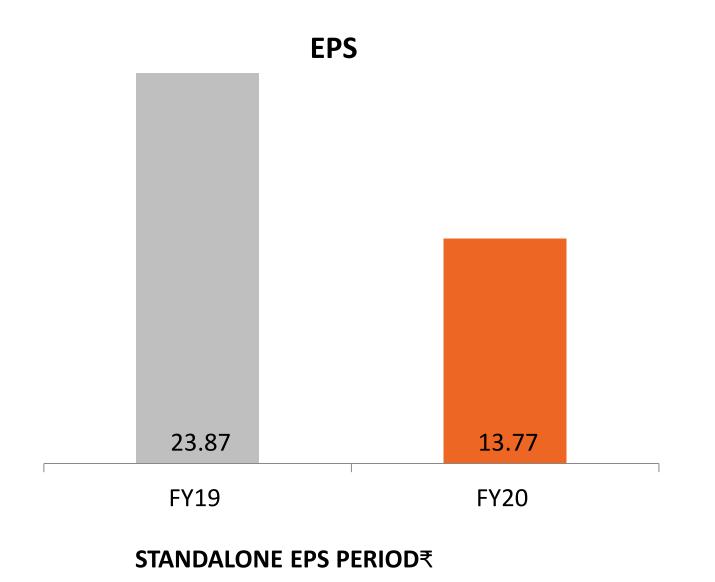
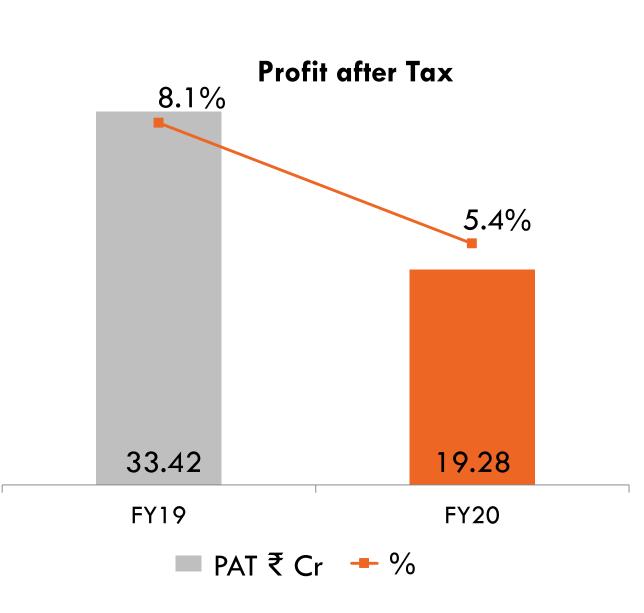


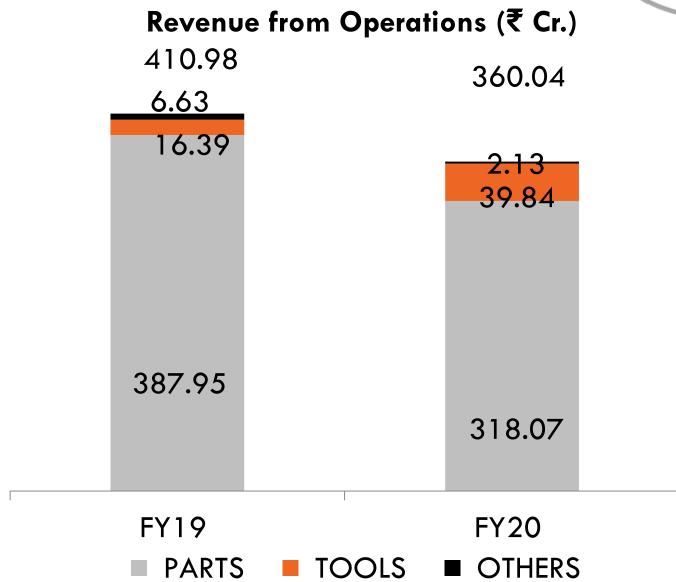
# STANDALONE FINANCIAL HIGHLIGHTS (FY20)

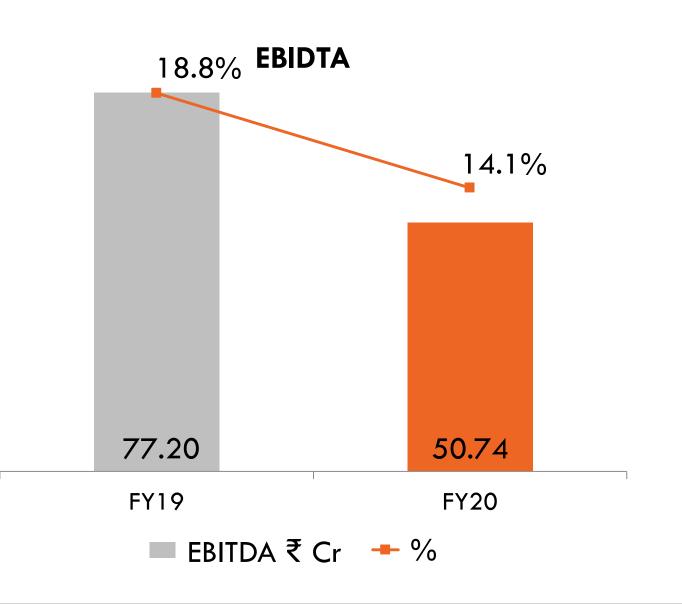
PPAP

- Revenue from Operations at ₹ 360.05 cr and Part Sales at ₹ 318.07 cr
- PAT at ₹ 19.28 cr, 5.4% of Revenue
- EBITDA at ₹ 50.74 cr, 14.1% of Revenue
- EPS stood at ₹ 13.77
- Total Dividend ₹ 3.00 per share



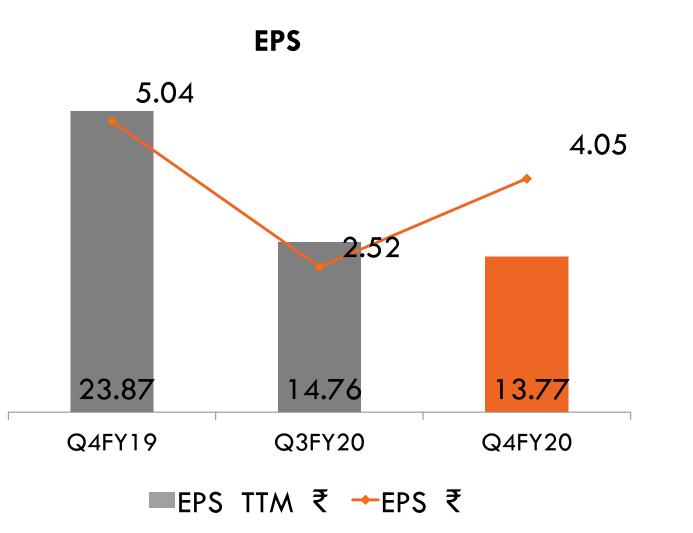


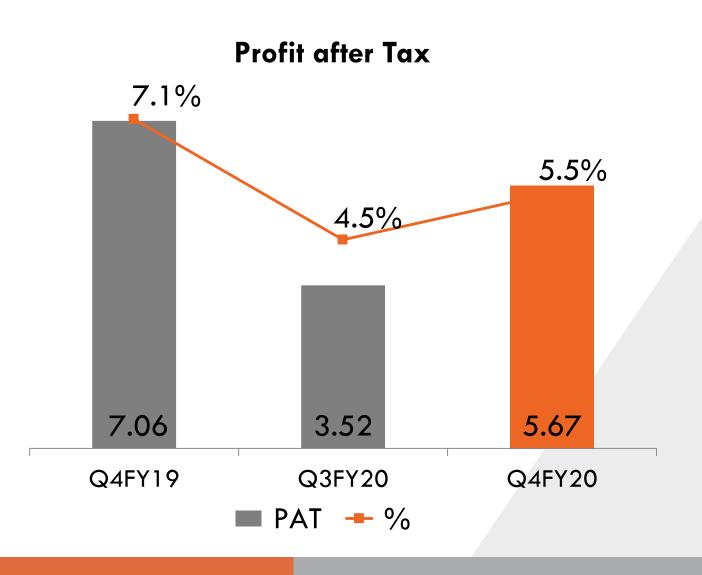


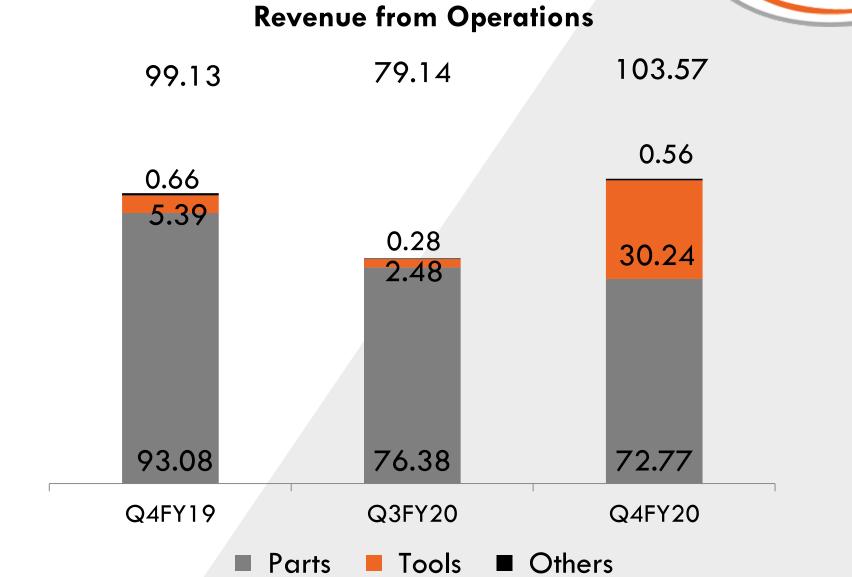


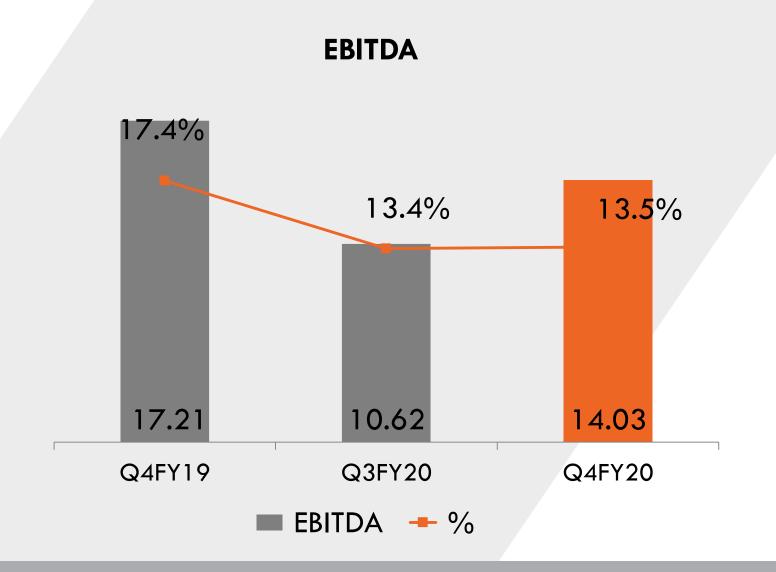
# STANDALONE QUARTERLY FINANCIAL HIGHLIGHTS (Q4FY20)

- Revenue from Operations at ₹ 103.57 cr and Part Sales at ₹ 72.77 cr
- PAT at ₹ 5.67 cr, 5.5% of Revenue
- EBITDA at ₹14.03 cr, 13.5% of Revenue
- EPS stood at ₹ 4.05
- Interim Dividend ₹ 2.00 per share
- Started supply for new Creta and new Brezza.









<u>.</u>

# **OUR EVOLUTION**



Certification of ISO

27001

business

Start of after market

Start of electric vehicle

components business

50001

#### 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"**

Incorporation of partnership firm		nnological tie up with Tokai yo Co. Ltd., Japan	Certification of TS 16949 and ISO 14001 Established Plant - II (Noida)	Added Tata Motors as customer Technological tie up with Nissen Chemitec Corporation, Japan	Established Plant - IV (Pathredi, Rajasthan)	Established Plant - V at Vallam Vadagal (Tamil Nadu)  Established Plant - VI (Viramgam, Gujarat)  Established Plant - VII (Viramgam, Gujarat)
1978		1989	2002, 2003	2006, 2007	2012, 2014	2018
	1985	1996	2004, 2005	2008, 2010	2015, 20	2019
Start of the Au Business Added Maruti customer		Established Plant - I (Noice Added Honda Cars as customer	Added General Motors as customer  Added Toyota as customer  Certification of OHSAS 180	Established Plant - III (Surajpur) Added Mahindra & Mahindra as	Technological tie up with Tokai Co., Japan Added Isuzu Motors as custome Entered into LCV business - S/	Great place to work r certified

India as customer

Added Renault Nissan and Ford

Isuzu

Entered into two-wheeler

business - Suzuki Motorcycle

# 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

#### 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**

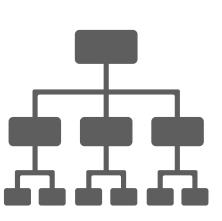
**TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007** 

# **CORE STRENGTHS**



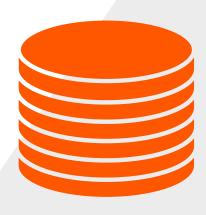


Leadership Position
India's leading manufacturer
of Automotive Sealing Systems



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



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

Continuous Improvement of Operational

Efficiency

Levers of sustainable development

Optimum

utilization of

Assets

Optimization of Investments

•Improve OEE (Overall Equipment

Efficiency)

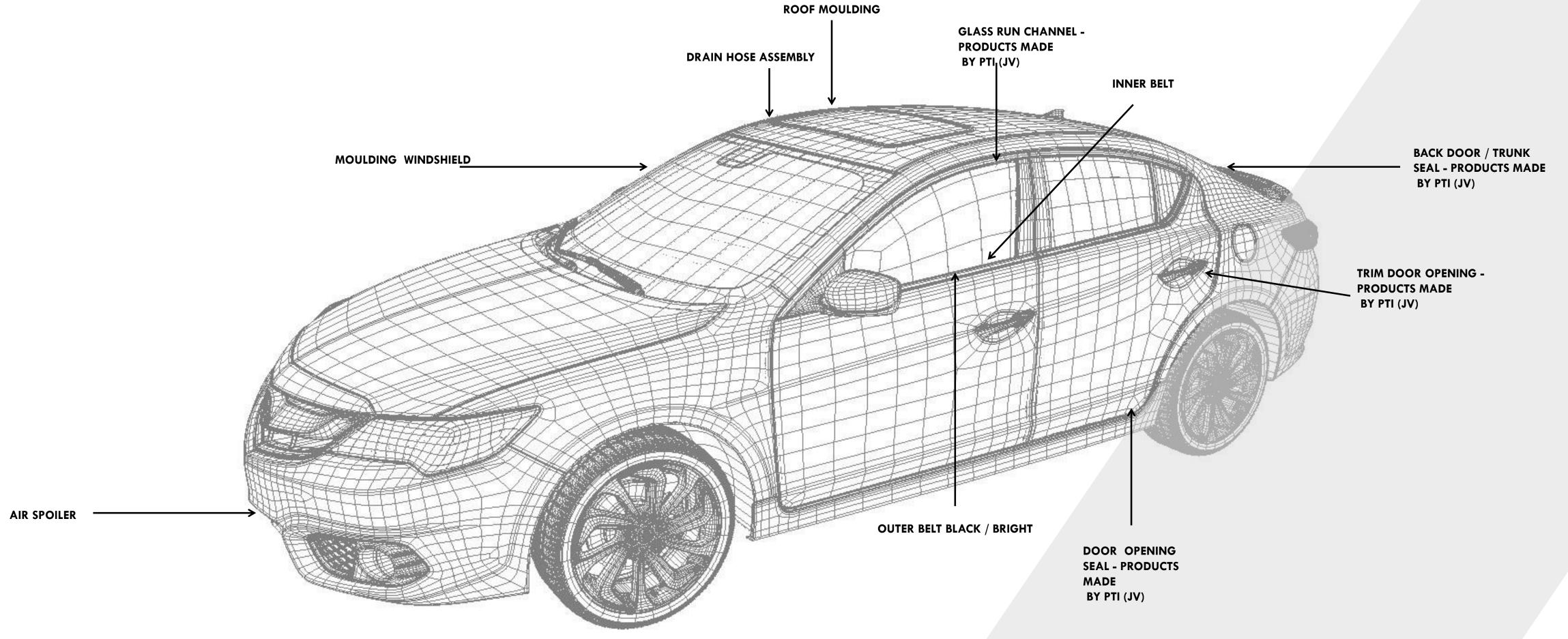
Extend leadership position across OEMs
Expand product base
Establish new product lines

Expansion of customer base

•Timing, efficiency and best value proposition review

# PRODUCT ROADMAP – OUR COMPREHENSIVE PRODUCT OFFERING





# PRODUCT ROADMAP – OUR COMPREHENSIVE PRODUCT OFFERING













FR-PILLAR

CTR-PILLAR

**RR-PILLAR** 

**PARTITION** 



**UNDER HOOD PRODUCTS** 











**REAR TRAY** 

LINING RR PANEL

SIDE PROTECTORS

TRUNK LINING

#### **IN CABIN PRODUCTS**







**FENDER INNER** 

**DOOR LINING** 

SPLASH GUARD

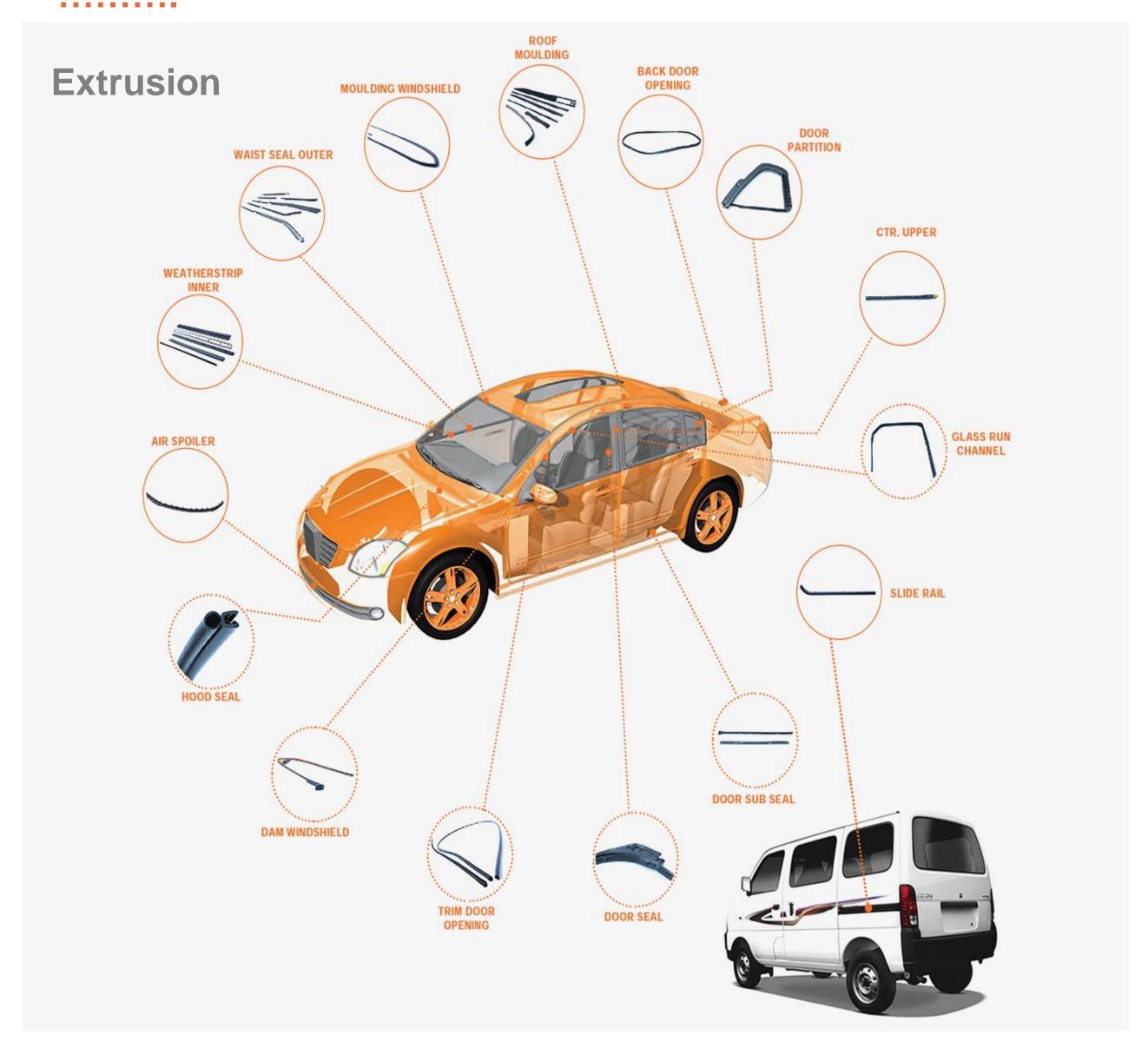




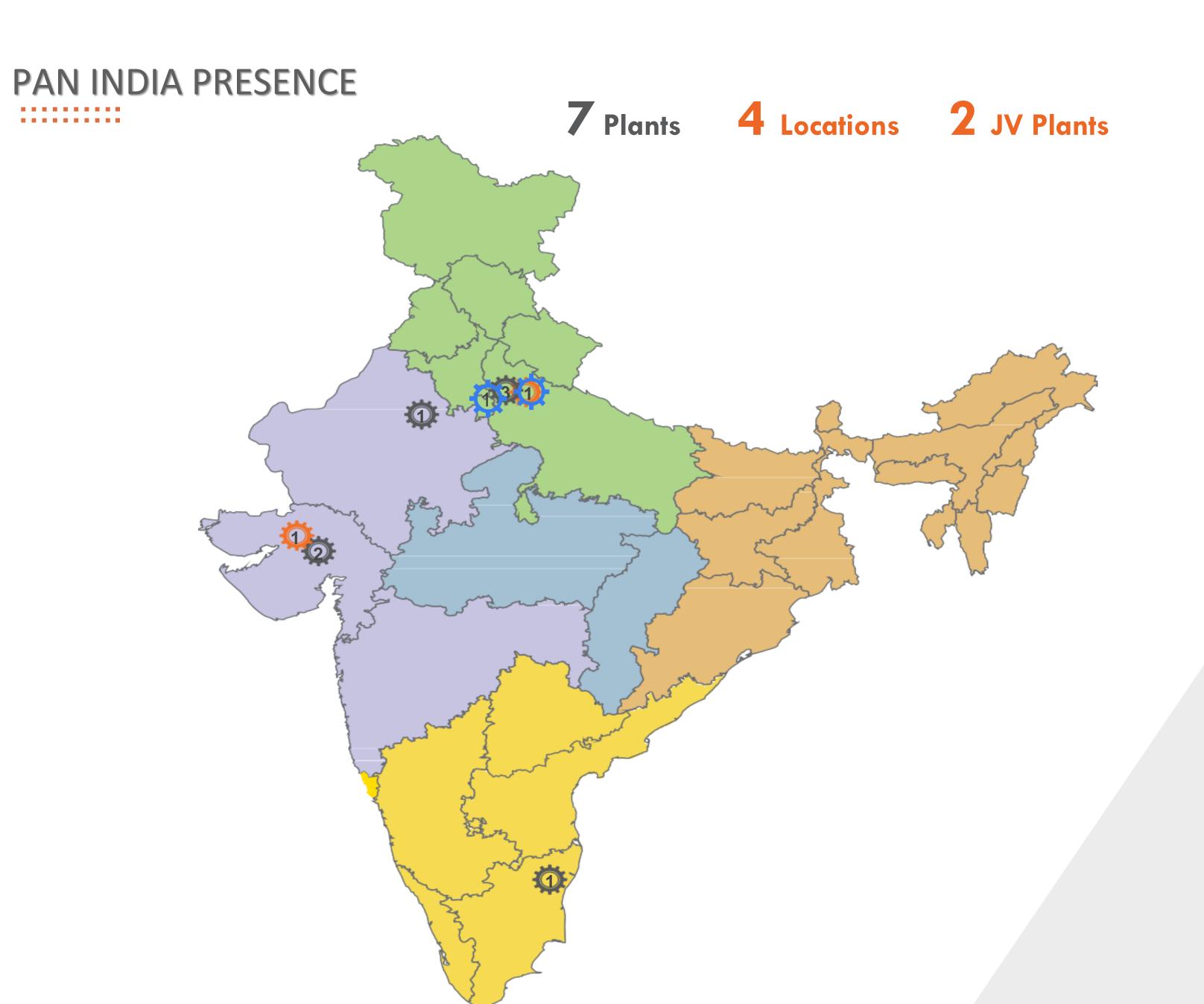


# PRODUCT ROADMAP – EXTRUSION & INJECTION

PPAP









#### **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**

































































Brazil













South Africa

Argentina







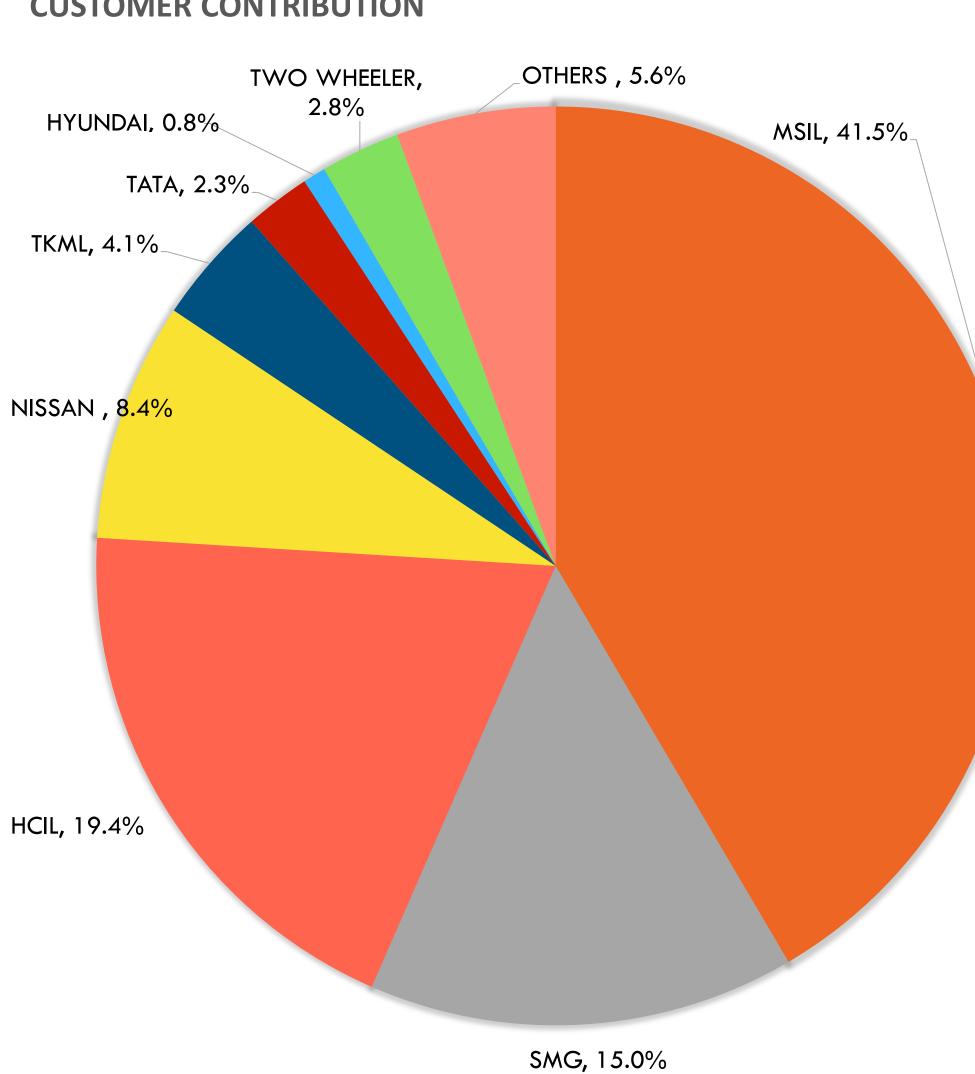


# **CUSTOMER BASE**

# **OUR PRESENCE IN NEW MODELS**



#### **CUSTOMER CONTRIBUTION**











**MG Hector** 

Tata Harrier

Renault Triber

Nissan Kicks







New Hyundai Creta



(Es 00 \$00)

S.Presso



Glanza

All New Ertiga











Suzuki Motorcycle Gixxer 250

Suzuki\_Burgman

# 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 coextrusion 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.

# 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 Technology 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















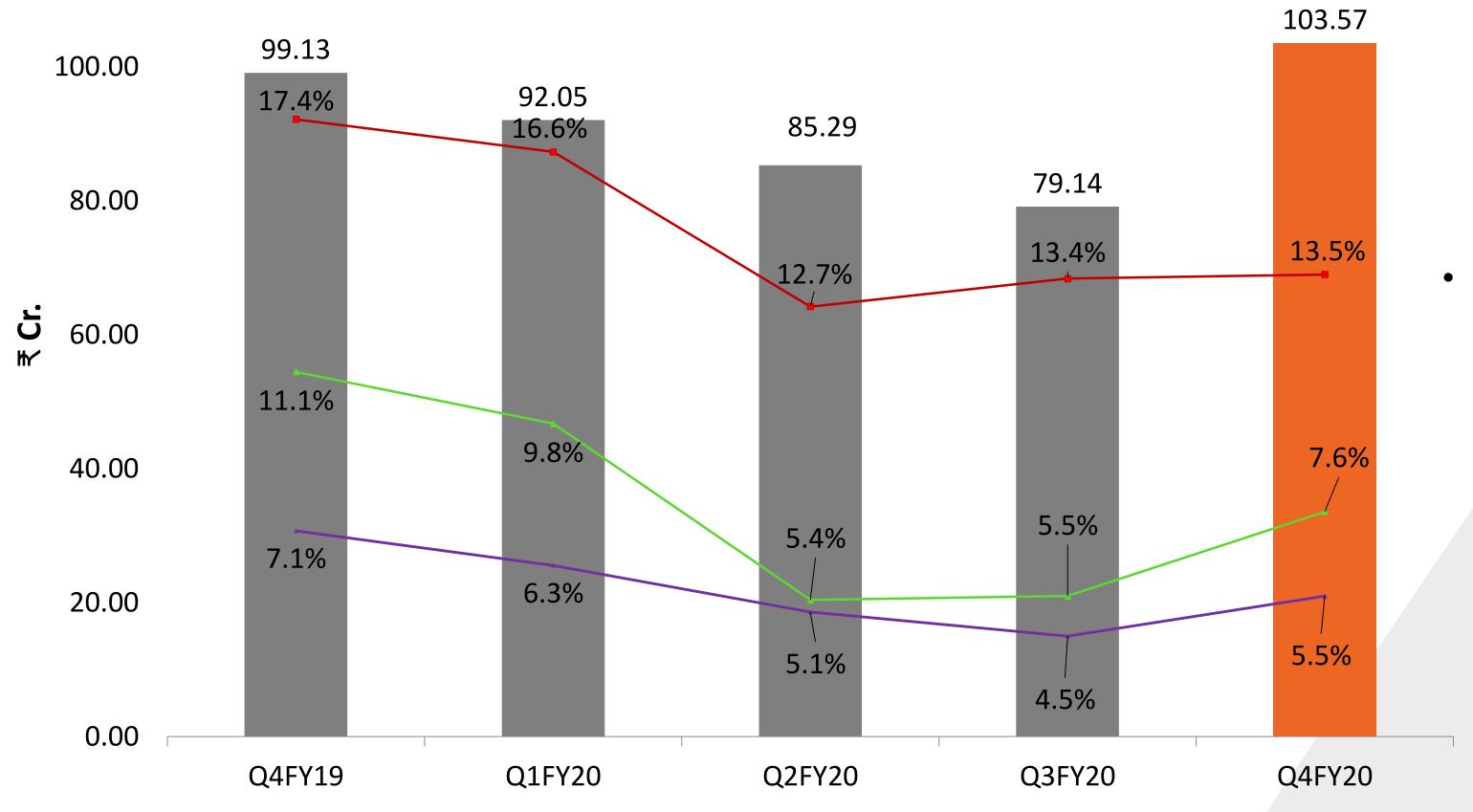


# FINANCIAL PERFORMANCE SNAPSHOT

# **QUARTERLY PERFORMANCE**



120.00



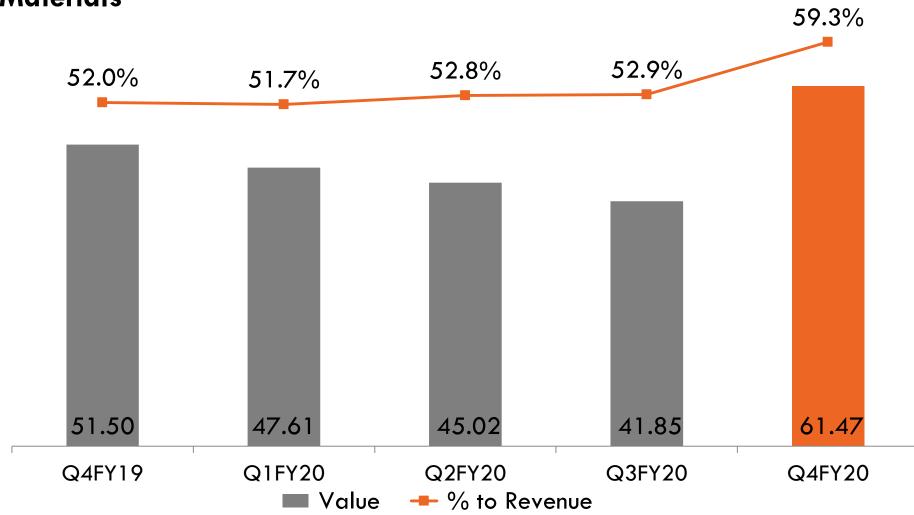
\*REVENUE FROM OPERATIONS -EBITDA MARGIN -EBIT MARGIN -PAT MARGIN

Revenue from Operations stood at ₹ 103.57 cr
 in Q4FY20 v/s ₹ 99.13 cr in Q4FY19

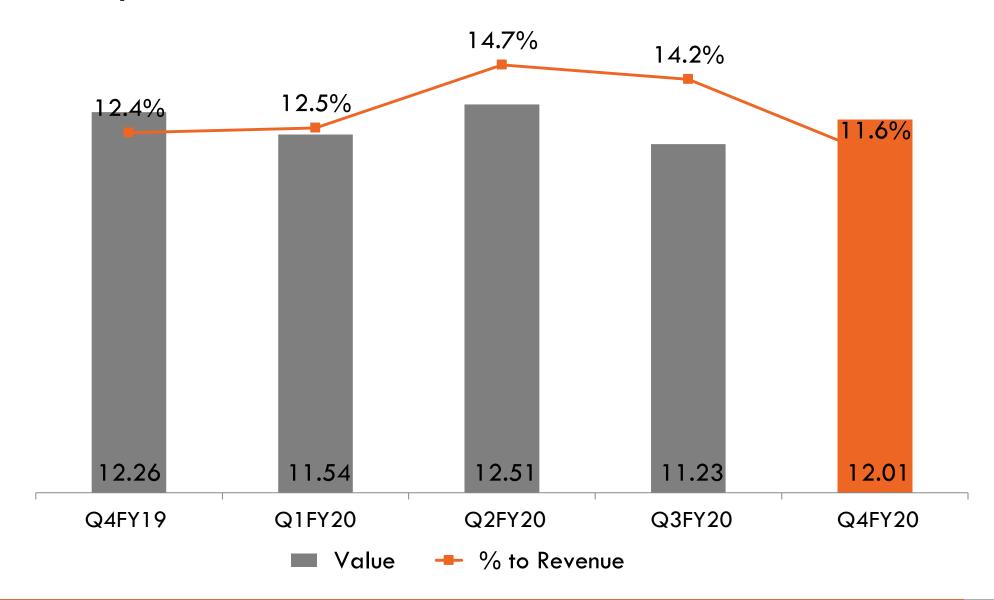
# MAJOR EXPENSES (₹ Cr.)



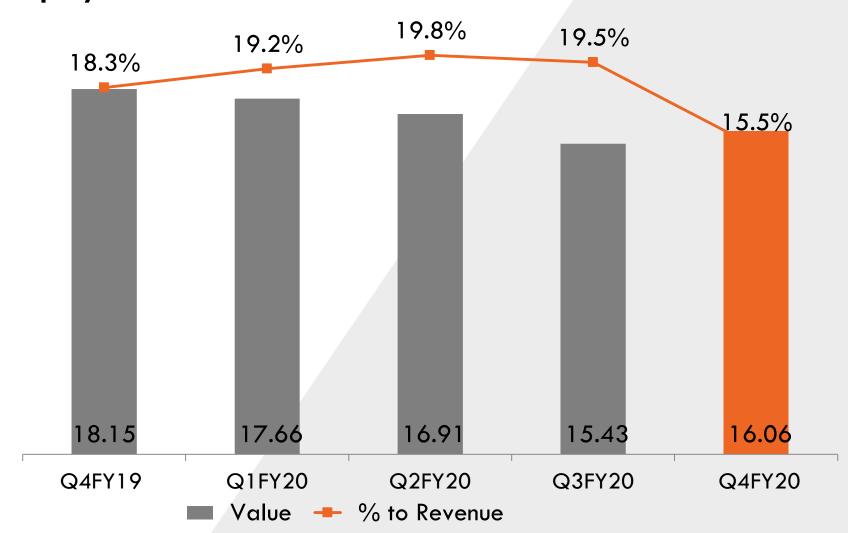
#### **Materials**



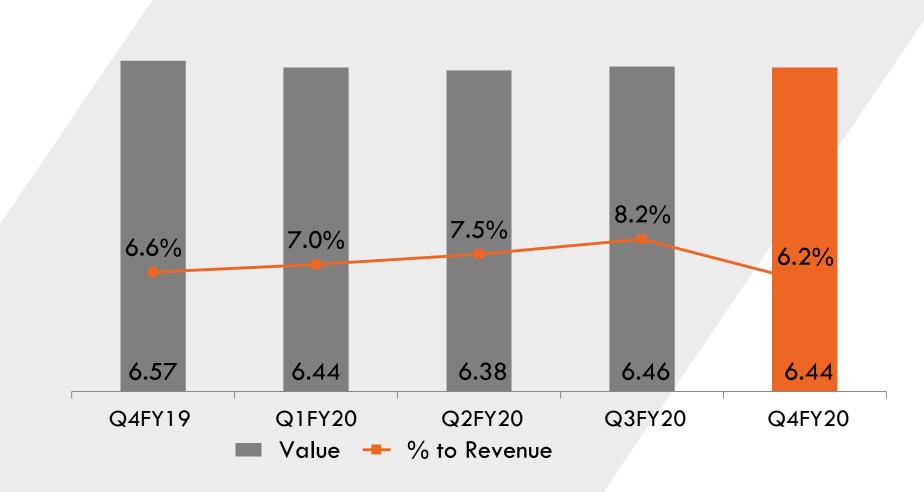
#### Other Expenses



#### **Employee Benefits**



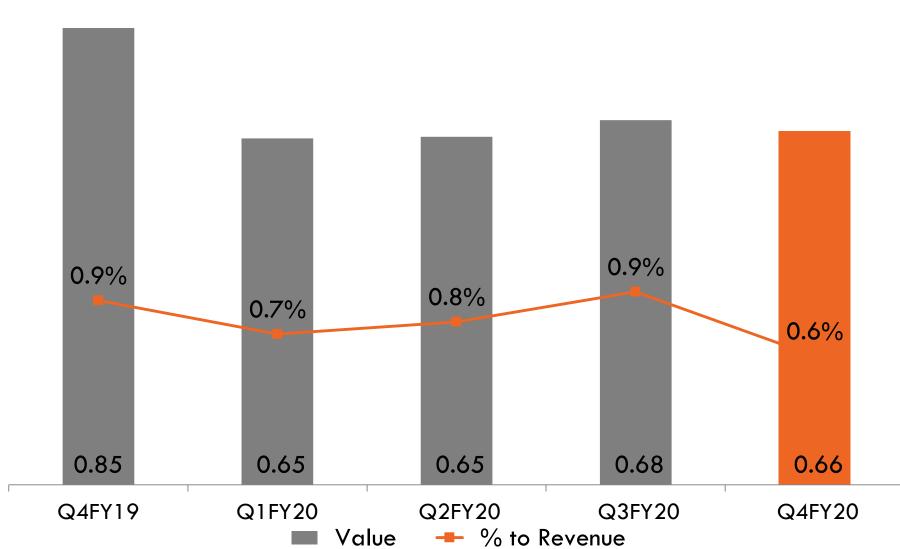
#### Depreciation



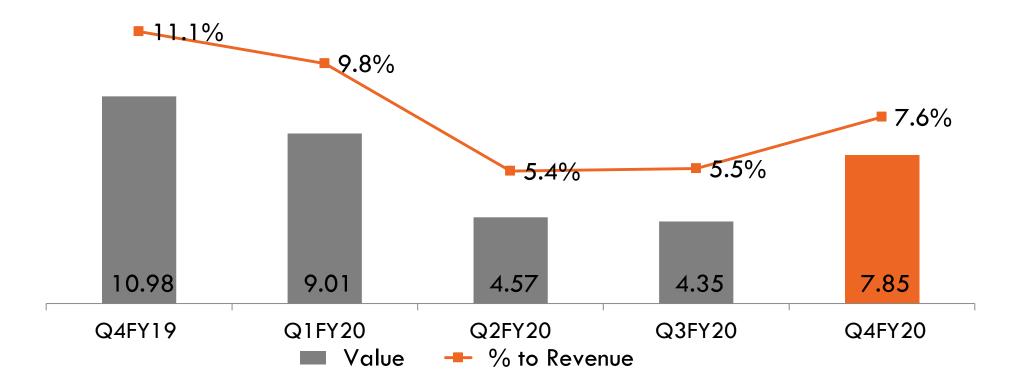
# INTEREST & EARNINGS (₹ Cr.)



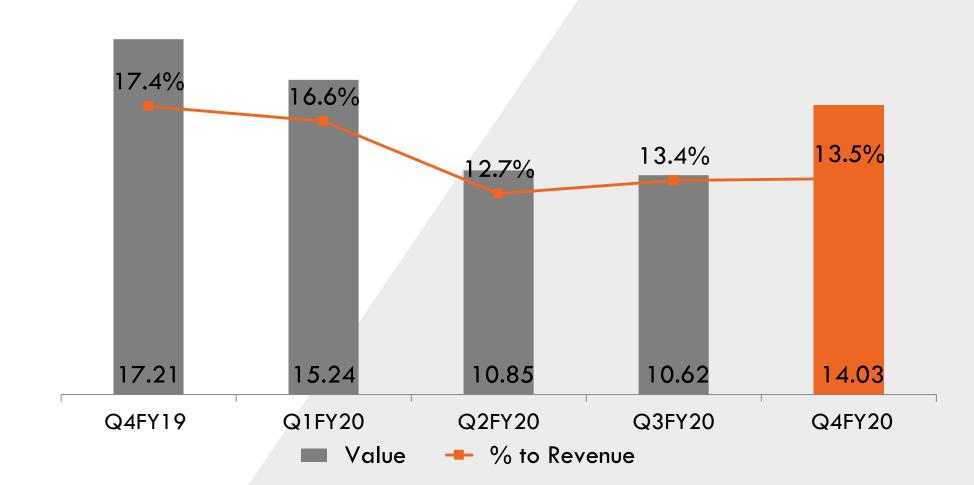




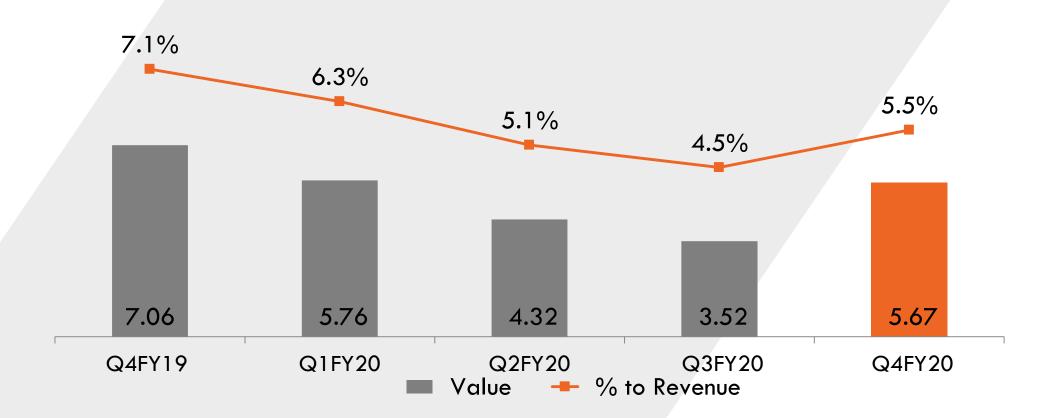
#### **EBIT**



#### **EBITDA**

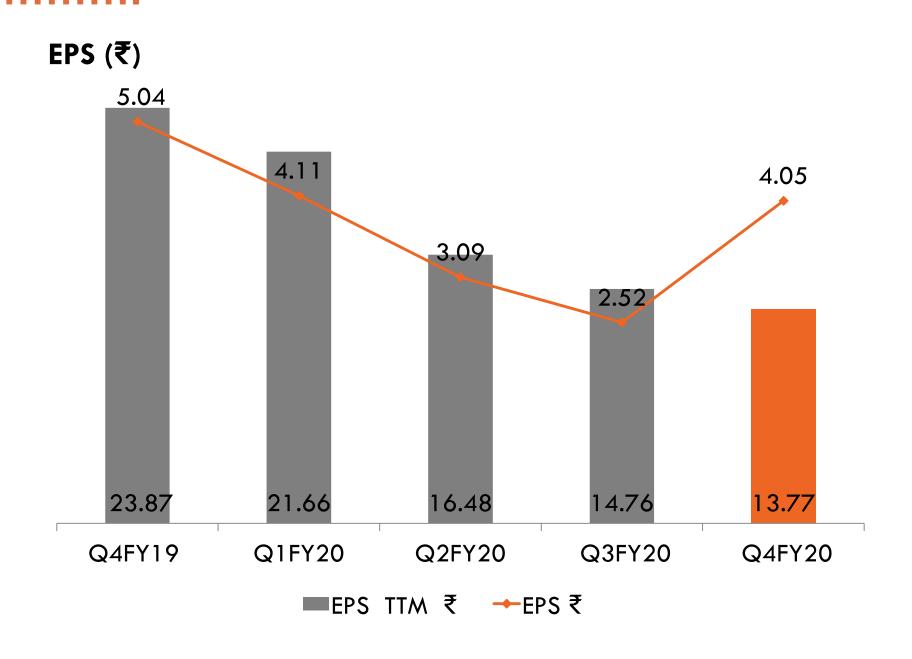


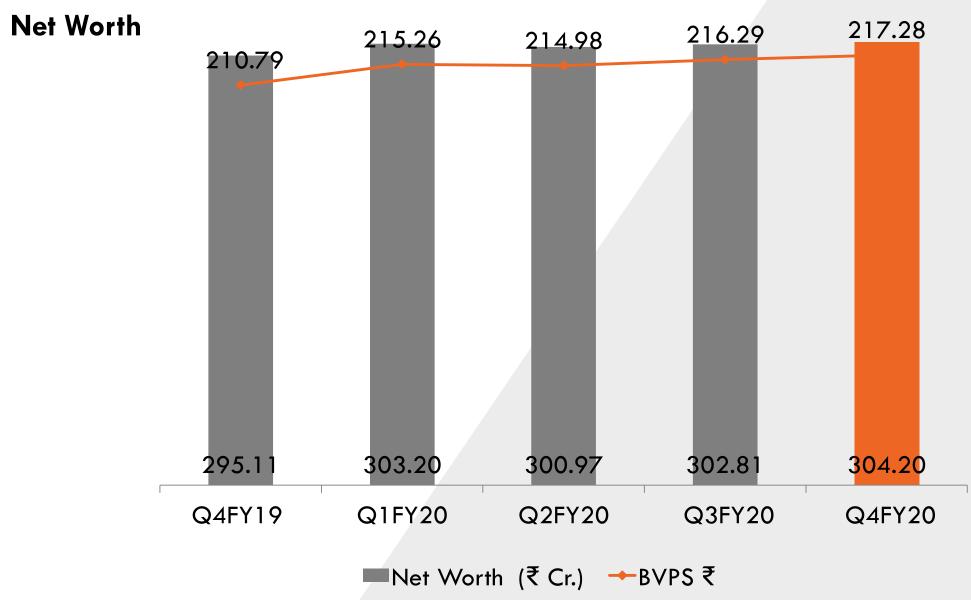
#### **PAT**



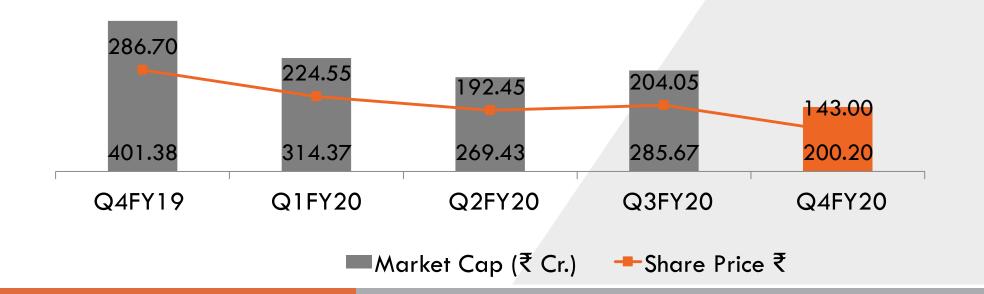
# EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)







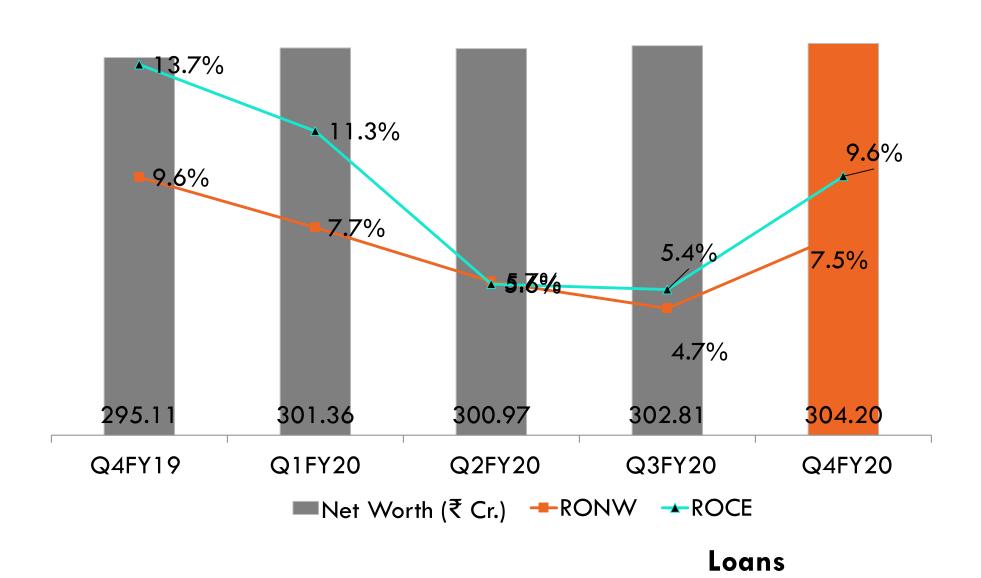
#### Market Capitalisation (BSE)



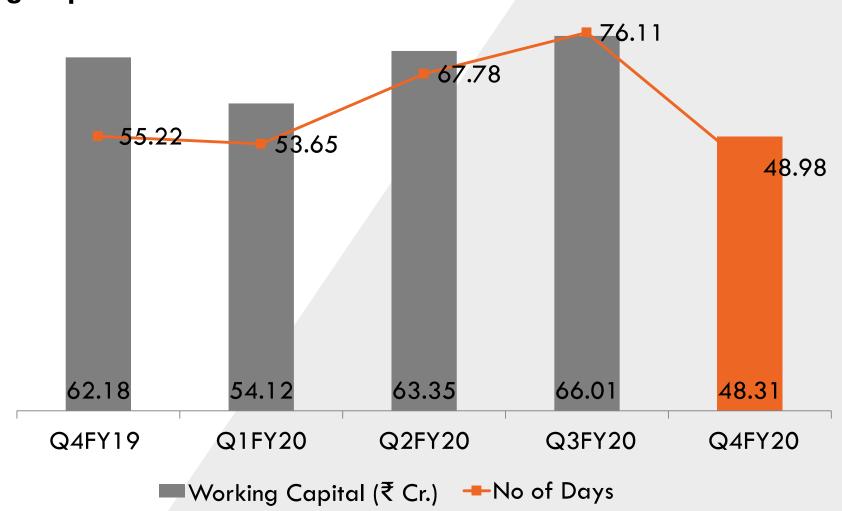
# **KEY RATIOS**

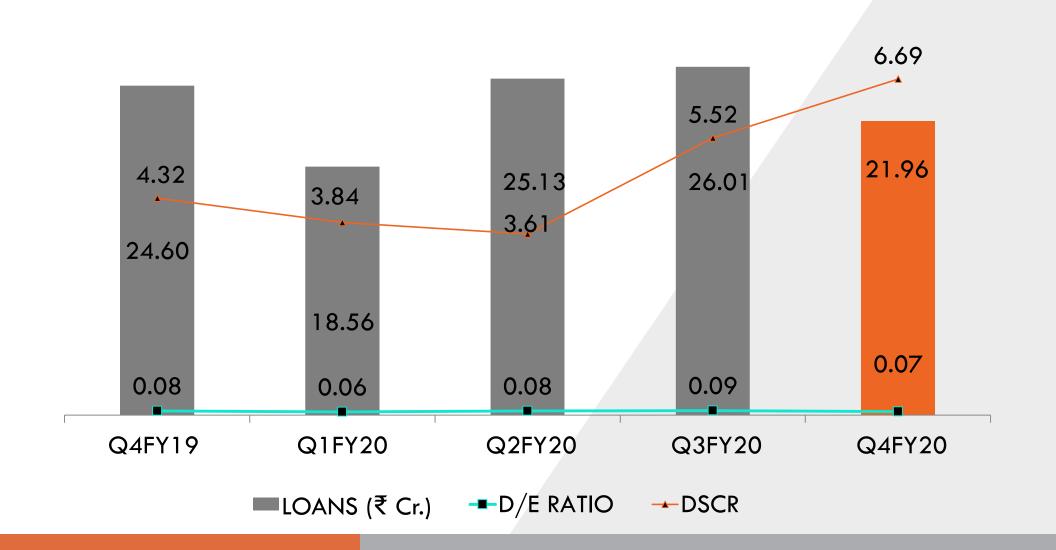


#### **Net Worth**



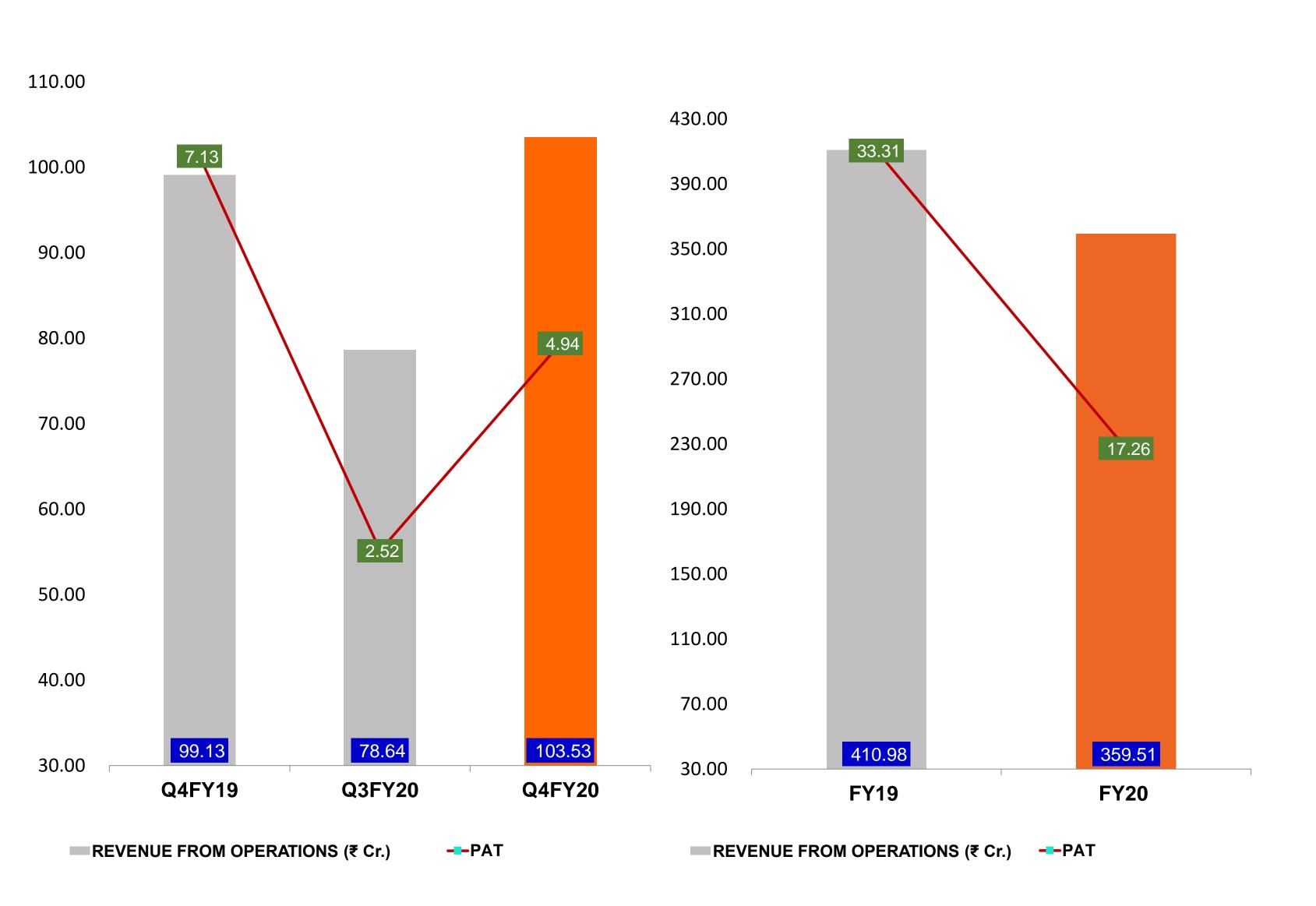
#### **Working Capital**

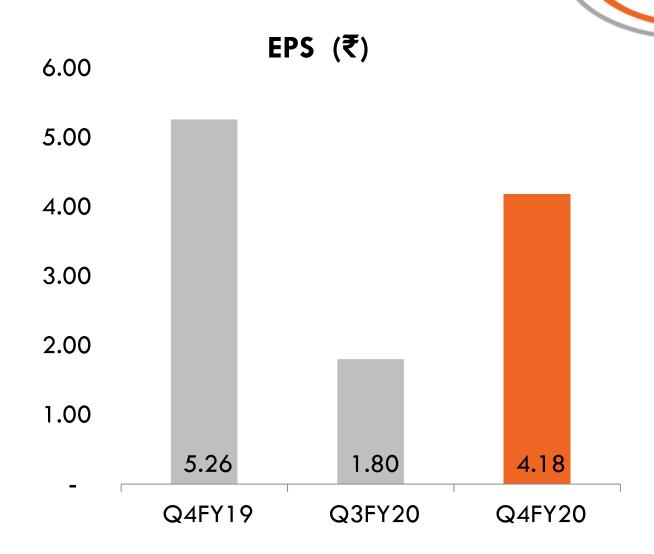


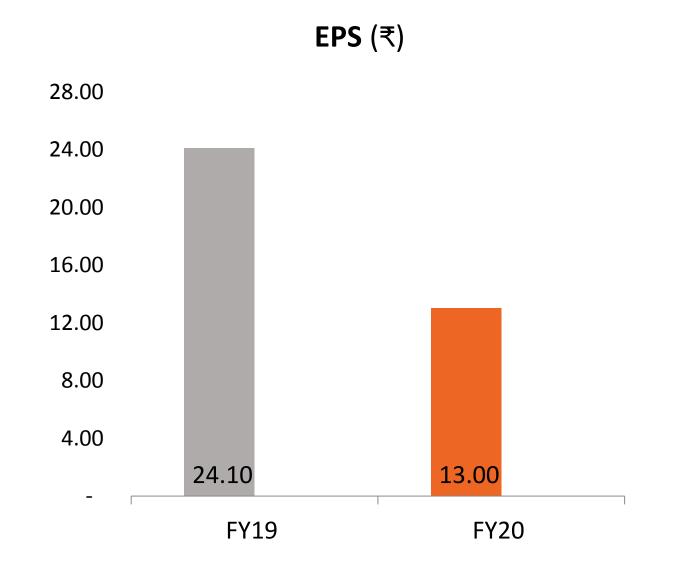


# **CONSOLIDATED SUMMARY**

.....



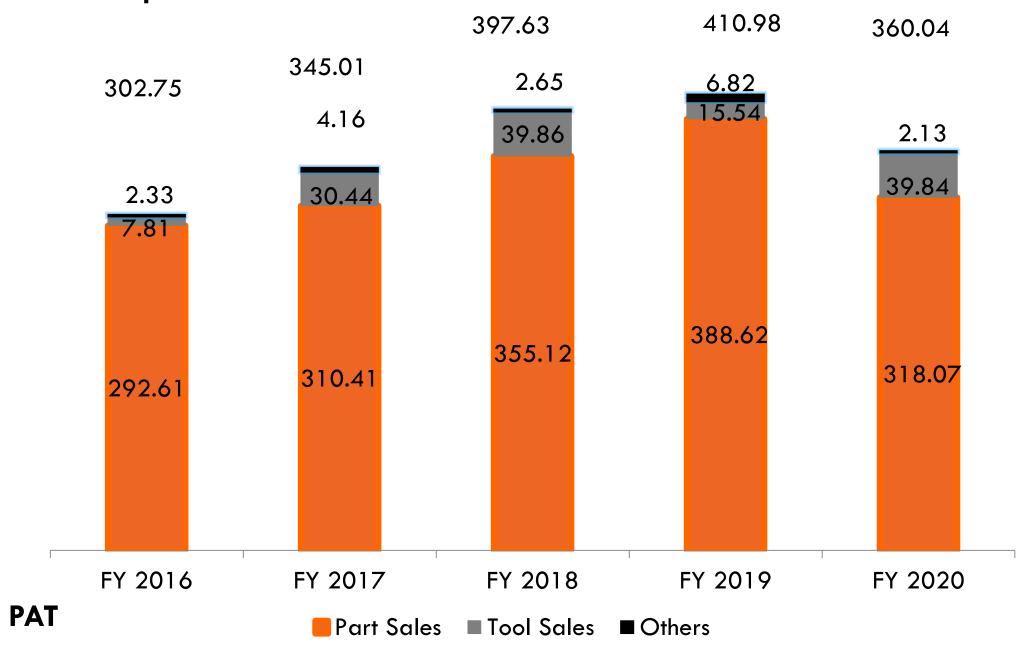


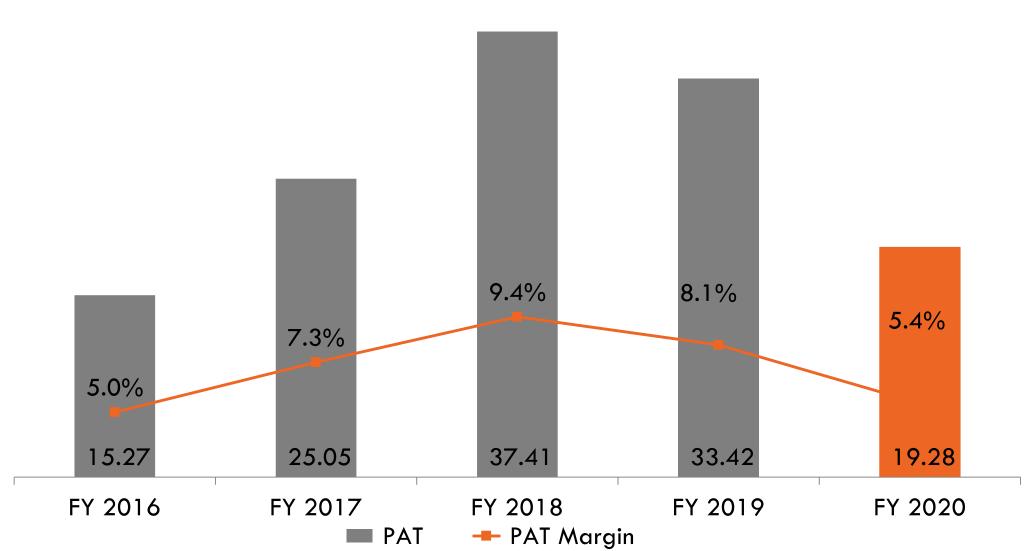


# FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)

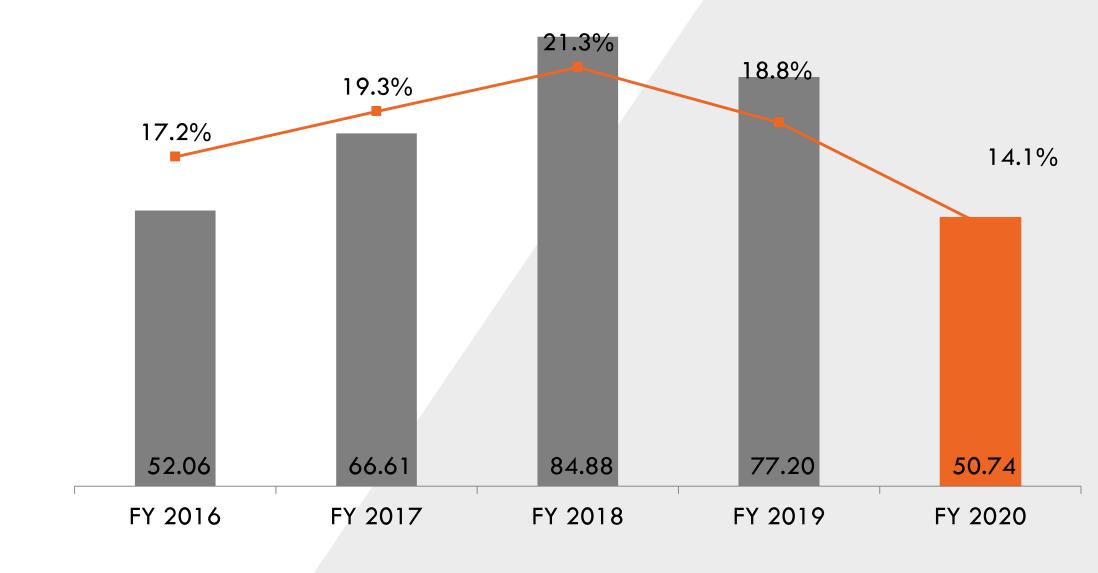


#### Revenue from Operations



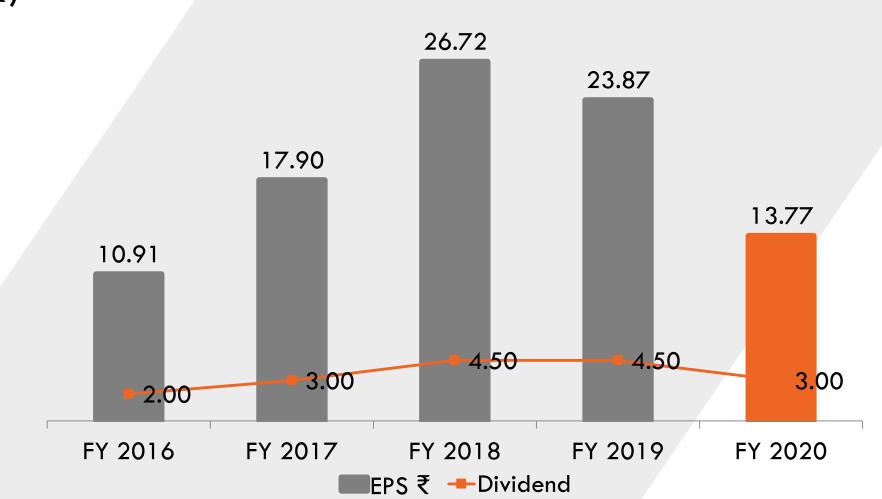






**EBITDA** Margin

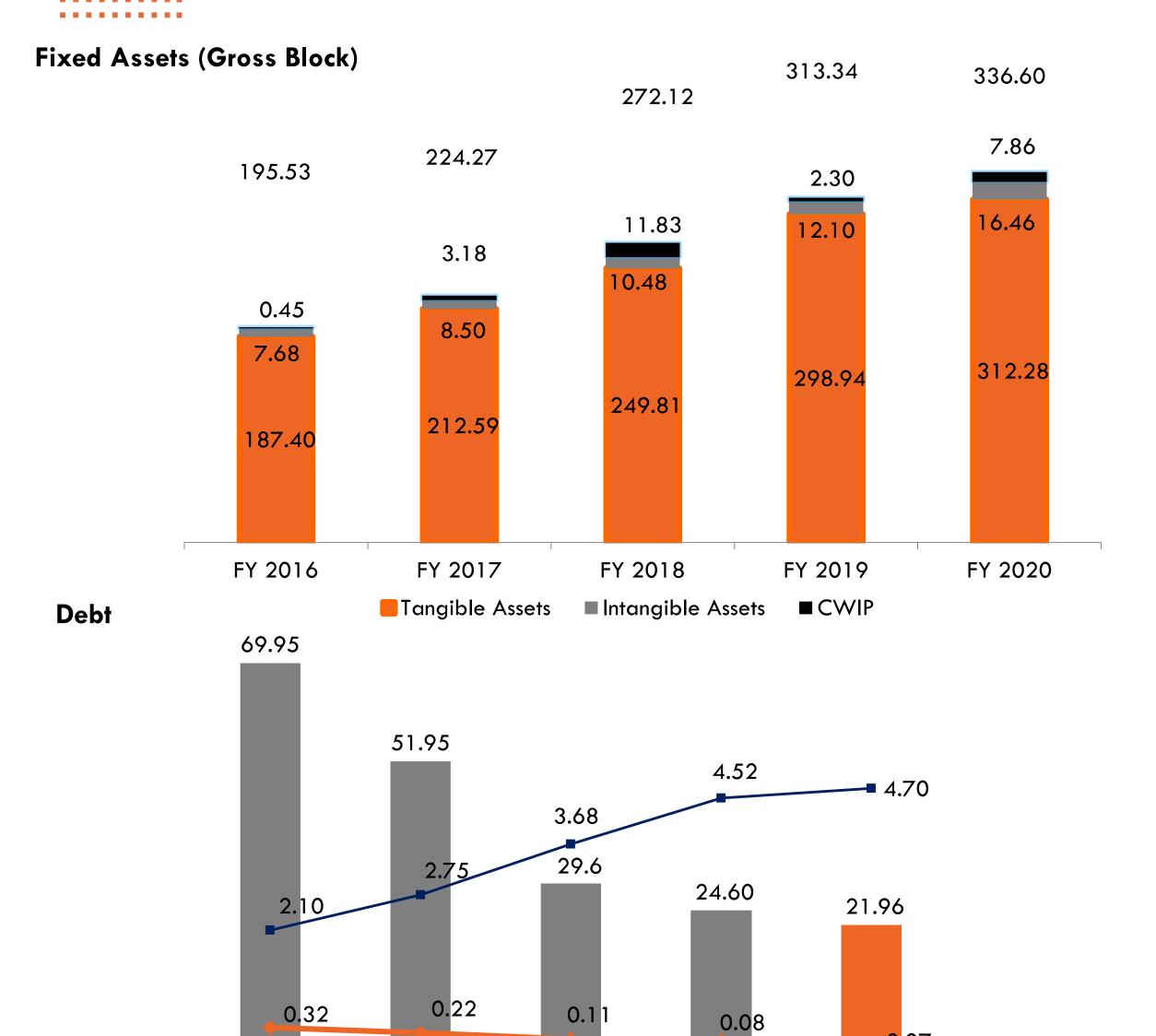
#### EPS (₹)



EBITDA

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





FY 2018

FY 2019

-- Debt Service Coverage Ratio

FY 2016

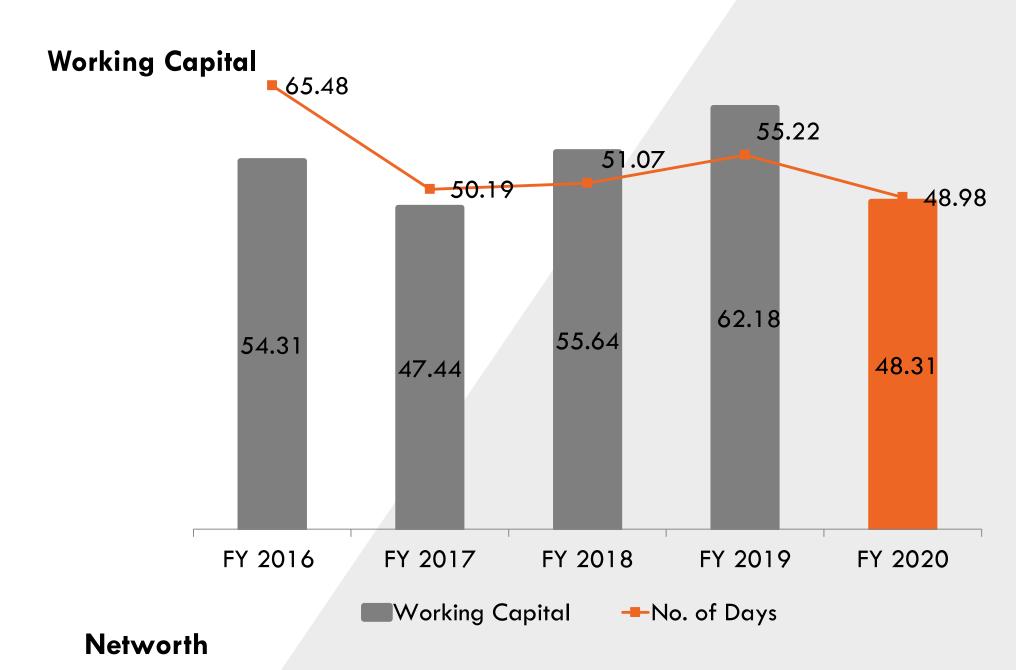
Debt

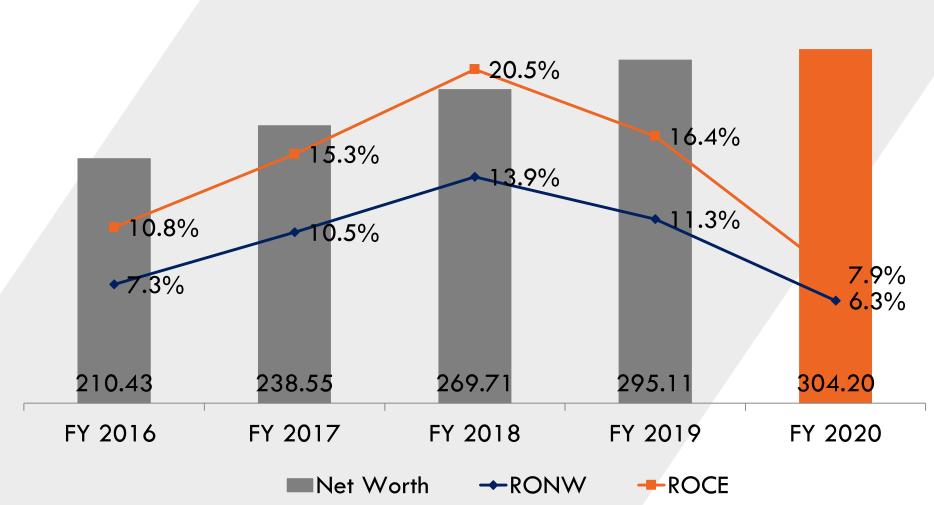
FY 2017

→Debt Equity Ratio

0.07

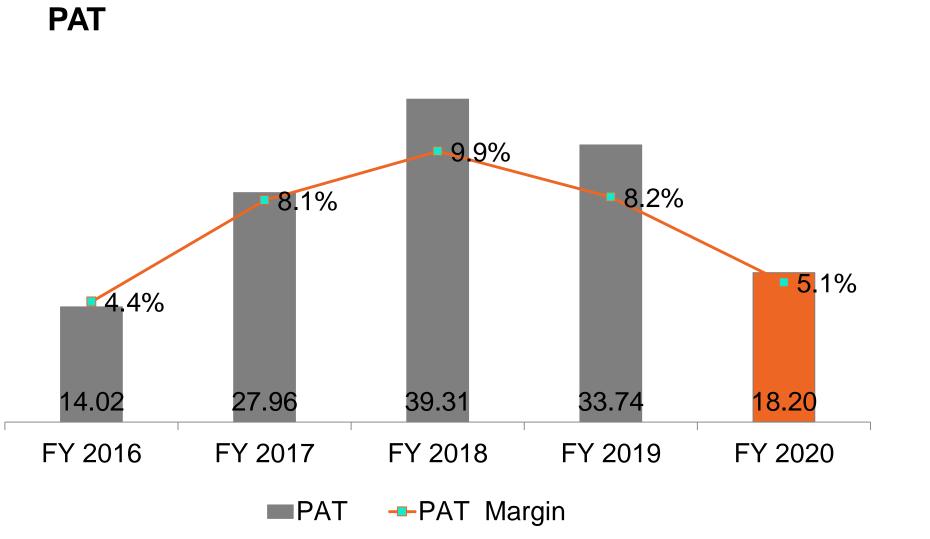
FY 2020

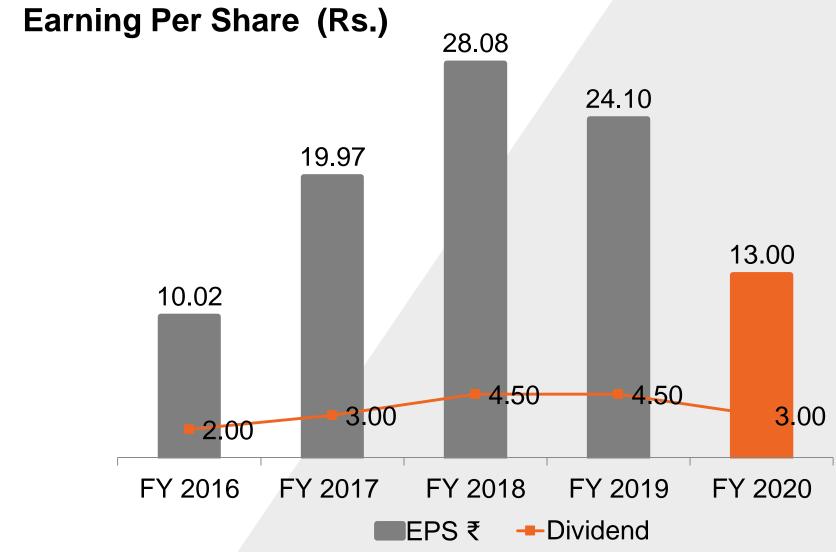


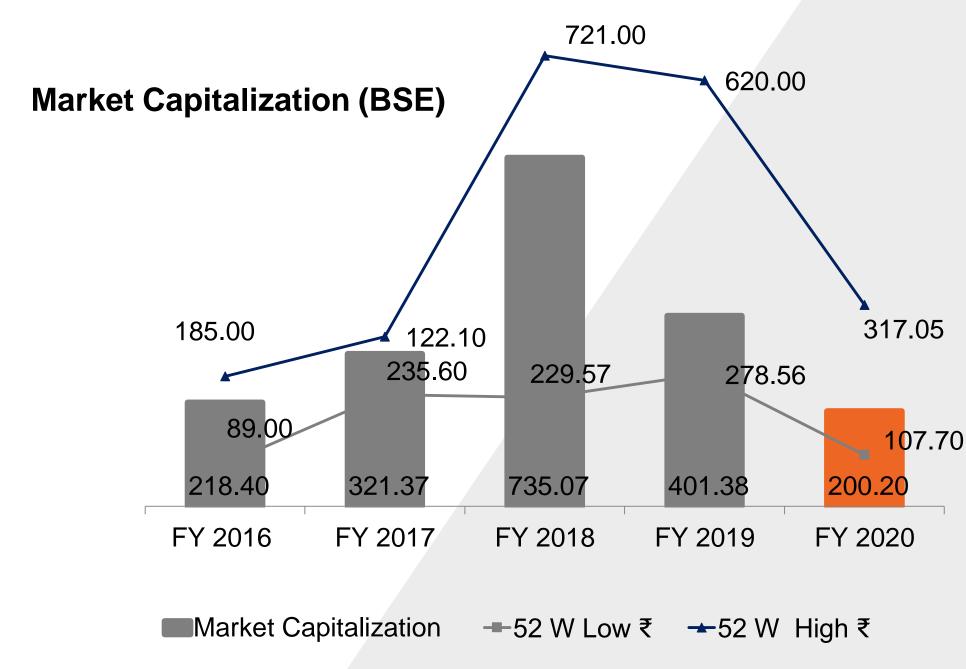


# CONSOLIDATED FINANCIAL SNAPSHOT (FY2016-2020) (₹ Cr.)



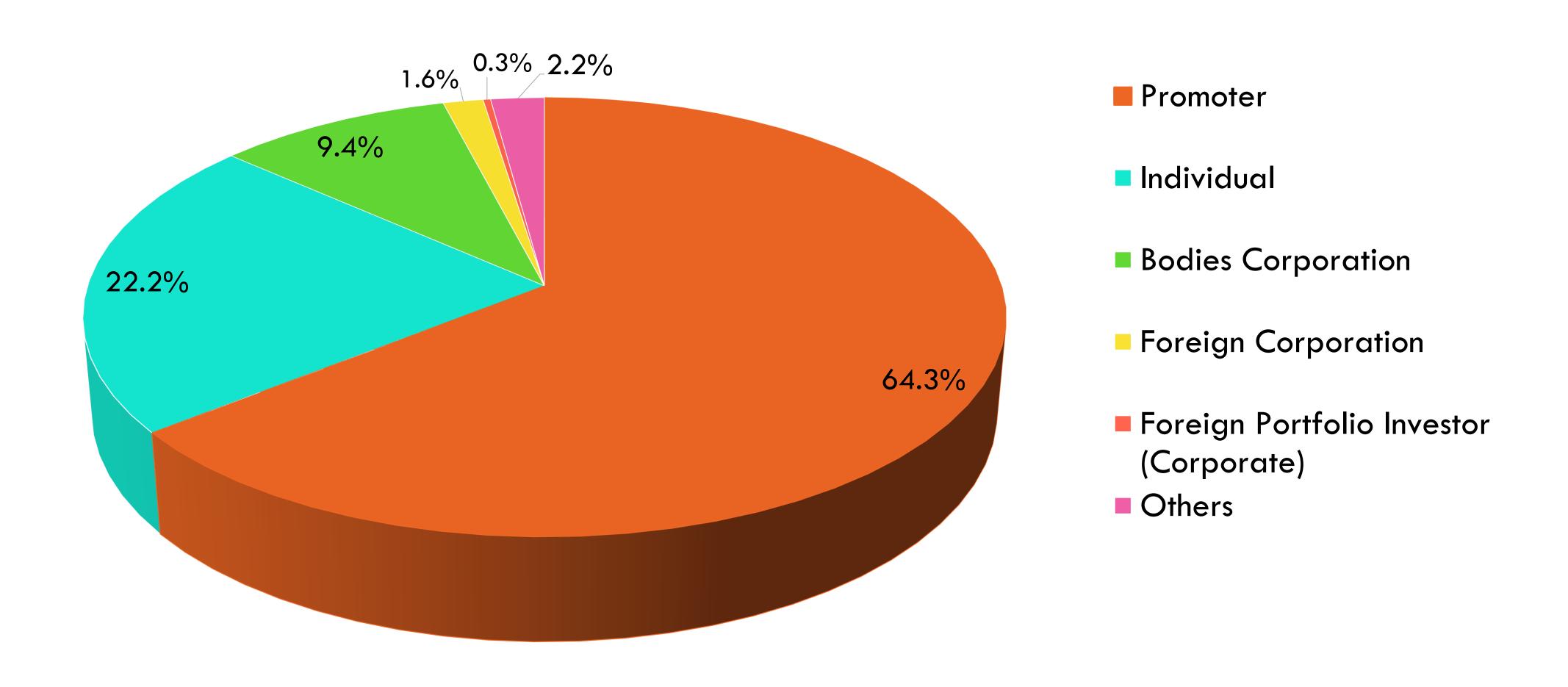






# SHAREHOLDING PATTERN AS ON 31<sup>ST</sup> MARCH, 2020





MARKET CAPITALIZATION (BSE) ₹ 200.20 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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