



PPAP Automotive Limited

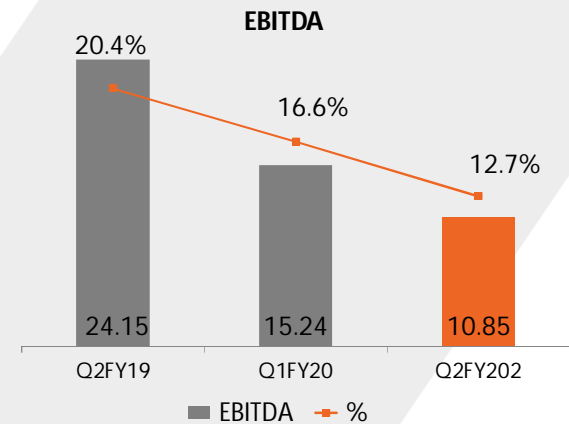
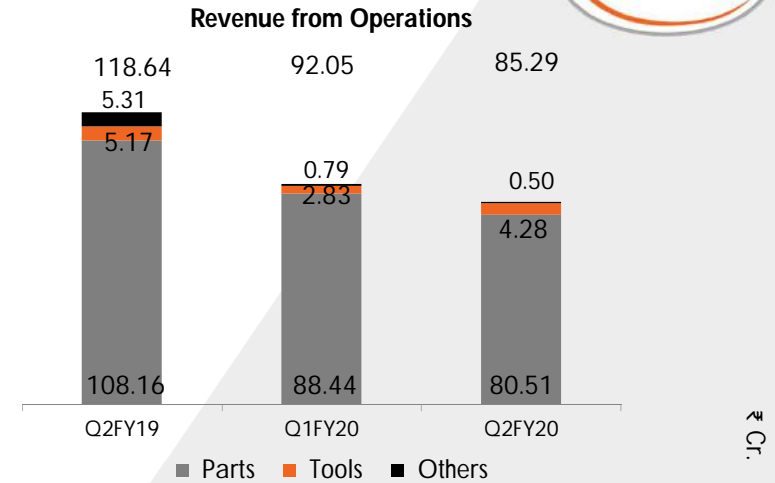
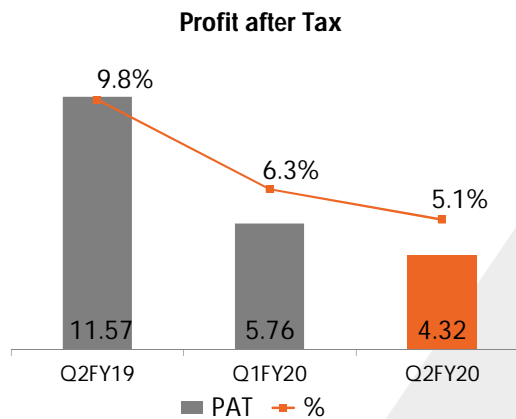
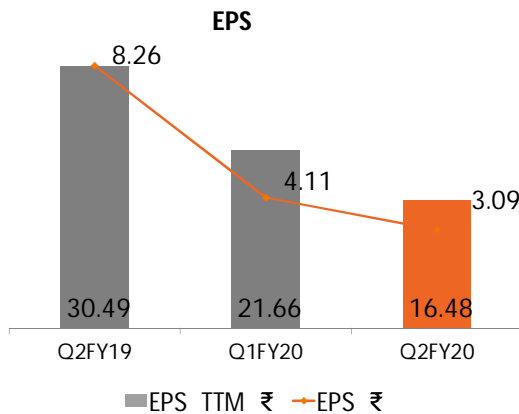
TAKING CHALLENGES, TOGETHER

Investor Presentation
OCTOBER 2019

QUARTERLY FINANCIAL HIGHLIGHTS (QTR ON QTR)



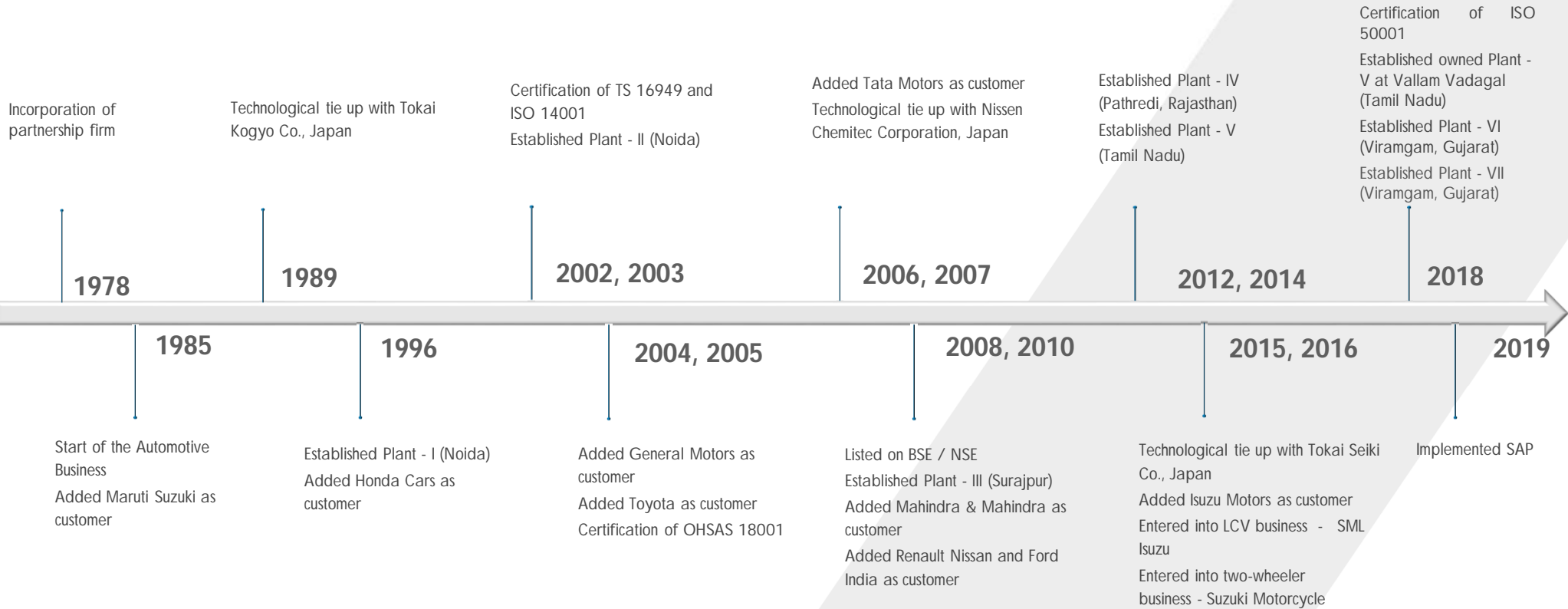
- Revenue from Operations at 85.29 cr and Part Sales at 80.51 cr
- PAT at ₹ 4.32 cr , 5.1% of Sales
- EBITDA at ₹10.85 cr, 12.7% of Sales
- EPS stood at ₹ 3.09
- Interim Dividend ₹ 1.00 per Share



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 Supplier Association and 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

Work experience of over 15 years

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



Mr. Anurag Saxena, Chief Financial Officer

Member of ICAI and ICMAI

Work experience of over two decades

Has previously worked with Subros Limited, Minda Industries Limited, Jamna Auto Industries Limited

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

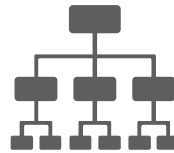
TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007



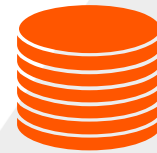
CORE STRENGTHS



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

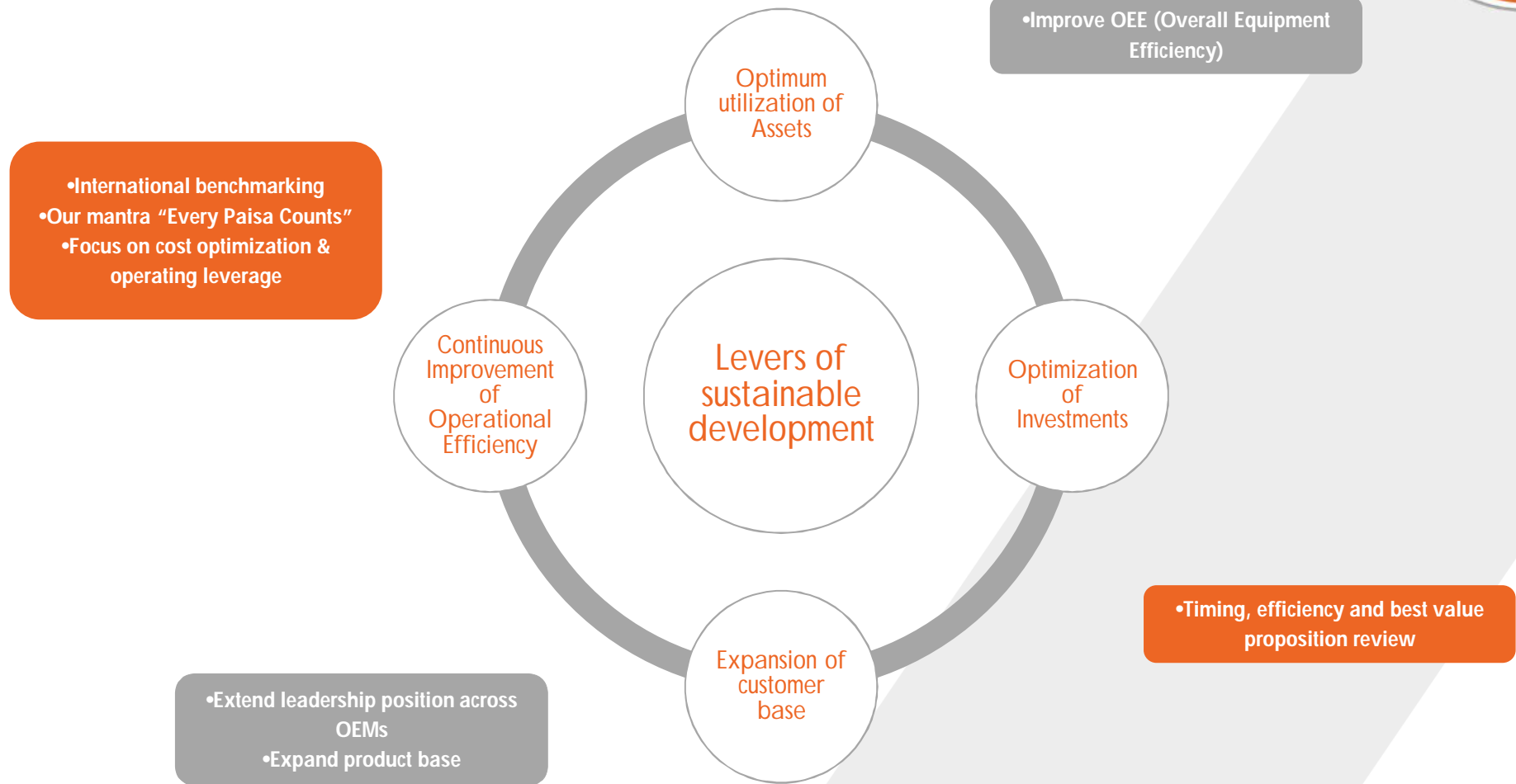


Access to Global Technology
Relationship with
Japanese Technology Partners

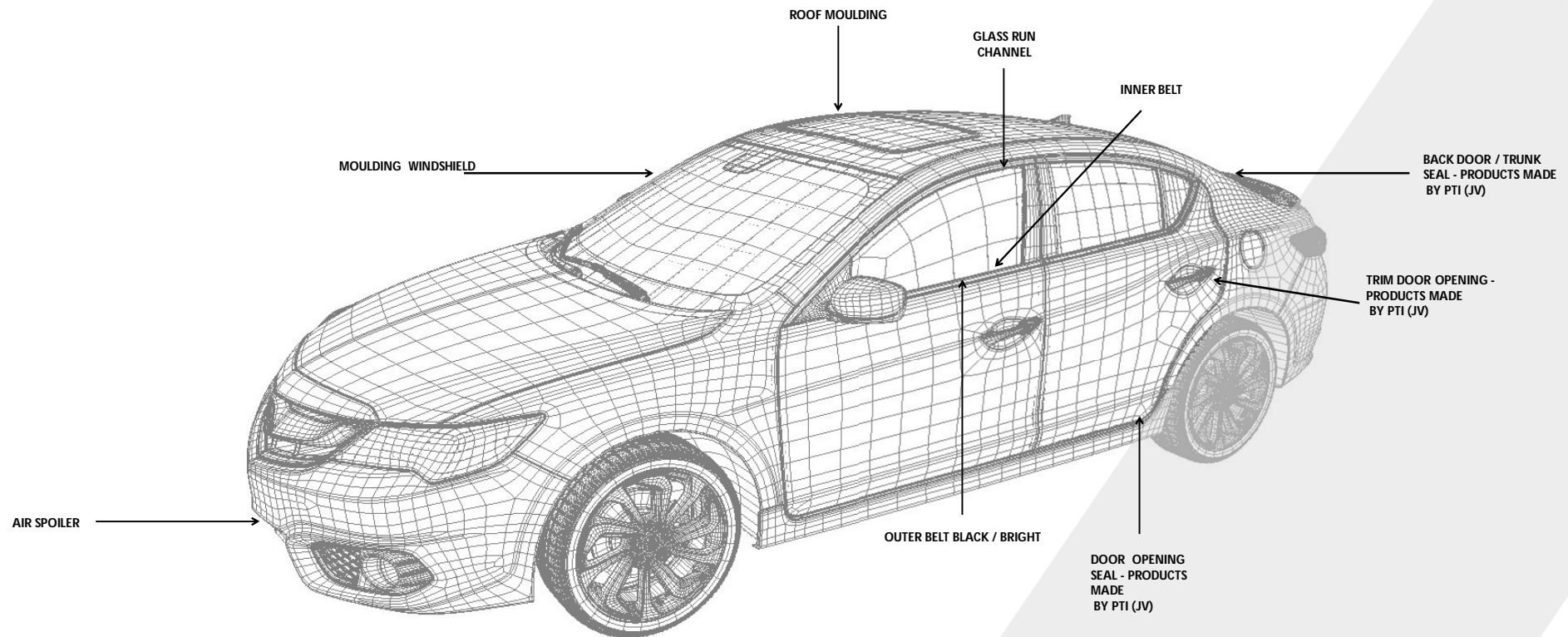


Healthy Financials
Cost sensitive Culture

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



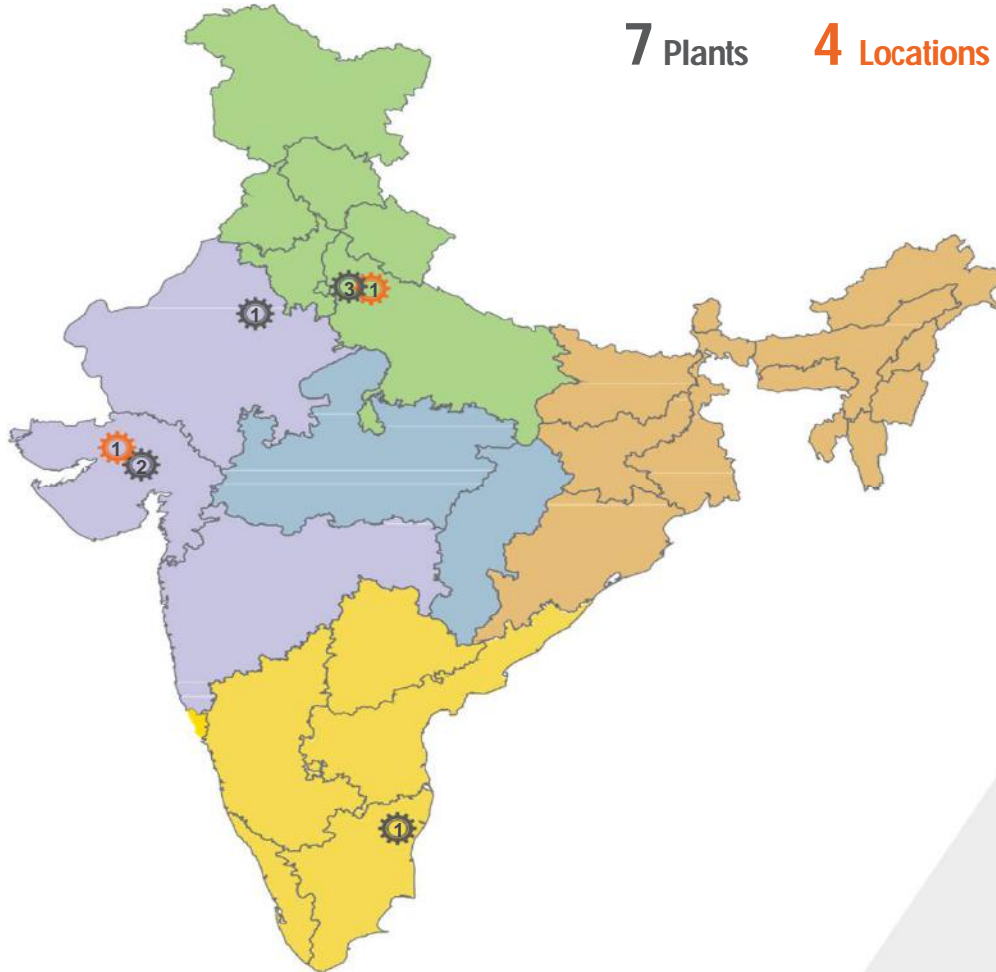
PAN INDIA PRESENCE



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

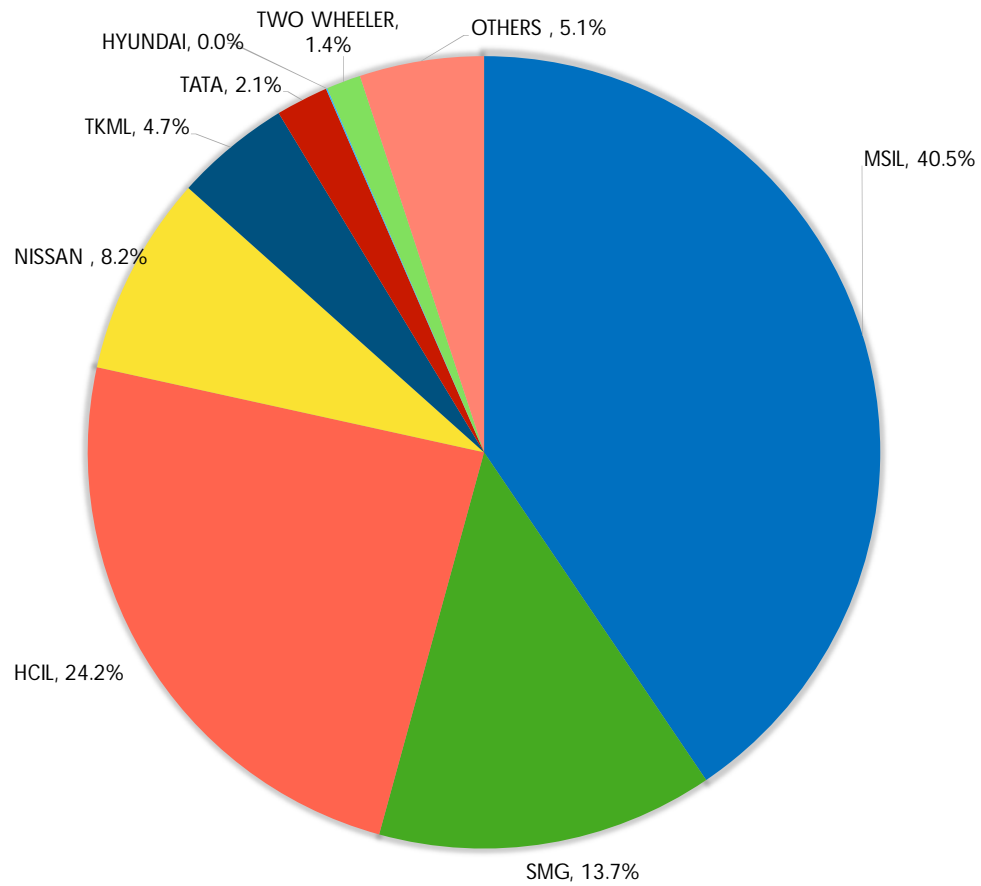


Argentina

CUSTOMER BASE



CUSTOMER CONTRIBUTION



OUR PRESENCE IN NEW MODELS



Glanza



Suzuki Motorcycle Gixxer 250

COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



PPAP's Engineering
Expertise

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

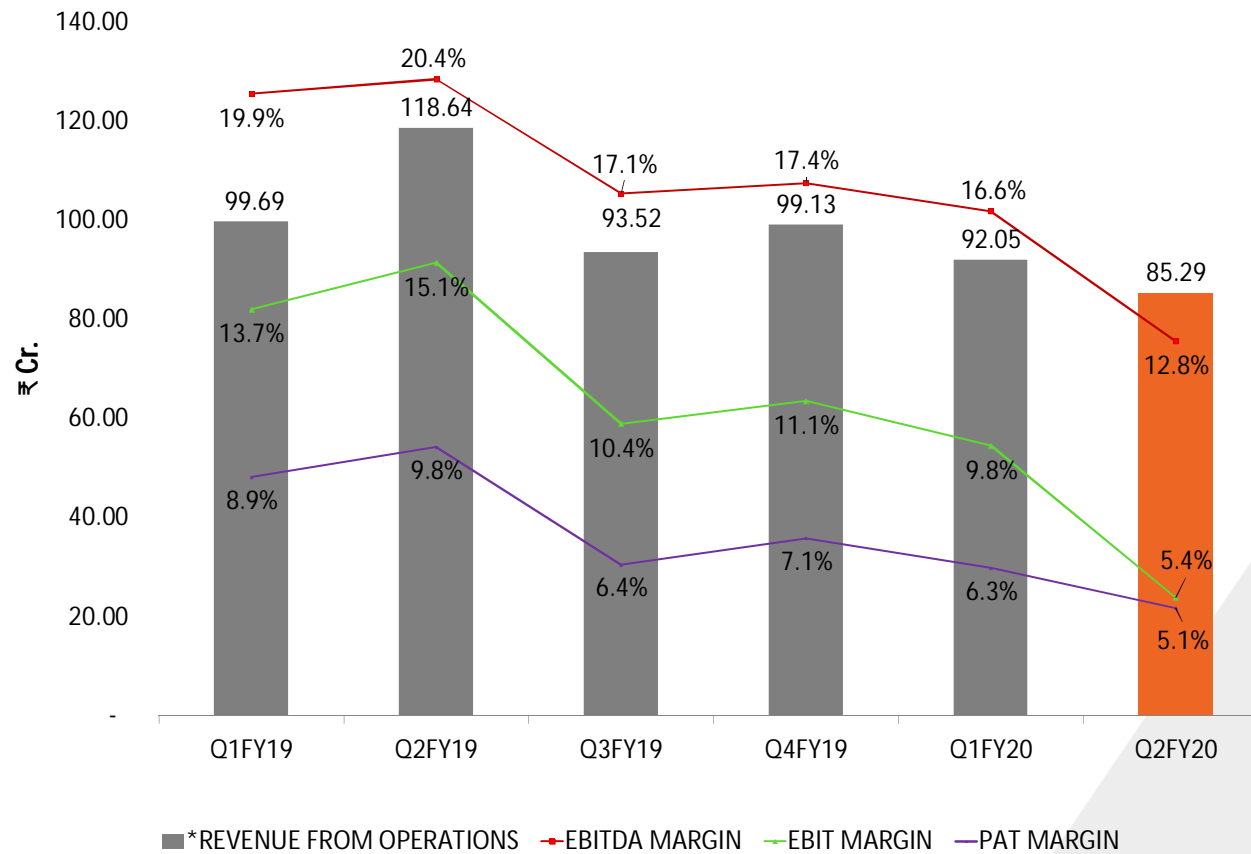
APPRECIATION FOR CONTINUED SUPPORT 2018 - ASAHI INDIA GLASS

ZERO PPM AWARD - TOYOTA KIRLOSKAR

TARGET IN DELIVERY - TOYOTA KIRLOSKAR



SUMMARY

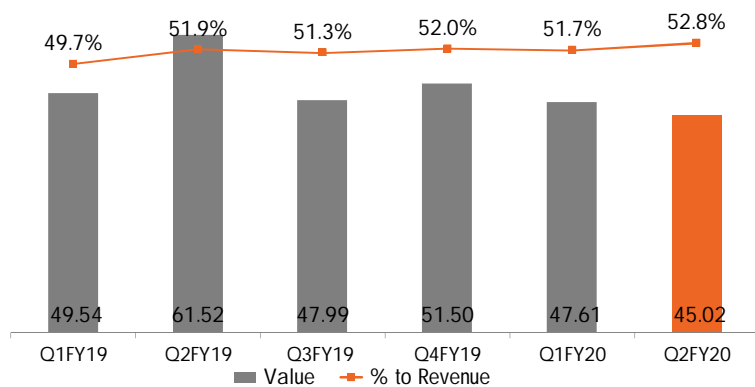


- Revenue from Operations stood at ₹ 85.29 cr in Q2FY20 v/s ₹ 118.64 cr in Q2FY19

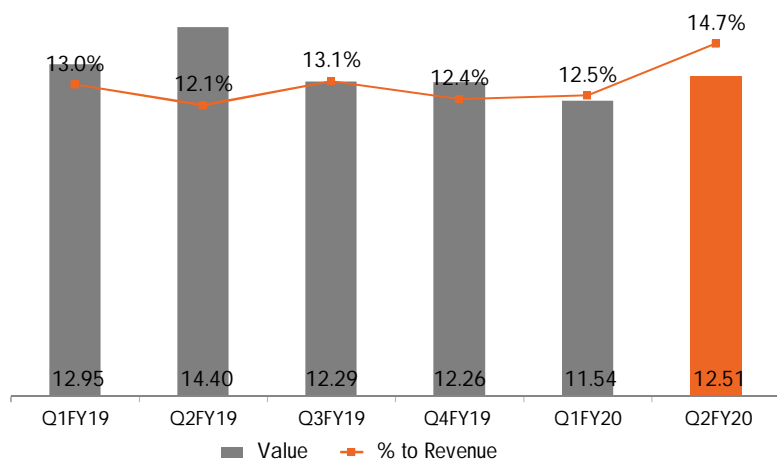
MAJOR EXPENSES (₹ Cr.)



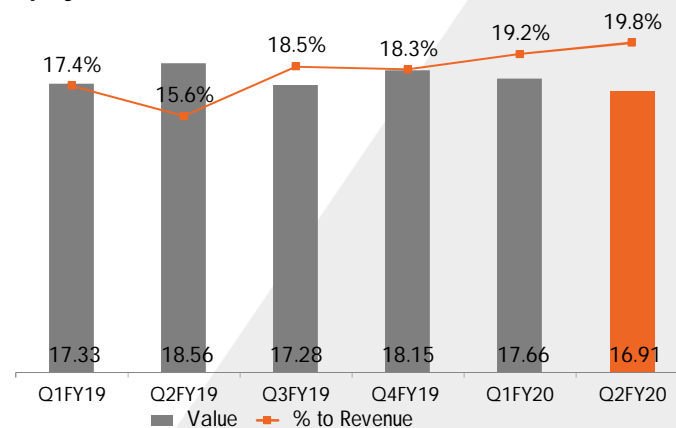
Materials



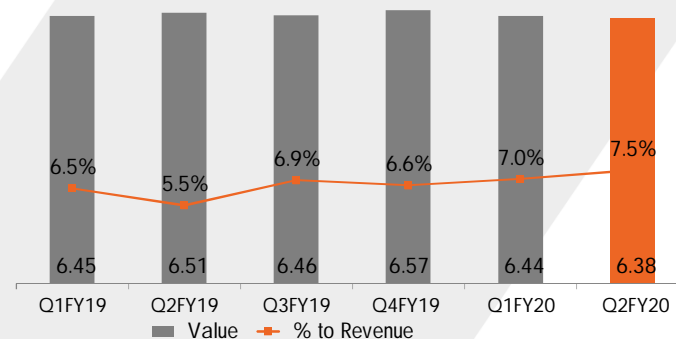
Other Expenses



Employee Benefits



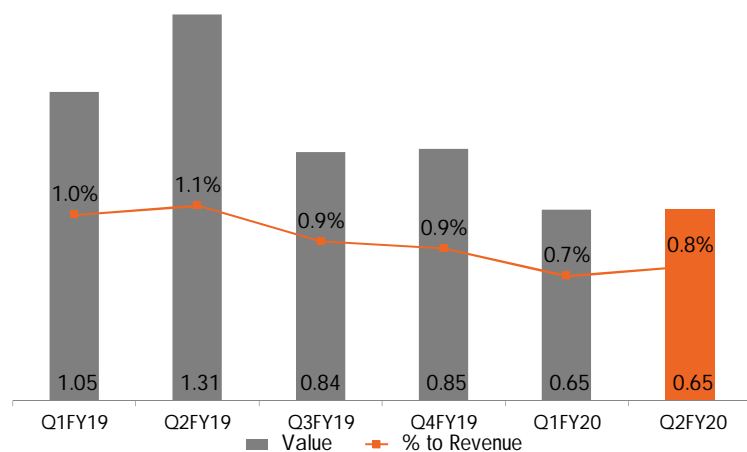
Depreciation



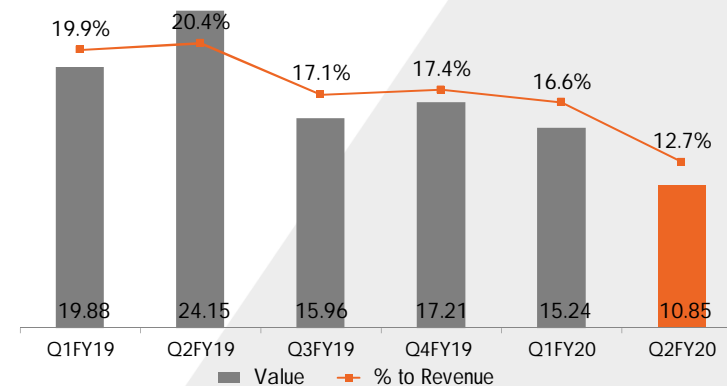
INTEREST & EARNINGS (₹ Cr.)



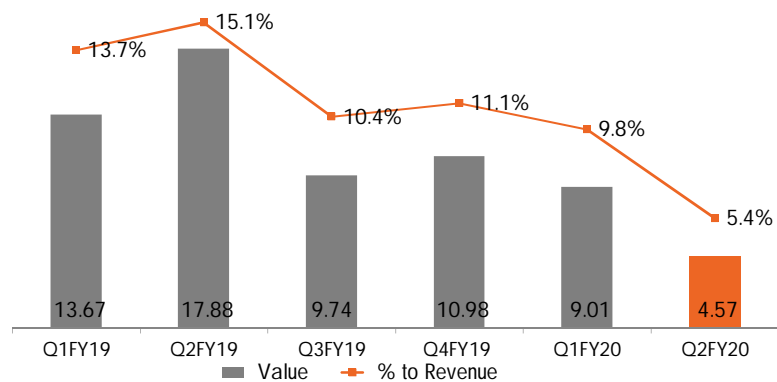
INTEREST



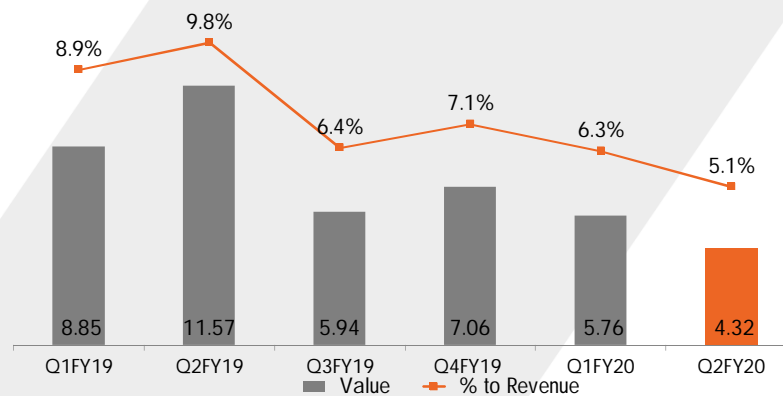
EBITDA



EBIT



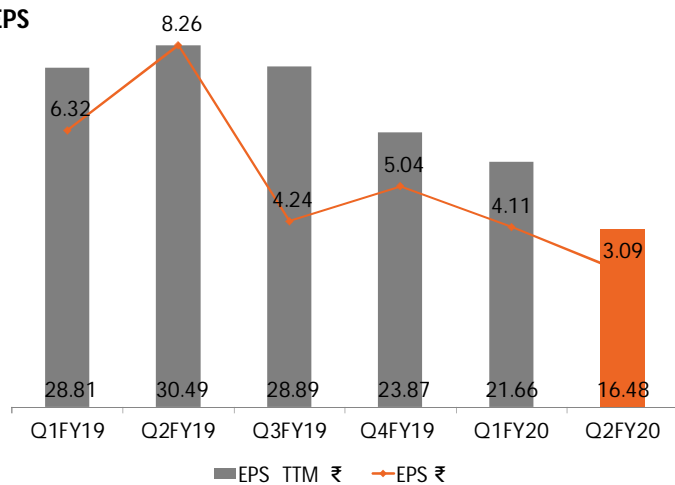
PAT



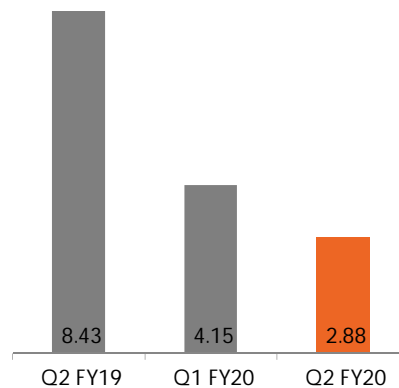
EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



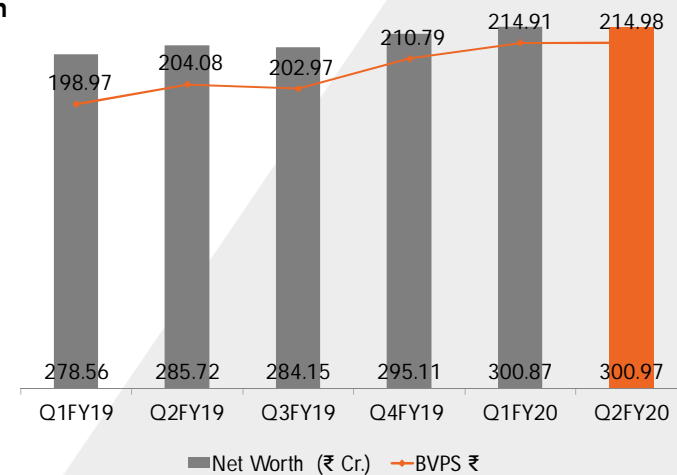
EPS



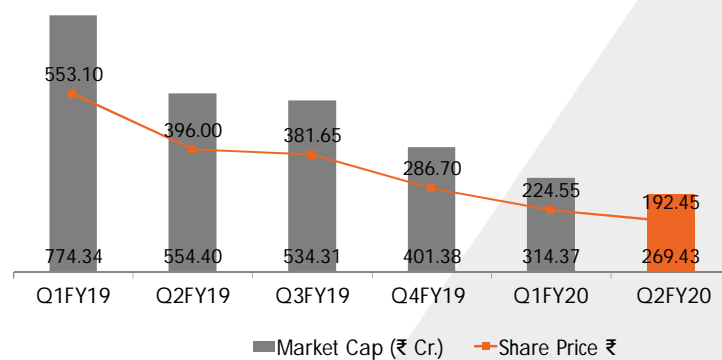
Consolidated EPS (₹)



Net Worth



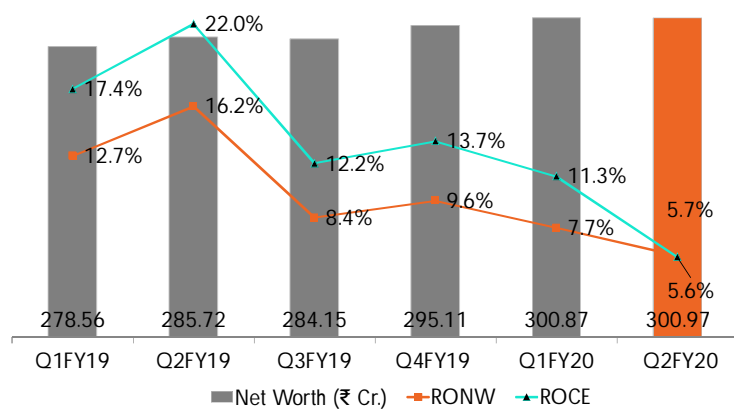
Market Capitalisation (BSE)



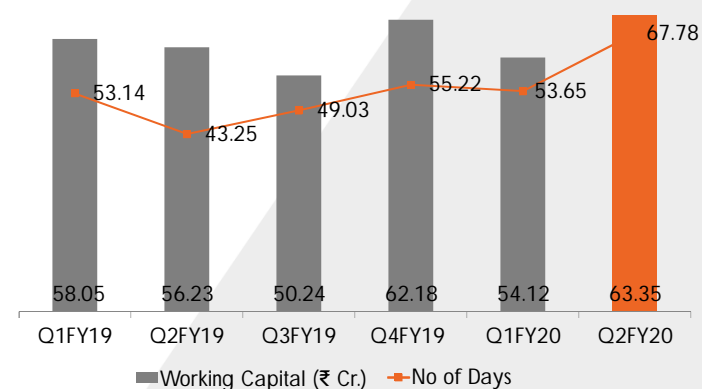
KEY RATIOS



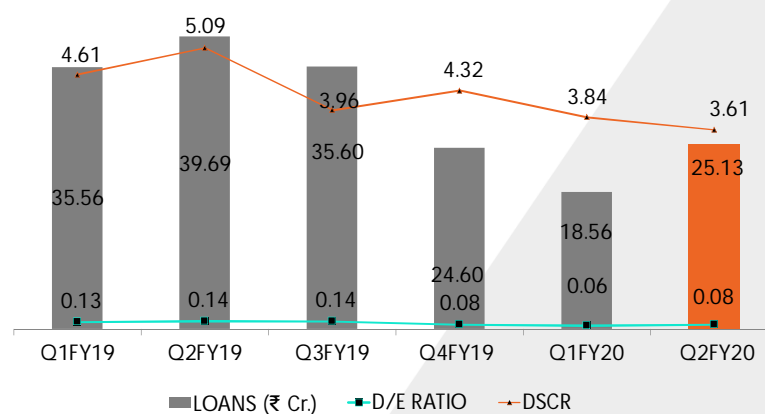
Net Worth



Working Capital



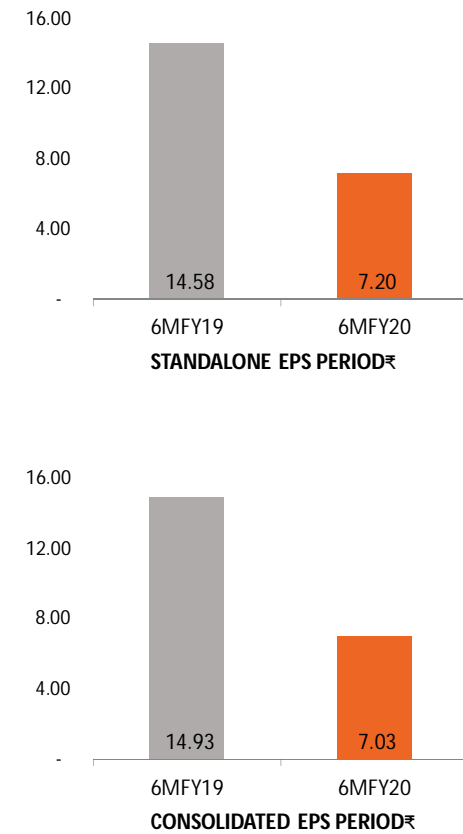
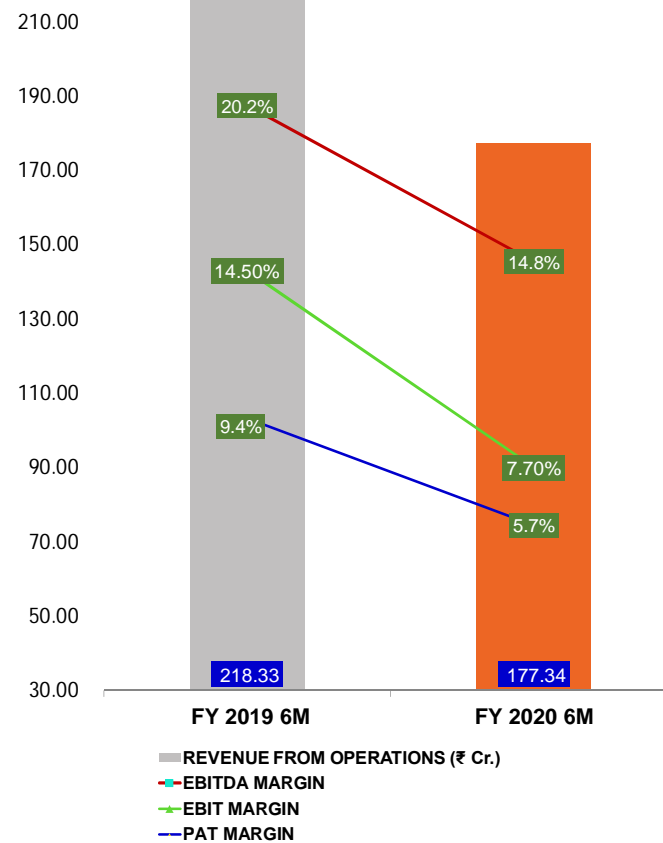
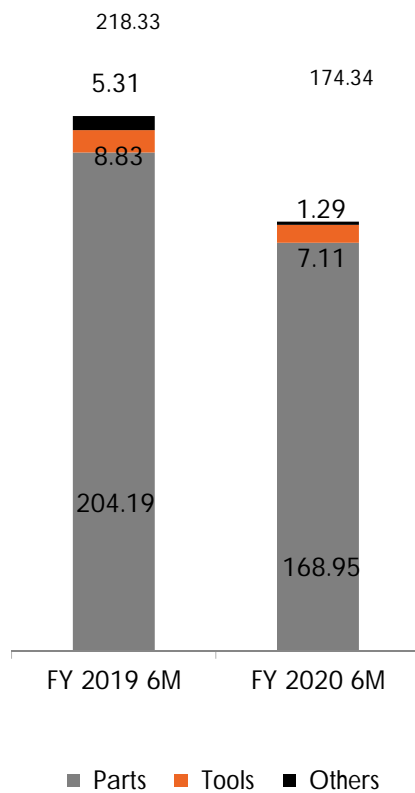
Loans



HALF YEAR SUMMARY



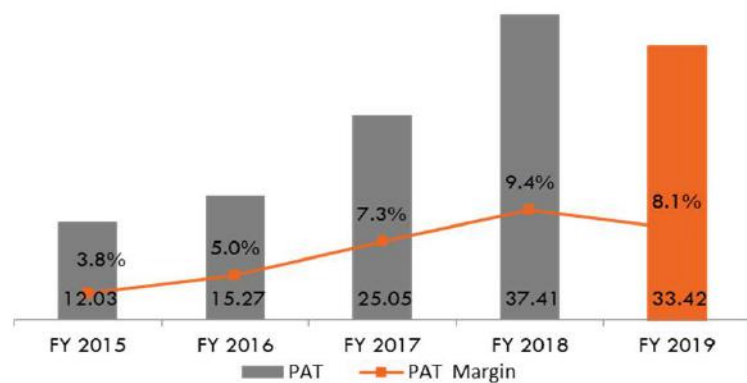
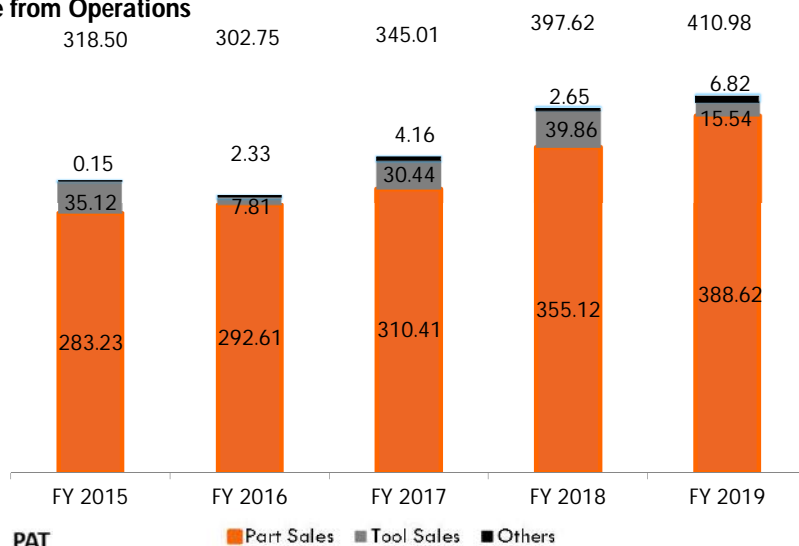
Revenue from Operations (₹ Cr.)



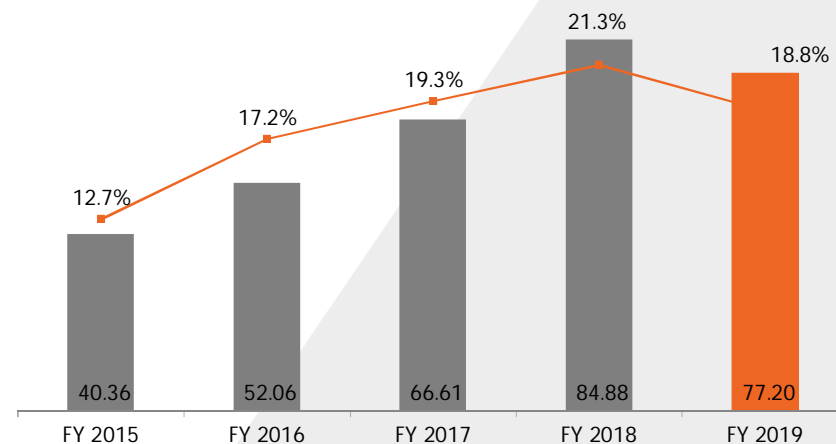
FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)



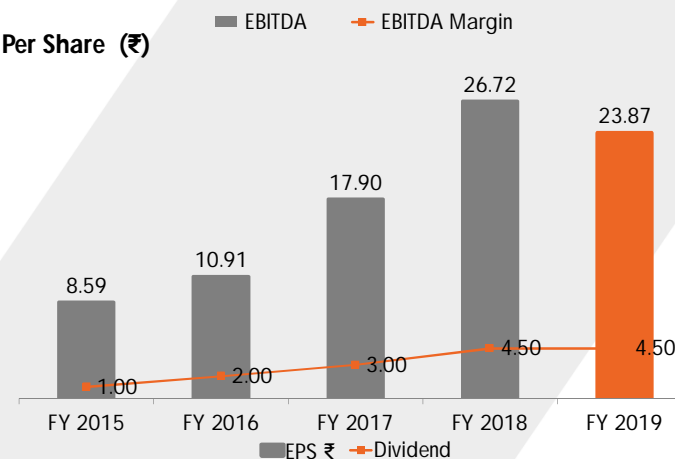
Revenue from Operations



EBITDA



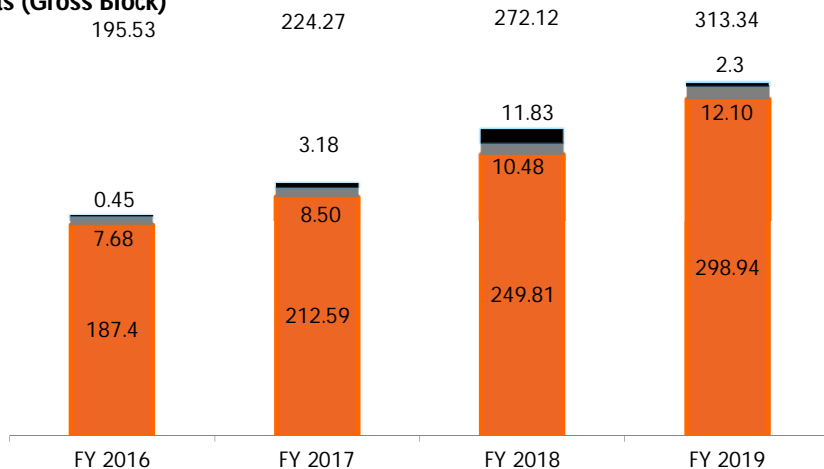
Earning Per Share (₹)



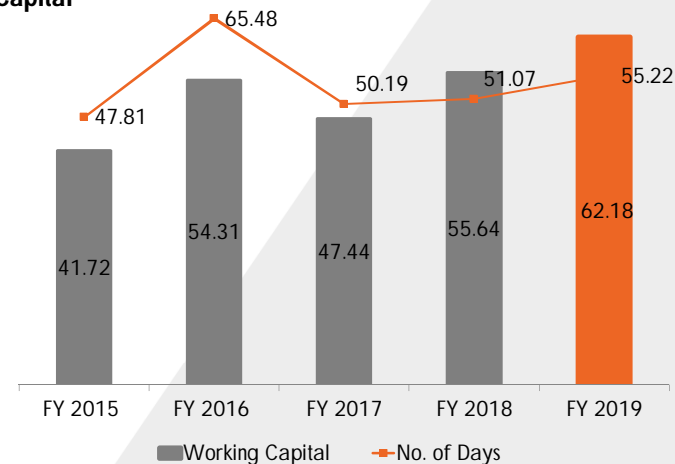
FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)



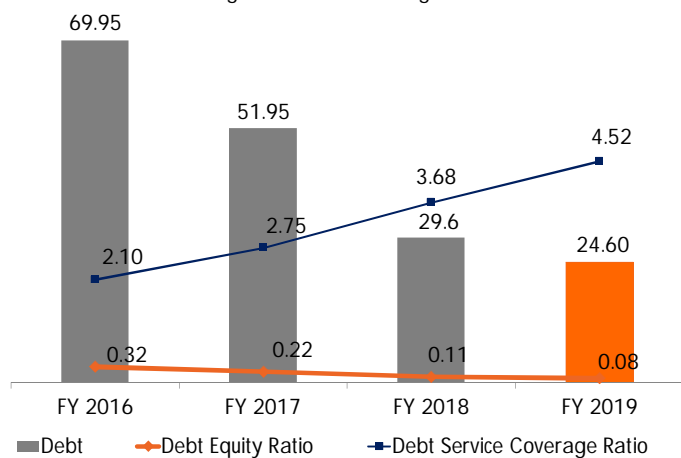
Fixed Assets (Gross Block)



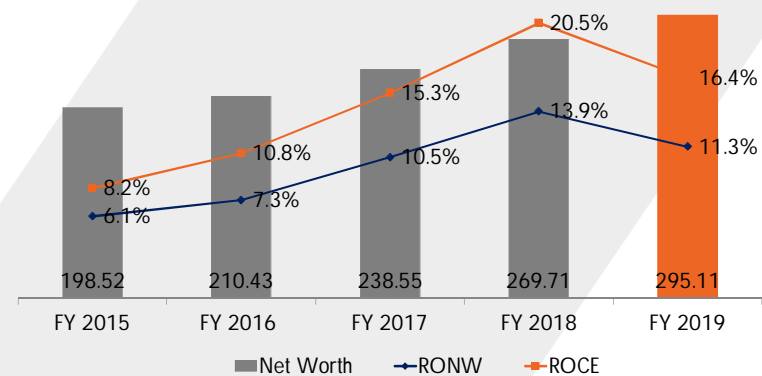
Working Capital



Debt



Networth

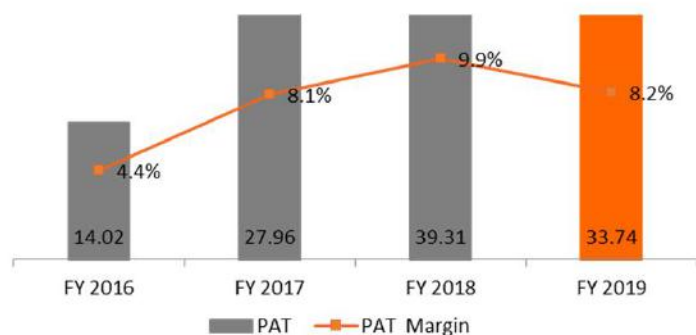


*Fixed Assets & Debt Figures are as per IND AS which became applicable from 1/4/16. Thus FY15 figures not provided

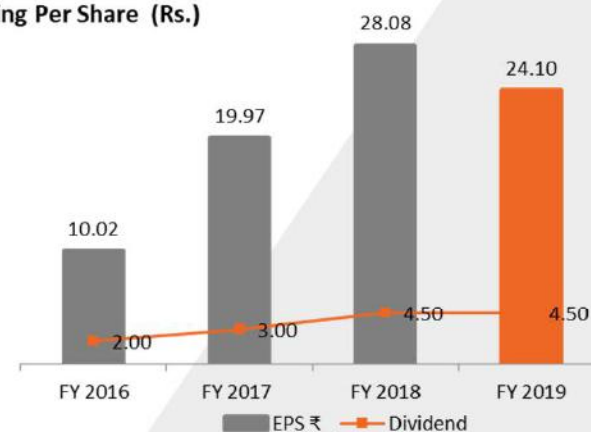
CONSOLIDATED FINANCIAL SNAPSHOT (FY2016 – FY2019) (₹ Cr.)



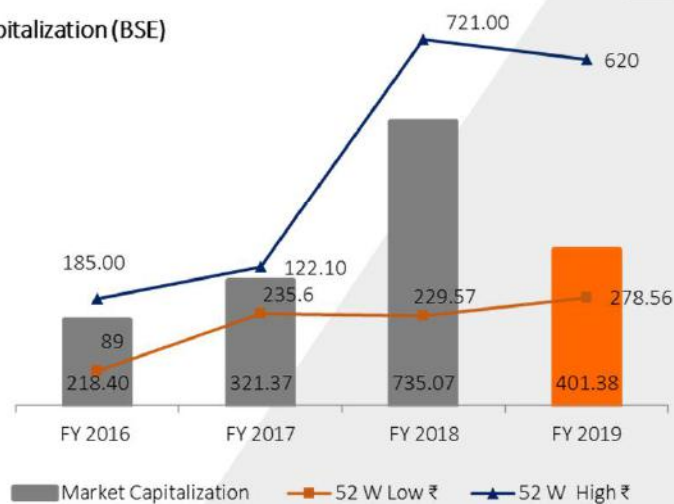
PAT



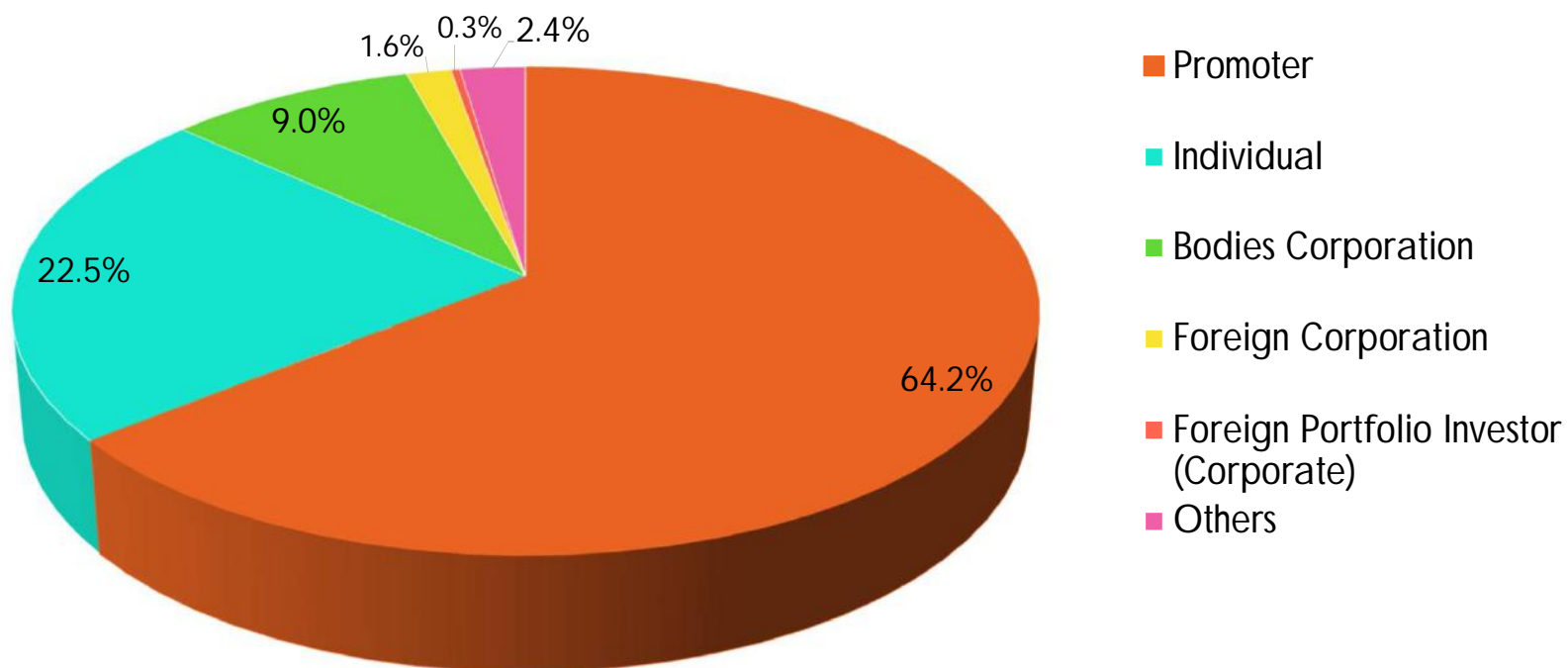
Earning Per Share (Rs.)



Market Capitalization (BSE)



SHAREHOLDING PATTERN AS ON 30TH SEPTEMBER, 2019



MARKET CAPITALIZATION (BSE) ₹ 269.43 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