



# PPAP Automotive Limited

TAKING CHALLENGES, TOGETHER

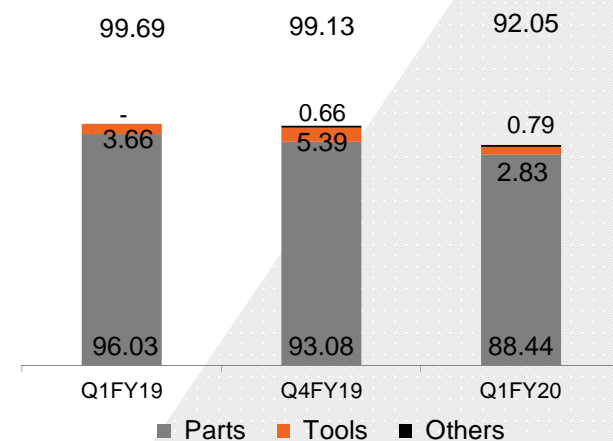
Investor Presentation  
AUGUST 2019

## QUARTERLY FINANCIAL HIGHLIGHTS (QTR ON QTR)

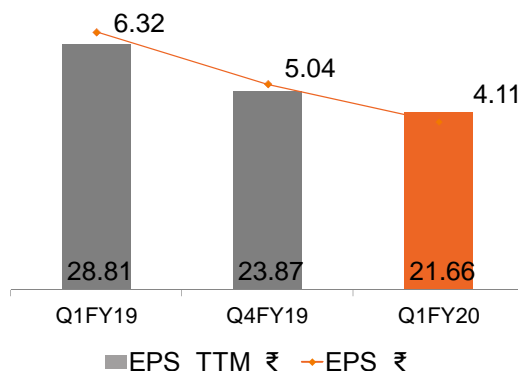
- Revenue from Operations at 92.05 cr and Part Sales at 88.44 cr
- PAT at ₹ 5.76 cr , 6.3% of Sales
- EBITDA at ₹15.24 cr, 16.6% of Sales
- EPS stood at ₹ 4.11
- Started supplies for Glanza, Suzuki Motorcycle Gixxer 250
- Awarded for Productivity- The Machinist Super Shop floor Awards 2018 , Zero Defect Supplies by Toyota Kirloskar, Achieving Target in Quality by Toyota Kirloskar and Appreciation Award for Partnership Day by Hyundai Motor India Limited



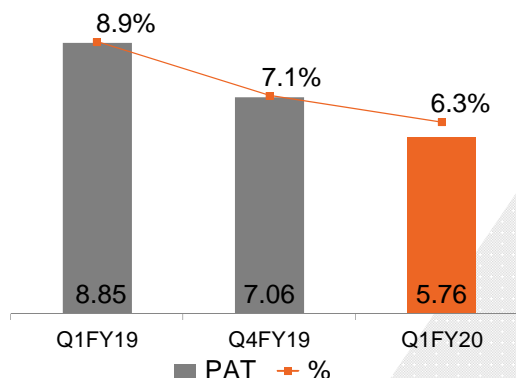
### Revenue from Operations



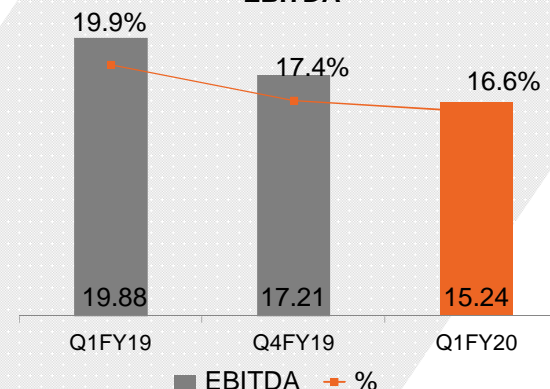
### EPS



### Profit after Tax



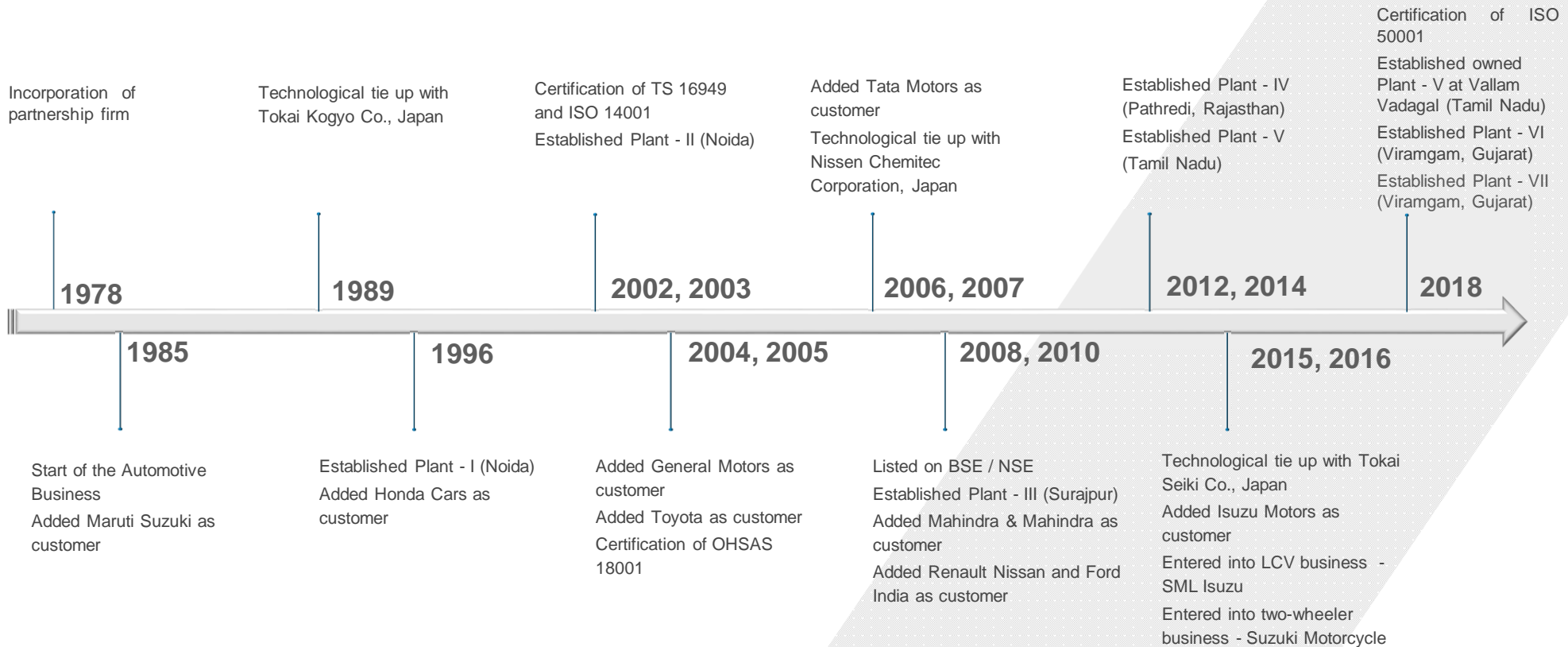
### EBITDA



# 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 TATF 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 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 Suppliers' 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

Member of Executive Committee of Honda Suppliers Club and Automotive Component Manufacturers Association of India

## 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**



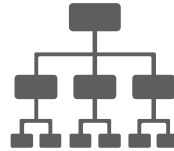


## CORE STRENGTHS



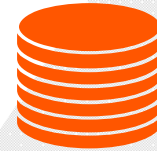
### Leadership Position

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

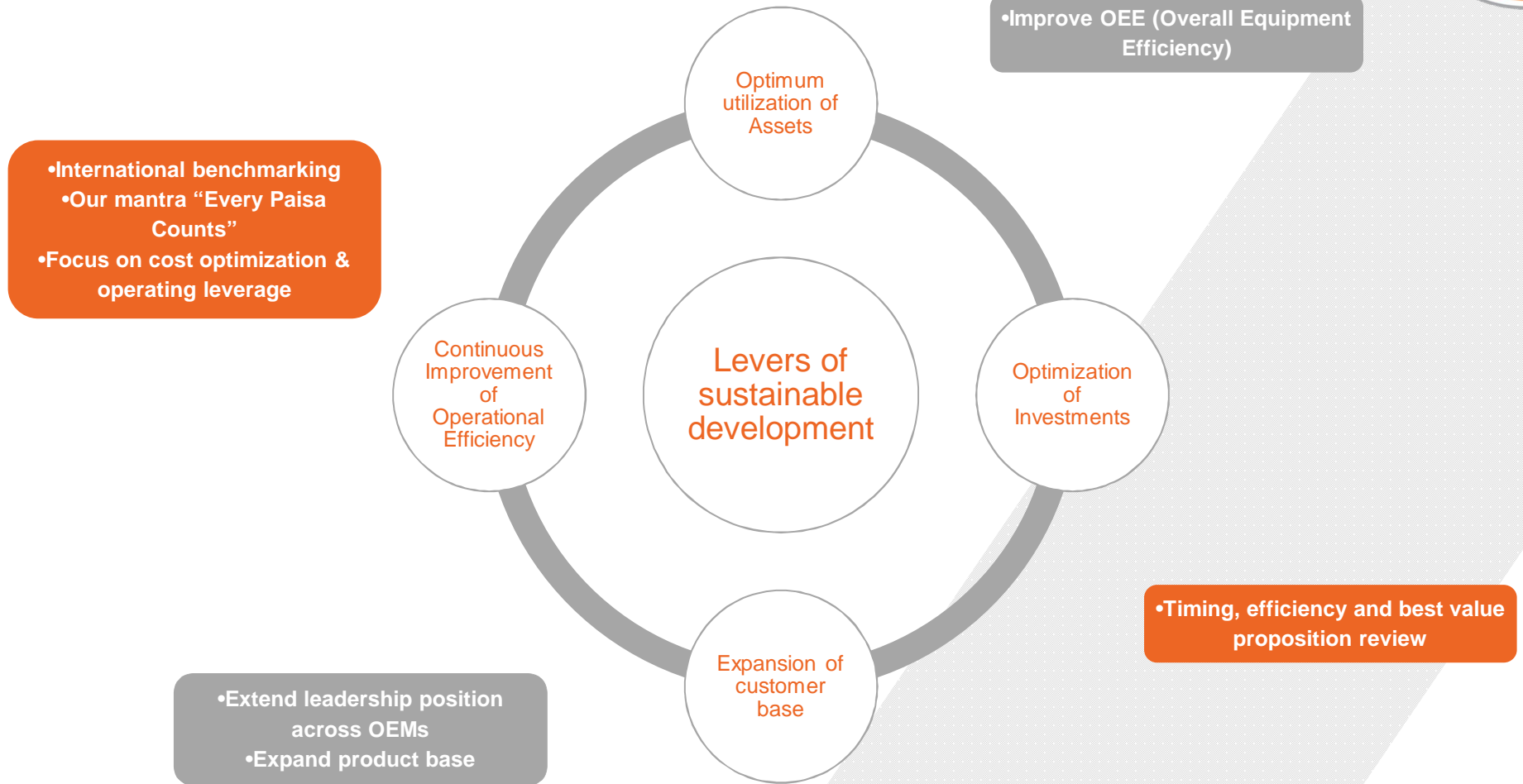
Relationship with  
Japanese Technology Partners



### Healthy Financials

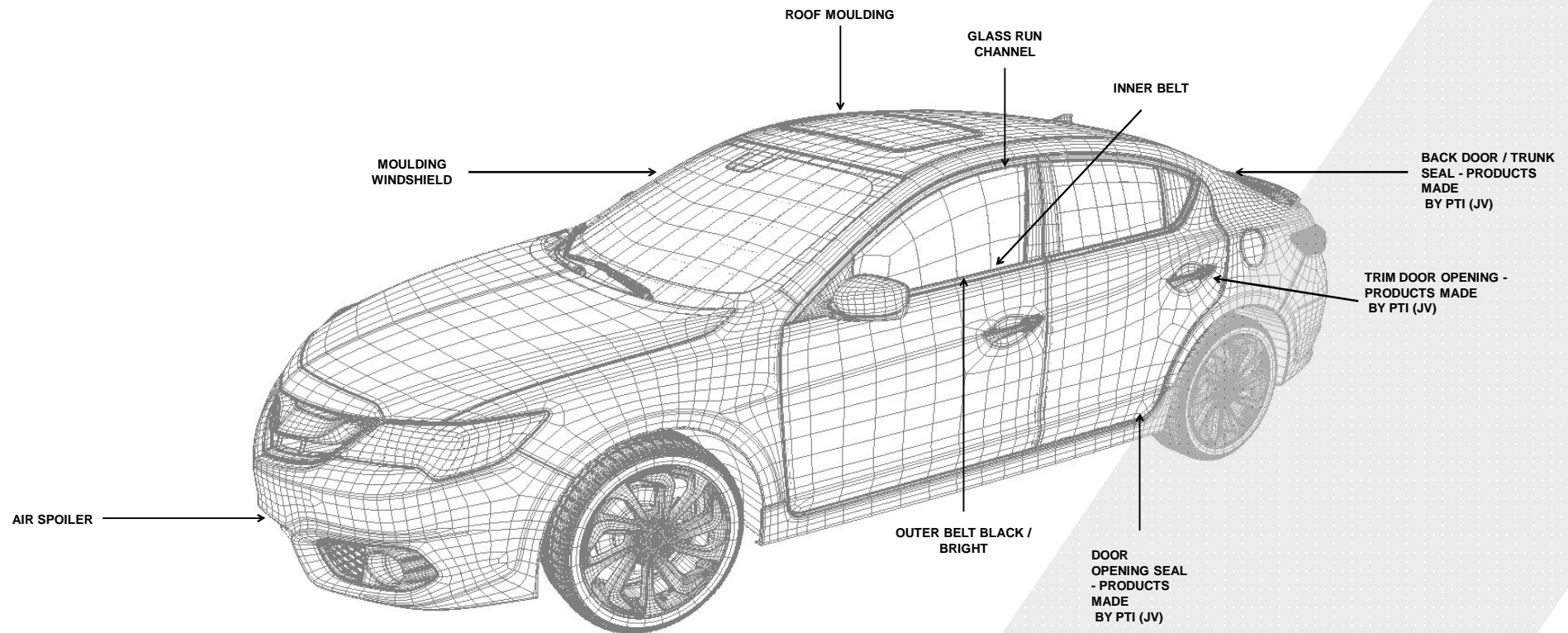
Cost sensitive Culture

## STRATEGIC GROWTH LEVERS





## 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



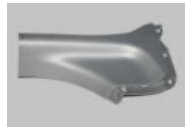
TRUNK LINING



FENDER INNER

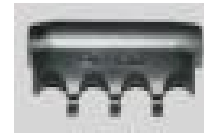


DOOR LINING



SPLASH GUARD

## UNDER HOOD PRODUCTS



## IN CABIN PRODUCTS



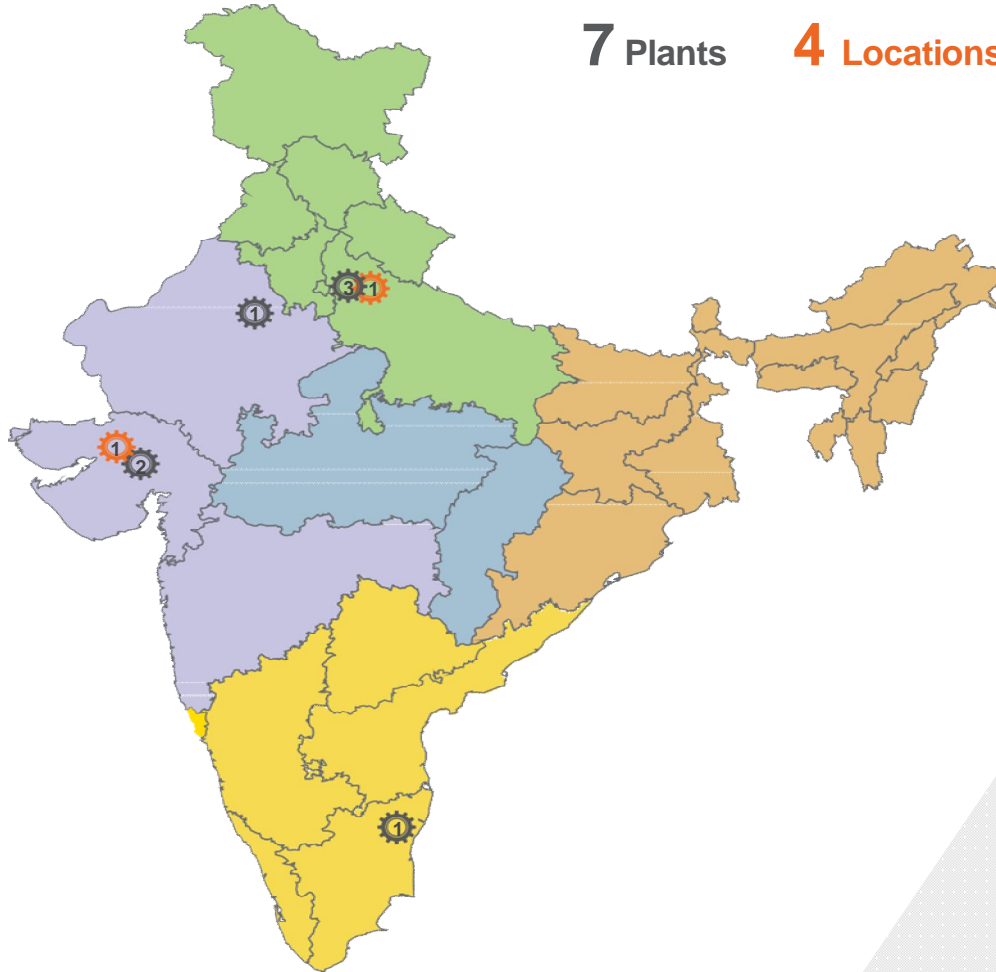
## PAN INDIA PRESENCE



**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)

### 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)

## CUSTOMER BASE & EXPORT COUNTRIES



CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom



South Africa

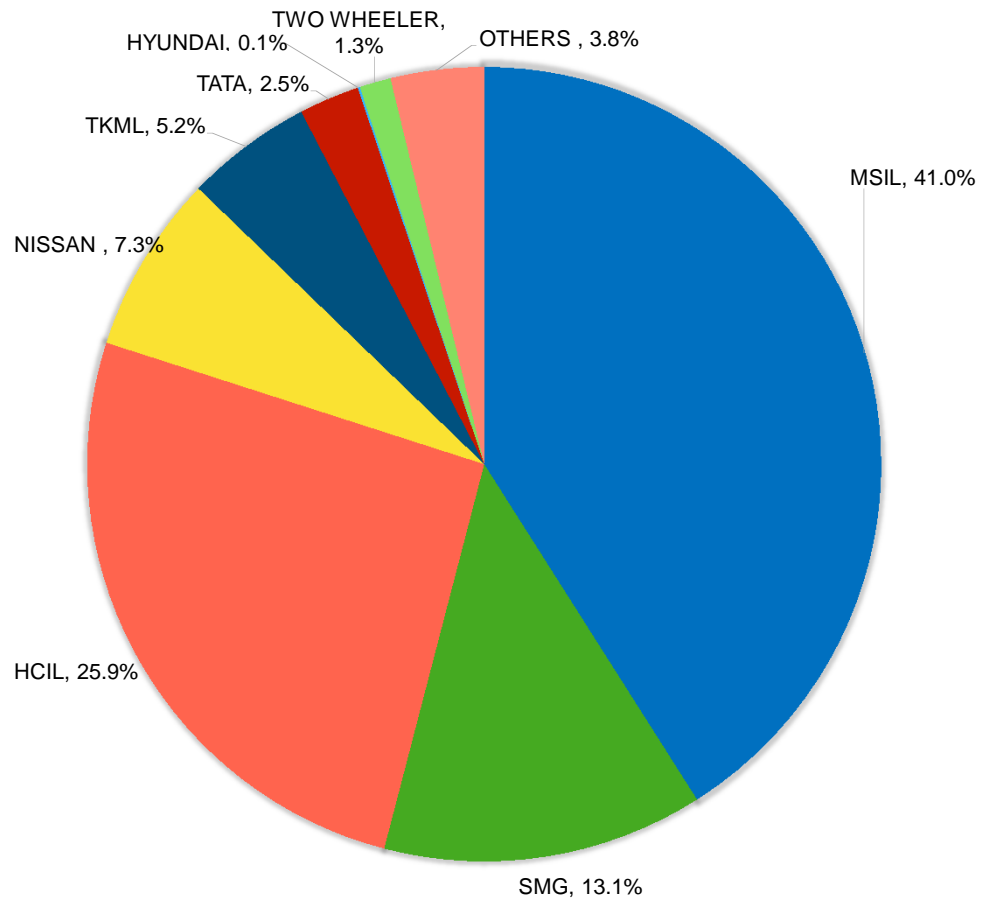


Argentina

## CUSTOMER BASE



### CUSTOMER CONTRIBUTION



## OUR PRESENCE IN NEW MODELS



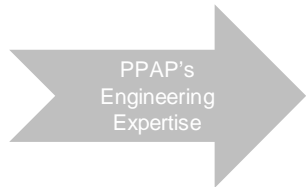
**Glanza**



**Suzuki Motorcyle Gixxer 250**



## COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



### Plastic Extrusion

#### PVC / TPO / PP MATERIAL

4 Locations; 11 Extrusion Lines  
(1 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

2 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:

41 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

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

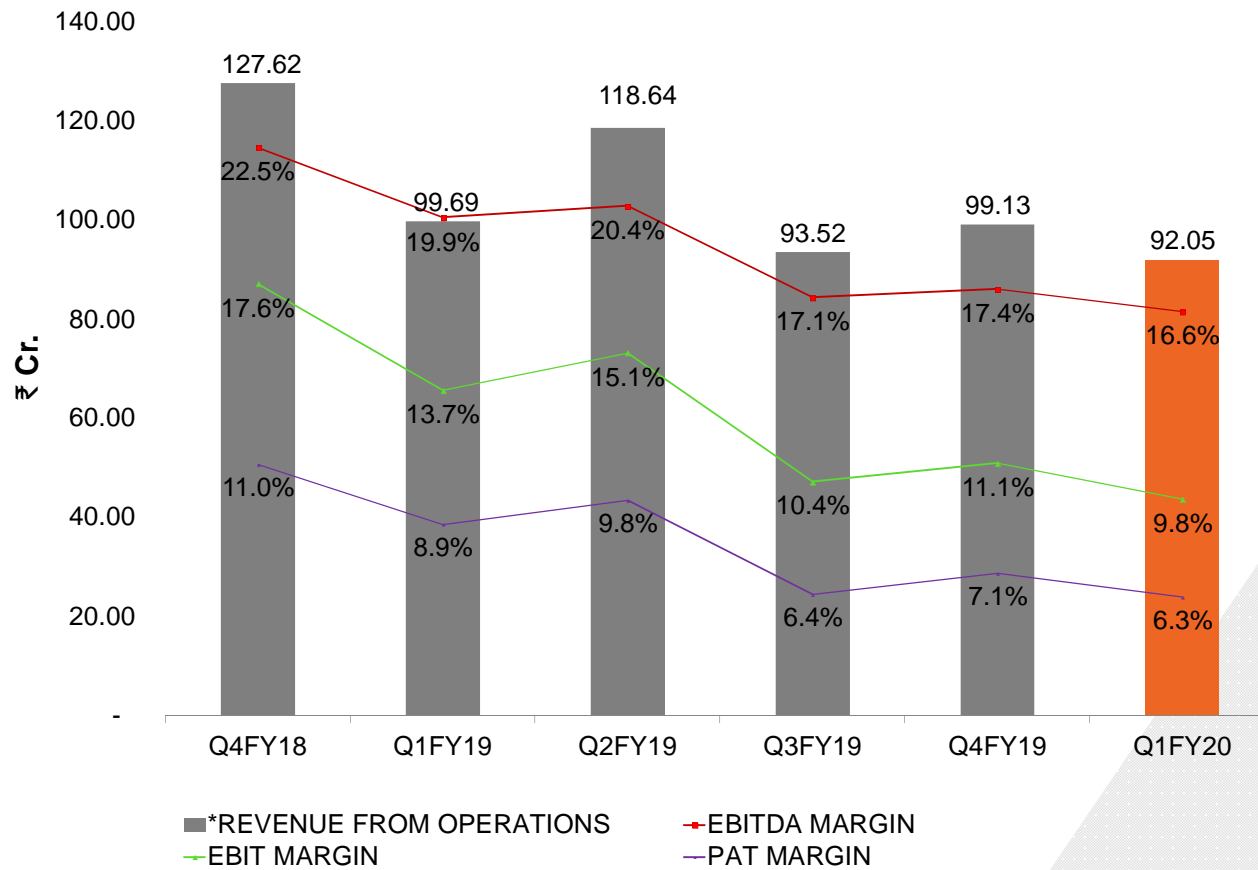
APPRECIATION FOR CONTINUED SUPPORT 2018 - ASAHI INDIA GLASS

ZERO PPM AWARD - TOYOTA KIRLOSKAR

TARGET IN DELIVERY - TOYOTA KIRLOSKAR



## SUMMARY



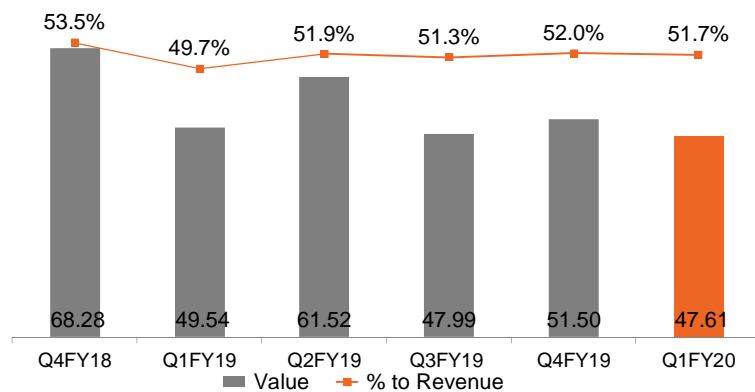
- Revenue from Operations stood at ₹ 92.05 cr in Q1FY20 v/s ₹ 99.69 cr in Q1FY19

\* Net of Excise

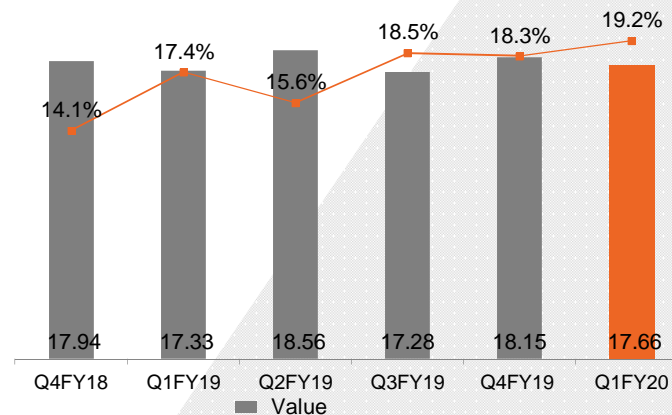
## MAJOR EXPENSES (₹ Cr.)



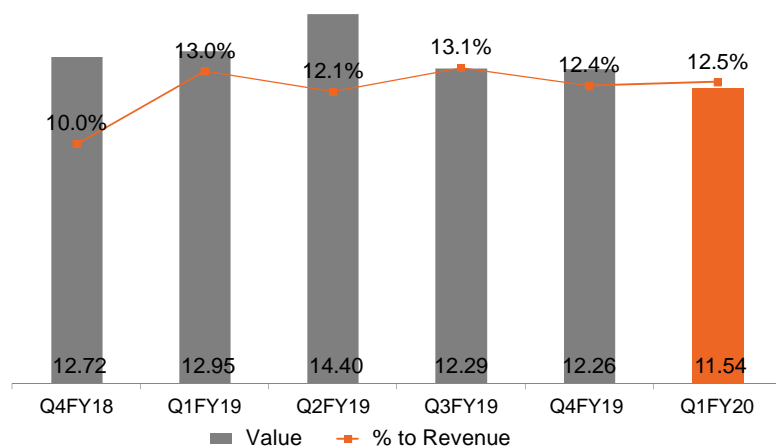
### Materials



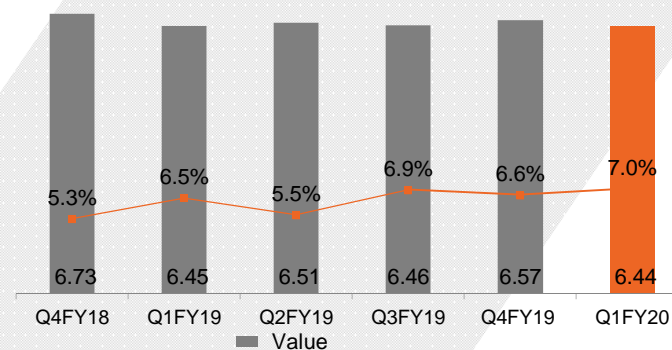
### Employee Benefits



### Other Expenses

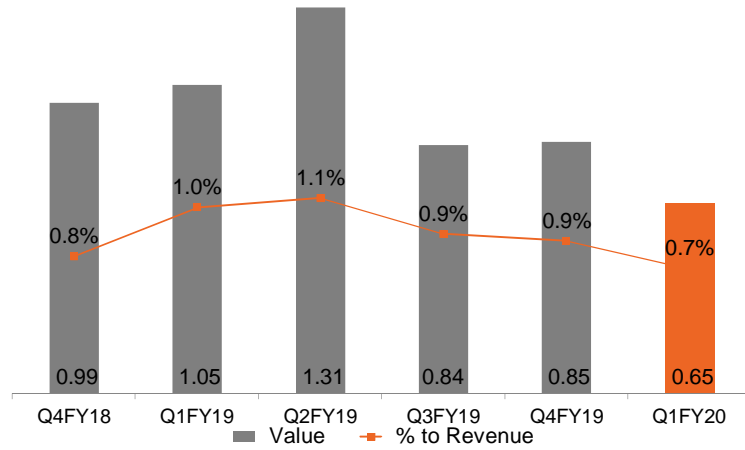


### Depreciation

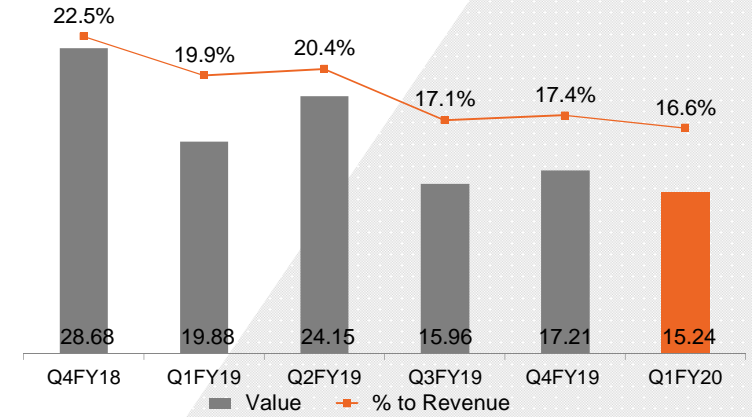


## INTEREST & EARNINGS (₹ Cr.)

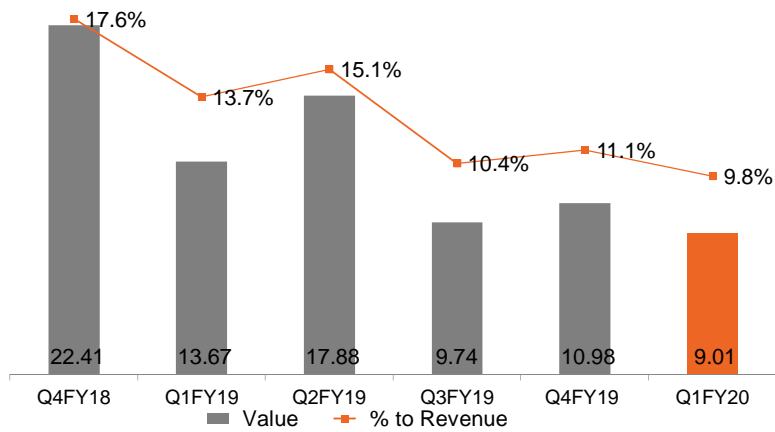
### INTEREST



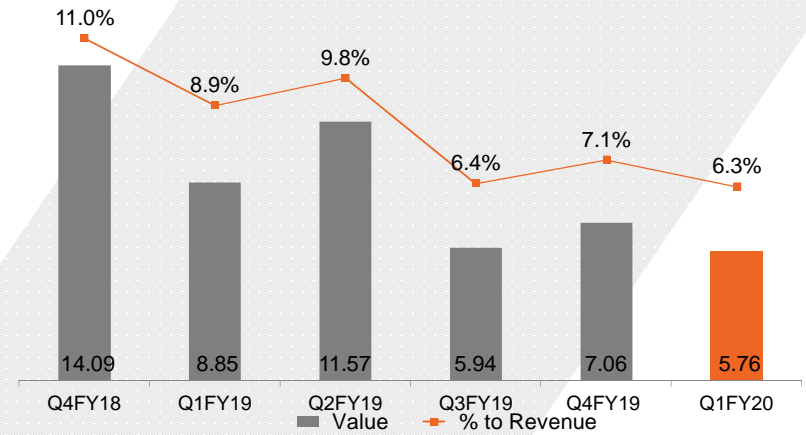
### EBITDA



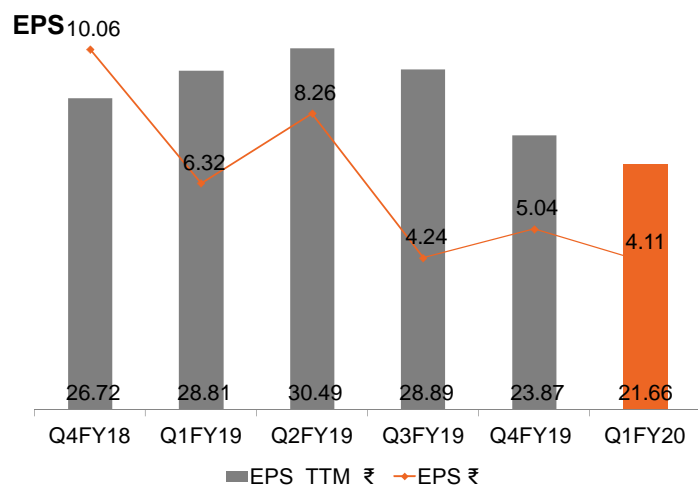
### EBIT



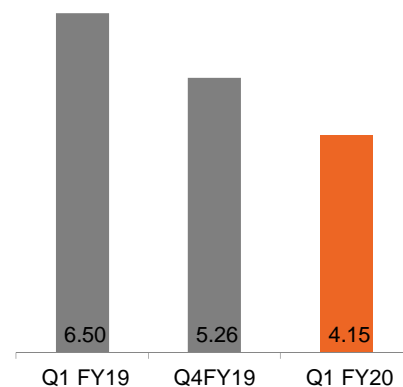
### PAT



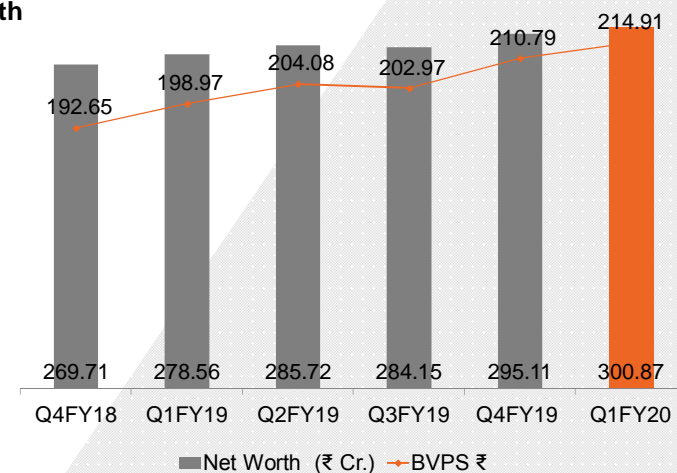
## EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



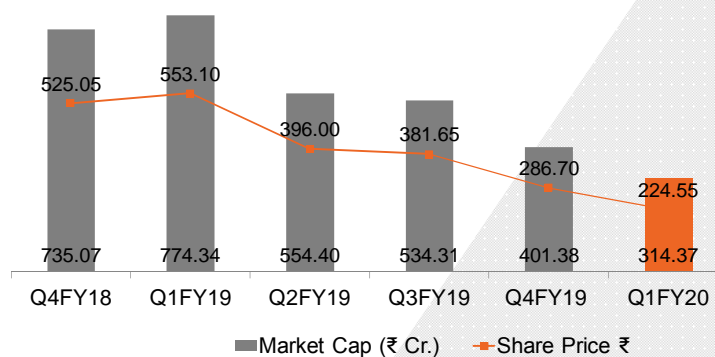
### Consolidated EPS ( ₹ )



### Net Worth



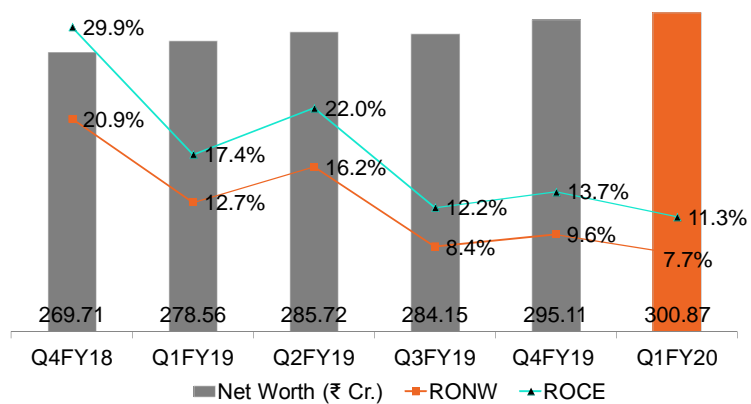
### Market Capitalisation (BSE)



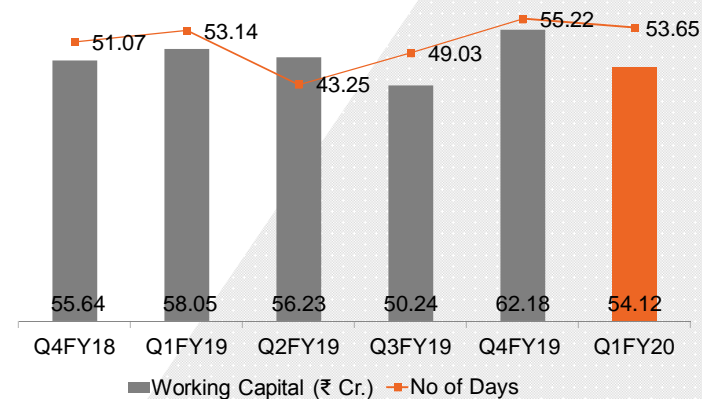
## KEY RATIOS



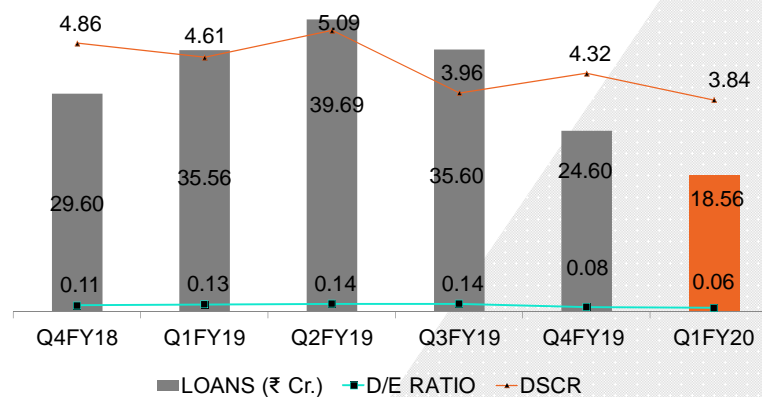
### Net Worth



### Working Capital



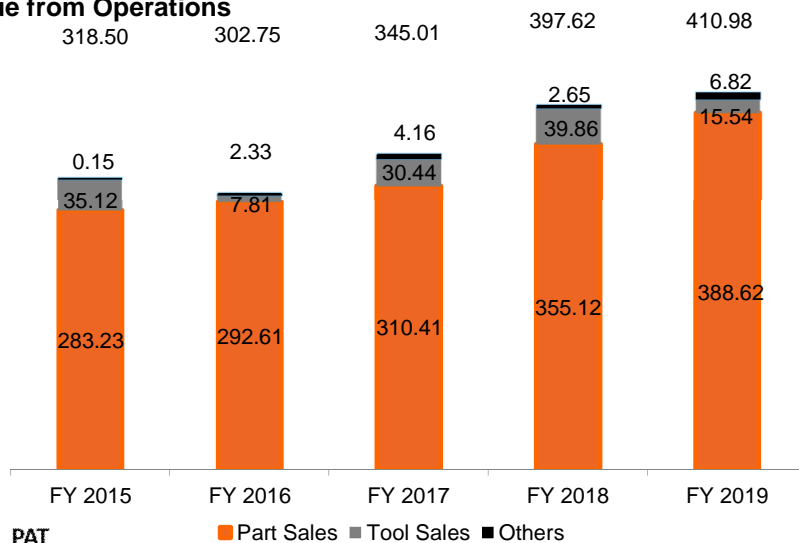
### Loans



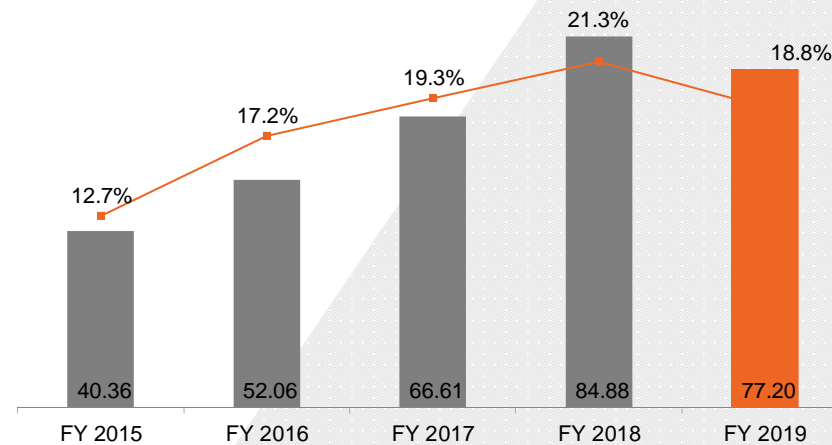
## FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) ( ₹ Cr.)



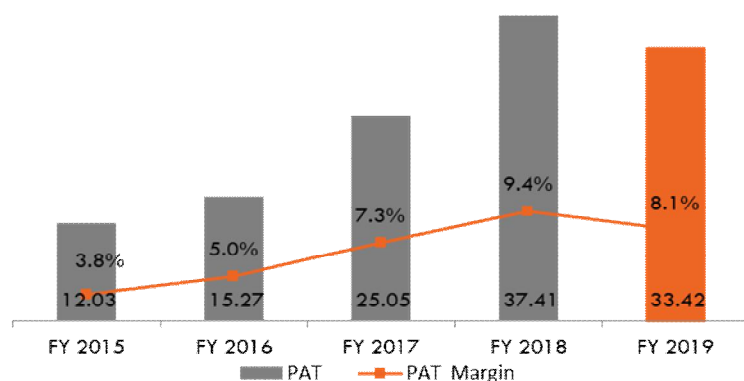
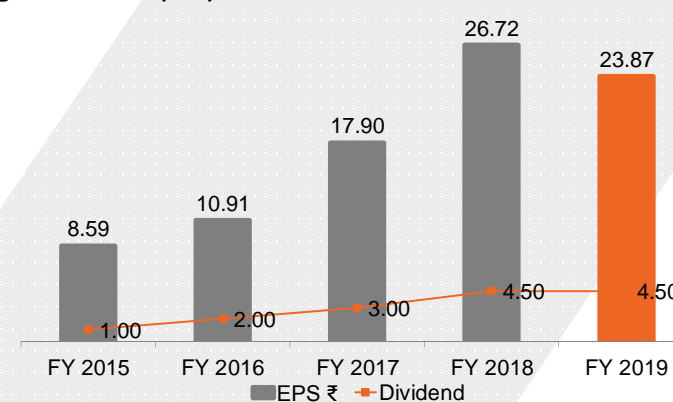
### Revenue from Operations



### EBITDA



### Earning Per Share (Rs.)

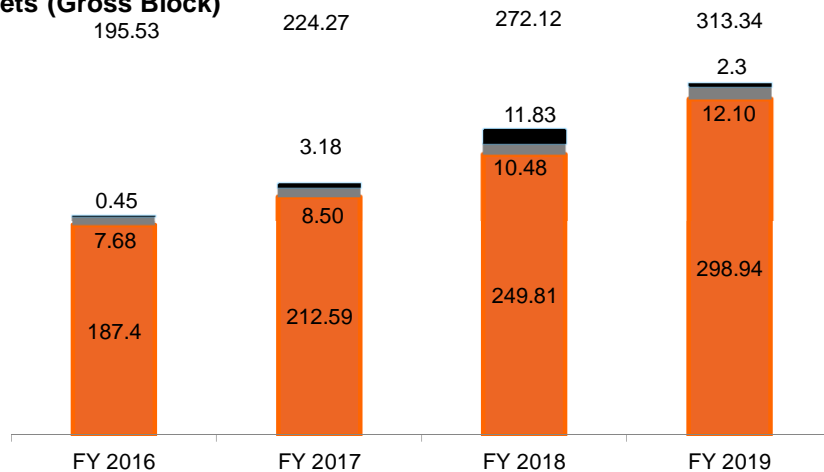




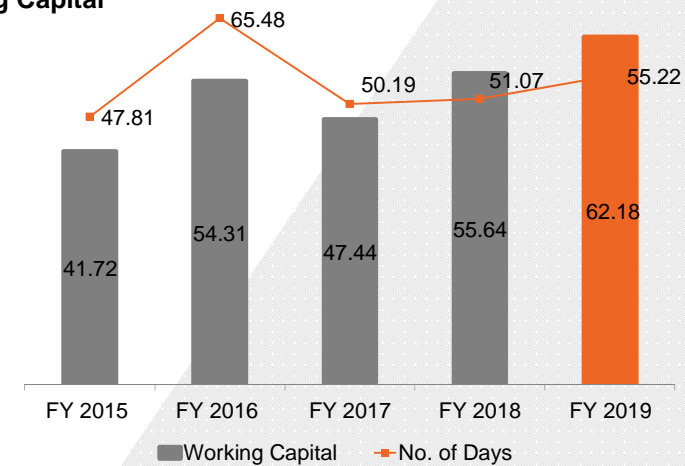
# FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)



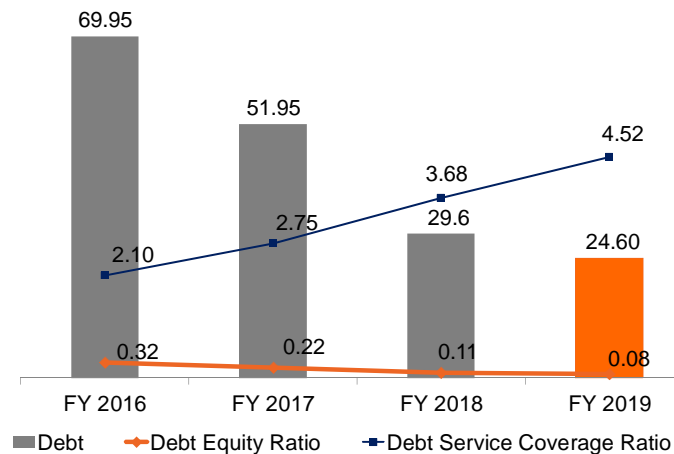
## Fixed Assets (Gross Block)



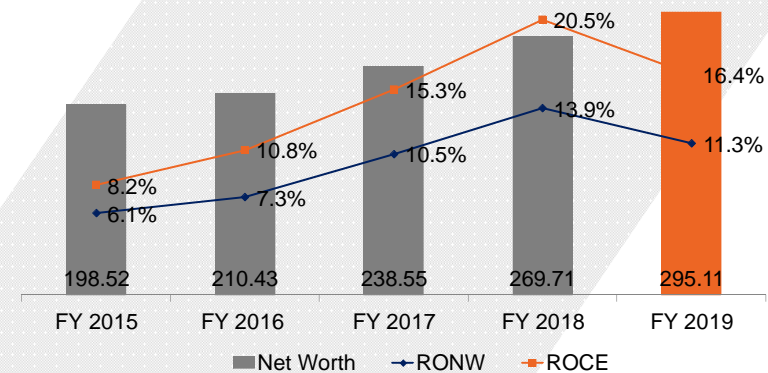
## Working Capital



## Debt



## Networth

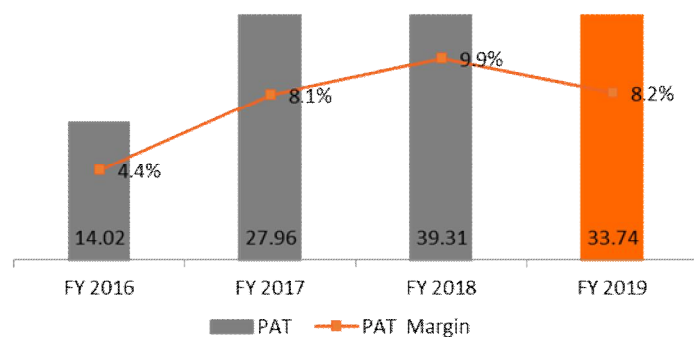


\*Fixed Assets & Debt Figures are as per IND AS which became applicable from 1/4/16. Thus FY15 figures not provided

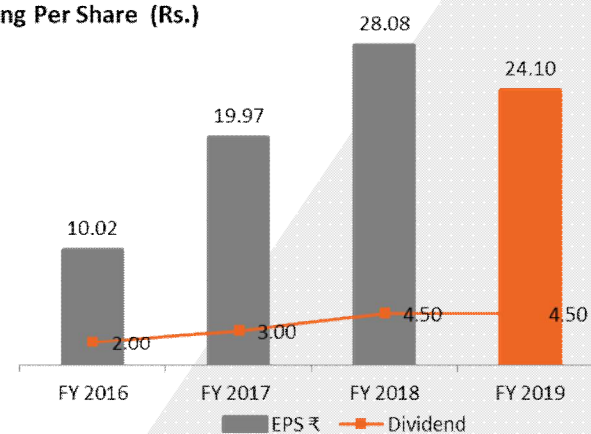
## CONSOLIDATED FINANCIAL SNAPSHOT (FY2016 – FY2019) (₹ Cr.)



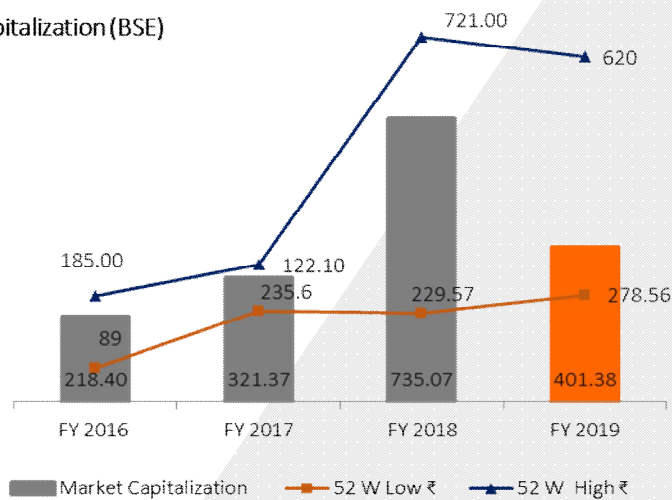
### PAT



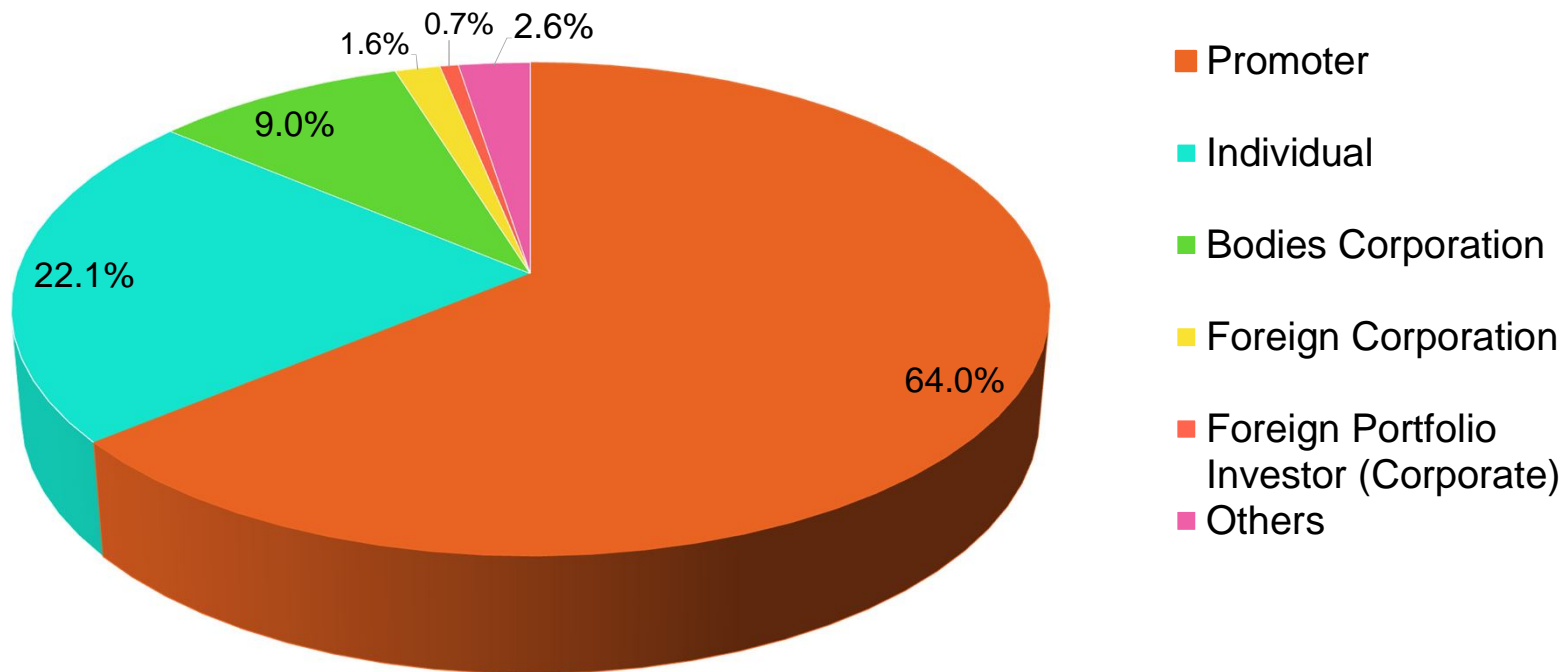
### Earning Per Share (Rs.)



### Market Capitalization (BSE)



## SHAREHOLDING PATTERN AS ON 30TH JUNE, 2019



MARKET CAPITALIZATION (BSE) ₹ 314.37 CRS.

## 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