

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

5th November, 2020

The Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai — 400001
Symbol: 532934

The Listing Department
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai — 400051
Symbol: PPAP

Subject: Analysts and Investors Presentation pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.


Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Analysts and Investors presentation for the unaudited financial results of the Company for the quarter and half year ended 30th September, 2020.

Thanking you,

Yours faithfully,

For **PPAP Automotive Limited**


Sonia Bhandari
Company-Secretary



PPAP Automotive Limited

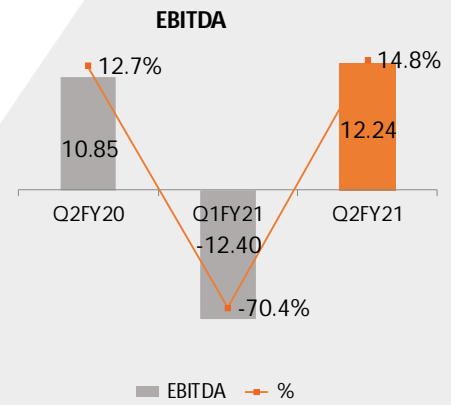
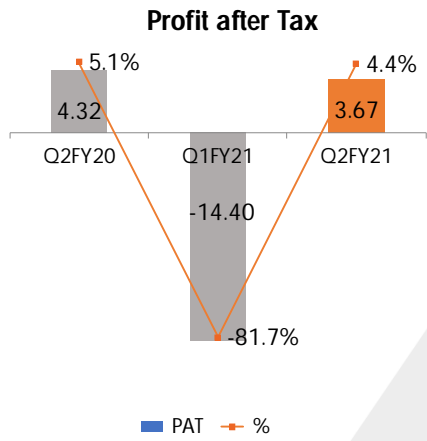
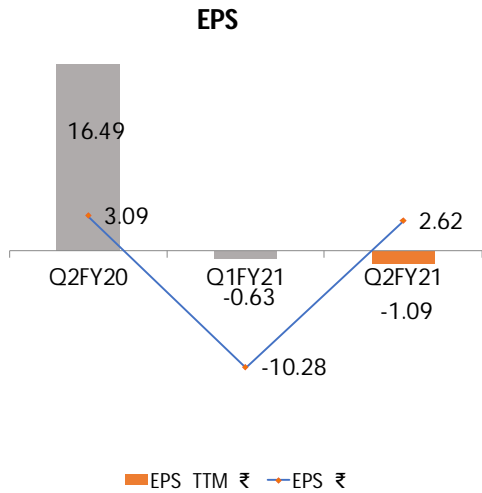
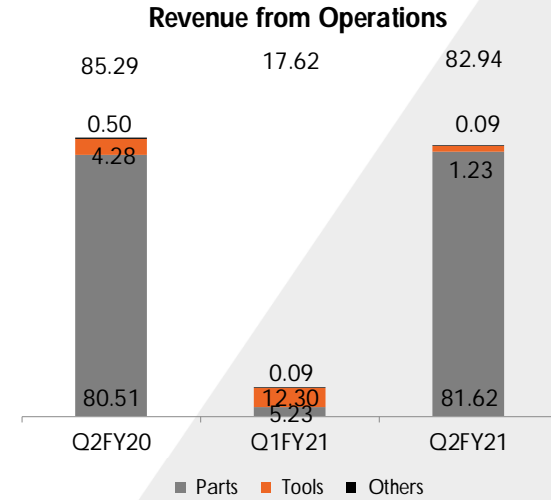
TAKING CHALLENGES, TOGETHER

Investor Presentation
Q2FY21
NOVEMBER 2020

STANDALONE QUARTERLY FINANCIAL HIGHLIGHTS (Q2FY21)



- Revenue from Operations at ₹ 82.94 Cr. and Part Sales at ₹ 81.62 Cr.
- EBITDA at ₹ 12.24 Cr, 14.8% of Sales
- PAT at ₹ 3.67 Cr, 4.4% of Sales
- EPS stood at ₹ 2.62
- Started supplies for Honda City & Jazz, Kia Seltos, Hyundai Venue

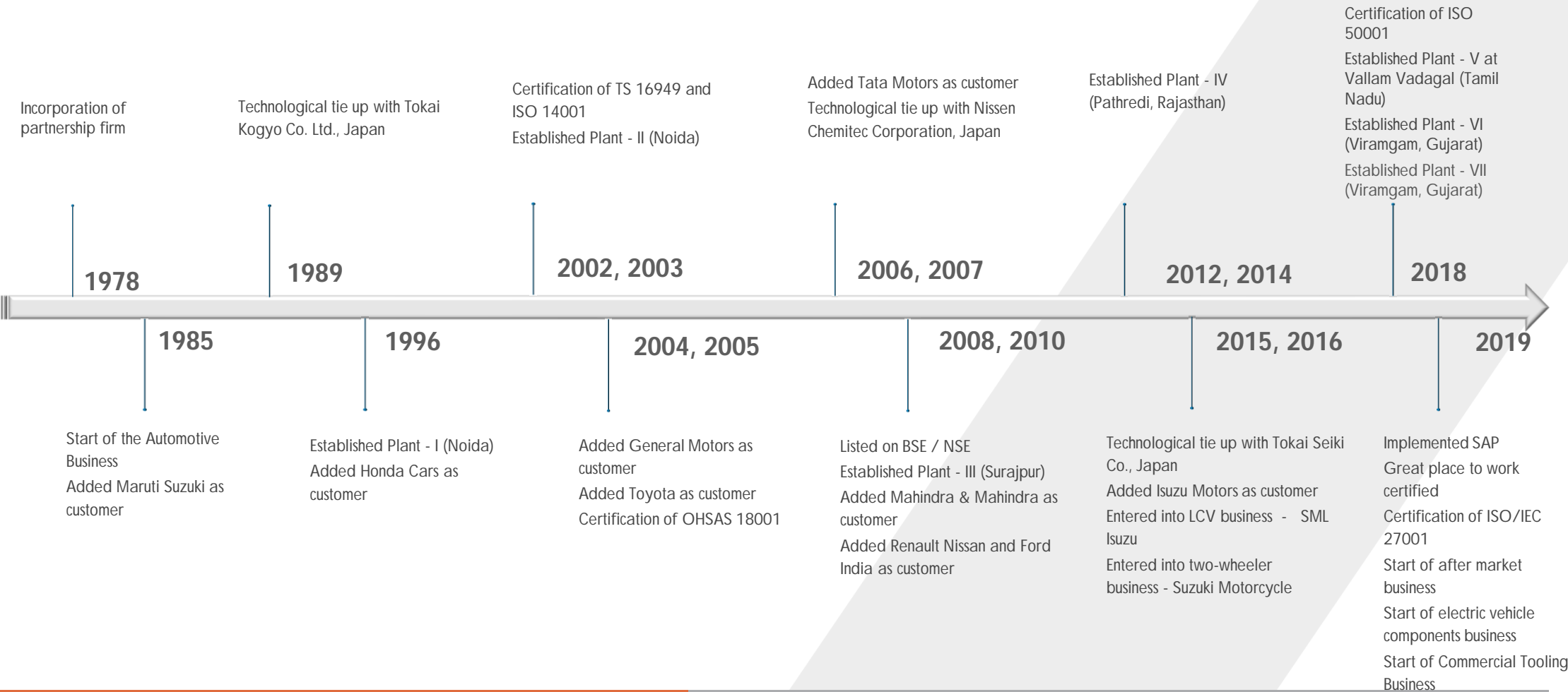


₹ Cr.

OUR EVOLUTION



Our Mission : "TO BE A GLOBAL LEVEL EXCELLENCE 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 ITATF 16949, ISO 14001, ISO 45001, 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, KIA, 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
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. Ramesh Chander Khanna, President and Chief Operating Officer

Fellow Member of The Institute of Engineers, India
Work experience of over 40 years
Has previously worked with ISGEC, BST, Escorts, Daewoo Motors, Toyota Kirloskar Motors, Kirloskar Group of Companies
Expert trainer of Toyota Production System & Toyota Way



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

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

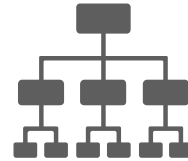


CORE STRENGTHS



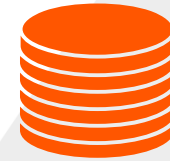
Leadership Position

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

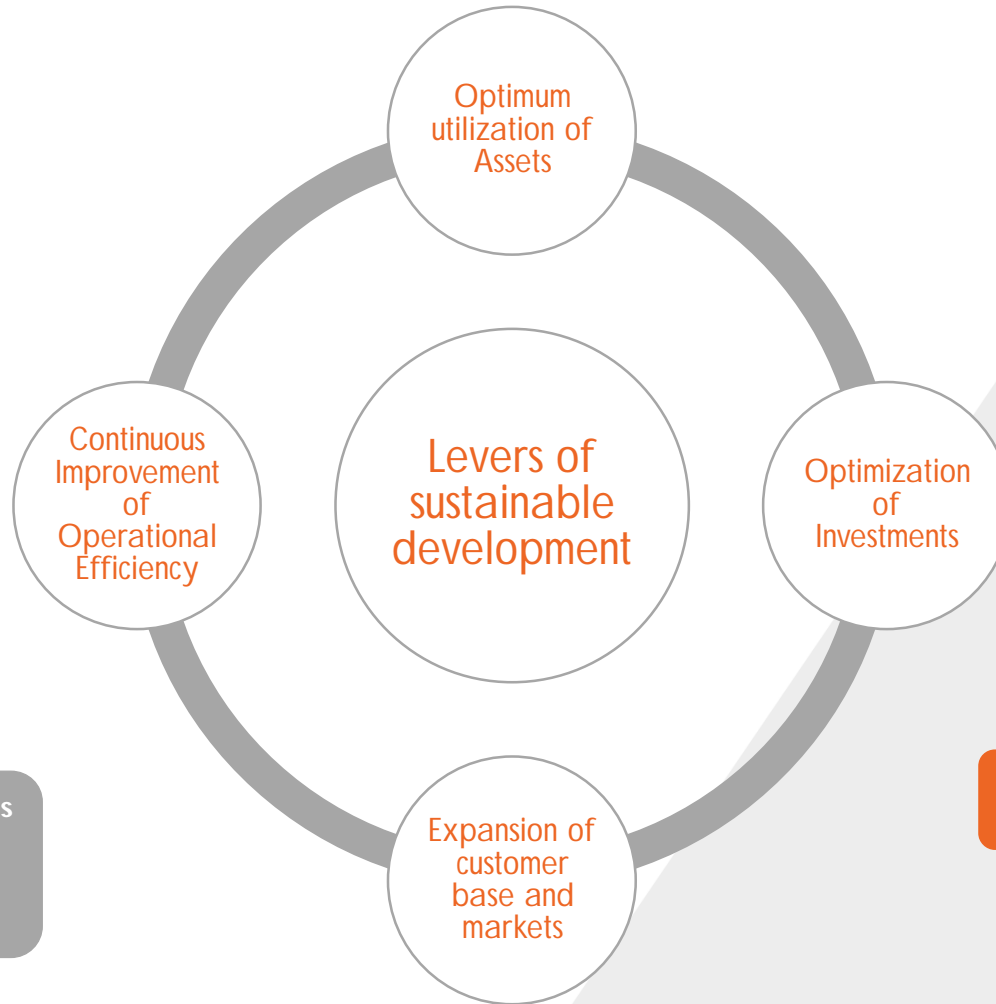
Relationship with Japanese Technology Partners



Healthy Financials

Cost sensitive Culture

STRATEGIC GROWTH LEVERS



- International benchmarking
- Our mantra “Every Paisa Counts”
- Focus on cost optimization & operating leverage

- Improve OEE (Overall Equipment Efficiency)

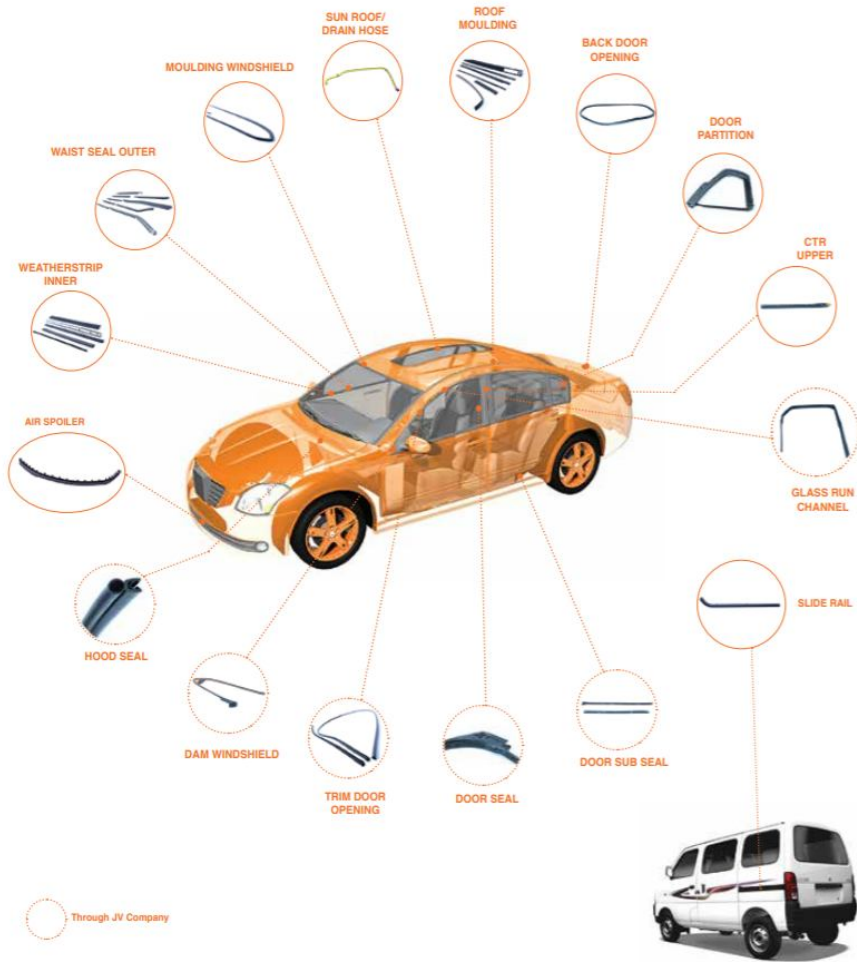
- Extend leadership position across OEMs
- Expand Market base – synergy with existing capabilities
- Establish new product lines

- Timing, efficiency and best value proposition review

PRODUCT ROADMAP – EXTRUSION & INJECTION



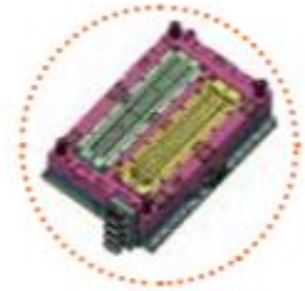
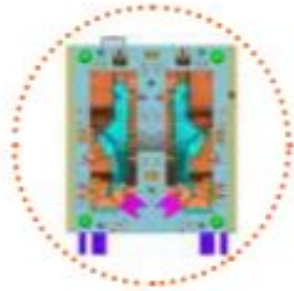
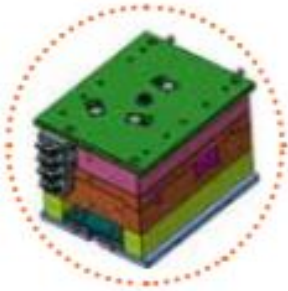
Extrusion



Injection



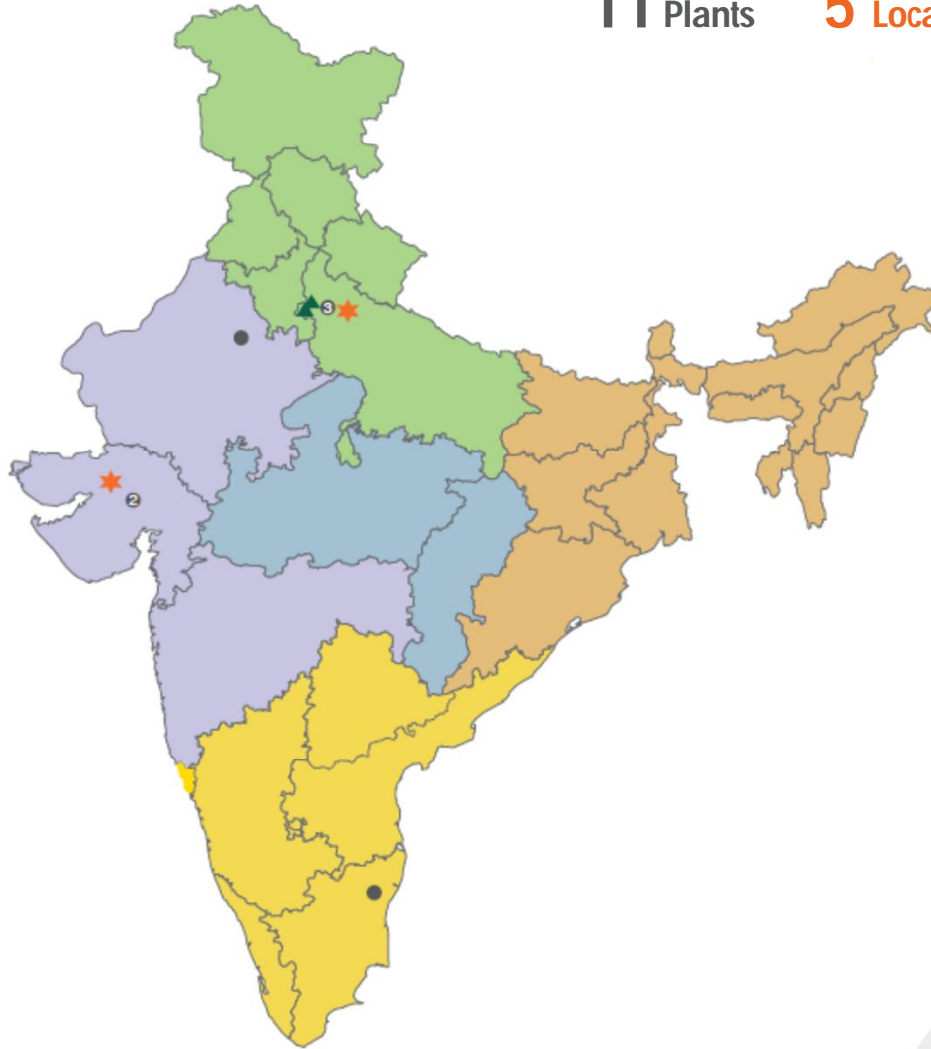
PRODUCT ROADMAP – PLASTIC INJECTION TOOLINGS



MANUFACTURING FACILITIES



11 Plants 5 Locations



FACILITIES

- Noida, Uttar Pradesh
(Plant I & II)
- Surajpur, Uttar Pradesh
(Plant III)
- Pathredi, Rajasthan
(Plant IV)
- Vallam Vadagal, Tamil Nadu
(Plant V)
- Viramgam, Gujarat
(Plant VII & VIII)

Joint Venture Company

- ★ Surajpur, Uttar Pradesh
(Plant I)
- ★ Viramgam, Gujarat
(Plant II)

Subsidiary Companies

- ▲ Noida, Uttar Pradesh
- ▲ Okhla, Delhi

CUSTOMER BASE & EXPORT COUNTRIES



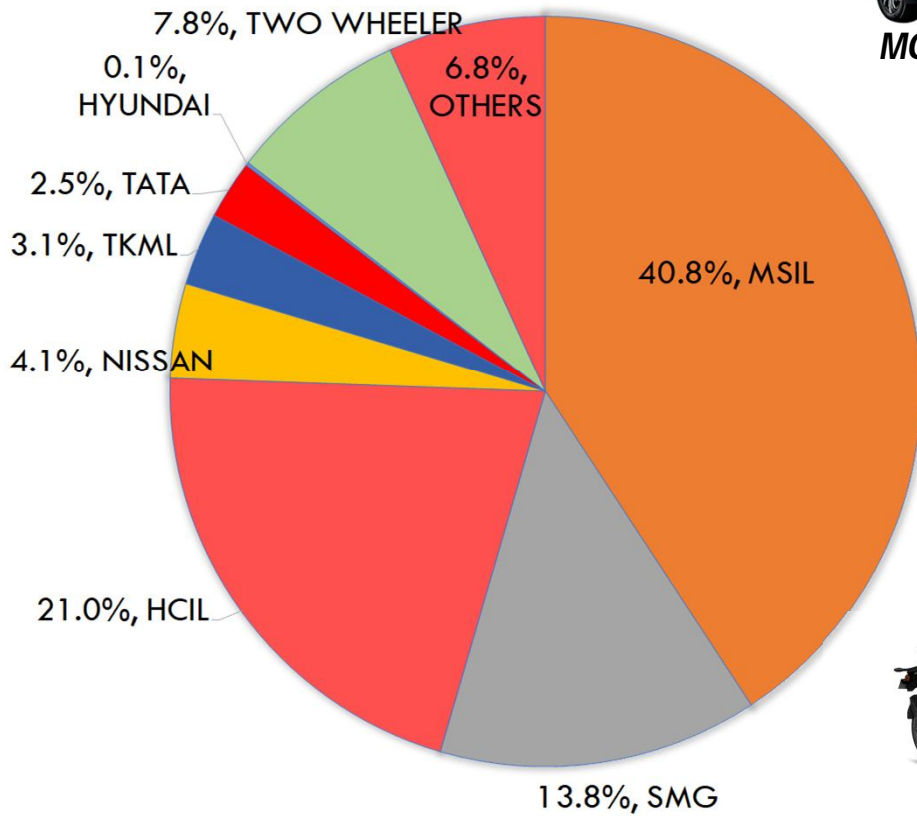
CKD EXPORTS



CUSTOMER BASE



CUSTOMER CONTRIBUTION



OUR PRESENCE IN NEW MODELS



MG Hector



Tata Harrier



New Honda City



Renault Triber



Nissan Kicks



Kia Seltos



Hyundai Verna



New Hyundai Creta



Vitara Brezza



Hyundai Vanue



S.Presso



Glanza



All New Ertiga



**Suzuki Motorcycle
Gixxer 250**



Suzuki_Burgman



Honda CB shine SP

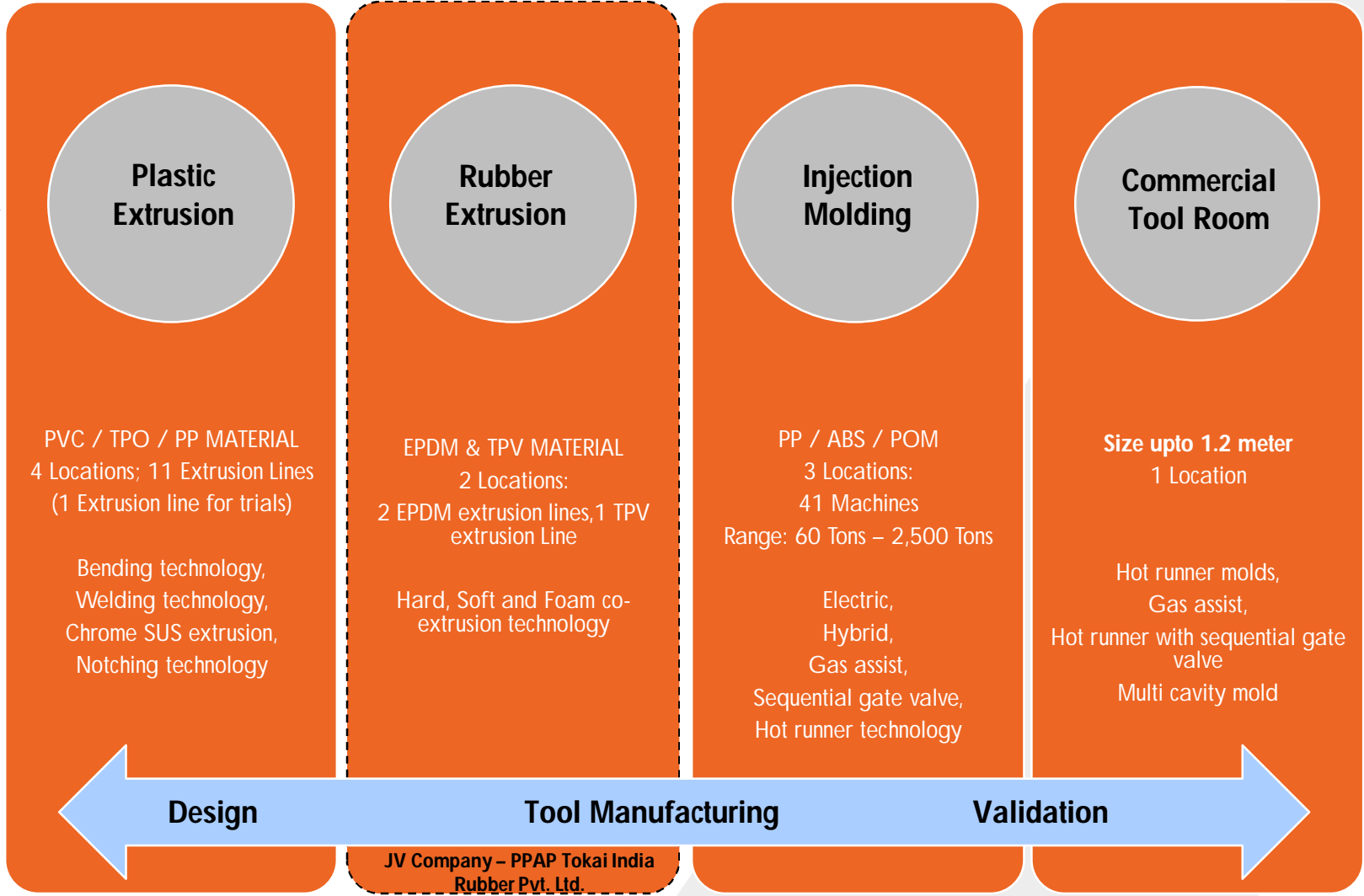
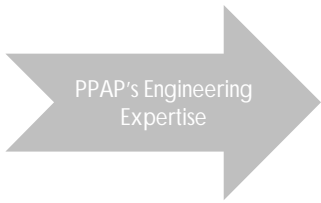


Suzuki Access



Honda Activa

COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



Plastic Extrusion

PVC / TPO / PP MATERIAL
4 Locations; 11 Extrusion Lines
(1 Extrusion line for trials)

Bending technology,
Welding technology,
Chrome SUS extrusion,
Notching technology

Rubber Extrusion

EPDM & TPV MATERIAL
2 Locations:
2 EPDM extrusion lines, 1 TPV
extrusion Line

Hard, Soft and Foam co-
extrusion technology

Injection Molding

PP / ABS / POM
3 Locations:
41 Machines
Range: 60 Tons – 2,500 Tons

Electric,
Hybrid,
Gas assist,
Sequential gate valve,
Hot runner technology

Commercial Tool Room

Size upto 1.2 meter
1 Location

Hot runner molds,
Gas assist,
Hot runner with sequential gate
valve
Multi cavity mold

Design

Tool Manufacturing

Validation

JV Company – PPAP Tokai India
Rubber Pvt. Ltd.

JOINT VENTURE & SUBSIDIARIES



PTI

PPAP Tokai India Rubber Pvt Ltd

Automotive Body Sealing - Rubber

- Established in 2012
- 50:50 Joint venture with Tokai Kogyo Co. Ltd.
- Manufacturing facilities in Uttar Pradesh & Gujarat
- Product line – EPDM Automotive Body Sealing and TPV Glass Run Channels



Elpis Components Distributors Private Limited

After Market Distribution

- Established in 2019
- 100% wholly owned subsidiary
- Product line - Trading and distribution of components and automotive accessories in after sales market or secondary market through dealership network
- Warehouse in Delhi



Lithium Ion Battery

- Established in 2019
- 100% wholly owned subsidiary
- Product line - Development of electric vehicle components
- Manufacturing facility in Uttar Pradesh

CUSTOMER APPRECIATION - ACCOLADES



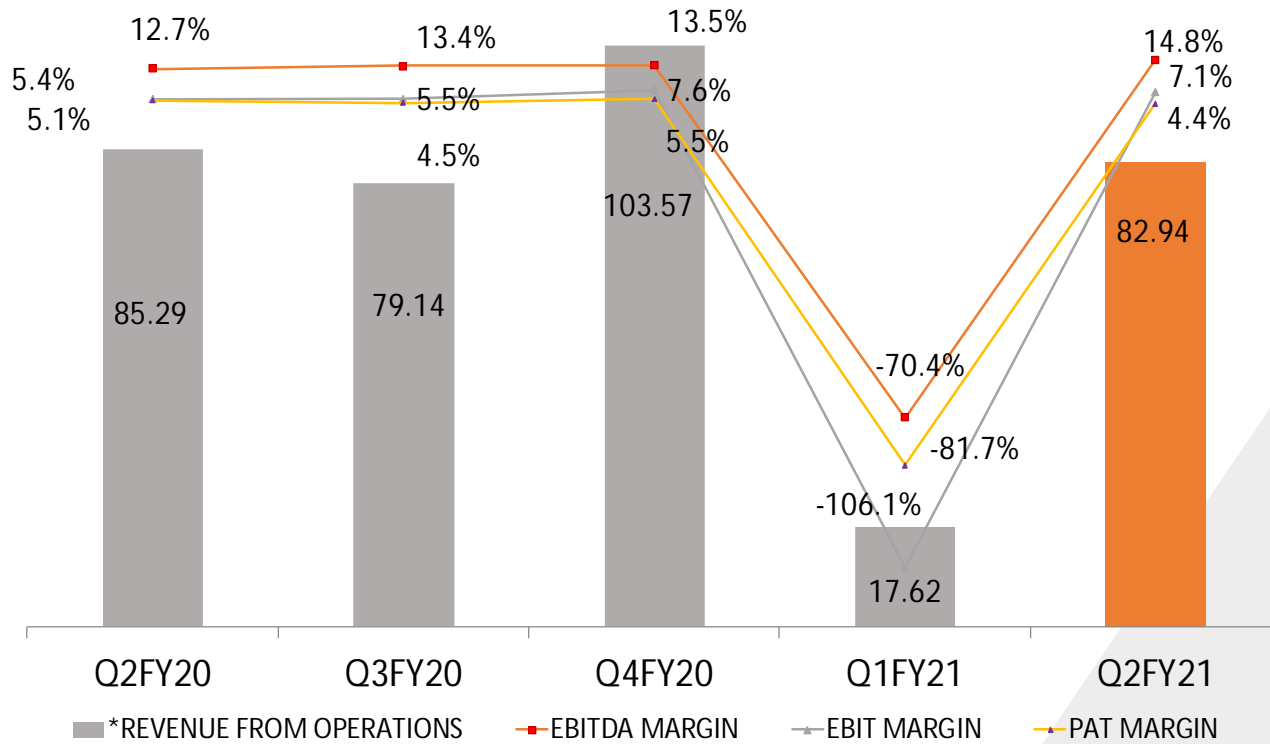


FINANCIAL PERFORMANCE SNAPSHOT

QUARTERLY PERFORMANCE



₹ Cr.

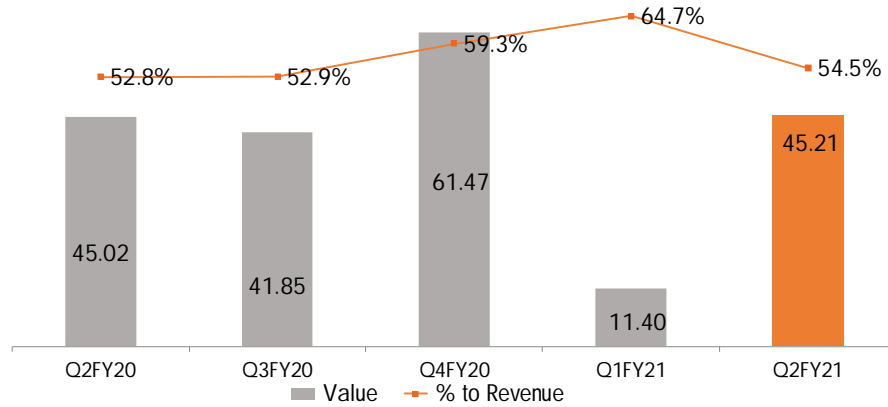


- Revenue from Operations stood at ₹ 82.94 Cr. in Q2FY21 v/s ₹ 85.29 Cr. in Q2FY20

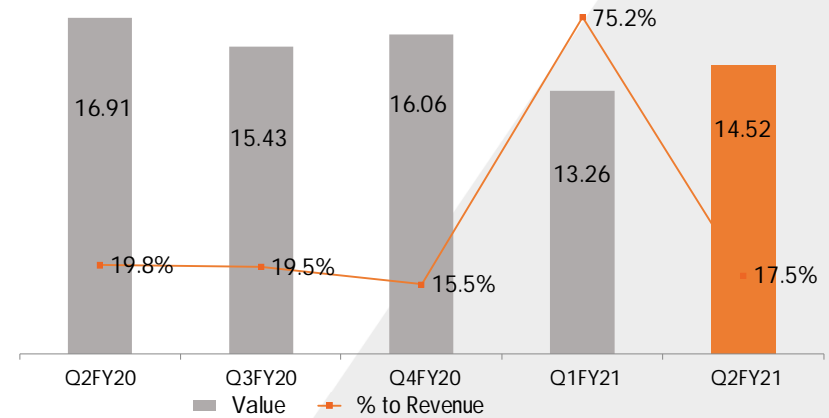
MAJOR EXPENSES (₹ Cr.)



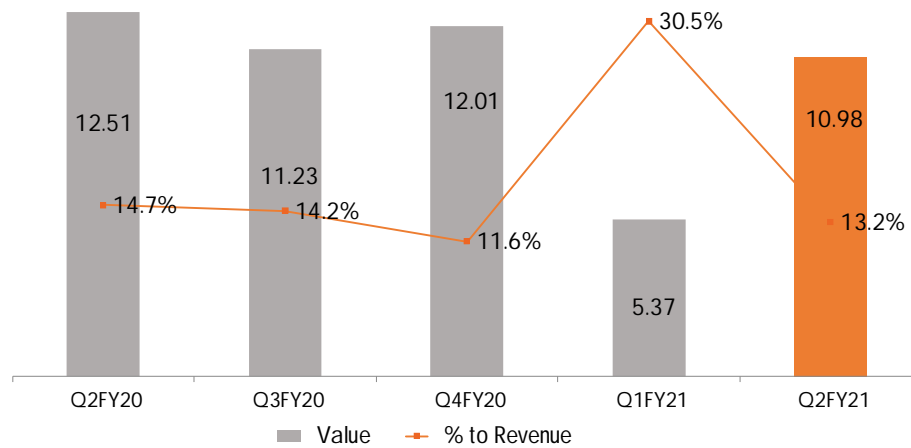
Materials



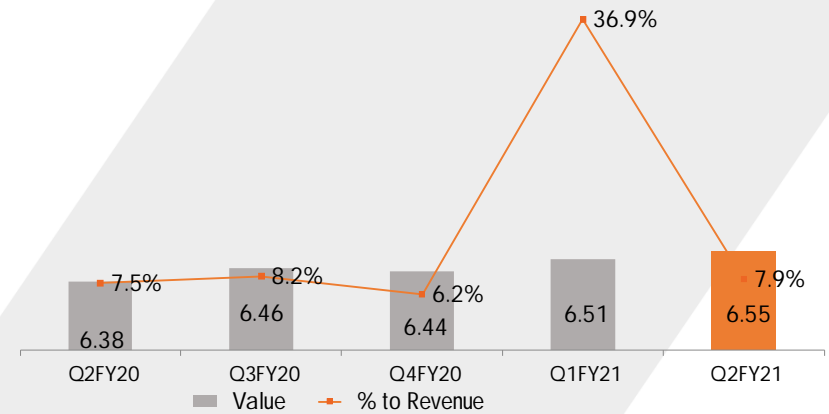
Employee Benefits



Other Expenses



Depreciation

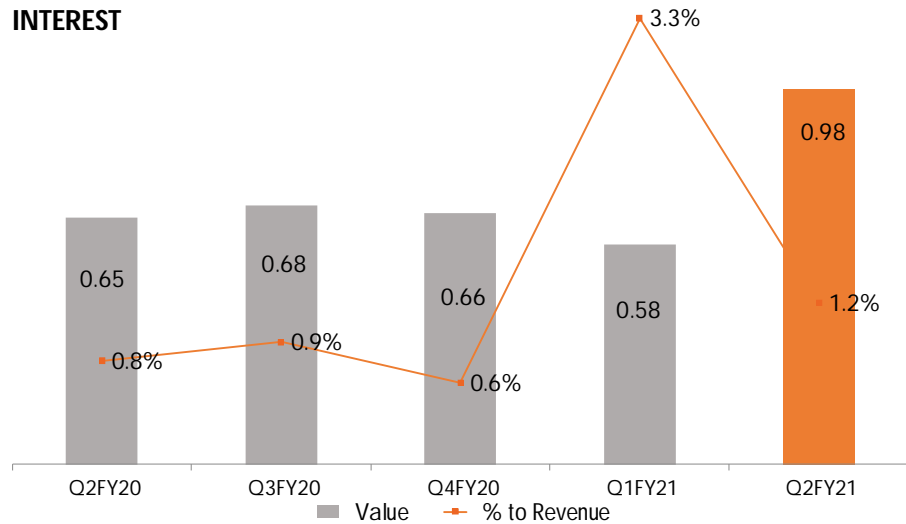




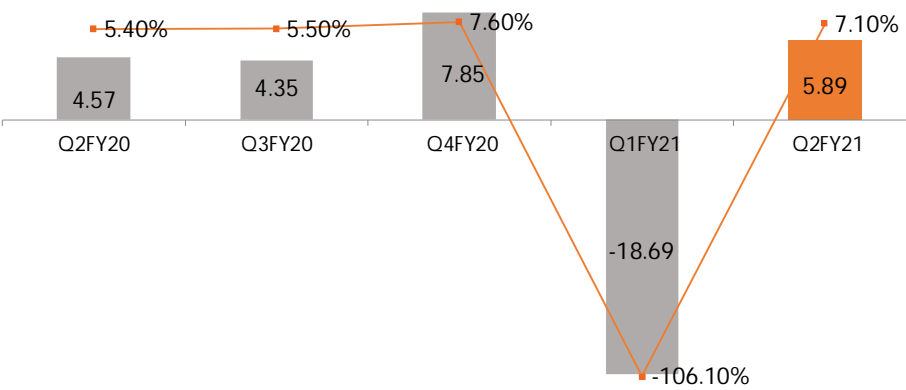
INTEREST & EARNINGS (₹ Cr.)



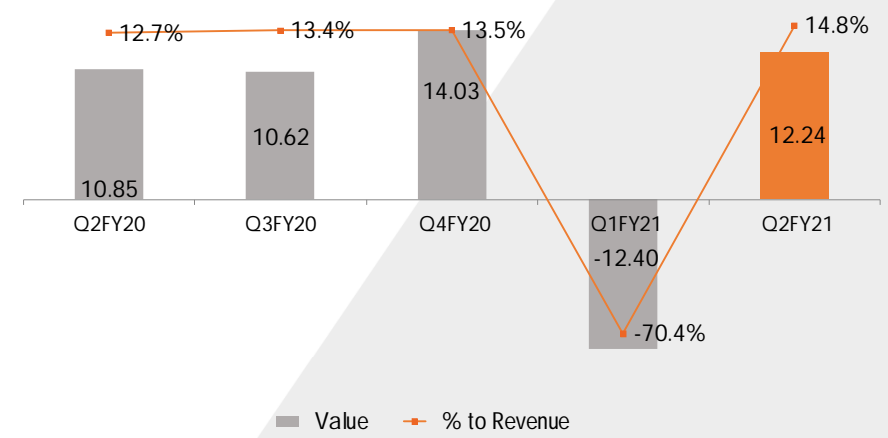
INTEREST



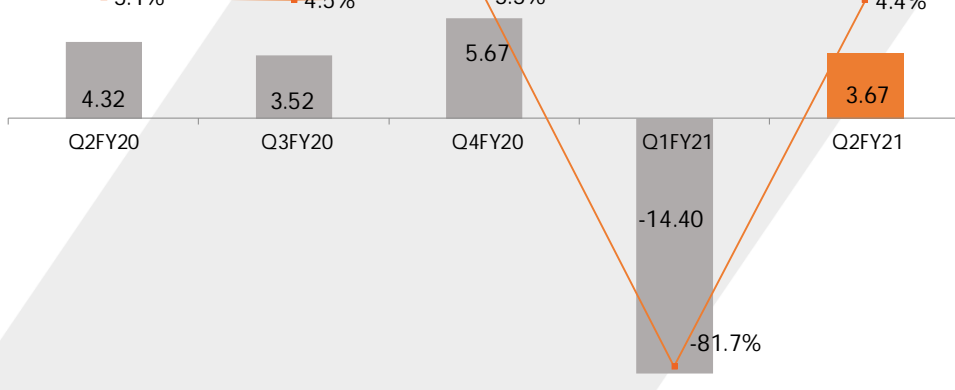
EBIT



EBITDA



PAT

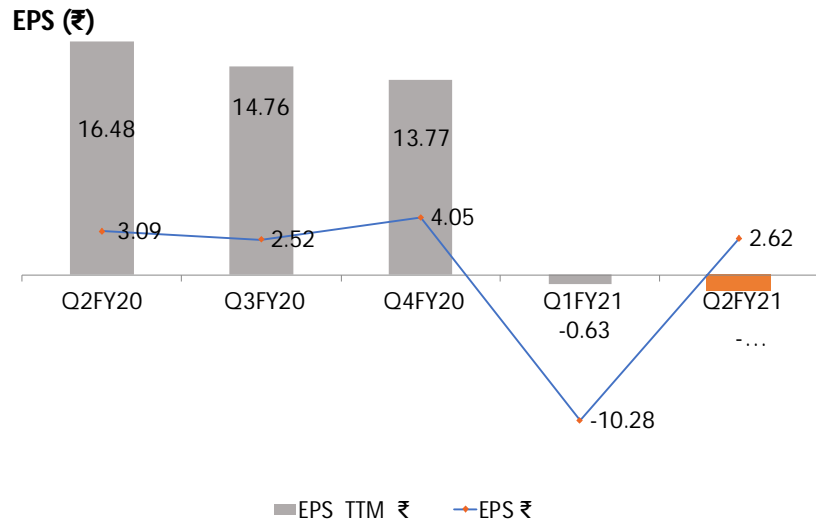


■ Value — % to Revenue

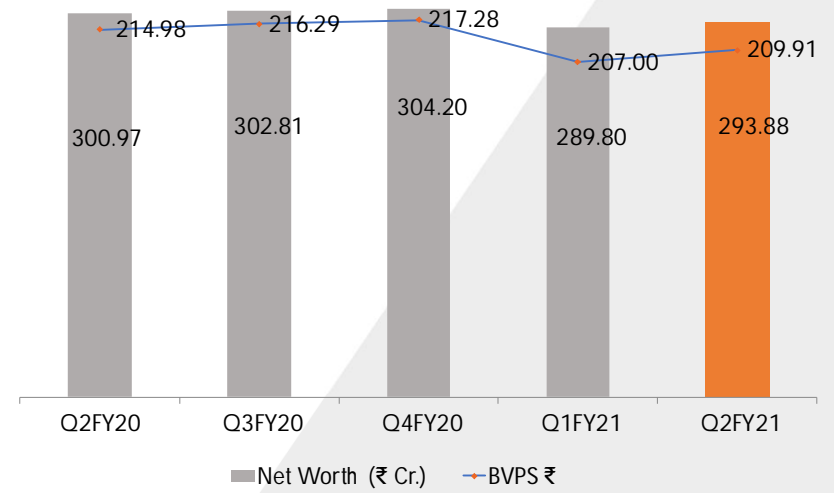
■ Value — % to Revenue



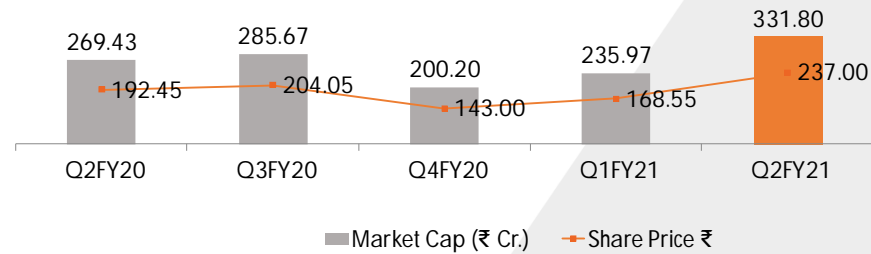
EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



Net Worth



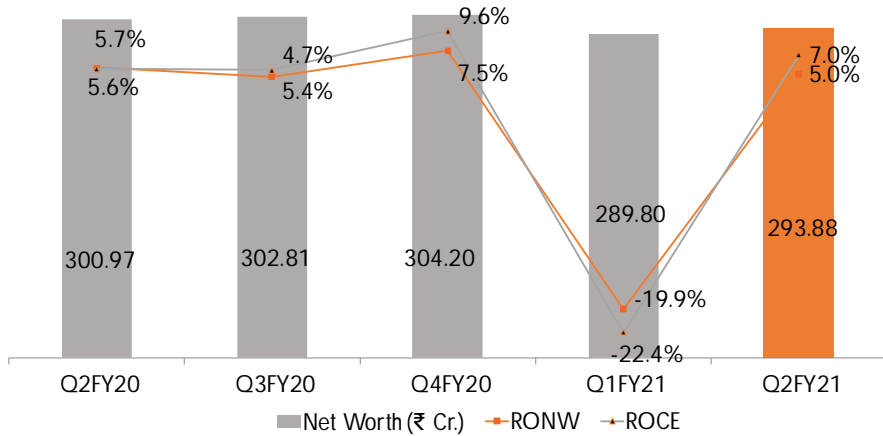
Market Capitalisation (BSE)



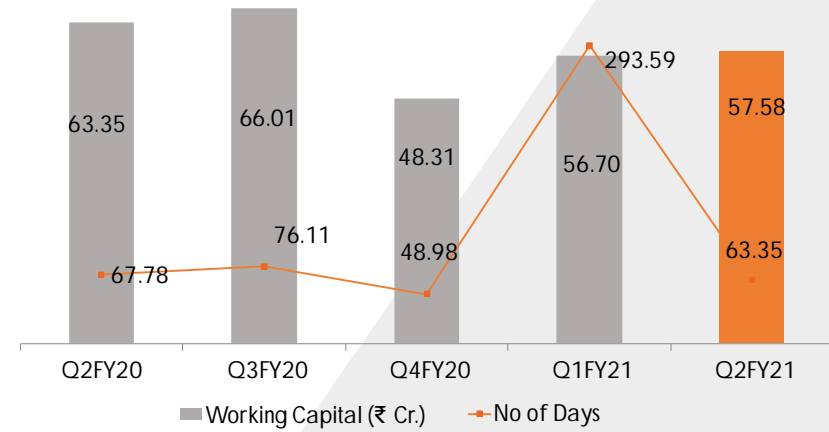
KEY RATIOS



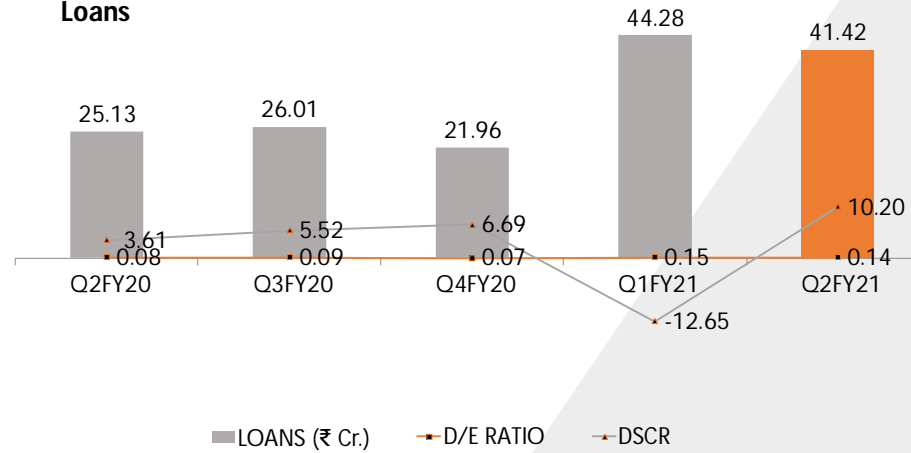
Net Worth



Working Capital



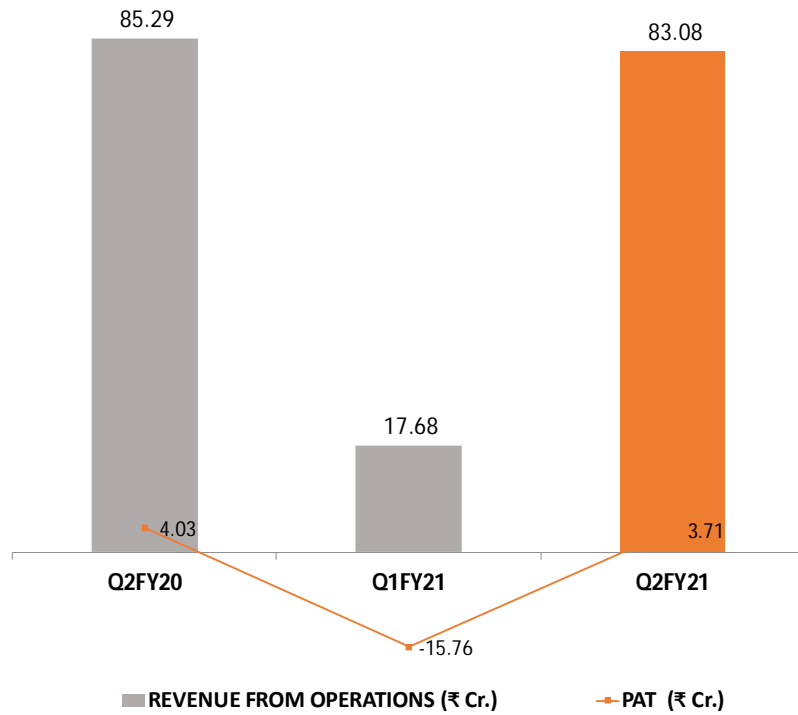
Loans



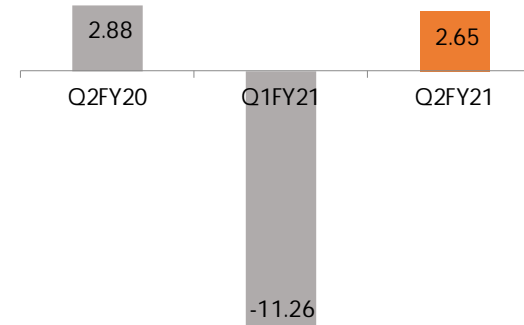
CONSOLIDATED SUMMARY



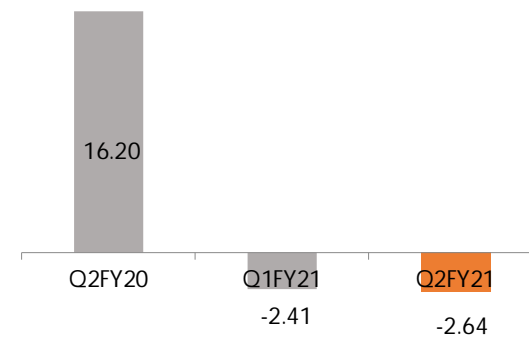
REVENUE AND PAT (₹ Cr.)



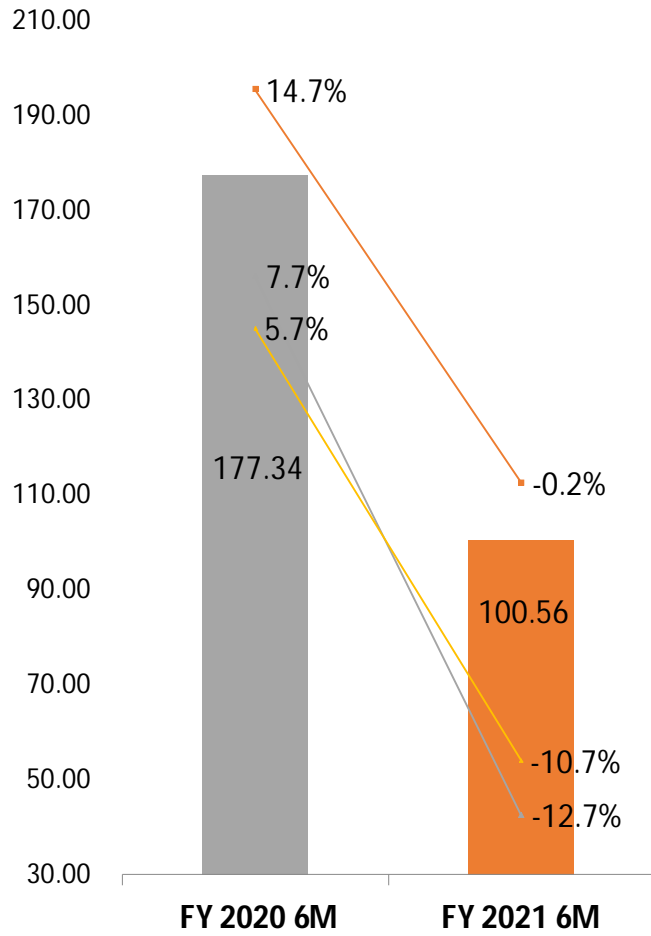
EPS (₹)



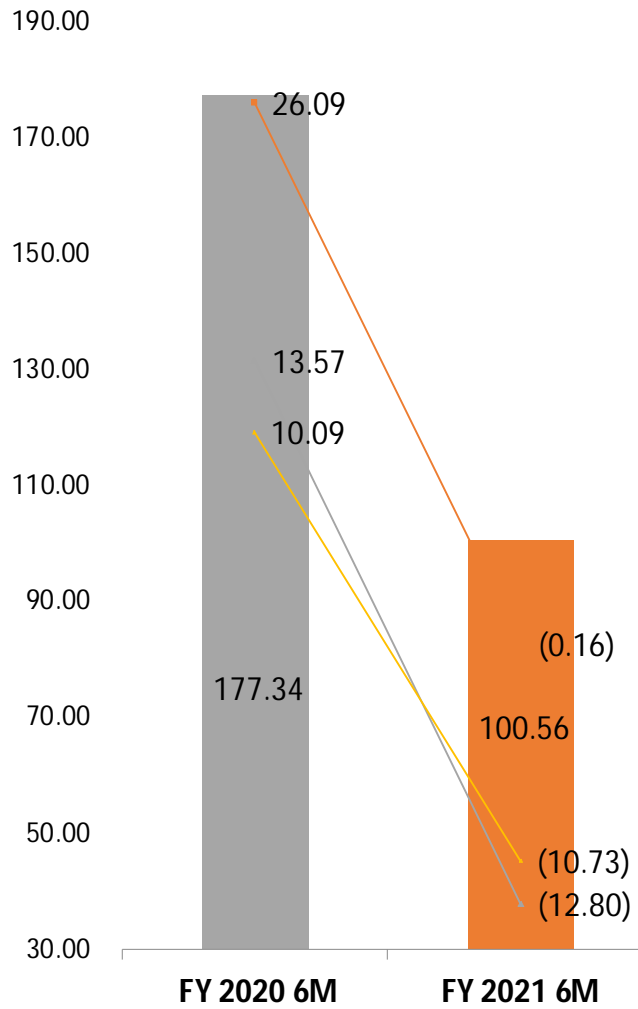
TTM EPS (₹)



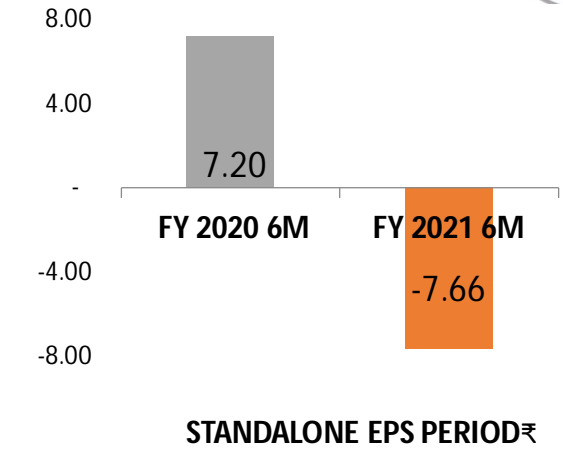
HALF YEAR SUMMARY



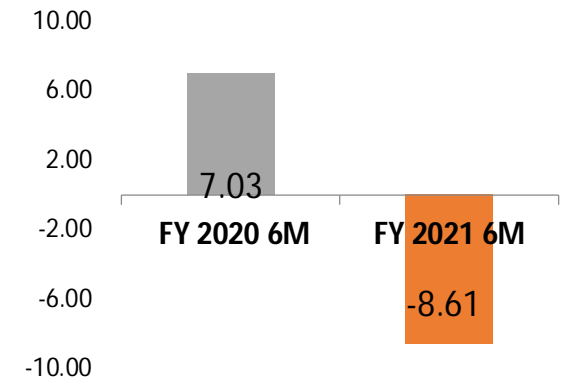
- REVENUE FROM OPERATIONS (₹ Cr.)
- EBITDA MARGIN
- EBIT MARGIN
- PAT MARGIN



- REVENUE FROM OPERATIONS (₹ Cr.)
- EBITDA
- EBIT
- PAT



STANDALONE EPS PERIOD₹

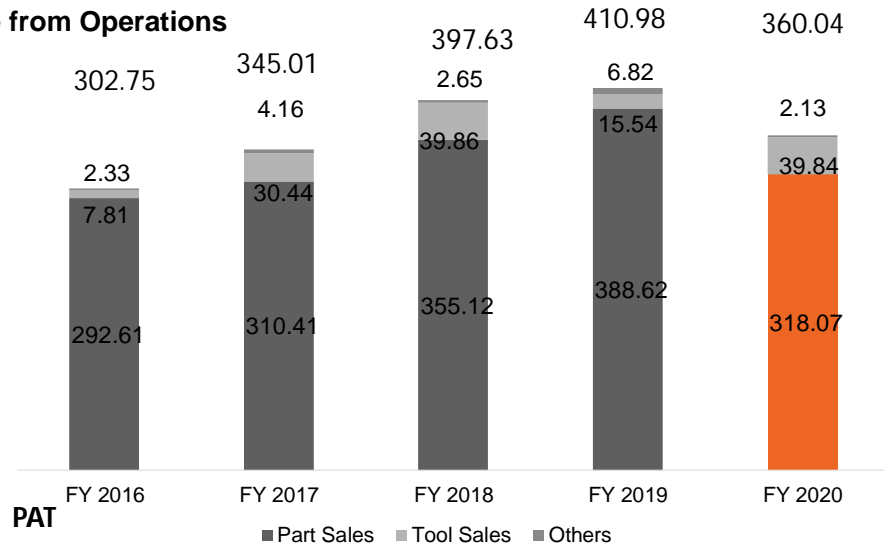


CONSOLIDATED EPS PERIOD₹

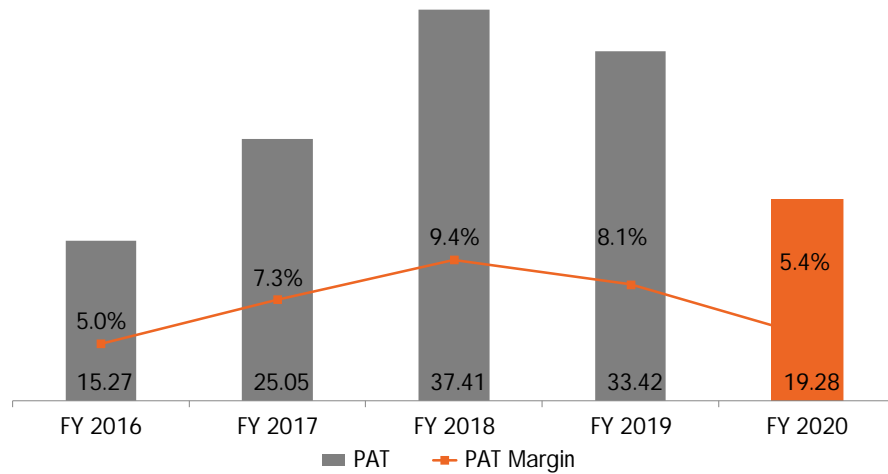
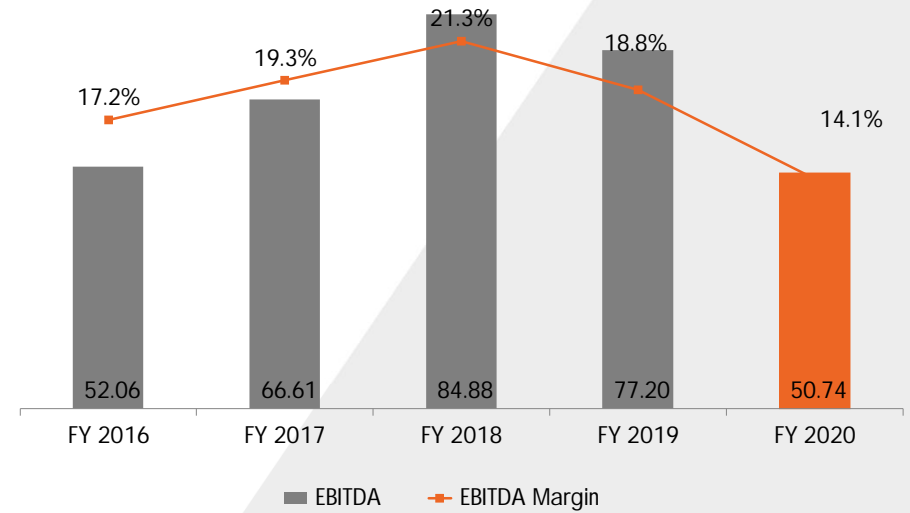
FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)



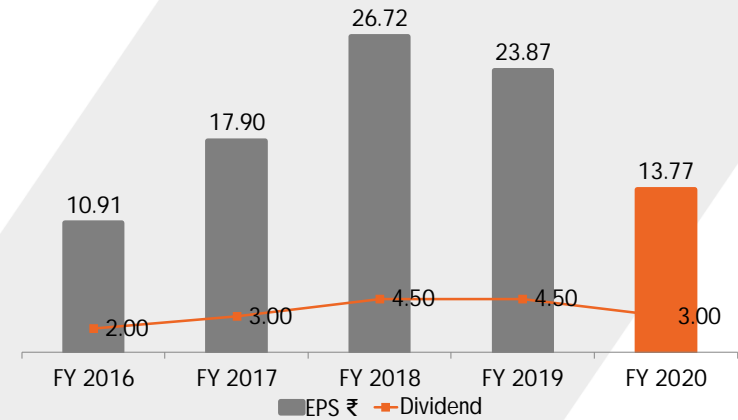
Revenue from Operations



EBITDA



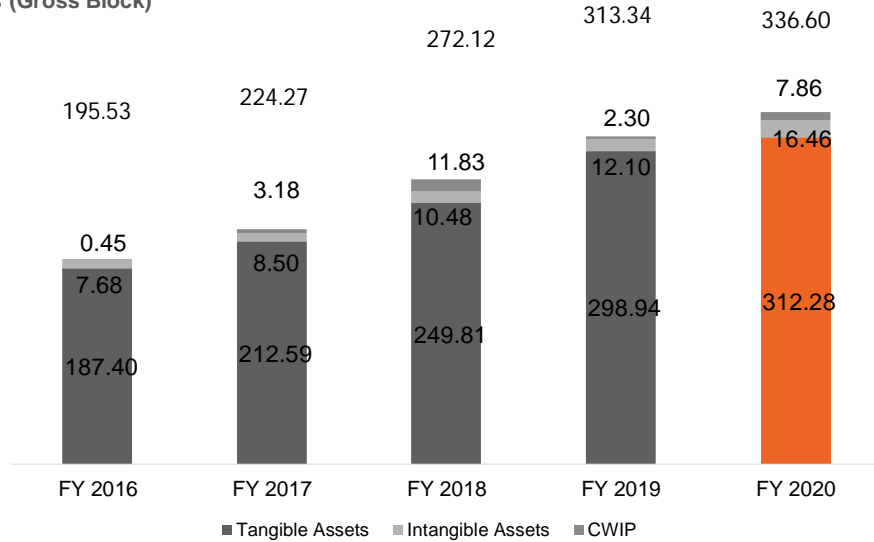
EPS (₹)



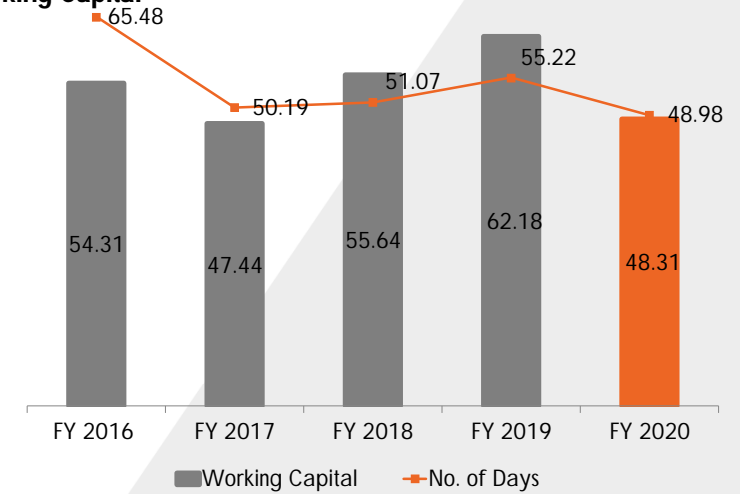
FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)



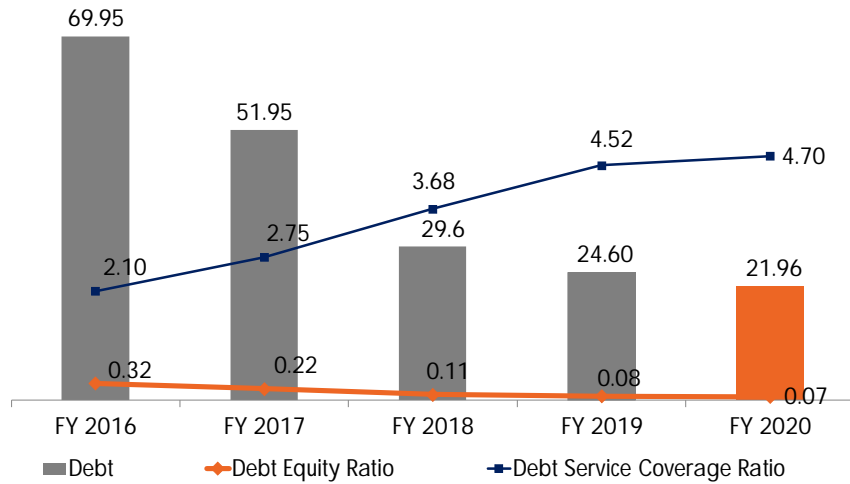
Fixed Assets (Gross Block)



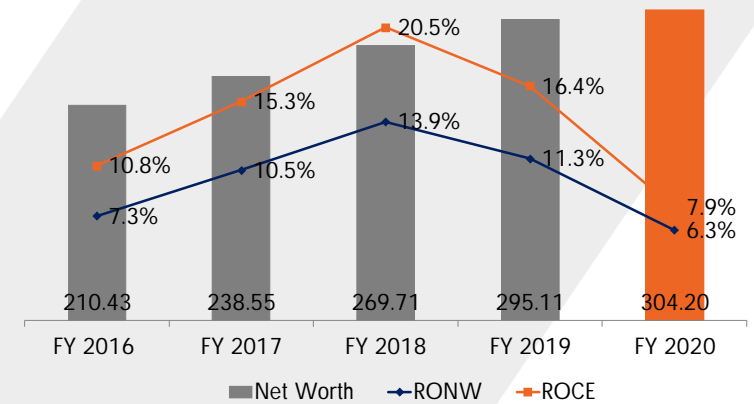
Working Capital



Debt



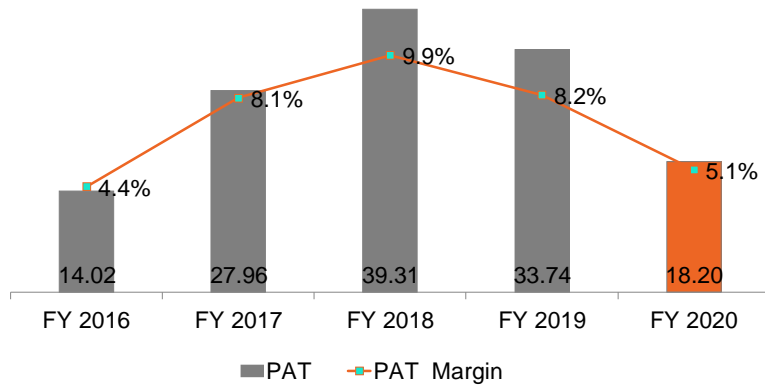
Network



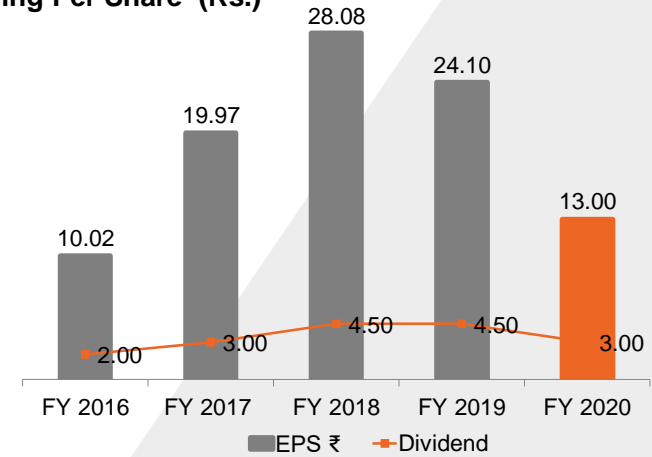
CONSOLIDATED FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)



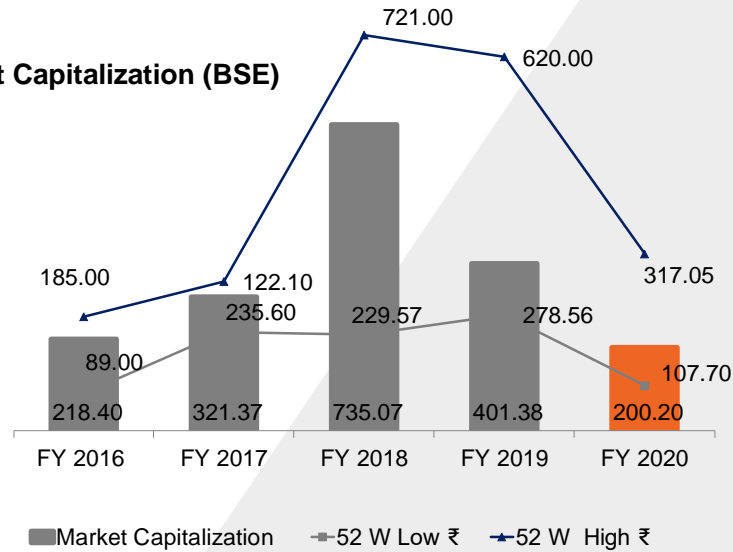
PAT



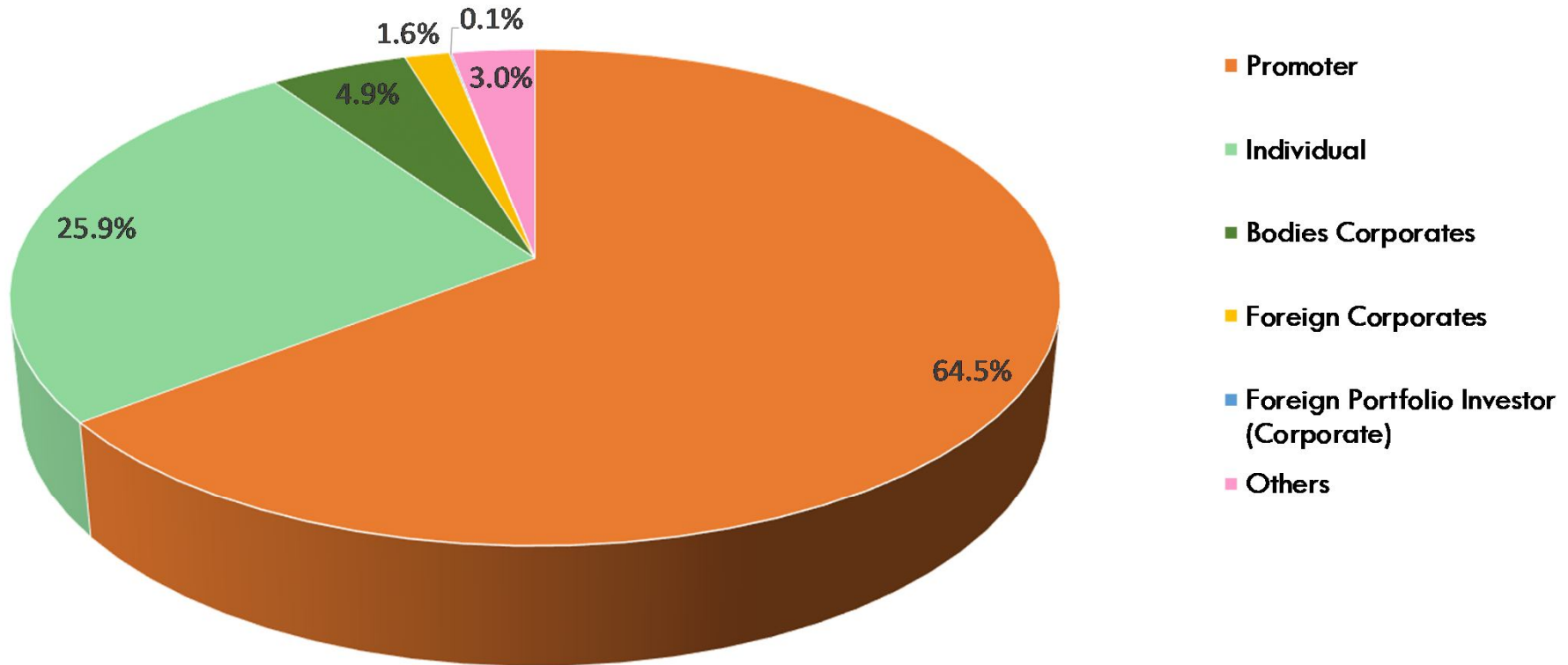
Earning Per Share (Rs.)



Market Capitalization (BSE)



SHAREHOLDING PATTERN AS ON 30TH SEPTEMBER 2020



MARKET CAPITALIZATION (BSE) ₹ 331.80 Cr.

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.



For further information please contact:

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Email: investorservice@ppapco.com

Mr. Anupam Saxena
Consultant-Investor Relations
Ph: +91 9999072800
Email: anupamsaxena1@gmail.com

THANK YOU