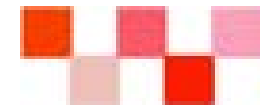
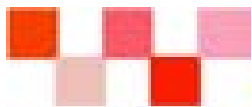


# PPAP Automotive Limited

(Formerly Precision Pipes & Profiles Company Limited)

*Taking Challenges, Together*



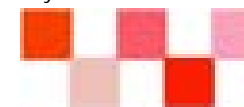


## AGENDA

S.NO.	ITEM
1	Company Overview
2	Financial Performance (FY 17 Q1 )
3	Financial Performance (LAST 3 YEARS)

### DISCLAIMER

- PPAP AUTOMOTIVE LIMITED may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with Bombay Stock Exchange and National Stock Exchange, and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the PPAP AUTOMOTIVE LIMITED.
- All information contained in this presentation has been prepared solely by PPAP AUTOMOTIVE LIMITED. PPAP AUTOMOTIVE LIMITED does not accept any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith.





# *COMPANY OVERVIEW*



## BRIEF PROFILE

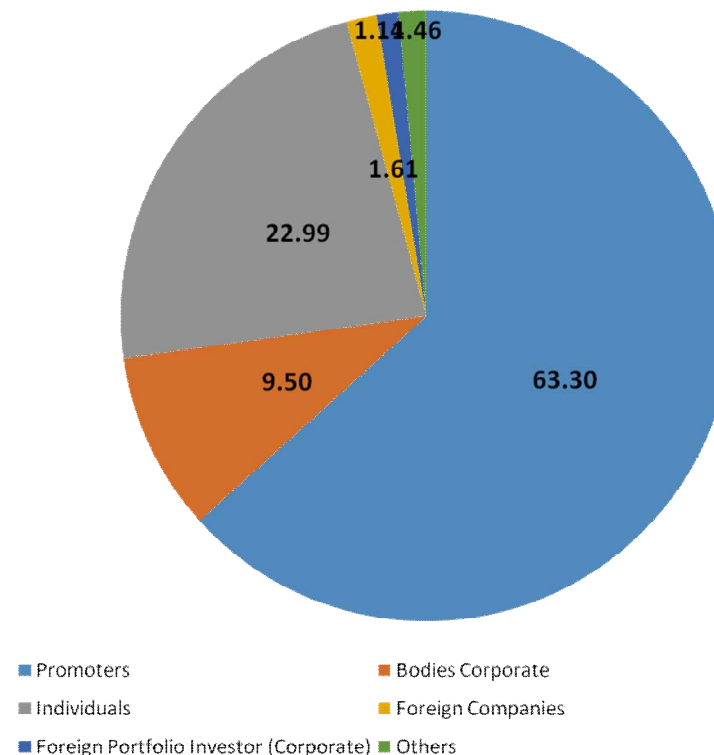
- PPAP Automotive Limited (PPAP) is a leading manufacturer of Automotive Sealing Systems, Interior and Exterior Injection parts in India
- State of the art manufacturing facilities located at Noida (UP), Greater Noida (UP), Chennai (Tamil Nadu) and Pathredi (Rajasthan). All the plants are TS 16949, ISO 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
- Strong and committed workforce aligned to achieve Company's Targets.
- Challenging spirit and focus on Continuous Improvement

## GENERAL INFORMATION



S.NO	DESCRIPTION	REMARKS
1	COMPANY ESTABLISHED	1978
2	START OF AUTOMOTIVE BUSINESS	1985
3	LISTED ON STOCK EXCHANGE (BSE/NSE)	2008
4	SHARE CAPITAL	140 MILLION INR
5	CERTIFICATIONS	<ul style="list-style-type: none"> <li>• TS 16949</li> <li>• ISO 14001</li> <li>• OHSAS 18001</li> </ul>

### SHARE HOLDING





## MANAGEMENT PROFILE



### **Ajay Kumar Jain - Chairman & Managing Director**

- Commerce graduate from the Shri Ram College of Commerce, University of Delhi
- Has been associated with the company since inception
- Experience of over 40 years in the Polymer processing industry
- Experience of over 30 years in the Automotive industry
- President of Toyota Kirloskar Supplier Association



### **Mr. Abhishek Jain - Executive Director**

- B.E. in Industrial Engineering from Purdue University (USA)
- Before joining the company has worked in 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 Institute of Chartered Accountants of India
- Work experience over two decades
- Has worked with Lazard India, IL&FS and Group Mega

# MISSION, VISION & VALUES



## 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



# JOURNEY



1978

- Company Incorporated

1985

- Start of the Automotive Business
- Added Maruti Suzuki as customer

1989

- Technological tie up with Tokoi Kogyo Co., Japan

1996

- Established Plant - I (Noida)
- Added Honda Cars as customer

2002

- Certification of TS 16949 and ISO 140001

2007

- Technological tie up with Nissen Chemitec Corporation, Japan

2006

- Added Tata Motors as customer

2005

- Added Toyota as customer
- Certification of OHSAS 18001

2004

- Added General Motors as customer

2003

- Established Plant - II (Noida)

2008

- Listed on BSE/NSE
- Established Plant - III (Greater Noida)
- Added M&M as customer

2010

- Added Renault Nissan and Ford India as customer

2012

- Established Plant - V (Chennai)

2014

- Established Plant - IV (Pathredi)

2015

- Technological tie up with Tokoi Seiki Co., Japan
- Added Isuzu Motors as customer

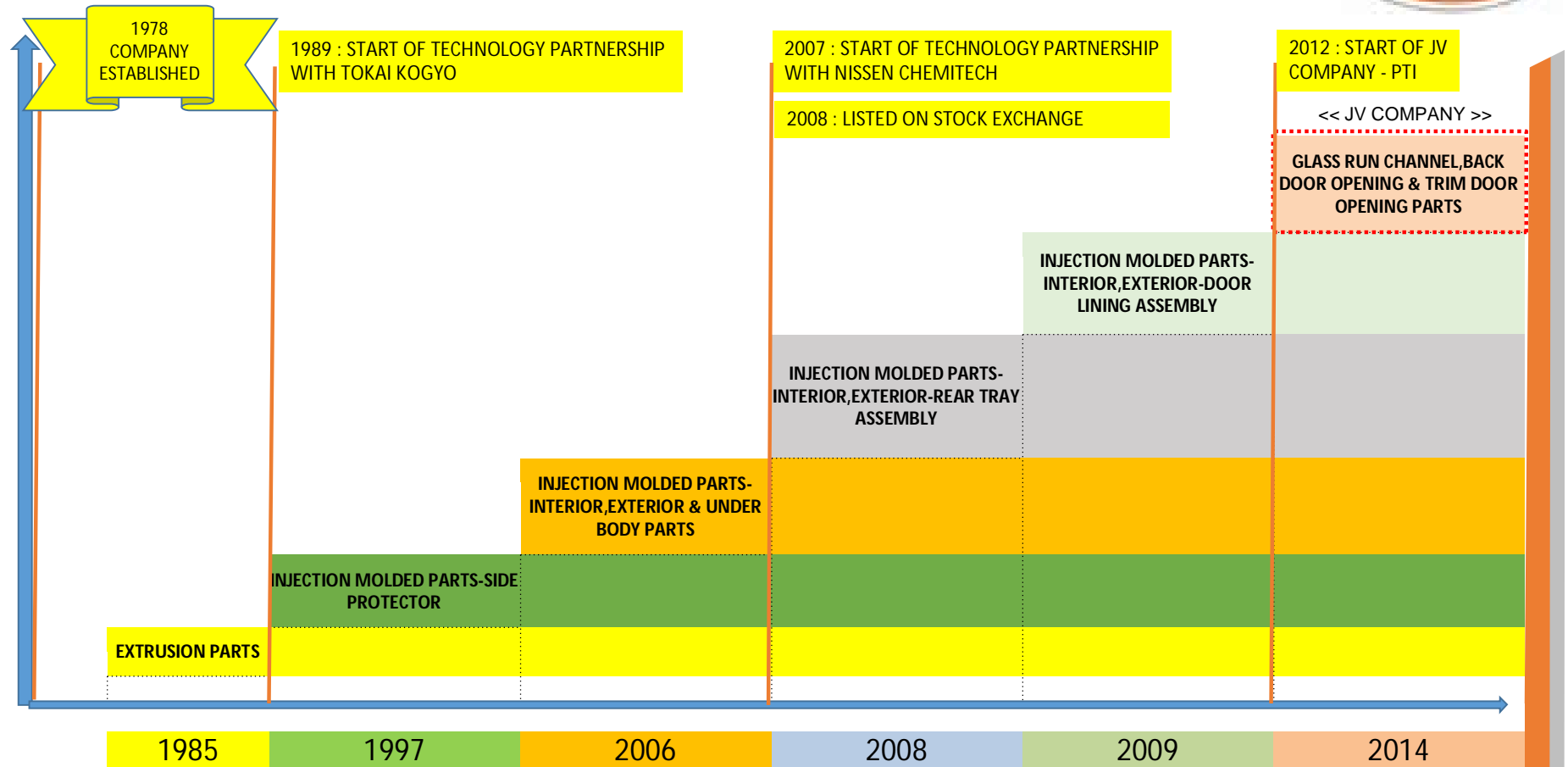




# *PRODUCTS*

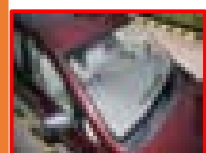
- ❖ AUTOMOTIVE SEALING SYSTEMS
- ❖ INJECTION MOLDED PRODUCTS

# PRODUCT - MILESTONES



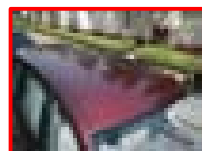


# SEALING SYSTEMS

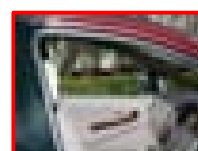


MOULDING  
WINDSHEILD

PVC  
TPO  
EPDM



ROOF MOULDING



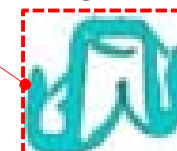
TRIM DOOR OPENING



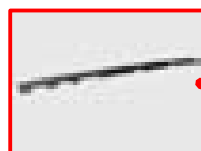
BACK DOOR /  
TRUNK SEAL



DOOR  
OPENING  
SEAL



GLASS  
RUN  
CHANNEL



AIR SPOILER



OUTER BELT  
BLACK/BRIGHT



INNER BELT



SLIDE RAIL

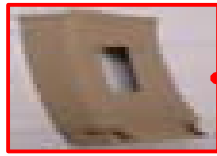


PRODUCTS MADE  
BY PTI (JV)

# INJECTION MOLDING PRODUCTS



FR-PILLAR



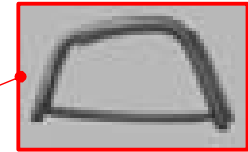
CTR-PILLAR



RR -PILLAR



REAR TRAY

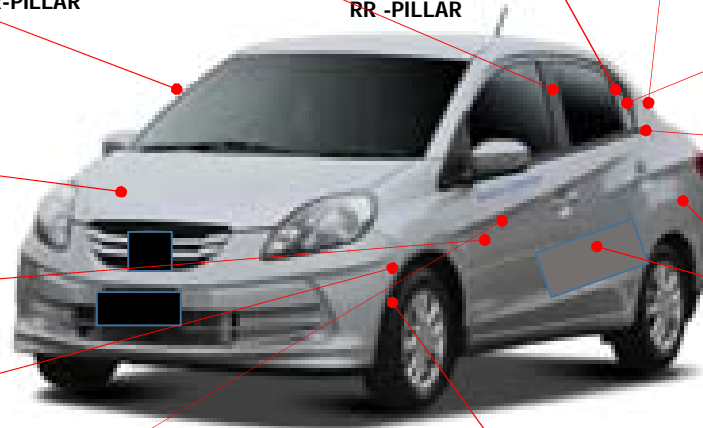


PARTITION

## UNDER HOOD PRODUCTS



## IN CABIN PRODUCTS



LINING RR PANEL



SIDE PROTECTORS



SPLASH GUARD



DOOR LINING



FENDER INNER



TRUNK LINING

# TECHNOLOGY PARTNERS



## AUTOMOTIVE SEALING SYSTEM



TOKAI KOGYO CO. LTD, JAPAN

ESTABLISHED : 1947

GLOBAL PRESENCE :  
USA, THAILAND, INDONESIA, CHINA,  
MEXICO, VIETNAM

RELATIONSHIP WITH PPAP : 1989

## INJECTION MOLDED PRODUCTS



NISSEN CHEMITEC CORPORATION,  
JAPAN

ESTABLISHED : 1951

GLOBAL PRESENCE :  
USA, THAILAND, INDONESIA, SINGAPORE

RELATIONSHIP WITH PPAP : 2007

# CORE STRENGTHS



- India's leading manufacturer of Automotive Sealing Systems

- Leading OEM manufacturers in Indian Market are customers

- Relationship with Japanese Technology Partners since 1989

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

- Capability from Design to Print

- Cost sensitive Culture



# *FACILITIES OVERVIEW*



# MANUFACTURING FACILITIES

India

CERTIFICATIONS  
TS 16949  
ISO 14001  
OHSAS 18001



**PLANT IV**  
PATHREDI, 2014



**PLANT I**  
NOIDA, 1996



**PLANT II**  
NOIDA, 2003



**PLANT III**  
SURAJPUR, 2008



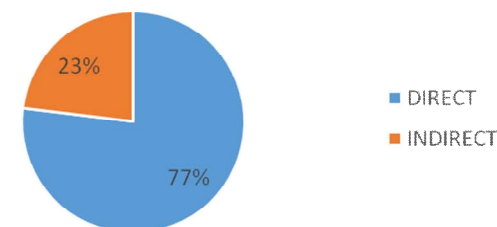
**PLANT V**  
CHENNAI, 2012

- E** PLASTIC EXTRUSION
- I** INJECTION
- R** RUBBER EXTRUSION
- A** ASSEMBLY

- REGISTERED OFFICE
- MANUFACTURING FACILITY
- FUTURE PLANNING

## HUMAN RESOURCE

TEAM STRENGTH : 1716



INDIRECT	23%
NO OF TEAM MEMBERS	
DESIGN & DEVELOPMENT	45
TOOL MANUFACTURING	12
SPECIAL PURPOSE MACHINE	5
STAFF	340
[PRODUCTION, QUALITY, PURCHASE, ACCOUNTS, MARKETING, HR & IT]	

### ATTRITION

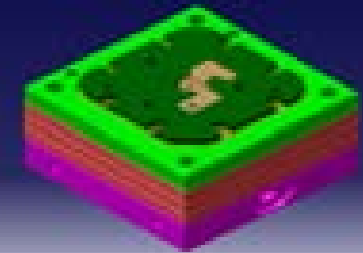
S NO	TYPE	FY 2015-16
1	COMPANY ROLL	4.0 %
2	CONTRACTOR ROLL	9.8 %



# DESIGN AND DEVELOPMENT



- PRODUCT DESIGN
- TOOL DESIGN
- CHECKING FIXTURE DESIGN
- DESIGN VALIDATION
- SPECIAL PURPOSE MACHINES DESIGN AND MANUFACTURING



# EXTRUSION INFRASTRUCTURE



## PVC / TPO MATERIAL



13 EXTRUSION LINES  
FLOCKING LINES  
ASSEMBLY LINES

## EPDM & TPV MATERIAL



1 KNEADER MIXING PLANT  
(2<sup>ND</sup> MIXING)  
1 EPDM LINE  
1 TPV LINE



JV COMPANY – PPAP TOKAI INDIA RUBBER PRIVATE LIMITED

# INJECTION MOLDING INFRASTRUCTURE



RANGE :

- 60 TONS – 2500 TONS

MAKE :

- TOSHIBA
- NISSEI
- JSW
- FANUC
- TOYO
- MITSUBISHI

32 MACHINES INCLUDING 8 GAS ASSISTED

# TOOL & MACHINE MANUFACTURING



- IN HOUSE TOOL ROOM
- CNC MACHINES
  - WIRE CUT (SODICK)
  - EDM
  - CNC LATHE
  - CNC MILLING
- OUTSOURCING OF TOOLINGS FROM –  
LOCAL  
CHINA  
TAIWAN



# TESTING AND VALIDATION



- RAW MATERIAL TESTING
- PART PERFORMANCE TESTING

## TEST MACHIINES

- Universal Testing Machine
- Impact Strength Testing Machine ( Izod/ Charpy )
- Hardness Tester
- Specific Gravity
- MFI Testing Machine
- Muffle Furnace for Ash Content
- Viscosity Meter
- Heat / Cold Conditioning Chambers
- Salt Spray Tester
- Profile Projector
- Abrasion Tester
- Humidity Chamber – up to 95 % RH
- Heat Stability Machine
- Low Temperature Impact Testing Machine
- Salt Spray testing

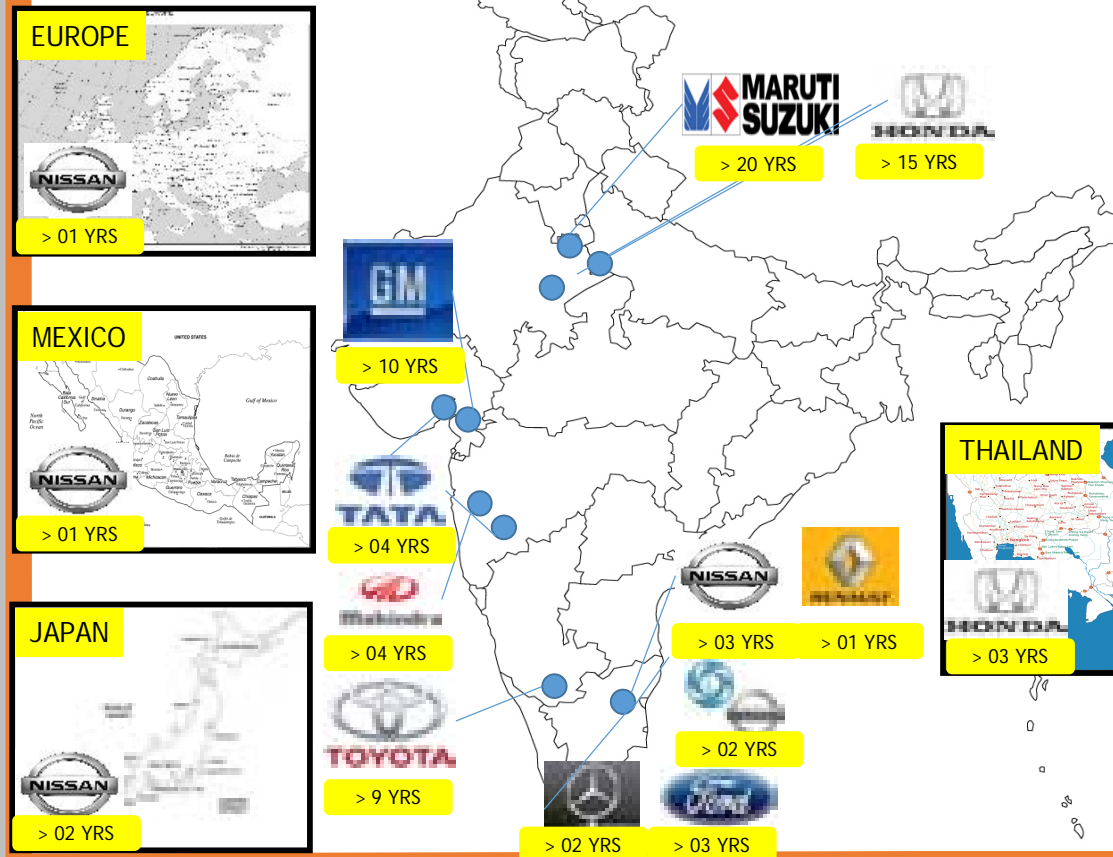


# *CUSTOMERS PROFILE*

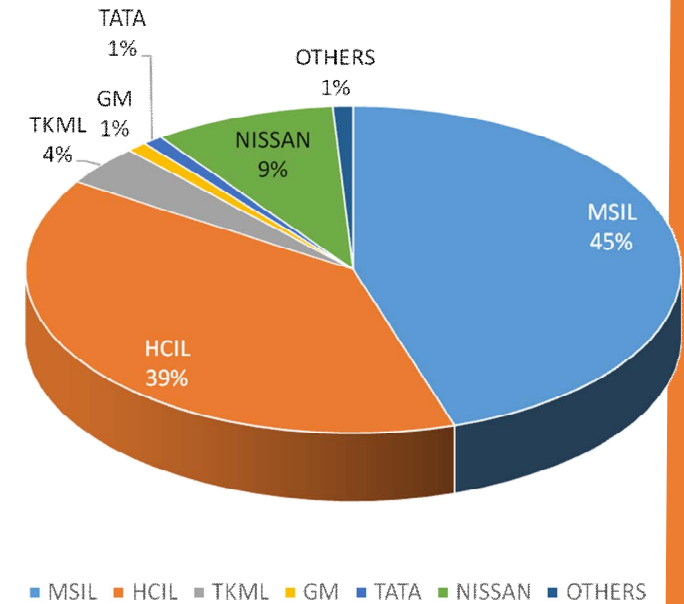
# MODELS



# CUSTOMERS



## BUSINESS SHARE







# *AWARDS*



# CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



HONDA CARS INDIA LIMITED



MARUTI SUZUKI INDIA LIMITED



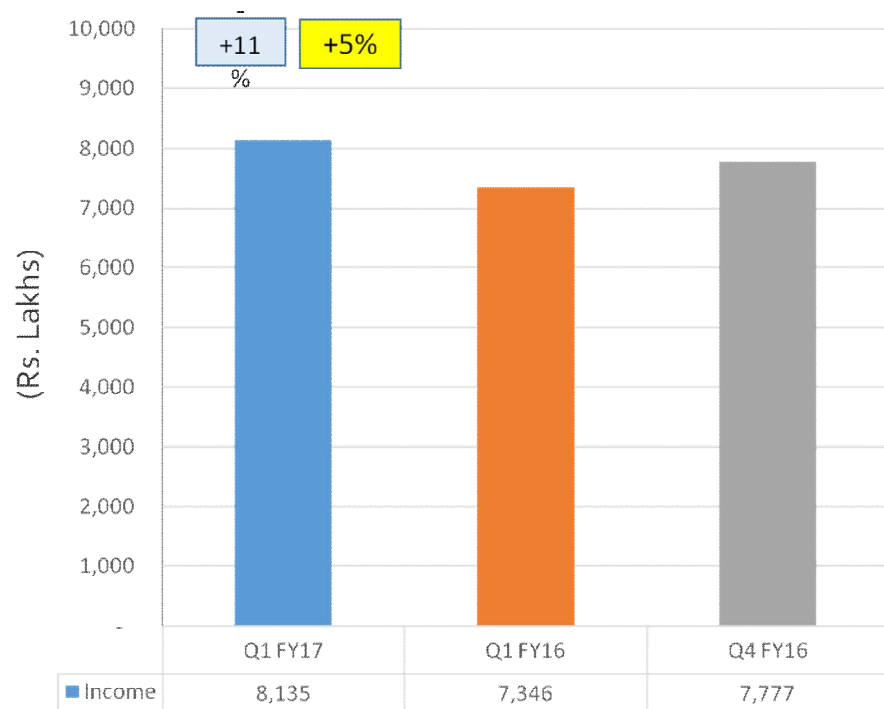
# *FINANCIAL PERFORMANCE*

*<< QUARTER 1 FY 17 >>*

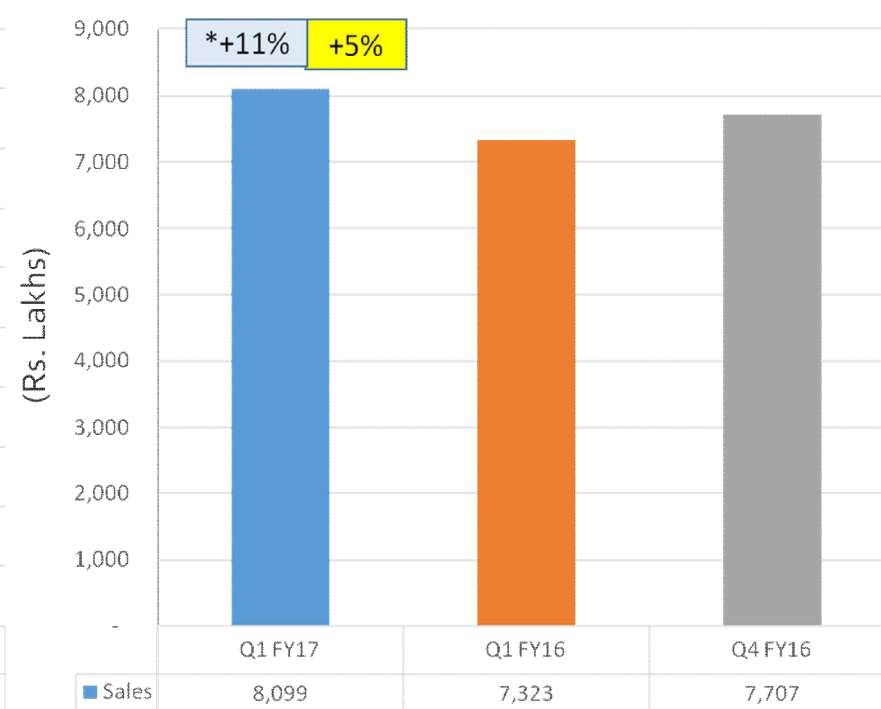
# INCOME



**Total Income**



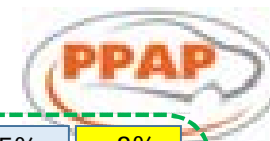
**Operating Income**



VARIANCE  
Year on Year

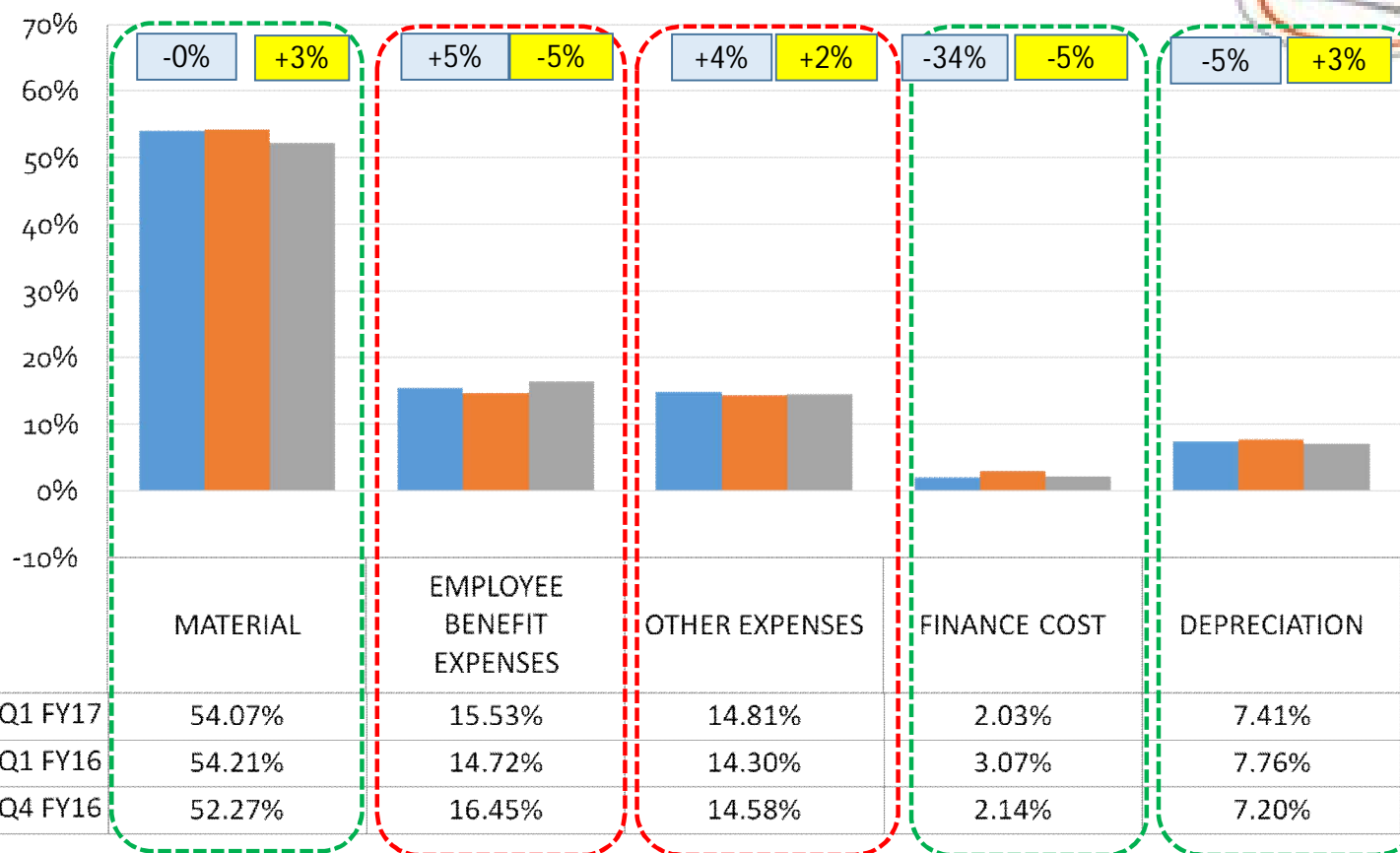
VARIANCE  
Qtr on Qtr

\*Includes Rs. 1217 Lacs of Tool Sales in FY 17Q1, NIL in FY 16Q1, 494 Lacs in FY16Q4



## EXPENSES

% TO OPERATING INCOME



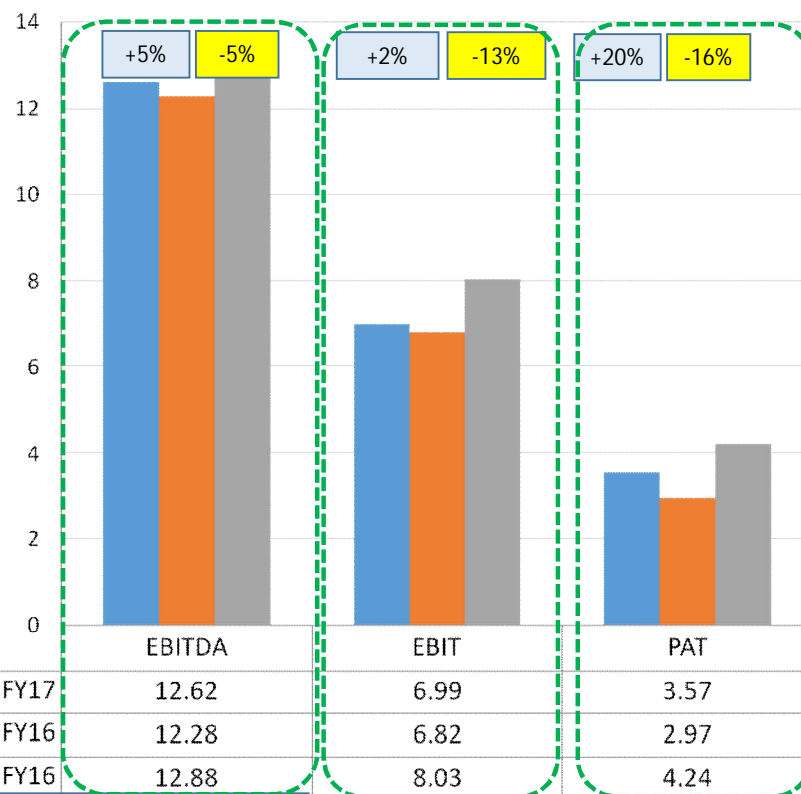
VARIANCE  
Year on Year

VARIANCE  
Qtr on Qtr



## PROFIT RATIOS

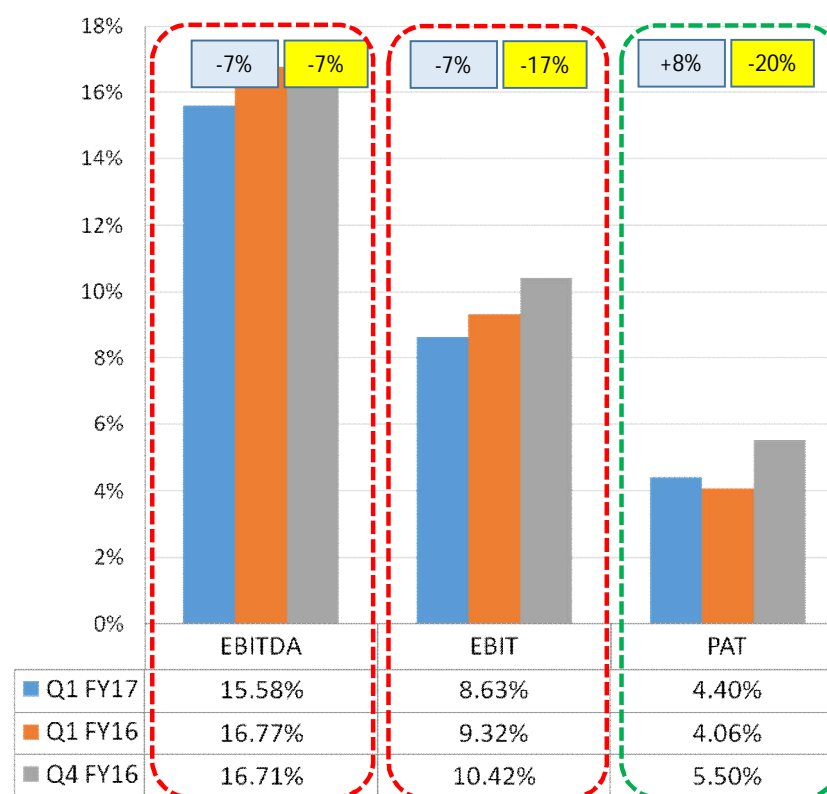
VALUE (IN RS. CRORE)



VARIANCE  
Year on Year

VARIANCE  
Qtr on Qtr

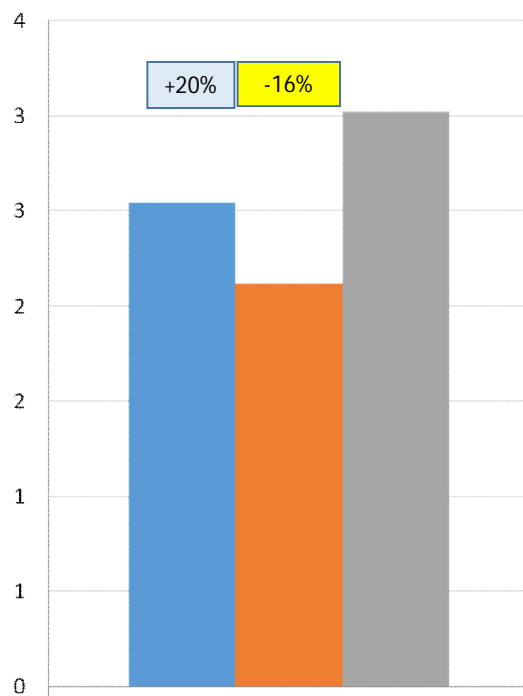
MARGIN (IN %)



Q1 FY17  
Q1 FY16  
Q4 FY16

# EPS & BVPS

IN RS. PER SHARE

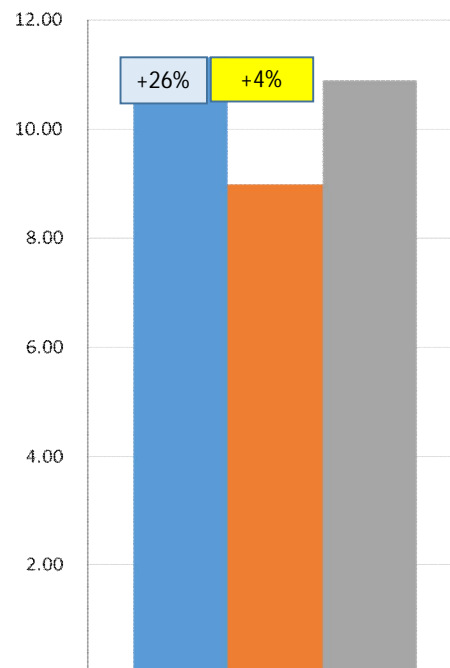


	EPS
■ Q1 FY17	2.55
■ Q1 FY16	2.12
■ Q4 FY16	3.03

VARIANCE  
Year on Year

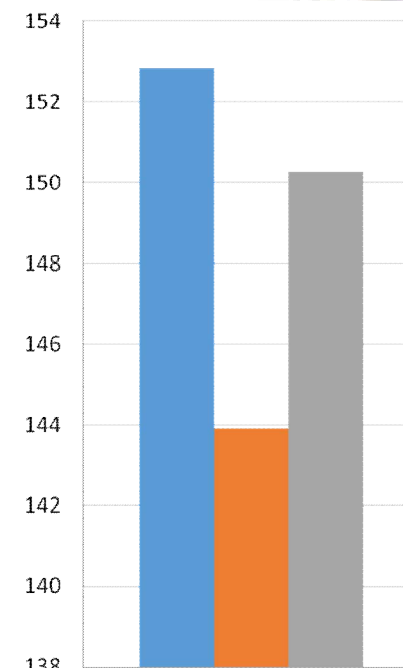
VARIANCE  
Qtr on Qtr

## TTM EPS -IN RS PER SHARE



	EPS
■ AS ON FY17 Q1	11.34
■ AS ON FY16 Q1	8.99
■ AS ON FY16 Q4	10.91

IN RS. PER SHARE

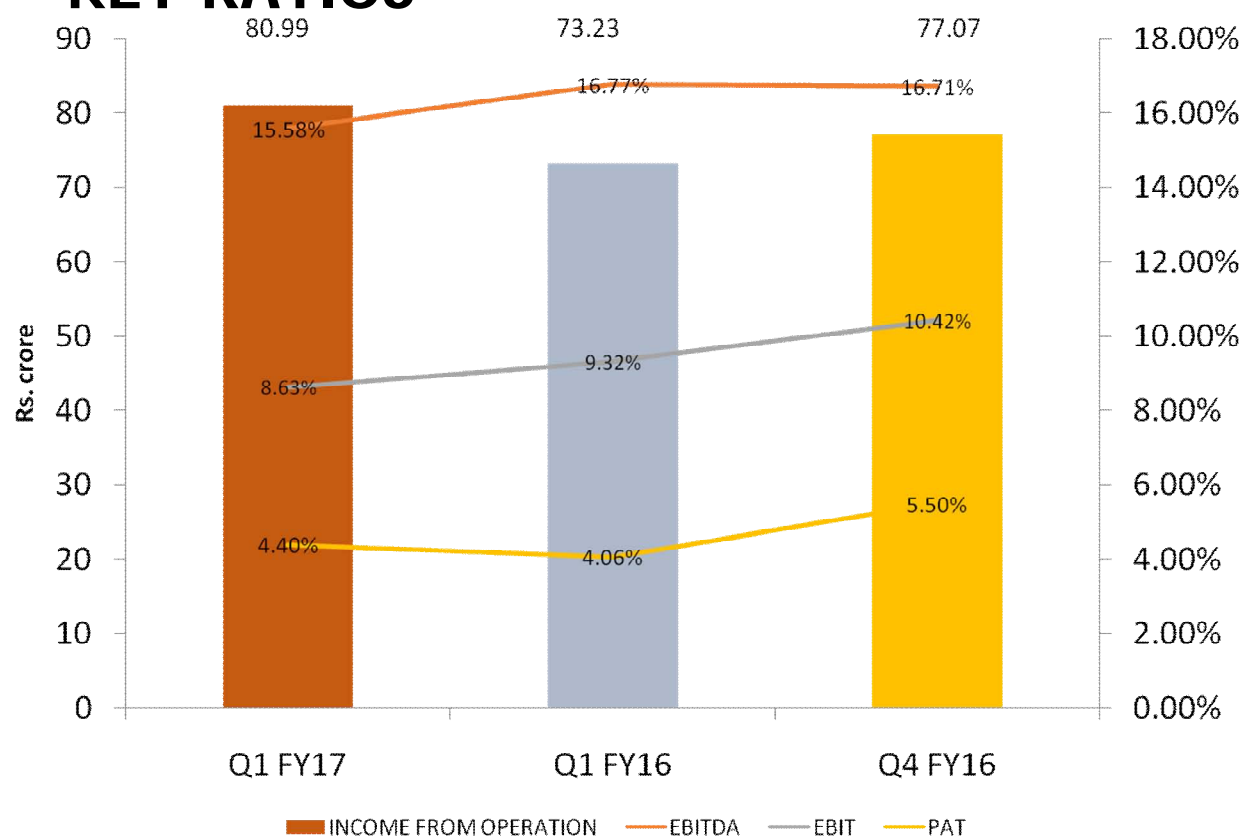


	BOOK VALUE
■ Q1 FY17	152.85
■ Q1 FY16	143.91
■ Q4 FY16	150.30





## SUMMARY - KEY RATIOS



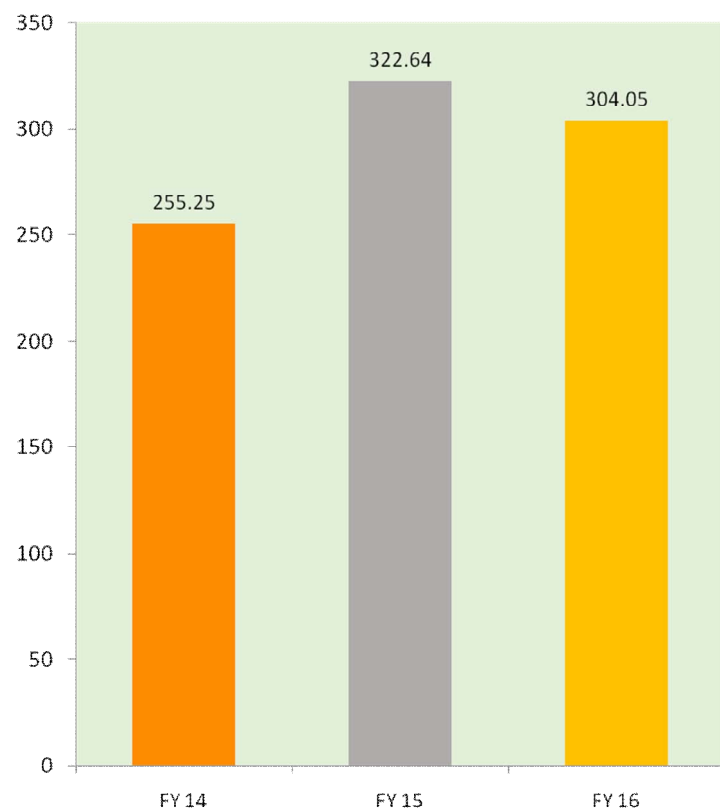


# *FINANCIAL PERFORMANCE*

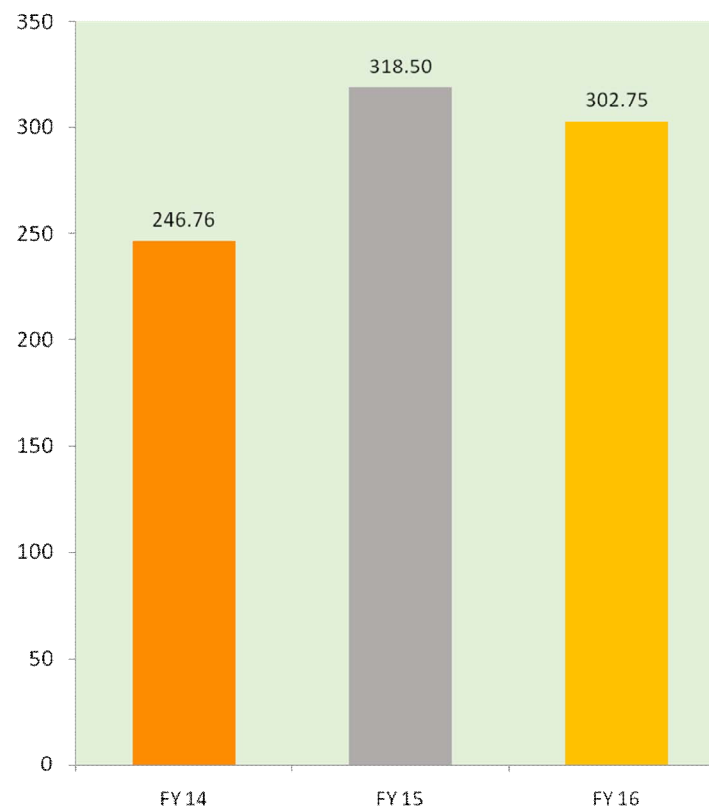
*<< PREVIOUS 3 YEARS >>*

# INCOME

TOTAL INCOME (INR CRS.)



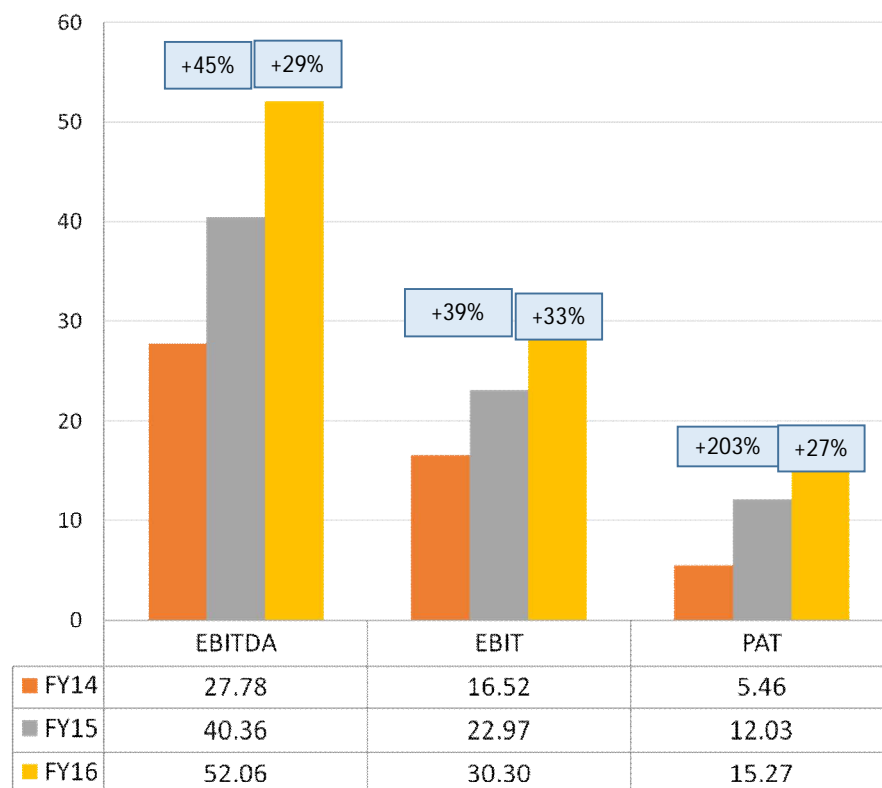
SALES (INR CRS.)



# PROFITABILITY RATIOS

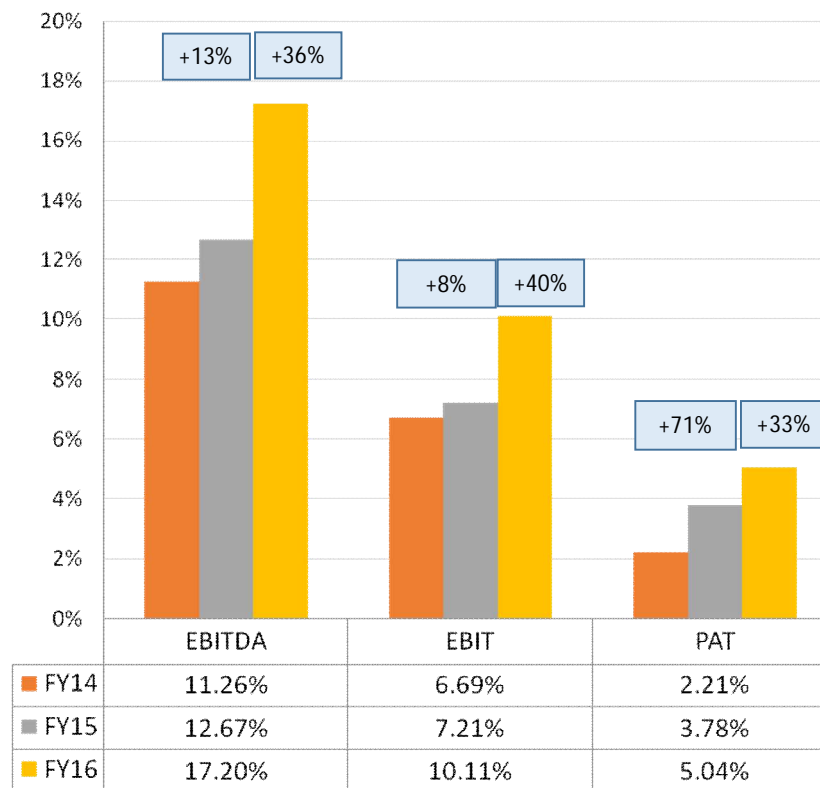


VALUE (IN RS. CRORE)



VARIANCE  
Year on Year

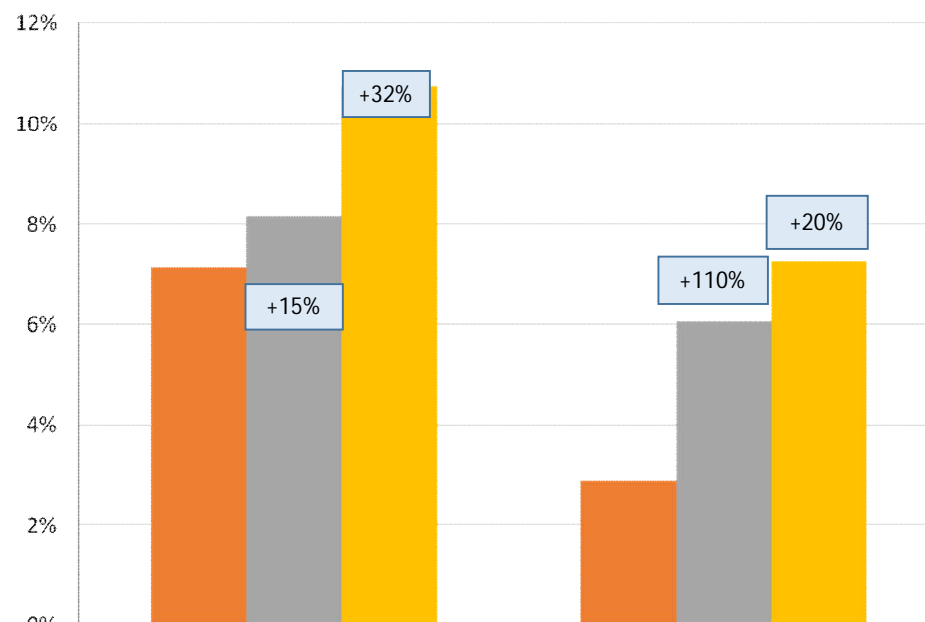
MARGIN (IN %)



# RETURN RATIOS



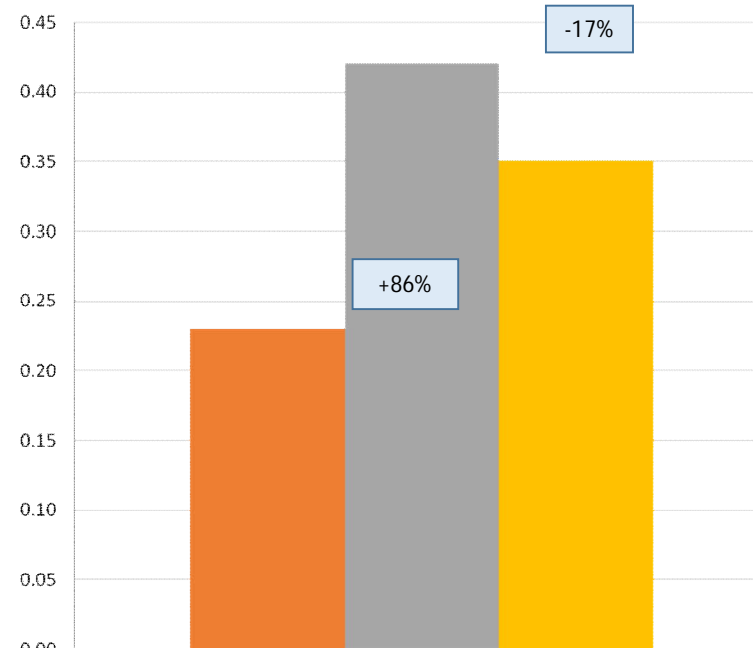
IN %



	ROCE	ROI
FY14	7.13%	2.89%
FY15	8.16%	6.06%
FY16	10.75%	7.26%

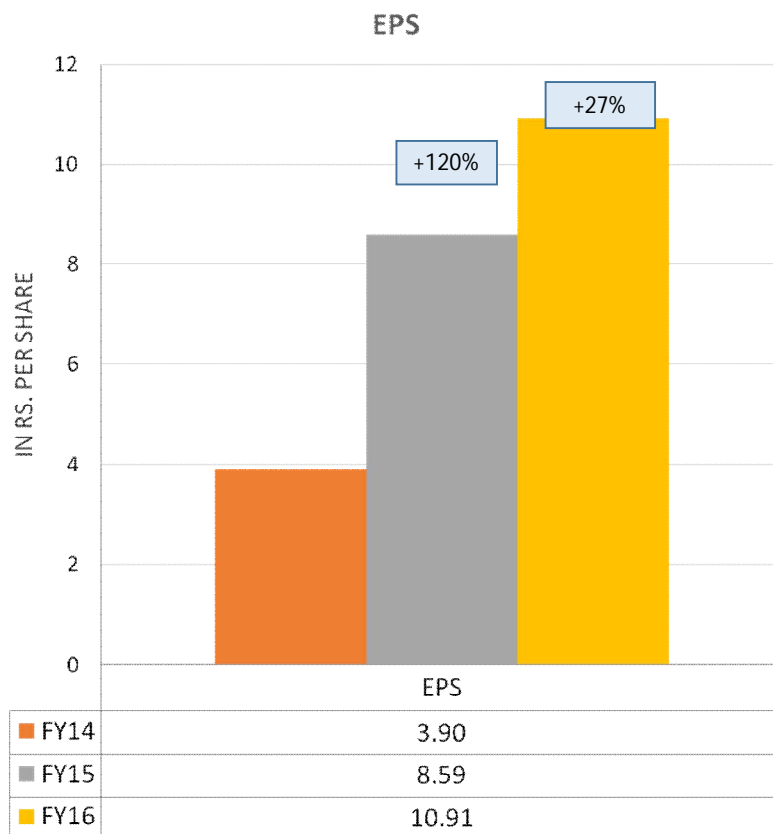
VARIANCE  
Year on Year

RATIO

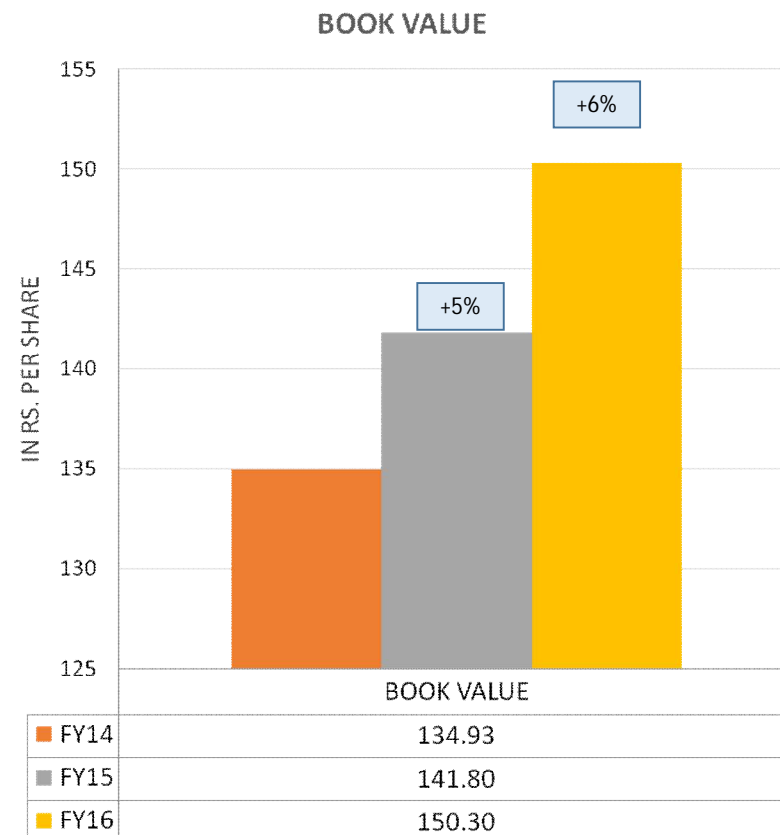


	DEBT EQUITY RATIO
FY14	0.23
FY15	0.42
FY16	0.35

# PER SHARE EARNINGS

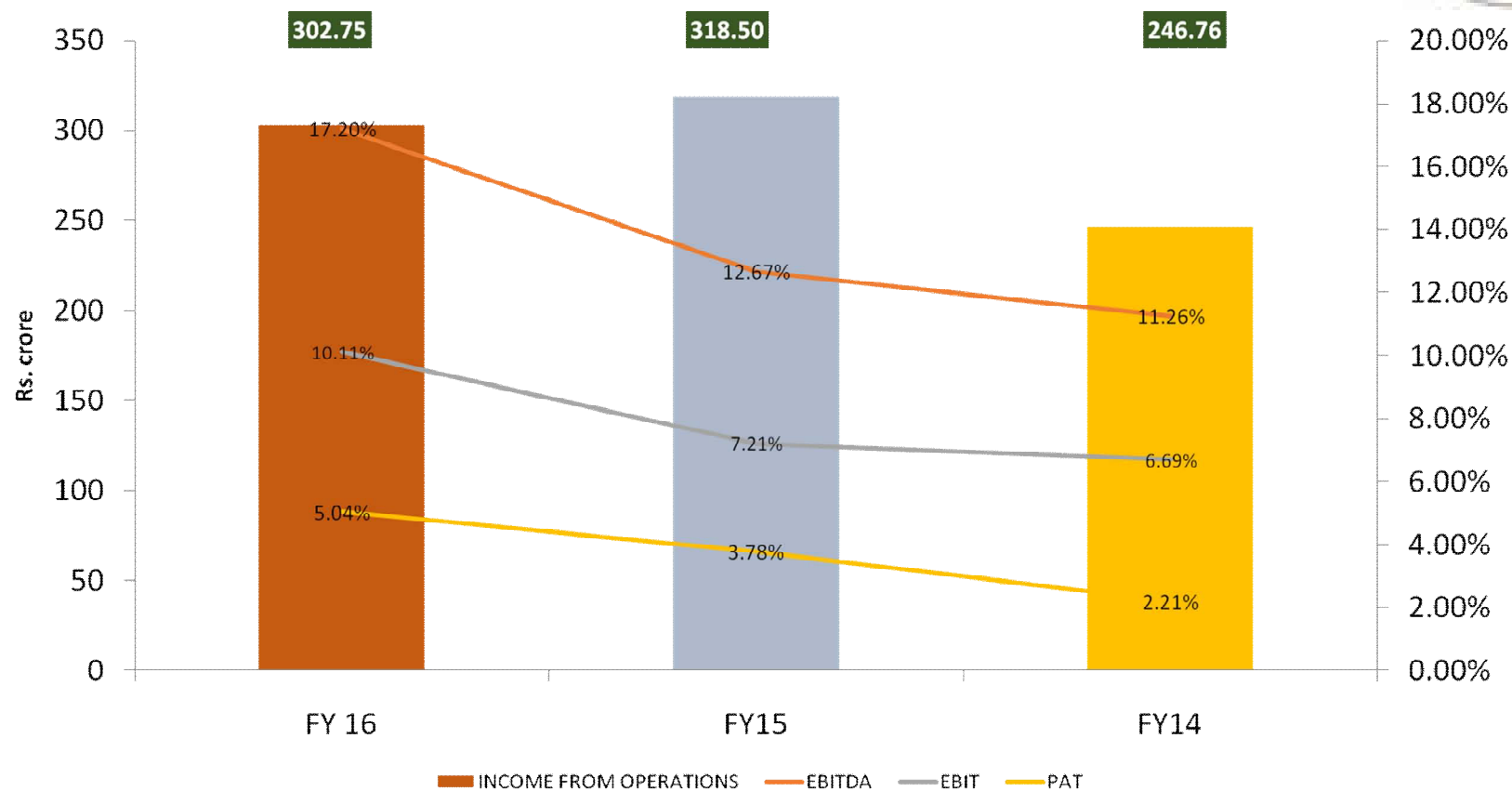


VARIANCE  
Year on Year





## SUMMARY - KEY RATIOS





# *CONSOLIDATED FINANCIAL PERFORMANCE*

*<< ANNUAL FY 16 >>*





## CONSOLIDATED SUMMARY

PARTICULARS	RS. IN CRORE
TOTAL INCOME	319.72
INCOME FROM OPERATIONS	318.63
EBITDA	52.97
PAT	14.03
NET WORTH	205.53



# STRATEGY GOING FORWARD

1

**Improve Operational Efficiency**

- International Benchmarking
- Our Mantra - "Every Paisa Counts"
- Improve margin realization driven by cost optimization & operating leverage

2

**Optimization of Asset Utilization**

- Improve OEE (Overall Equipment Efficiency)

3

**Focus on increasing customer base**

- Extend leadership position across OEMs
- Expand product base

4

**Optimization of Investments**

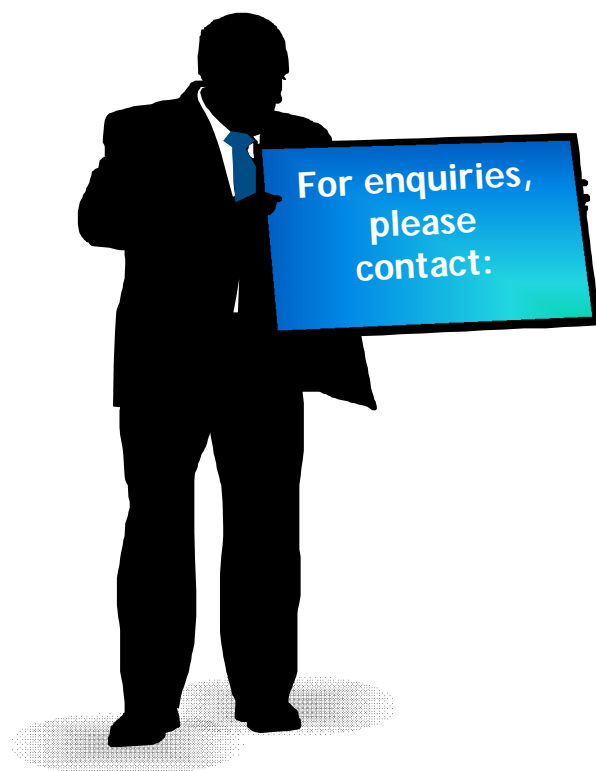
- Timing, Efficiency and Best Value Proposition Review



- Impossible for Competition to Catch up
- Perpetual sustainable development



# *Thank You*



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please  
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*PPAP Automotive Limited*

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