

PPAP Automotive Limited

Taking Challenges, Together



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HIGHLIGHTS - QUARTERLY

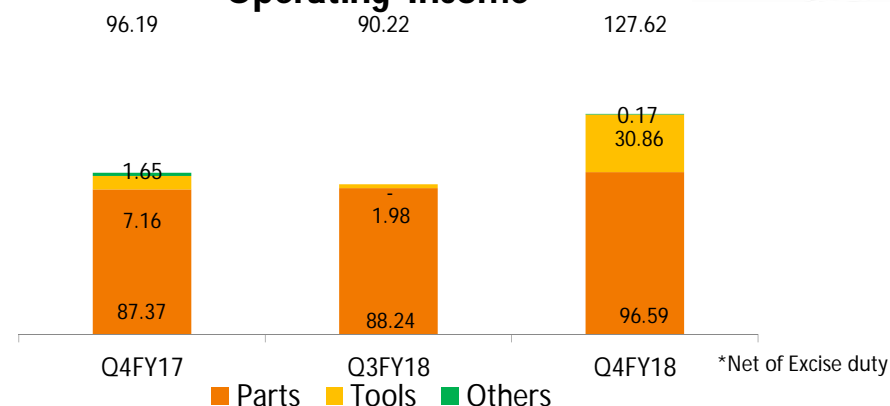


Highlights of results of Q4FY18 compared with Q4FY17

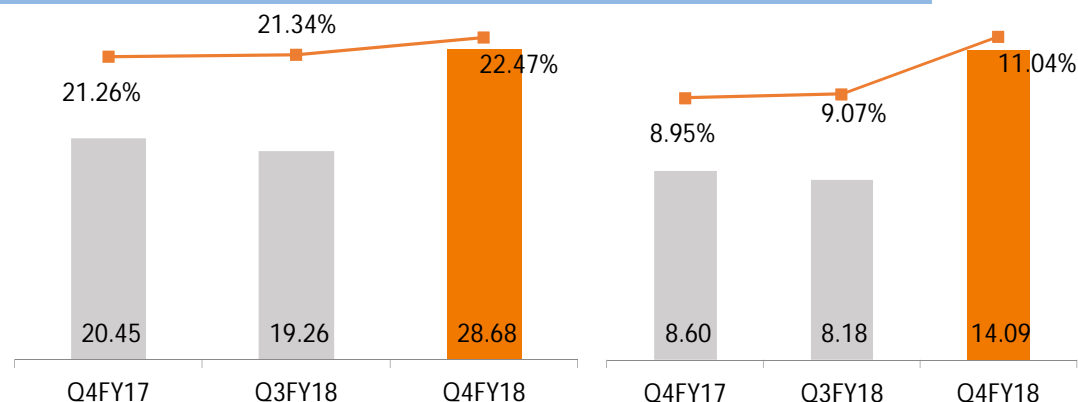
- ❖ Total income increased by 32.68%, Part Sales increased by 10.55%
- ❖ EBITDA increased by 40.23%, EBITDA Margin improved by 1.21%
- ❖ PAT increased by 61.58%, PAT Margin increase by 2.09%
- ❖ EPS is at ₹ 10.06, Final dividend ₹ 2.50 per share
- ❖ RONW at 20.9%, **ROCE at 30%**, Debt Equity ratio at 0.11
- ❖ Added Morris Garages India in customer profile
- ❖ Won Supplier of the year 2017 – Gold Award, Zero PPM award from Toyota
- ❖ Won Overall Performance (Shield) award from MSIL
- ❖ Won Appreciation certificate from Hyundai Motors
- ❖ Won The Economic Times Polymers Awards 2018
- ❖ Started supplies to ISUZU Motors for D-MAX & SML Isuzu for Wide Cabin

*Operating Income

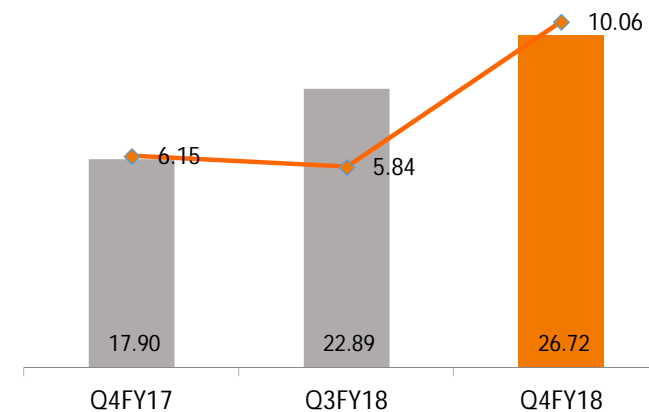
₹ Crore



Tax



EPS



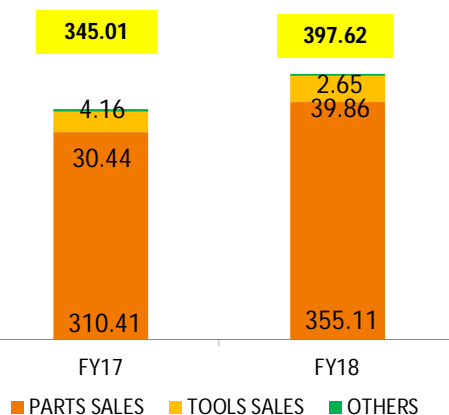
ANNUAL - HIGHLIGHTS



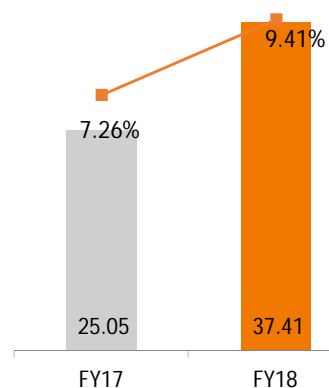
Highlights of results of FY18 compared with FY17

- ❖ Total income increased by 15.25%
- ❖ **Part sale increased by 14.40% against industry growth of 5.49%**
- ❖ EBITDA increased by 27.42%, EBITDA Margin improved by 2.04%
- ❖ Standalone PAT increased by 49.34%, PAT Margin improved by 2.15%
- ❖ Standalone EPS is at ₹ 26.72 (PY ₹ 17.90), Consolidated EPS at ₹ 28.08 (PY ₹ 19.97)
- ❖ Total Dividend ₹ 4.50 per Share (PY ₹ 3 per Share)
- ❖ RONW at 13.87%, **ROCE at 20.54%**, Debt Equity ratio at 0.11
- ❖ Added Morris Garages India in customer profile
- ❖ Won Supplier of the year 2017 – Gold Award, Zero PPM award from Toyota
- ❖ Won Overall Performance (Shield) award from MSIL,
- ❖ PTI (JV Company) won Manufacturing Excellence award from MSIL
- ❖ Won The Economic Times Polymers Awards 2018
- ❖ Won Appreciation certificate from Hyundai Motors
- ❖ Started supplies - ISUZU Motors for D-MAX & SML Isuzu for Wide Cabin, New Swift, Molded parts of Honda Scooters & Bumpers to MSIL
- ❖ Long-term credit rating upgraded to CRISIL A+/Stable
- ❖ DSIR recognition to PPAP In-house R&D Center

*Standalone Op Income

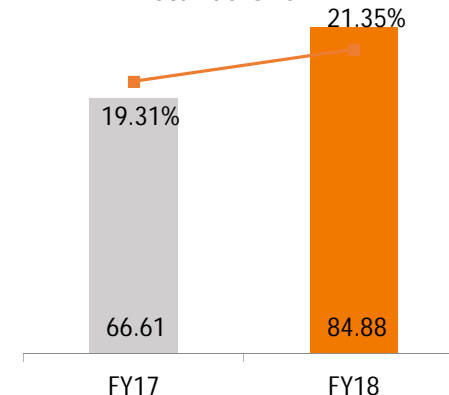


Standalone PAT

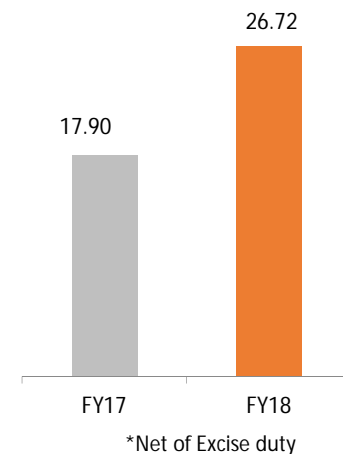


₹ Crore

Standalone EBITDA



Standalone EPS ₹



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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.

MANAGEMENT PROFILE



Mr. Ajay Kumar Jain

Chairman & Managing Director



- Commerce graduate from the Shri Ram College of Commerce, DU
- Associated with the company since inception with experience of over 40 years in the Polymer processing industry and over 30 years in the Automotive industry
- President of Toyota Kirloskar Supplier Association
- Director of Automotive Component Manufacturers Association of India

Mr. Abhishek Jain

CEO & Managing Director



- Bachelor of Science in Industrial Engineering from Purdue University (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 ICAI
- Work experience over two decades
- Has worked with Lazard India, IL&FS and Group Mega



GENERAL INFORMATION



COMPANY ESTABLISHED IN 1978



START OF AUTOMOTIVE BUSINESS



LISTED ON BSE & NSE IN 2008



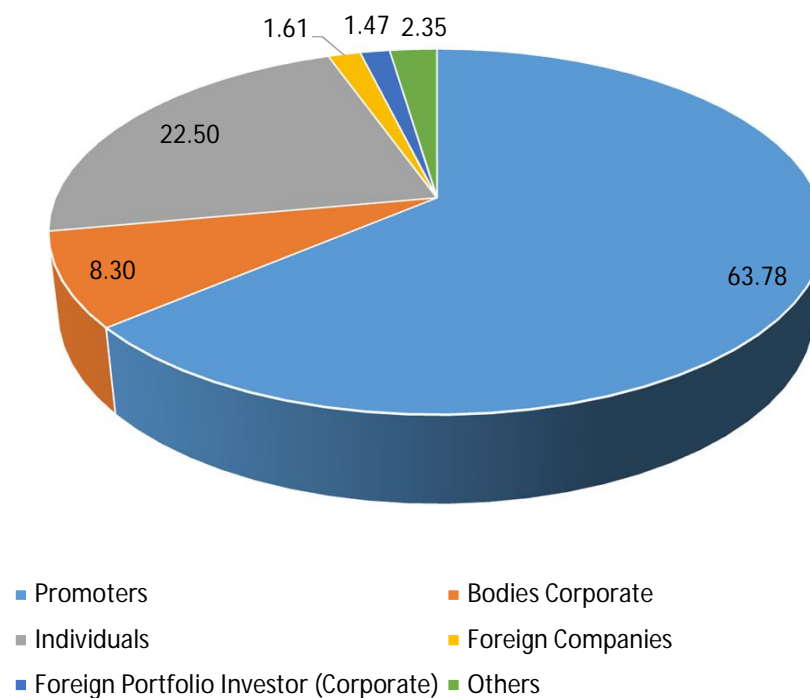
SHARE CAPITAL OF ₹ 140 MILLION



CERTIFICATIONS

TS 16949; ISO 14001; OHSAS 18001

SHARE HOLDING AS ON 31st MARCH 2018



COMPANY FOCUS



MISSION

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

VISION

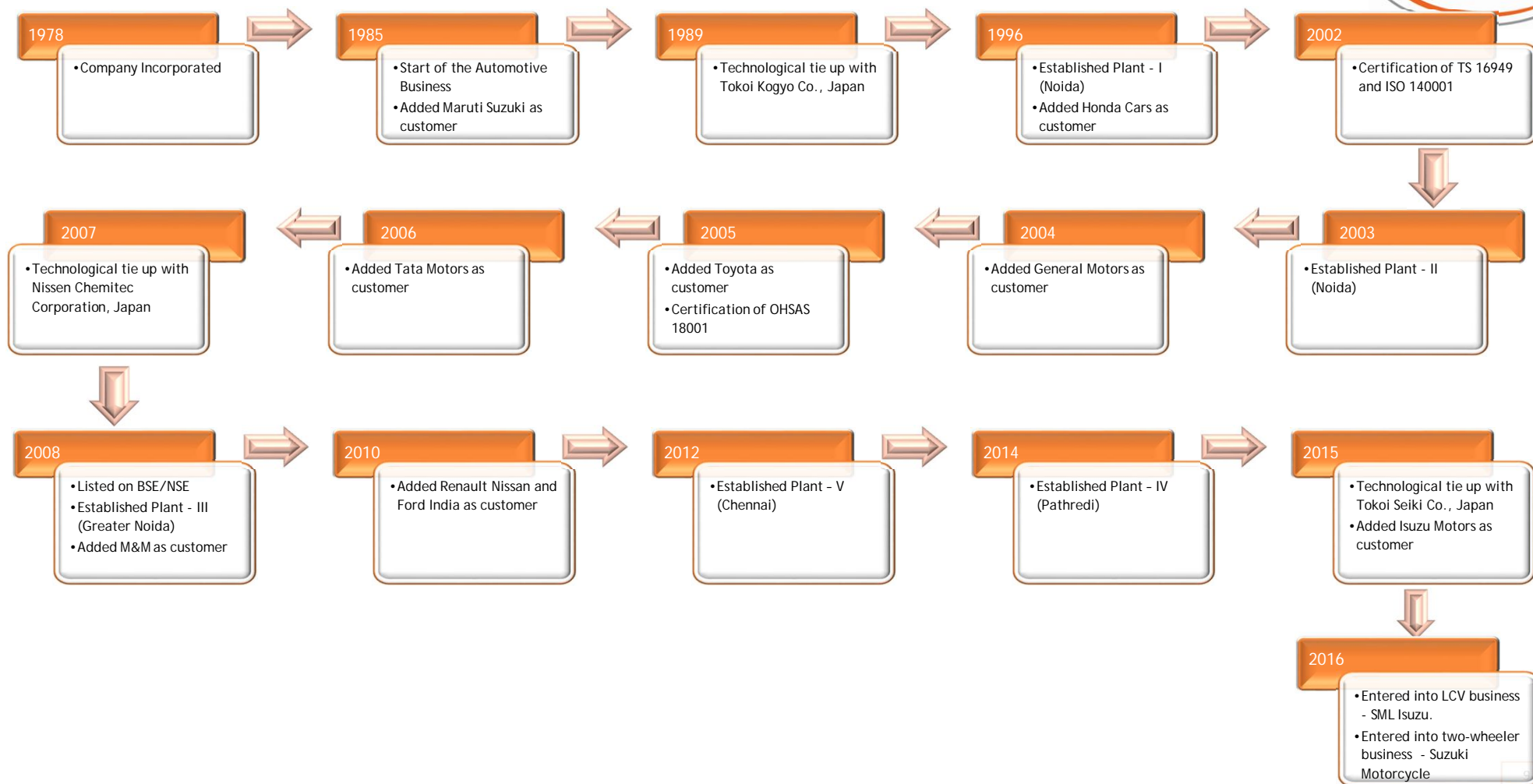
TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

VALUES

TRUSTWORTHINESS
MUTUAL RESPECT
CREATIVITY
COOPERATION
EXCELLENCE

FOUNDATION ON STRONG HUMAN CAPITAL DEVELOPMENT

JOURNEY



TECHNOLOGY PARTNERS



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 – PTI SINCE **2014**



NISSEN CHEMITEC CORPORATION, JAPAN

Established: 1951

Global Presence: USA, Thailand, Indonesia,
Singapore

AUTOMOTIVE INTERIOR PRODUCTS

TECHNOLOGY PARTNERSHIP -PPAP SINCE **2007**

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CORE STRENGTHS

Leadership Position

India's leading manufacturer of Automotive Sealing Systems

Access to Global Technology

Relationship with Japanese Technology Partners since 1989

Strong R&D Facilities

Capability from Design to Print



Strong Customer Base

Leading OEM manufacturers in Indian Market are customers

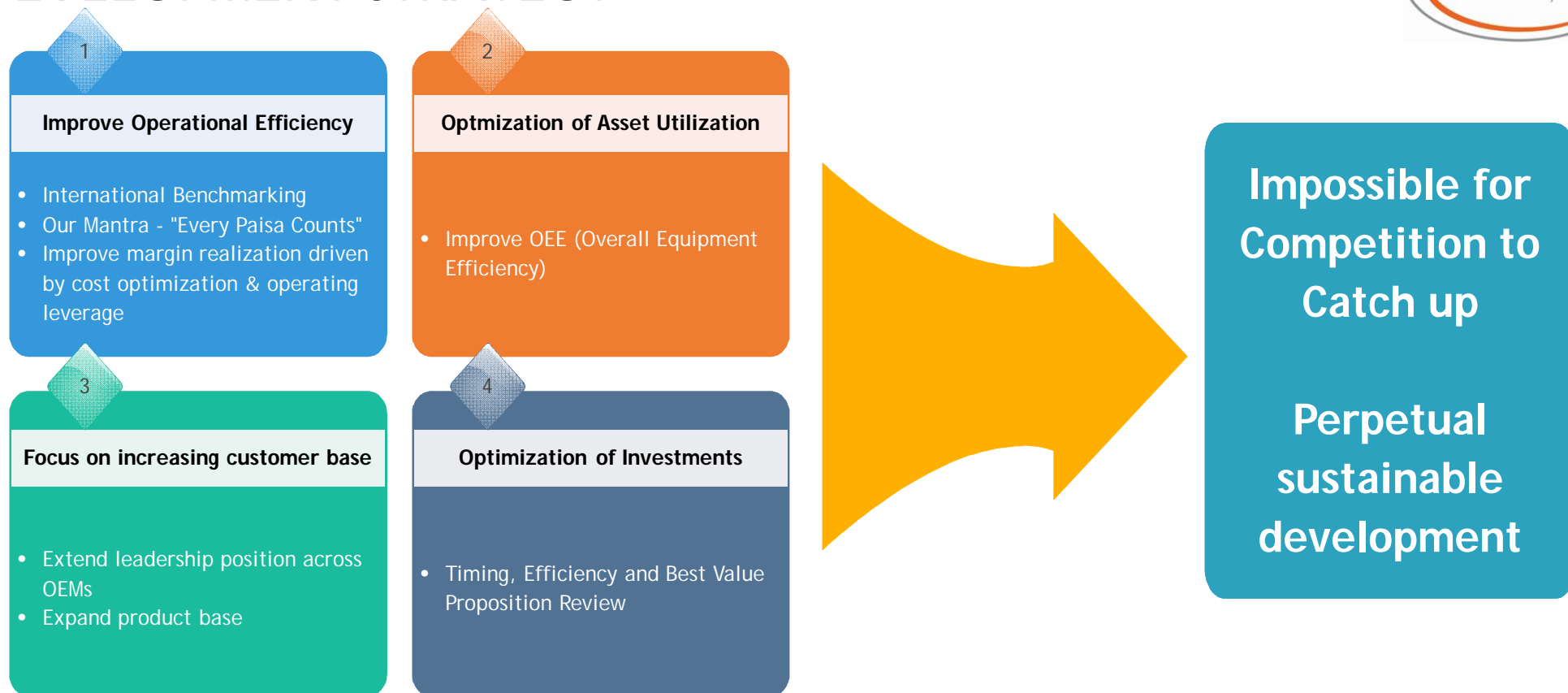
State-of-the-art manufacturing facilities

Focus on Kaizen towards Technology and Operations. Strategically located manufacturing plants for Customers

Healthy Financials

Cost sensitive Culture

DEVELOPMENT STRATEGY



HUMAN RESOURCE DEVELOPMENT

EVERY TEAM MEMBER WORKS BY SELF MANAGEMENT

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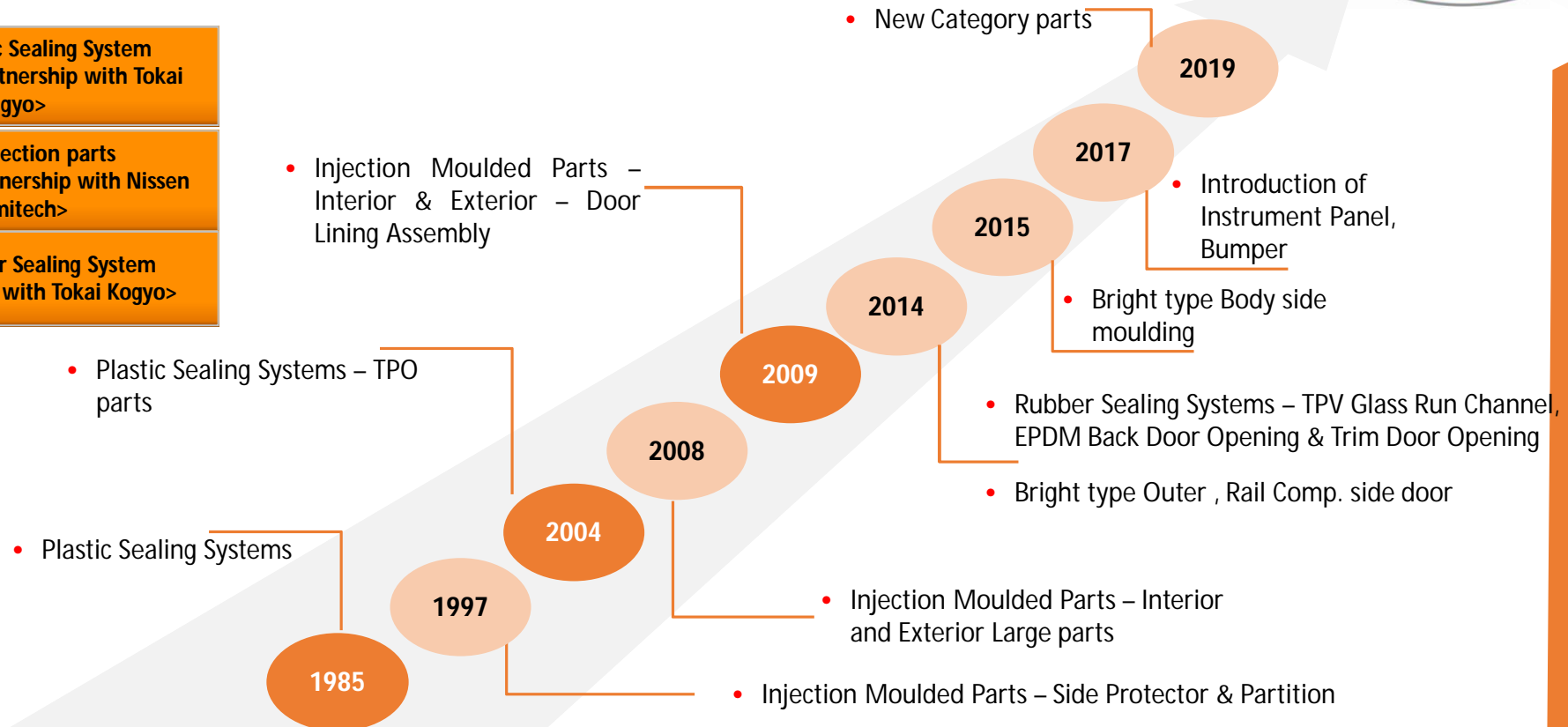
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PRODUCT - MILESTONES



| |
|--|
| 1989 – Plastic Sealing System <Technology partnership with Tokai Kogyo> |
| 2007 – Injection parts <Technology partnership with Nissen Chemitech> |
| 2012 – Rubber Sealing System <JV partnership with Tokai Kogyo> |

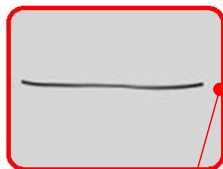


CONTINUOUSLY SUPPORT CUSTOMER IN VALUE ADDED PRODUCTS & SERVICES

SEALING SYSTEMS



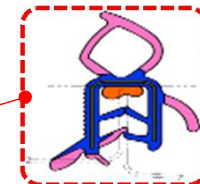
**MOULDING
WINDSHIELD**



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



**PVC
TPO
EPDM**



PRODUCTS MADE
BY PTI (JV)

INJECTION MOLDING PRODUCTS



FR-PILLAR



CTR-PILLAR



RR -PILLAR



PARTITION



REAR TRAY

UNDER HOOD PRODUCTS



IN CABIN PRODUCTS



LINING RR PANEL



SIDE PROTECTORS



SPLASH GUARD



DOOR LINING



FENDER INNER



TRUNK LINING

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CUSTOMERS & FACILITIES

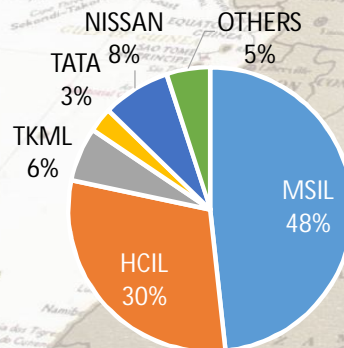
CUSTOMERS

Domestic Presence

International Presence



BUSINESS SHARE AS ON 31/03/2018



FACILITIES



PLANTS



NOT TO SCALE - FOR ILLUSTRATION PURPOSE ONLY

PARTS DEVELOPED BY PPAP IN FOLLOWING MODELS



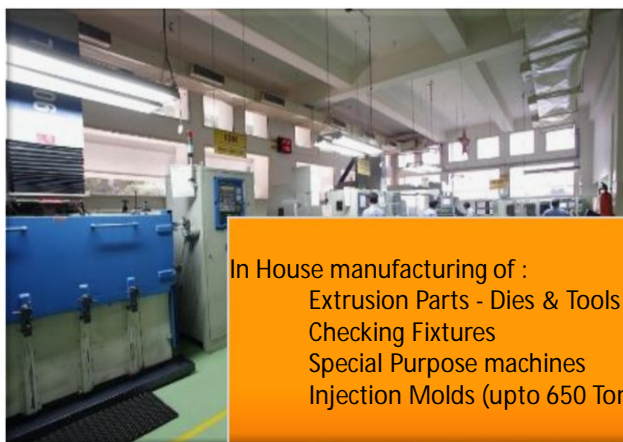
DEVELOPMENT INFRASTRUCTURE

DESIGN



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

TOOL MANUFACTURING



In House manufacturing of :

- Extrusion Parts - Dies & Tools
- Checking Fixtures
- Special Purpose machines
- Injection Molds (upto 650 Tons)

VALIDATION

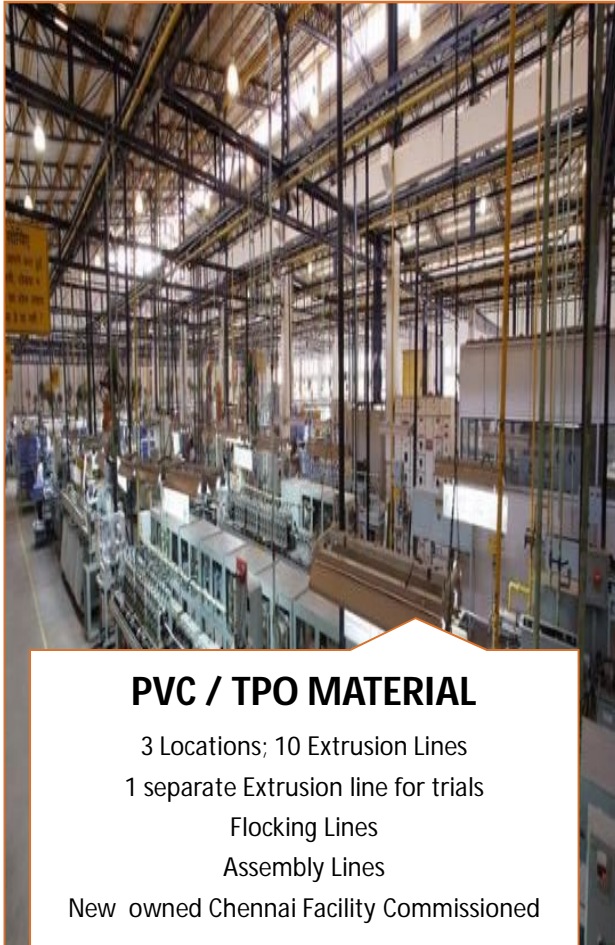


Raw Material Testing
Part Performance Testing

MANUFACTURING INFRASTRUCTURE



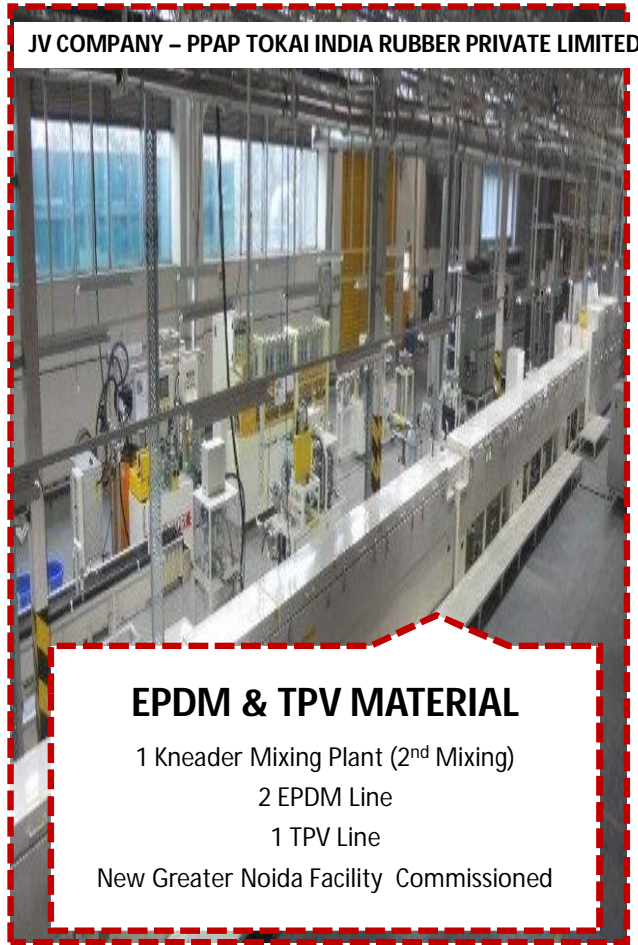
PLASTIC EXTRUSION



PVC / TPO MATERIAL

3 Locations; 10 Extrusion Lines
1 separate Extrusion line for trials
Flocking Lines
Assembly Lines
New owned Chennai Facility Commissioned

RUBBER EXTRUSION



JV COMPANY - PPAP TOKAI INDIA RUBBER PRIVATE LIMITED

EPDM & TPV MATERIAL

1 Kneader Mixing Plant (2nd Mixing)
2 EPDM Line
1 TPV Line
New Greater Noida Facility Commissioned

INJECTION MOLDING



38 Machines

3 locations
Range: 60 Tons – 2500 Tons
Make: Toshiba, Nissei, JSW, Fanuc, Toyo, Mitsubishi
Electric, Hybrid, Gas Assist, Sequential Gate Valve, Hot
Runner technology available
New rented facility in Gujarat commissioned
New owned facility in Gujarat under commissioning

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CUSTOMER APPRECIATION



ACCOLADES FOR 2018

SUPPLIER OF THE YEAR 2017 – GOLD AWARD FROM TOYOTA

ZERO PPM AWARD FROM TOYOTA

OVERALL PERFORMANCE (SHIELD) AWARD FROM MSIL

WON THE ECONOMIC TIMES POLYMERS AWARDS 2018

CERTIFICATE FOR ACHIEVING QUALITY TARGET FROM TOYOTA

CERTIFICATE FOR ACHIEVING DELIVERY TARGET TOYOTA

GENERAL MOTORS INDIA FOR THE “SUPPLIER QUALITY EXCELLENCE AWARD 2016”

SUBROS LTD. FOR “BEST SUPPLIER – BUSINESS SUPPORT 2016-17”



CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



HONDA CARS INDIA LIMITED



MARUTI SUZUKI INDIA LIMITED

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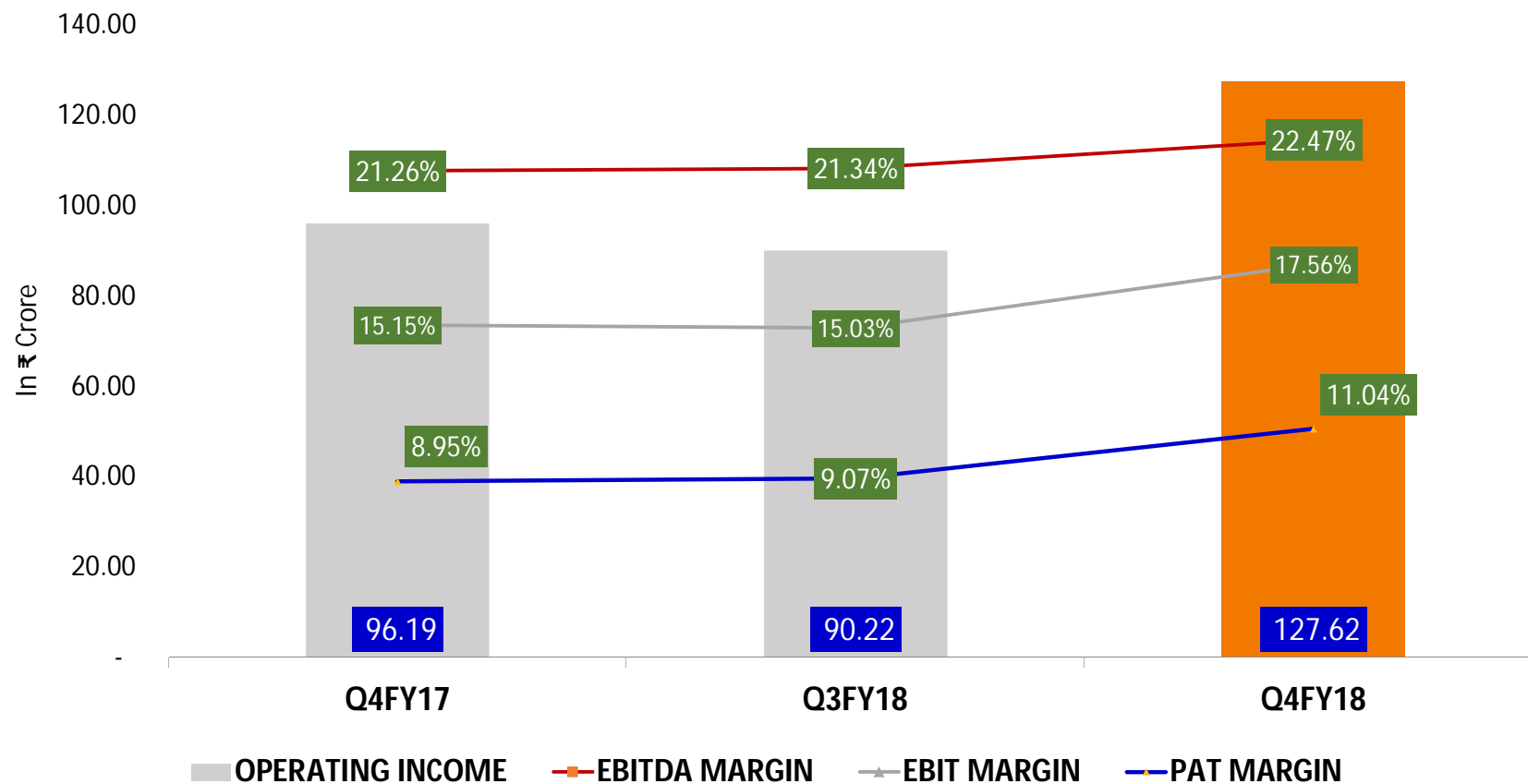
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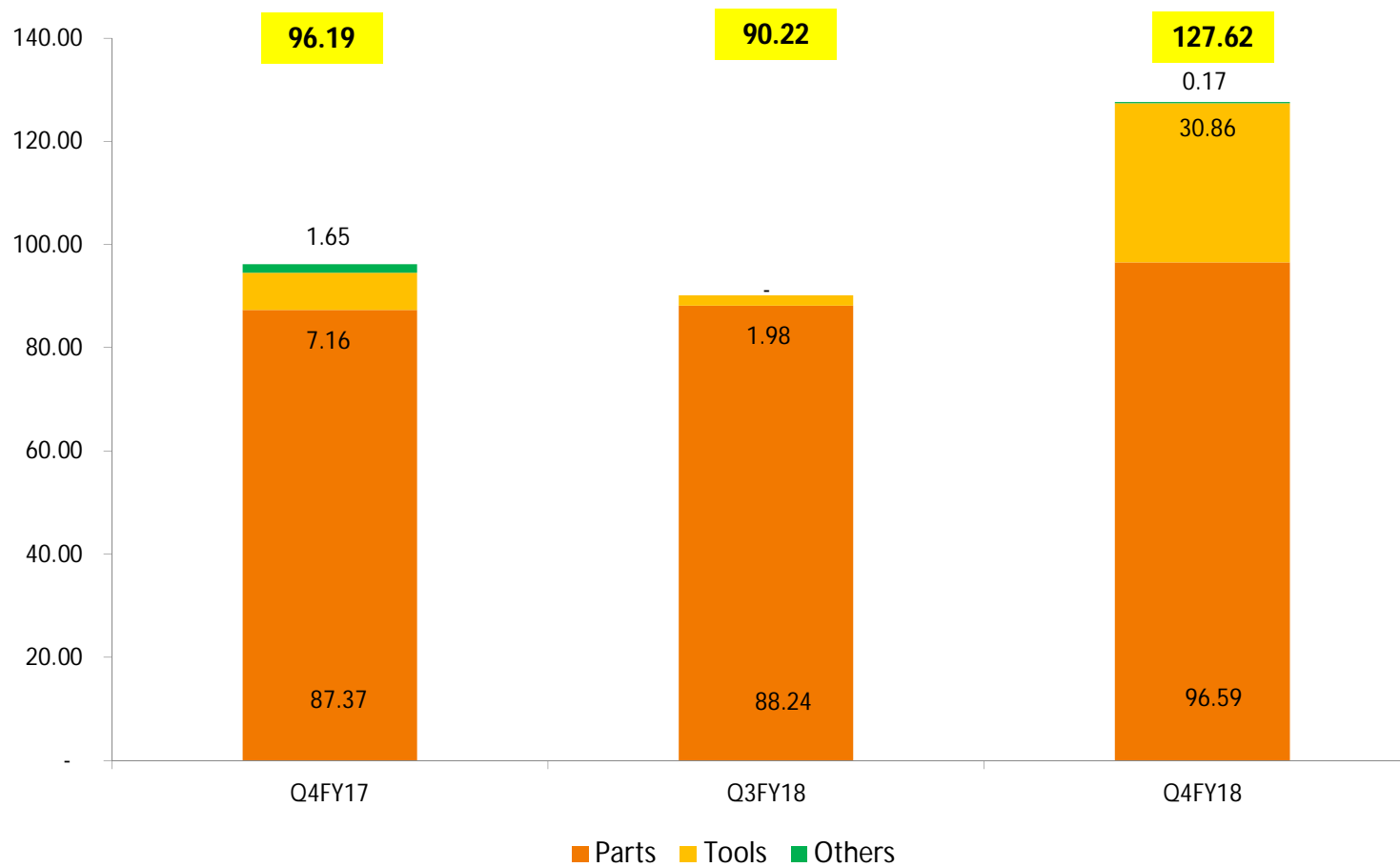
SUMMARY



Total Income is net of Excise

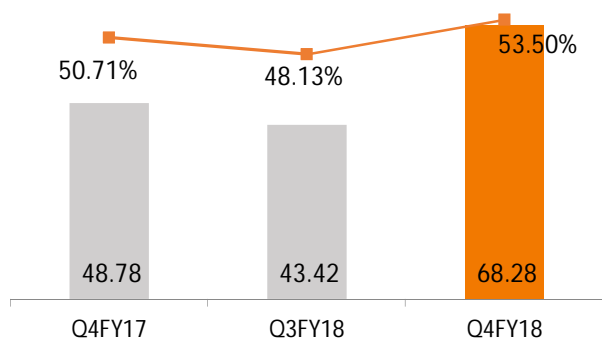


Operating Income (Net of Excise) (₹ crore)

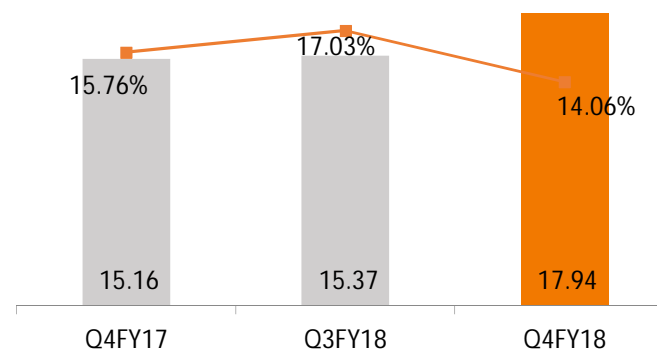


Major Expenses (₹ crore)

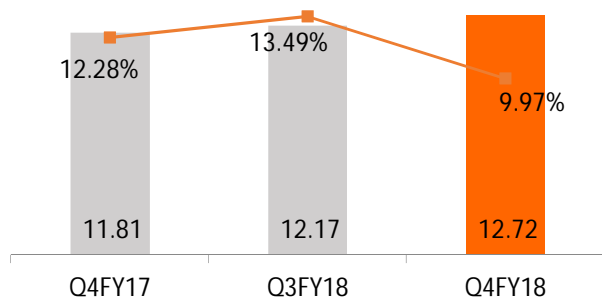
Materials



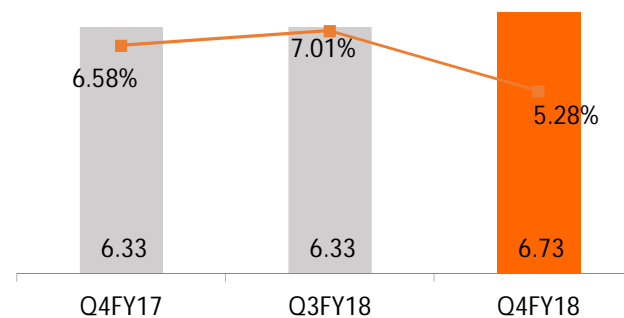
Employee Benefits



Other Expenses

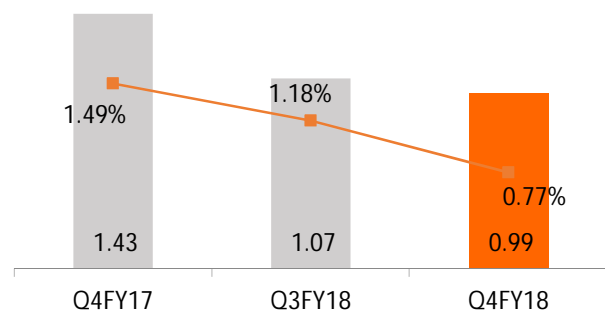


Depreciation

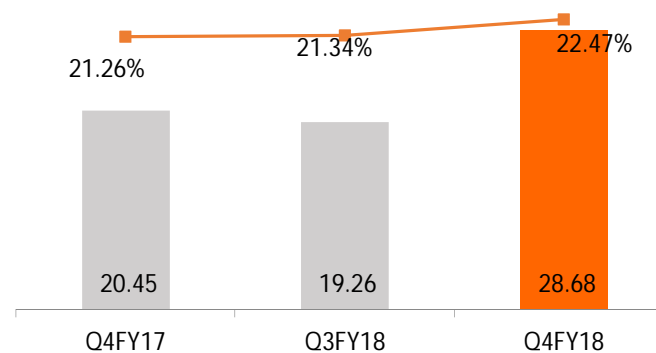


Interest & Earnings(₹ crore)

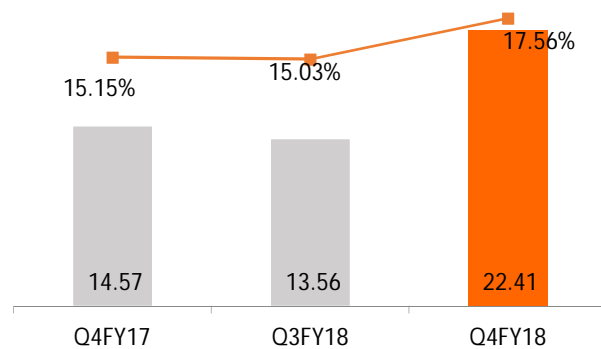
Interest



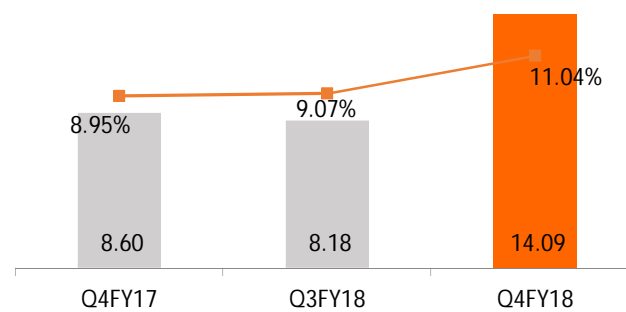
EBITDA



EBIT

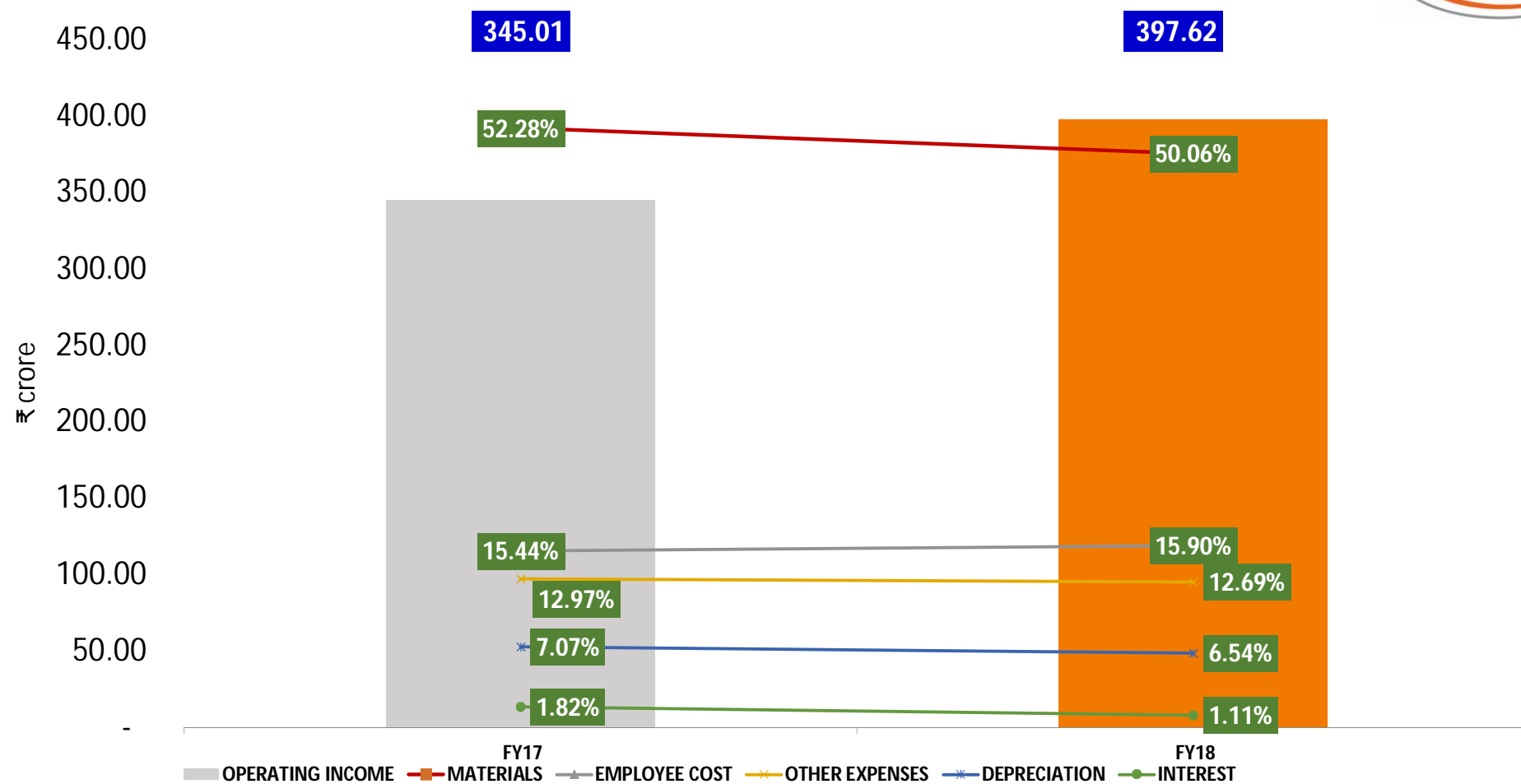


PAT





Annual Standalone Performance – Income & Major Expenses

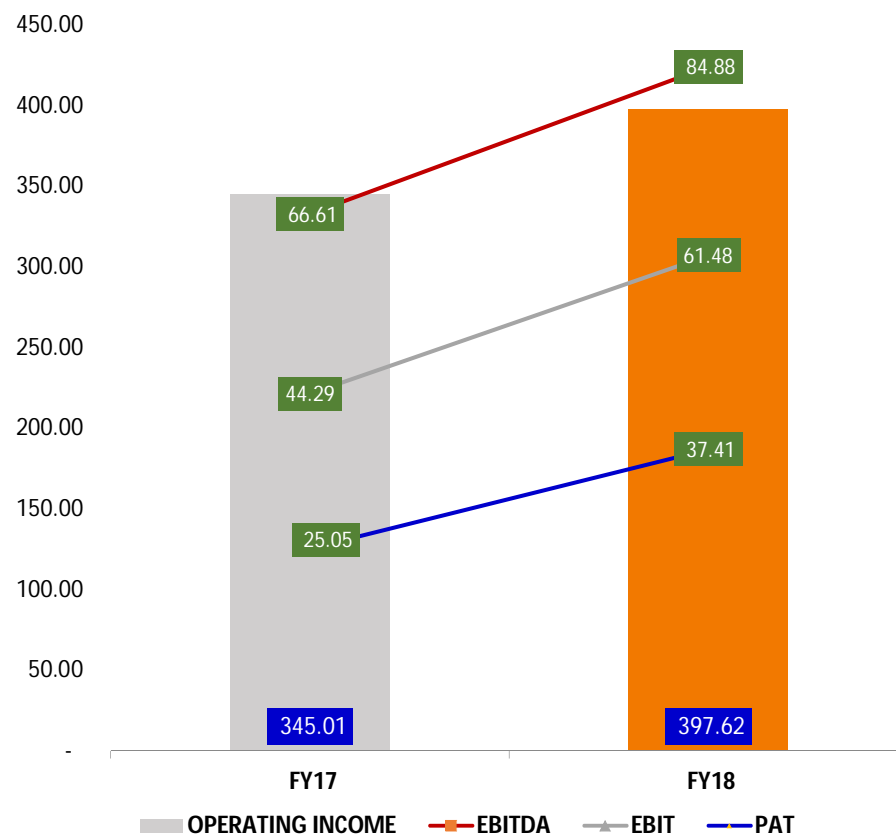


Total Income is net of Excise 31

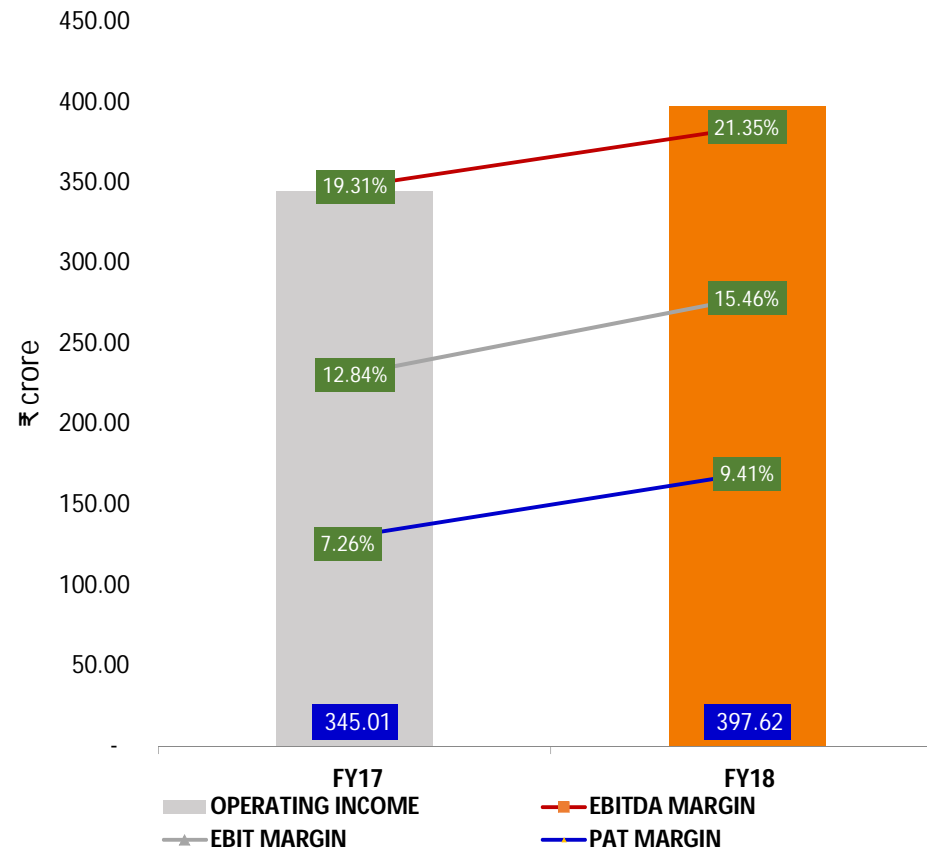


Annual Standalone Performance – Profitability

₹ in Crore



Margin %



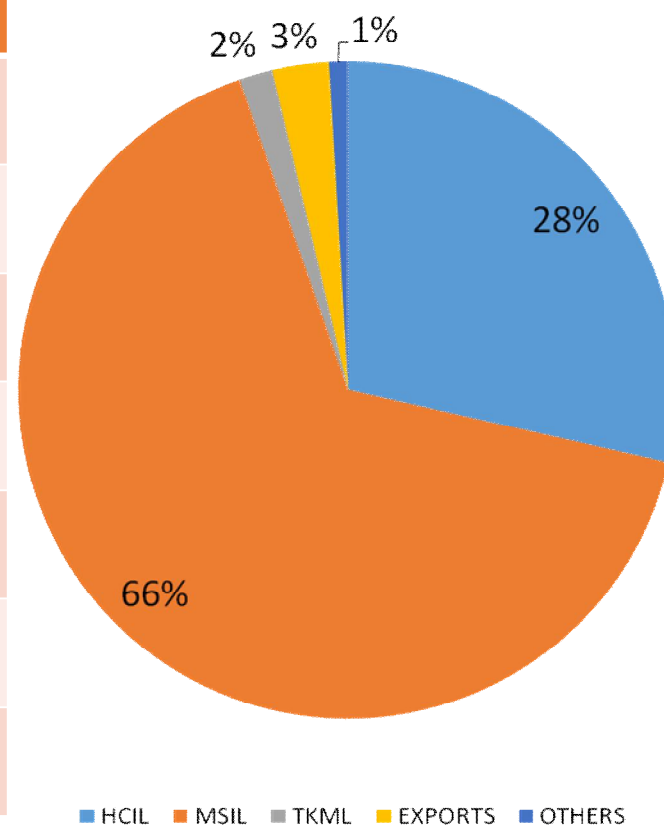
Total Income is net of Excise



Result Summary – PPAP Tokai India Rubber Pvt Ltd. FY 2017-18

₹ Crs.

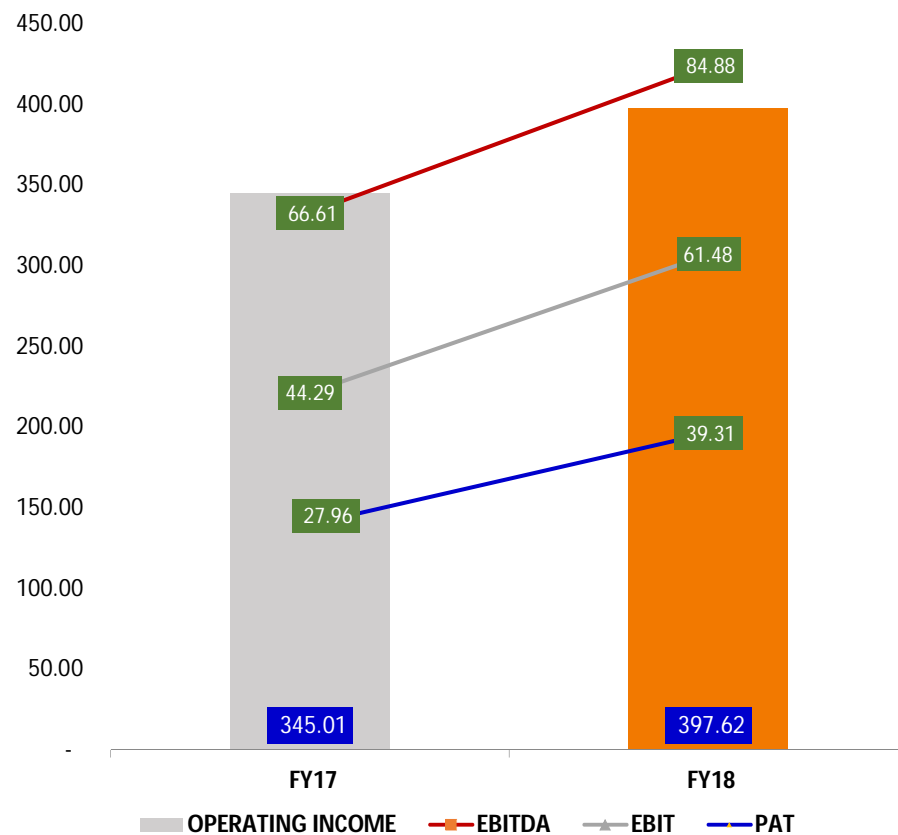
| PARTICULARS | FY 17 | FY 18 | CHANGES |
|--------------------|-------|-------|---------|
| INCOME | 47.19 | 62.95 | 33.41% |
| EBITDA | 8.21 | 6.24 | -23.99% |
| PAT | 5.82 | 3.80 | -34.65% |
| EPS RS. | 0.60 | 0.39 | -34.65% |
| NET WORTH | 93.09 | 96.99 | 4.19% |
| GROSS FIXED ASSETS | 57.30 | 77.94 | 36.02% |
| FUNDS AVAILABLE | 26.29 | 20.21 | -23.13% |



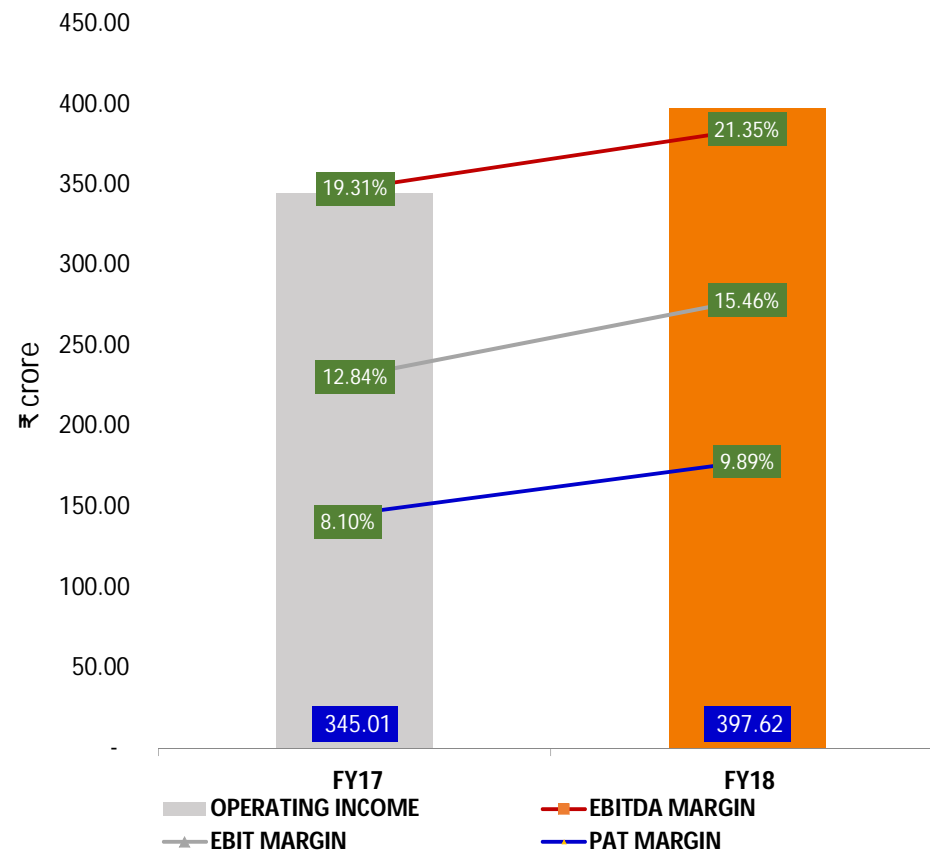


Annual Consolidated Performance - Profitability

₹ in Crore



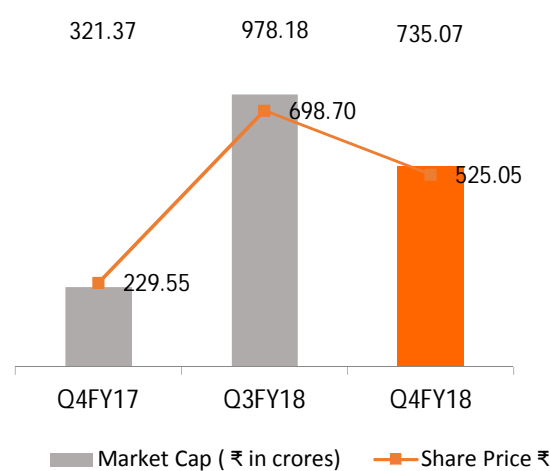
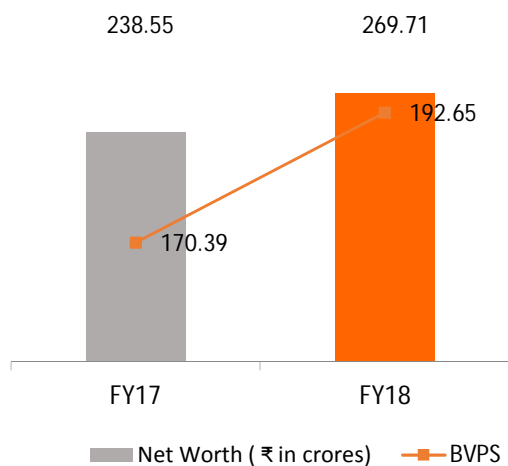
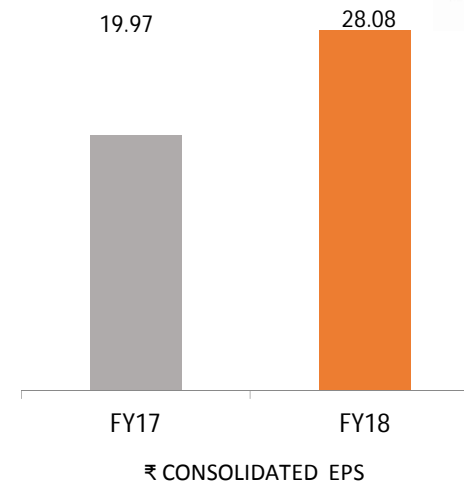
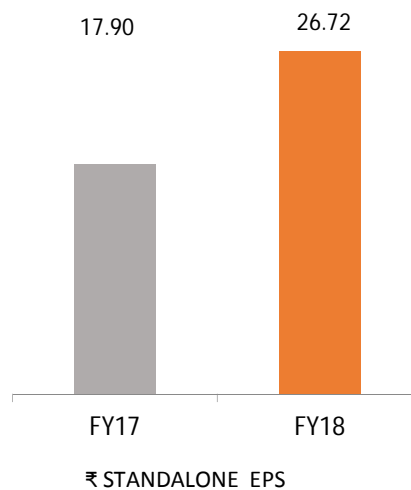
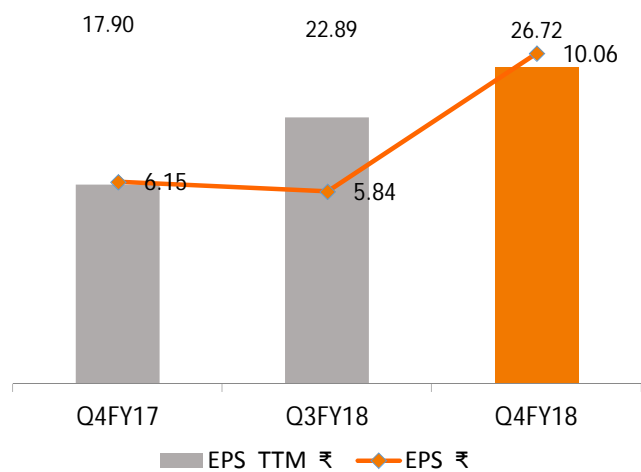
Margin %



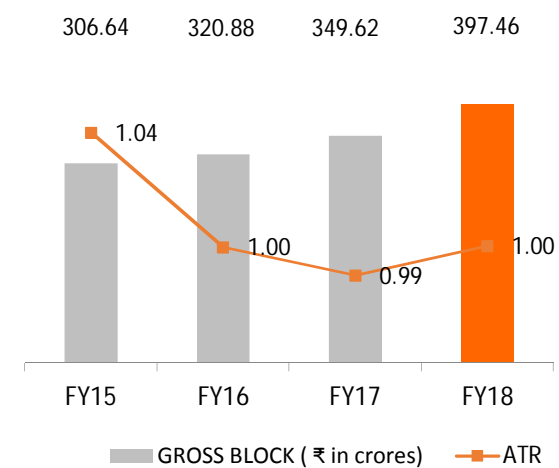
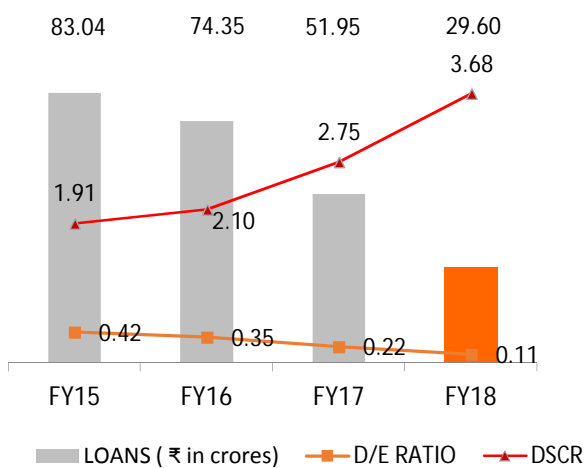
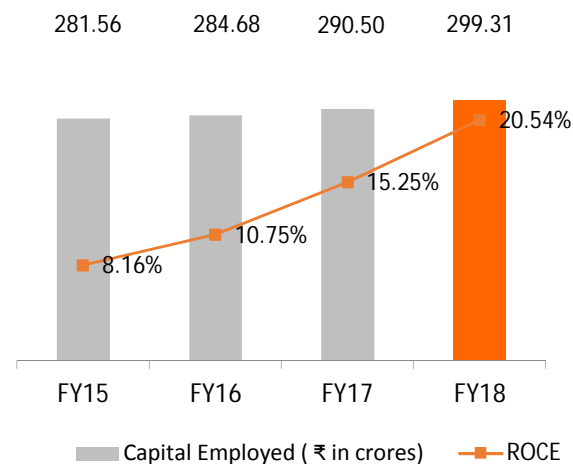
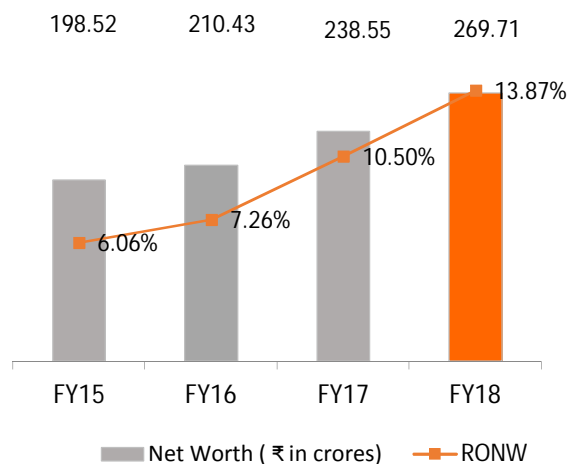
Total Income is net of Excise



EPS , BOOK VALUE, MARKET CAPITALIZATION(BSE)



KEY RATIOS





Key Points – FY 18 Performance

Grew faster than the industry growth rate, Growth in part sales 14.40%.

EBITDA margin at 21.25%, Improved by 2.05% from last year due to focus on operational efficiencies and continues effort on cost reduction activities.

PAT at ₹ 37.41 Crs. Increased by 49.34%.

ROCE at 20.54% (PY15.25%) , RONW at 13.87% (PY 10.50%).

Very healthy D/E ratio at 0.11, demonstrate the capabilities to meet the fund requirements for future growth of the company.

Strategic investment in owned facilities at Gujarat and Tamilnadu to cater the customers in west and south area.

Started manufacturing of new products such as Instrument panel, Bumpers, parts for two wheelers.

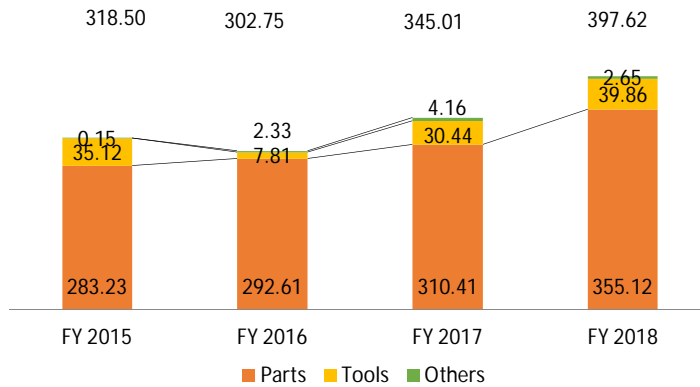
Investment in internal IT infrastructure to enhance the Part design and development capabilities, Tool design, project management and faster flow of information.

Customers confidence maintained reflected through prestigious awards.

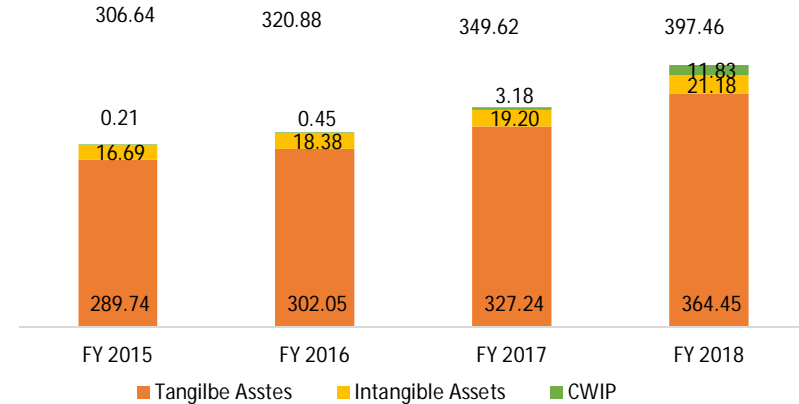
FINANCIAL PERFORMANCE SNAPSHOT (FY 2015 - FY 2018)



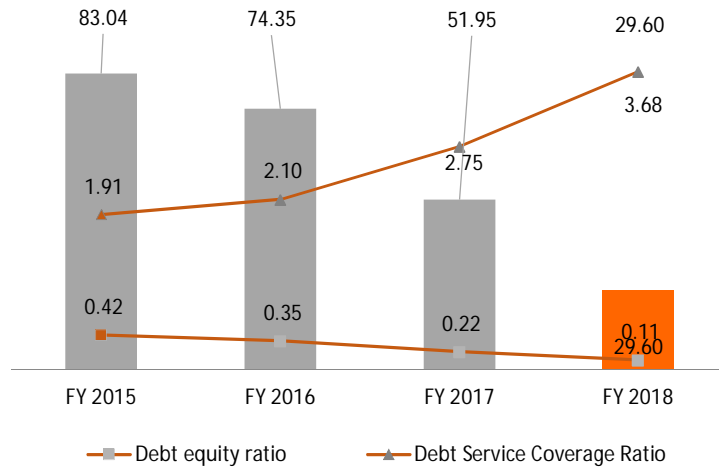
Operating Income



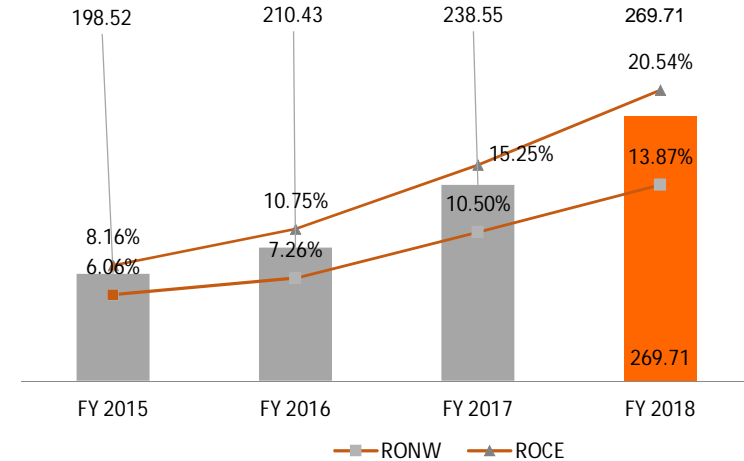
Fixed Assets (Gross Block)



Debt



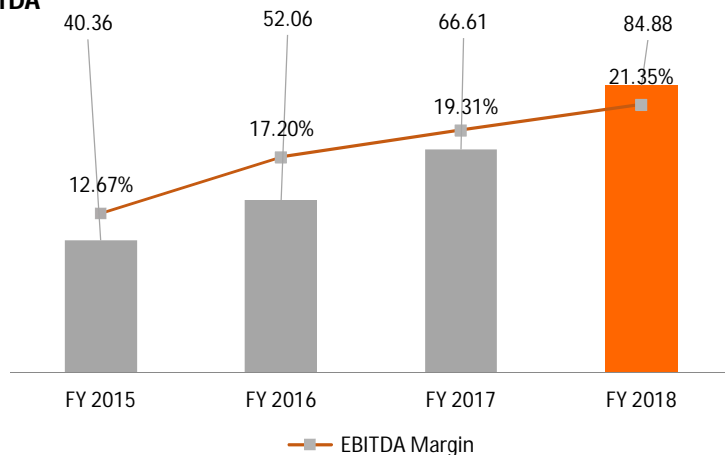
Net Worth



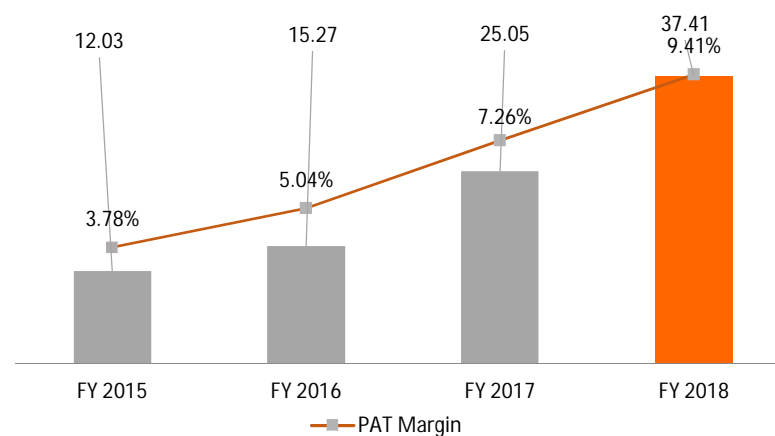
FINANCIAL PERFORMANCE SNAPSHOT (FY 2015-FY 2018)



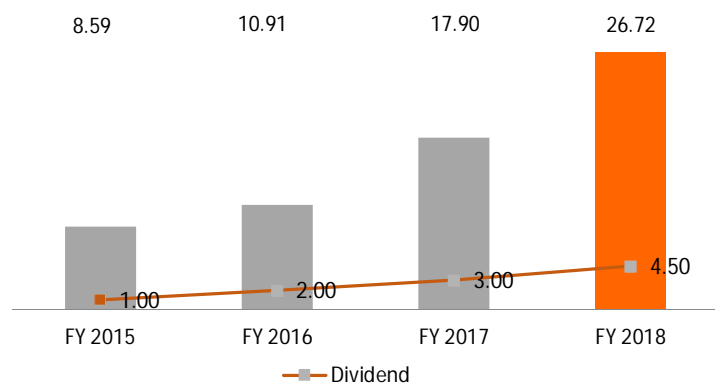
EBITDA



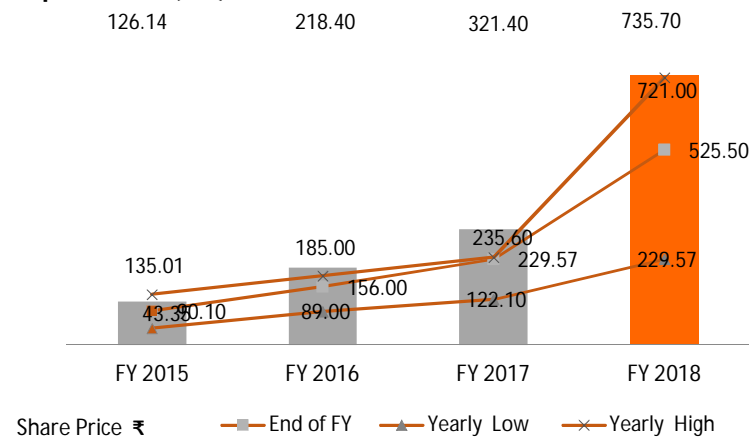
PAT



Earning Per Share (₹)



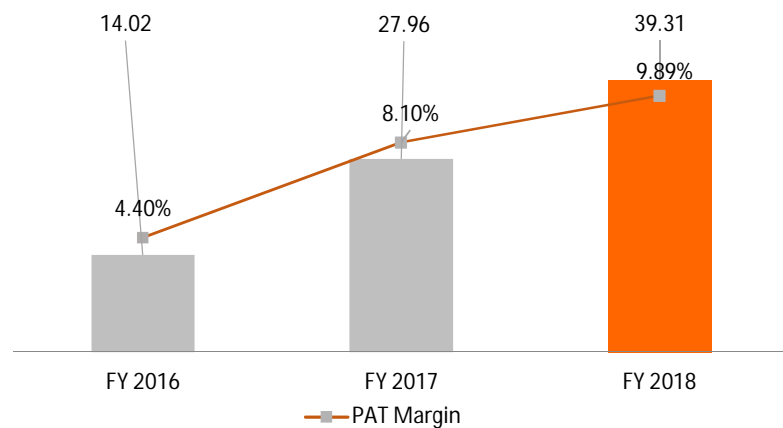
Market Capitalization (BSE)



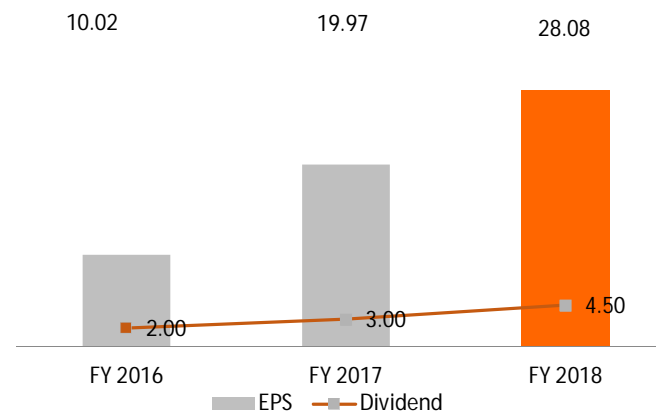
CONSOLIDATED FINANCIAL SNAPSHOT (FY 2016-2018)



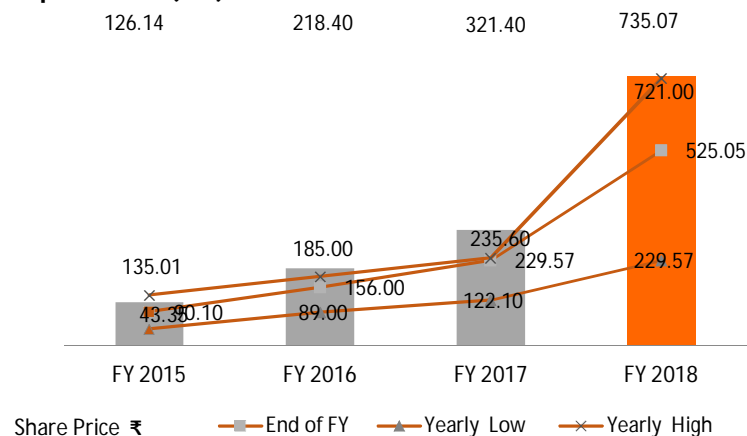
PAT



Earning Per Share (₹)



Market Capitalization (BSE)





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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