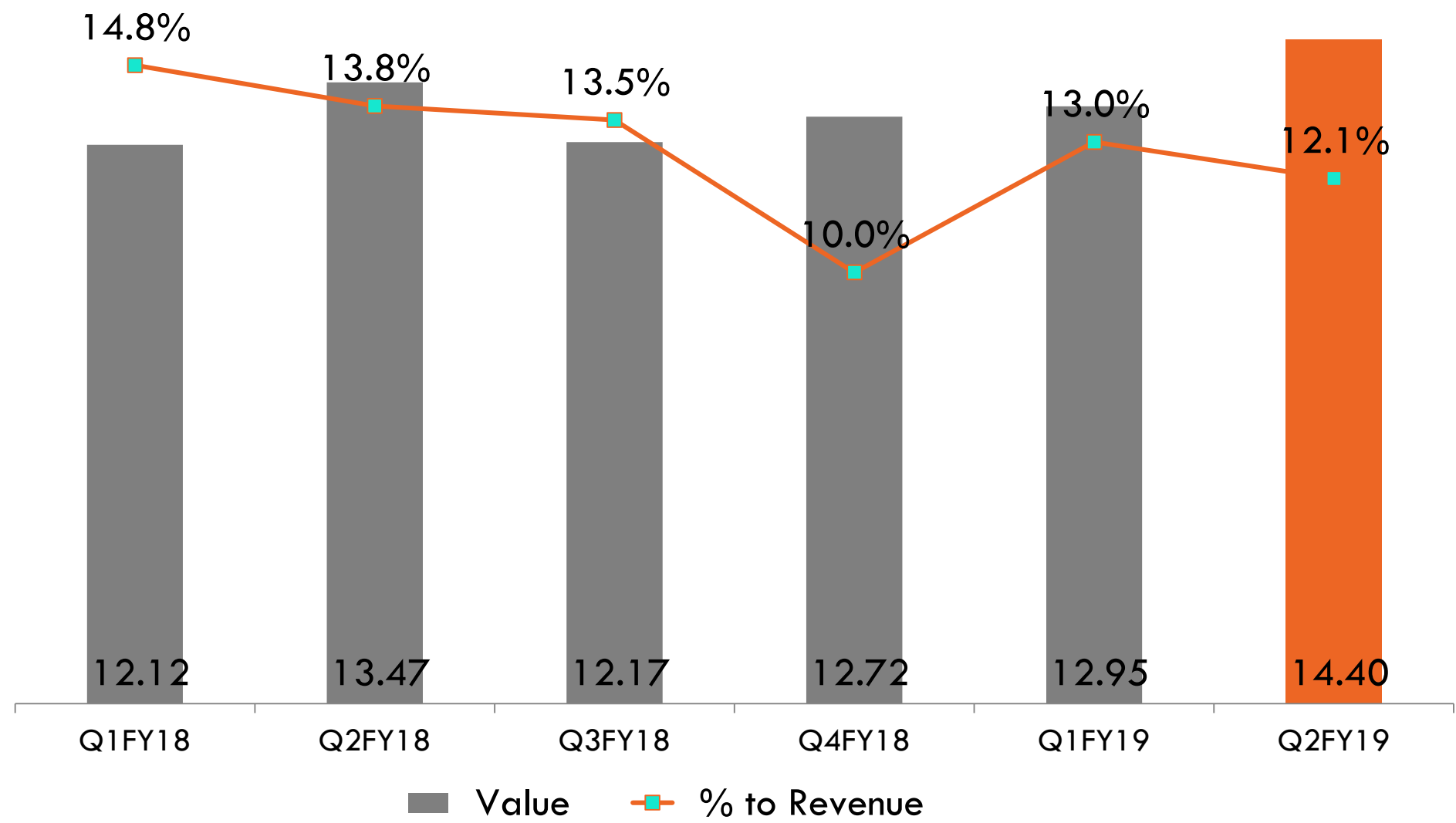
Materials



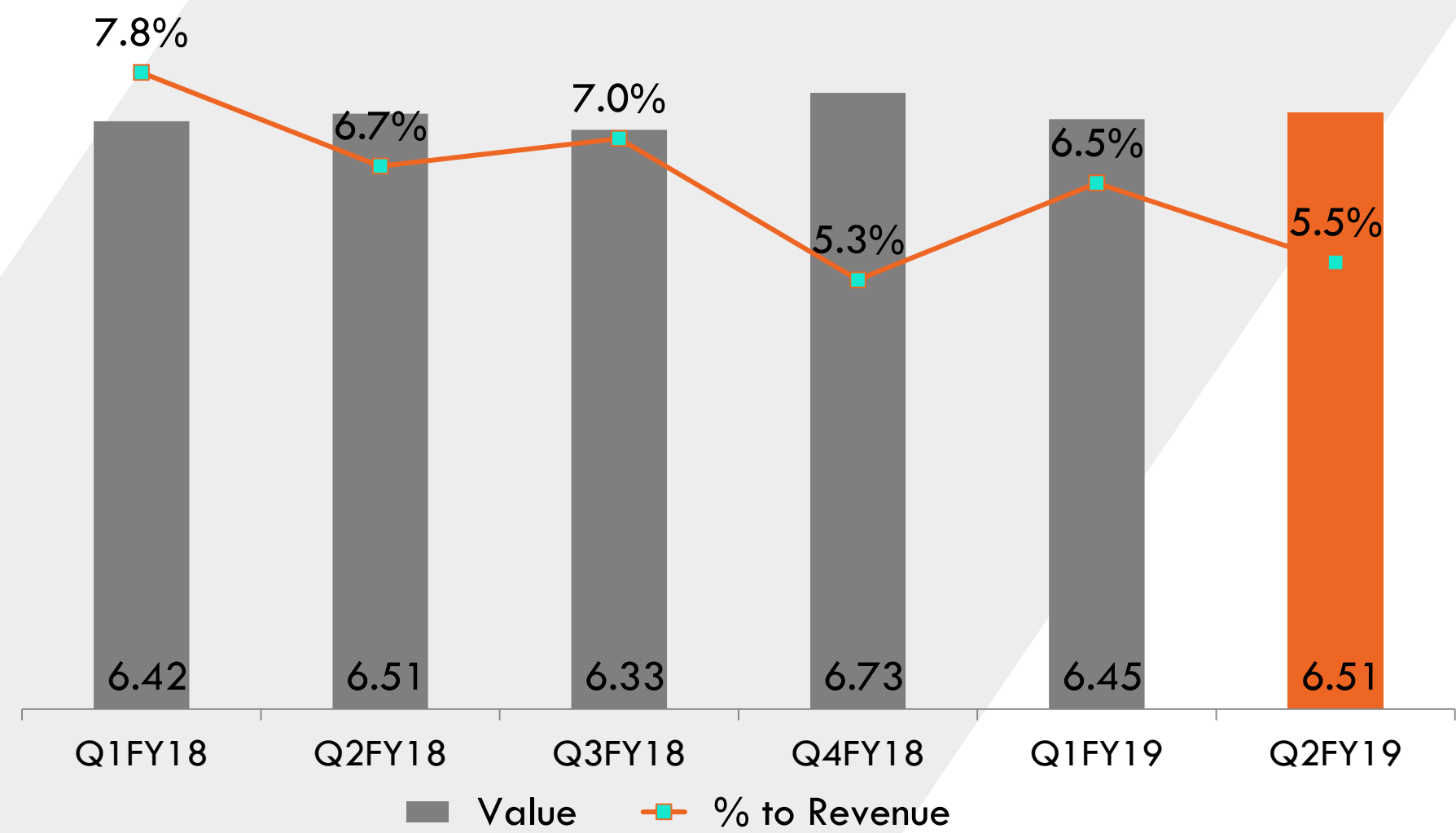
Employee Benefits



Other Expenses



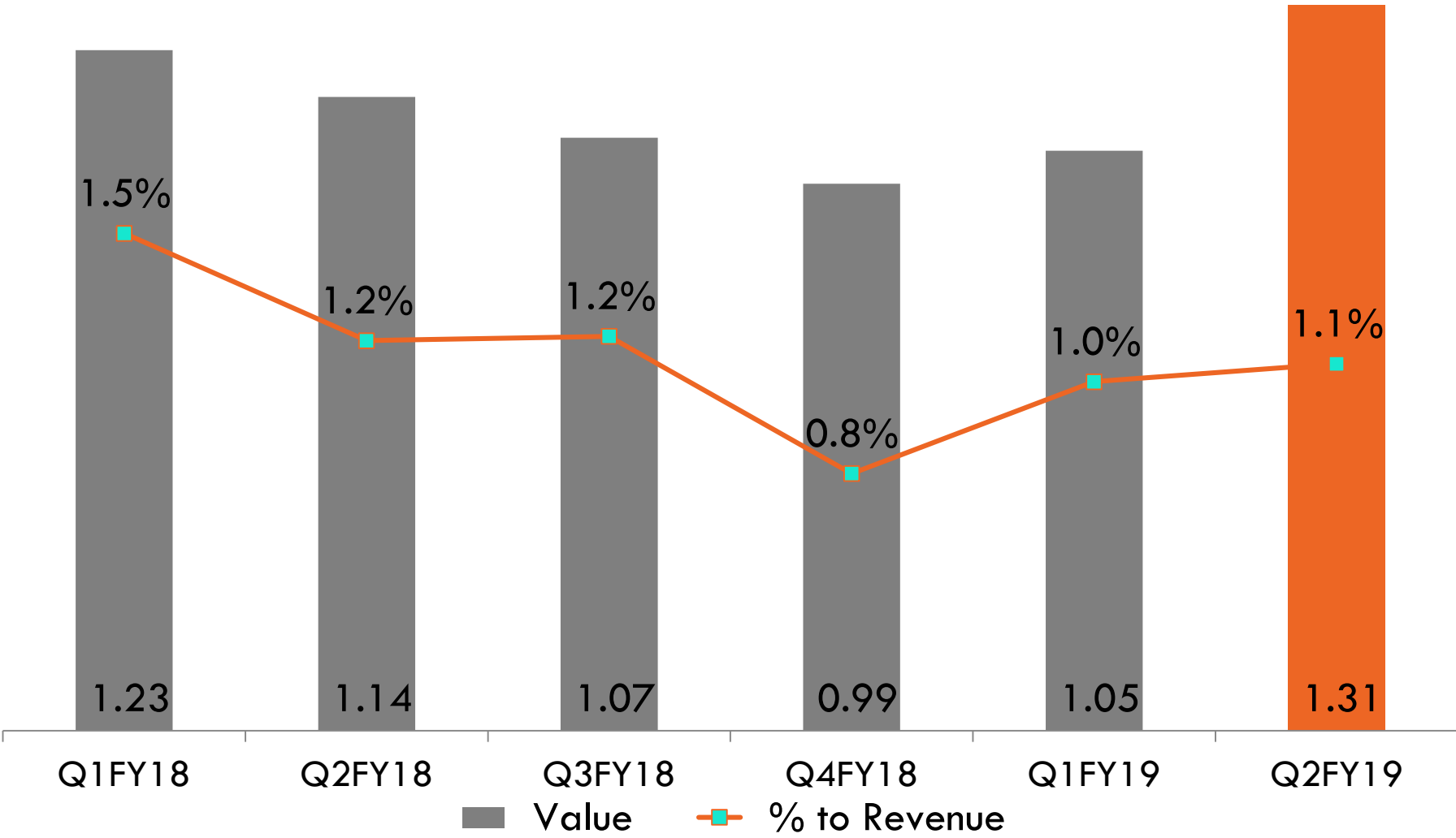
Depreciation



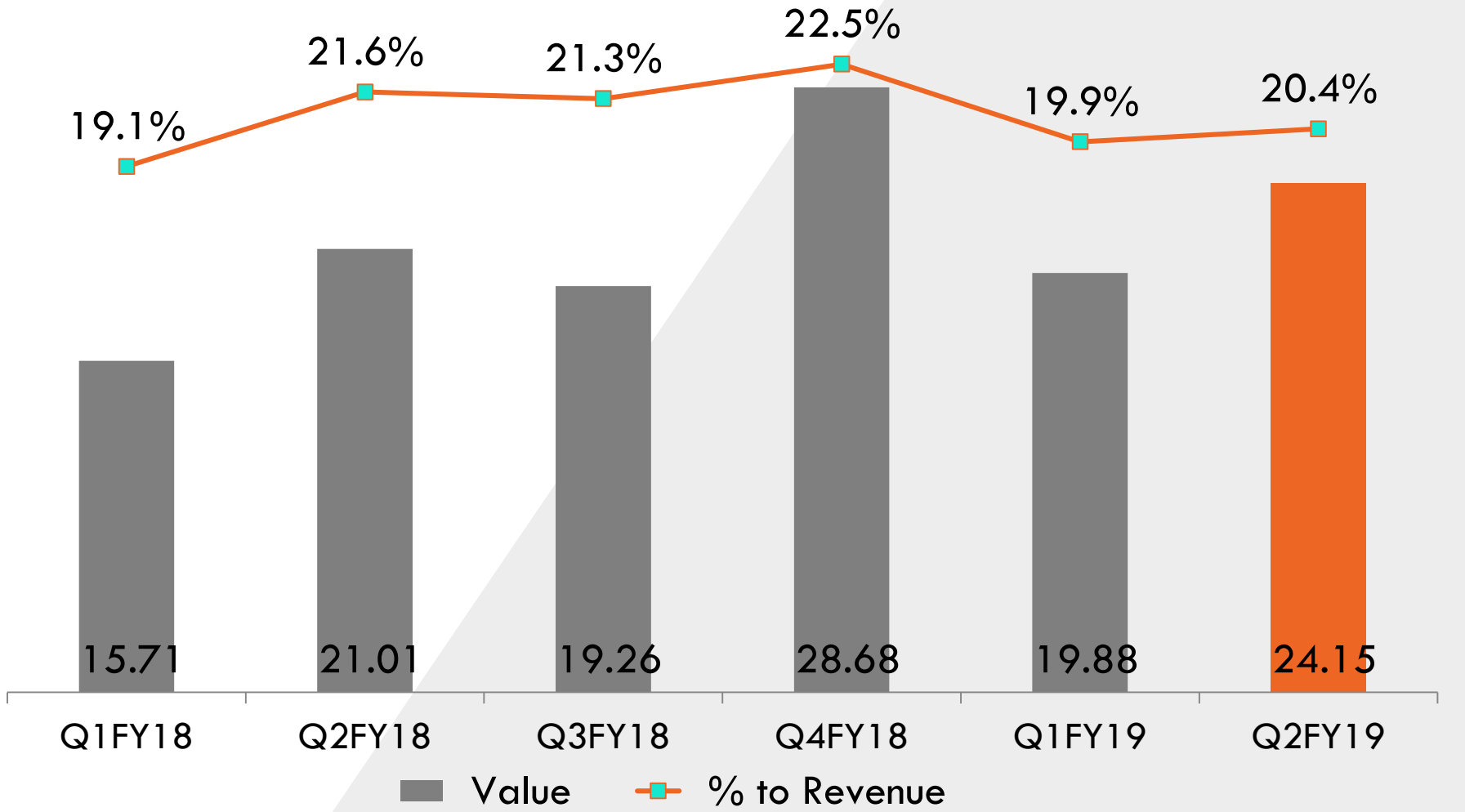
INTEREST & EARNINGS (₹ Cr.)



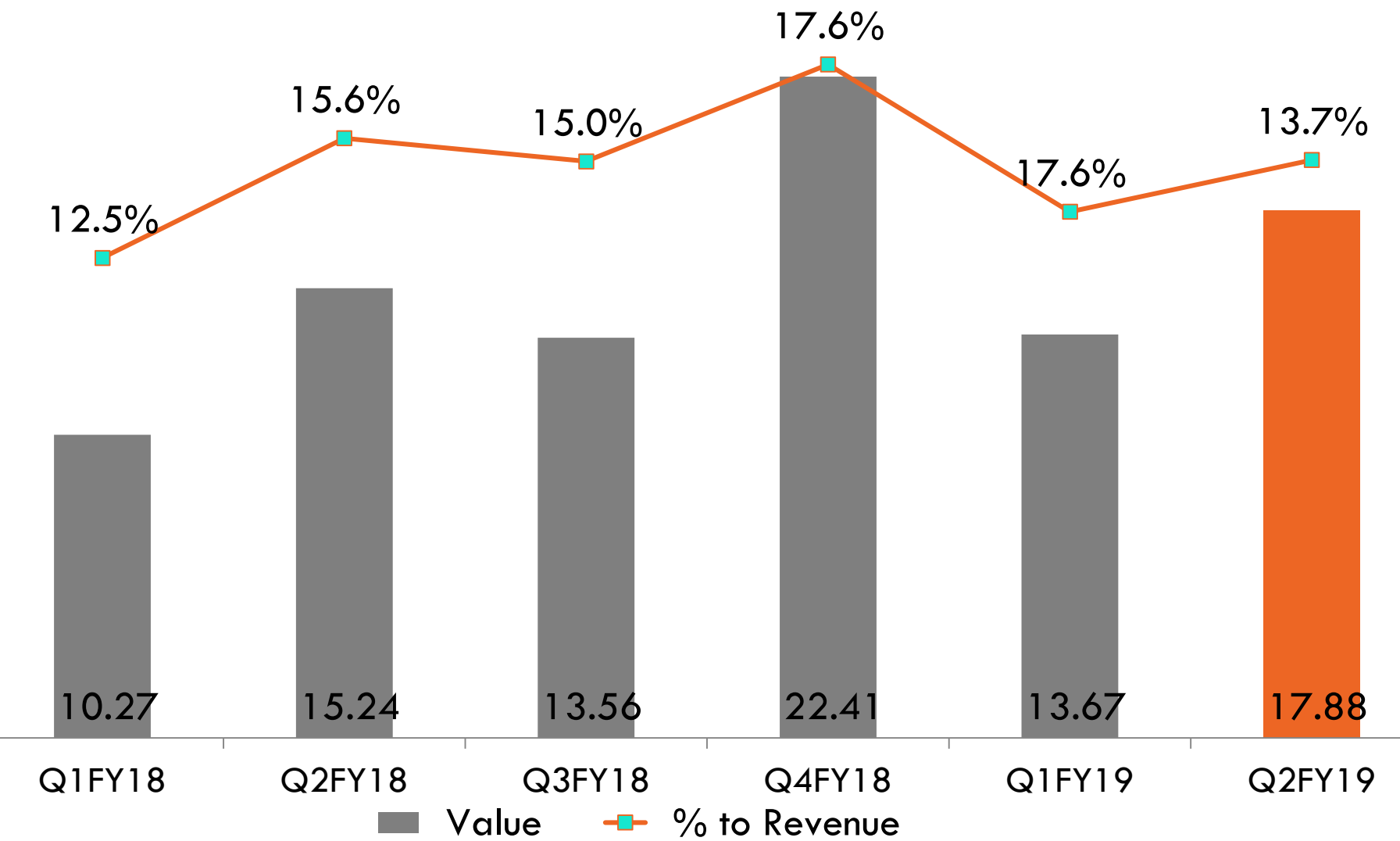
INTEREST



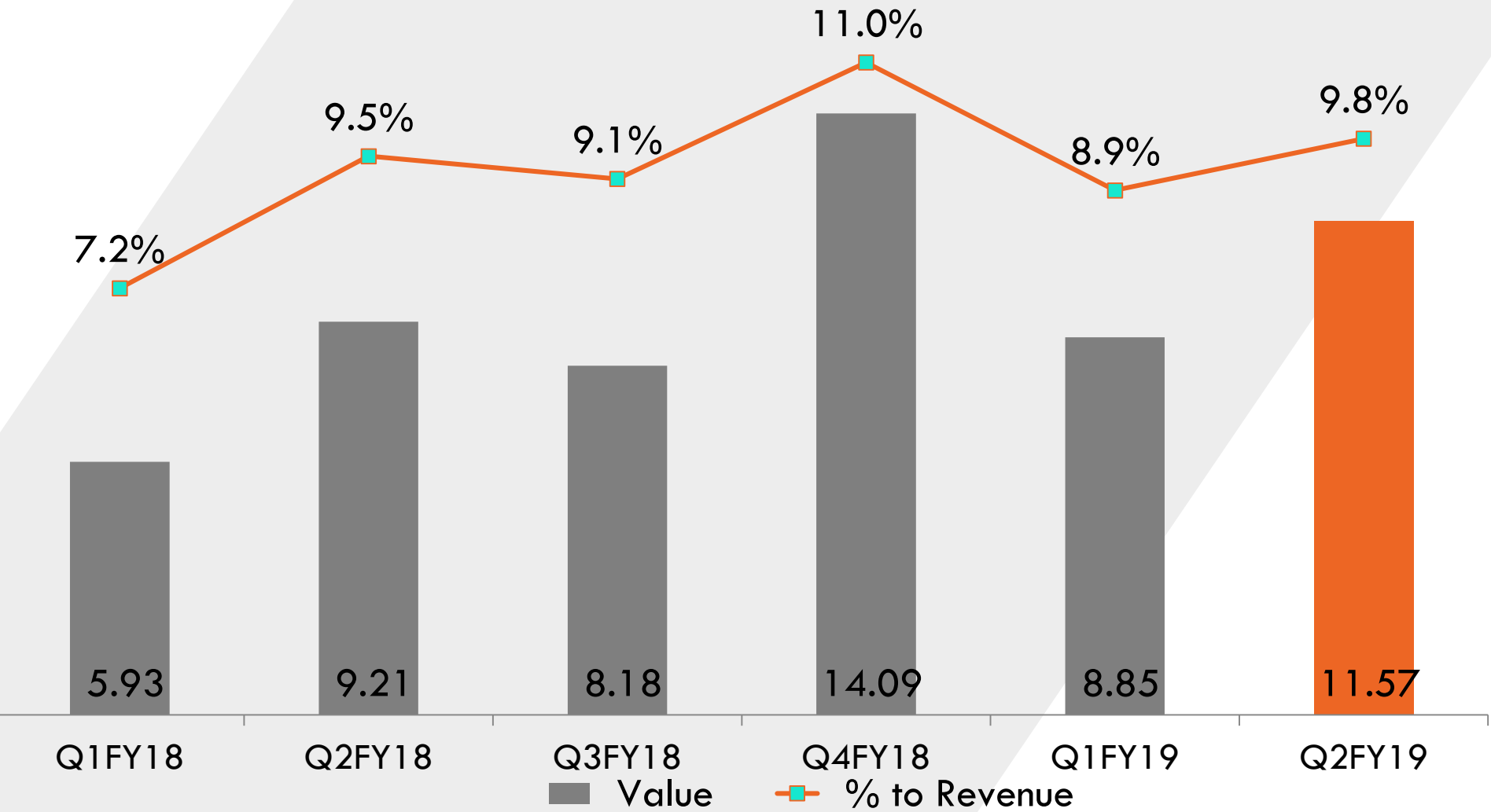
EBITDA



EBIT



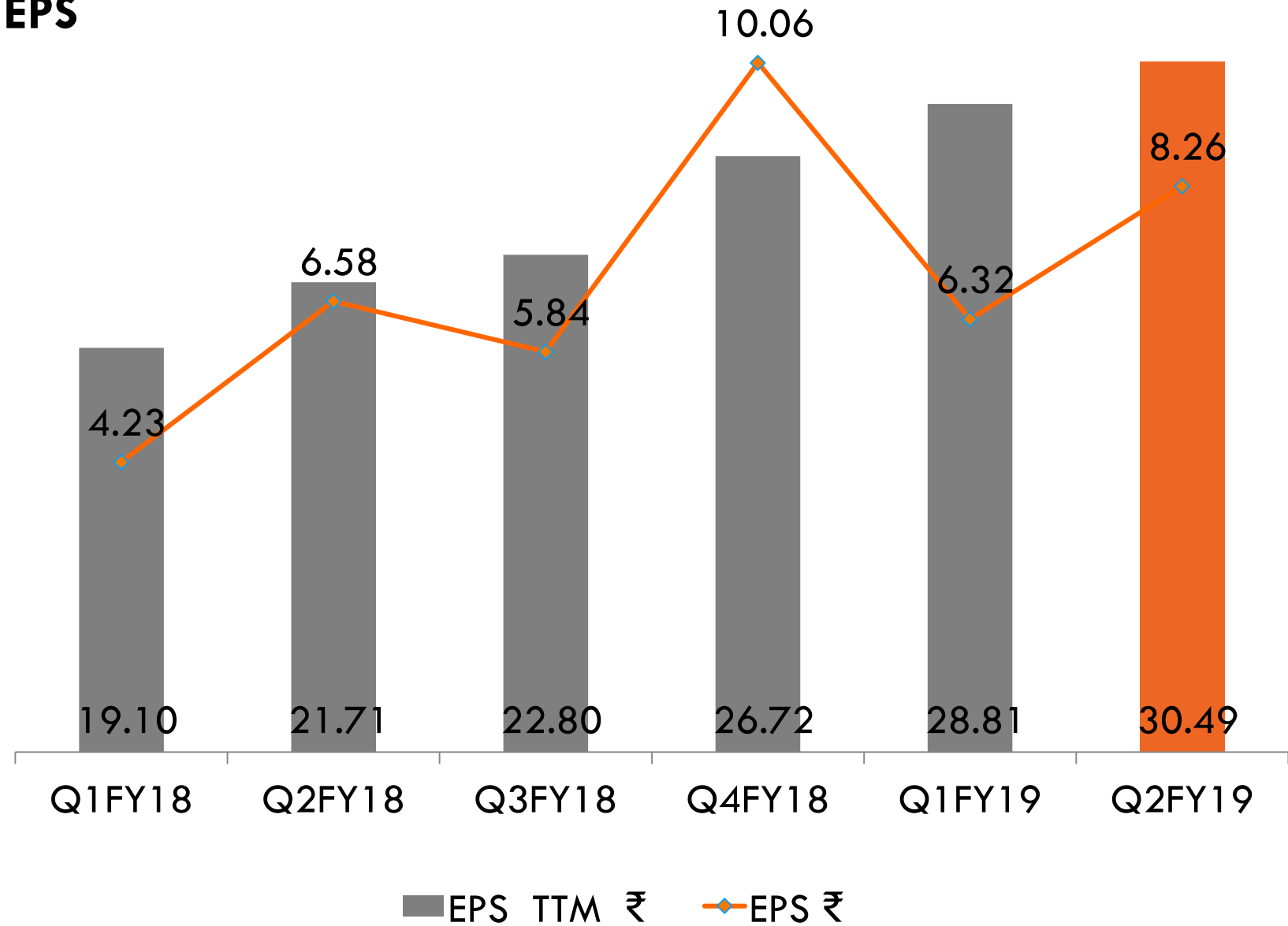
PAT



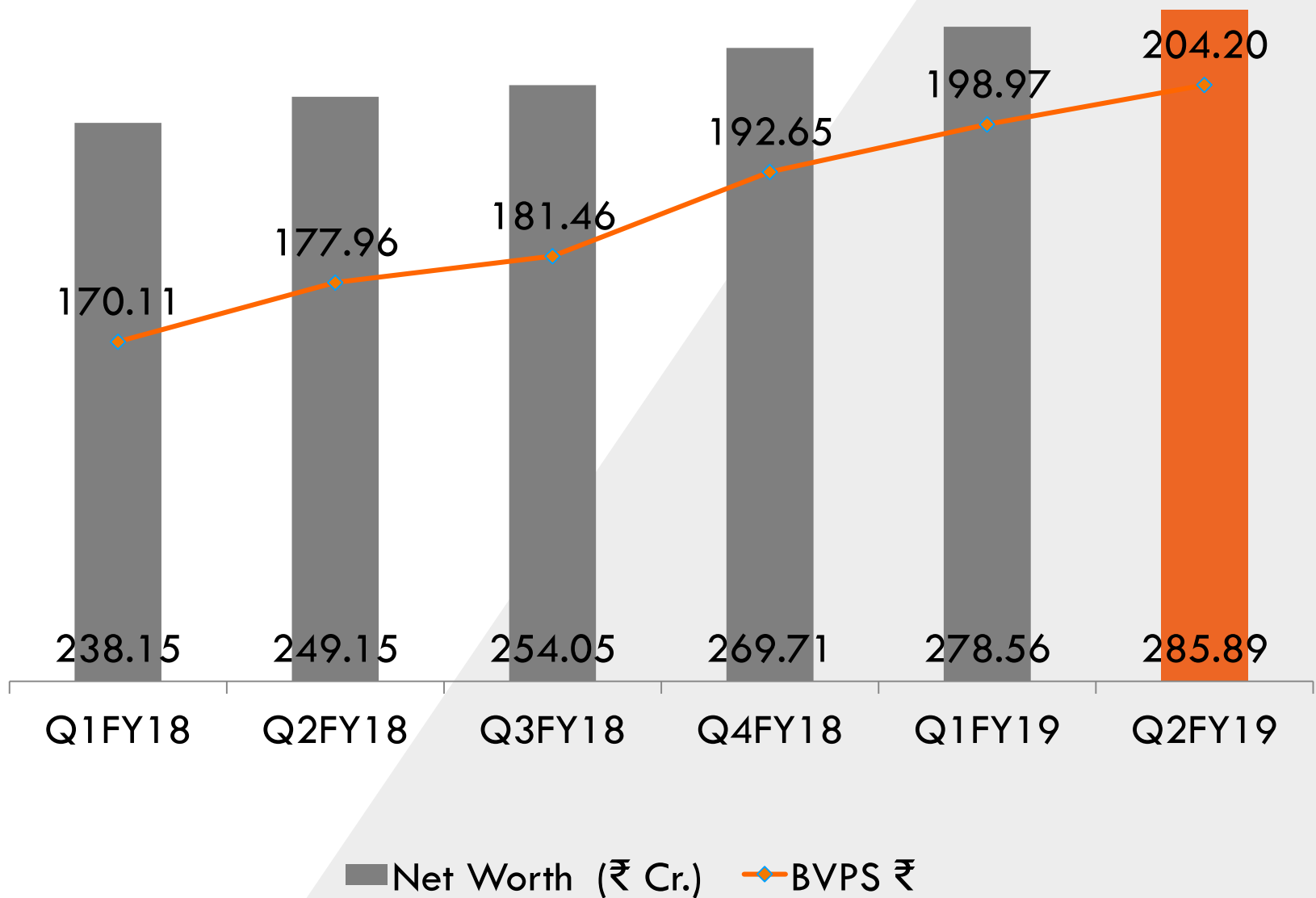
EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



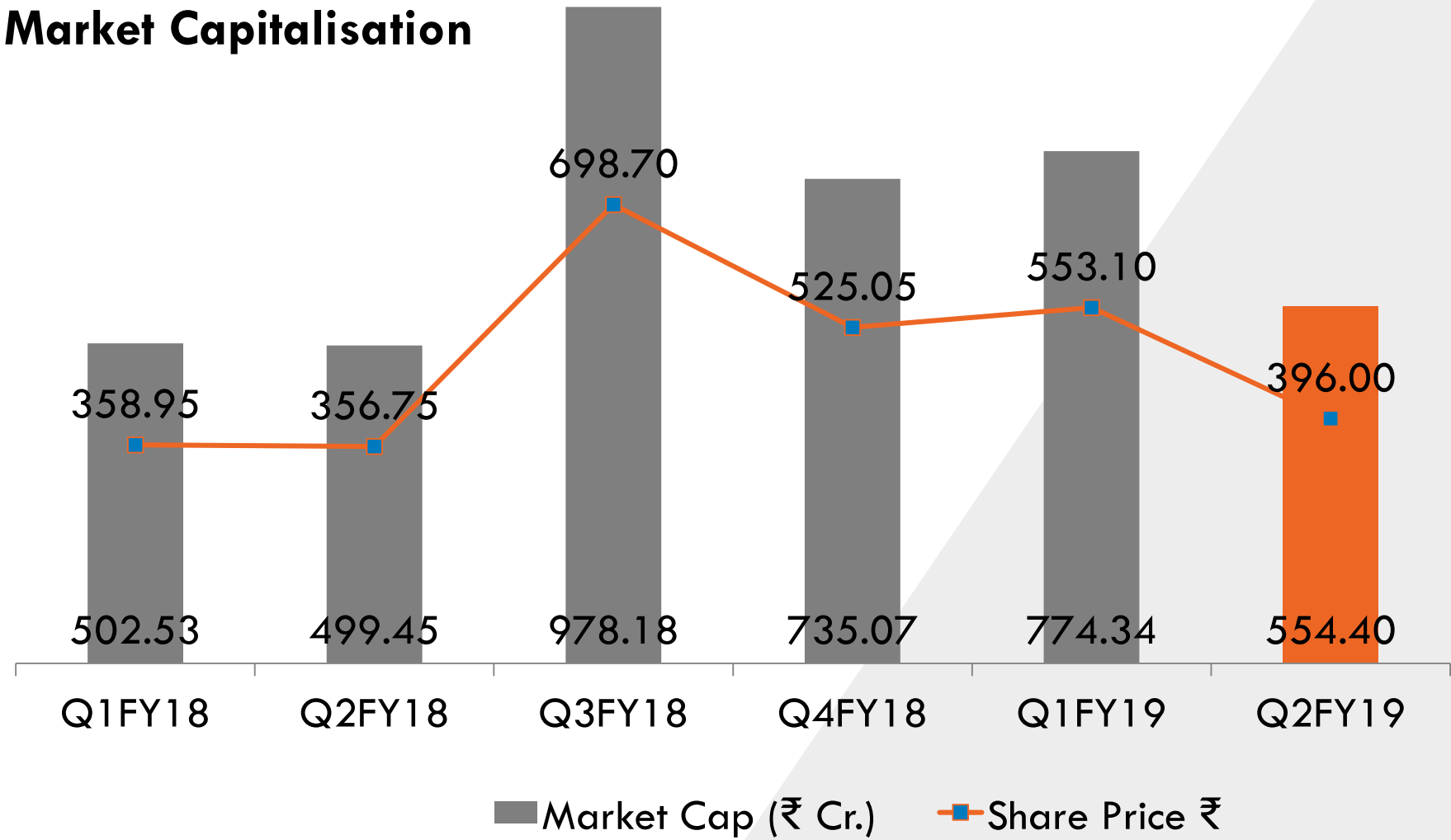
EPS



Net Worth



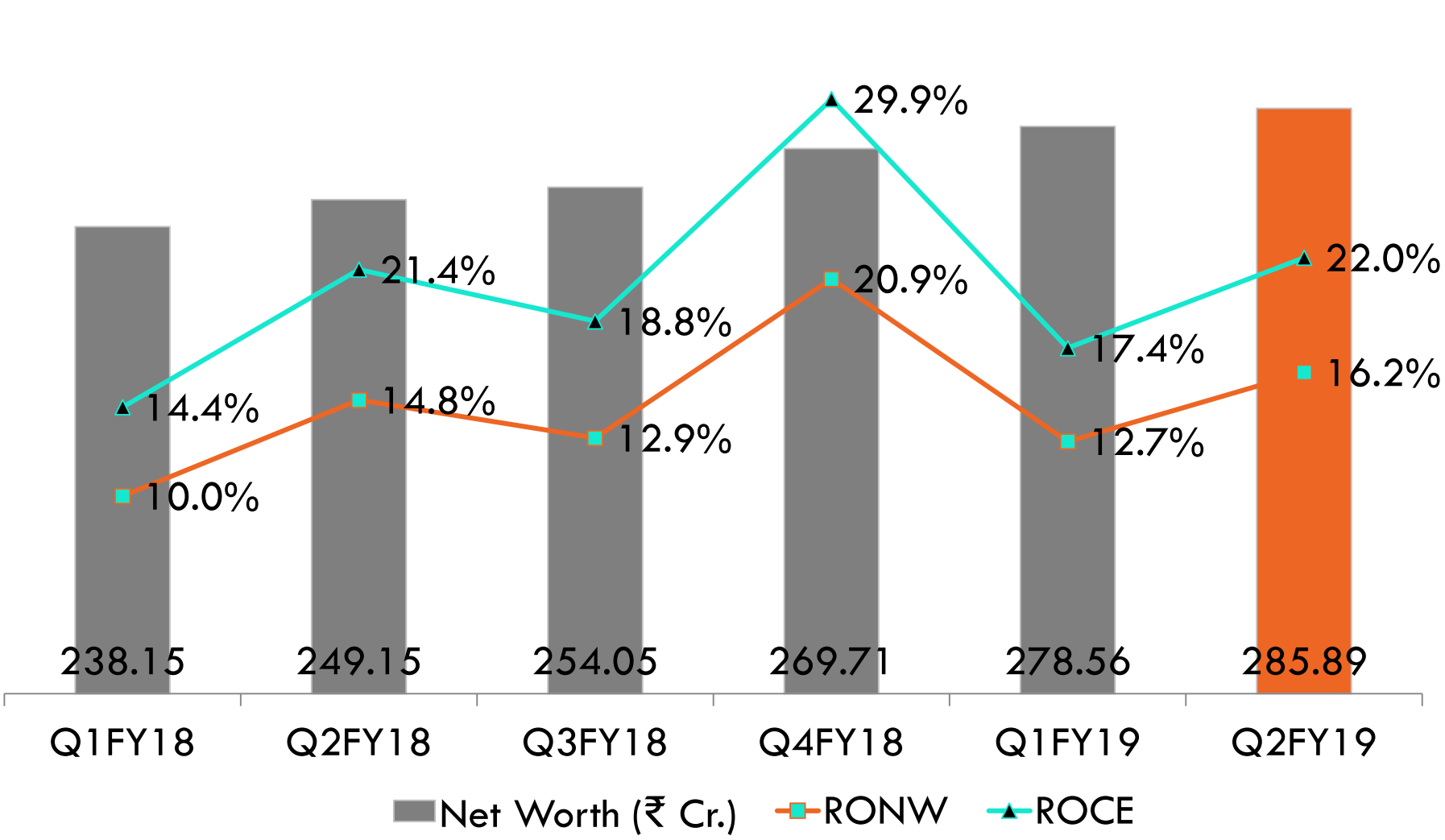
Market Capitalisation



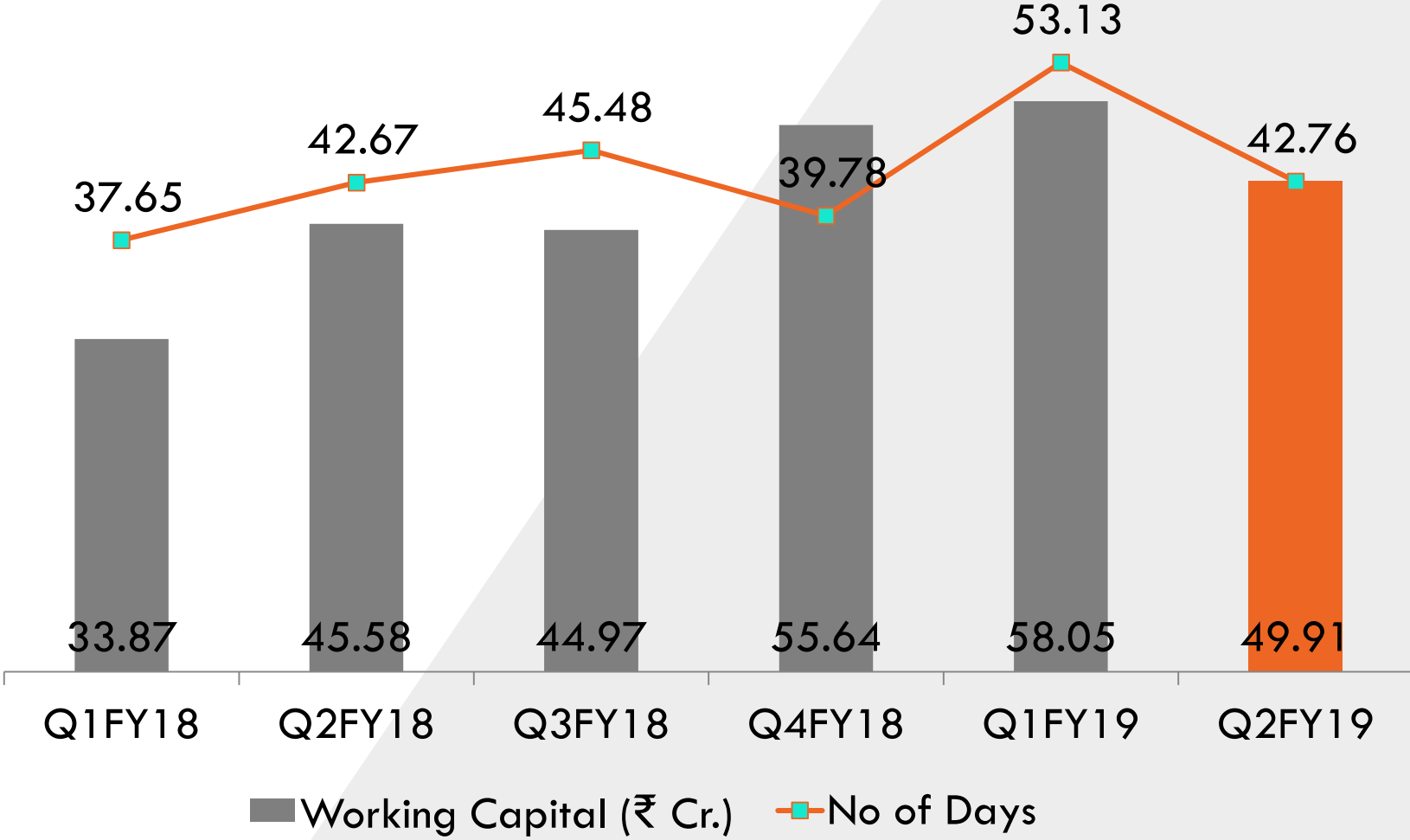
KEY RATIOS



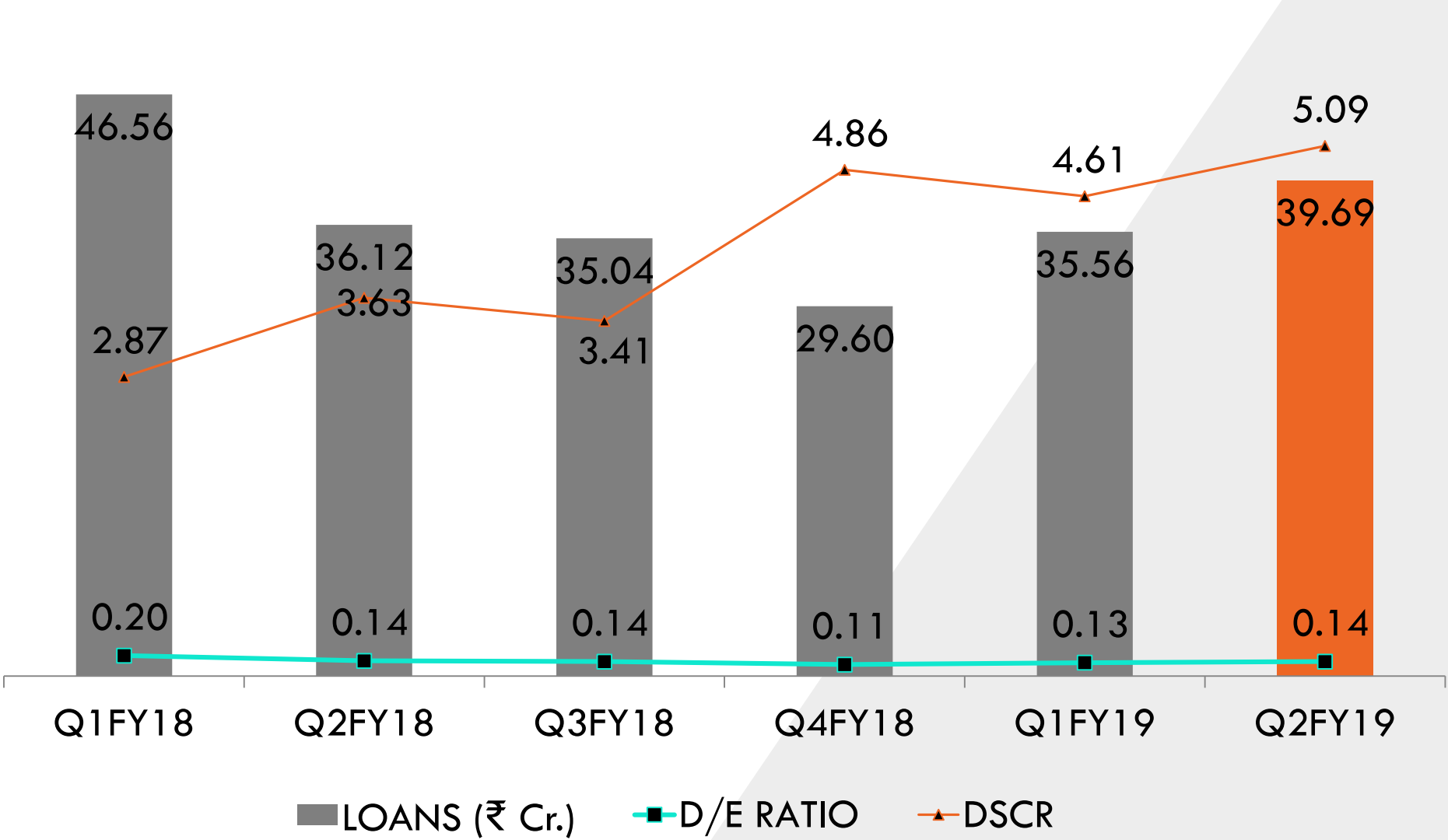
Net Worth



Working Capital

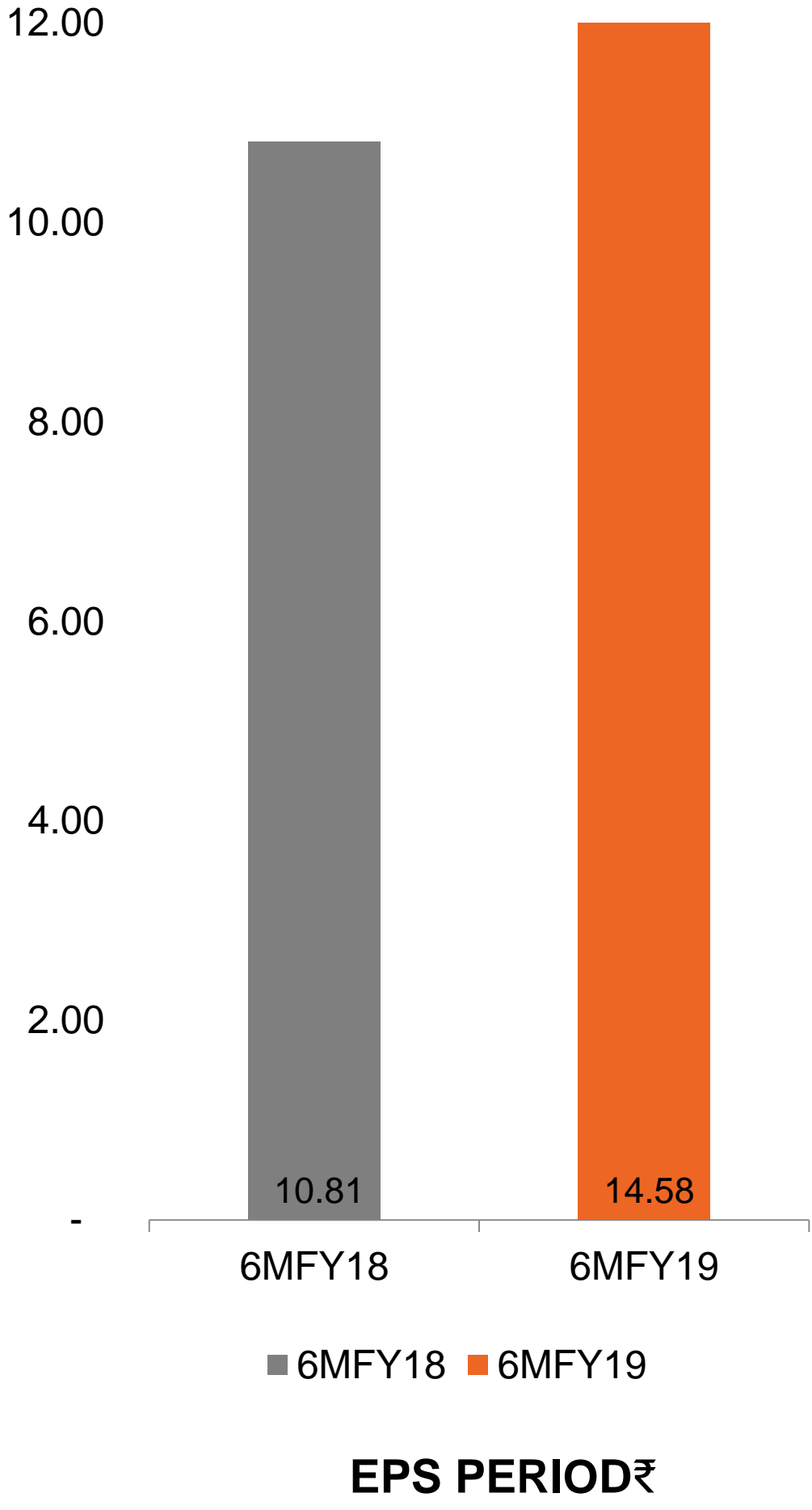
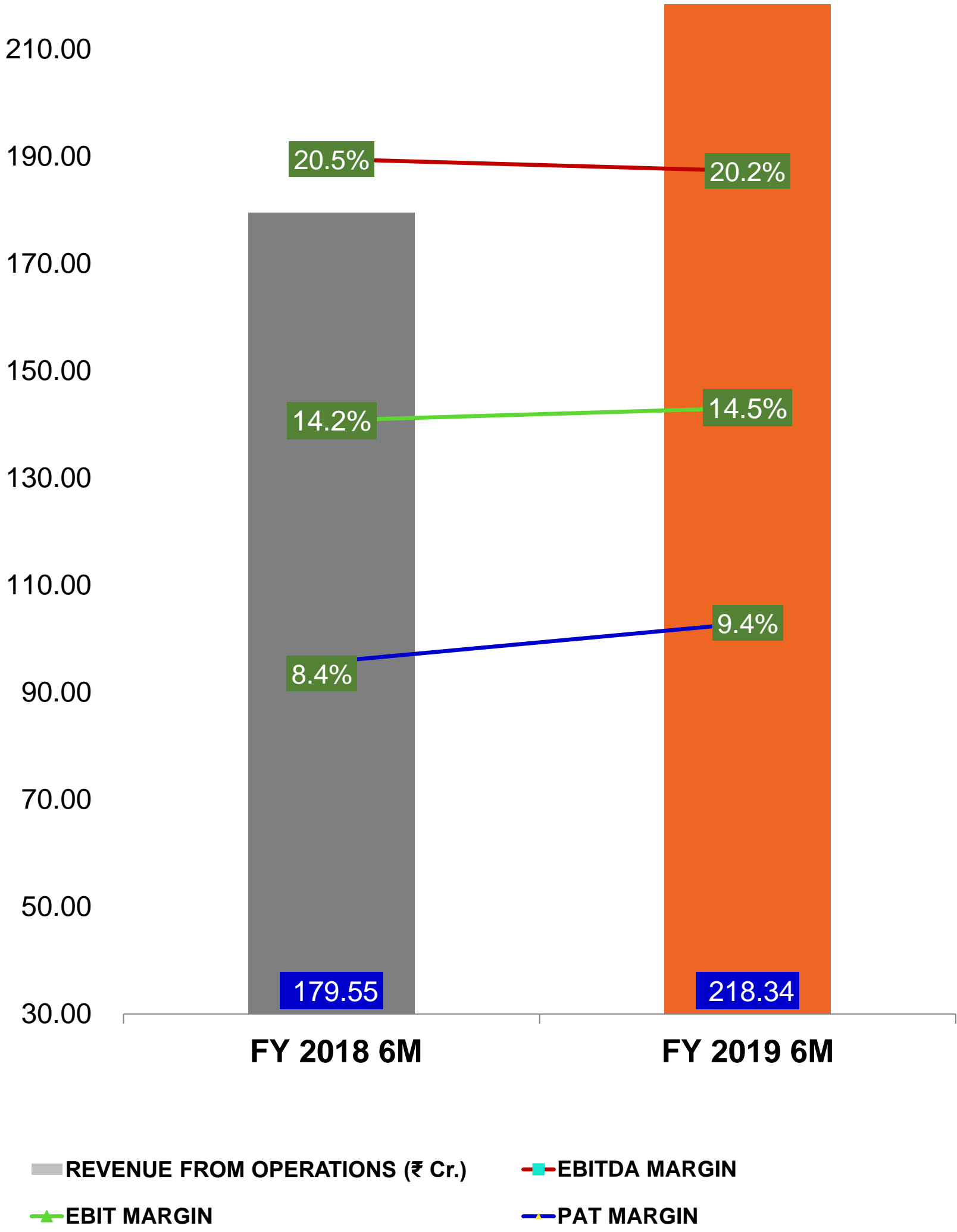
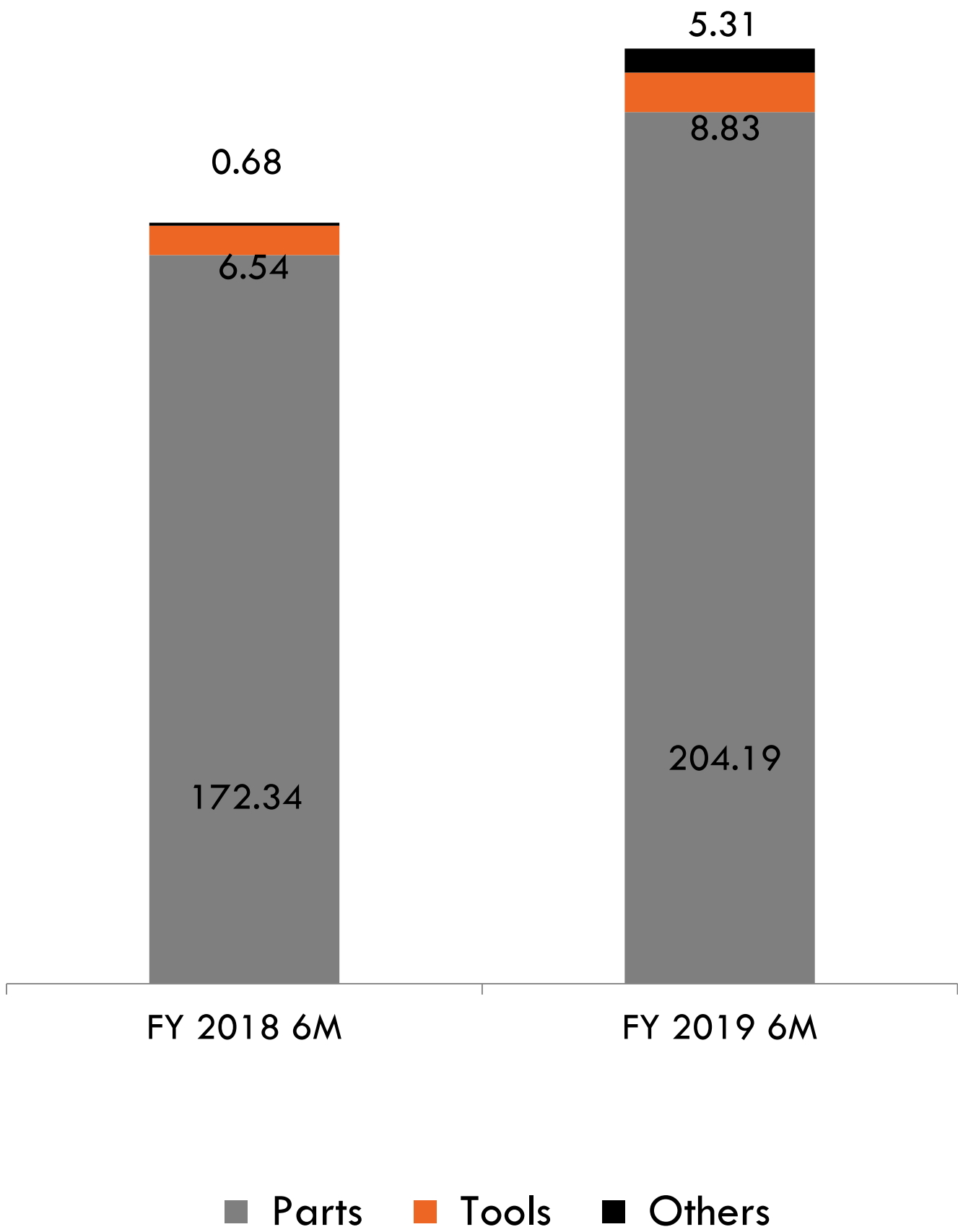


Loans





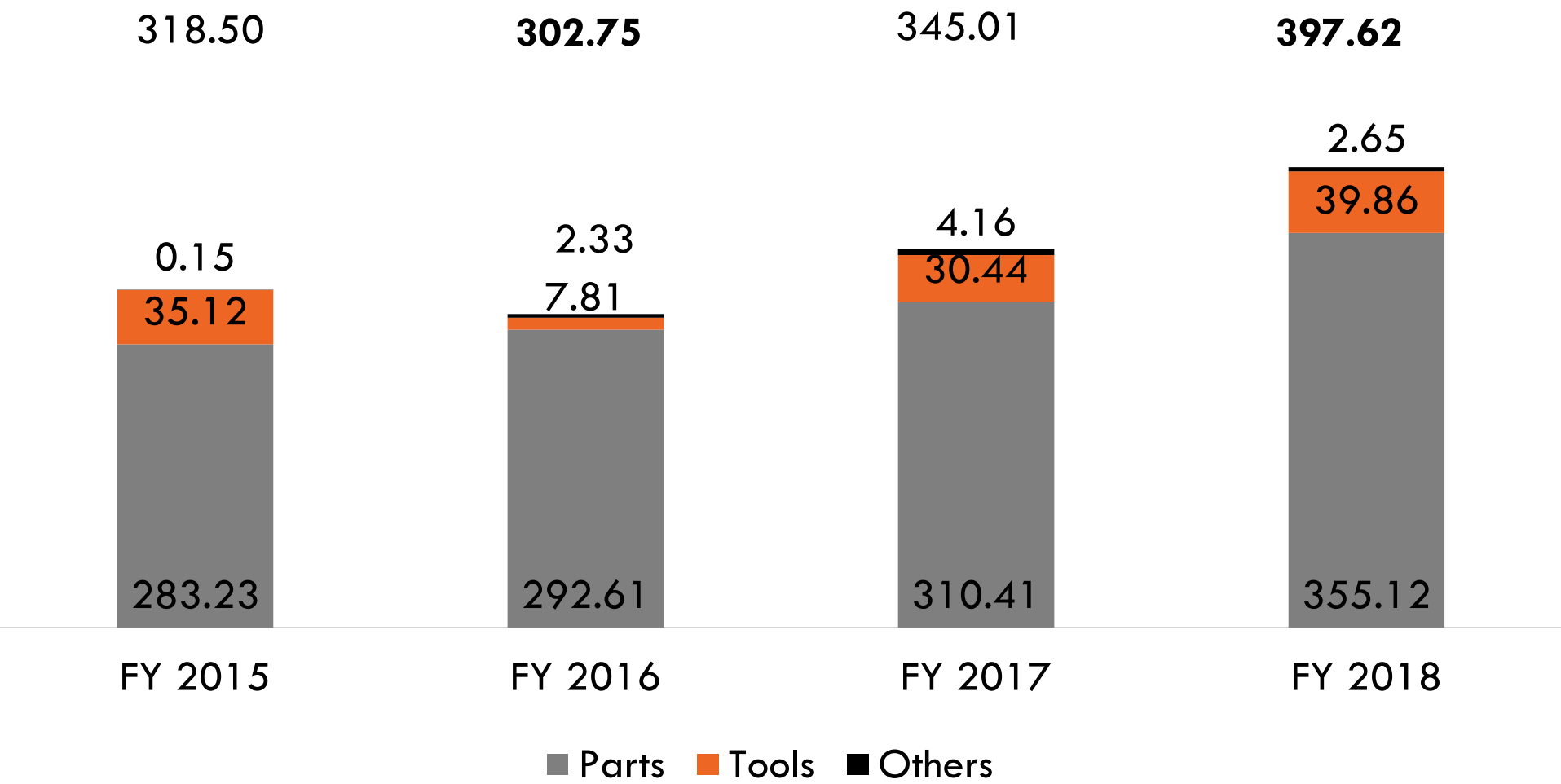
Revenue from Operations (₹ Cr.)



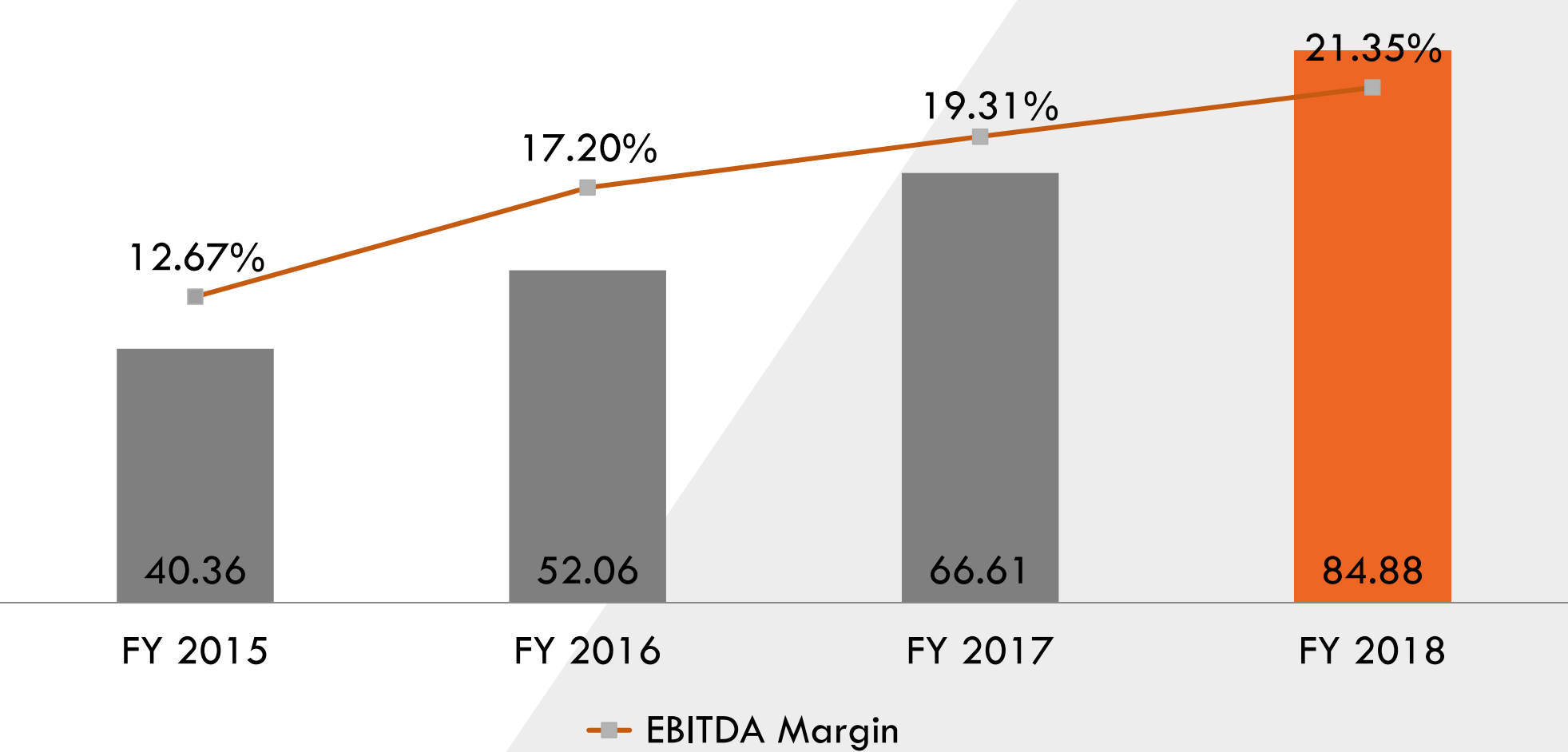
FINANCIAL PERFORMANCE SNAPSHOT (FY 2015 – FY 2018) (₹ Cs.)



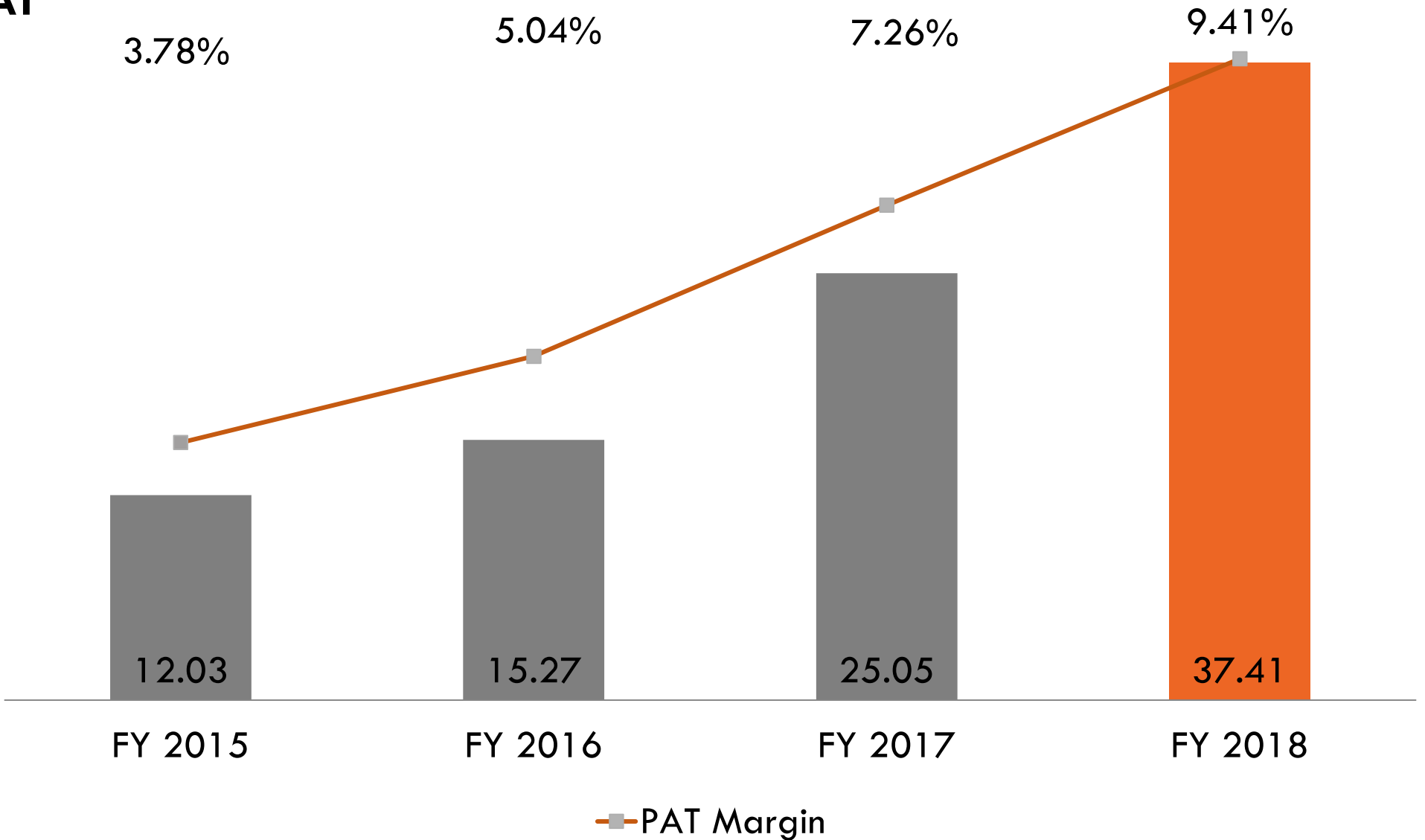
Revenue from operations



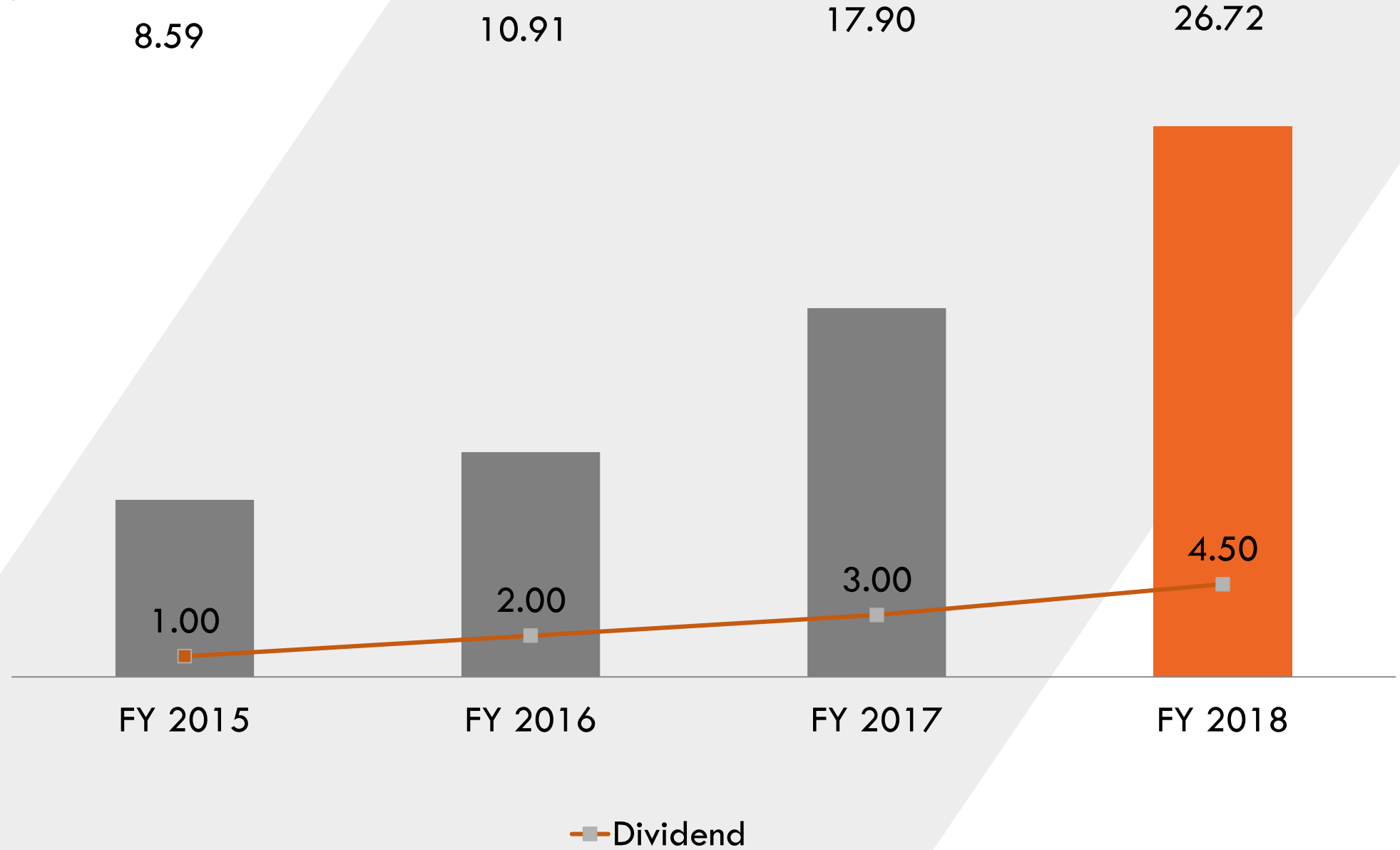
EBITDA



PAT



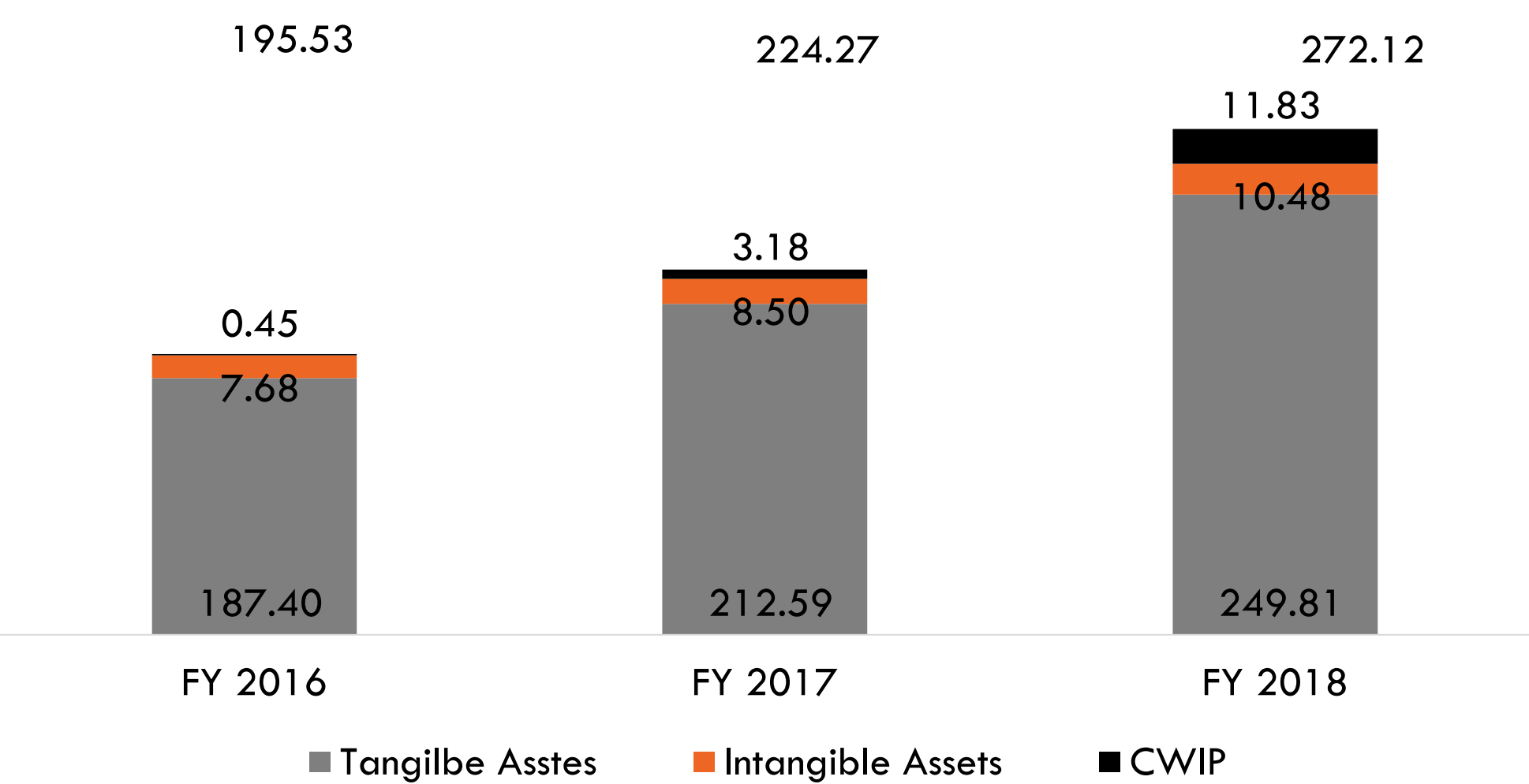
Earning Per Share ₹



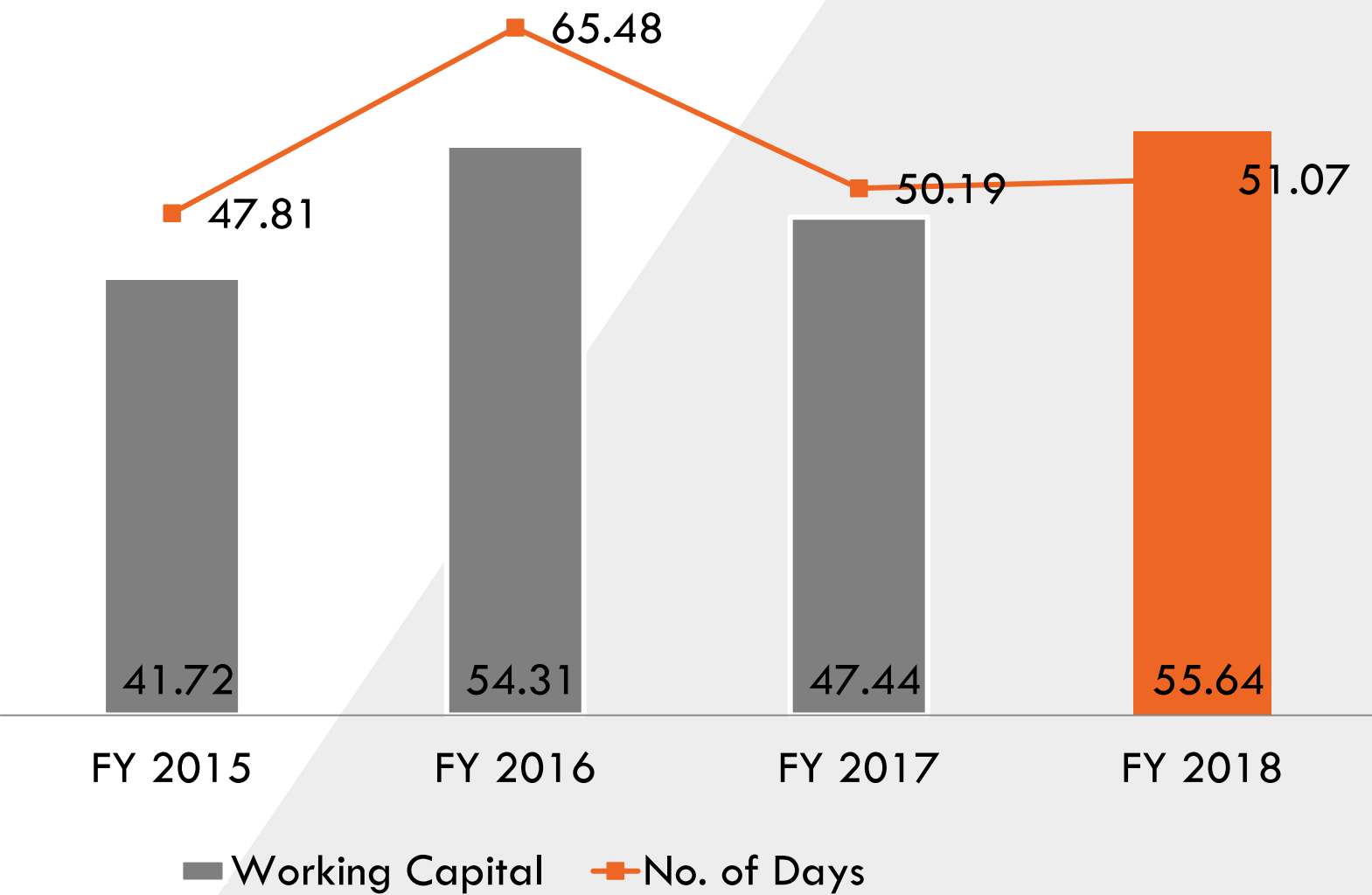
FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2018) (₹ Cr.)



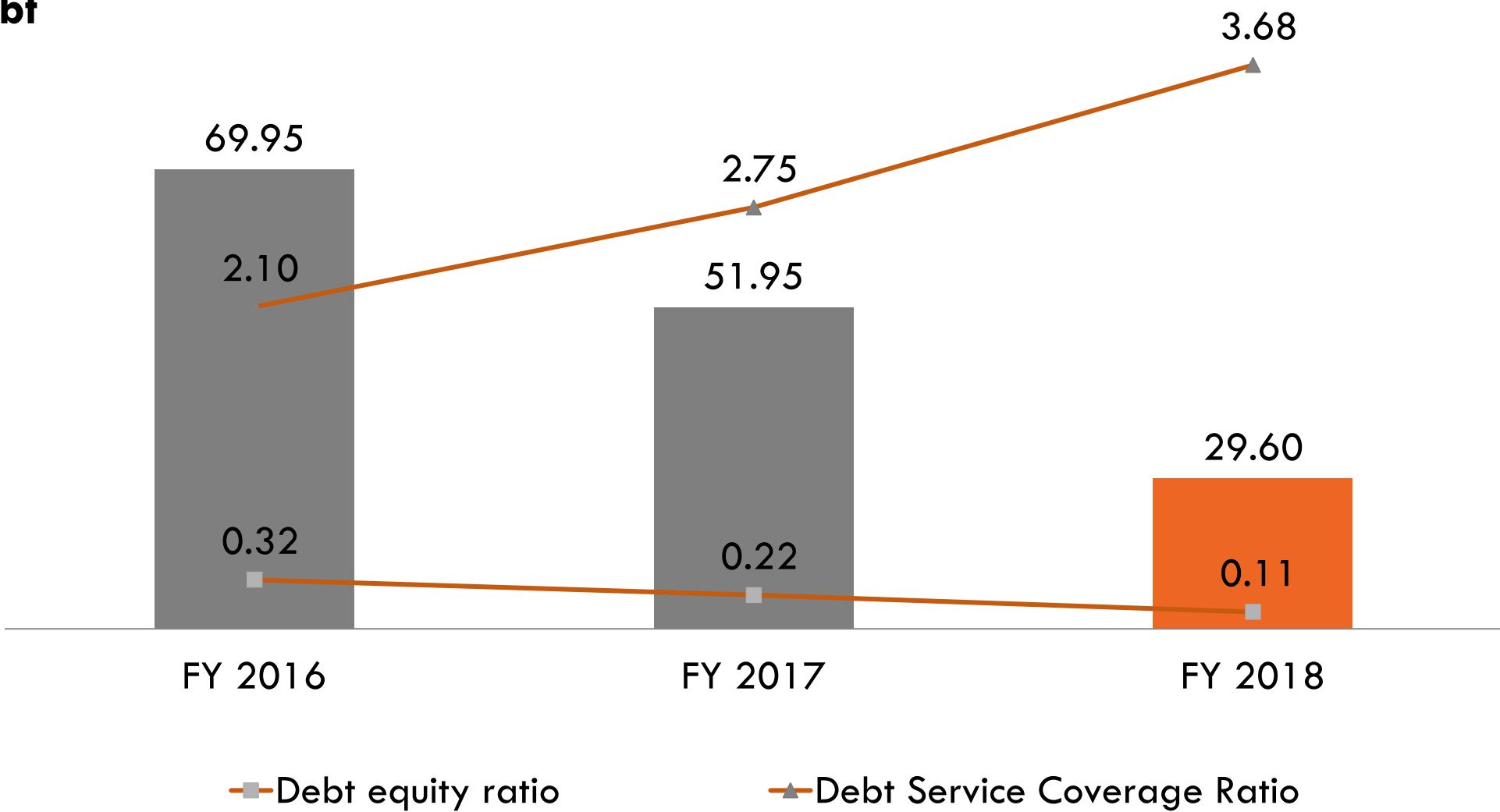
Fixed Assets (Gross Block)



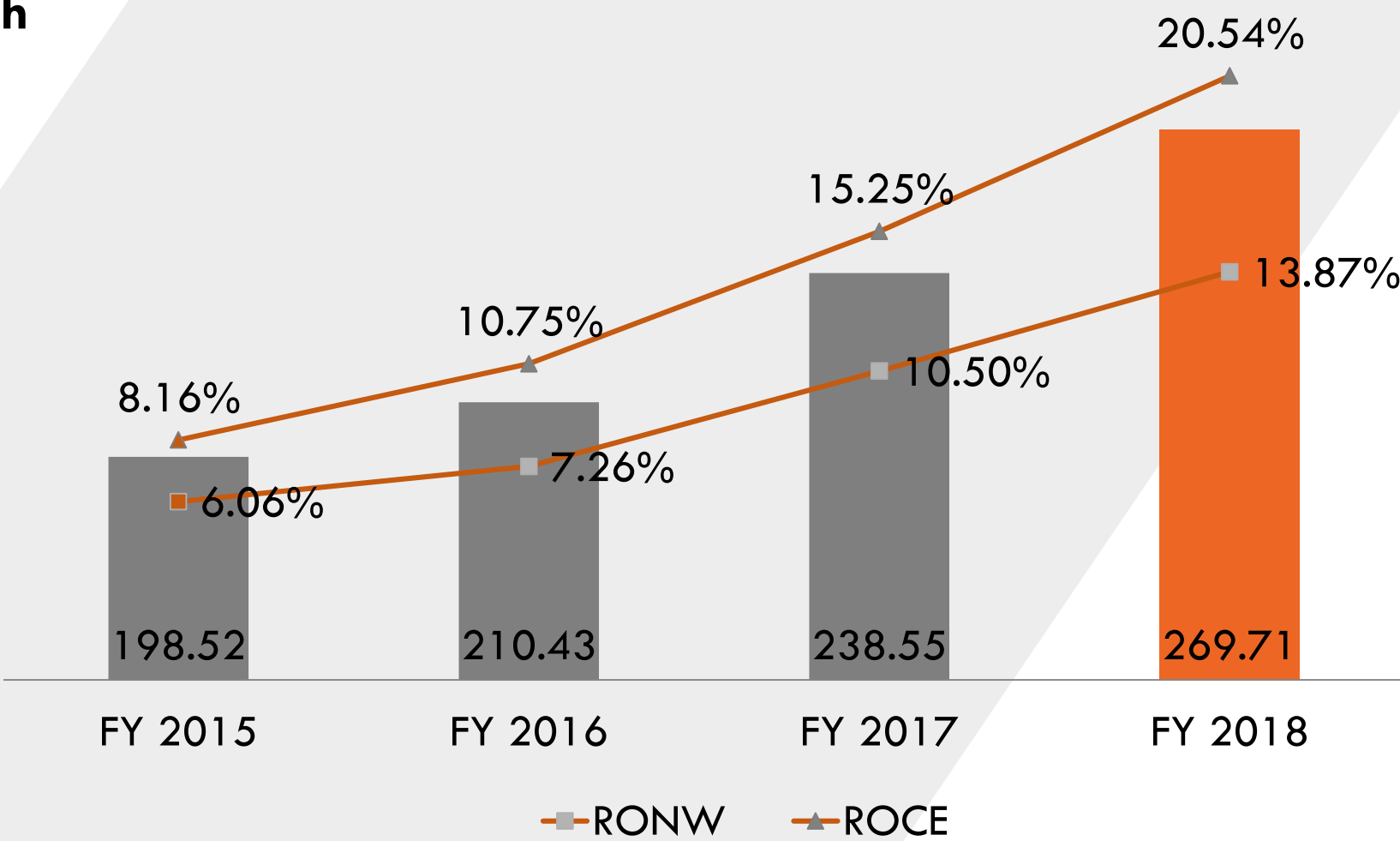
Working Capital



Debt



Net Worth

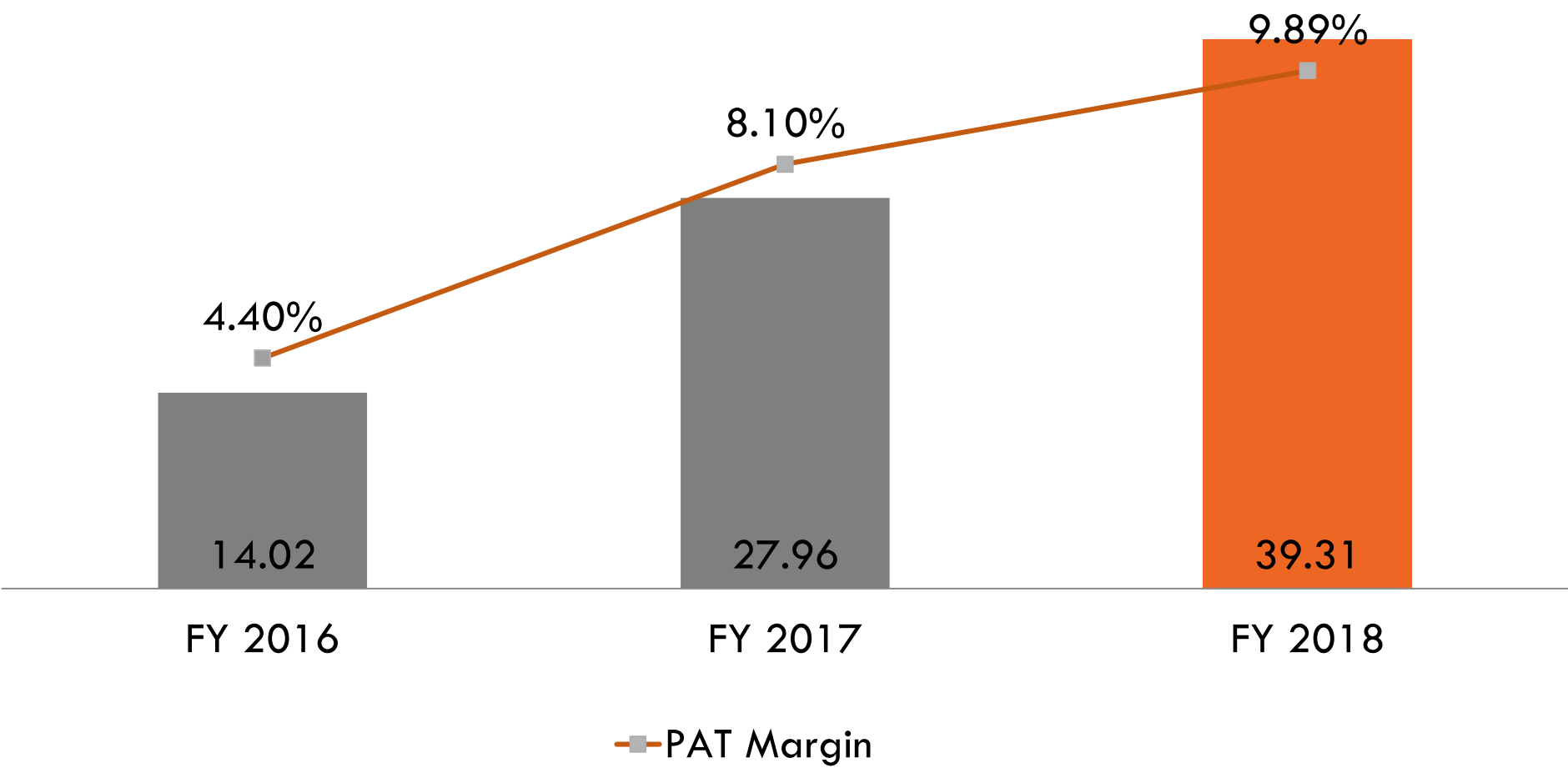


*Fixed Assets & Debt Figures for FY 15 haven't been stated due to applicability of Ind AS from FY 16 itself being not comparable

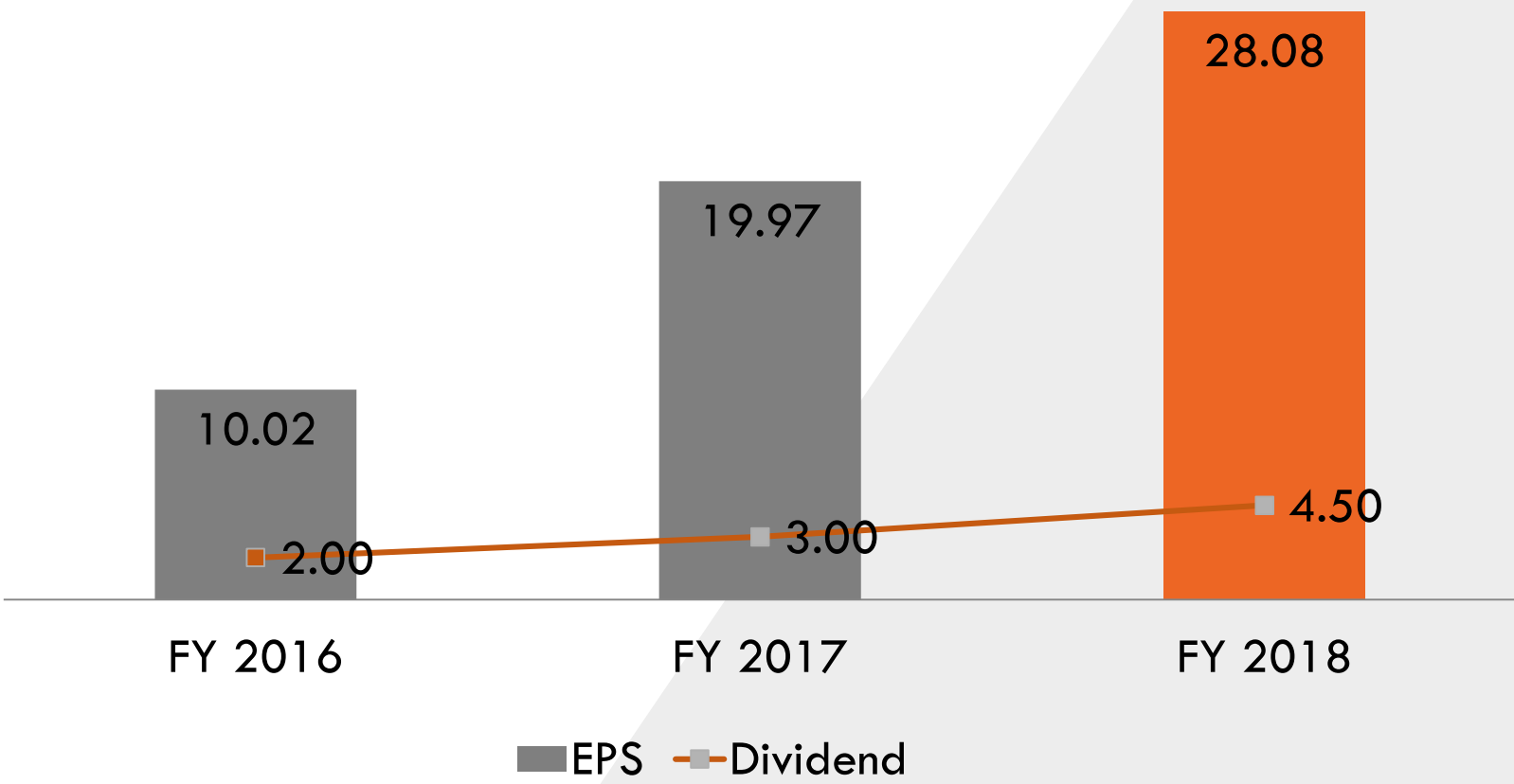
CONSOLIDATED FINANCIAL SNAPSHOT (FY 2016 – FY 2018) (₹ Cr.)



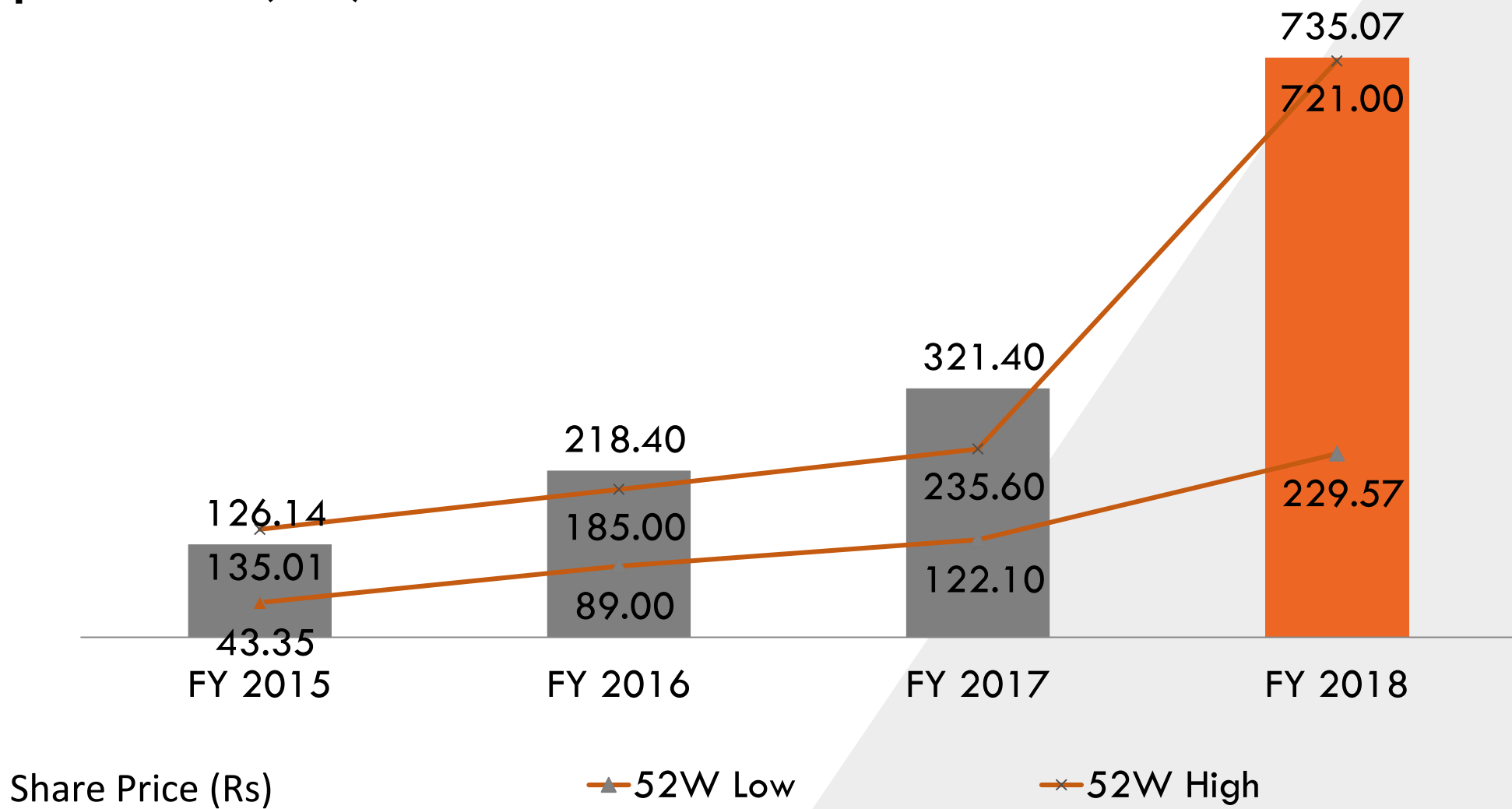
PAT



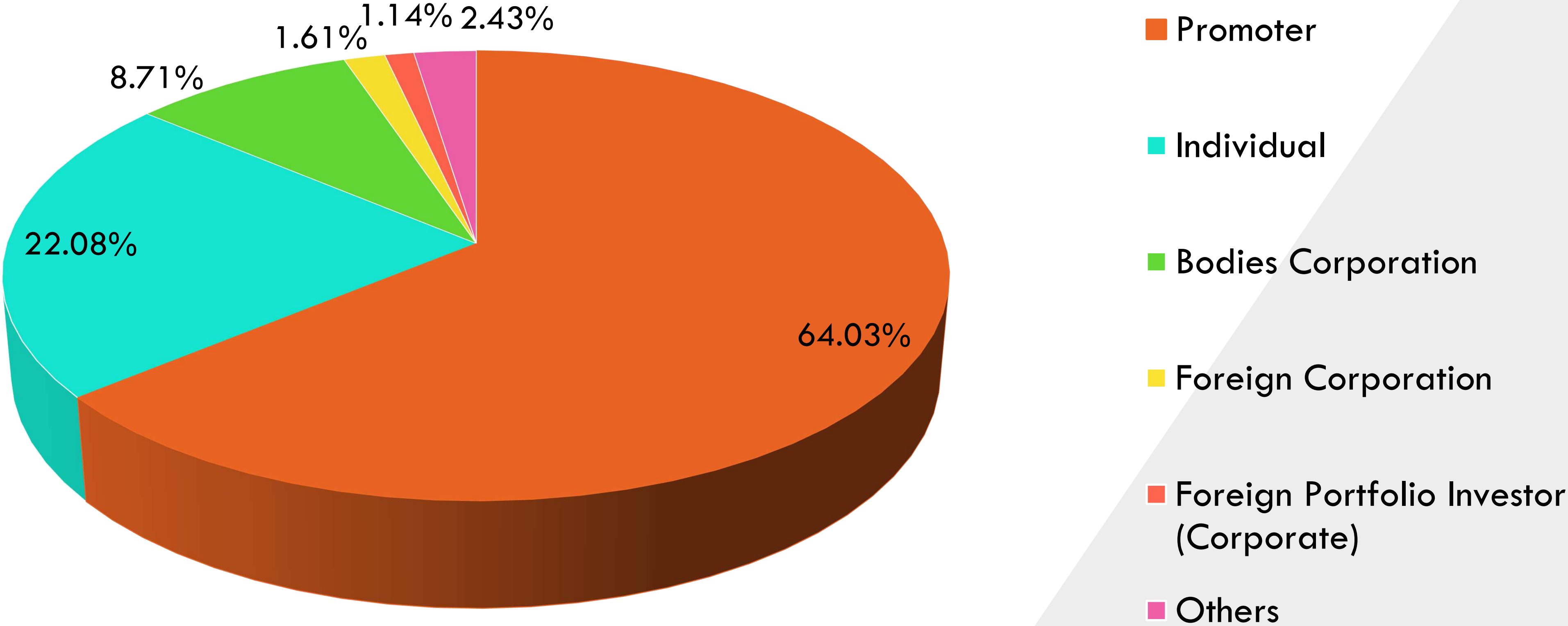
Earning Per Share (Rs.)



Market Capitalization (BSE)



SHAREHOLDING PATTERN AS OF 30TH SEPTEMBER 2018



MARKET CAPITALIZATION (BSE) ₹ 554.40 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.



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THANK YOU