



# PPAP Automotive Limited

(Formerly Precision Pipes & Profiles Company Limited)

*Taking Challenges, Together*

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Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities Overview

Customer Profile

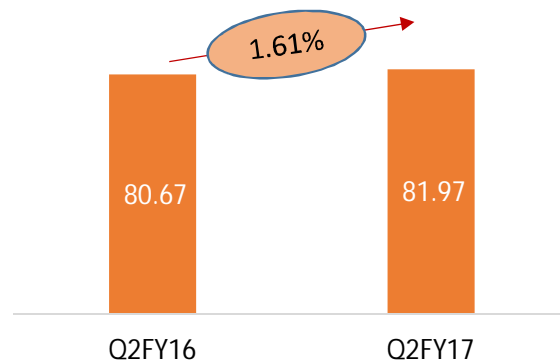
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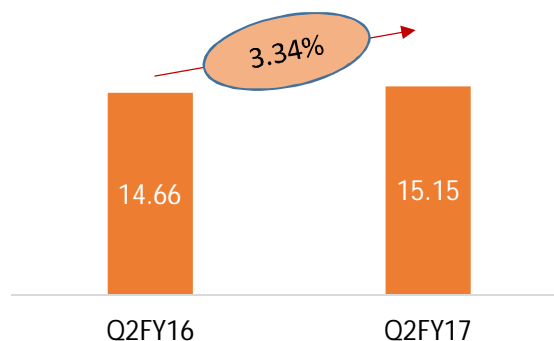


# QUARTERLY HIGHLIGHTS

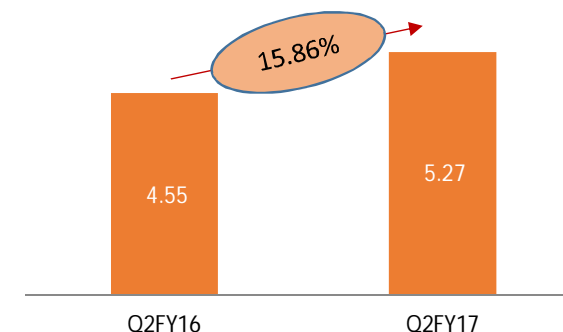
All figures in ₹ Crore



**Total Income**



**EBITDA**



**PAT**

- ❖ Q2FY17 Income includes Tool sales of ₹ 1.23 crore vs. ₹ 0.73 crore of Q2FY16
- ❖ EBITDA Margin is at 18.48%
- ❖ Interim dividend of 12.5% (Rs. 1.25 per share)
- ❖ Started supplies for Kwid for Export Market
- ❖ Added SML Isuzu to list of customers in the LCV segment for Instrument Panels

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## 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. Challenging spirit and focus on Continuous Improvement. Strong and committed workforce aligned to achieve Company's Targets.



# GENERAL INFORMATION



COMPANY ESTABLISHED IN 1978



START OF AUTOMOTIVE BUSINESS



LISTED ON BSE & NSE IN 2008

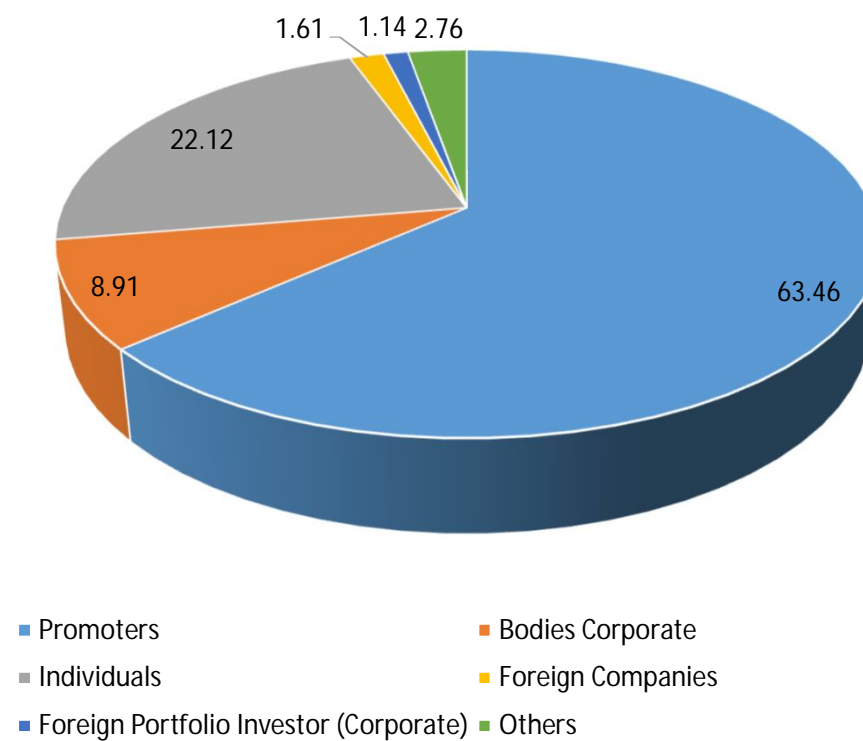


SHARE CAPITAL OF ₹ 140 MILLION



**CERTIFICATIONS**  
TS 16949; ISO 14001; OHSAS 18001

## SHARE HOLDING



# 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

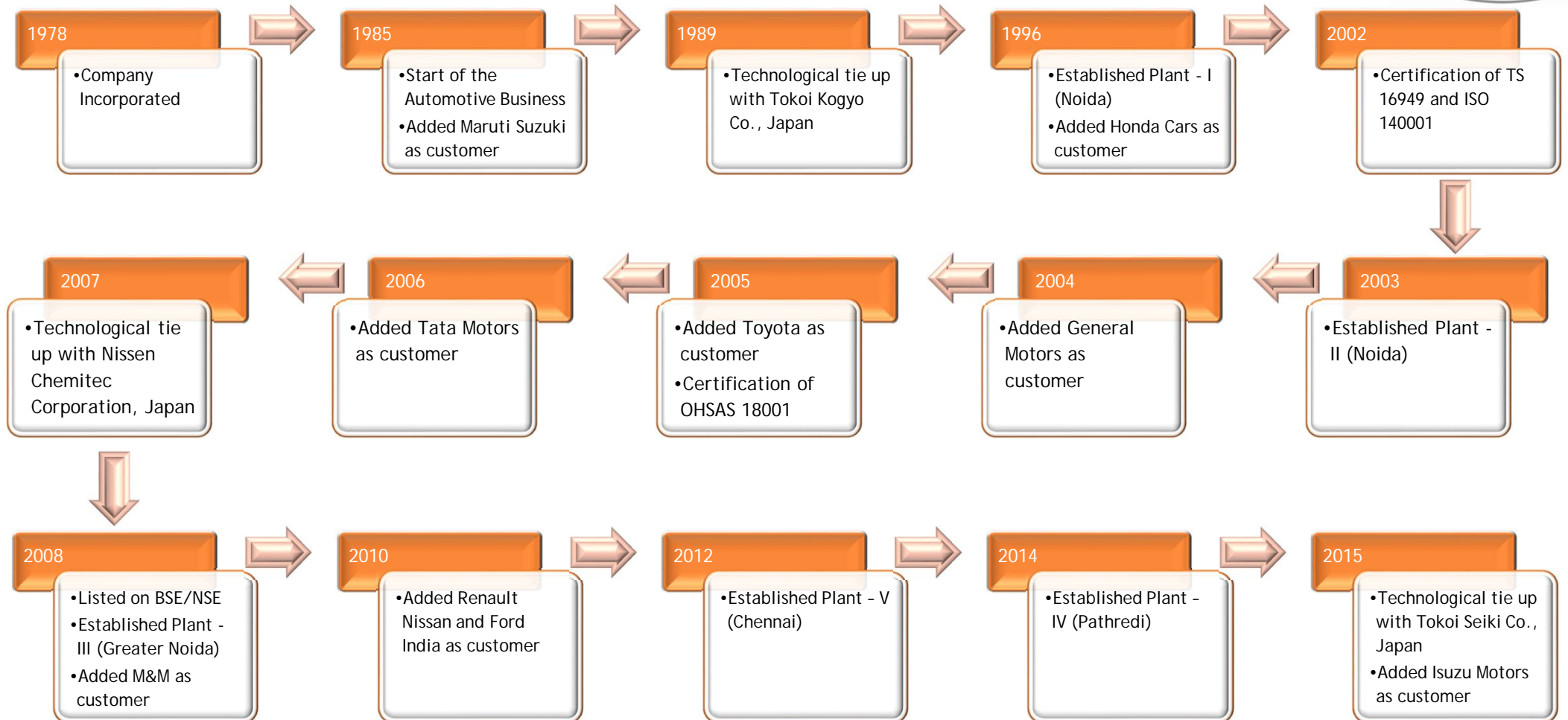
## VISION

TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

## VALUES

- TRUSTWORTHINESS
- MUTUAL RESPECT
- CREATIVITY
- COOPERATION
- EXCELLENCE

# JOURNEY



# TECHNOLOGY PARTNERS



## **TOKAI KOGYO CO. LTD, JAPAN**

Established: 1947

Global Presence: USA, Thailand, Indonesia,  
China, Mexico, Vietnam

### **AUTOMOTIVE SEALING SYSTEM**

RELATIONSHIP WITH PPAP SINCE **1989**



## **NISSEN CHEMITEC CORPORATION, JAPAN**

Established: 1951

Global Presence: USA, Thailand, Indonesia,  
Singapore

### **INJECTION MOLDED PRODUCTS**

RELATIONSHIP WITH PPAP SINCE **2007**

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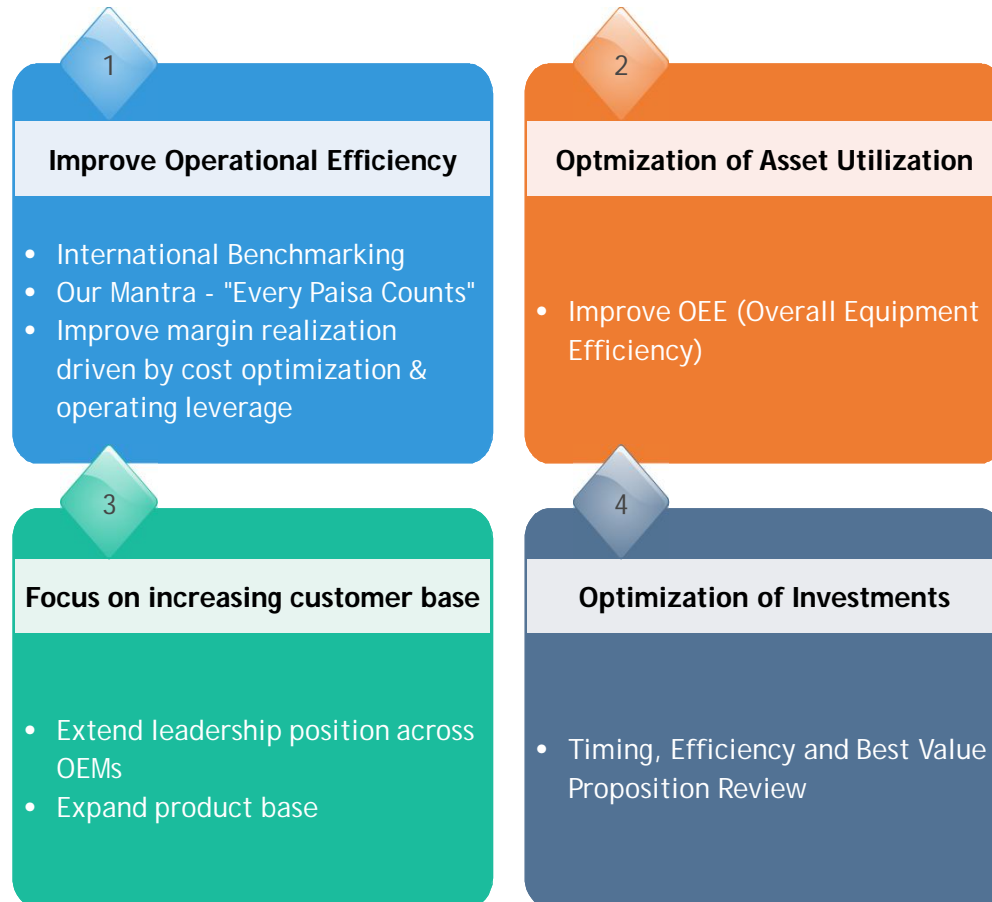
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# CORE STRENGTHS



# GROWTH STRATEGY



- Impossible for Competition to Catch up
- Perpetual sustainable development

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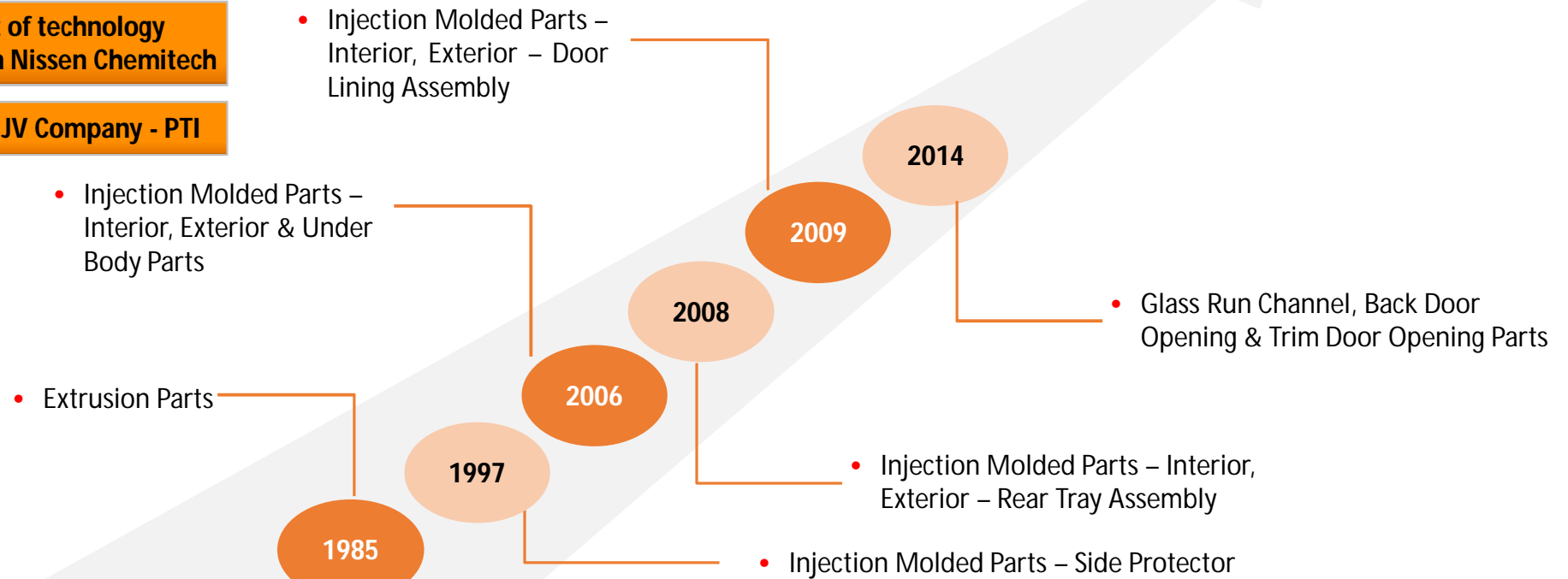
# PRODUCT - MILESTONES



**1989 – Start of technology partnership with Tokai Kogyo**

**2007 – Start of technology partnership with Nissen Chemitech**

**2012 – Start of JV Company - PTI**

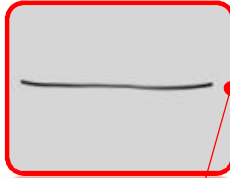


# SEALING SYSTEMS

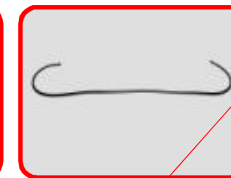


**MOULDING  
WINDSHIELD**

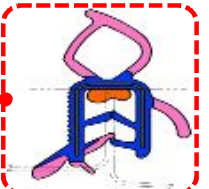
**PVC  
TPO  
EPDM**



**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



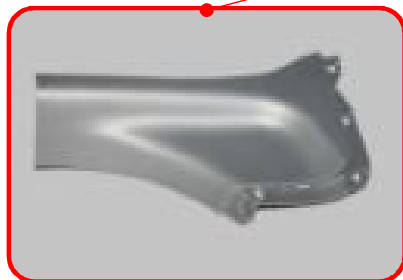
## IN CABIN PRODUCTS



LINING RR PANEL



SIDE PROTECTORS



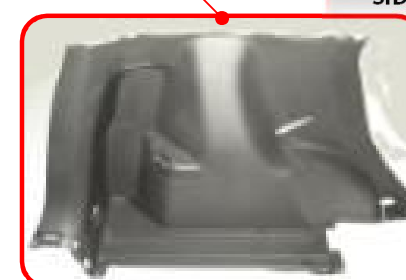
SPLASH GUARD



DOOR LINING



FENDER INNER



TRUNK LINING

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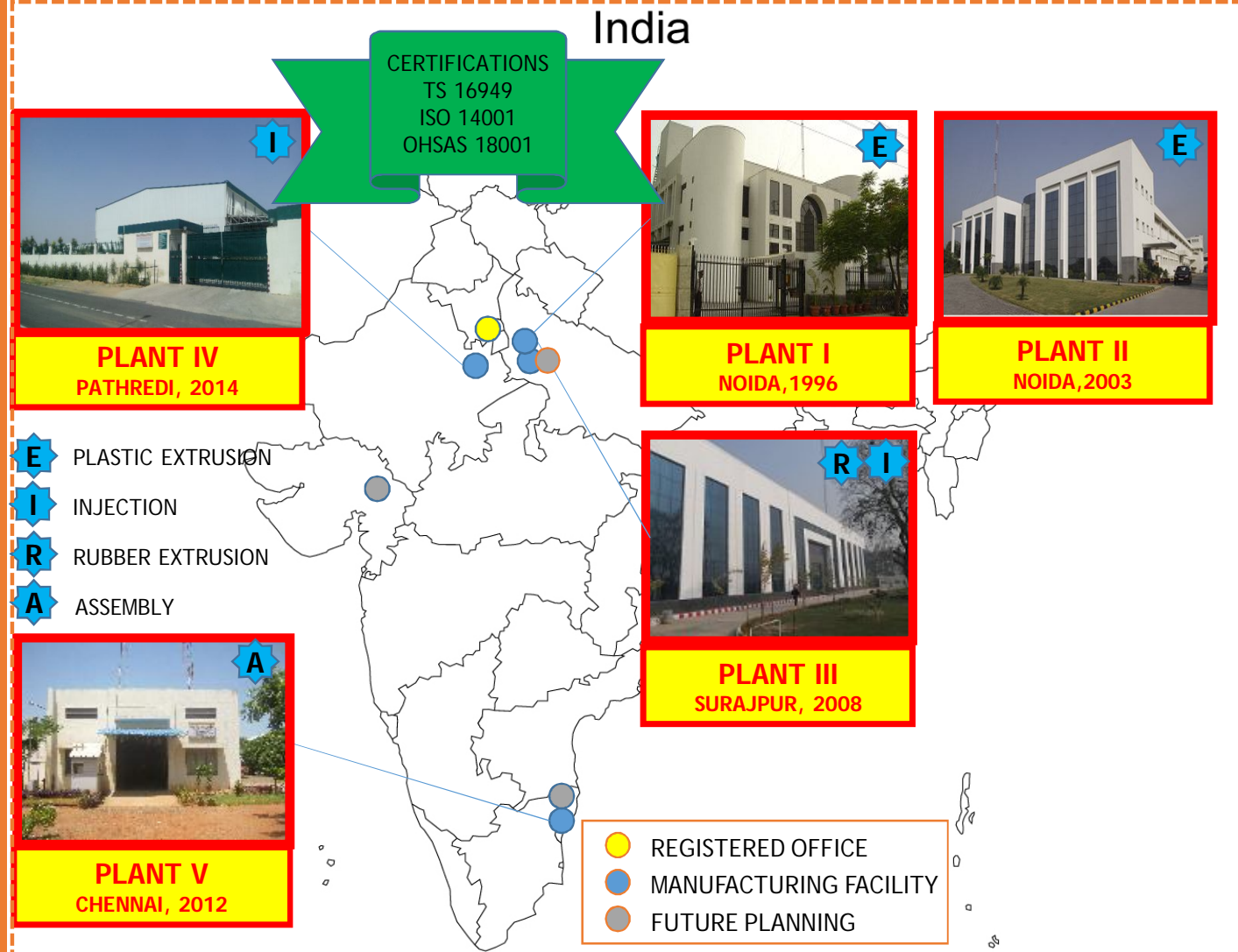
**Facilities Overview**

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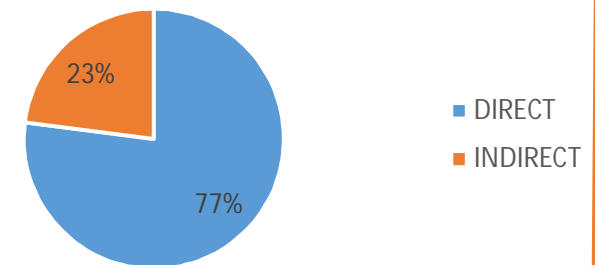
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# MANUFACTURING FACILITIES



## HUMAN RESOURCE

**TEAM STRENGTH : 1716**

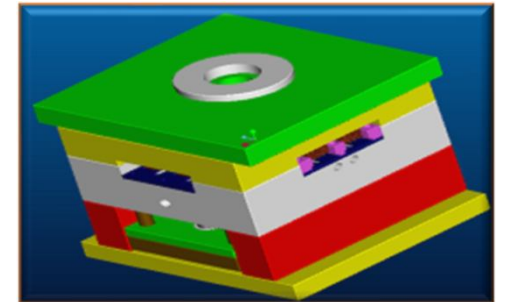
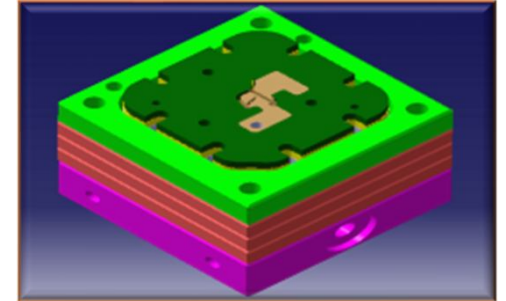


INDIRECT	23%
NO OF TEAM MEMBERS	
DESIGN & DEVELOPMENT	45
TOOL MANUFACTURING	12
SPECIAL PURPOSE MACHINE	5
STAFF	340
[PRODUCTION, QUALITY, PURCHASE, ACCOUNTS, MARKETING, HR & IT]	

### ATTRITION

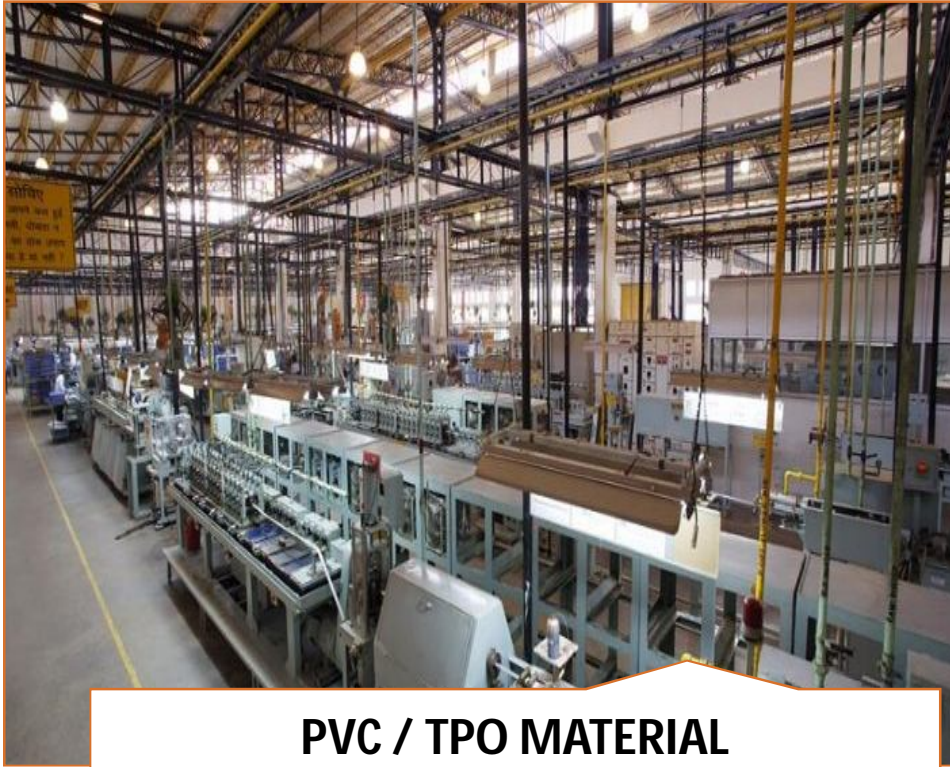
S NO	TYPE	FY 2015-16
1	COMPANY ROLL	4.0 %
2	CONTRACTOR ROLL	9.8 %

# DESIGN AND DEVELOPMENT



Product Design  
Tool Design  
Checking Fixture Design  
Design Validation  
Special Purpose  
Machines Design &  
Manufacturing

# EXTRUSION INFRASTRUCTURE



## PVC / TPO MATERIAL

13 Extrusion Lines  
Flocking Lines  
Assembly Lines



## EPDM & TPV MATERIAL

1 Kneader Mixing Plant (2<sup>nd</sup> Mixing)  
1 EPDM Line  
1 TPV Line

JV COMPANY – PPAP TOKAI INDIA RUBBER PRIVATE LIMITED

# INJECTION MOLDING INFRASTRUCTURE



**32 machines including 8 Gas-assisted**

Range: 60 tons – 2,500 tons

Make: Toshiba, Nissei, JSW, Fanuc, Toyo, Mitsubishi

# 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 Machines

- 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

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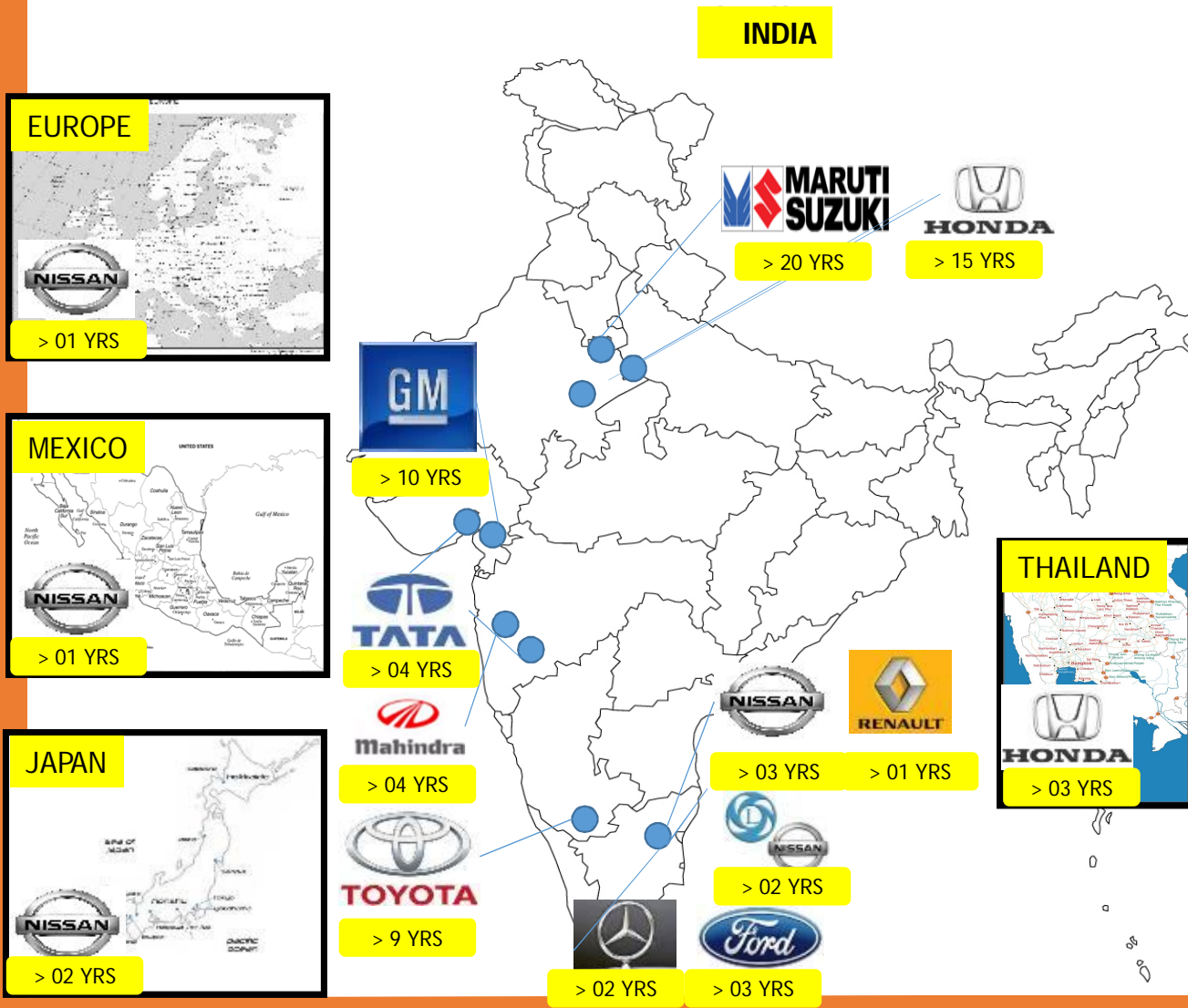
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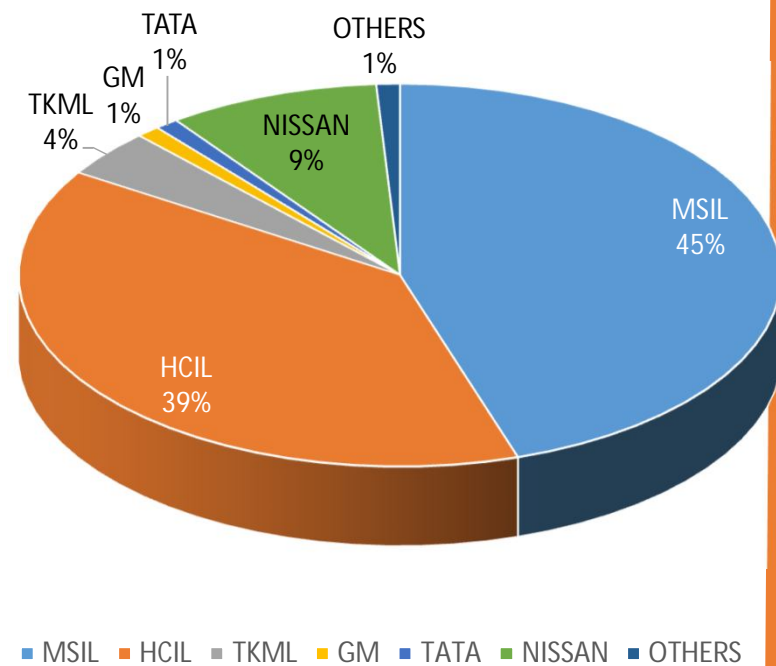
# MODELS



# CUSTOMERS



## BUSINESS SHARE



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# CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



HONDA CARS INDIA LIMITED



MARUTI SUZUKI INDIA LIMITED

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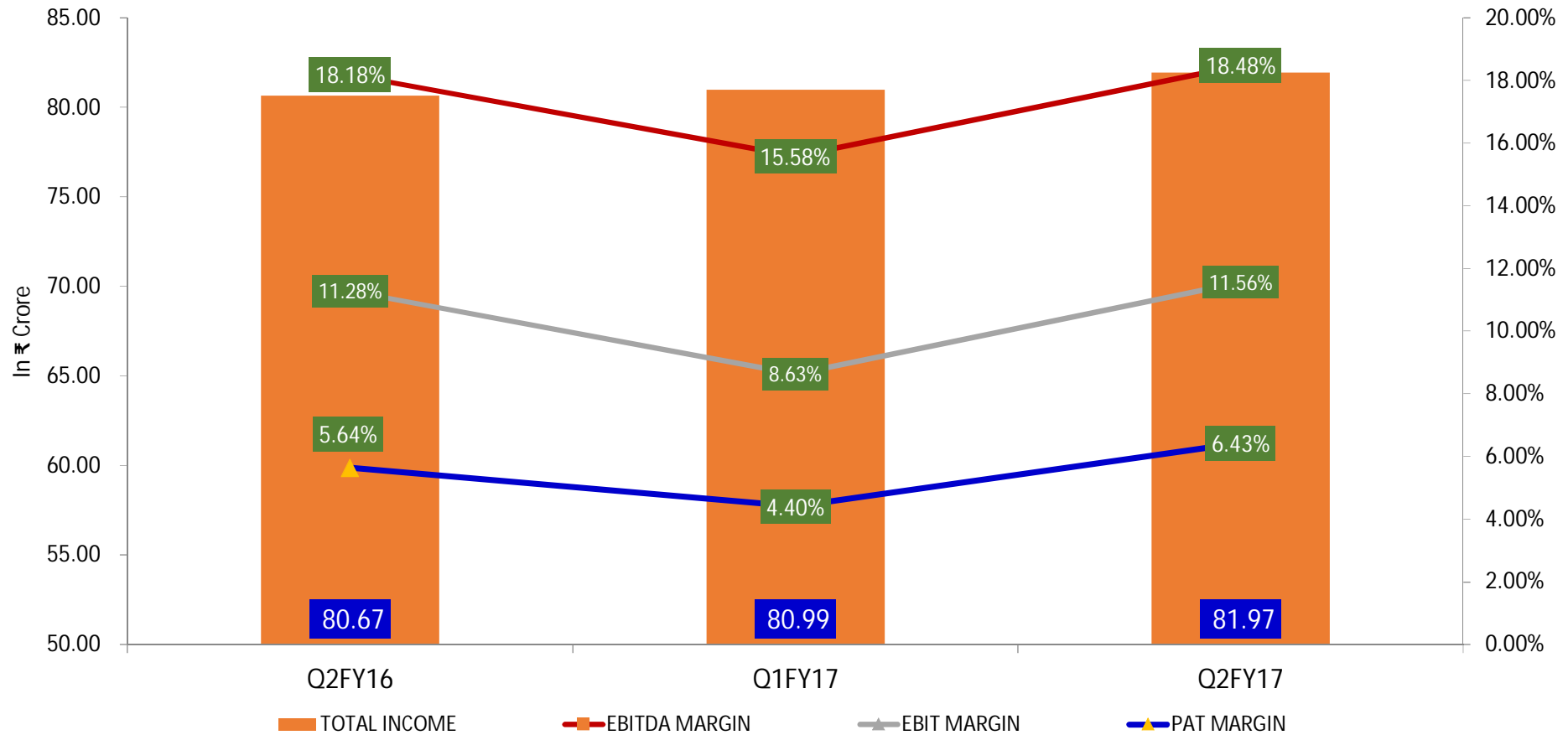
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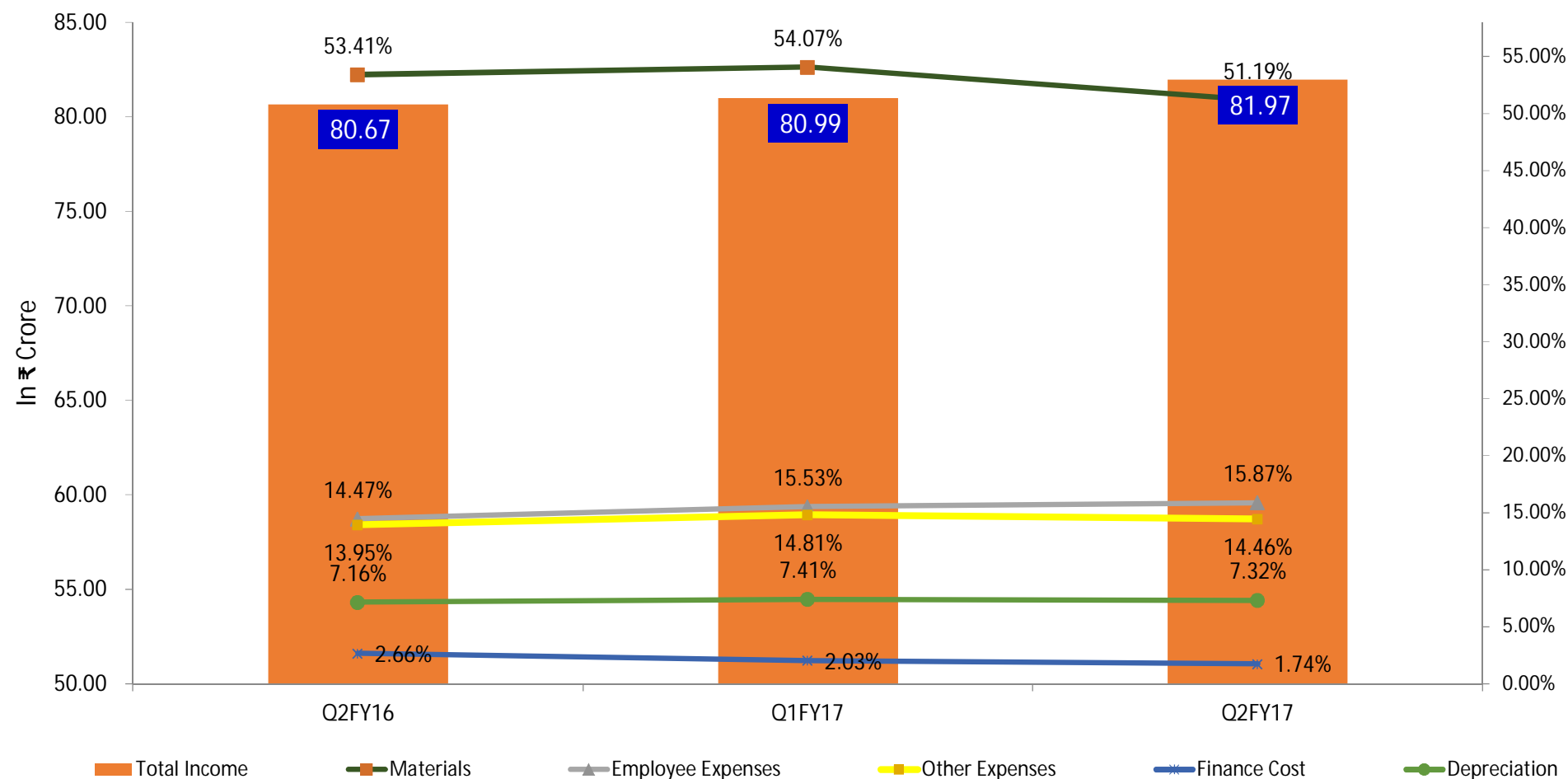
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# QUARTERLY FINANCIAL PERFORMANCE



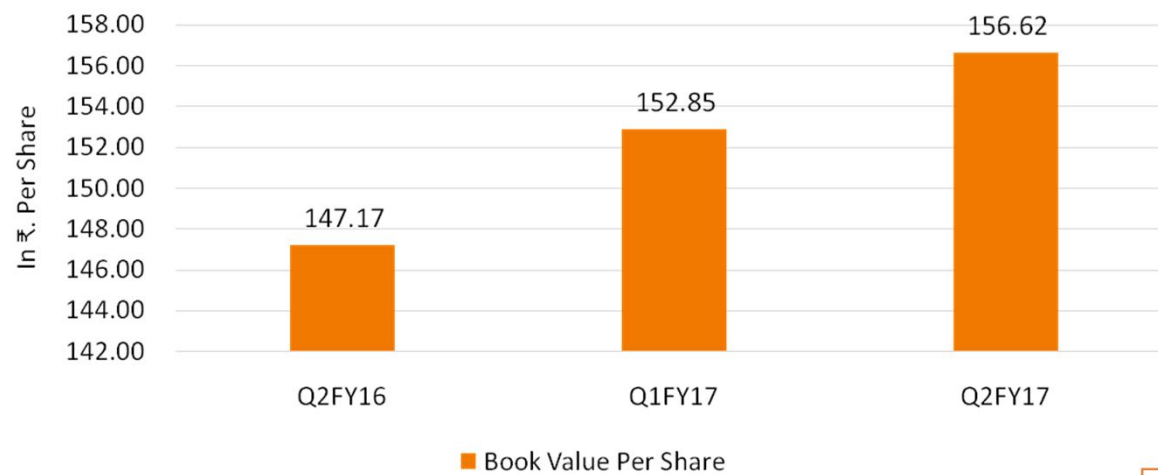
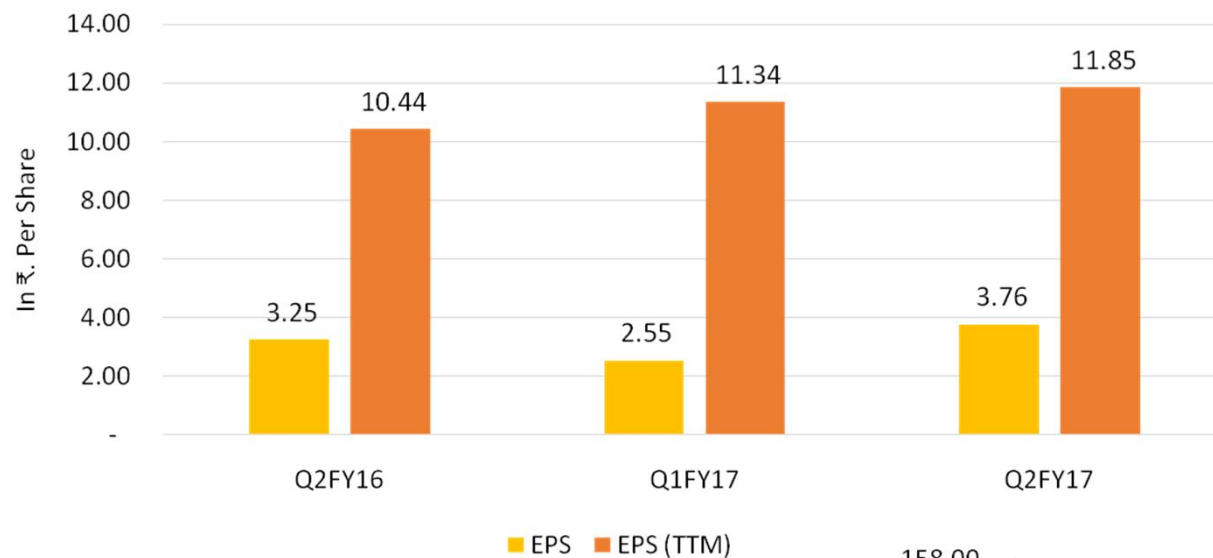
Note - Includes ₹ 1.23 Cr. of Tool Sales in Q2FY17, ₹ 0.73 Cr. in Q2FY16, ₹ 12.17 Cr. in Q1FY17

# EXPENSES AS % OF TOTAL INCOME (Quarterly)



Note - Includes ₹. 1.23 Cr. of Tool Sales in Q2FY17, ₹ 0.73 Cr. in Q2FY16, ₹ 12.17 Cr. in Q1FY17

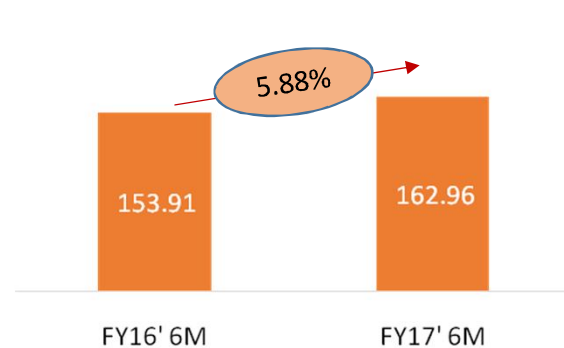
## EPS & BVPS (Quarterly)



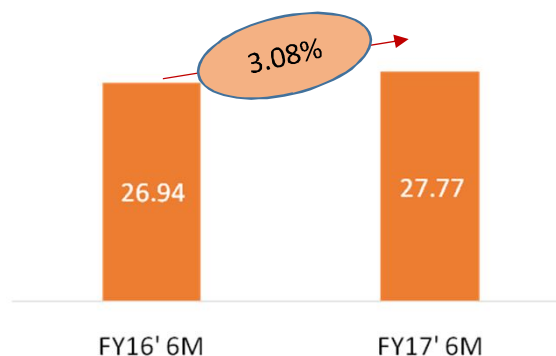


# HALF – YEARLY HIGHLIGHTS

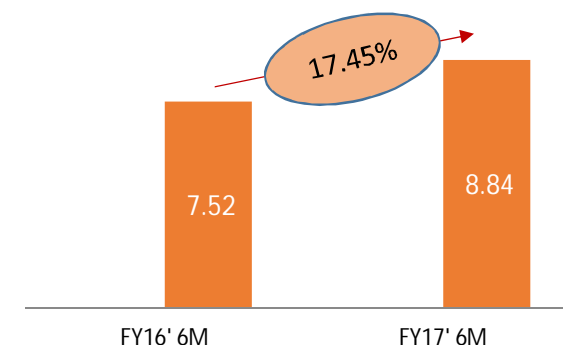
All figures in ₹ Crore



**Total Income**



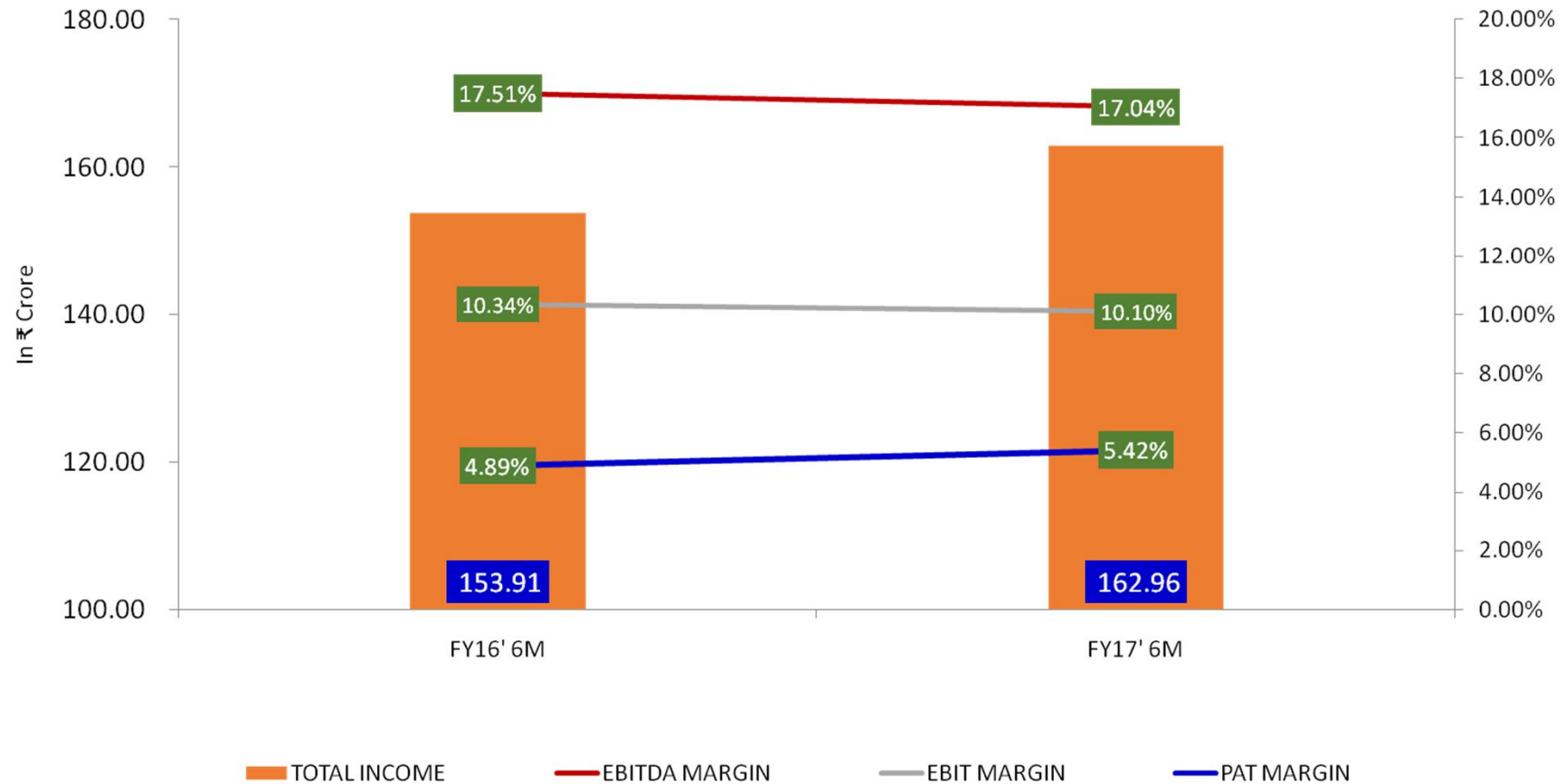
**EBITDA**



**PAT**

- ❖ FY17' 6M Income included Tool sales of ₹. 13.40 crore vs. ₹ 0.73 crores of FY16' 6M.
- ❖ EBITDA Margin is at 17.04%
- ❖ Interim dividend of 12.5% (Rs. 1.25 per share)
- ❖ Started supplies for Kwid for Export Market, Innova, Ignis, Vitara Brezza Petrol, Baleno RS
- ❖ Added SML Isuzu to list of customers in the LCV segment for Instrument Panels

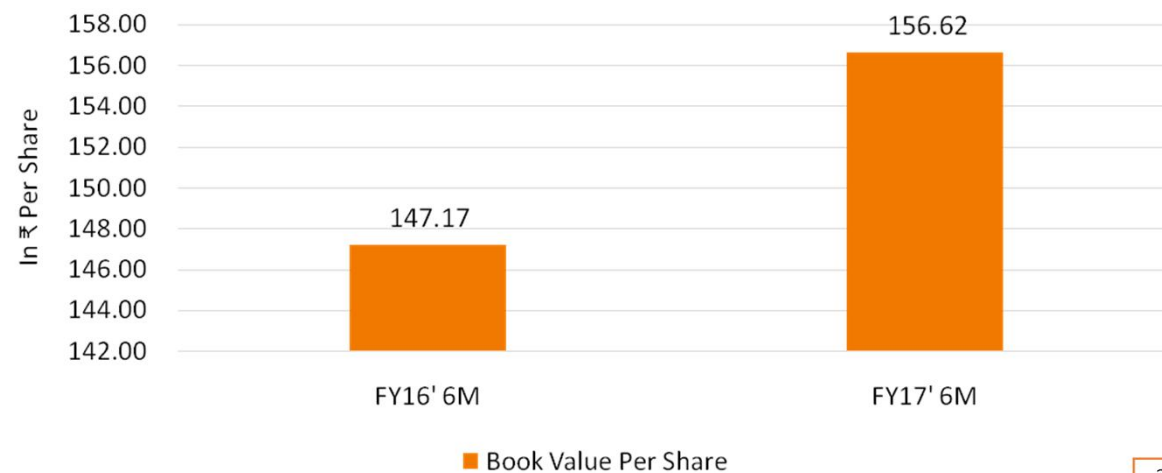
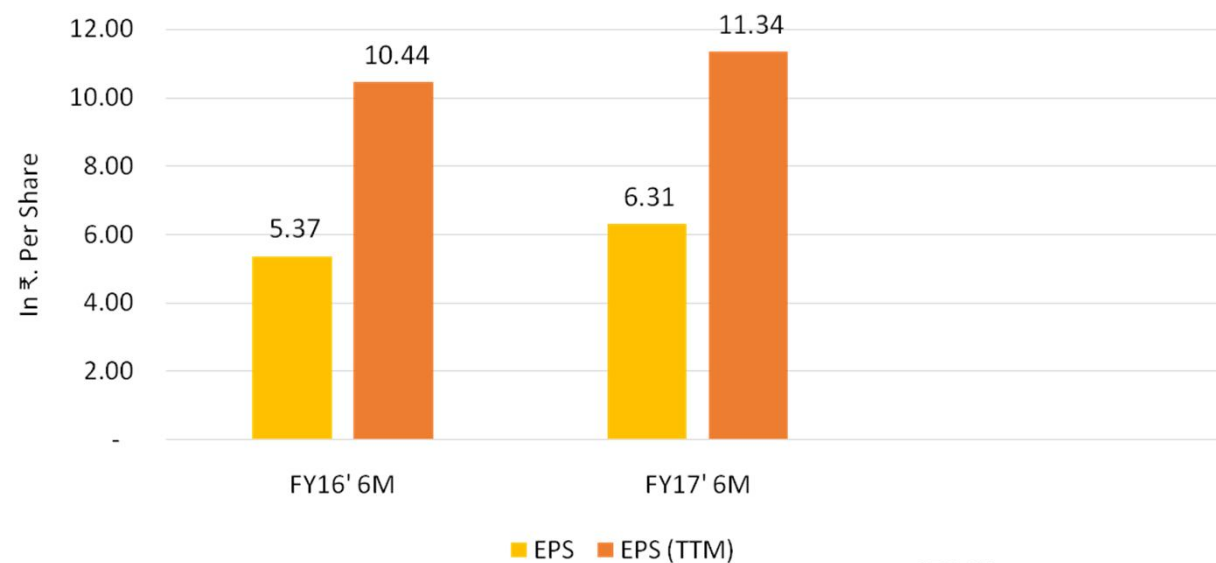
# HALF YEARLY FINANCIAL PERFORMANCE



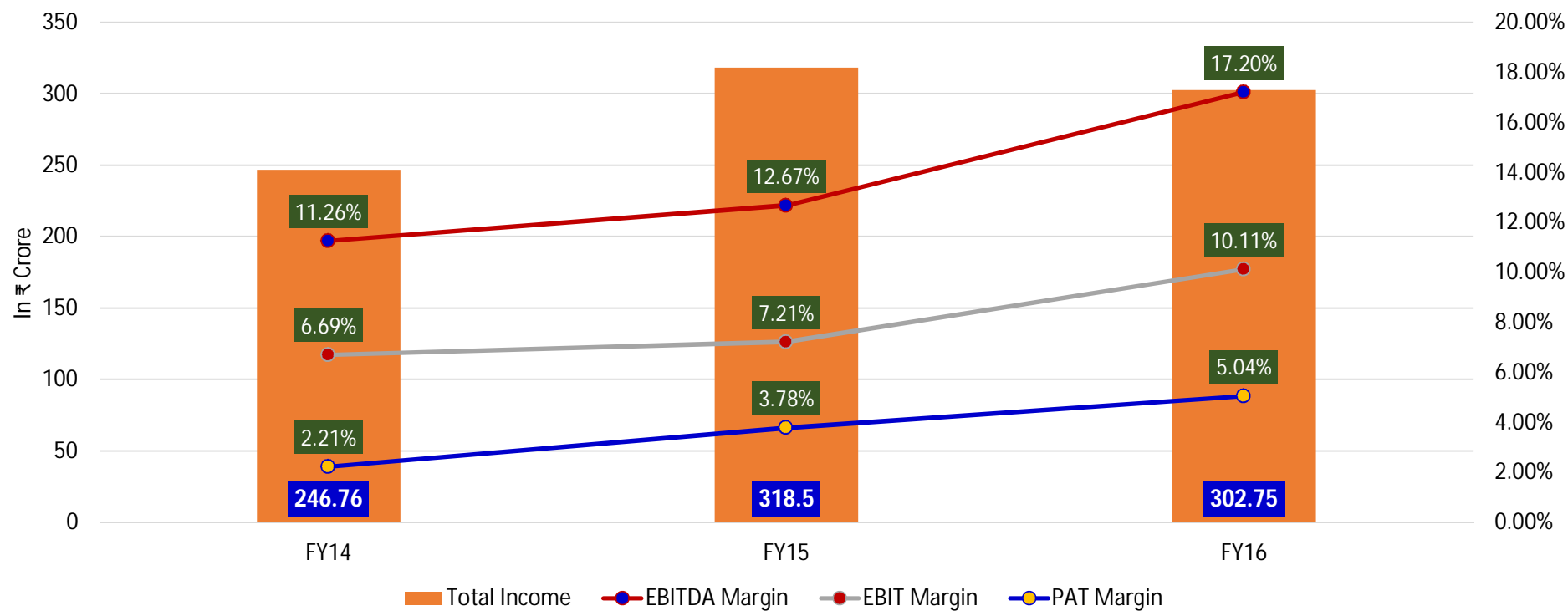
Note - Includes ₹ 13.40 Cr. of Tool Sales in FY17' 6M, ₹ 0.76 in FY16' 6M



## EPS & BVPS (HALF - YEARLY)



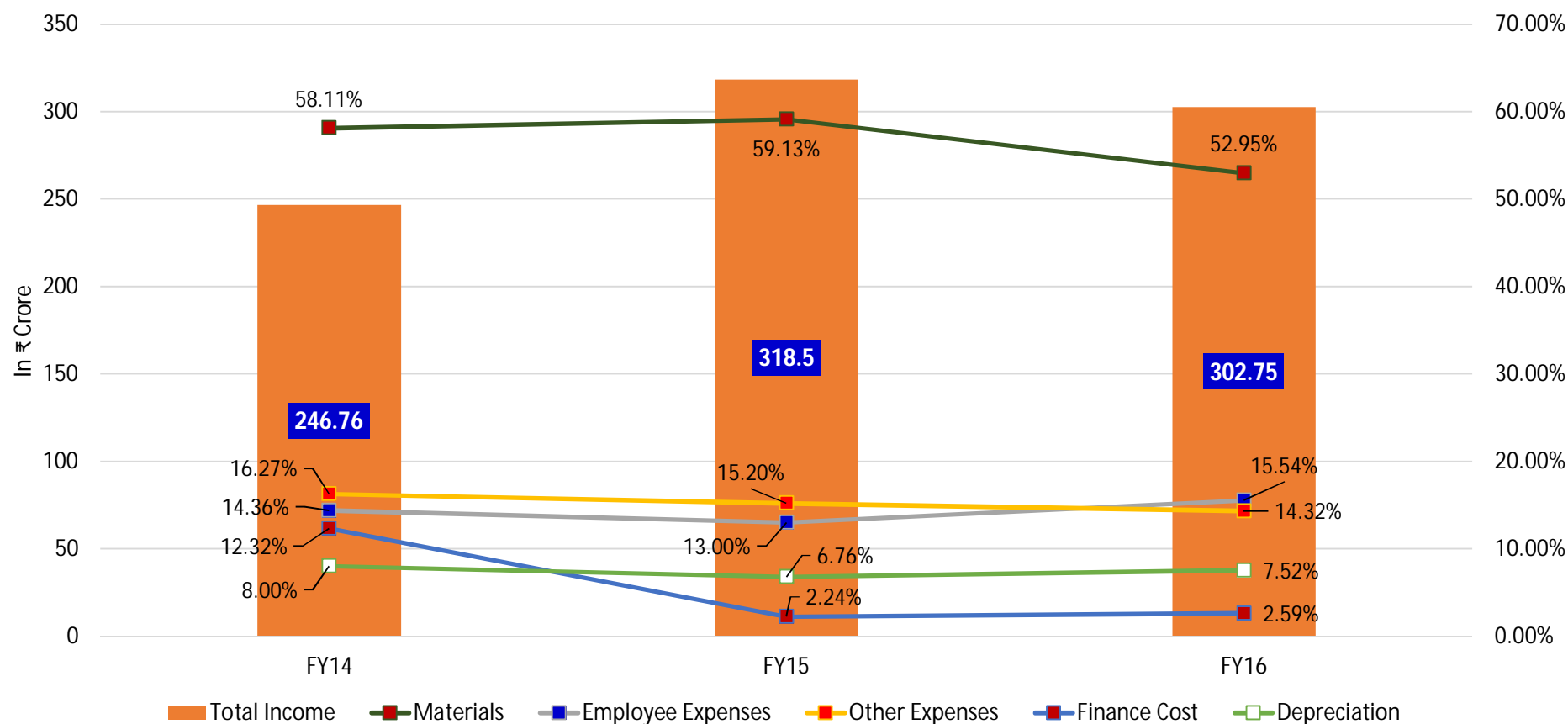
# FINANCIAL PERFORMANCE SNAPSHOT (over last 3 years)



Note - On Standalone basis

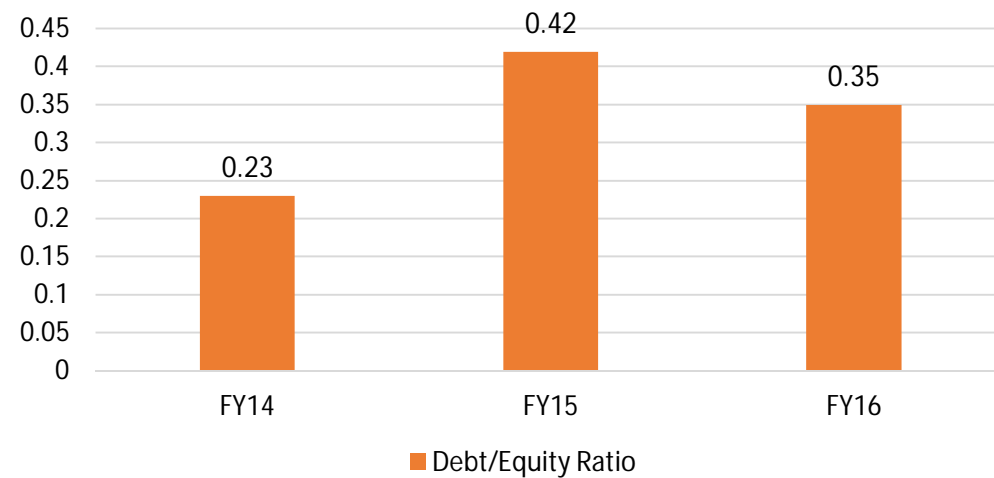
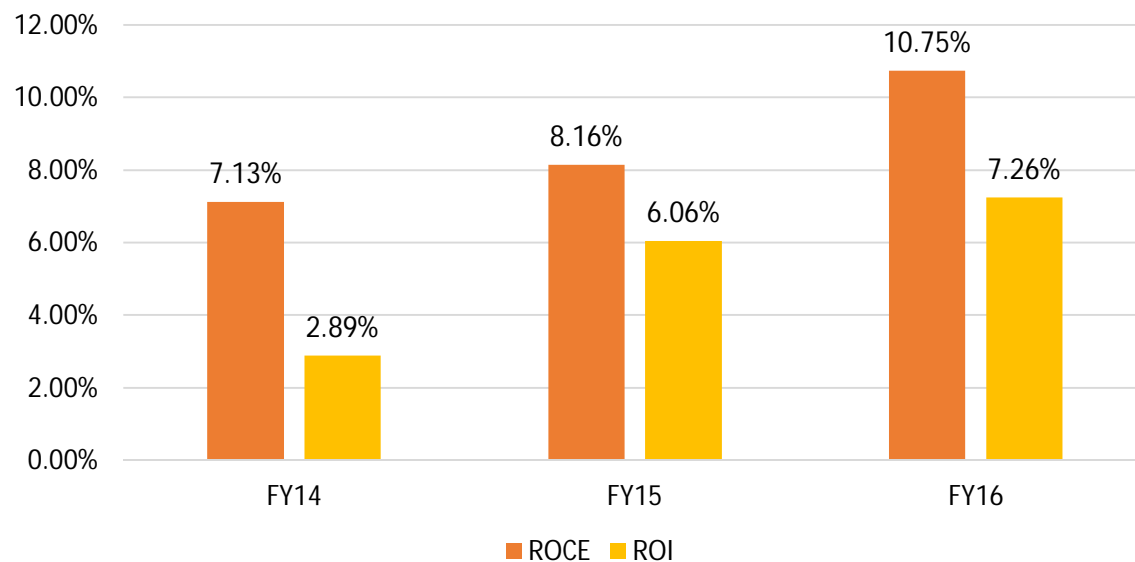


## EXPENSES AS % OF TOTAL INCOME (over last 3 years)



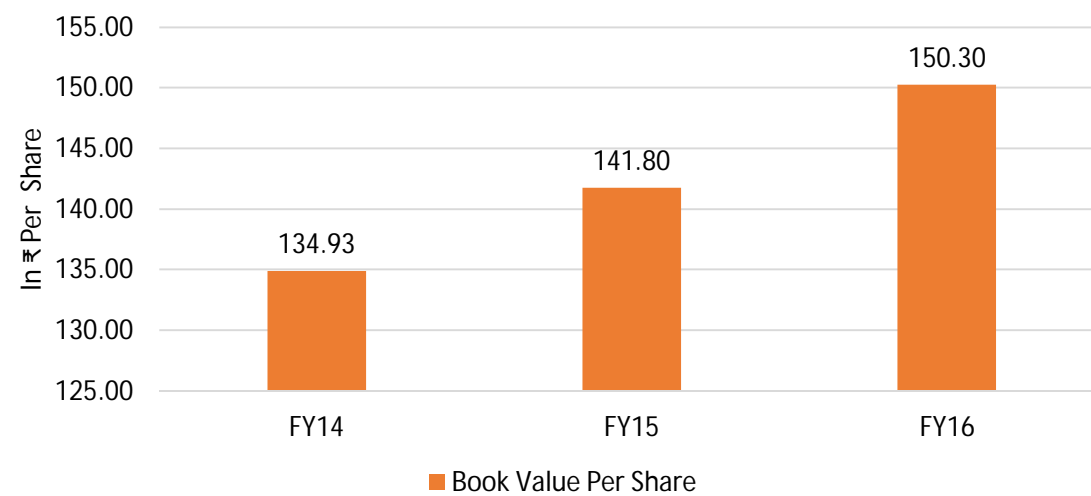
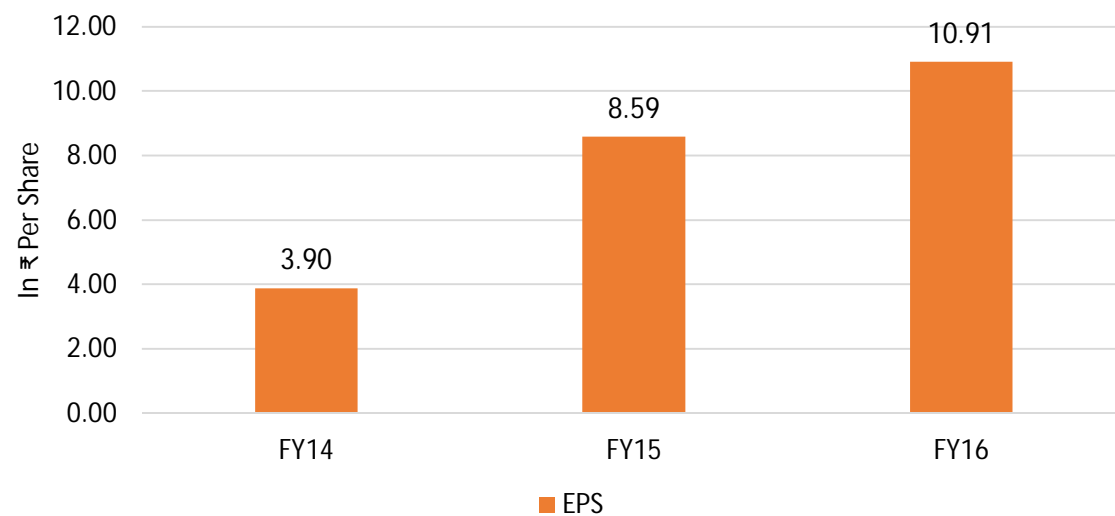
Note - On Standalone basis

# RETURN RATIOS AND D/E RATIO





## EPS & BVPS (Over last 3 years)



# SUMMARY OF CONSOLIDATED FY16 RESULTS



PARTICULARS	IN ₹ CRORE
TOTAL INCOME	319.72
INCOME FROM OPERATIONS	318.63
EBITDA	52.97
PAT	14.03
NET WORTH	205.53



## DISCLAIMER

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 Ltd.** 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.



# *Thank You*



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