



PPAP Automotive Limited

Taking Challenges, Together

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Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

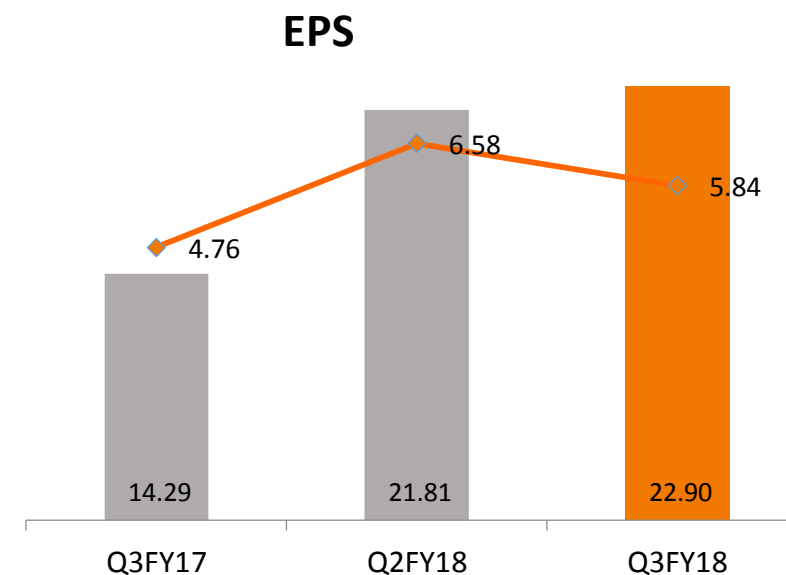
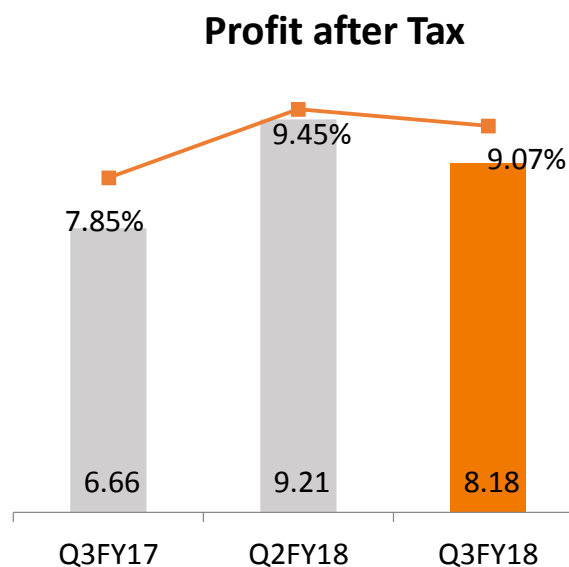
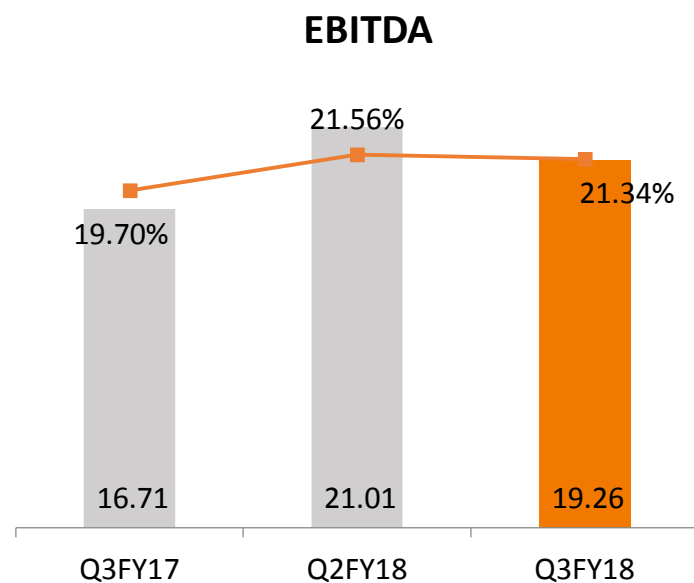
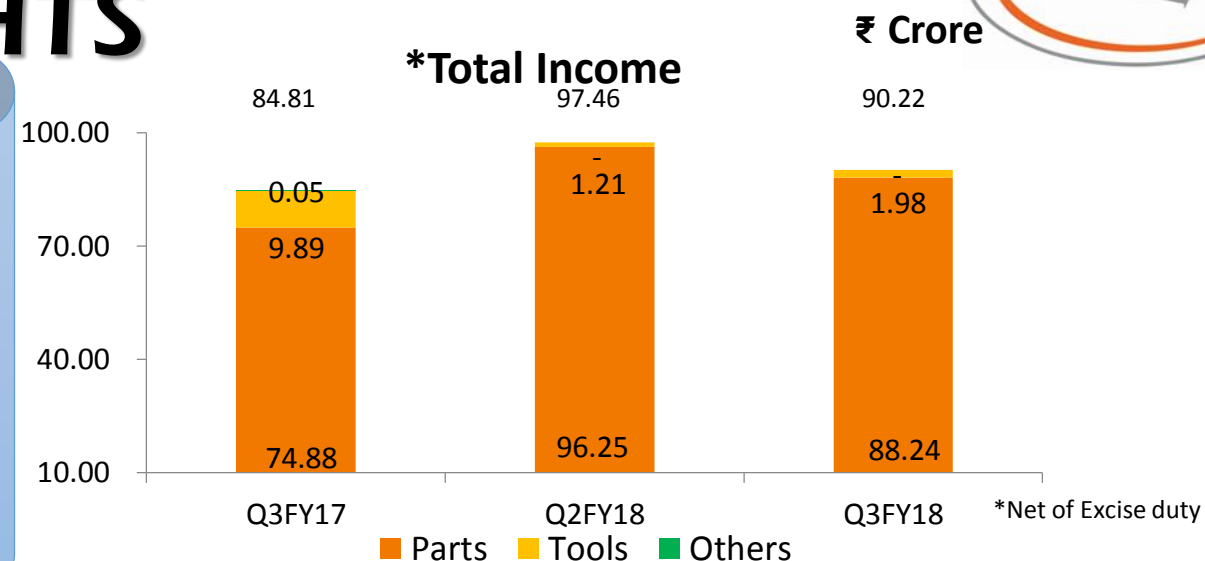
Financial Overview

QUARTERLY HIGHLIGHTS



Highlights of results of Q3FY18 compared with Q3FY17

- ❖ Part Sales increased by 17.85%
- ❖ EBITDA increased by 15.27% , EBITDA Margin increased by 8.36%
- ❖ PAT increased by 22.91%, PAT Margin increase by 15.54%
- ❖ EPS is at ₹ 5.84
- ❖ Started supplies for New swift
- ❖ Certification for Energy Management System 50001



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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

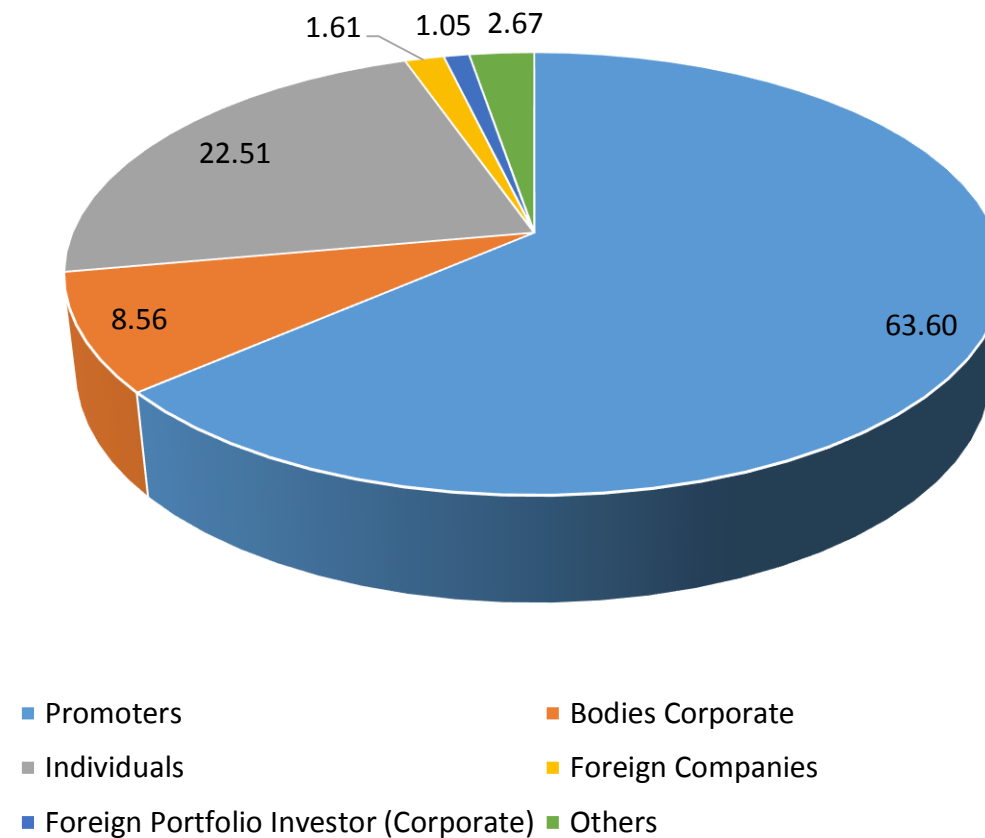


SHARE CAPITAL OF ₹ 140 MILLION



CERTIFICATIONS
TS 16949; ISO 14001; OHSAS 18001

SHARE HOLDING AS ON 31ST DEC 2017



COMPANY FOCUS



MISSION

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

VISION

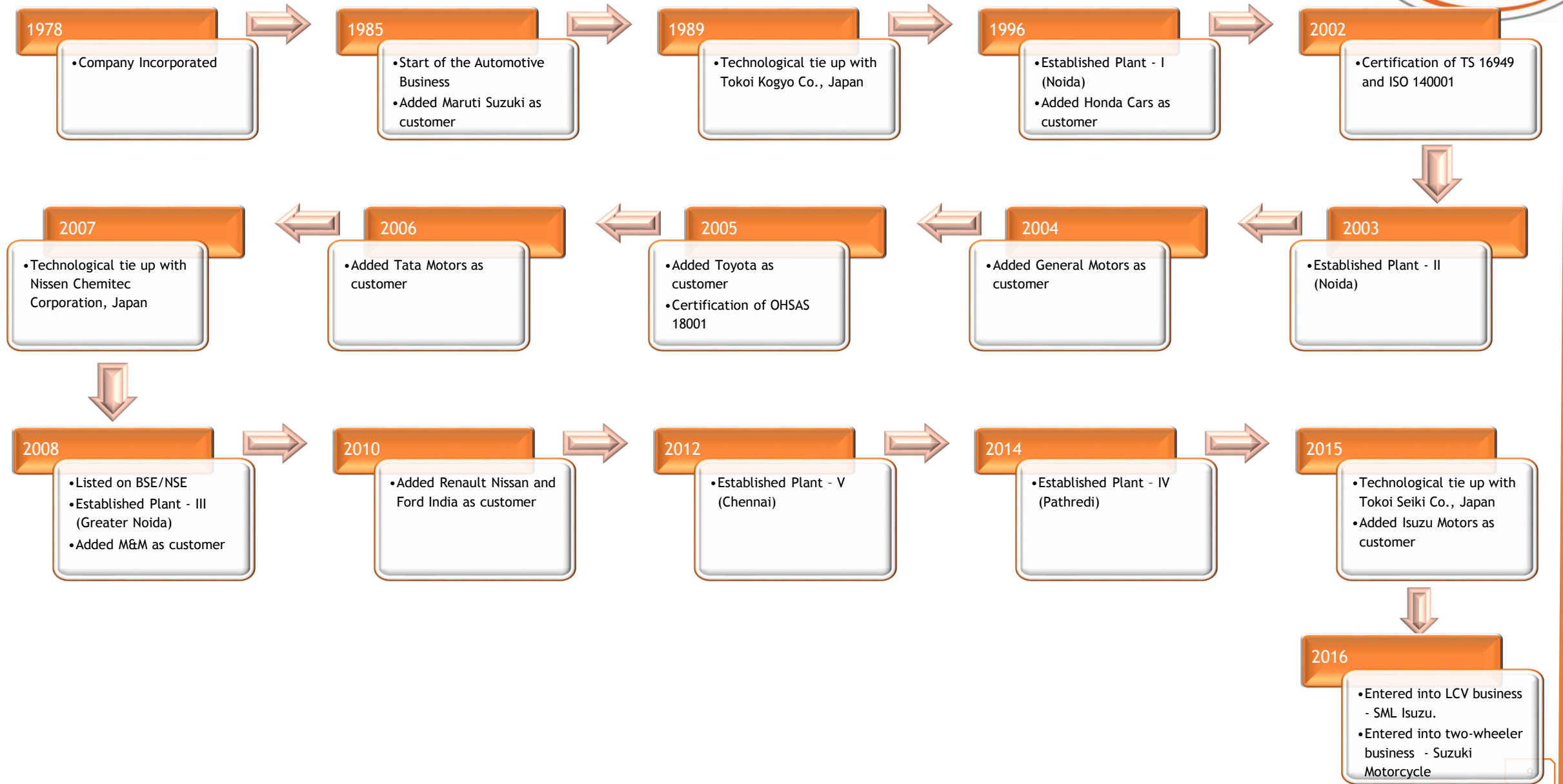
TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

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

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

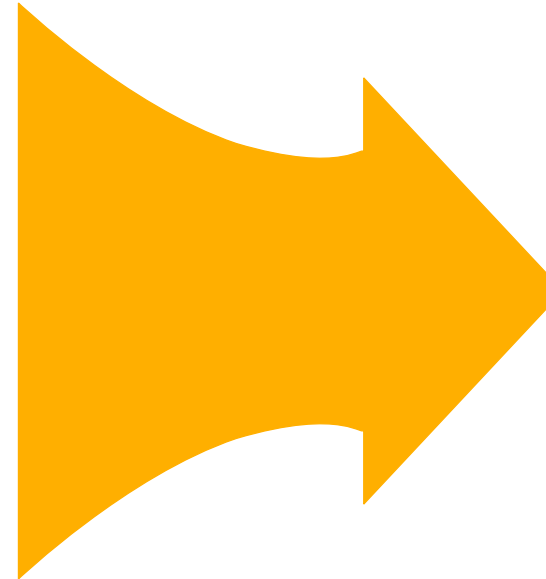
Focus on increasing customer base

- 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

HUMAN RESOURCE DEVELOPMENT

EVERY TEAM MEMBER WORKS BY SELF MANAGEMENT

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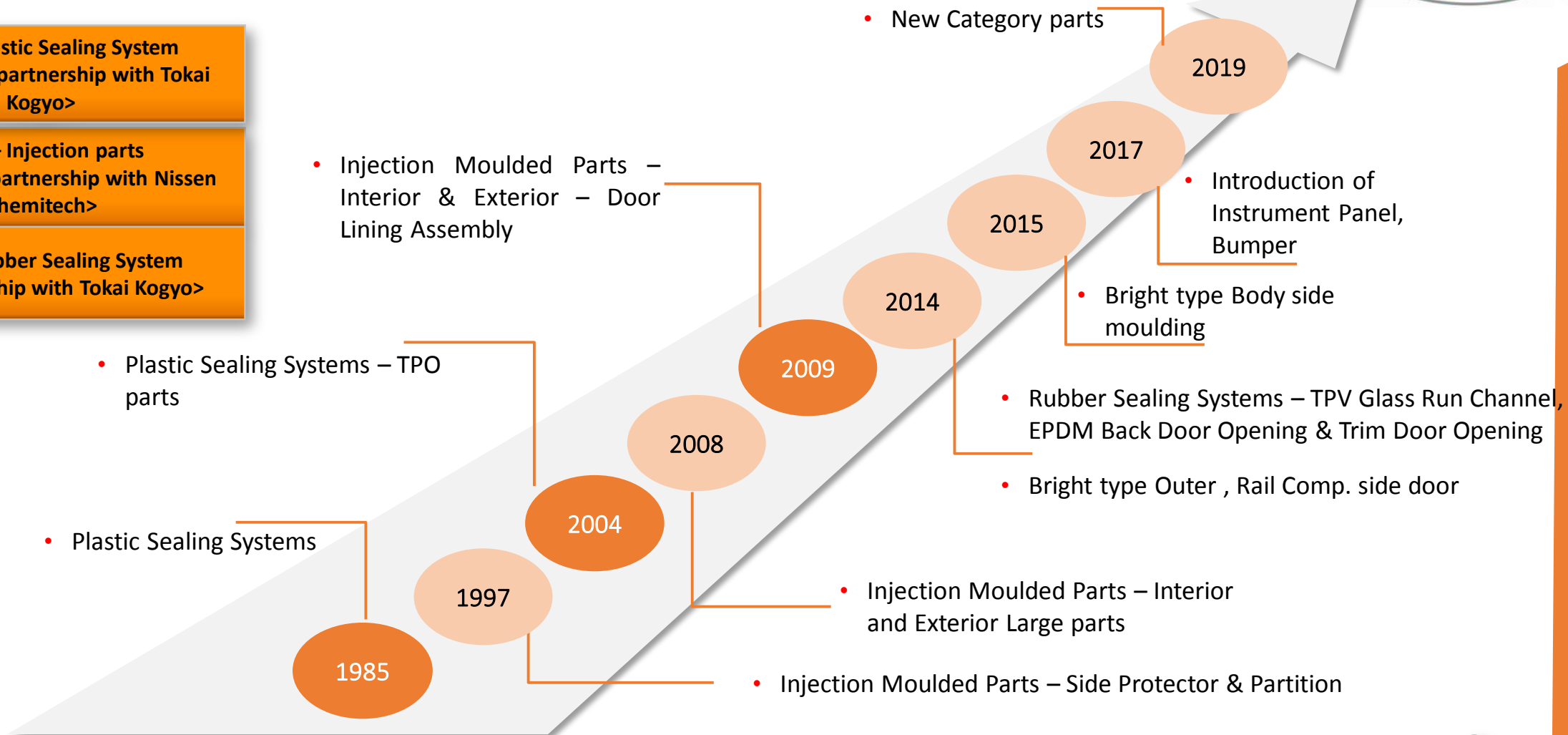
PRODUCT - MILESTONES



1989 – Plastic Sealing System
<Technology partnership with Tokai Kogyo>

2007 – Injection parts
<Technology partnership with Nissen Chemitech>

2012 – Rubber Sealing System
<JV partnership with Tokai Kogyo>

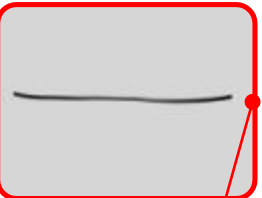


CONTINUOUSLY SUPPORT CUSTOMER IN VALUE ADDED PRODUCTS & SERVICES

SEALING SYSTEMS



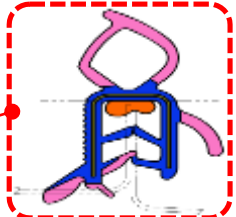
MOULDING
WINDSHEILD



ROOF MOULDING



TRIM DOOR OPENING



BACK DOOR /
TRUNK SEAL



DOOR
OPENING
SEAL



GLASS
RUN
CHANNEL



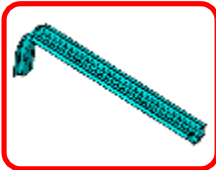
AIR SPOILER



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



TRUNK LINING



FENDER INNER



DOOR LINING



SPLASH GUARD



UNDER HOOD PRODUCTS



IN CABIN PRODUCTS



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CUSTOMERS & FACILITIES

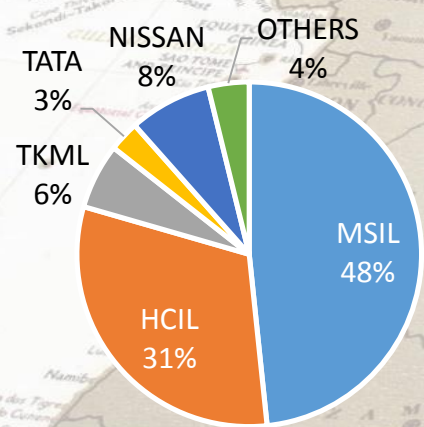
CUSTOMERS

Domestic Presence

International Presence



BUSINESS SHARE AS ON 31/12/2017



FACILITIES



PLANTS



PARTS DEVELOPED BY PPAP IN FOLLOWING MODELS



DEVELOPMENT INFRASTRUCTURE

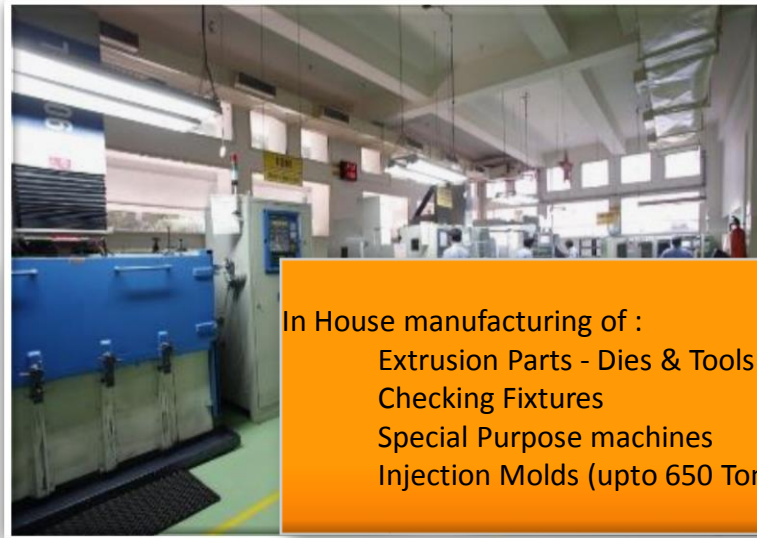


DESIGN



- 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

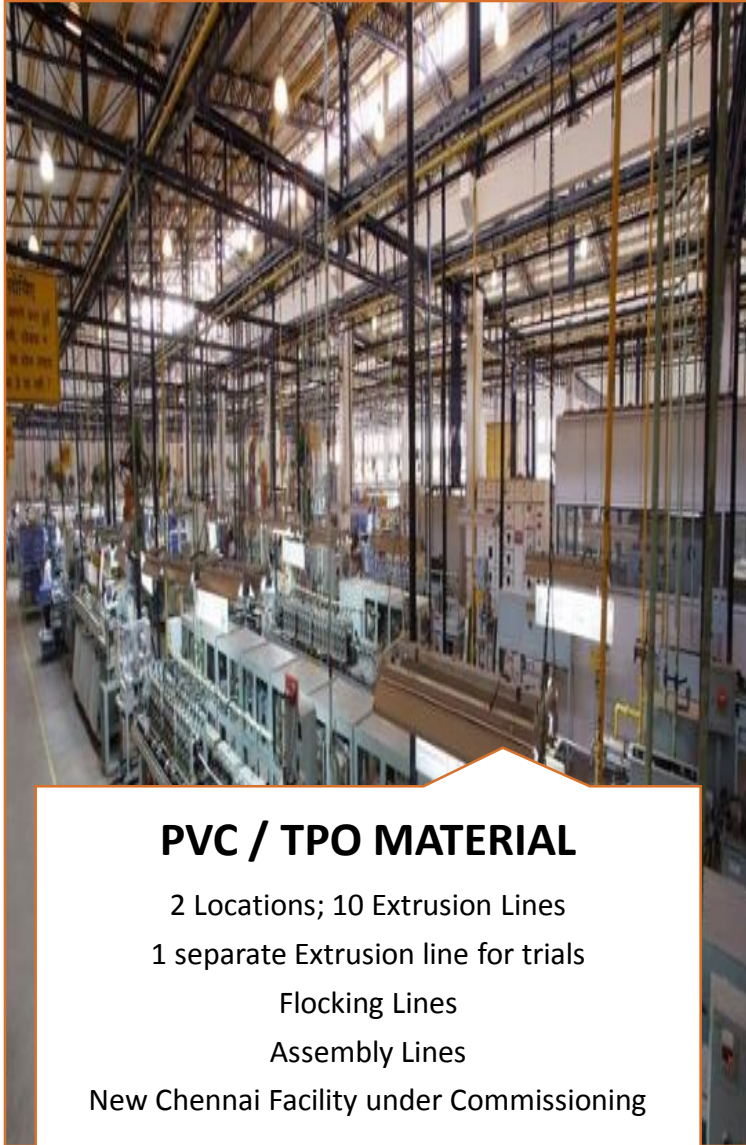


Raw Material Testing
Part Performance Testing

MANUFACTURING INFRASTRUCTURE



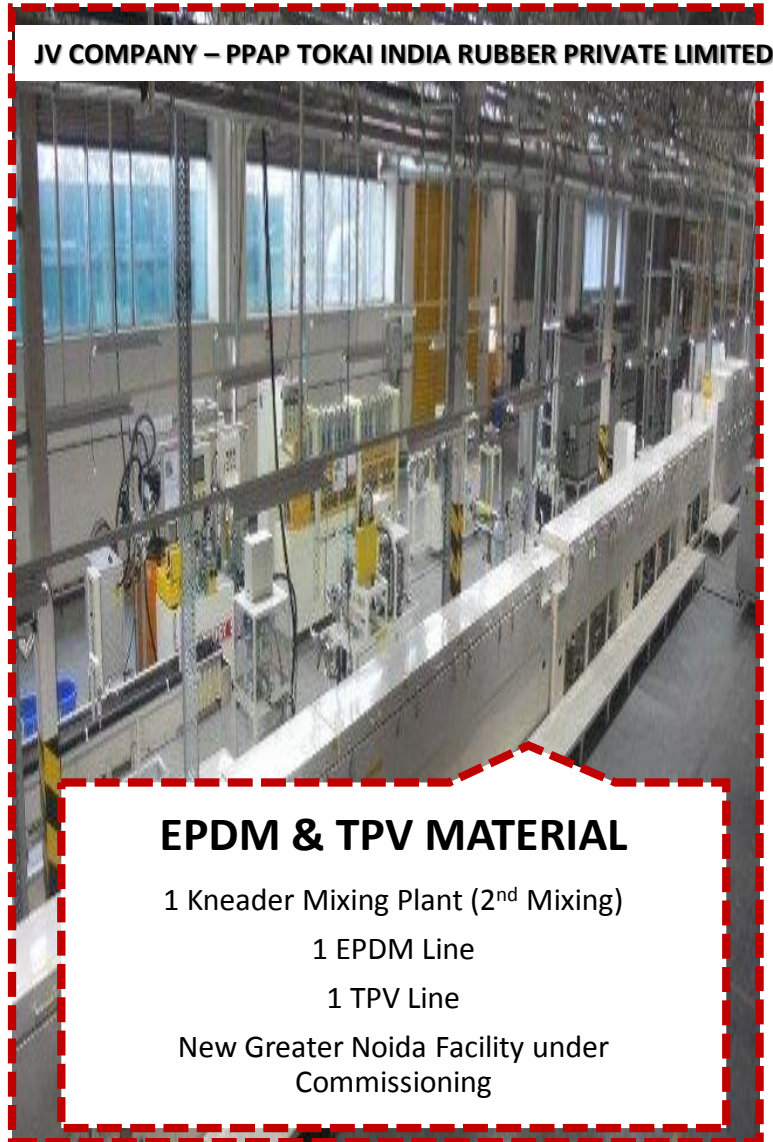
PLASTIC EXTRUSION



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 (2nd Mixing)
1 EPDM Line
1 TPV Line
New Greater Noida Facility under Commissioning

INJECTION MOLDING



38 Machines

3 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 Co₂ 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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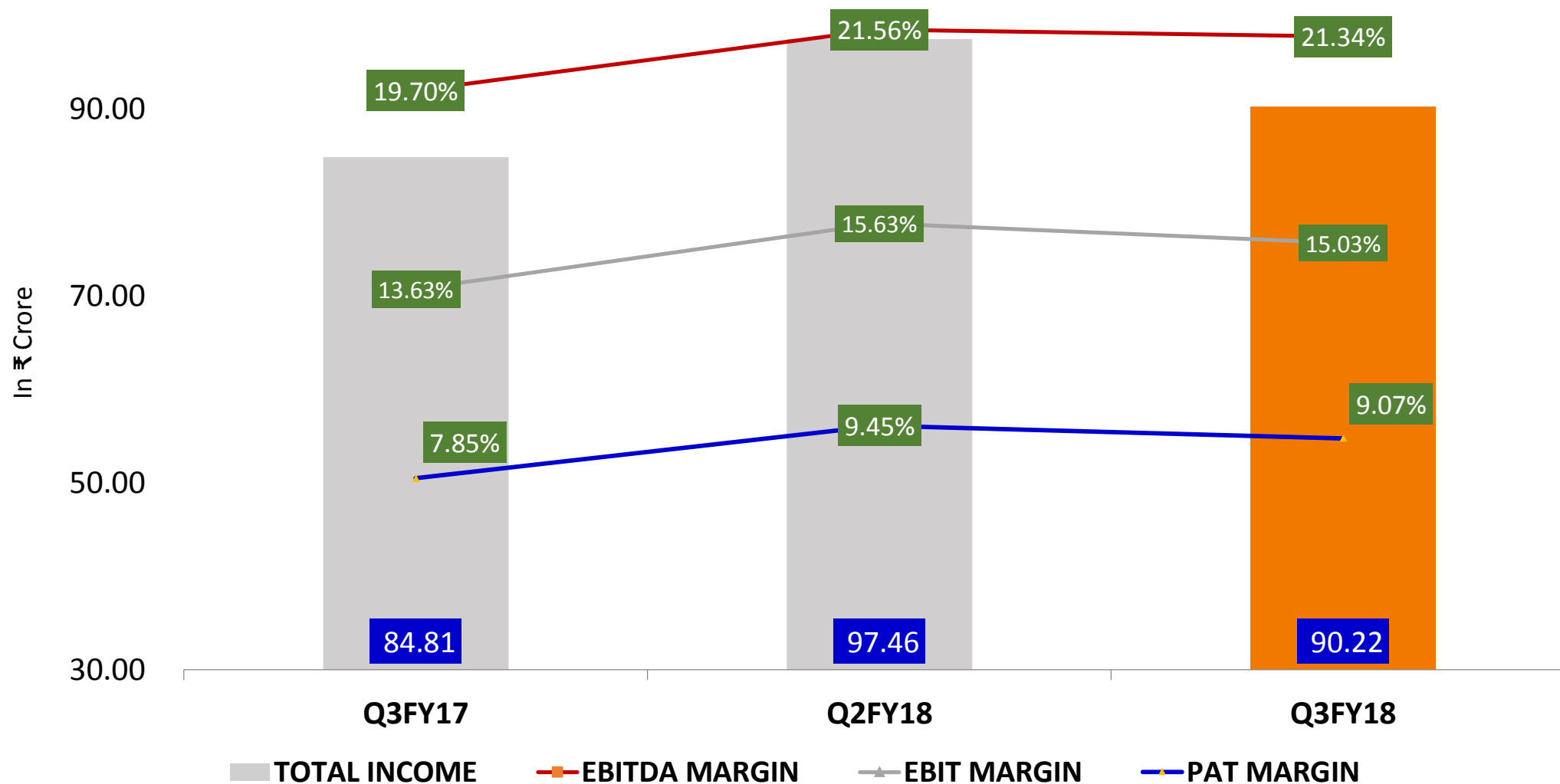
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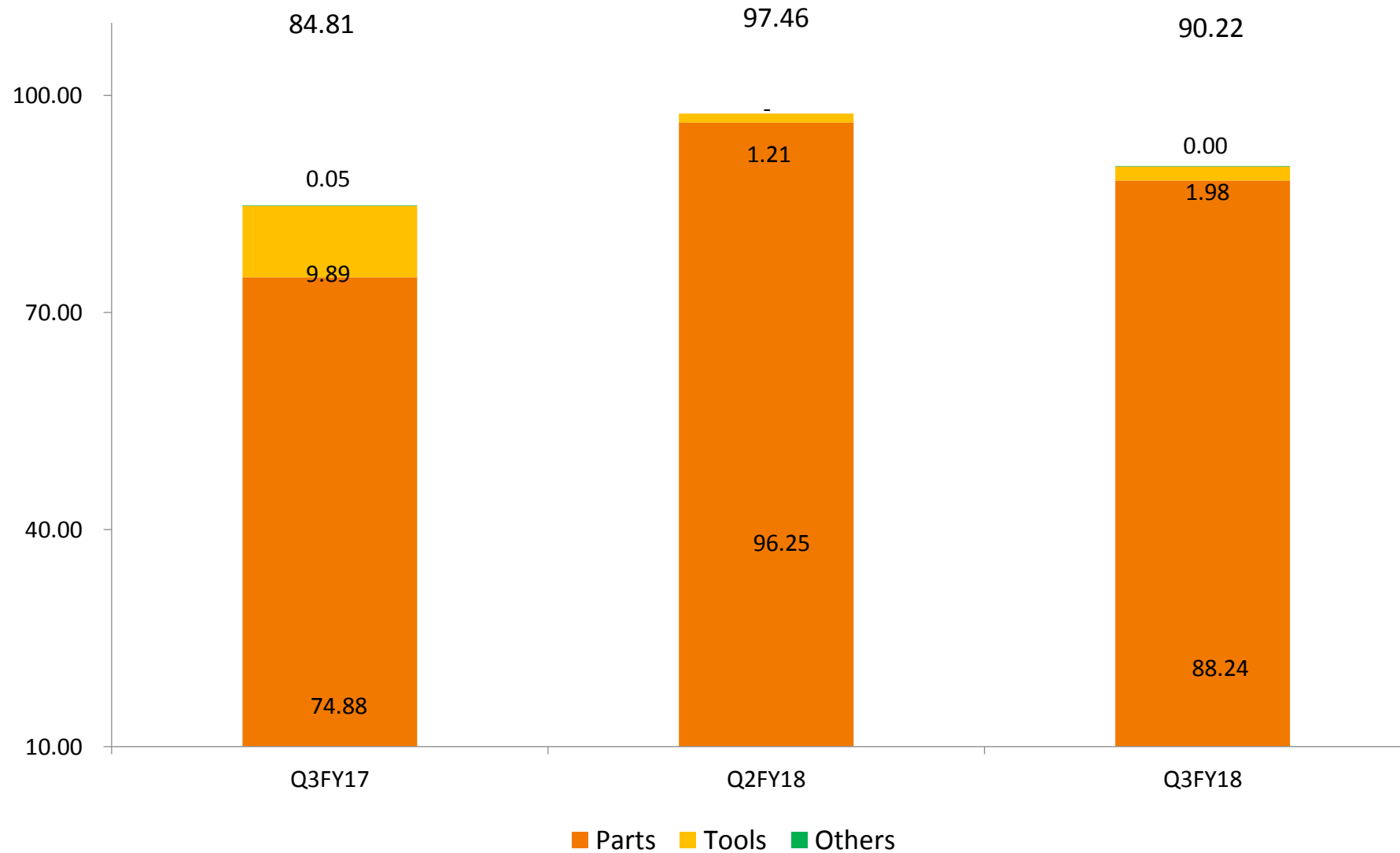
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SUMMARY



Total Income is net of Excise

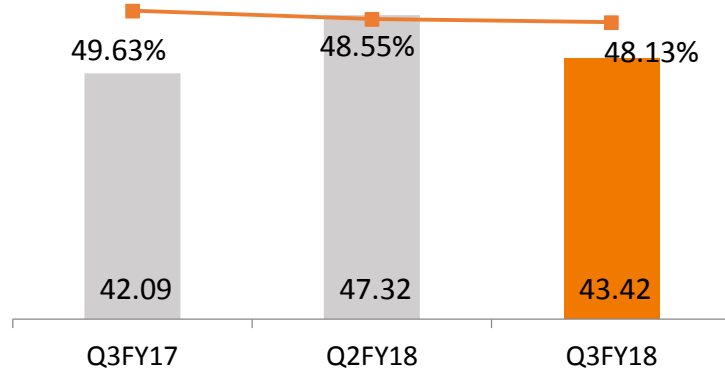
Total Income (Net of Excise) (₹ crore)



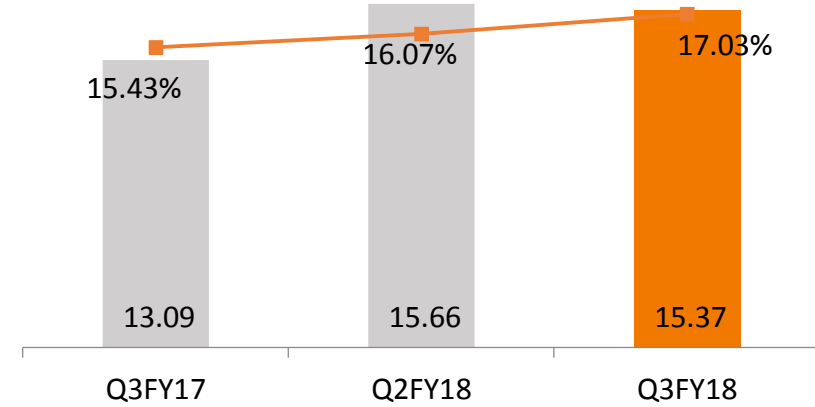
Major Expenses (₹ crore)



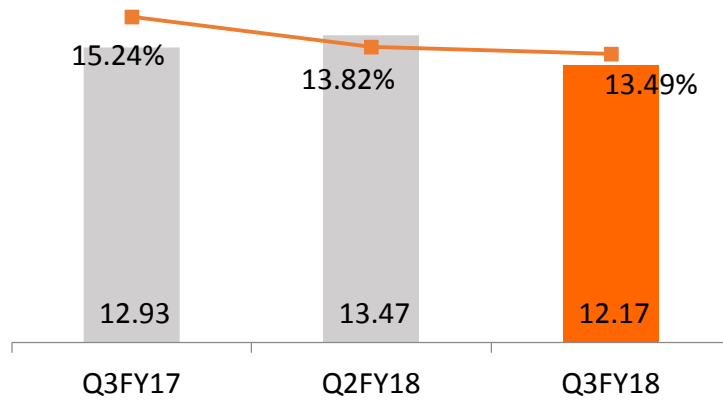
Materials



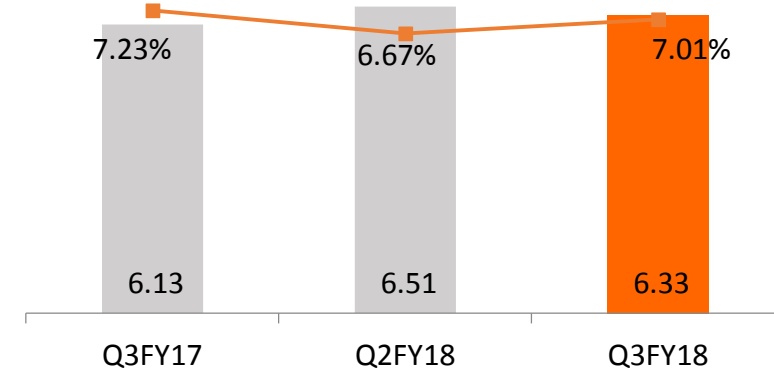
Employee Benefits



Other Expenses



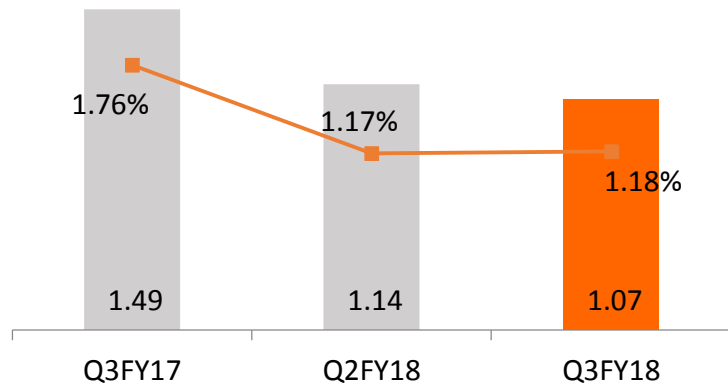
Depreciation



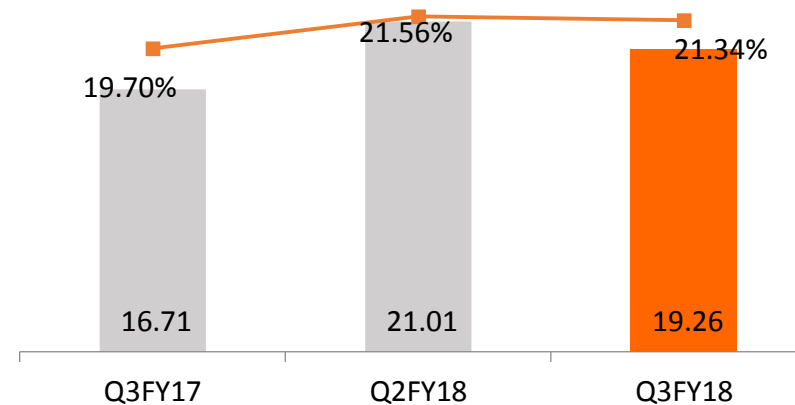
Interest & Earnings(₹ crore)



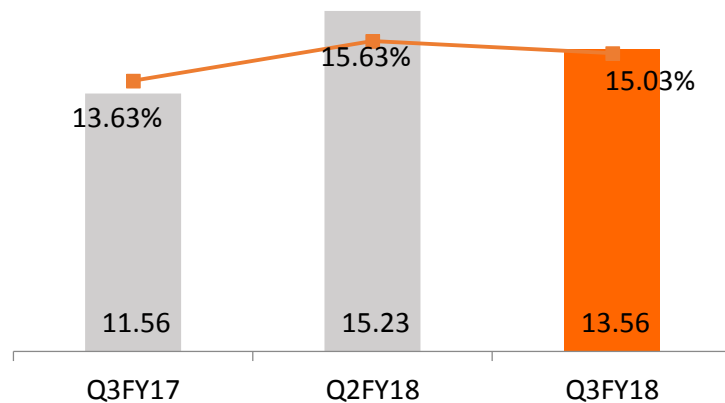
Interest



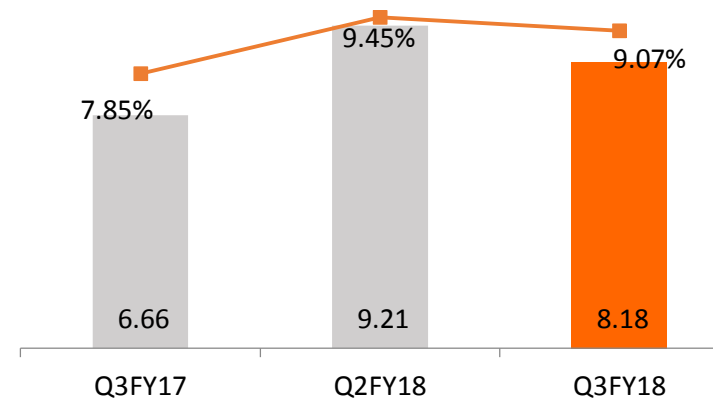
EBITDA



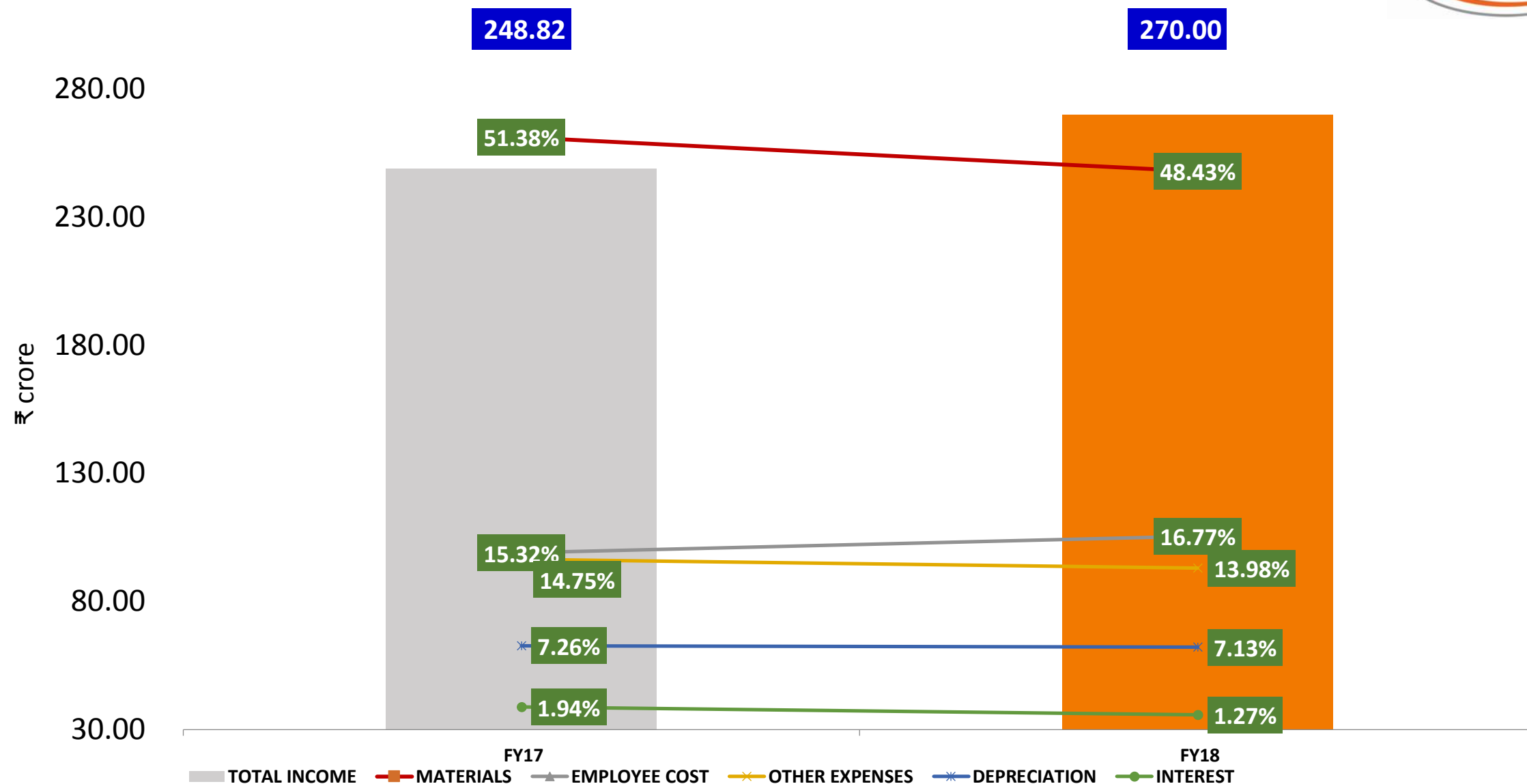
EBIT



PAT



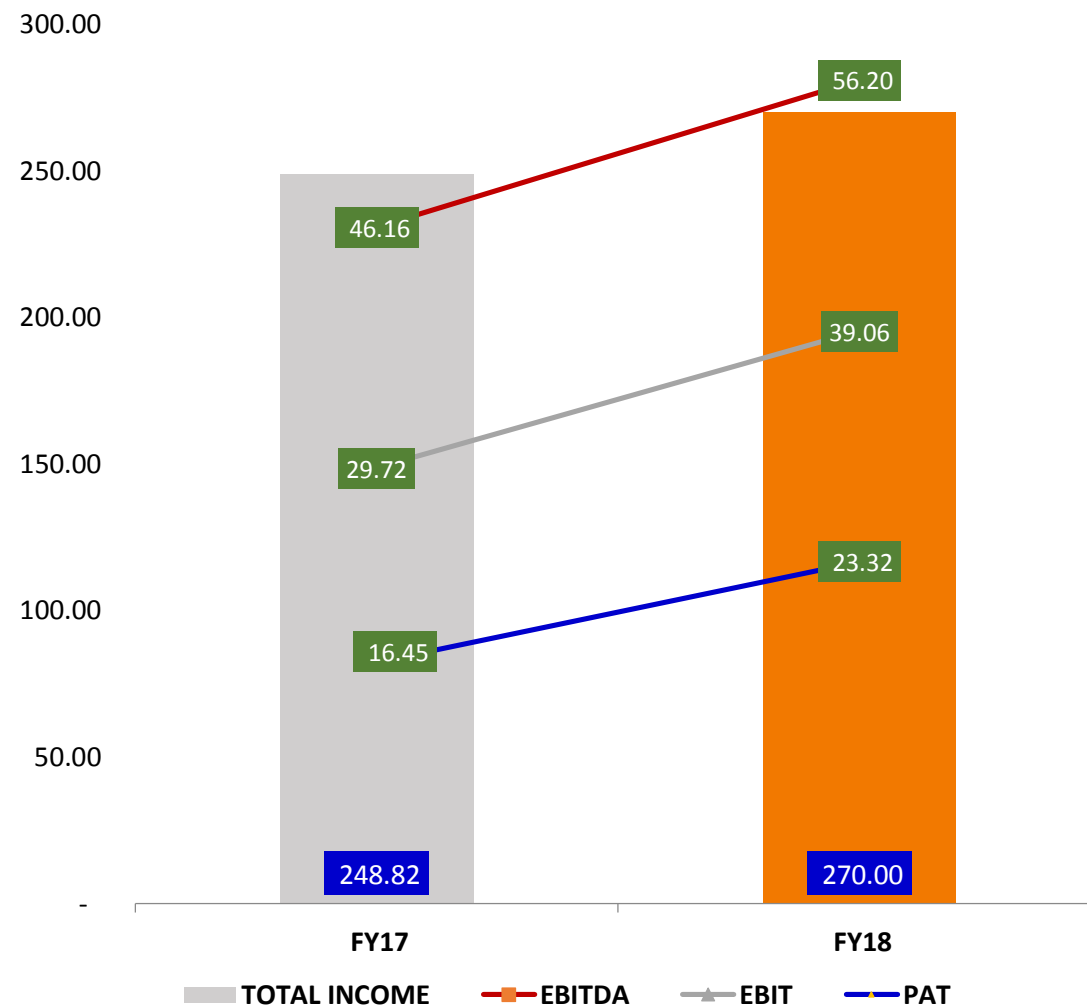
Nine Months Performance – Income & Major Expenses



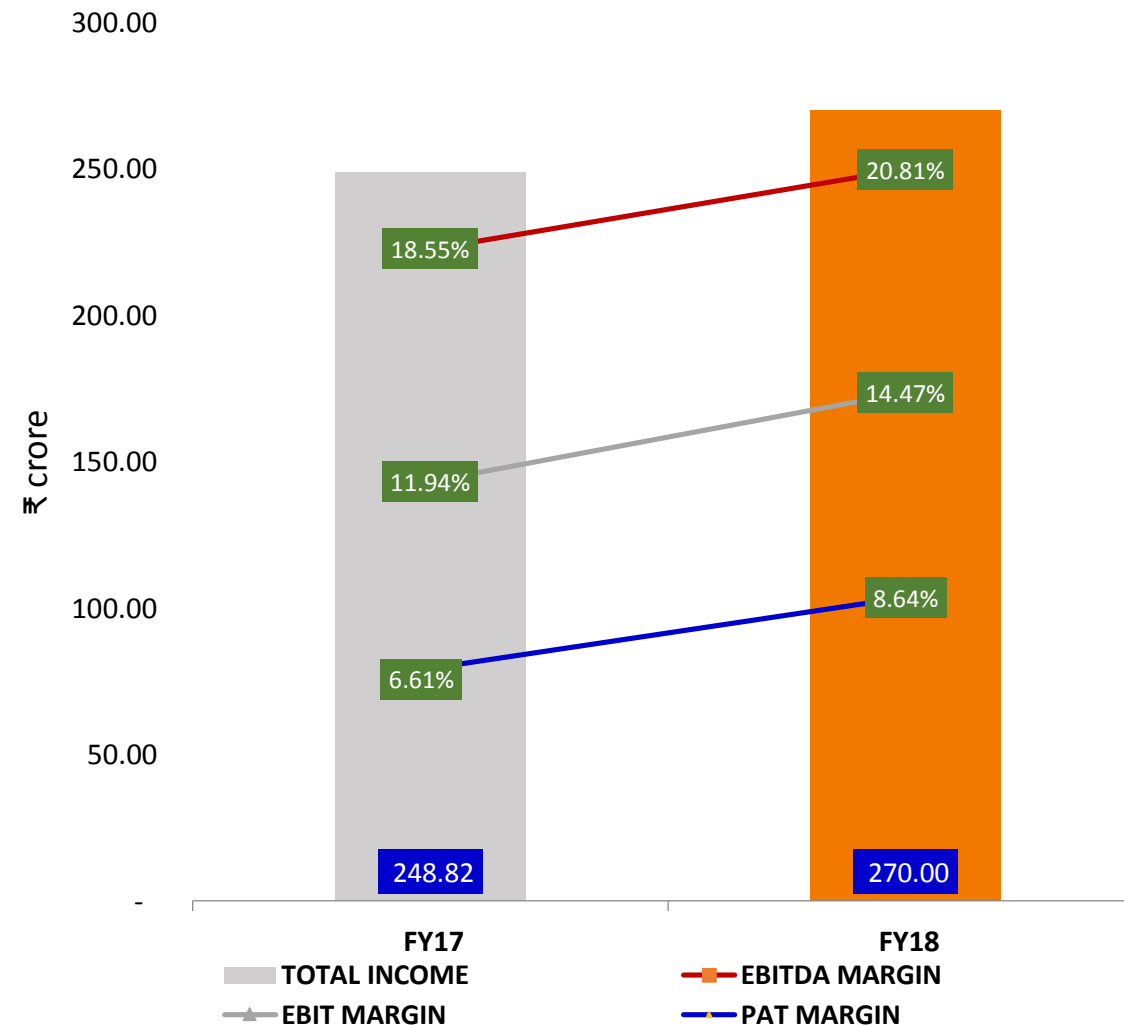
Total Income is net of Excise

Nine Month Performance - Profitability

₹ in Crore

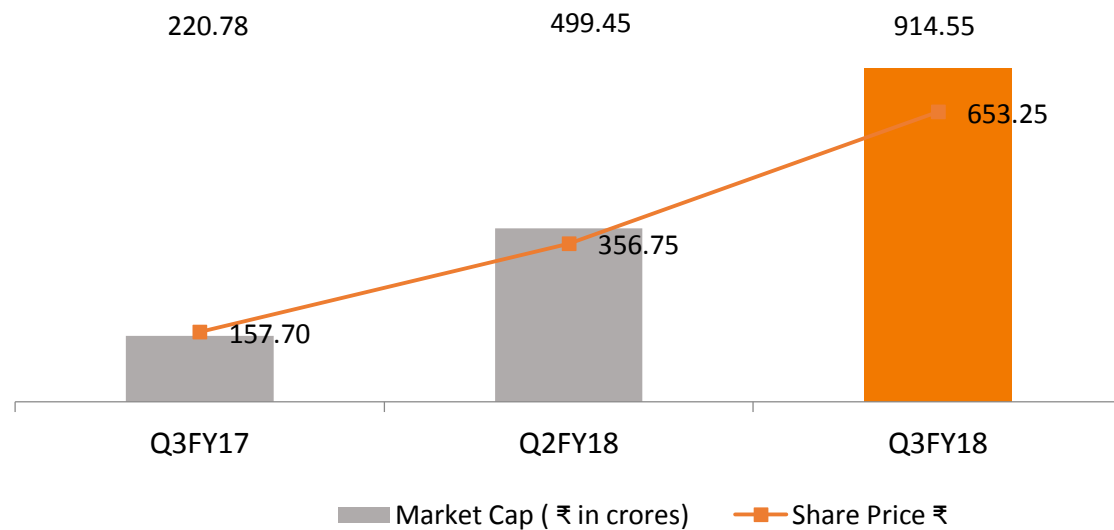
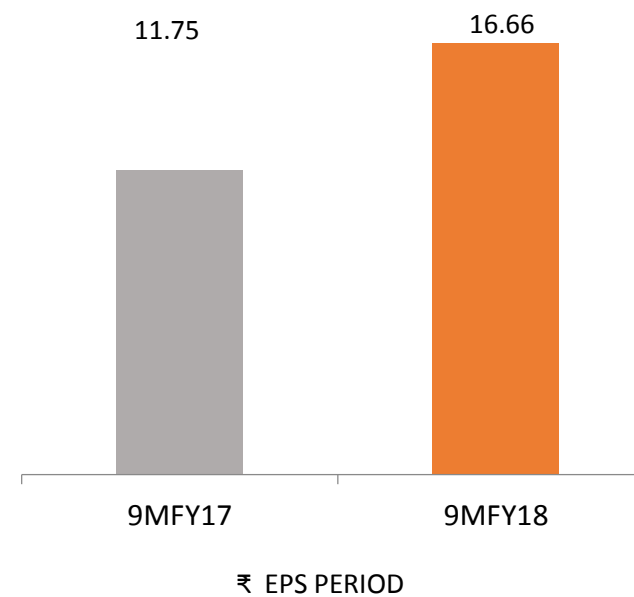
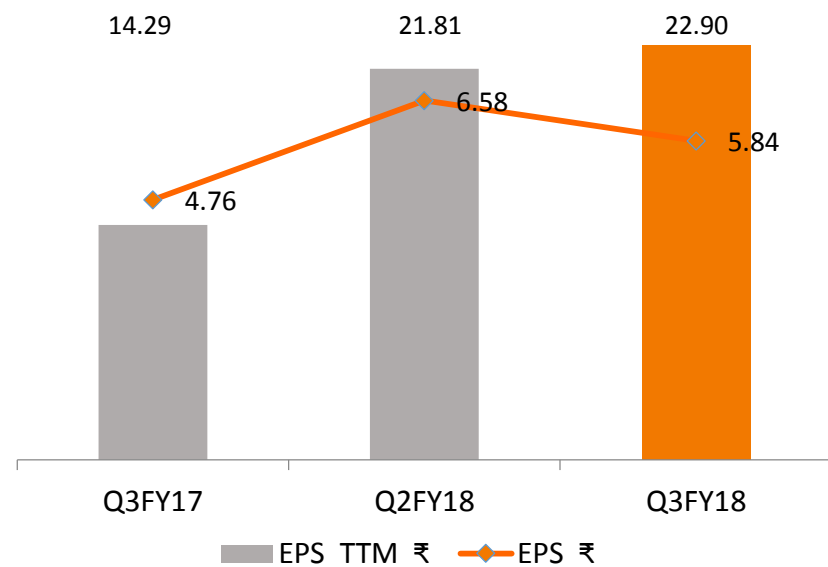


Margin %



Total Income is net of Excise

EPS & MARKET CAPITALIZATION(BSE)

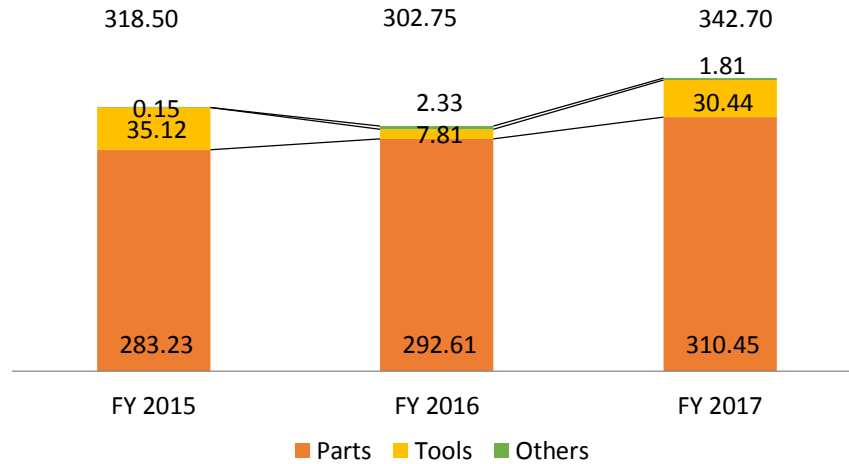


FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)

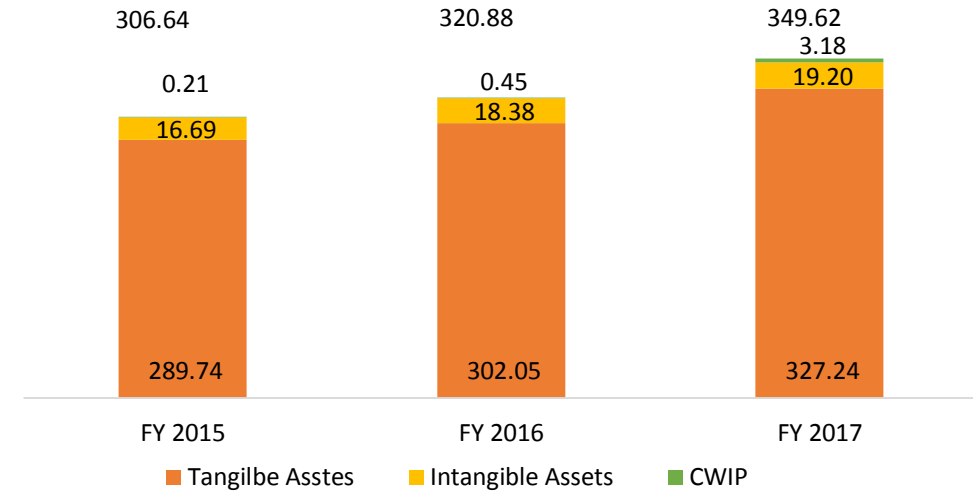
₹ Crs.



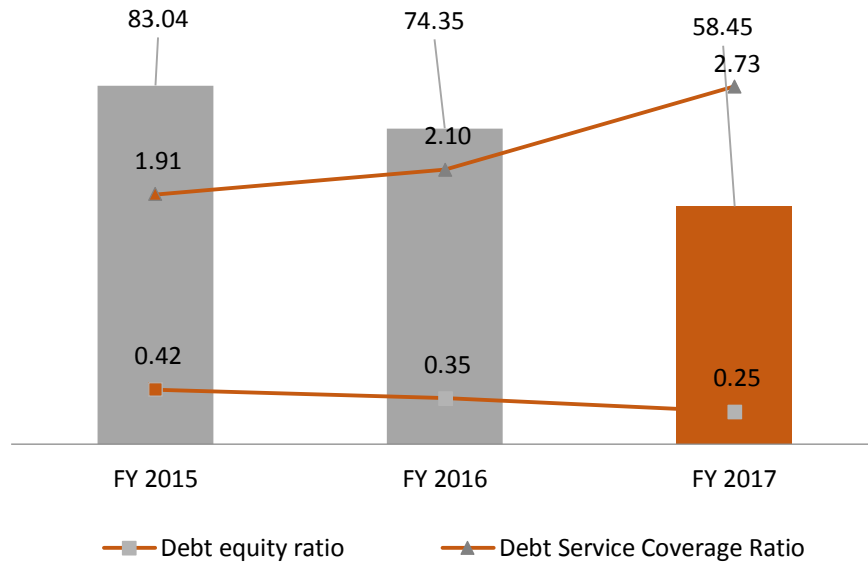
Operating Income



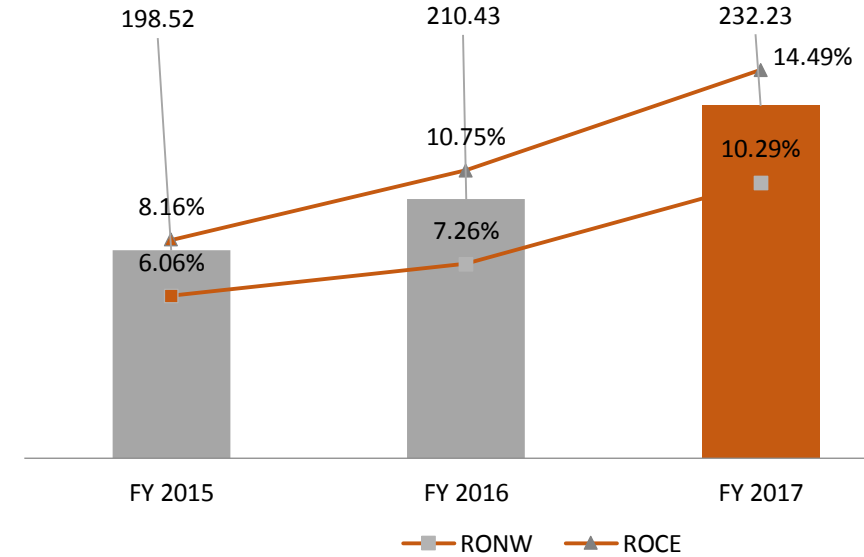
Fixed Assets (Gross Block)



Debt



Net Worth

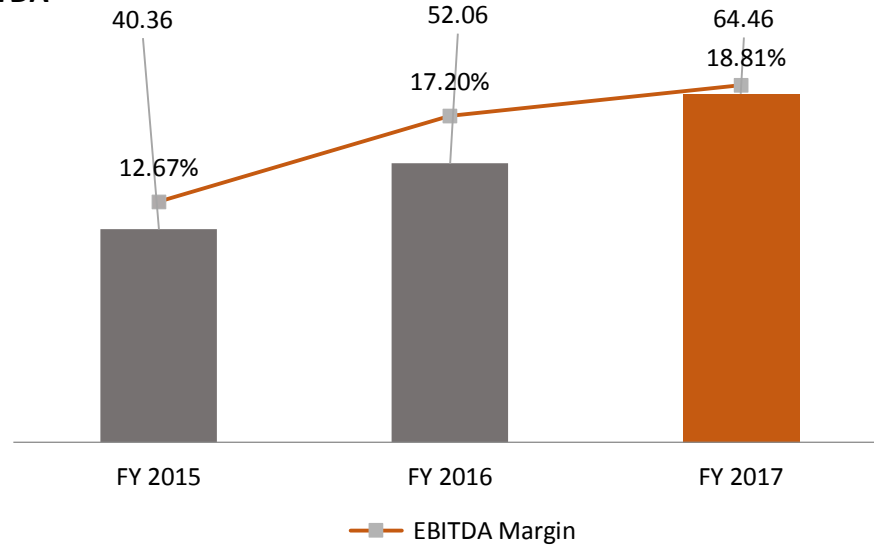


FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)

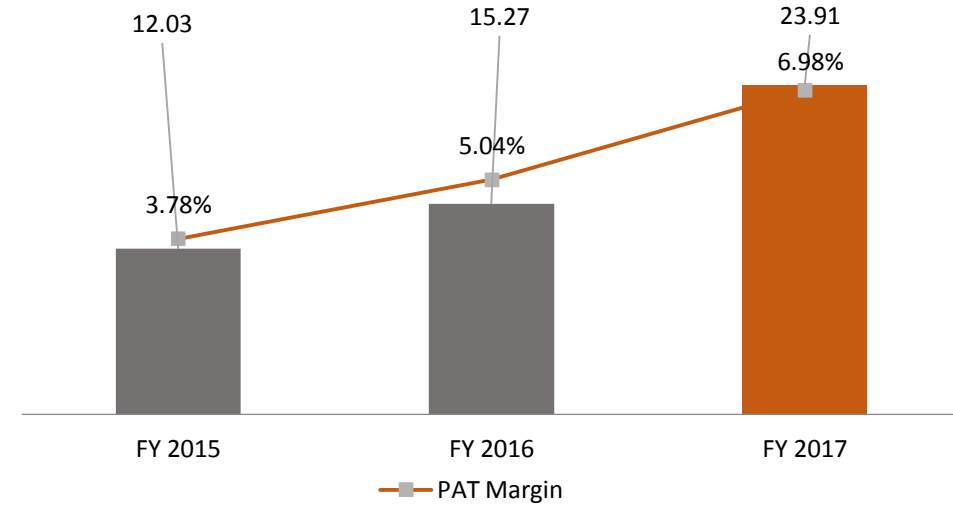
₹ Crs.



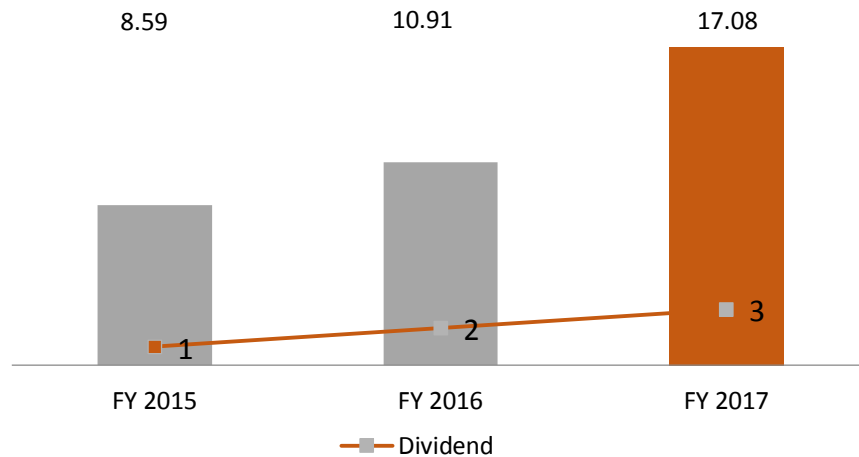
EBITDA



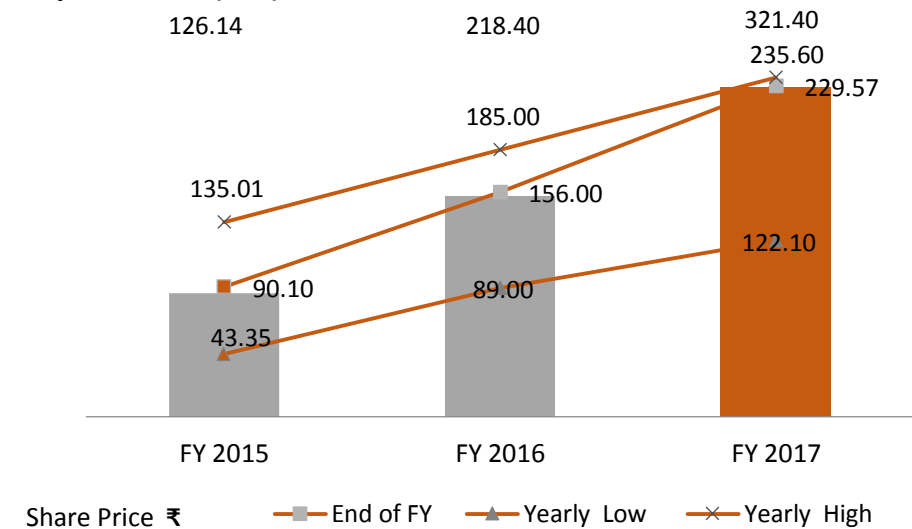
PAT



Earning Per Share (₹)

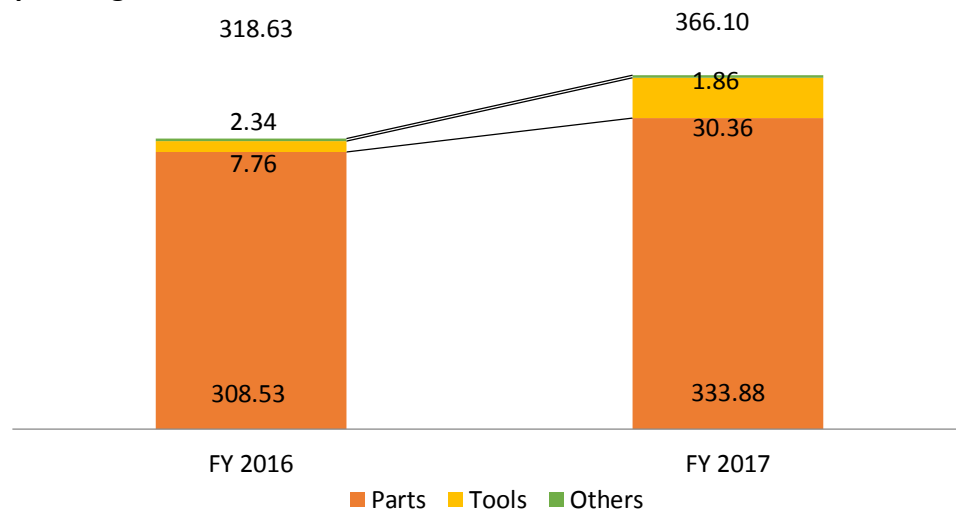


Market Capitalization (BSE)

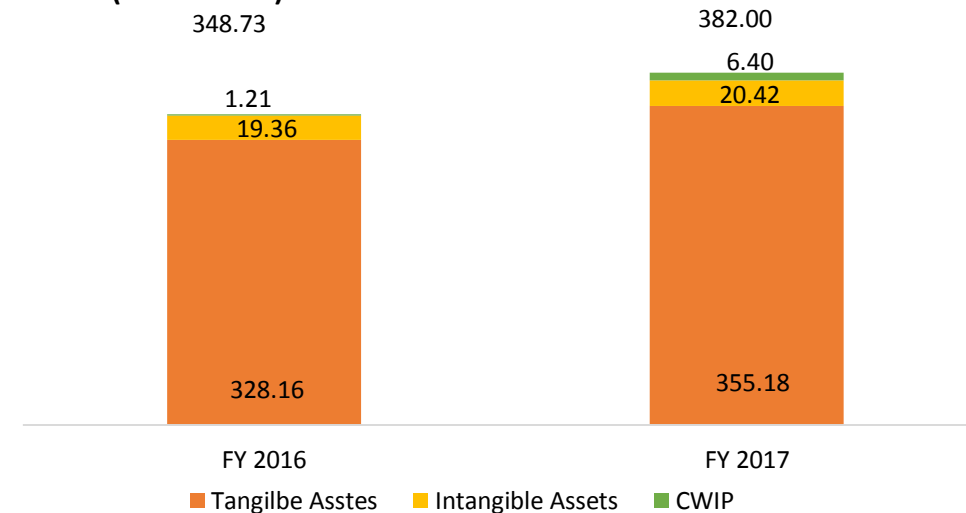


CONSOLIDATED FINANCIAL PERFORMANCE FY 2017

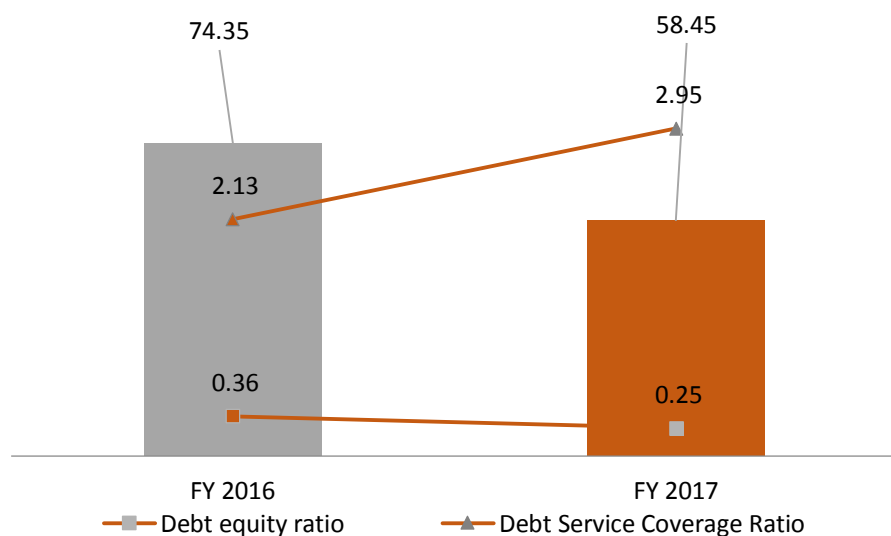
Operating Income



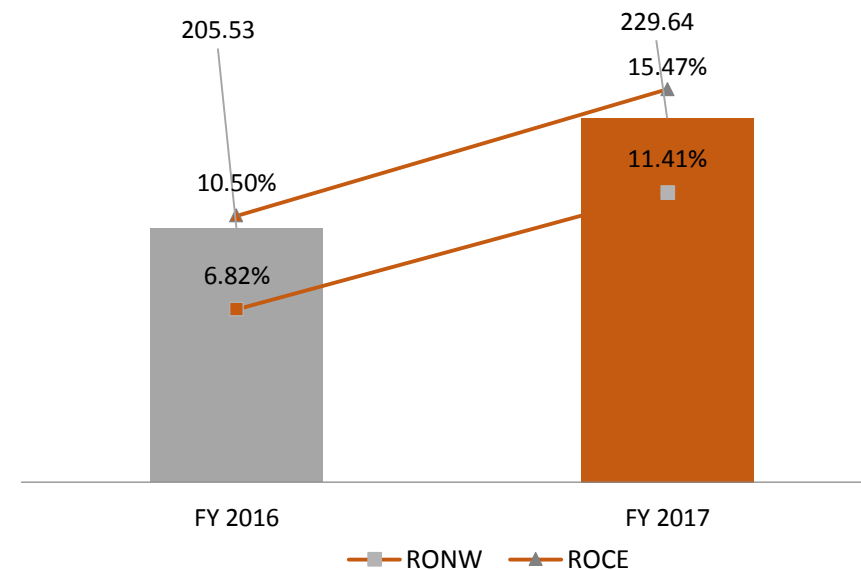
Fixed Assets (Gross Block)



Debt



Net Worth

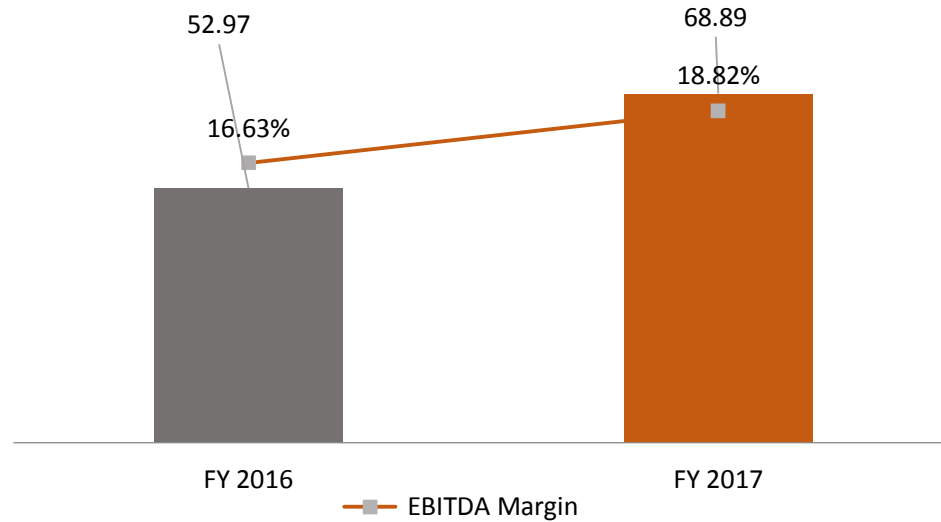


CONSOLIDATED FINANCIAL PERFORMANCE FY 2017

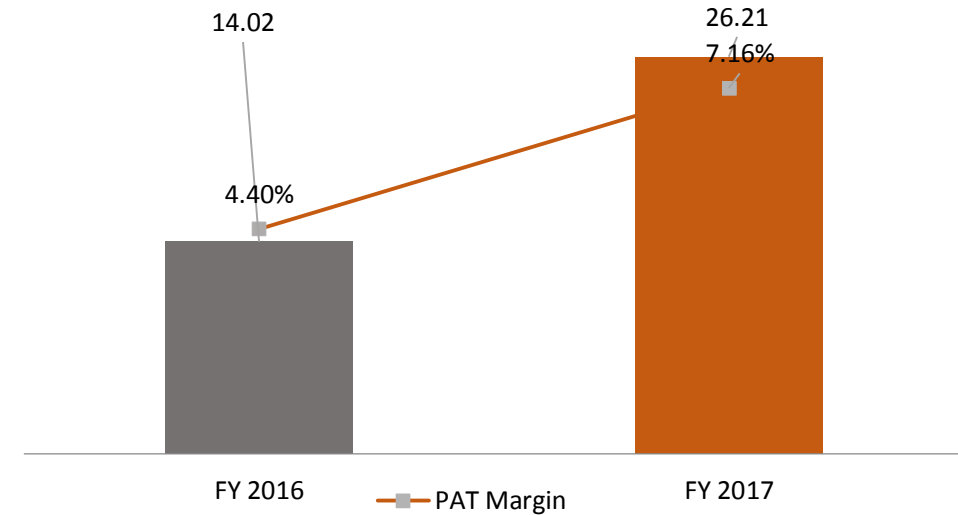
₹ Crs.



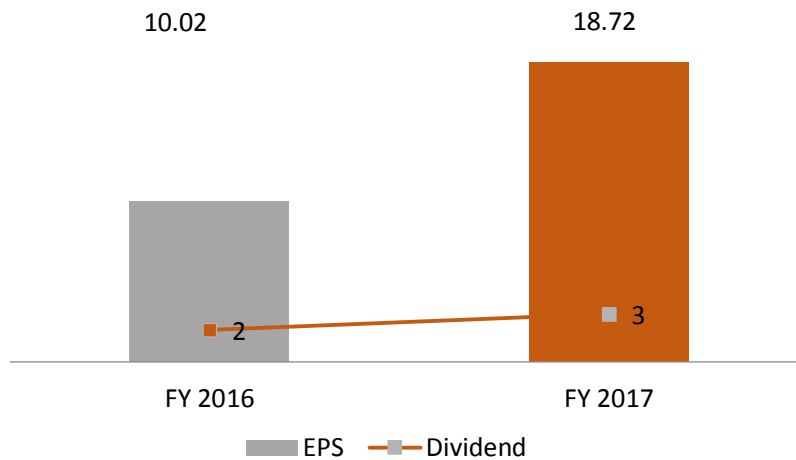
EBITDA



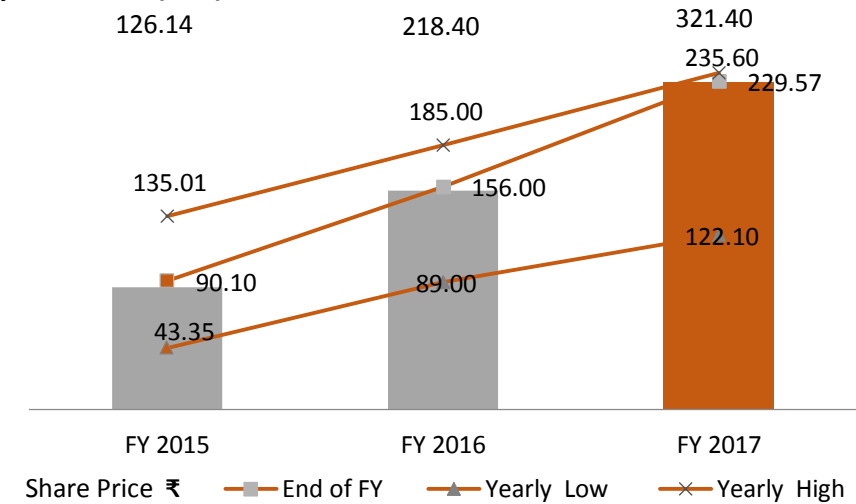
PAT



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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