



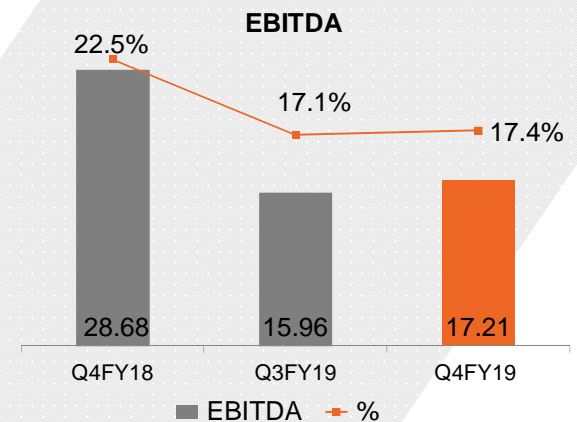
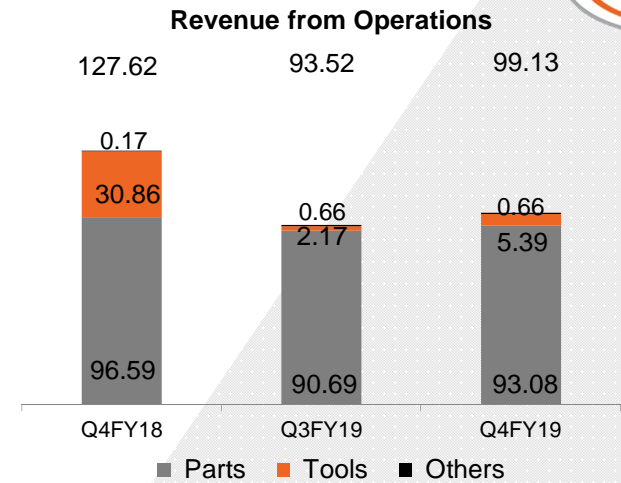
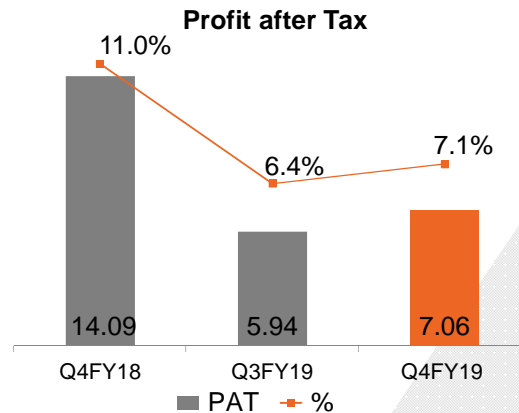
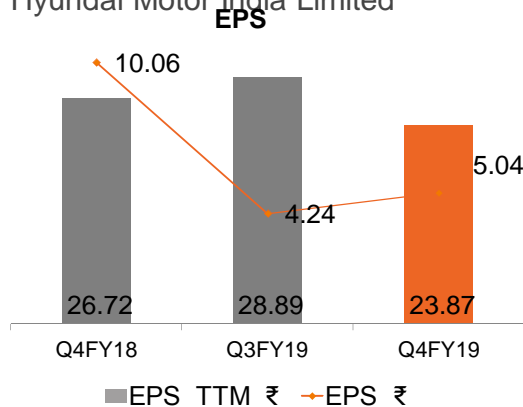
PPAP Automotive Limited

TAKING CHALLENGES, TOGETHER

Investor Presentation
MAY 2019

QUARTERLY FINANCIAL HIGHLIGHTS (QTR ON QTR)

- Revenue from operations increased by 6% and Part sales by 2.6%
- PAT grew by 18.8% at ₹ 7.06 cr
- EBITDA at ₹17.21cr, 17.4% of sales
- EPS stands at ₹ 5.04
- Started supplies for New Honda Civic, Renault Nissan Kicks, MG Hector , New Maruti Baleno and New Maruti Alto
- Awarded for Overall Performance Shield by Maruti, Zero Defect Supplies by Toyota Kirloskar, Achieving Target in Quality by Toyota Kirloskar and Appreciation Award by Hyundai Motor India Limited

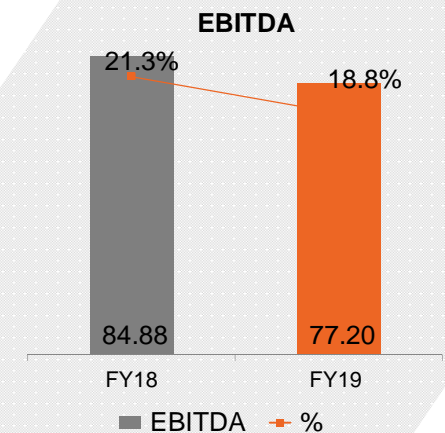
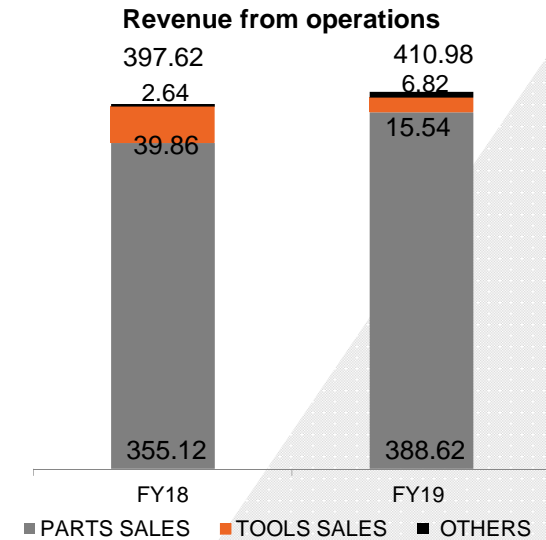
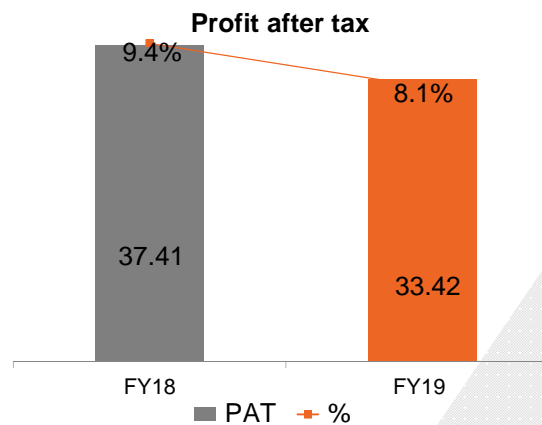
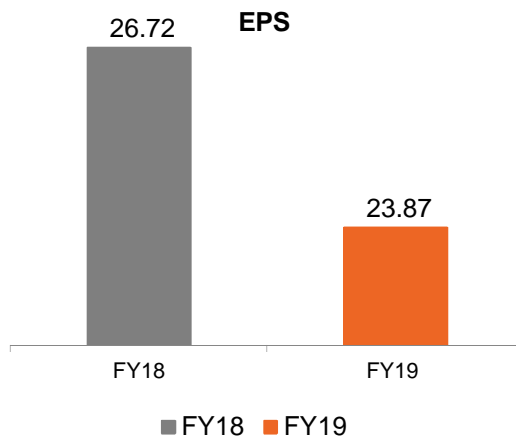


₹ Cr.

ANNUAL FINANCIAL HIGHLIGHTS



- Part sales grew by 9.4% at 388.62 cr
- Revenue from operations increased by 3.4% at ₹ 410.98 cr
- PAT at ₹ 33.42 cr
- EPS at ₹ 23.87, Final dividend at ₹ 2.50 per share
- Started supplies for New Honda Civic, Renault Nissan Kicks, Honda Amaze, New Maruti Wagon R, New Maruti Ertiga, Tata Harrier, New Maruti Swift, Toyota Yaris, MG Hector, Suzuki Motorcycle Burgman and New Maruti Alto
- Awards received from MSIL, Honda, TATA Motors, Toyota, Hyundai, Economic Times Polymers and Asahi India Glass

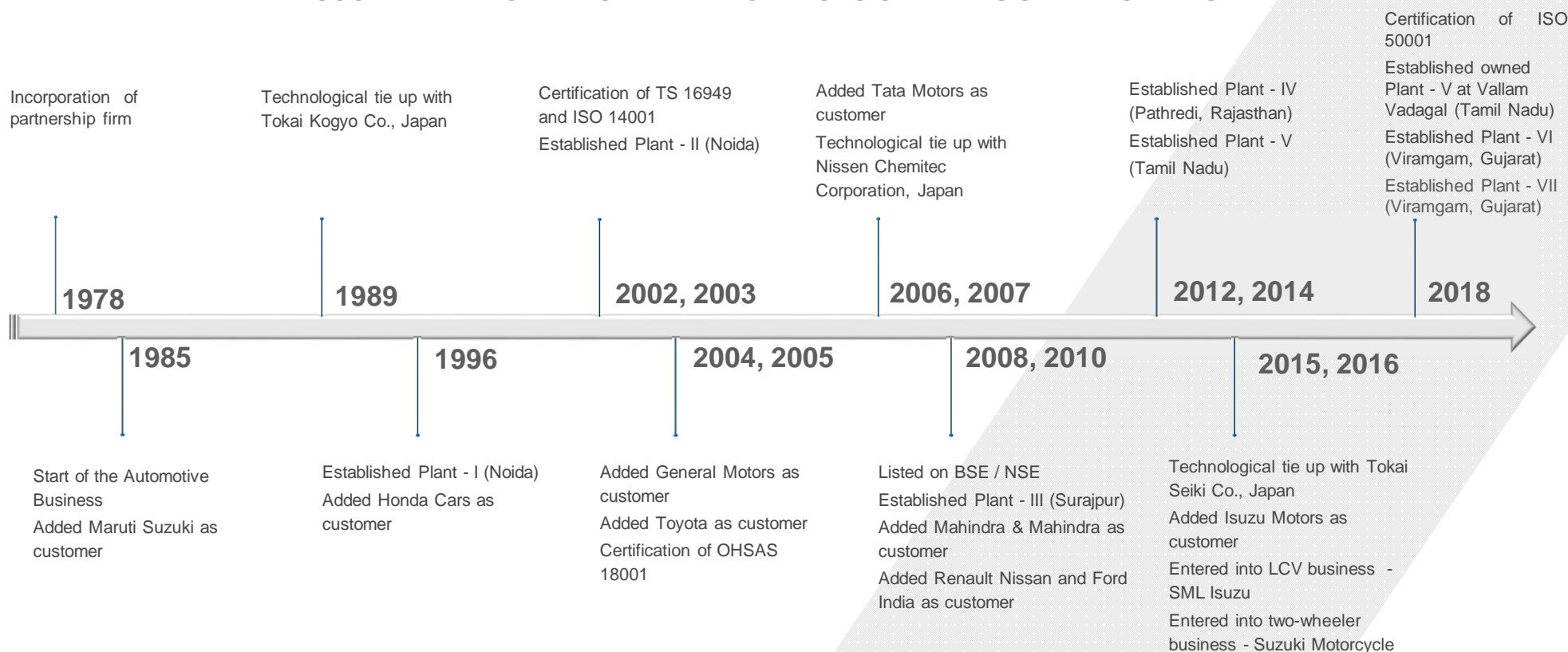


₹ Cr.

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 TS 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



Mr. Manish Dhariwal, Chief Financial Officer

Member of ICAI and B.Com (Hons.) from Delhi University
Work experience of over 20 years
Has previously worked with Lazard India, IL&FS and Group Mega

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

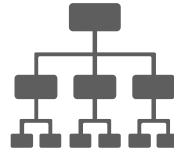


CORE STRENGTHS



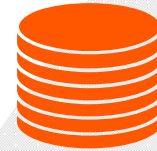
Leadership Position

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

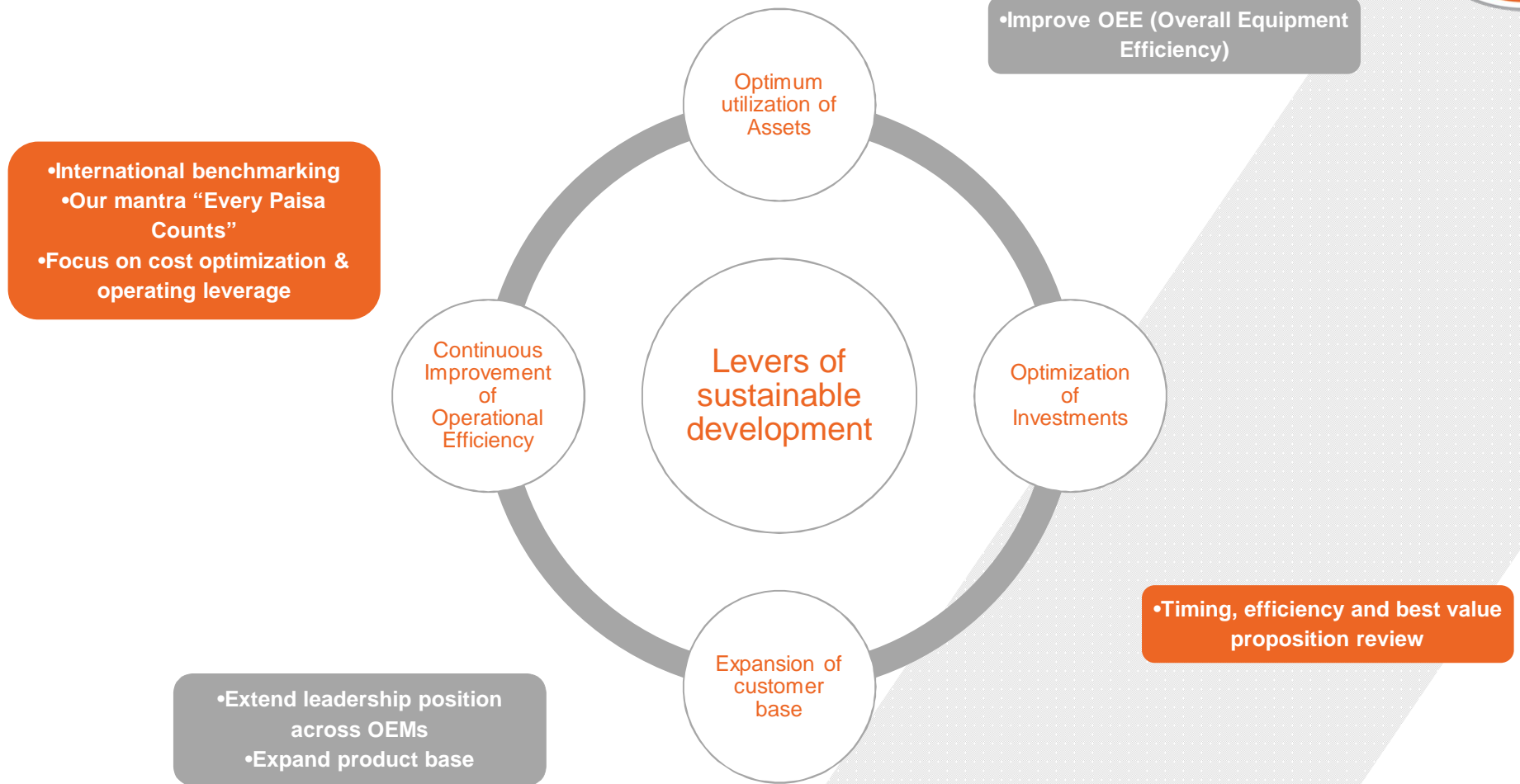
Relationship with
Japanese Technology Partners



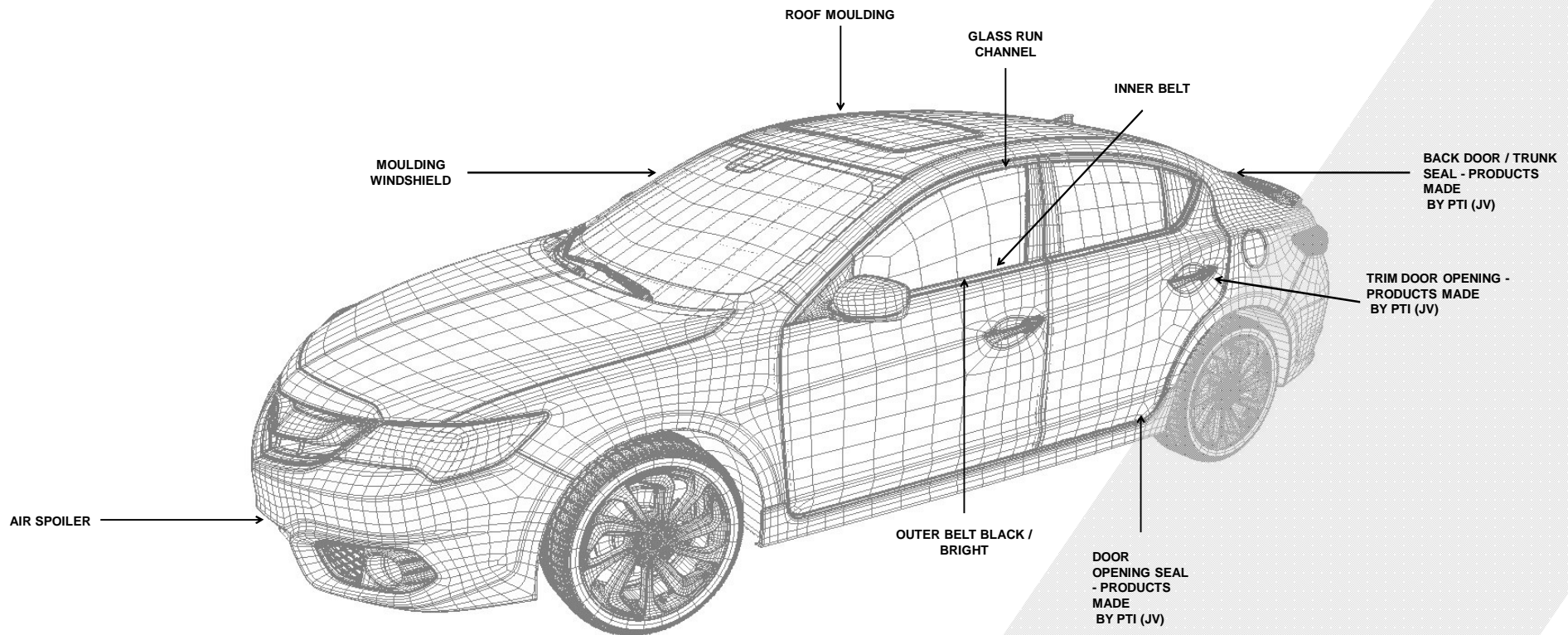
Healthy Financials

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



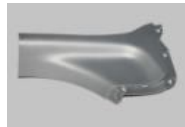
TRUNK LINING



FENDER INNER

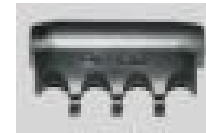


DOOR LINING



SPLASH GUARD

UNDER HOOD PRODUCTS



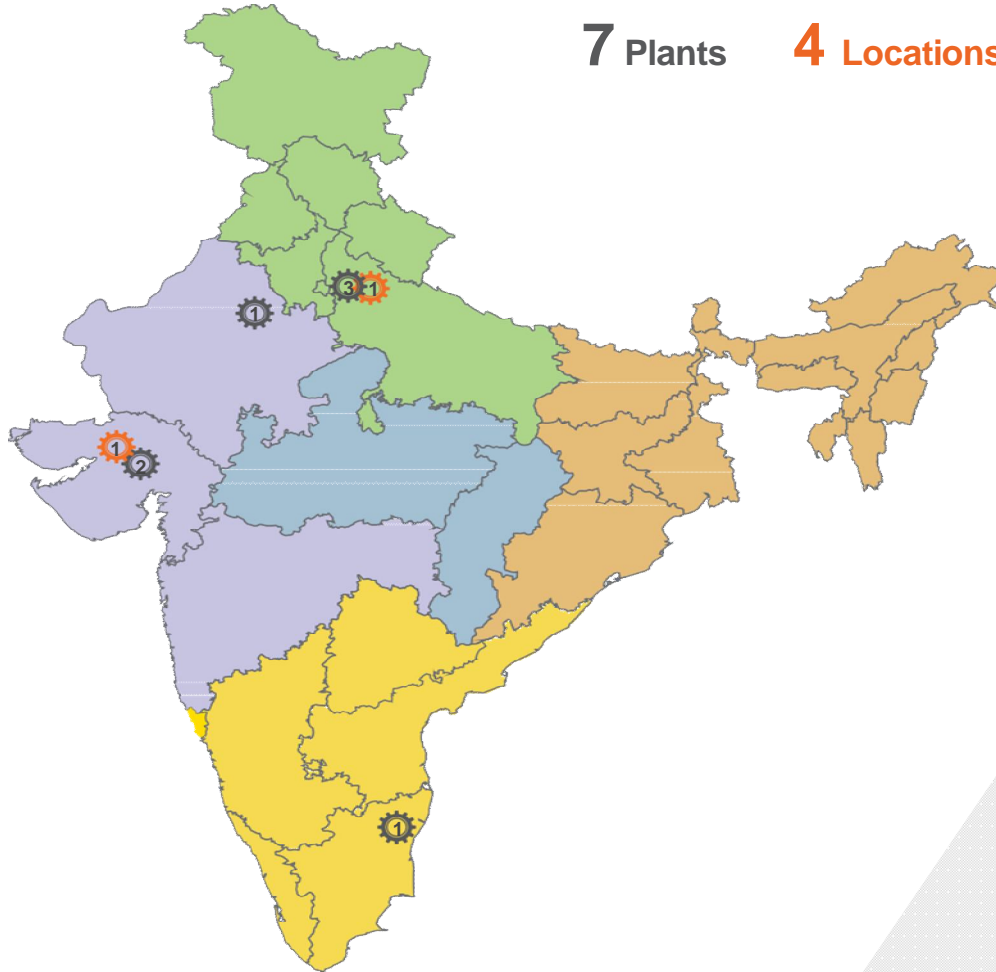
IN CABIN PRODUCTS



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



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom

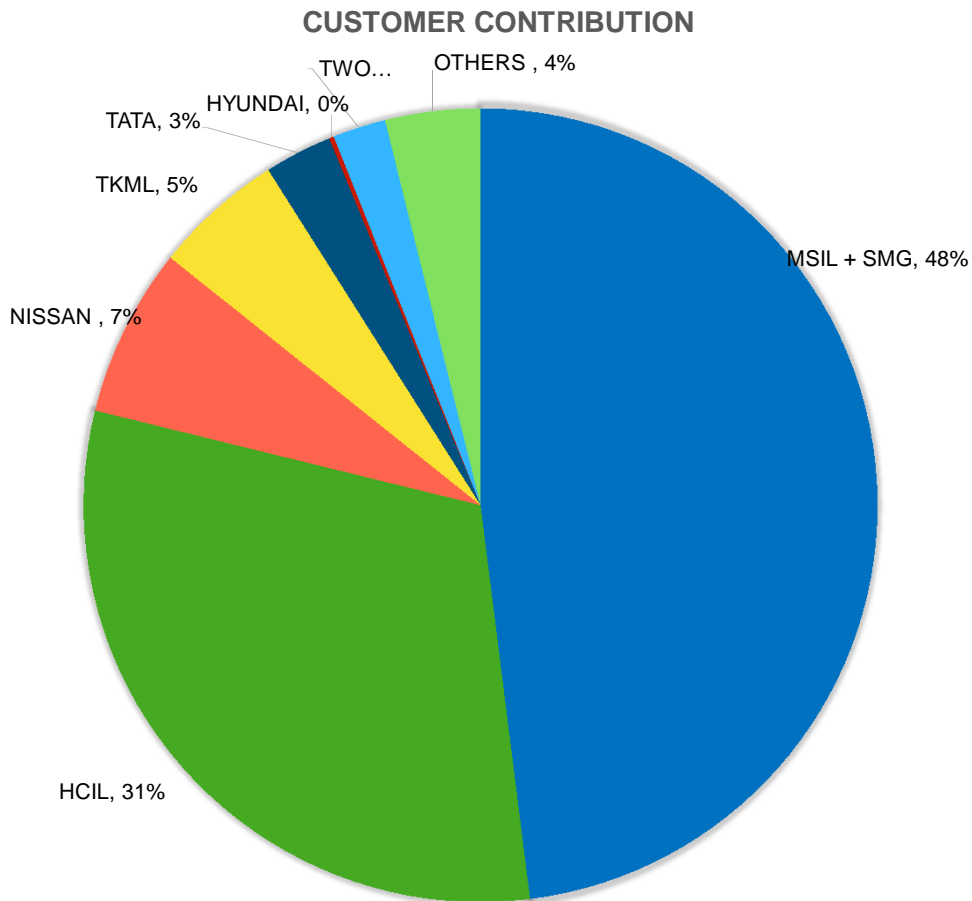


South Africa



Argentina

CUSTOMER BASE



OUR PRESENCE IN NEW MODELS



New Honda Civic



MG Hector



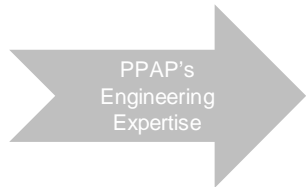
Renault Nissan Kicks



New Maruti Alto



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 FOR FY 2019

OVERALL PERFORMANCE SHIELD - MARUTI

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

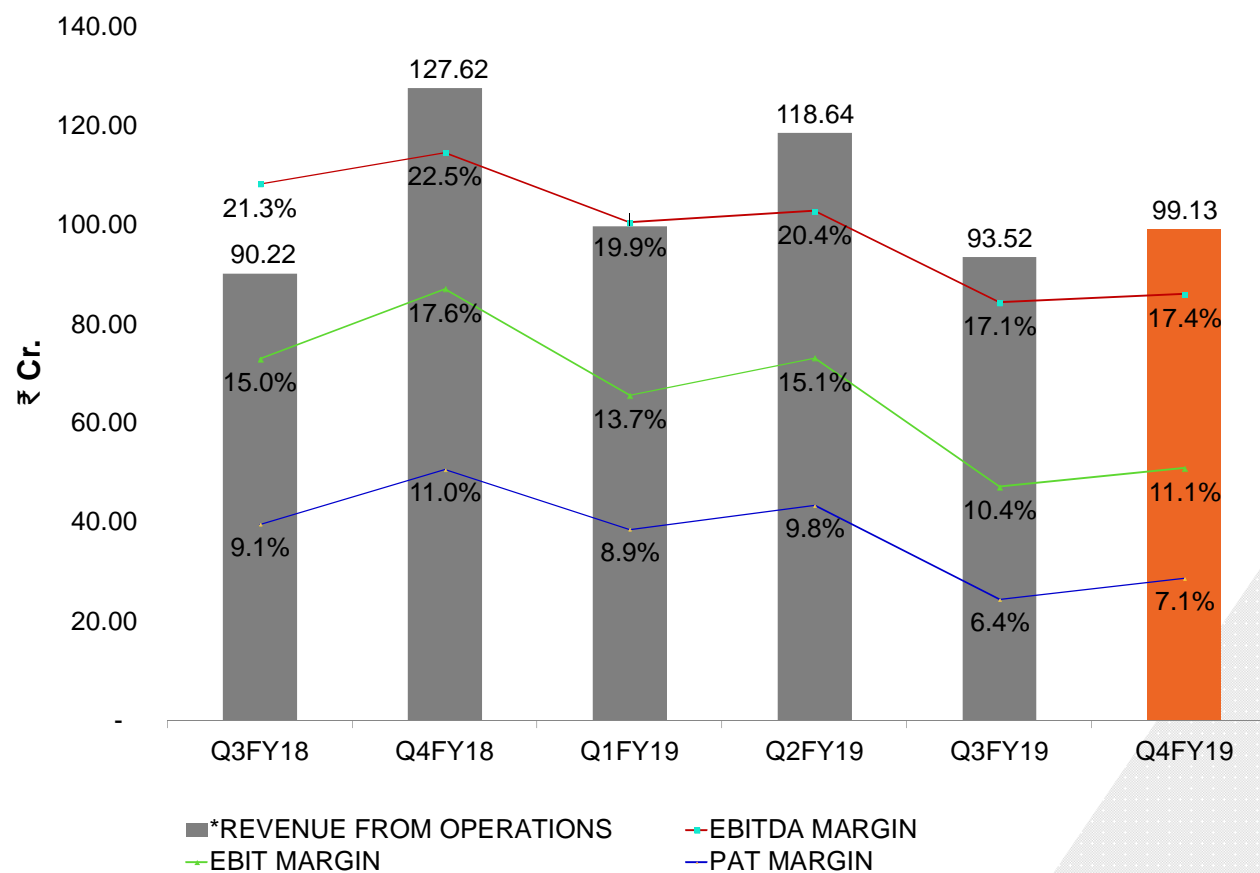
APPRECIATION FOR CONTINUED SUPPORT 2018 - ASahi INDIA GLASS

ZERO PPM AWARD - TOYOTA KIRLOSKAR

TARGET IN DELIVERY - TOYOTA KIRLOSKAR



SUMMARY



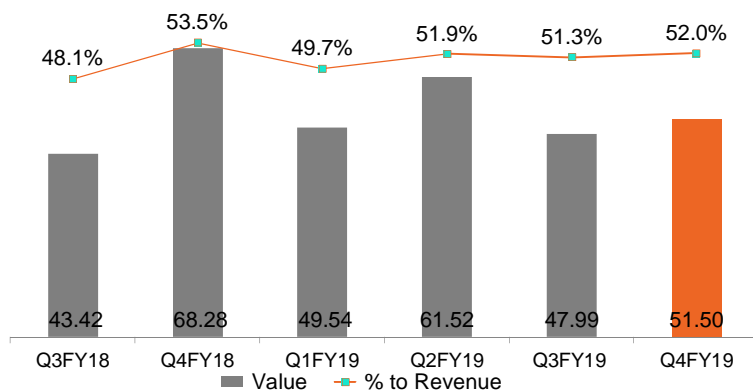
- Revenue from operations registered a growth of 6% from ₹ 93.52 cr in Q3FY19 to ₹ 99.13 cr in Q4FY19
- PAT stood at ₹ 7.06 cr in Q4FY19

* Net of Excise

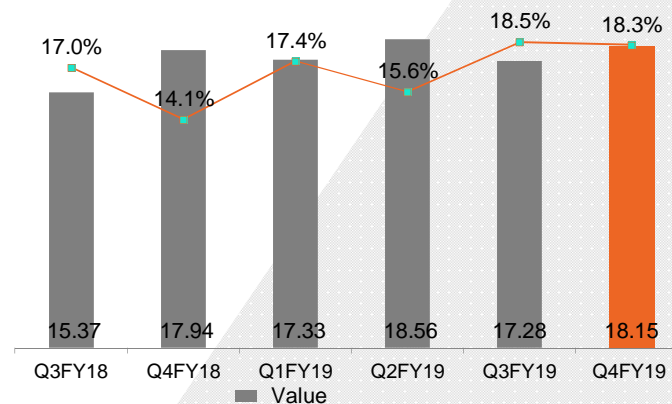
MAJOR EXPENSE (₹ Cr.)



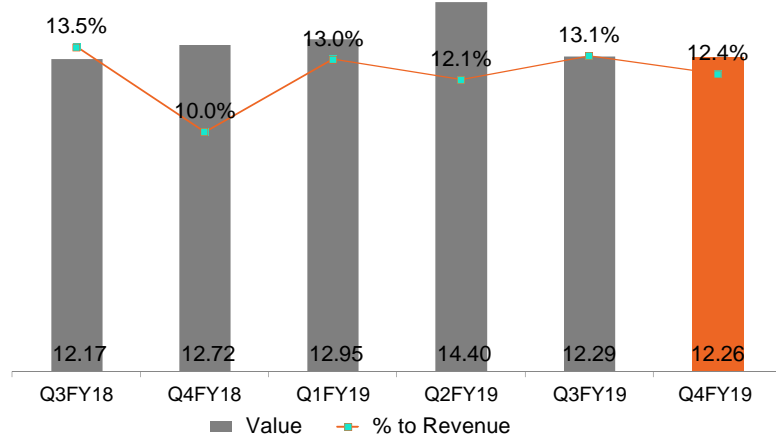
Materials



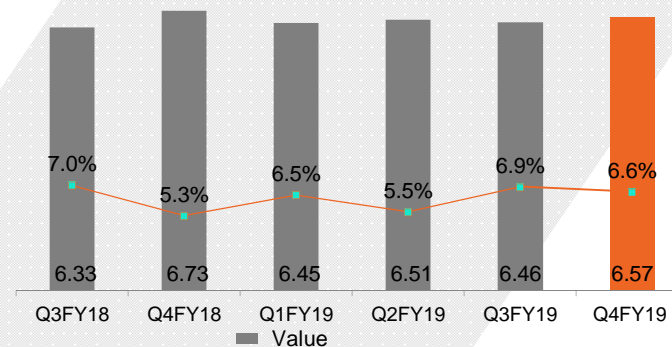
Employee Benefits



Other Expenses



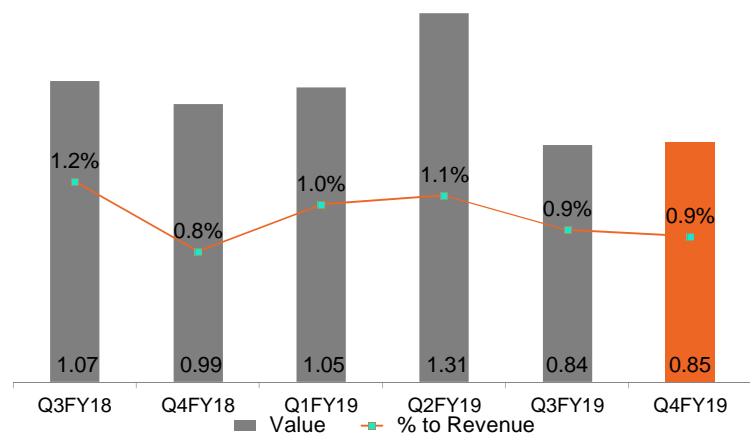
Depreciation



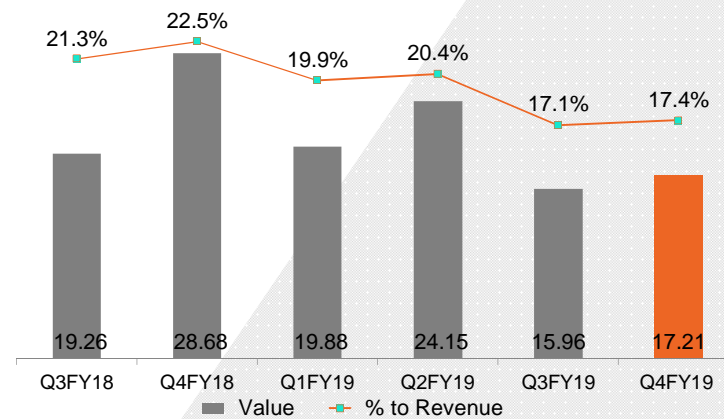
INTEREST & EARNINGS (₹ Cr.)



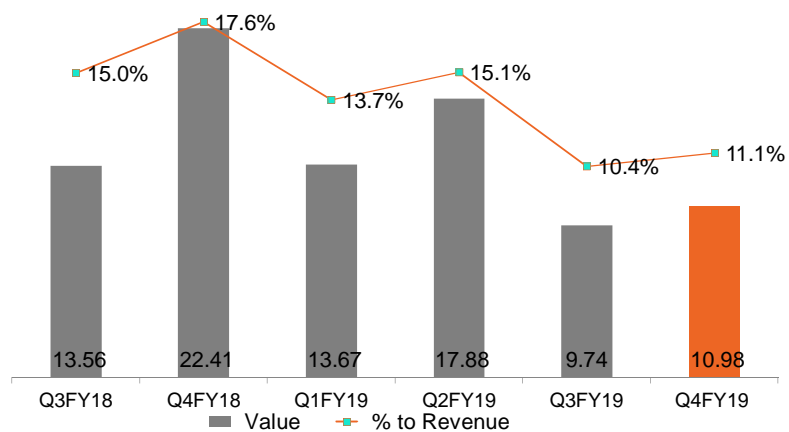
INTEREST



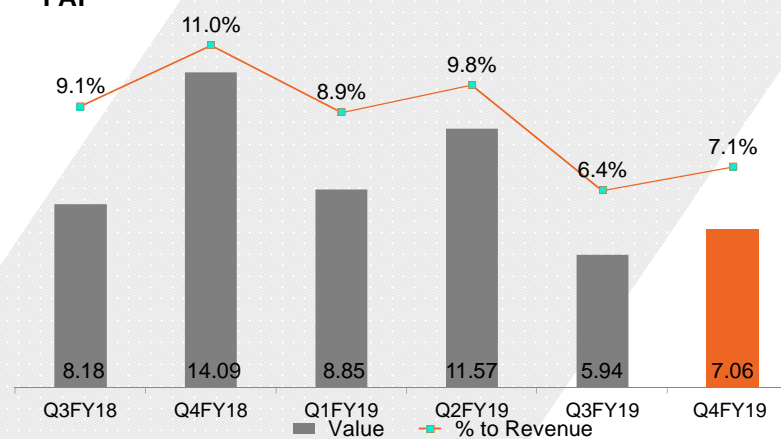
EBITDA



EBIT



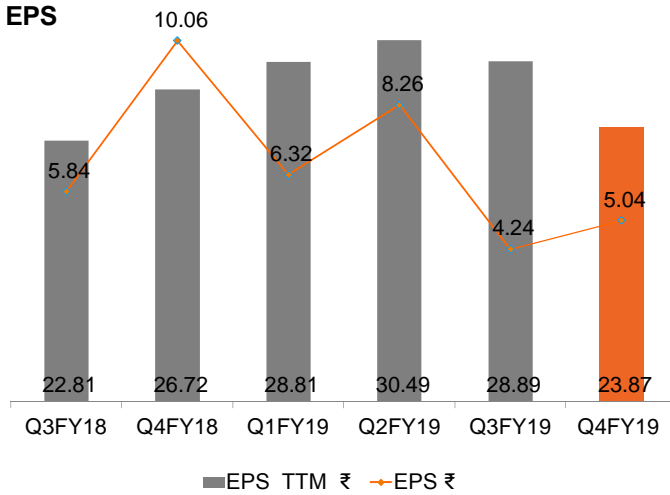
PAT



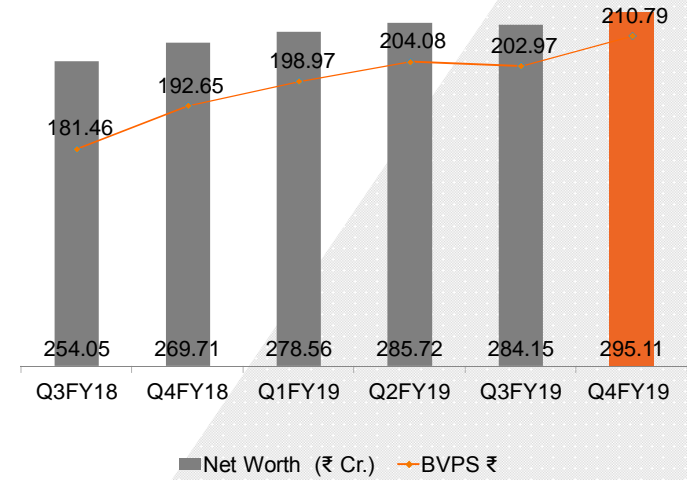


EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)

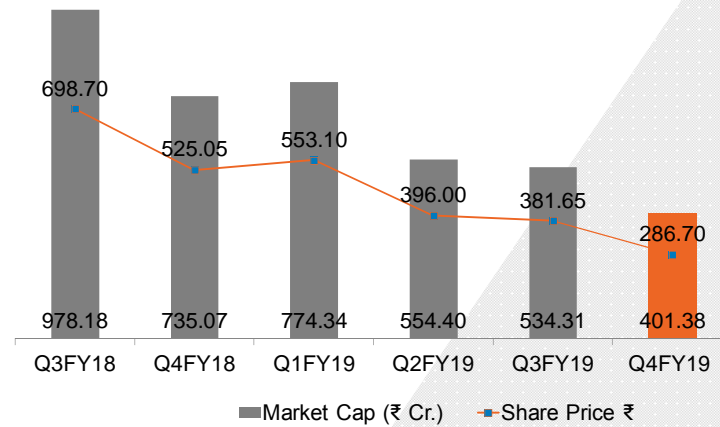
EPS



Net Worth



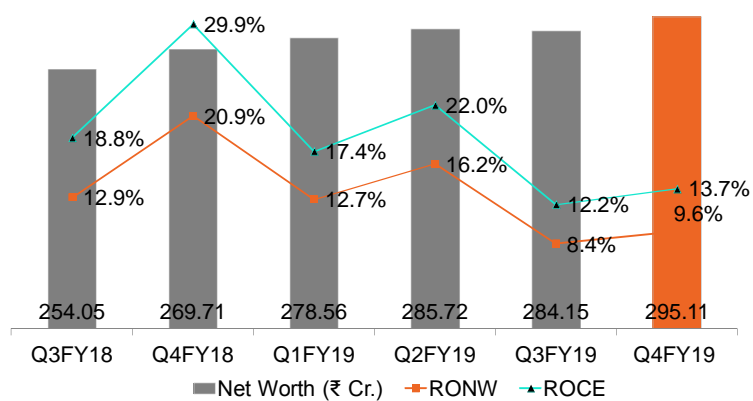
Market Capitalisation (BSE)



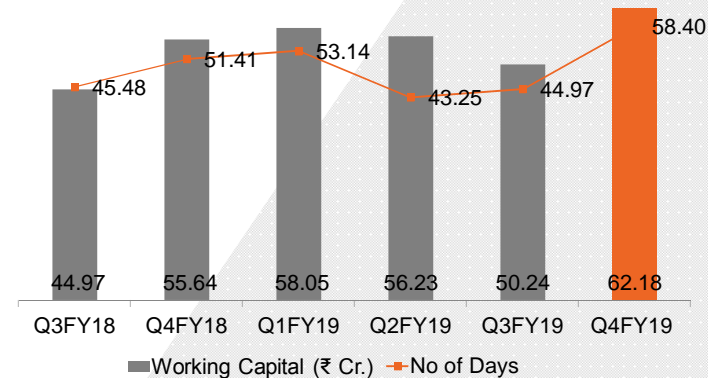
KEY RATIOS



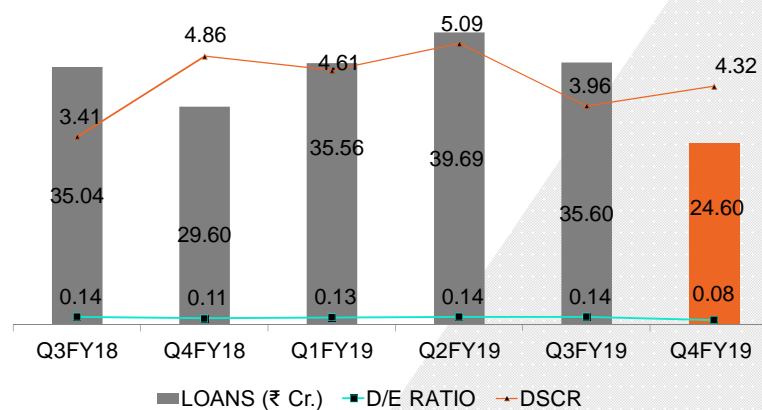
Net Worth



Working Capital



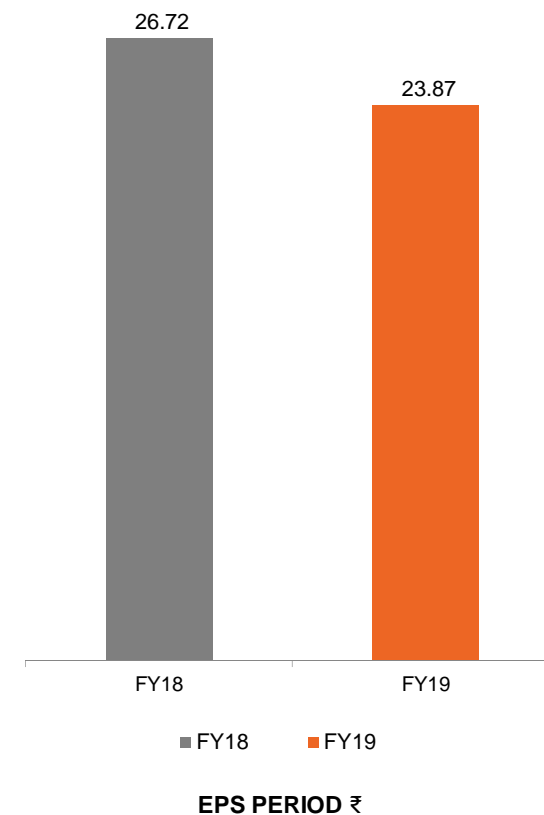
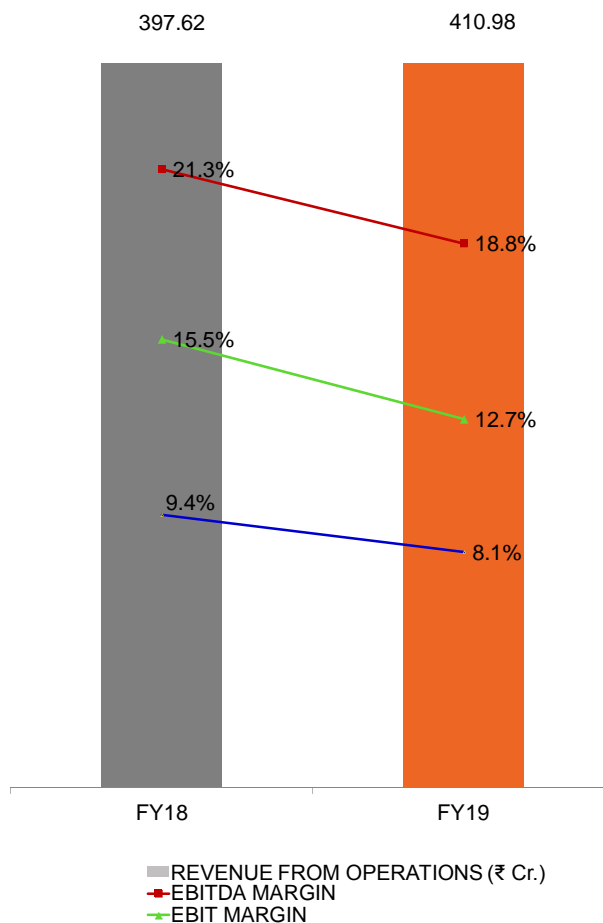
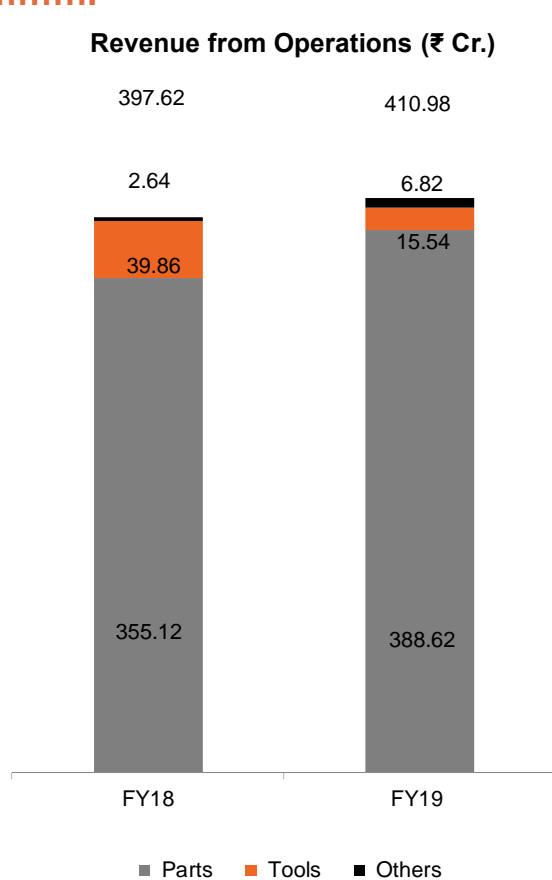
Loans



ANNUAL PERFORMANCE SUMMARY



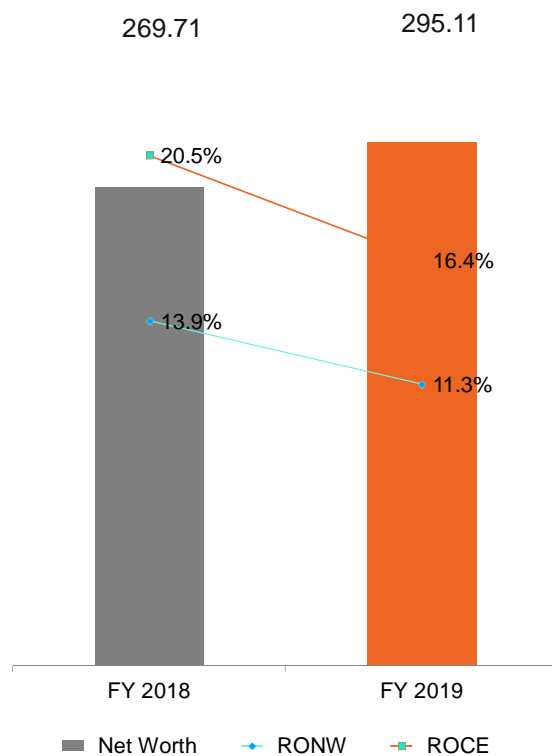
Revenue from Operations (₹ Cr.)



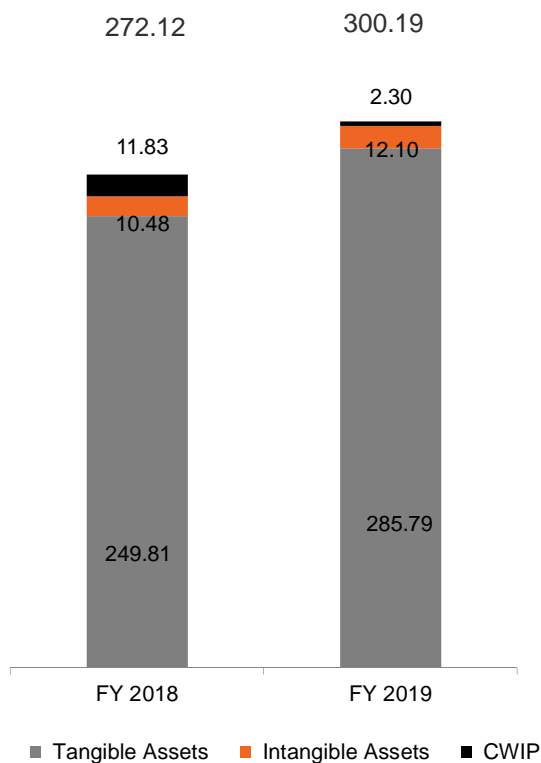
ANNUAL PERFORMANCE SUMMARY



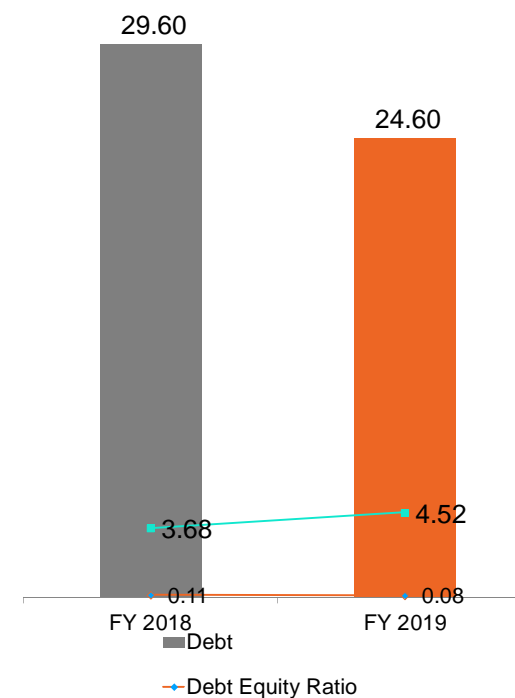
Net worth



Fixed Asset (Gross Block)



Debt

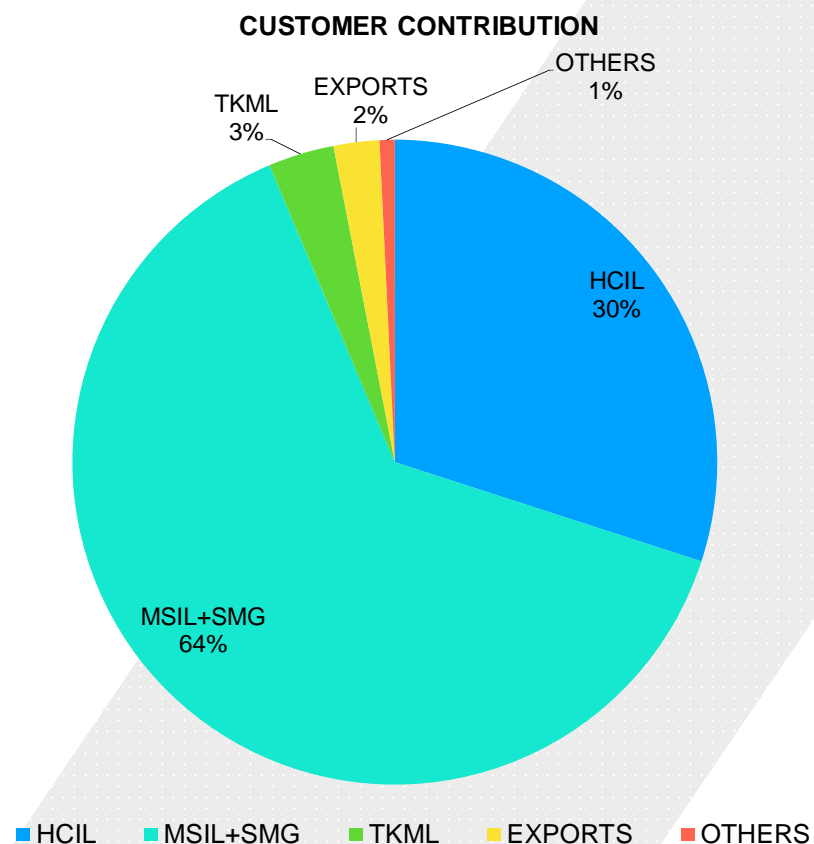


RESULT SUMMARY – PPAP TOKAI INDIA RUBBER PVT LTD. FY 2018-19

(₹ Cr.)



PARTICULARS	FY 2017-18	FY 2018-19	% Change
INCOME	62.95	74.31	18.0%
EBITDA	6.24	5.23	-16.2%
PAT	3.80	.65	-83%
EPS RS.	.39	.07	-83%
NET WORTH	96.99	97.63	0.7%
GROSS FIXED ASSETS	77.94	84.96	9.0%
FUNDS AVAILABLE	20.21	21.19	4.85%





KEY TAKEAWAYS

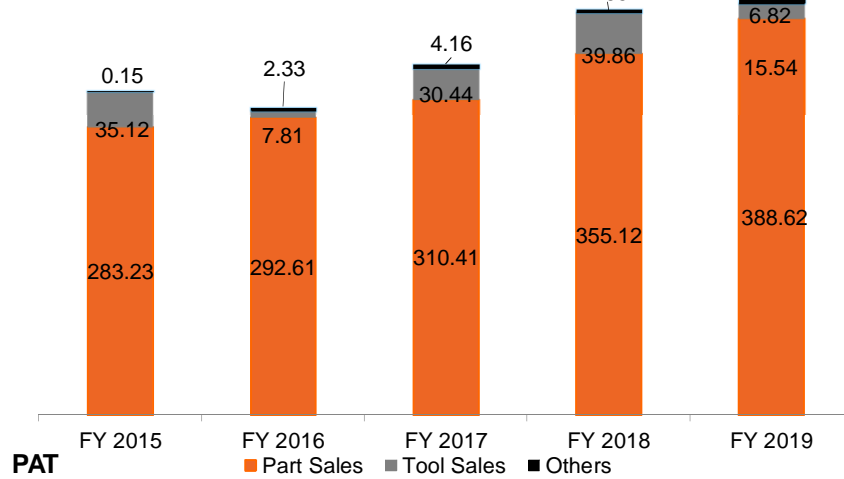


- Revenue from operations grew by 3.4% at ₹ 410.98 cr
- Part revenue grew by 9.4% at 388.62 cr
- EBITDA at ₹ 77.2 cr
- ROCE at 16.4 % , RONW at 11.3%
- A healthy debt equity ratio of .08 demonstrates strong financial position of the company
- PPAPs business grew by 9.4% despite auto industry growth of just .1%
- Customer confidence evident as prestigious awards received from all the major OEMs
- Expanded our product profile by adding new parts like Front grill, Instrument panel cluster, Consol with boot, Trim comp center pillar, Lining fender and Spacer comp
- Invested in technology and internal IT infrastructure by implementing SAP across the organisation
- Strategically acquired additional land in Chennai
- MG Motors added to the premier customer list
- Started supplies for New Honda Civic, Renault Nissan Kicks, Honda Amaze, New Maruti Wagon R, New Maruti Ertiga, Tata Harrier, New Maruti Swift , Toyota Yaris , MG Hector , Suzuki Motorcycle Burgman and New Maruti Alto

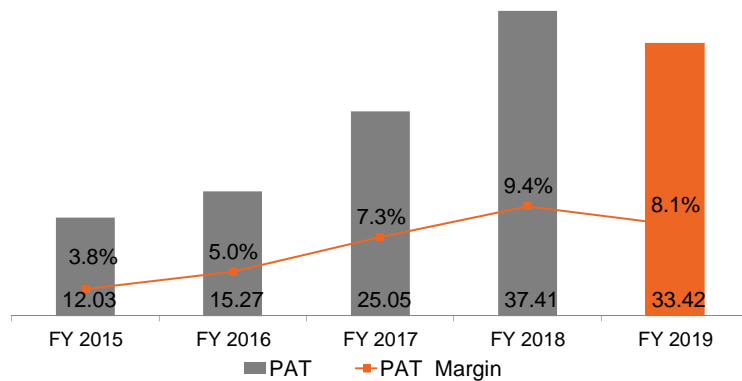
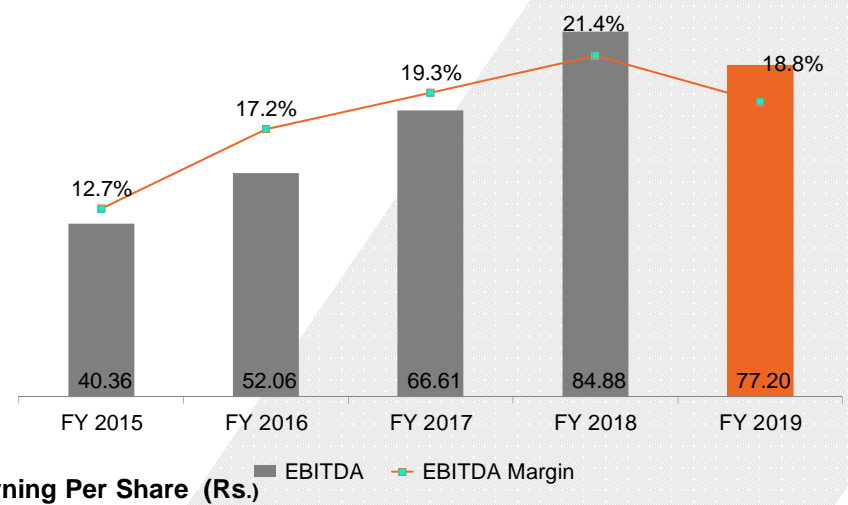


FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)

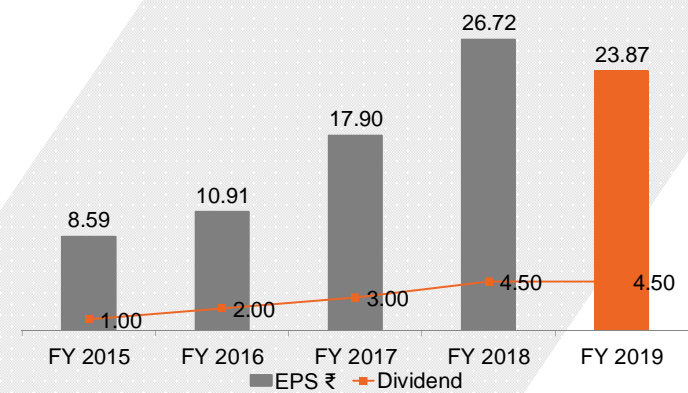
Revenue from Operations



EBITDA



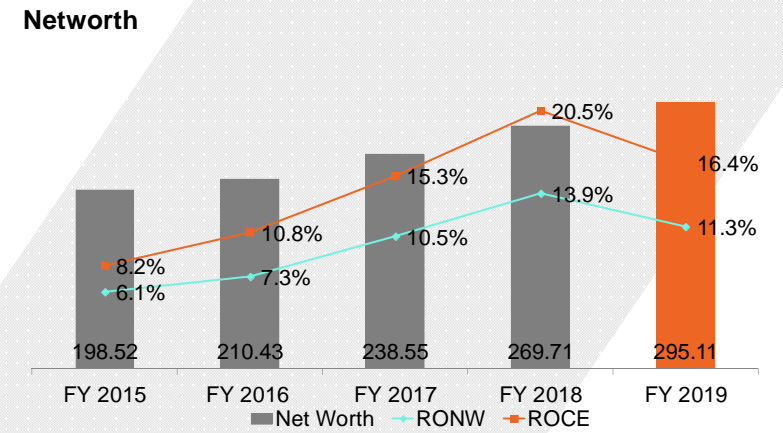
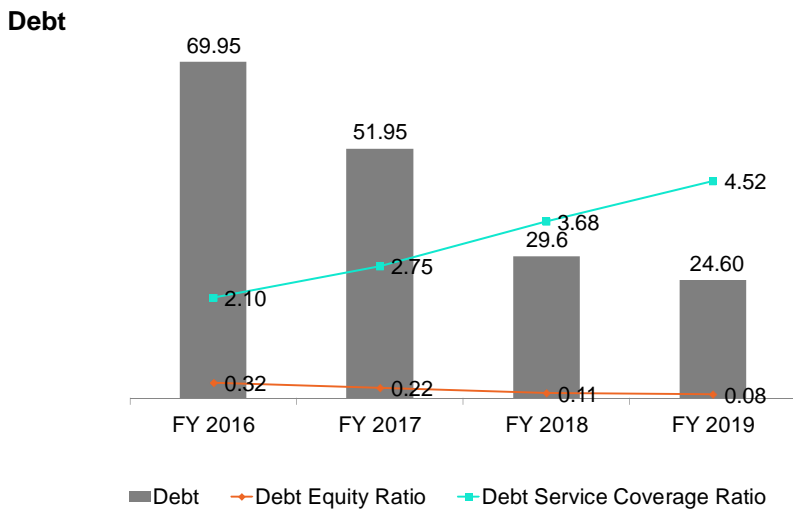
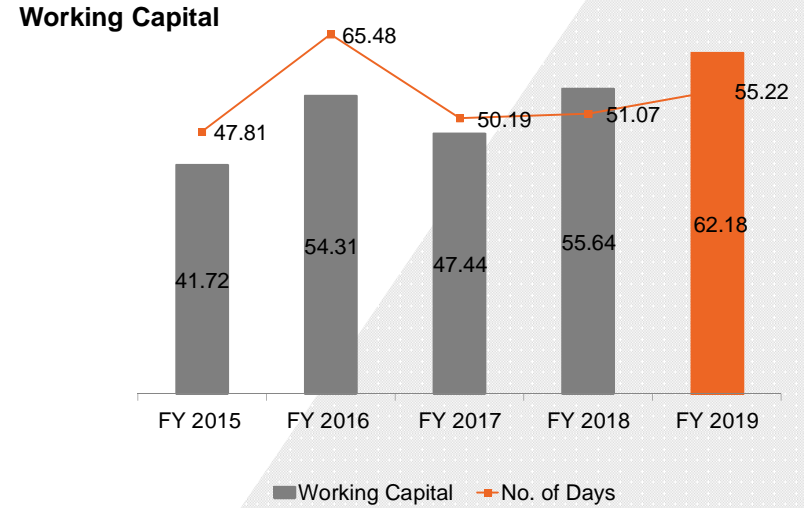
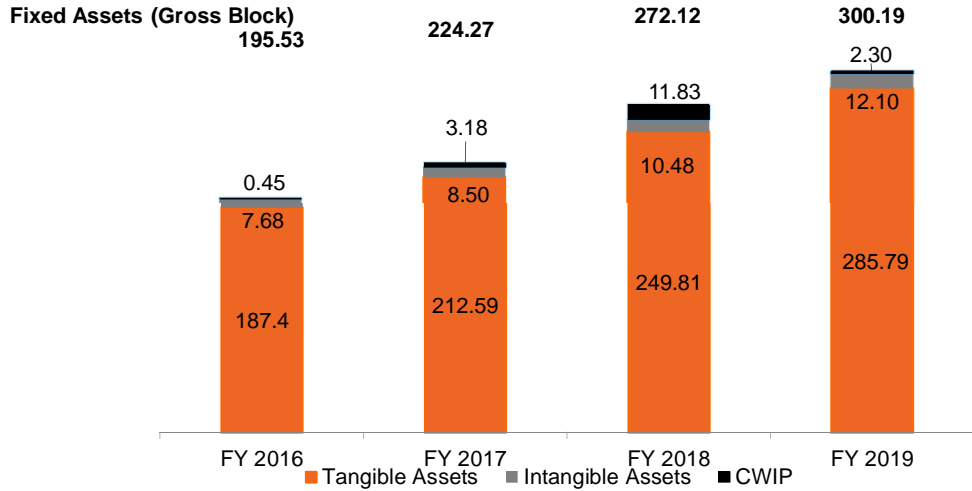
Earning Per Share (Rs.)



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



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



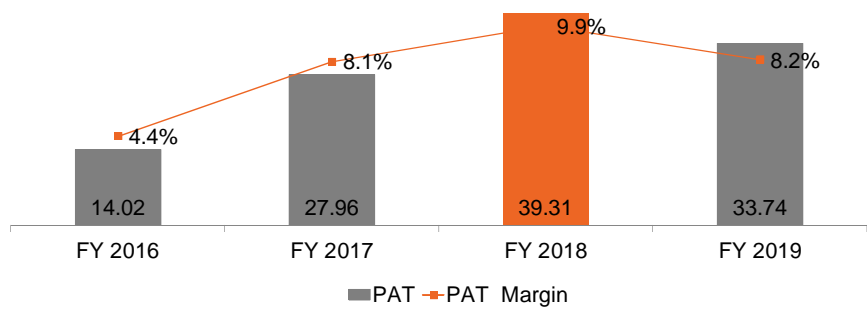
*Fixed Assets & Debt Figures are as per IND AS which became applicable from 1/4/16. Thus FY15 figures not provided

CONSOLIDATED FINANCIAL SNAPSHOT (FY 2016 – FY 2019) (₹ Cr.)

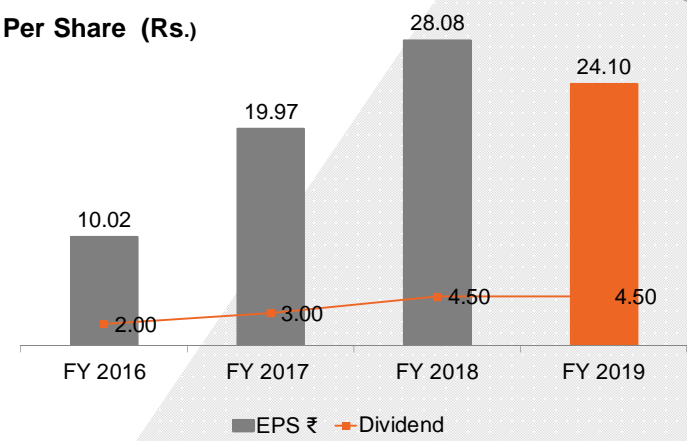


.....

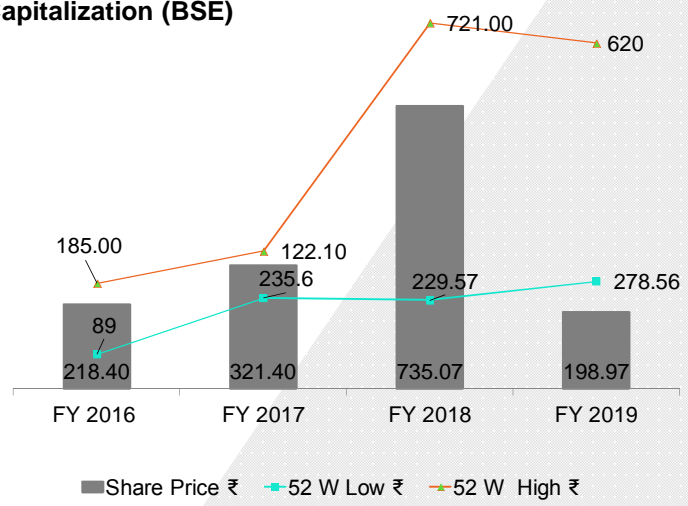
PAT



Earning Per Share (Rs.)

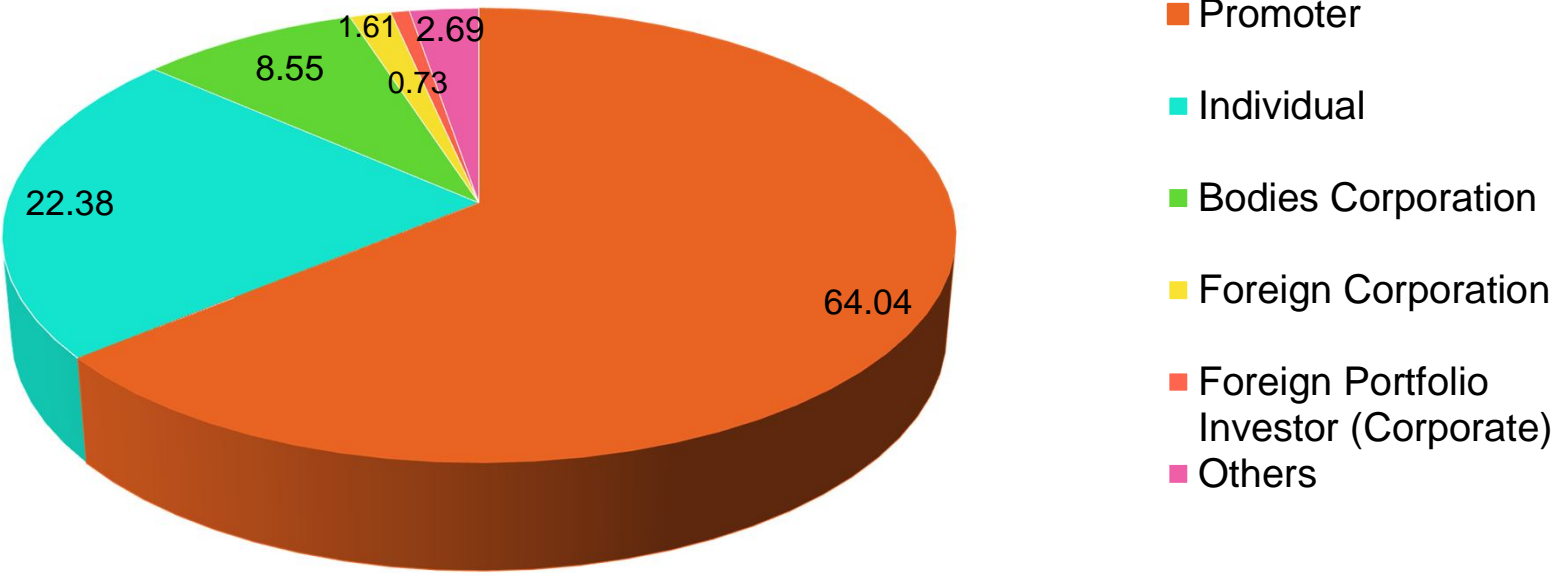


Market Capitalization (BSE)





SHAREHOLDING PATTERN AS ON 31ST MARCH, 2019



MARKET CAPITALIZATION (BSE) ₹ 401.38 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.



For further information please contact:

Mr. Manish Dhariwal
PPAP Automotive Limited
Ph: +91 120 2462552 / 53
Email: manish.dhariwal@ppapco.com

Mr. Gaurav Girdhar
Concept Investor Relations
Ph: +91 7798232425, +91 022 40558934
Email: gaurav.g@conceptpr.com

THANK YOU