

# PPAP Automotive Limited

CIN No. 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

25<sup>th</sup> May, 2019

**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 year ended 31<sup>st</sup> March, 2019.

Kindly take the same on record.

Thanking you,

Yours truly,

For **PPAP Automotive Limited**

  
**Sonia Bhandari**  
**Company Secretary**

Encl: As above



Investor Presentation  
MAY 2019

# PPAP Automotive Limited

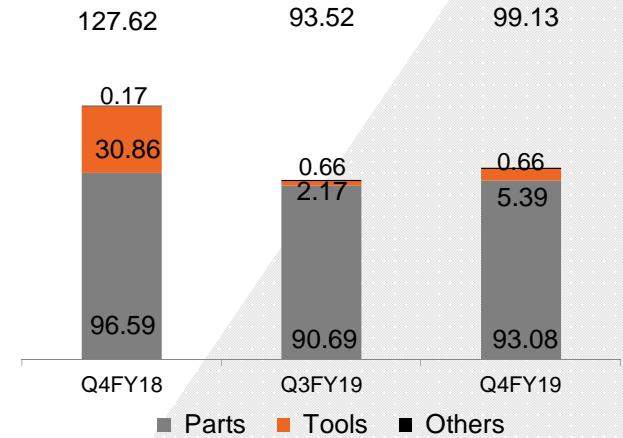
TAKING CHALLENGES, TOGETHER

## QUARTERLY FINANCIAL HIGHLIGHTS (QTR ON QTR)

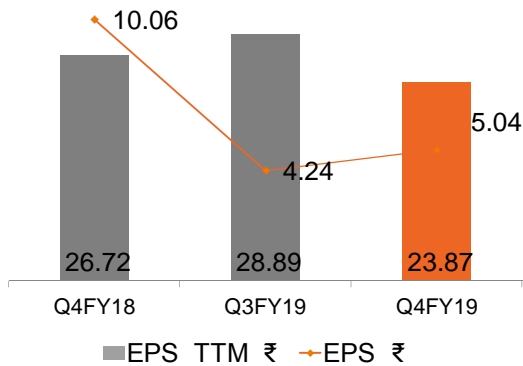
- Revenue from operations increased by 6% and Part sales by 2.6%
- PAT grew by 18.8% at ₹ 7.06 cr
- EBITDA at ₹17.21cr, 17.4% of sales
- EPS stands at ₹ 5.04
- Started supplies for New Honda Civic, Renault Nissan Kicks, MG Hector , New Maruti Baleno and New Maruti Alto
- Awarded for Overall Performance Shield by Maruti, Zero Defect Supplies by Toyota Kirloskar, Achieving Target in Quality by Toyota Kirloskar and Appreciation Award by Hyundai Motor India Limited



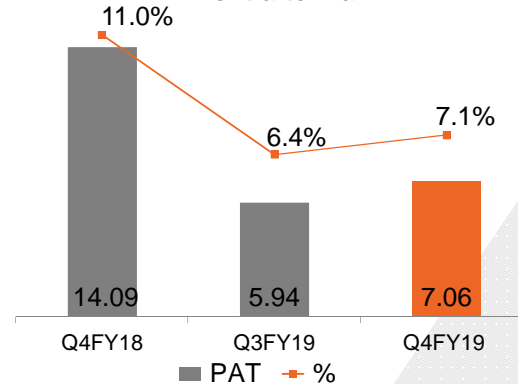
Revenue from Operations



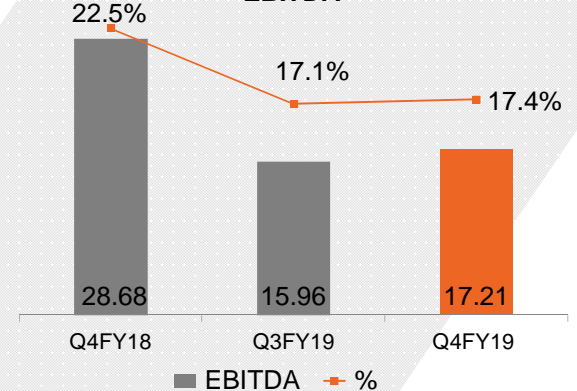
EPS



Profit after Tax



EBITDA

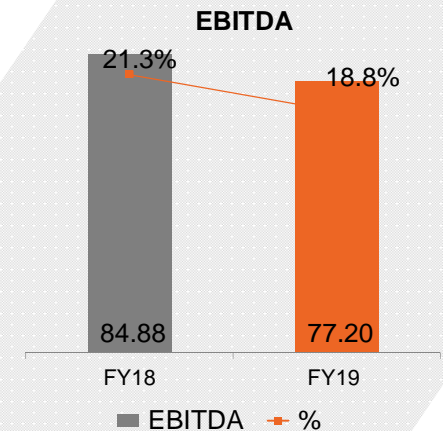
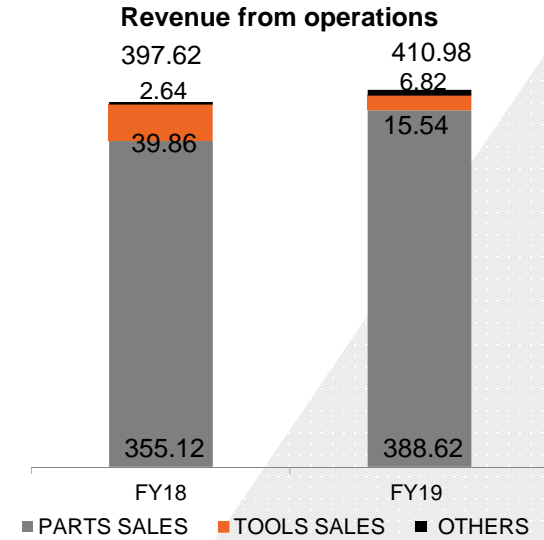
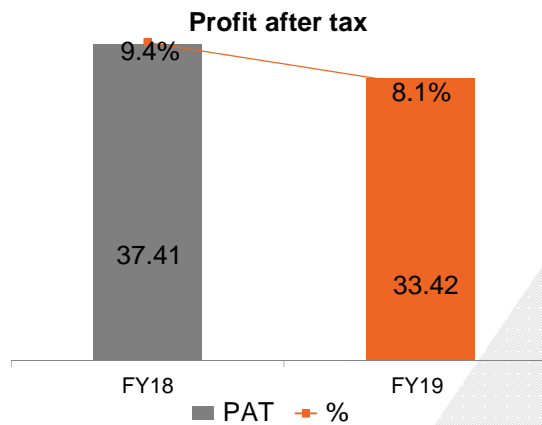
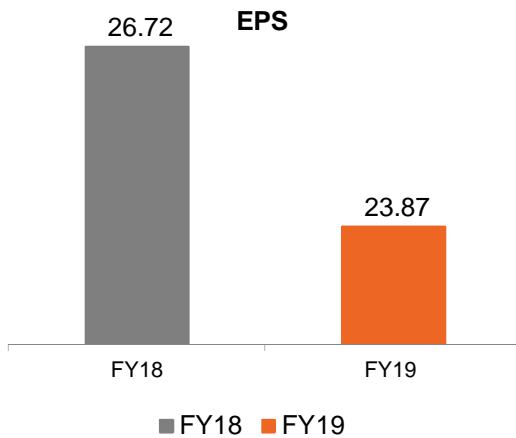


₹ Cr.

# ANNUAL FINANCIAL HIGHLIGHTS



- Part sales grew by 9.4% at 388.62 cr
- Revenue from operations increased by 3.4% at ₹ 410.98 cr
- PAT at ₹ 33.42 cr
- EPS at ₹ 23.87, Final dividend at ₹ 2.50 per share
- Started supplies for New Honda Civic, Renault Nissan Kicks, Honda Amaze, New Maruti Wagon R, New Maruti Ertiga, Tata Harrier, New Maruti Swift, Toyota Yaris, MG Hector, Suzuki Motorcycle Burgman and New Maruti Alto
- Awards received from MSIL, Honda, TATA Motors, Toyota, Hyundai, Economic Times Polymers and Asahi India Glass

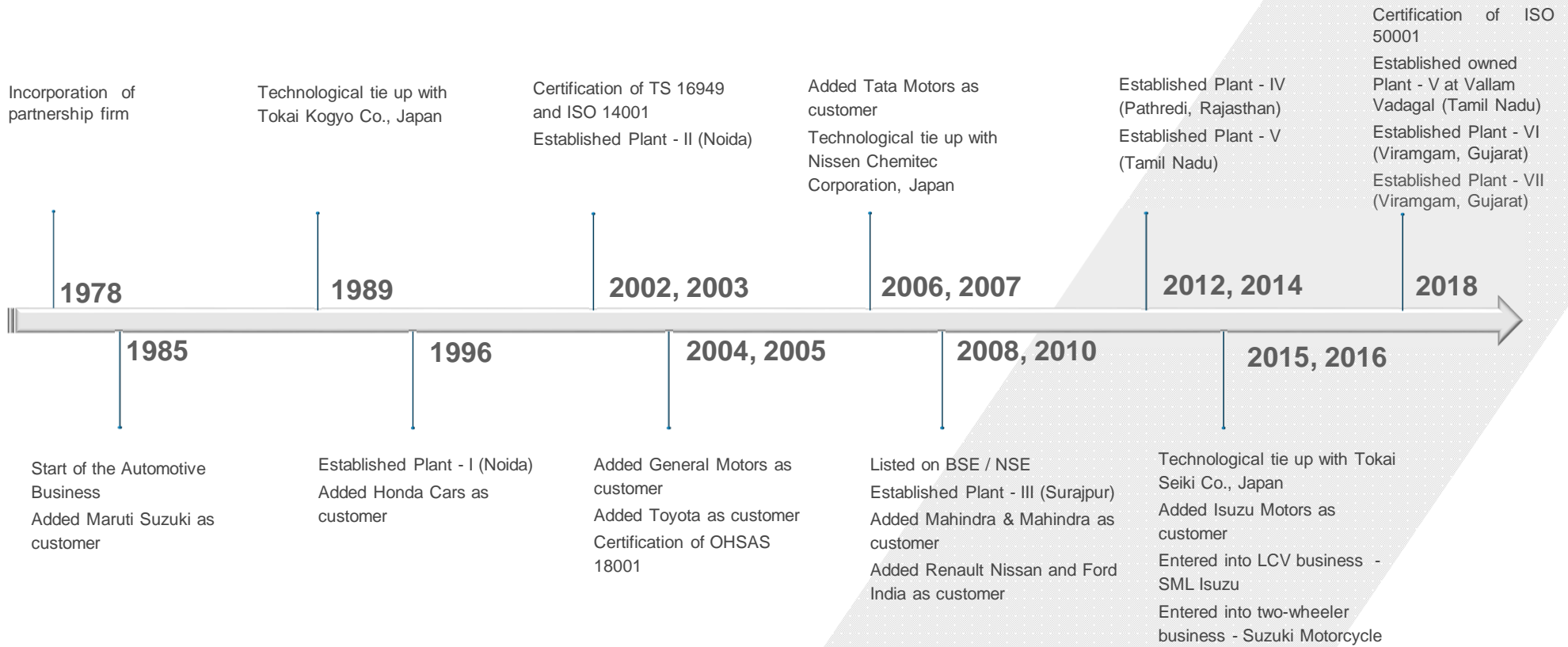


₹ Cr.

# 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, 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 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

## 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 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**



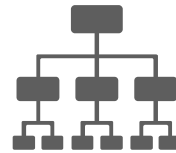


# CORE STRENGTHS



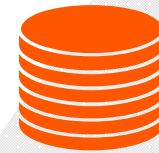
## Leadership Position

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



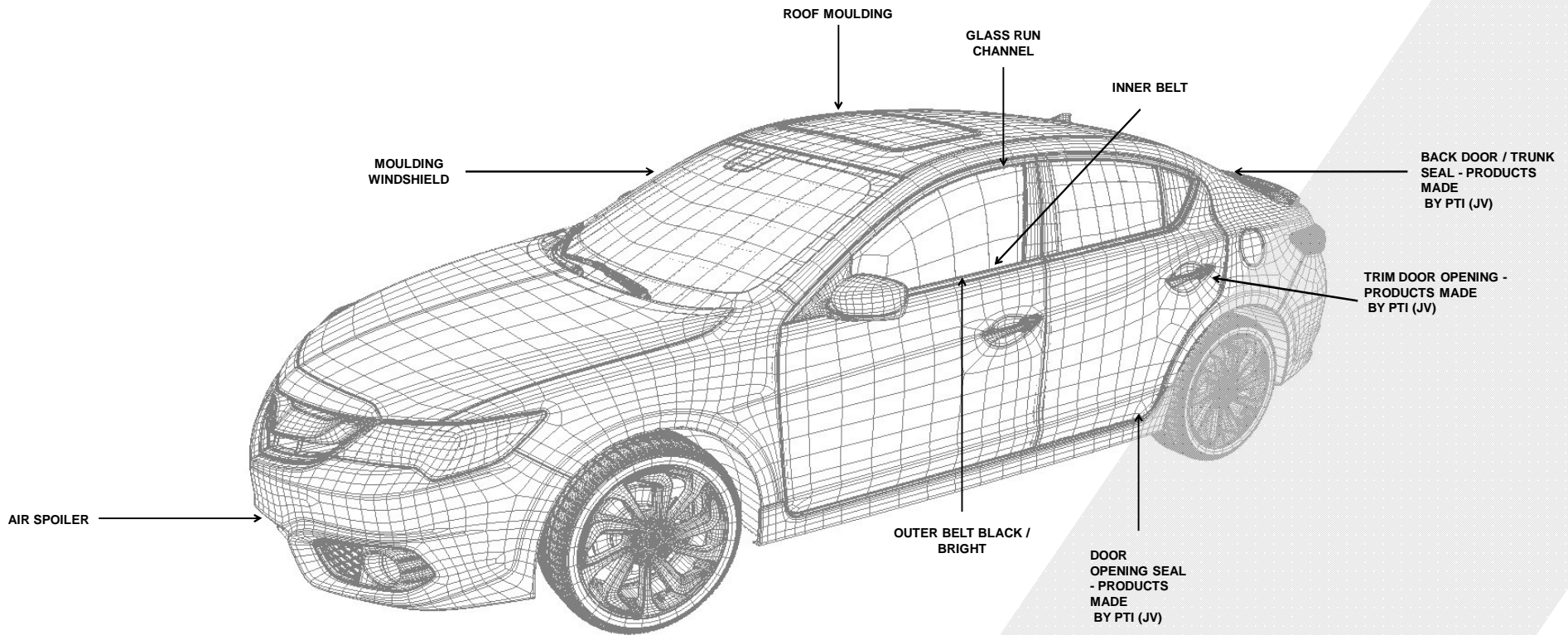
## Healthy Financials

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

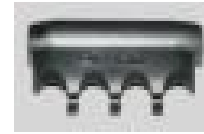


DOOR LINING



SPLASH GUARD

## UNDER HOOD PRODUCTS



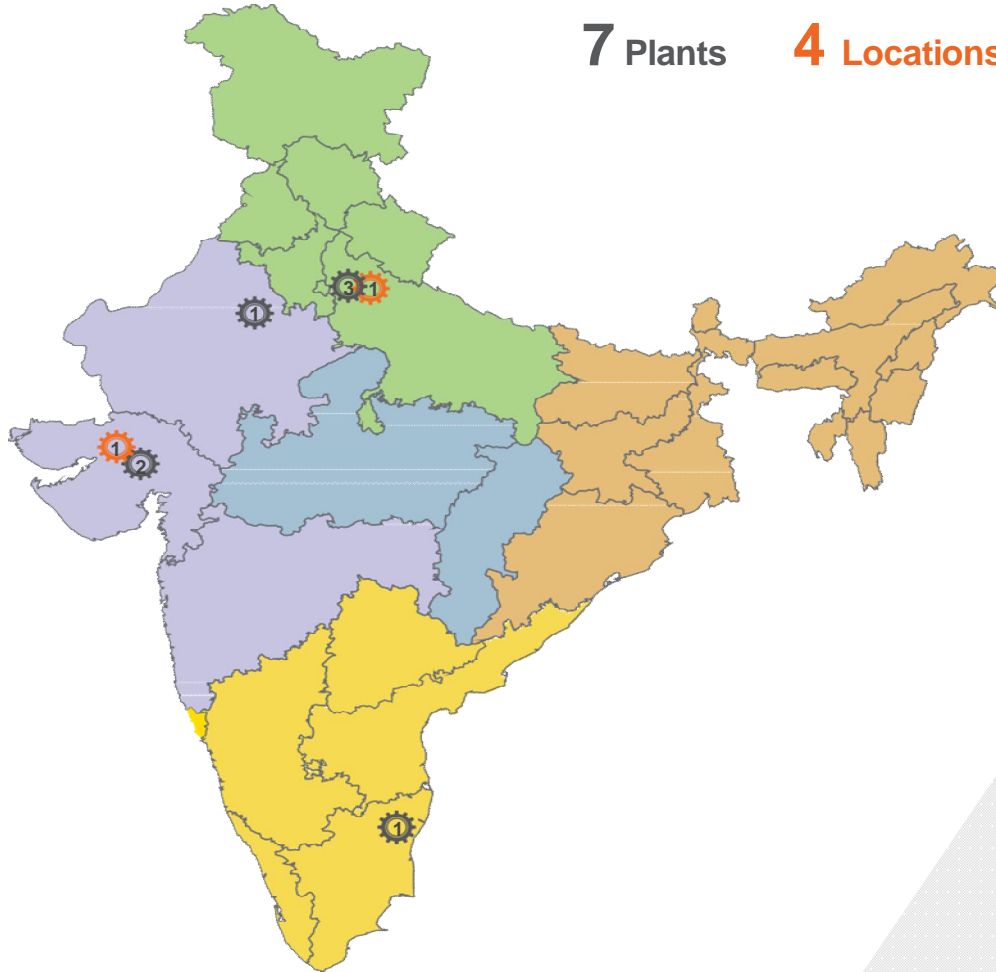
## IN CABIN PRODUCTS



## 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)*

# CUSTOMER BASE & EXPORT COUNTRIES



HONDA



TOYOTA



RENAULT



HYUNDAI



Mahindra

ISUZU



SUZUKI



SML ISUZU



samvardhana motherson



T-Tech TS TECH Co.,Ltd.



KRISHNA



Polyplastics  
Solution Platform for Engineering Plastics



NOVARES



MORIROKU



TOYOTA BOSHOKU



HWASEUNG

CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom

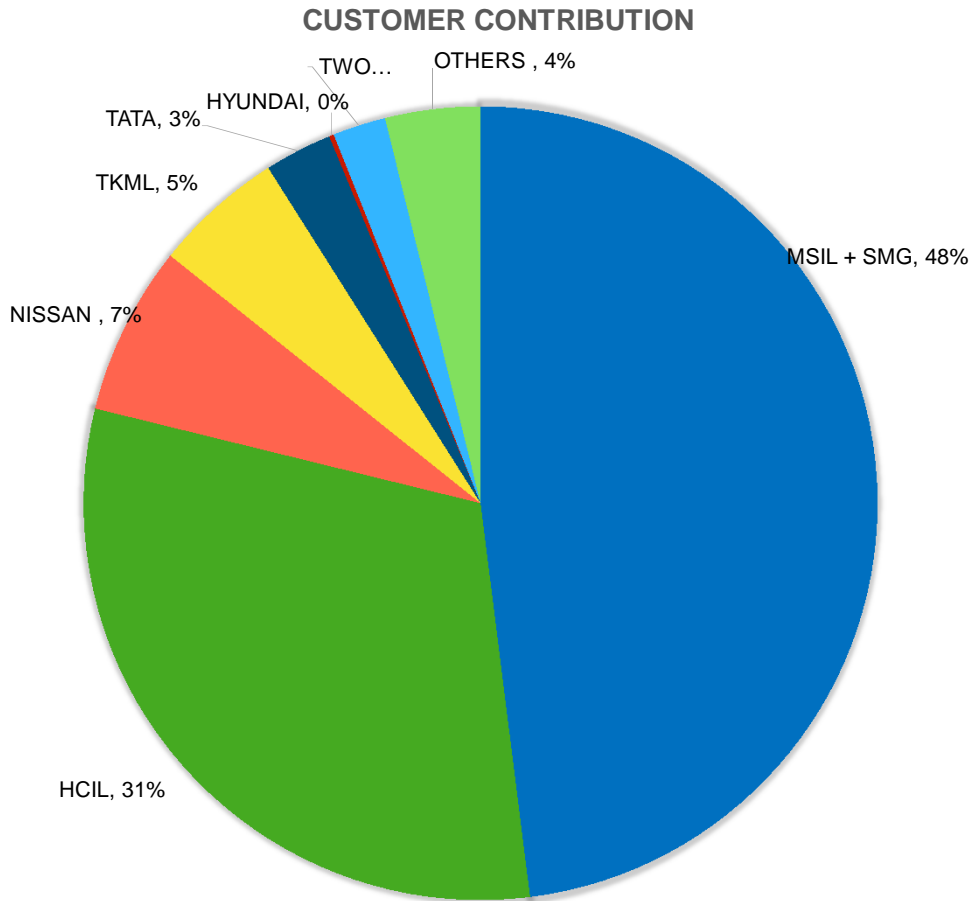


South Africa



Argentina

## CUSTOMER BASE



## OUR PRESENCE IN NEW MODELS



***New Honda Civic***



***MG Hector***



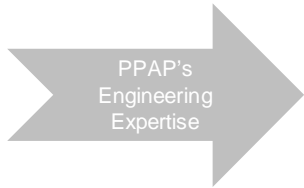
***Renault Nissan Kicks***



***New Maruti Alto***



# COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



## Plastic Extrusion

**PVC / TPO / PP MATERIAL**  
4 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**  
2 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 FY 2019

OVERALL PERFORMANCE SHIELD - MARUTI

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

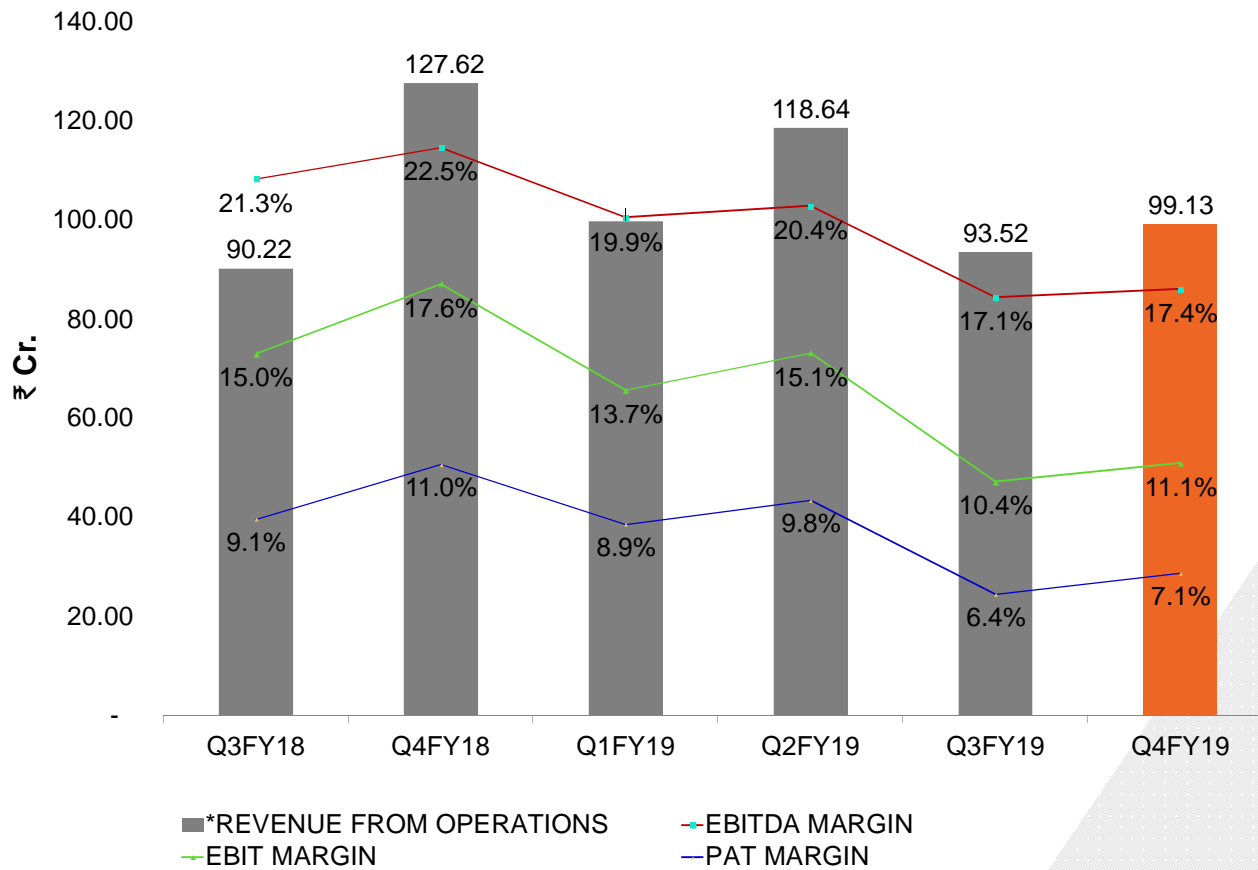
APPRECIATION FOR CONTINUED SUPPORT 2018 - ASAHI INDIA GLASS

ZERO PPM AWARD - TOYOTA KIRLOSKAR

TARGET IN DELIVERY - TOYOTA KIRLOSKAR



# SUMMARY



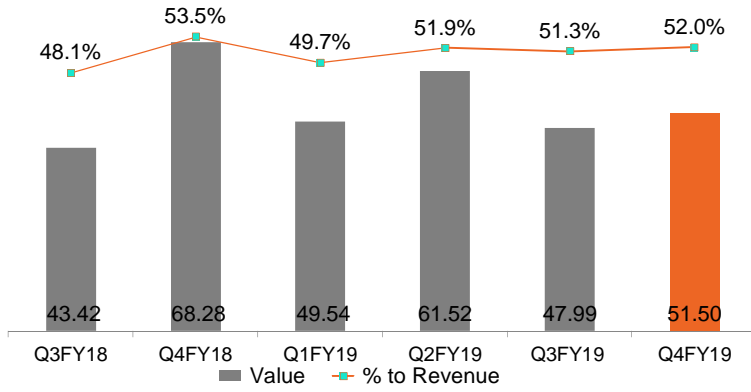
- Revenue from operations registered a growth of 6% from ₹ 93.52 cr in Q3FY19 to ₹ 99.13 cr in Q4FY19
- PAT stood at ₹ 7.06 cr in Q4FY19

\* Net of Excise

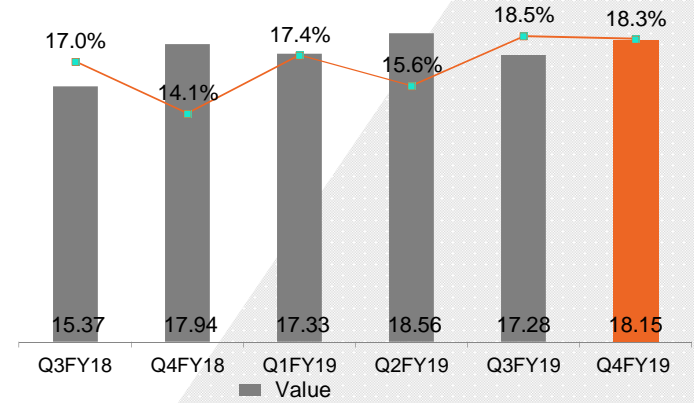
# MAJOR EXPENSE (₹ Cr.)



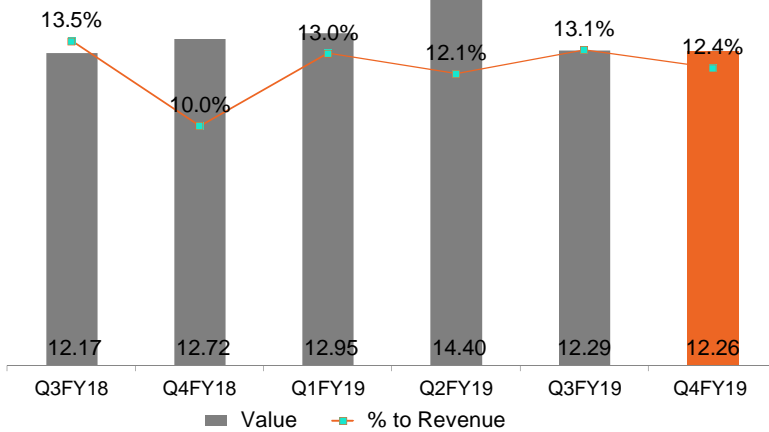
## Materials



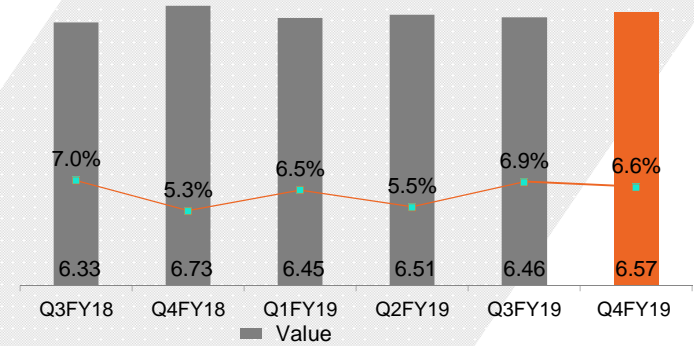
## Employee Benefits



## Other Expenses



## Depreciation

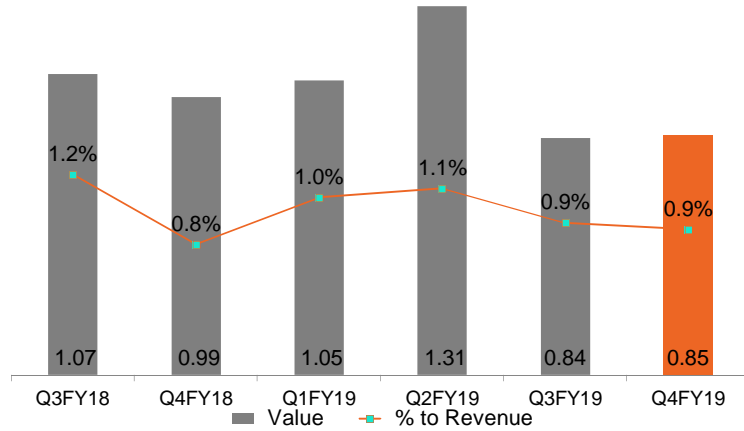




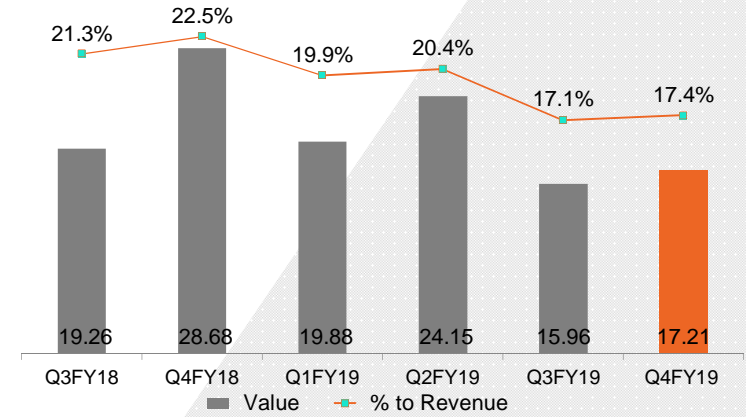
# INTEREST & EARNINGS (₹ Cr.)



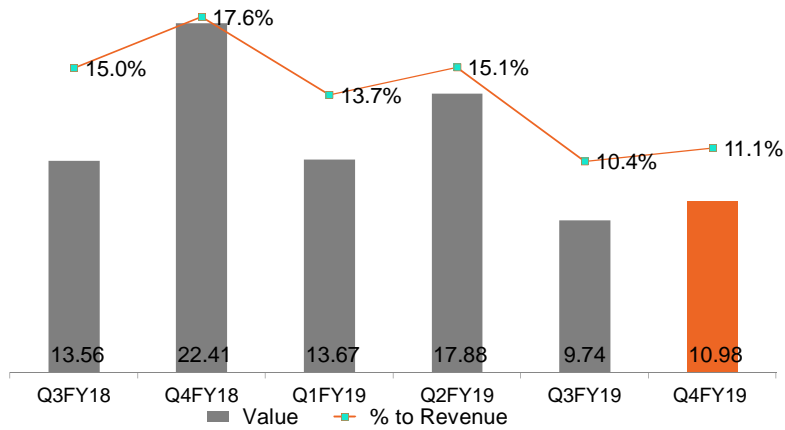
## INTEREST



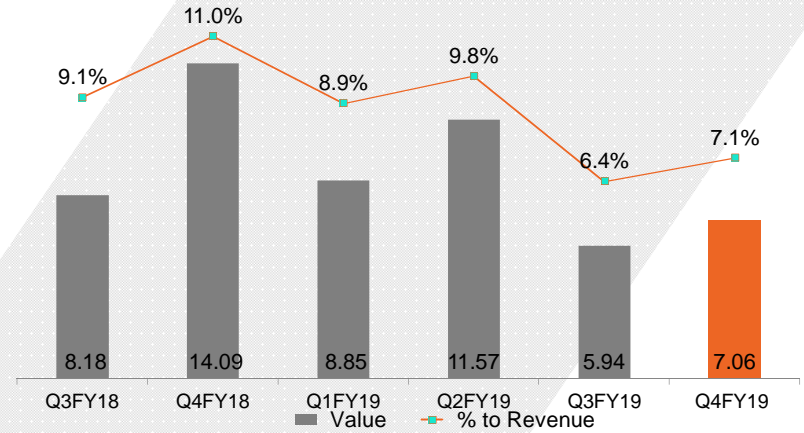
## EBITDA



## EBIT

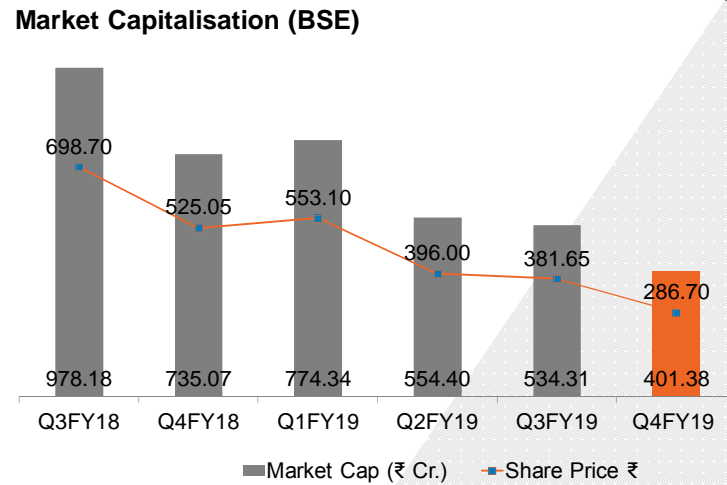
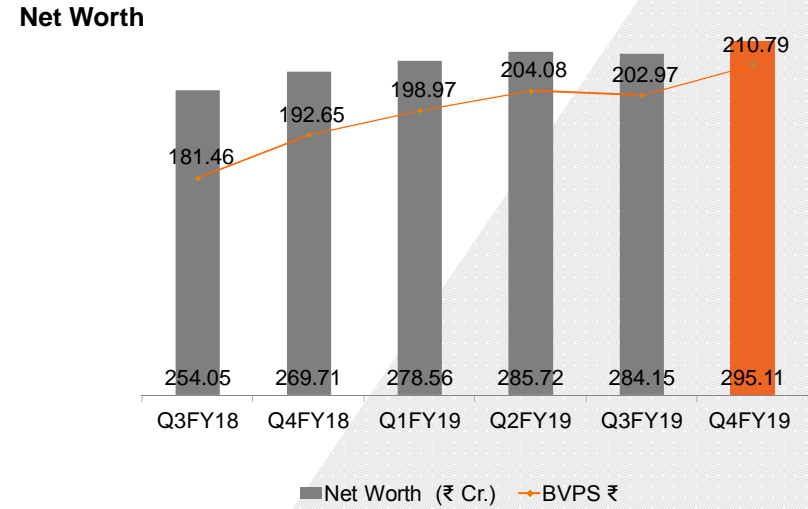
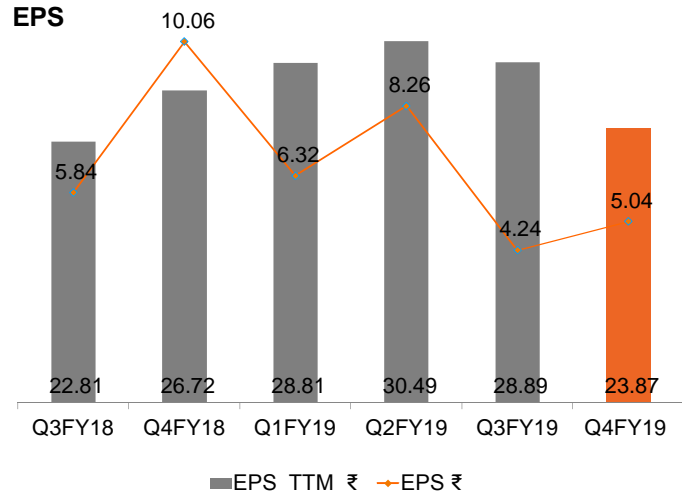


## PAT





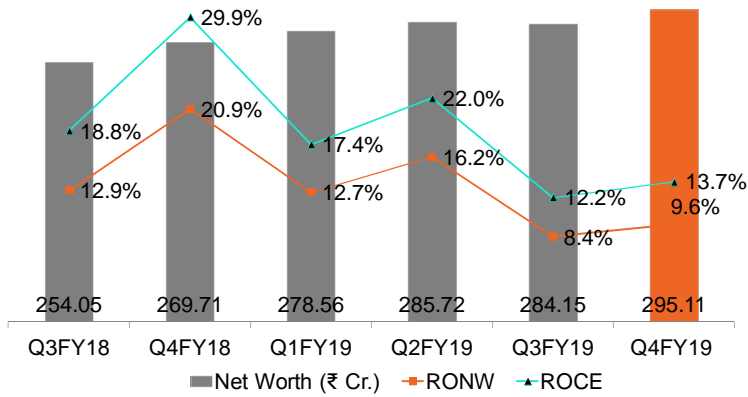
# EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



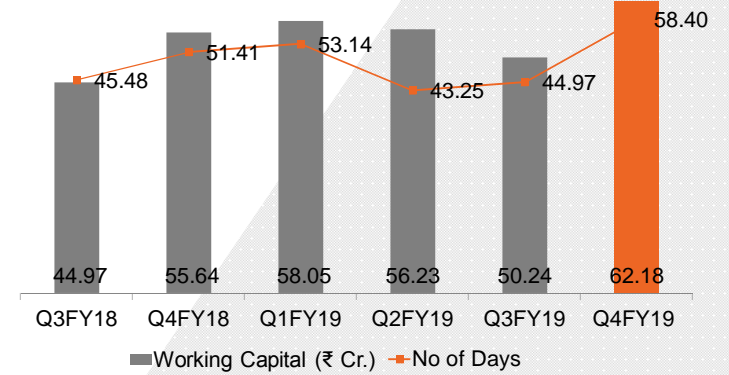
# KEY RATIOS



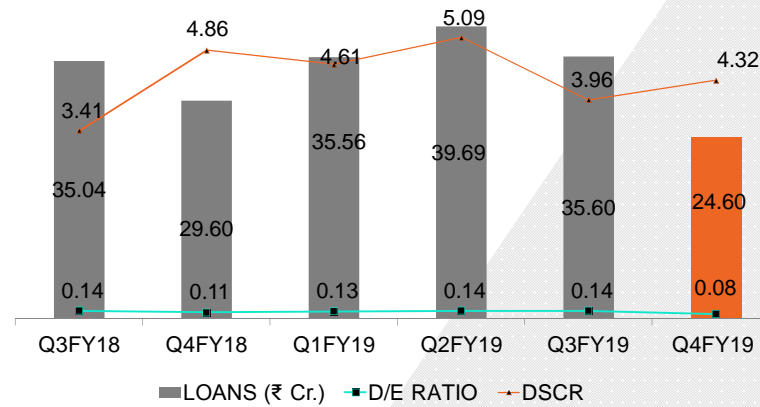
## Net Worth



## Working Capital



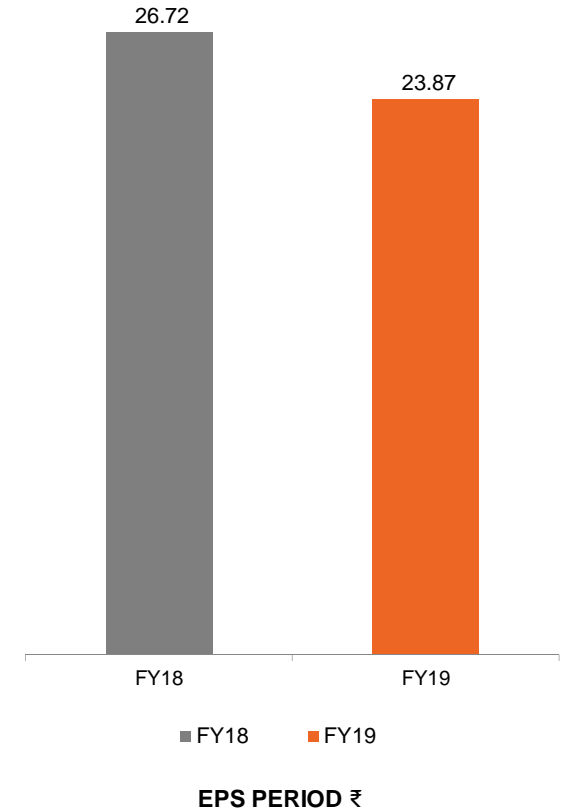
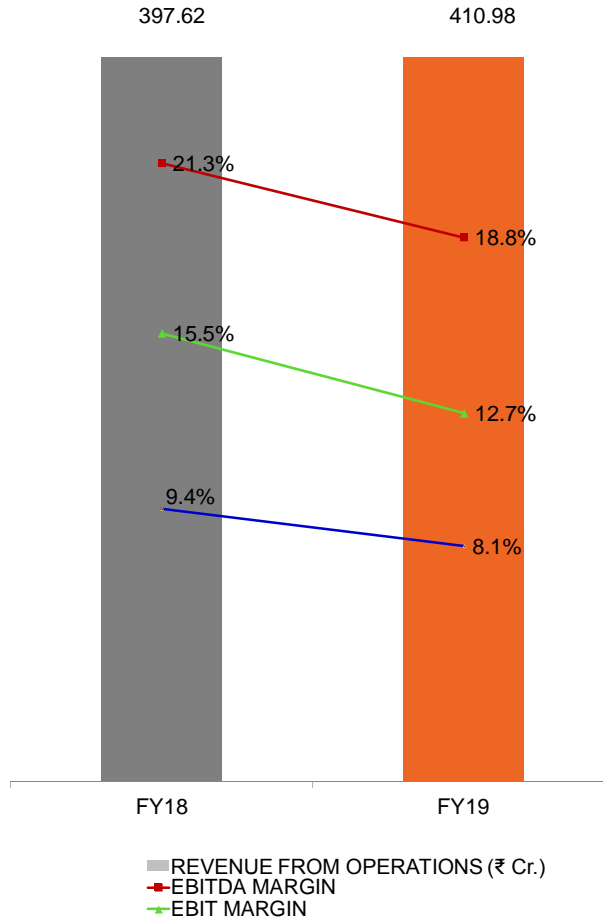
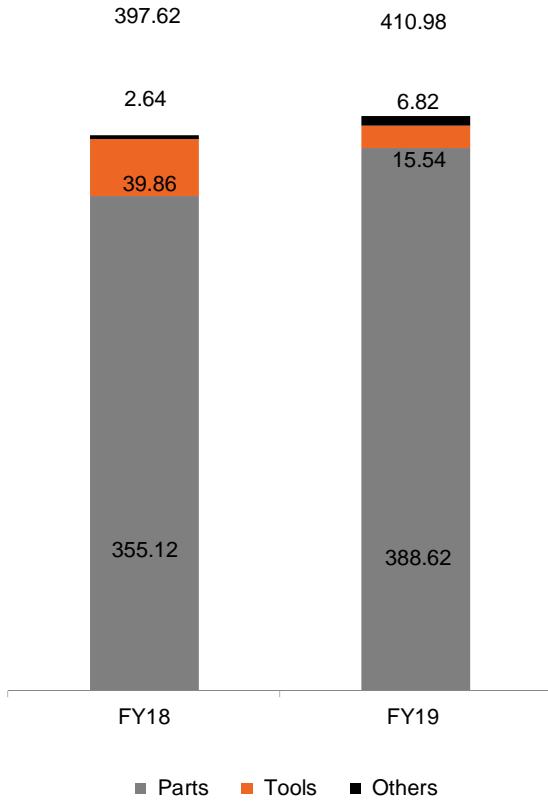
## Loans



# ANNUAL PERFORMANCE SUMMARY



Revenue from Operations (₹ Cr.)

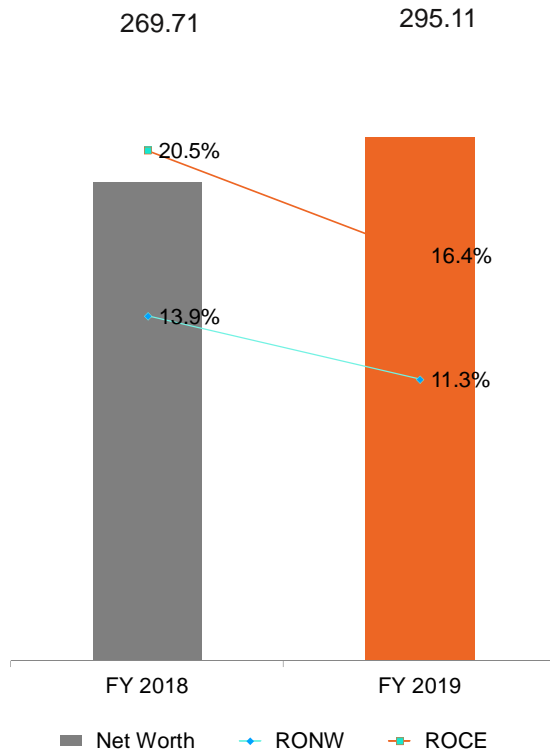




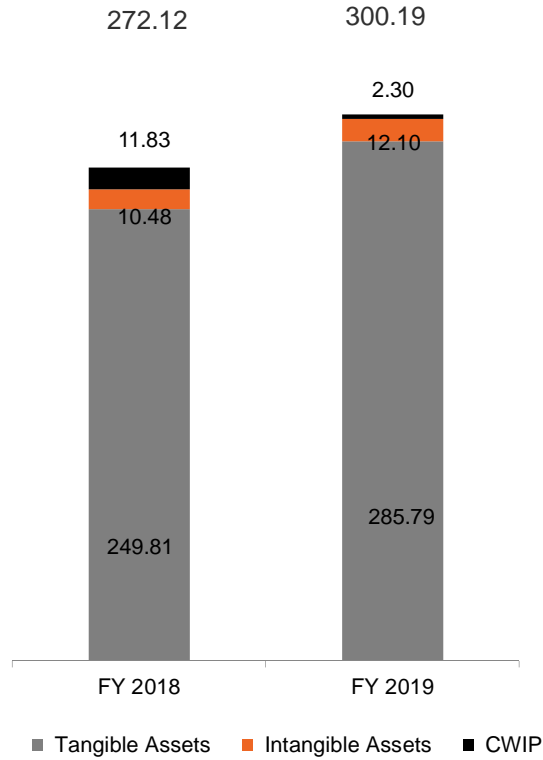
# ANNUAL PERFORMANCE SUMMARY



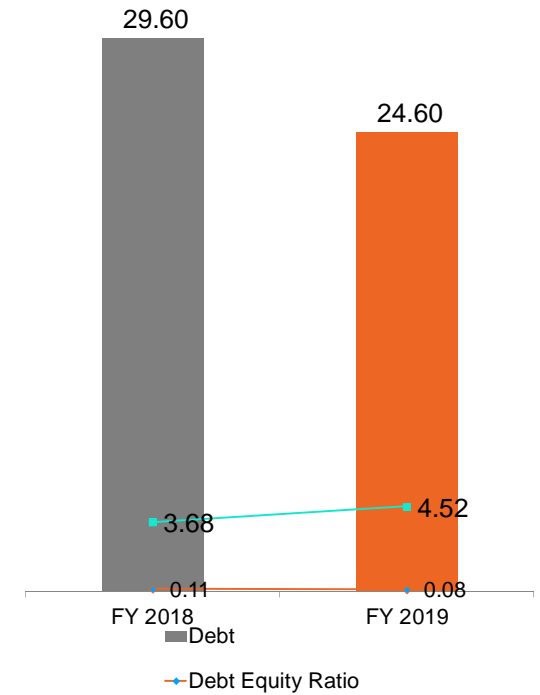
## Net worth



## Fixed Asset (Gross Block)



## Debt

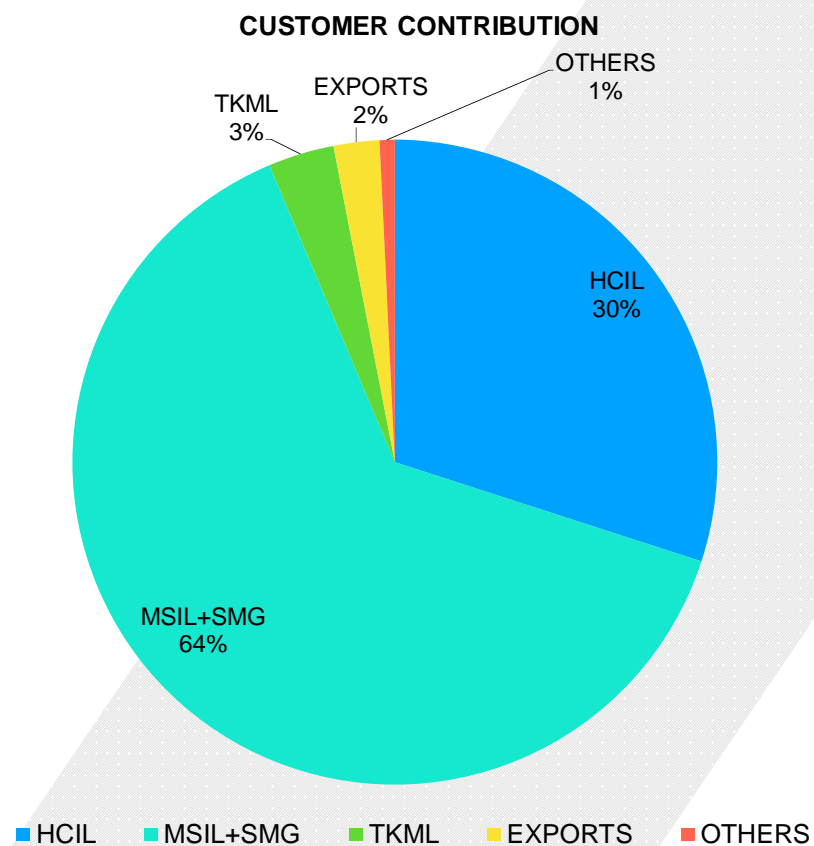


# RESULT SUMMARY – PPAP TOKAI INDIA RUBBER PVT LTD. FY 2018-19

(₹ Cr.)



PARTICULARS	FY 2017-18	FY 2018-19	% Change
INCOME	62.95	74.31	18.0%
EBITDA	6.24	5.23	-16.2%
PAT	3.80	.65	-83%
EPS RS.	.39	.07	-83%
NET WORTH	96.99	97.63	0.7%
GROSS FIXED ASSETS	77.94	84.96	9.0%
FUNDS AVAILABLE	20.21	21.19	4.85%





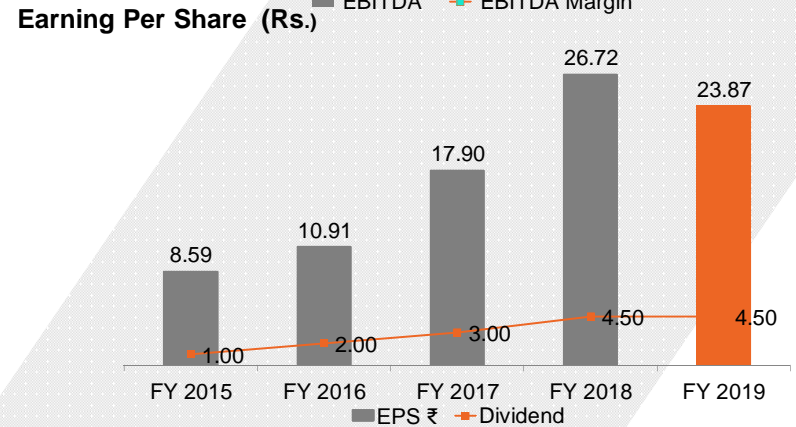
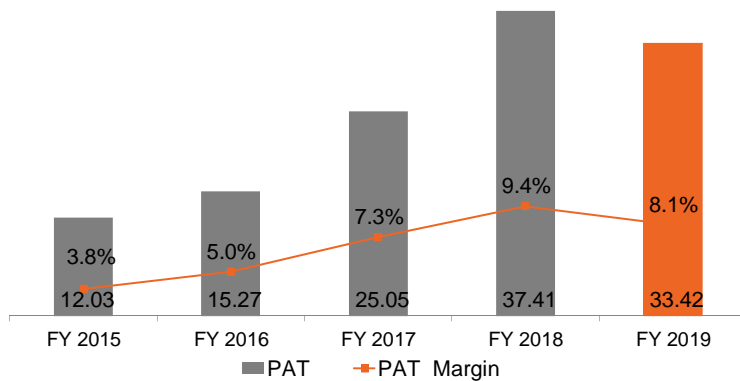
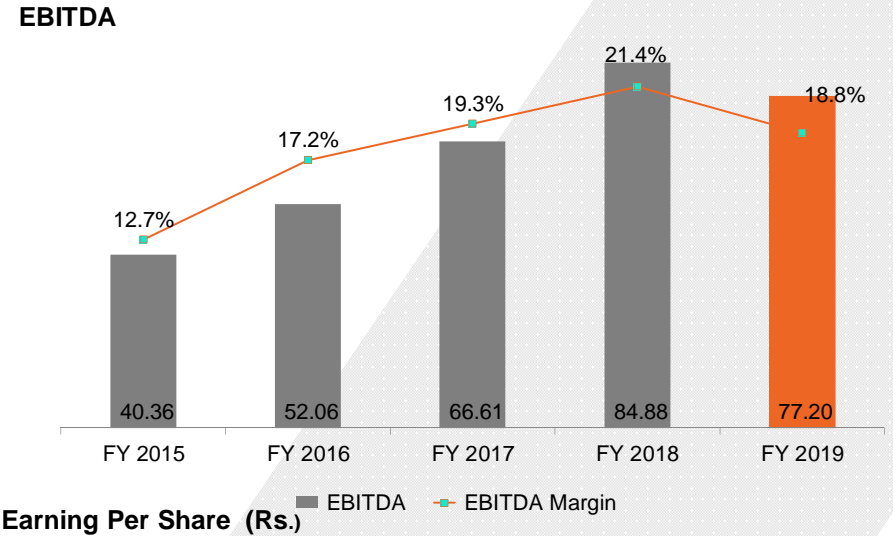
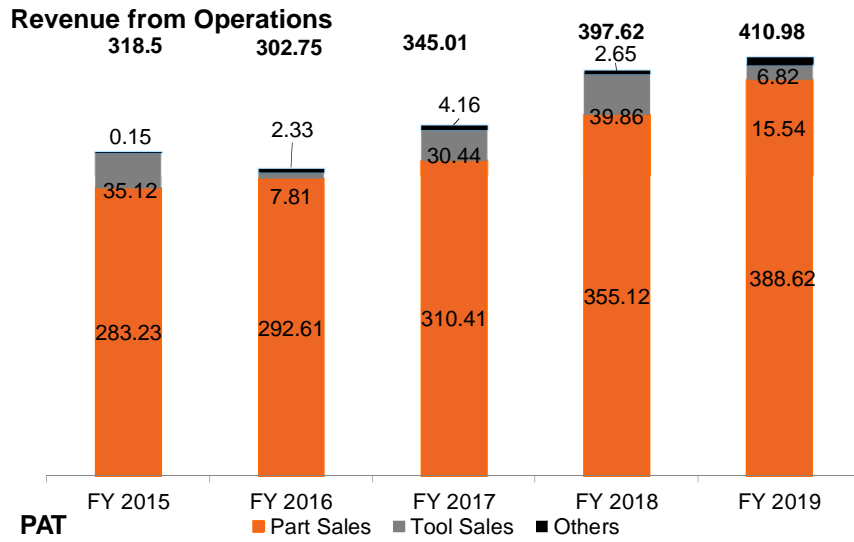
## KEY TAKEAWAYS



- Revenue from operations grew by 3.4% at ₹ 410.98 cr
- Part revenue grew by 9.4% at 388.62 cr
- EBITDA at ₹ 77.2 cr
- ROCE at 16.4 % , RONW at 11.3%
- A healthy debt equity ratio of .08 demonstrates strong financial position of the company
- PPAPs business grew by 9.4% despite auto industry growth of just .1%
- Customer confidence evident as prestigious awards received from all the major OEMs
- Expanded our product profile by adding new parts like Front grill, Instrument panel cluster, Consol with boot, Trim comp center pillar, Lining fender and Spacer comp
- Invested in technology and internal IT infrastructure by implementing SAP across the organisation
- Strategically acquired additional land in Chennai
- MG Motors added to the premier customer list
- Started supplies for New Honda Civic, Renault Nissan Kicks, Honda Amaze, New Maruti Wagon R, New Maruti Ertiga, Tata Harrier, New Maruti Swift , Toyota Yaris , MG Hector , Suzuki Motorcycle Burgman and New Maruti Alto



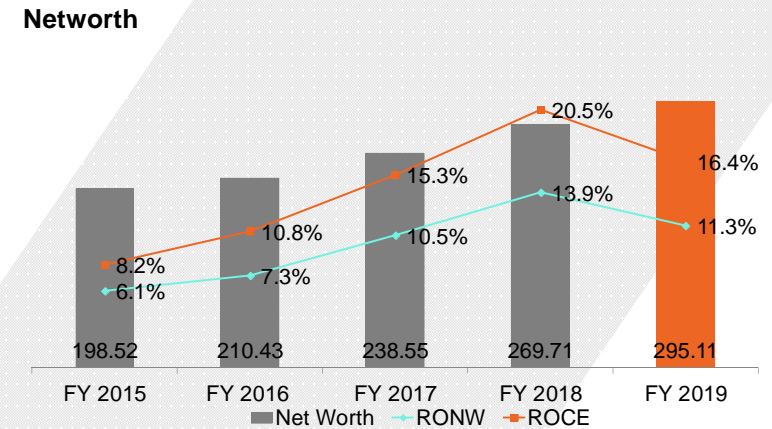
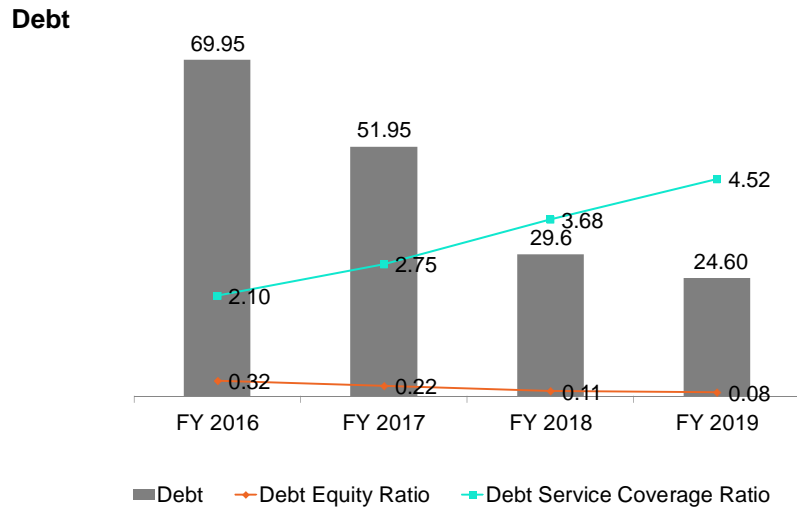
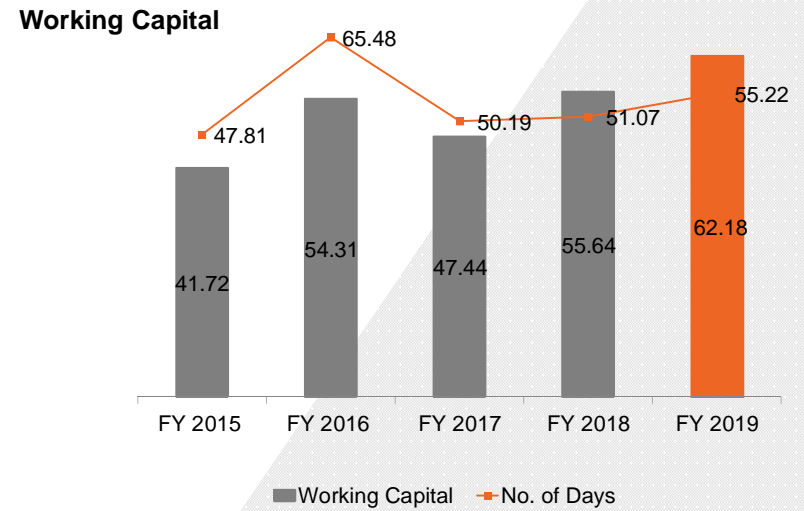
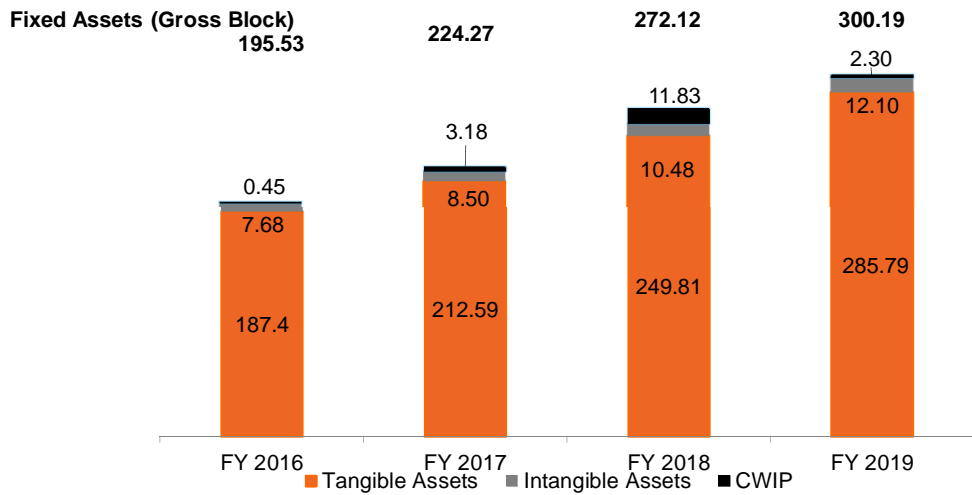
# FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)



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



# FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)

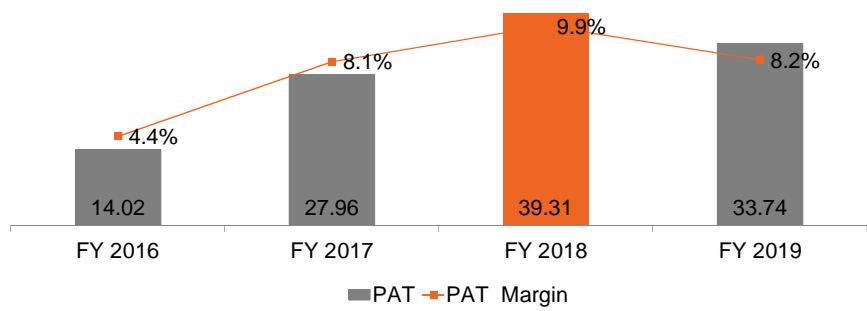


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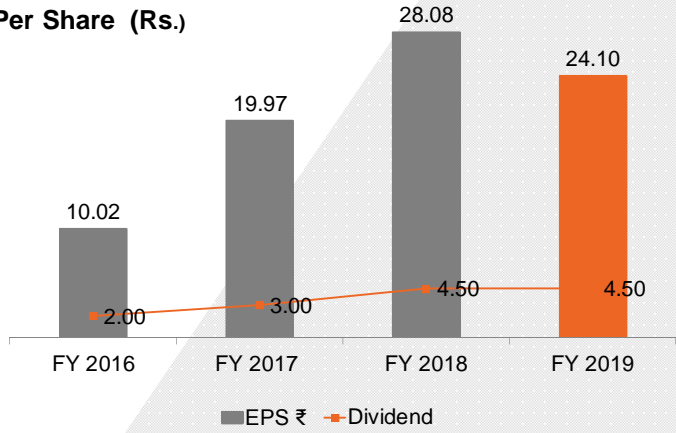
# CONSOLIDATED FINANCIAL SNAPSHOT (FY 2016 – FY 2019) (₹ Cr.)



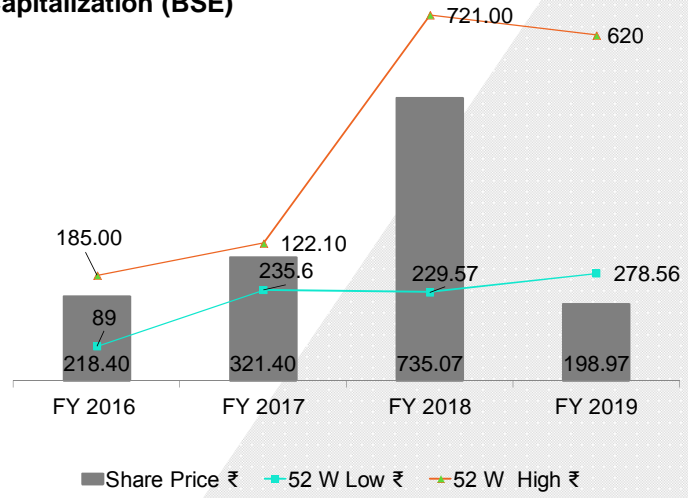
## PAT



## Earning Per Share (Rs.)

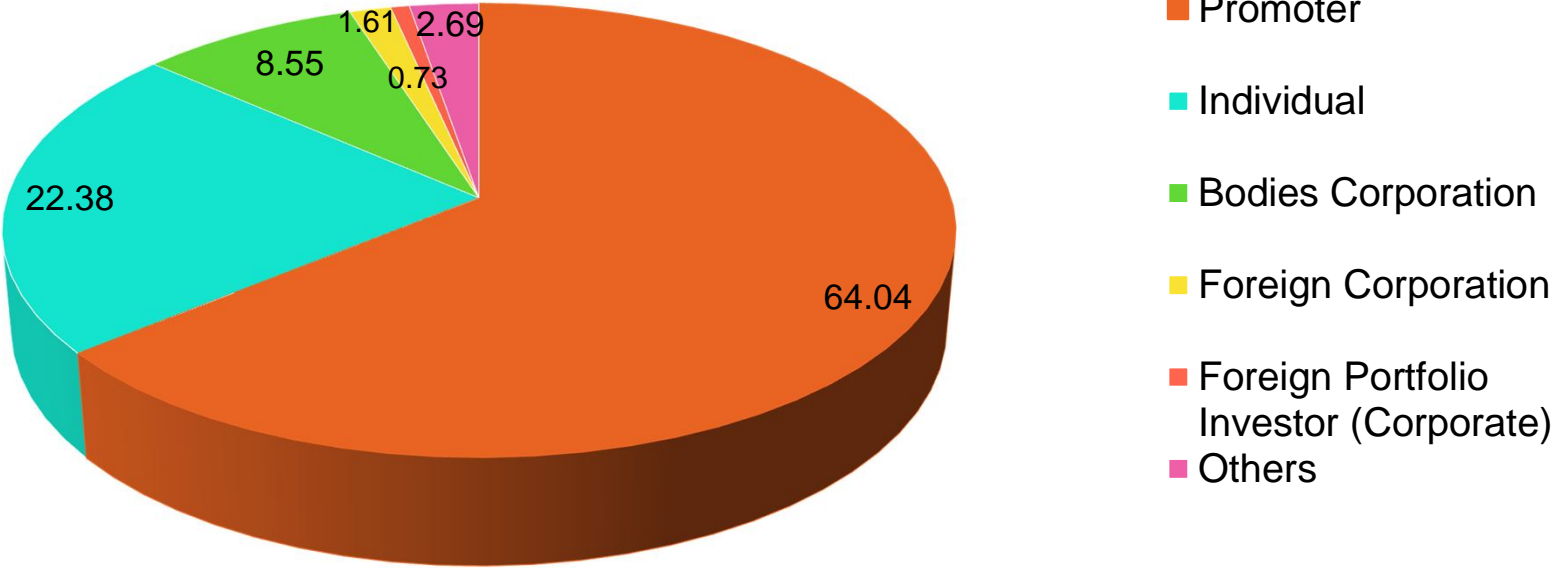


## Market Capitalization (BSE)





# SHAREHOLDING PATTERN AS ON 31<sup>ST</sup> MARCH, 2019



MARKET CAPITALIZATION (BSE) ₹ 401.38 CRS.

## SAFE HARBOR



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.





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THANK YOU