



Investor Presentation
Q3FY20 & 9MFY20
FEBRUARY 2020



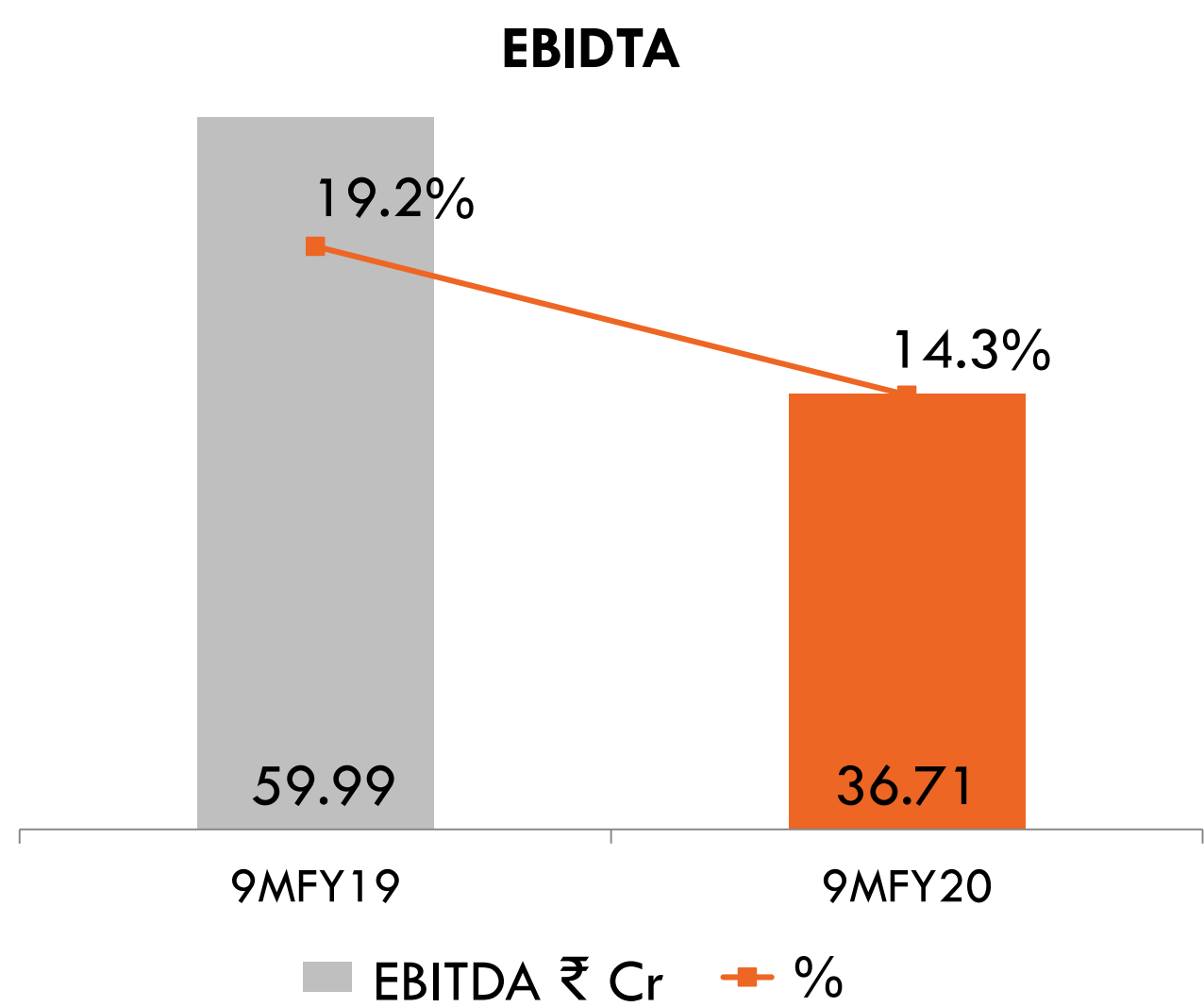
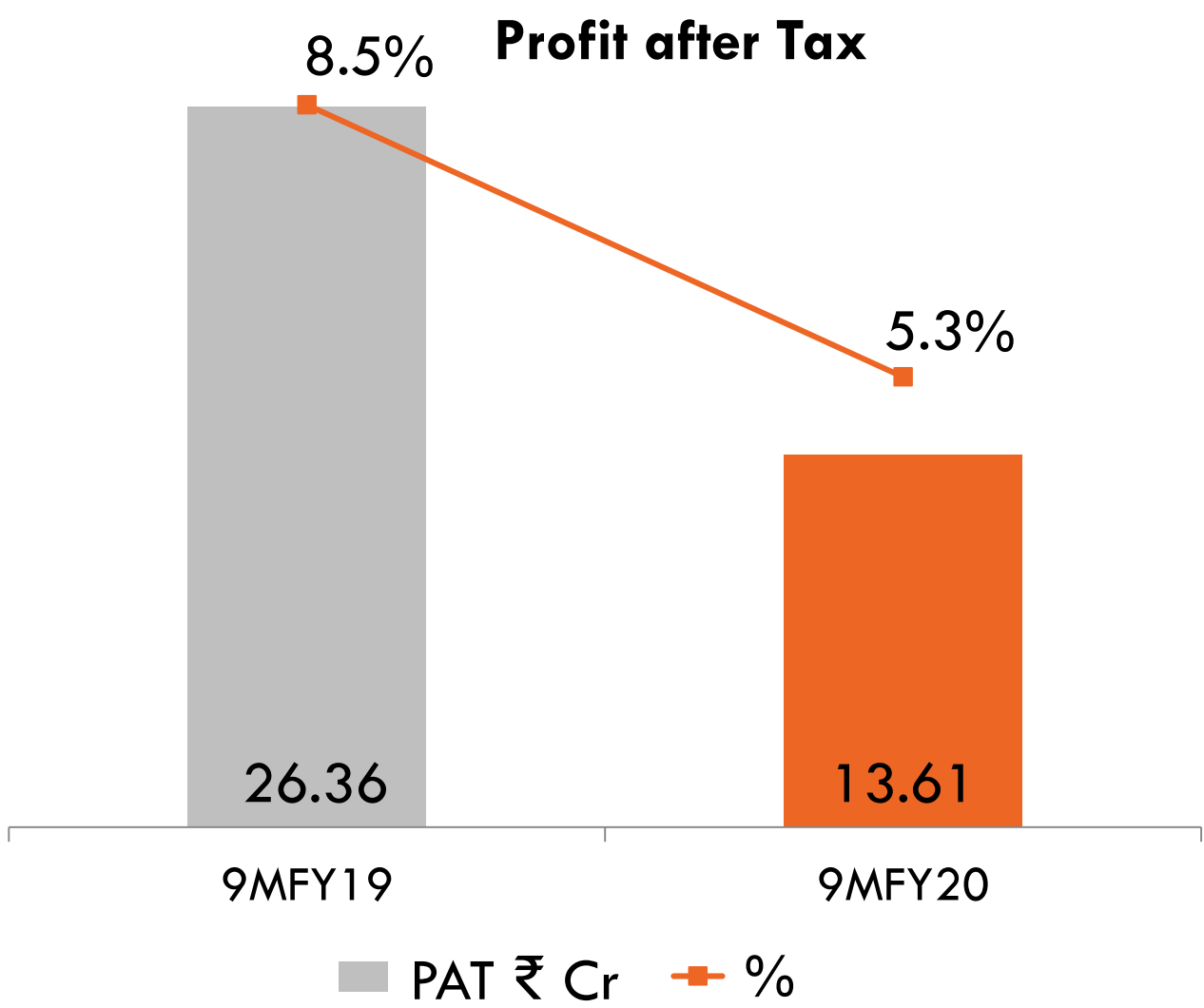
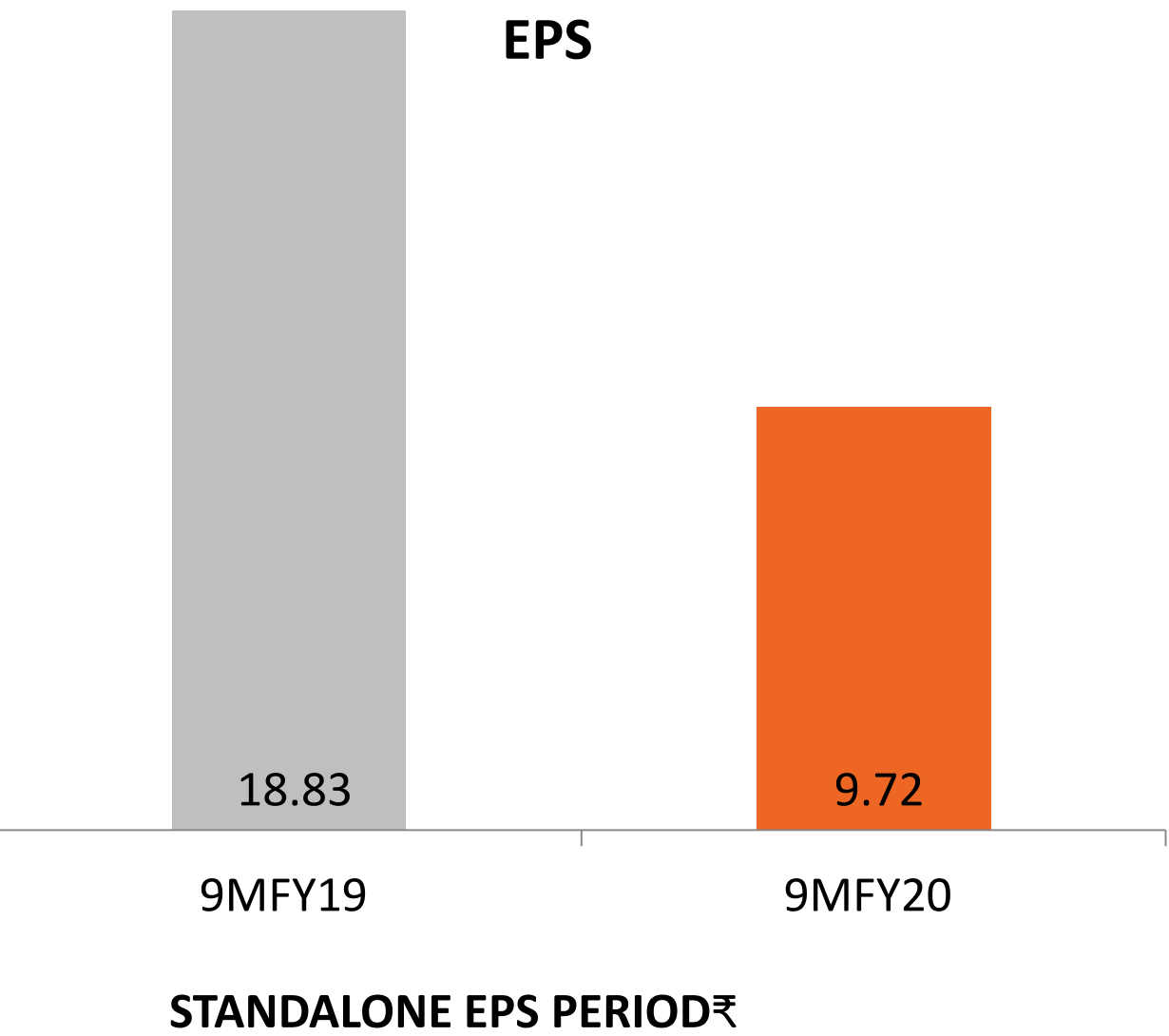
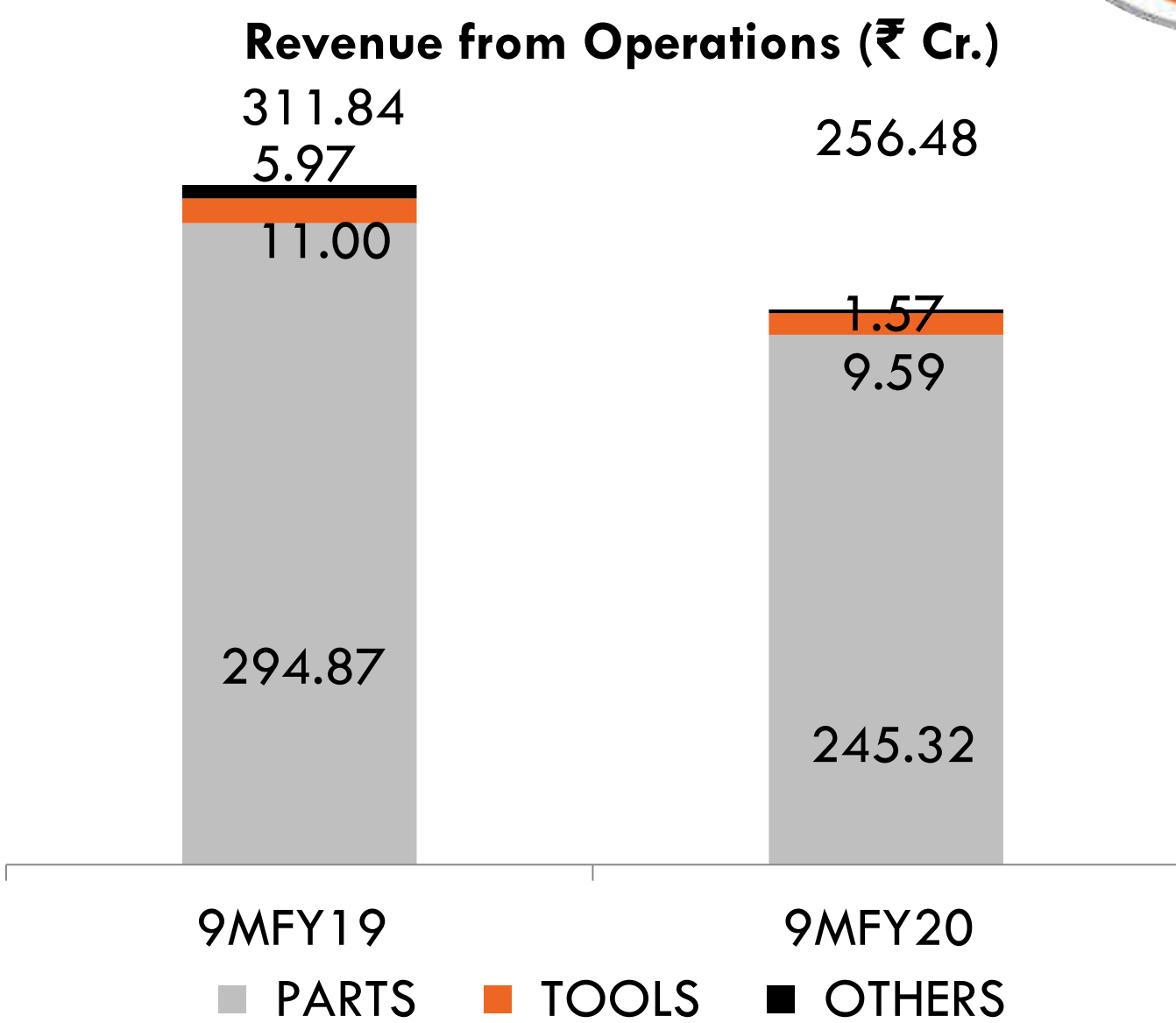
PPAP Automotive Limited

TAKING CHALLENGES, TOGETHER

STANDALONE FINANCIAL HIGHLIGHTS (9MFY20)



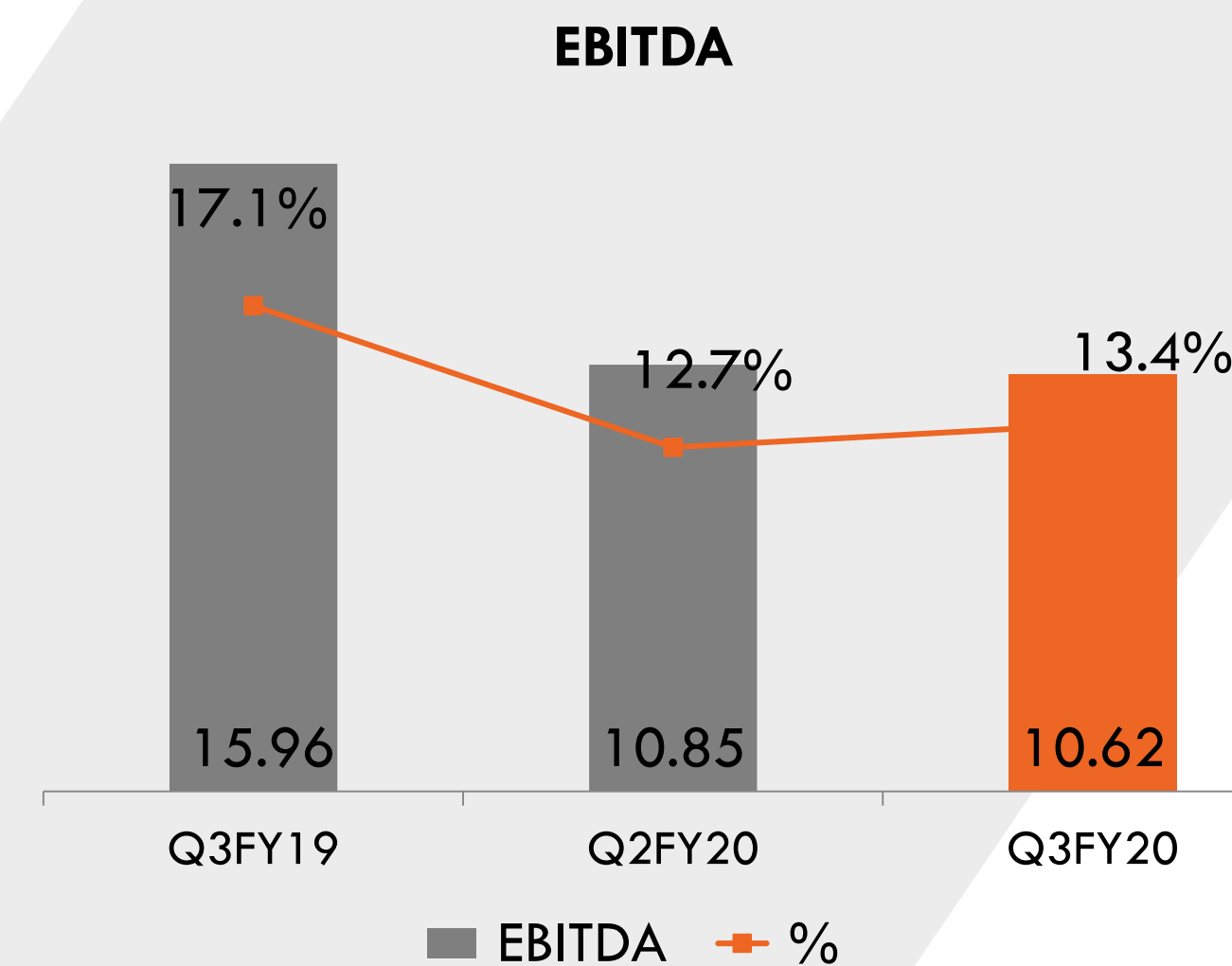
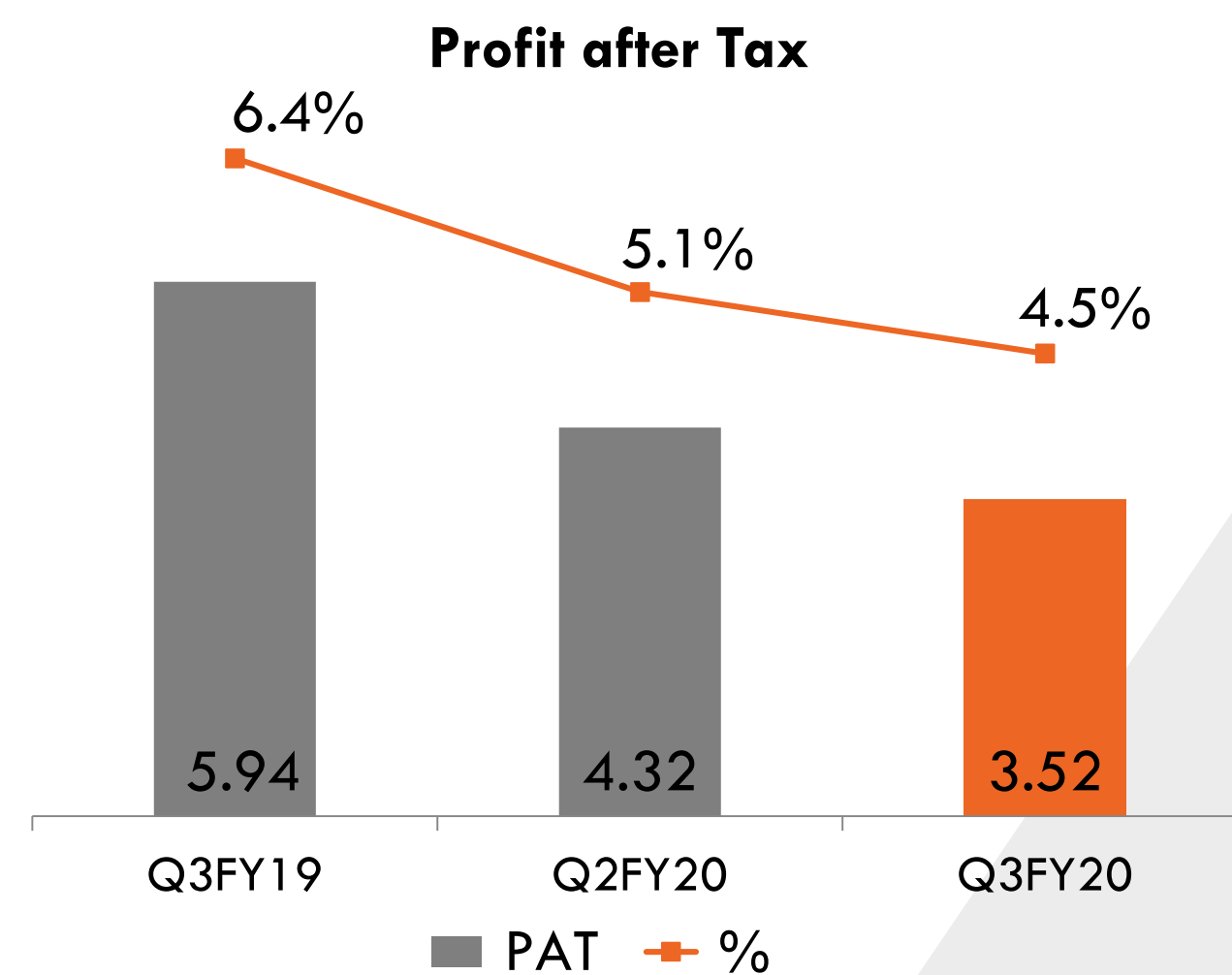
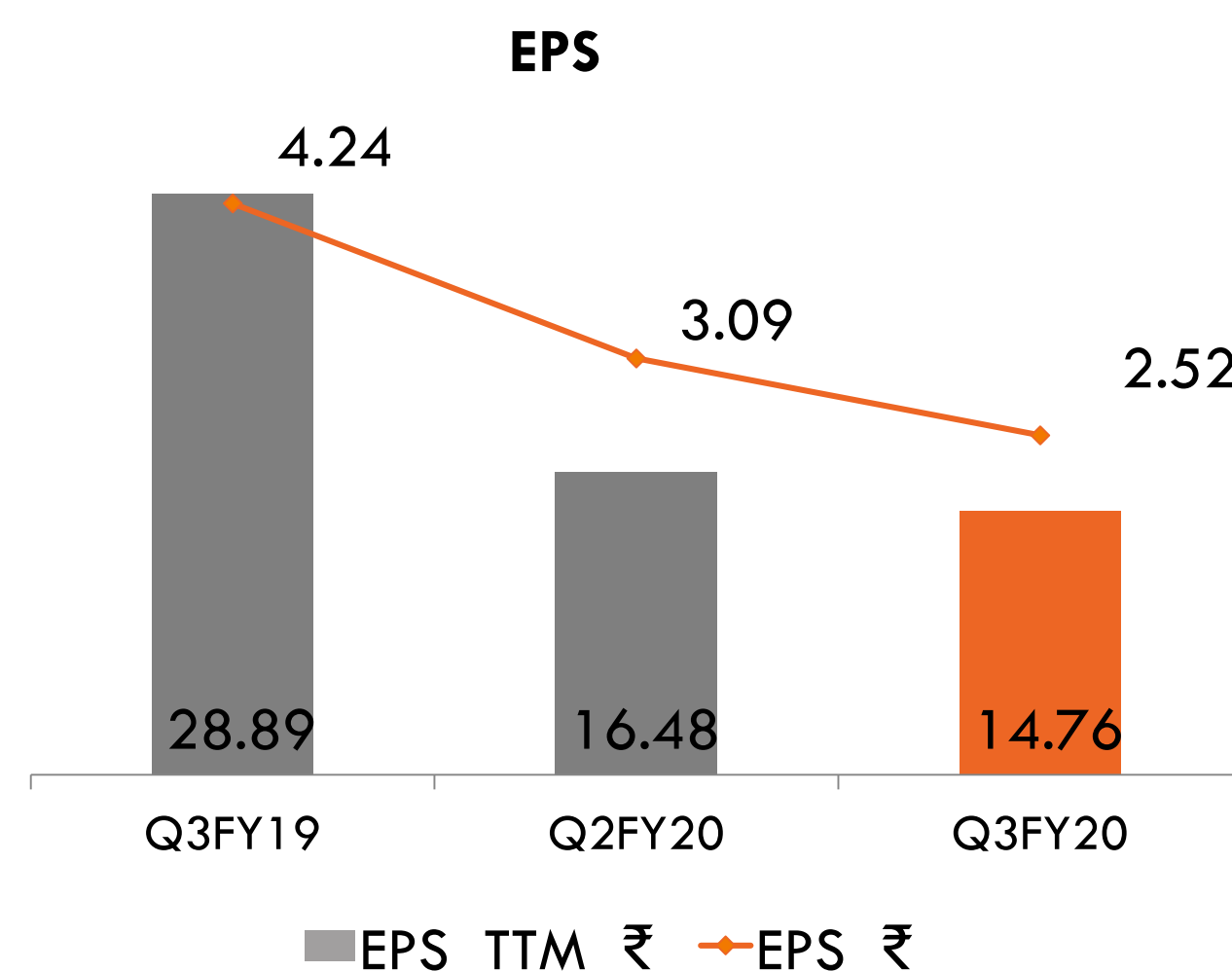
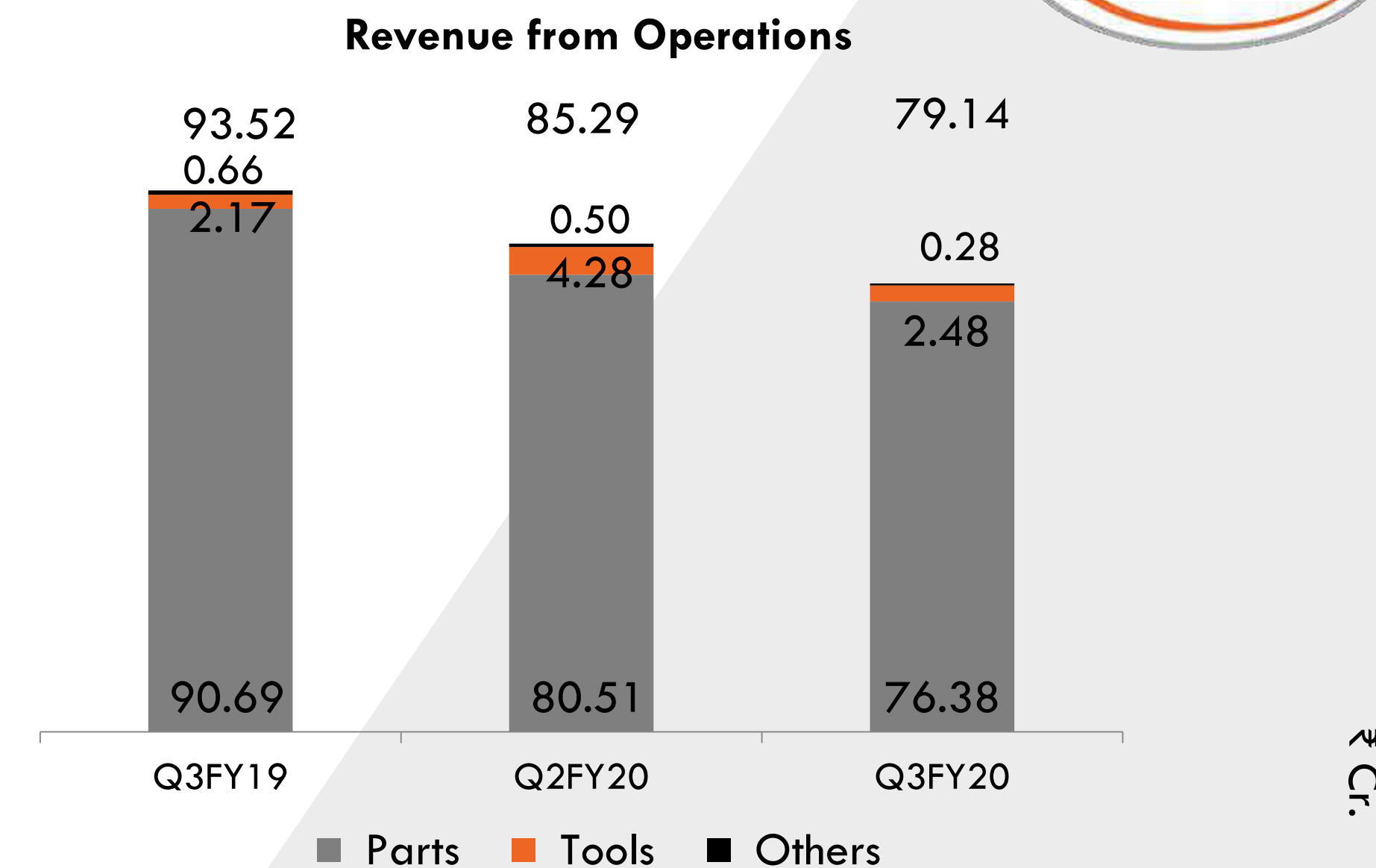
- Revenue from Operations at ₹ 256.48 cr and Part Sales at ₹ 245.32 cr
- PAT at ₹ 13.61 cr, 5.3% of Revenue
- EBITDA at ₹36.71 cr, 14.3% of Revenue
- EPS stood at ₹ 9.72
- Interim Dividend ₹ 1.00 per share



STANDALONE QUARTERLY FINANCIAL HIGHLIGHTS (Q3FY20)



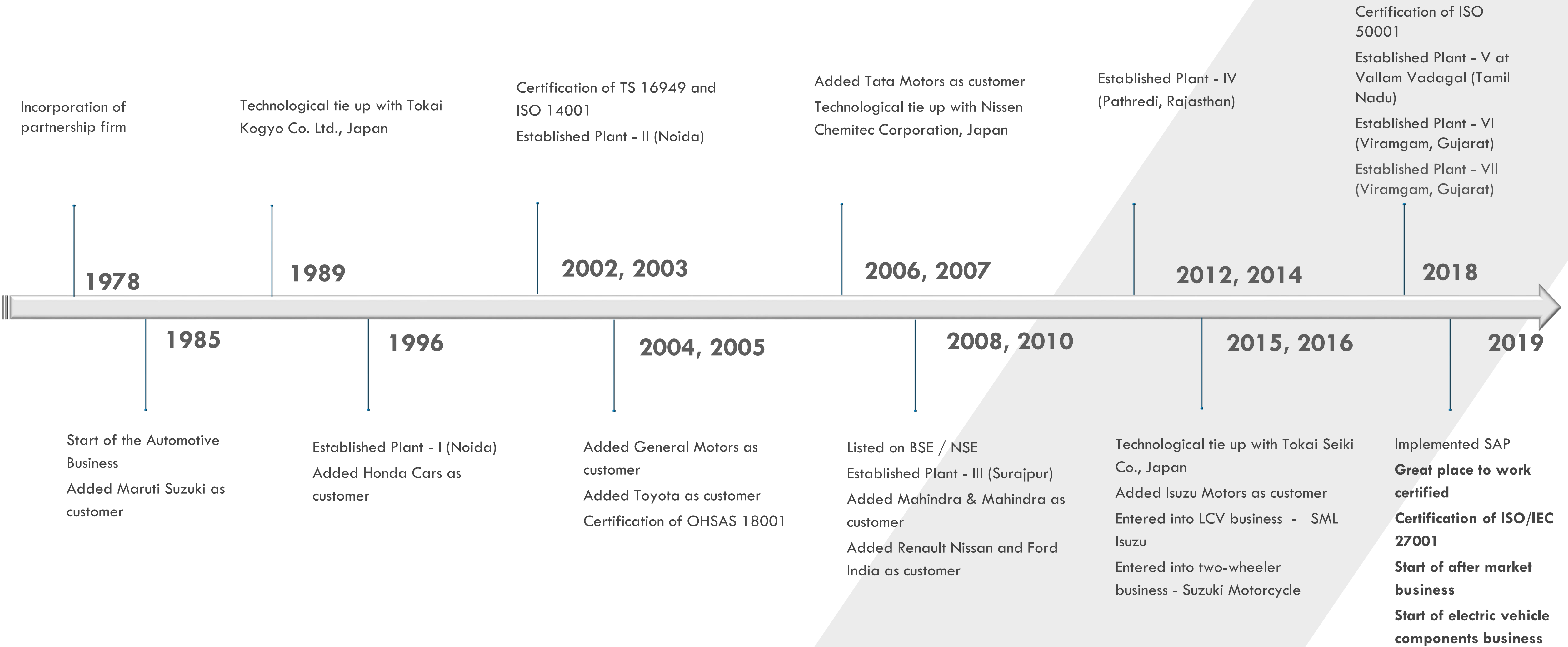
- Revenue from Operations at ₹ 79.14 cr and Part Sales at ₹ 76.38 cr
- PAT at ₹ 3.52 cr, 4.5% of Revenue
- EBITDA at ₹10.62 cr, 13.4% of Revenue
- EPS stood at ₹ 2.52



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 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**

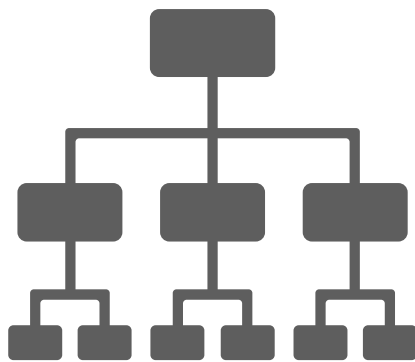
AUTOMOTIVE INTERIOR PRODUCTS

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



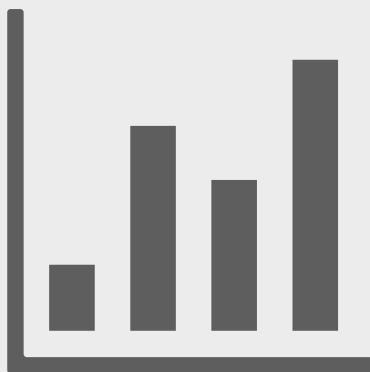
Strong R&D Facilities
Capability from Design to Print



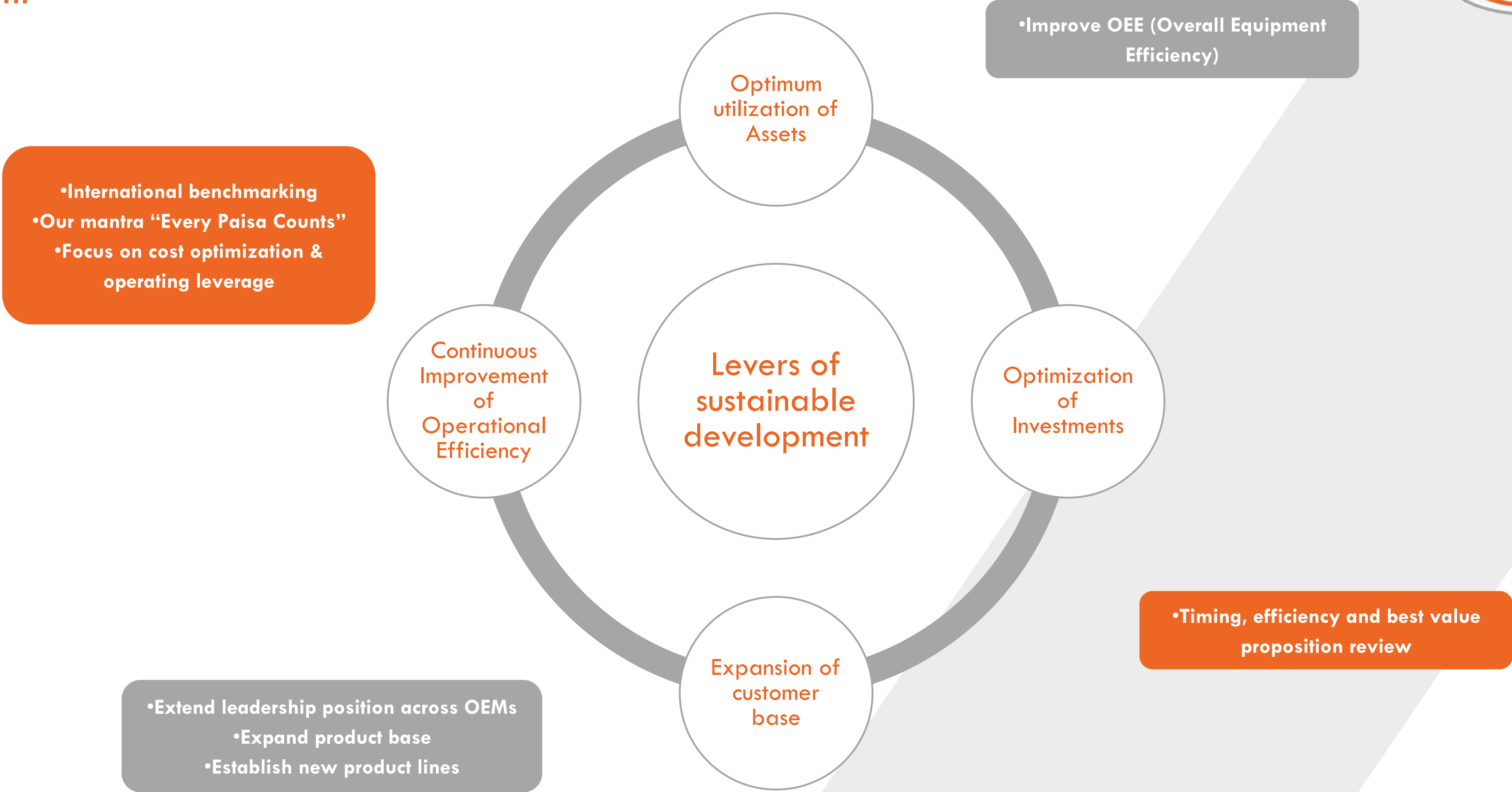
State-of-the-art
manufacturing facilities
Focus on Kaizen towards
Technology and Operations



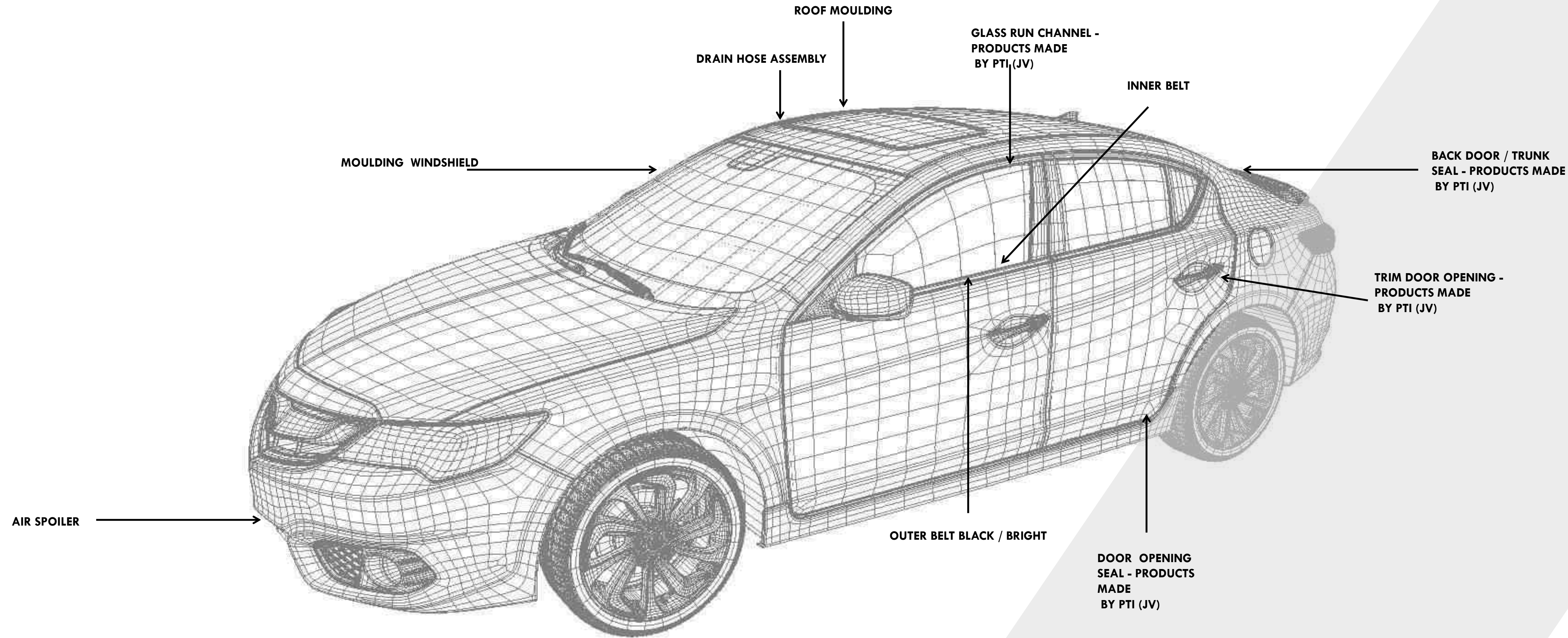
Access to Global Technology
Relationship with
Japanese Technology Partners



Healthy Financials
Cost sensitive Culture



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

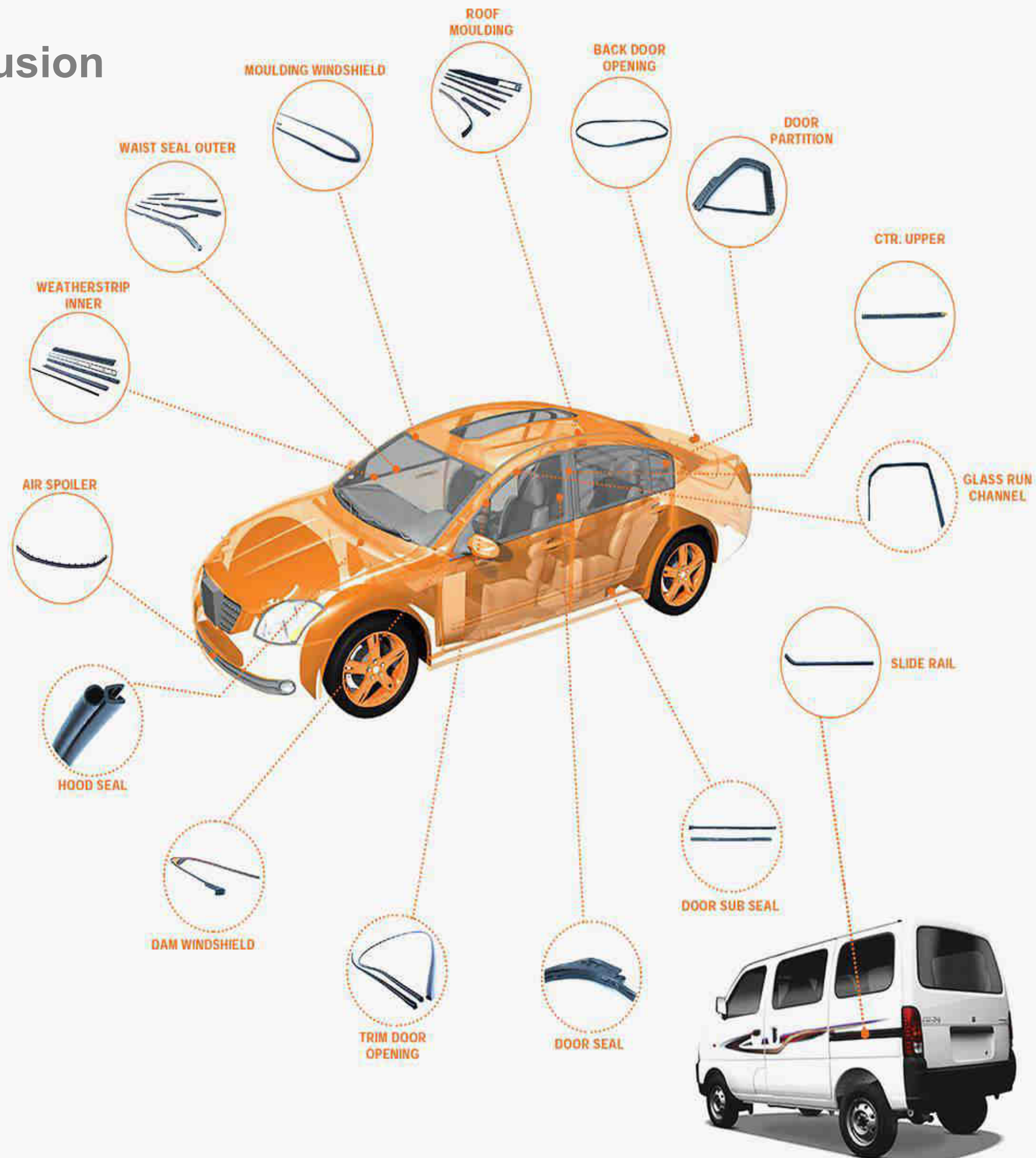
UNDER HOOD PRODUCTS



IN CABIN PRODUCTS



Extrusion



Injection



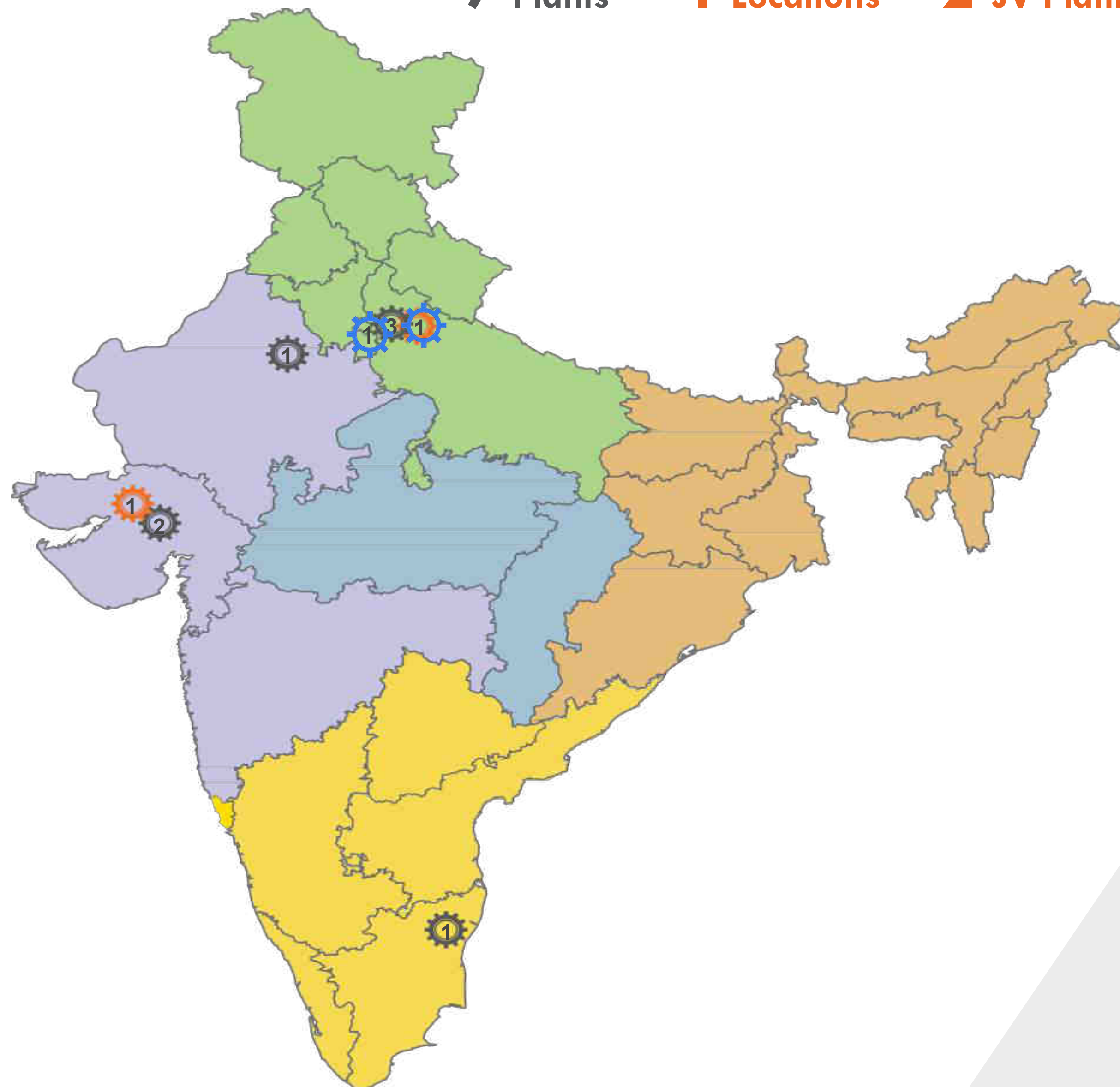
PAN INDIA PRESENCE



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



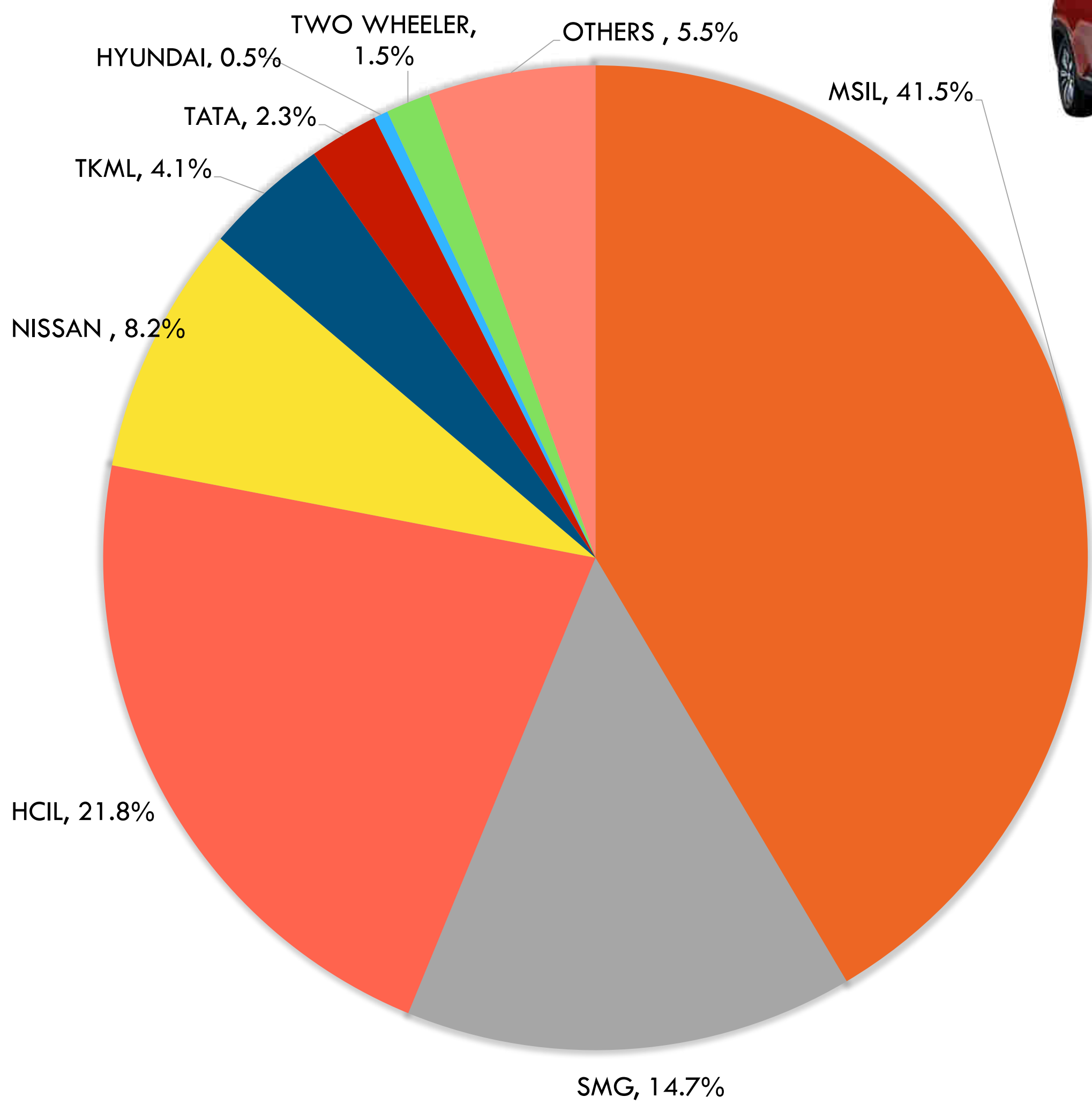
South Africa



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

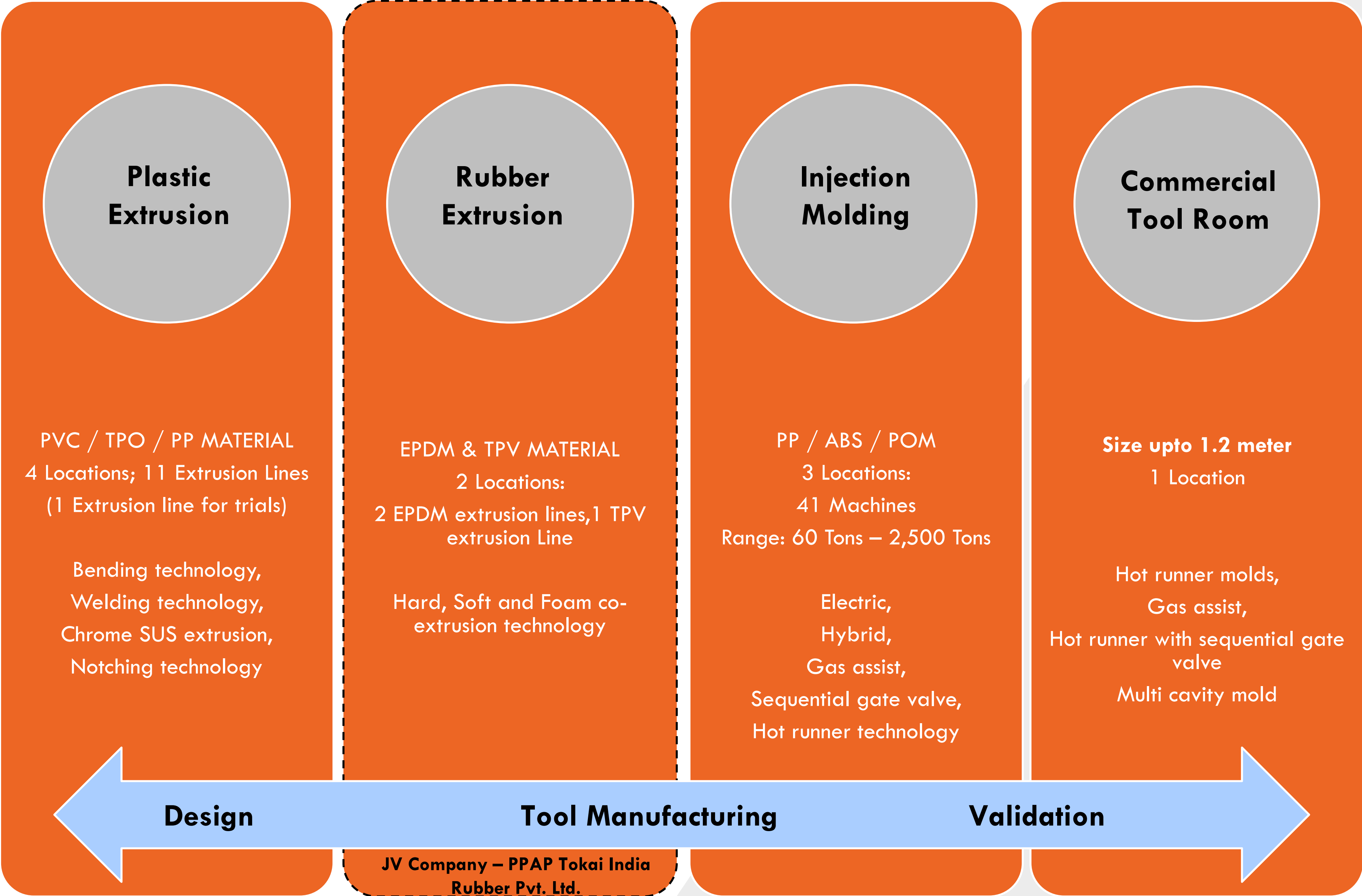
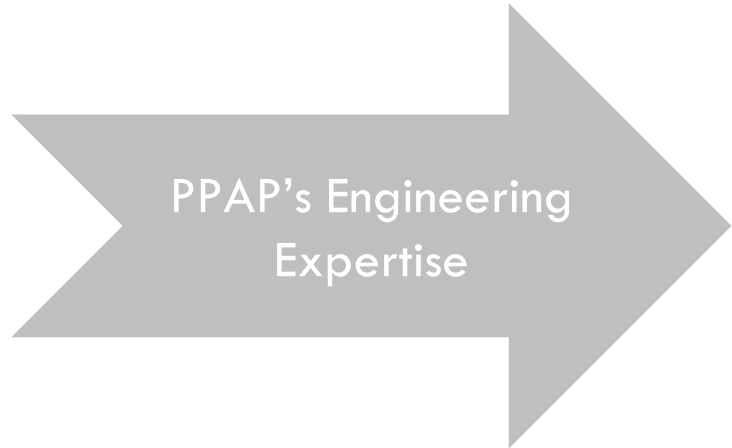


Suzuki Access



Honda Activa

COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



JV Company – PPAP Tokai India Rubber Pvt. Ltd.

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



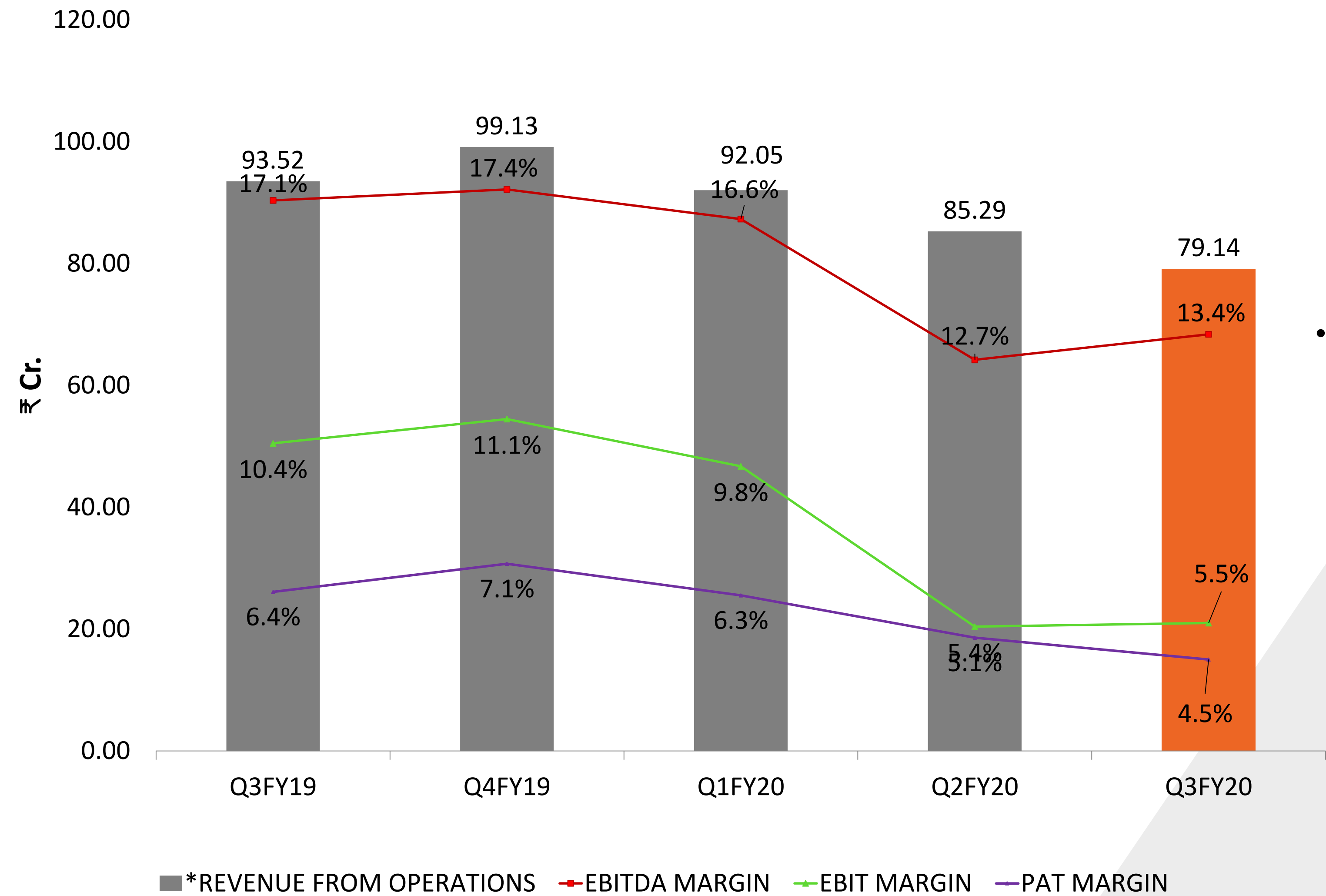
ACCOLADES

| |
|---|
| 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

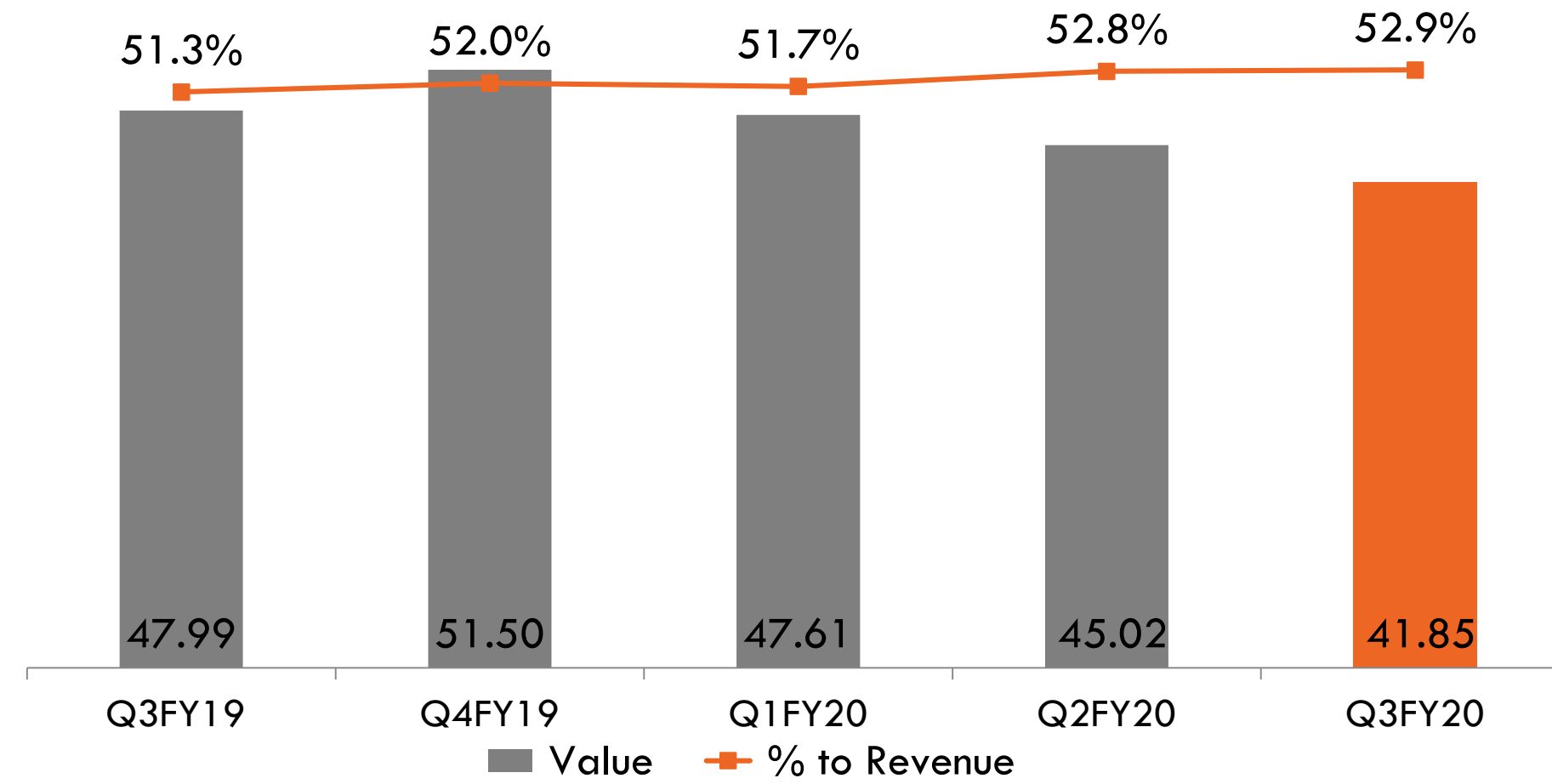
QUARTERLY PERFORMANCE



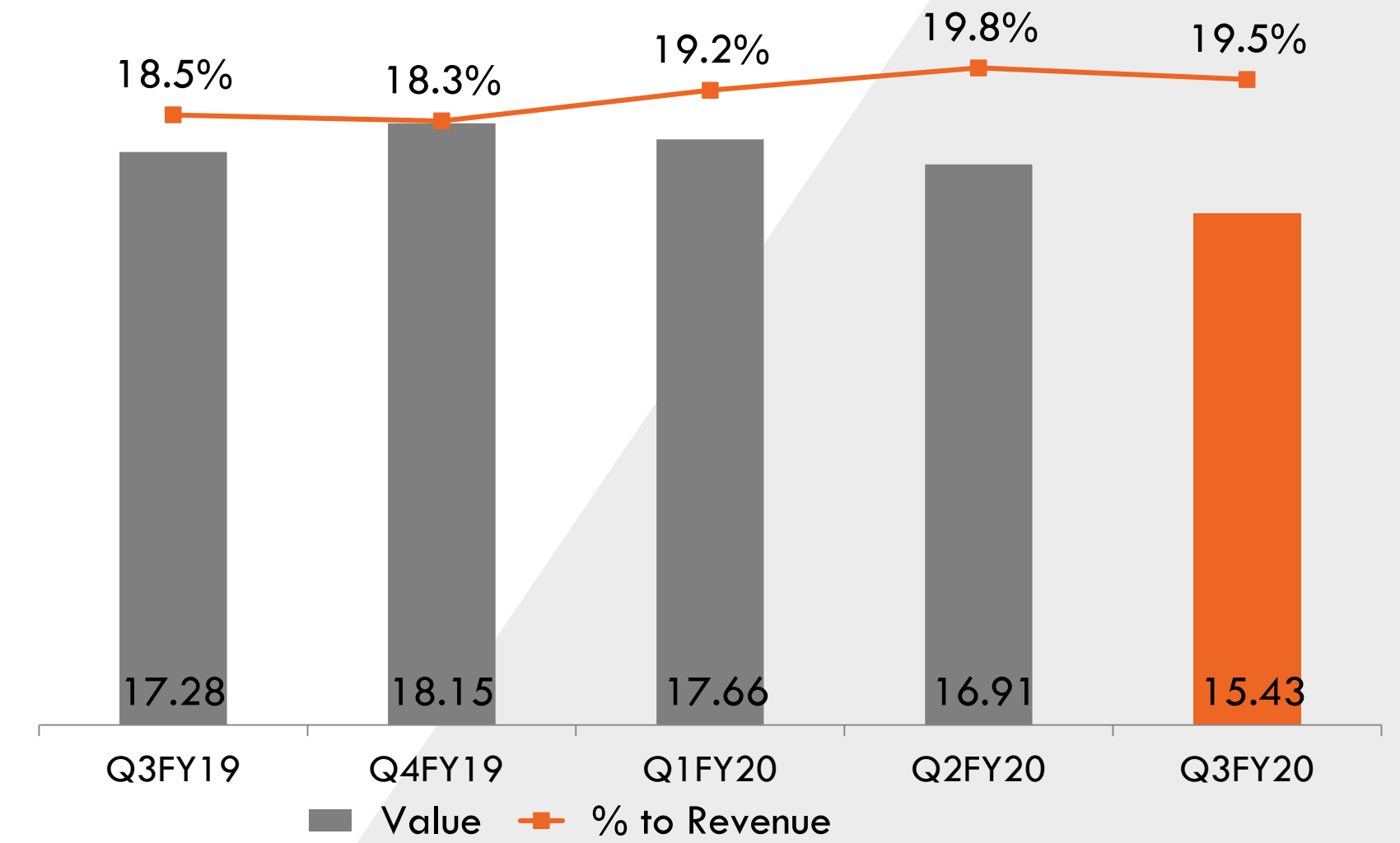
• Revenue from Operations stood at ₹ 79.14 cr in Q3FY20 v/s ₹ 93.52 cr in Q3FY19

MAJOR EXPENSES (₹ Cr.)

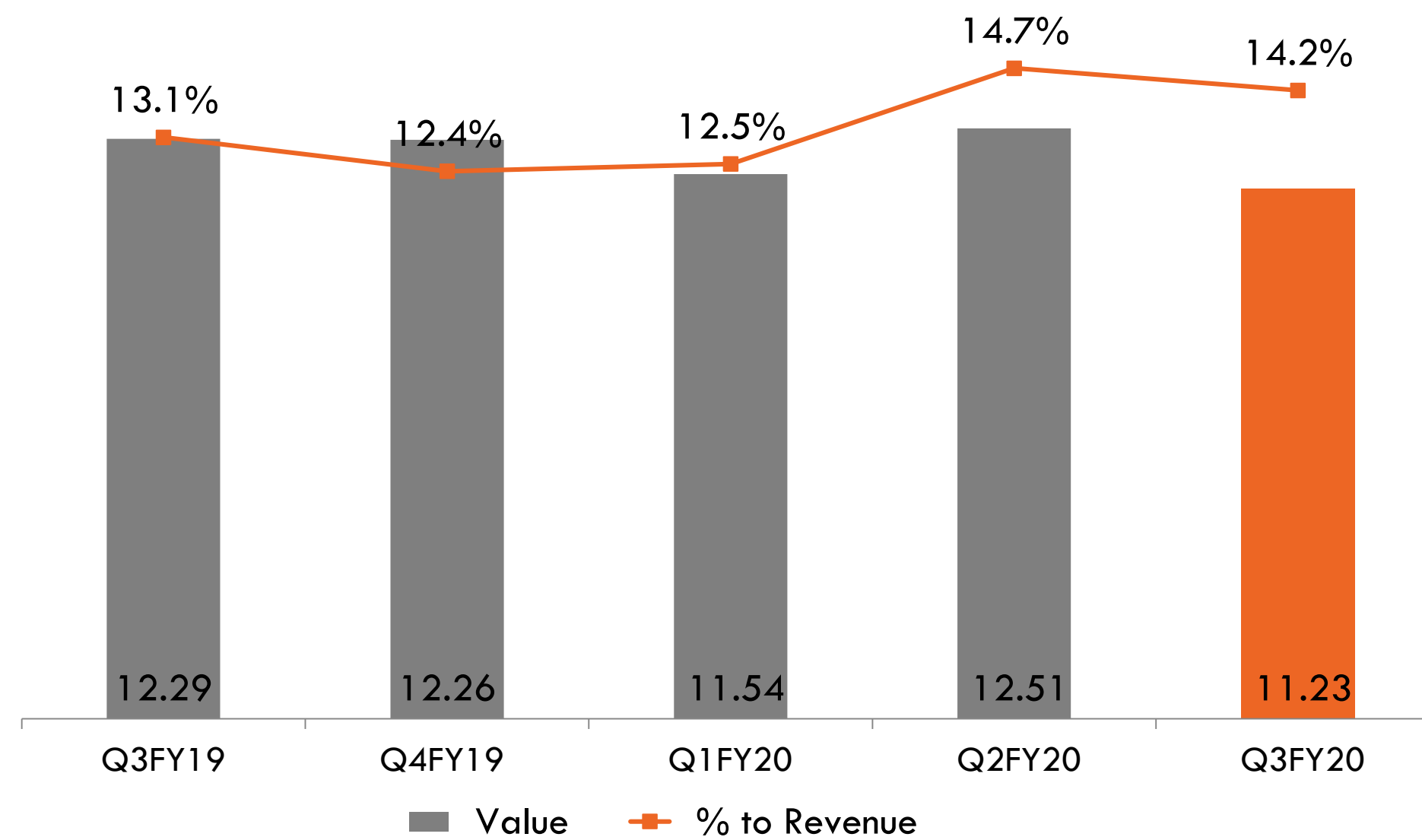
Materials



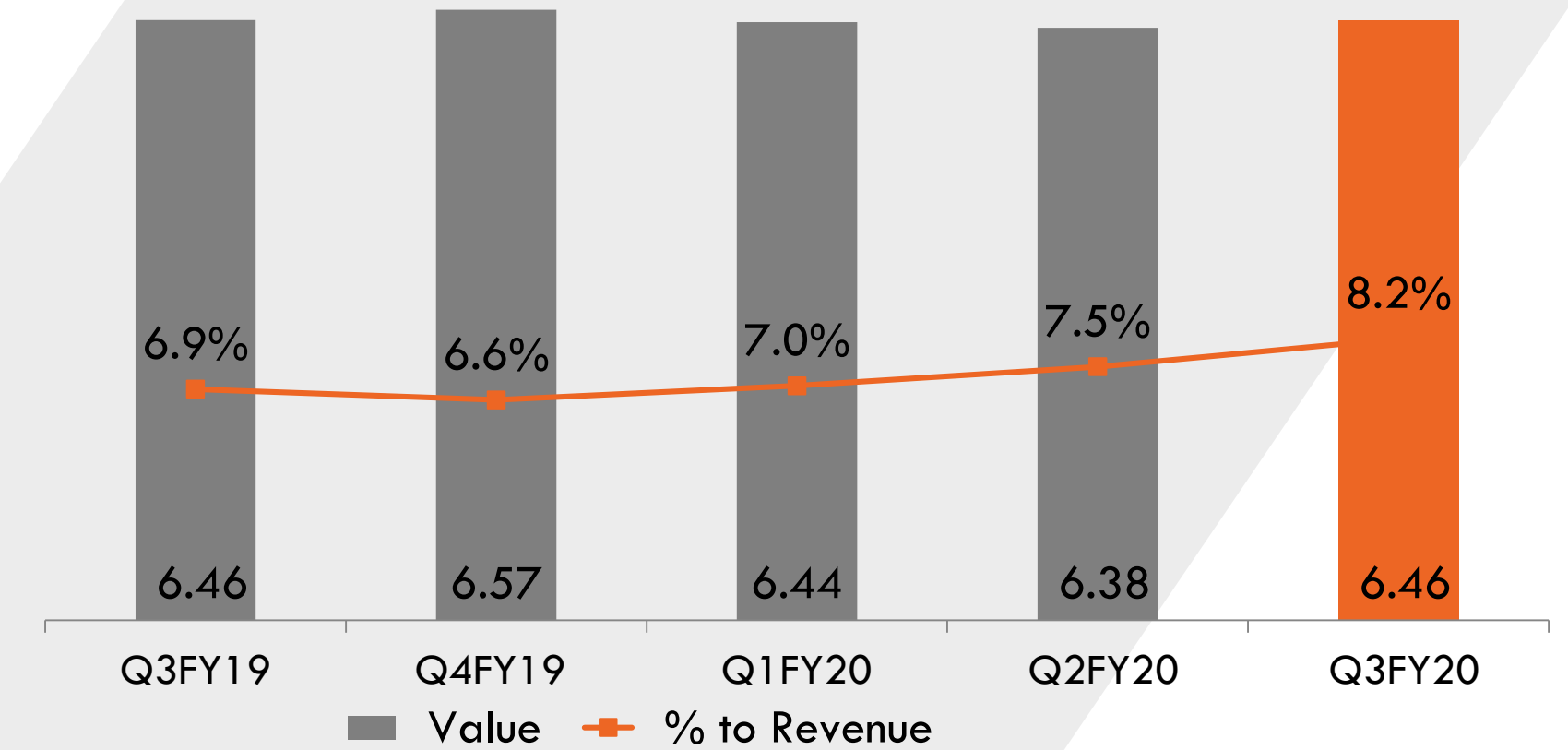
Employee Benefits



Other Expenses



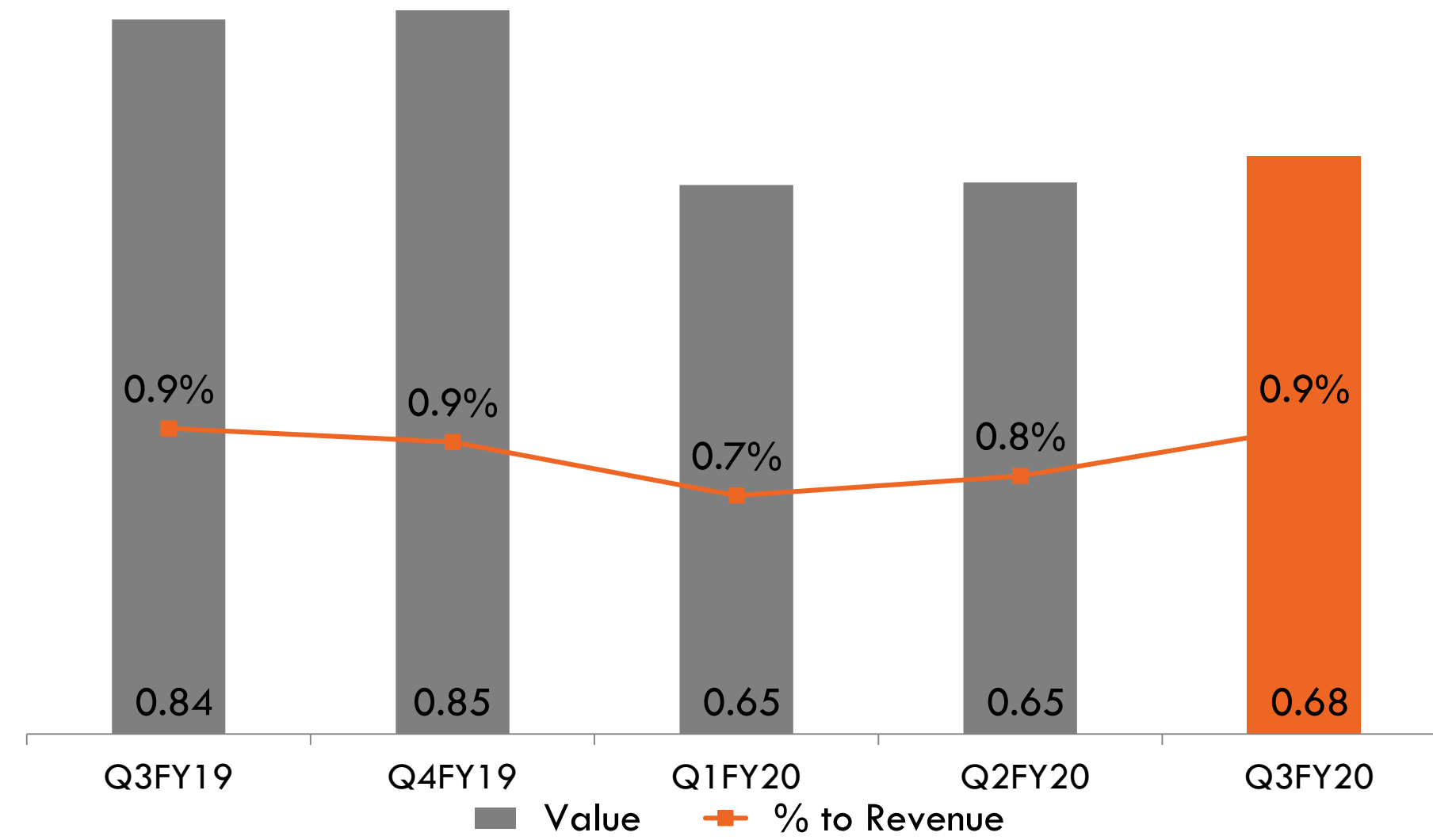
Depreciation



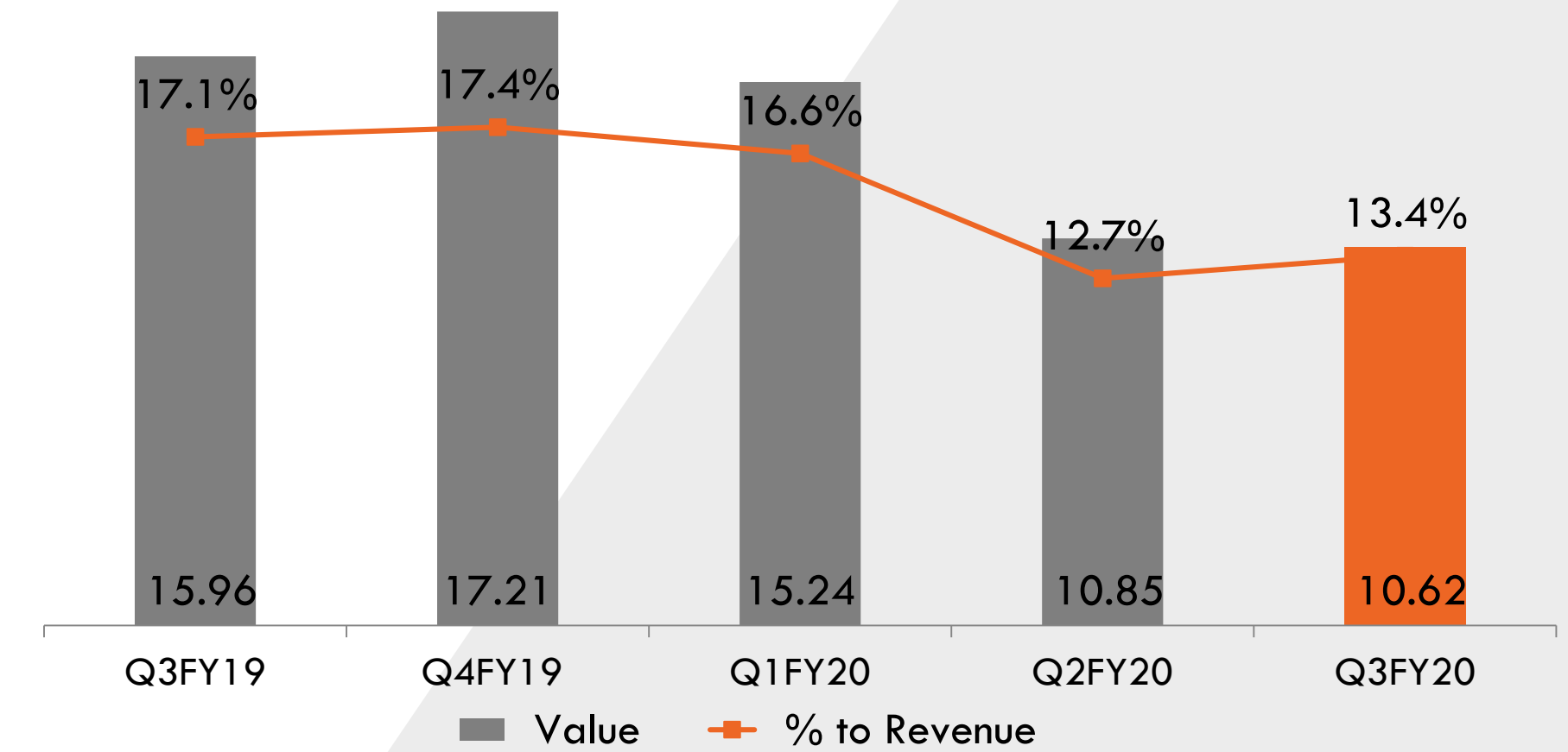
INTEREST & EARNINGS (₹ Cr.)



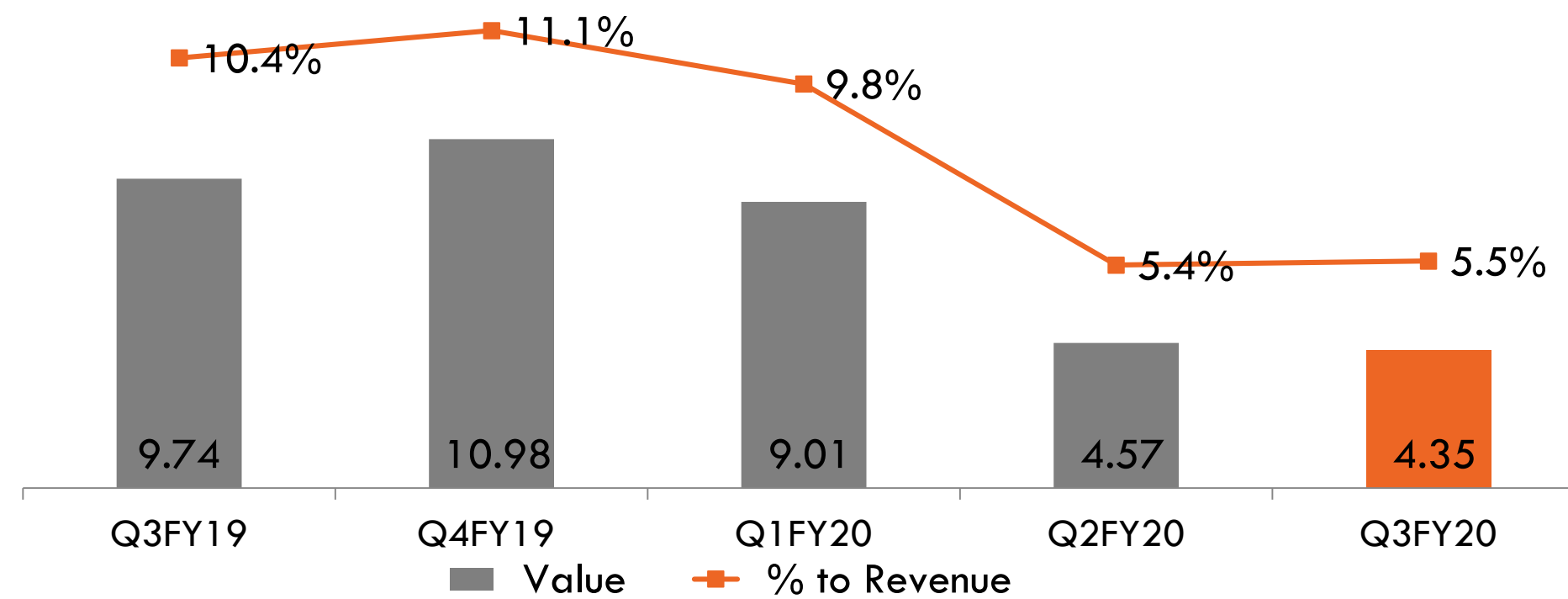
INTEREST



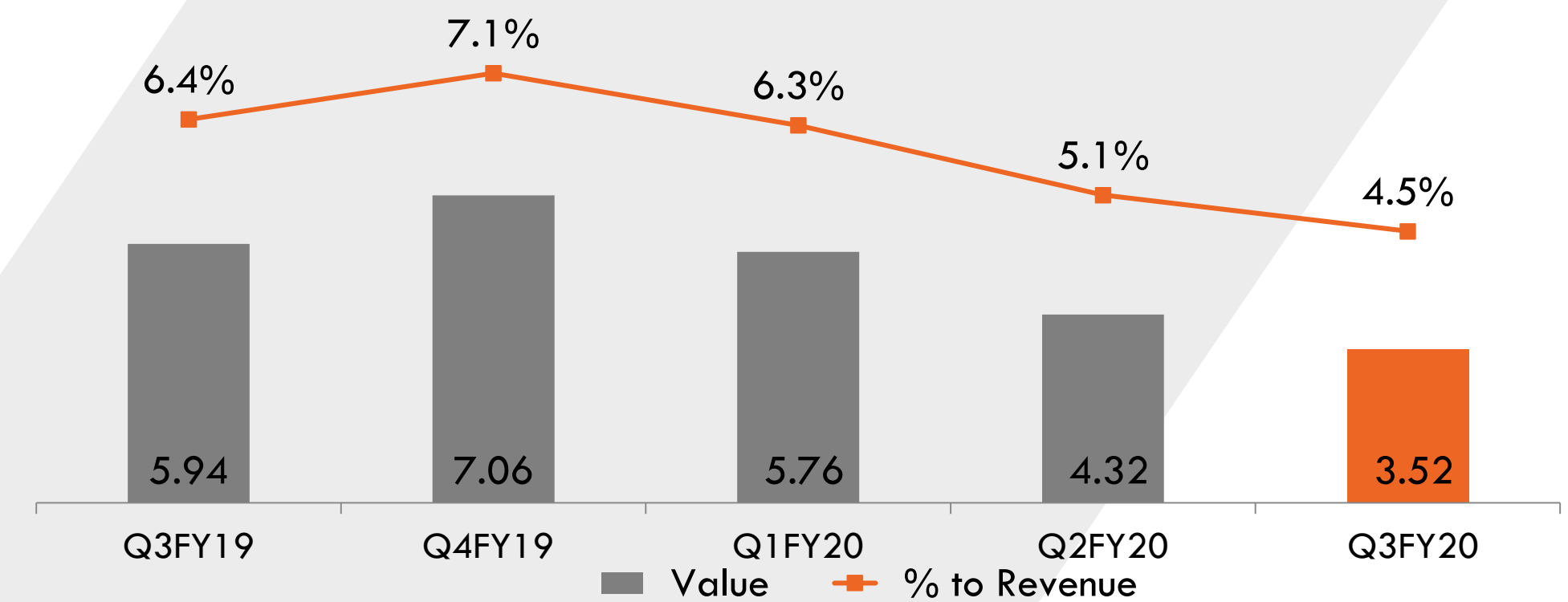
EBITDA



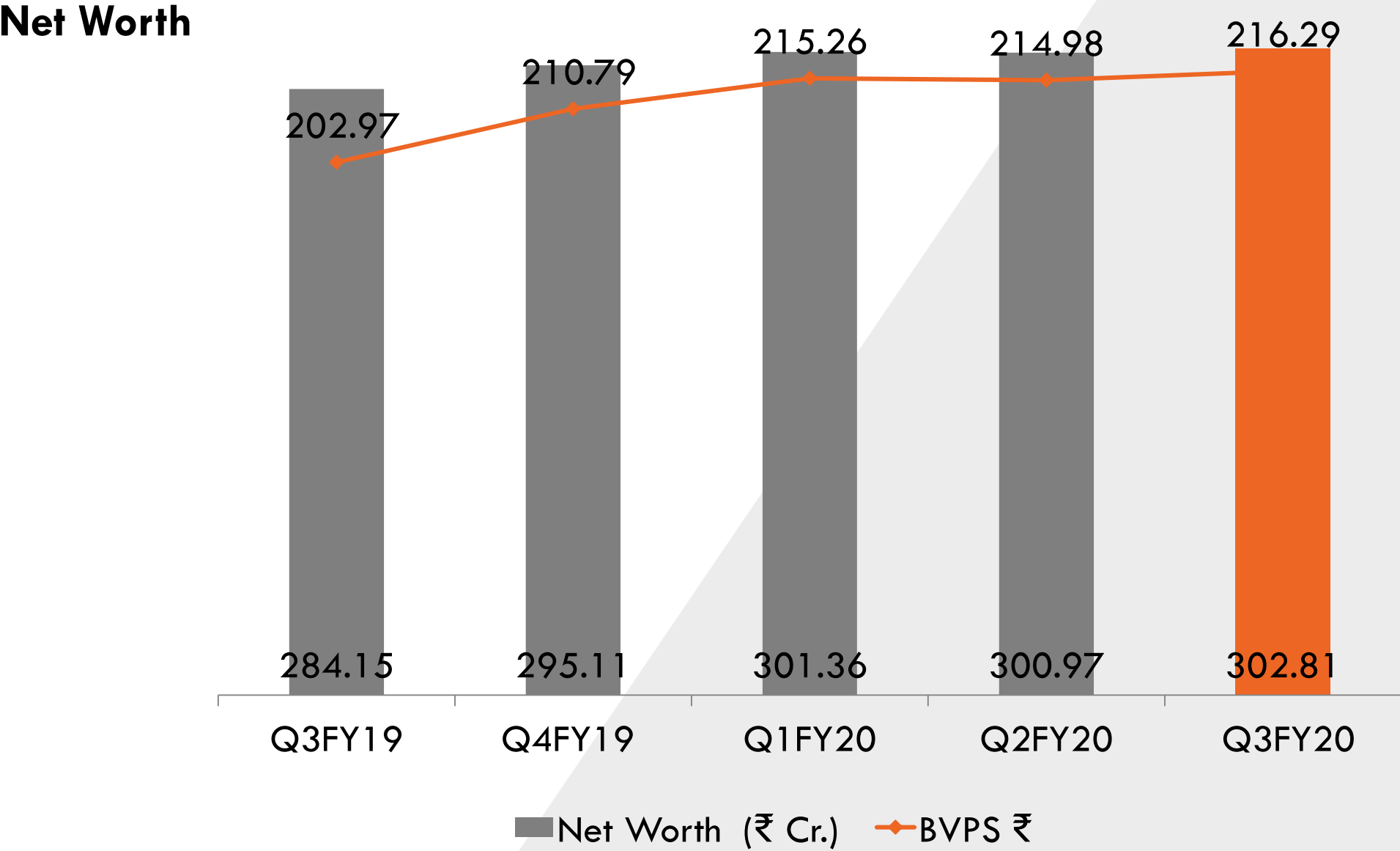
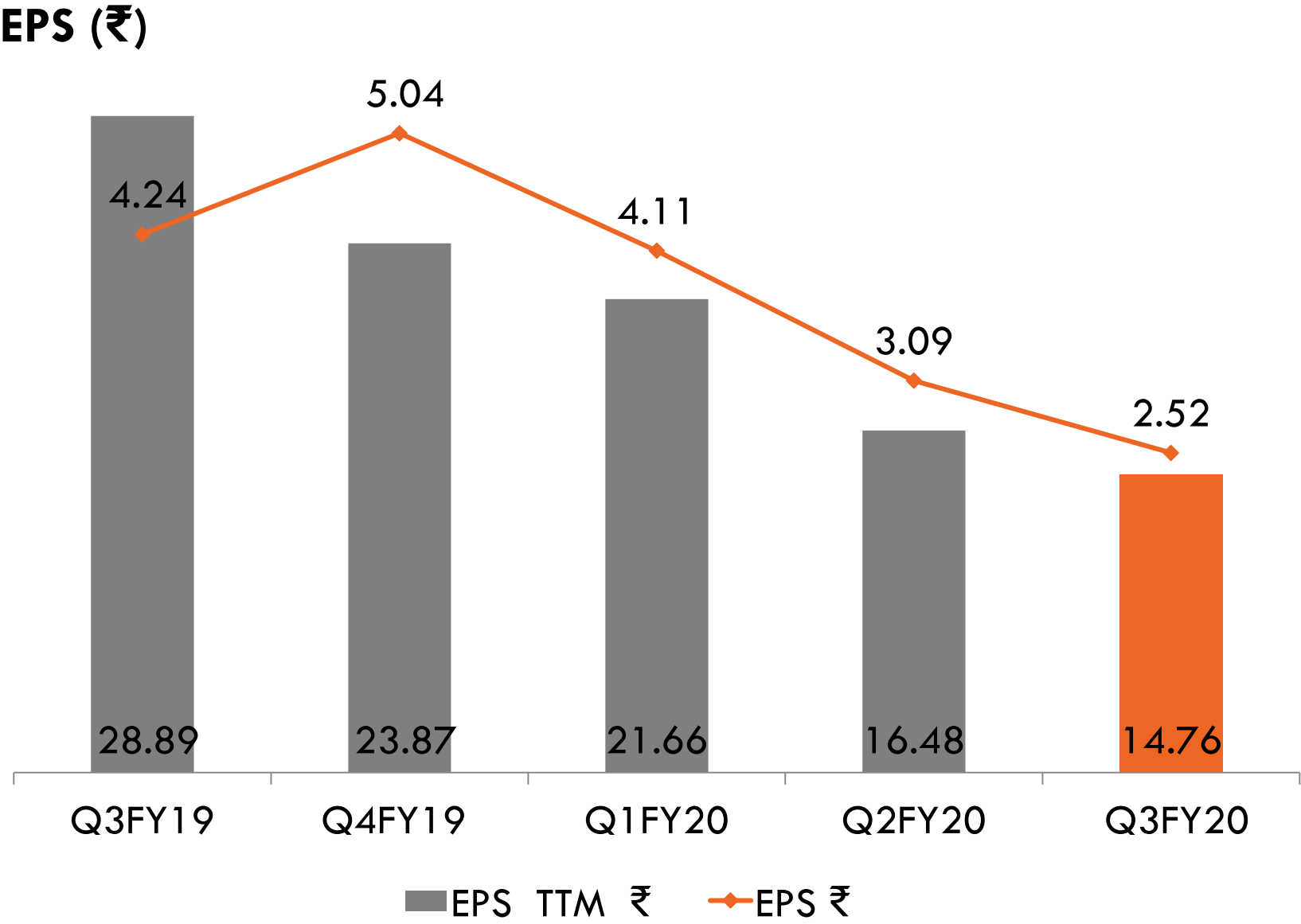
EBIT



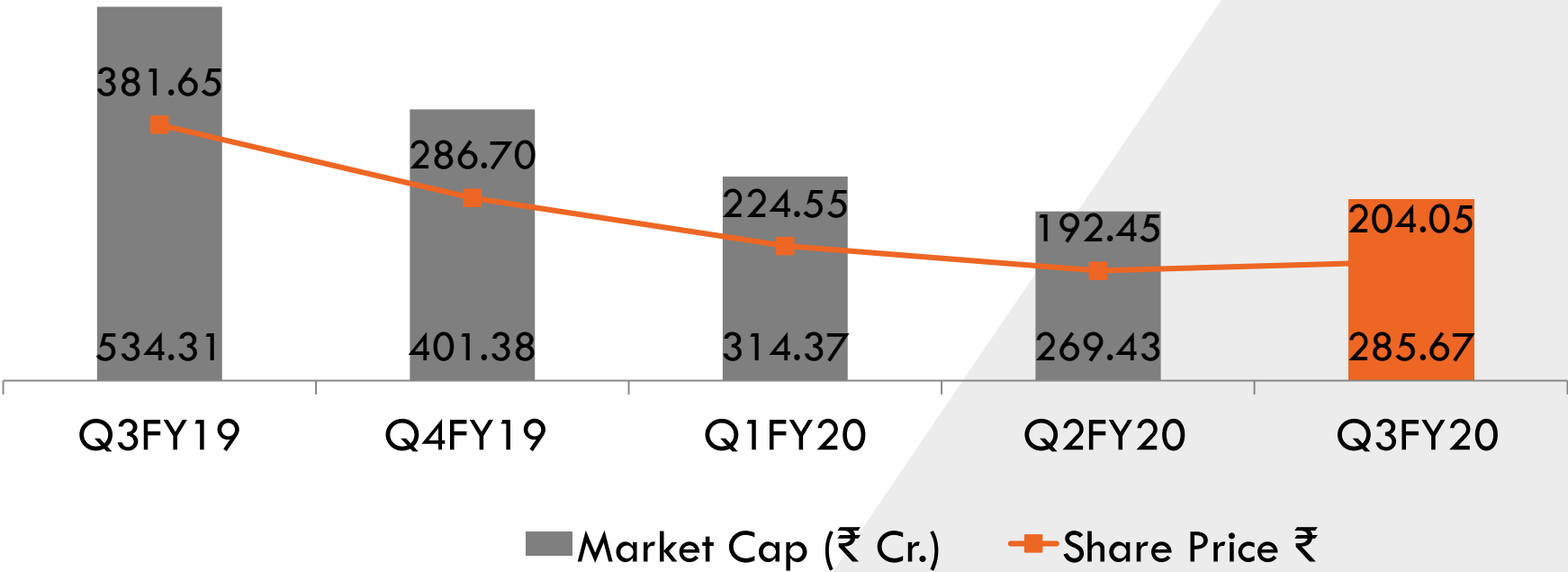
PAT



EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



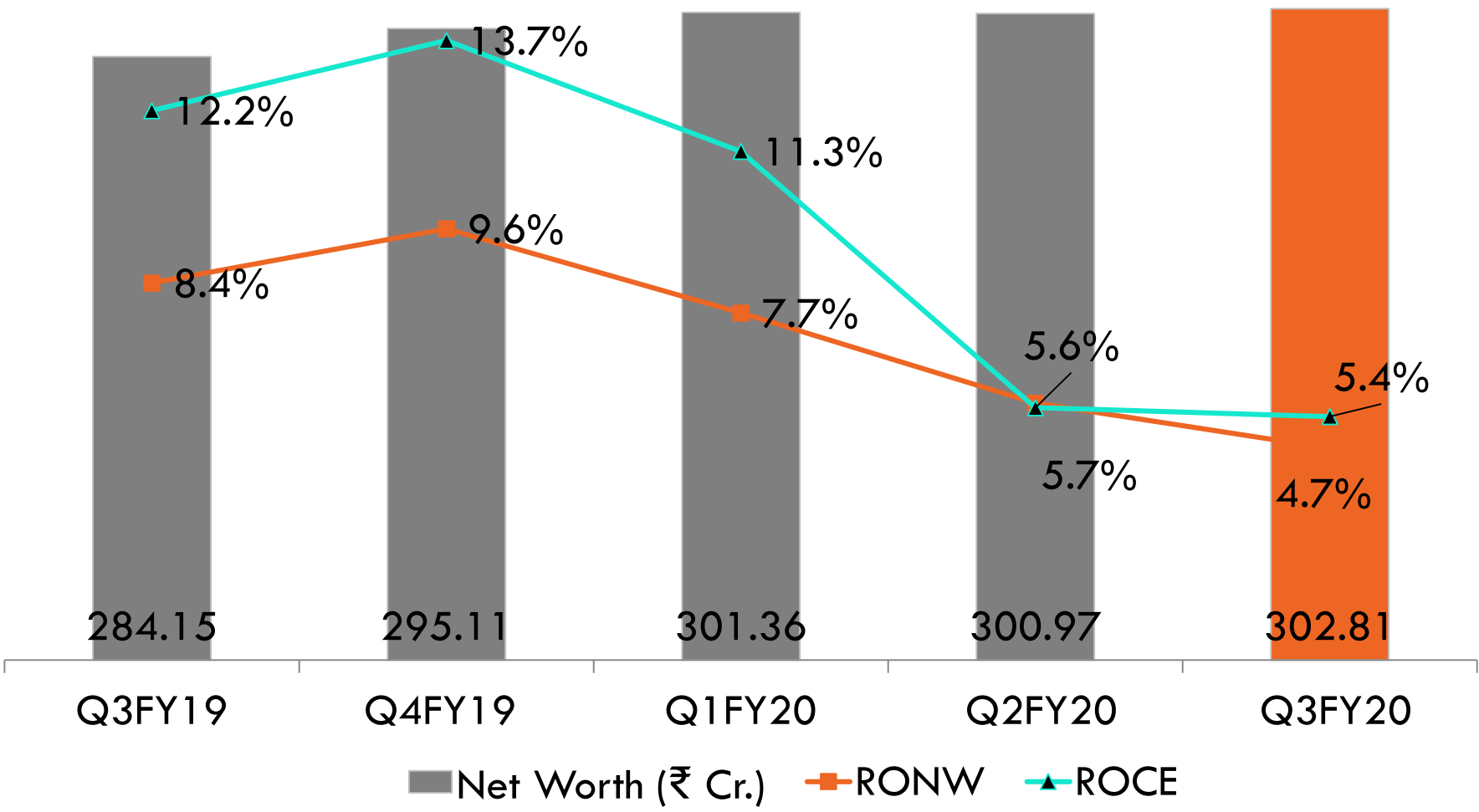
Market Capitalisation (BSE)



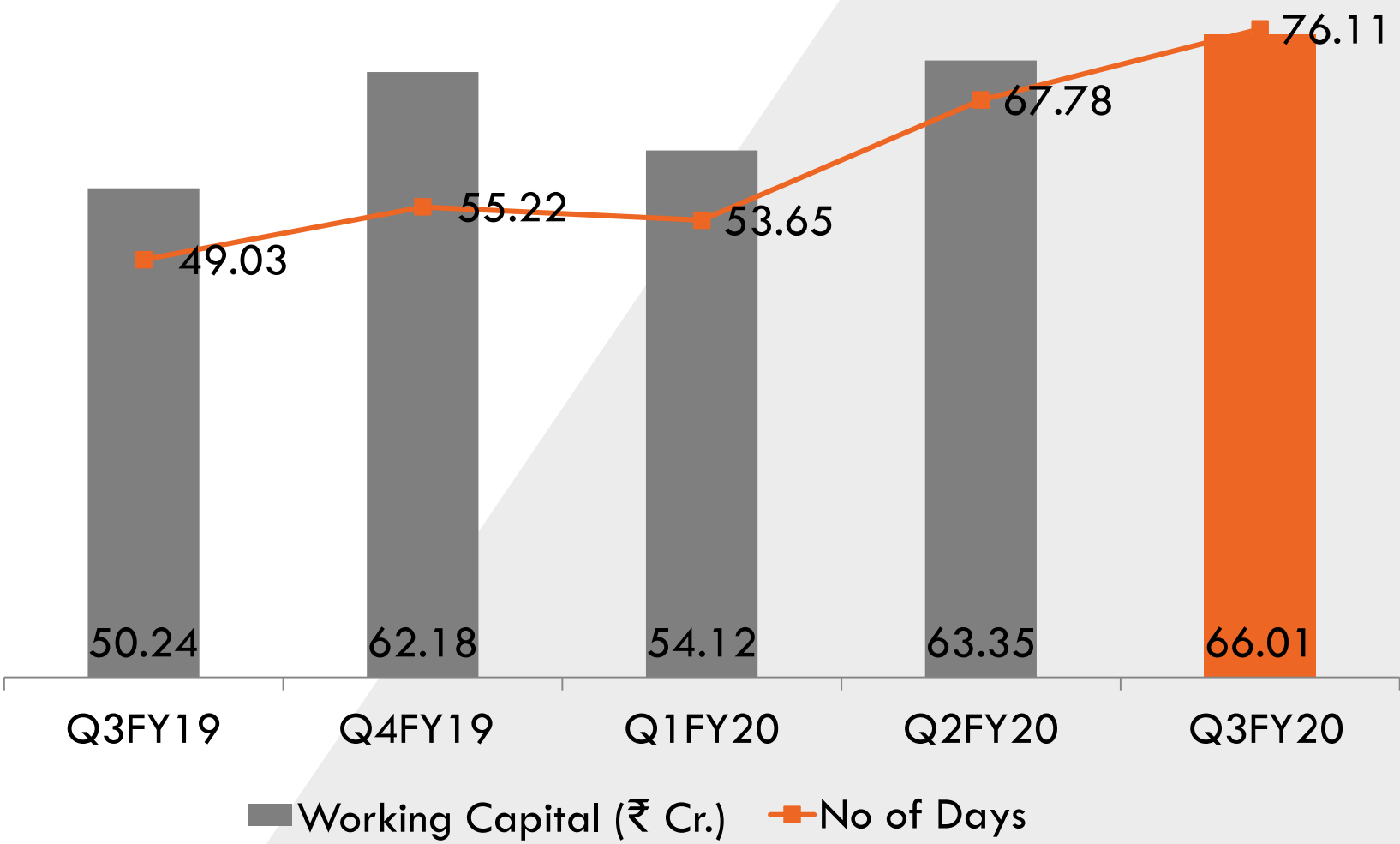
KEY RATIOS



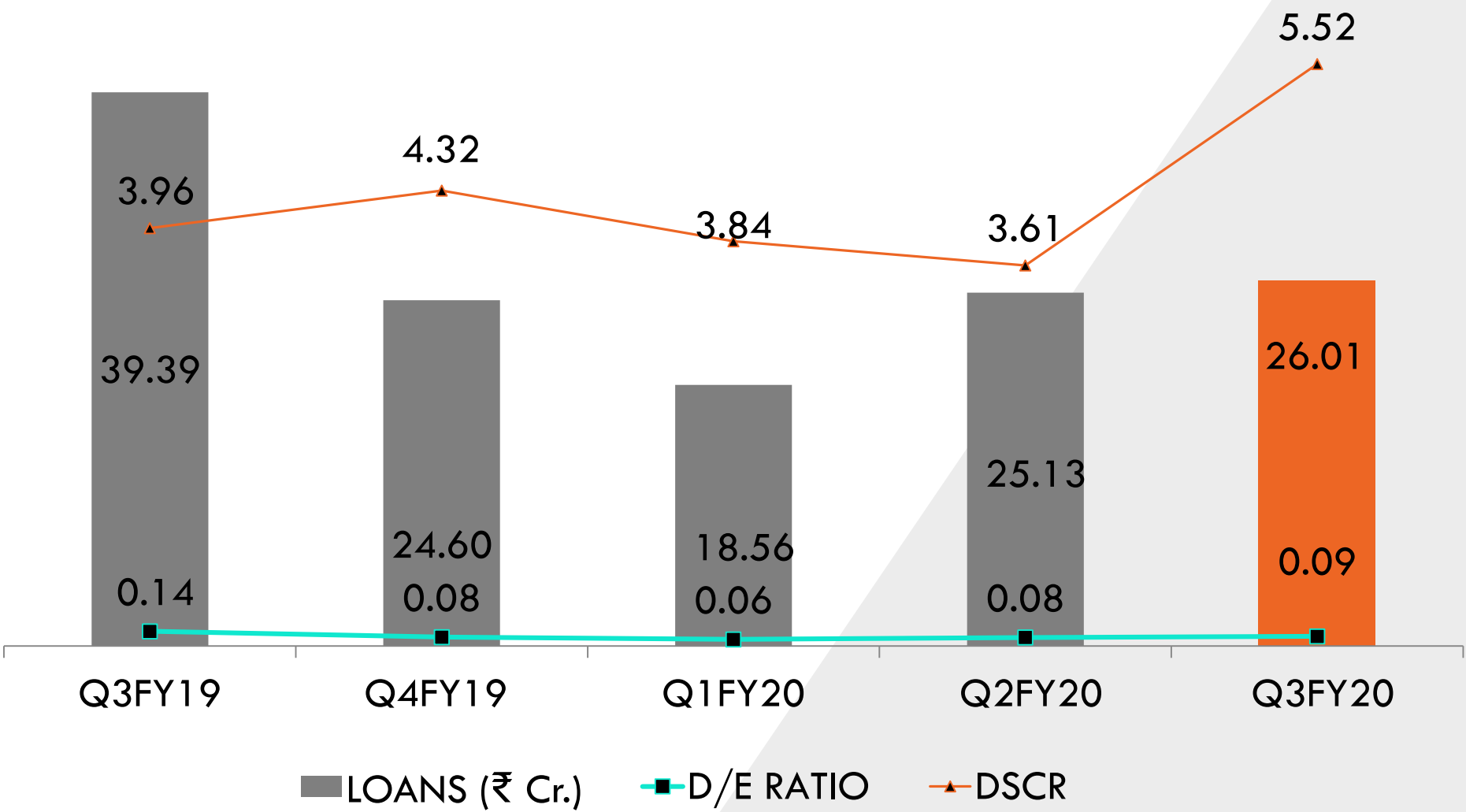
Net Worth



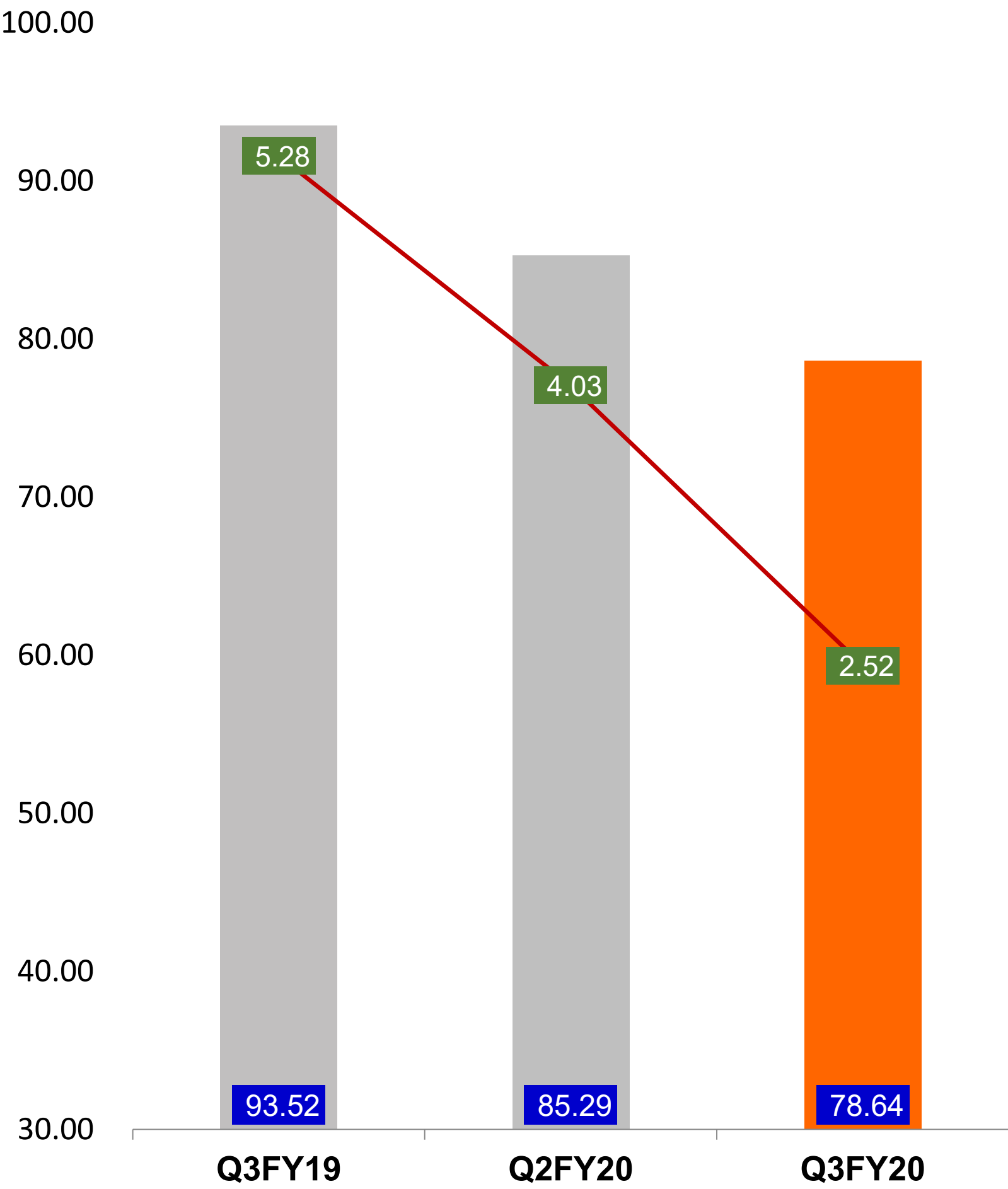
Working Capital



Loans



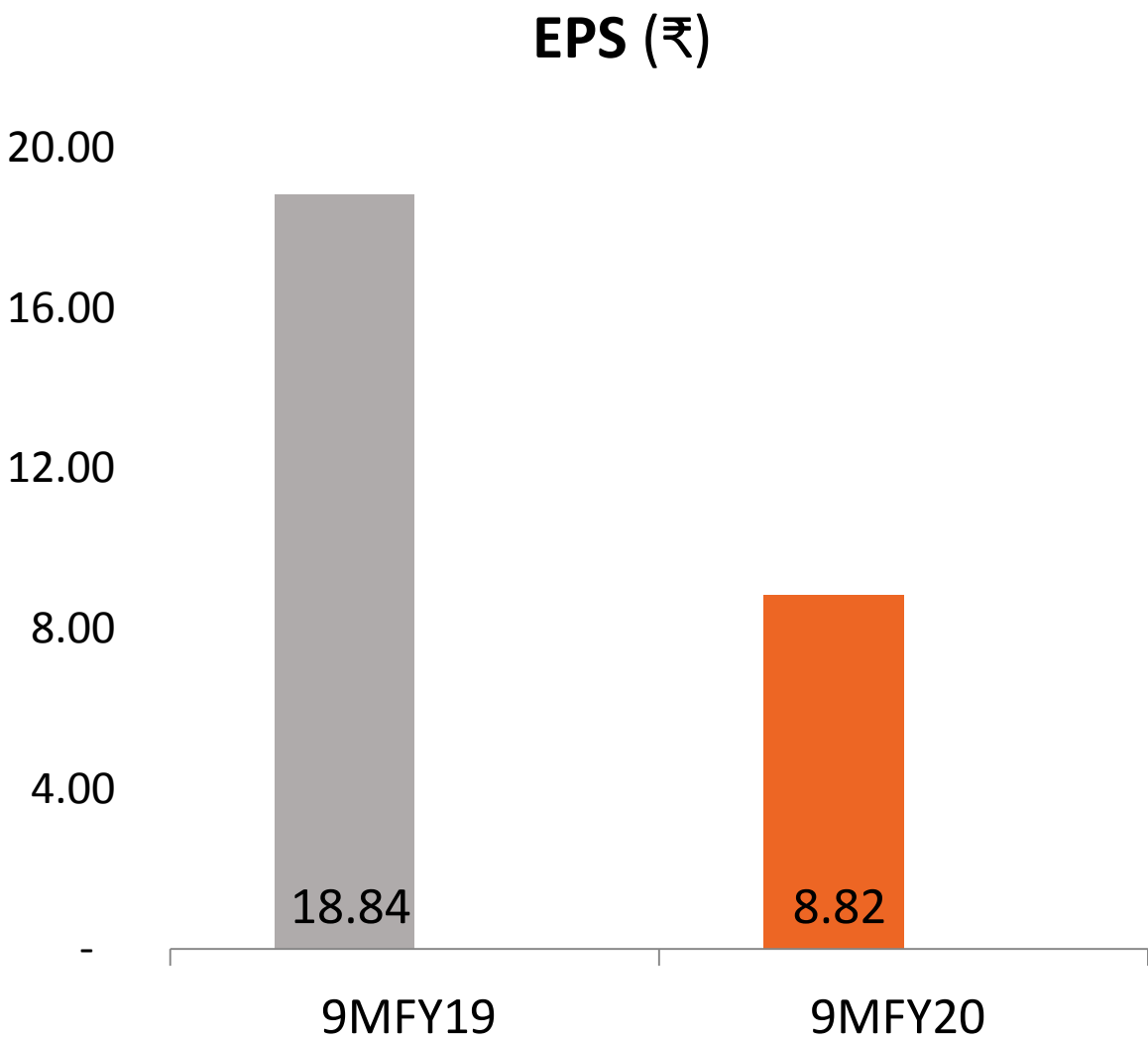
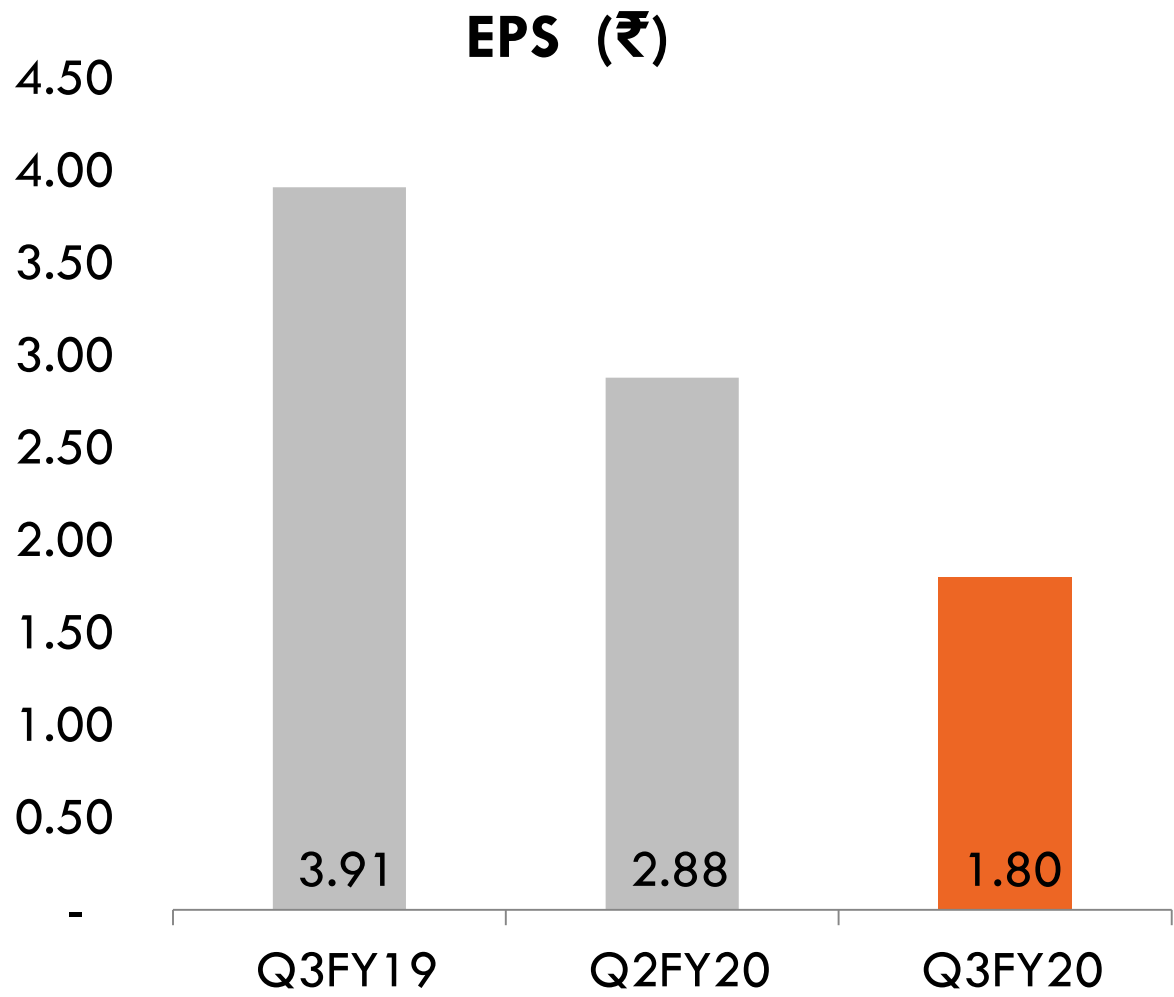
CONSOLIDATE SUMMARY



REVENUE FROM OPERATIONS (₹ Cr.) PAT



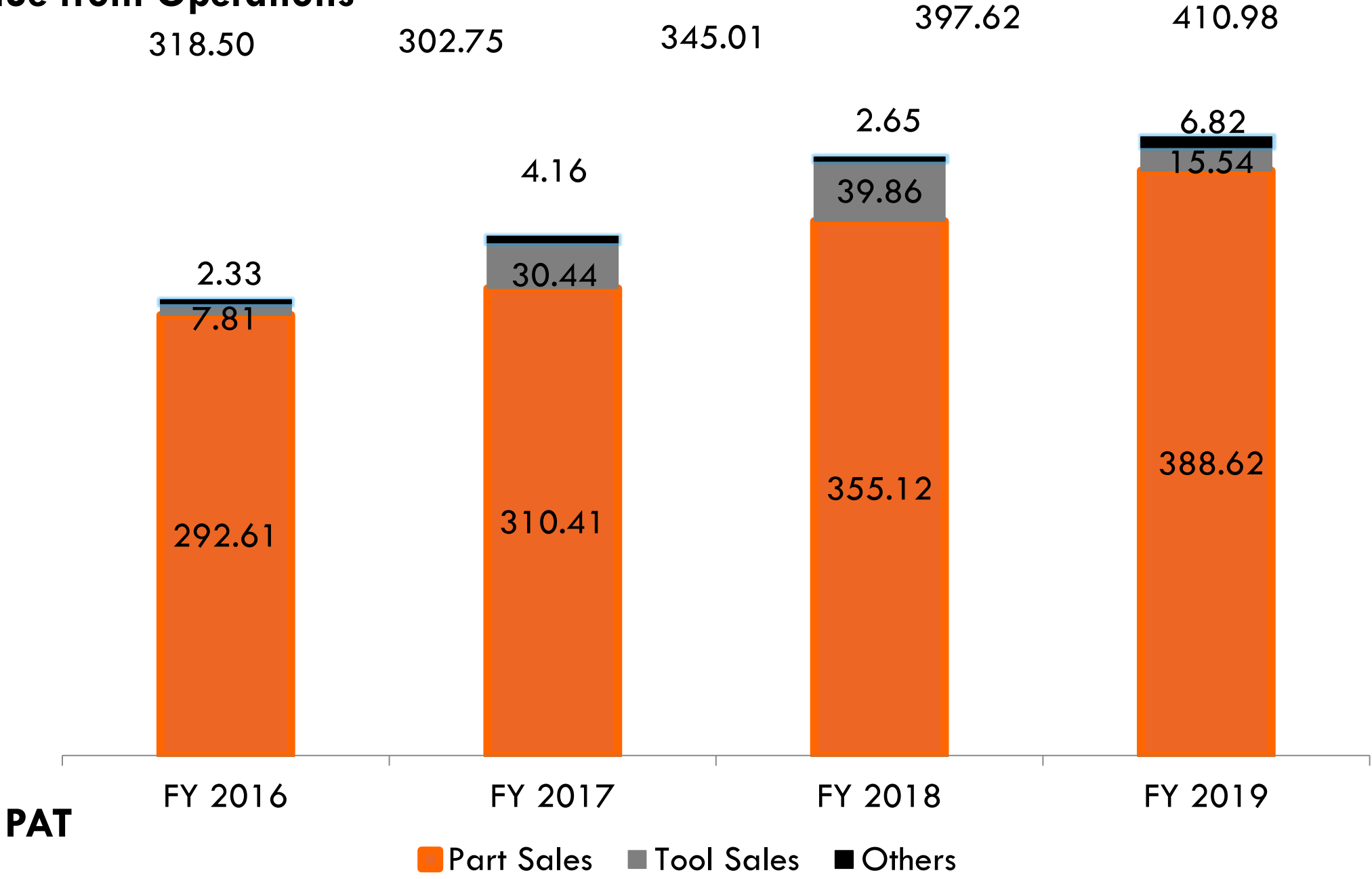
REVENUE FROM OPERATIONS (₹ Cr.) PAT



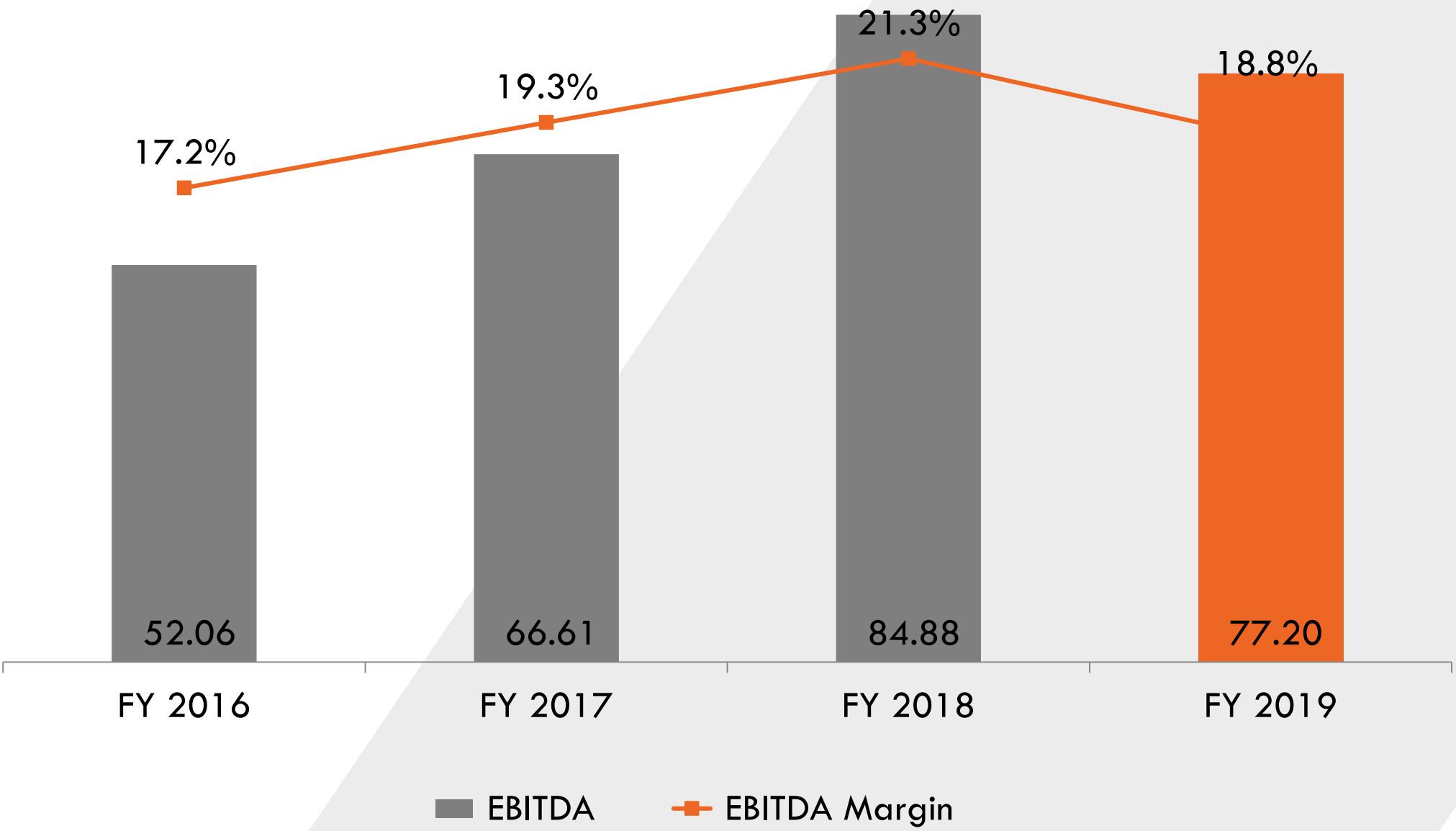
FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) (₹ Cr.)



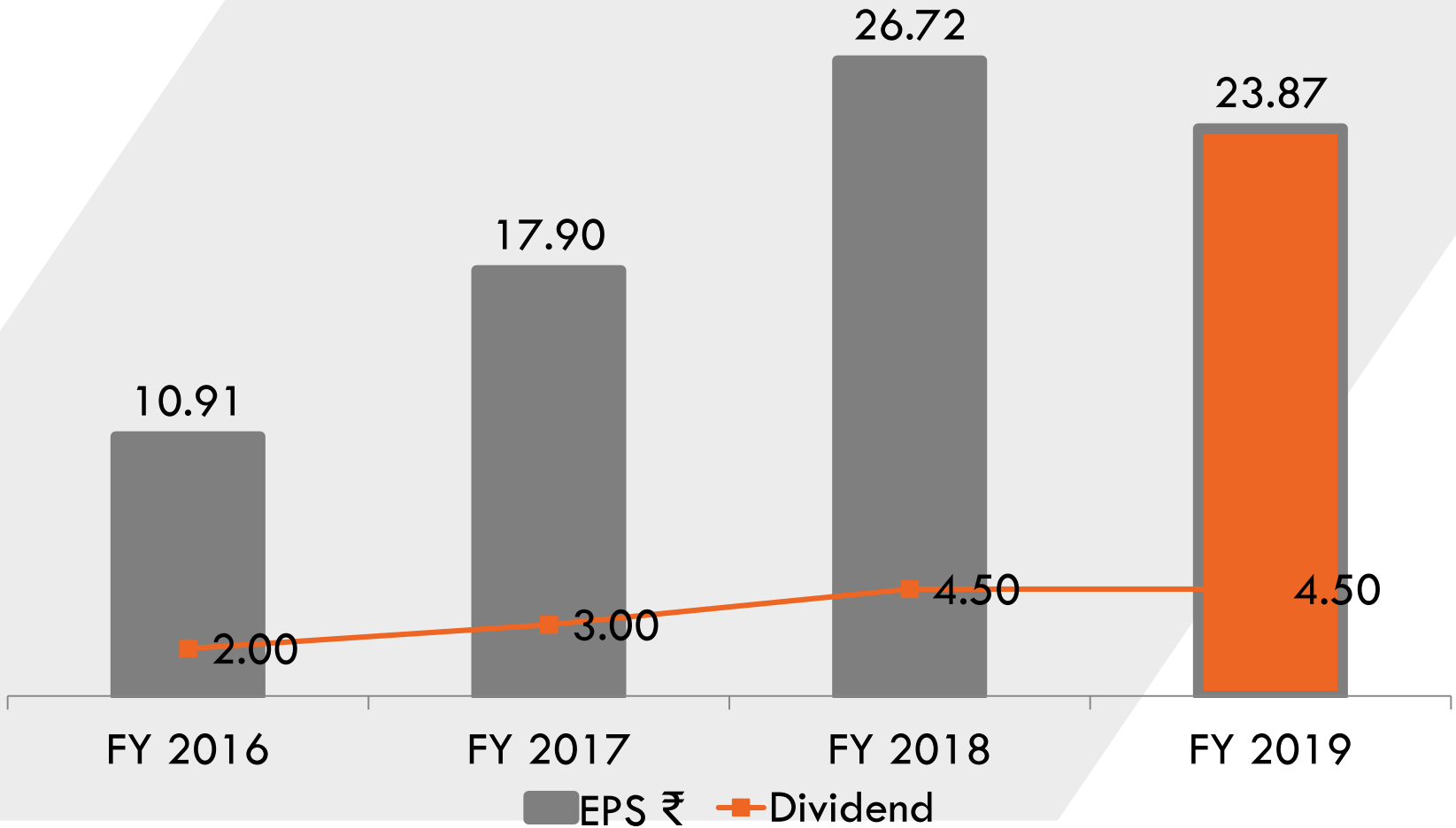
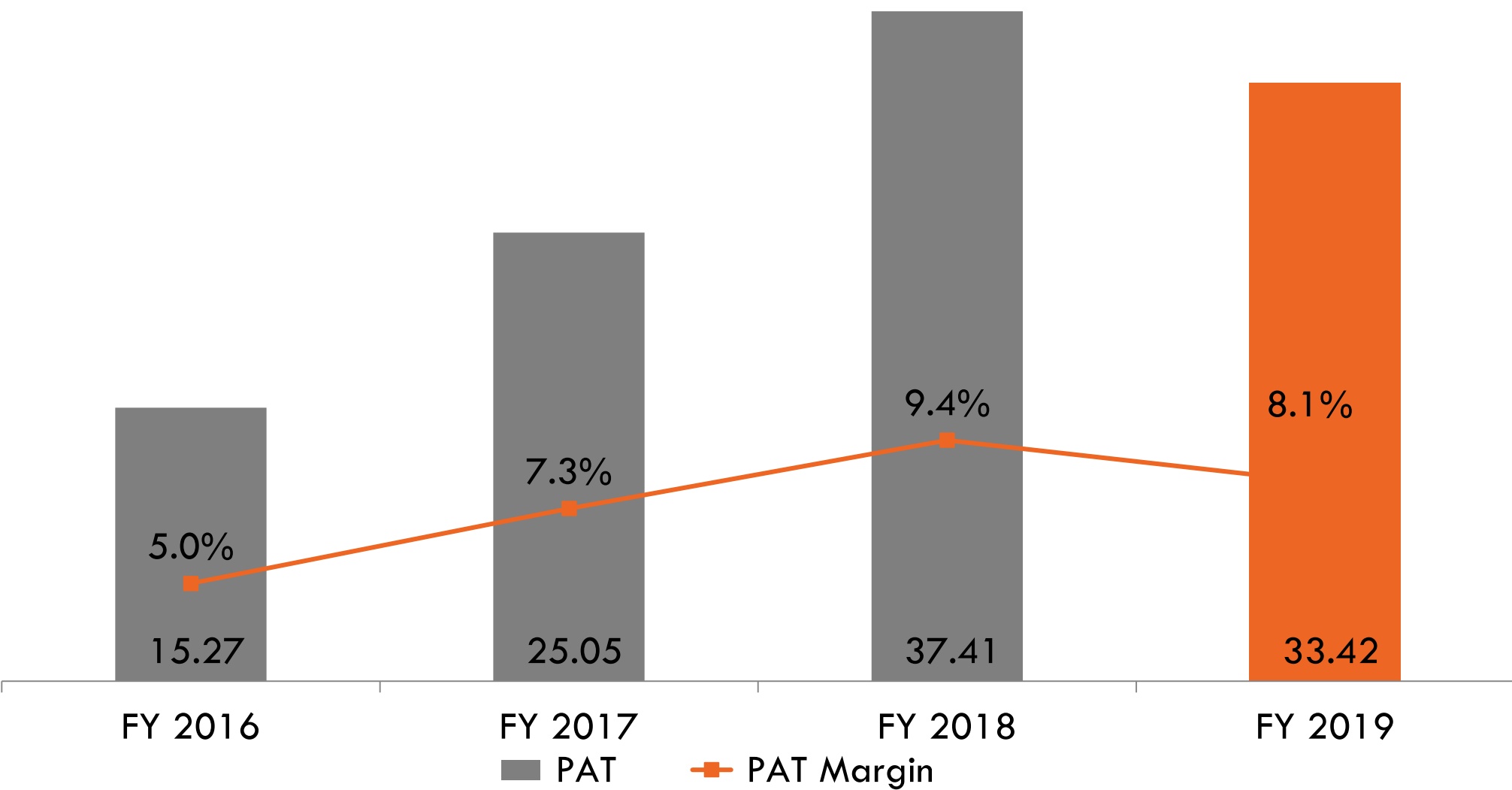
Revenue from Operations



EBITDA



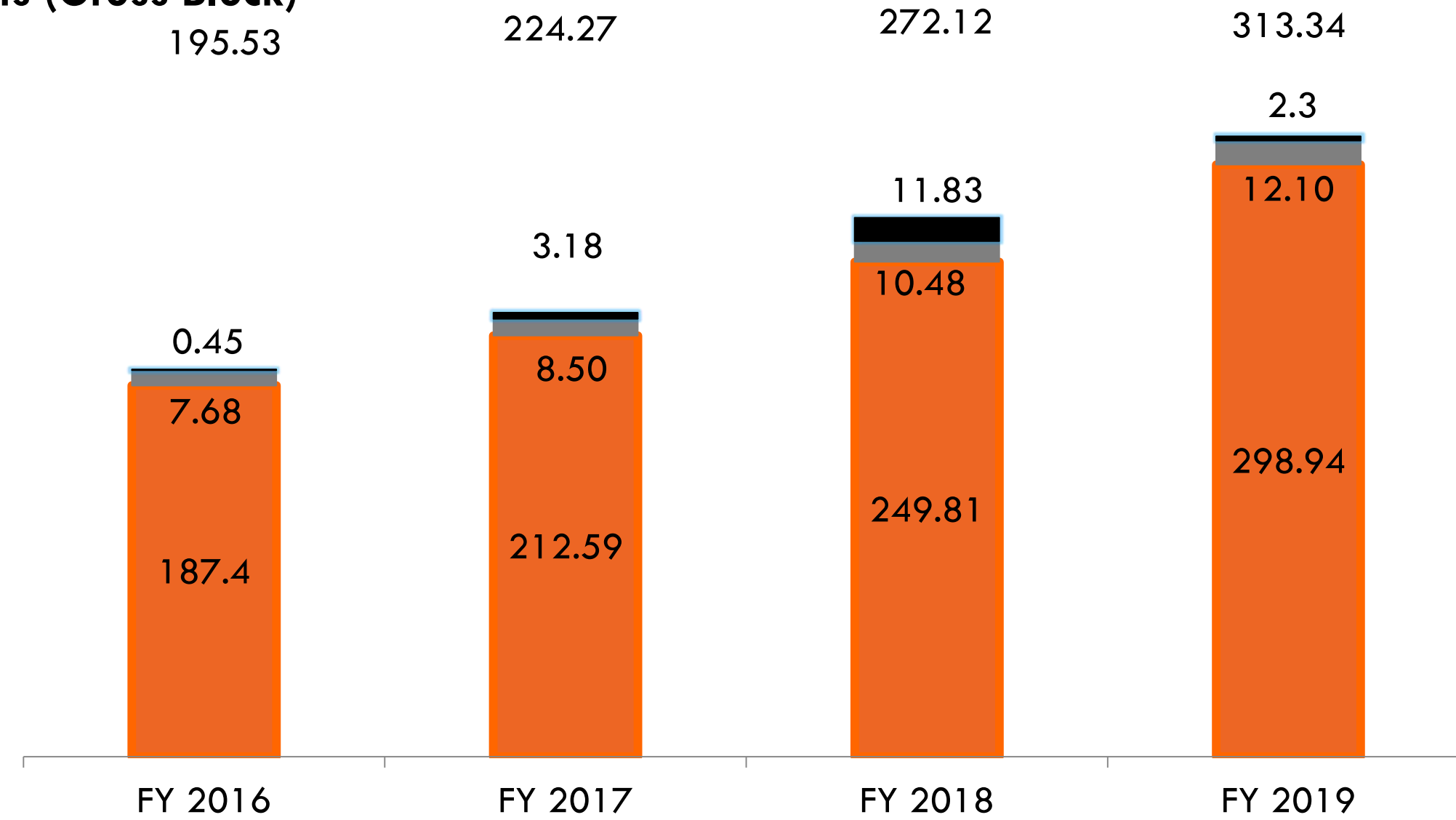
EPS (₹)



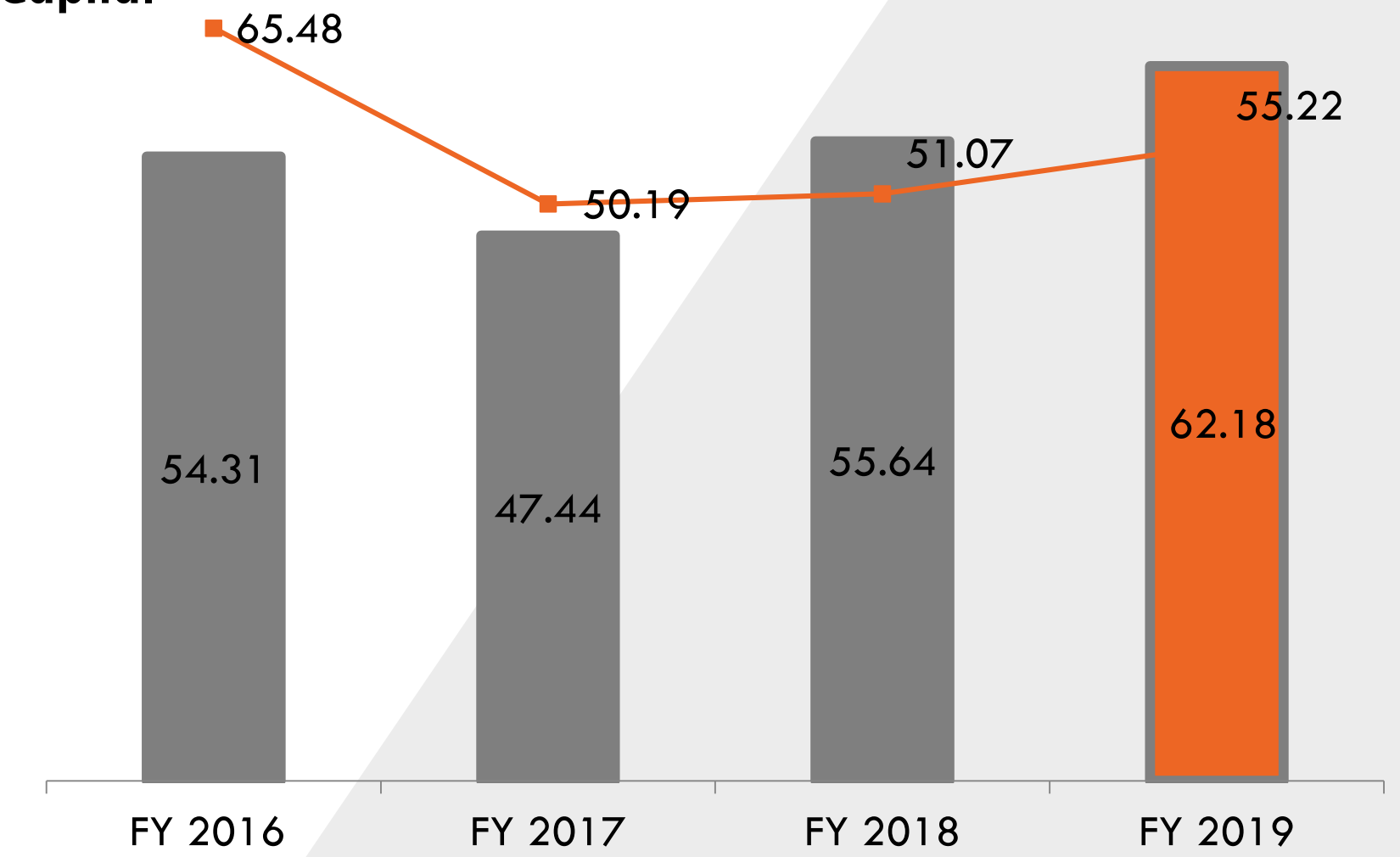
FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) (₹ Cr.)



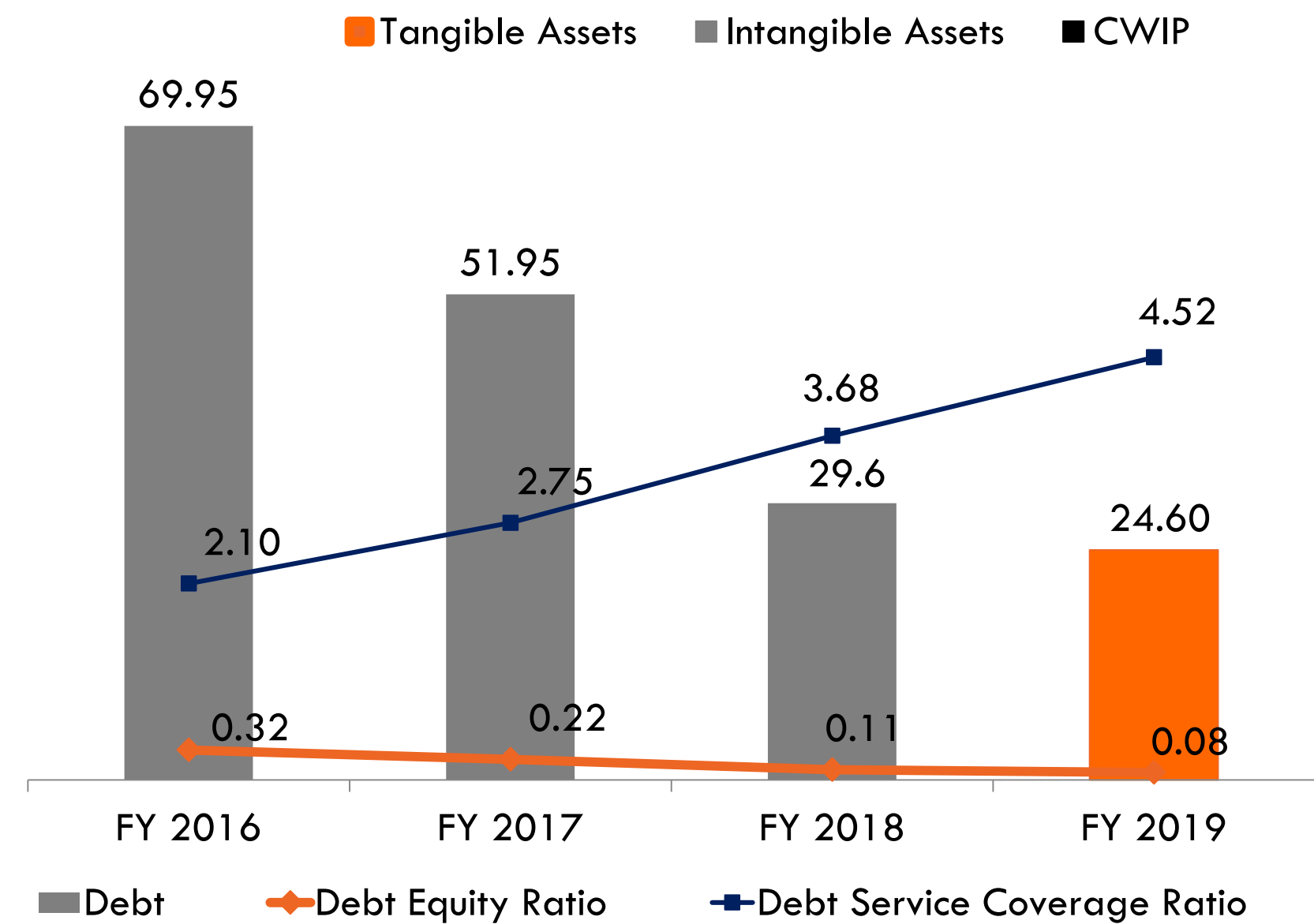
Fixed Assets (Gross Block)



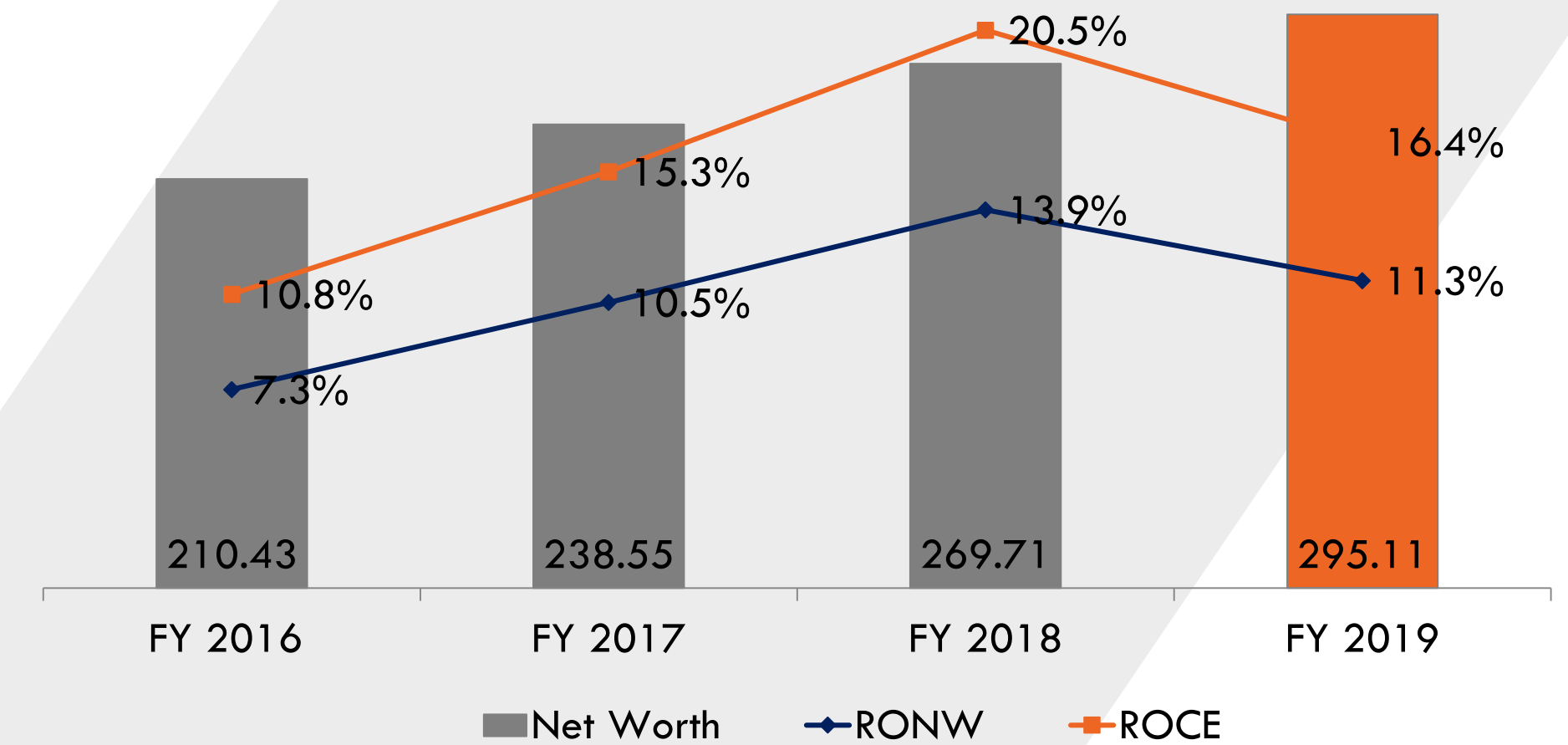
Working Capital



Debt



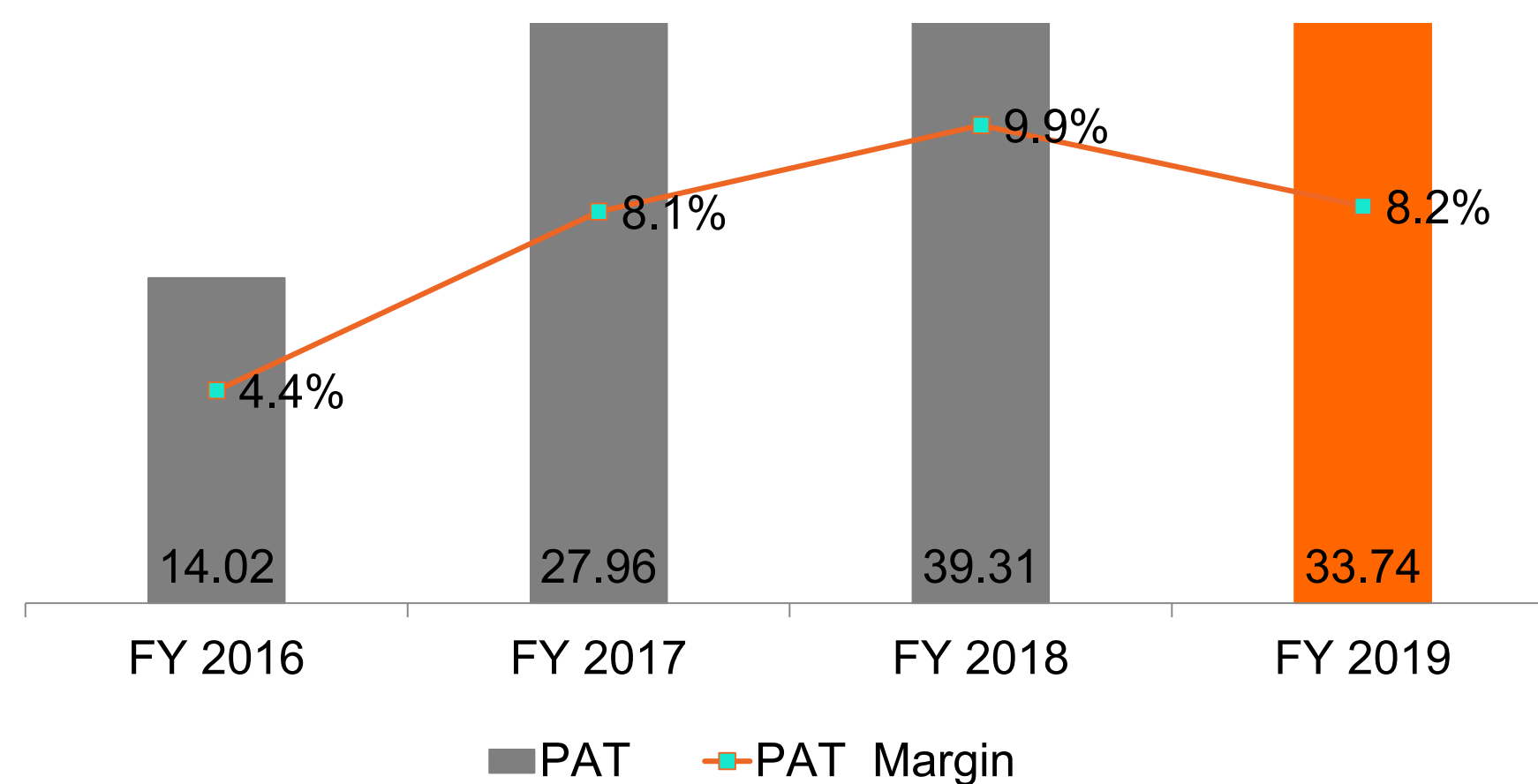
Networth



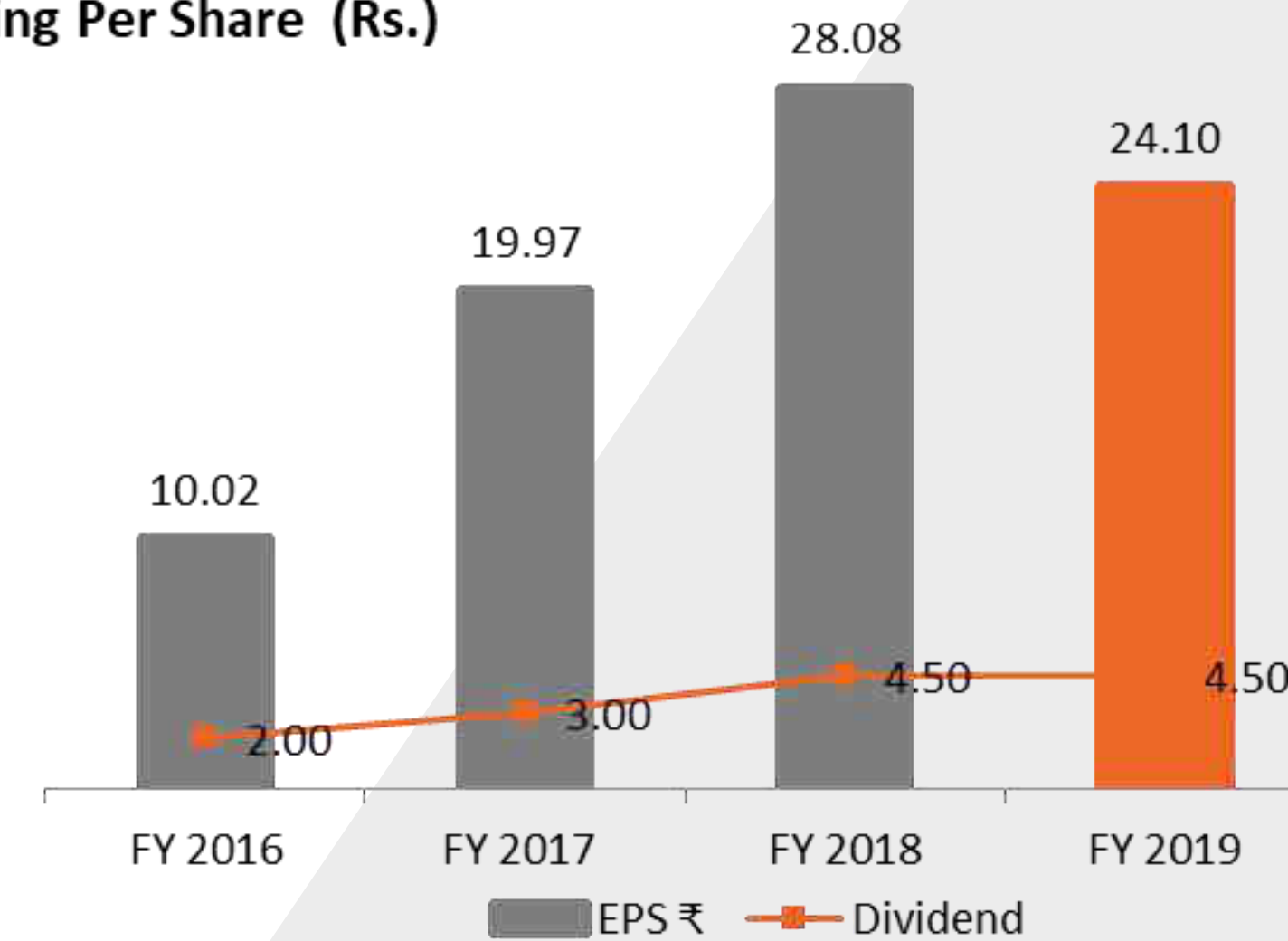
CONSOLIDATED FINANCIAL SNAPSHOT (FY2016-2019) (₹ Cr.)



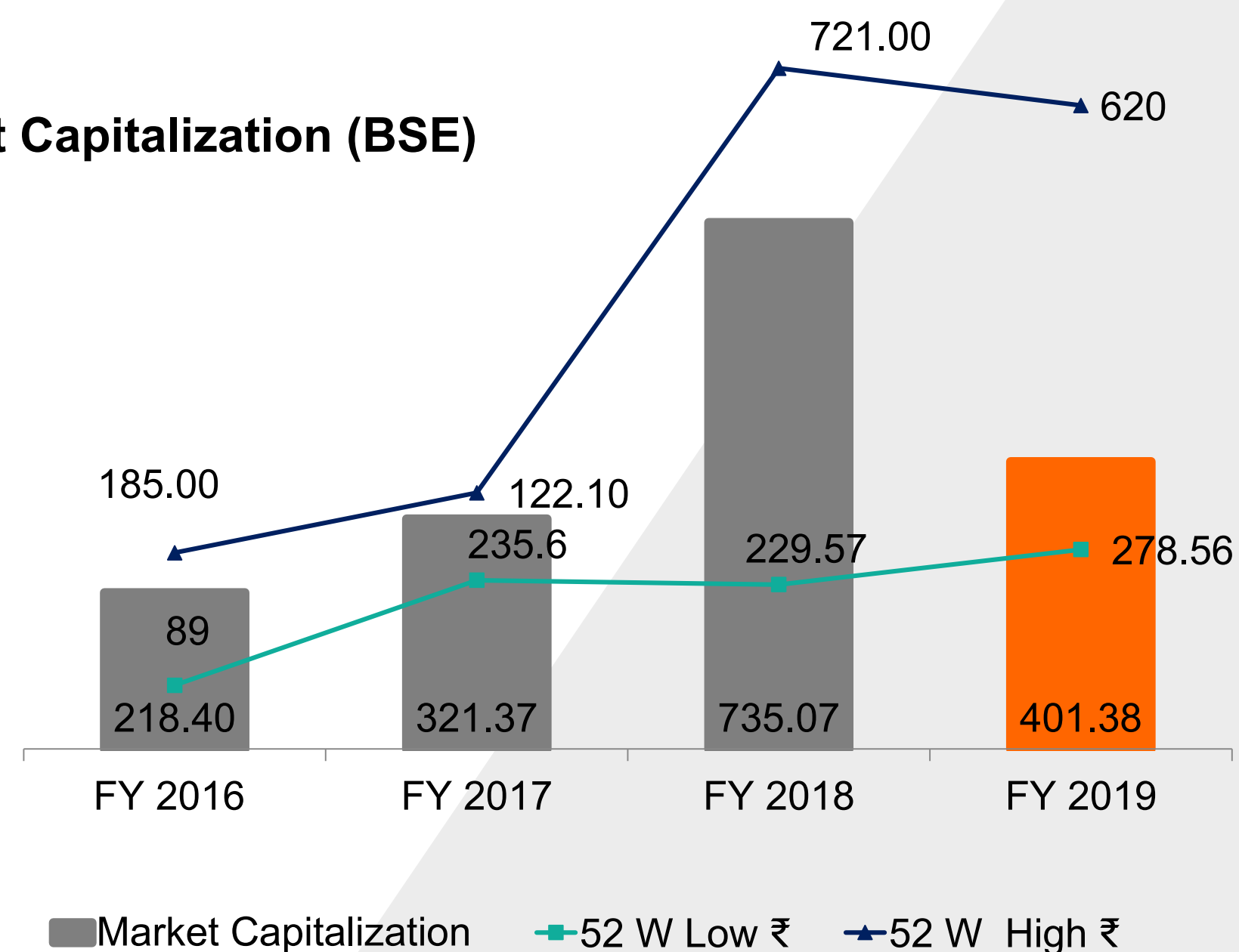
PAT



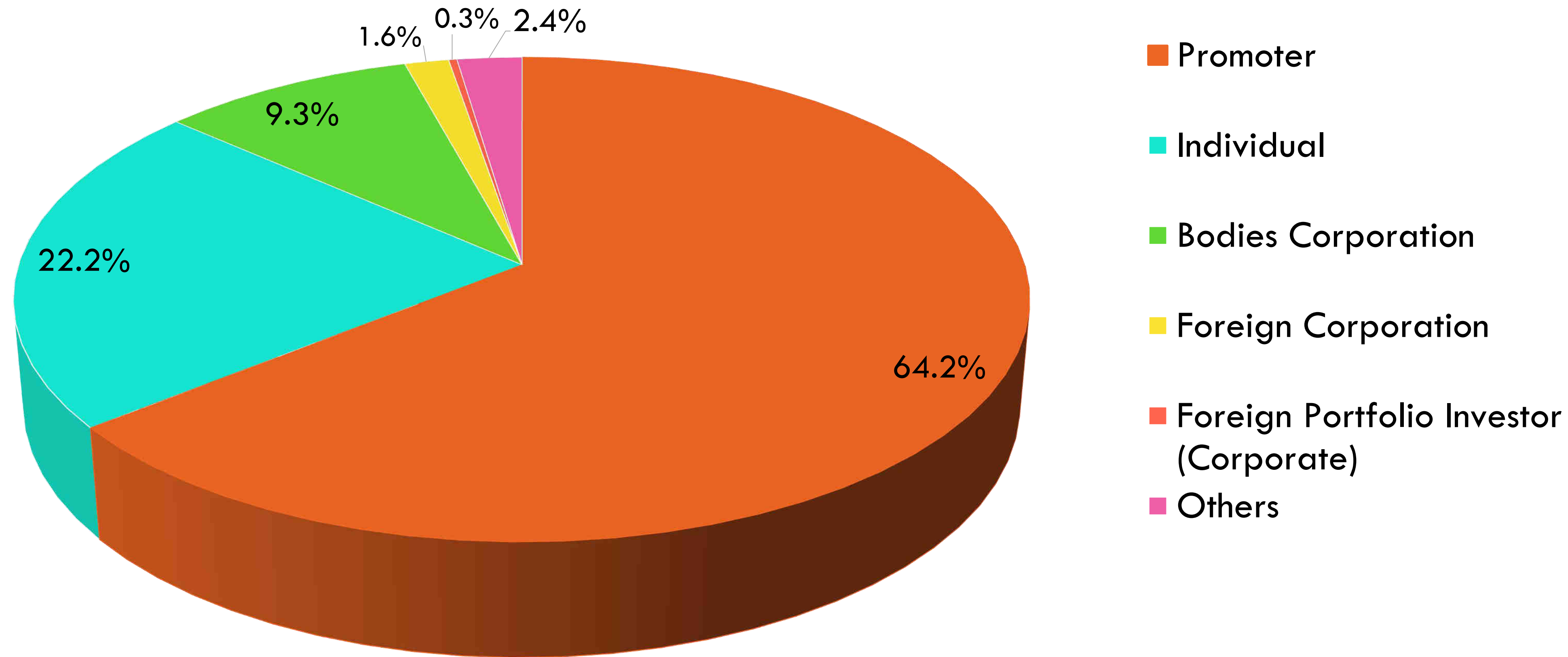
Earning Per Share (Rs.)



Market Capitalization (BSE)



SHAREHOLDING PATTERN AS ON 31ST 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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THANK YOU