

# PPAP Automotive Limited

*Taking Challenges, Together*



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Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

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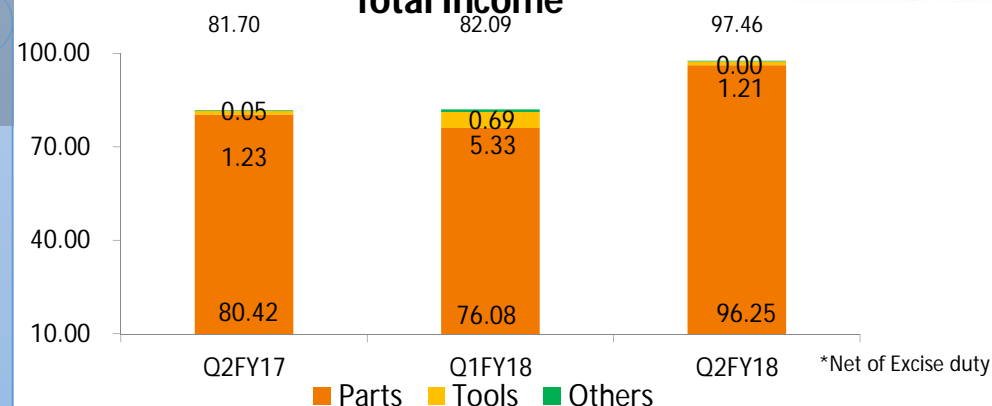
# QUARTERLY HIGHLIGHTS

## Highlights of results of Q2FY18 compared with Q2FY17

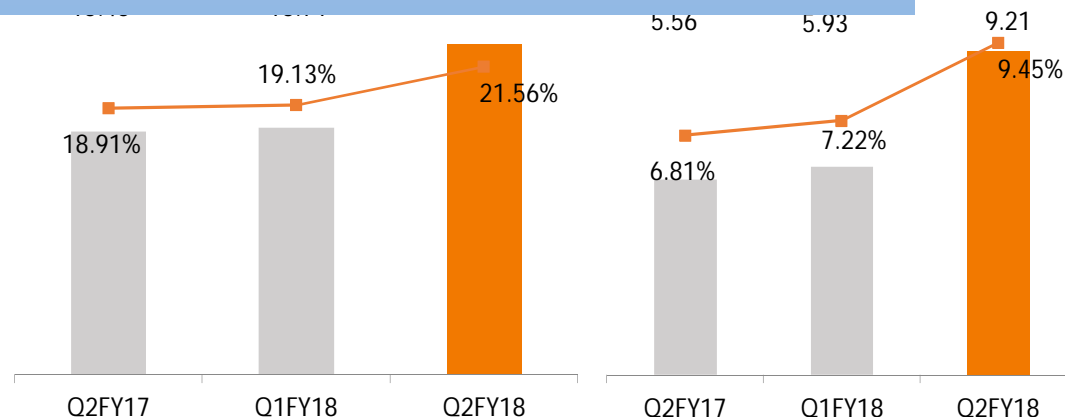
- ❖ Total Income increased by 19.29%, Part Sales increased by 19.68%
- ❖ EBITDA increased by 36.03% , EBITDA Margin increased by 14.04%
- ❖ PAT increased by 65.67%, PAT Margin increase by 38.88%
- ❖ EPS is at ₹ 6.58
- ❖ Interim Dividend ₹ 2 per Share
- ❖ Debt Equity ratio at 0.14
- ❖ Started supplies of Molded parts of Honda Scooters
- ❖ Started supplies of Bumpers to MSIL
- ❖ DSIR recognition to PPAP In-house R&D Center

## \*Total Income

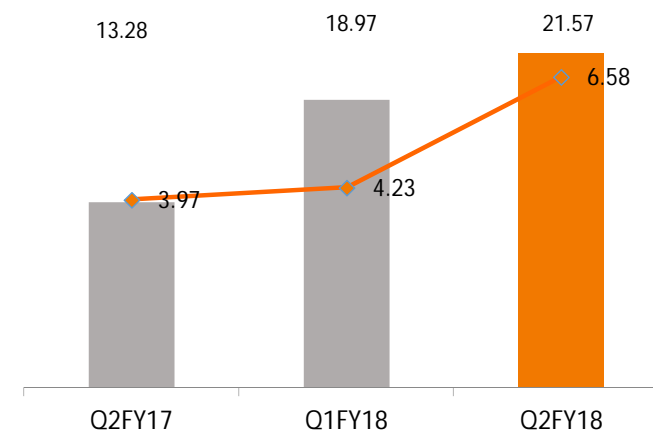
₹ Crore



## Income Tax



## EPS



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## BRIEF PROFILE

PPAP Automotive Limited (PPAP) is a leading manufacturer of Automotive Sealing Systems, Interior and Exterior Injection parts in India

State of the art manufacturing facilities located at Noida (UP), Greater Noida (UP), Chennai (Tamil Nadu) and Pathredi (Rajasthan). All the plants are TS 16949, ISO 14001 and OHSAS 18001 certified

Technical partnership with :-

- Tokai Group for Automotive Sealing System (Plastic) and Toolings
- JV with Tokai Group for Automotive Sealing System (EPDM Rubber and TPV)
- Ichimiya Group for Injection Molded Products

Over 500 different products manufactured and targets to achieve zero failure ppm in Quality and Delivery performance

Integrated operations from Print to Build. Challenging spirit and focus on Continuous Improvement. Strong and committed workforce aligned to achieve Company's Targets.

## MANAGEMENT PROFILE



### Mr. Ajay Kumar Jain

#### Chairman & Managing Director



- Commerce graduate from the Shri Ram College of Commerce, DU
- Associated with the company since inception with experience of over 40 years in the Polymer processing industry and over 30 years in the Automotive industry
- President of Toyota Kirloskar Supplier Association
- 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
- Member of Executive Committee of Honda Suppliers Club

### Mr. Manish Dhariwal

#### Chief Financial Officer



- Graduated with a degree in B.Com (Hons.) from Delhi University & Member of ICAI
- Work experience over two decades
- Has worked with Lazard India, IL&FS and Group Mega



## GENERAL INFORMATION



**COMPANY ESTABLISHED IN 1978**



**START OF AUTOMOTIVE BUSINESS**



**LISTED ON BSE & NSE IN 2008**



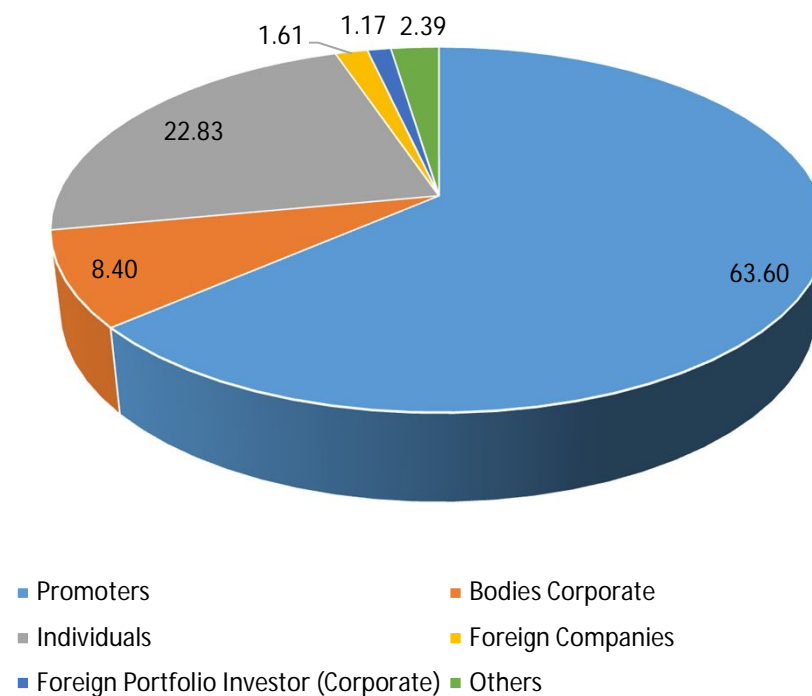
**SHARE CAPITAL OF ₹ 140 MILLION**



### **CERTIFICATIONS**

**TS 16949; ISO 14001; OHSAS 18001**

## SHARE HOLDING AS ON 30<sup>TH</sup> SEP 2017



# COMPANY FOCUS



## MISSION

TO BE A DOMINANT SUPPLIER OF BODY SEALING, INTERIOR & EXTERIOR PARTS

## VISION

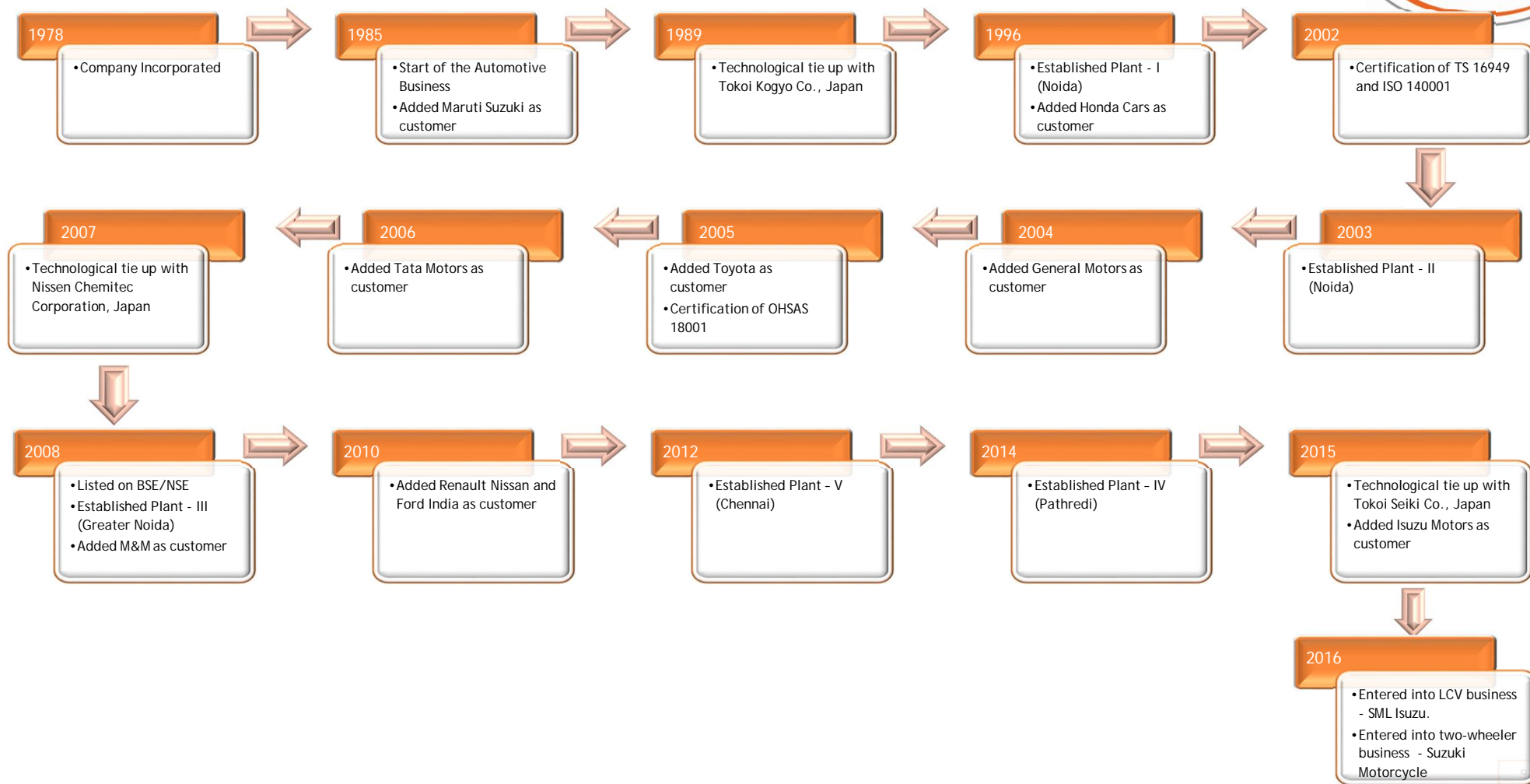
TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

## VALUES

TRUSTWORTHINESS  
MUTUAL RESPECT  
CREATIVITY  
COOPERATION  
EXCELLENCE

**FOUNDATION ON STRONG HUMAN CAPITAL DEVELOPMENT**

# JOURNEY





# 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 – PTI SINCE **2014**



## **NISSEN CHEMITEC CORPORATION, JAPAN**

Established: 1951

Global Presence: USA, Thailand, Indonesia,  
Singapore

### **AUTOMOTIVE INTERIOR PRODUCTS**

TECHNOLOGY PARTNERSHIP -PPAP SINCE **2007**

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# CORE STRENGTHS

## **Leadership Position**

India's leading manufacturer of Automotive Sealing Systems

## **Access to Global Technology**

Relationship with Japanese Technology Partners since 1989

## **Strong R&D Facilities**

Capability from Design to Print



## **Strong Customer Base**

Leading OEM manufacturers in Indian Market are customers

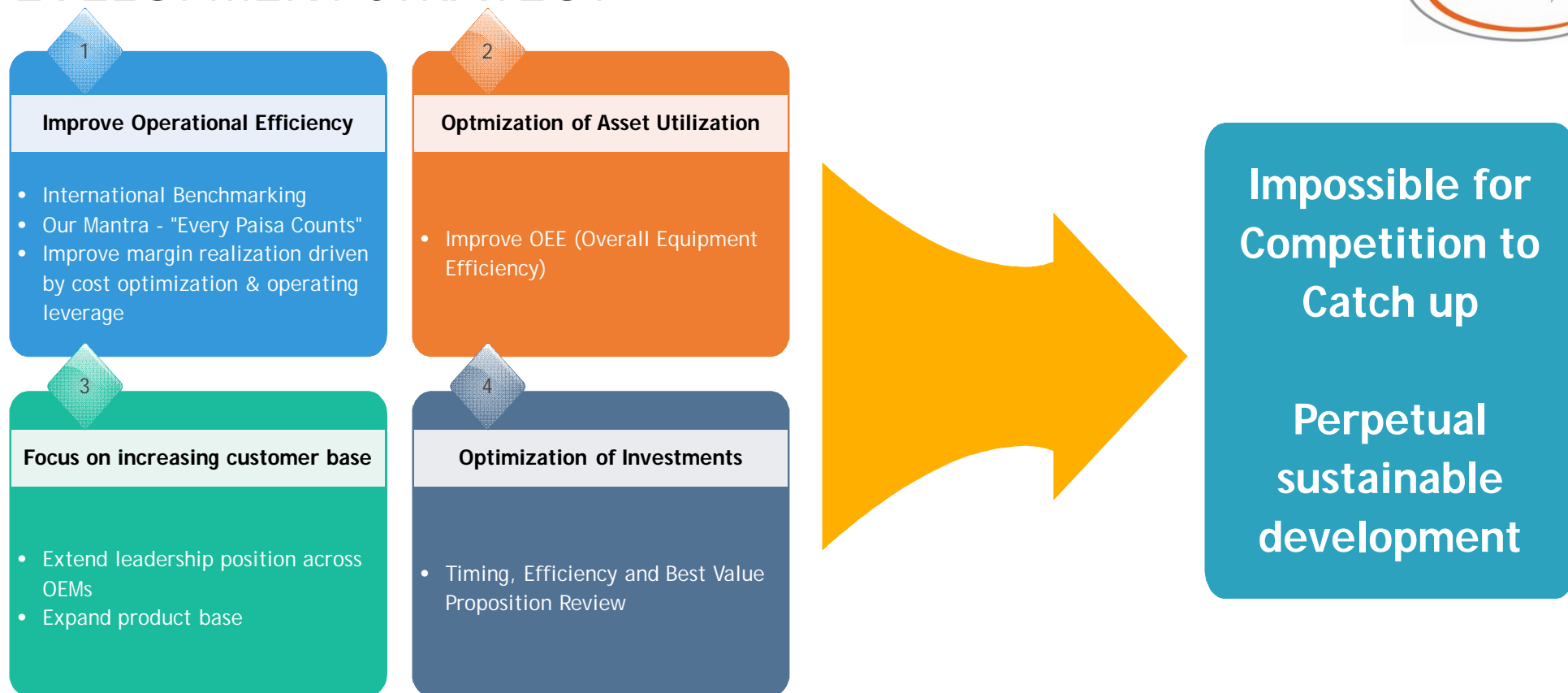
## **State-of-the-art manufacturing facilities**

Focus on Kaizen towards Technology and Operations. Strategically located manufacturing plants for Customers

## **Healthy Financials**

Cost sensitive Culture

# DEVELOPMENT STRATEGY



## HUMAN RESOURCE DEVELOPMENT

EVERY TEAM MEMBER WORKS BY SELF MANAGEMENT

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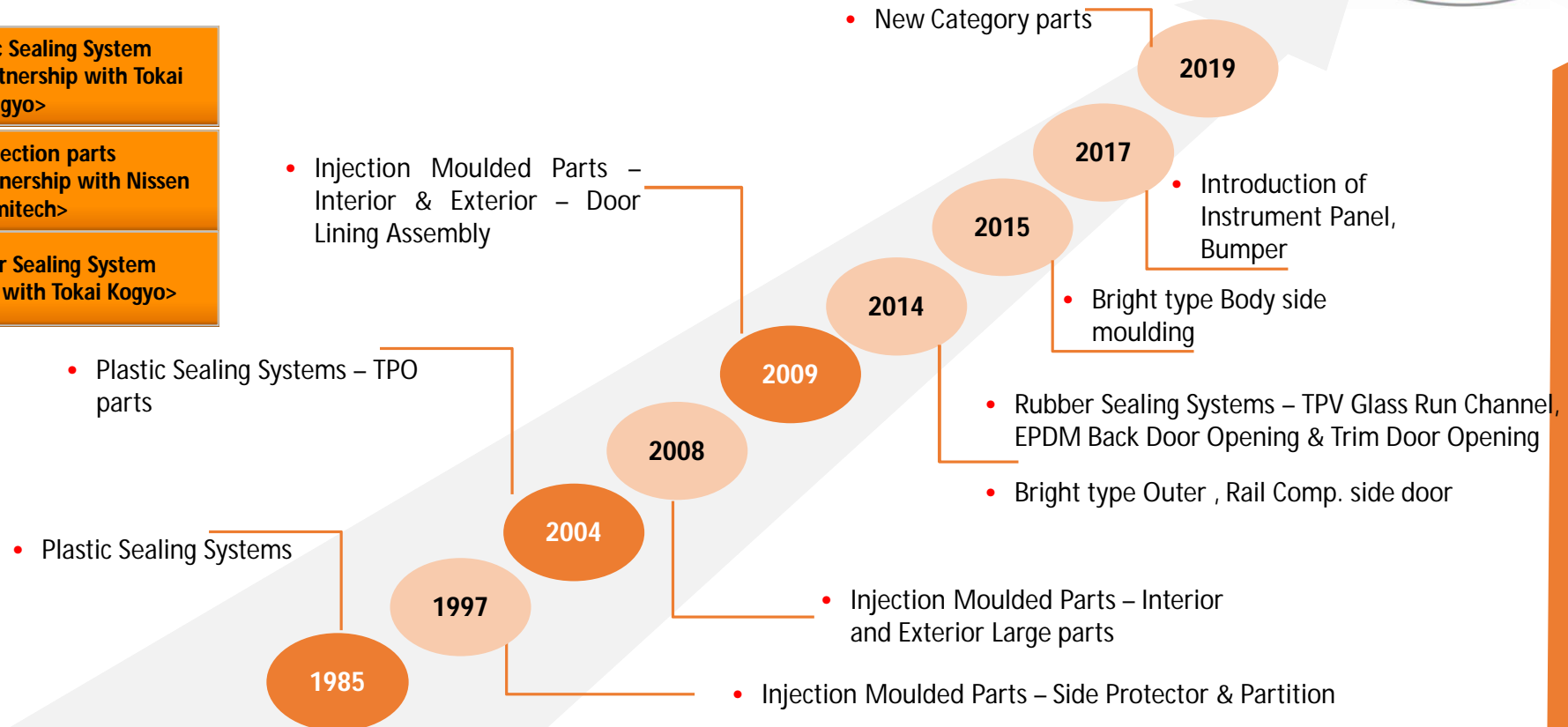
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# PRODUCT - MILESTONES



|  |
|--|
| 1989 – Plastic Sealing System<br><Technology partnership with Tokai Kogyo> |
| 2007 – Injection parts<br><Technology partnership with Nissen Chemitech>   |
| 2012 – Rubber Sealing System<br><JV partnership with Tokai Kogyo>          |



CONTINUOUSLY SUPPORT CUSTOMER IN VALUE ADDED PRODUCTS & SERVICES

# SEALING SYSTEMS



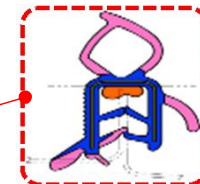
**MOULDING  
WINDSHIELD**



**ROOF MOULDING**



**TRIM DOOR OPENING**



**BACK DOOR /  
TRUNK SEAL**



**DOOR  
OPENING  
SEAL**



**GLASS  
RUN  
CHANNEL**



**AIR SPOILER**



**OUTER BELT  
BLACK/BRIGHT**



**INNER BELT**



**SLIDE RAIL**



**PVC  
TPO  
EPDM**



PRODUCTS MADE  
BY PTI (JV)

# INJECTION MOLDING PRODUCTS



FR-PILLAR



CTR-PILLAR



RR -PILLAR



PARTITION



REAR TRAY



LINING RR PANEL



SIDE PROTECTORS

## UNDER HOOD PRODUCTS



## IN CABIN PRODUCTS



SPLASH GUARD



DOOR LINING



FENDER INNER



TRUNK LINING



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## CUSTOMERS & FACILITIES

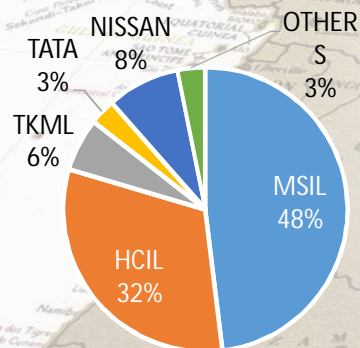
## CUSTOMERS

### Domestic Presence

### International Presence



### BUSINESS SHARE AS ON 30/09/2017



### FACILITIES



Plastic Extrusion



Injection



Rubber Extrusion  
PTI, IV Company

### PLANTS



Noida I



Pathredi IV



Surajpur  
PTI, IV Company



Noida II



Chennai V



Surajpur III



Viramgam VI



# PARTS DEVELOPED BY PPAP IN FOLLOWING MODELS





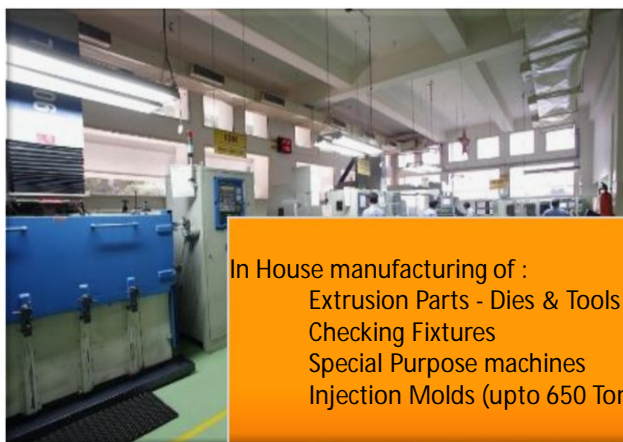
# DEVELOPMENT INFRASTRUCTURE

## DESIGN



- Product Design
- Tool Design
- Checking Fixture Design
- Design Validation
- Special Purpose Machines Design & Manufacturing

## TOOL MANUFACTURING



In House manufacturing of :

- Extrusion Parts - Dies & Tools
- Checking Fixtures
- Special Purpose machines
- Injection Molds (upto 650 Tons)

## VALIDATION

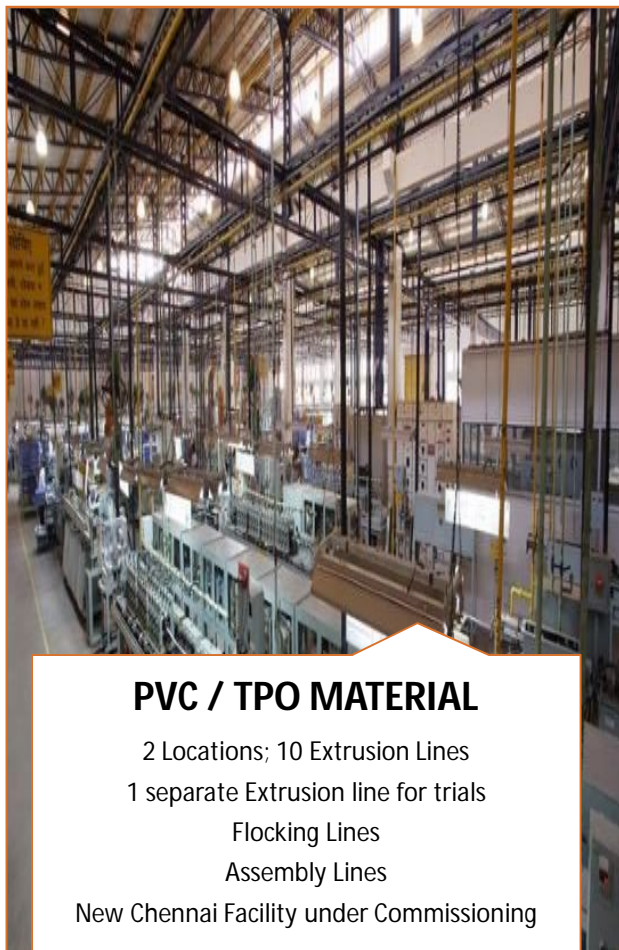


Raw Material Testing  
Part Performance Testing



# MANUFACTURING INFRASTRUCTURE

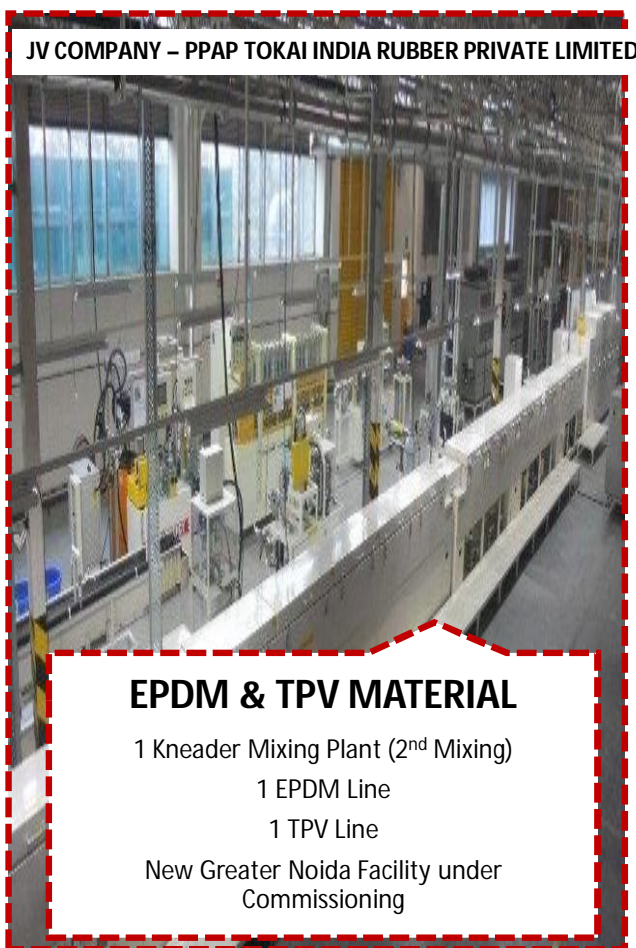
## PLASTIC EXTRUSION



### PVC / TPO MATERIAL

2 Locations; 10 Extrusion Lines  
1 separate Extrusion line for trials  
Flocking Lines  
Assembly Lines  
New Chennai Facility under Commissioning

## RUBBER EXTRUSION



JV COMPANY – PPAP TOKAI INDIA RUBBER PRIVATE LIMITED

### EPDM & TPV MATERIAL

1 Kneader Mixing Plant (2<sup>nd</sup> Mixing)  
1 EPDM Line  
1 TPV Line  
New Greater Noida Facility under Commissioning

## INJECTION MOLDING



### 35 Machines

2 locations  
Range: 60 Tons – 2500 Tons  
Make: Toshiba, Nissei, JSW, Fanuc, Toyo, Mitsubishi  
Electric, Hybrid, Gas Assist, Sequential Gate Valve, Hot Runner technology available  
New Gujarat Facility and brownfield project at Pathredi under Commissioning



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# CUSTOMER APPRECIATION



## ACCOLADES FOR 2017



★ Overall Performance Award Shield  
By Maruti Suzuki India Limited

★ Certificate in Safety  
By Maruti Suzuki India Limited

★ Certificate in Best HR Practices  
By Maruti Suzuki India Limited

★ Environment Award 2017  
for Co, reduction by Honda Cars India Limited

★ Bronze Award  
for category of Spare Parts by Honda Motor India Private Limited

★ Second runner up in the National Level Quality Circle competition  
By Honda Cars India Suppliers Club

★ Bronze Award  
for Quality Circle Competition by Toyota Kirloskar Suppliers Association

★ The Economic Times Polymers Awards  
for Body Side Moulding Excellence in Automotive category in the small Enterprises

★ The Machinist Super Shopfloor Awards 2017  
for Productivity category

# CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



HONDA CARS INDIA LIMITED



MARUTI SUZUKI INDIA LIMITED



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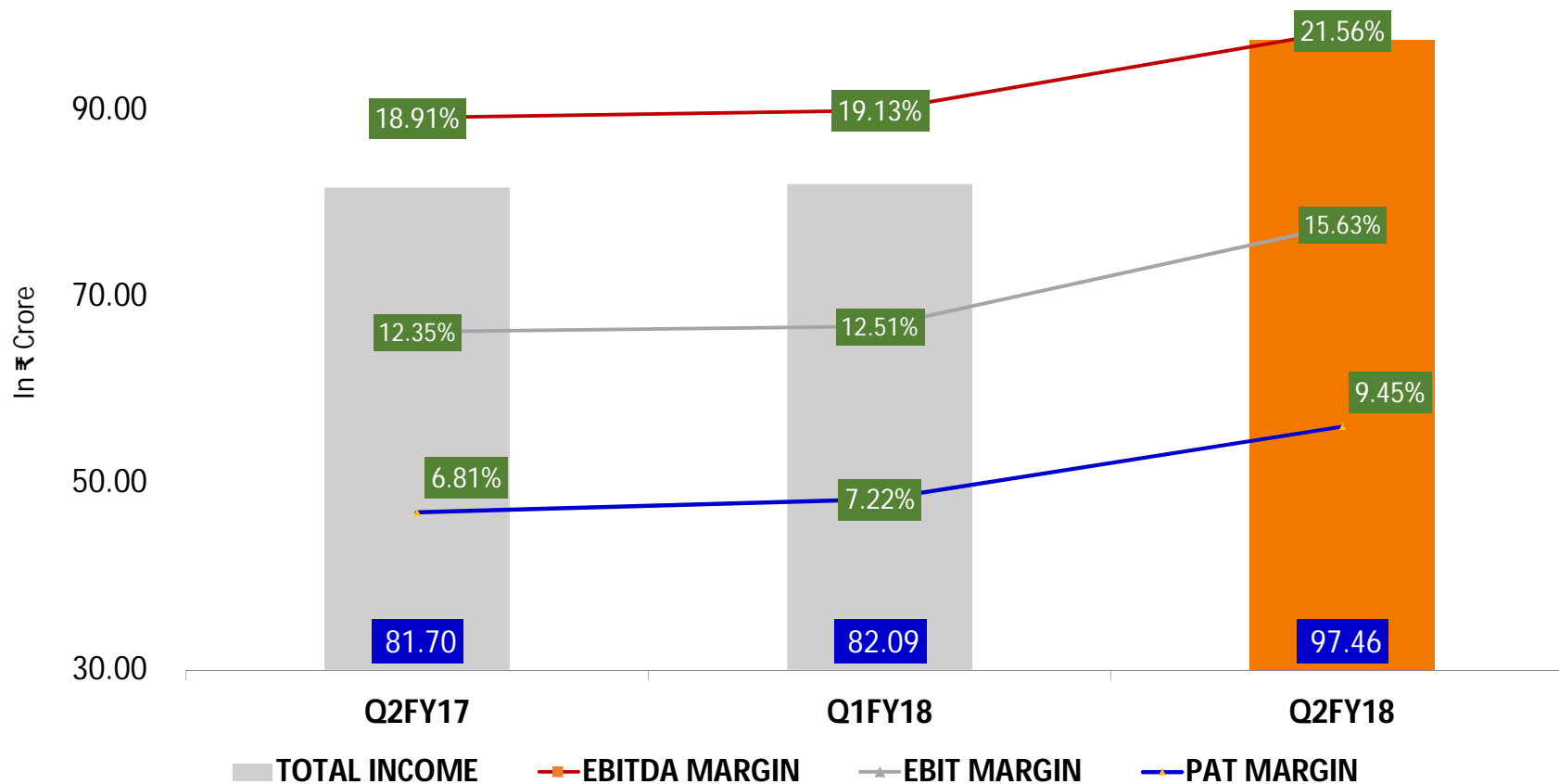
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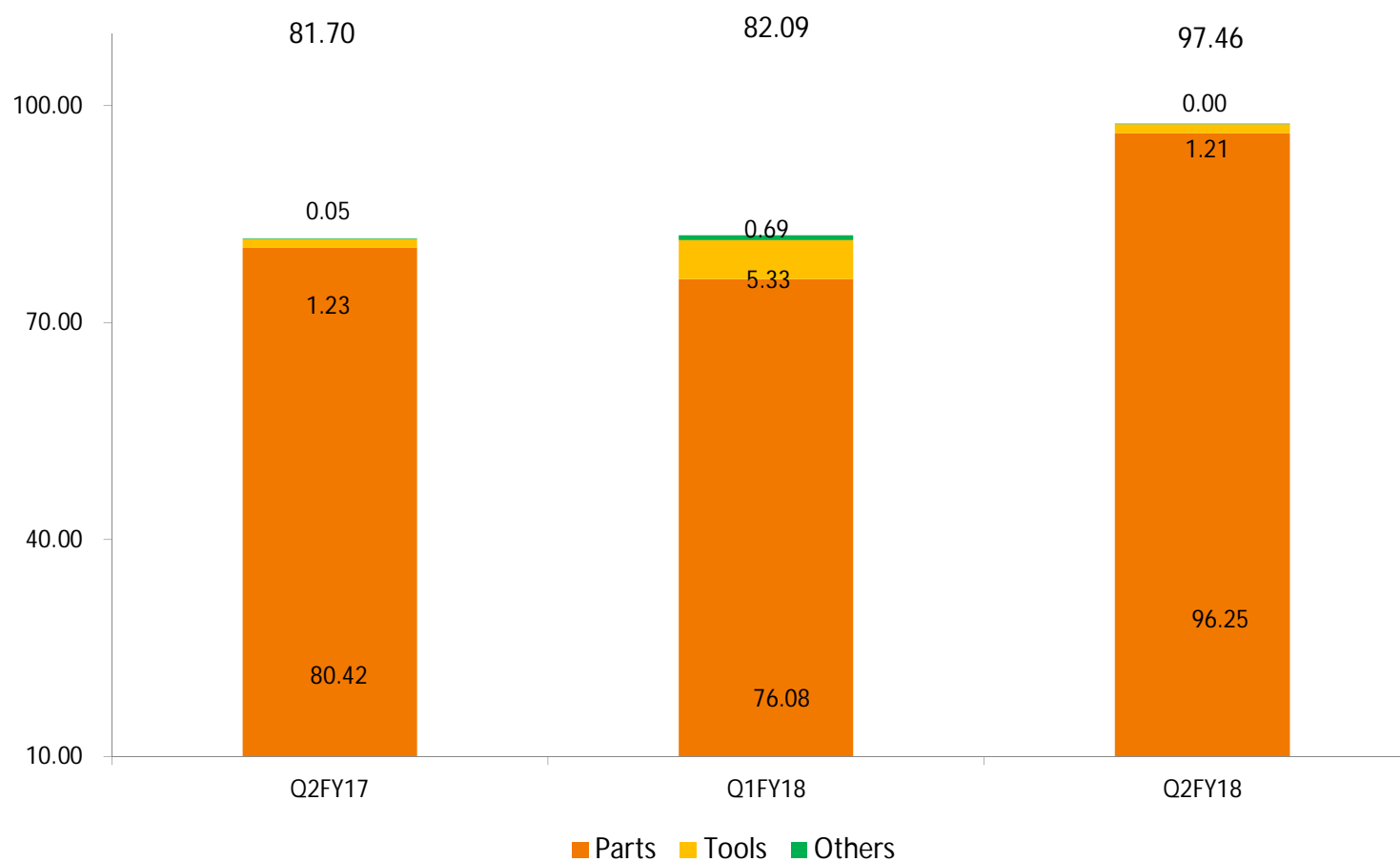
# SUMMARY



Total Income is net of Excise



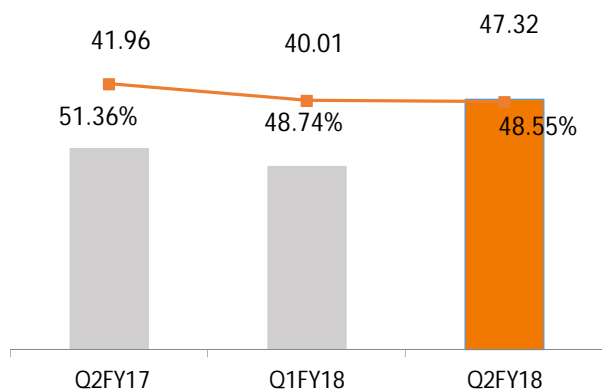
## Total Income (Net of Excise) (₹ crore)



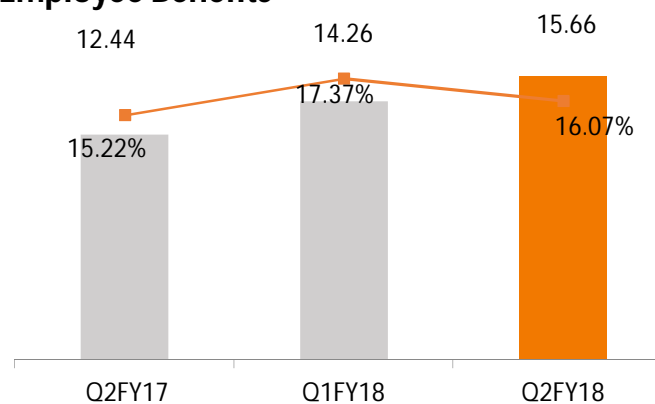
Total Income is net of Excise

# Major Expenses (₹ crore)

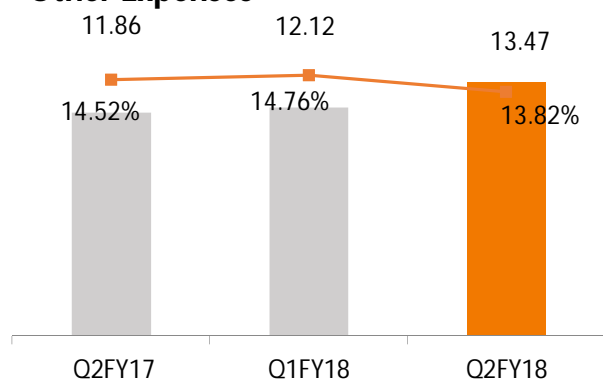
## Materials



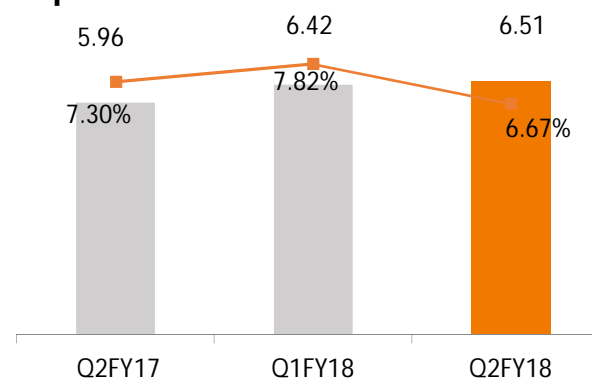
## Employee Benefits



## Other Expenses

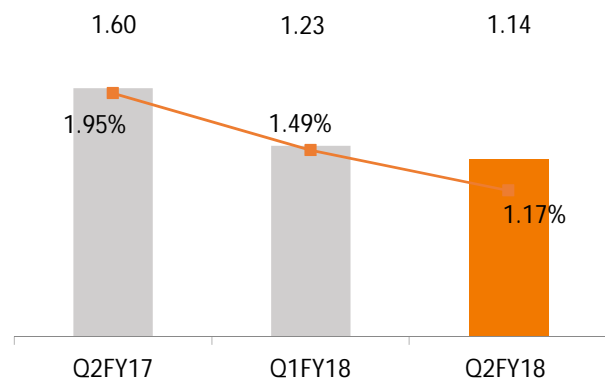


## Depreciation

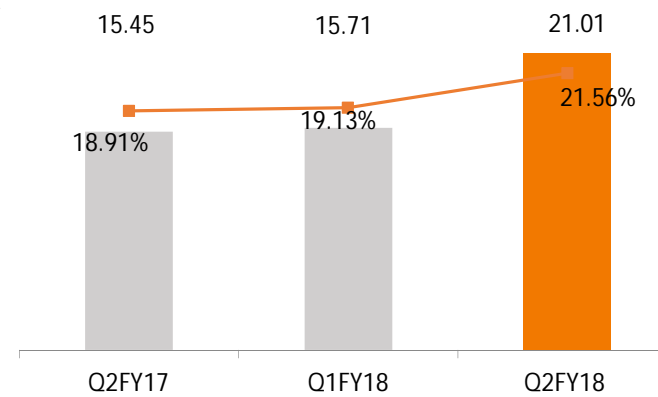


# Interest & Earnings(₹ crore)

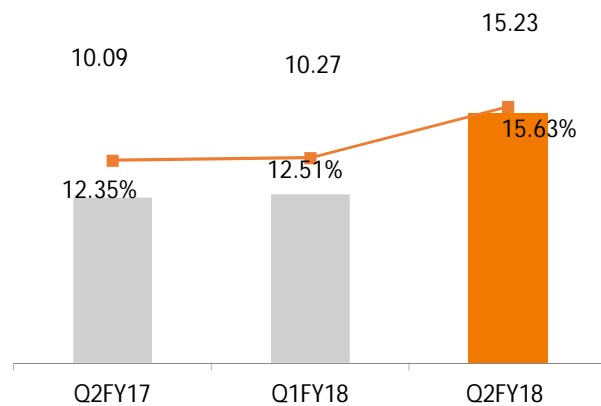
## Interest



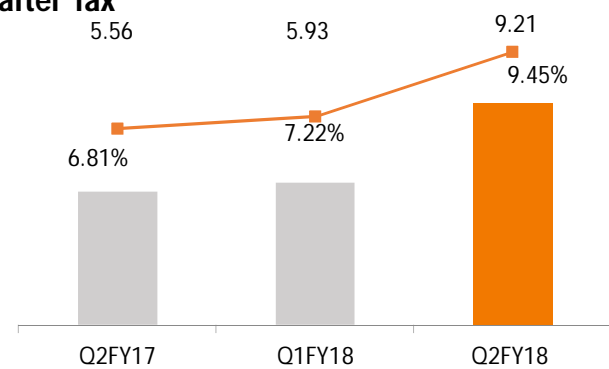
## EBITDA



## EBIT

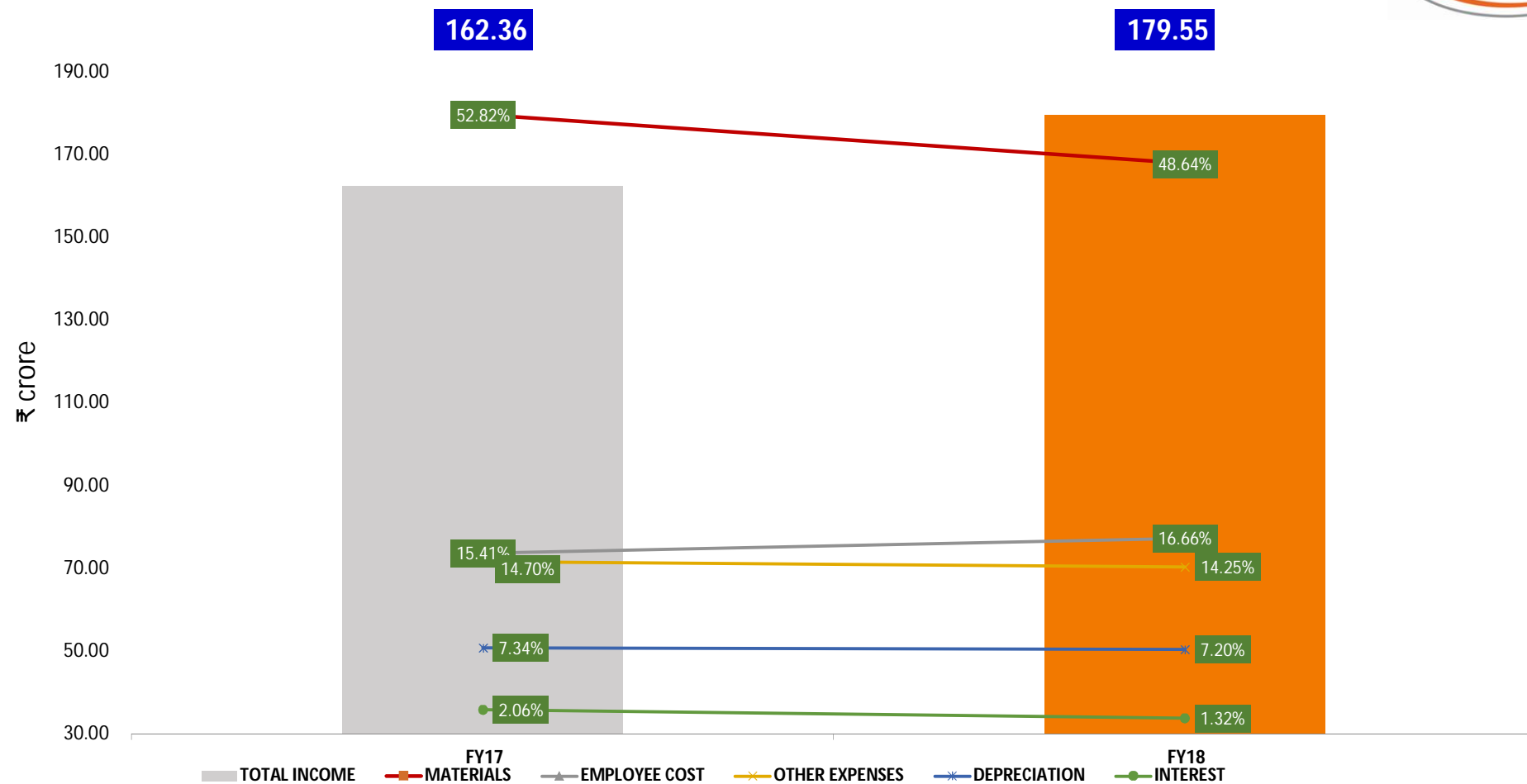


## Profit after Tax





## Half Yearly Performance – Income & Major Expenses

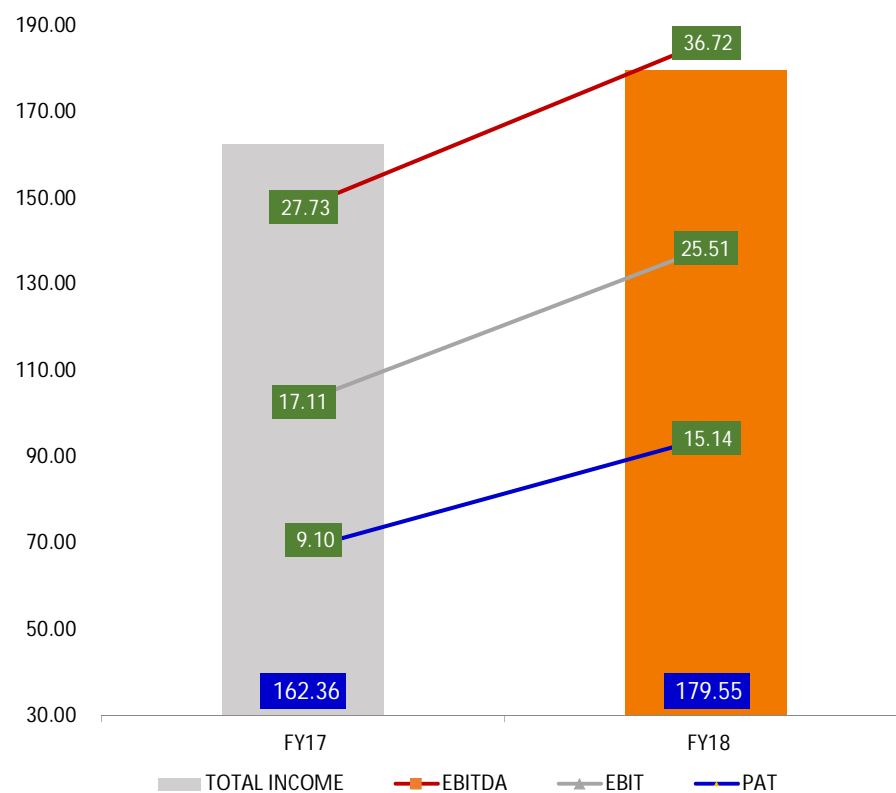


Total Income is net of Excise 30

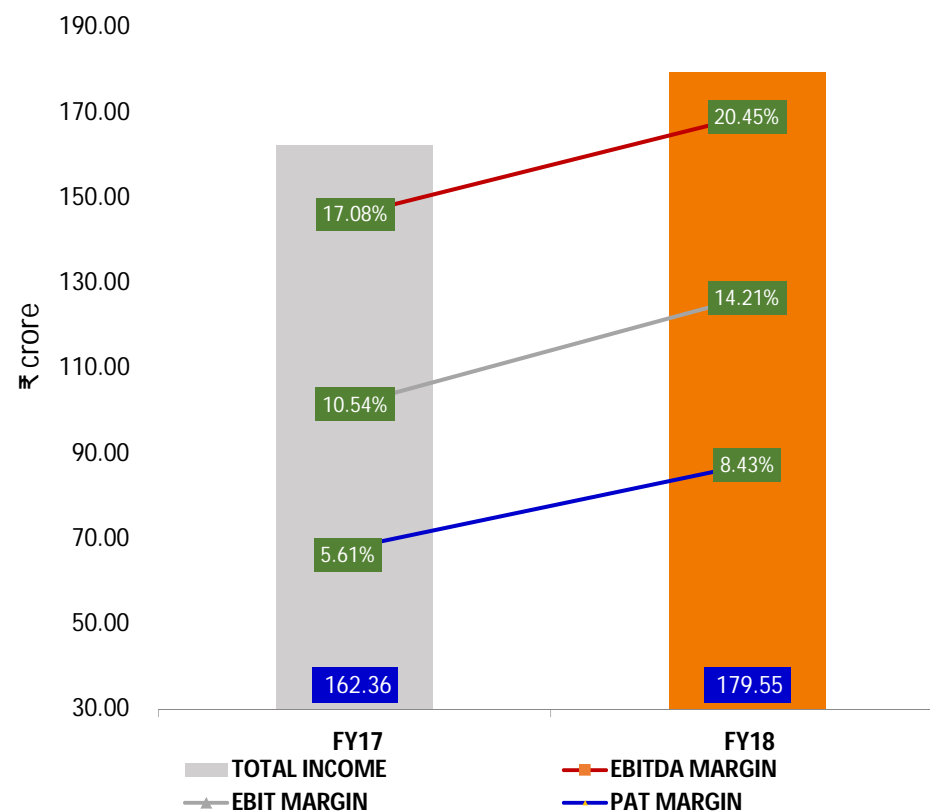


# Half Year Performance - Profitability

₹ in Crore



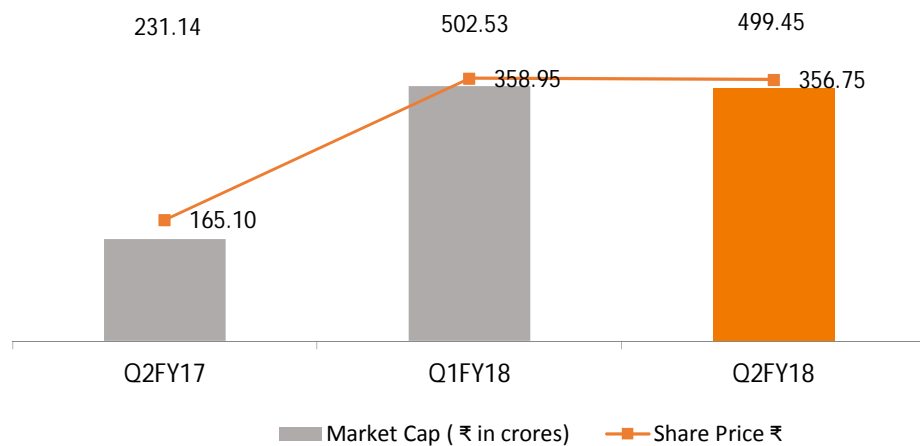
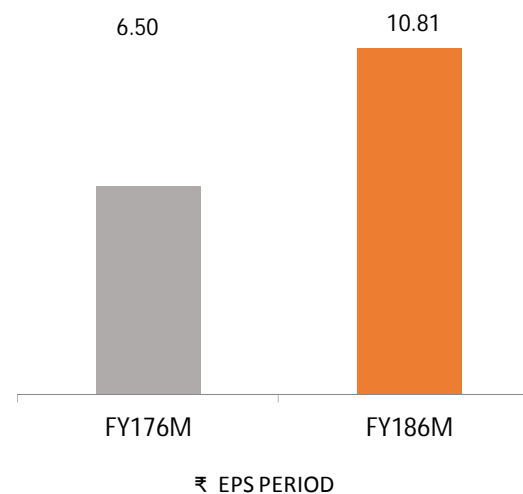
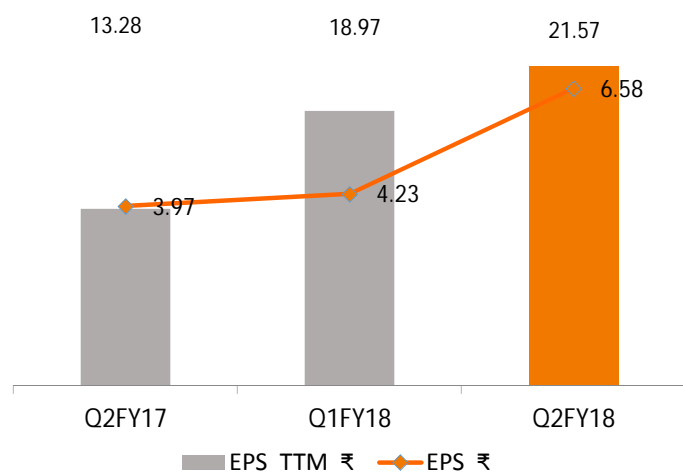
Margin %



Total Income is net of Excise 31



## EPS & MARKET CAPITALIZATION(BSE)

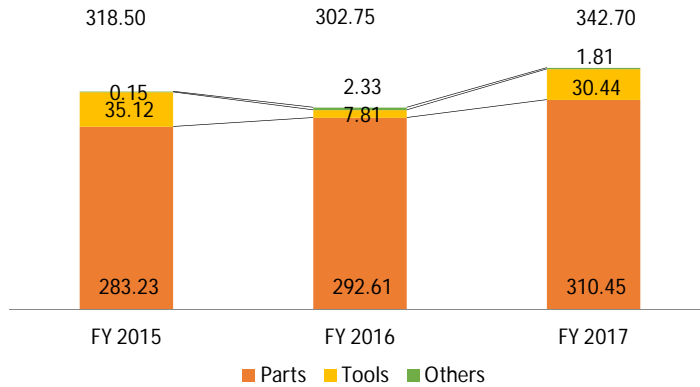




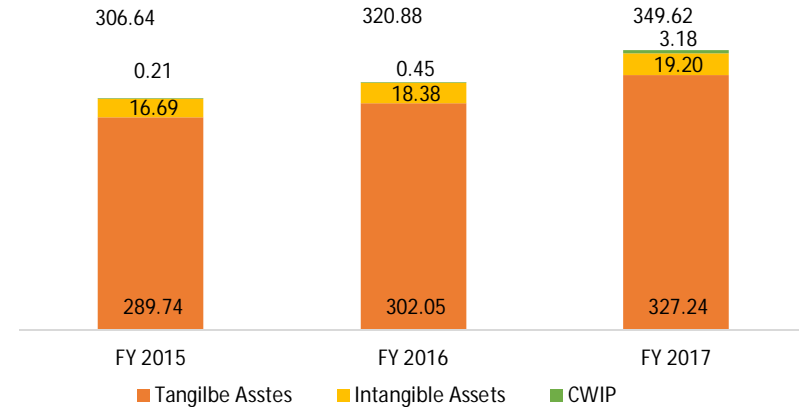
# FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)



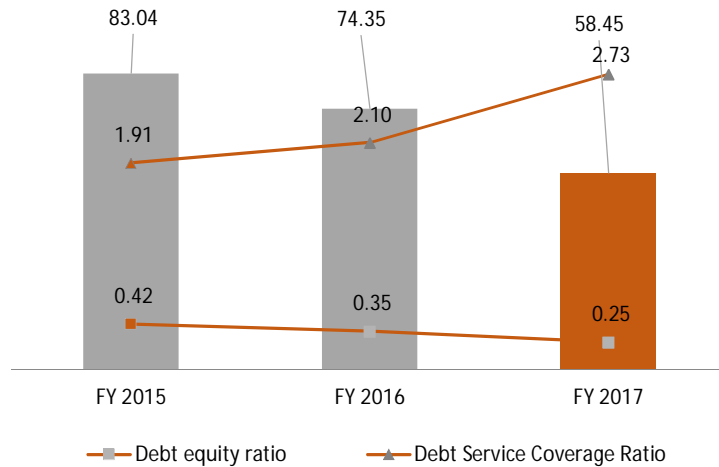
## Operating Income



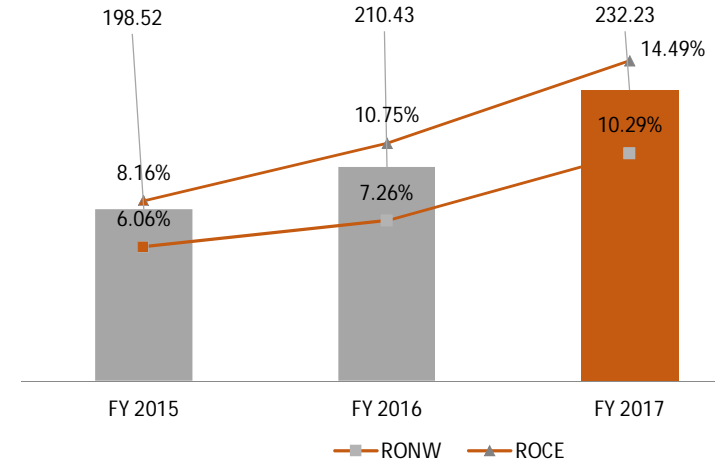
## Fixed Assets (Gross Block)



## Debt



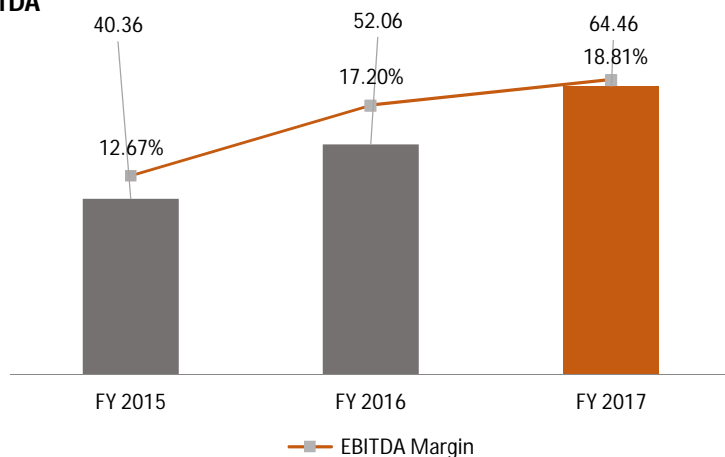
## Net Worth



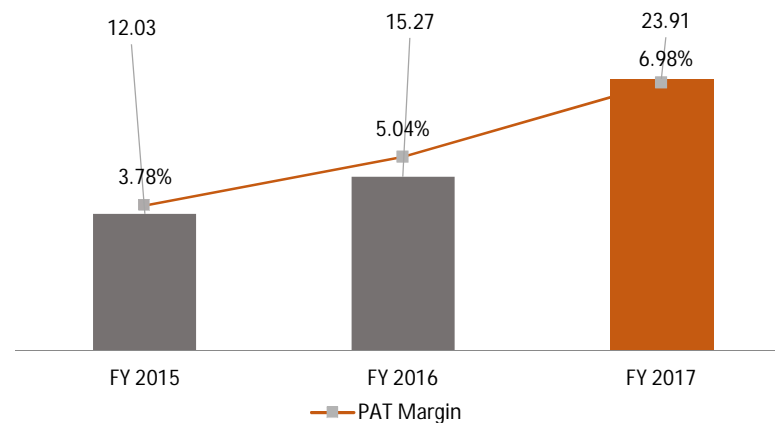
# FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)



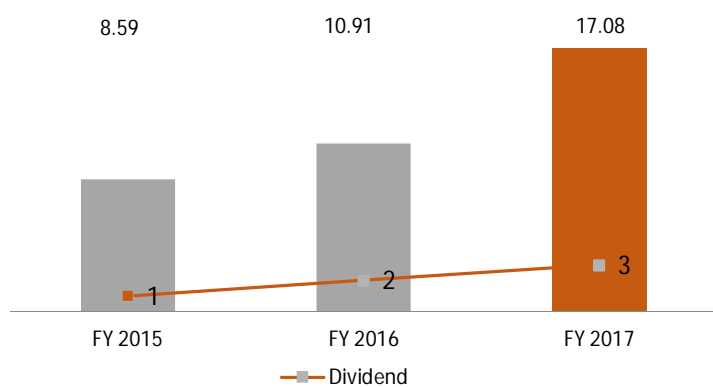
## EBITDA



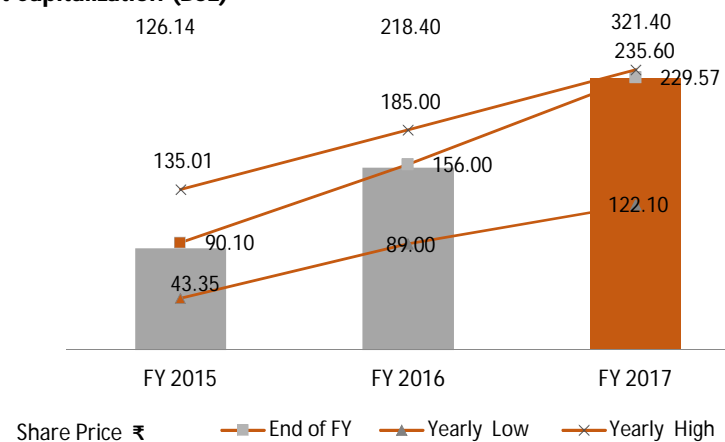
## PAT



## Earning Per Share (₹)



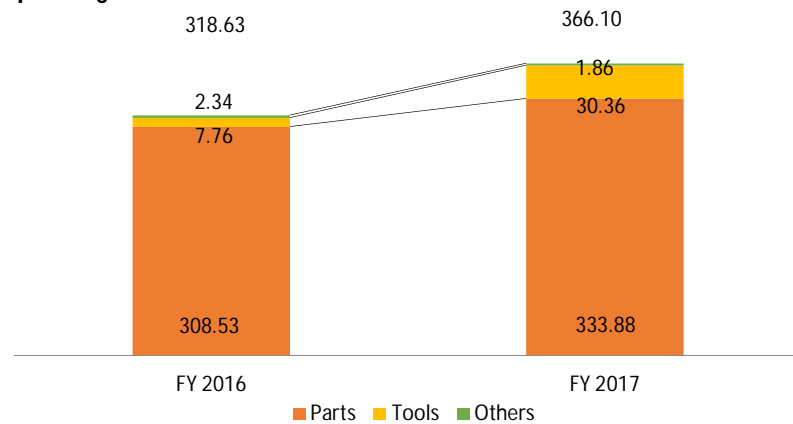
## Market Capitalization (BSE)



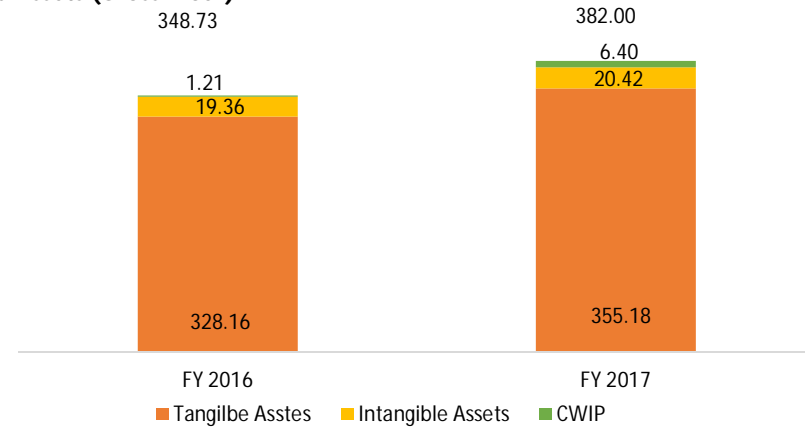
# CONSOLIDATED FINANCIAL PERFORMANCE FY 2017



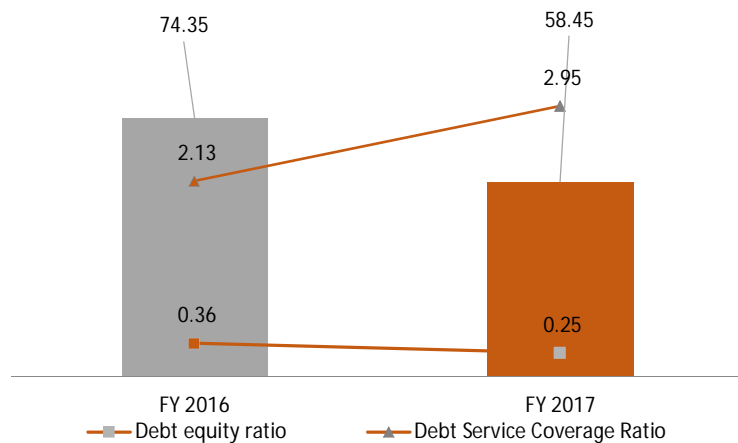
## Operating Income



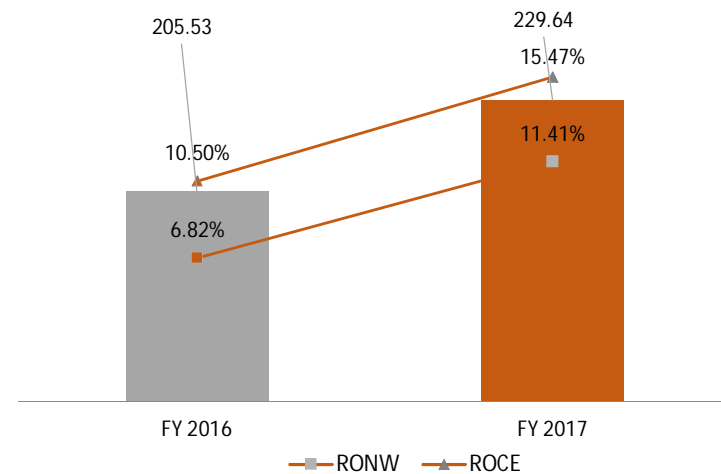
## Fixed Assets (Gross Block)



## Debt



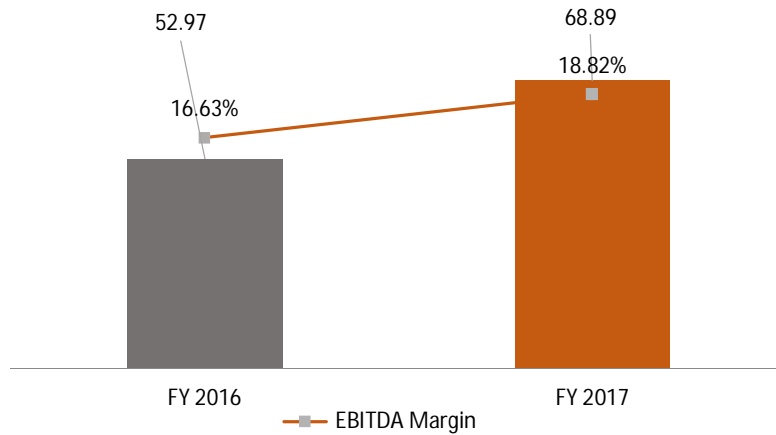
## Net Worth



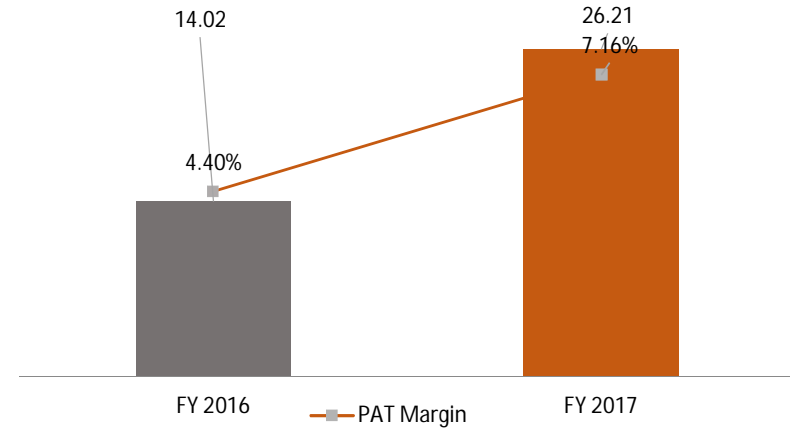
# CONSOLIDATED FINANCIAL PERFORMANCE FY 2017



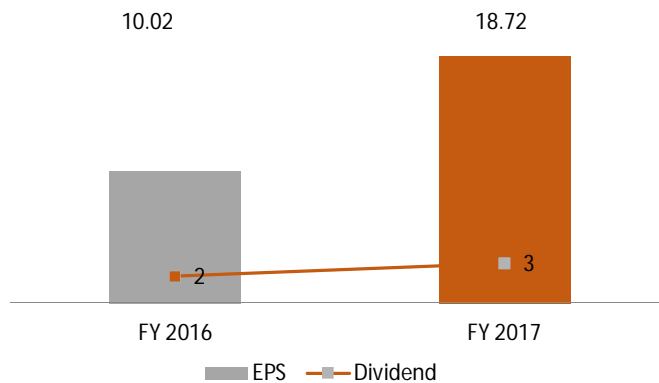
## EBITDA



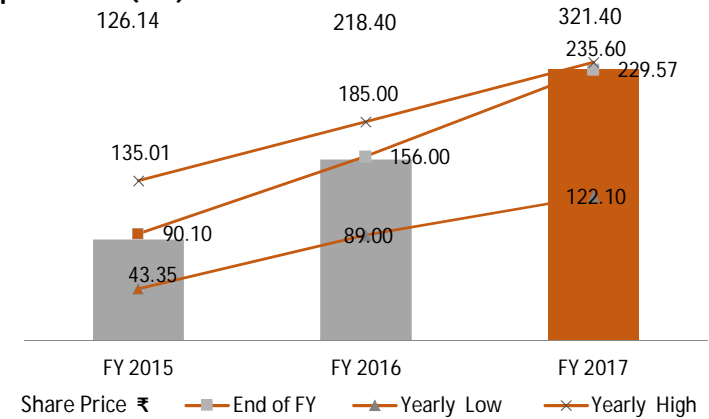
## PAT



## Earning Per Share (₹)



## Market Capitalization (BSE)





## DISCLAIMER

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 Ltd.** 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.



# *Thank You*



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