



Investor Presentation  
Q3FY20 & 9MFY20  
FEBRUARY 2020

**PPAP Automotive Limited**

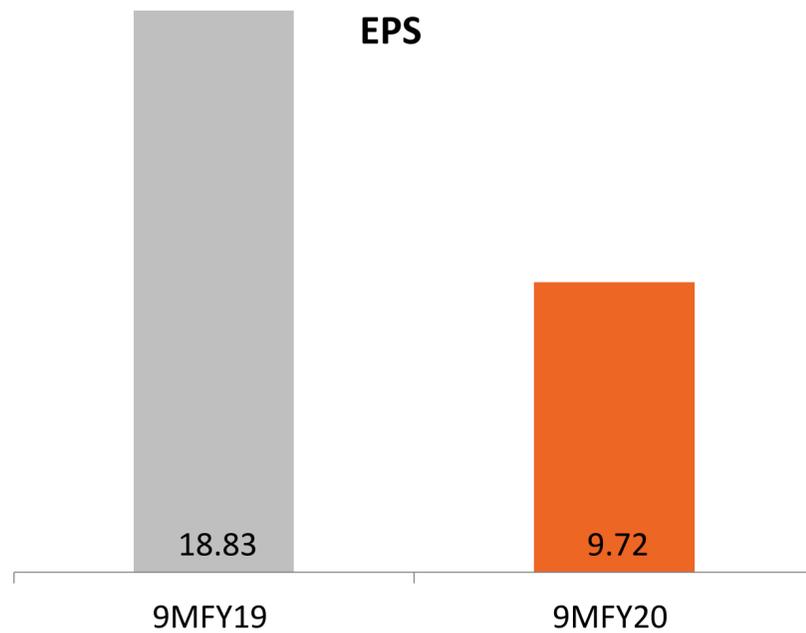
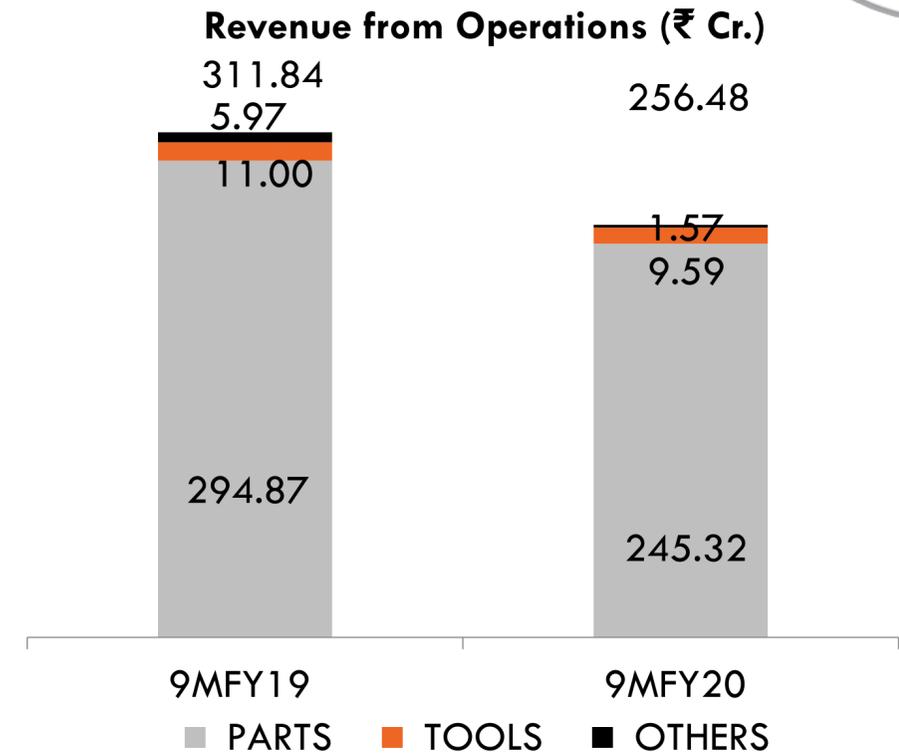


TAKING CHALLENGES, TOGETHER

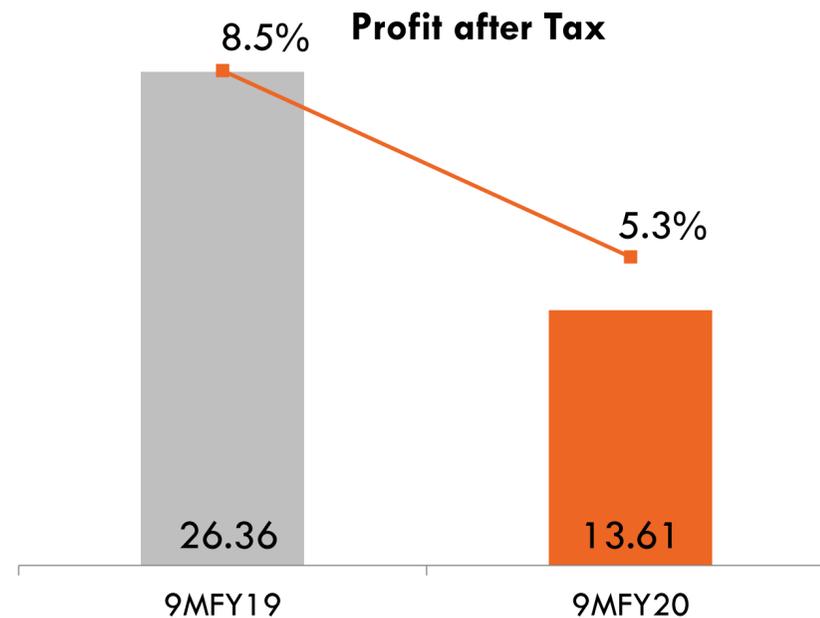
# STANDALONE FINANCIAL HIGHLIGHTS (9MFY20)



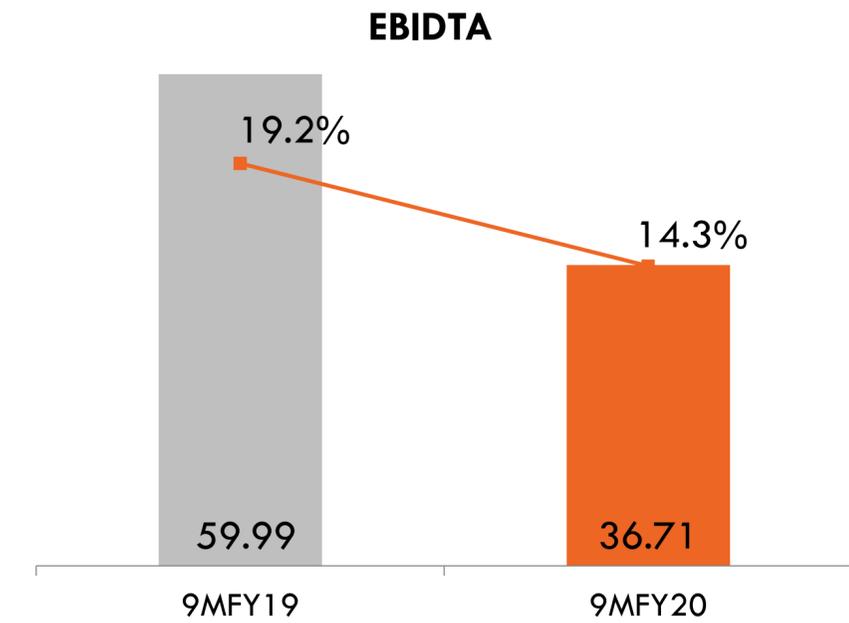
- Revenue from Operations at ₹ 256.48 cr and Part Sales at ₹ 245.32 cr
- PAT at ₹ 13.61 cr, 5.3% of Revenue
- EBITDA at ₹36.71 cr, 14.3% of Revenue
- EPS stood at ₹ 9.72
- Interim Dividend ₹ 1.00 per share



STANDALONE EPS PERIOD₹



■ PAT ₹ Cr ■ %

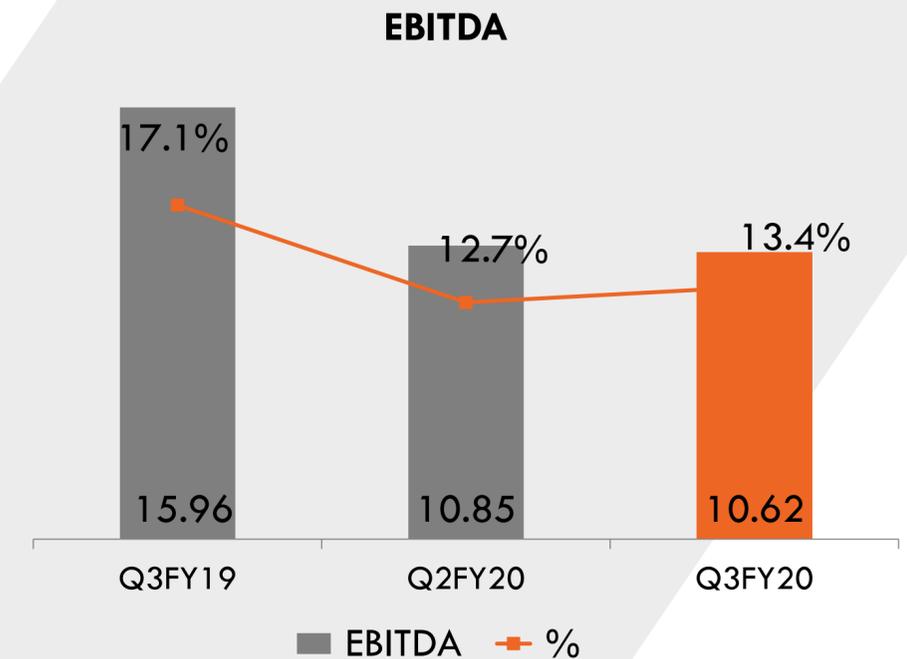
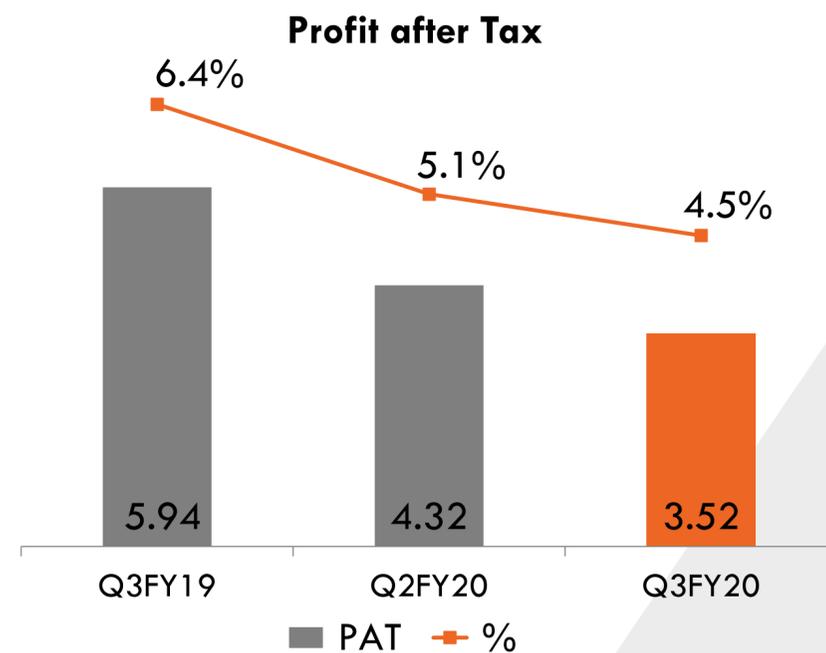
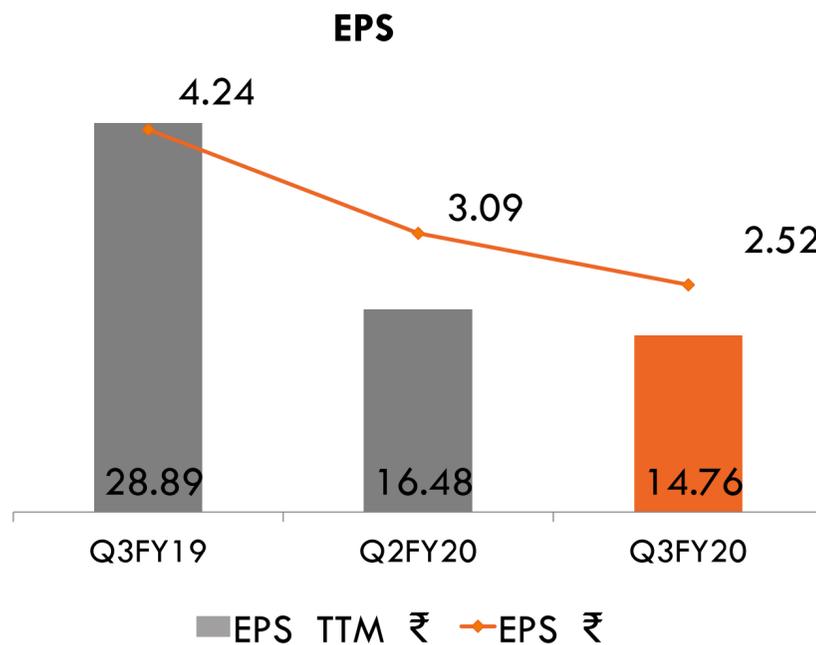
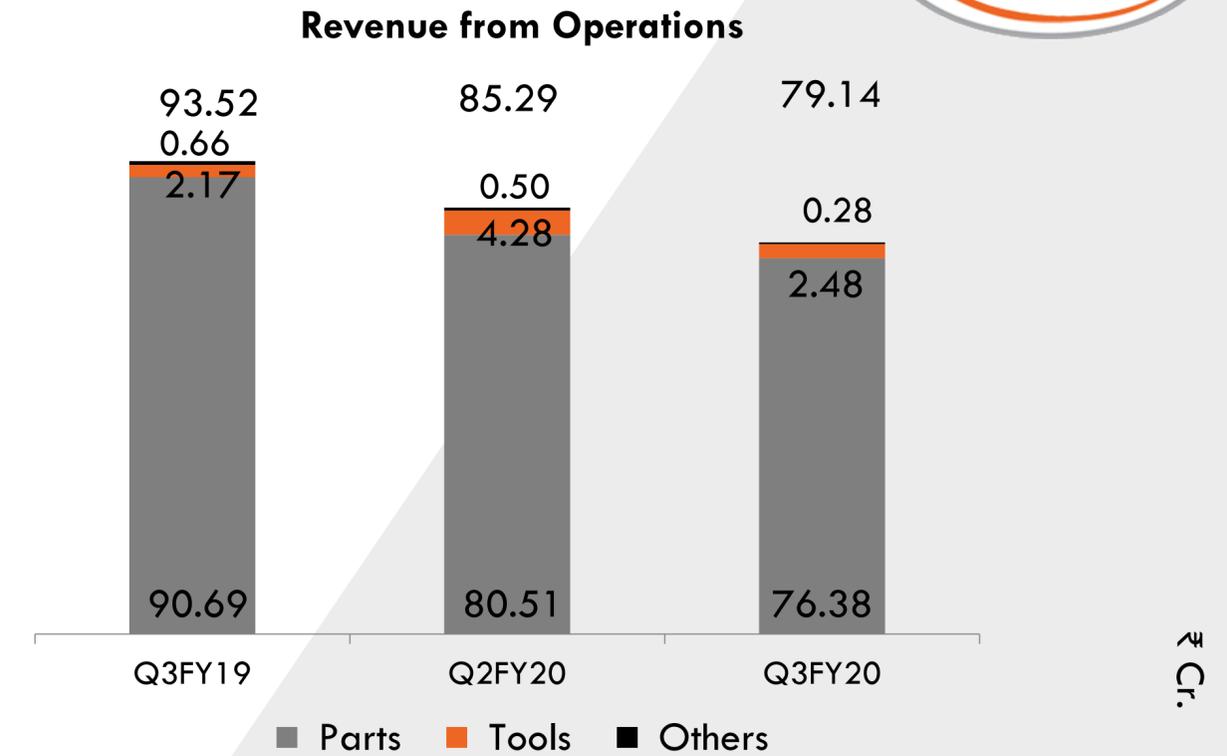


■ EBITDA ₹ Cr ■ %

# STANDALONE QUARTERLY FINANCIAL HIGHLIGHTS (Q3FY20)



- Revenue from Operations at ₹ 79.14 cr and Part Sales at ₹ 76.38 cr
- PAT at ₹ 3.52 cr, 4.5% of Revenue
- EBITDA at ₹ 10.62 cr, 13.4% of Revenue
- EPS stood at ₹ 2.52

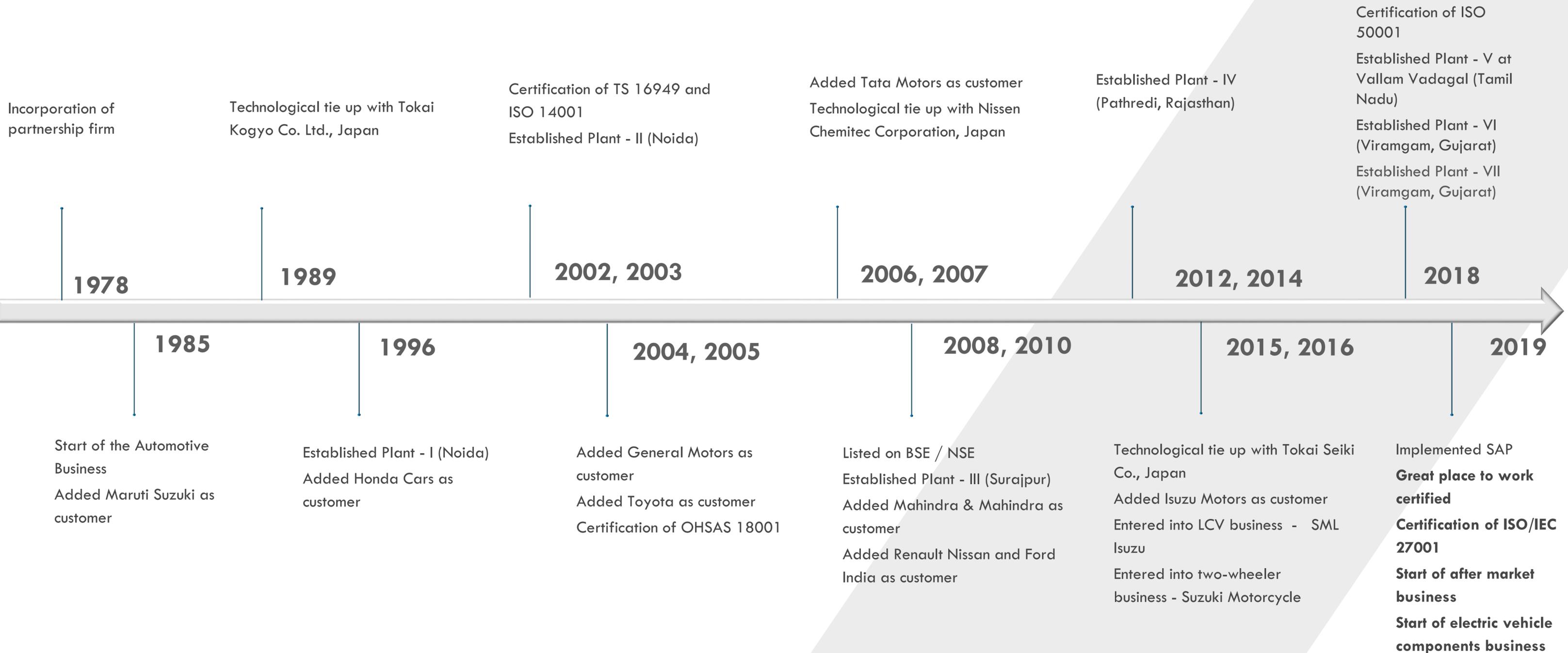


₹ Cr.

# 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"





## 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 ITATF 16949, ISO 14001, OHSAS 18001, ISO 50001 and ISO/IEC 27001 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



### **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

Chairman North region of Honda Suppliers Club

Member of Pillar IV of Automotive Component Manufacturers Association of India



### **Mr. Anurag Saxena, Chief Financial Officer**

Member of ICAI and ICMAI

Work experience of over 20 years

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



**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**

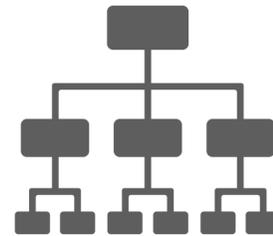
TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007

# CORE STRENGTHS



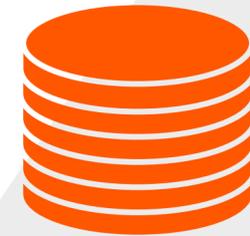
## Leadership Position

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

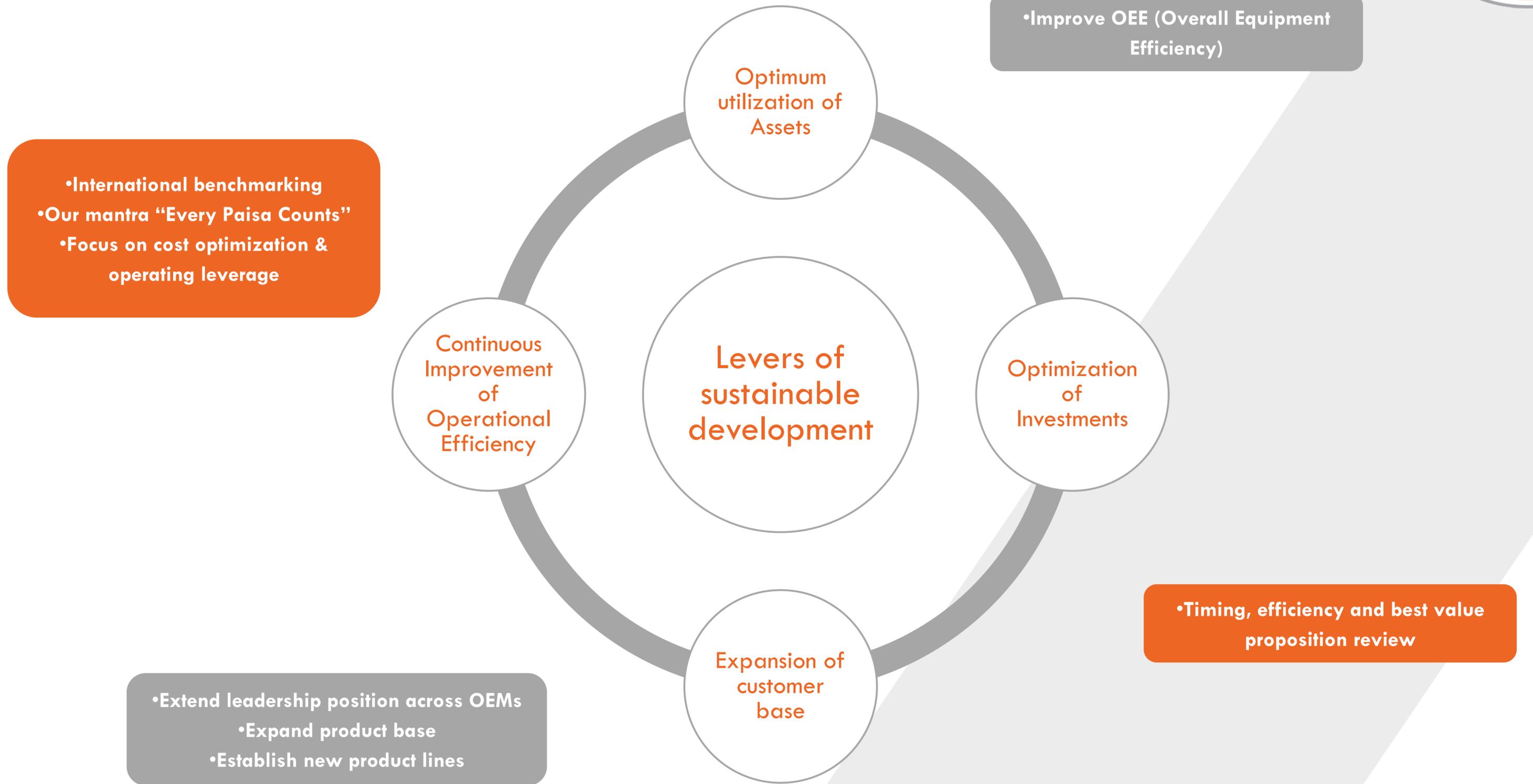
Relationship with Japanese Technology Partners



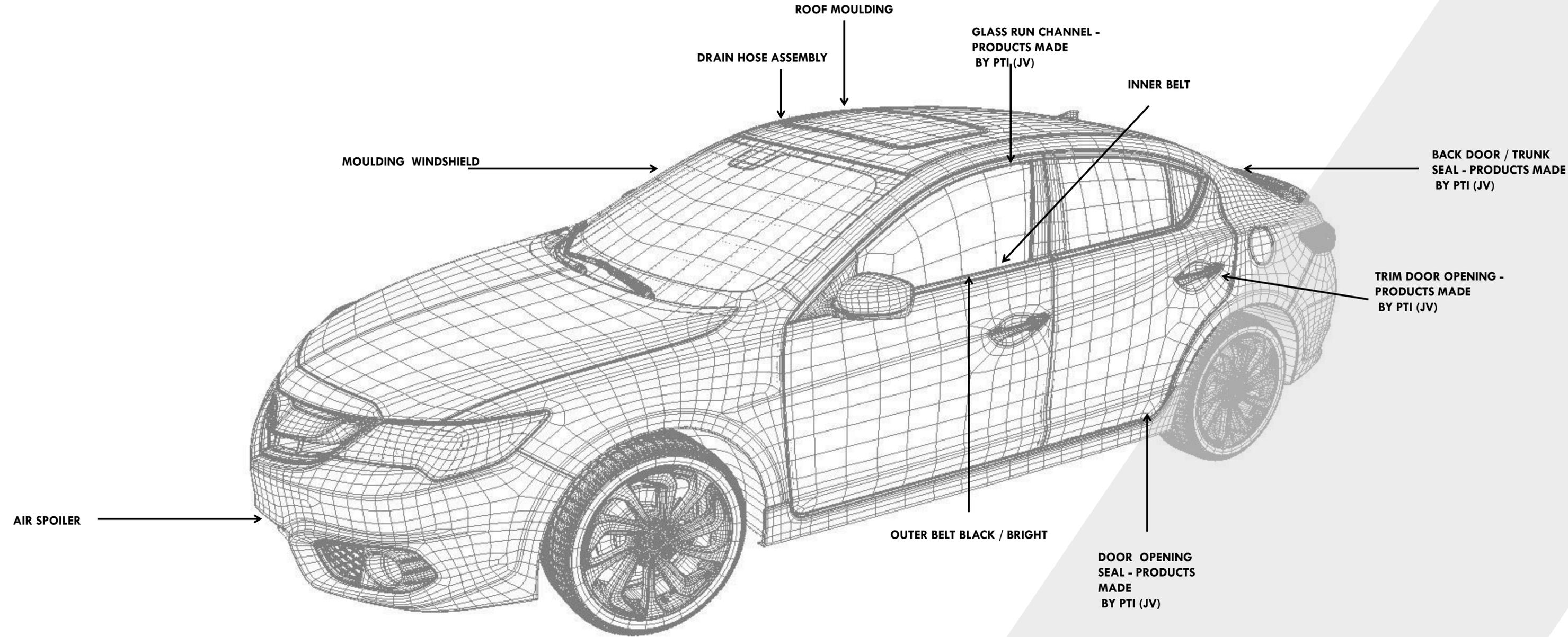
## Healthy Financials

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



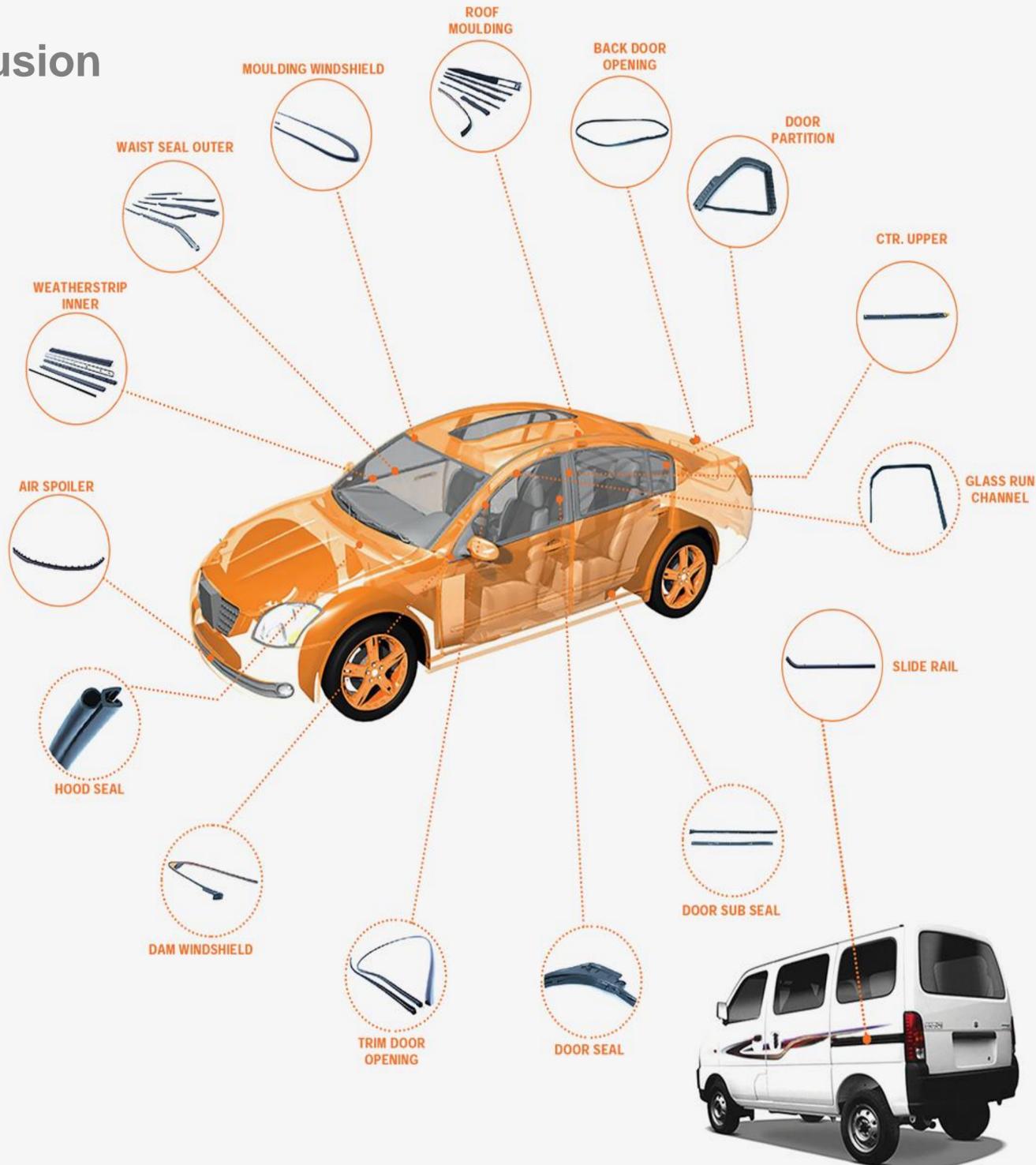
## IN CABIN PRODUCTS



# PRODUCT ROADMAP – EXTRUSION & INJECTION



## Extrusion



## Injection



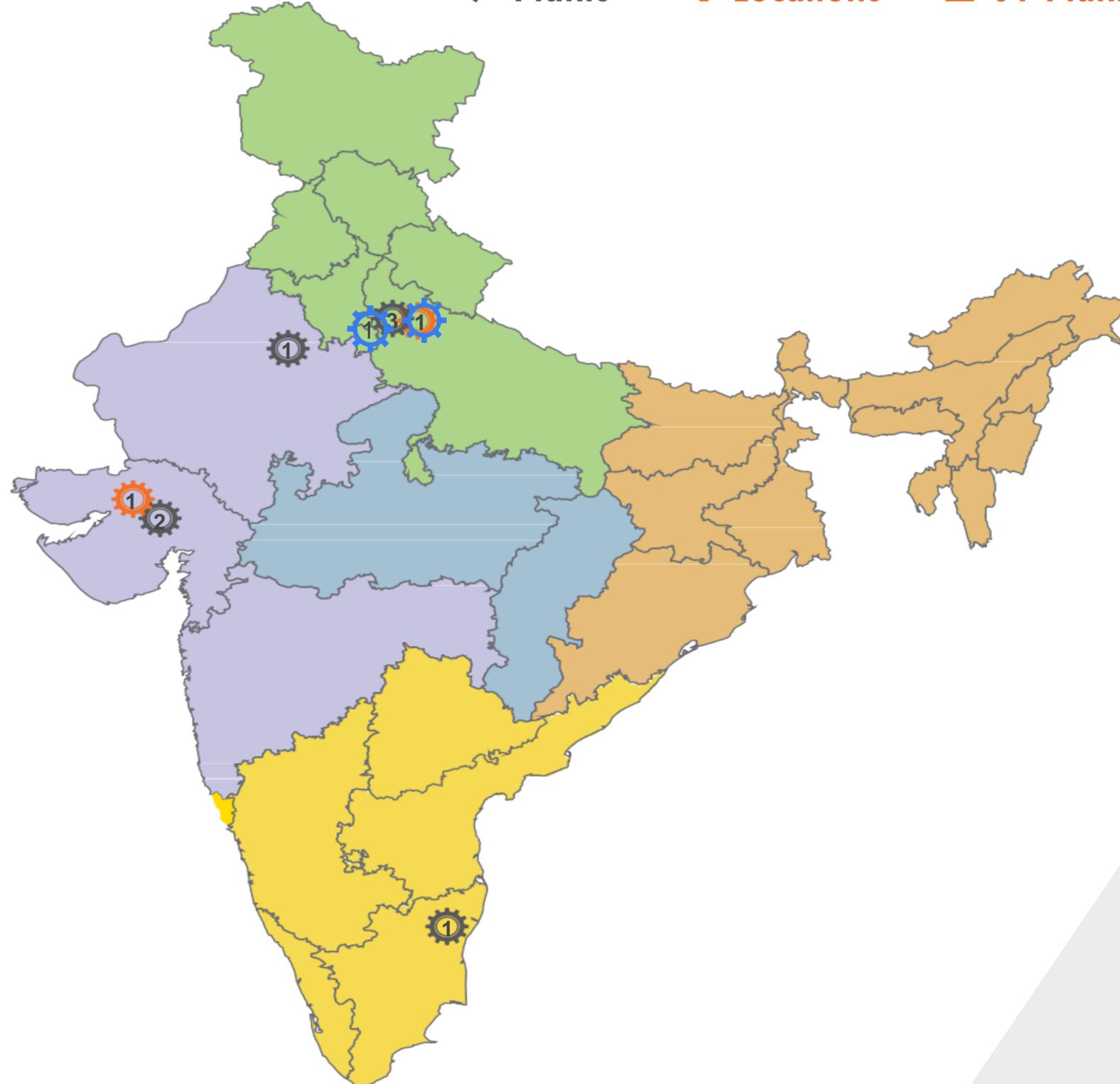
# PAN INDIA PRESENCE



**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)*

## AFTER MARKET WAREHOUSE

Delhi

## ELECTRIC VEHICLE COMPONENTS

Noida, Uttar Pradesh

# CUSTOMER BASE & EXPORT COUNTRIES



CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom



South Africa

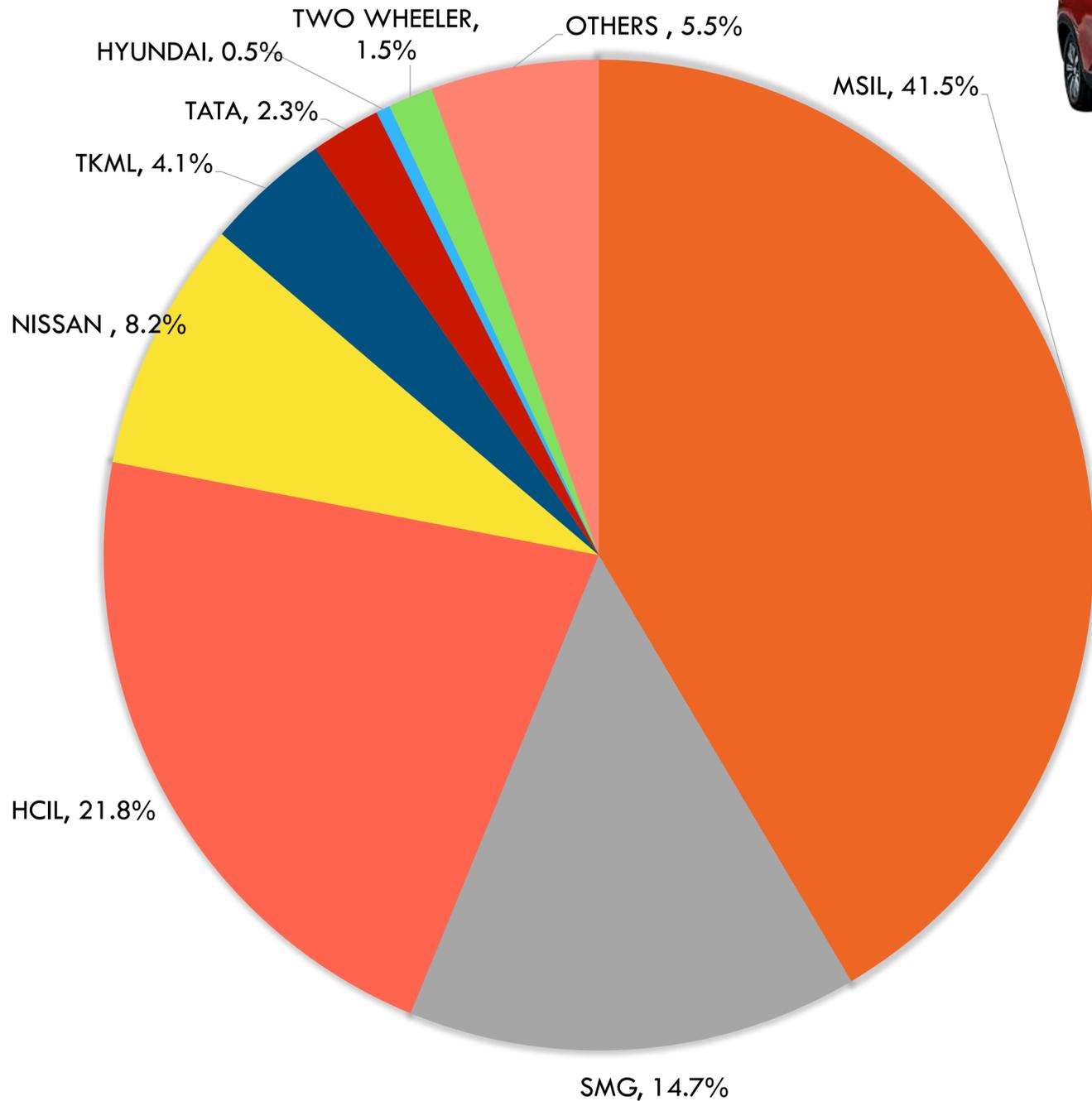


Argentina

# CUSTOMER BASE



## CUSTOMER CONTRIBUTION



# OUR PRESENCE IN NEW MODELS



**MG Hector**



**Tata Harrier**



**Renault Triber**



**Nissan Kicks**



**Hyundai Verna**



**Hyundai Creta**



**Vitara Brezza**



**S.Presso**



**Glanza**



**All New Ertiga**



**Suzuki Motorcycle  
Gixxer 250**



**Suzuki\_Burgman**



**Honda CB shine SP**



**Suzuki Access**



**Honda Activa**



## WHOLLY OWNED SUBSIDIARIES



### **Elpis Components Distributors Pvt. Ltd.**

- Date of becoming WOS - 04/10/2019
- Paid up share Capital - INR 50,00,000
- Product line - Trading and distribution of components and automotive accessories in after sales market or secondary market through dealership network
- Location - Delhi

### **PPAP Automotive Technology Pvt. Ltd.**

- Date of becoming WOS - 10/12/2019
- Paid up share Capital - INR 1,80,00,000
- Product line - Development of electric vehicle components
- Location - Noida

# 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

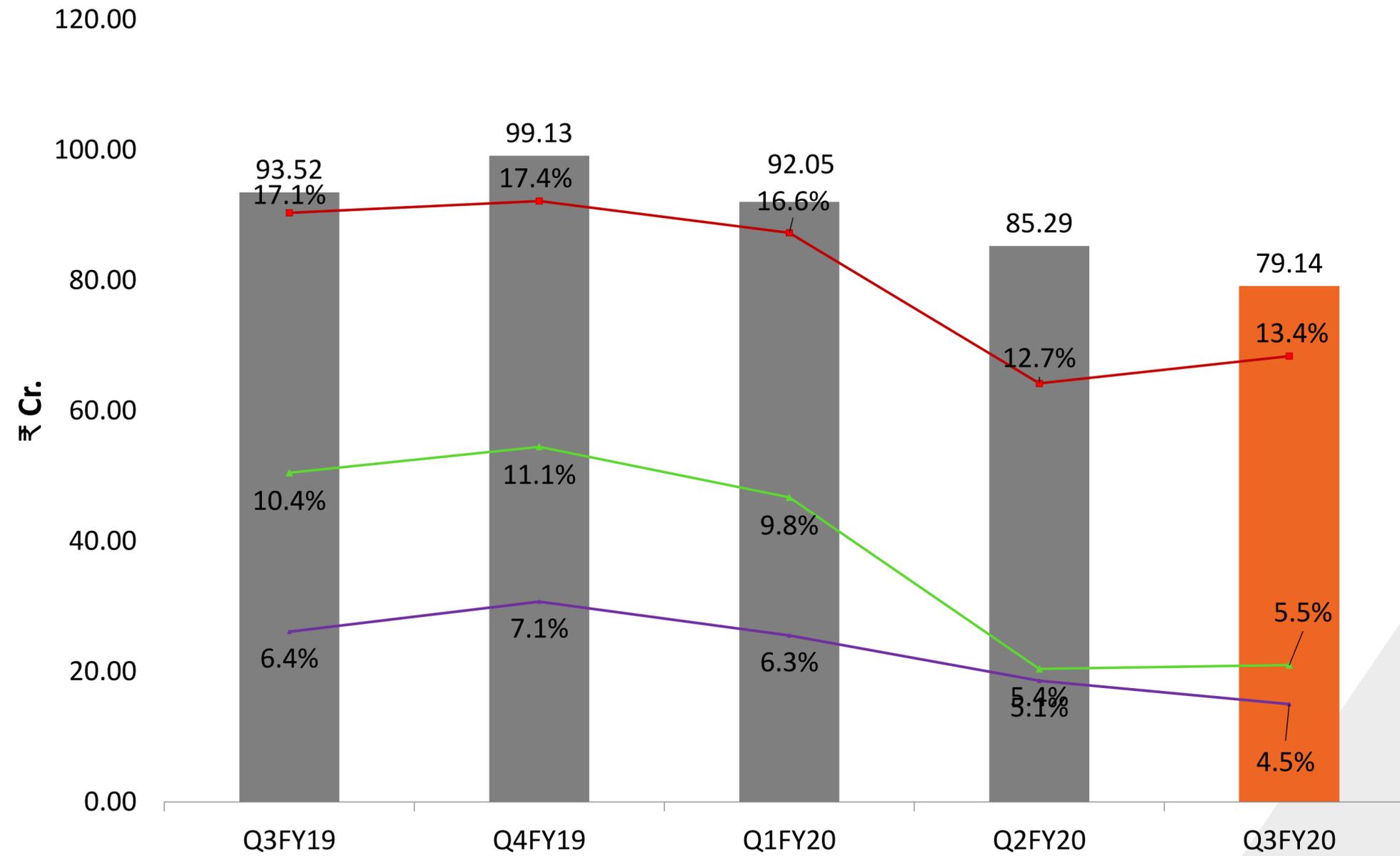
TARGET IN DELIVERY - TOYOTA KIRLOSKAR





# *FINANCIAL PERFORMANCE SNAPSHOT*

# QUARTERLY PERFORMANCE

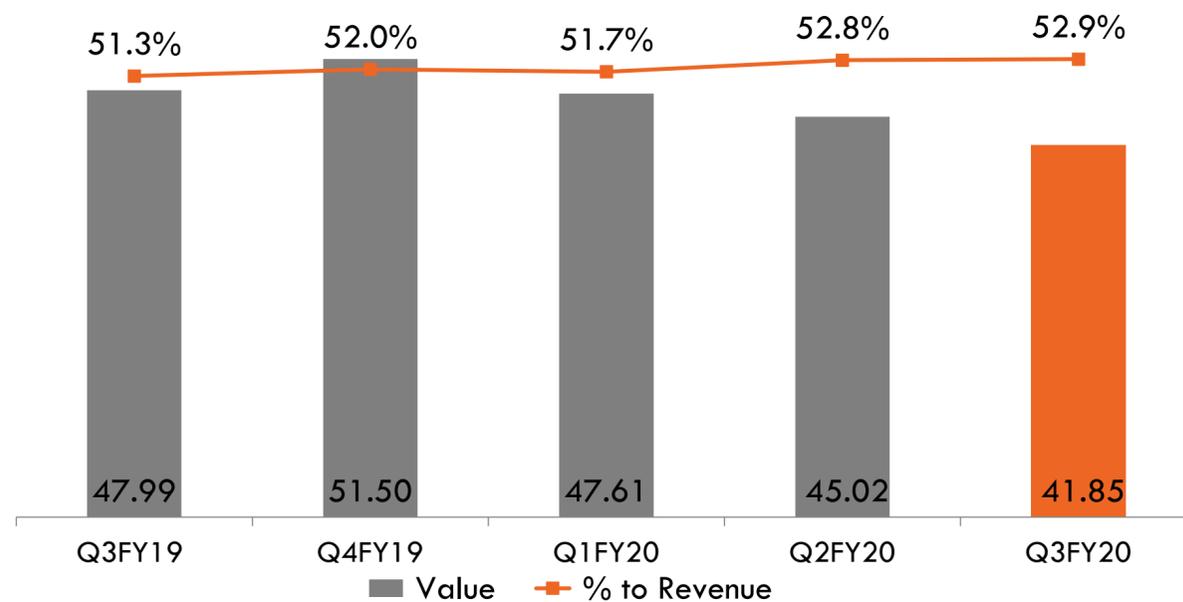


- Revenue from Operations stood at ₹ 79.14 cr in Q3FY20 v/s ₹ 93.52 cr in Q3FY19

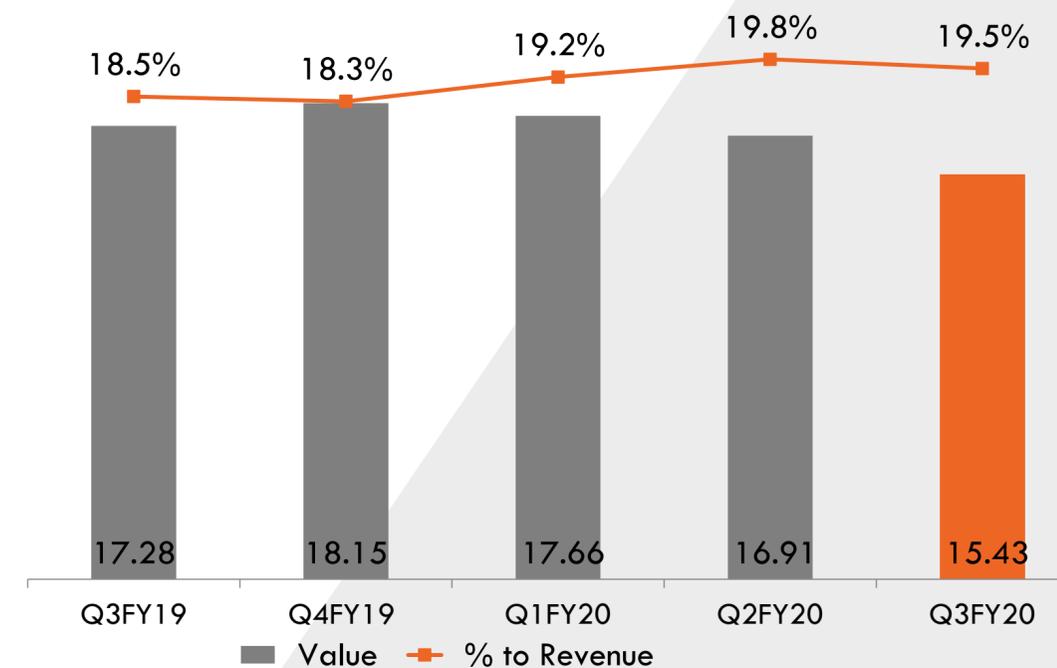
■ \*REVENUE FROM OPERATIONS ■ EBITDA MARGIN ■ EBIT MARGIN ■ PAT MARGIN

# MAJOR EXPENSES (₹ Cr.)

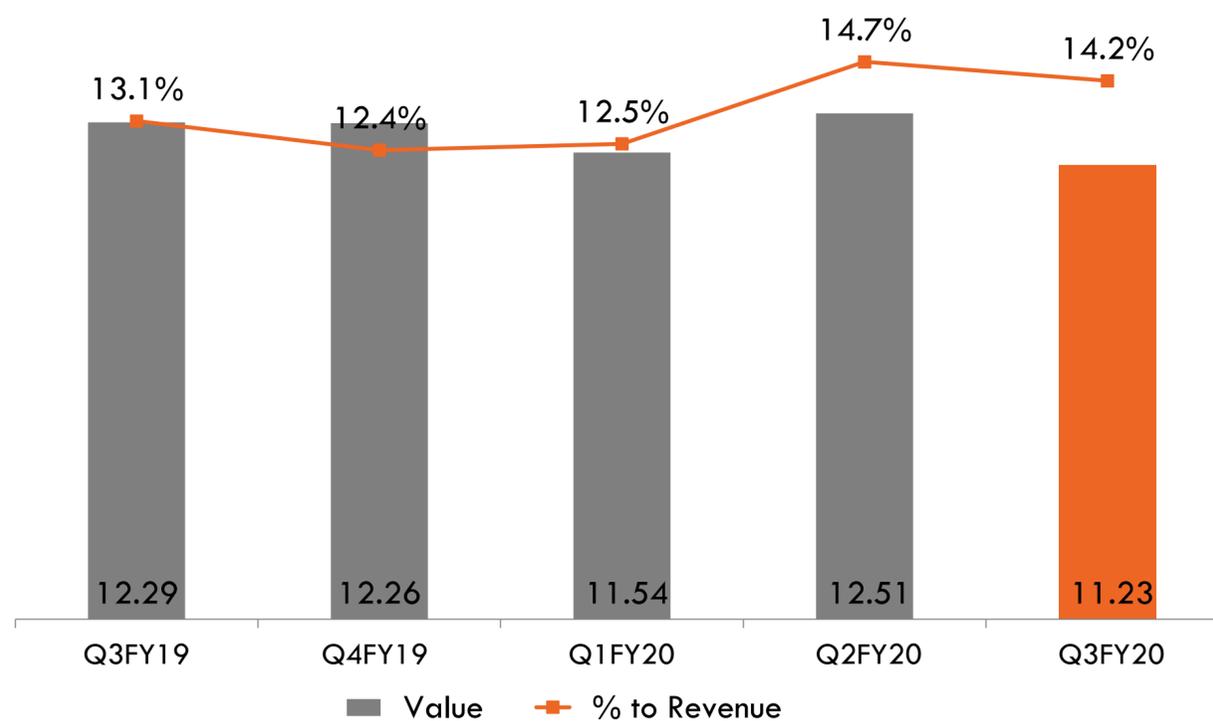
## Materials



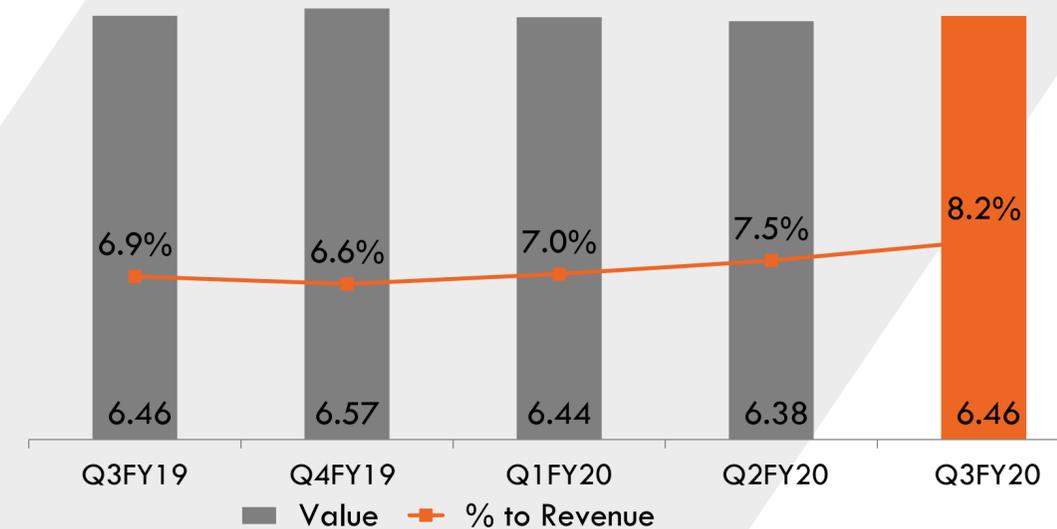
## Employee Benefits



## Other Expenses



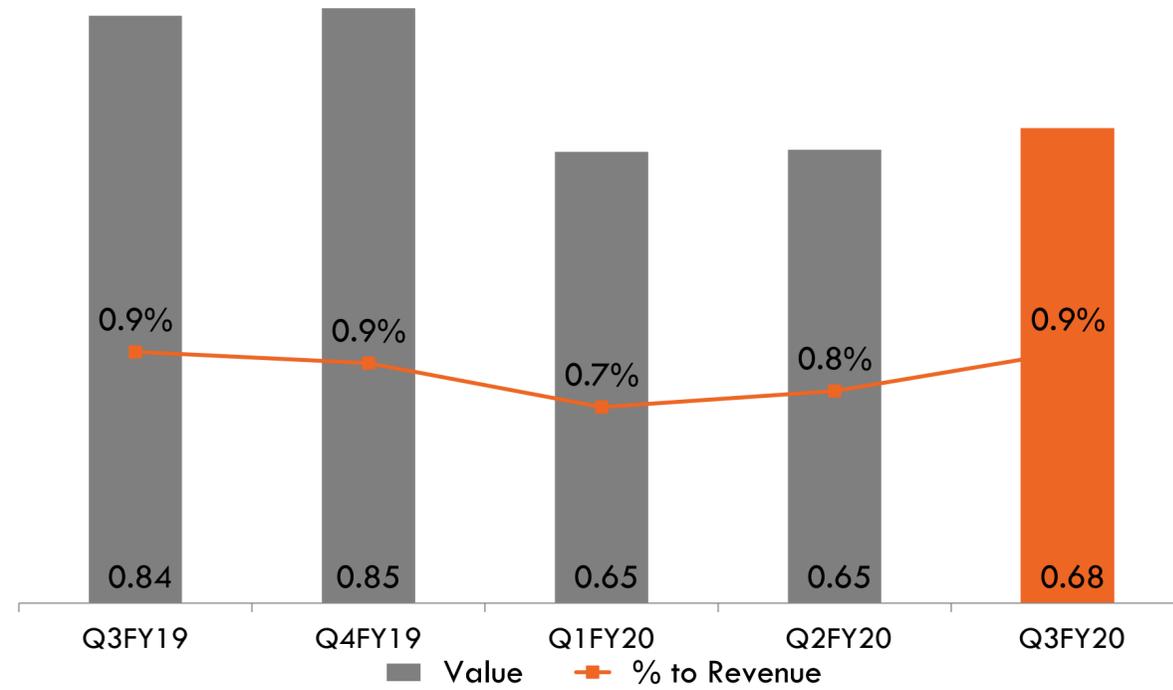
## Depreciation



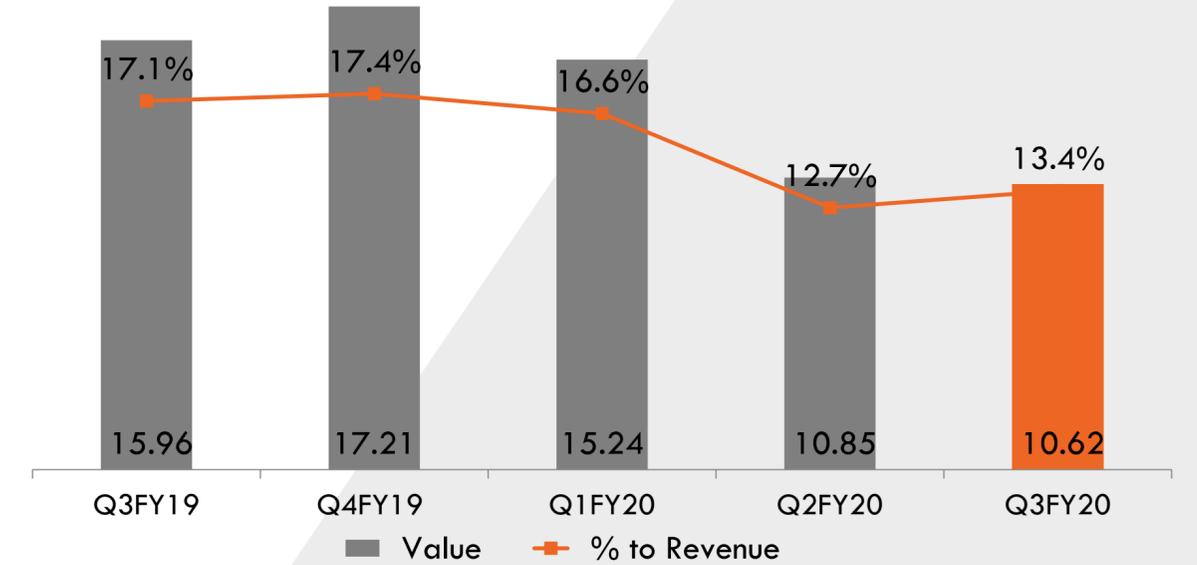
# INTEREST & EARNINGS (₹ Cr.)



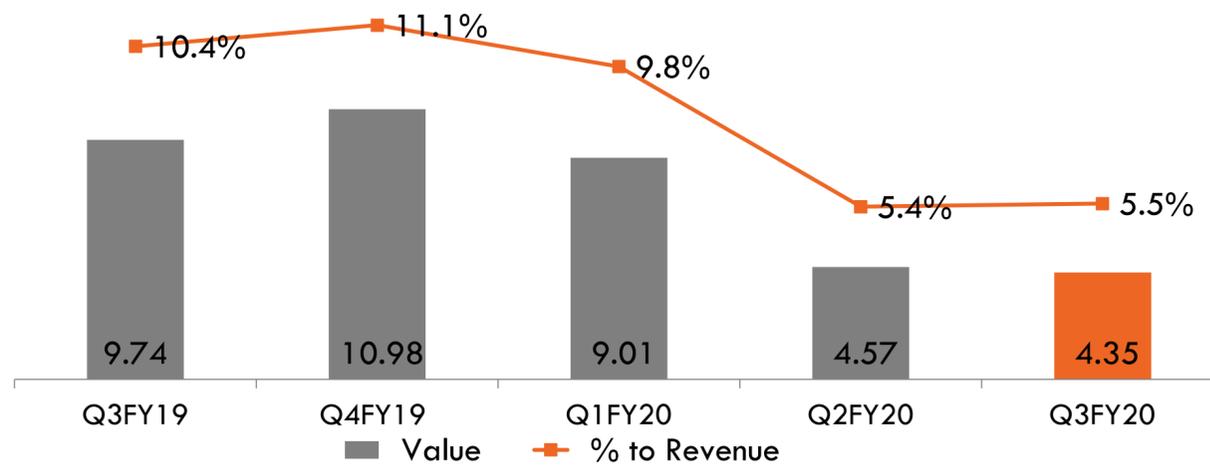
## INTEREST



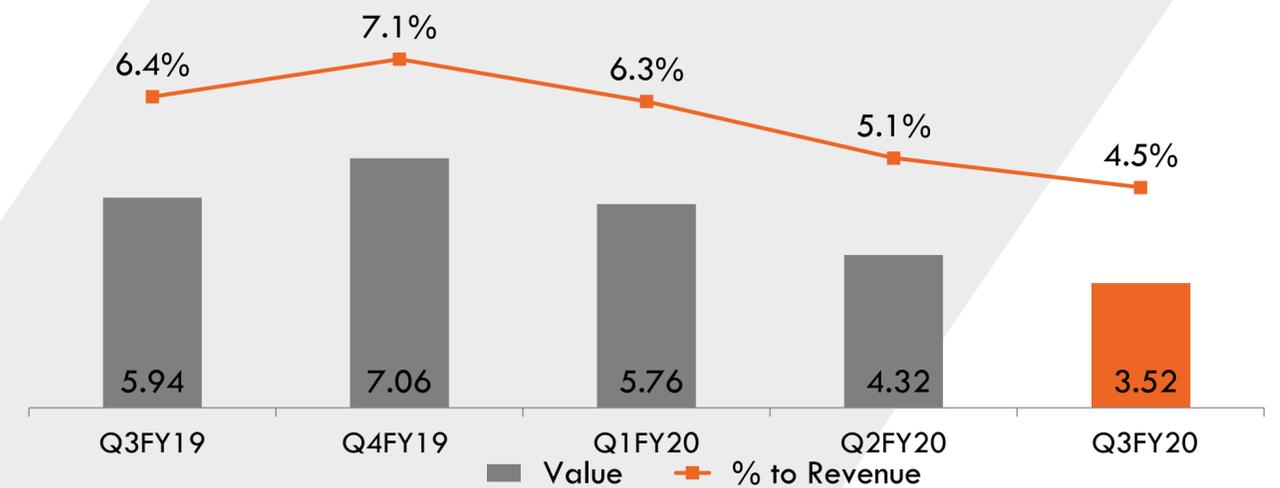
## EBITDA



## EBIT



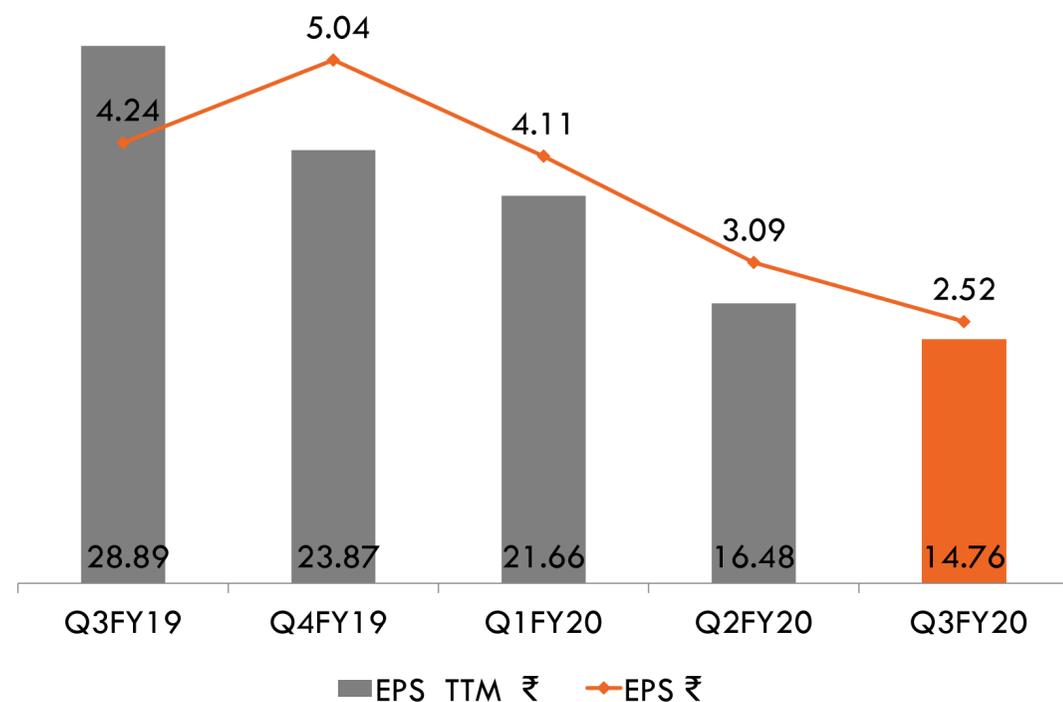
## PAT



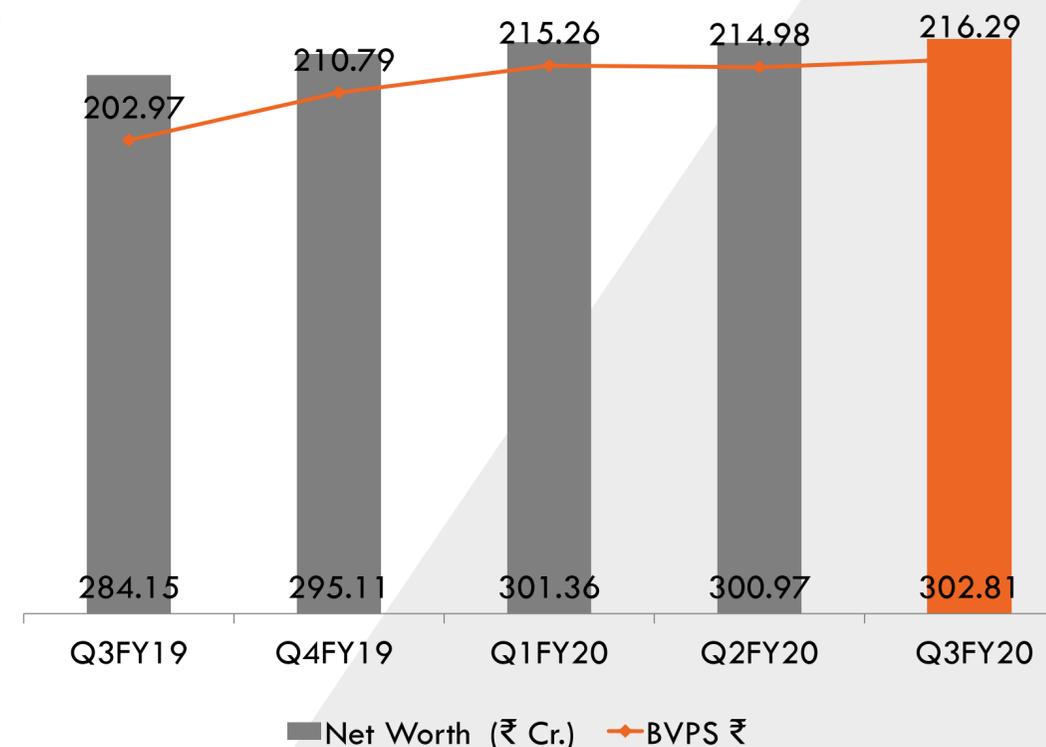


# EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)

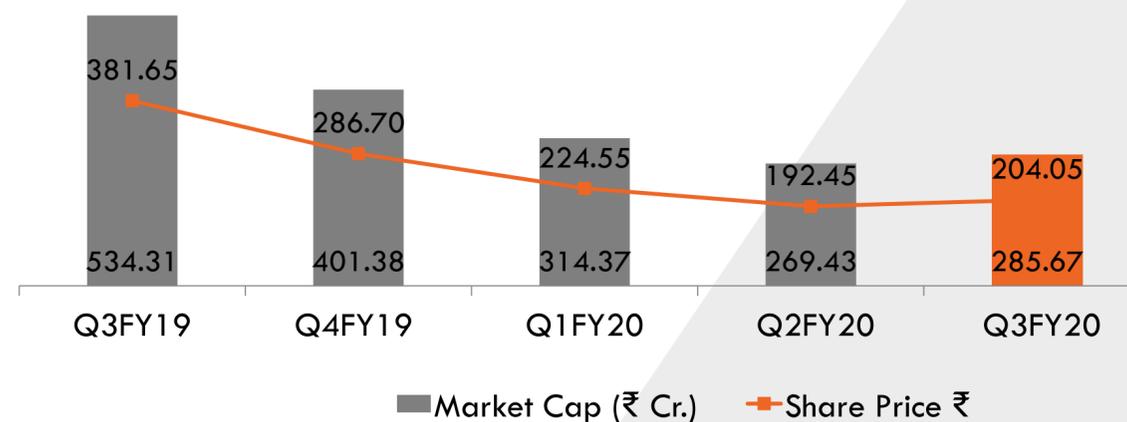
## EPS (₹)



## Net Worth



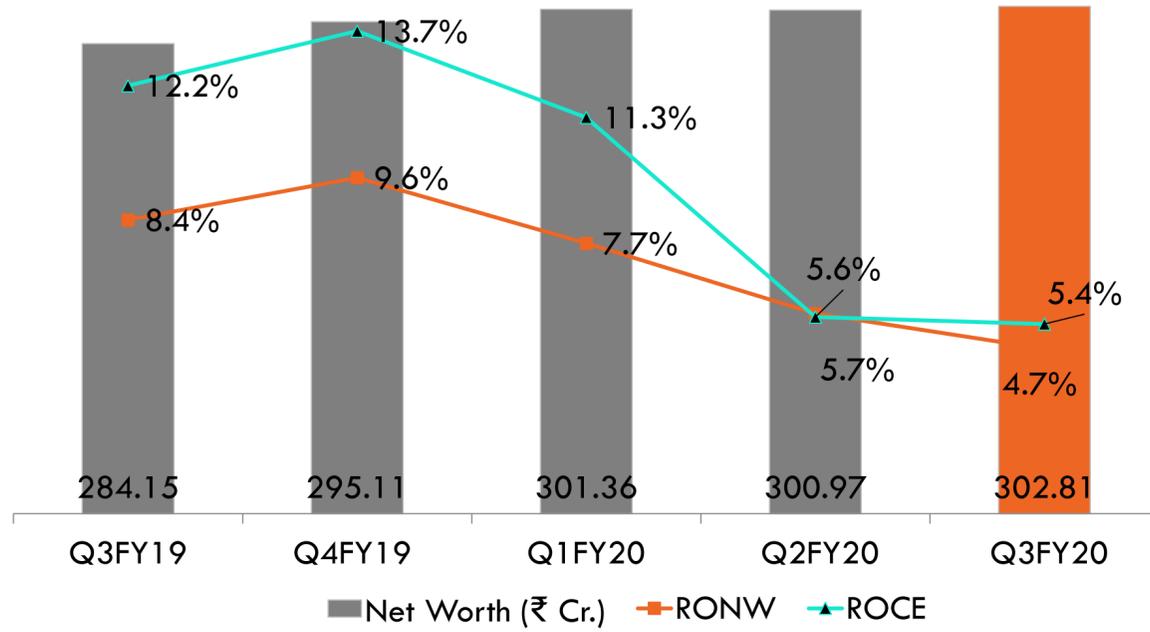
## Market Capitalisation (BSE)



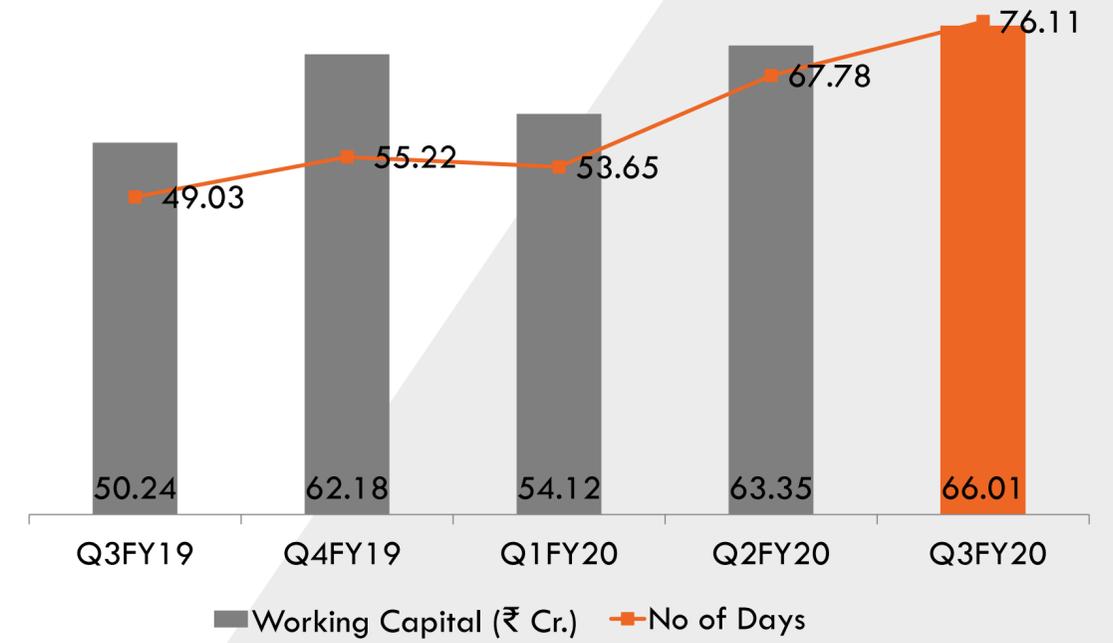
# KEY RATIOS



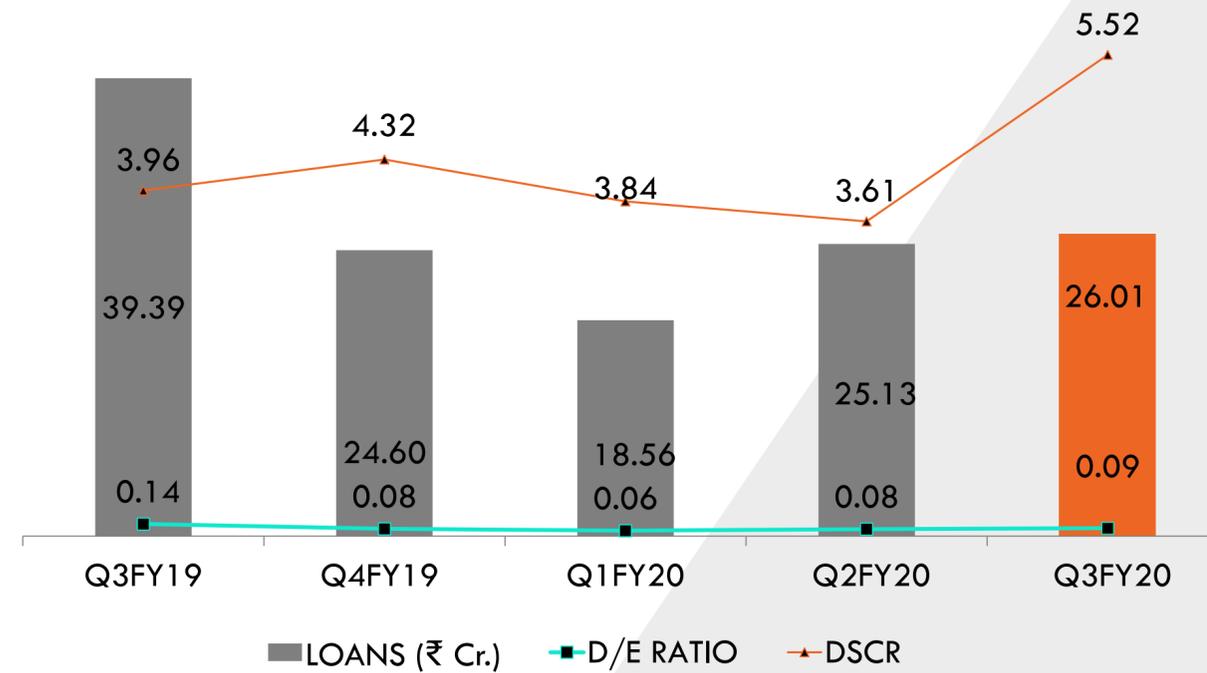
## Net Worth



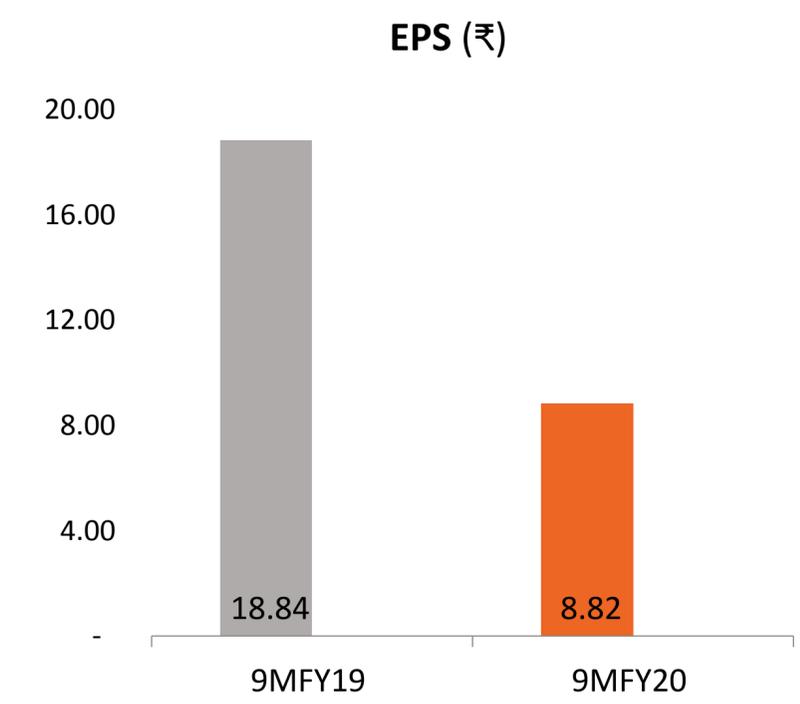
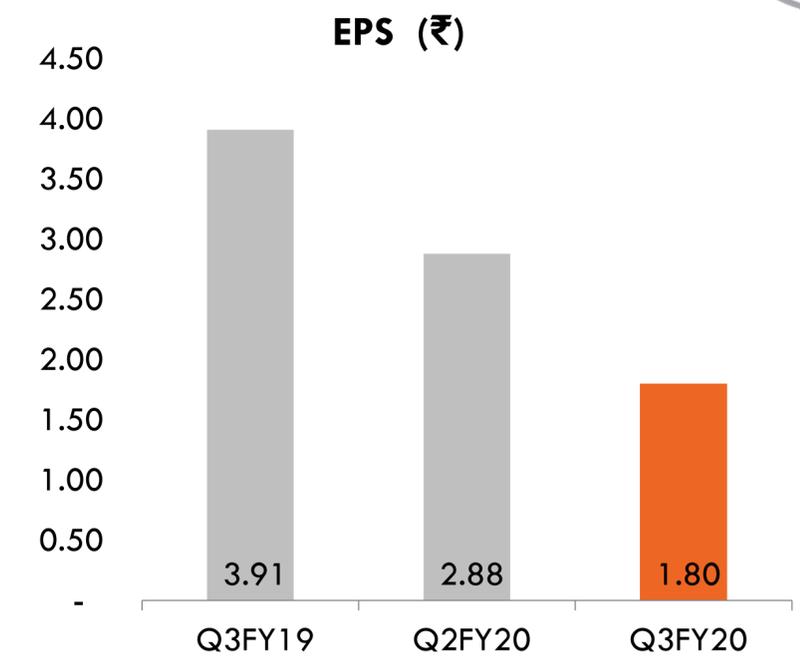
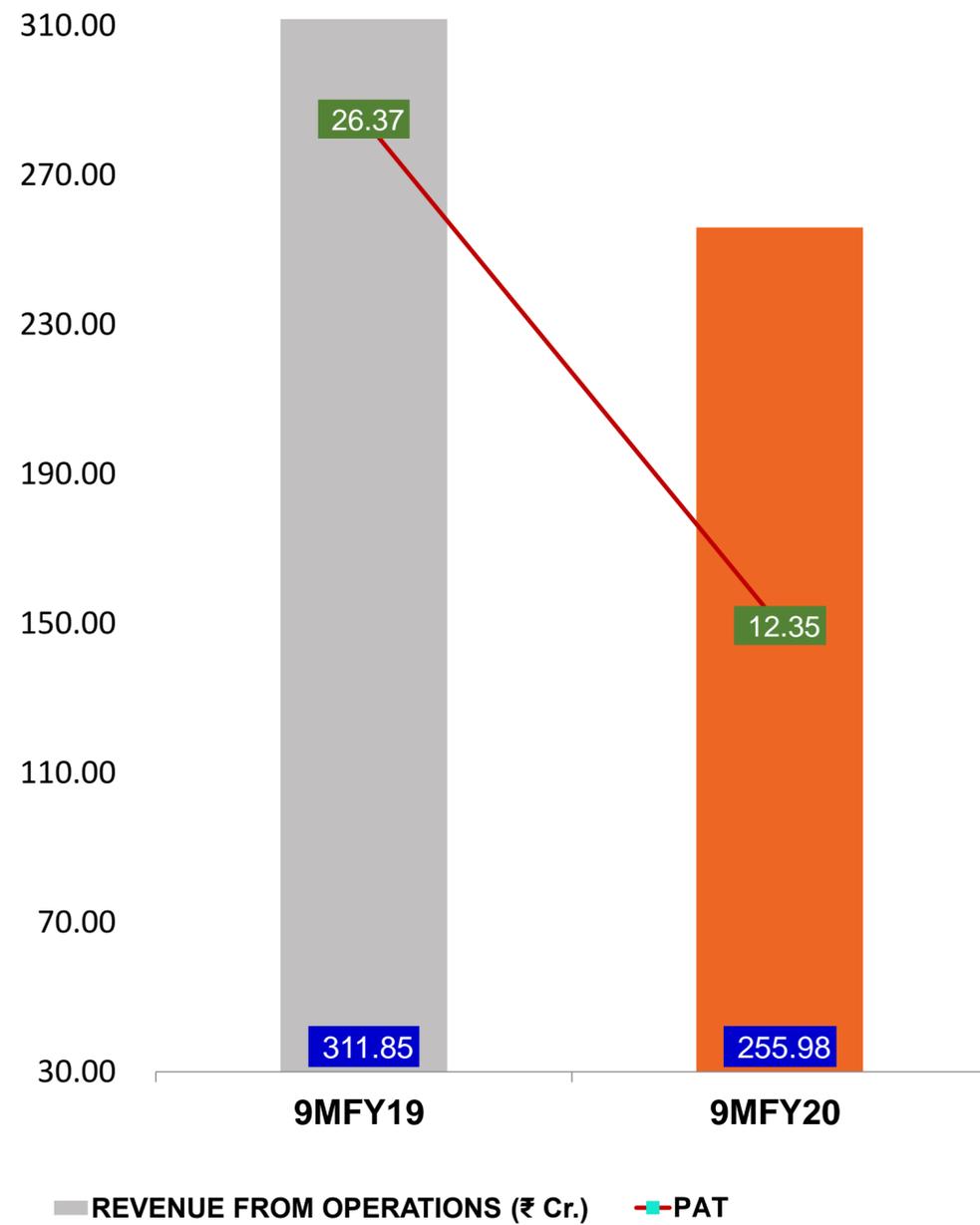
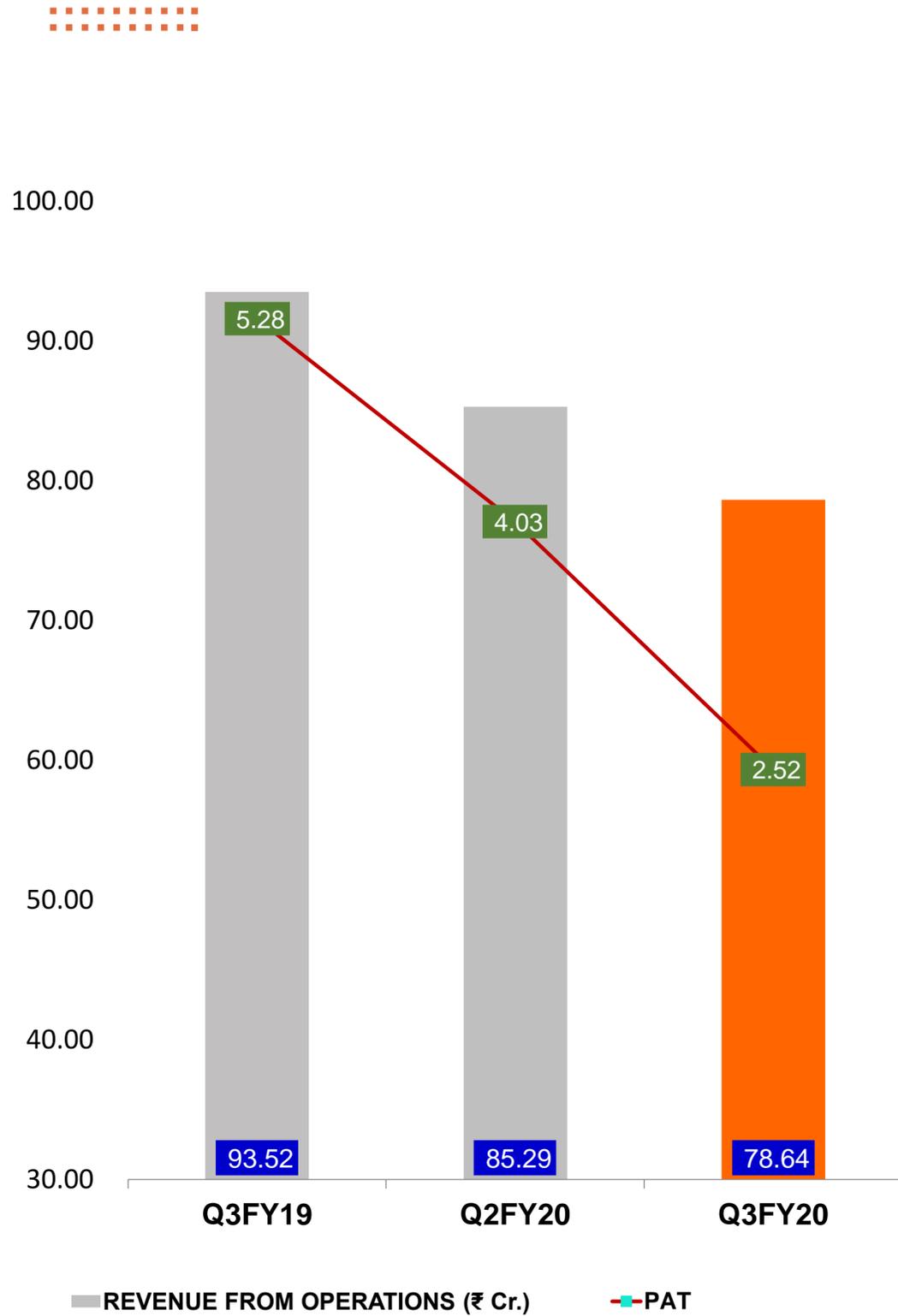
## Working Capital



## Loans



# CONSOLIDATE SUMMARY

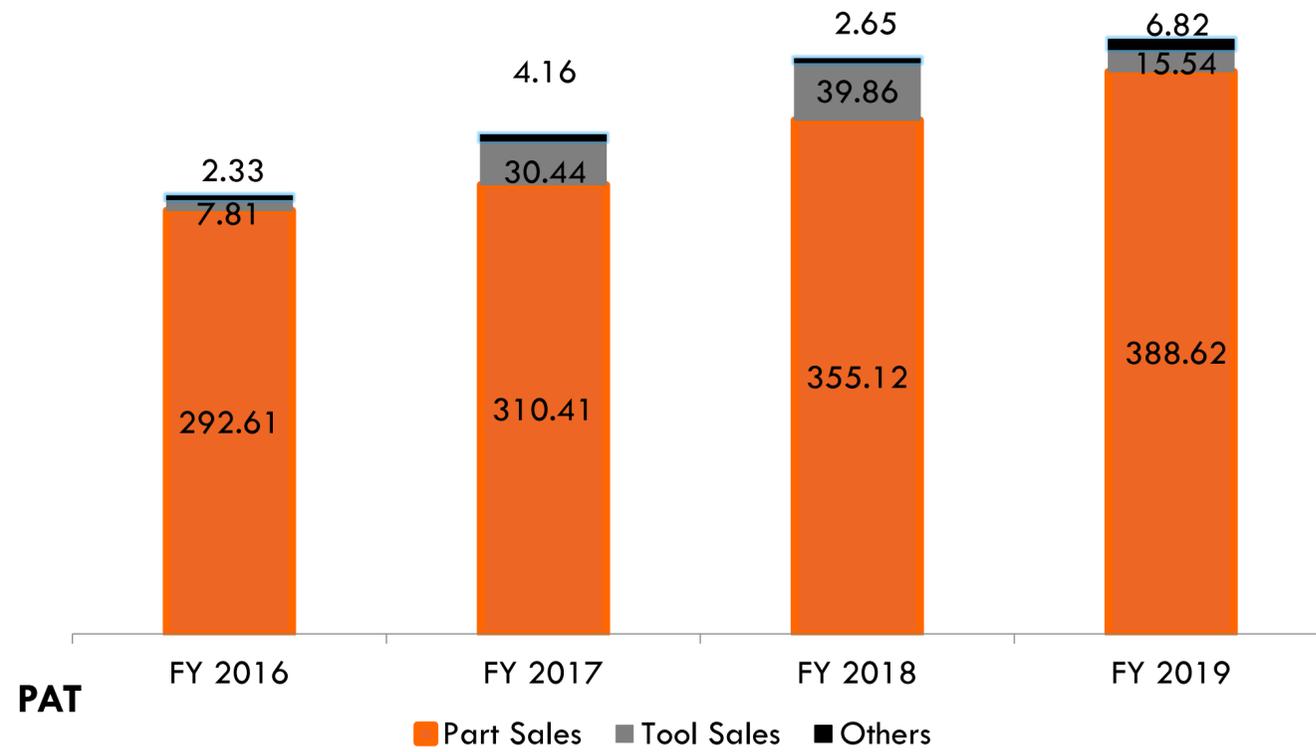


# FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) ( ₹ Cr.)

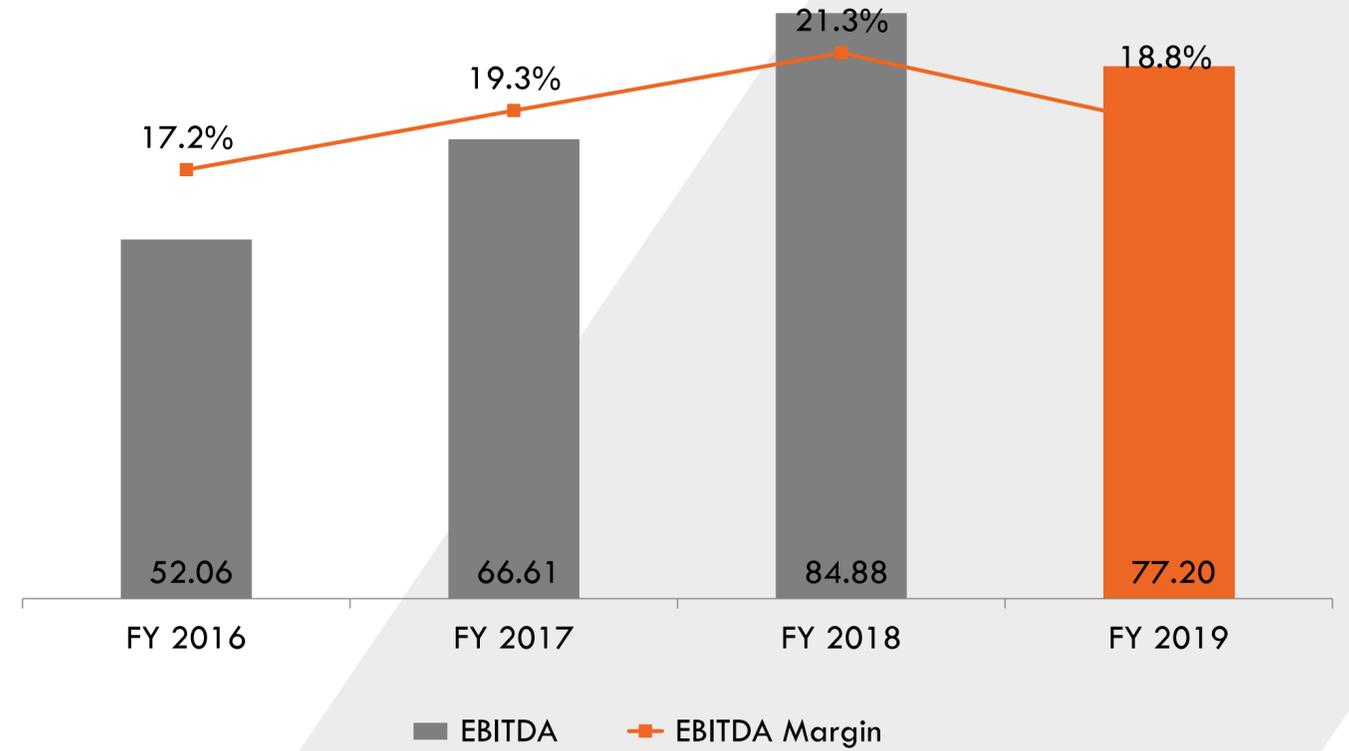


## Revenue from Operations

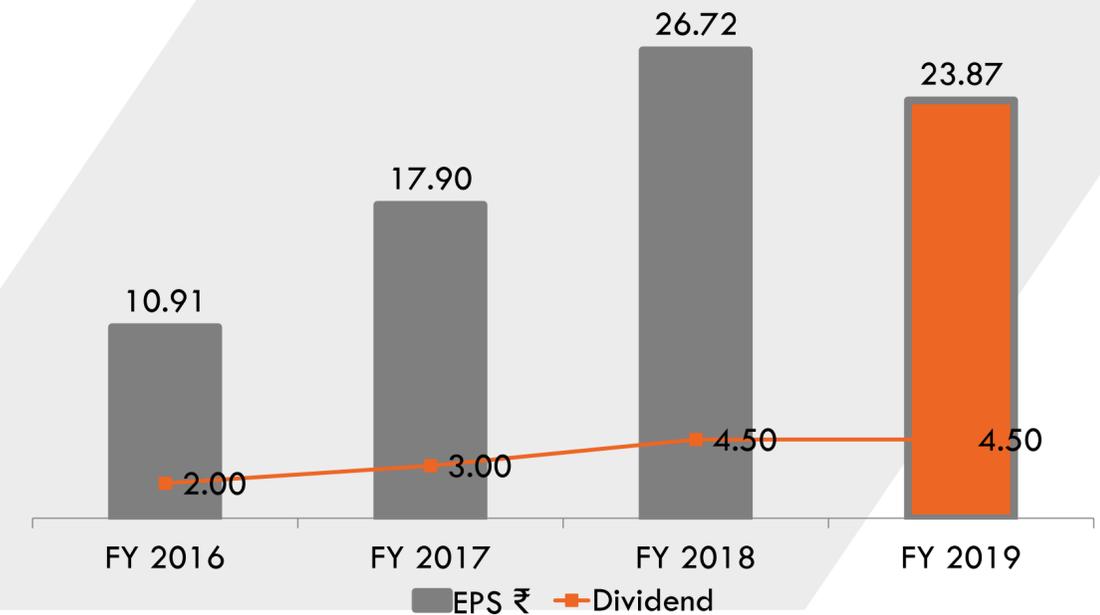
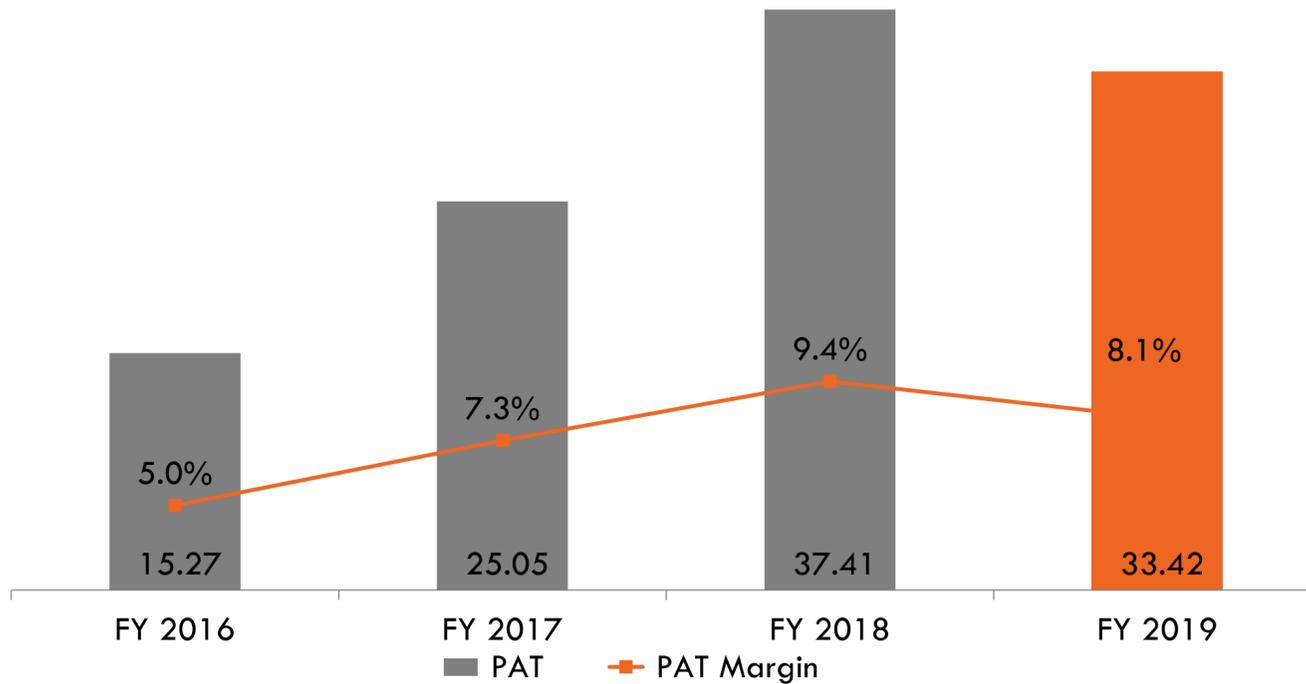
318.50      302.75      345.01      397.62      410.98



## EBITDA



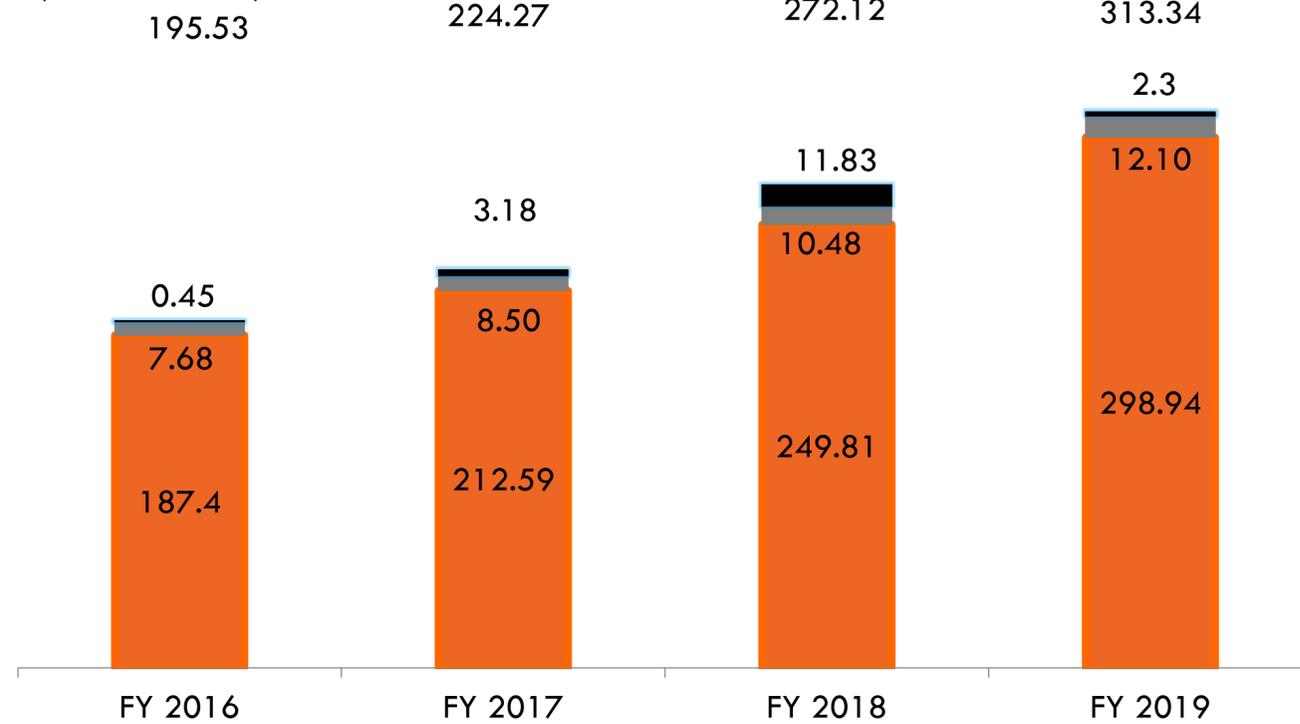
## EPS (₹)



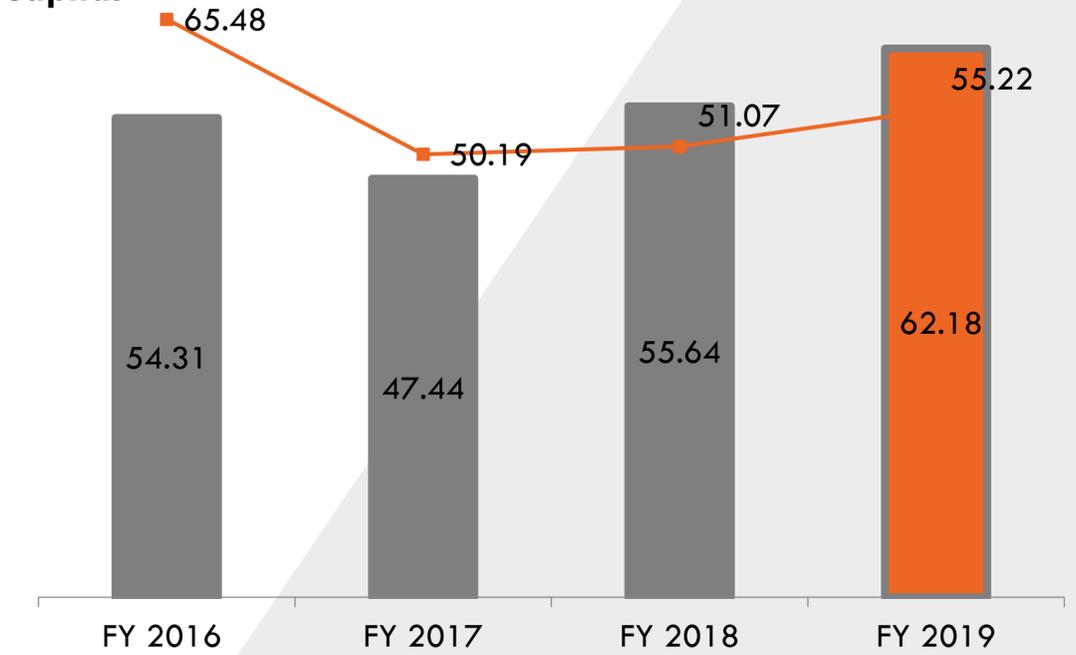
# FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) (₹ Cr.)



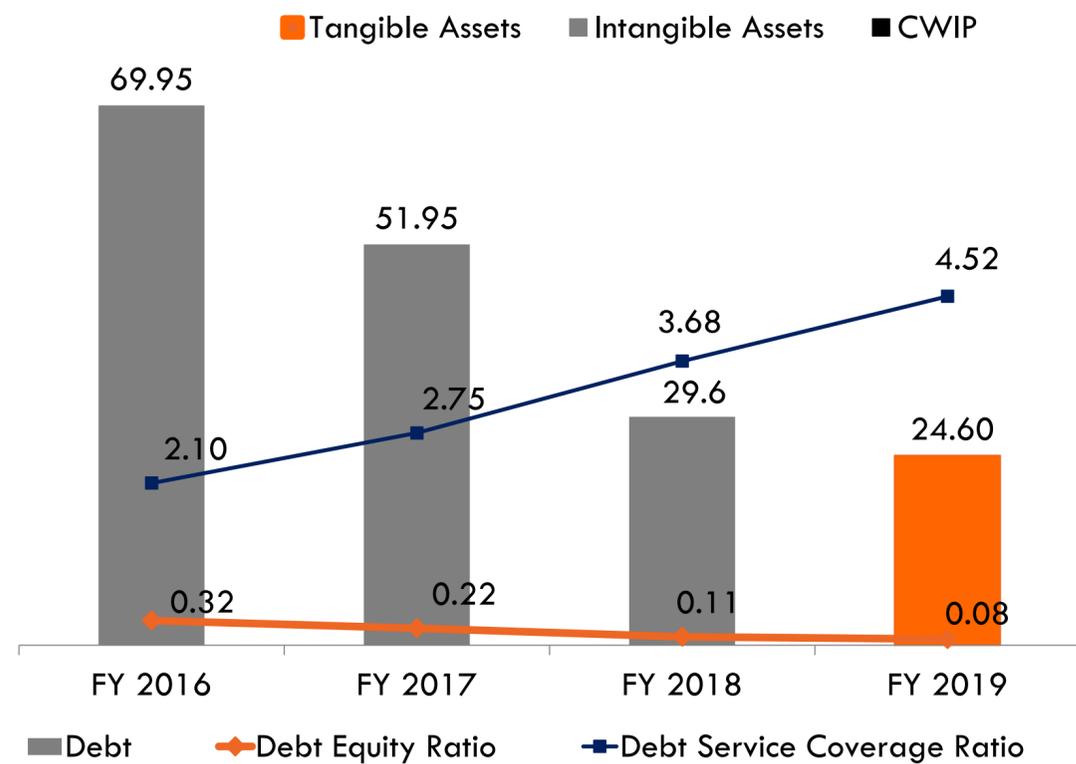
## Fixed Assets (Gross Block)



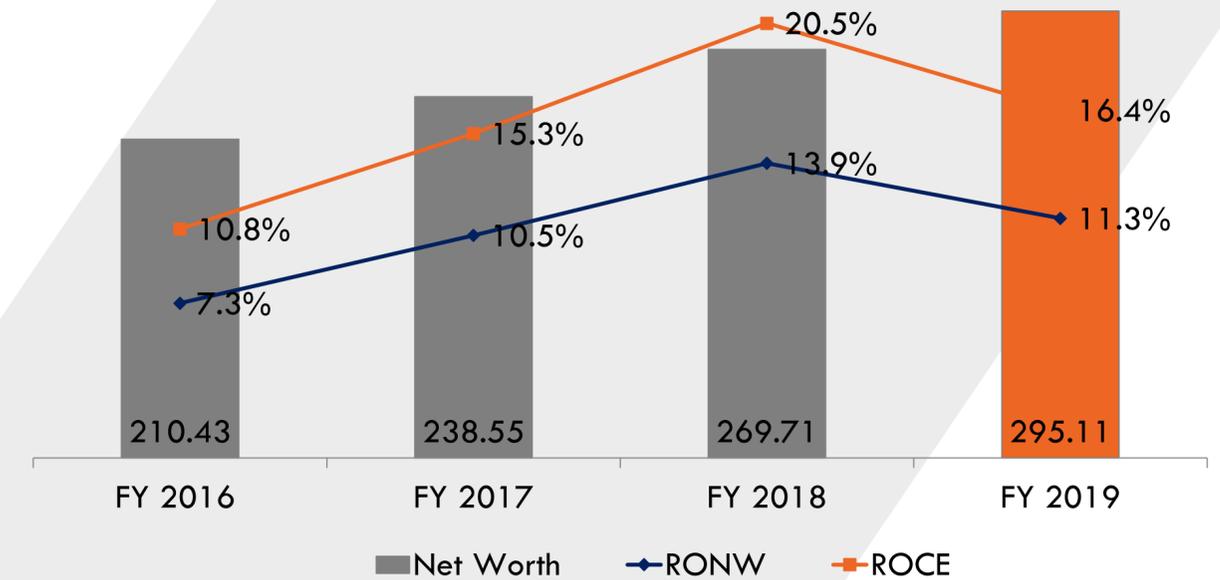
## Working Capital



## Debt



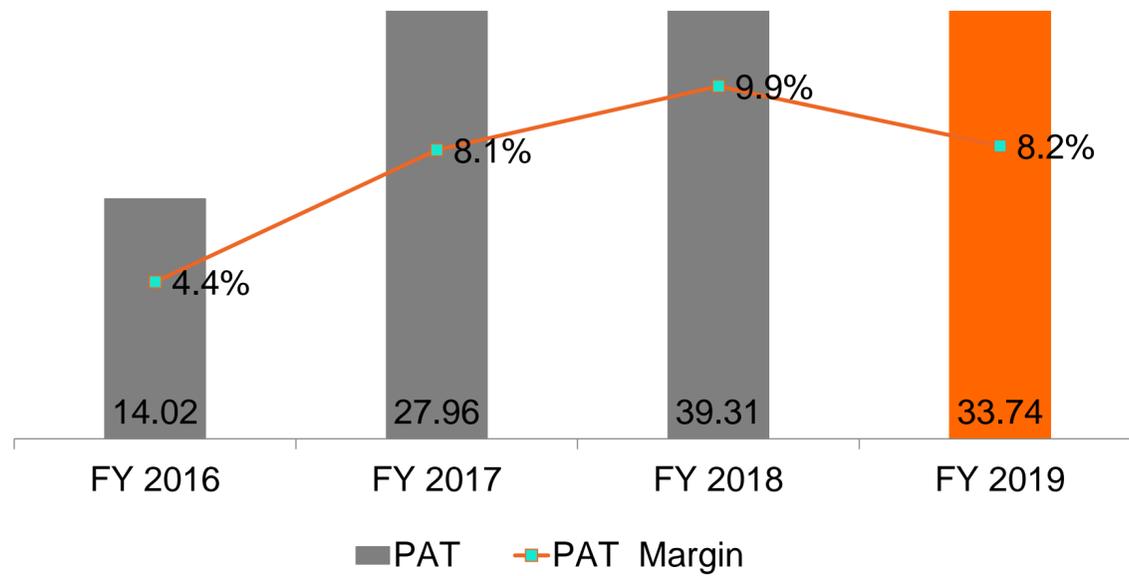
## Networth



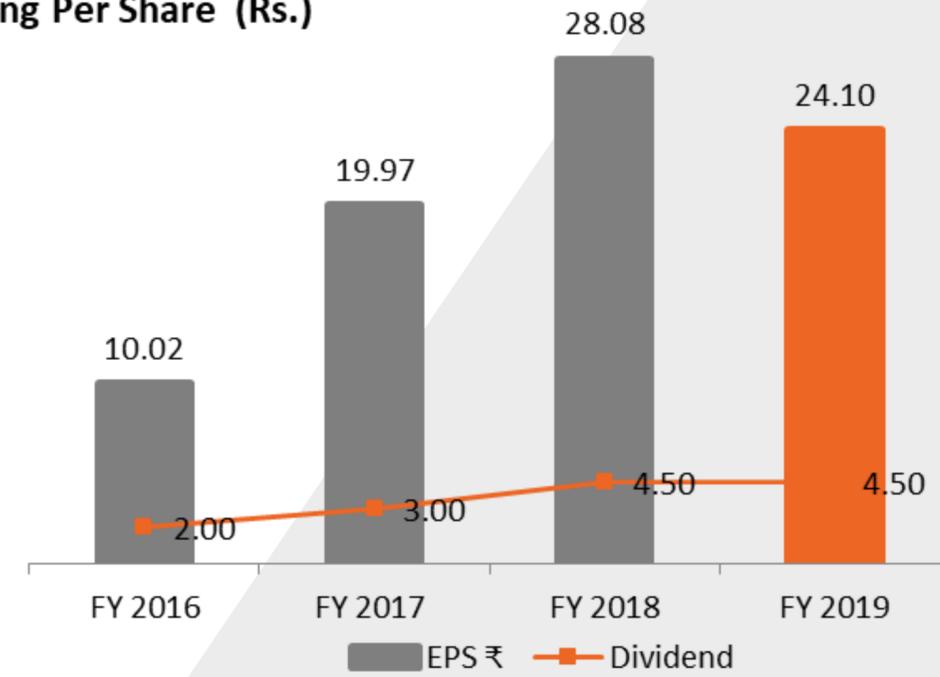
# CONSOLIDATED FINANCIAL SNAPSHOT (FY2016-2019) (₹ Cr.)



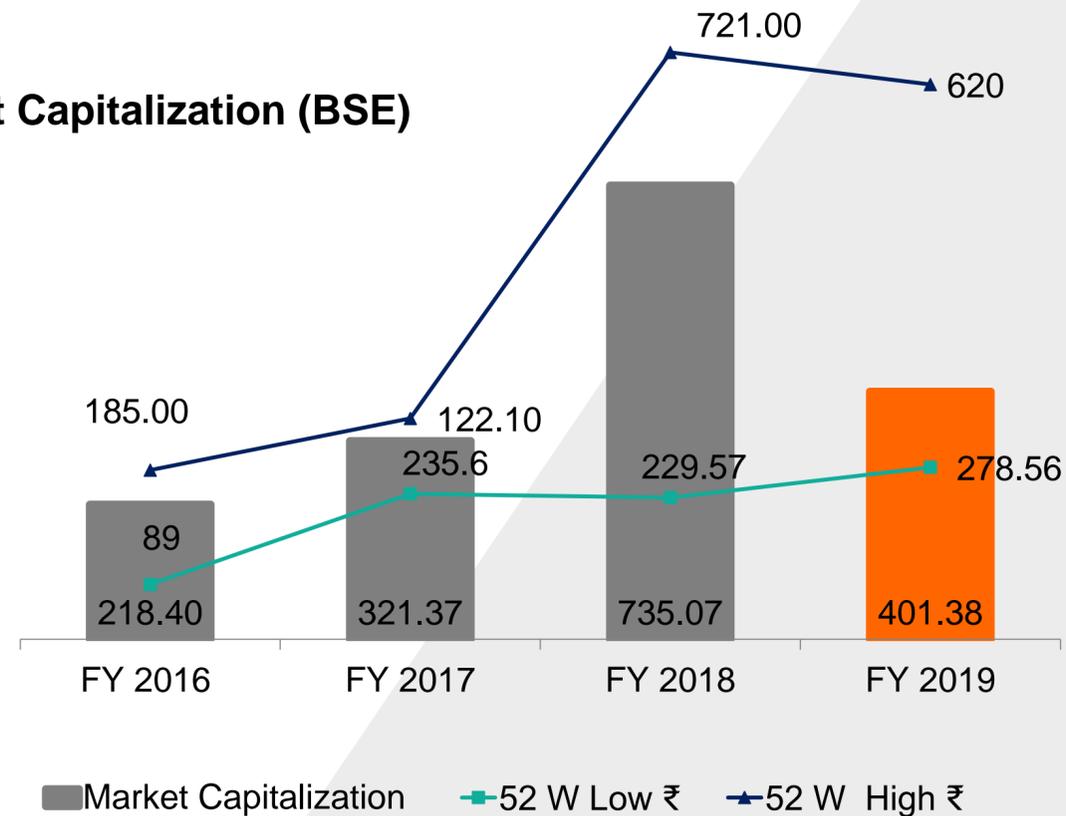
## PAT



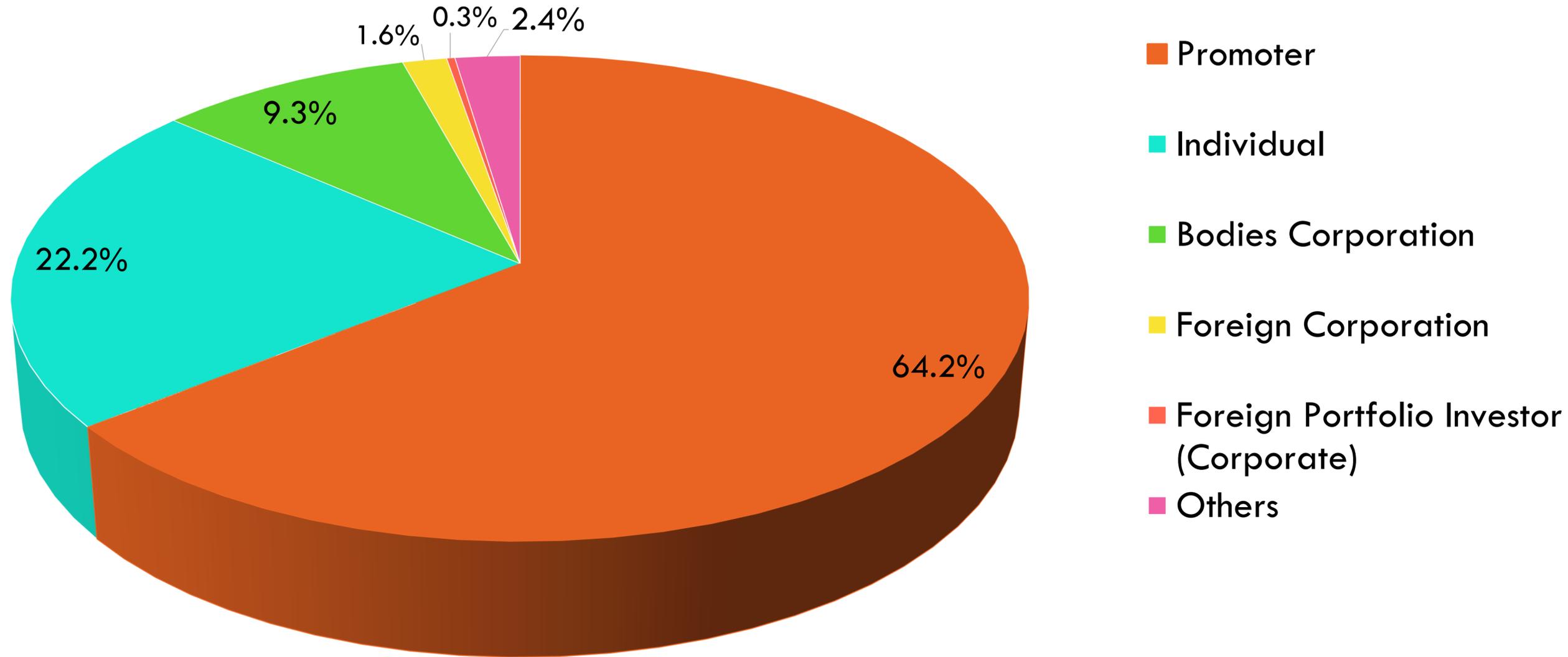
## Earning Per Share (Rs.)



## Market Capitalization (BSE)



# SHAREHOLDING PATTERN AS ON 31<sup>ST</sup> DECEMBER, 2019



MARKET CAPITALIZATION (BSE) ₹ 285.67 Cr.



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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*Email: [gaurav.g@conceptpr.com](mailto:gaurav.g@conceptpr.com)*

THANK YOU