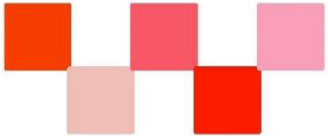




PPAP Automotive Limited

(Formerly Precision Pipes & Profiles Company Limited)

Taking Challenges, Together

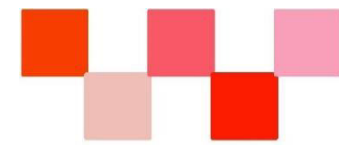


AGENDA

S.NO.	ITEM
1	Company Overview
2	Financial Performance (Q2 & H-1 FY16)
3	Financial Performance (LAST 3 YEARS)

DISCLAIMER

- PPAP AUTOMOTIVE LIMITED may, from time to time, make additional written and oral forward looking statements, including statements contained in the company's filings with Bombay Stock Exchange and National Stock Exchange, and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the PPAP AUTOMOTIVE LIMITED.
- All information contained in this presentation has been prepared solely by PPAP AUTOMOTIVE LIMITED. PPAP AUTOMOTIVE LIMITED does not accept any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith.



COMPANY OVERVIEW

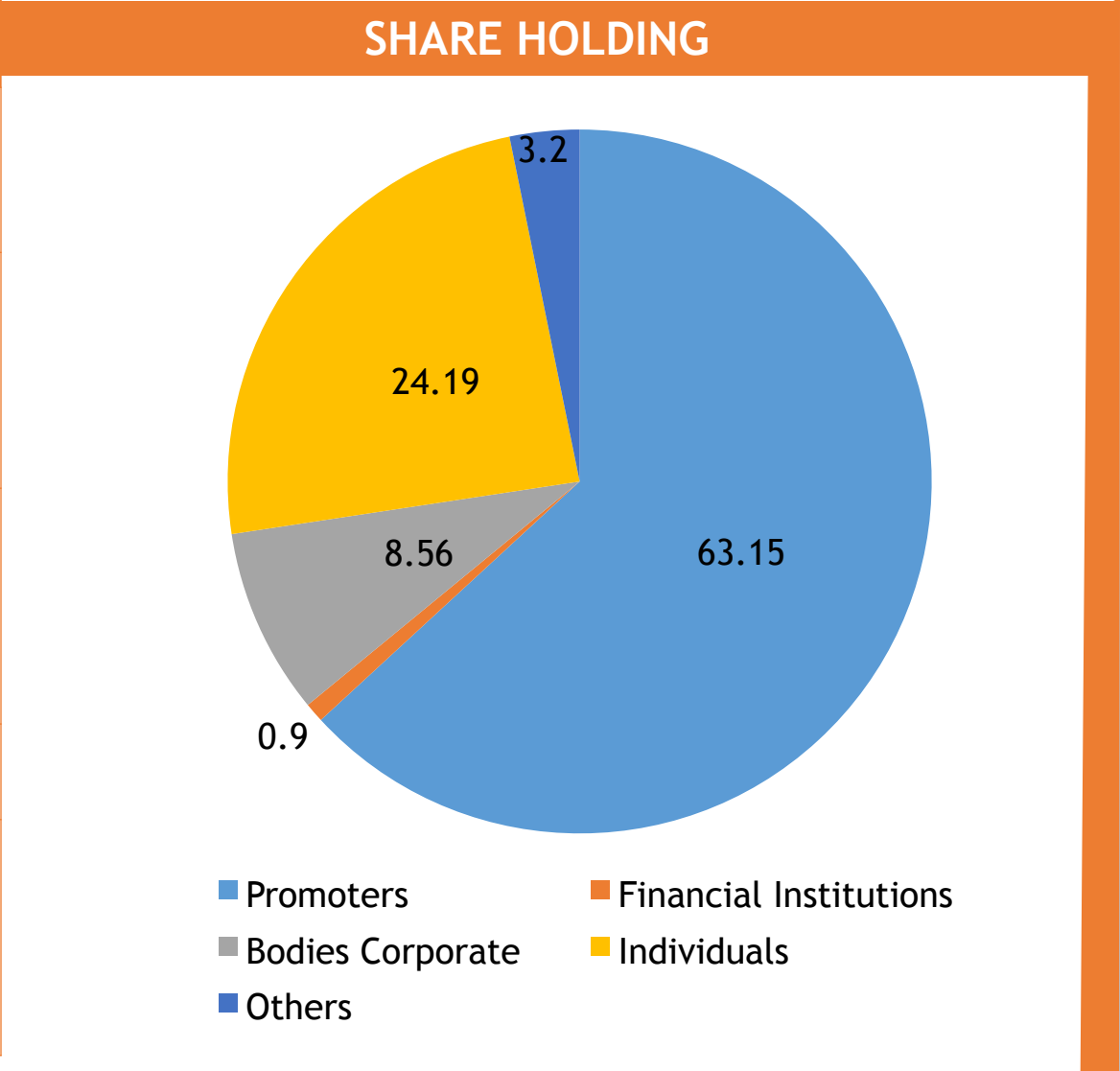


BRIEF PROFILE

- PPAP Automotive Limited (PPAP) is a leading manufacturer of Automotive Sealing Systems, Interior and Exterior Injection parts in India
- State of the art manufacturing facilities located at Noida (UP), Greater Noida (UP), Chennai (Tamil Nadu) and Pathredi (Rajasthan). All the plants are TS 16949, ISO 14001 and OHSAS 18001 certified
- Technical partnership with :-
 - Tokai Group for Automotive Sealing System (Plastic) and Toolings
 - JV with Tokai Group for Automotive Sealing System (EPDM Rubber and TPV)
 - Ichimiya Group for Injection Molded Products
- Over 500 different products manufactured and targets to achieve zero failure ppm in Quality and Delivery performance
- Integrated operations from Print to Build
- Strong and committed workforce aligned to achieve Company's Targets.
- Challenging spirit and focus on Continuous Improvement

GENERAL INFORMATION

S.NO	DESCRIPTION	REMARKS
1	COMPANY ESTABLISHED	1978
2	START OF AUTOMOTIVE BUSINESS	1985
3	LISTED ON STOCK EXCHANGE (BSE/NSE)	2008
4	SHARE CAPITAL	140 MILLION INR
5	CERTIFICATIONS	<ul style="list-style-type: none"> • TS 16949 • ISO 14001 • OHSAS 18001



MANAGEMENT PROFILE



Ajay Kumar Jain - Chairman & Managing Director

- Commerce graduate from the Shri Ram College of Commerce, University of Delhi
- Has been associated with the company since inception
- Experience of over 40 years in the Polymer processing industry
- Experience of over 30 years in the Automotive industry
- President of Toyota Kirloskar Supplier Association



Mr. Abhishek Jain - Executive Director

- B.E. in Industrial Engineering from Purdue University (USA)
- Before joining the company has worked in USA
- Responsible for conducting the operations of the Business
- Member of Executive Committee of Honda Suppliers Club



Mr. Manish Dhariwal - Chief Financial Officer

- Graduated with a degree in B.Com (Hons.) from Delhi University
- Member of Institute of Chartered Accountants of India
- Work experience over two decades
- Has worked with Lazard India, IL&FS and Group Mega

MISSION, VISION & VALUES



MISSION

TO BE A DOMINANT SUPPLIER OF BODY SEALING, INTERIOR & EXTERIOR PARTS

VISION

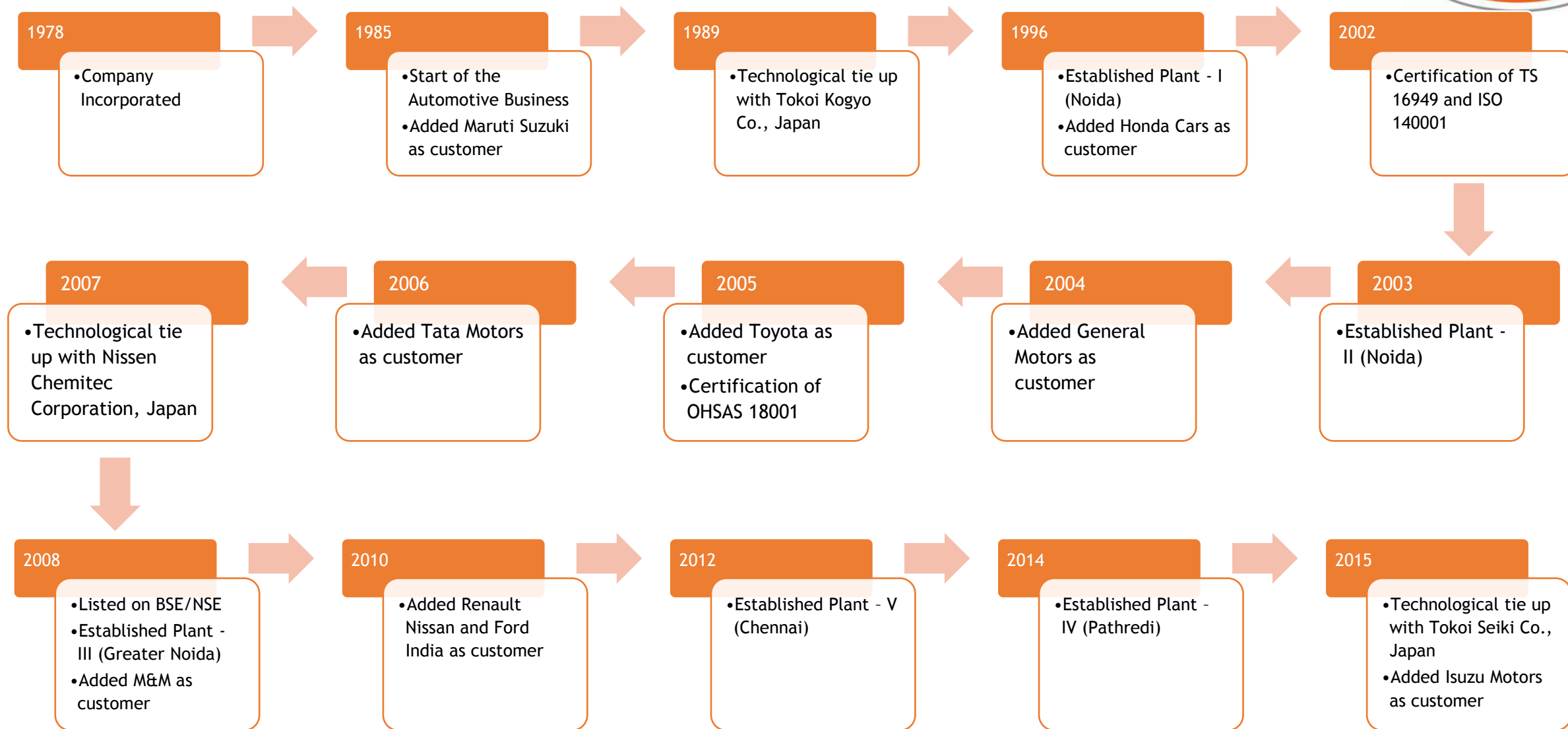
TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

VALUES

- TRUSTWORTHINESS
- MUTUAL RESPECT
- CREATIVITY
- COOPERATION
- EXCELLENCE



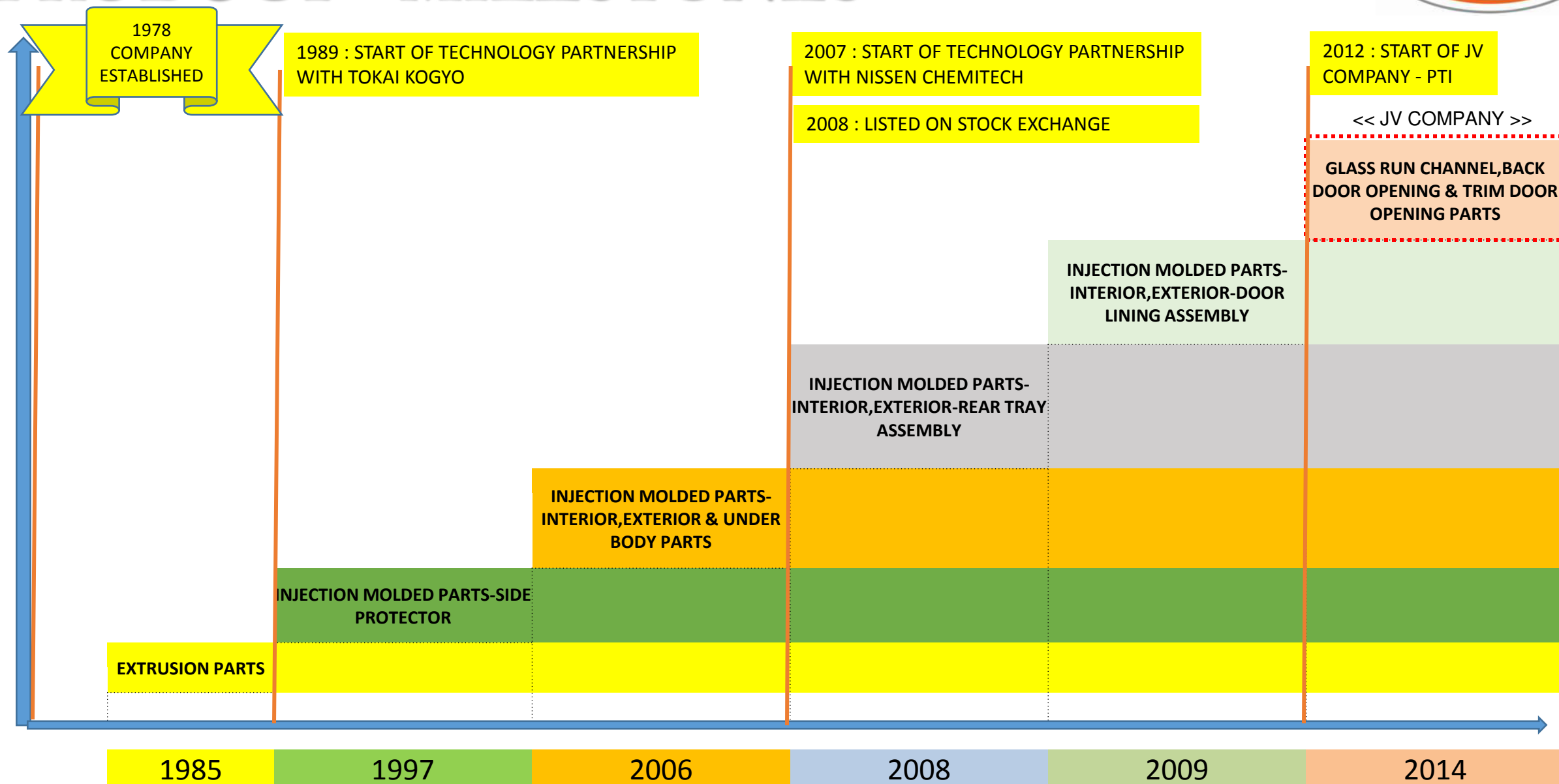
JOURNEY



PRODUCTS

- ❖ **AUTOMOTIVE SEALING SYSTEMS**
- ❖ **INJECTION MOLDED PRODUCTS**

PRODUCT - MILESTONES

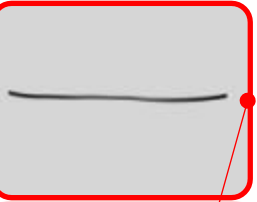


SEALING SYSTEMS

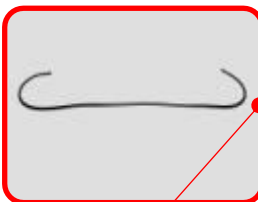


MOULDING
WINDSHEILD

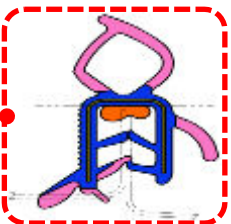
PVC
TPO
EPDM



ROOF MOULDING



TRIM DOOR OPENING



BACK DOOR /
TRUNK SEAL



DOOR
OPENING
SEAL



GLASS
RUN
CHANNEL



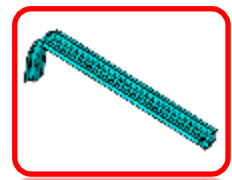
AIR SPOILER



OUTER BELT
BLACK/BRIGHT



INNER BELT



SLIDE RAIL



PRODUCTS MADE
BY PTI (JV)

INJECTION MOLDING PRODUCTS



FR-PILLAR



CTR-PILLAR



RR-PILLAR



REAR TRAY



PARTITION

UNDER HOOD PRODUCTS



IN CABIN PRODUCTS



LINING RR PANEL



SIDE PROTECTORS



SPLASH GUARD



DOOR LINING



FENDER INNER



TRUNK LINING

TECHNOLOGY PARTNERS



AUTOMOTIVE SEALING SYSTEM



TOKAI KOGYO CO. LTD, JAPAN

ESTABLISHED : 1947

GLOBAL PRESENCE :
USA, THAILAND, INDONESIA, CHINA,
MEXICO, VIETNAM

RELATIONSHIP WITH PPAP : 1989

INJECTION MOLDED PRODUCTS



NISSEN CHEMITEC CORPORATION, JAPAN

ESTABLISHED : 1951

GLOBAL PRESENCE :
USA, THAILAND, INDONESIA, SINGAPORE

RELATIONSHIP WITH PPAP : 2007

CORE STRENGTHS



Leadership position

- India's largest player in automobile sealing systems business
- Well established manufacturer of Extruded Products & Injection Molded Products

Established OEM Presence

- Single source supplier of automobile sealing systems to major OEMs in India
- Leading supplier of Extruded Products & Injection Molded Products to Honda Cars India Ltd.
- Engagement with OEMs right from the car's designing stage

Access to global technology through Collaboration & JVs

- Technical collaboration with Tokai Kogyo Co. Ltd, Japan for automobile sealing systems business
- Joint Venture with Tokai Kogyo Co. Ltd, Japan for manufacturing EPDM Rubber based Automotive System
- Technical collaboration with Nissen Chemitec Corporation, Japan for Injection Molded products

State-of-the-art manufacturing facilities

- Capability of processing engineering plastics like PVC, PP, ABS and TPO and extrude up to four materials in the same profile
- New technologies namely; SUS type Extrusion and Slide Rail to meet the demands of passenger car segments
- Strategically located manufacturing plants closer to OEMs

Strong R&D Capabilities

- Capabilities of tool design, product design, checking fixture design & design validation

Healthy Financials

- Over FY13-15, PPAP has seen strong Revenue/EBITDA/PAT CAGR of 22%/50%/179%, respectively

FACILITIES OVERVIEW

MANUFACTURING FACILITIES



India

CERTIFICATIONS
TS 16949
ISO 14001
OHSAS 18001



PLANT IV
PATHREDI, 2014



PLANT I
NOIDA, 1996



PLANT II
NOIDA, 2003



PLANT III
SURAJPUR, 2008



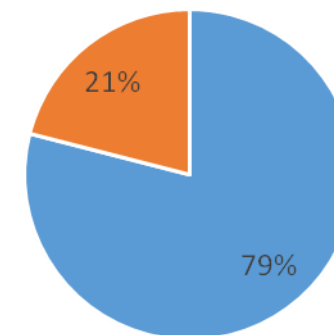
PLANT V
CHENNAI, 2012

- E** PLASTIC EXTRUSION
- I** INJECTION
- R** RUBBER EXTRUSION
- A** ASSEMBLY

- REGISTERED OFFICE
- MANUFACTURING FACILITY
- FUTURE PLANNING

HUMAN RESOURCE

TEAM STRENGTH : 1517



- DIRECT
- INDIRECT

INDIRECT	21%
NO OF TEAM MEMBERS	
DESIGN & DEVELOPMENT	40
TOOL MANUFACTURING	8
SPECIAL PURPOSE MACHINE	4
STAFF	265
[PRODUCTION, QUALITY, PURCHASE, ACCOUNTS, MARKETING, HR & IT]	

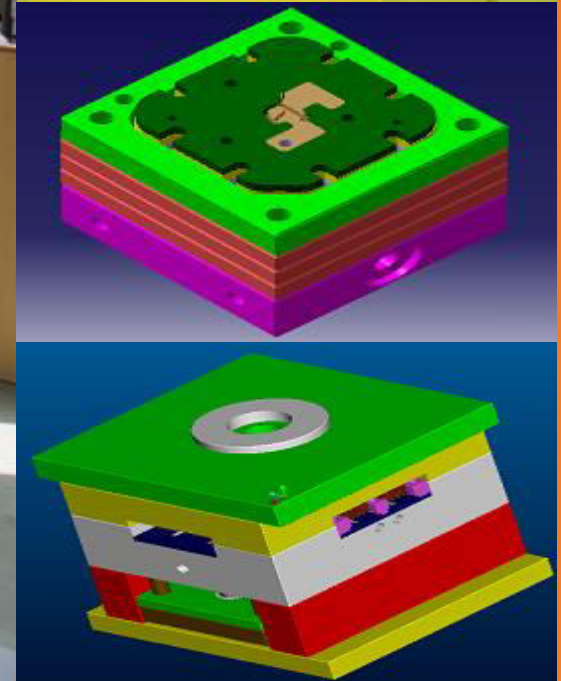
ATTRITION

S NO	TYPE	FY 2014-15
1	COMPANY ROLL	4.0 %
2	CONTRACTOR ROLL	9.8 %

DESIGN AND DEVELOPMENT



- PRODUCT DESIGN
- TOOL DESIGN
- CHECKING FIXTURE DESIGN
- DESIGN VALIDATION
- SPECIAL PURPOSE MACHINES DESIGN AND MANUFACTURING



EXTRUSION INFRASTRUCTURE



PVC / TPO MATERIAL



13 EXTRUSION LINES
FLOCKING LINES
ASSEMBLY LINES

EPDM & TPV MATERIAL



1 KNEADER MIXING PLANT
(2ND MIXING)
1 EPDM LINE
1 TPV LINE

JV COMPANY – PPAP TOKAI INDIA RUBBER PRIVATE LIMITED

INJECTION MOLDING INFRASTRUCTURE



RANGE :

- 60 TONS – 2500 TONS

MAKE :

- TOSHIBA
- NISSEI
- JSW
- FANUC
- TOYO
- MITSUBISHI

32 MACHINES INCLUDING 8 GAS ASSISTED

TOOL & MACHINE MANUFACTURING



- IN HOUSE TOOL ROOM
- CNC MACHINES
 - WIRE CUT (SODICK)
 - EDM
 - CNC LATHE
 - CNC MILLING
- OUTSOURCING OF TOOLINGS FROM –
 - LOCAL
 - CHINA
 - TAIWAN



TESTING AND VALIDATION



- RAW MATERIAL TESTING
- PART PERFORMANCE TESTING

TEST MACHIINES

- Universal Testing Machine
- Impact Strength Testing Machine (Izod/ Charpy)
- Hardness Tester
- Specific Gravity
- MFI Testing Machine
- Muffle Furnace for Ash Content
- Viscosity Meter
- Heat / Cold Conditioning Chambers
- Salt Spray Tester
- Profile Projector
- Abrasion Tester
- Humidity Chamber – up to 95 % RH
- Heat Stability Machine
- Low Temperature Impact Testing Machine
- Salt Spray testing

CUSTOMERS PROFILE

MODELS



CUSTOMERS



INDIA

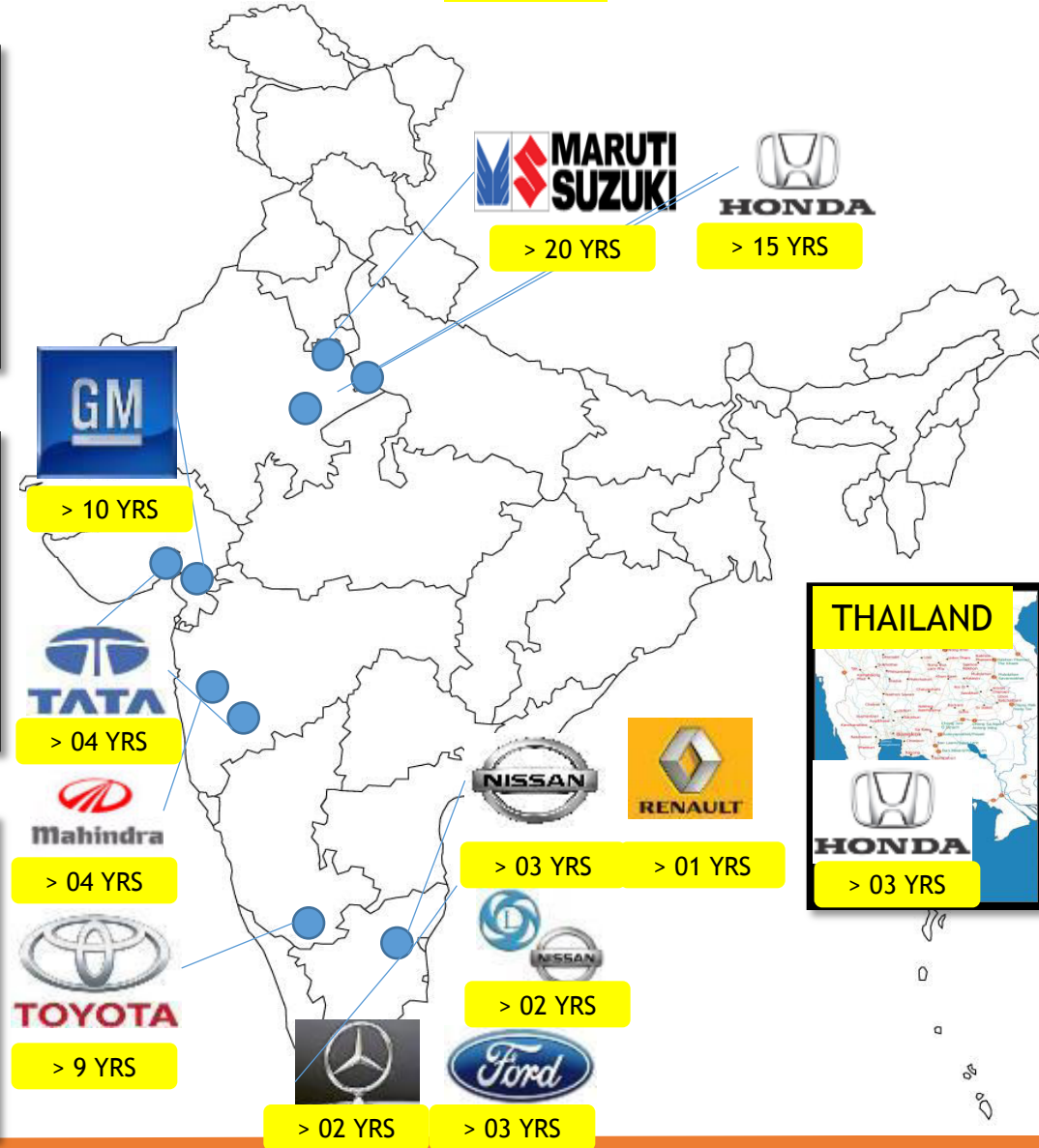
EUROPE



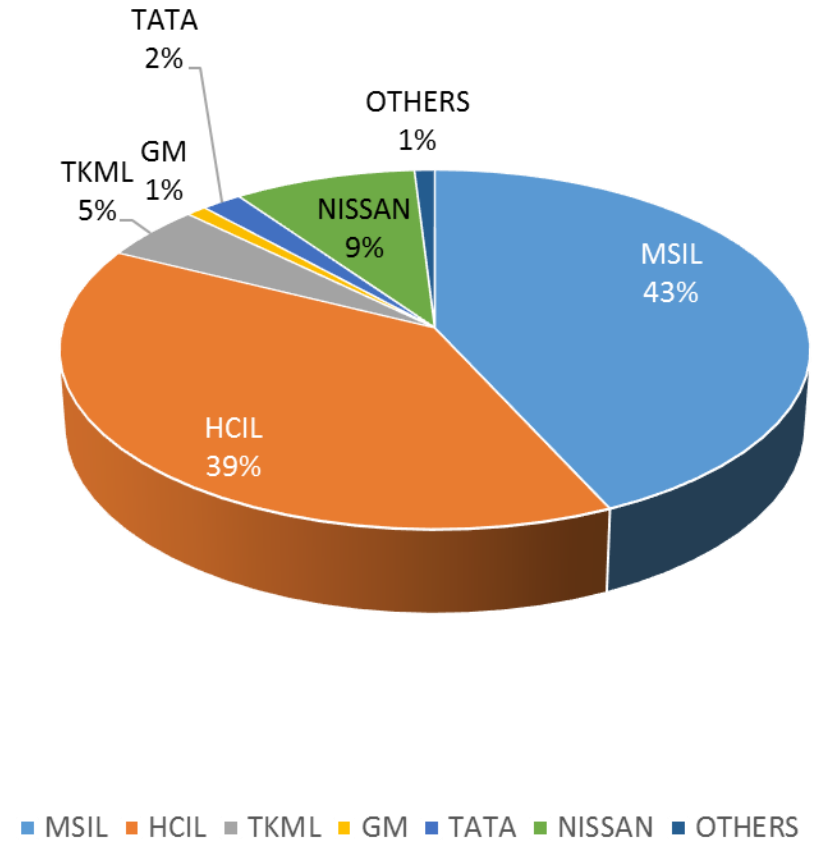
MEXICO



JAPAN



BUSINESS SHARE



AWARDS

CUSTOMER APPRECIATION



CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



HONDA CARS INDIA LIMITED



MARUTI SUZUKI INDIA LIMITED

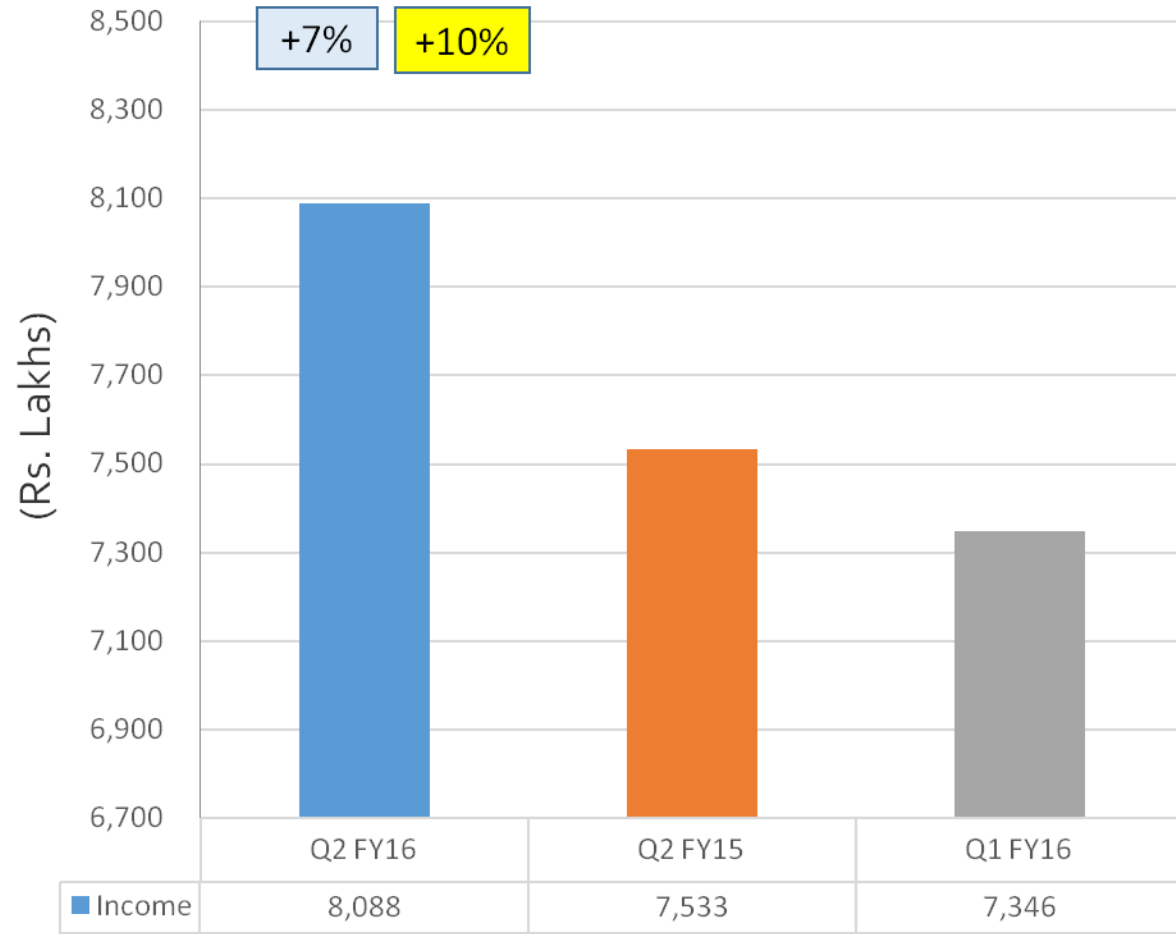
FINANCIAL PERFORMANCE

<< QUARTER 2 FY 16 >>

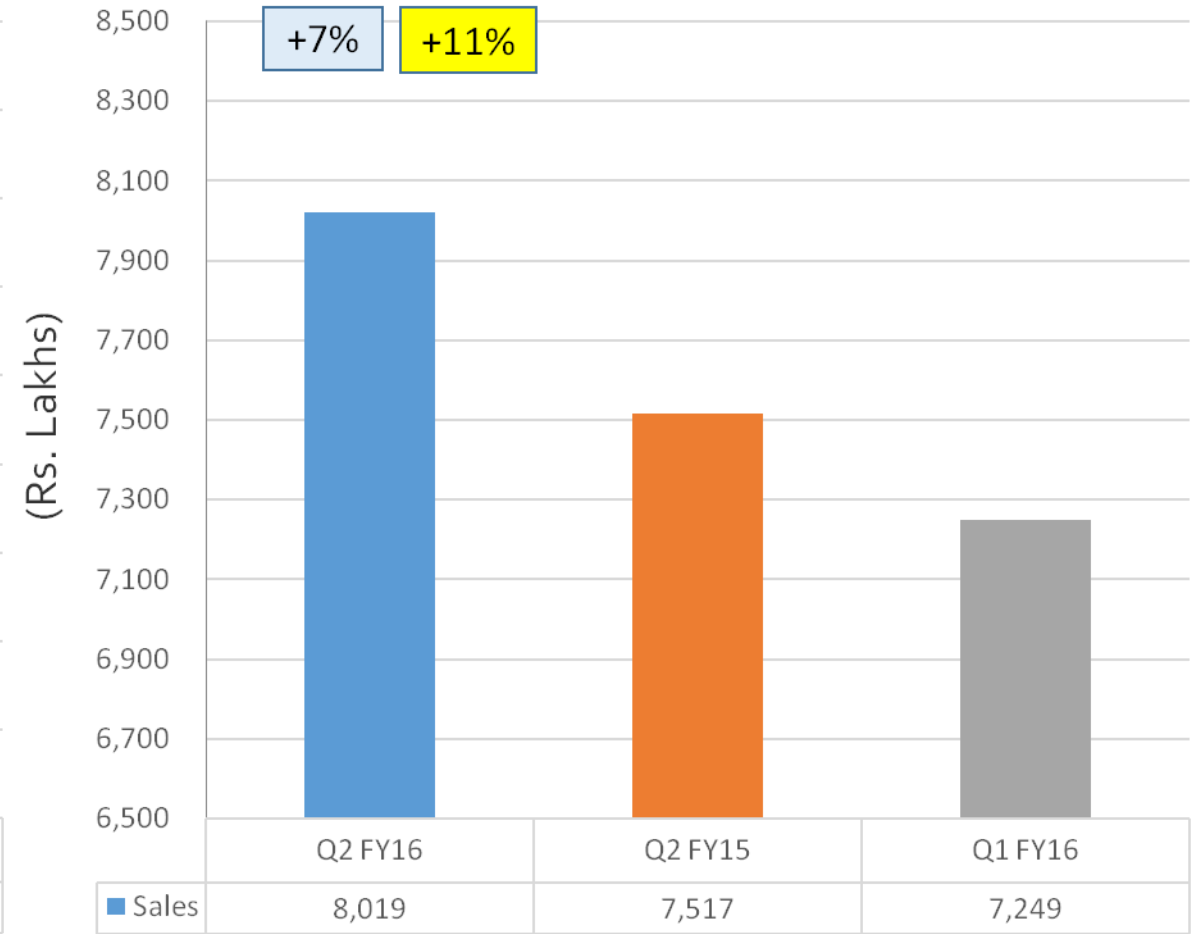
INCOME



Income



Sales

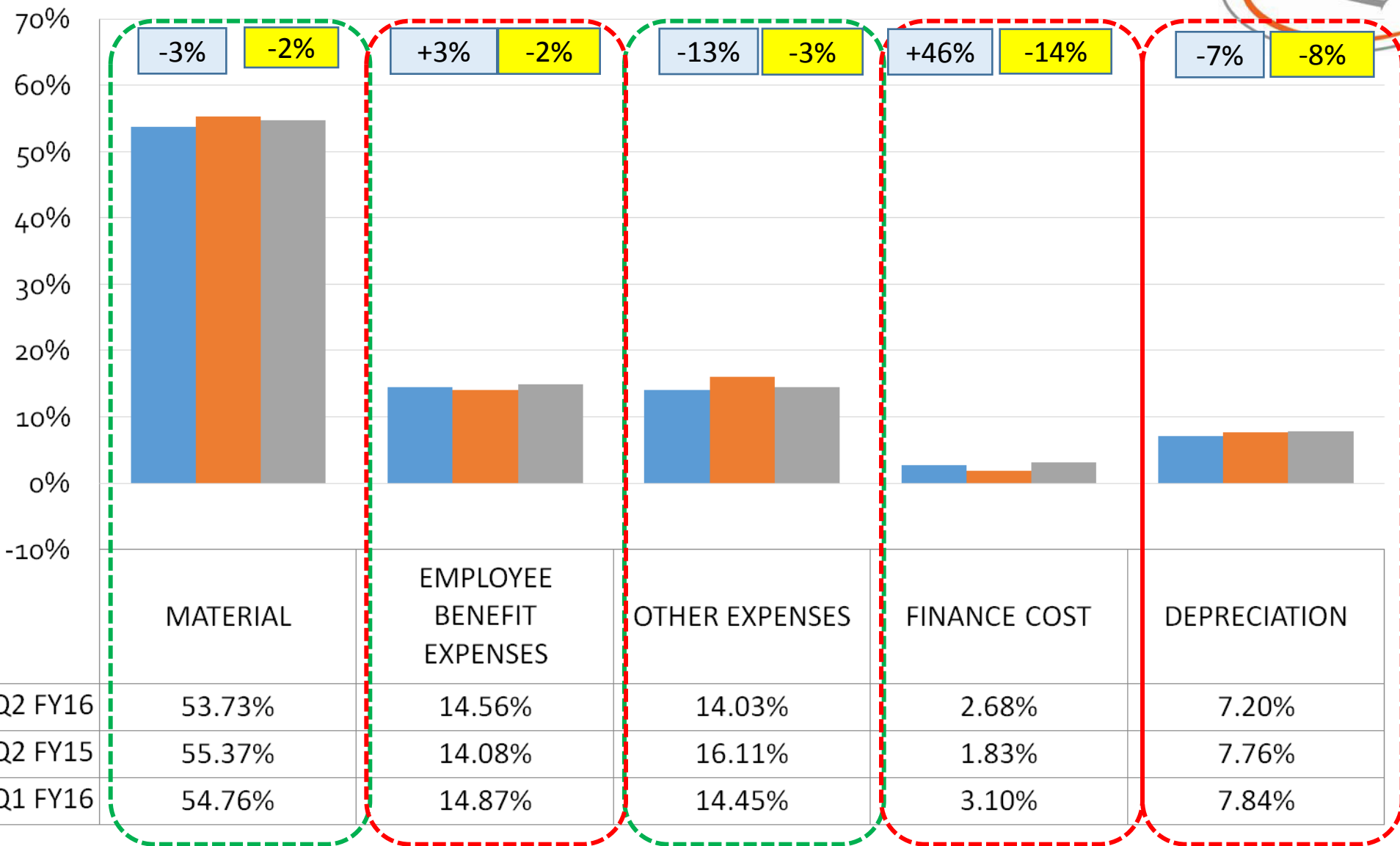


VARIANCE
Year on Year

VARIANCE
Qtr on Qtr

EXPENSES

% TO SALES

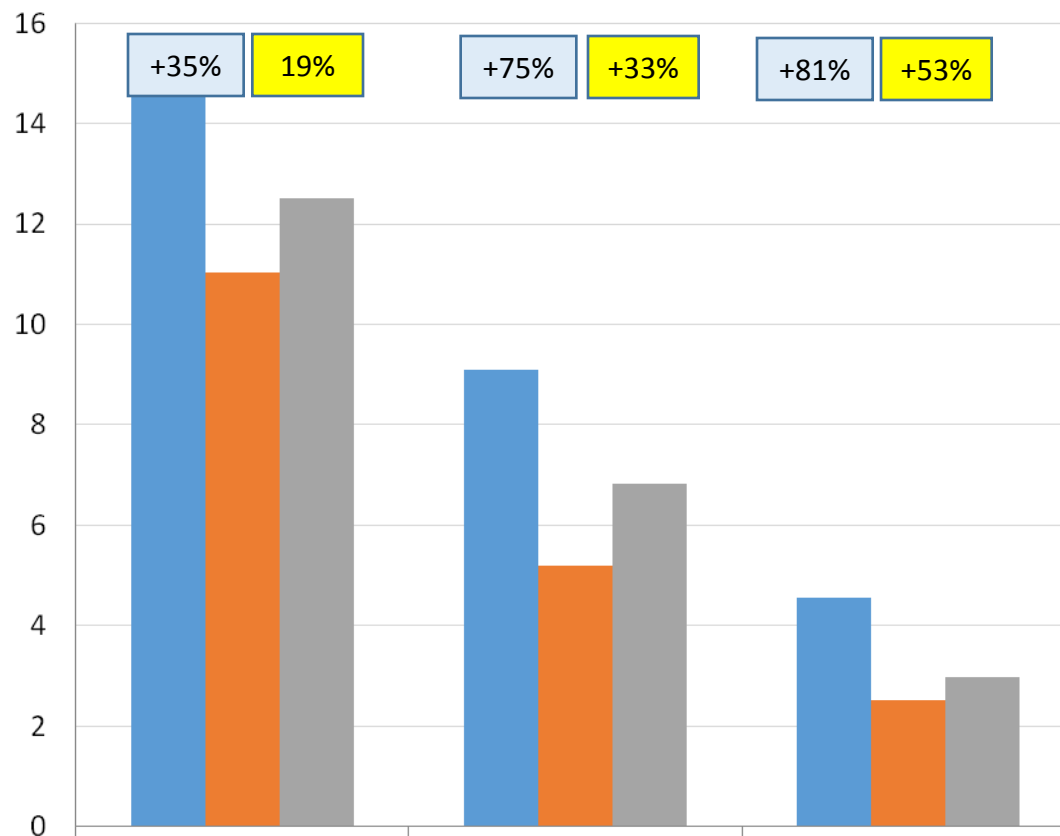


VARIANCE
Year on Year

VARIANCE
Qtr on Qtr

PROFIT RATIOS

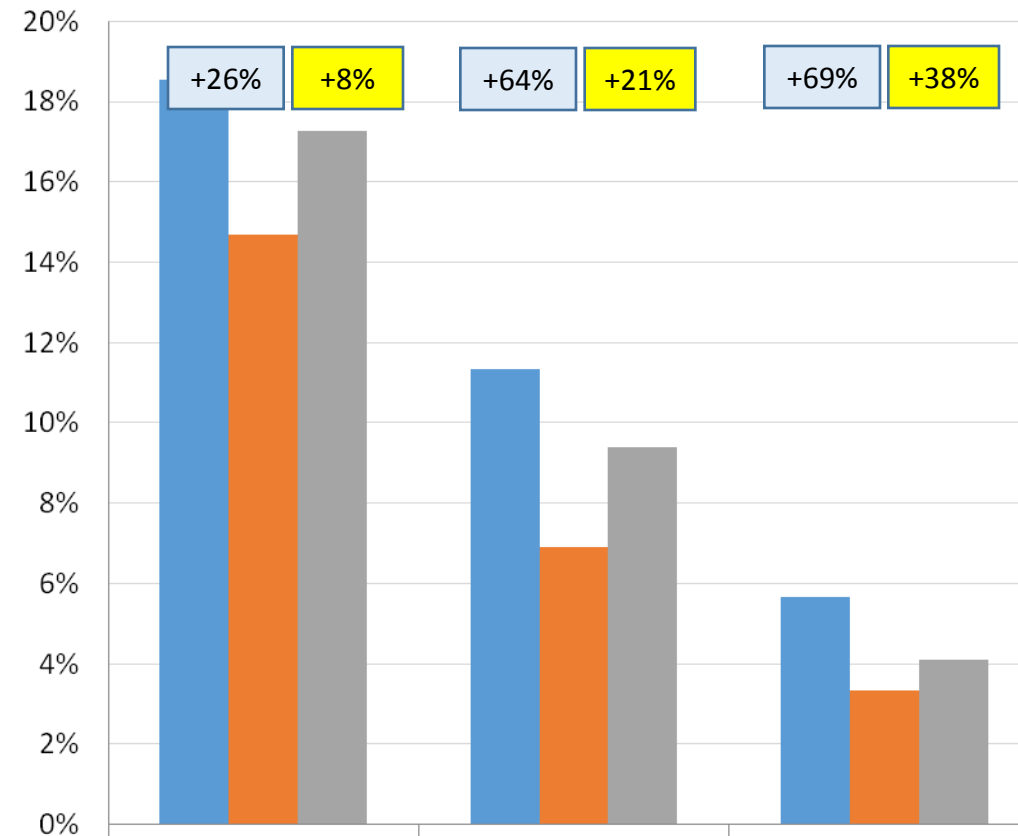
IN RS. CRORE



■ Q2 FY16	14.87	9.10	4.55
■ Q2 FY15	11.02	5.19	2.52
■ Q1 FY16	12.50	6.82	2.97

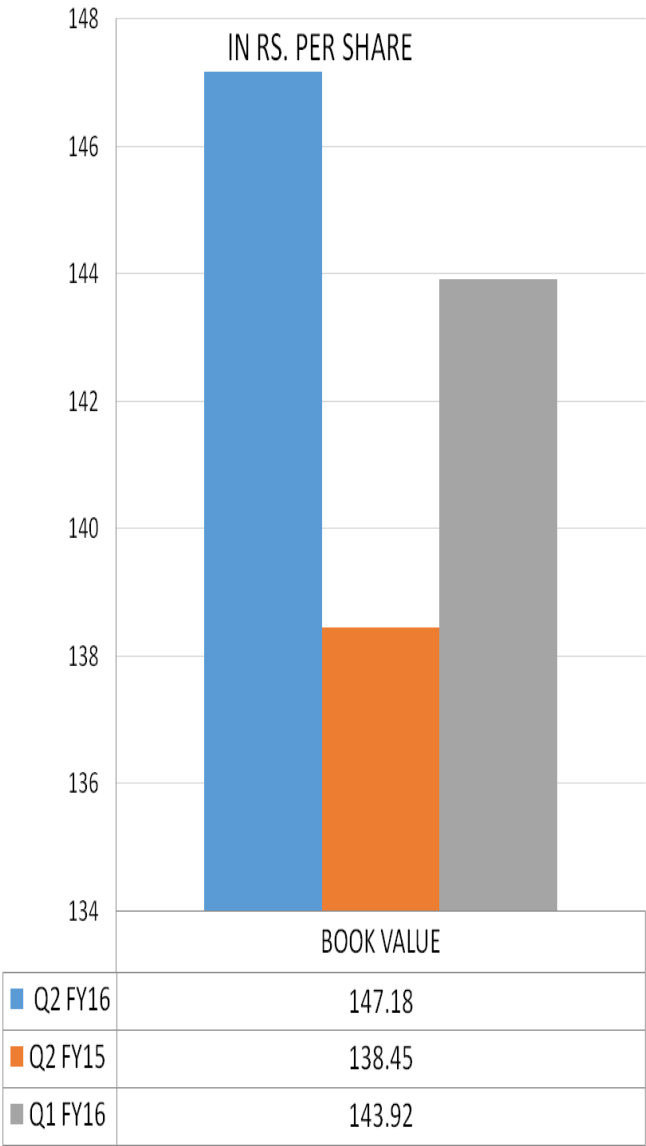
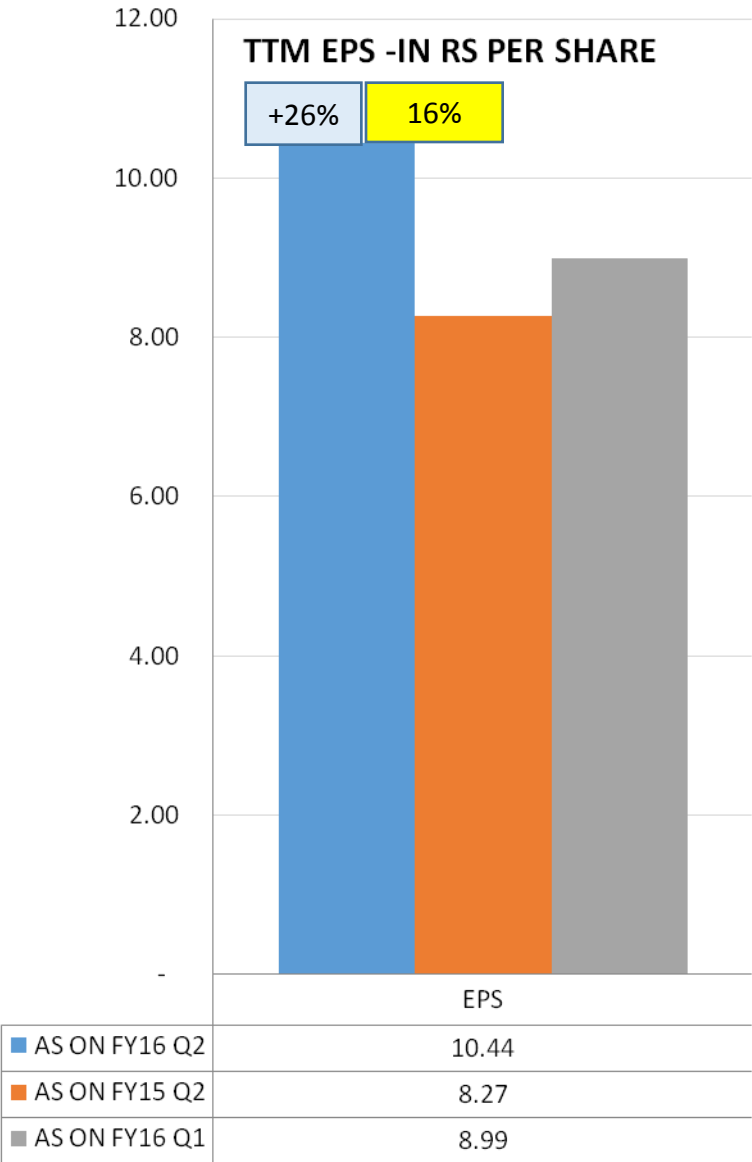
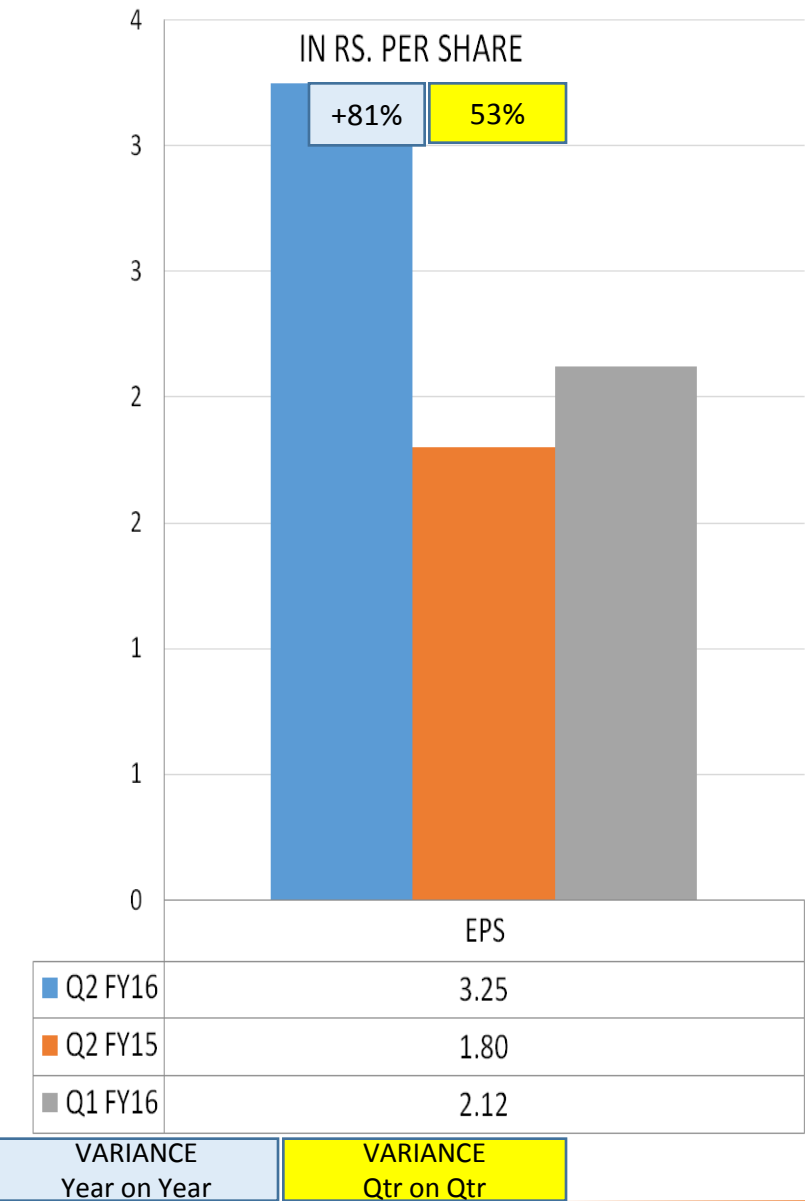
VARIANCE Year on Year	VARIANCE Qtr on Qtr
--------------------------	------------------------

% TO SALES

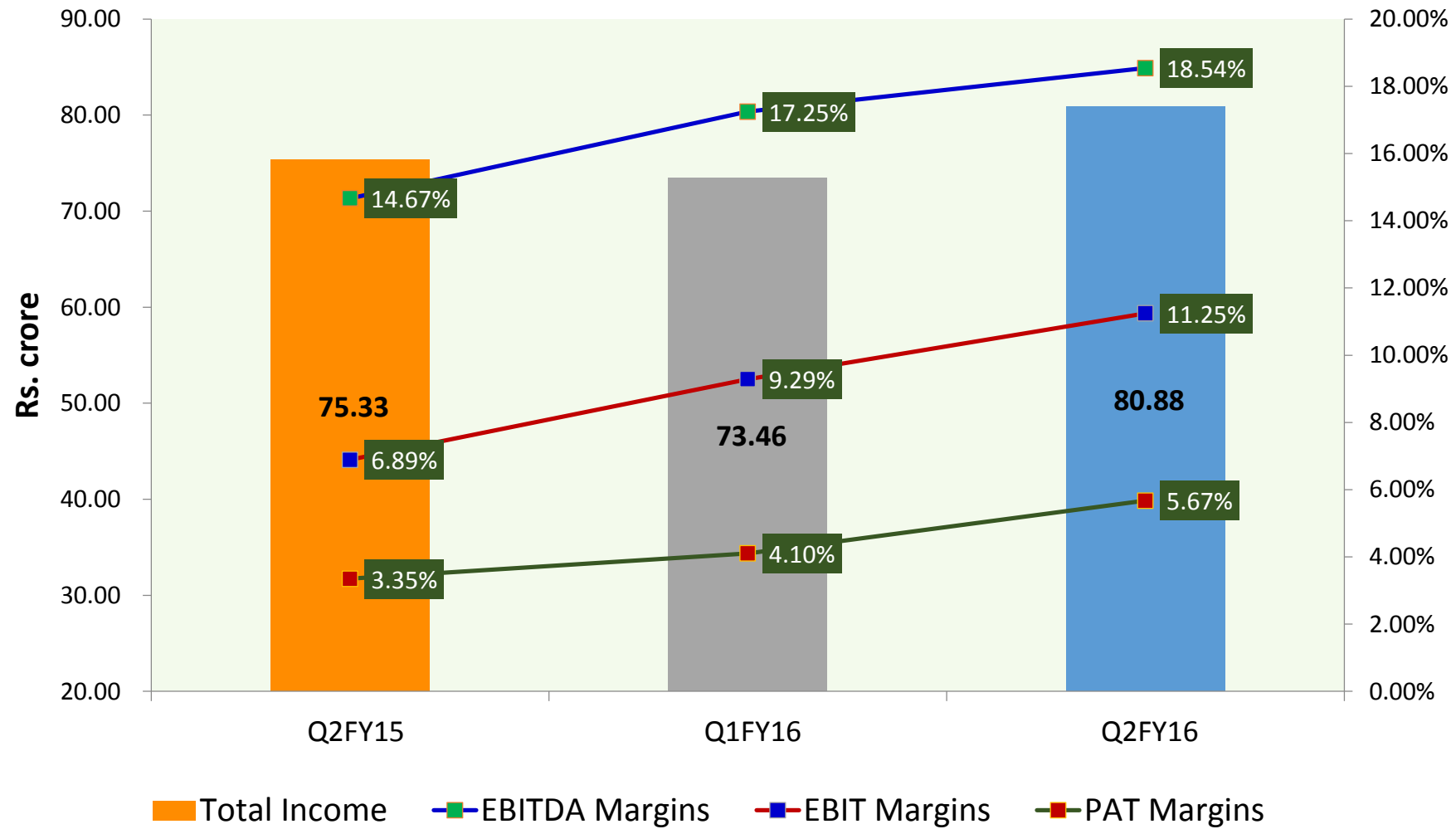


■ Q2 FY16	18.54%	11.34%	5.67%
■ Q2 FY15	14.67%	6.90%	3.35%
■ Q1 FY16	17.25%	9.41%	4.10%

EPS & BVPS



SUMMARY - KEY RATIOS



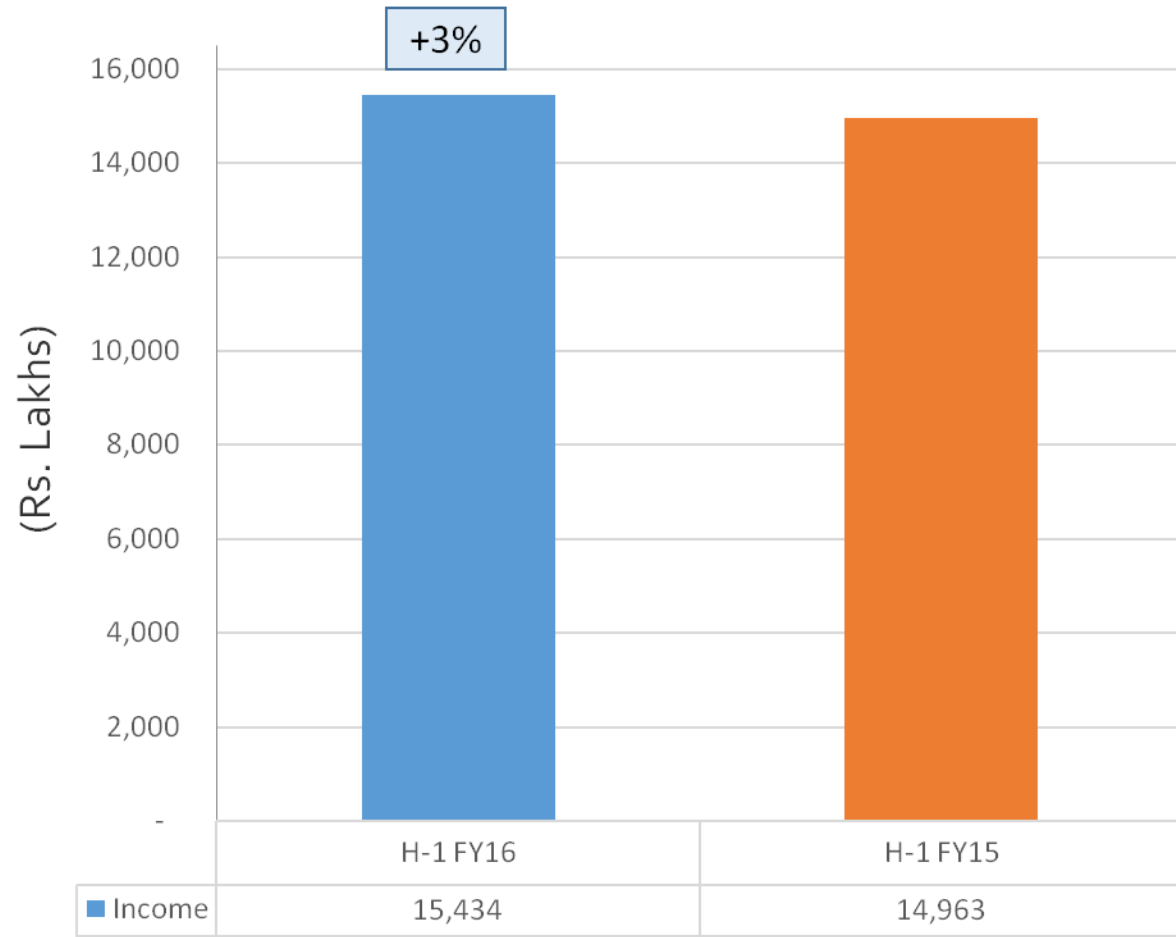
FINANCIAL PERFORMANCE

<< HALF YEAR FY 16 >>

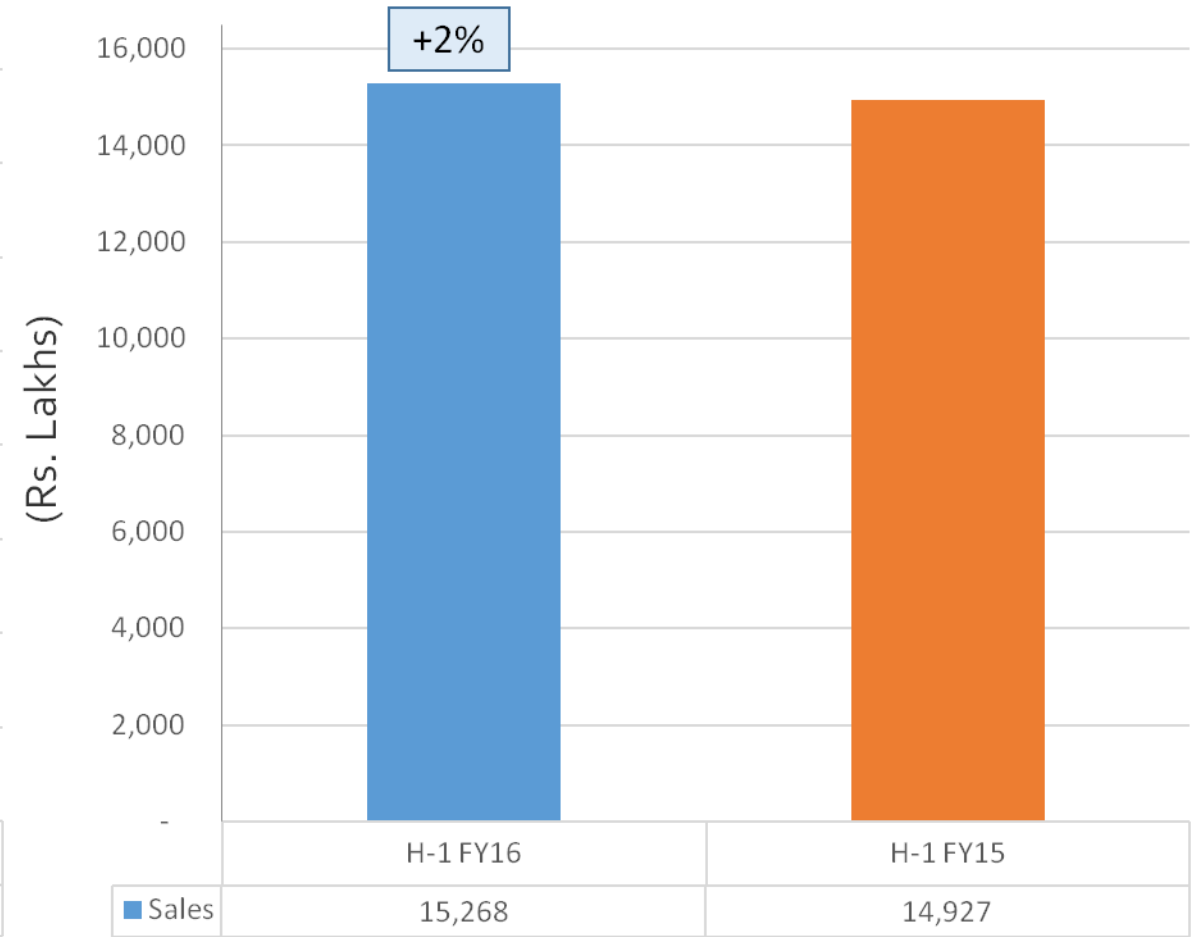
INCOME



Income



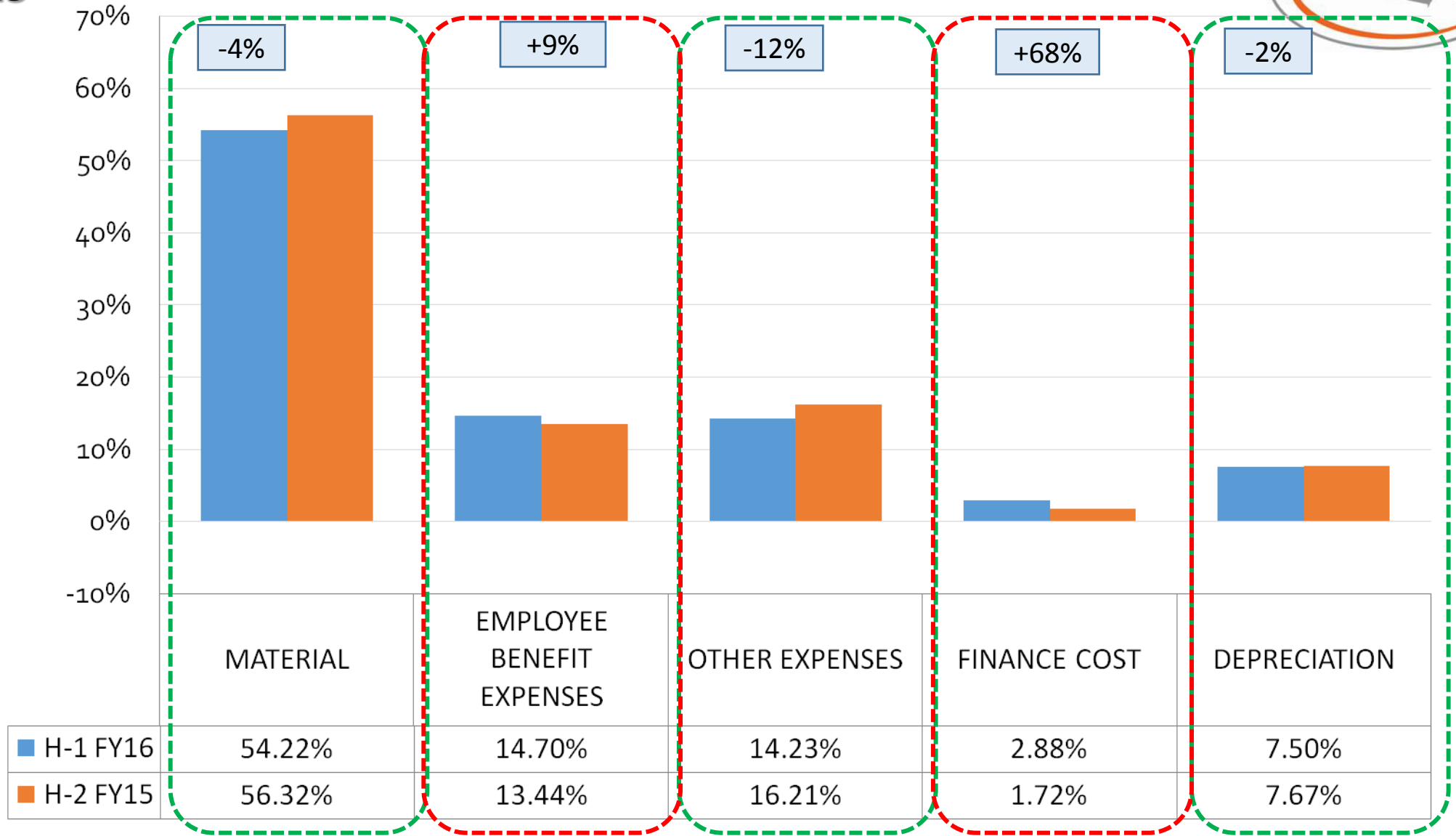
Sales



VARIANCE
Year on Year

EXPENSES

% TO SALES

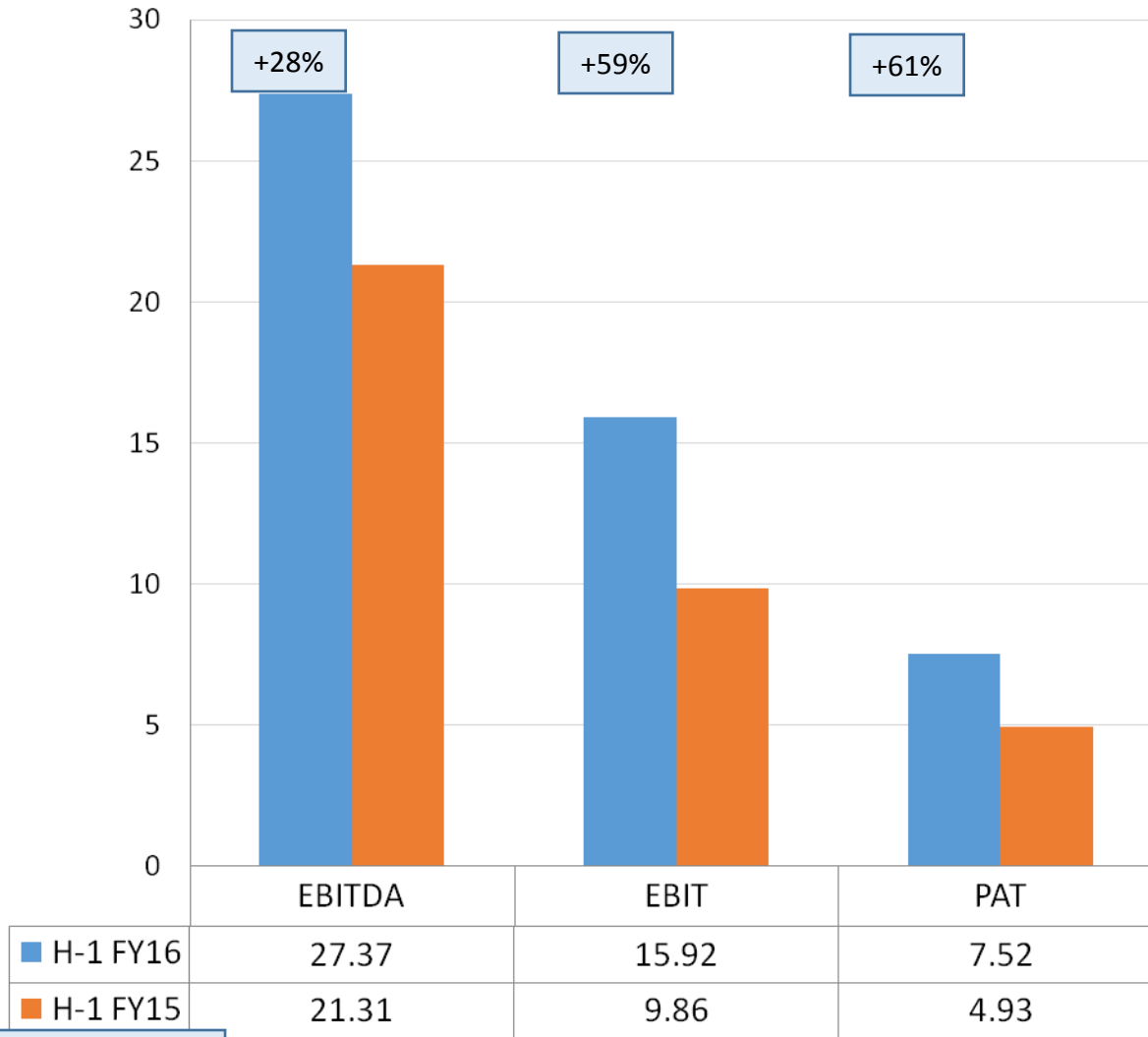


VARIANCE
Year on Year

PROFIT RATIOS

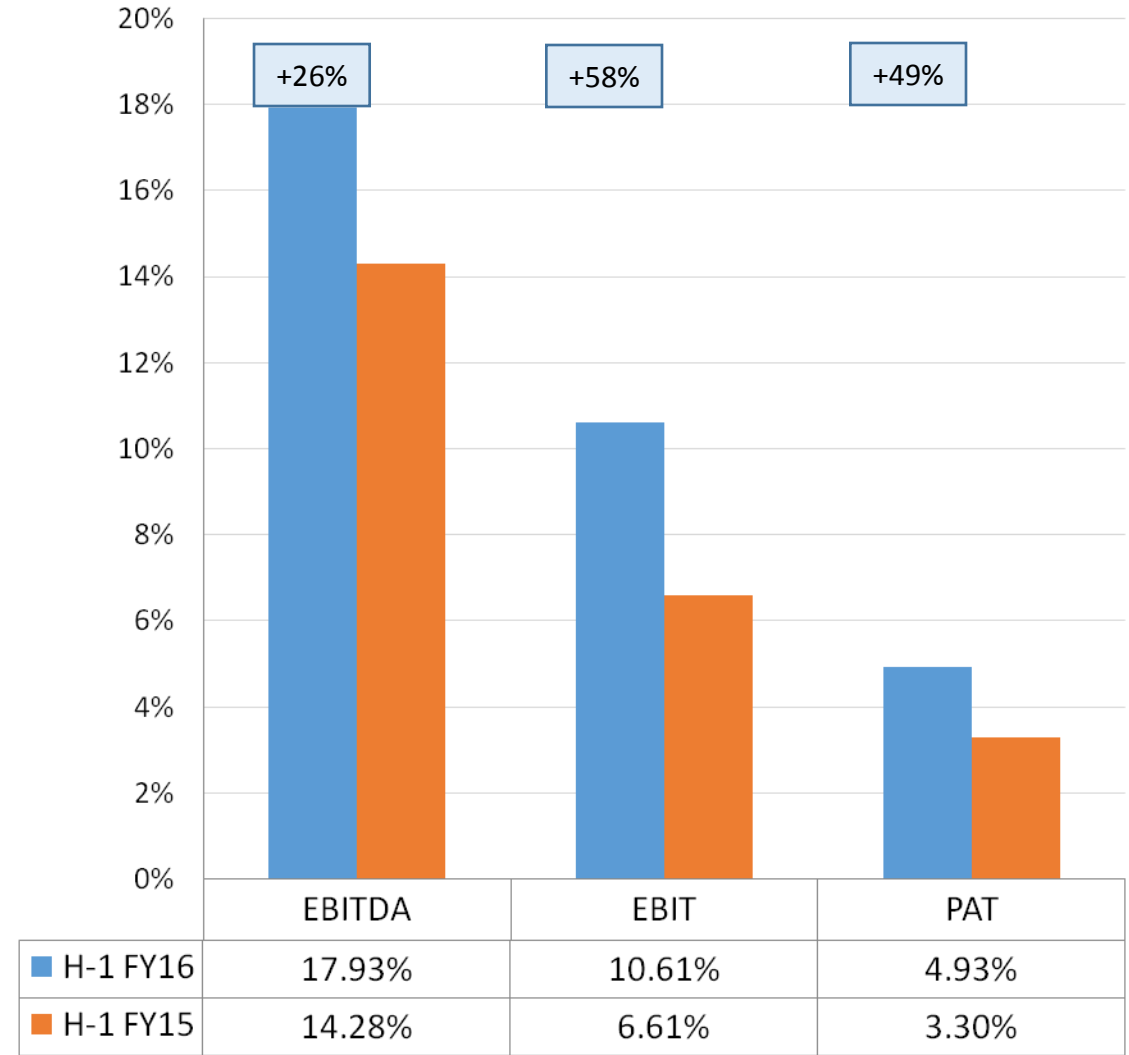


IN RS. CRORE

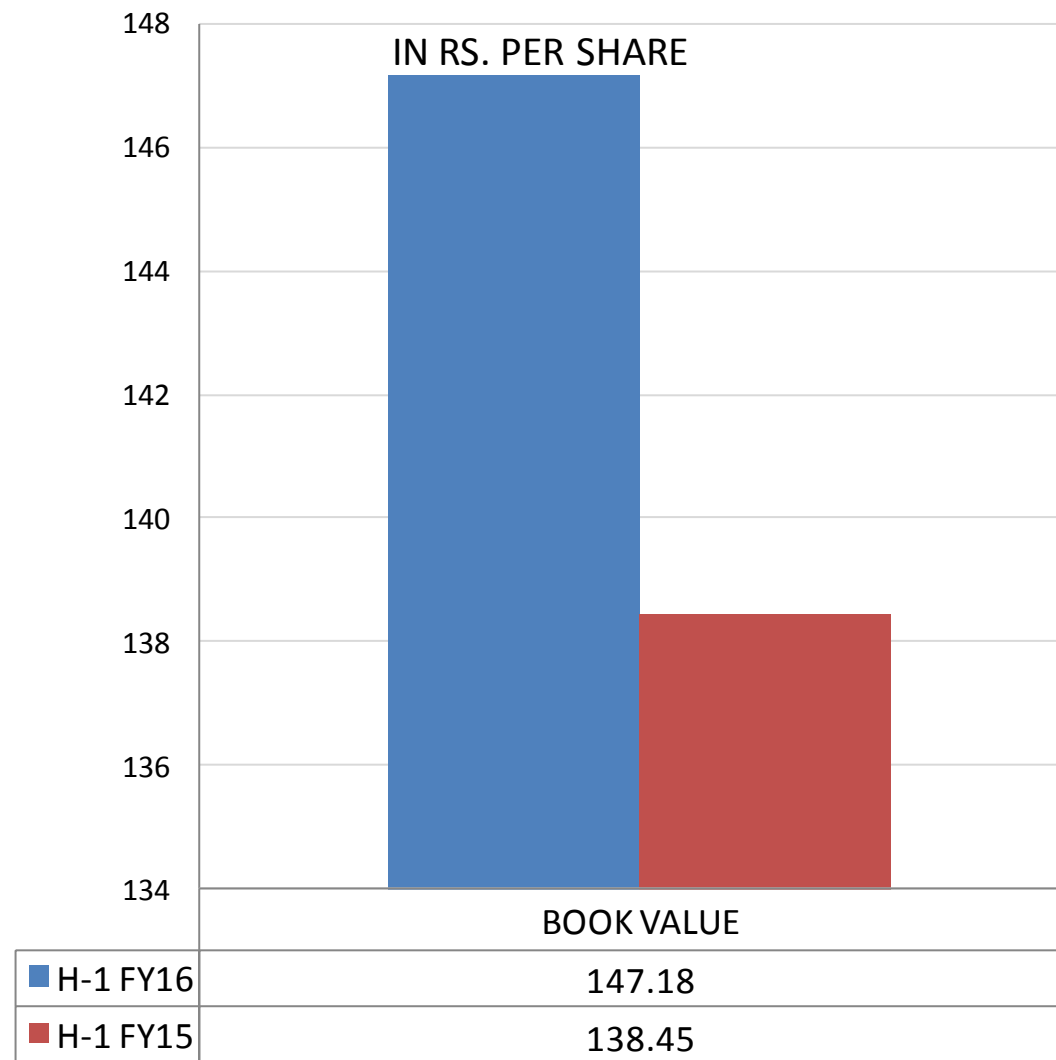
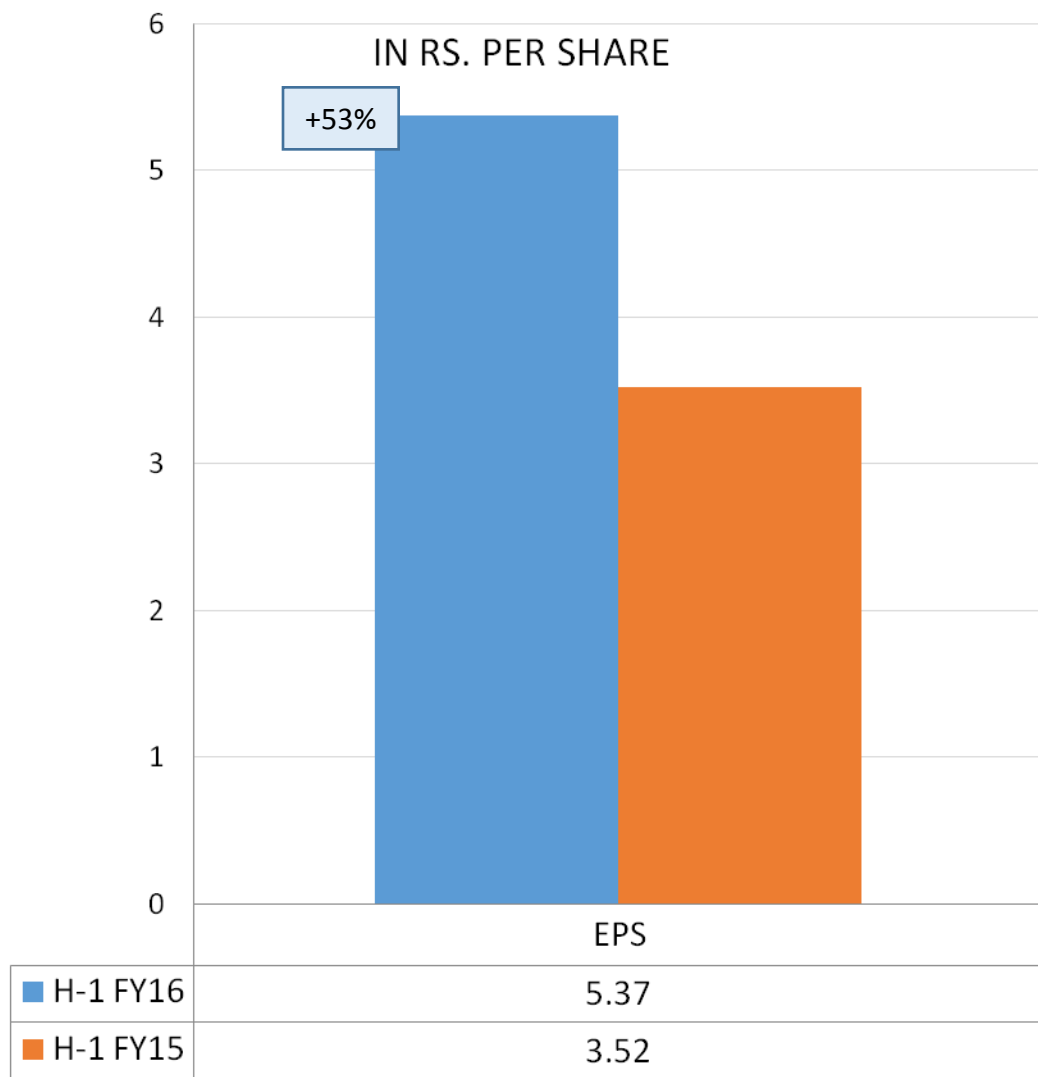


VARIANCE
Year on Year

% TO SALES

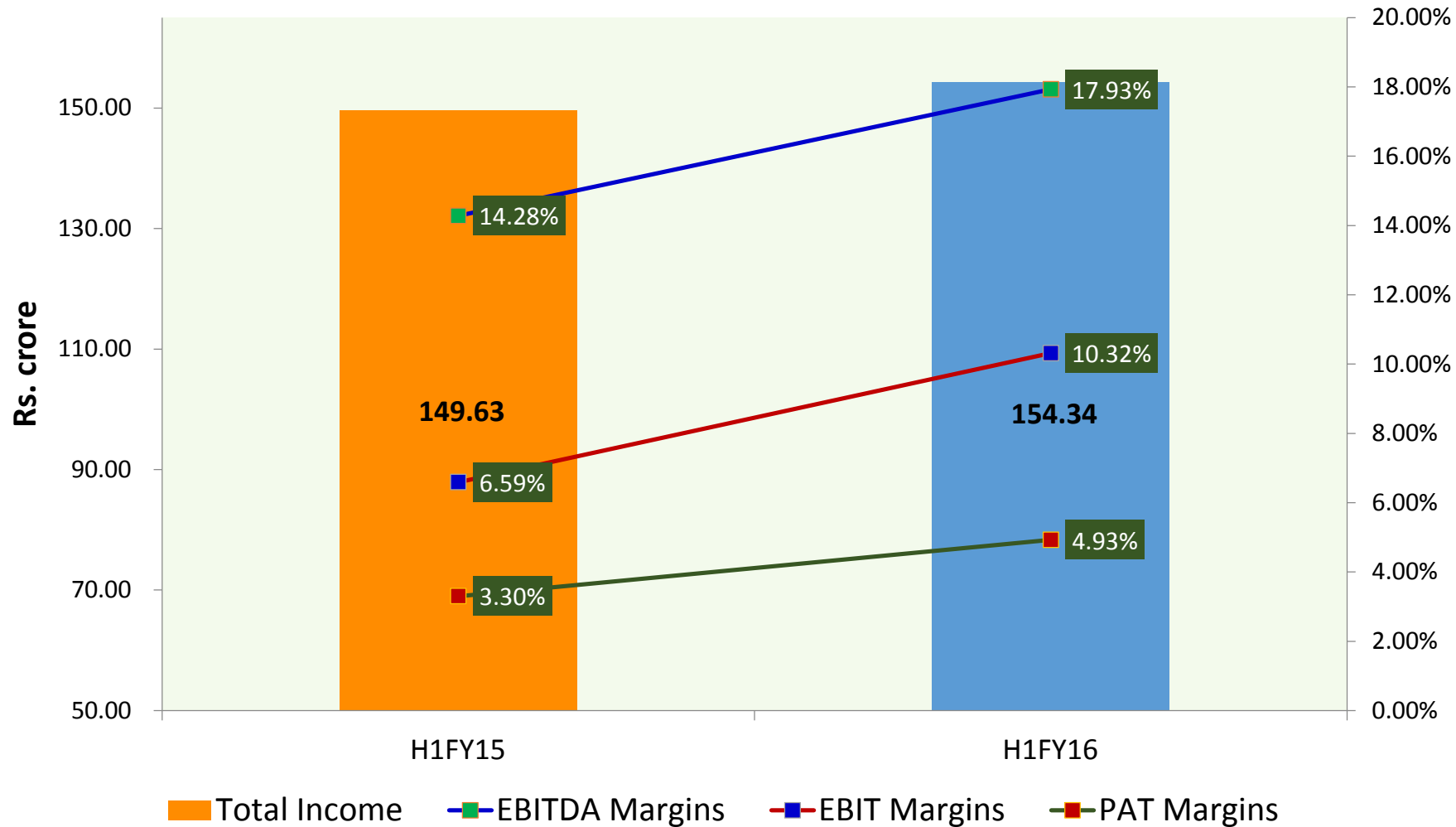


EPS & BVPS



VARIANCE
Year on Year

SUMMARY - KEY RATIOS



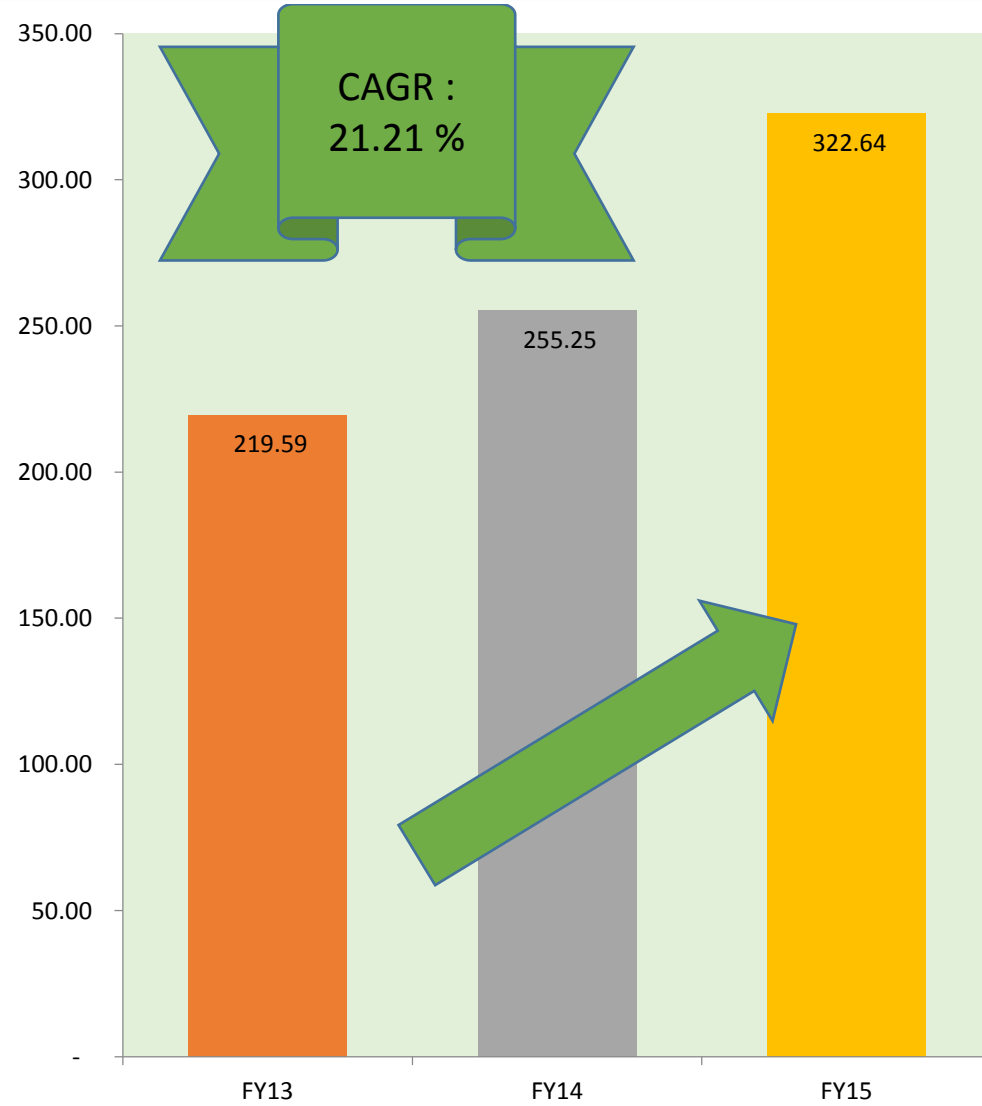
FINANCIAL PERFORMANCE

<< PREVIOUS 3 YEARS >>

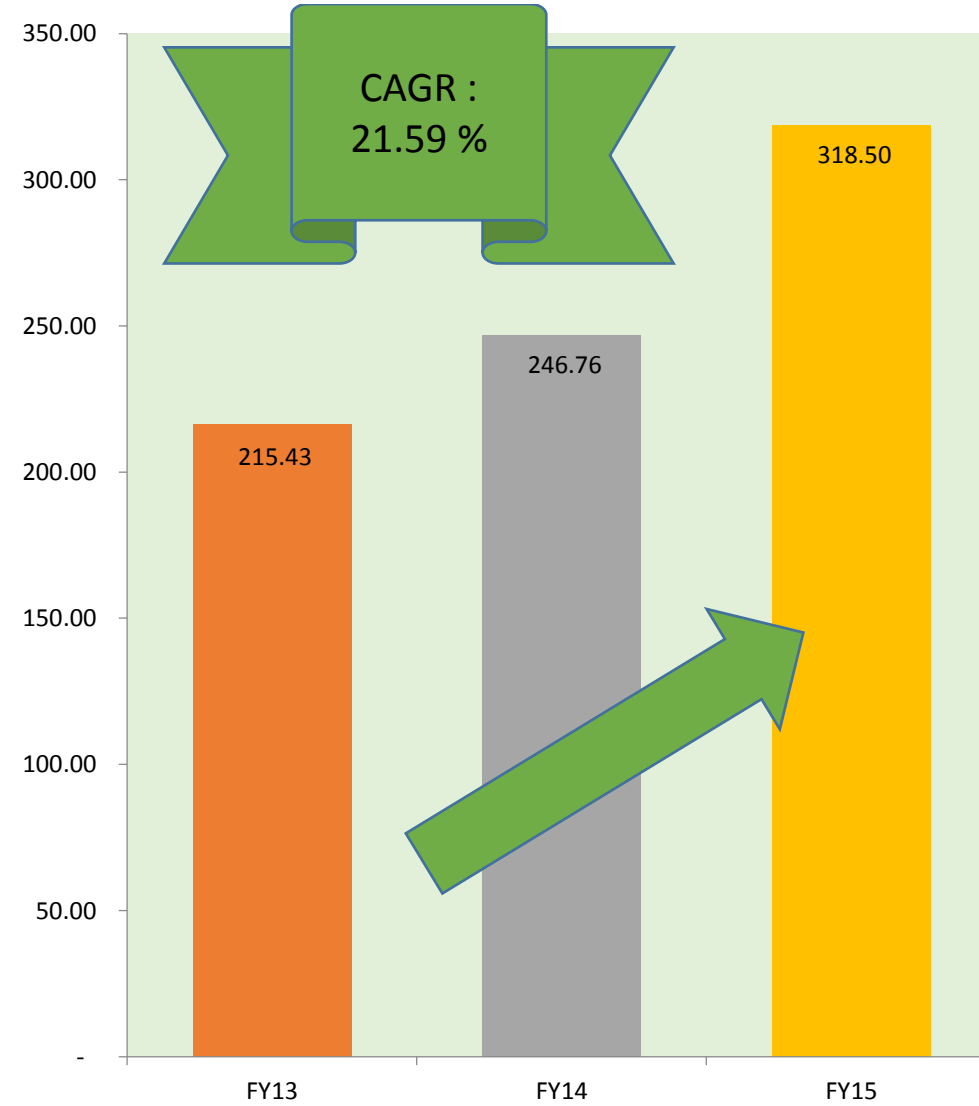
INCOME



TOTAL INCOME (INR CRS.)



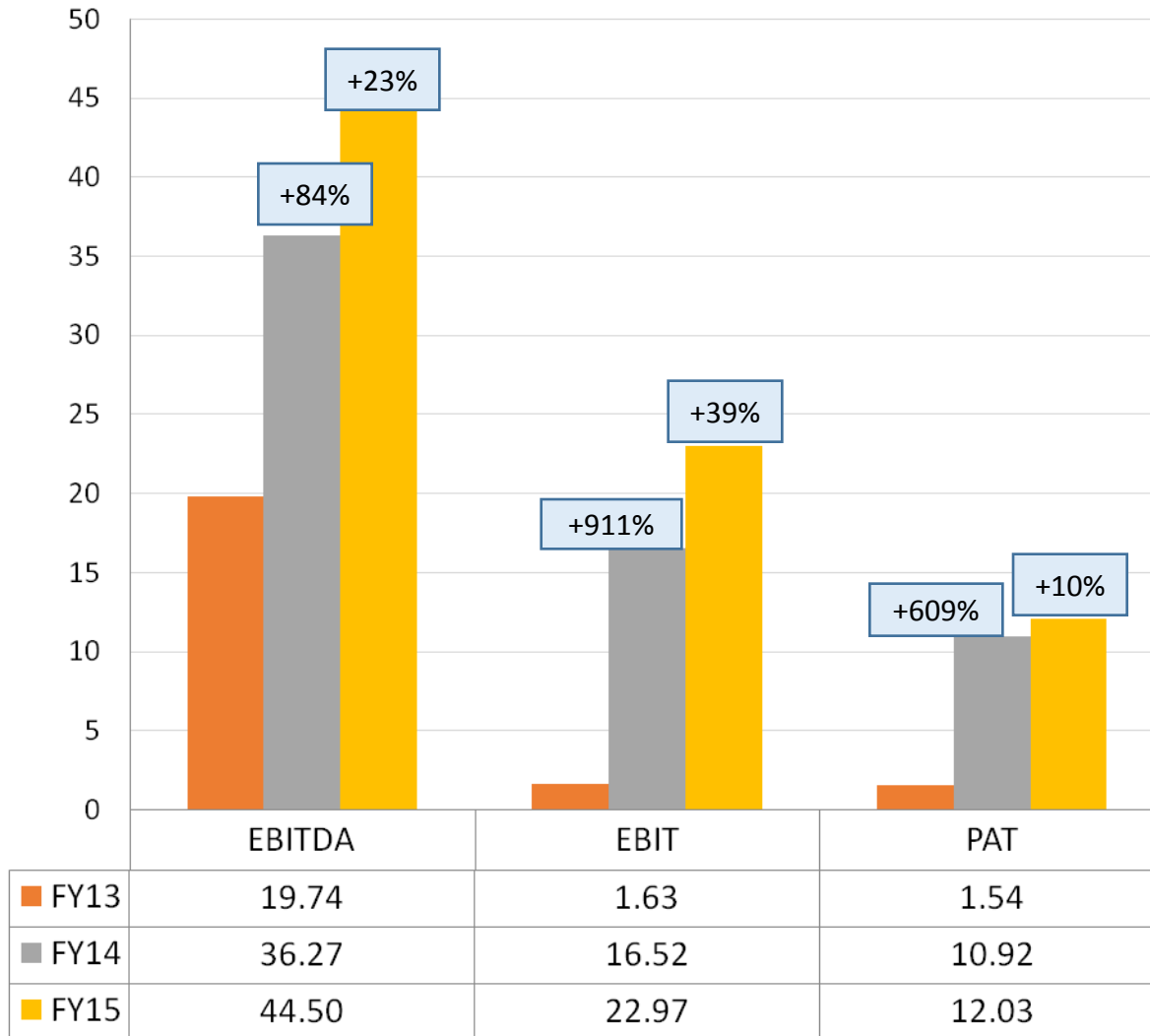
SALES (INR CRS.)



PROFIT RATIOS

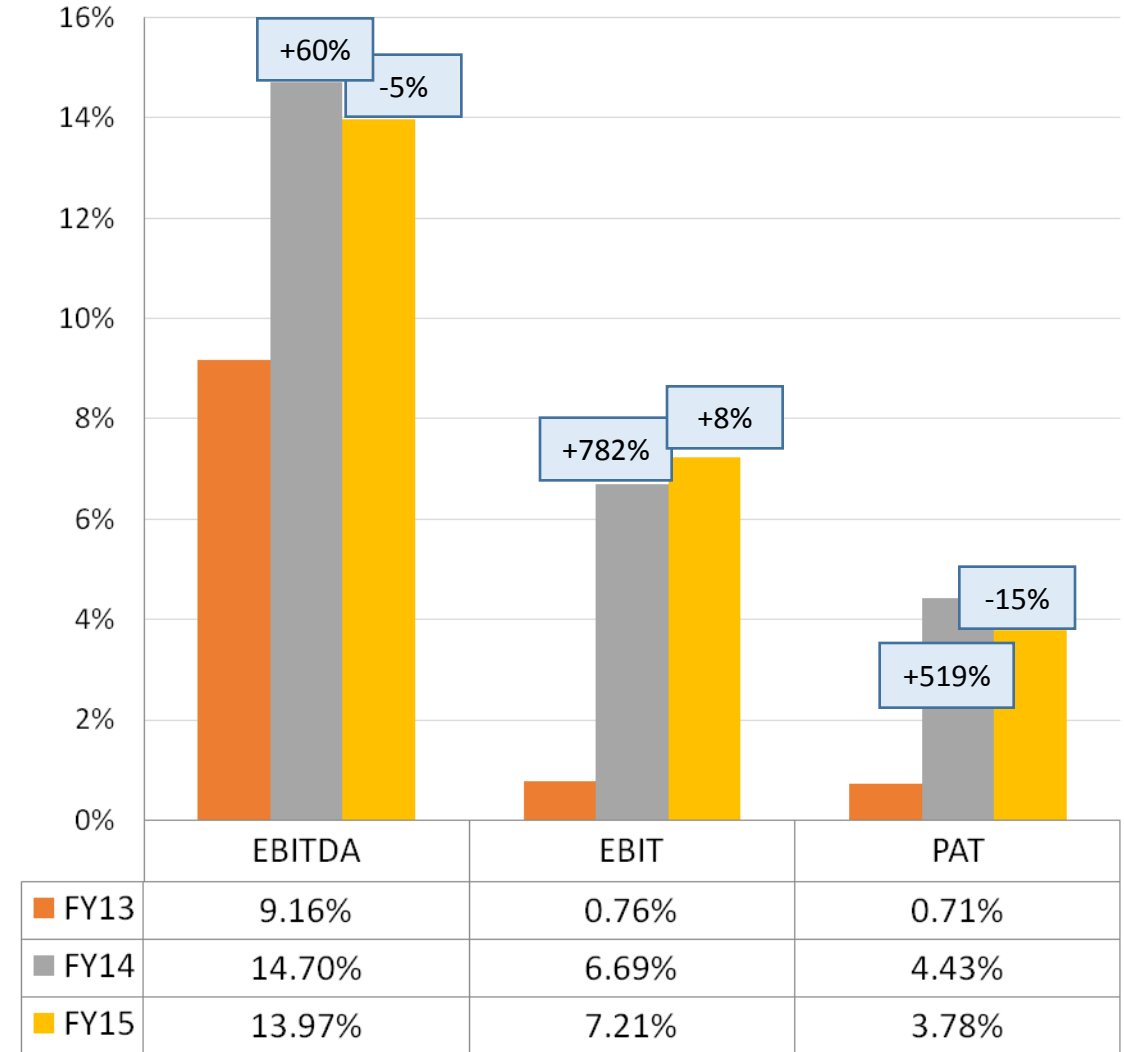


IN RS. CRORE



VARIANCE
Year on Year

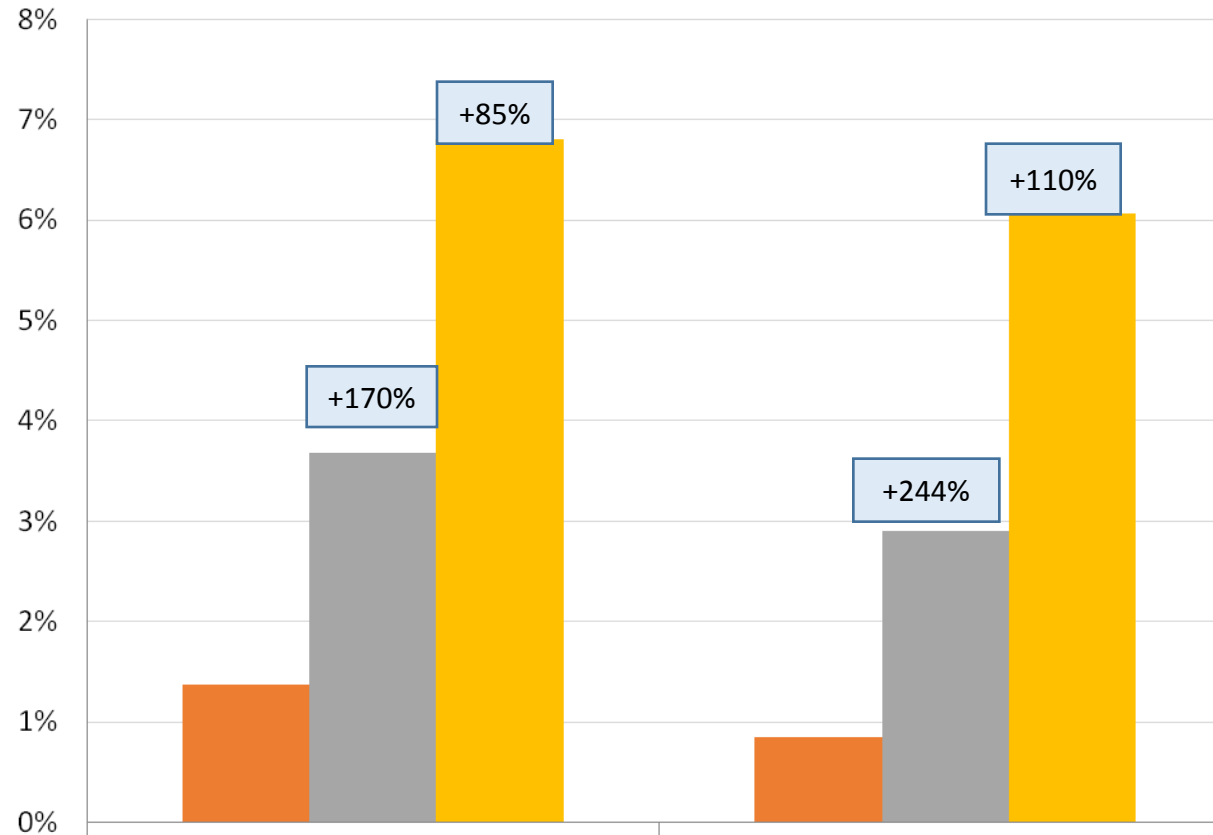
% TO SALES



RETURN RATIOS



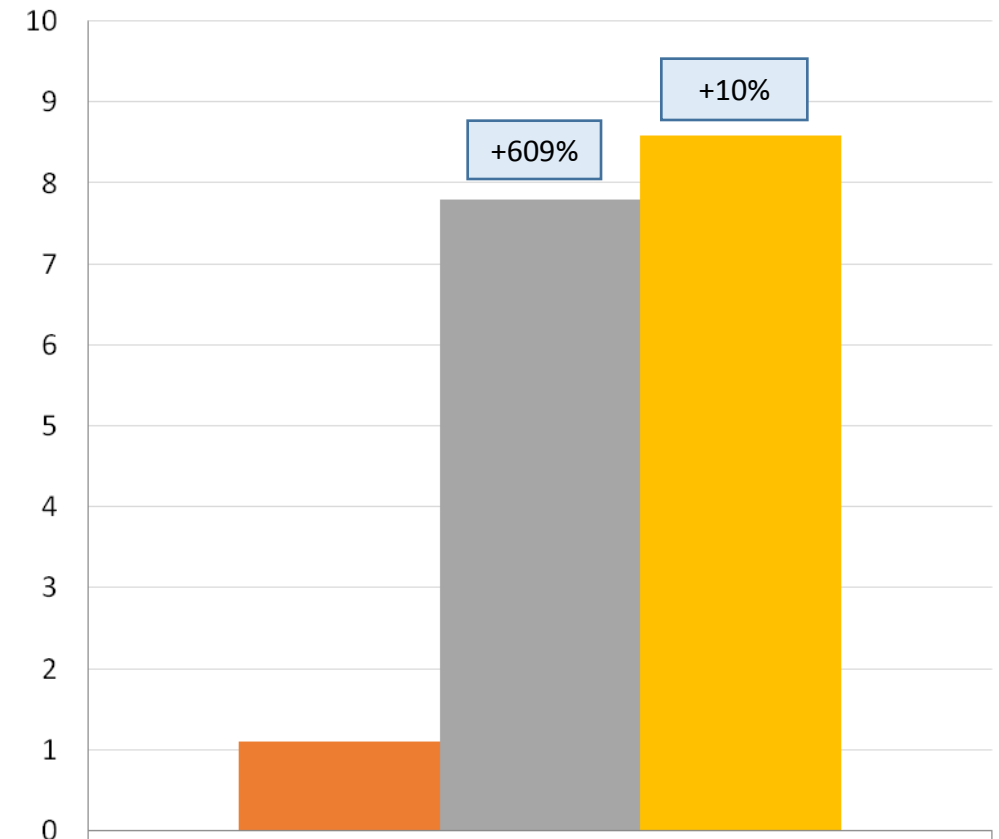
IN %



	ROCE	ROI
FY13	1.36%	0.84%
FY14	3.67%	2.89%
FY15	6.80%	6.06%

VARIANCE
Year on Year

IN RS. PER SHARE

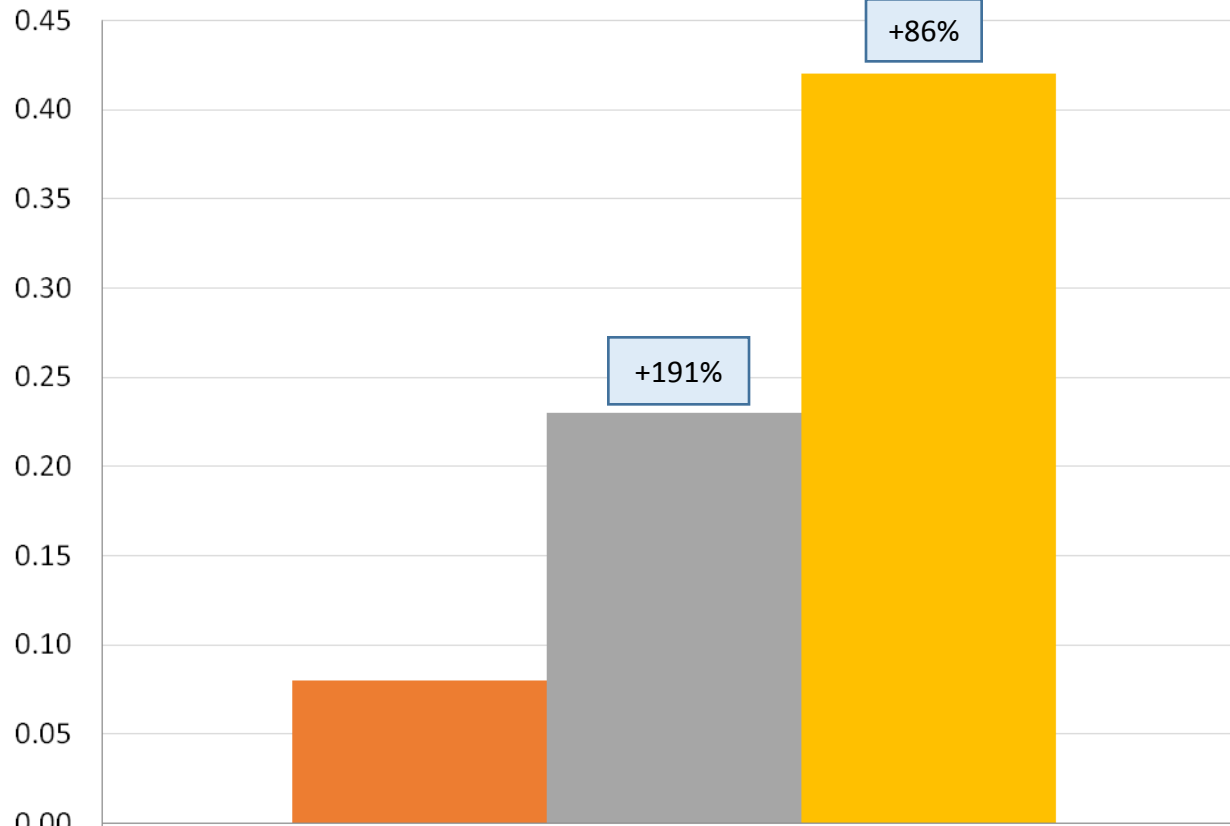


	EPS
FY13	1.10
FY14	7.80
FY15	8.59

OTHER RATIOS



RATIO

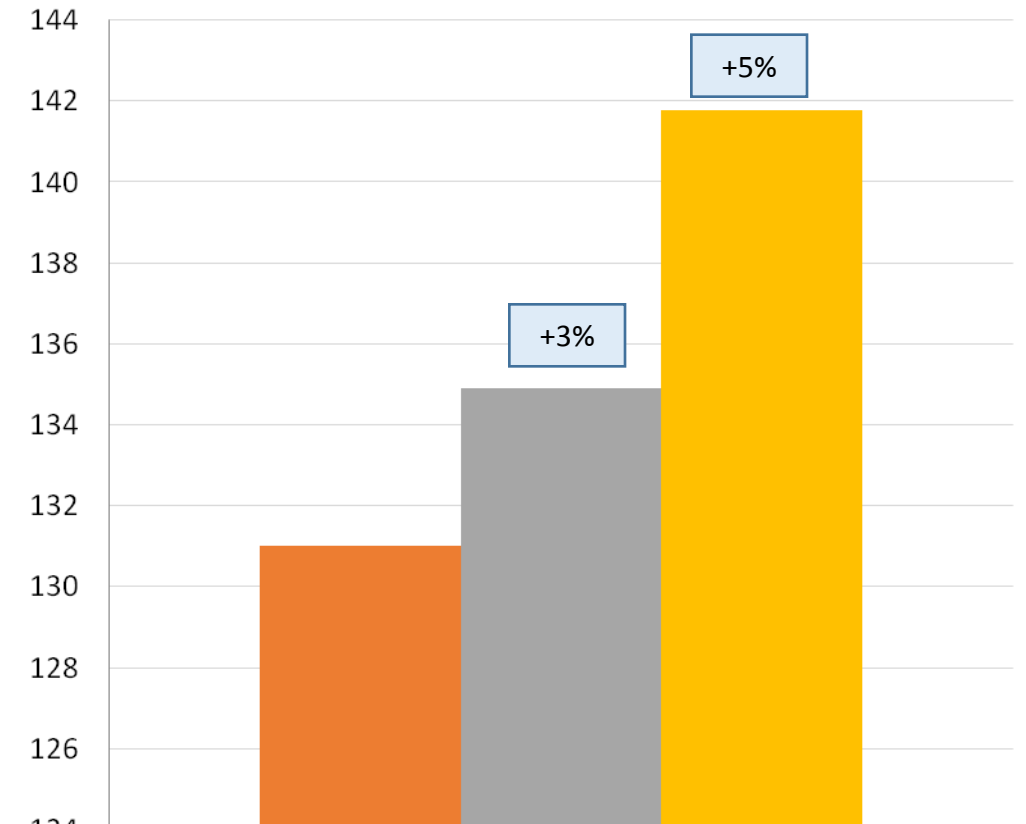


DEBT EQUITY RATIO

FY13	0.08
FY14	0.23
FY15	0.42

VARIANCE
Year on Year

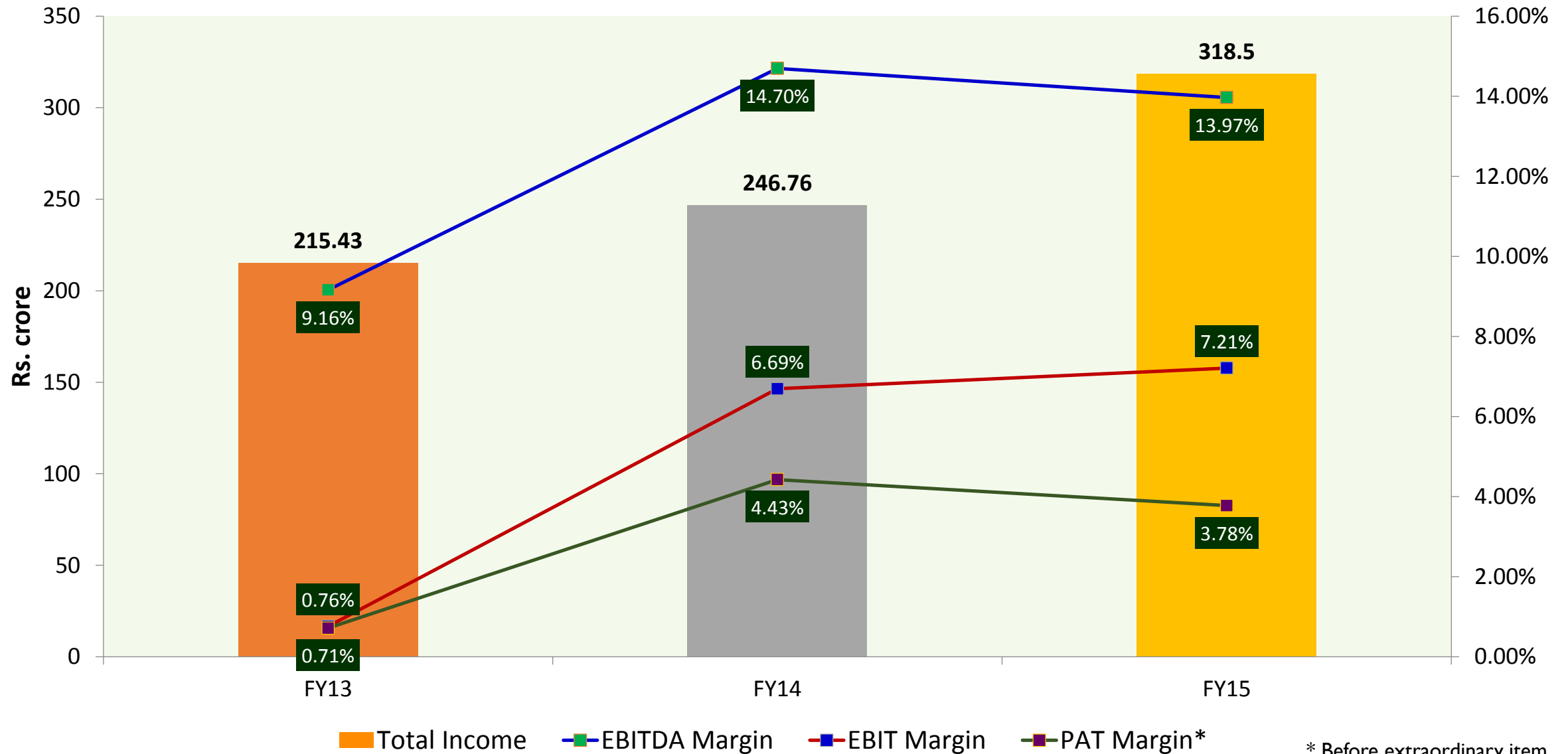
IN RS. PER SHARE



BOOK VALUE

FY13	131.03
FY14	134.93
FY15	141.80

SUMMARY - KEY RATIOS



STRATEGY GOING FORWARD

1

Improve Operational Efficiency

- International Benchmarking
- Our Mantra - "Every Paisa Counts"
- Improve margin realization driven by cost optimization & operating leverage

2

Optimization of Asset Utilization

- Improve OEE (Overall Equipment Efficiency)

3

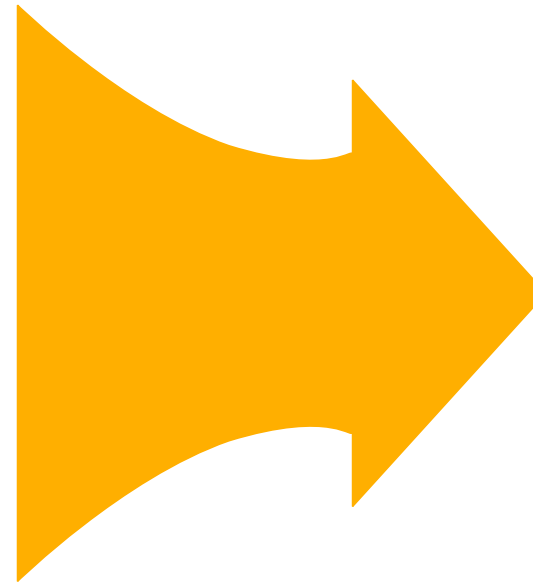
Focus on increasing customer base

- Extend leadership position across OEMs
- Expand product base

4

Optimization of Investments

- Timing, Efficiency and Best Value Proposition Review



- Impossible for Competition to Catch up
- Perpetual sustainable development



Thank You



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please
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