



PPAP Automotive Limited

CIN : L74899DL1995PLC073281

B-206A, Phase-II, Noida - 201305, Uttar Pradesh, India

Tel : +91-120-2462552/53, Fax : +91-120-2461371

Email : info@ppapco.com, Website : www.ppapco.in

07th February, 2020

The Listing Department

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai – 400001

Scrip Code: 532934

The Listing Department

National Stock Exchange of India Limited

Exchange Plaza,

Bandra Kurla Complex,

Bandra (E), Mumbai – 400051

Symbol: PPAP

Sub: Analysts and Investors Presentation pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir,

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Analysts and Investors presentation for the Financial Results of quarter and nine months ended 31st December, 2019.

Kindly take the same on record.

Thanking you,

Yours truly,

For **PPAP Automotive Limited**

Sonia Bhandari
Company Secretary



Investor Presentation
Q3FY20 & 9MFY20
FEBRUARY 2020

PPAP Automotive Limited

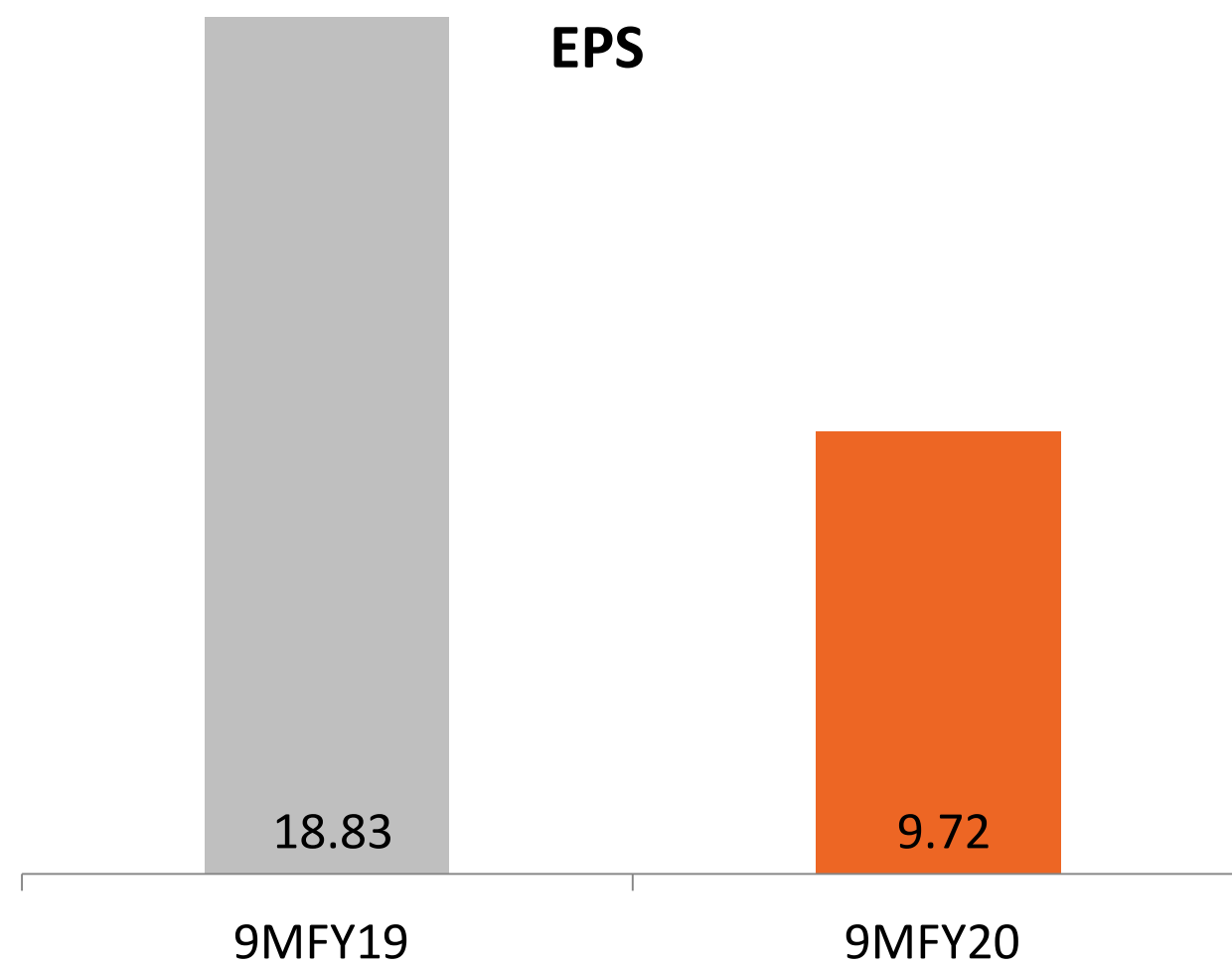
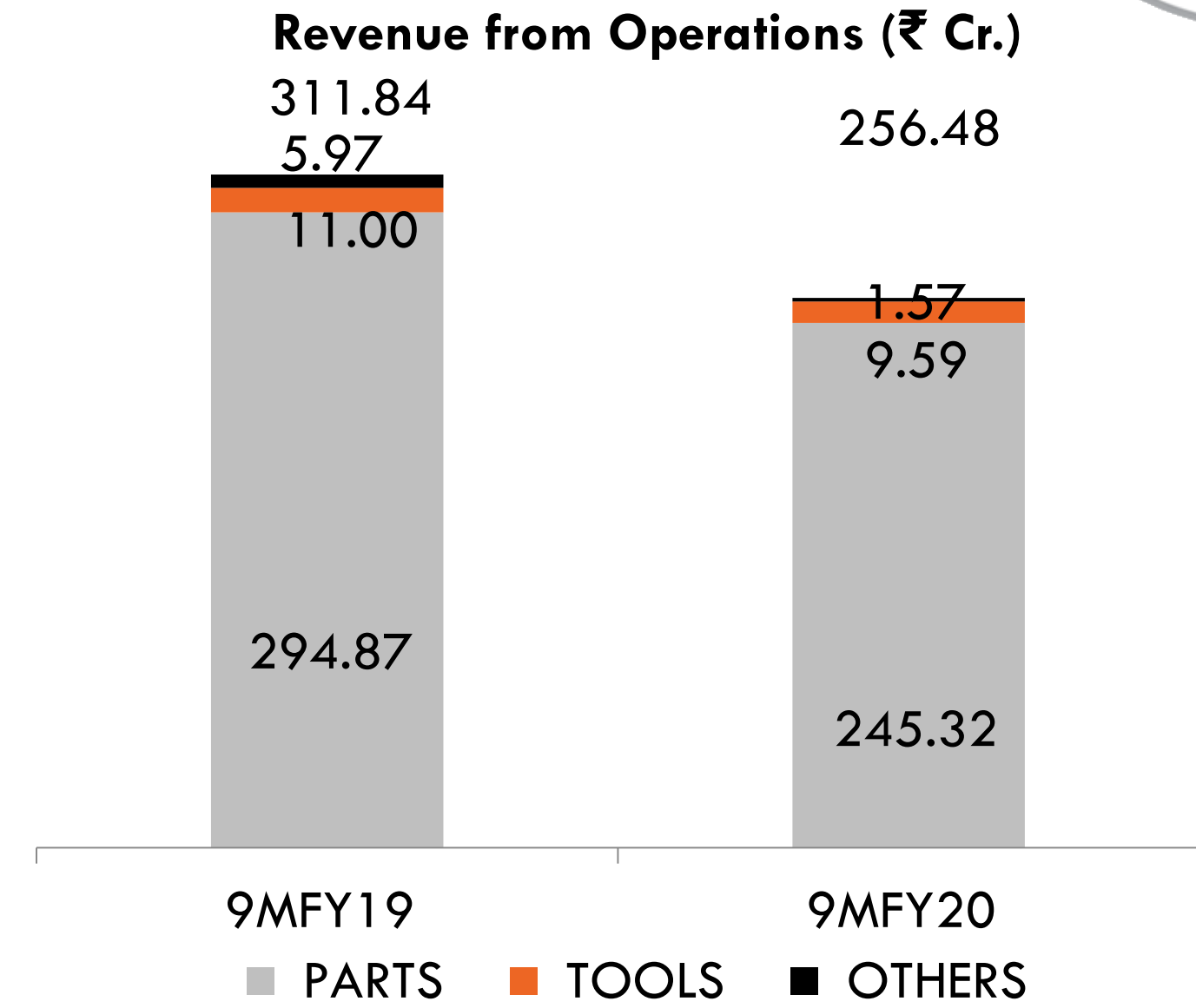


TAKING CHALLENGES, TOGETHER

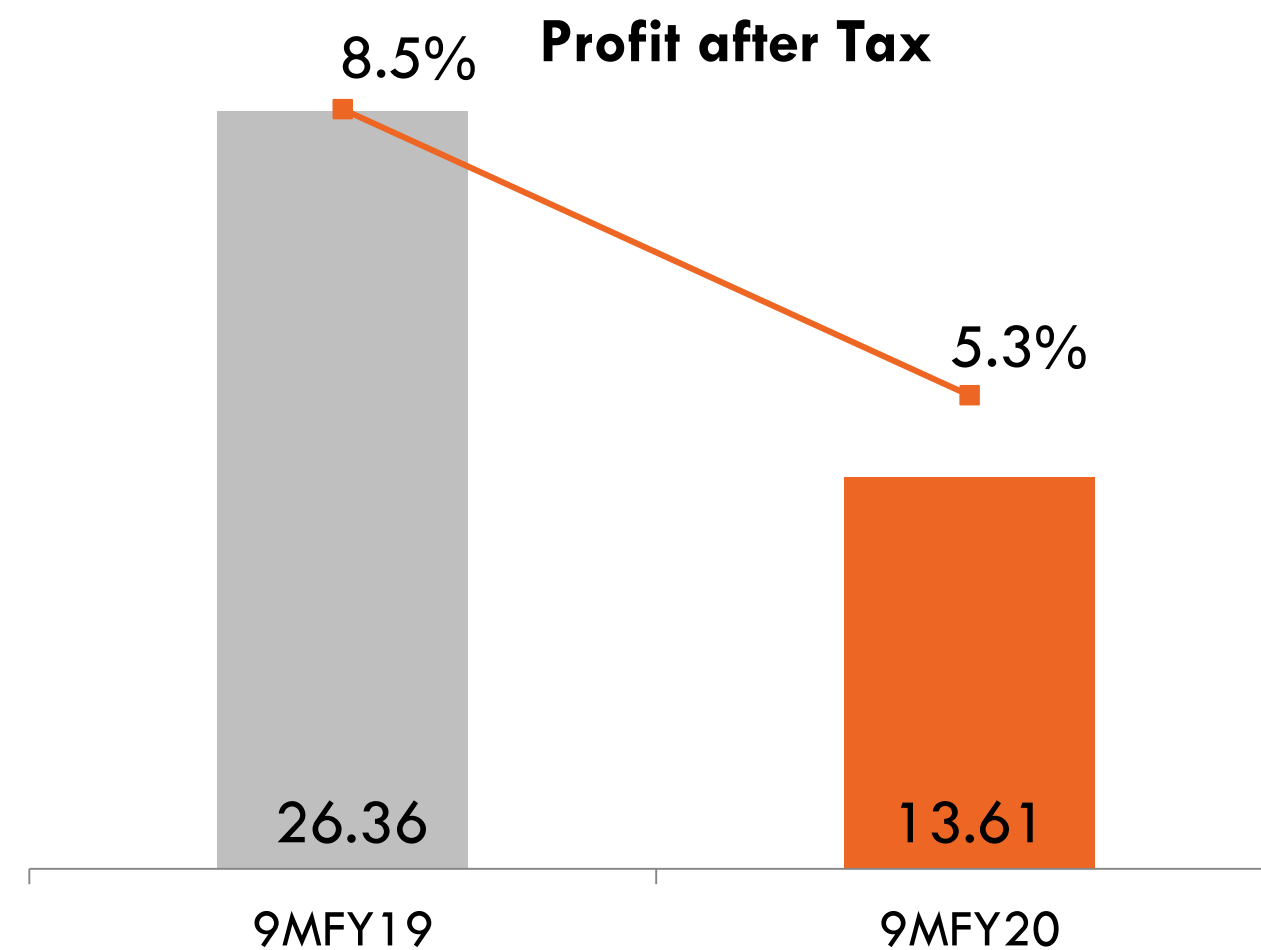
STANDALONE FINANCIAL HIGHLIGHTS (9MFY20)



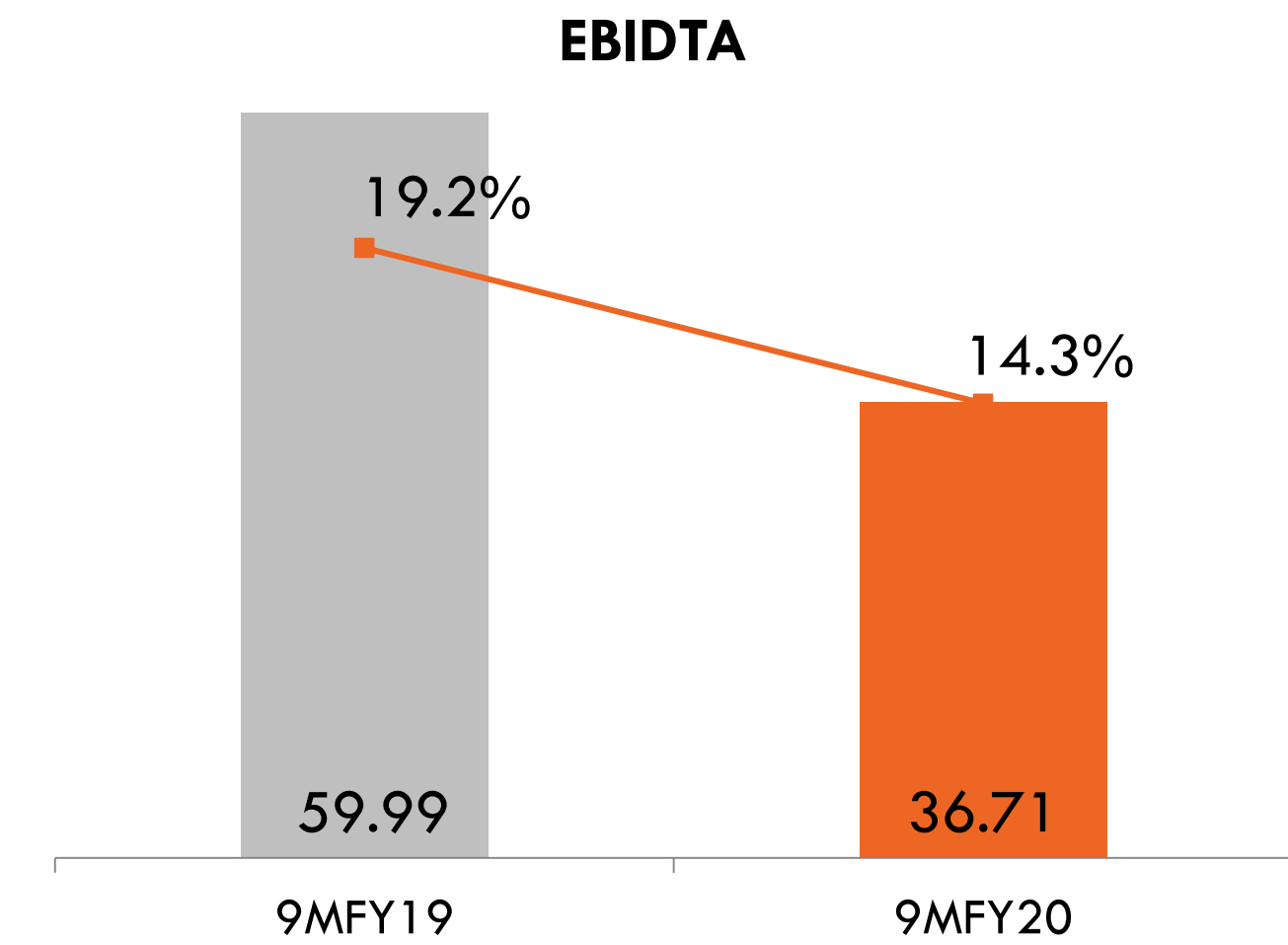
- Revenue from Operations at ₹ 256.48 cr and Part Sales at ₹ 245.32 cr
- PAT at ₹ 13.61 cr, 5.3% of Revenue
- EBITDA at ₹36.71 cr, 14.3% of Revenue
- EPS stood at ₹ 9.72
- Interim Dividend ₹ 1.00 per share



STANDALONE EPS PERIOD₹



■ PAT ₹ Cr ■ %

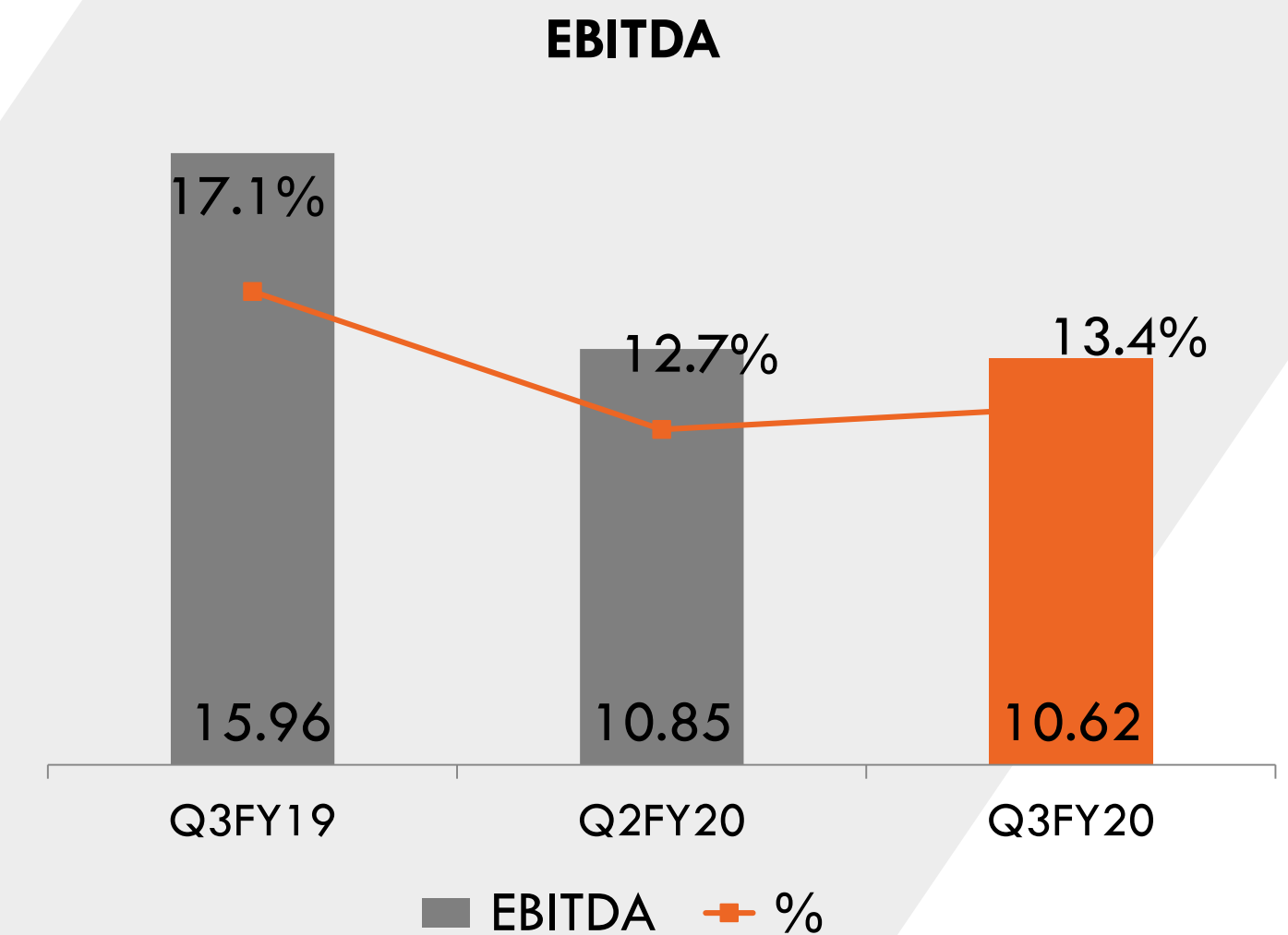
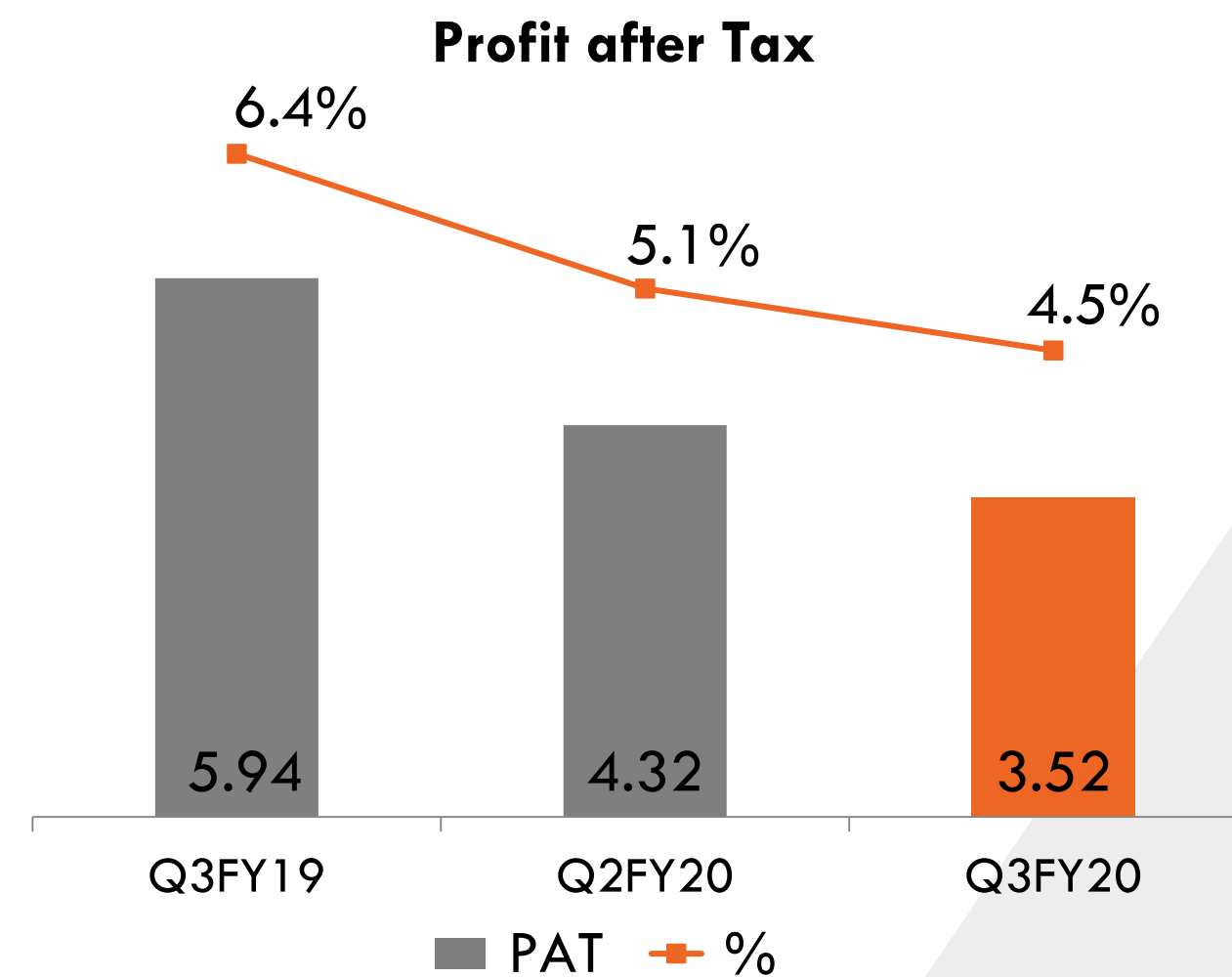
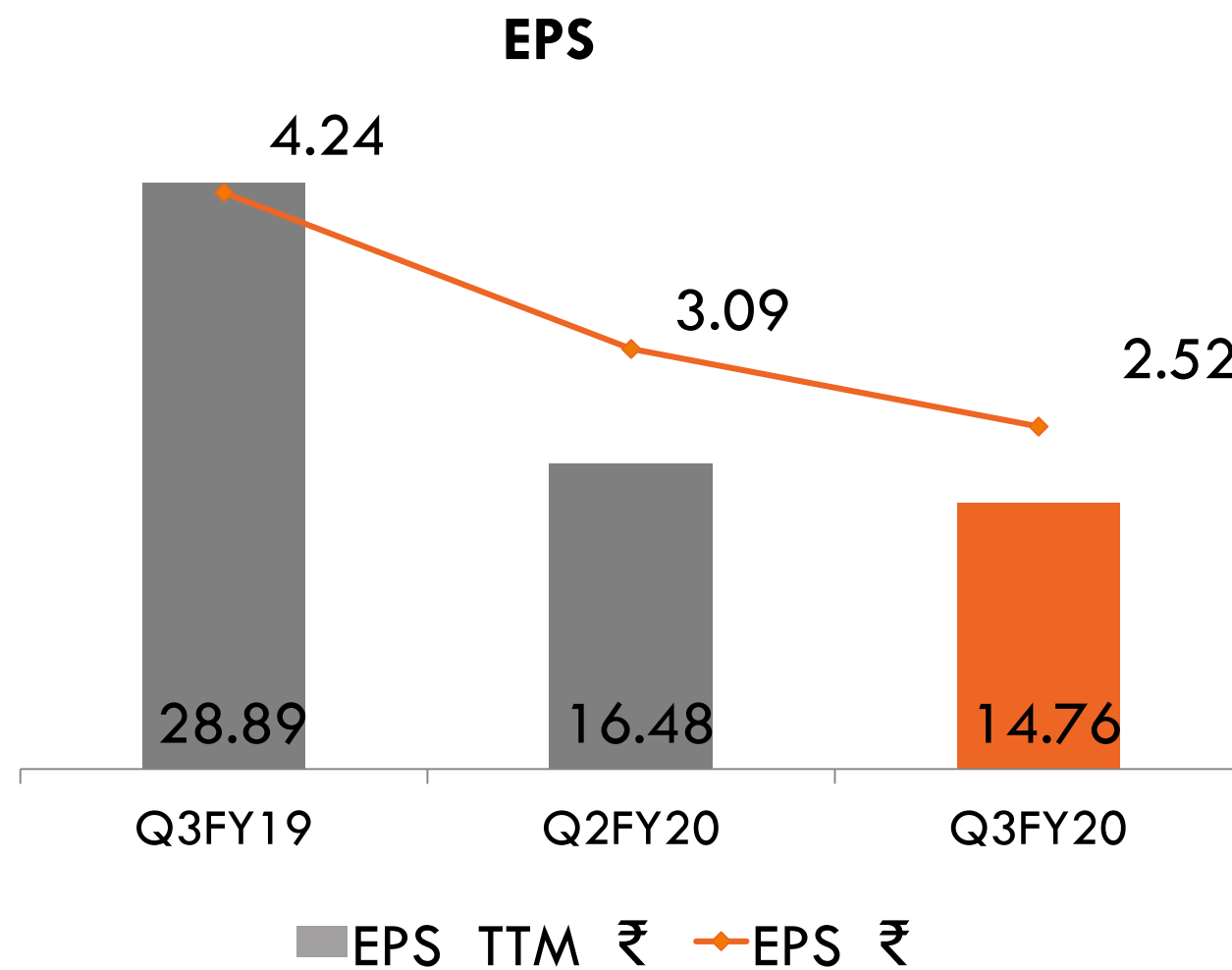
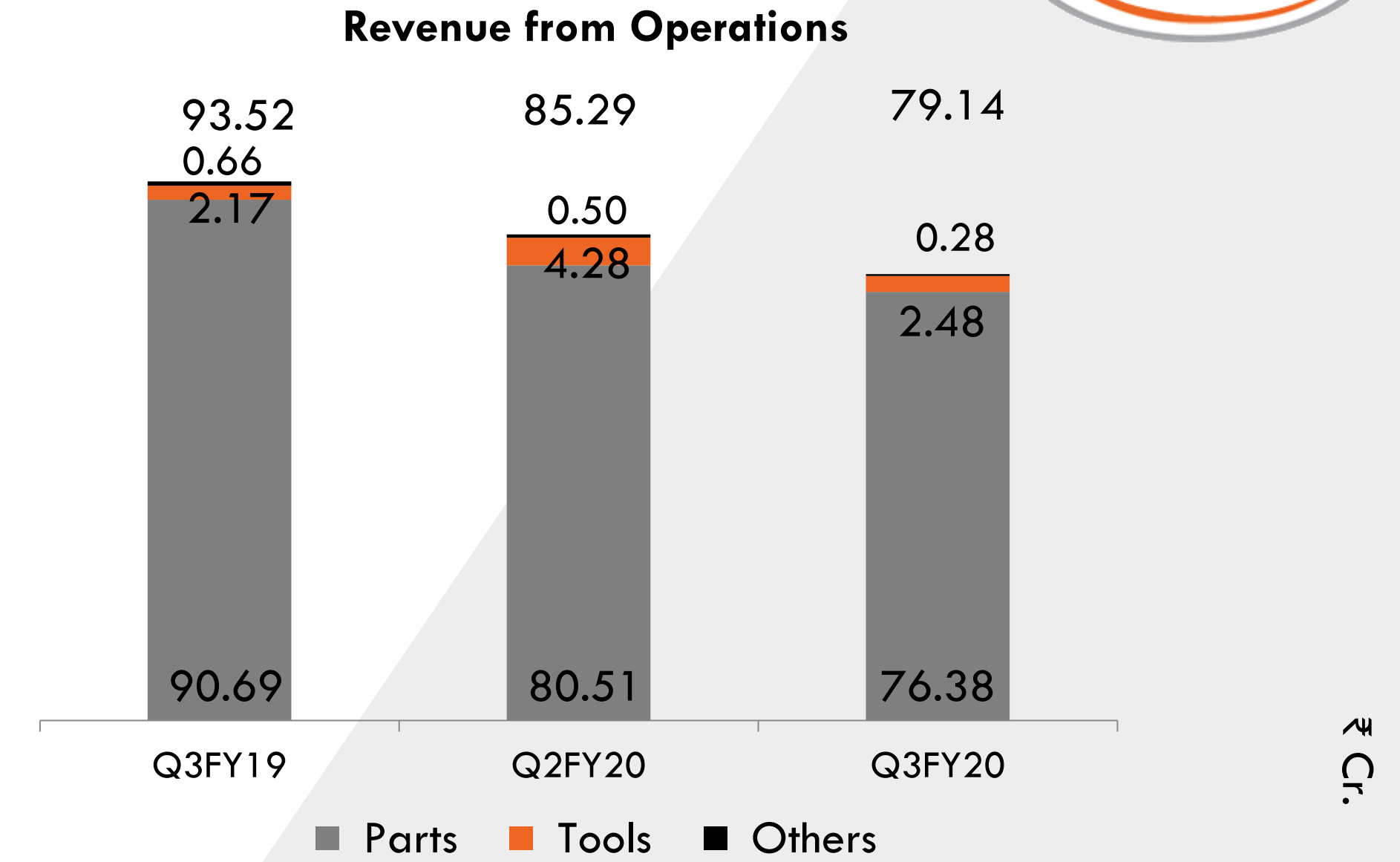


■ EBITDA ₹ Cr ■ %

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

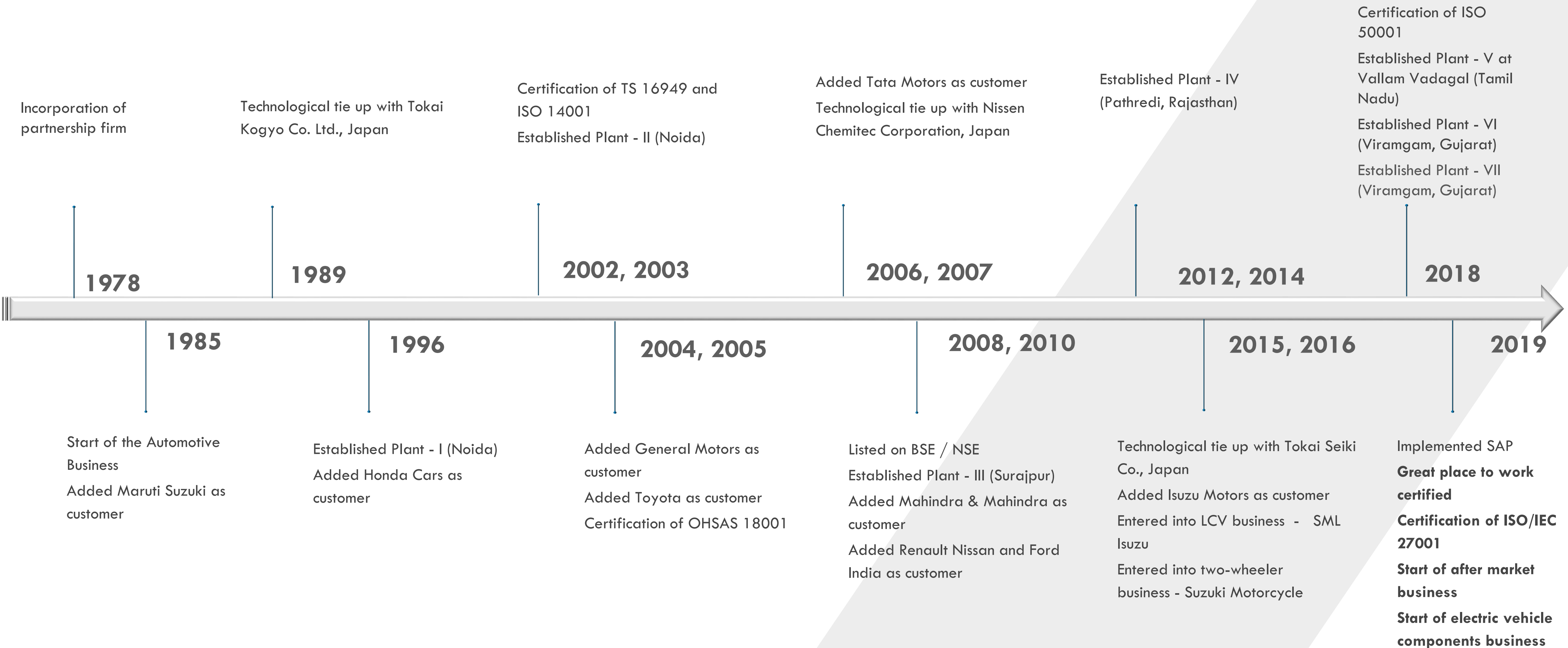


₹ Cr.

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"





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

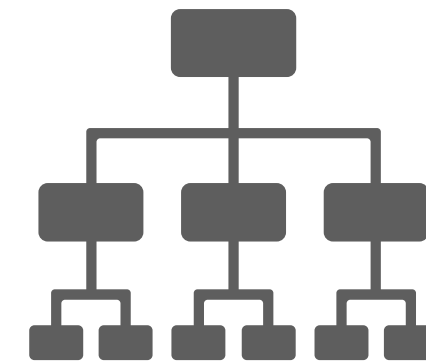
TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007

CORE STRENGTHS



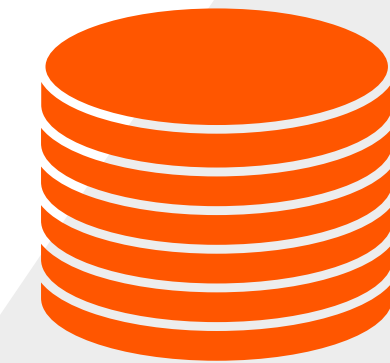
Leadership Position

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

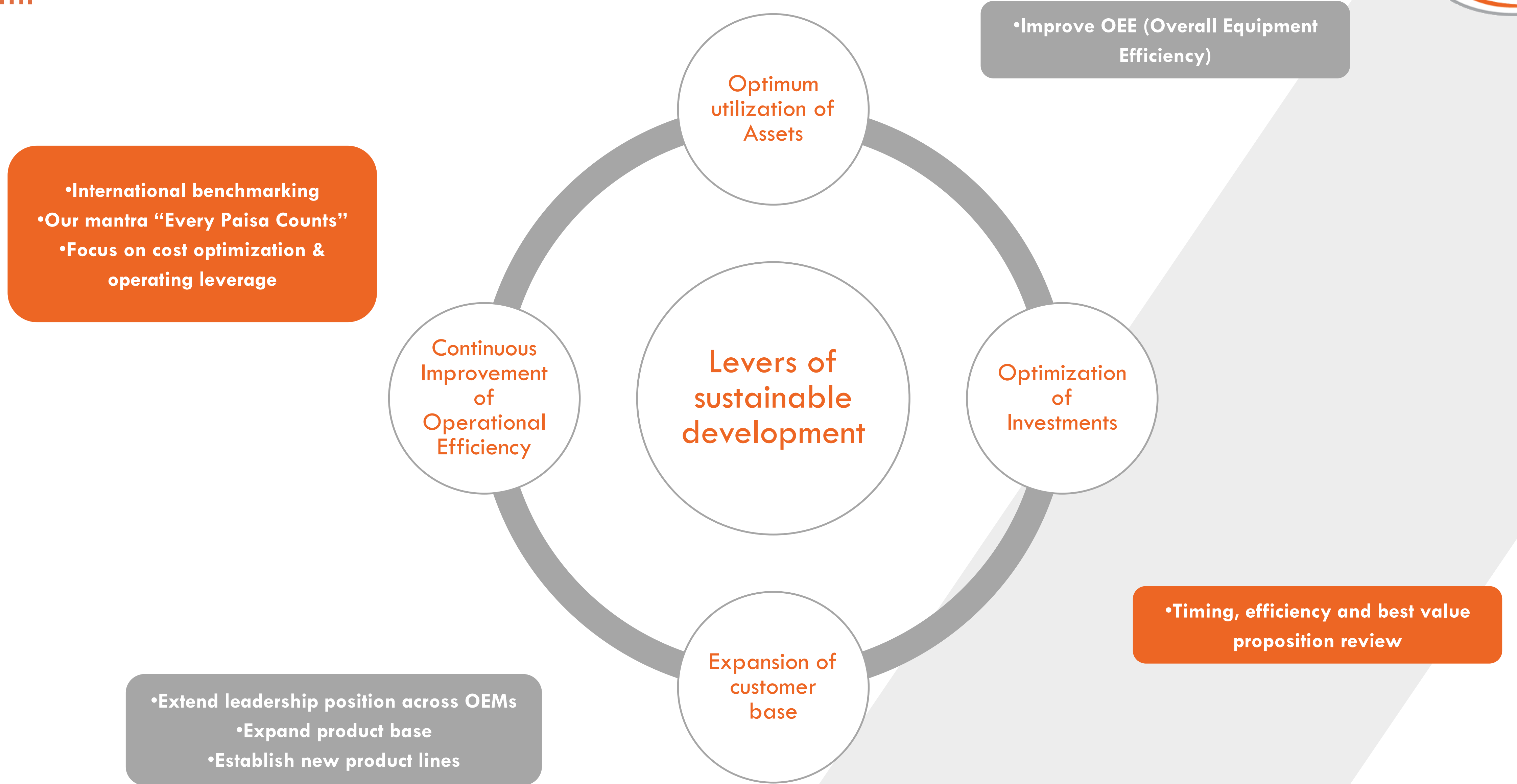
Relationship with Japanese Technology Partners



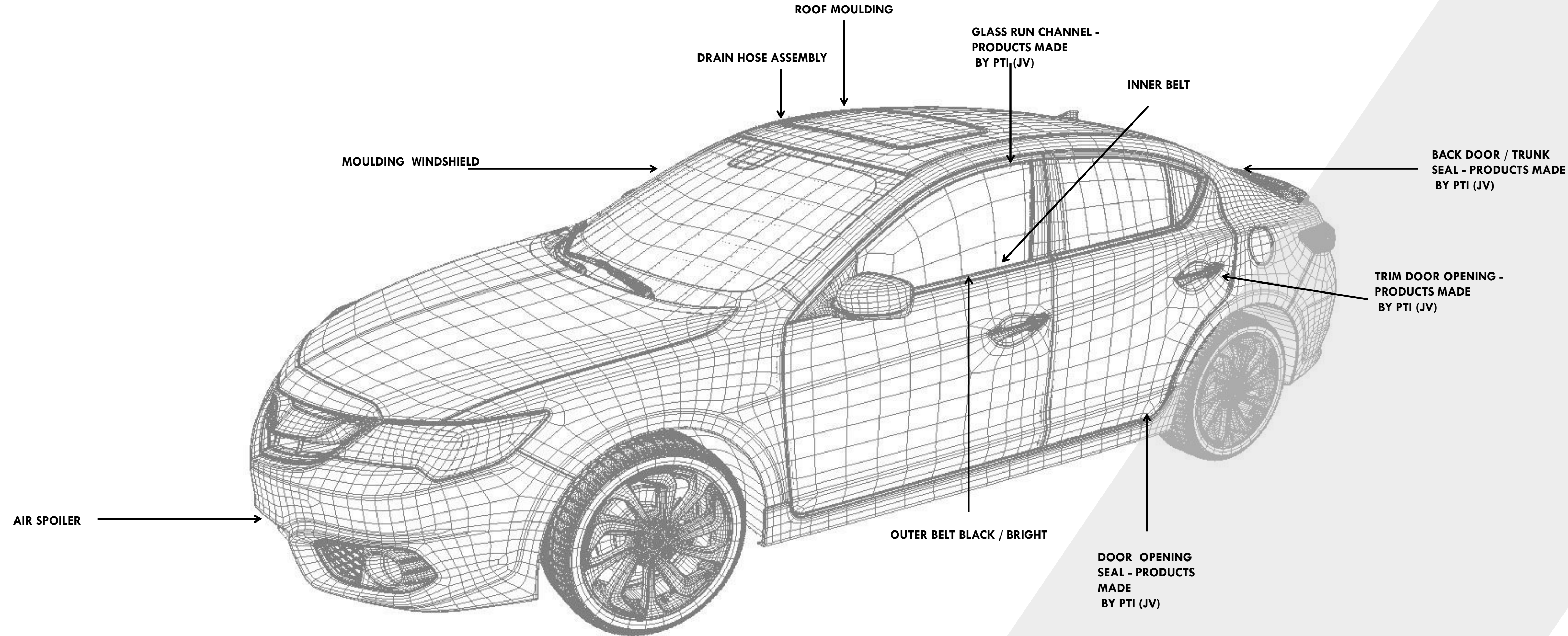
Healthy Financials

Cost sensitive Culture

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



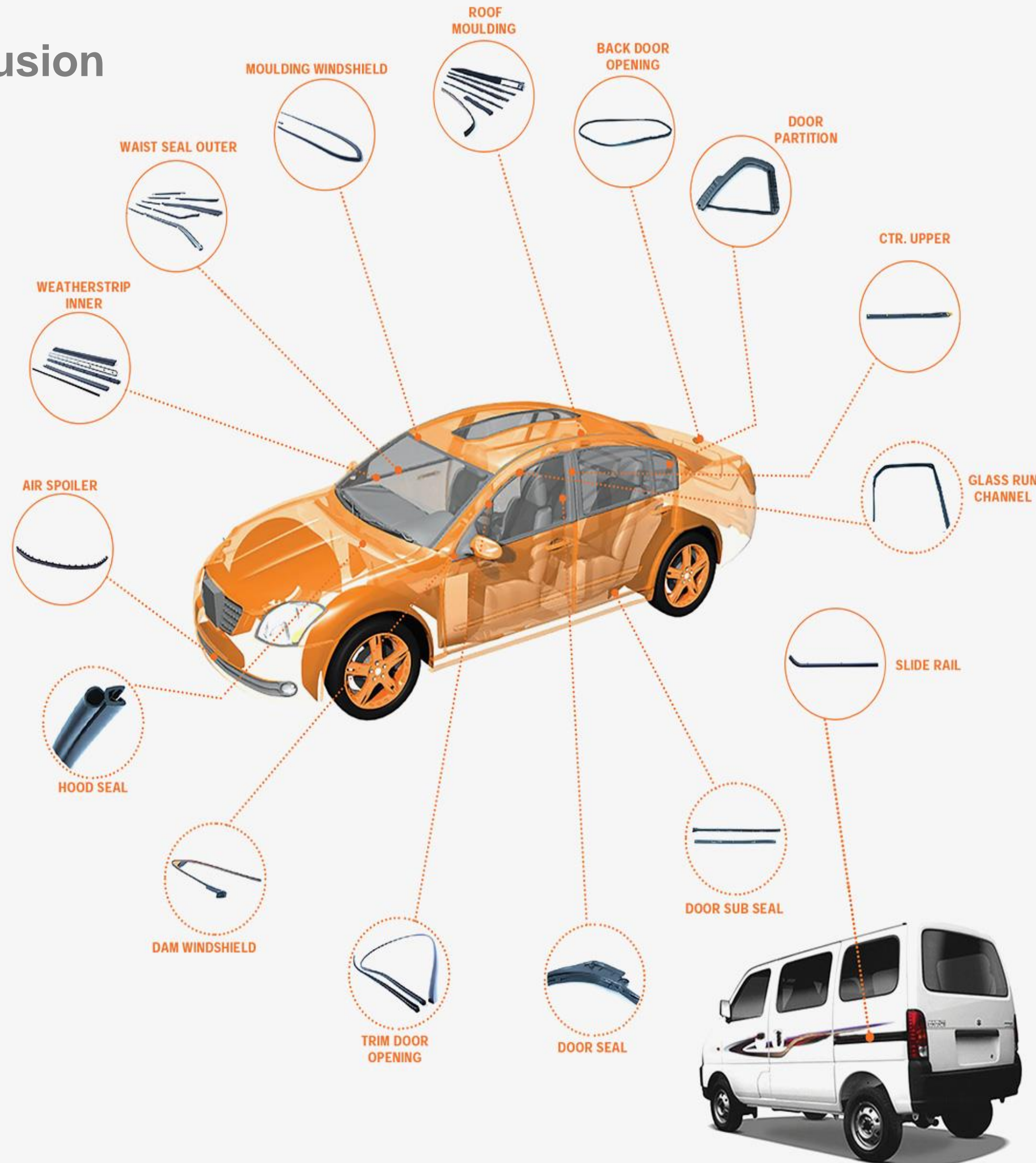
IN CABIN PRODUCTS



PRODUCT ROADMAP – EXTRUSION & INJECTION



Extrusion



Injection



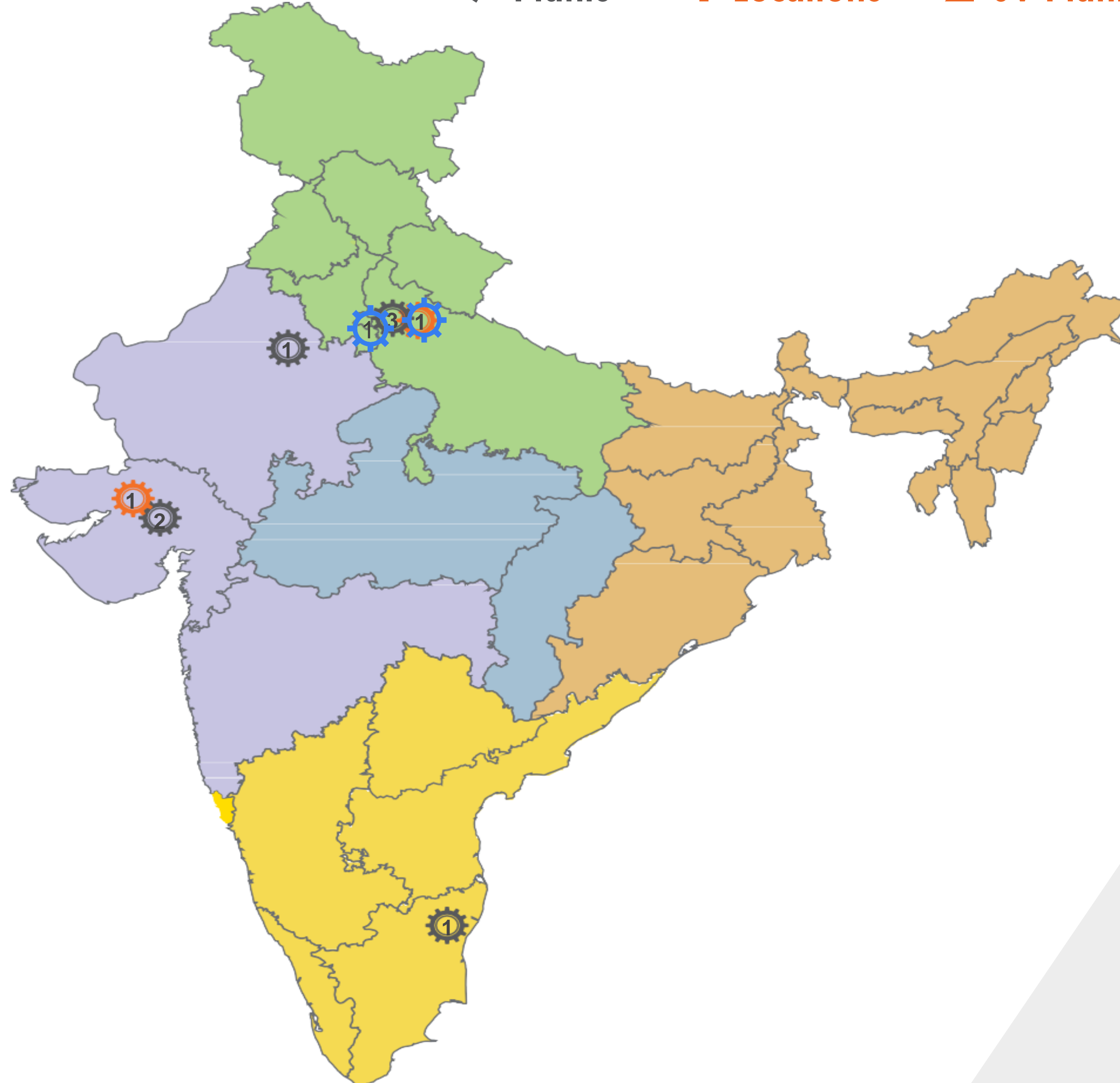
PAN INDIA PRESENCE



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

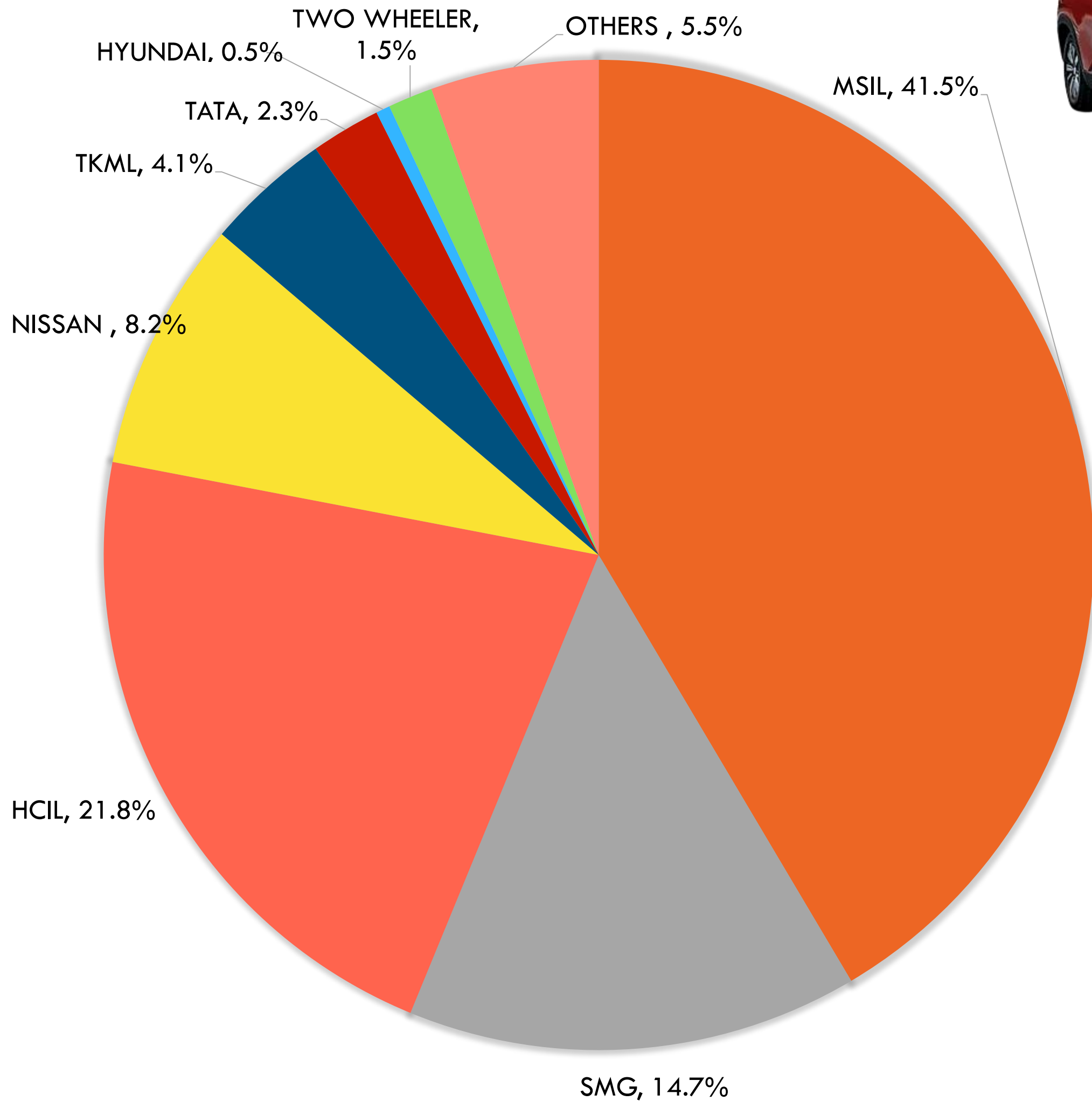


Argentina

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

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

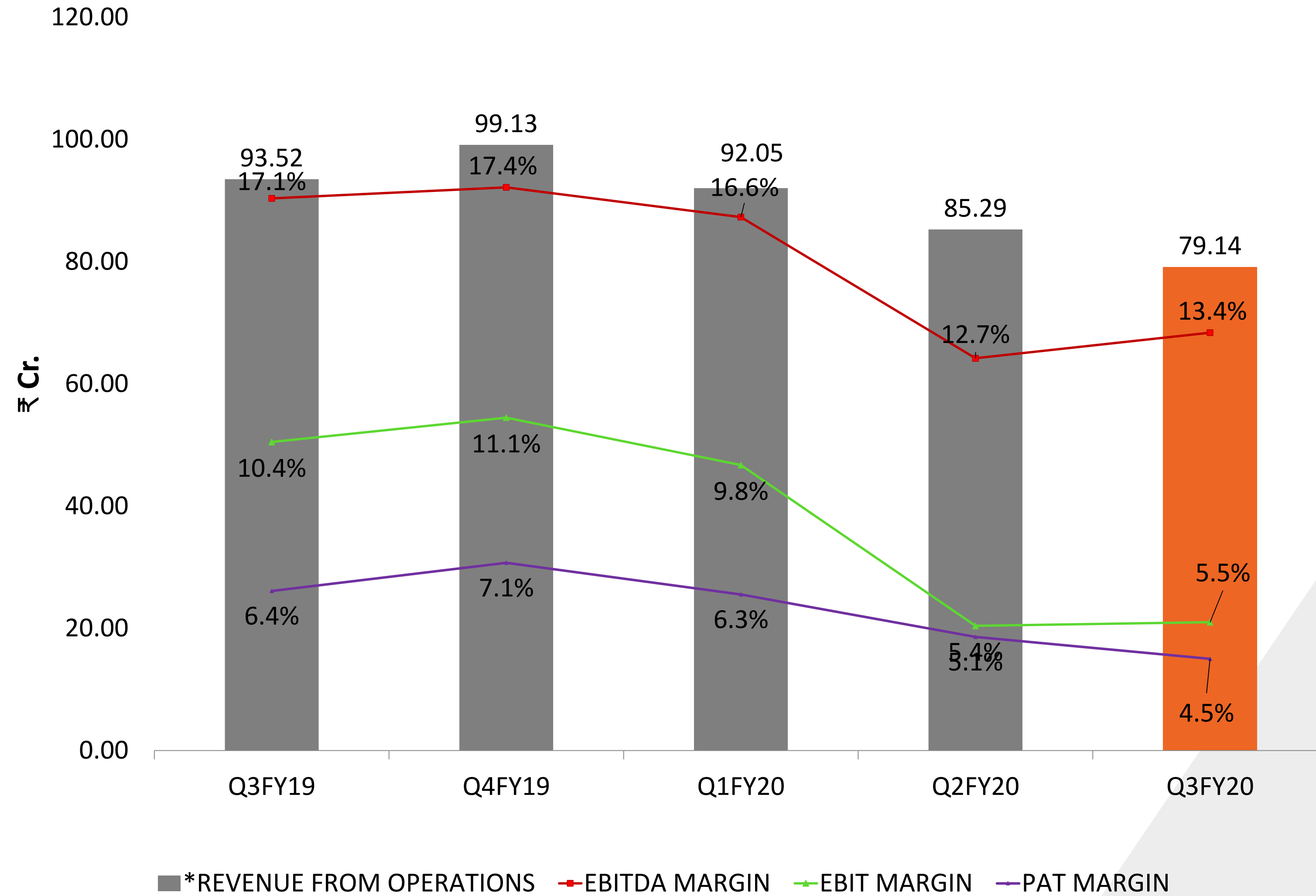
TARGET IN DELIVERY - TOYOTA KIRLOSKAR





FINANCIAL PERFORMANCE SNAPSHOT

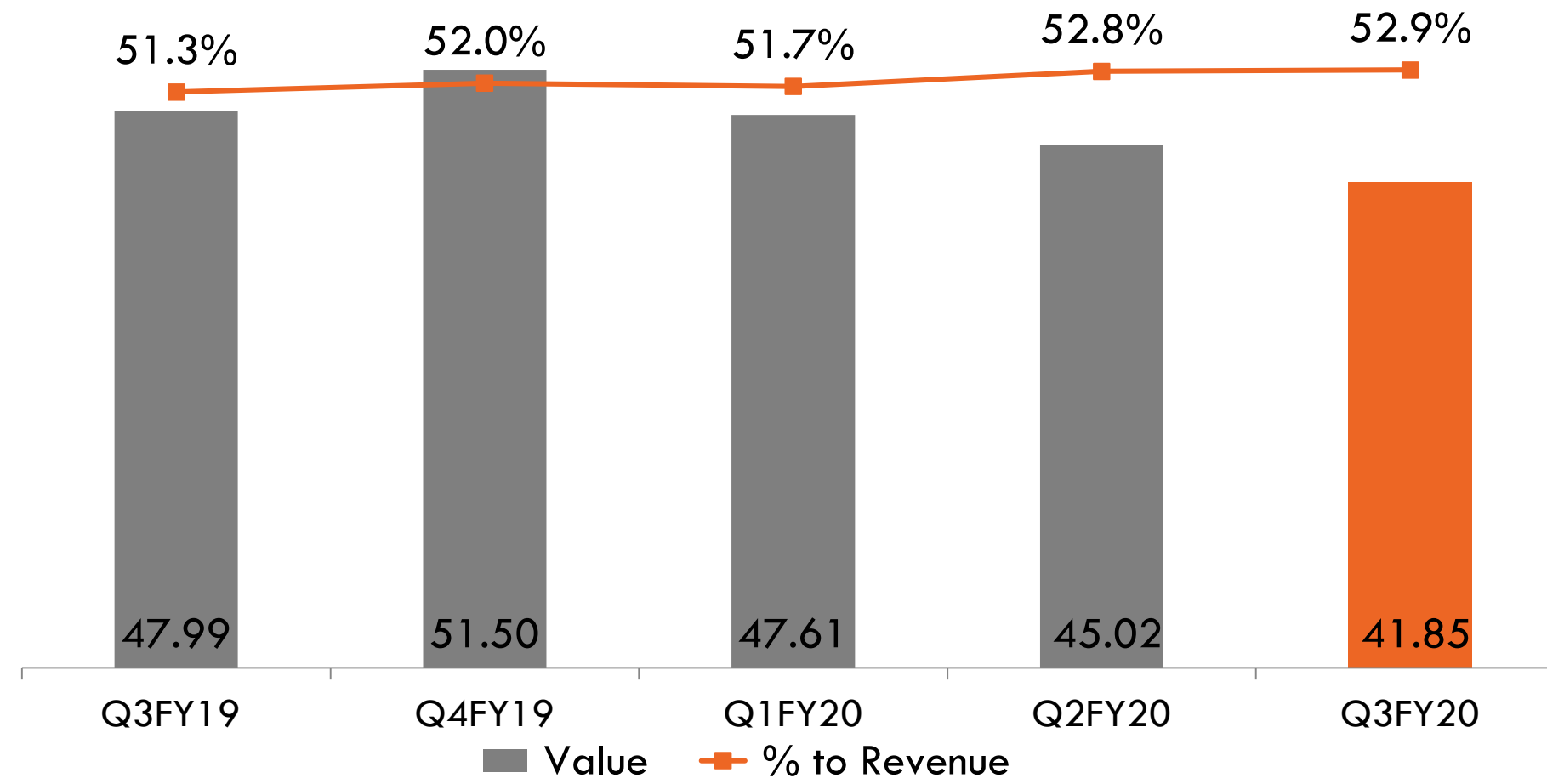
QUARTERLY PERFORMANCE



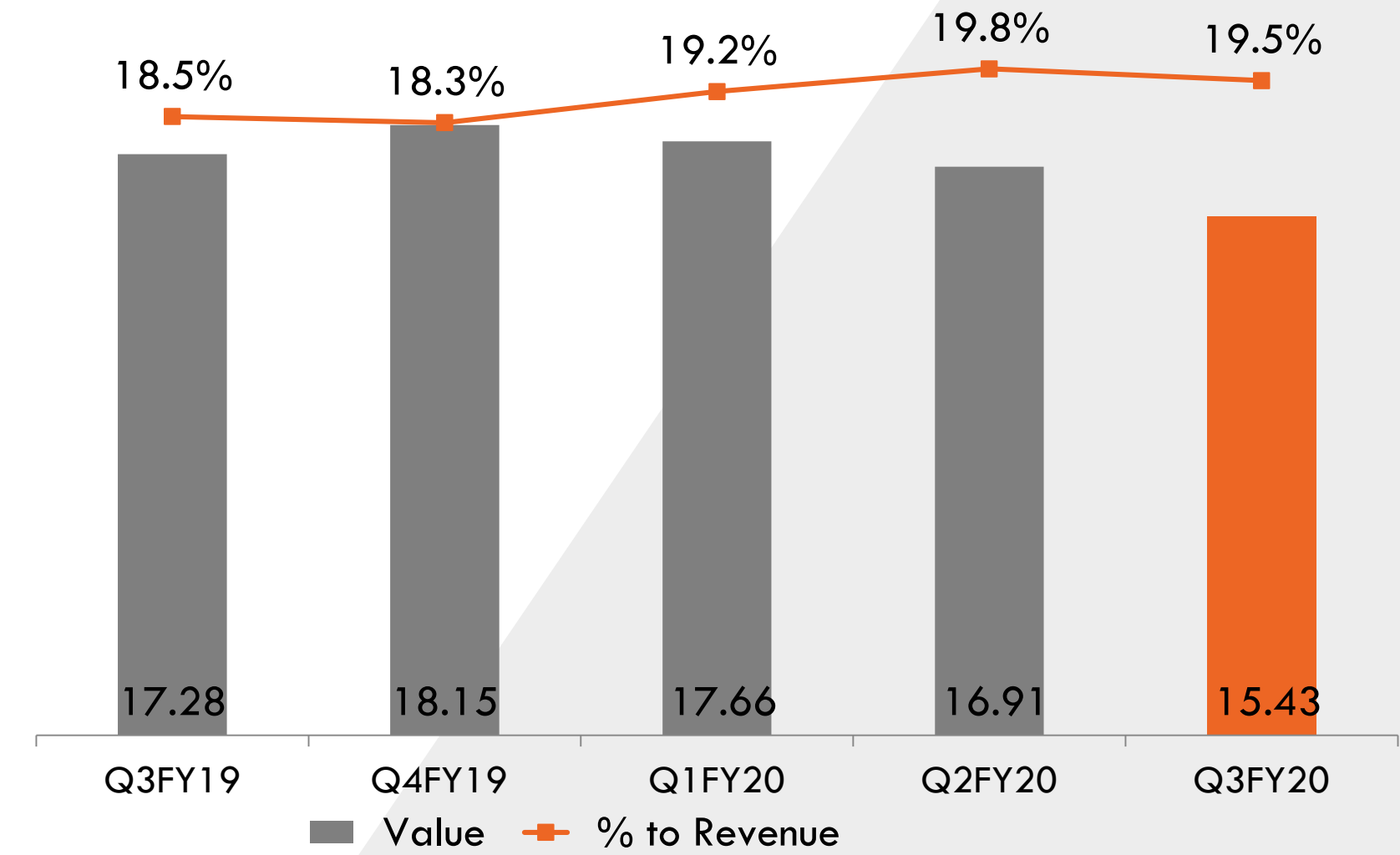
- Revenue from Operations stood at ₹ 79.14 cr in Q3FY20 v/s ₹ 93.52 cr in Q3FY19

MAJOR EXPENSES (₹ Cr.)

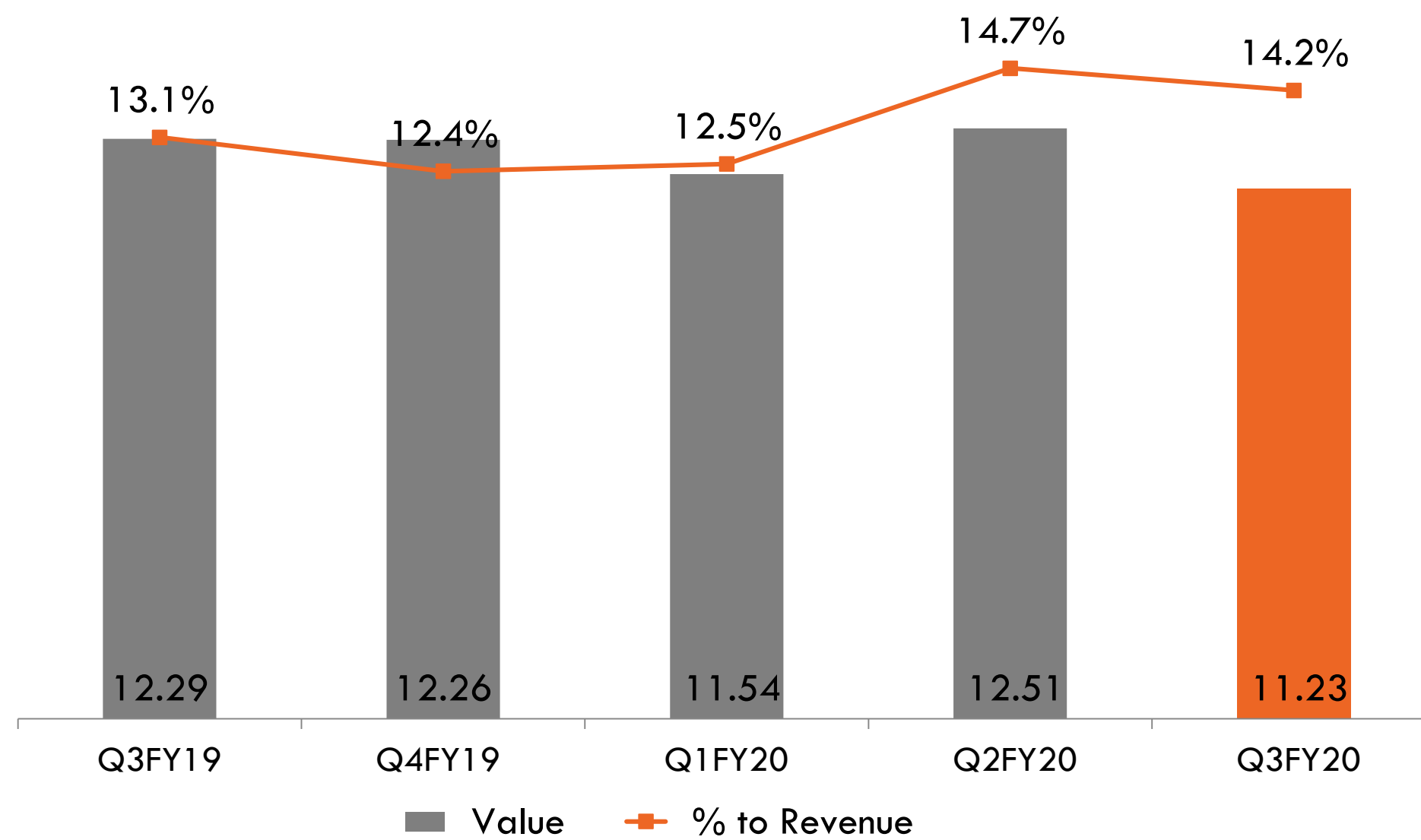
Materials



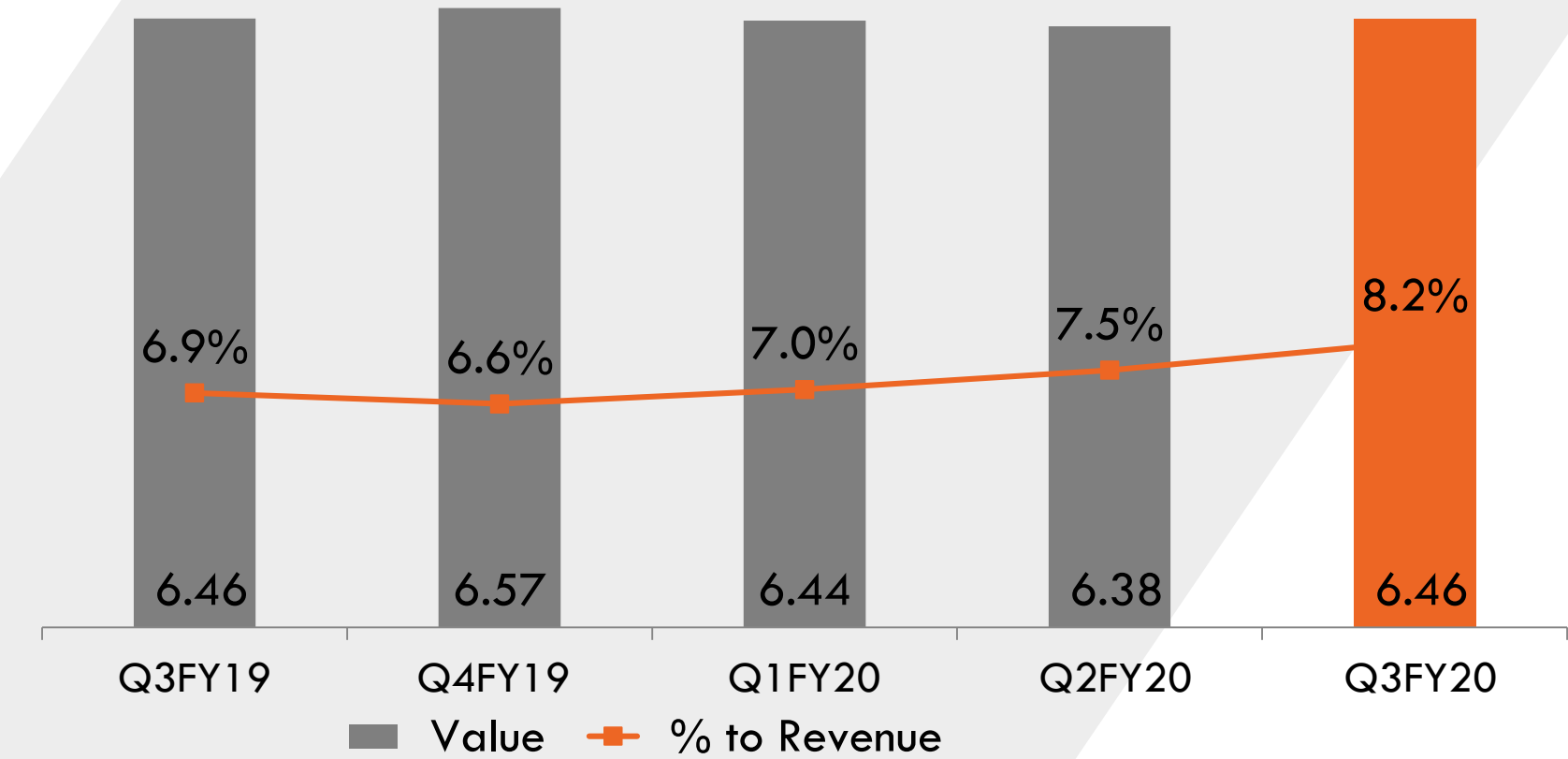
Employee Benefits



Other Expenses



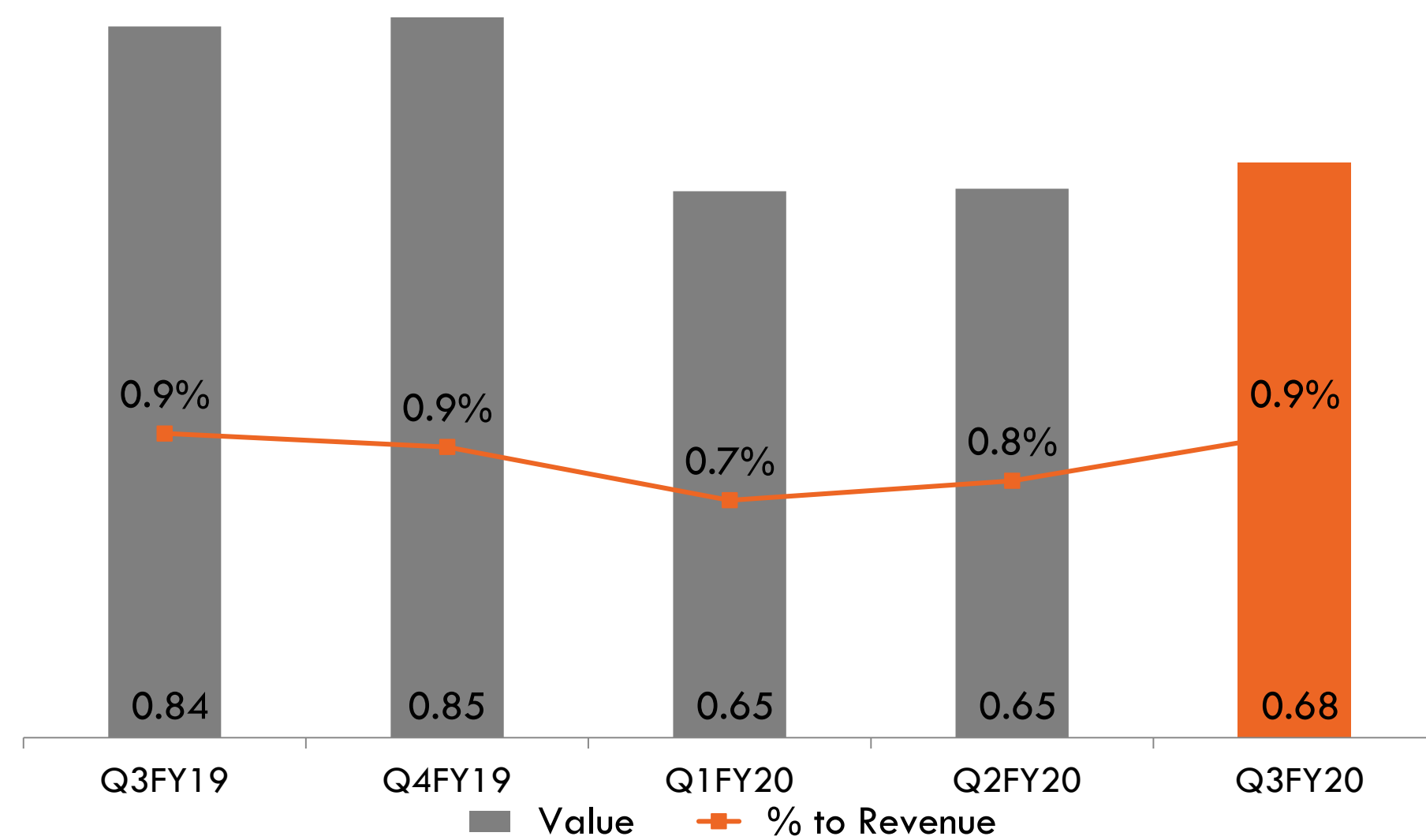
Depreciation



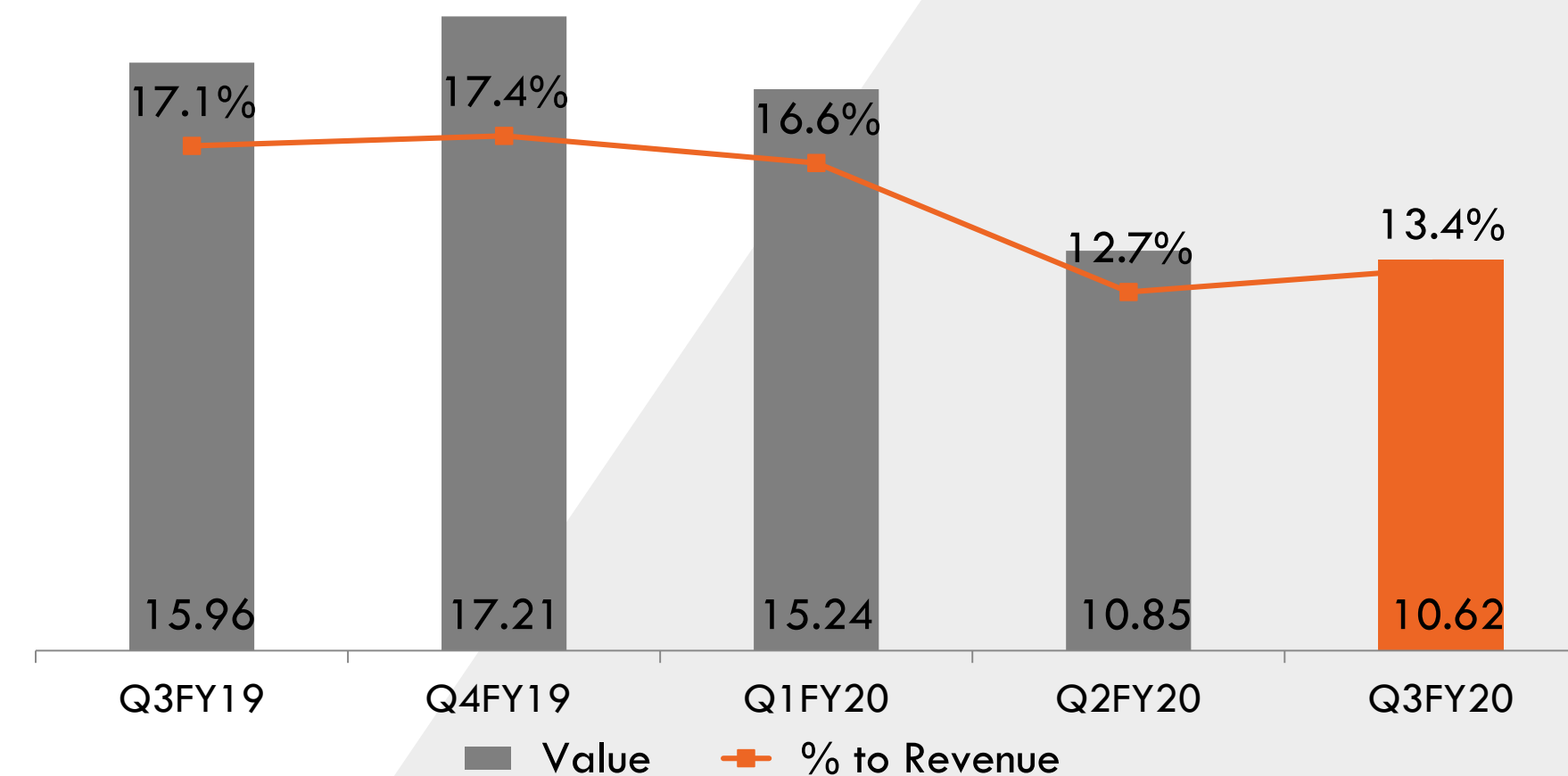
INTEREST & EARNINGS (₹ Cr.)



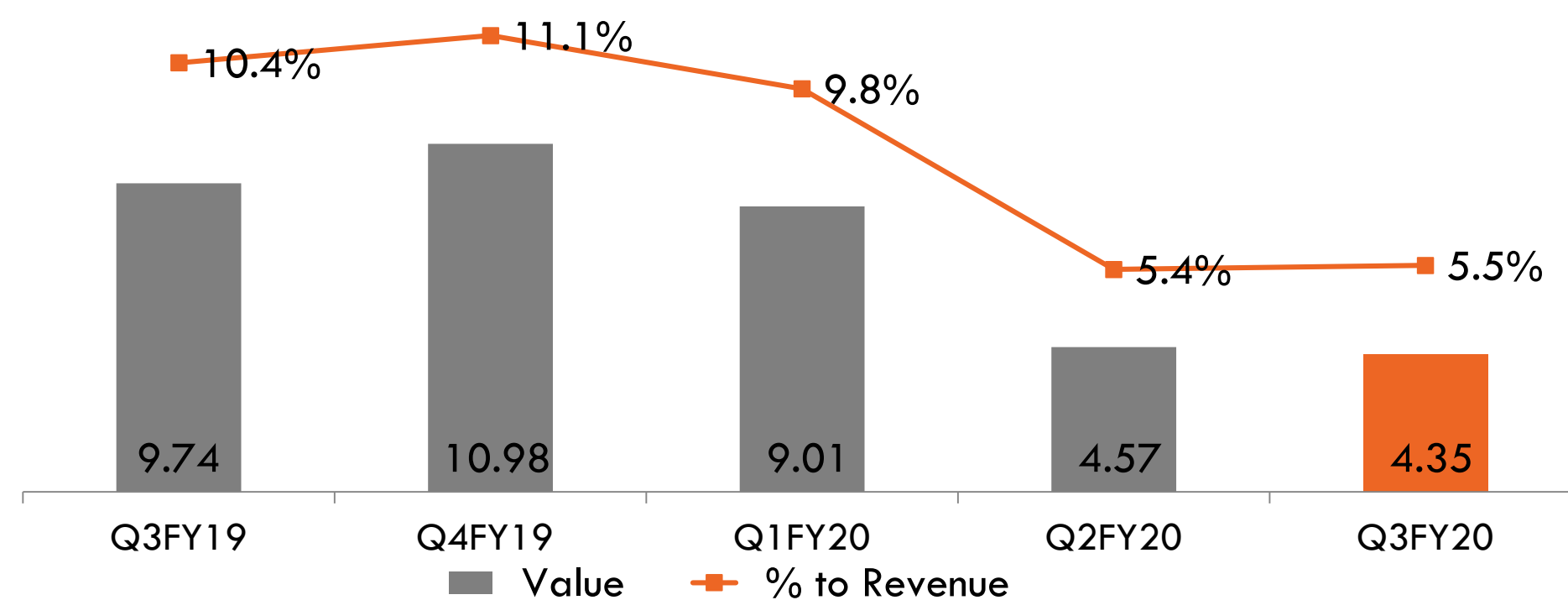
INTEREST



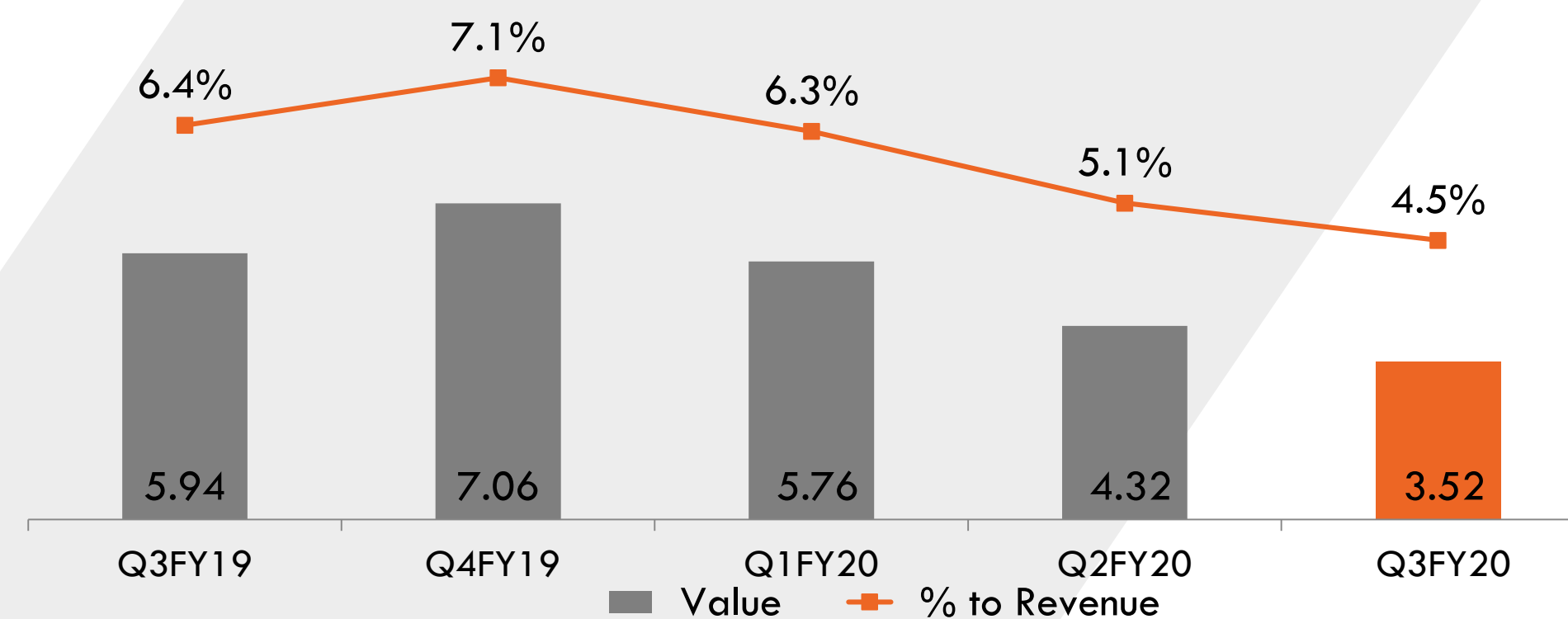
EBITDA



EBIT



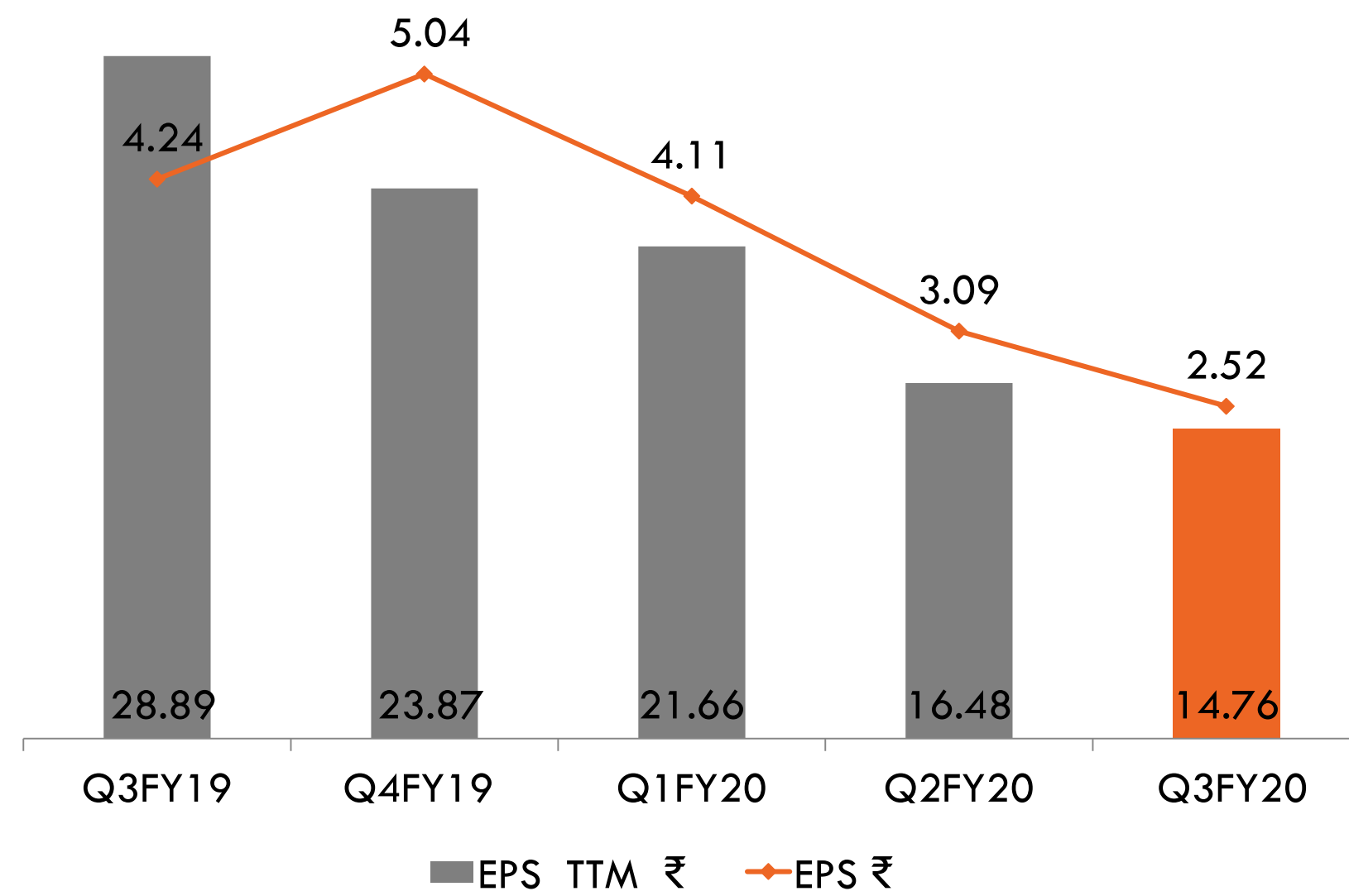
PAT



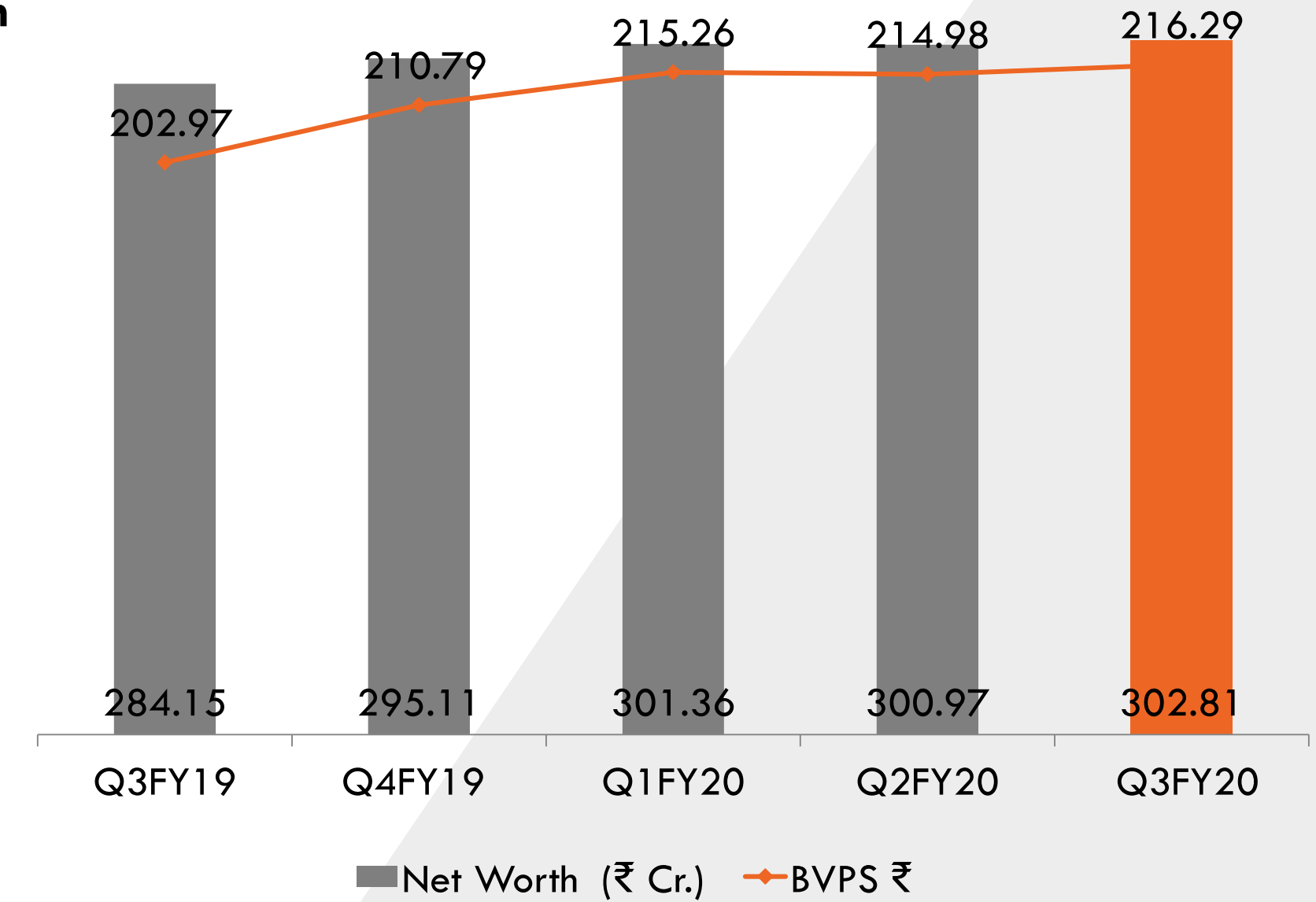


EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)

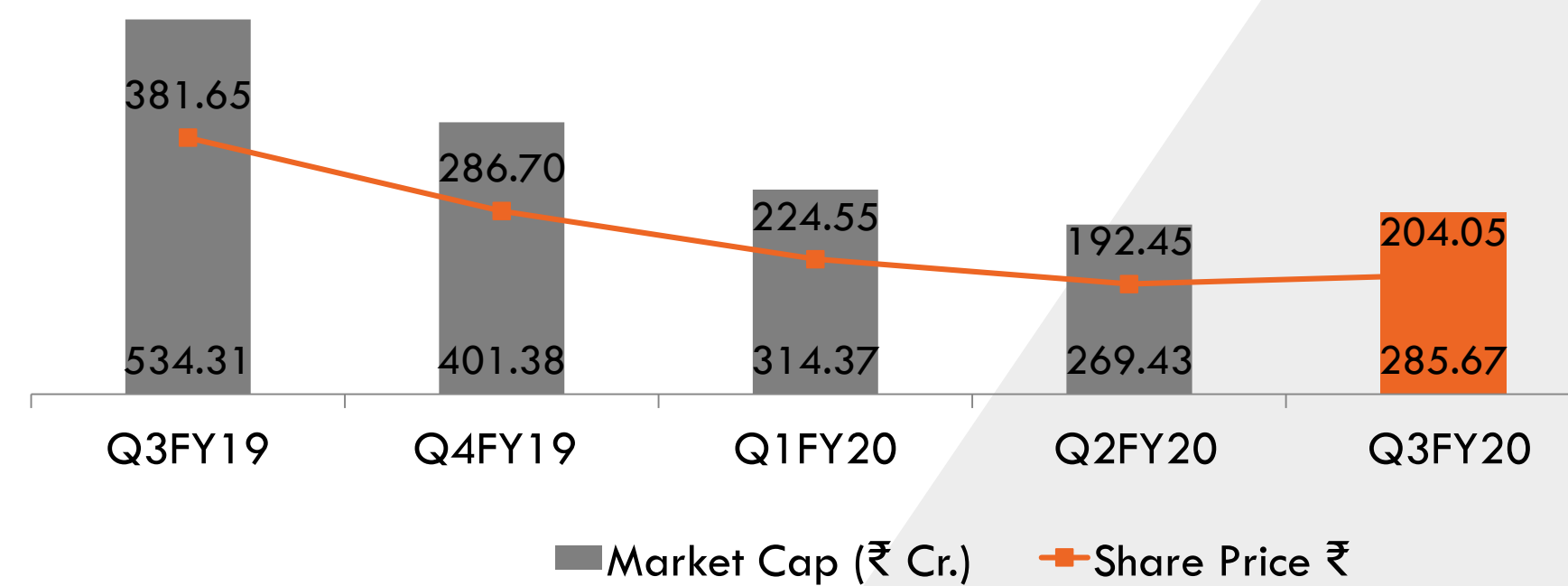
EPS (₹)



Net Worth



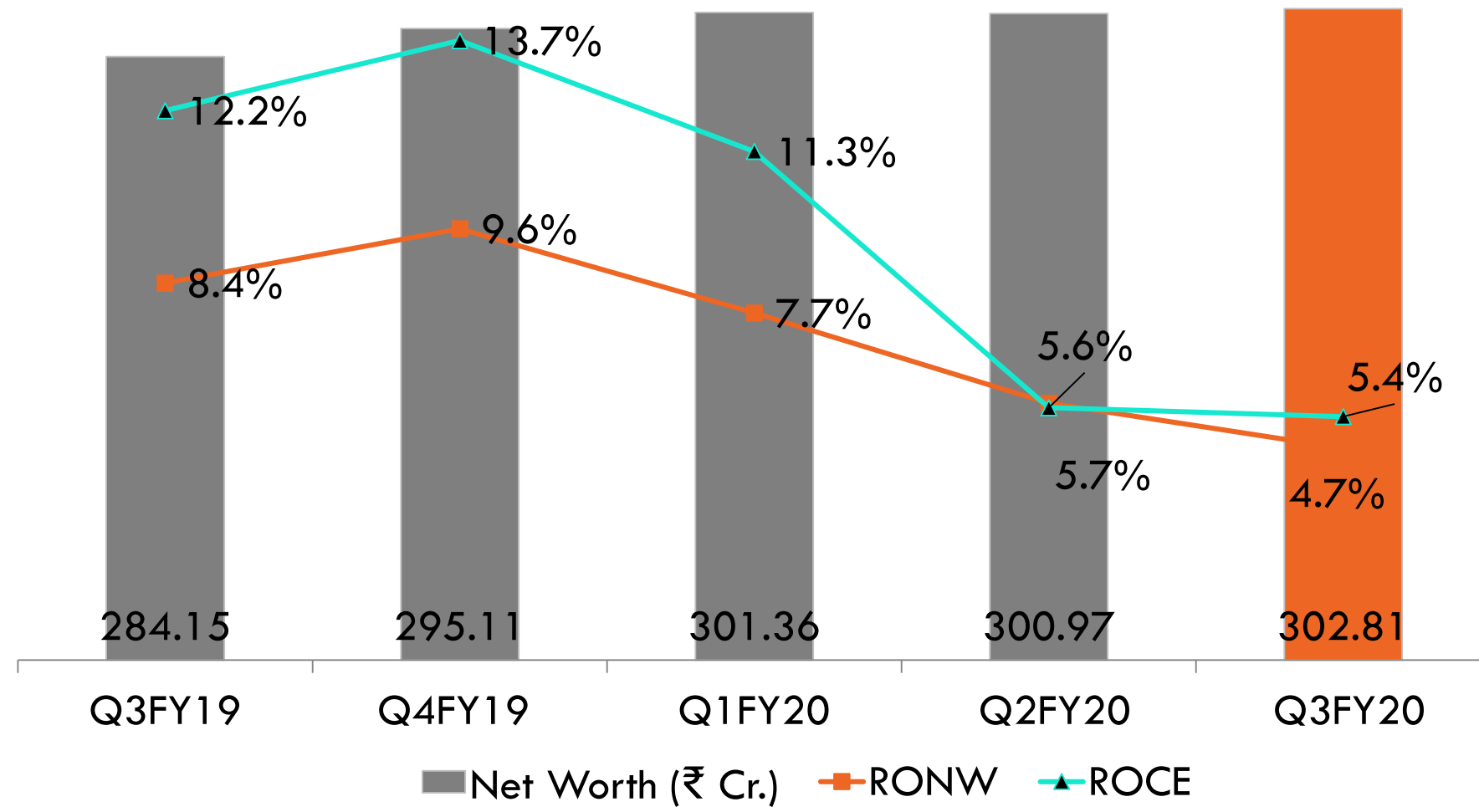
Market Capitalisation (BSE)



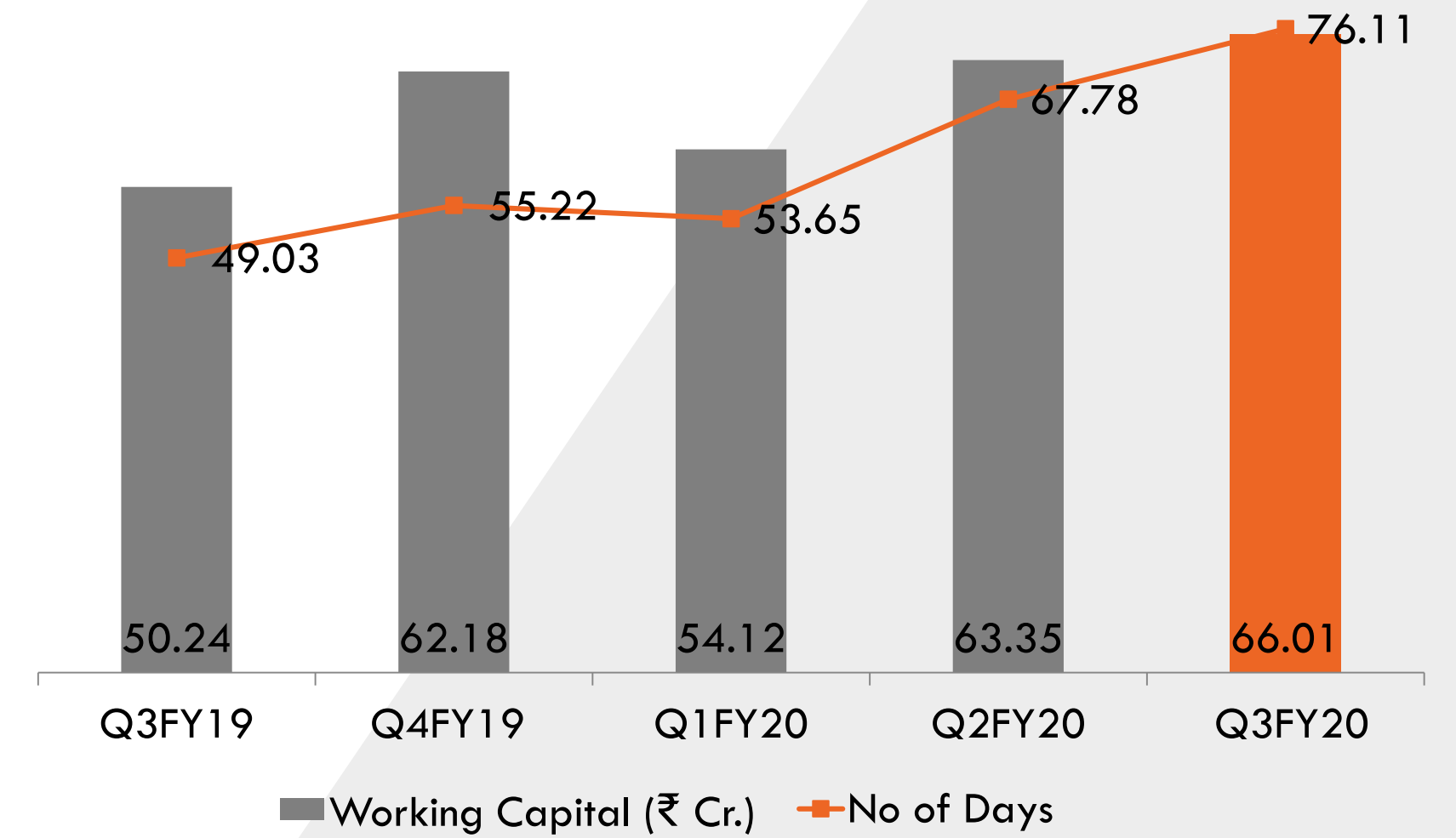
KEY RATIOS



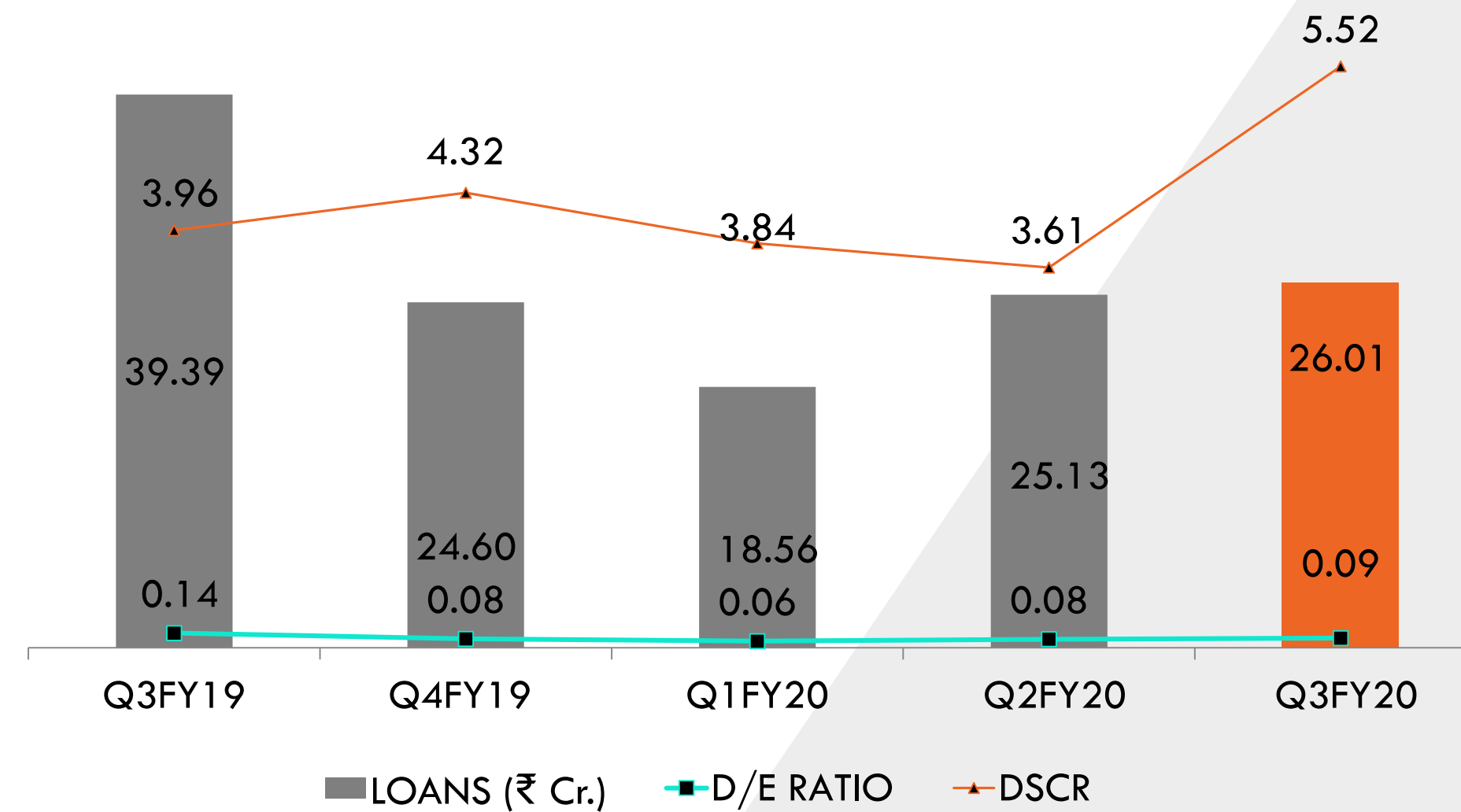
Net Worth



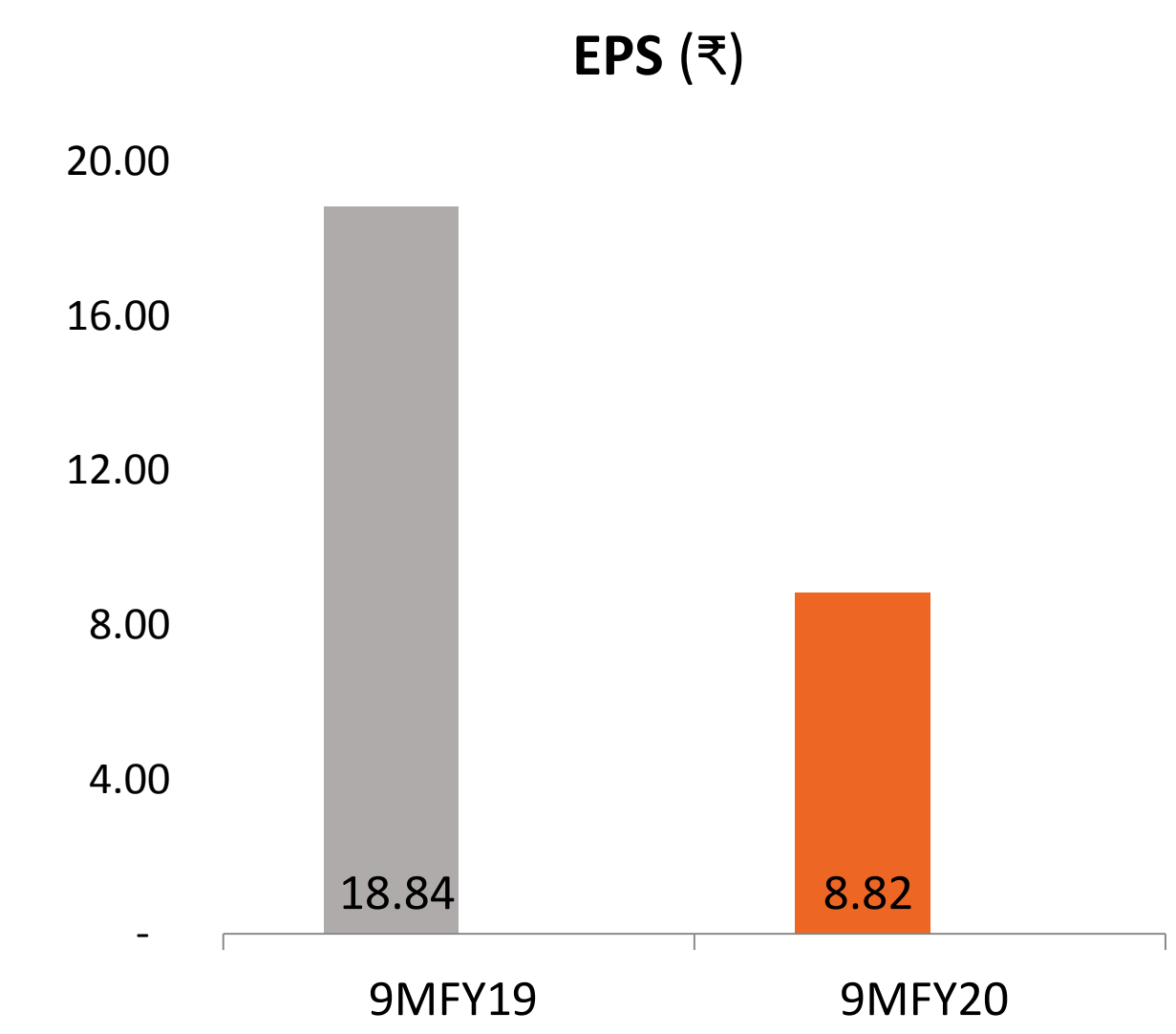
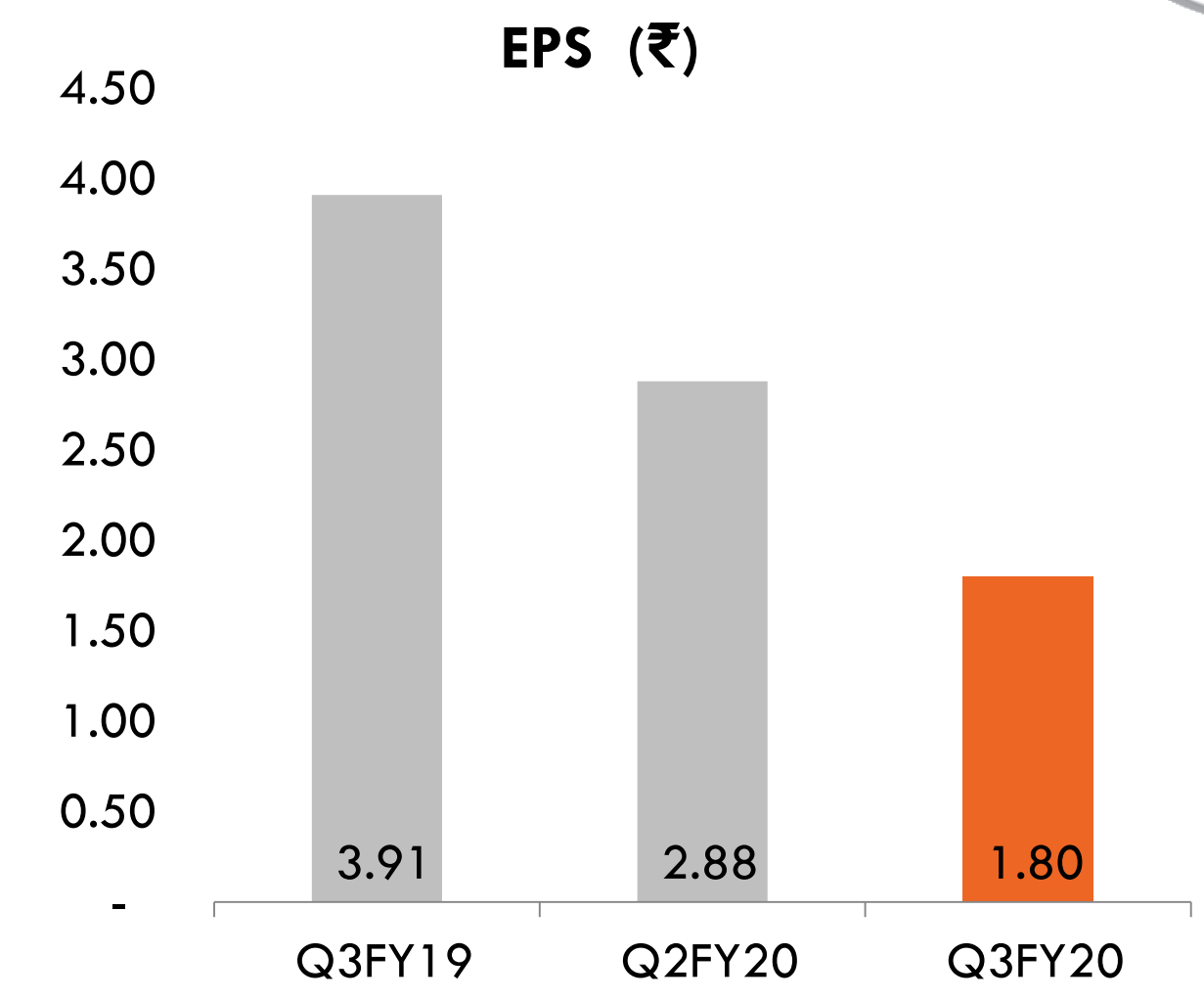
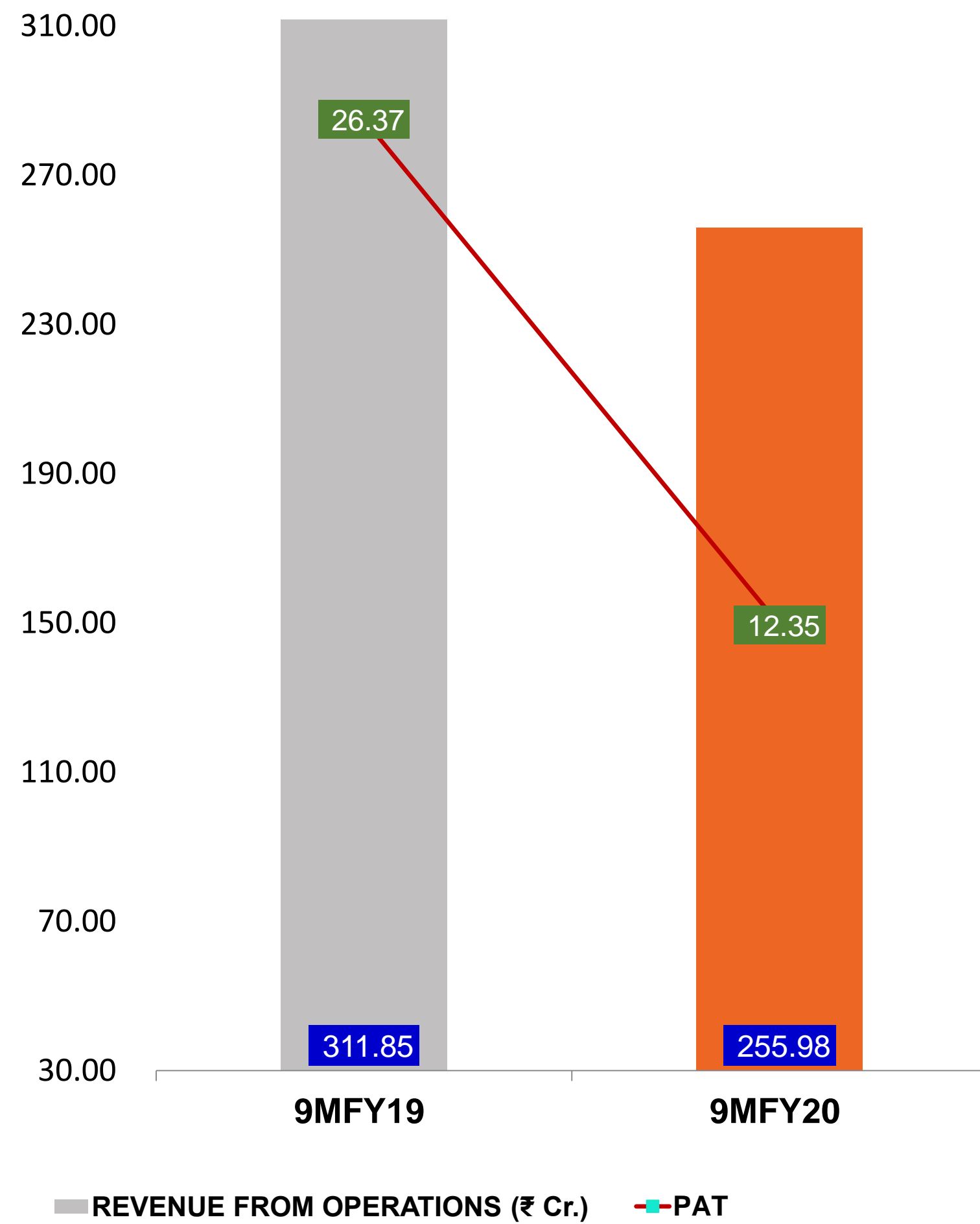
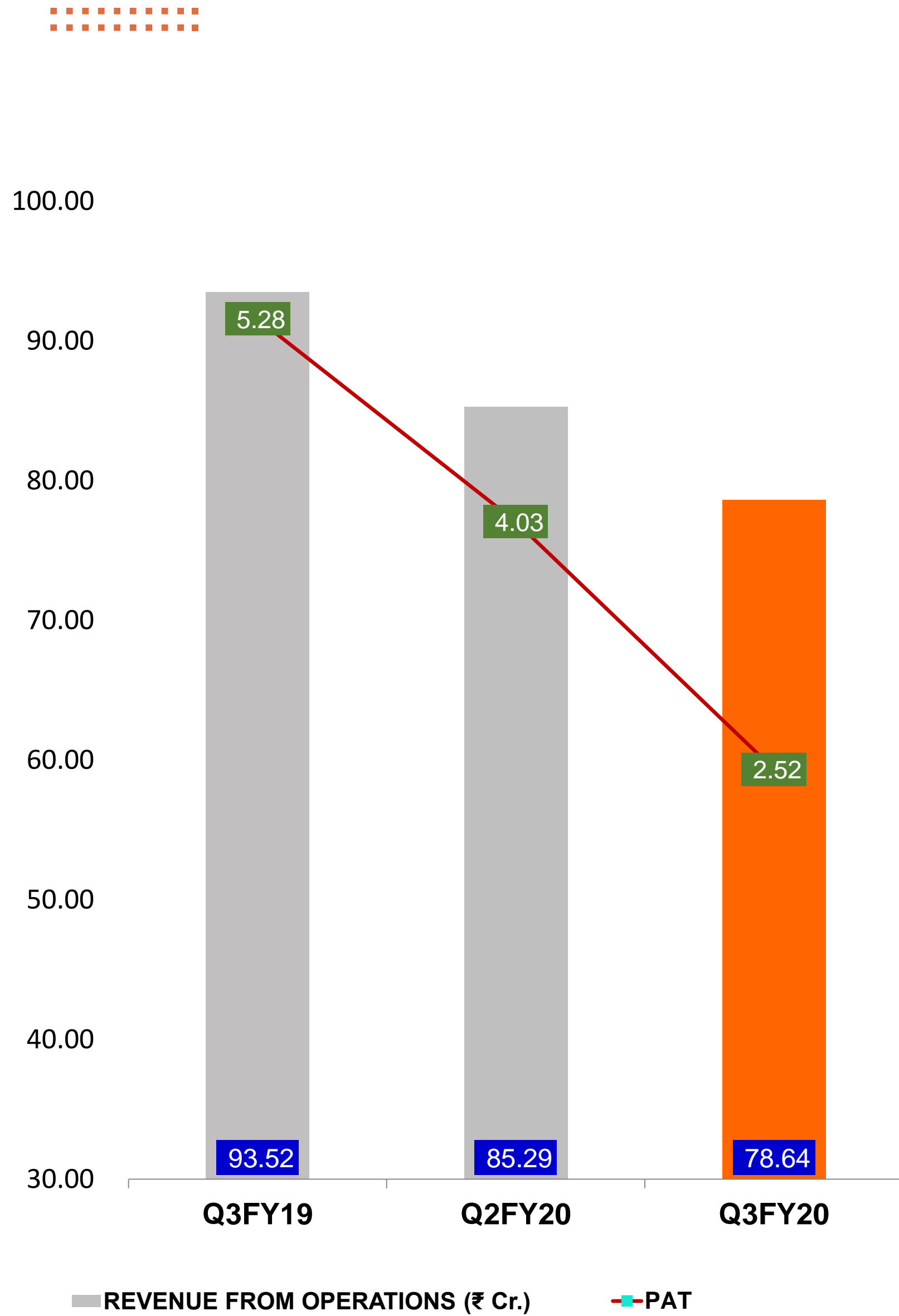
Working Capital



Loans



CONSOLIDATE SUMMARY

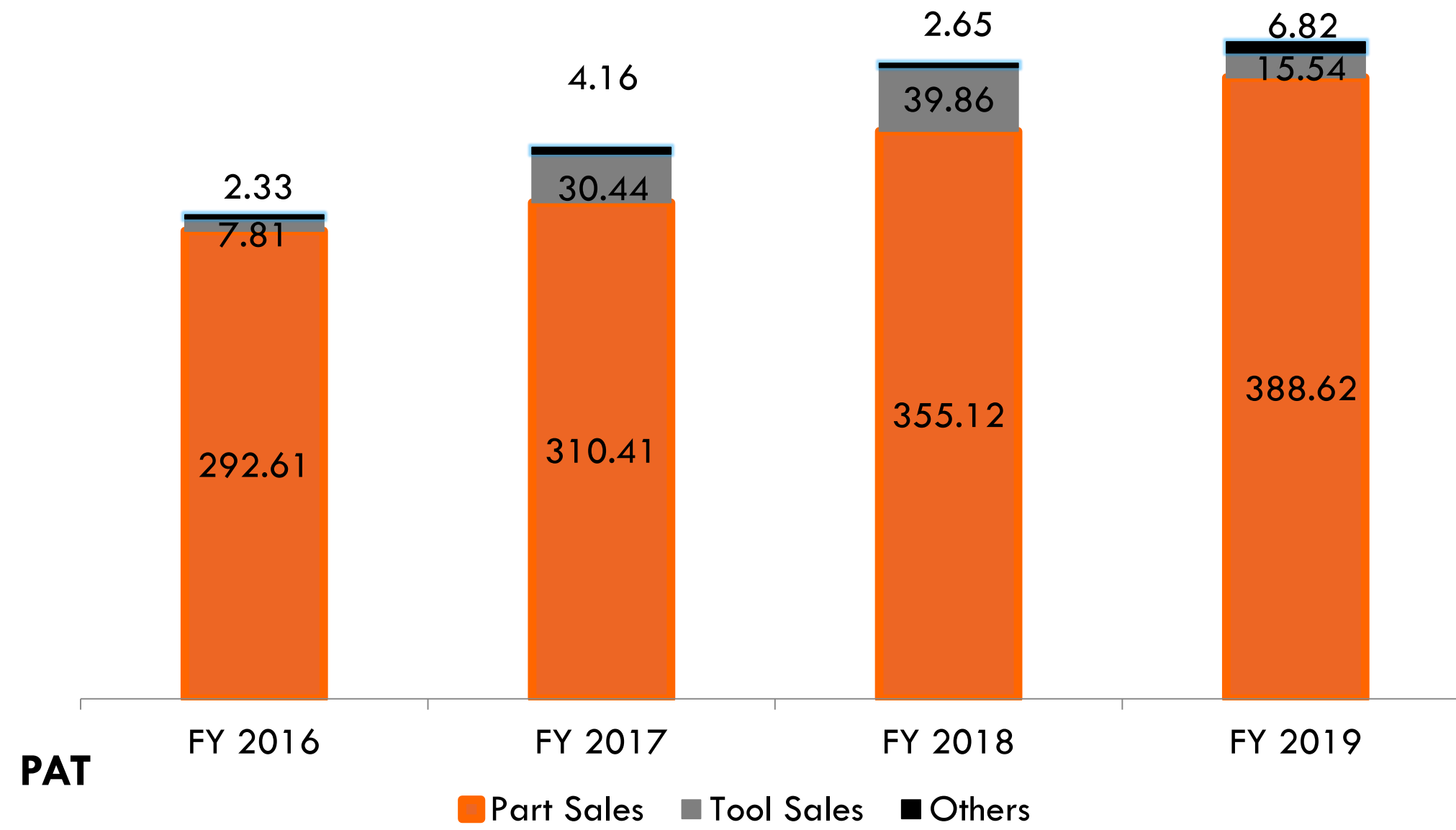


FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) (₹ Cr.)

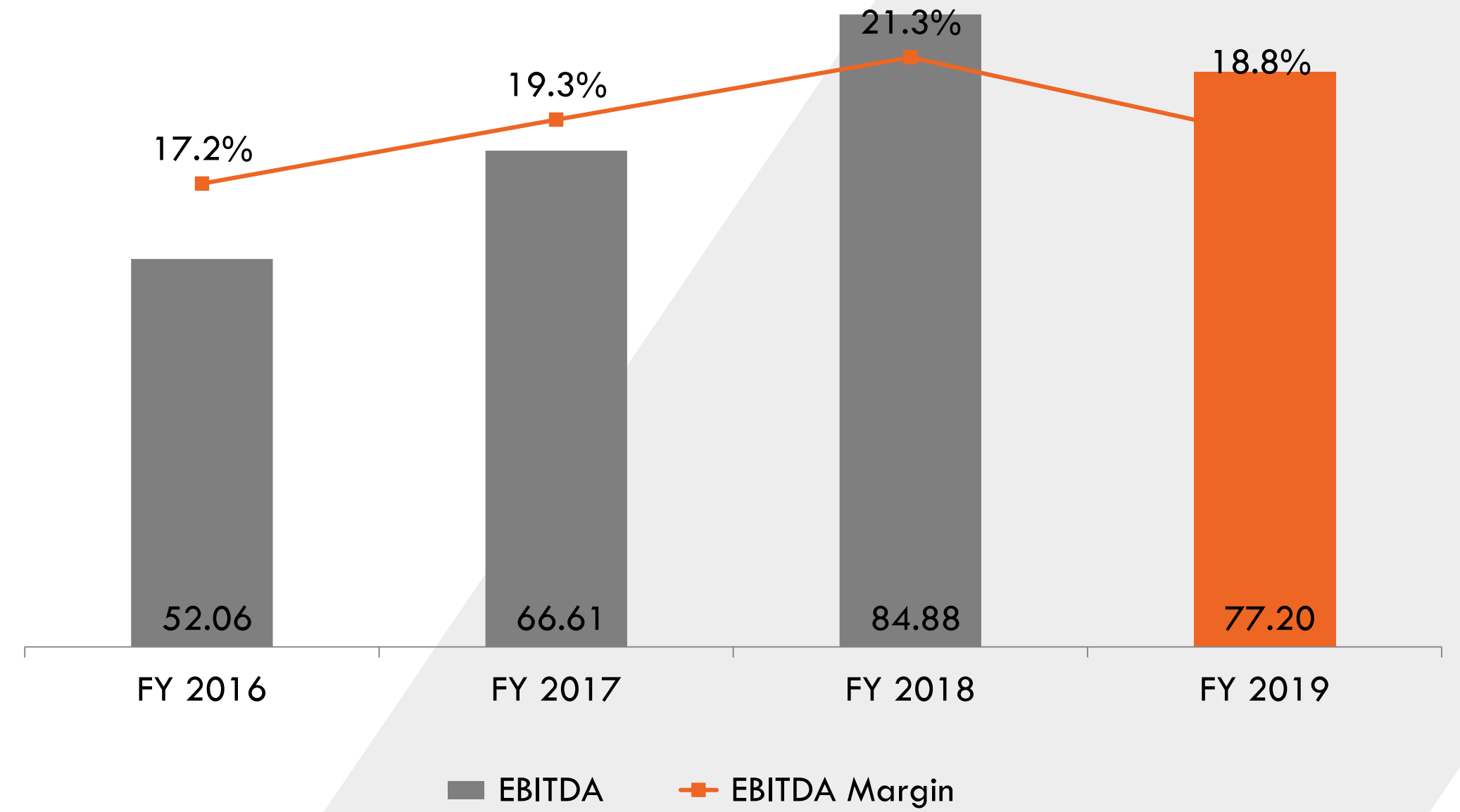


Revenue from Operations

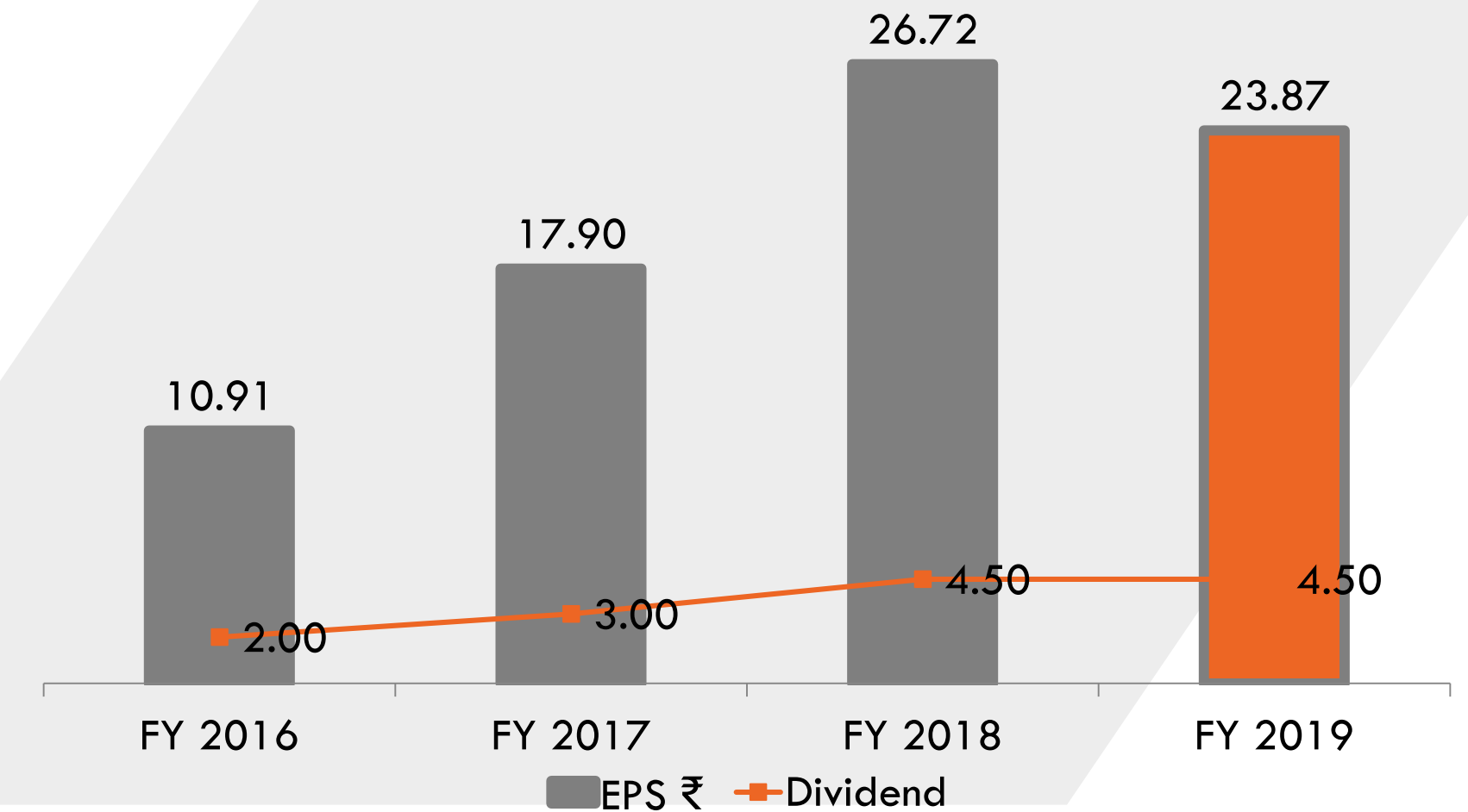
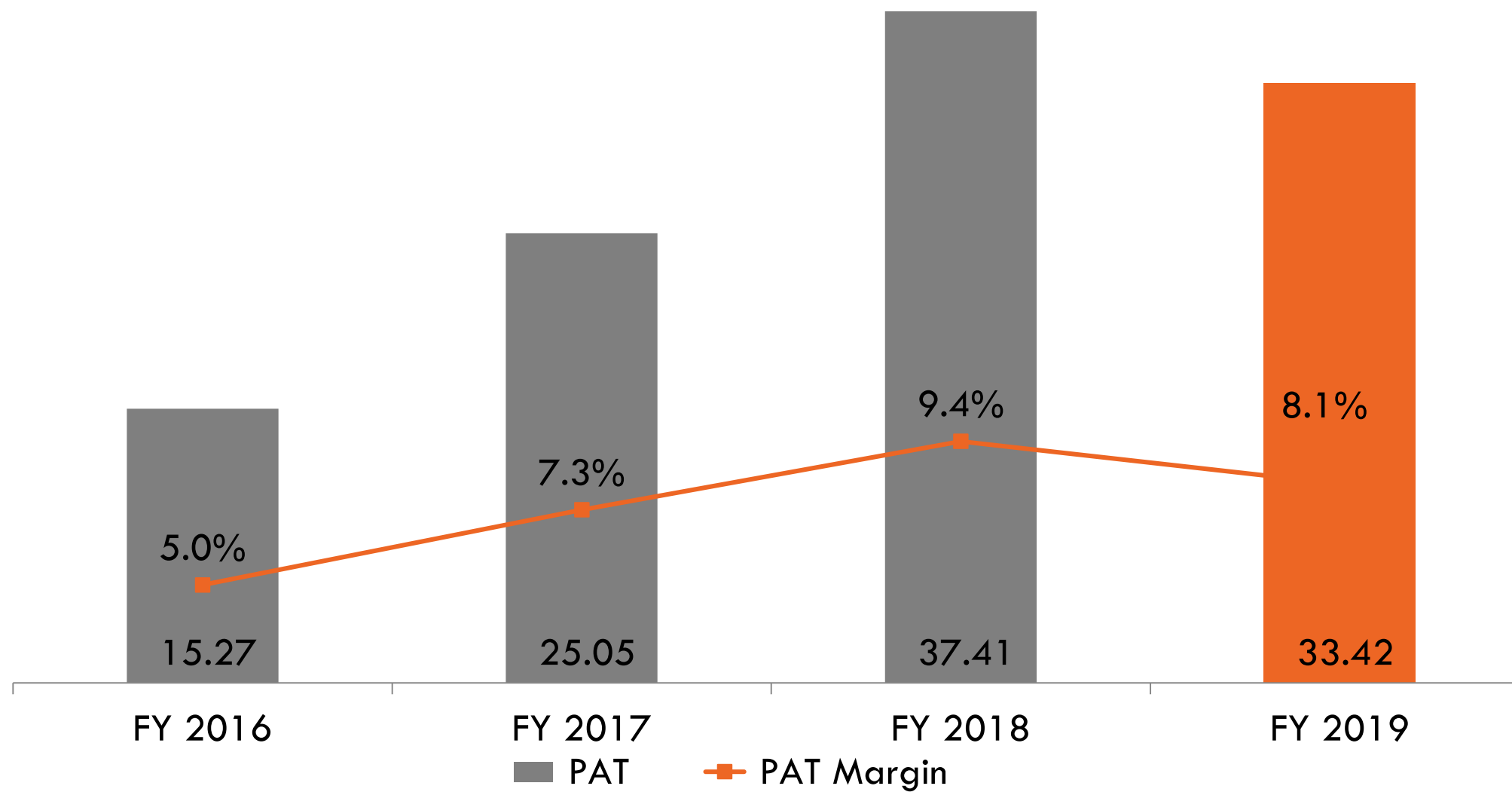
318.50 302.75 345.01 397.62 410.98



EBITDA



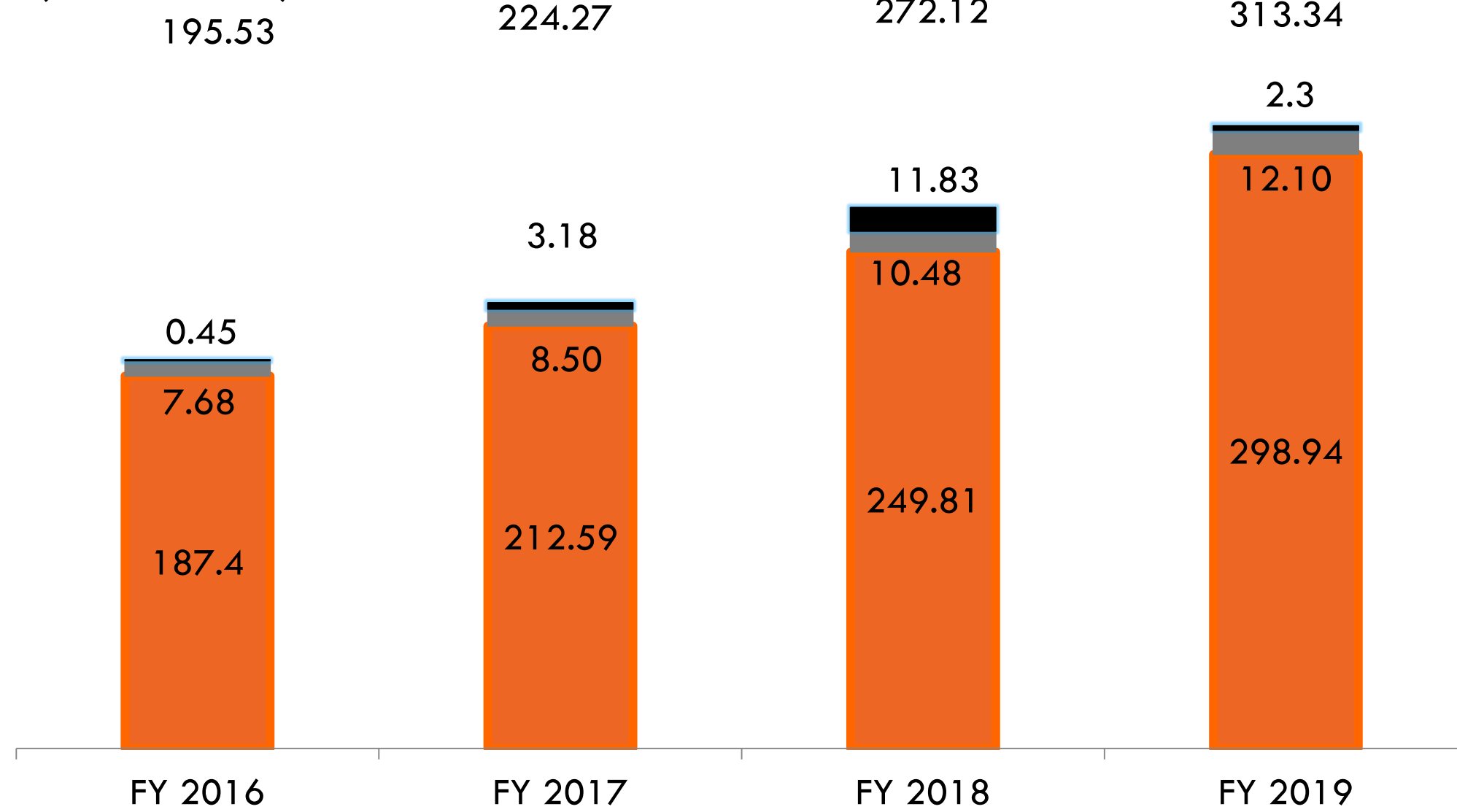
EPS (₹)



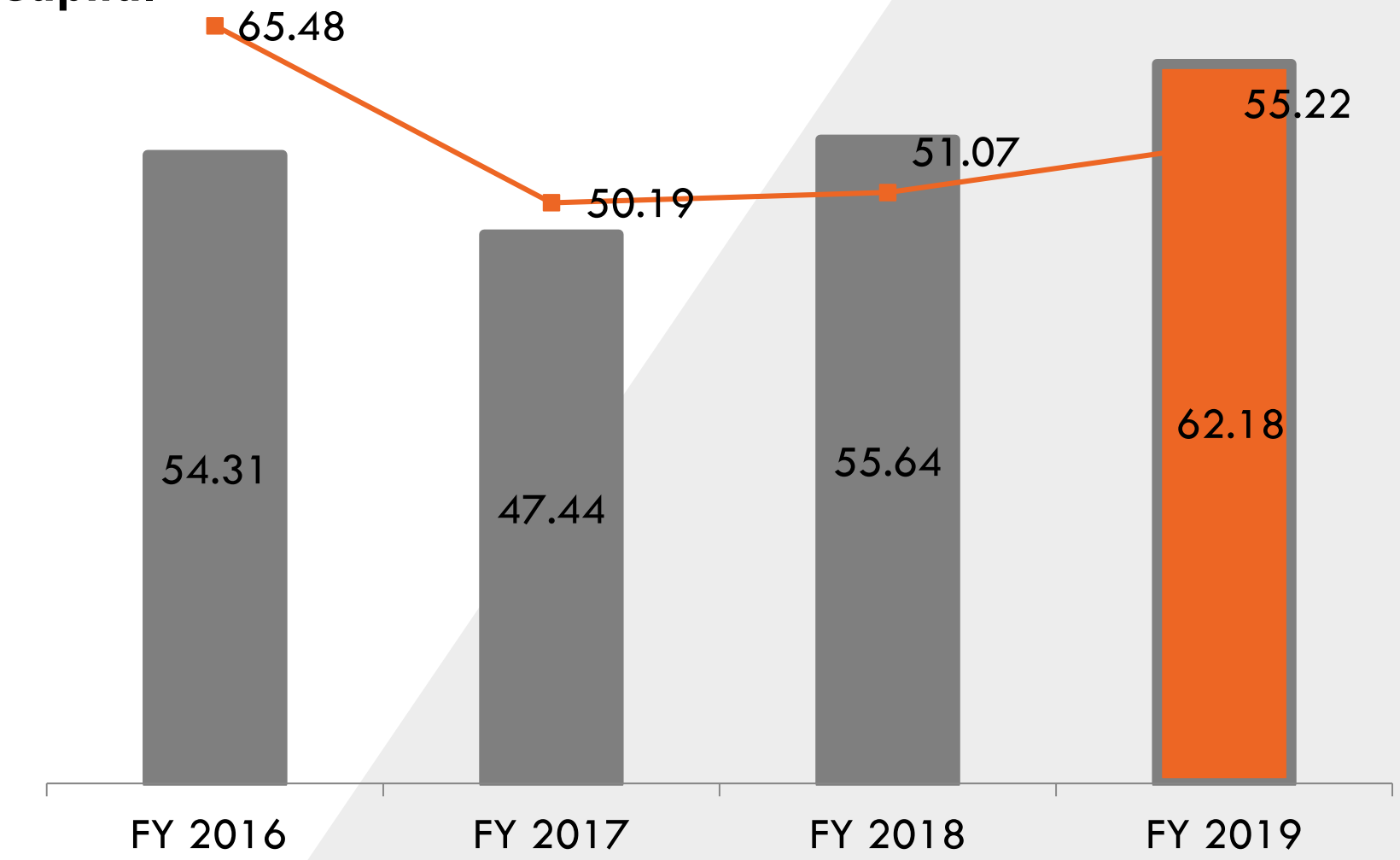
FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2019) (₹ Cr.)



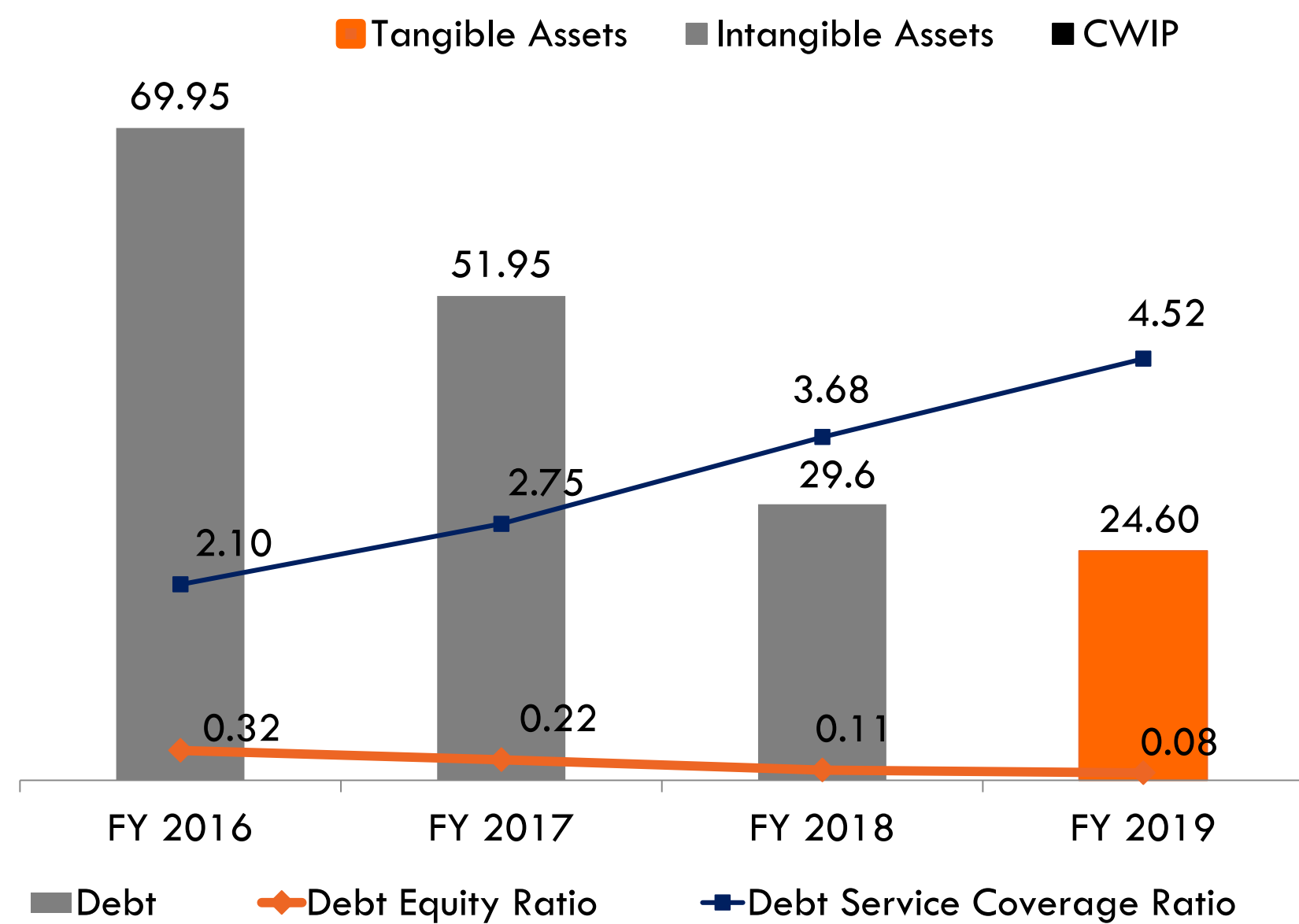
Fixed Assets (Gross Block)



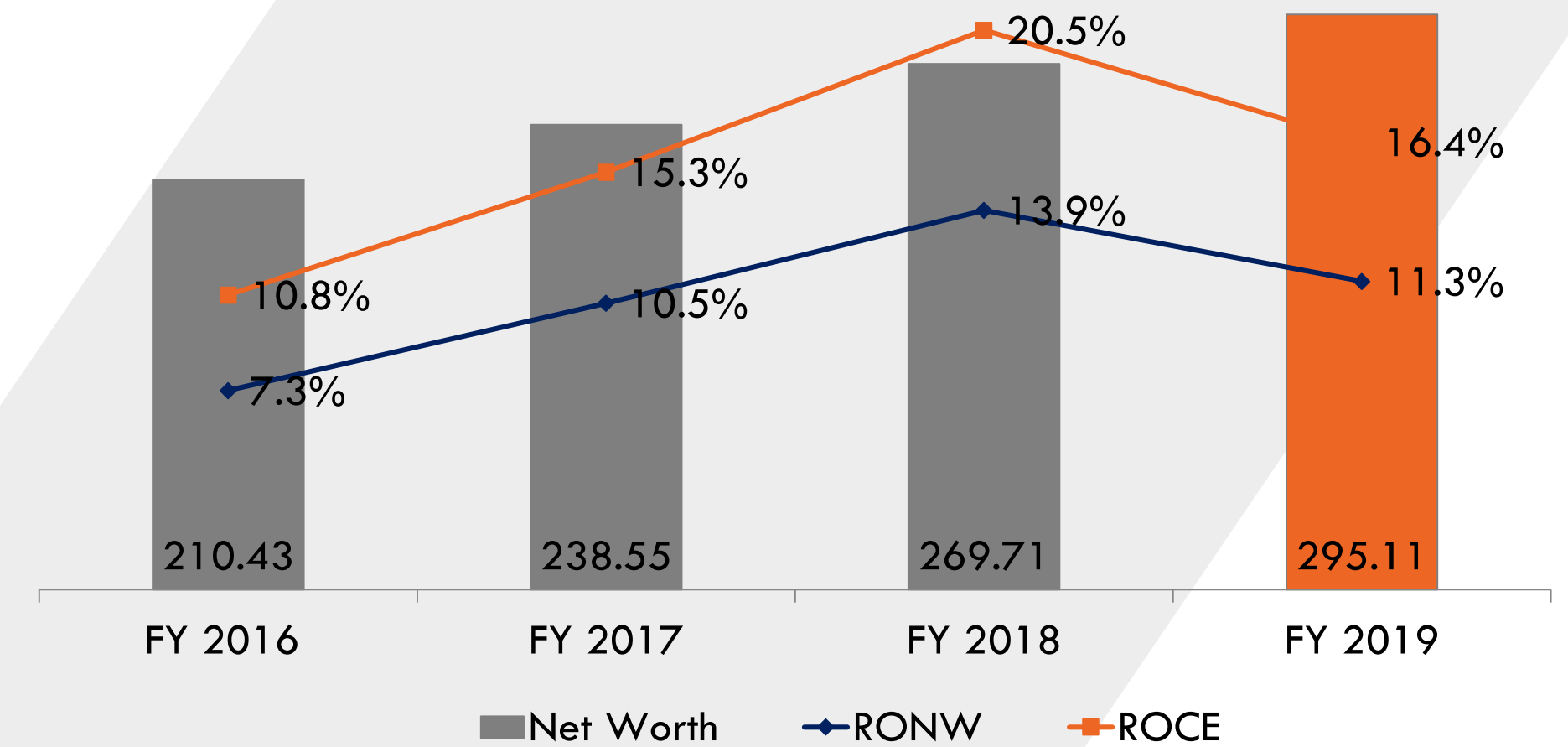
Working Capital



Debt



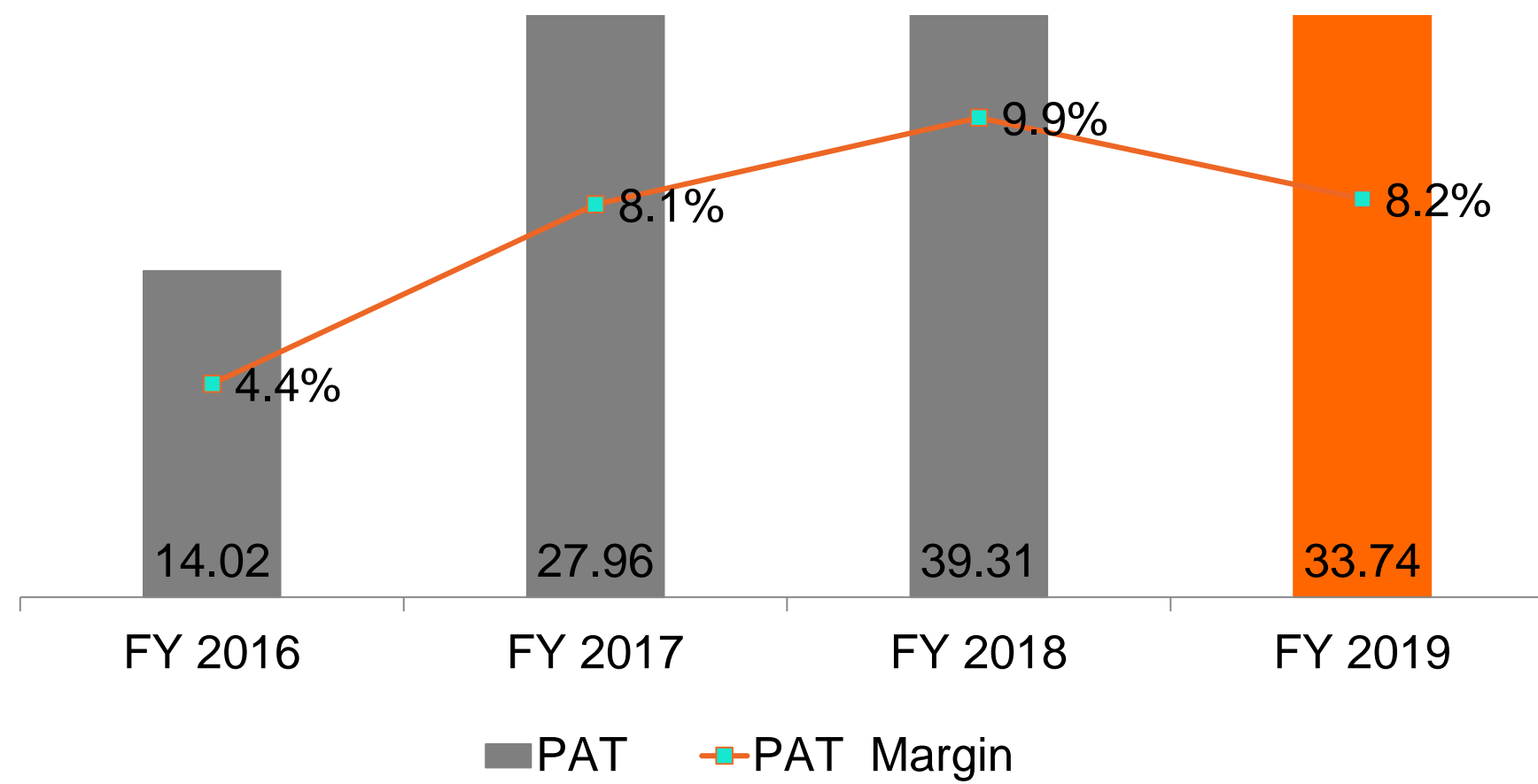
Networth



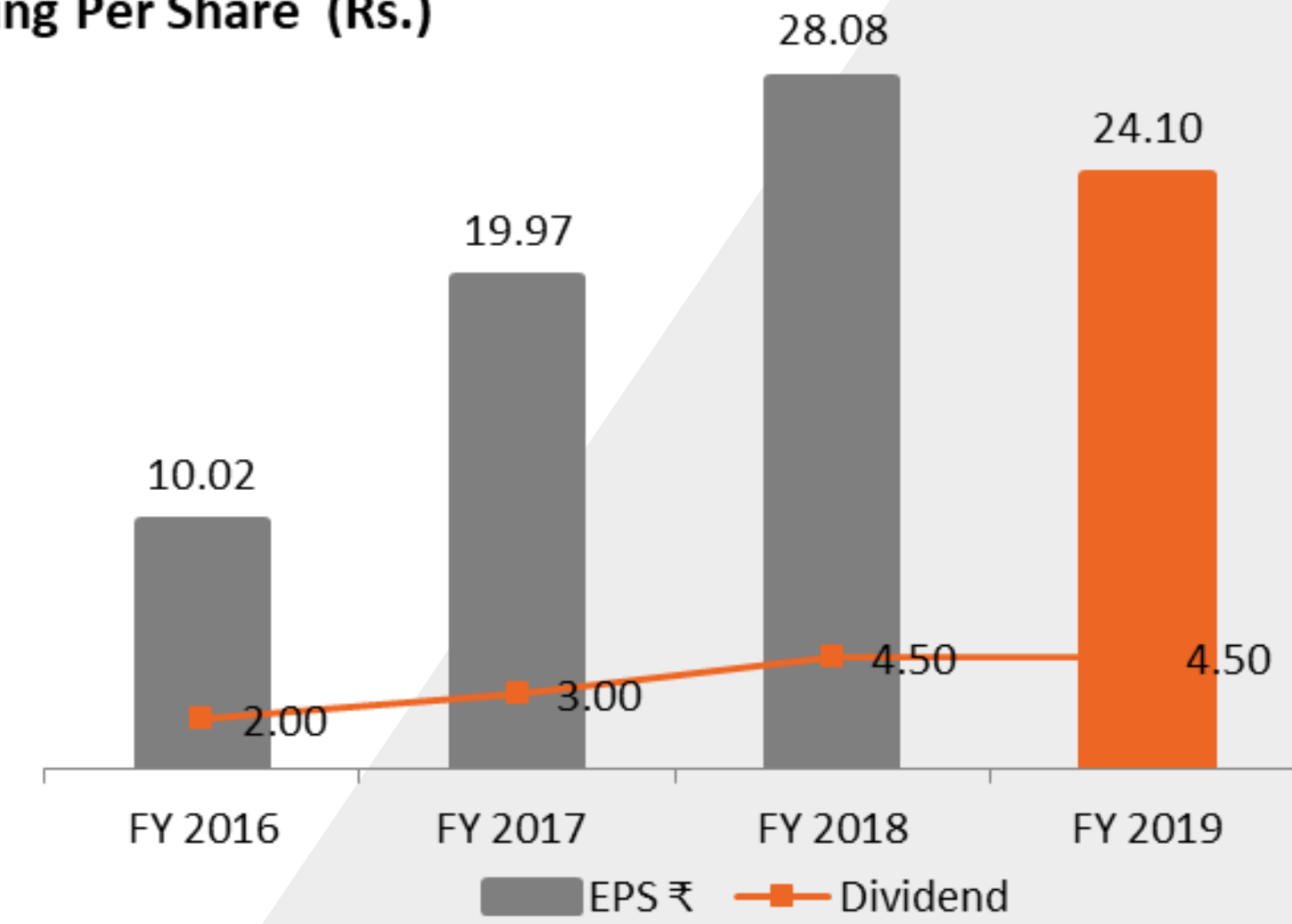
CONSOLIDATED FINANCIAL SNAPSHOT (FY2016-2019) (₹ Cr.)



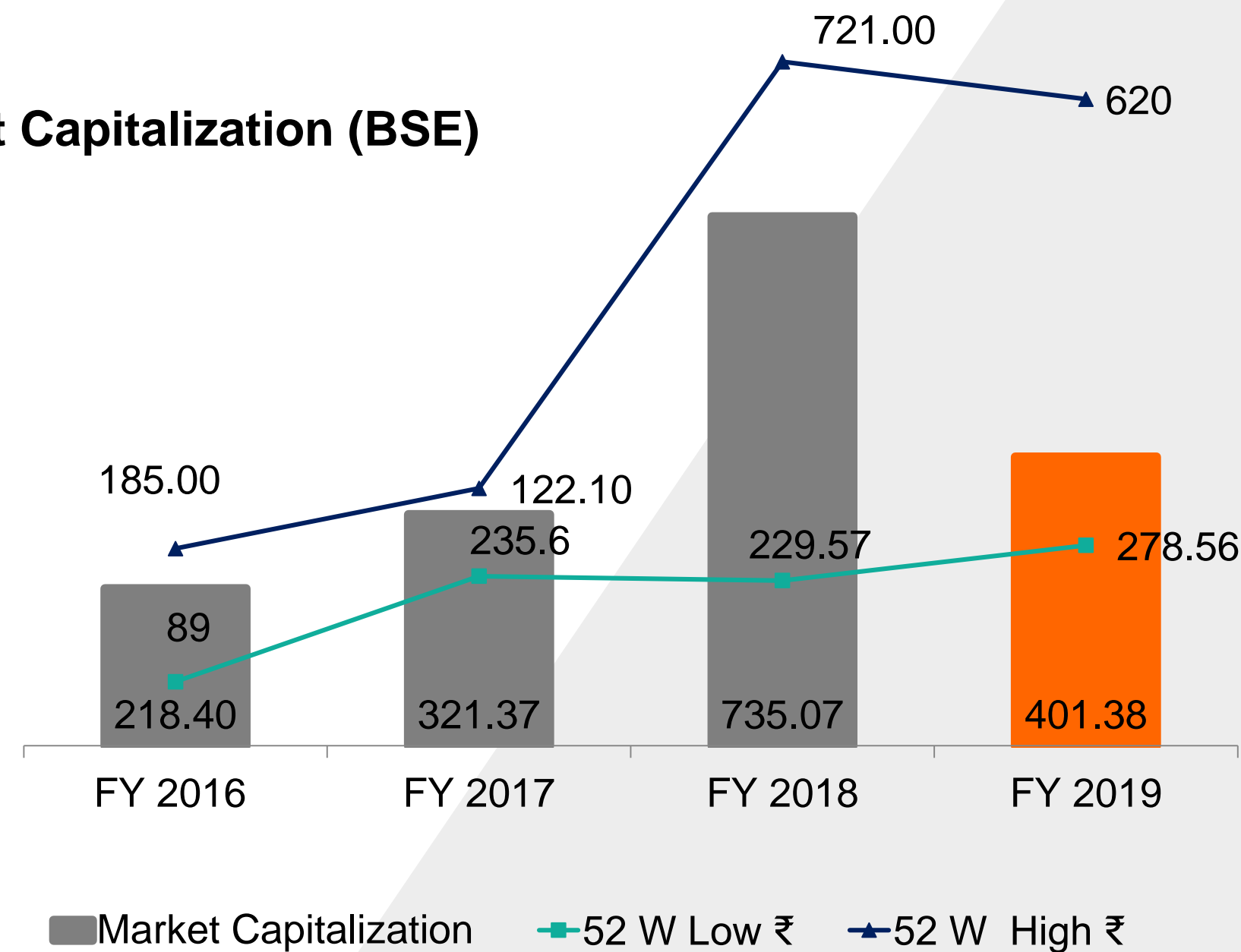
PAT



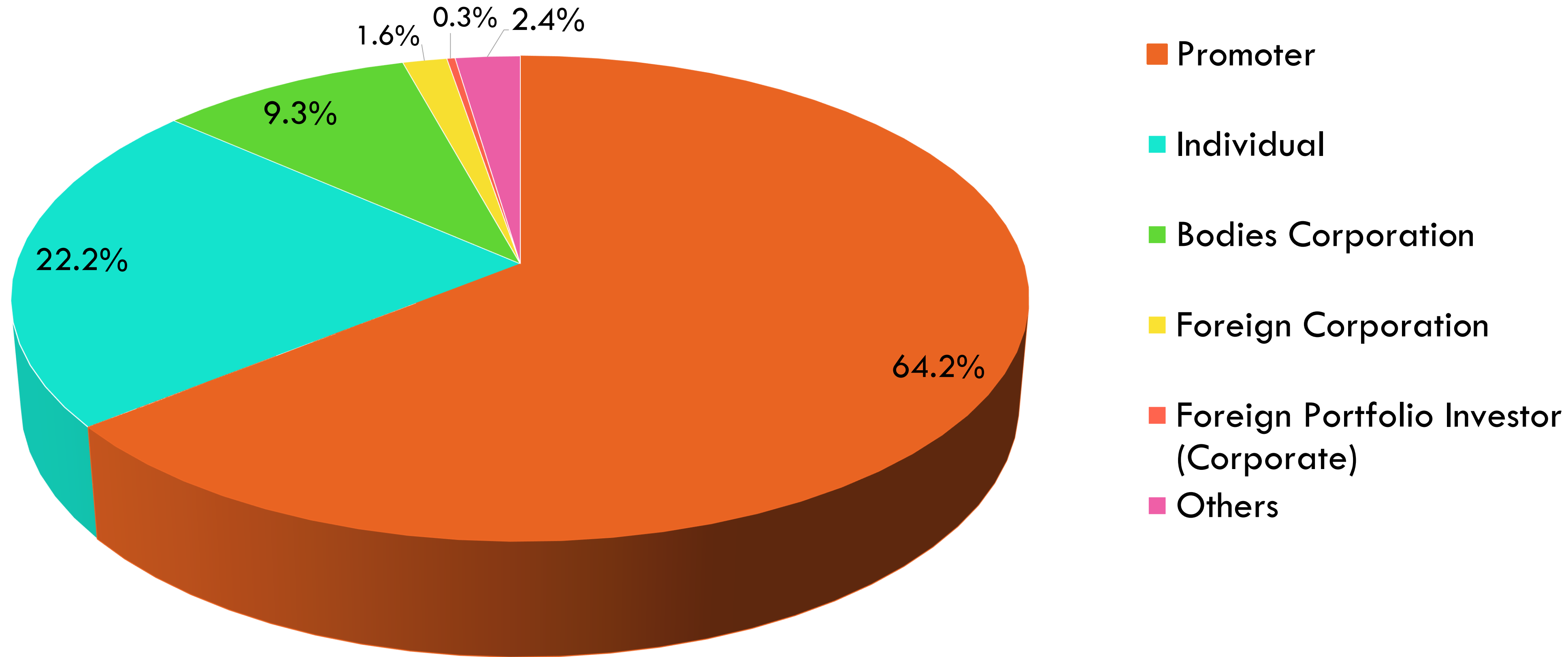
Earning Per Share (Rs.)



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.



For further information please contact:

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Email: investorservice@ppapco.com

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Ph: +91 7798232425, +91 022 40558934
Email: gaurav.g@conceptpr.com

THANK YOU