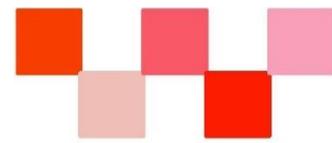


# PPAP Automotive Limited

*Taking Challenges, Together*



# INDEX



Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

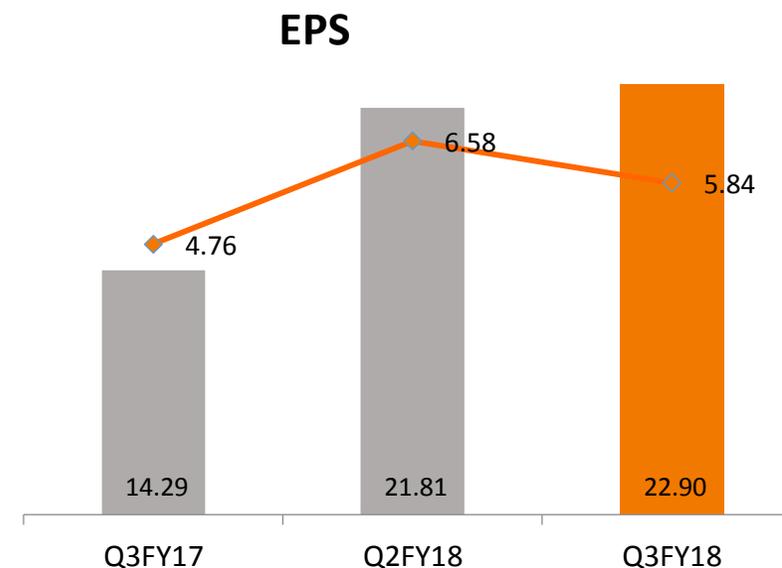
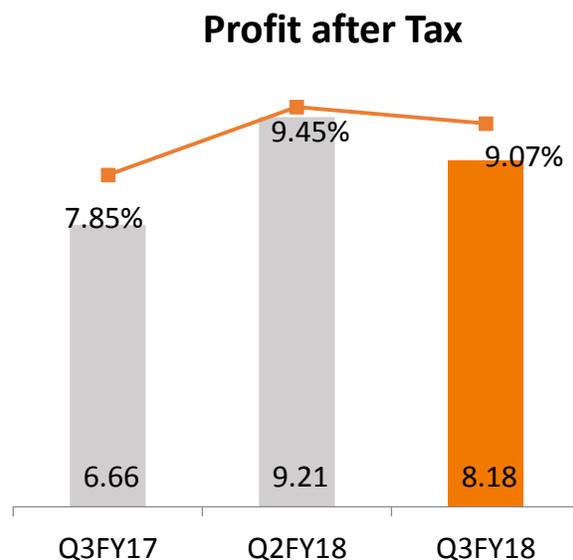
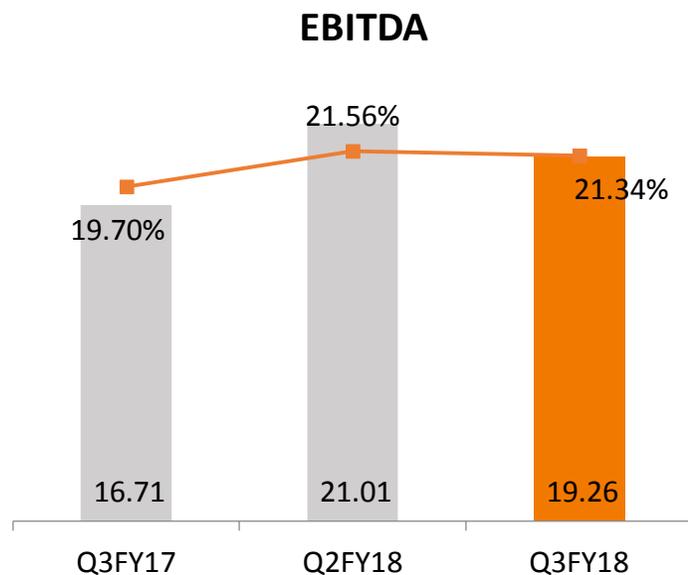
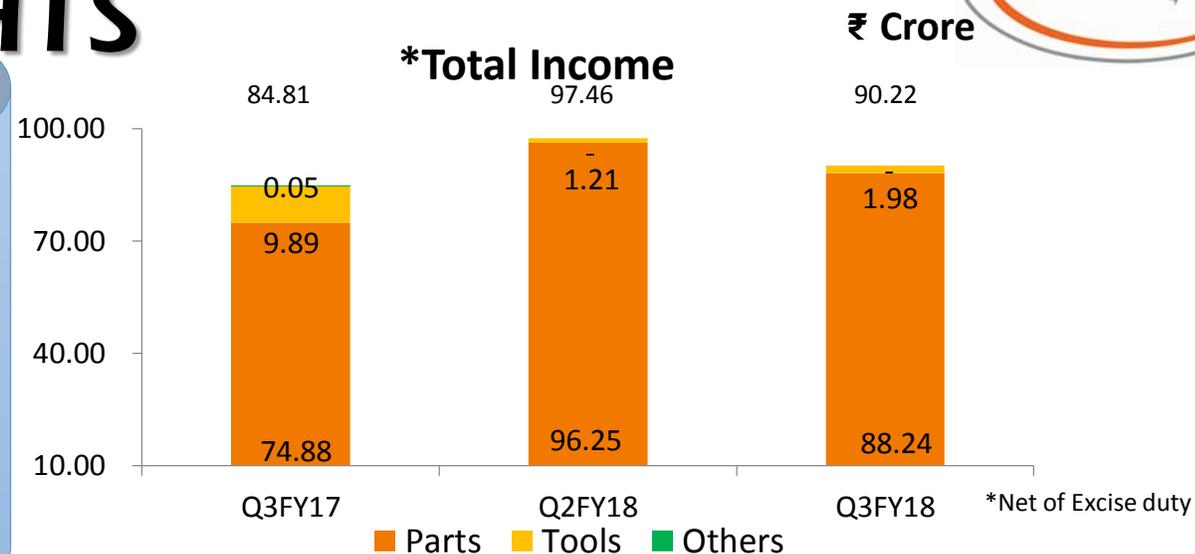
Awards

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



# INDEX



Quarterly Highlights

**Company Overview**

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

Financial 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. 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

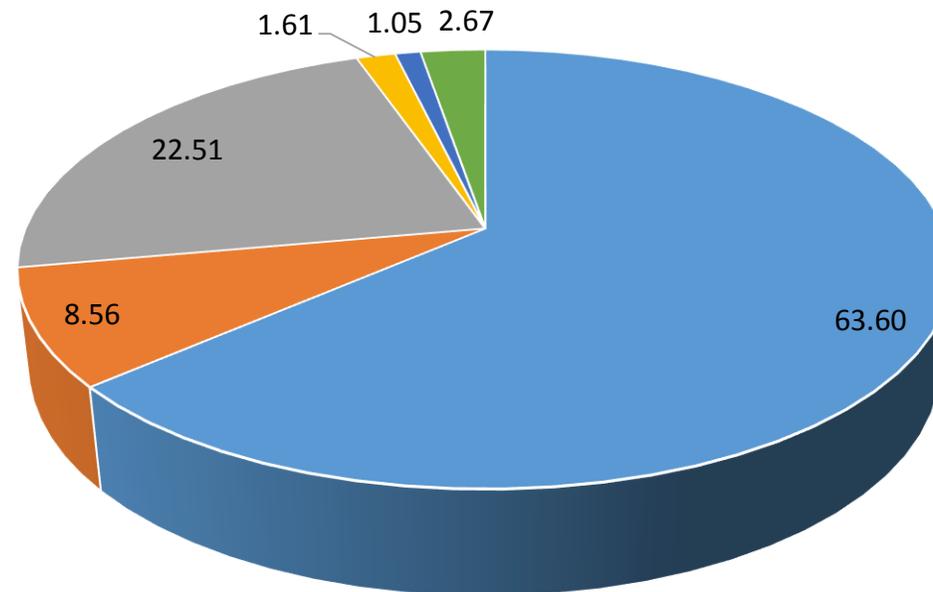


SHARE CAPITAL OF ₹ 140 MILLION



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

## SHARE HOLDING AS ON 31ST DEC 2017



- Promoters
- Bodies Corporate
- Individuals
- Foreign Companies
- Foreign Portfolio Investor (Corporate)
- Others



# COMPANY FOCUS



## MISSION

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

## VISION

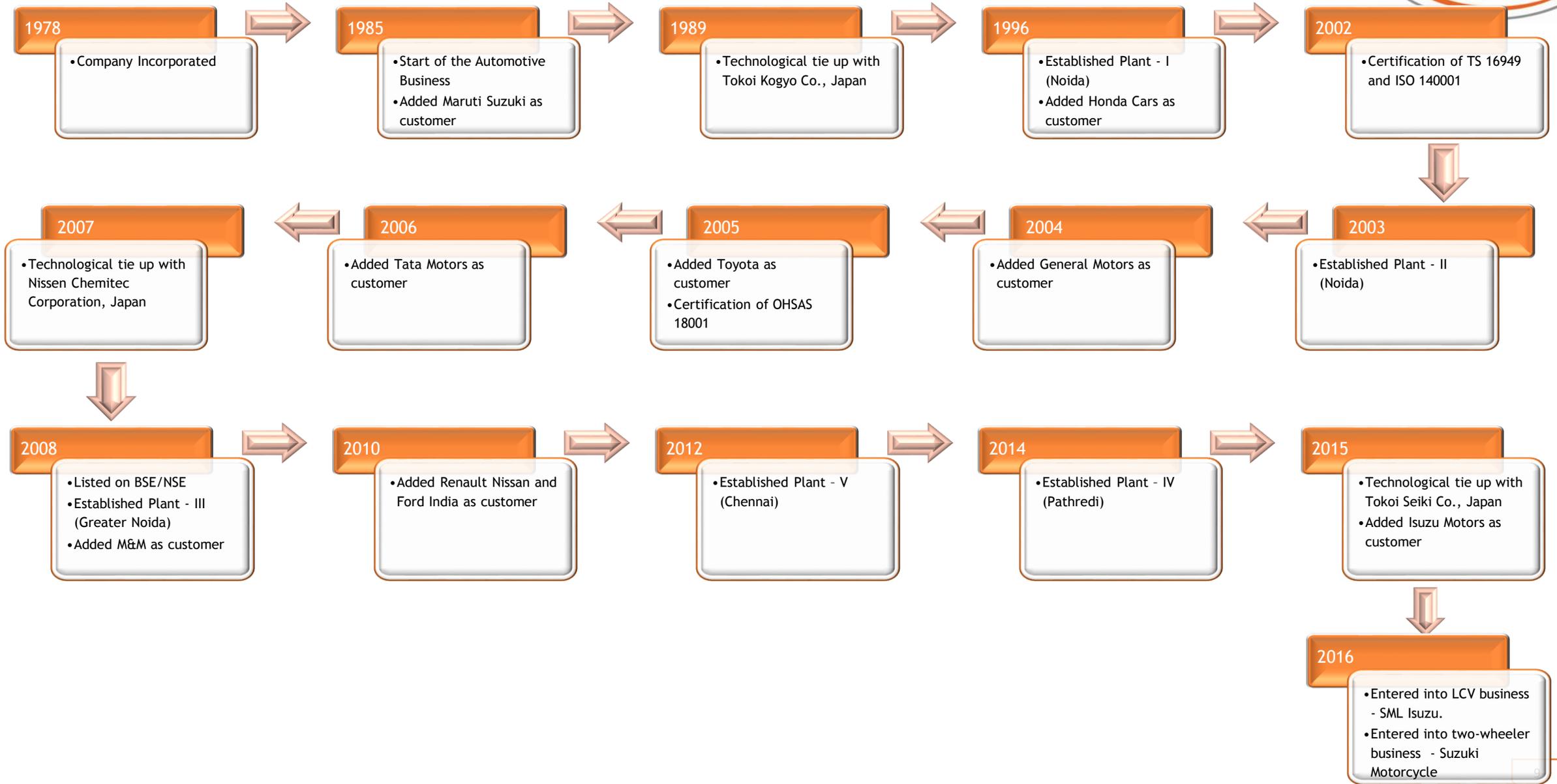
TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

## 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**

# INDEX



Quarterly Highlights

Company Overview

**Core Strengths & Growth Strategy**

Our Products

Facilities & Customers

Awards

Financial Overview

# 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

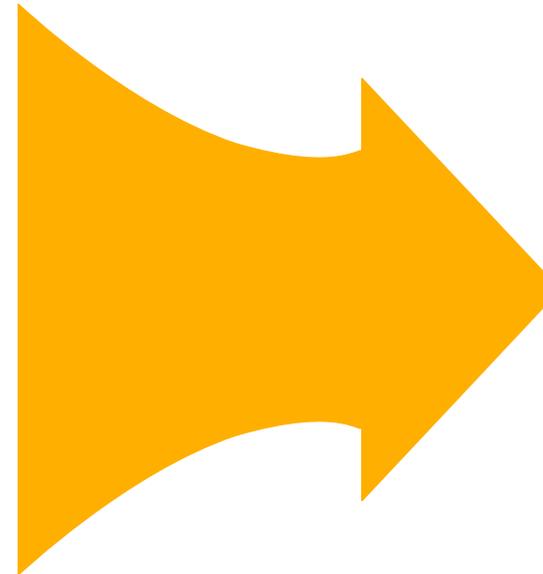
**Focus on increasing customer base**

- 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

# INDEX



Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

**Our Products**

Facilities & Customers

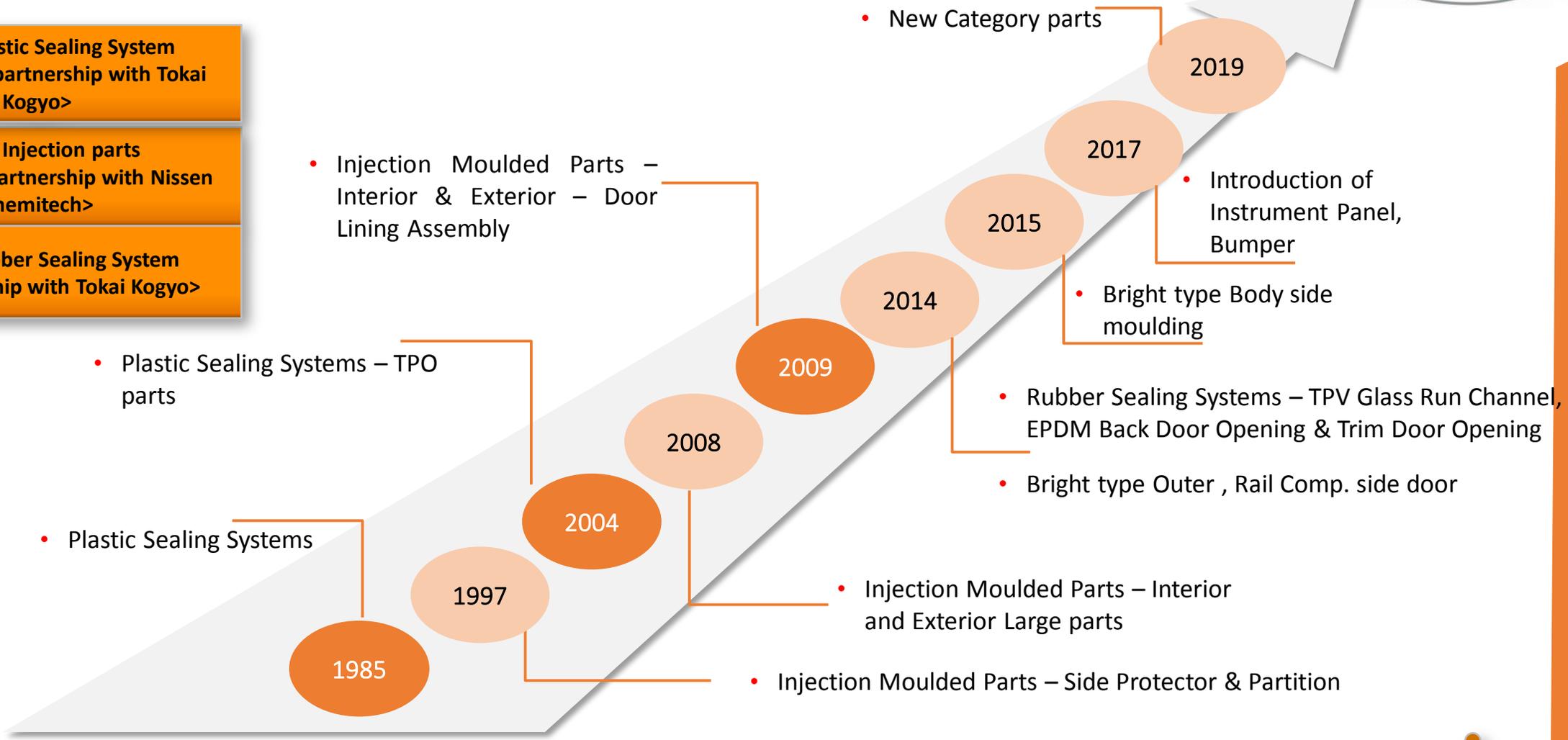
Awards

Financial Overview



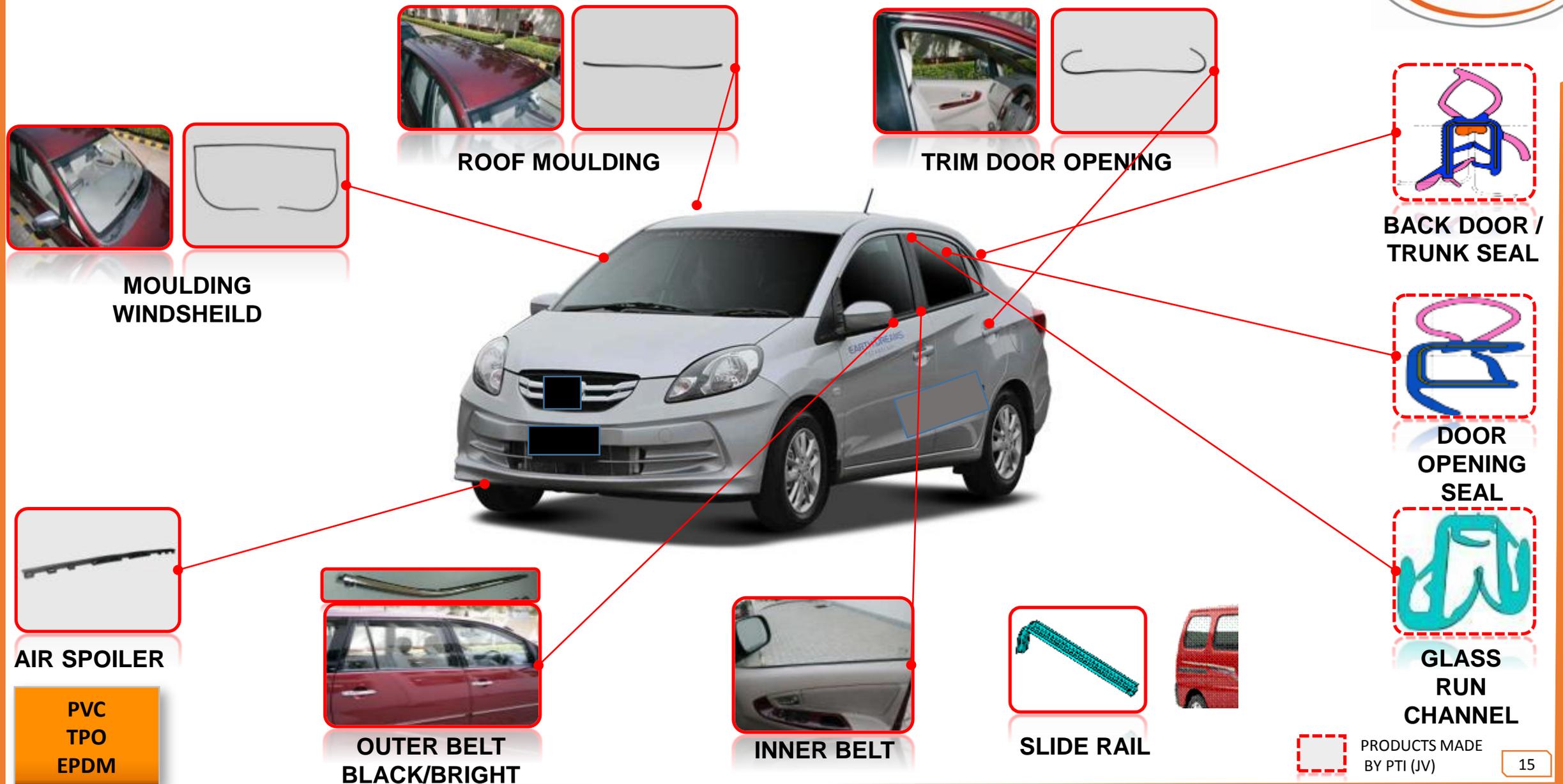
# PRODUCT - MILESTONES

- 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>

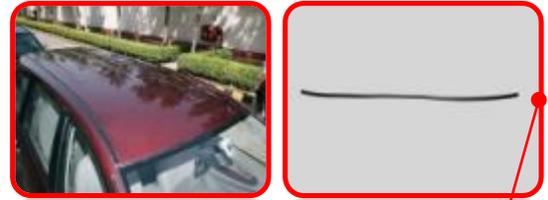


CONTINUOUSLY SUPPORT CUSTOMER IN VALUE ADDED PRODUCTS & SERVICES

# SEALING SYSTEMS



**MOULDING  
WINDSHEILD**



**ROOF MOULDING**



**TRIM DOOR OPENING**



**BACK DOOR /  
TRUNK SEAL**



**DOOR  
OPENING  
SEAL**



**GLASS  
RUN  
CHANNEL**



**AIR SPOILER**

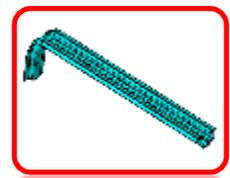
**PVC  
TPO  
EPDM**



**OUTER BELT  
BLACK/BRIGHT**



**INNER BELT**



**SLIDE RAIL**

PRODUCTS MADE  
BY PTI (JV)

# INJECTION MOLDING PRODUCTS



FR-PILLAR



CTR-PILLAR



RR -PILLAR



PARTITION

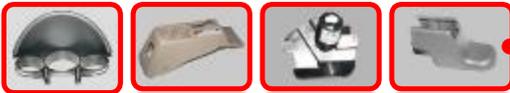


REAR TRAY

## UNDER HOOD PRODUCTS



## IN CABIN PRODUCTS



LINING RR PANEL



SIDE PROTECTORS



SPLASH GUARD



DOOR LINING



FENDER INNER



TRUNK LINING

# INDEX



Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

**Facilities & Customers**

Awards

Financial Overview



# CUSTOMERS & FACILITIES

## CUSTOMERS

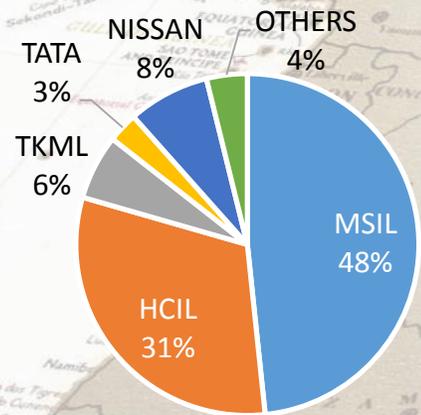
### Domestic Presence

### International Presence

- MARUTI SUZUKI**
- SML ISUZU**
- HONDA**
- GM**
- TATA**
- TATA Mahindra**
- TOYOTA**
- NISSAN**
- HYUNDAI**
- Ford**
- ISUZU**
- TATA**
- SUZUKI**
- REVA II**
- REVA I**

- JAPAN
- THAILAND
- BRAZIL
- UNITED KINGDOM
- MEXICO
- SOUTH AFRICA
- VENEZUELA
- ARGENTINA

## BUSINESS SHARE AS ON 31/12/2017

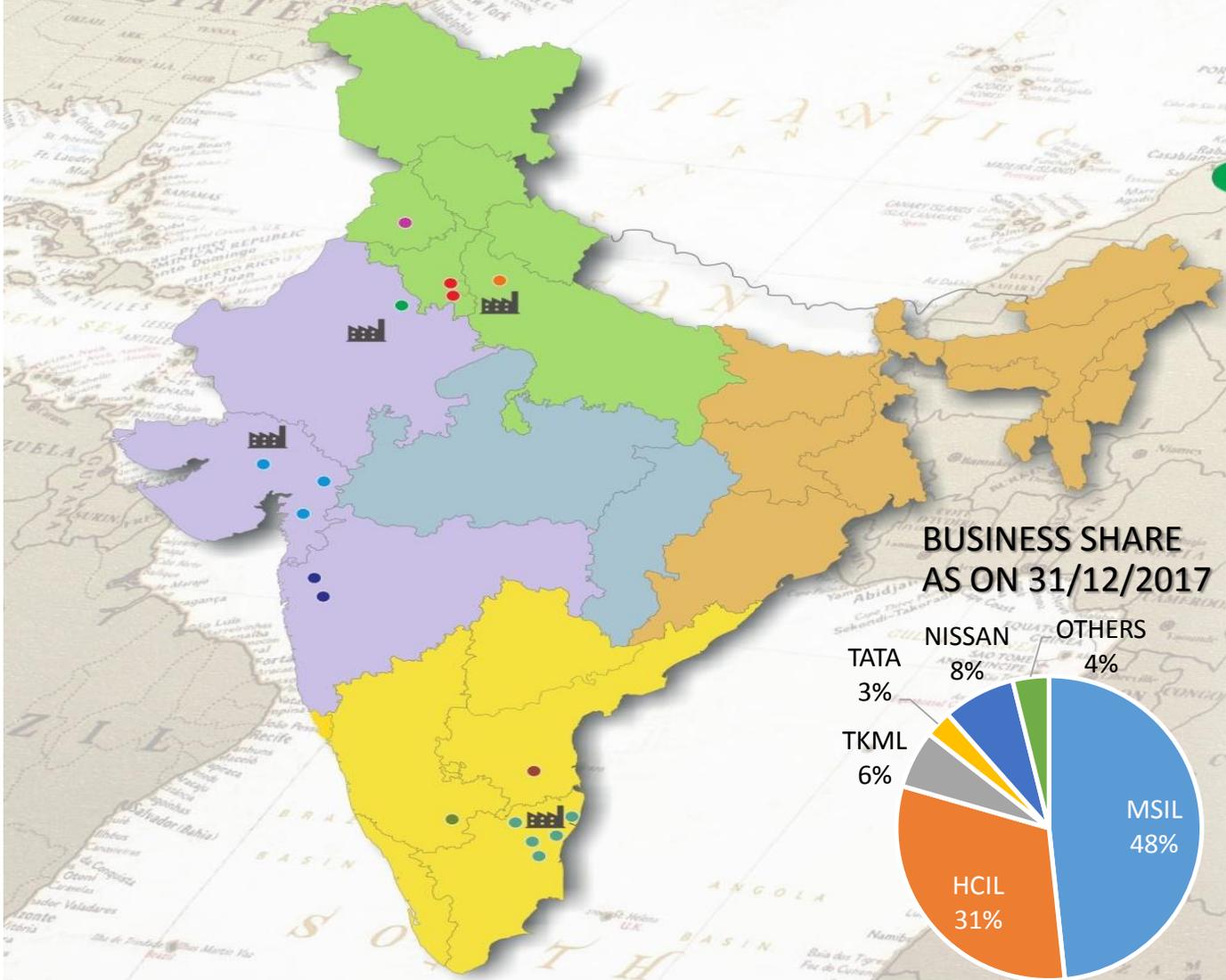


## FACILITIES

- Plastic Extrusion
- Injection
- Rubber Extrusion  
PTI, IV Company

## PLANTS

- Noida I
- Noida II
- Surajpur III
- Pathredi IV
- Chennai V
- Viramgam VI
- Surajpur  
PTI, IV Company



NOT TO SCALE - FOR ILLUSTRATION PURPOSE ONLY

# PARTS DEVELOPED BY PPAP IN FOLLOWING MODELS



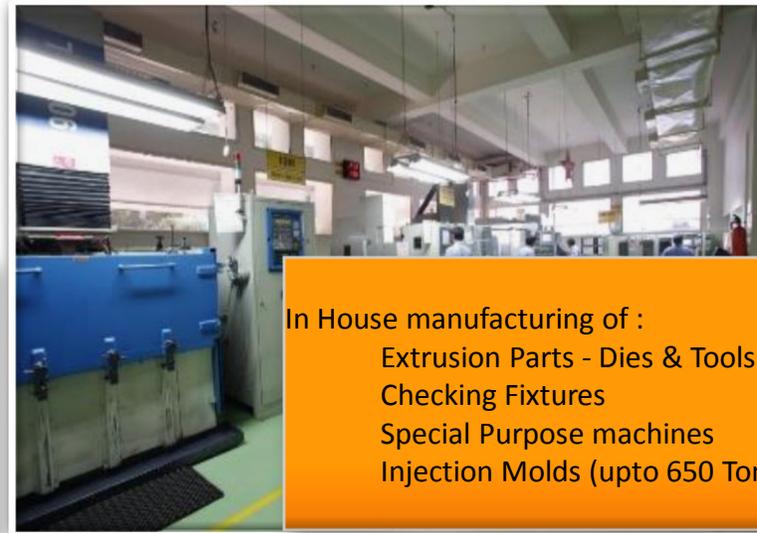
# DEVELOPMENT INFRASTRUCTURE

## DESIGN



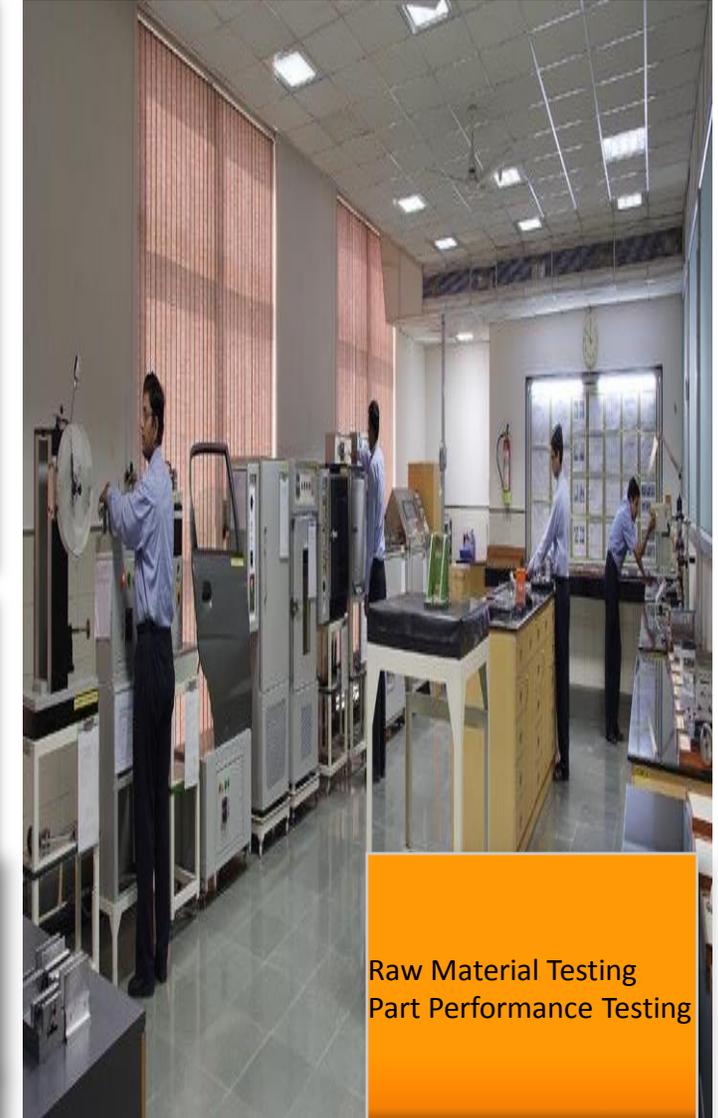
- Product Design
- Tool Design
- Checking Fixture Design
- Design Validation
- Special Purpose Machines Design & Manufacturing

## TOOL MANUFACTURING



- In House manufacturing of :
- Extrusion Parts - Dies & Tools
  - Checking Fixtures
  - Special Purpose machines
  - Injection Molds (upto 650 Tons)

## VALIDATION

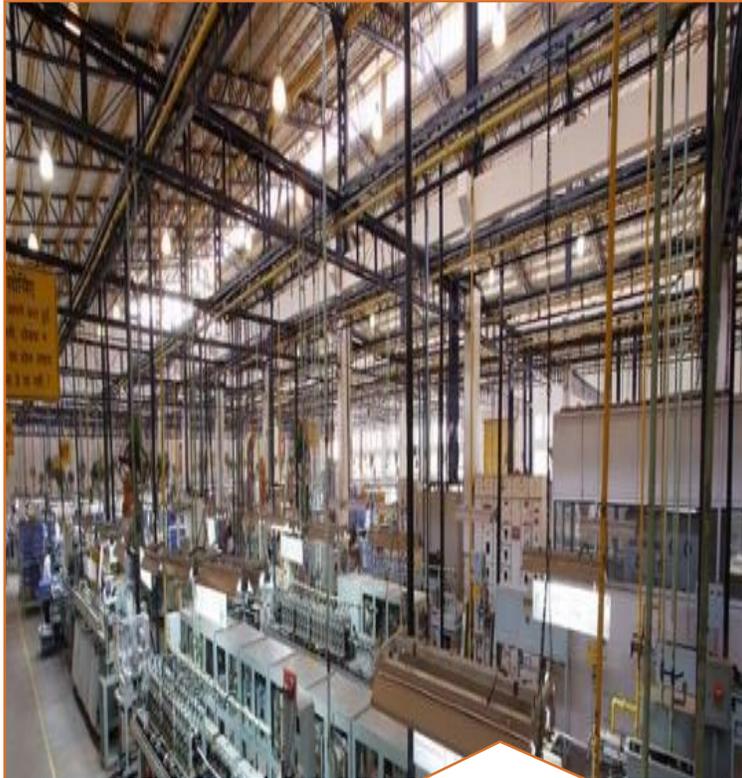


- Raw Material Testing
- Part Performance Testing

# MANUFACTURING INFRASTRUCTURE



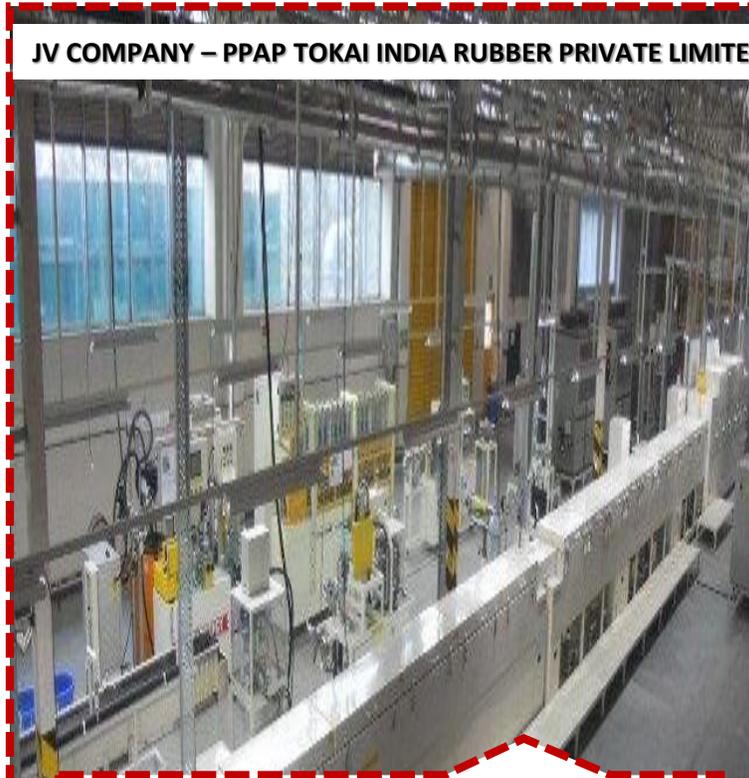
## PLASTIC EXTRUSION



### 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



### 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

# INDEX



Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

Financial Overview

# 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<sub>2</sub> 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**



# INDEX

Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

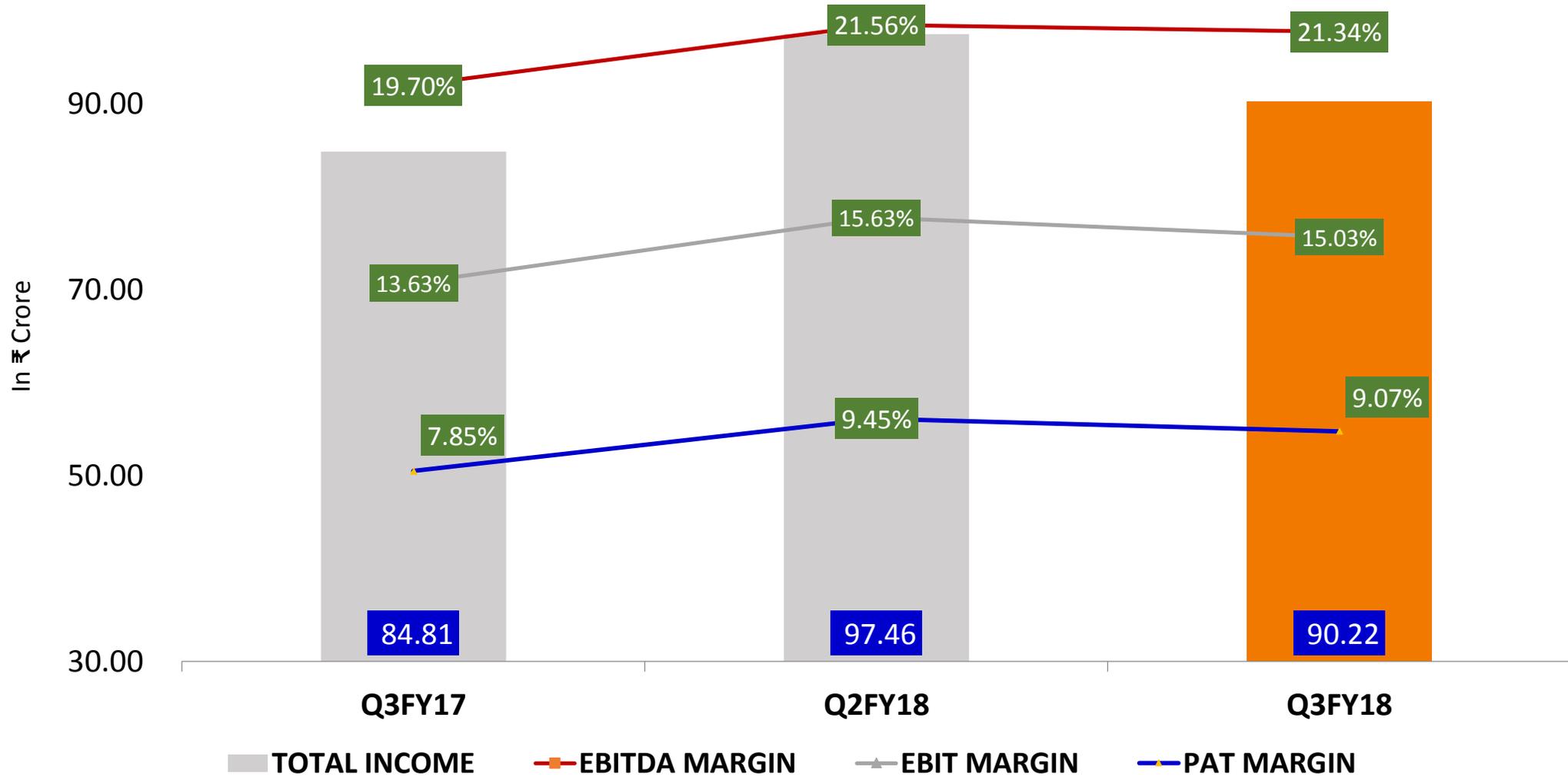
Our Products

Facilities & Customers

Awards

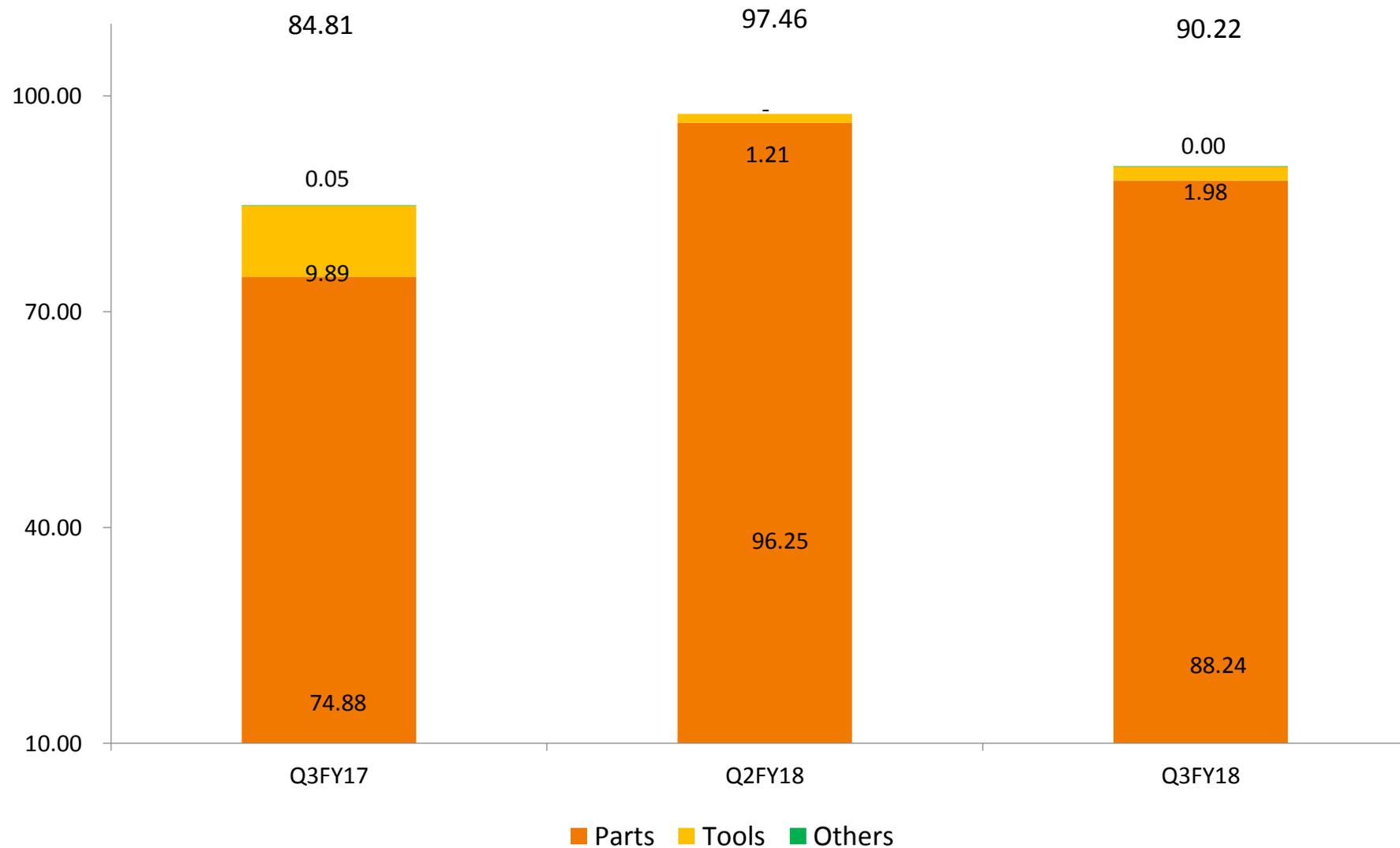
Financial Overview

# SUMMARY



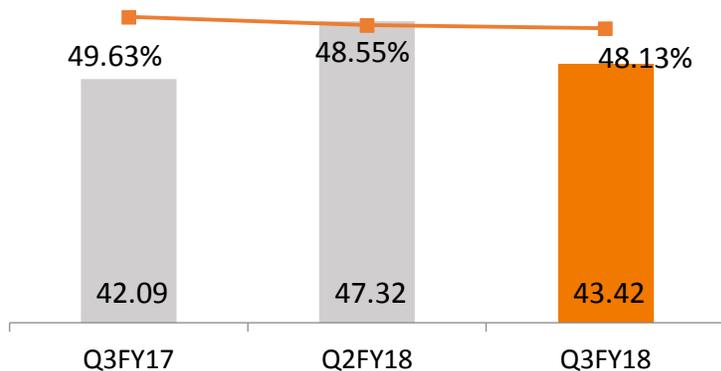


# Total Income (Net of Excise) (₹ crore)

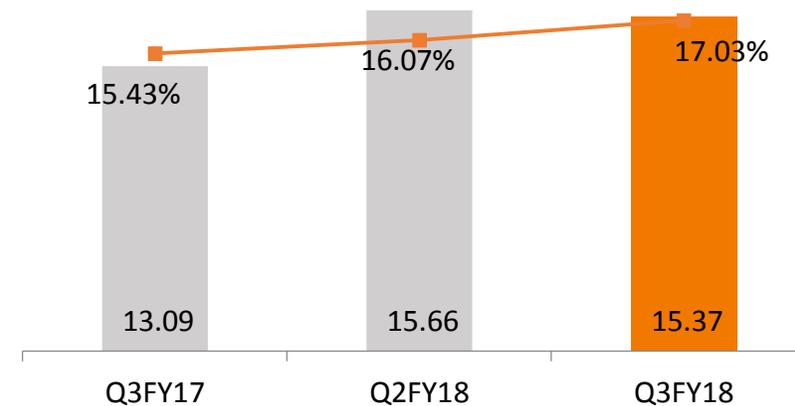


# Major Expenses (₹ crore)

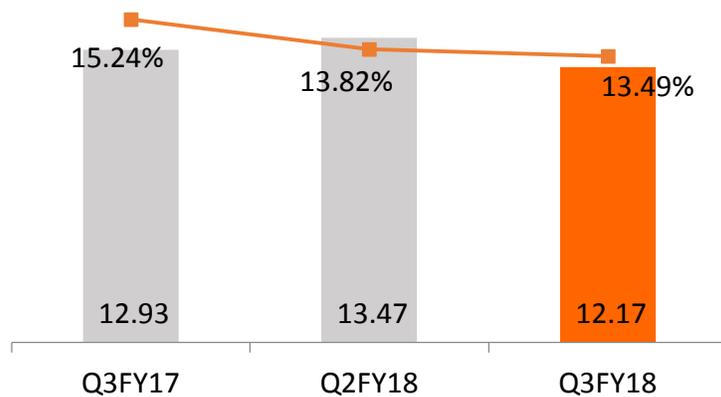
## Materials



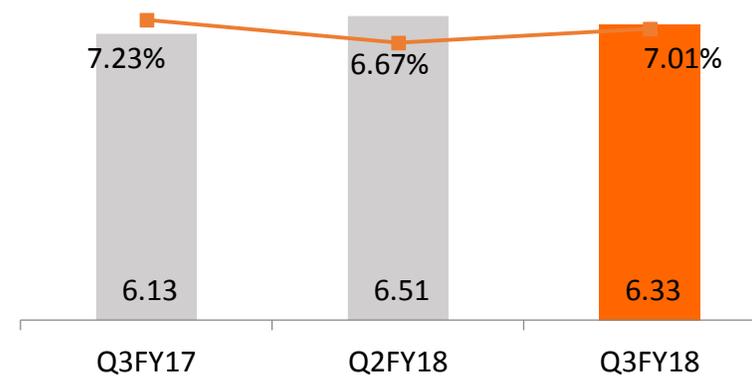
## Employee Benefits



## Other Expenses

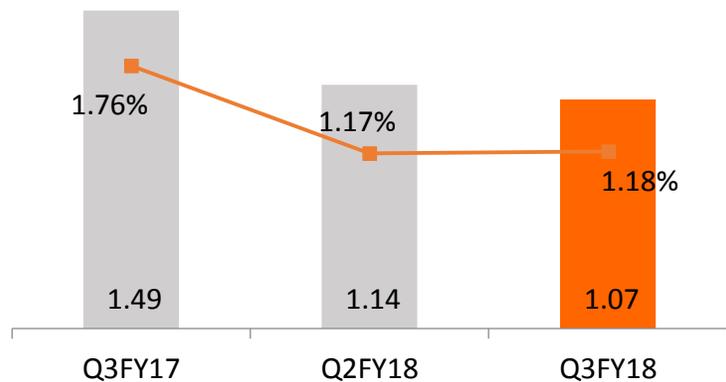


## Depreciation

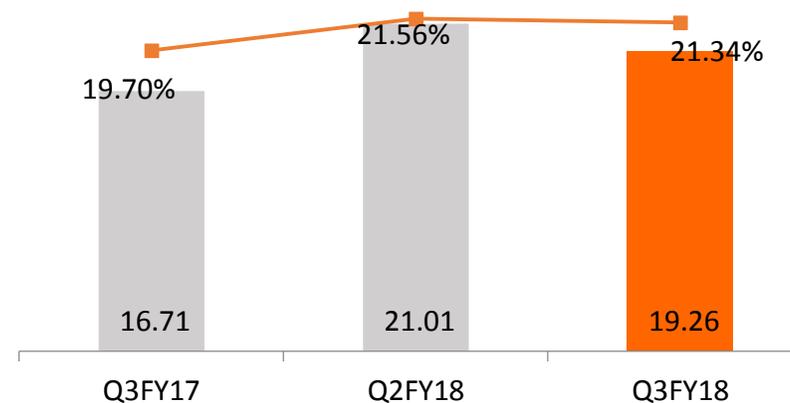


# Interest & Earnings(₹ crore)

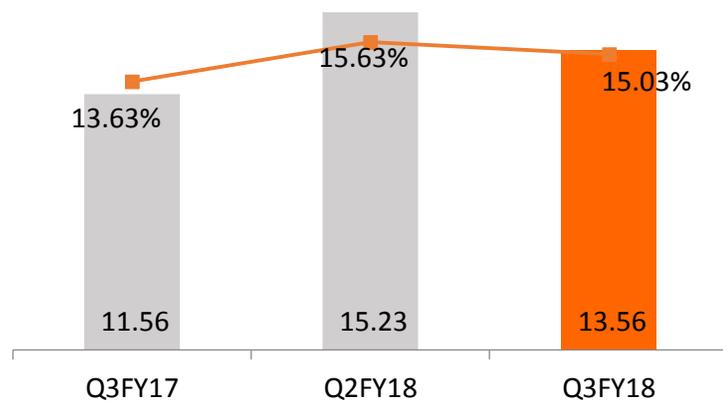
## Interest



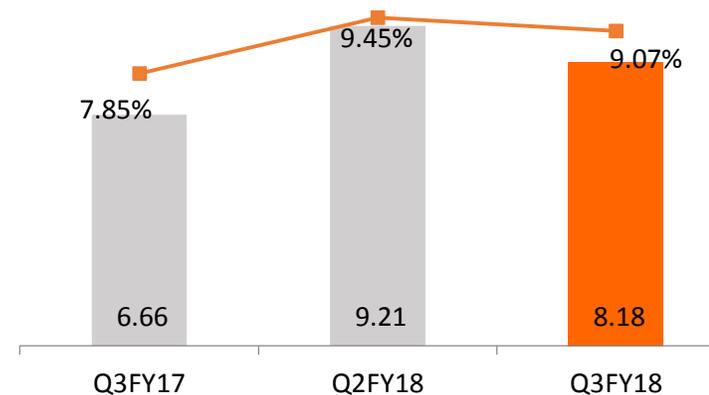
## EBITDA



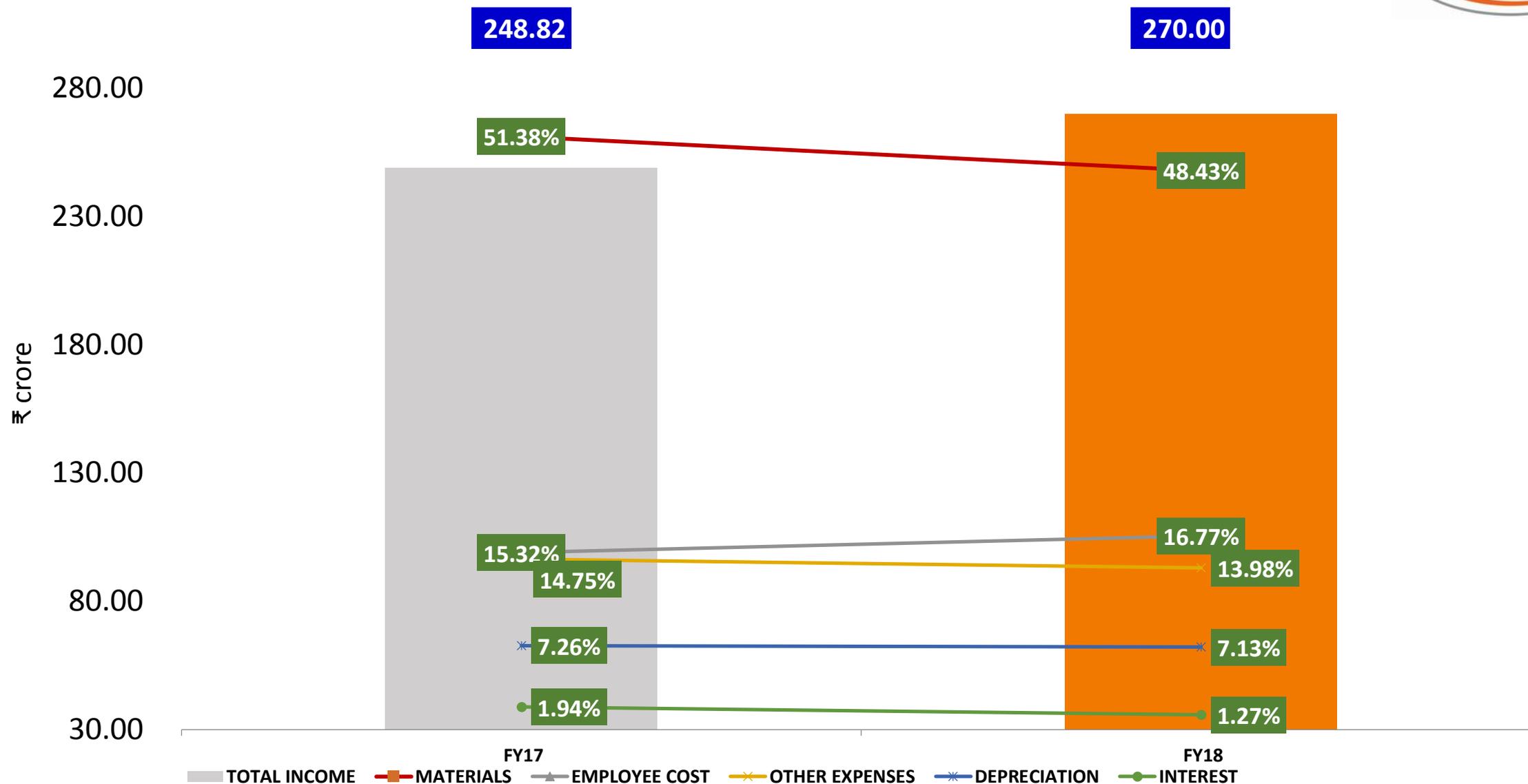
## EBIT



## PAT



# Nine Months Performance – Income & Major Expenses

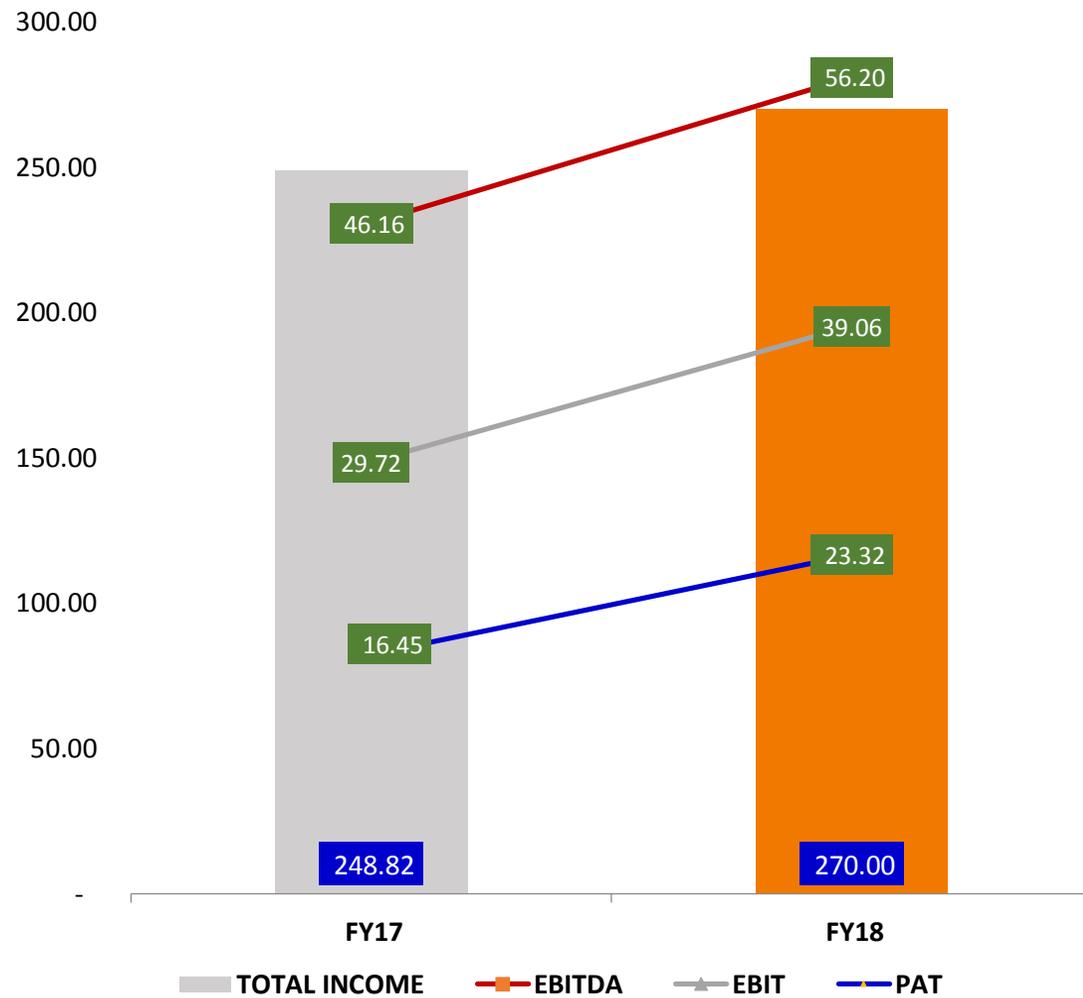


Total Income is net of Excise

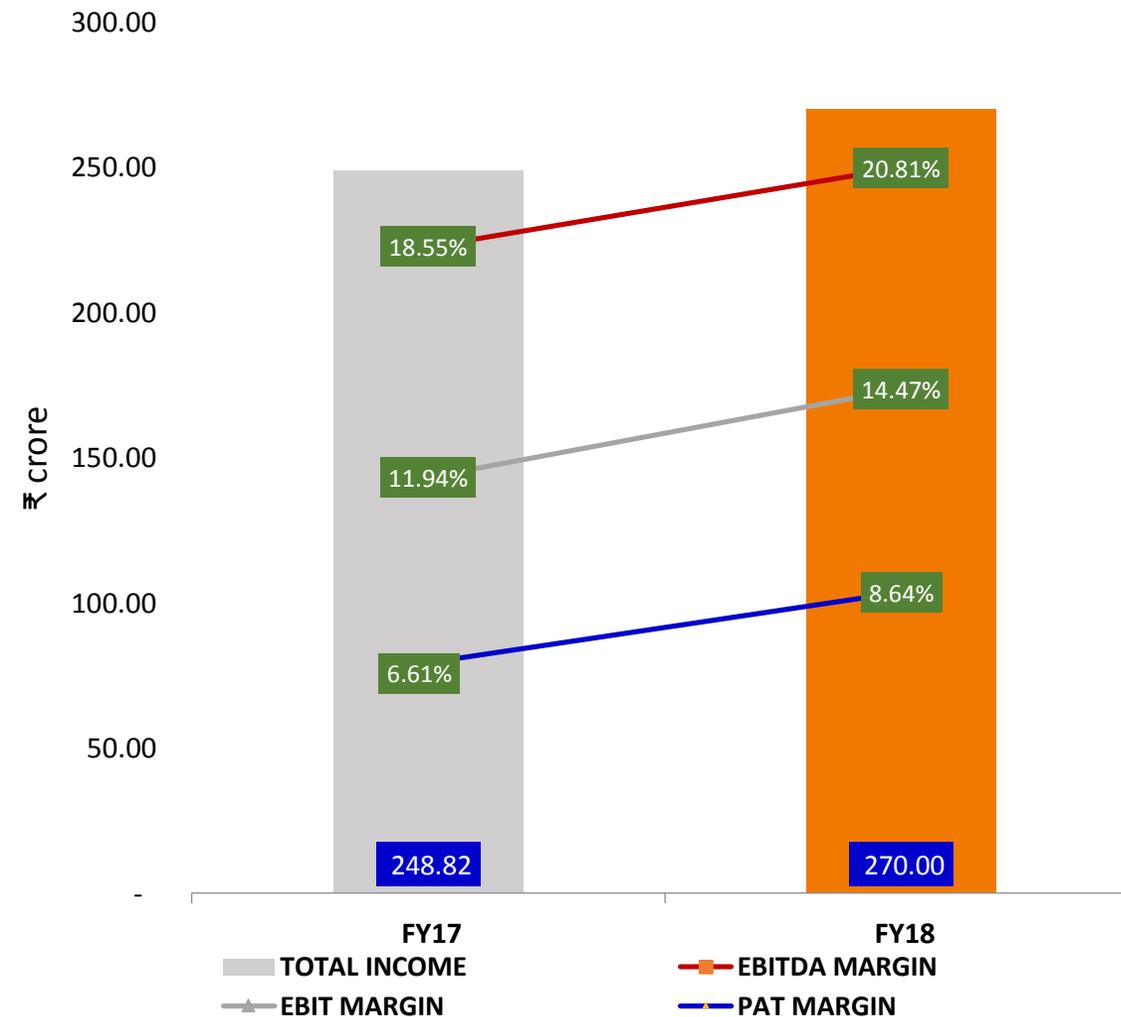


# Nine Month Performance - Profitability

₹ in Crore

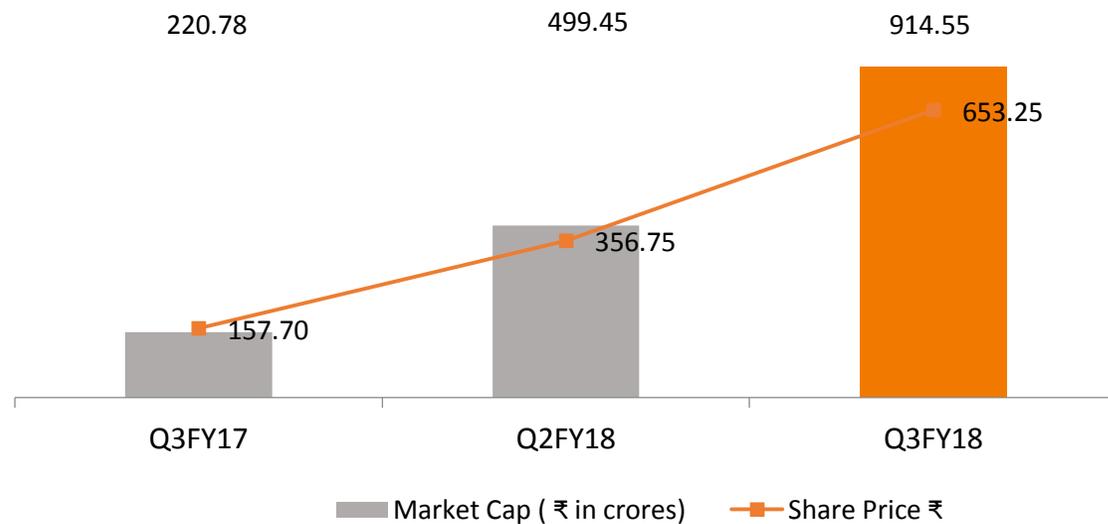
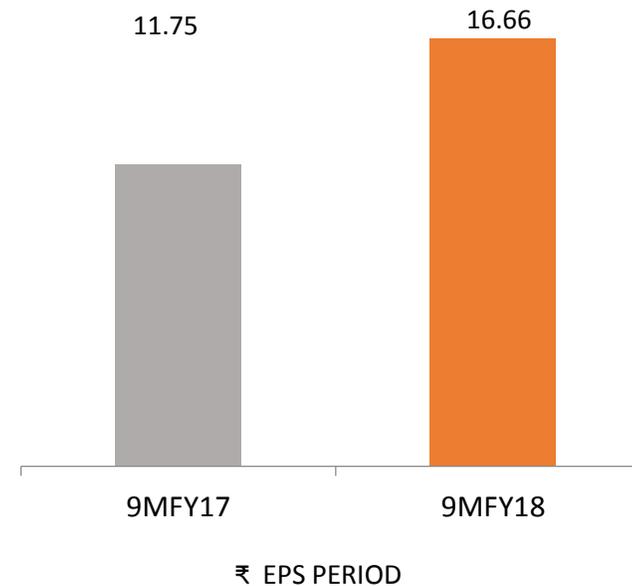
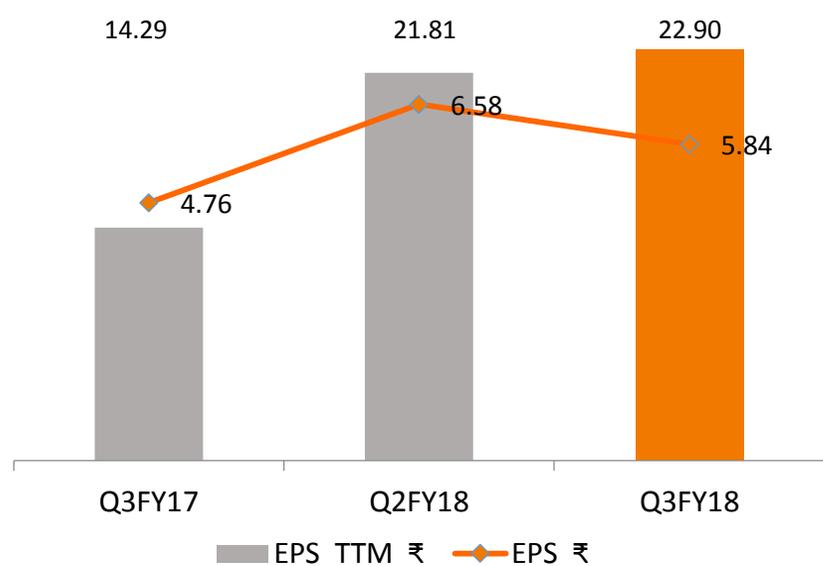


Margin %



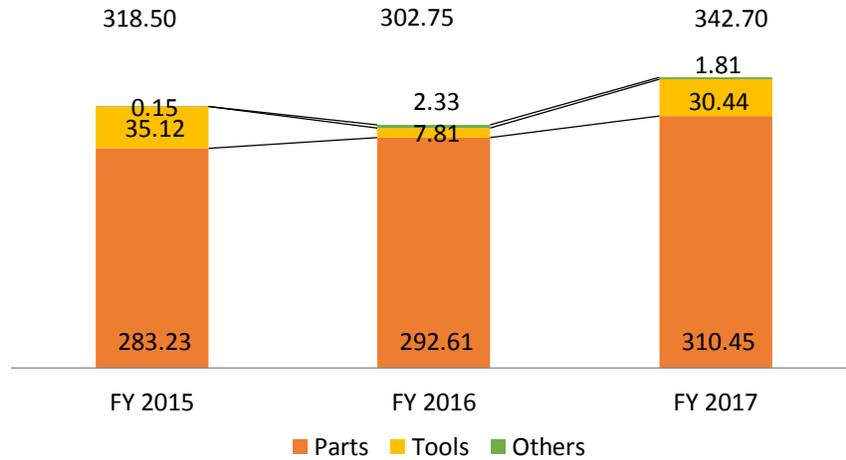
Total Income is net of Excise

# EPS & MARKET CAPITALIZATION(BSE)

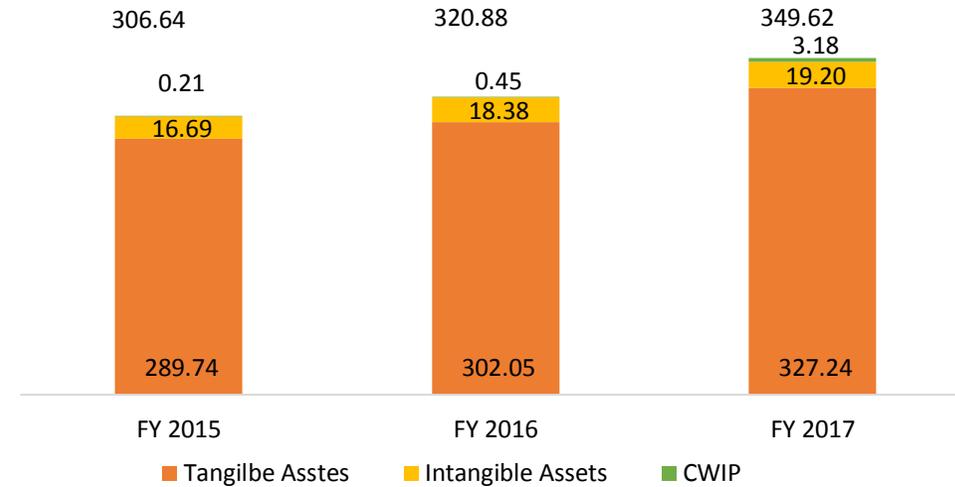


# FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)

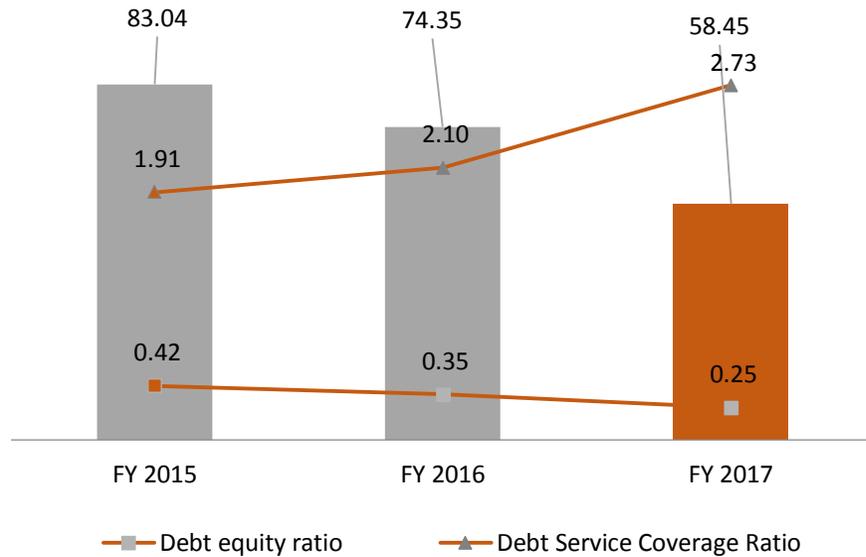
### Operating Income



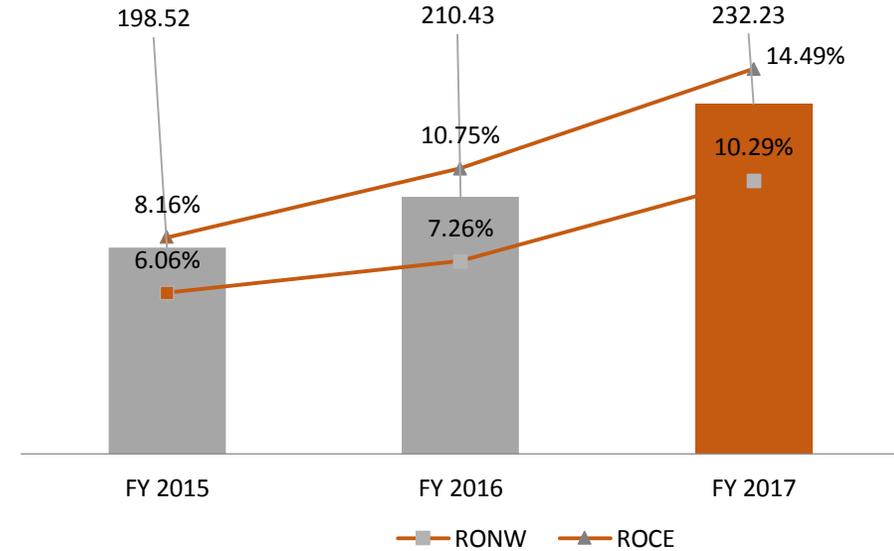
### Fixed Assets (Gross Block)



### Debt



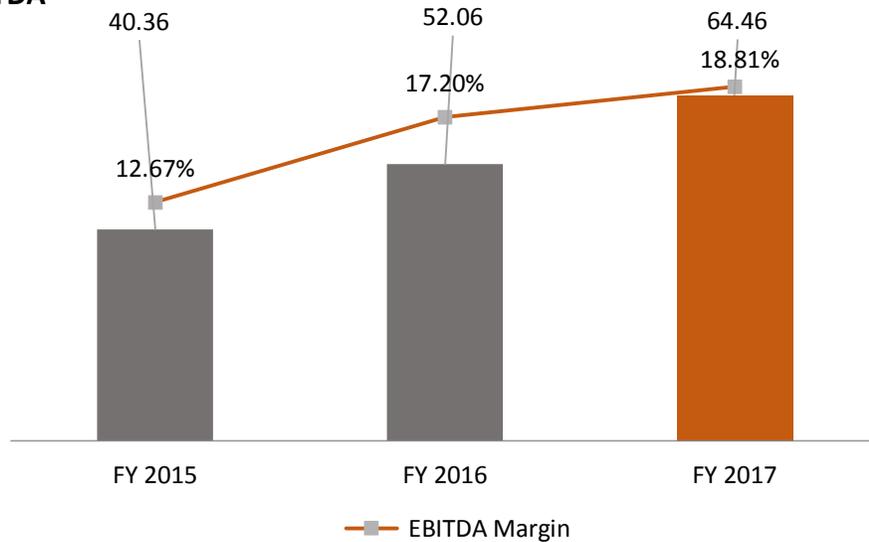
### Net Worth



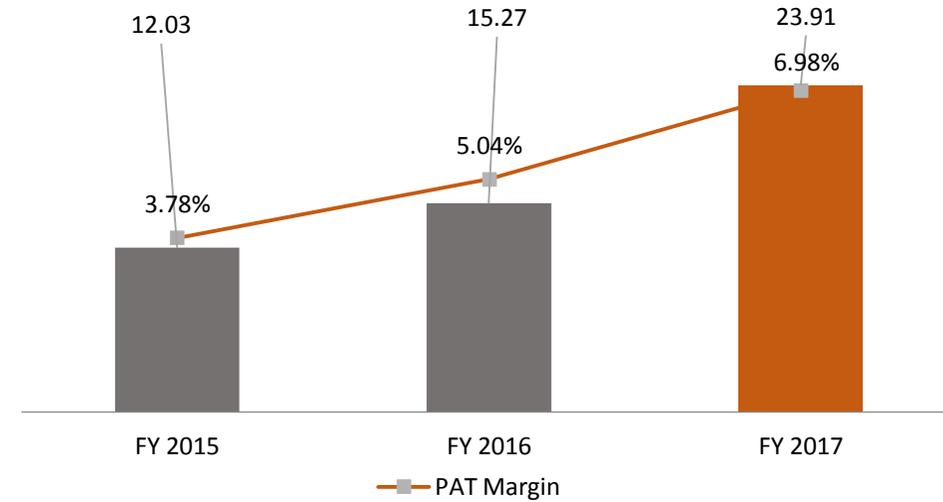
# FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)



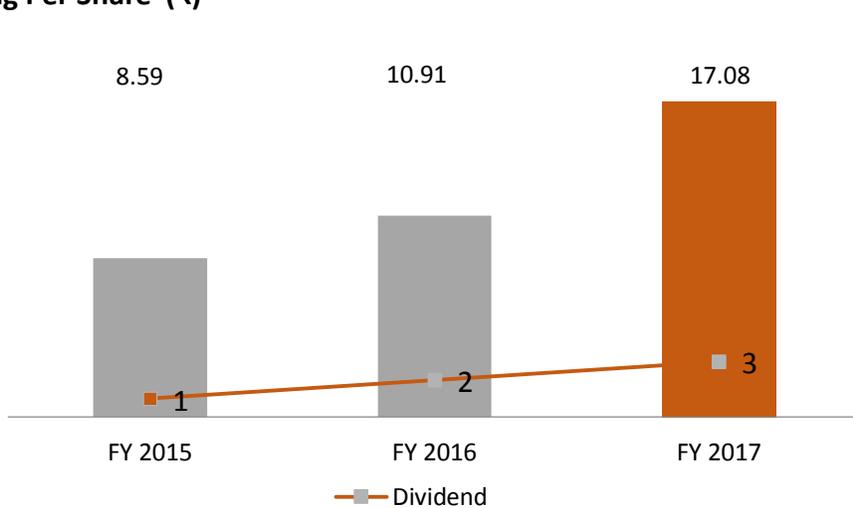
## EBITDA



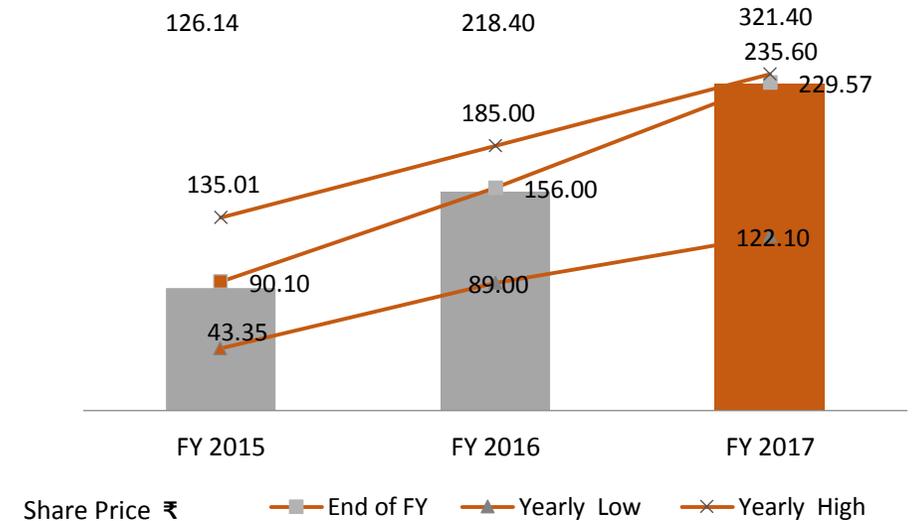
## PAT



## Earning Per Share (₹)



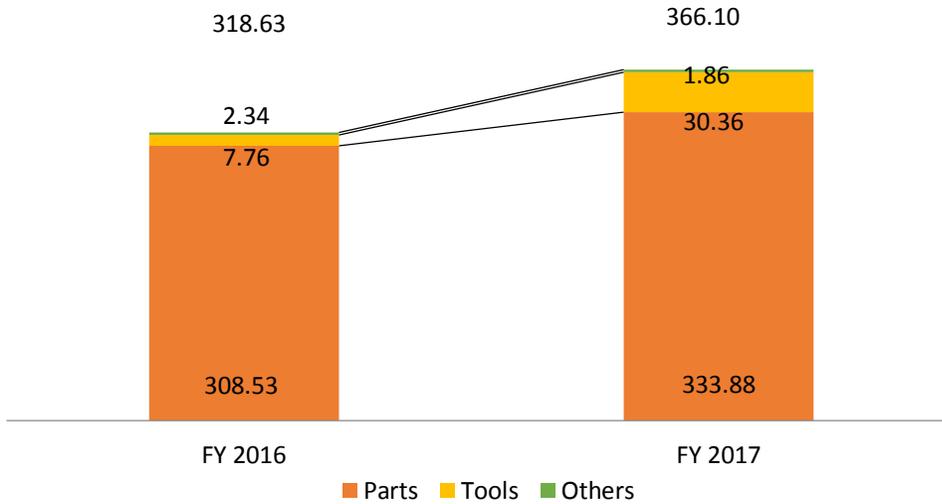
## Market Capitalization (BSE)



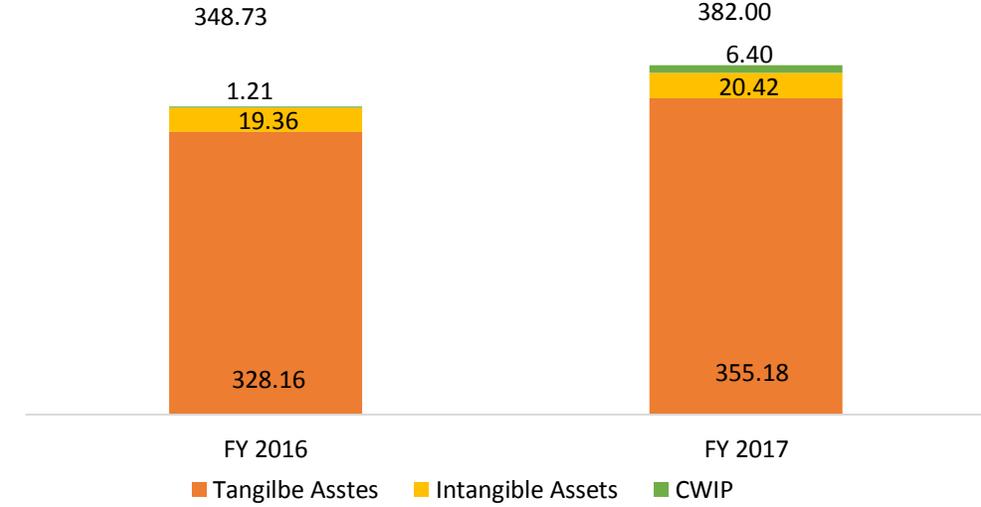
# CONSOLIDATED FINANCIAL PERFORMANCE FY 2017



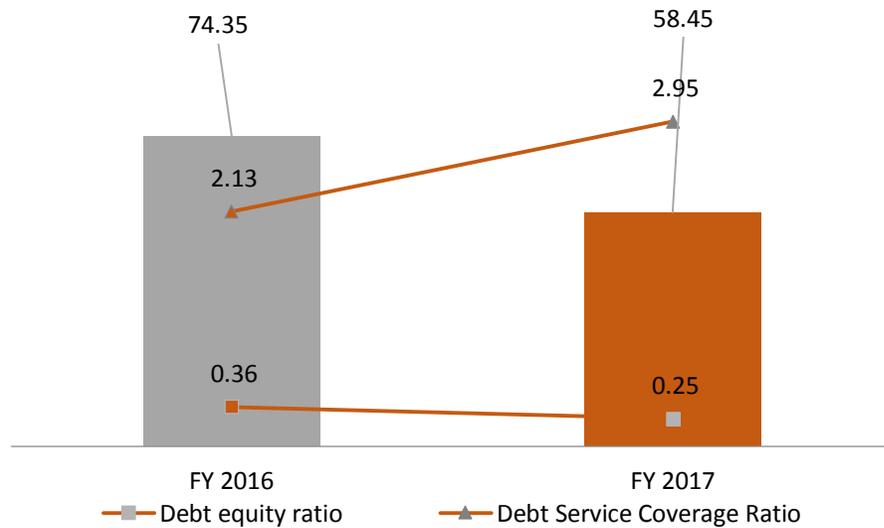
**Operating Income**



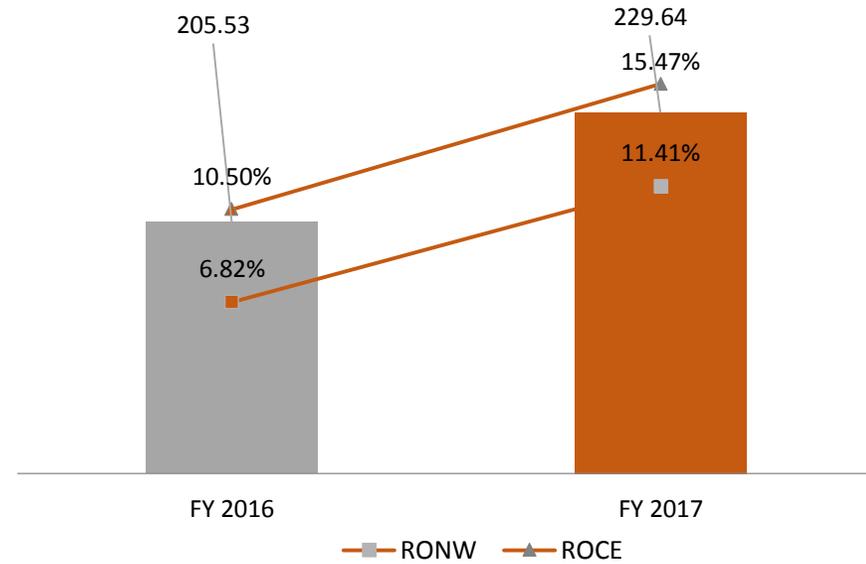
**Fixed Assets (Gross Block)**



**Debt**

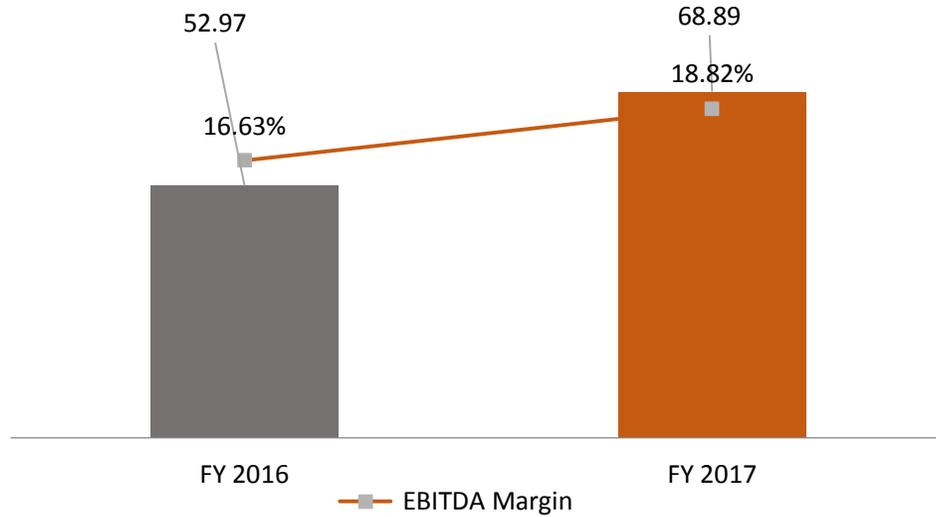


**Net Worth**

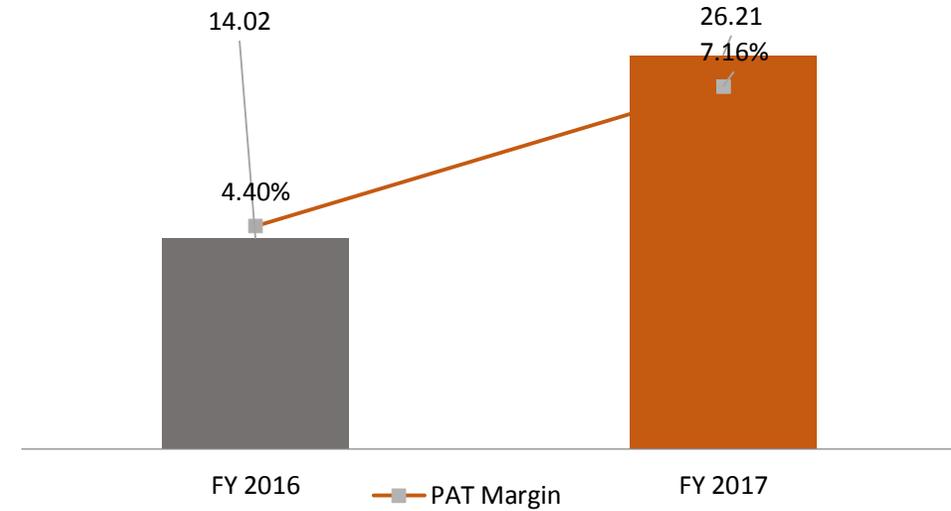


# CONSOLIDATED FINANCIAL PERFORMANCE FY 2017

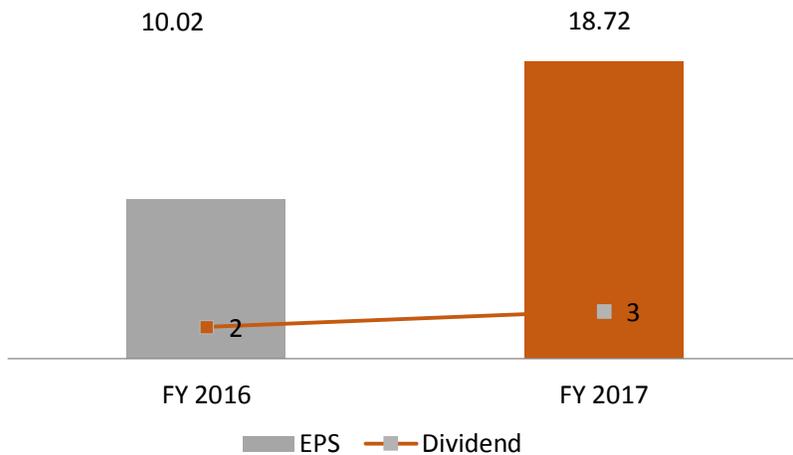
## EBITDA



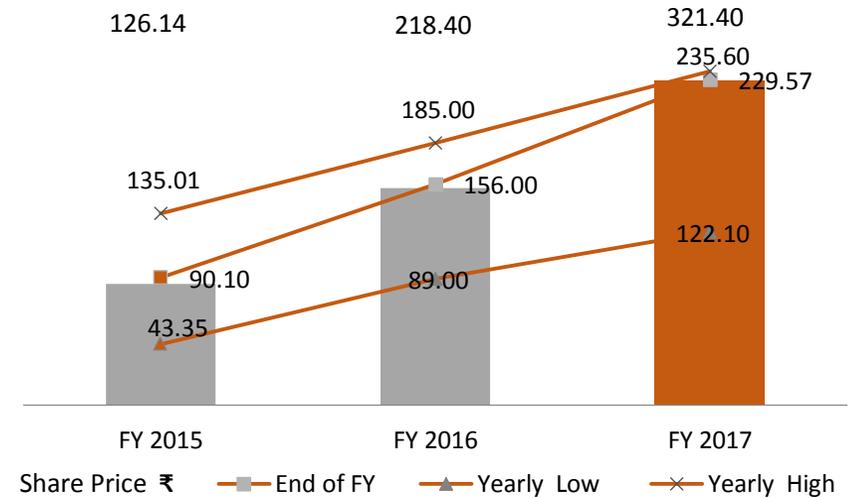
## PAT



## 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



For enquiries,  
please  
contact:

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*PPAP Automotive Limited*

*Ph: +91-120-2462552 / 53*

*Email: [manish.dhariwal@ppapco.com](mailto:manish.dhariwal@ppapco.com)*

*Mr. Snighter Albuquerque / Ms. Ruchi Bhadra*

*Concept Investor Relations*

*Mo: +91 98191 23804 / 9867637838*

*Email: [snighter@conceptpr.com](mailto:snighter@conceptpr.com) / [ruchi.bhadra@conceptpr.com](mailto:ruchi.bhadra@conceptpr.com)*

*Website : [www.ppapco.in](http://www.ppapco.in)*