



PPAP Automotive Limited

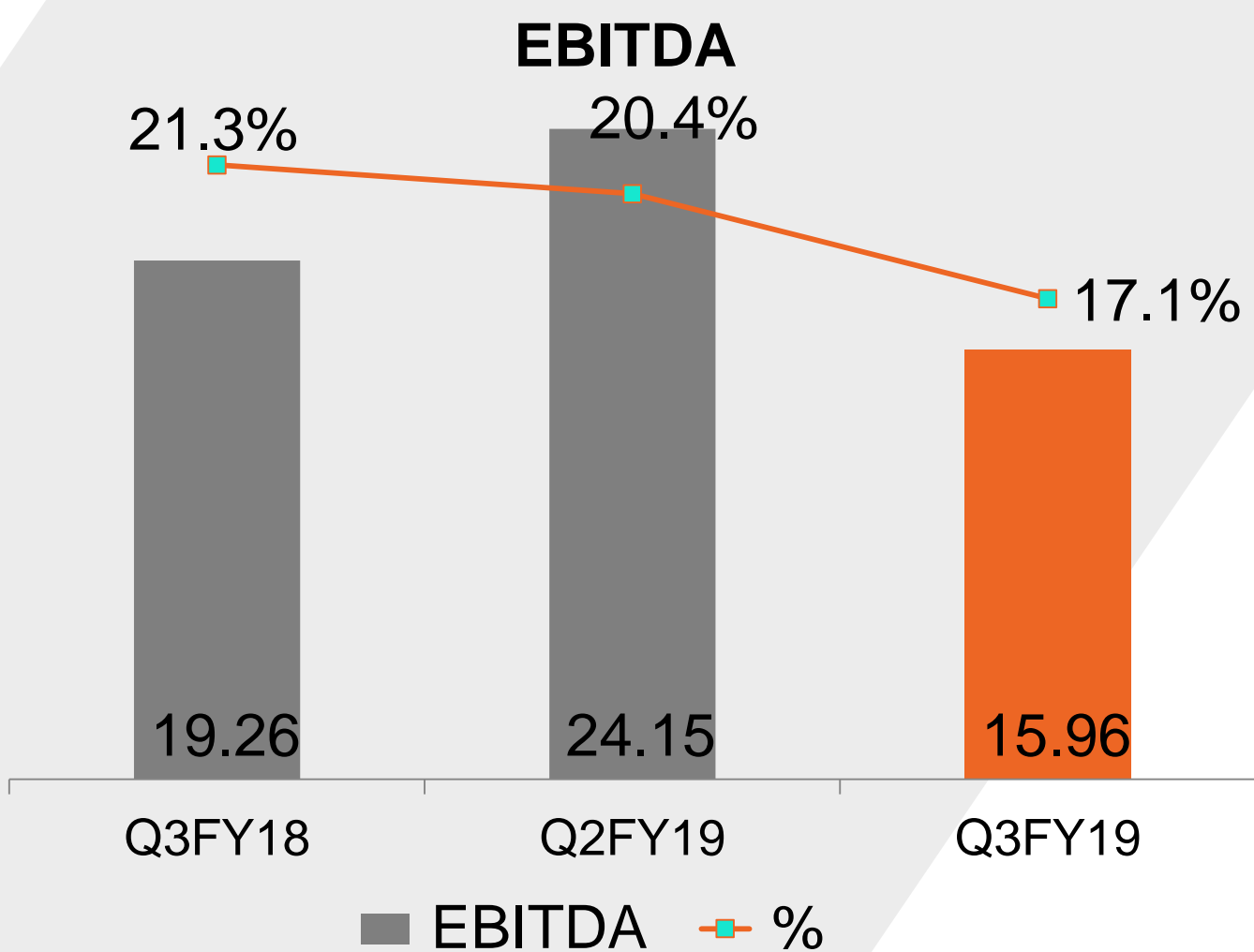
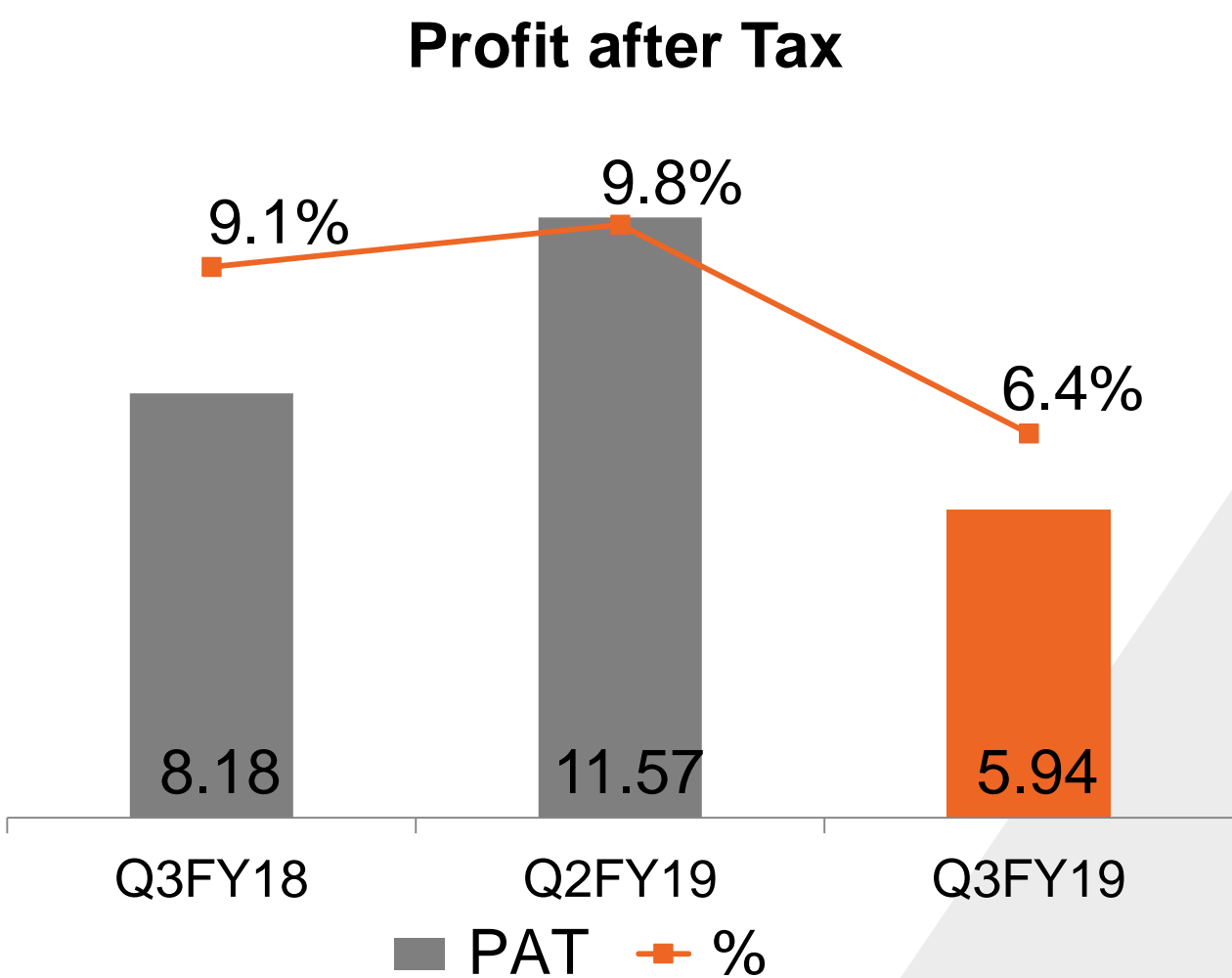
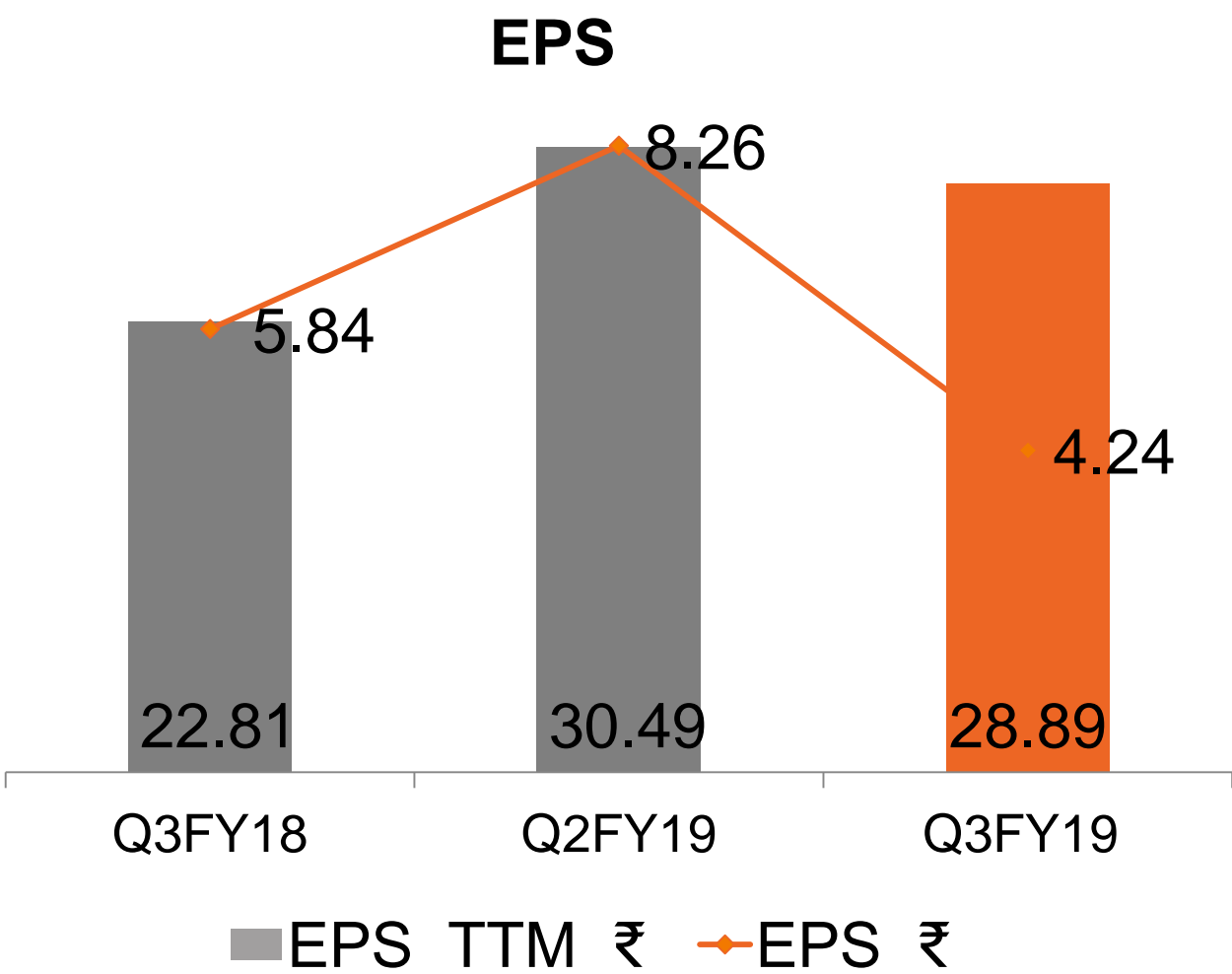
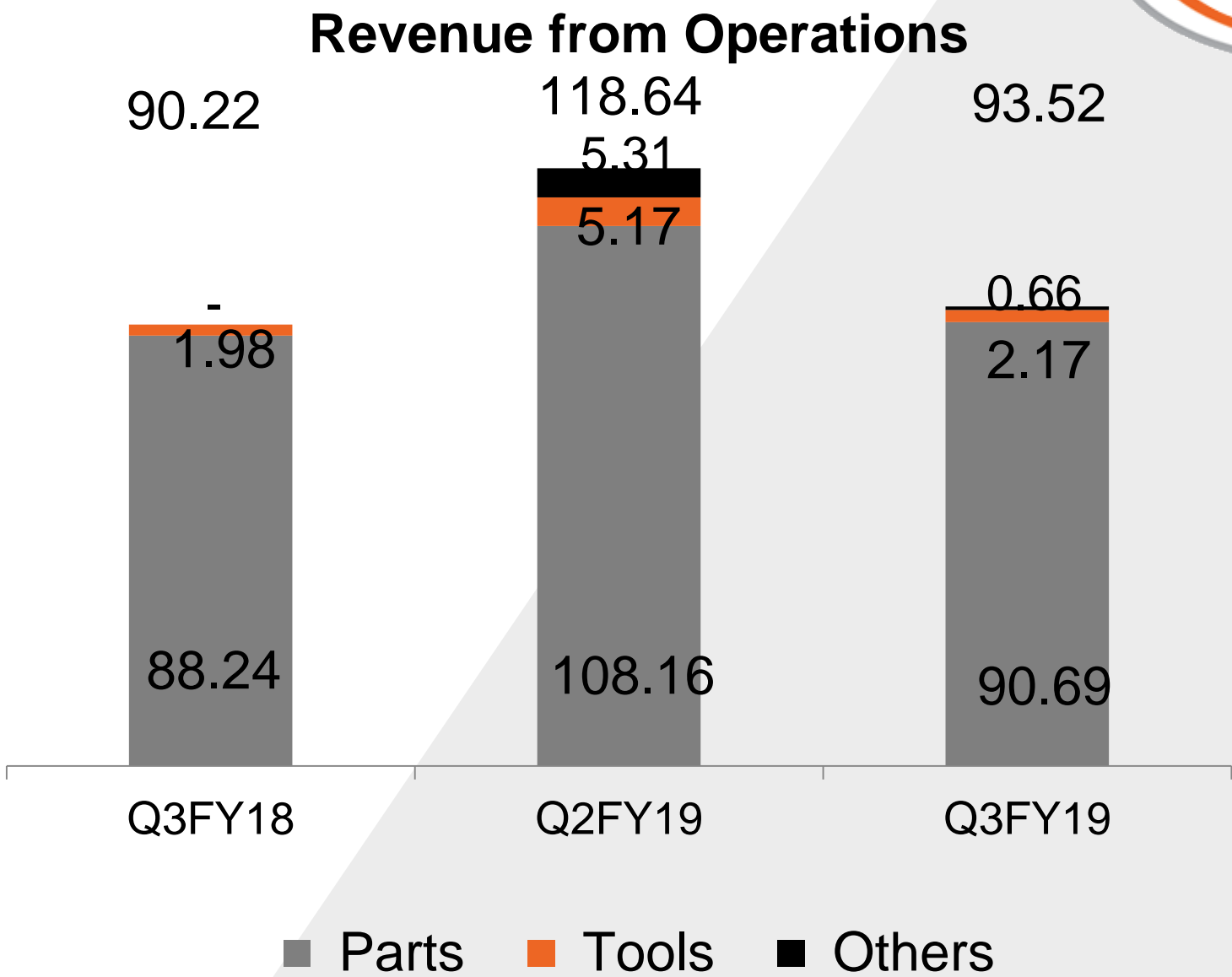
TAKING CHALLENGES, TOGETHER

Investor Presentation
FEBRUARY 2019

QUARTERLY FINANCIAL HIGHLIGHTS



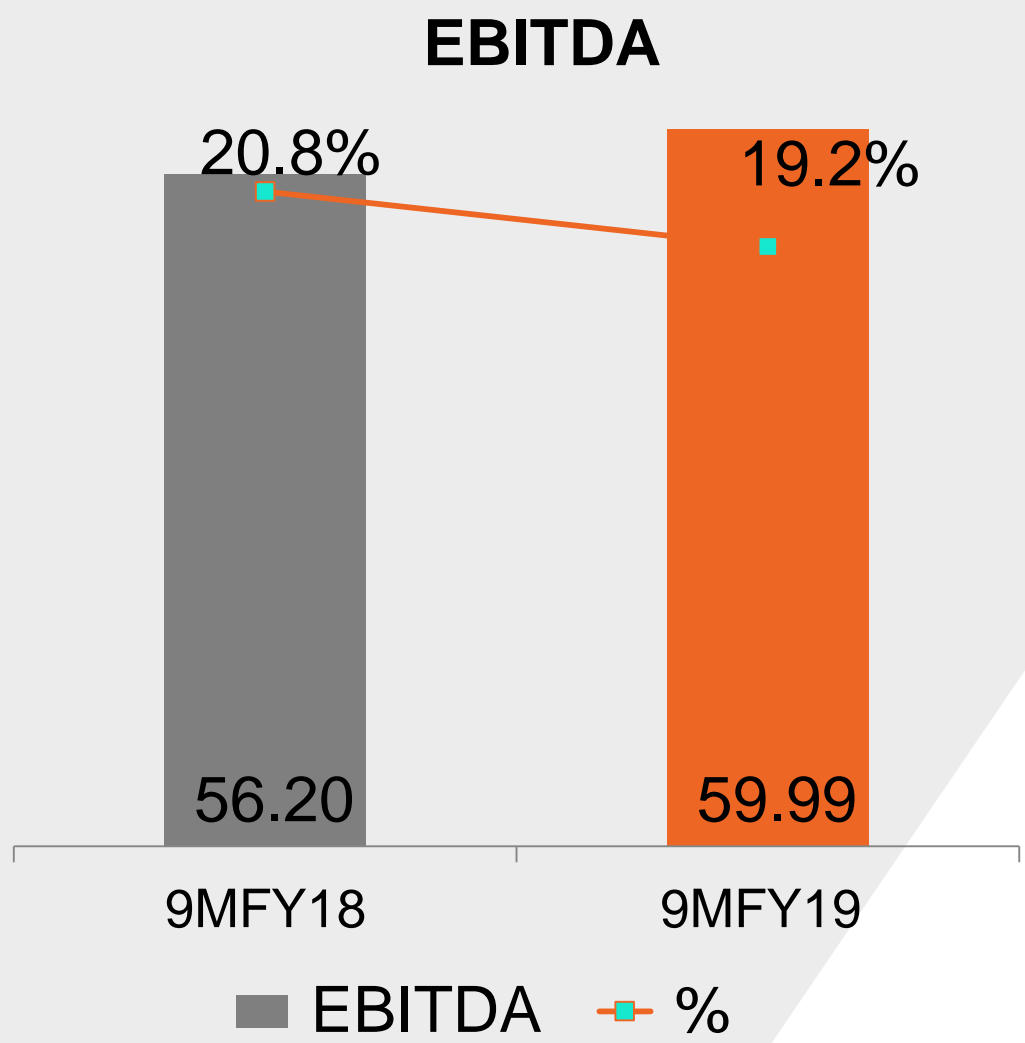
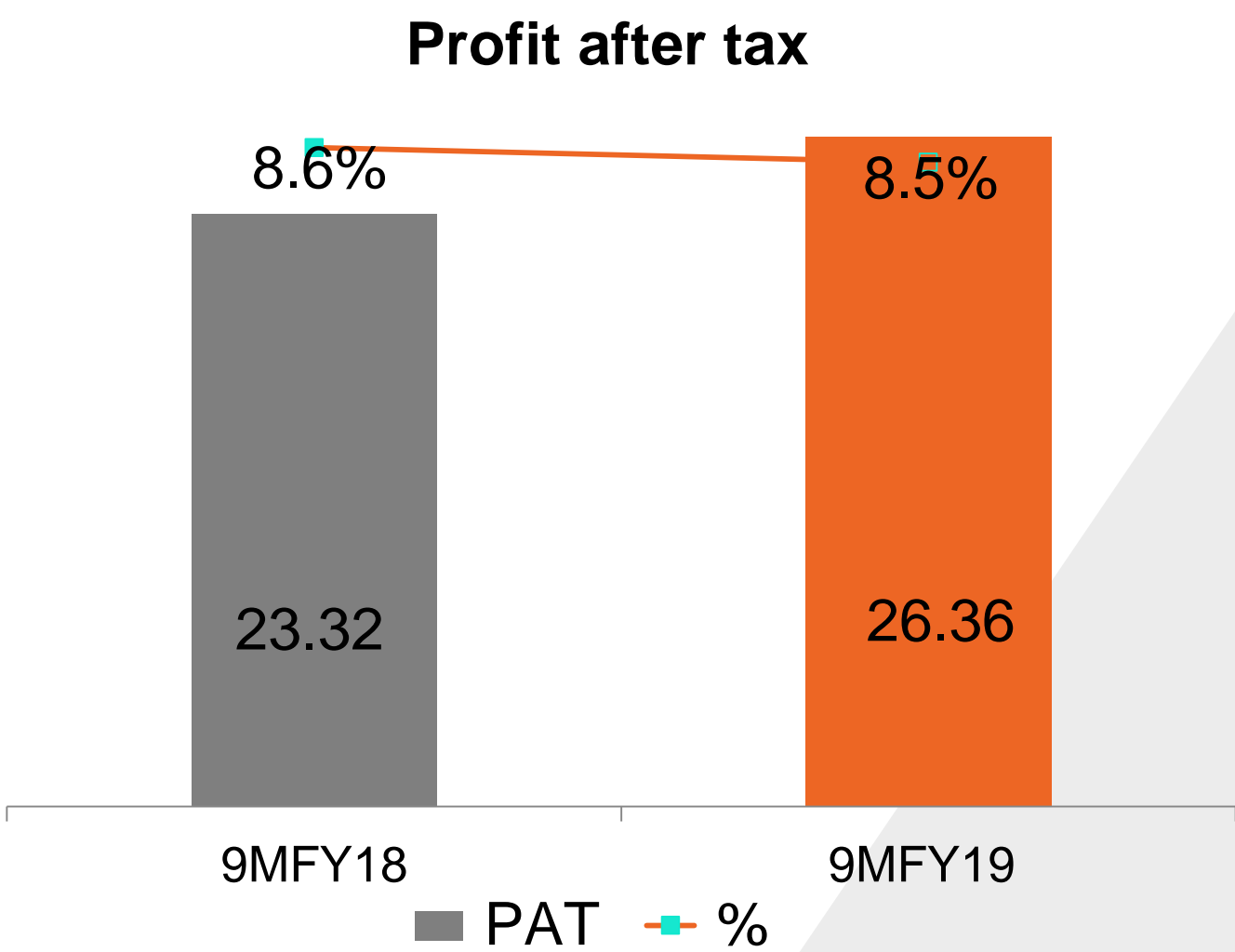
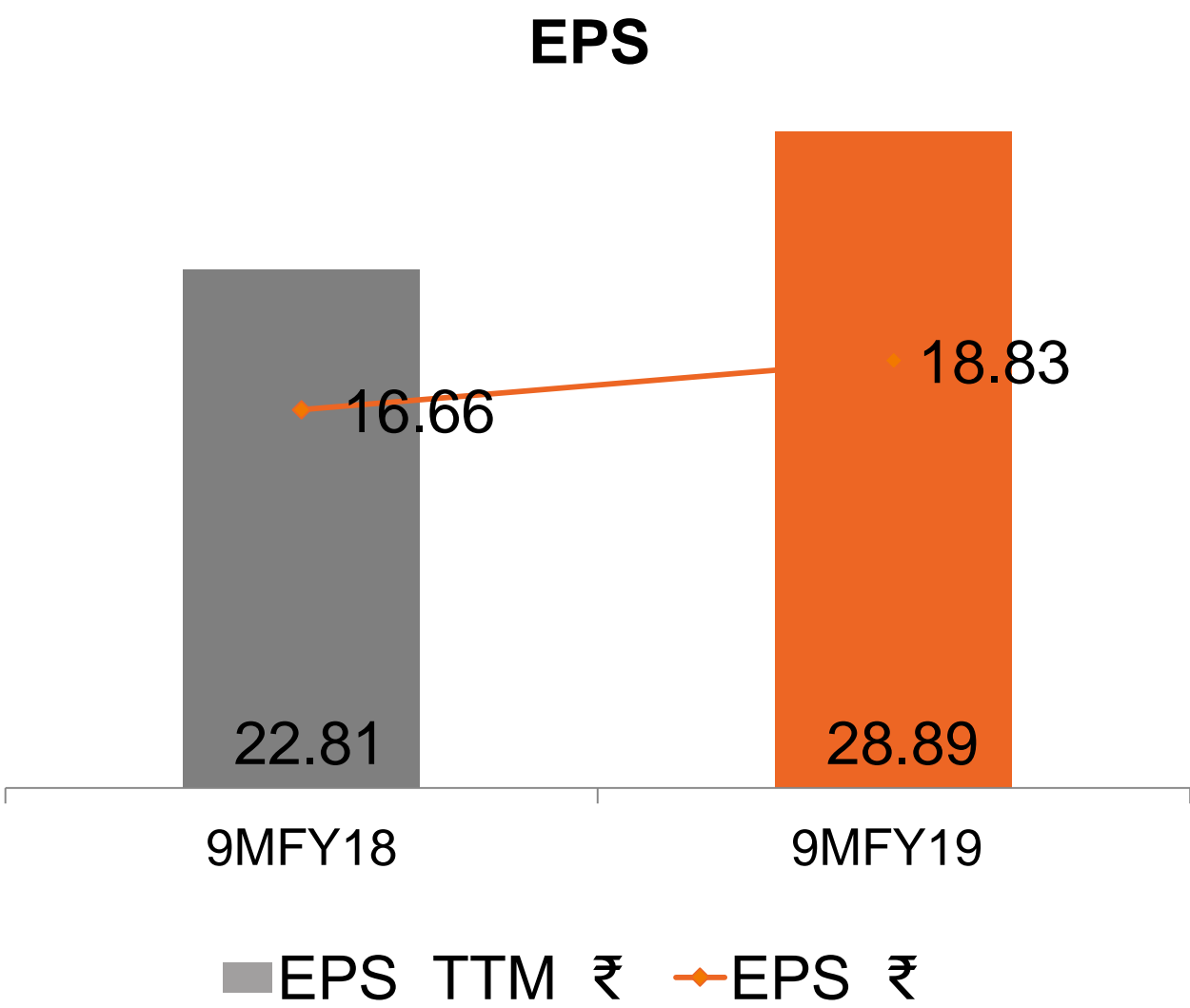
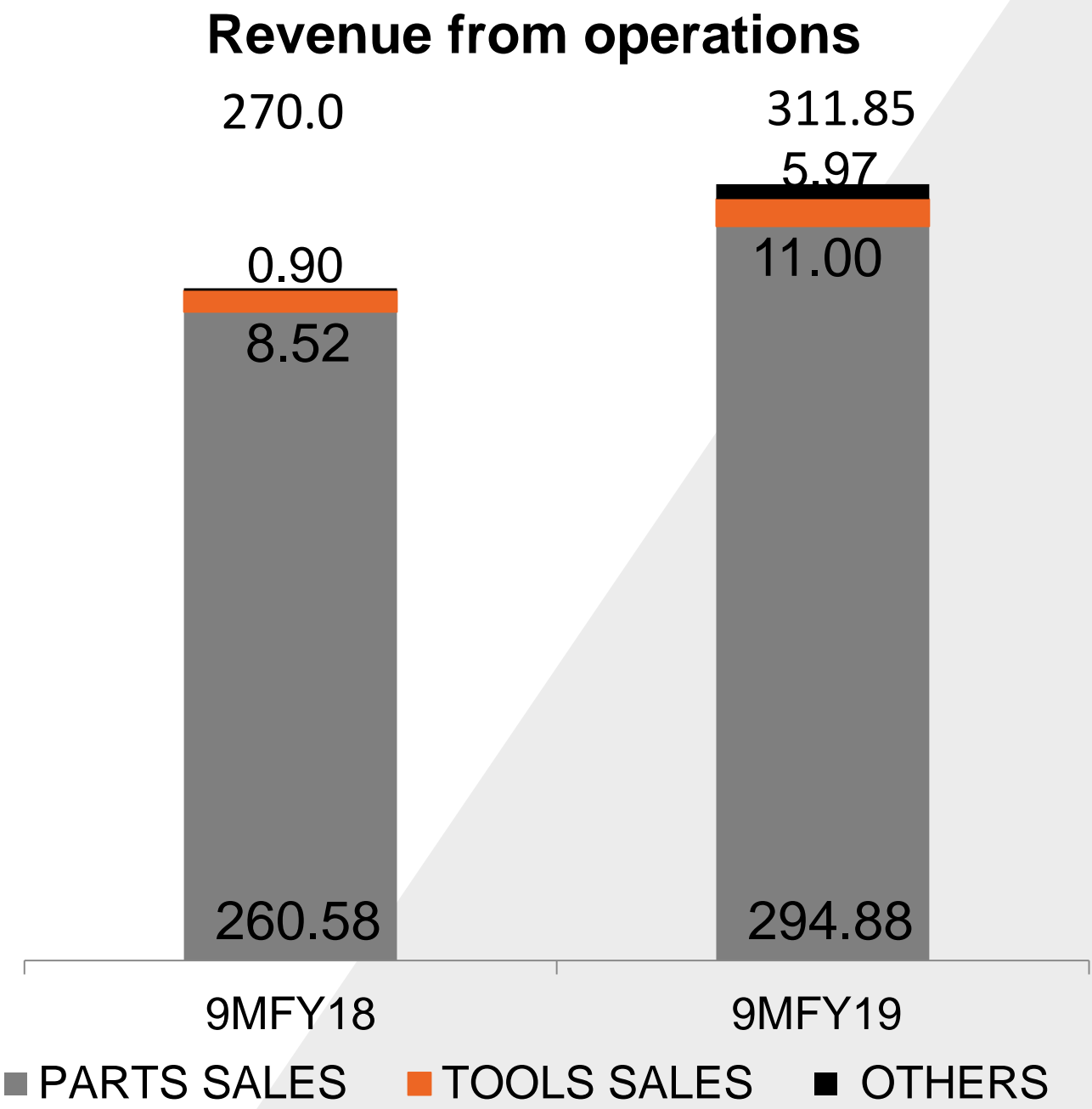
- Revenue from operations increased by 3.7% and Part sales by 2.8%
- Total revenue grew on account of increase in volume
- 25% of part revenue from new vehicle launches
- EBITDA stands at 15.96 cr and PAT at 5.94 cr
- EPS at ₹ 4.24
- Started supplies for New Maruti Swift, New Maruti Wagon R and Tata Harrier
- Awarded delivery performance 2018 by Asahi India Glass



9 MONTHS FINANCIAL HIGHLIGHTS



- Part sales increased by 13.2% and revenue from operations grew by 15.5%
- EBITDA grew by 6.7% at 59.99 cr
- PAT grew by 13.0%
- EPS at Rs. 18.83, Interim dividend at ₹ 2.00 per share
- Started supplies for New Maruti Swift, Toyota Yaris, Honda Amaze, New Maruti Wagon R, New Maruti Ertiga and Tata Harrier
- Awards received from MSIL, Honda, TATA Motors, Toyota, Hyundai, Economic Times Polymers and Asahi India Glass

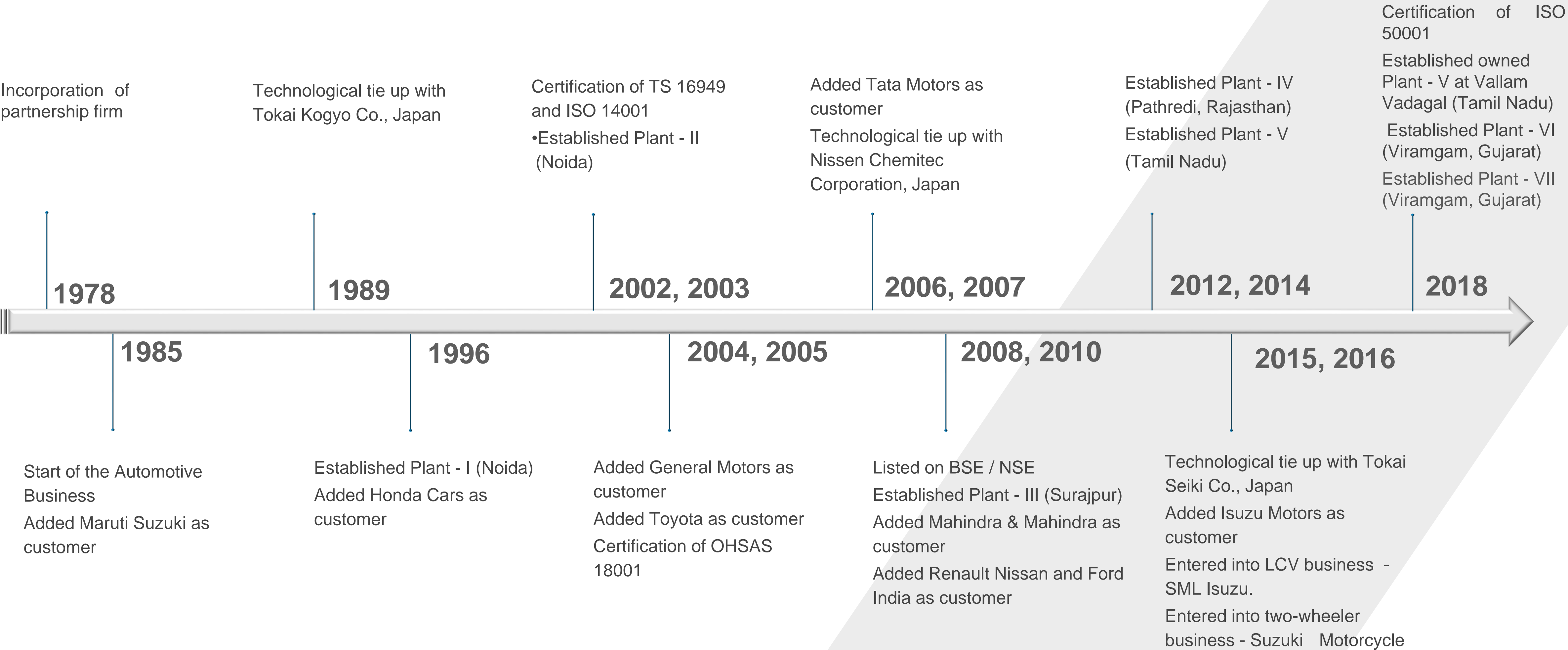


₹ Cr.

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, 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



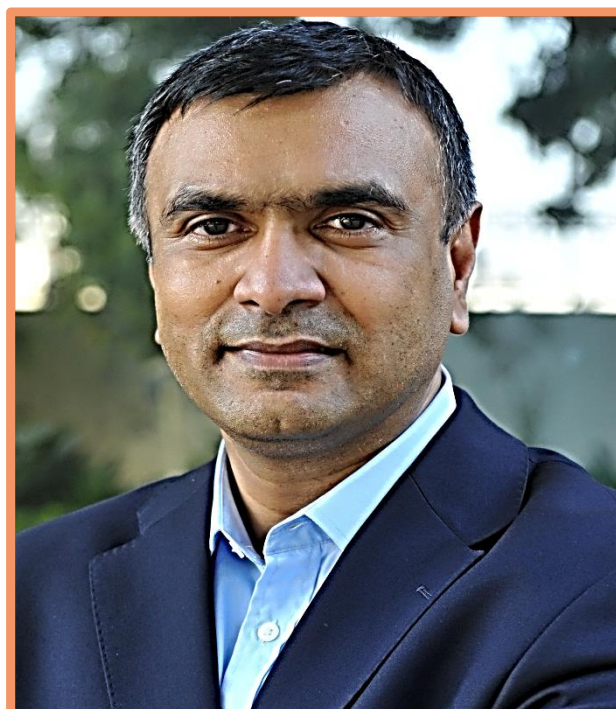
Mr. Abhishek Jain, CEO & Managing Director

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



**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

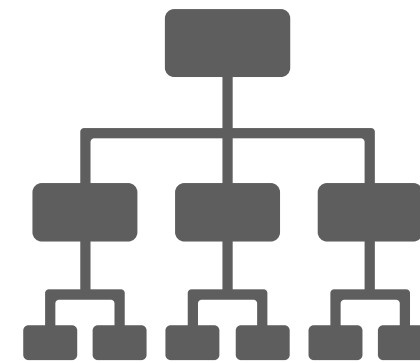
TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007

CORE STRENGTHS



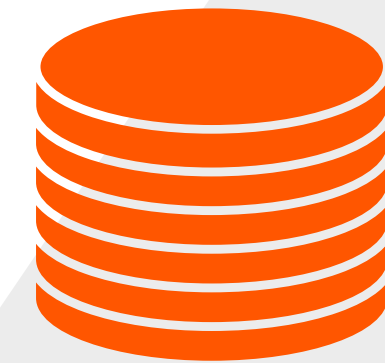
Leadership Position

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

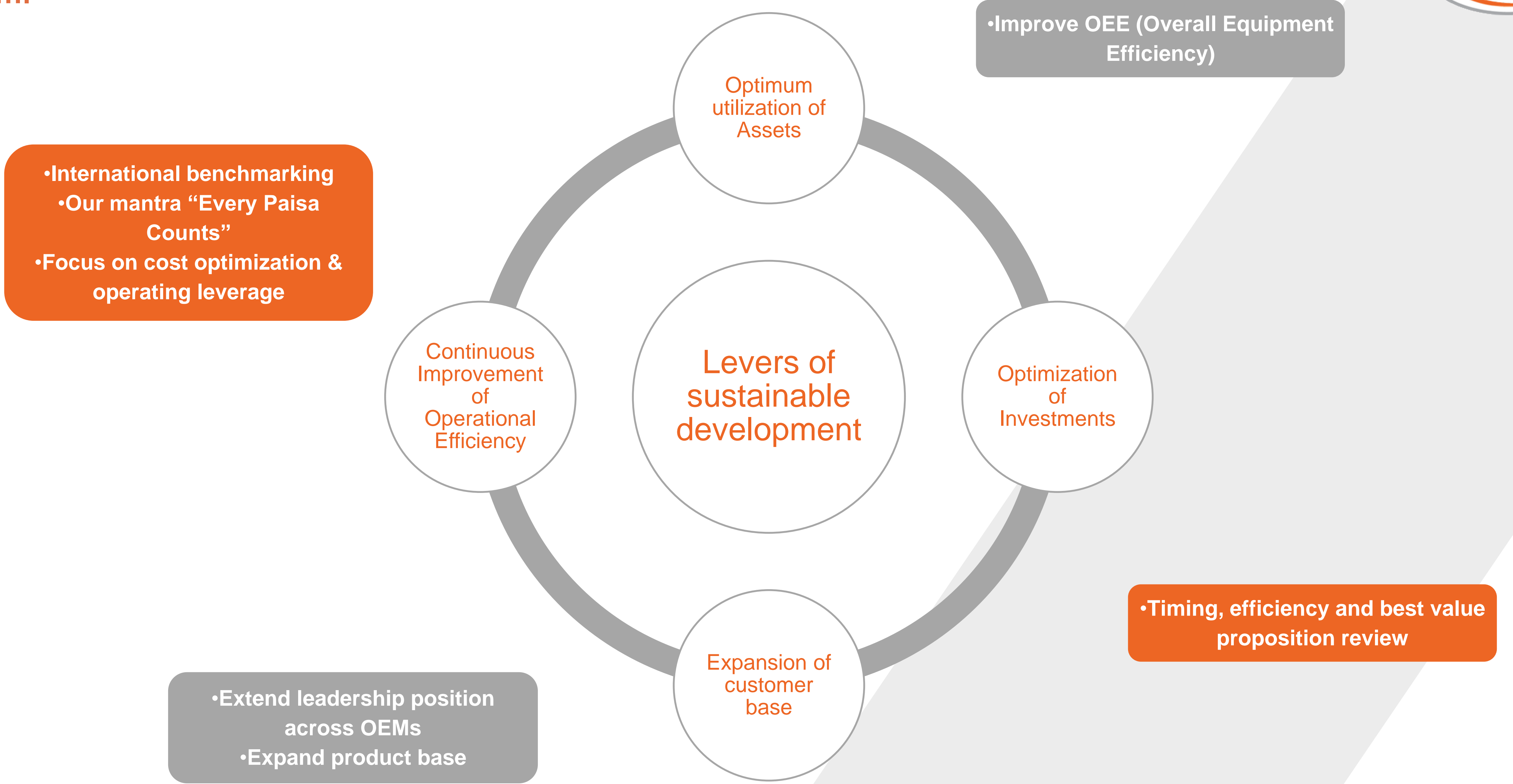
Relationship with
Japanese Technology Partners



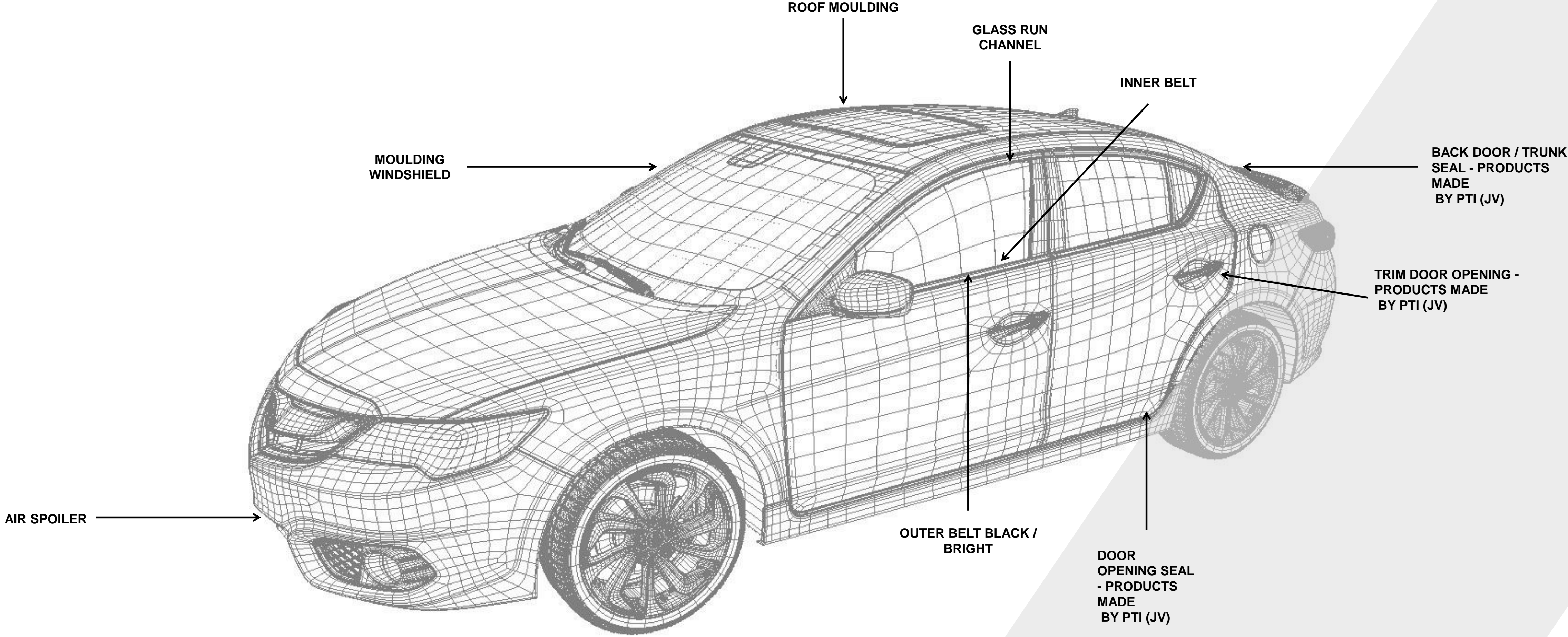
Healthy Financials

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



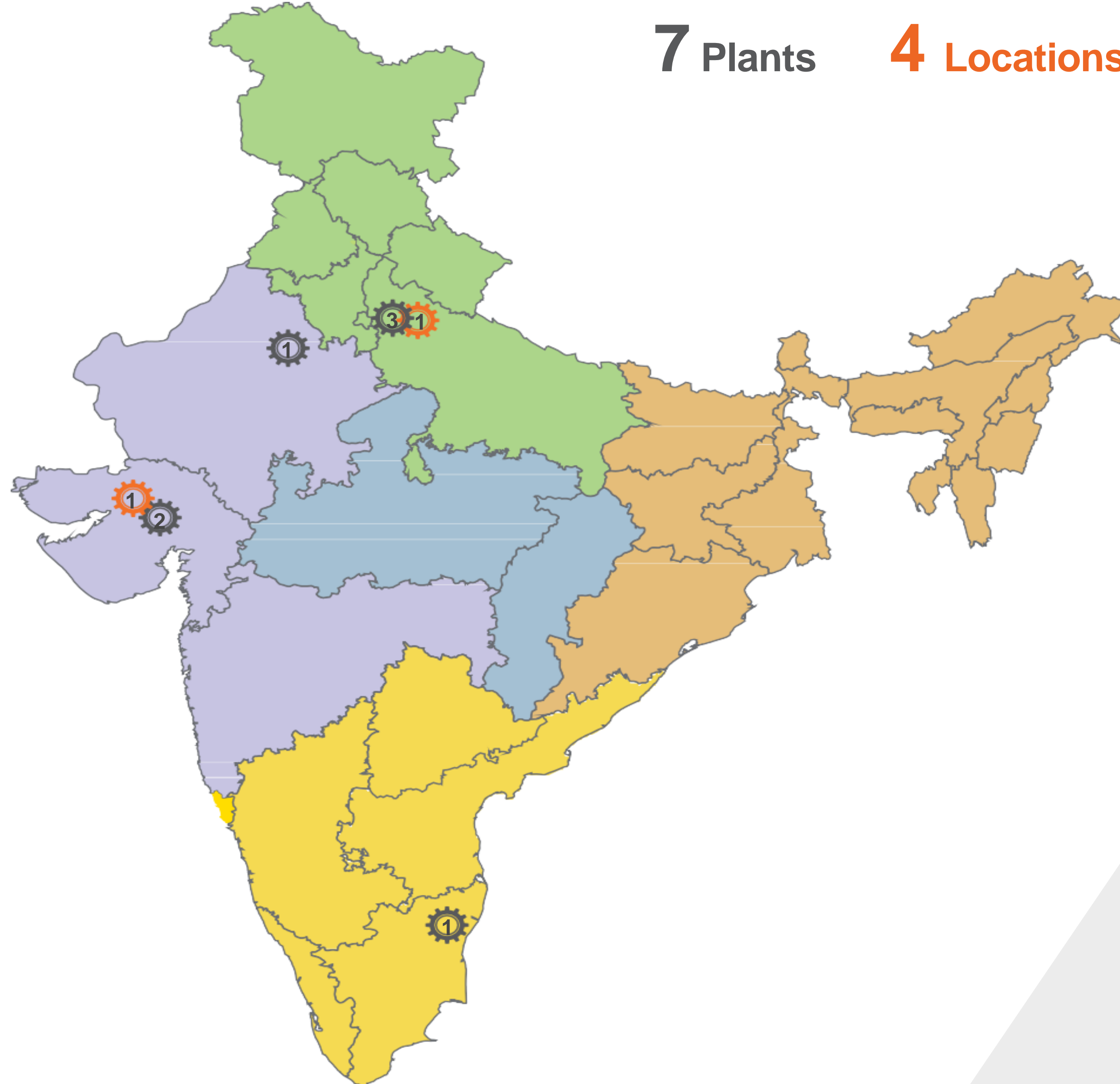
PAN INDIA PRESENCE



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, upcoming)

CUSTOMER BASE & EXPORT COUNTRIES



CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom

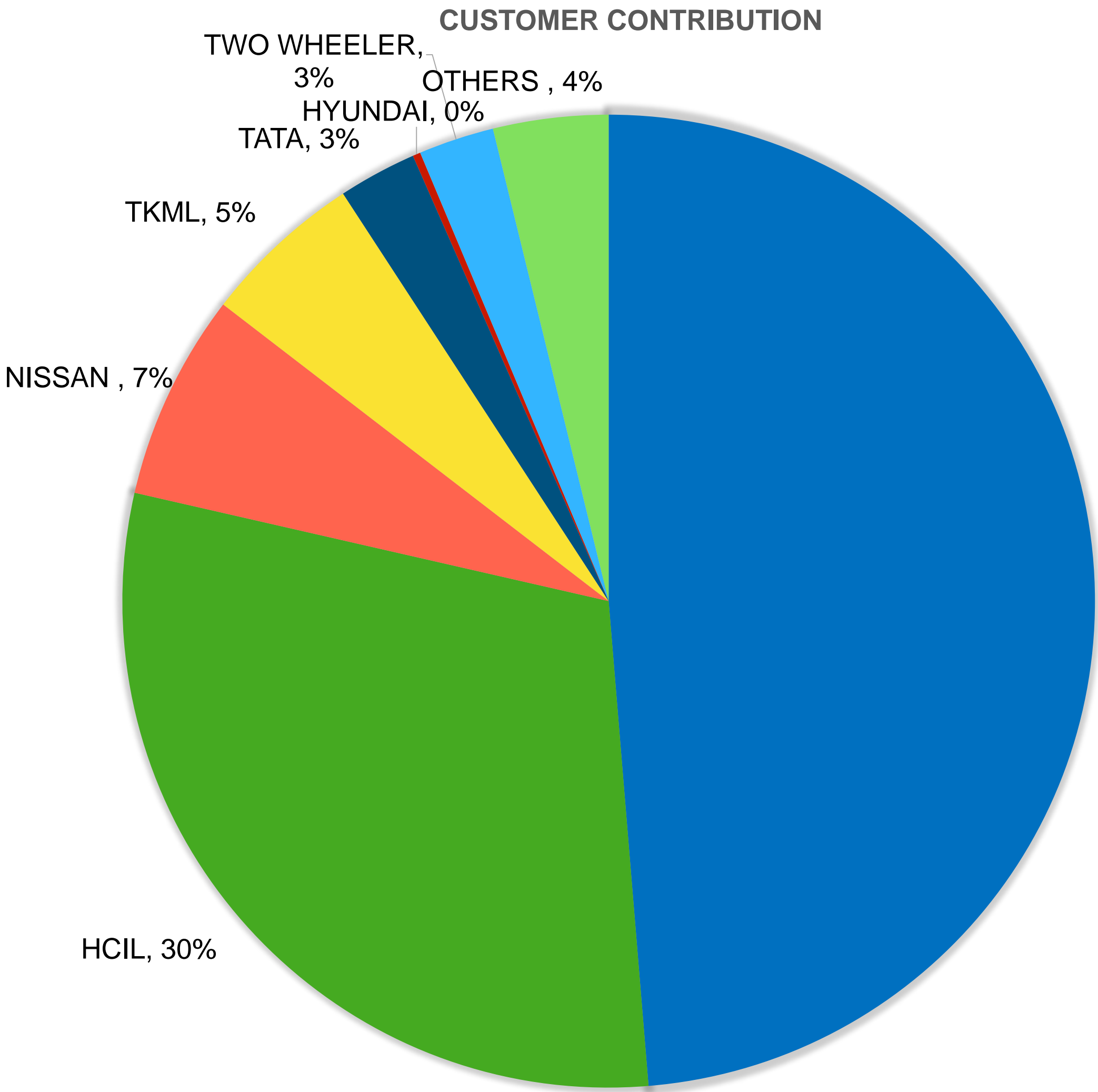


South Africa



Argentina

CUSTOMER BASE



OUR PRESENCE IN NEW MODELS



Maruti Wagon R

Maruti Ertiga
MSIL, 49%



Tata Harrier



COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



PPAP's
Engineering
Expertise

Plastic Extrusion

PVC / TPO / PP MATERIAL

3 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

1 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 2018

EXCELLENCE IN AUTOMOTIVE - ECONOMIC TIMES POLYMERS AWARDS 2018

ZERO PPM AWARD FROM TOYOTA KIRLOSKAR

OVERALL PERFORMANCE AWARD FROM MSIL

SUPPLIER OF THE YEAR 2017 – GOLD AWARD BY TOYOTA KIRLOSKAR

ACHIEVING QUALITY TARGET AWARD FROM TOYOTA KIRLOSKAR

ACHIEVING DELIVERY TARGET BY TOYOTA KIRLOSKAR

APPRECIATION AWARD – HYUNDAI MOTORS

BEST QUALITY AWARD FROM TATA MOTORS

SILVER AWARD FOR DELIVERY FROM HONDA ACCESS

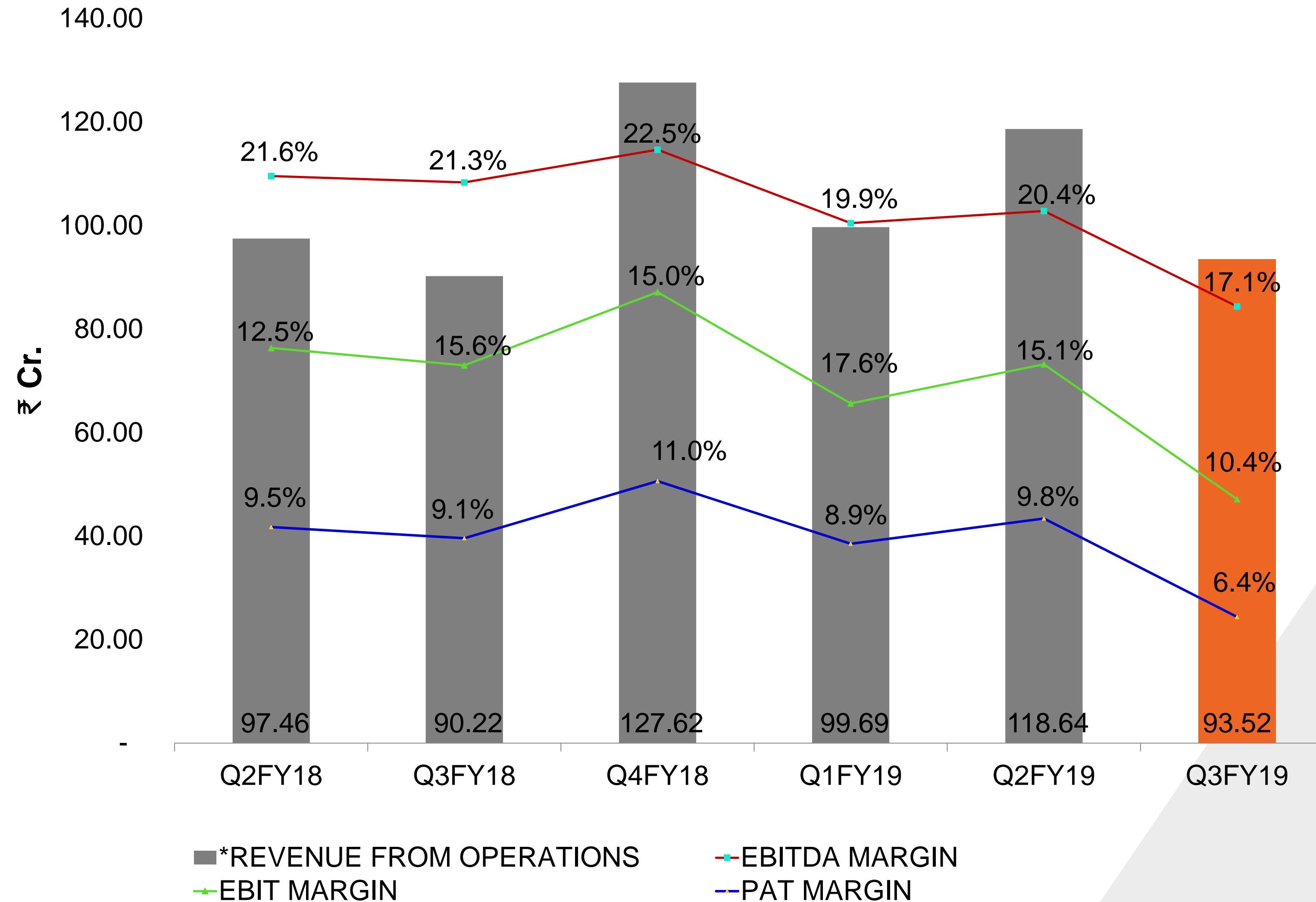
BEST QUALITY CONSISTENCY AWARD – TOYOTA BOSHOKU

DELIVERY PERFORMANCE 2018 – ASAHI INDIA GLASS

APPRECIATION FOR CONTINUED SUPPORT 2018 – ASAHI INDIA GLASS



SUMMARY



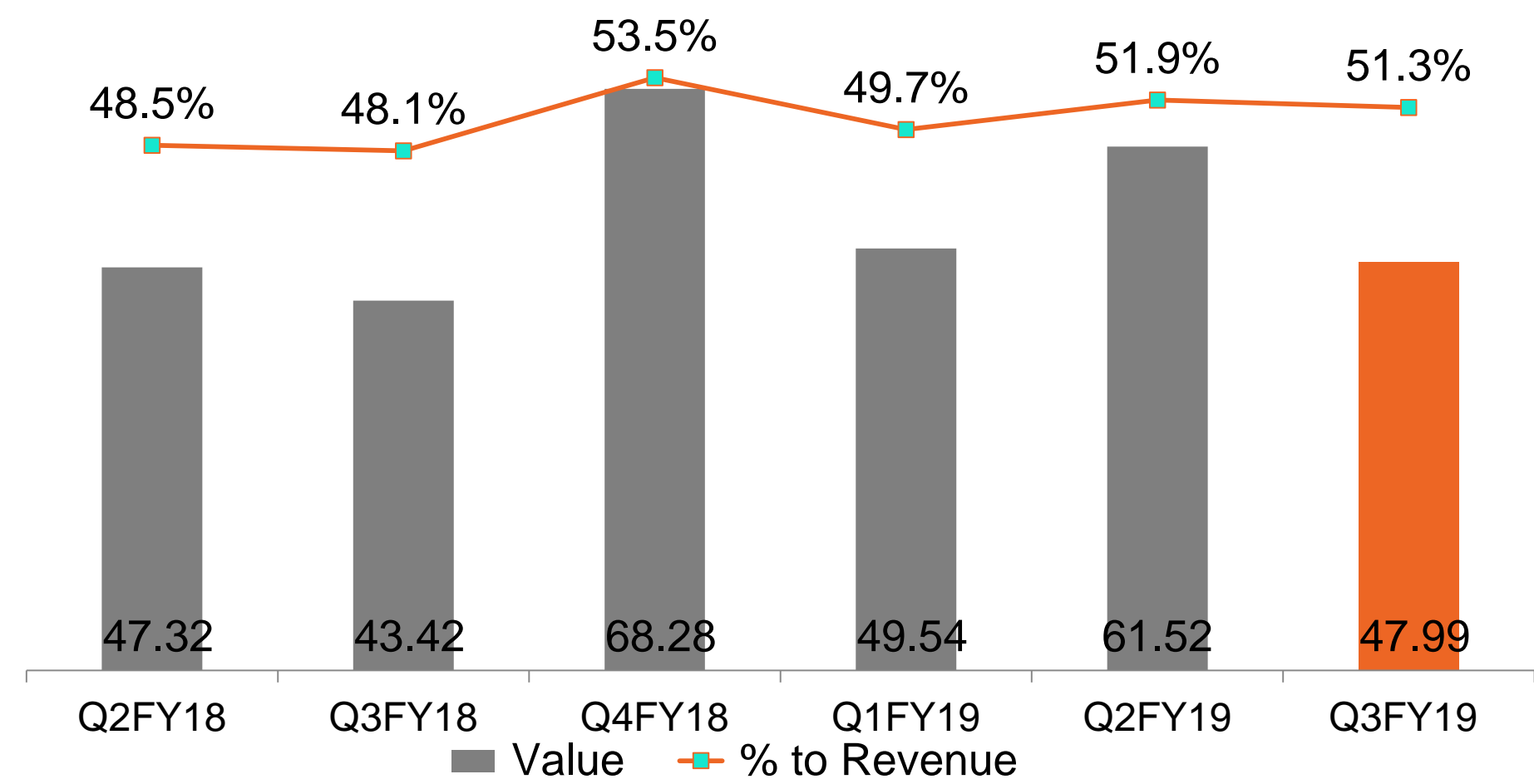
- Revenue from operations registered a growth of 3.7% from ₹ 90.22 cr in Q3FY18 to ₹ 93.52 cr in Q3FY19
- PAT stood at ₹ 5.94 cr

* Net of Excise

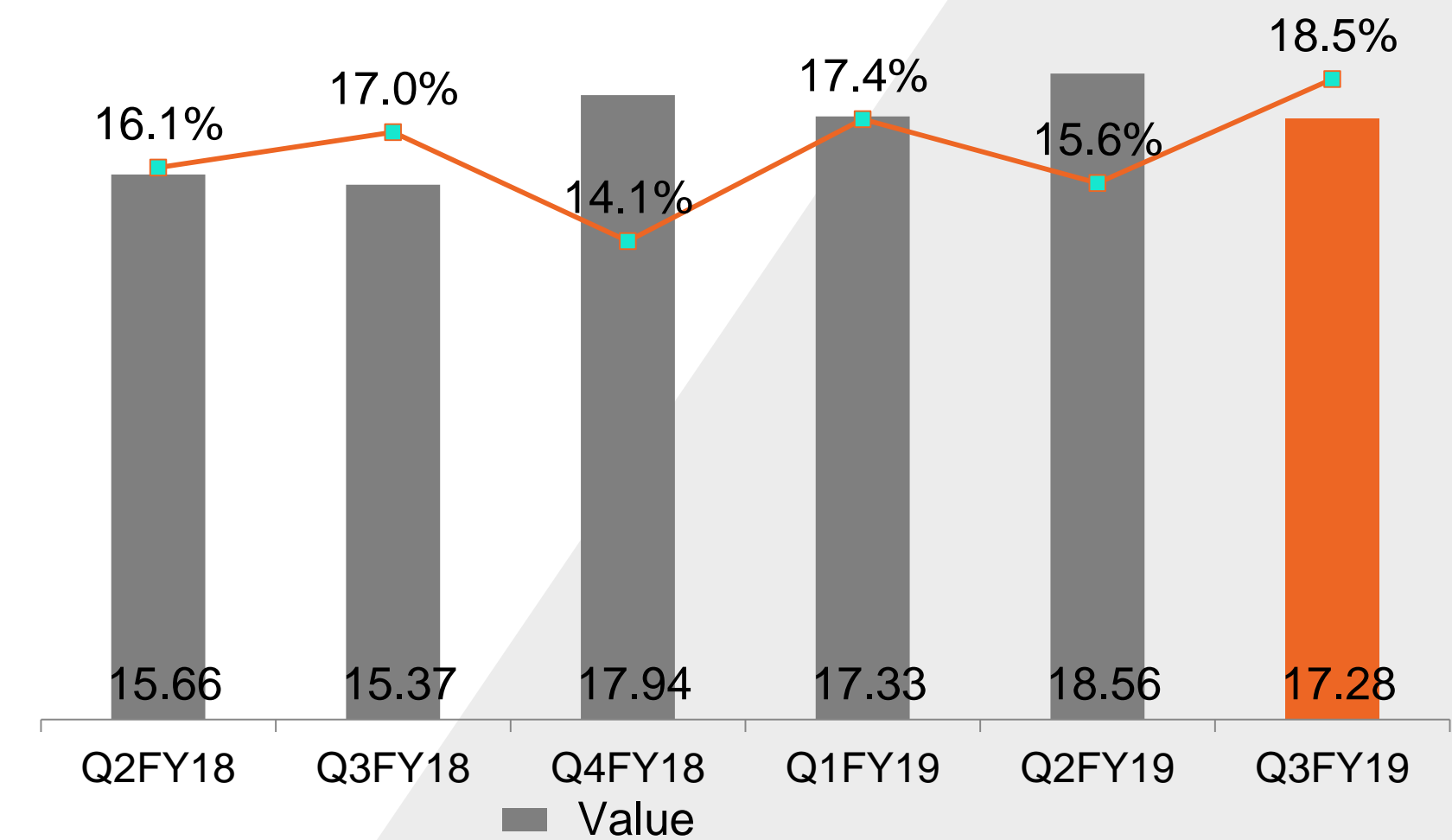
MAJOR EXPENSE (₹ Cr.)



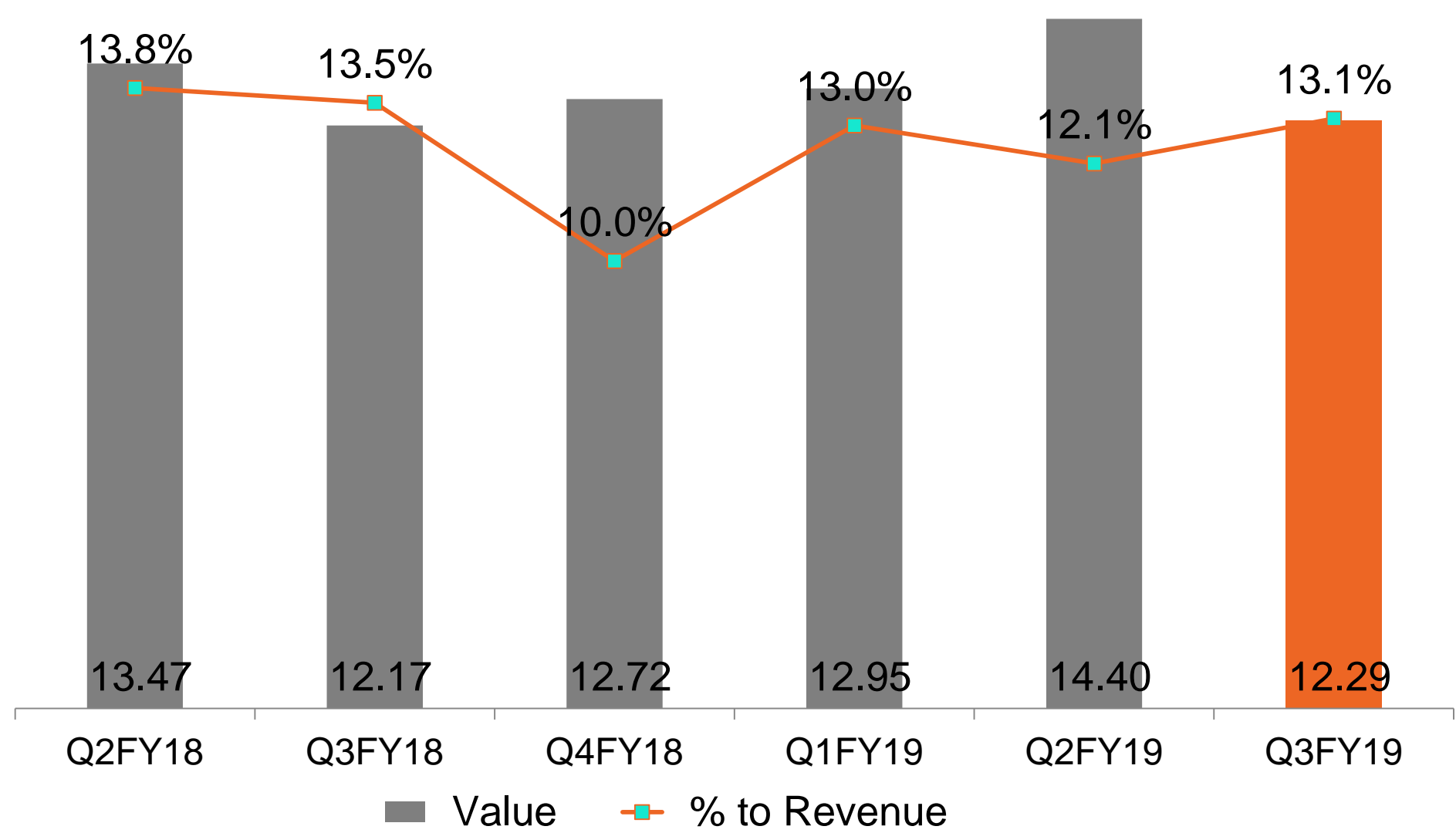
Materials



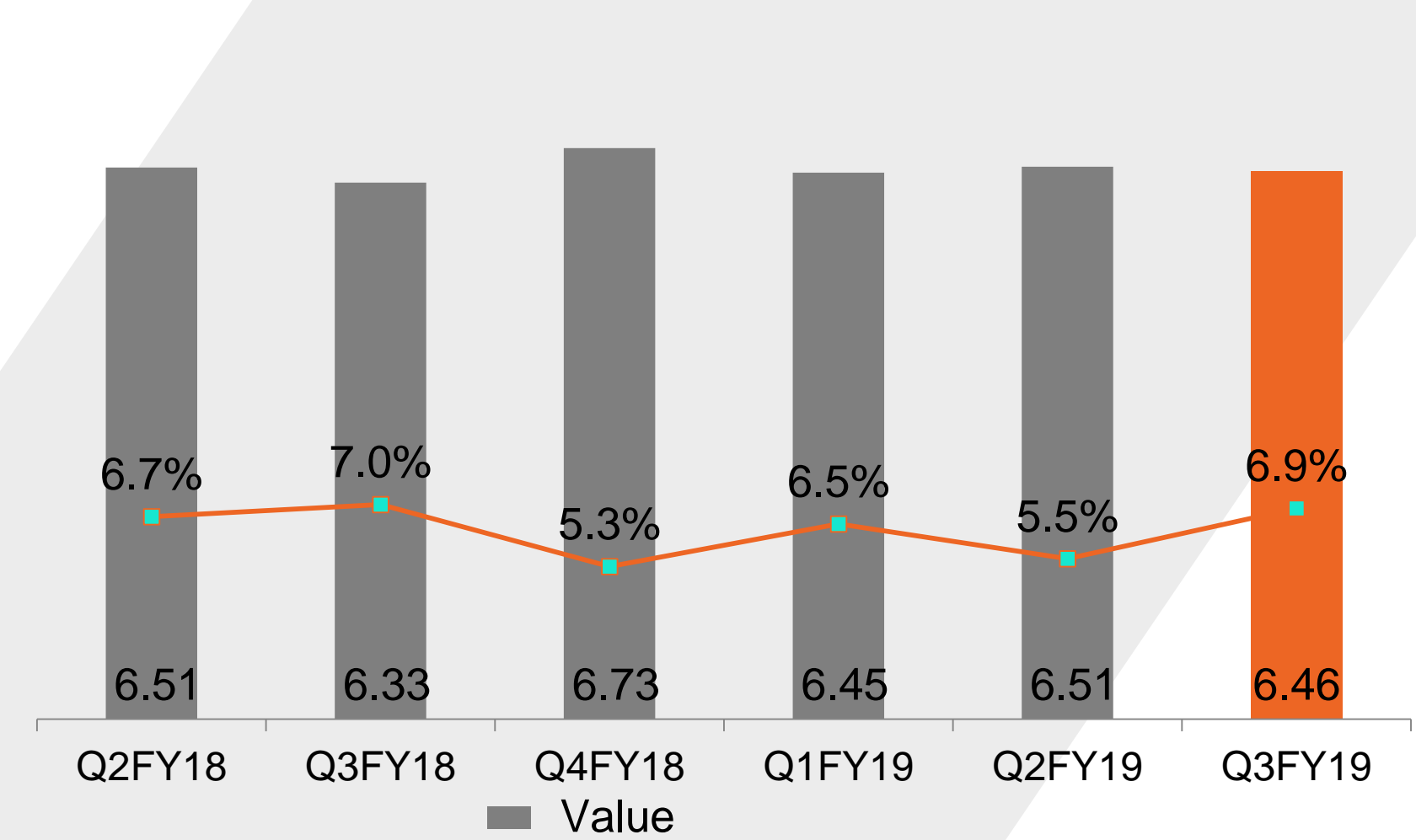
Employee Benefits



Other Expenses



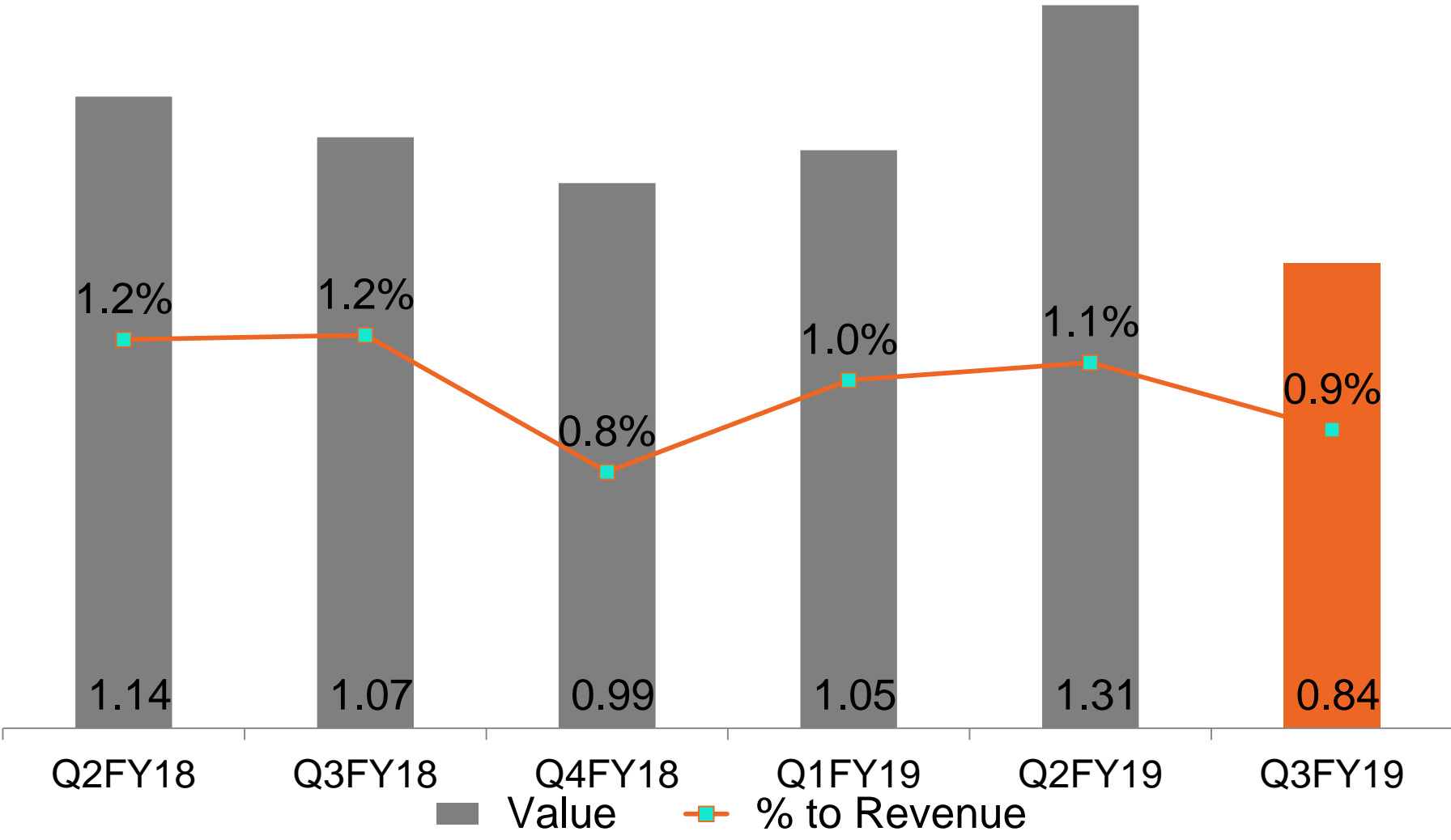
Depreciation



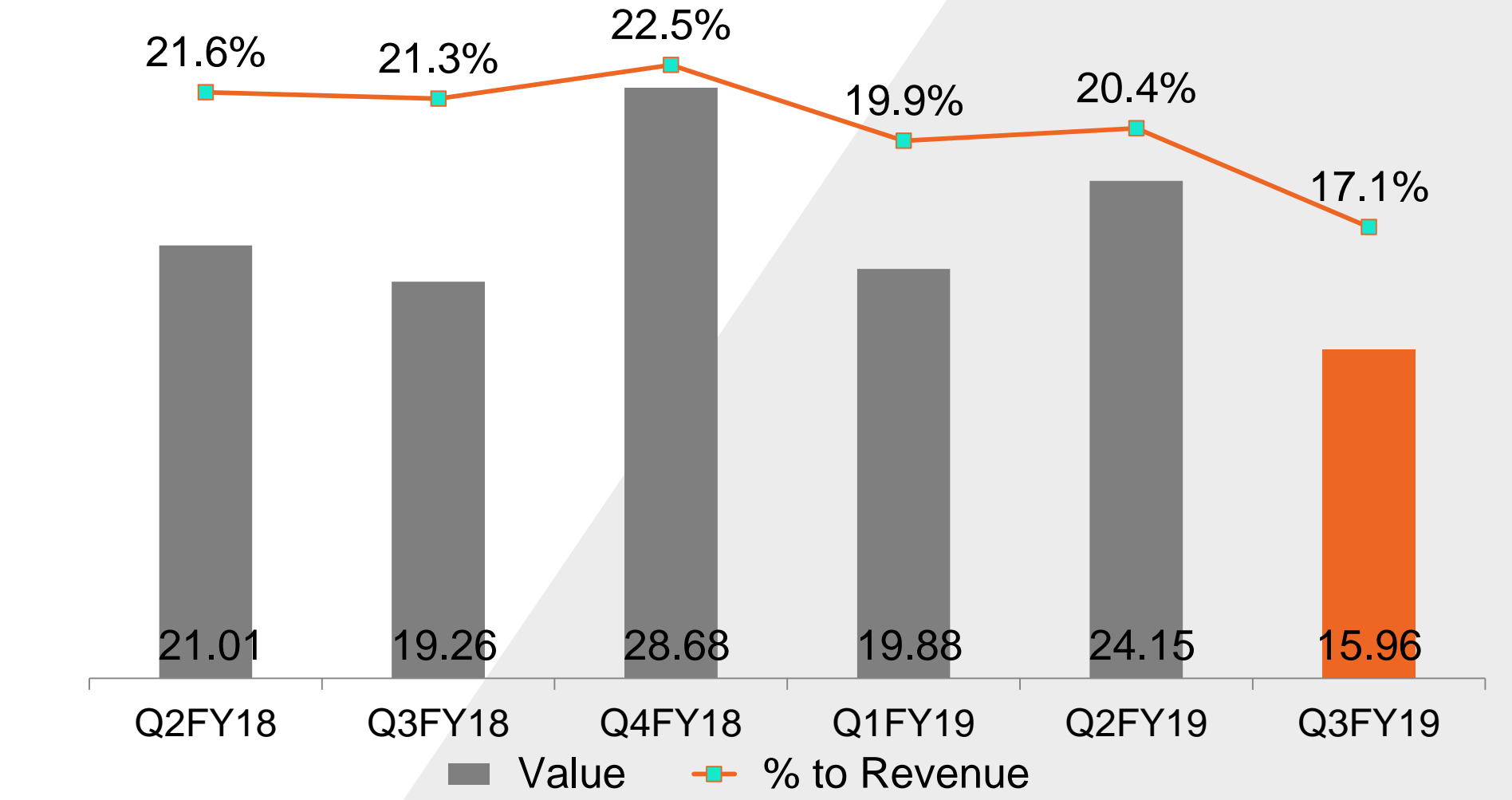
INTEREST & EARNINGS (₹ Cr.)



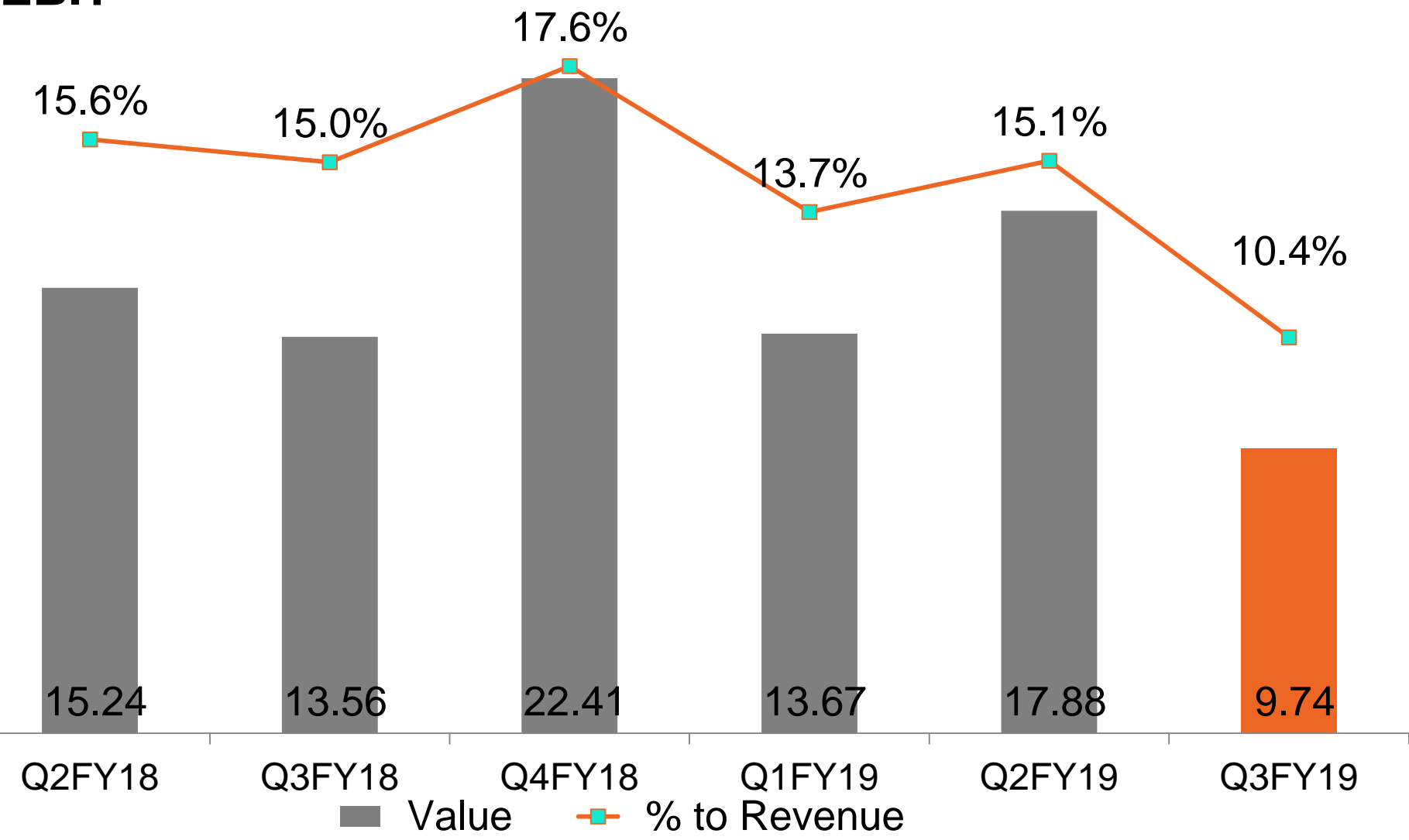
INTEREST



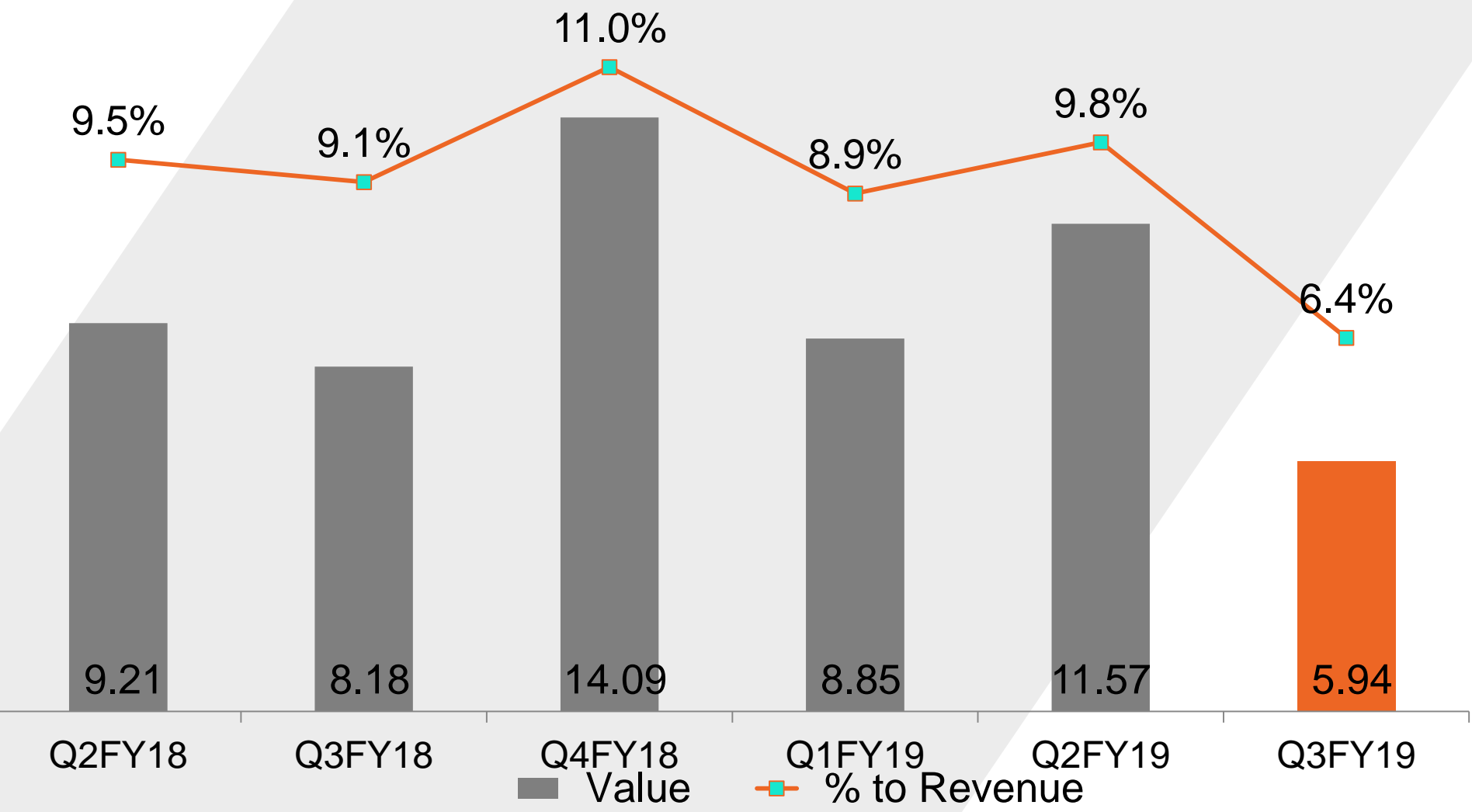
EBITDA



EBIT



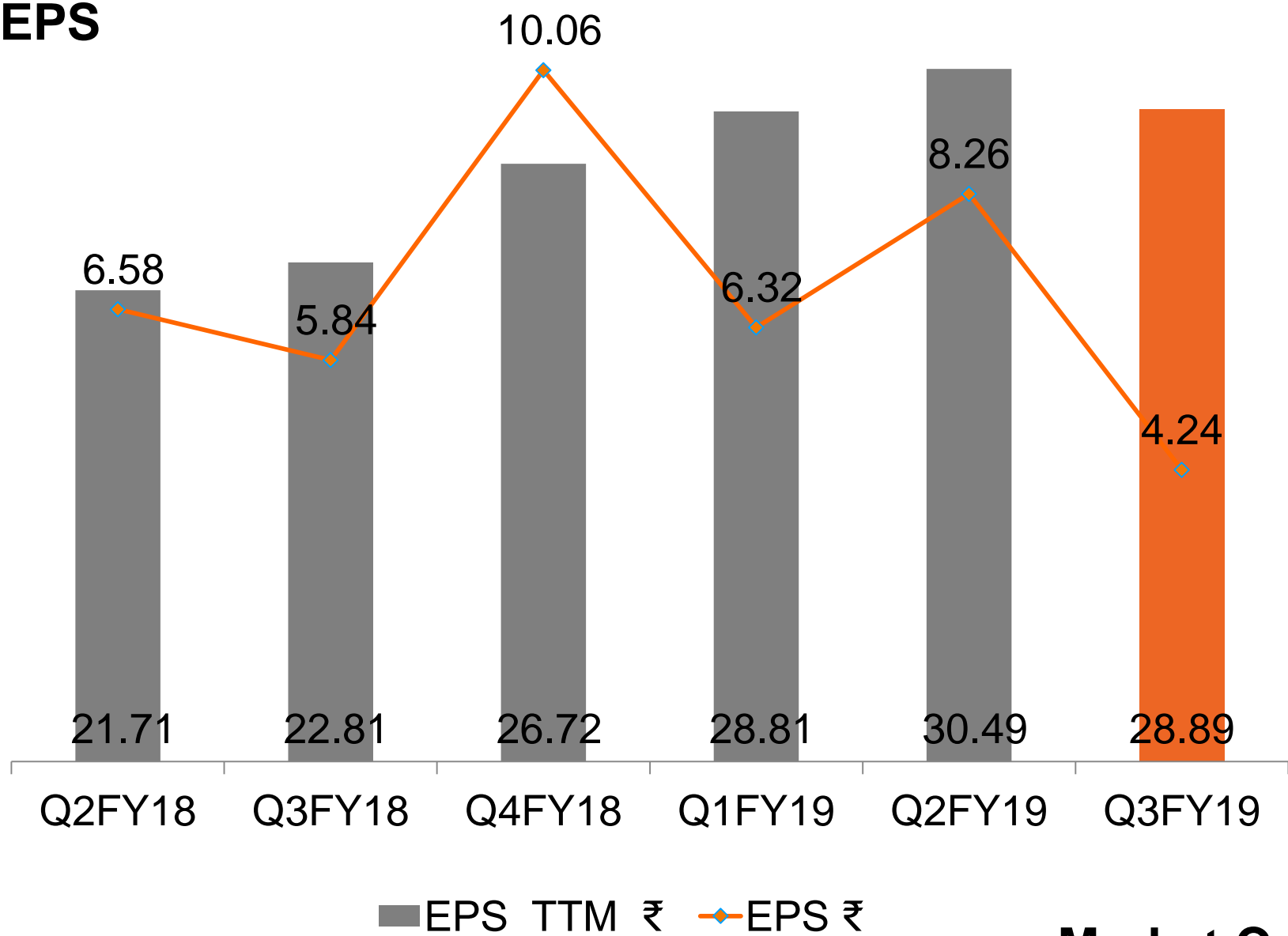
PAT



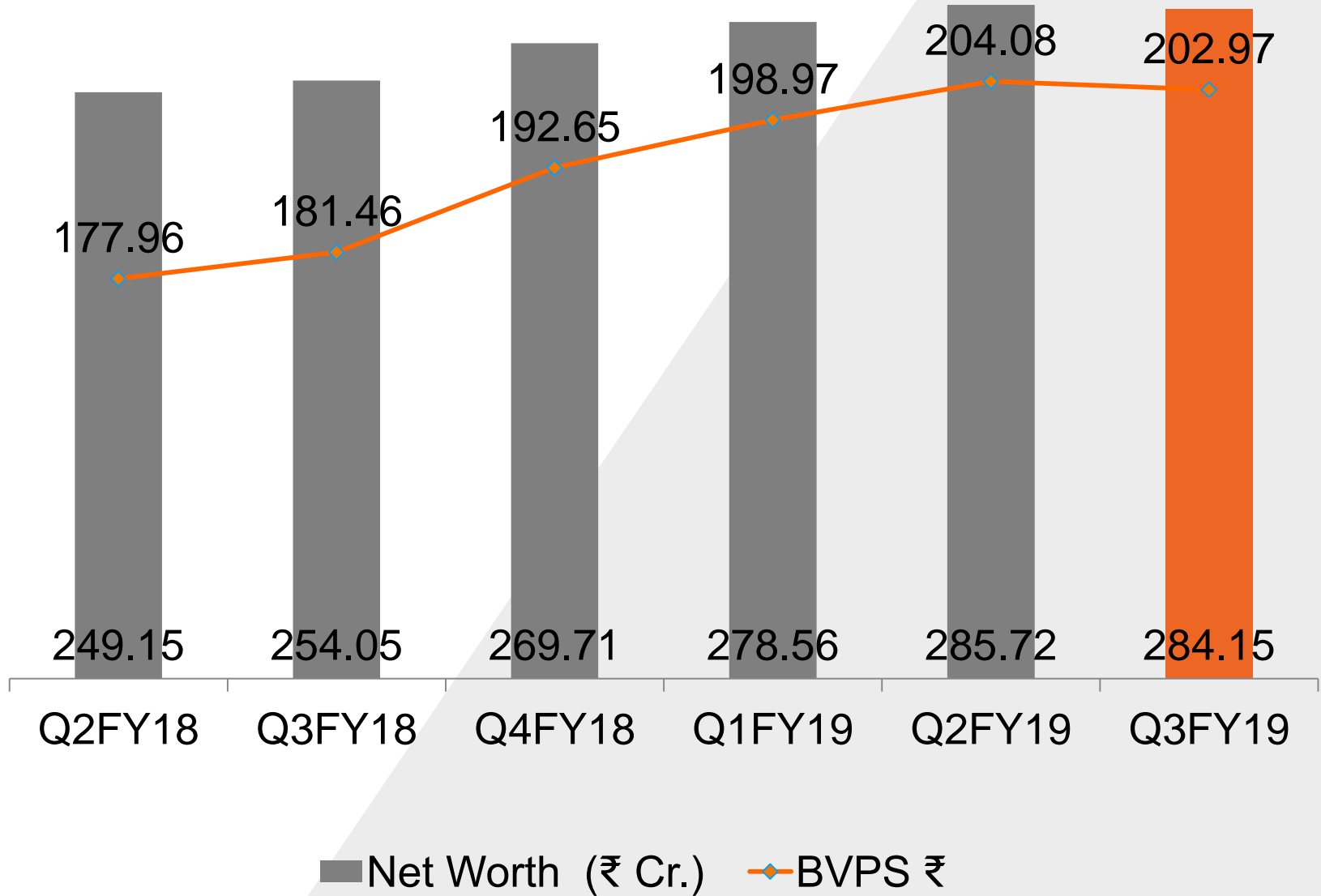
EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



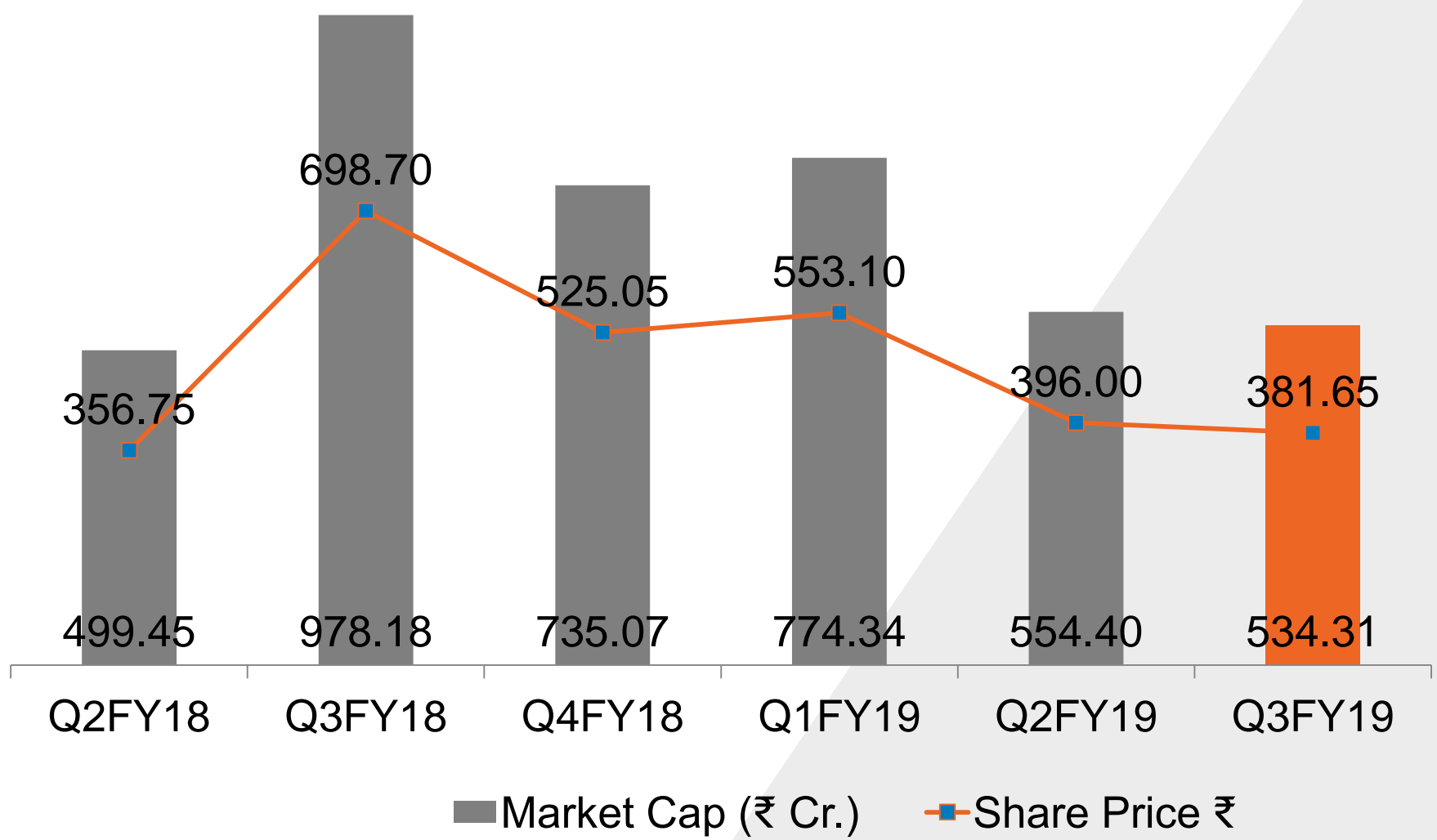
EPS



Net Worth



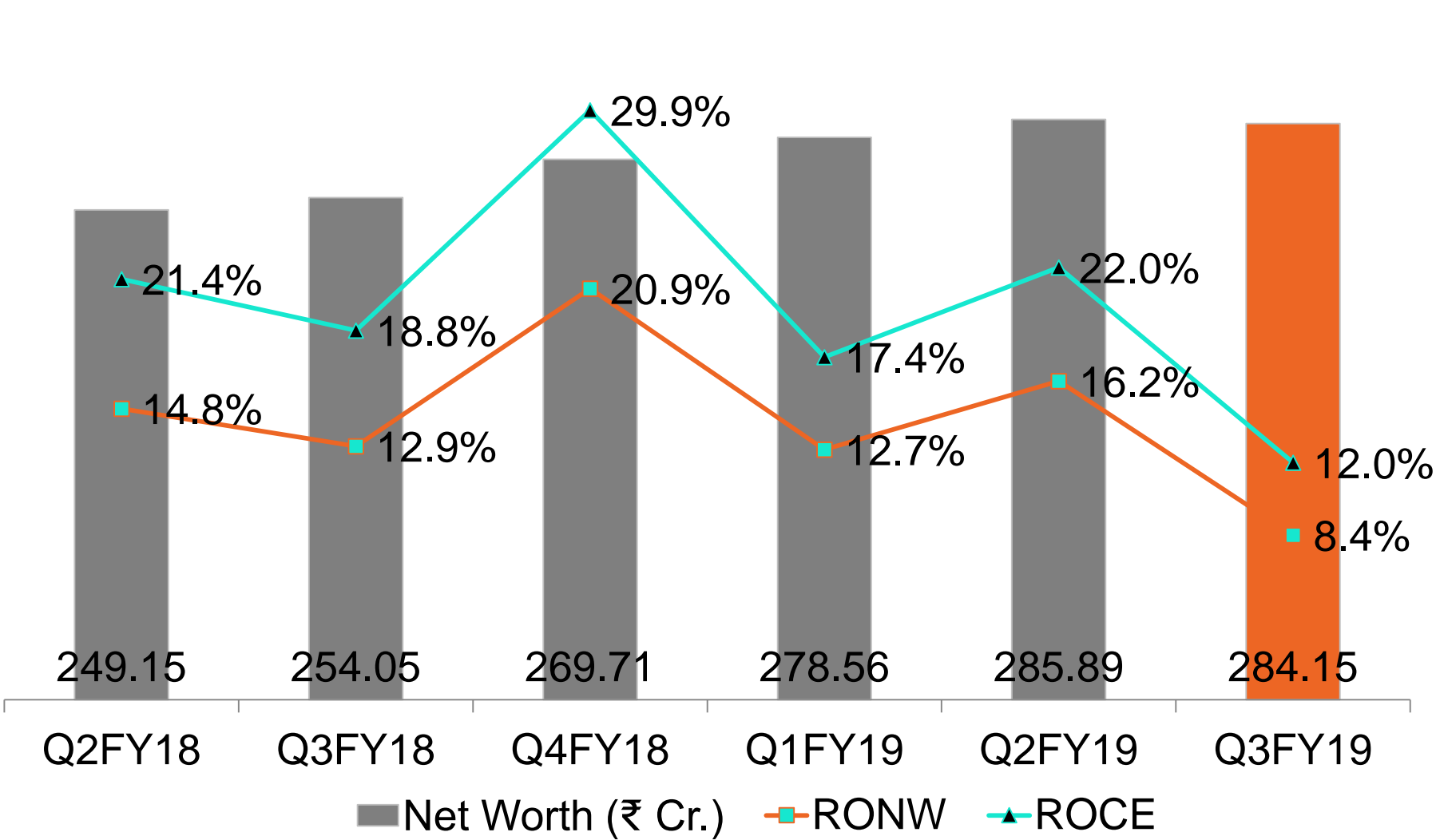
Market Capitalisation



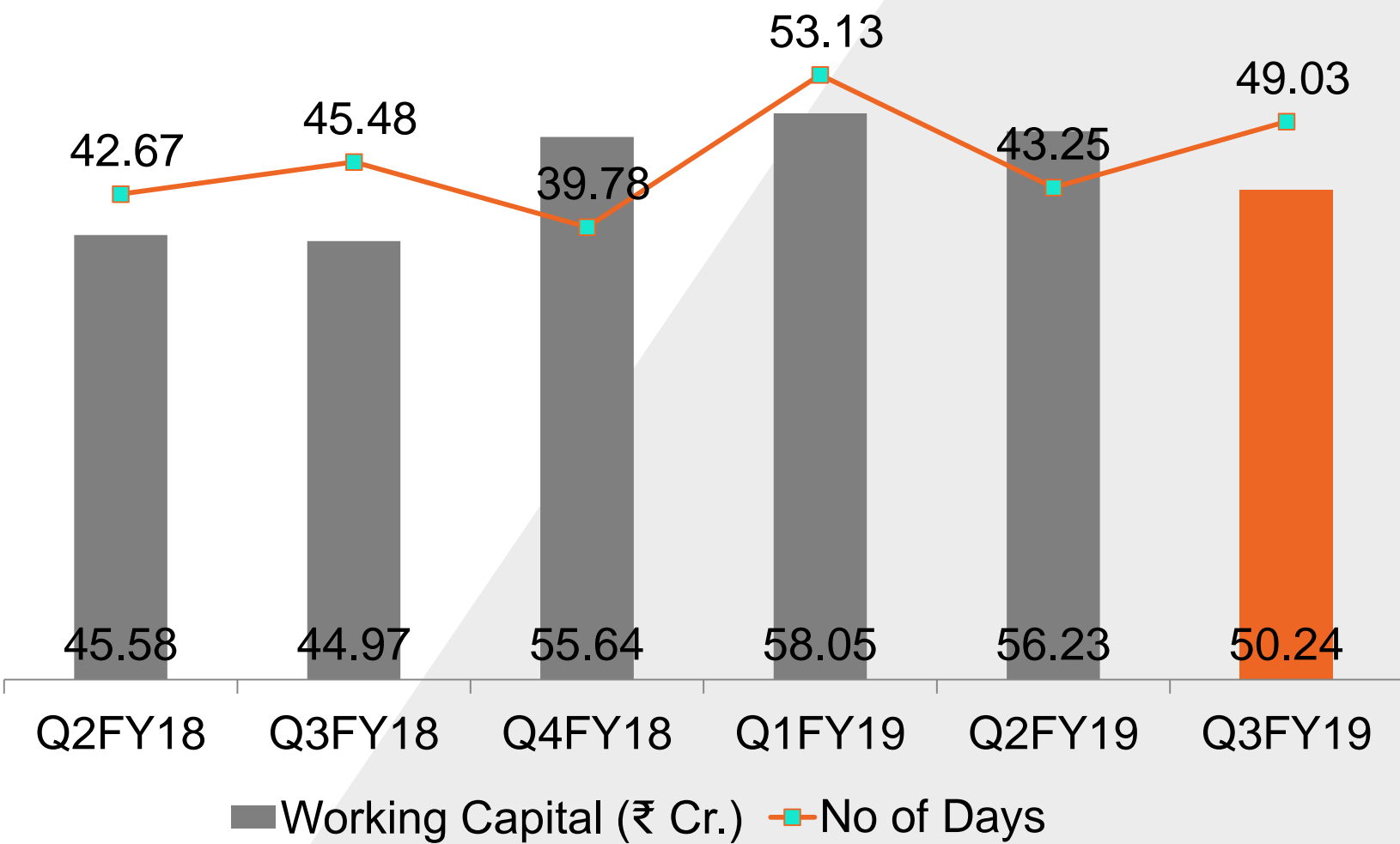
KEY RATIOS



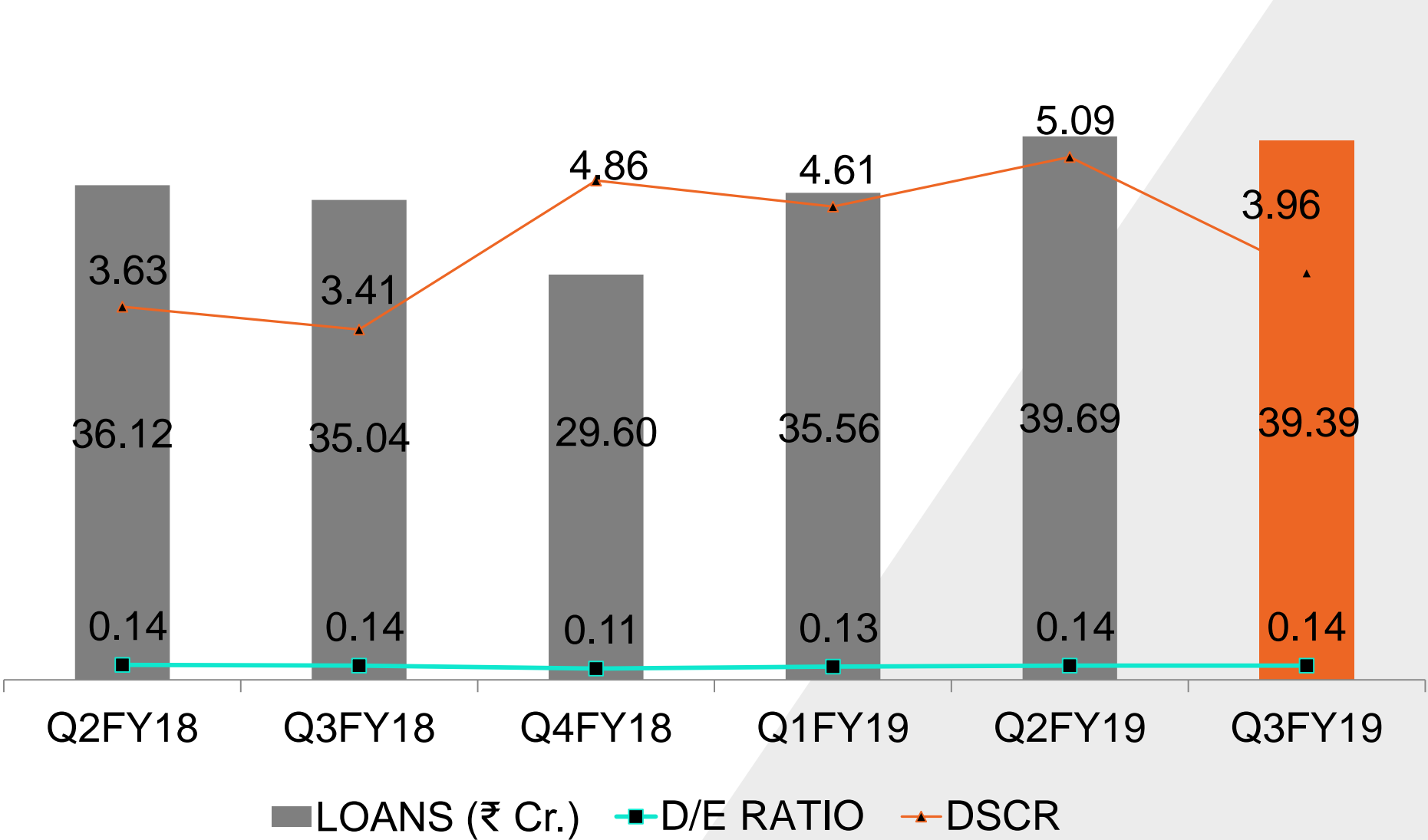
Net Worth



Working Capital



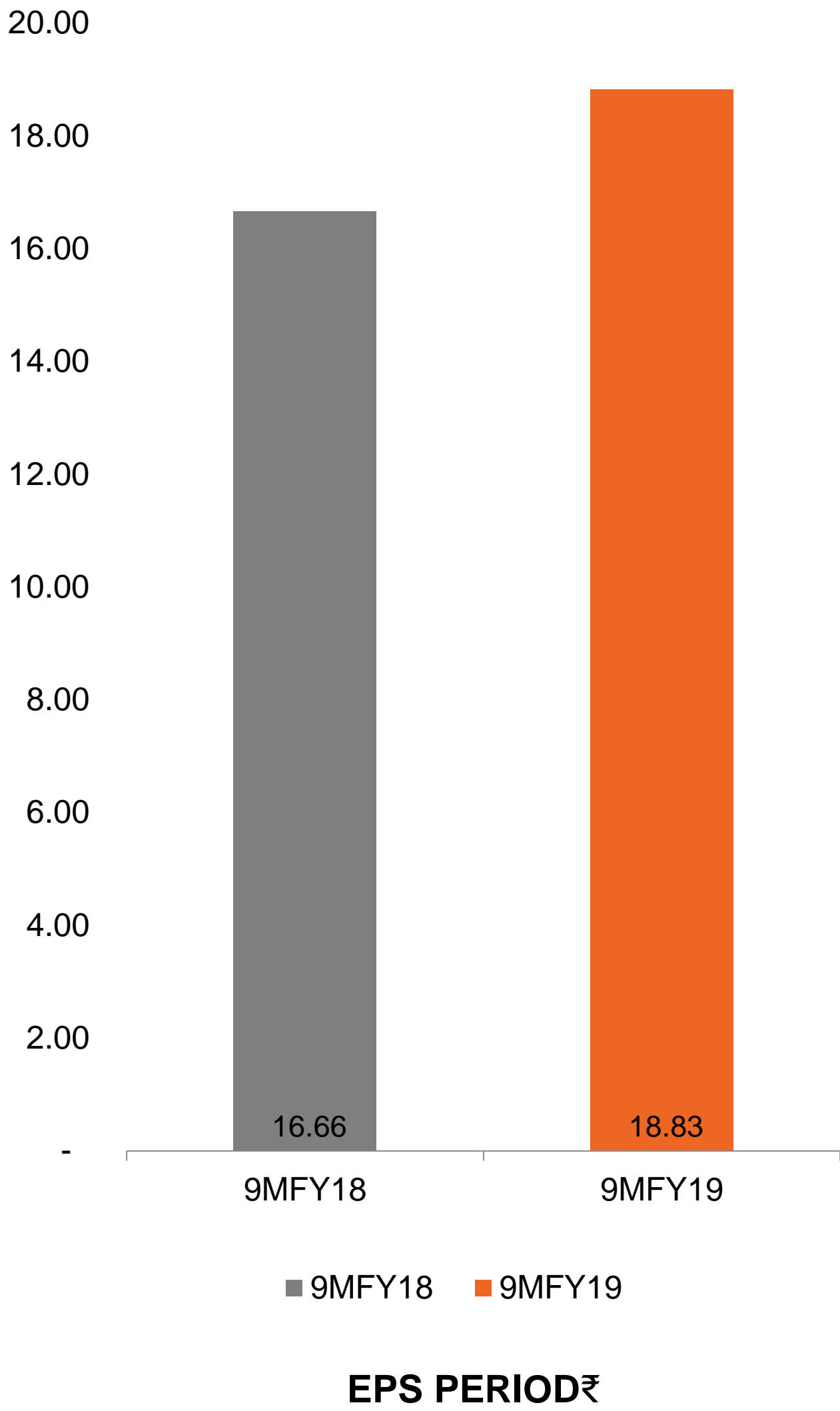
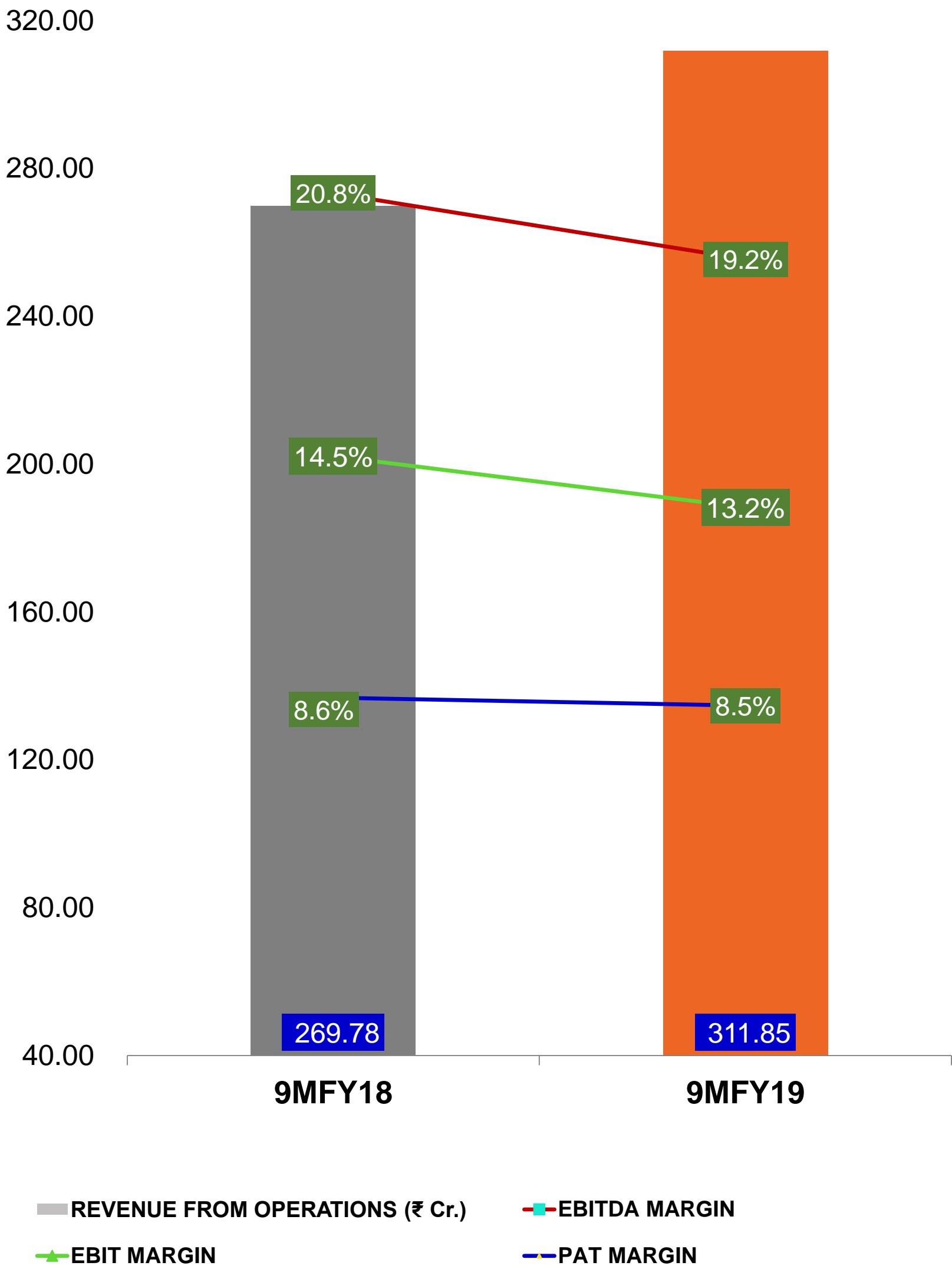
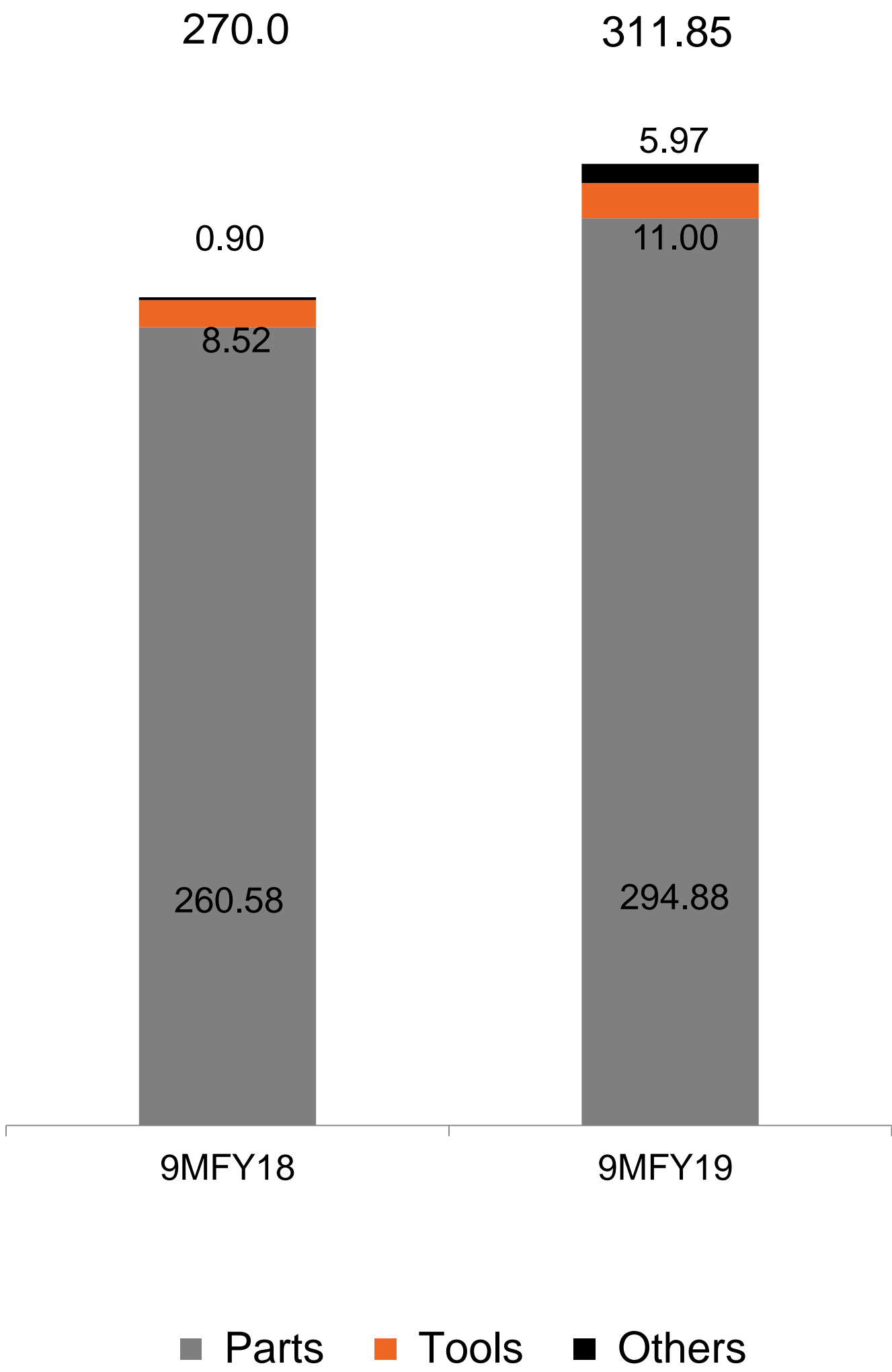
Loans



9 MONTHS SUMMARY



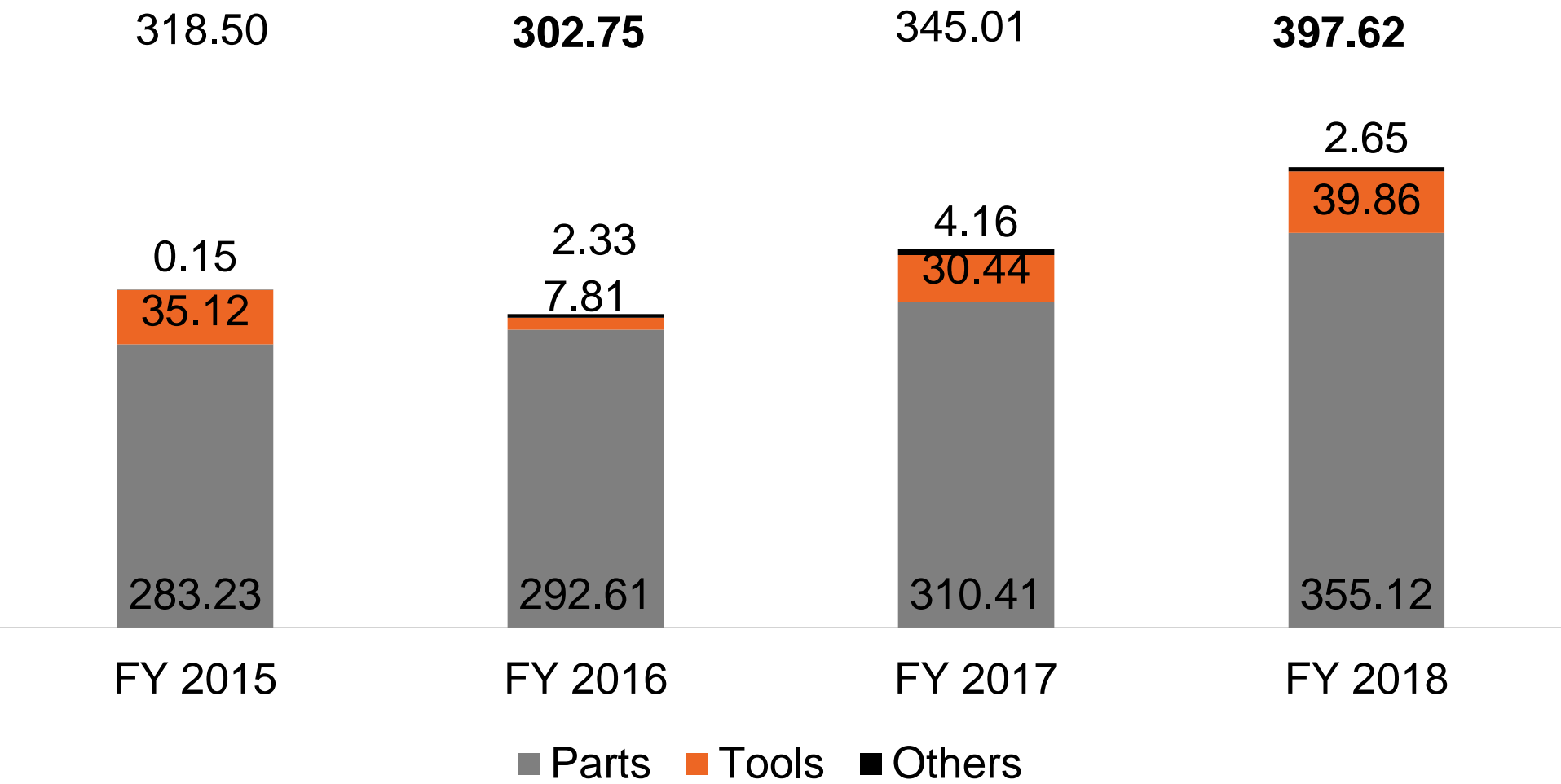
Revenue from Operations (₹ Cr.)



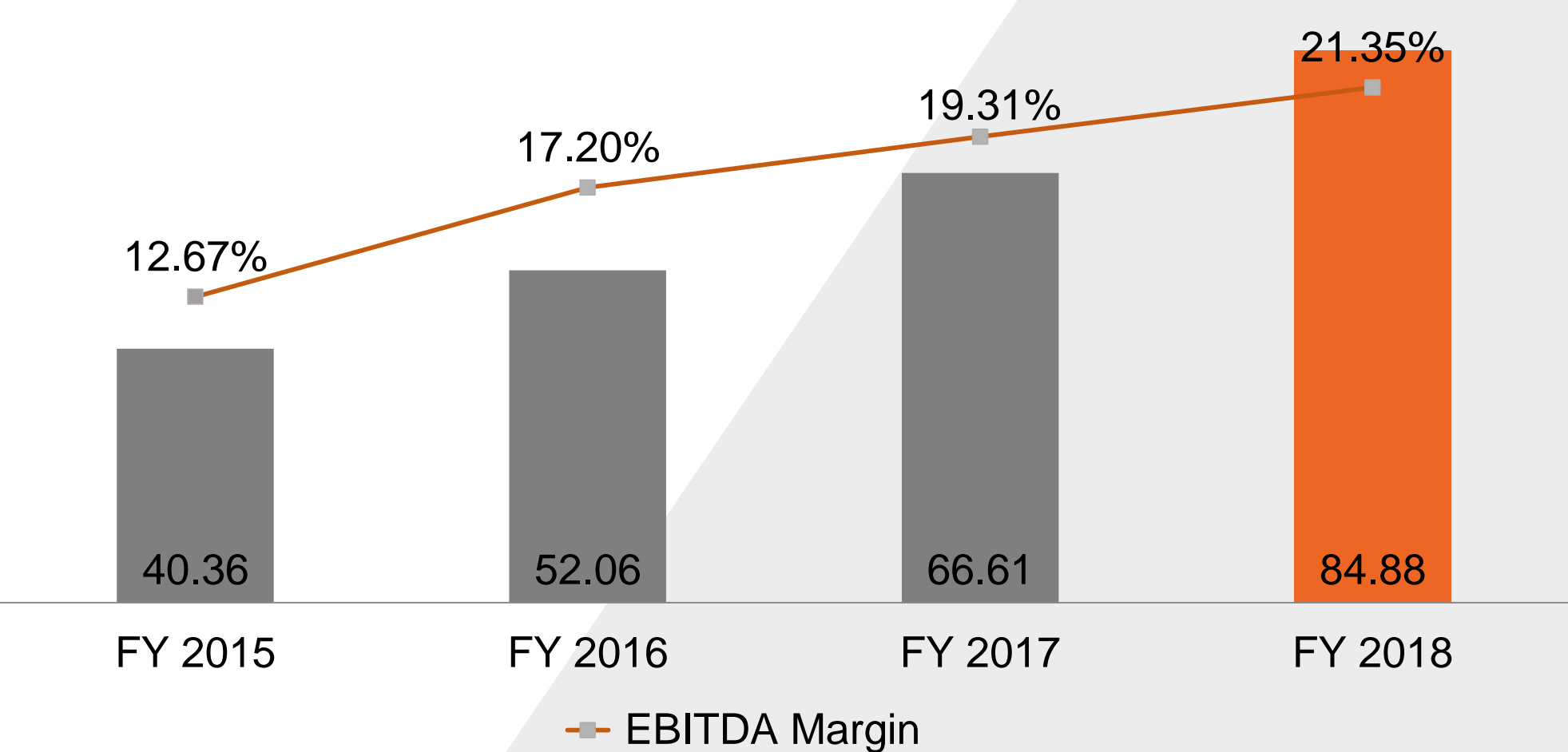
FINANCIAL PERFORMANCE SNAPSHOT (FY 2015 – FY 2018) (₹ Cs.)



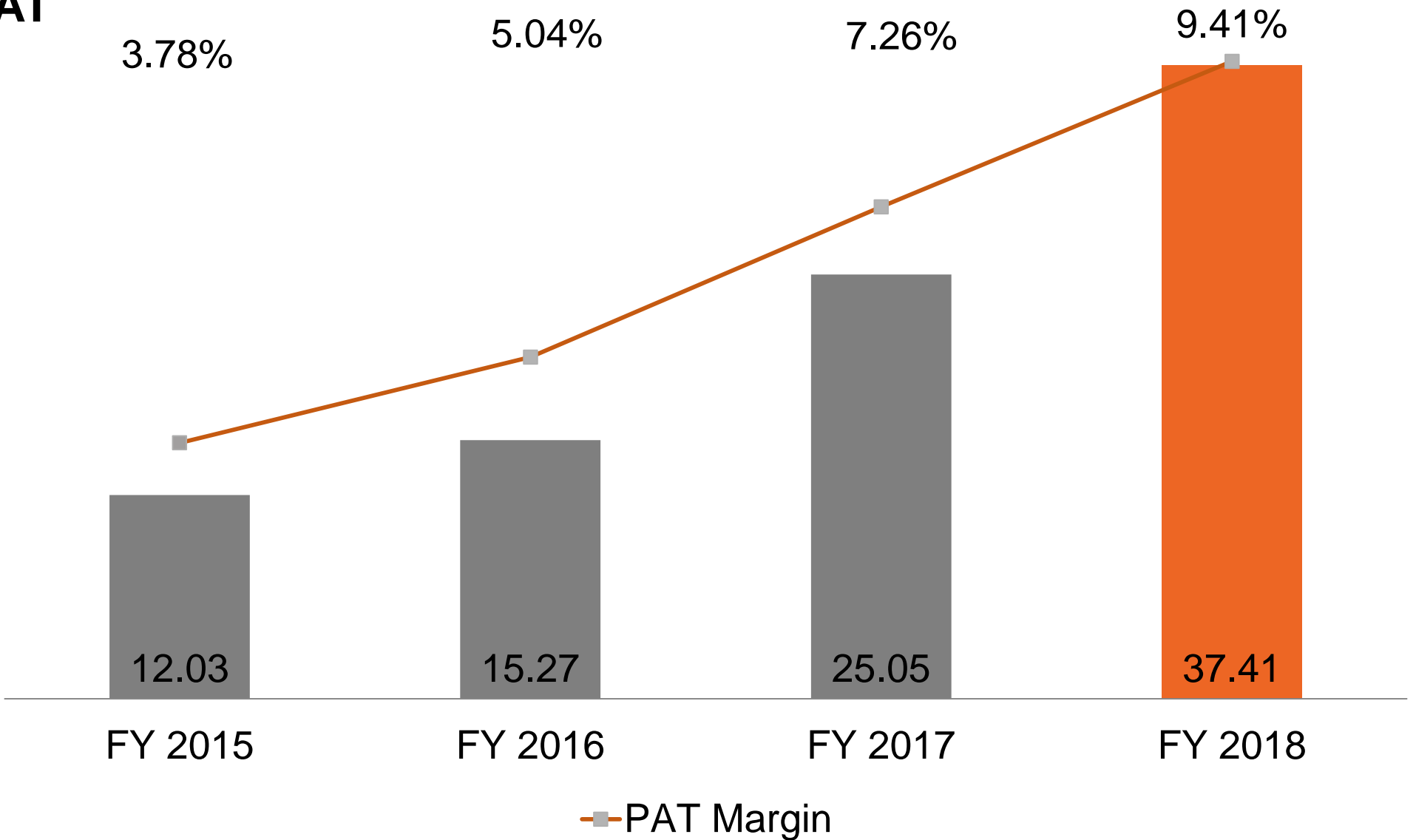
Revenue from operations



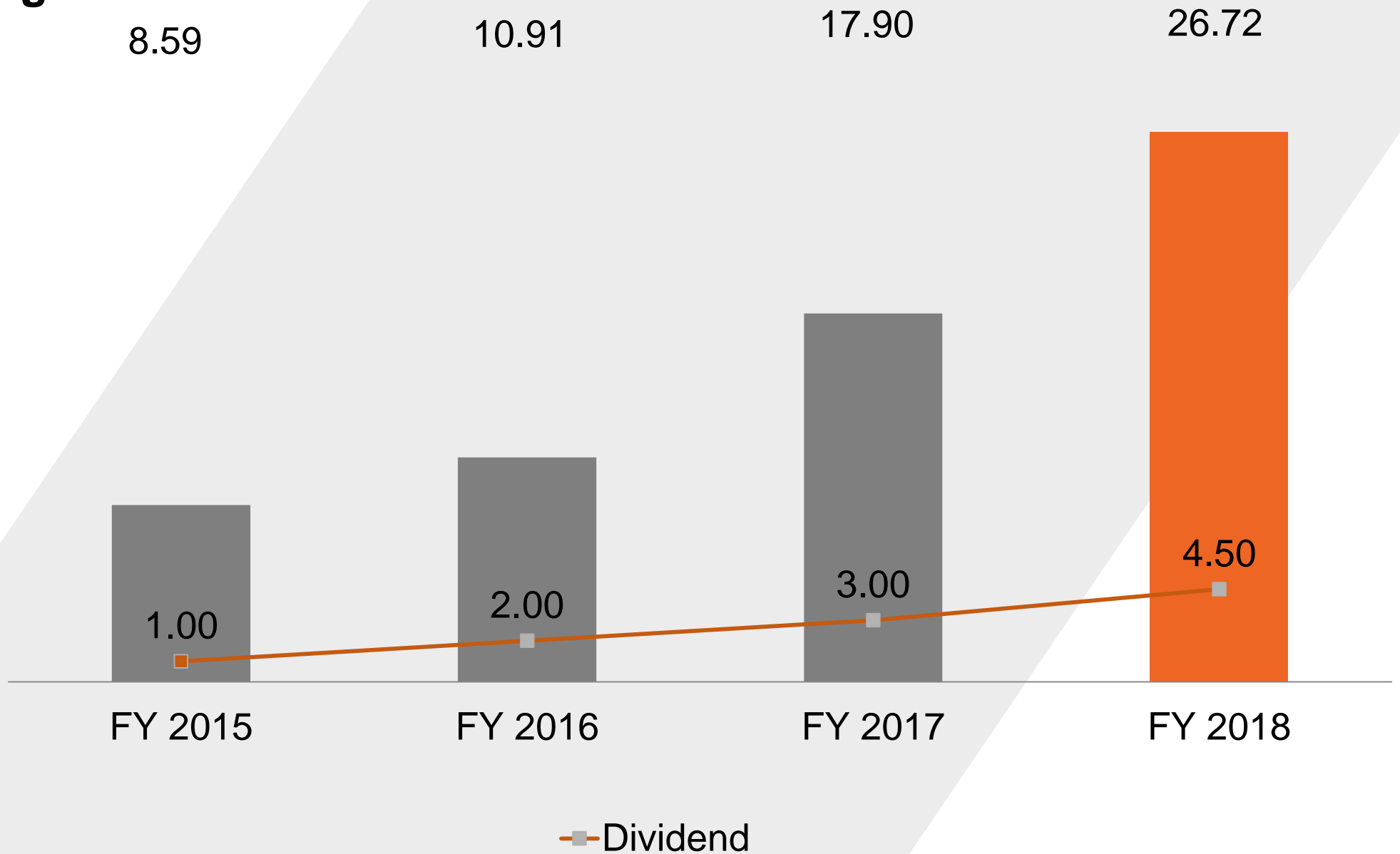
EBITDA



PAT



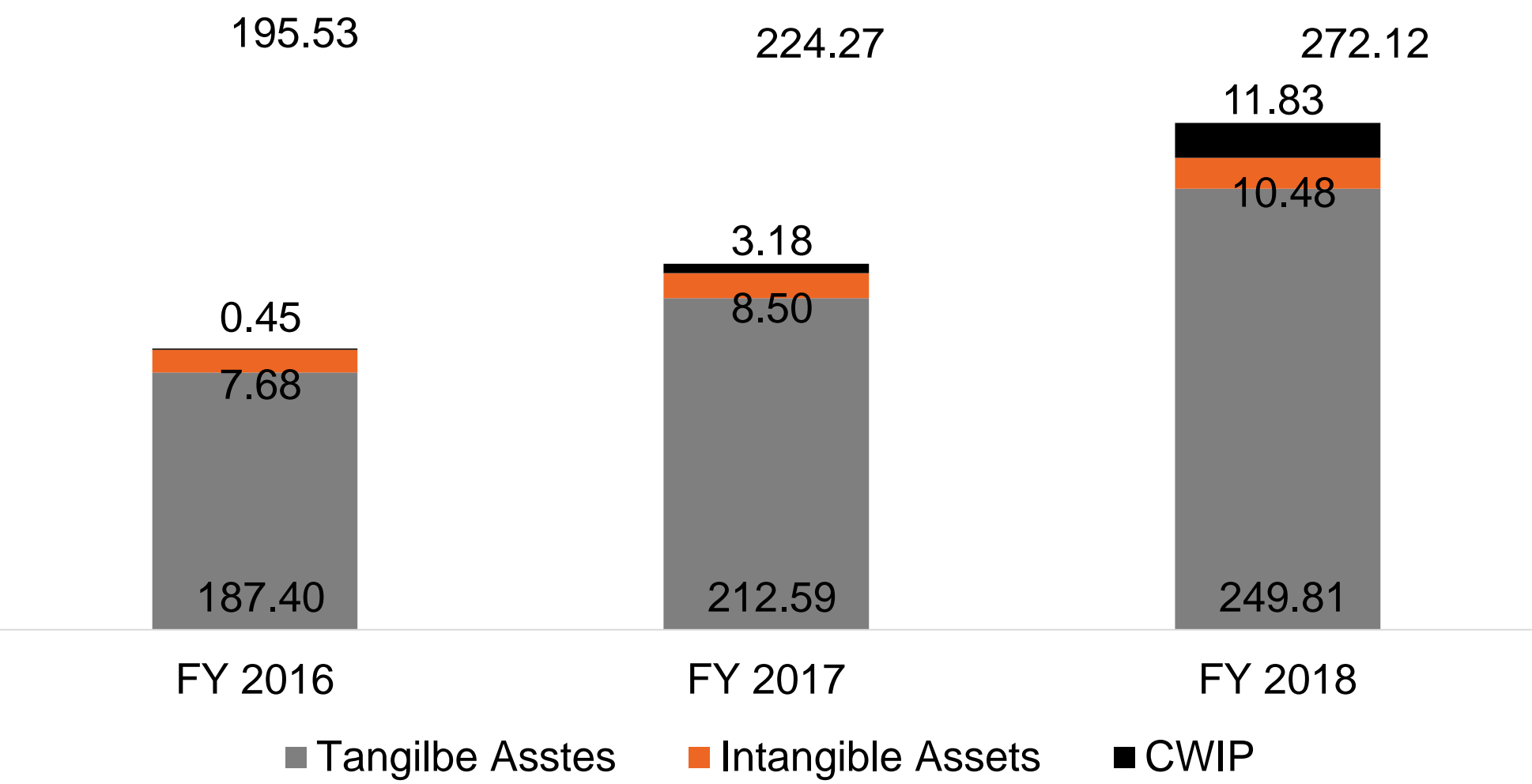
Earning Per Share ₹



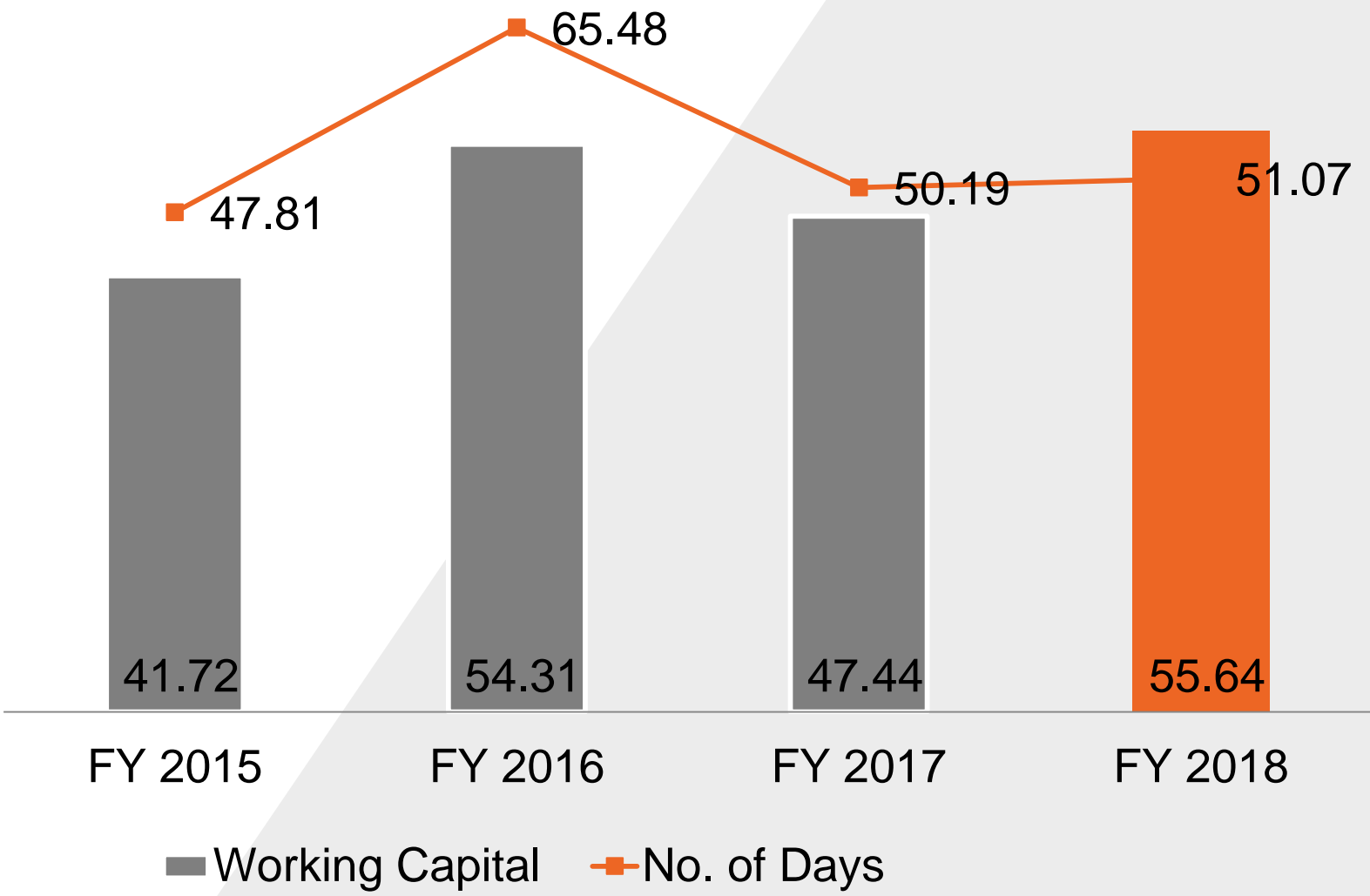
FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2018) (₹ Cr.)



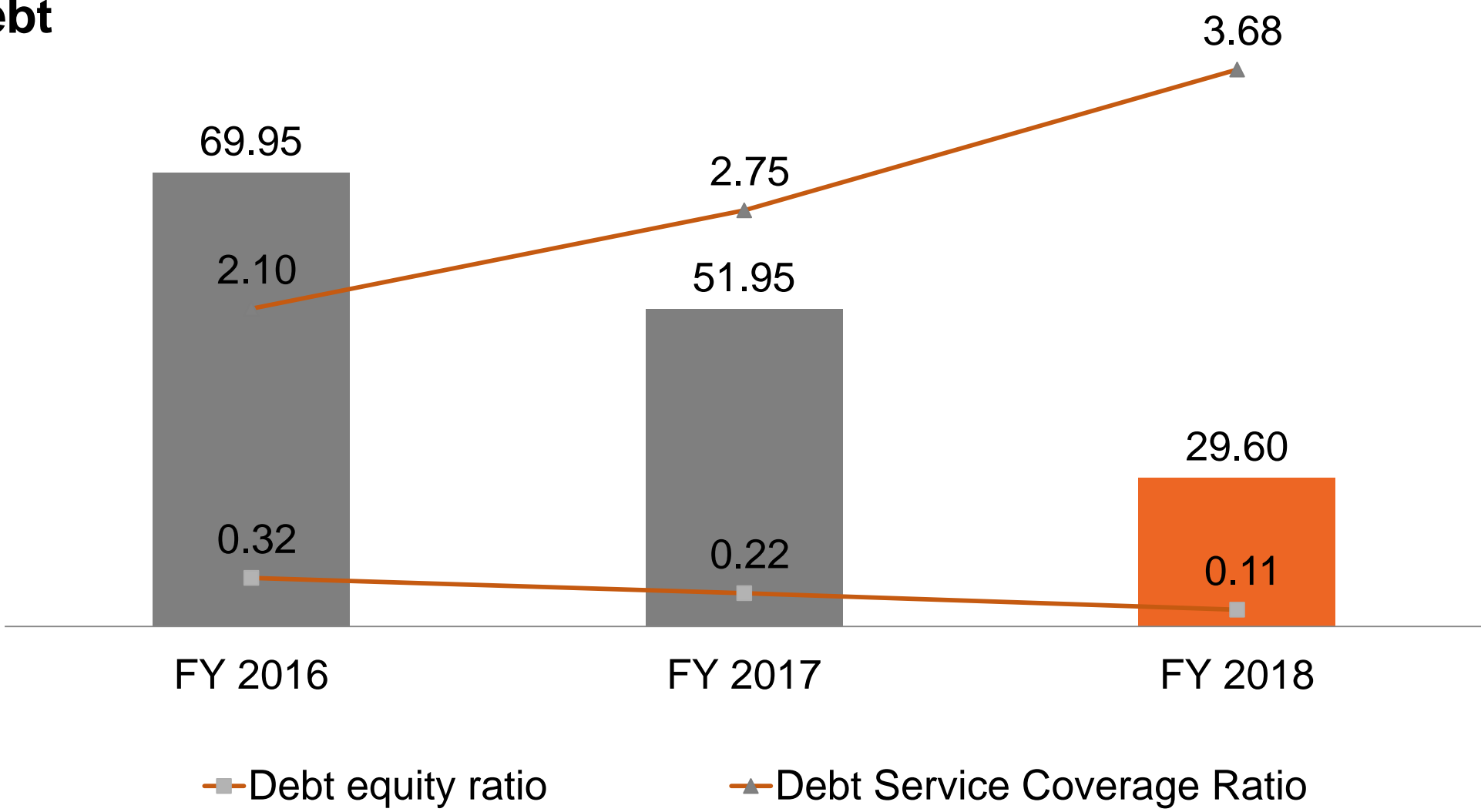
Fixed Assets (Gross Block)



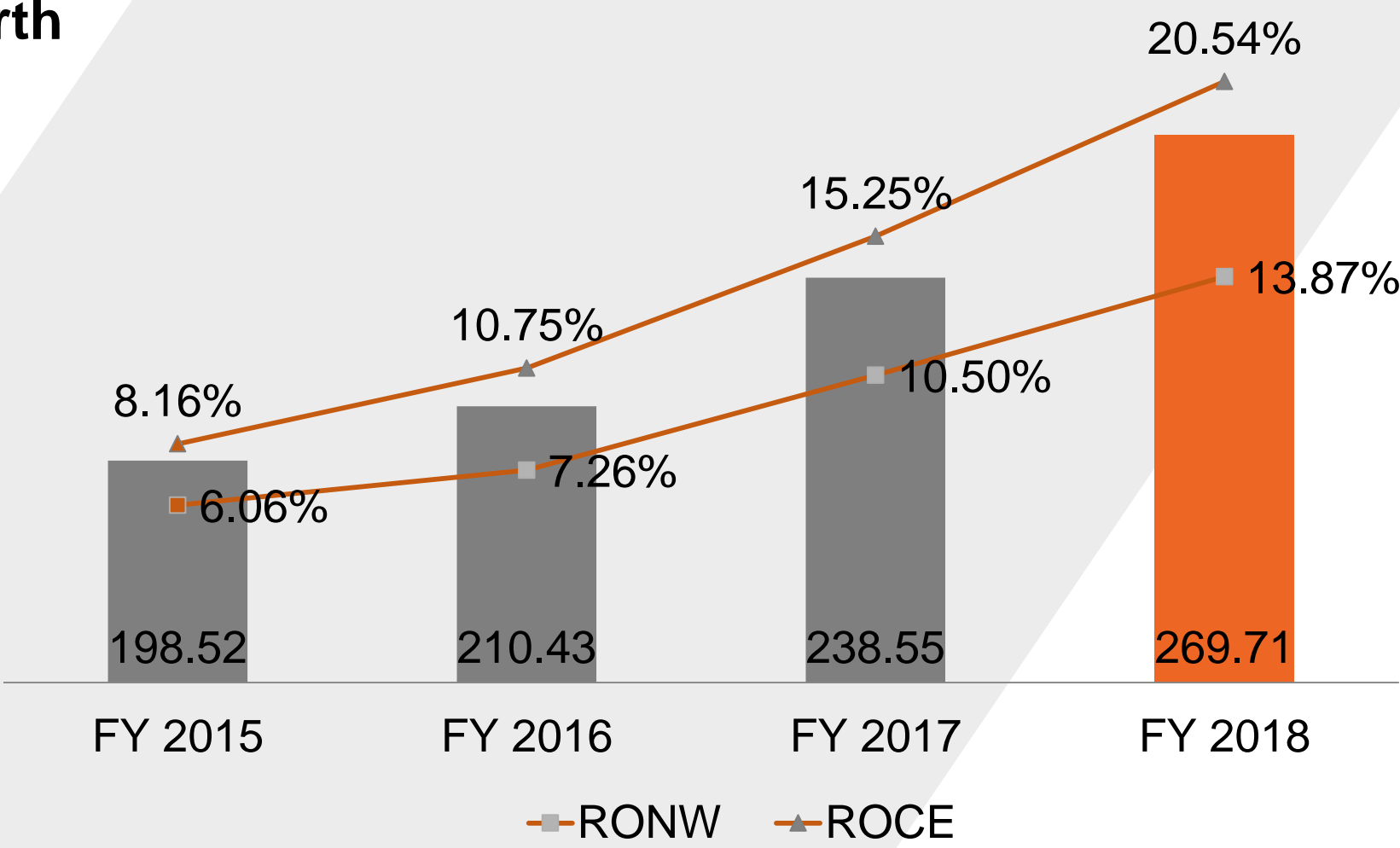
Working Capital



Debt



Net Worth

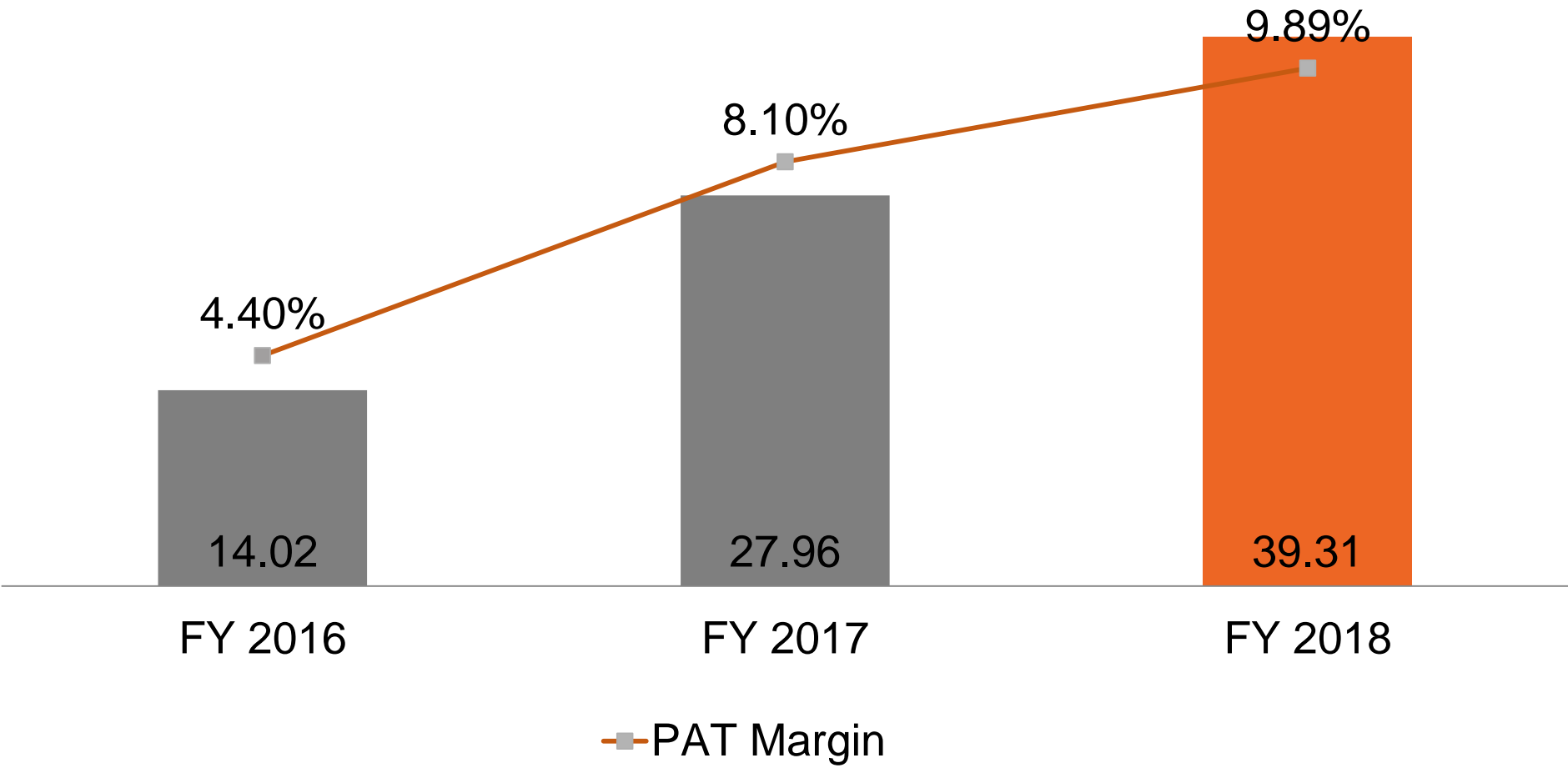


*Fixed Assets & Debt Figures are as per IND AS which became applicable from 1/4/16. Thus FY15 figures not provided

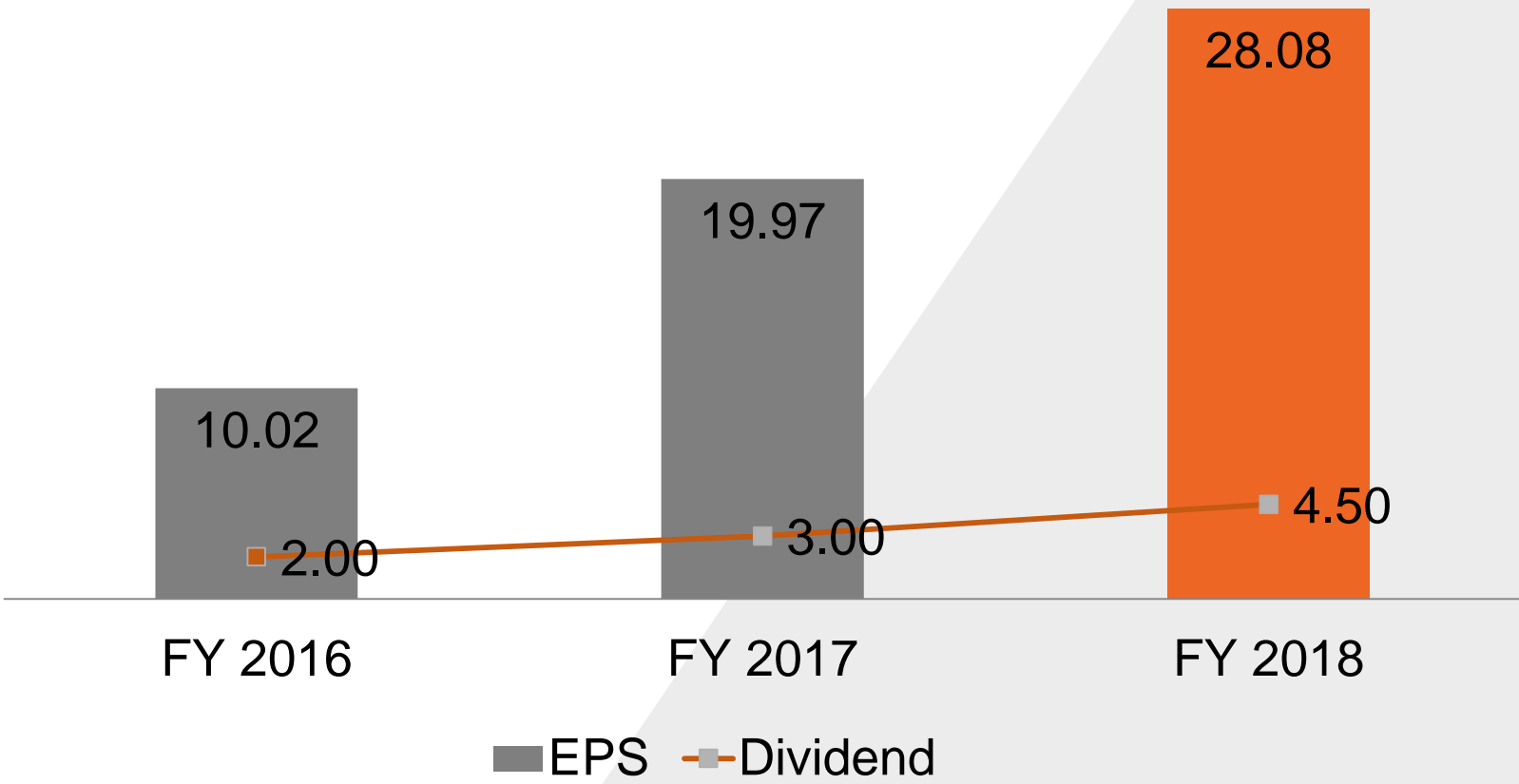
CONSOLIDATED FINANCIAL SNAPSHOT (FY 2016 – FY 2018) (₹ Cr.)



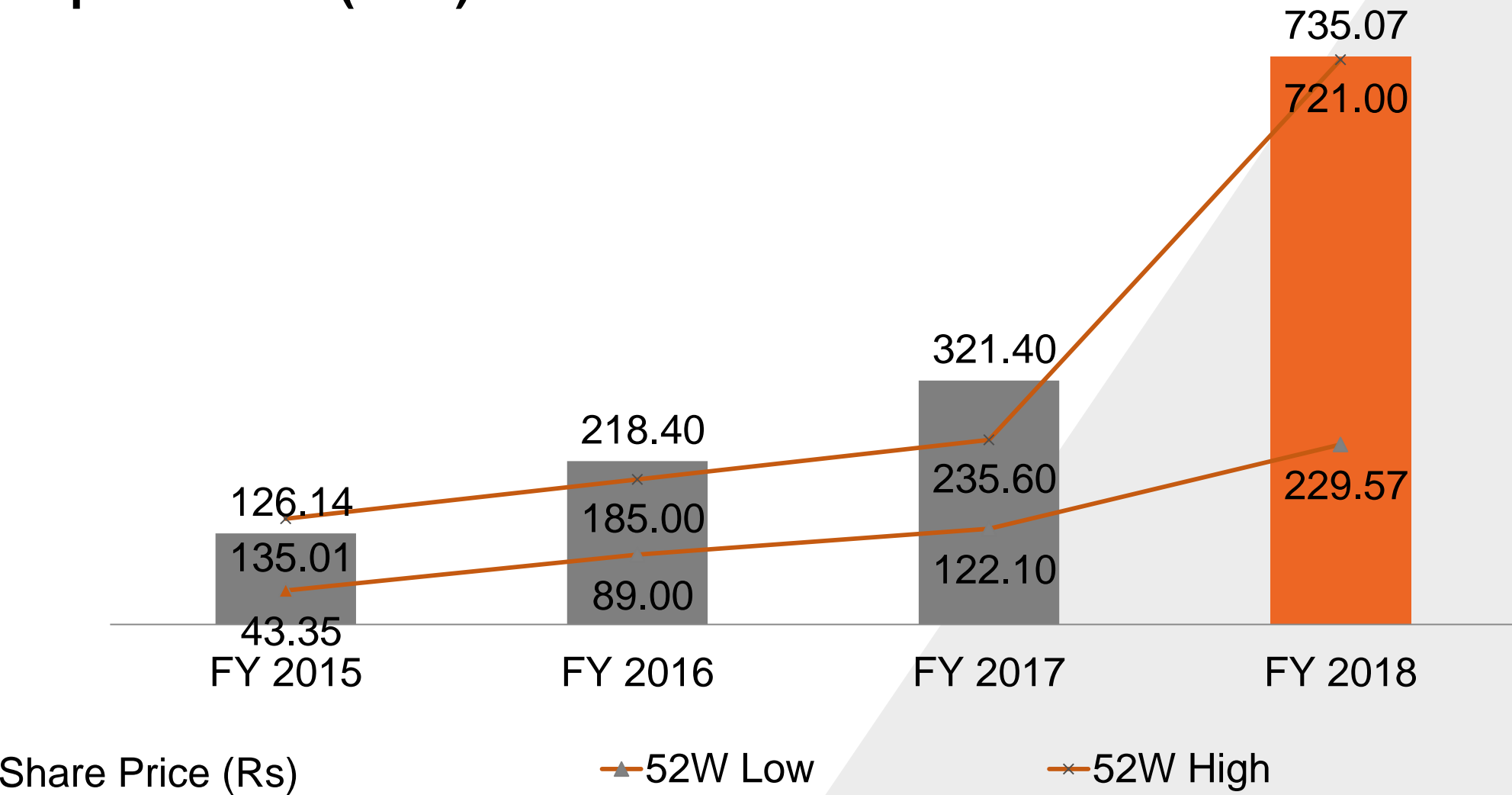
PAT



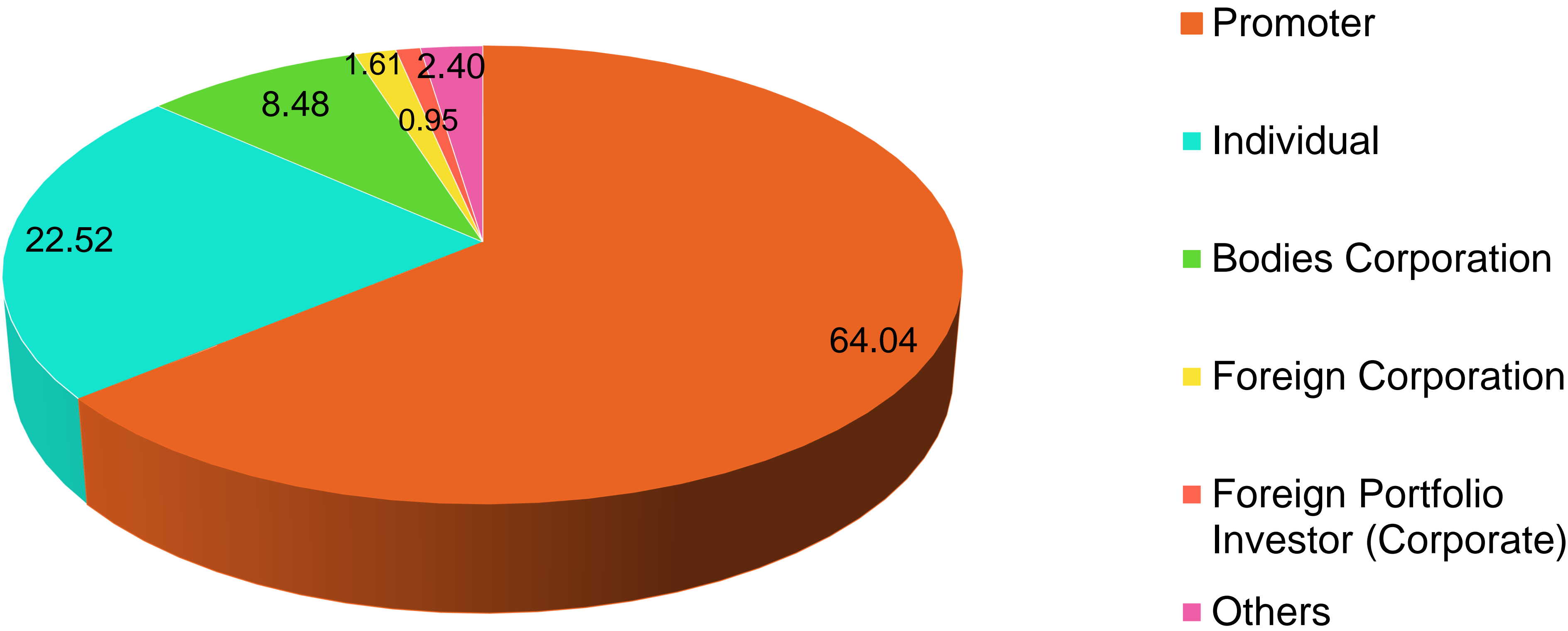
Earning Per Share (Rs.)



Market Capitalization (BSE)



SHAREHOLDING PATTERN AS ON 31ST DECEMBER, 2018



MARKET CAPITALIZATION (BSE) ₹ 534.31 CRS.

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