



# 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

23<sup>rd</sup> October, 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 Unaudited Financial Results of quarter and half year ended 30<sup>th</sup> September, 2019.

Kindly take the same on record.

Thanking you,

Yours truly,  
For **PPAP Automotive Limited**

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

Encl: As above



# PPAP Automotive Limited

TAKING CHALLENGES, TOGETHER

Investor Presentation  
OCTOBER 2019

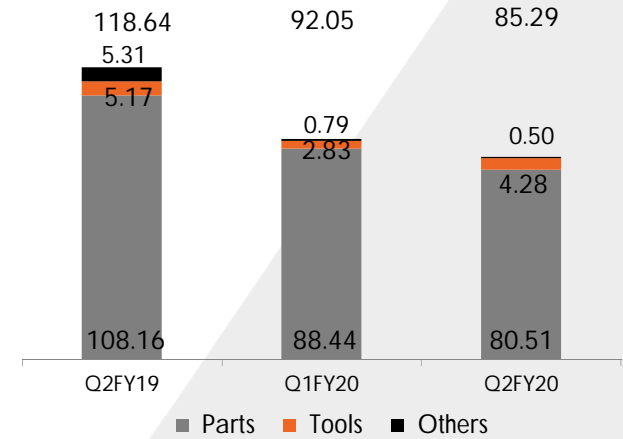
## QUARTERLY FINANCIAL HIGHLIGHTS (QTR ON QTR)



- Revenue from Operations at 85.29 cr and Part Sales at 80.51 cr
- PAT at ₹ 4.32 cr , 5.1% of Sales
- EBITDA at ₹10.85 cr, 12.7% of Sales
- EPS stood at ₹ 3.09
- Interim Dividend ₹ 1.00 per Share

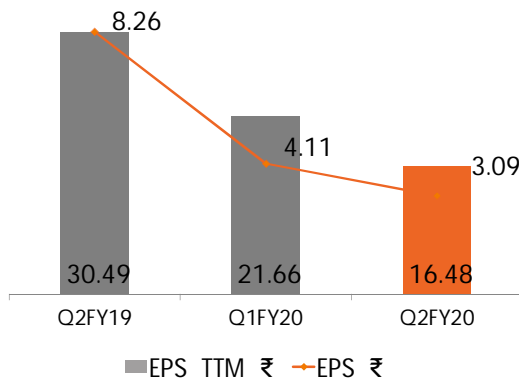


### Revenue from Operations

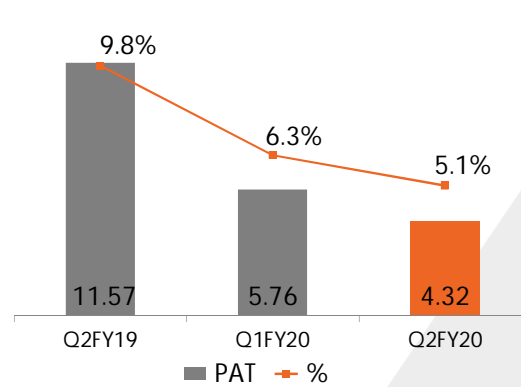


₹ Cr.

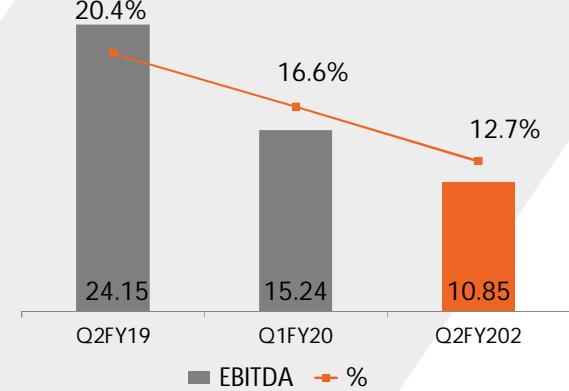
### EPS



### Profit after Tax



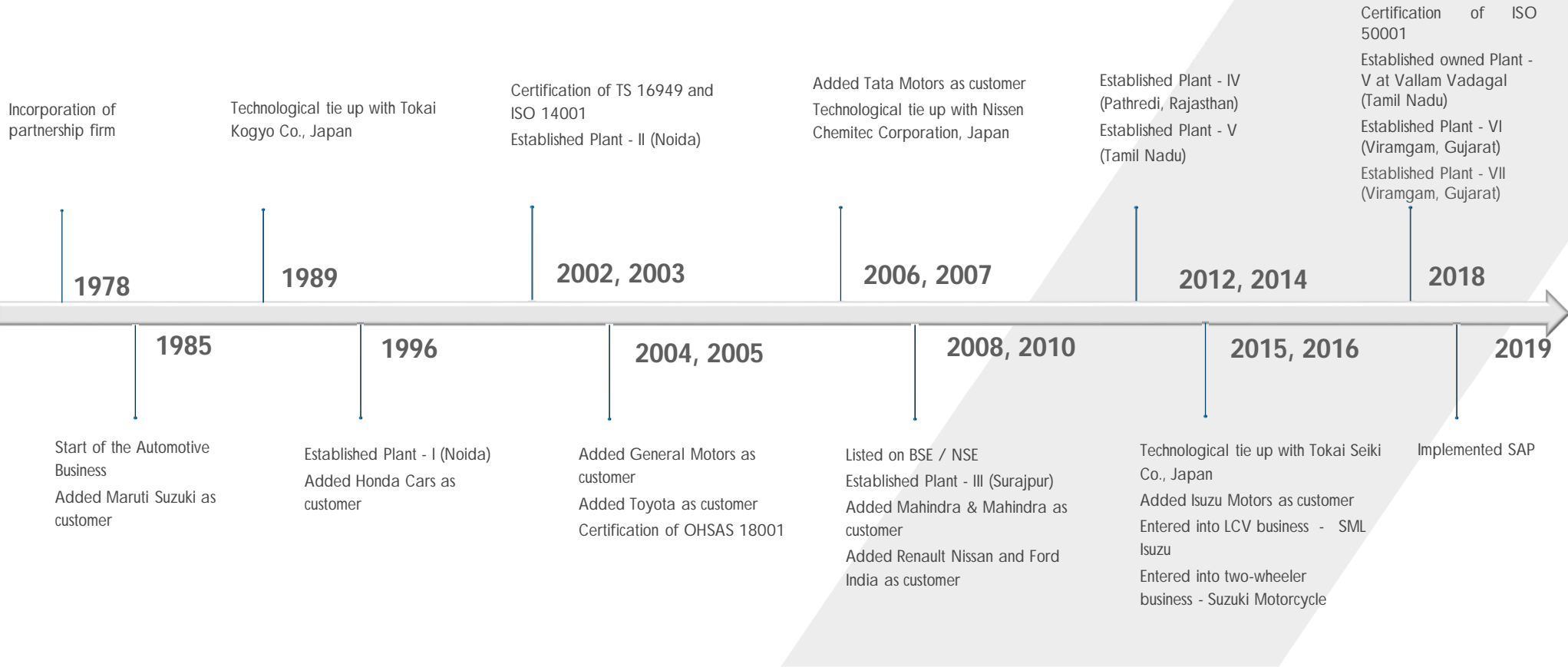
### EBITDA



# 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 TATF 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 Supplier Association and 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

Work experience of over 15 years

Member of Executive Committee of Honda Suppliers Club and Automotive Component Manufacturers Association of India



### **Mr. Anurag Saxena, Chief Financial Officer**

Member of ICAI and ICMAI

Work experience of over two decades

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

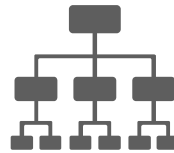


## CORE STRENGTHS



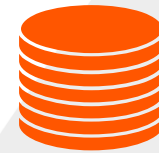
### Leadership Position

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

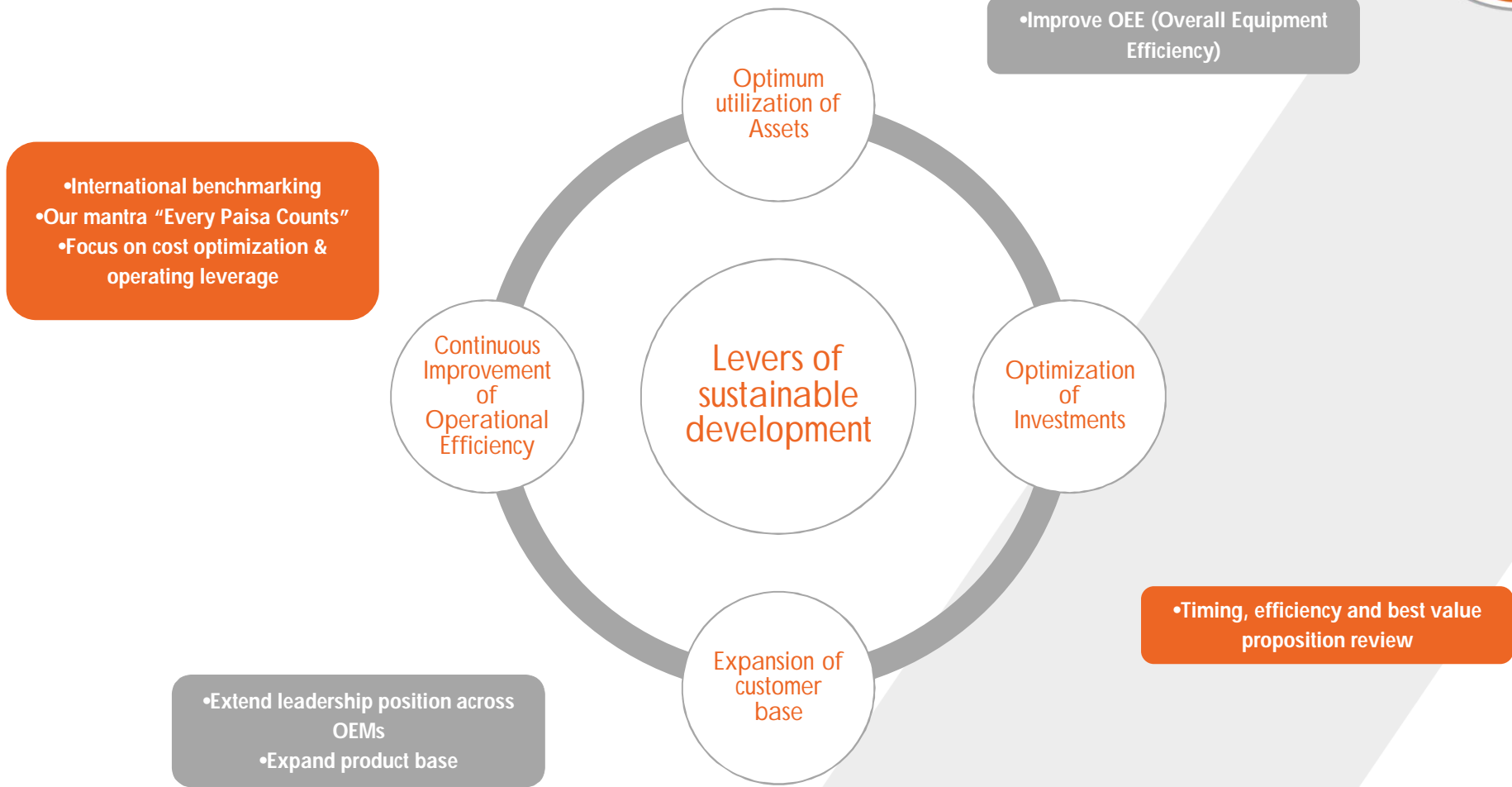


### Healthy Financials

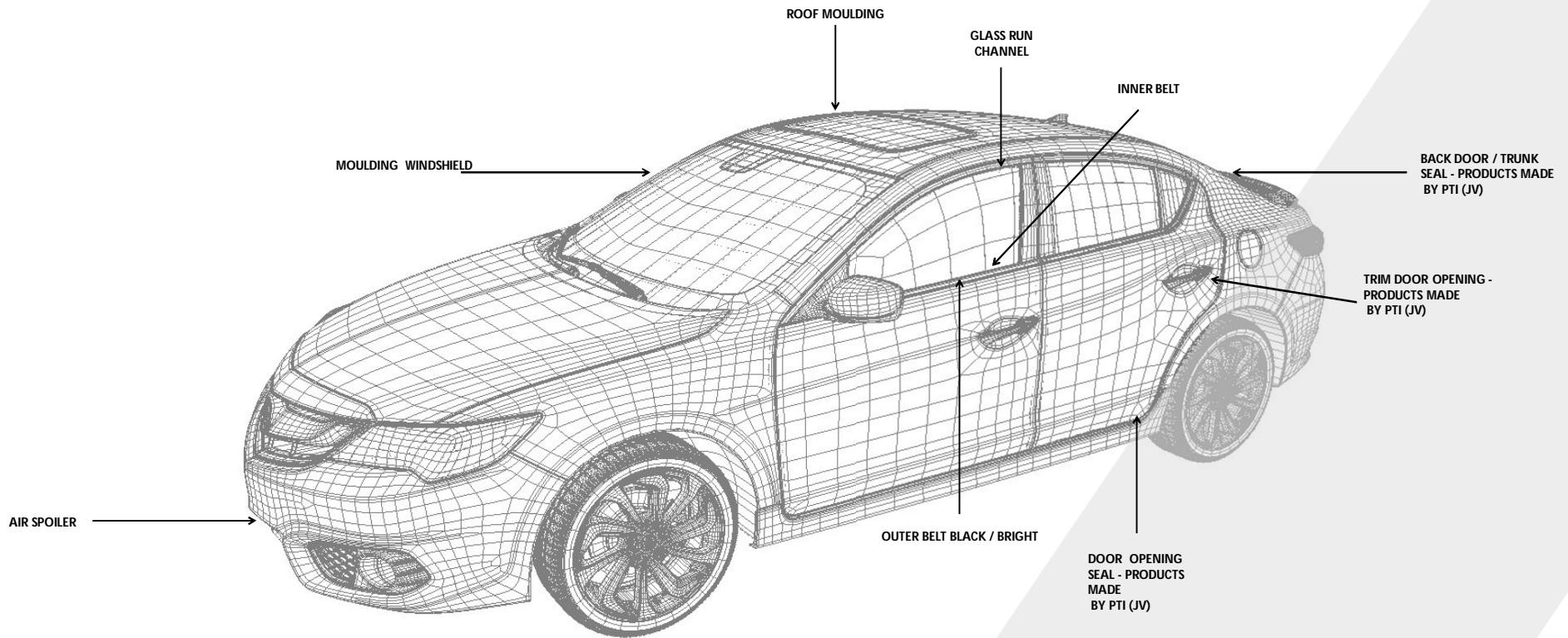
Cost sensitive Culture



# STRATEGIC GROWTH LEVERS



# 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



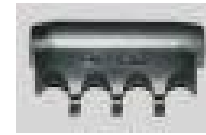
DOOR LINING



SPLASH GUARD



## UNDER HOOD PRODUCTS



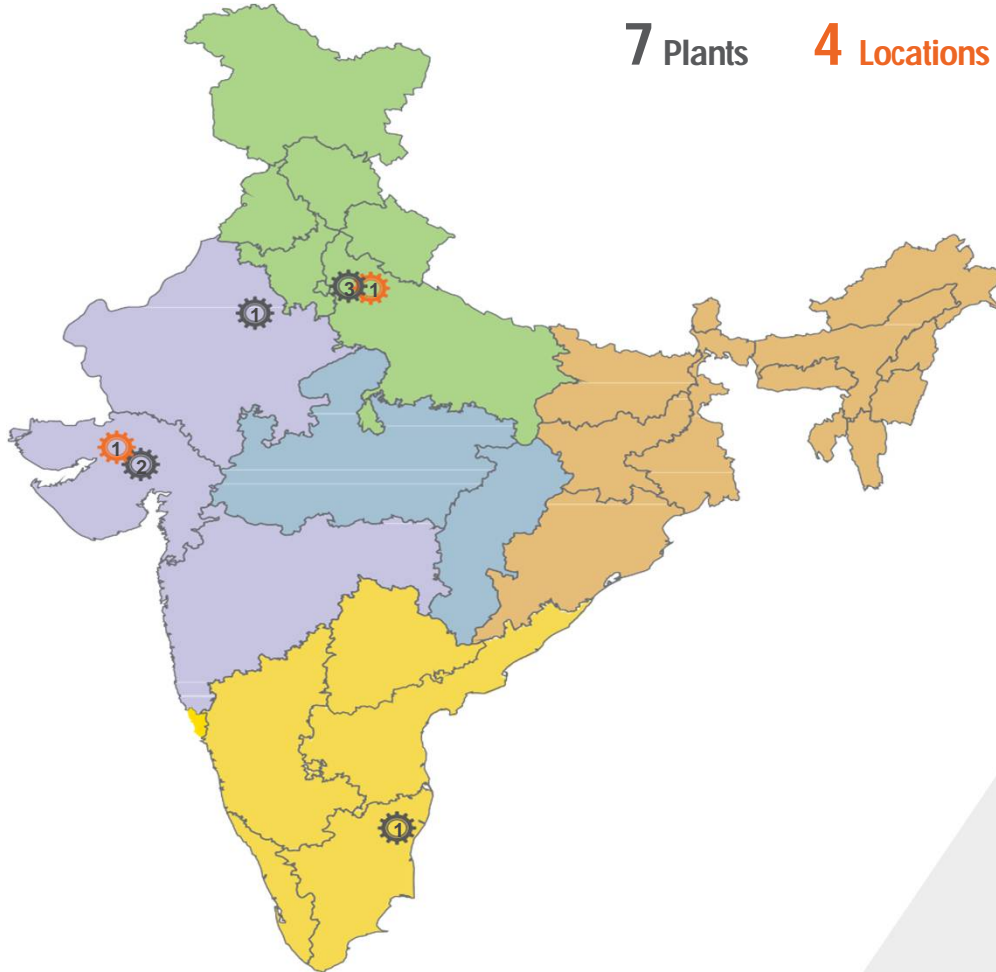
## IN CABIN PRODUCTS



## 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



HYUNDAI



ISUZU



SML  
ISUZU



Polyplastics  
Solution Platform for Engineering Plastics



DAIMLER

CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom



South Africa

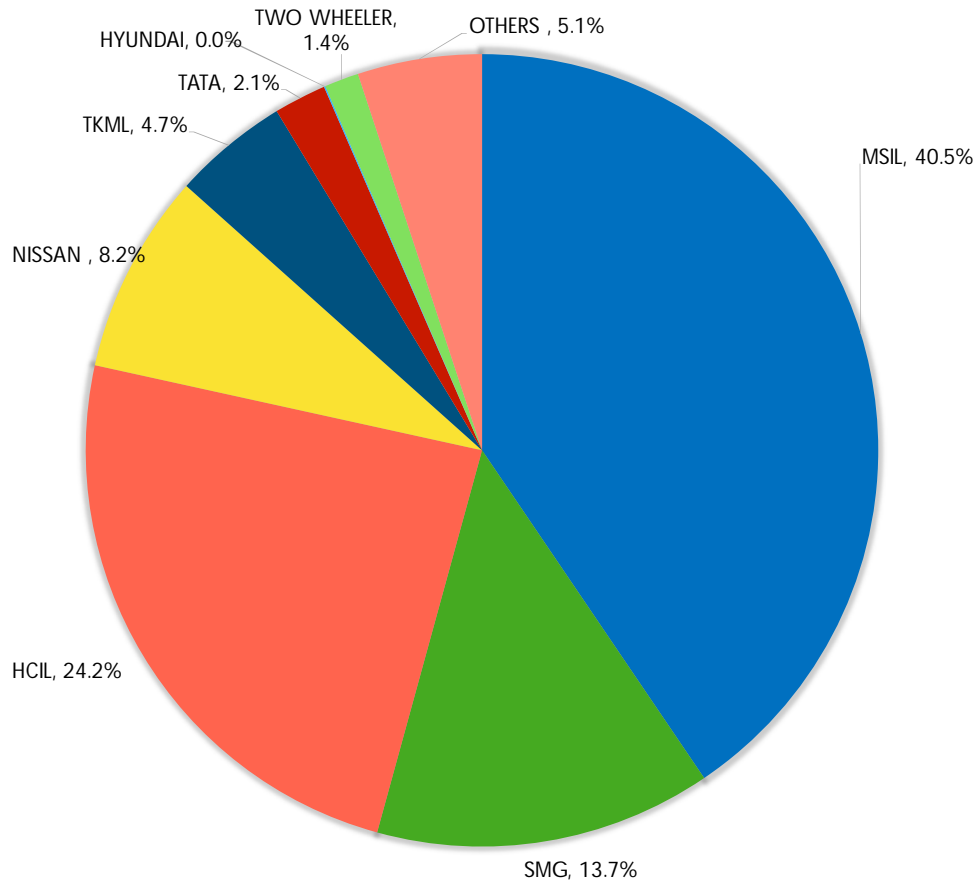


Argentina

## CUSTOMER BASE



### CUSTOMER CONTRIBUTION



## OUR PRESENCE IN NEW MODELS



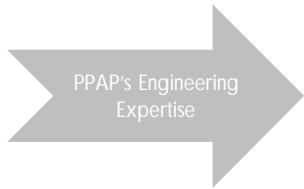
**Glanza**



**Suzuki Motorcycle Gixxer 250**



## 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

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

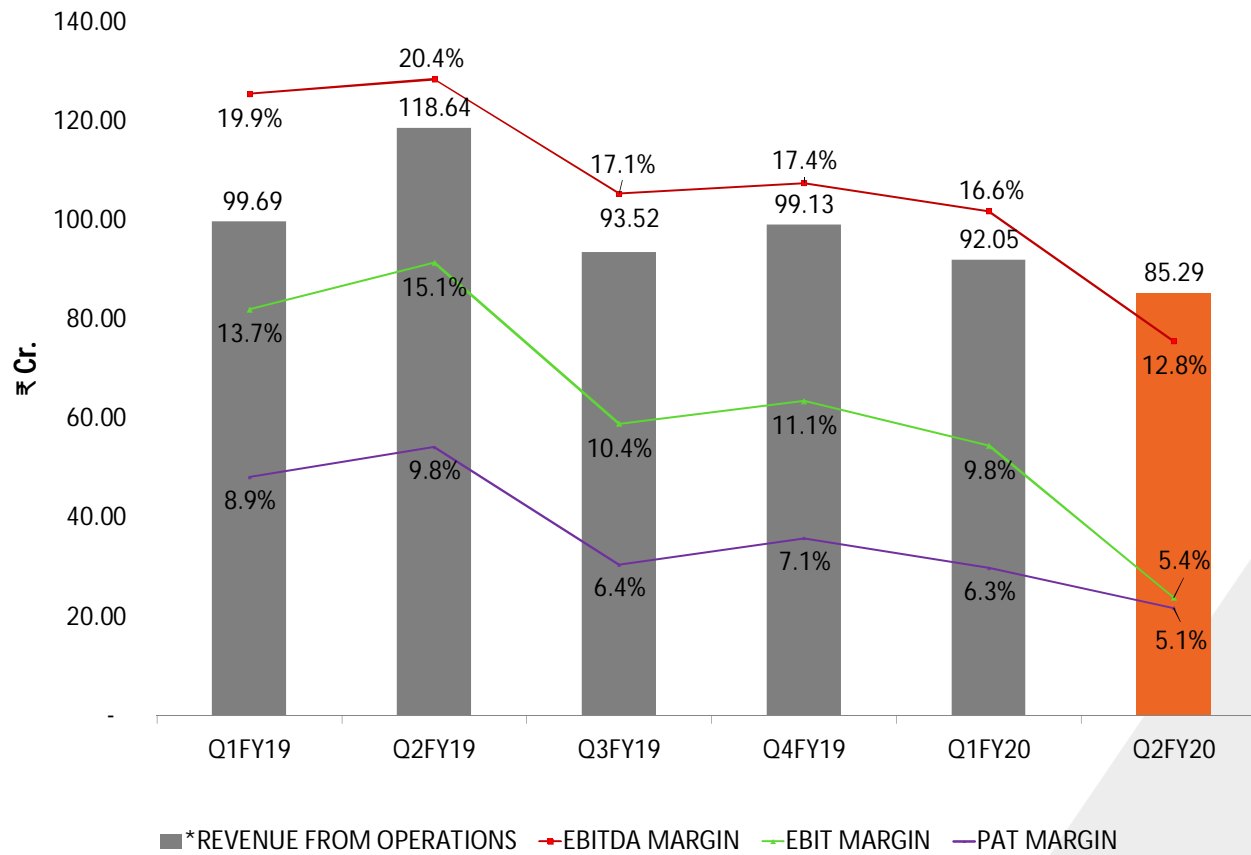
APPRECIATION FOR CONTINUED SUPPORT 2018 - ASahi INDIA GLASS

ZERO PPM AWARD - TOYOTA KIRLOSKAR

TARGET IN DELIVERY - TOYOTA KIRLOSKAR



## SUMMARY

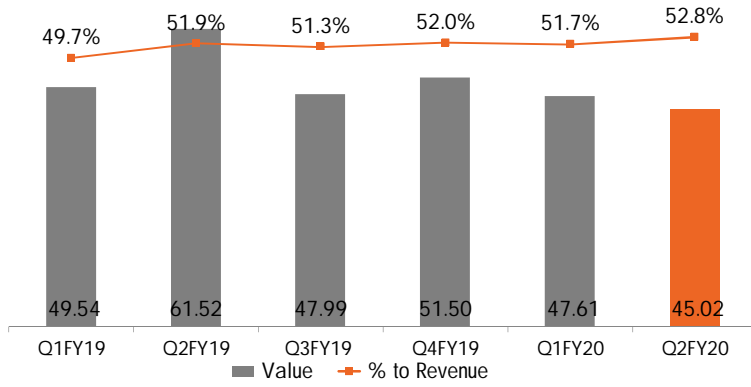


- Revenue from Operations stood at ₹ 85.29 cr in Q2FY20 v/s ₹ 118.64 cr in Q2FY19

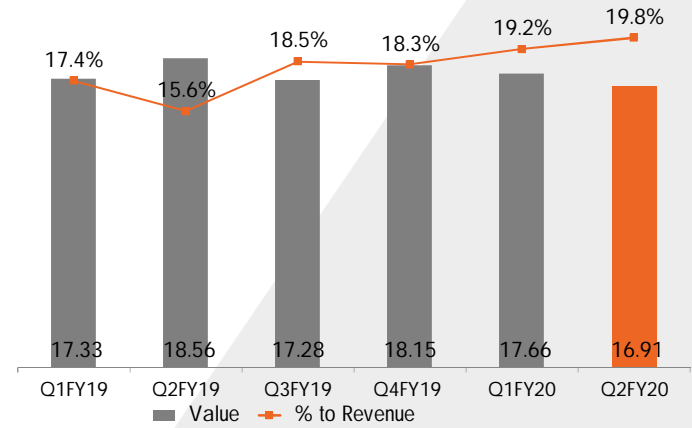
# MAJOR EXPENSES (₹ Cr.)



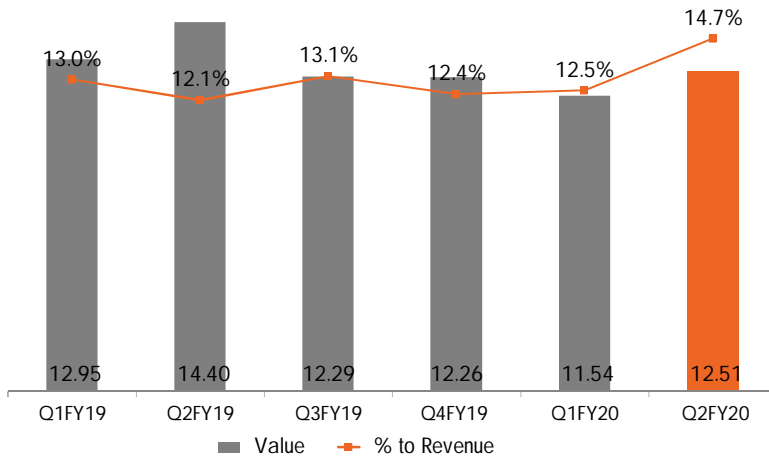
## Materials



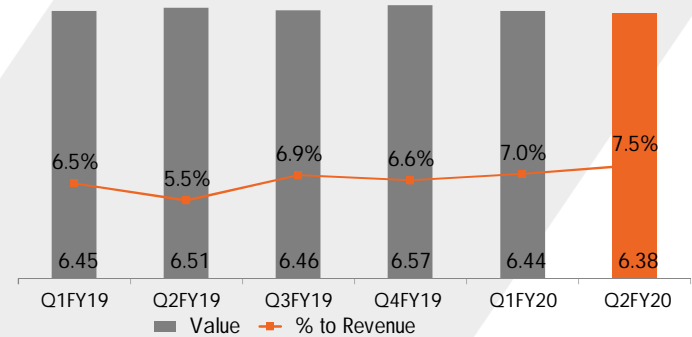
## Employee Benefits



## Other Expenses



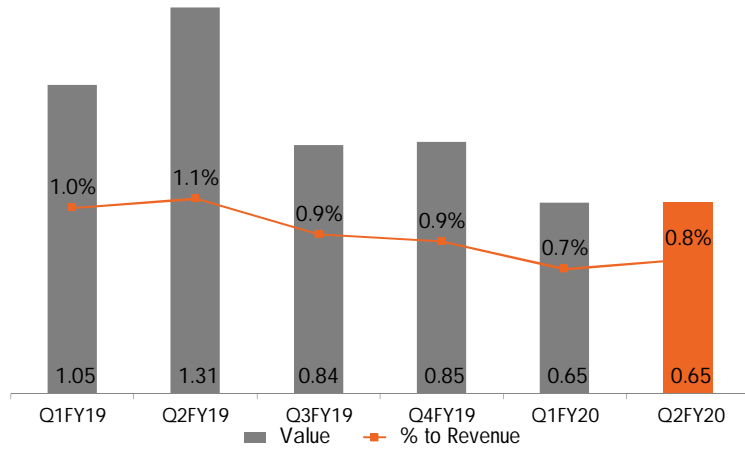
## Depreciation



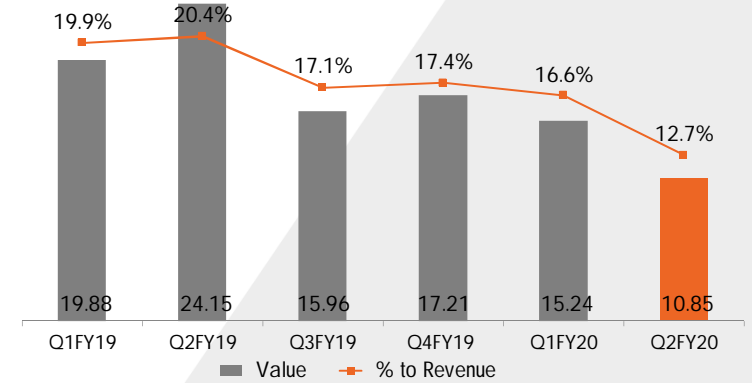


## INTEREST & EARNINGS (₹ Cr.)

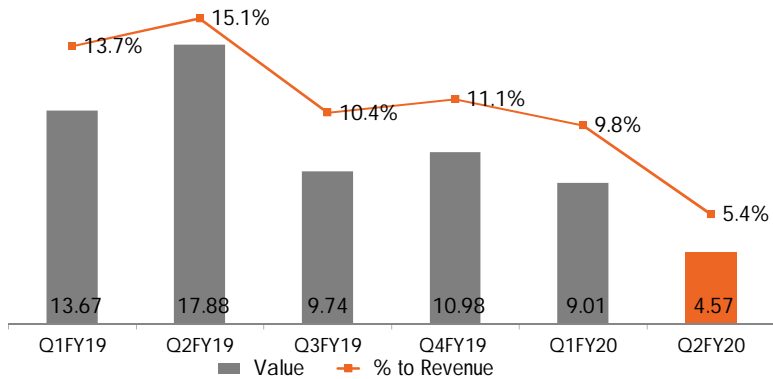
### INTEREST



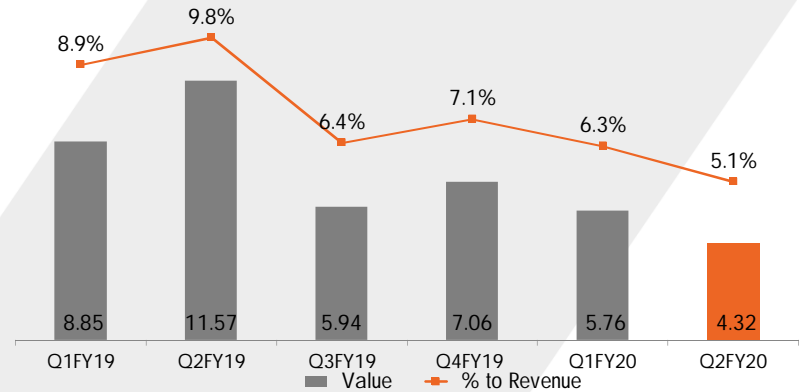
### EBITDA



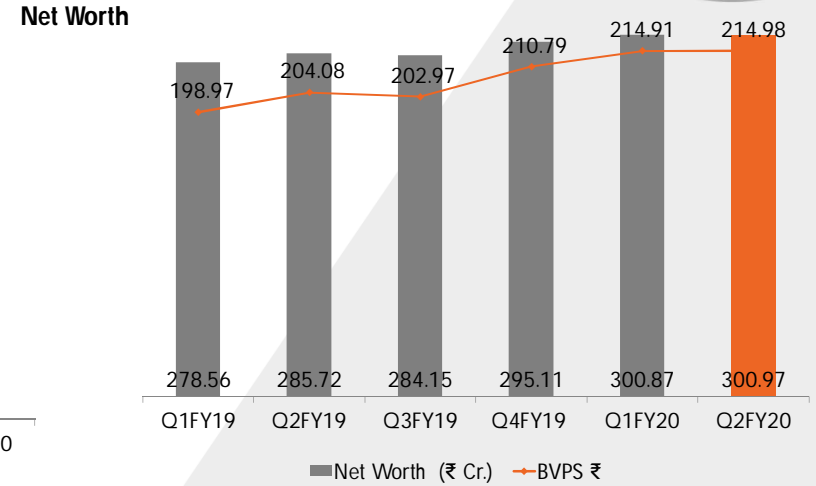
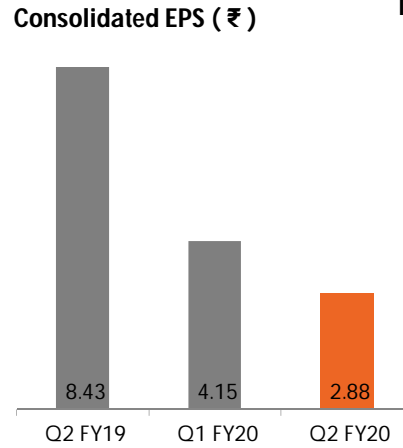
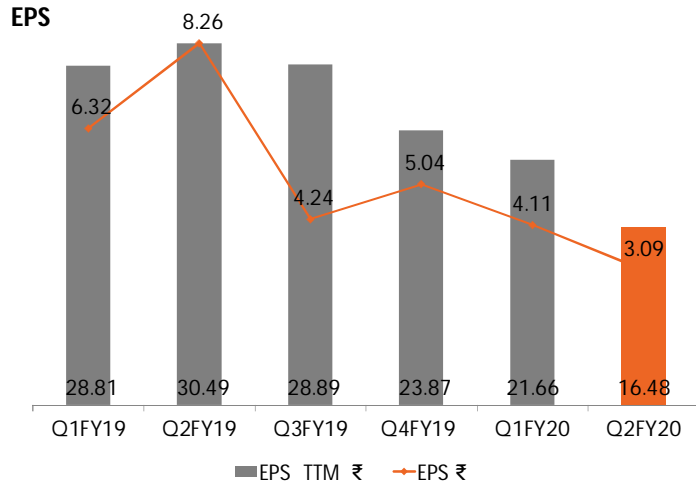
### EBIT



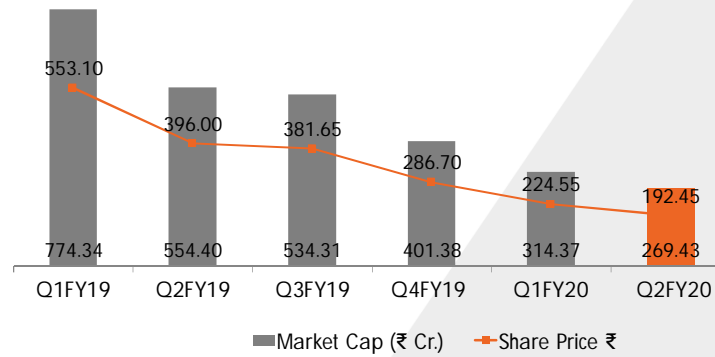
### PAT



# EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)



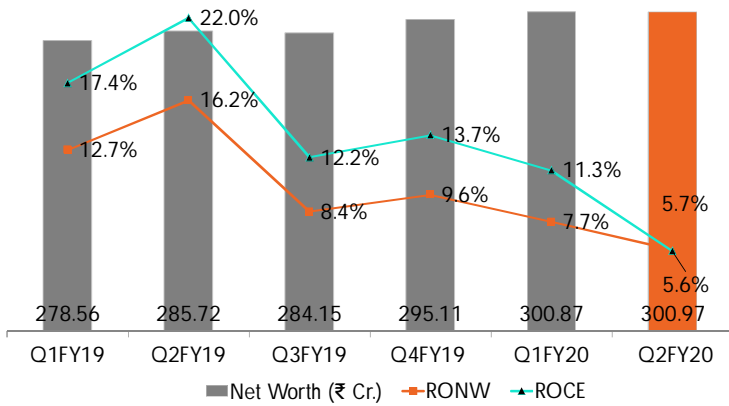
### Market Capitalisation (BSE)



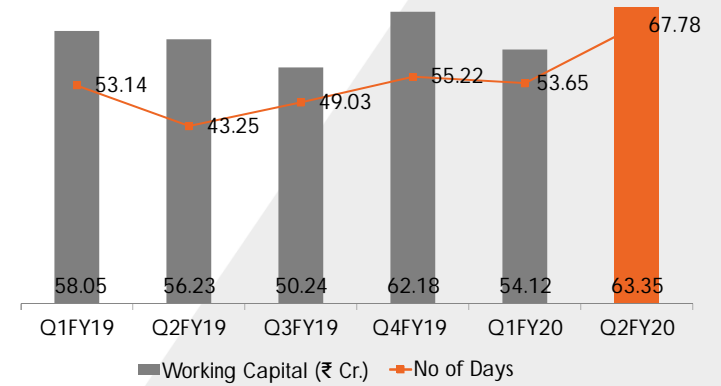
# KEY RATIOS



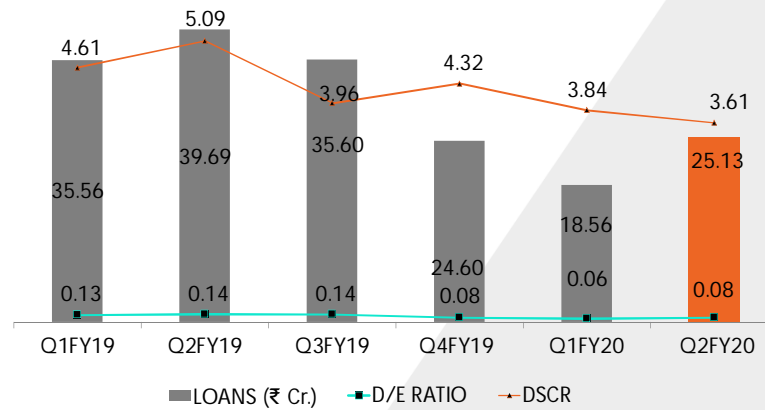
## Net Worth



## Working Capital



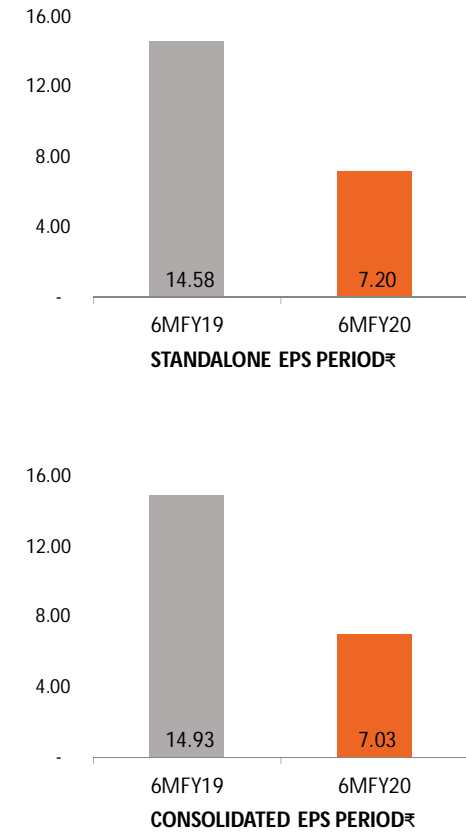
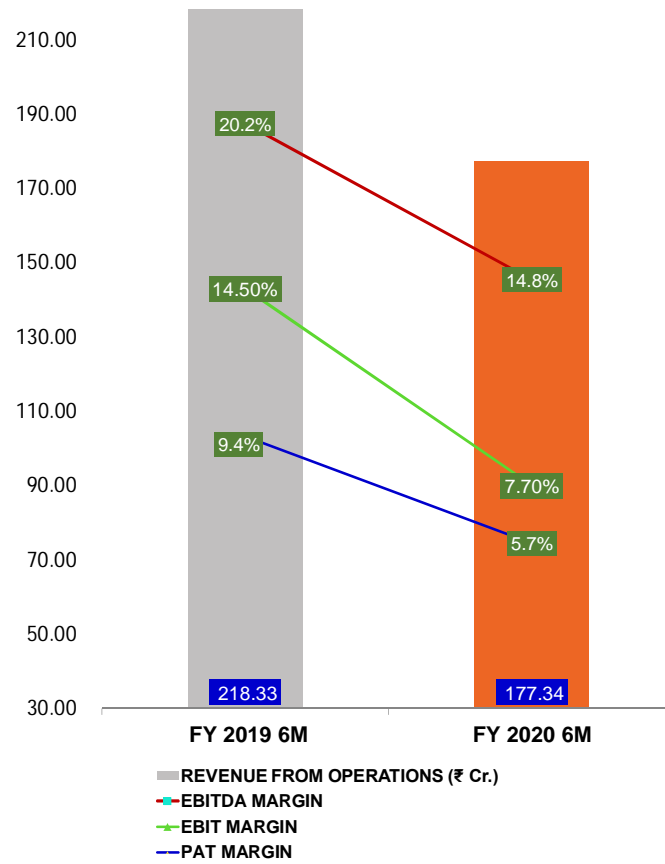
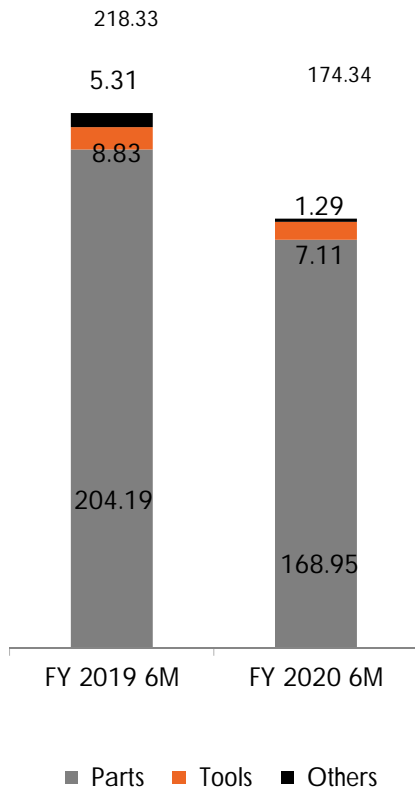
## Loans



# HALF YEAR SUMMARY



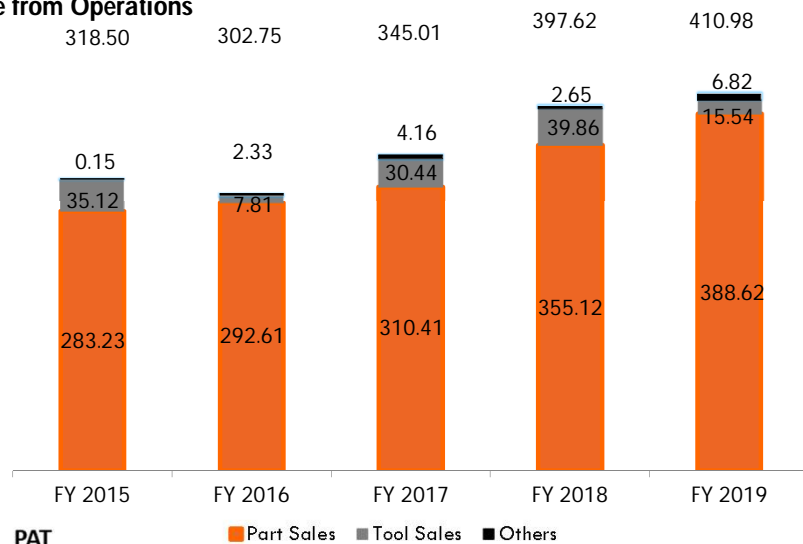
Revenue from Operations (₹ Cr.)



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



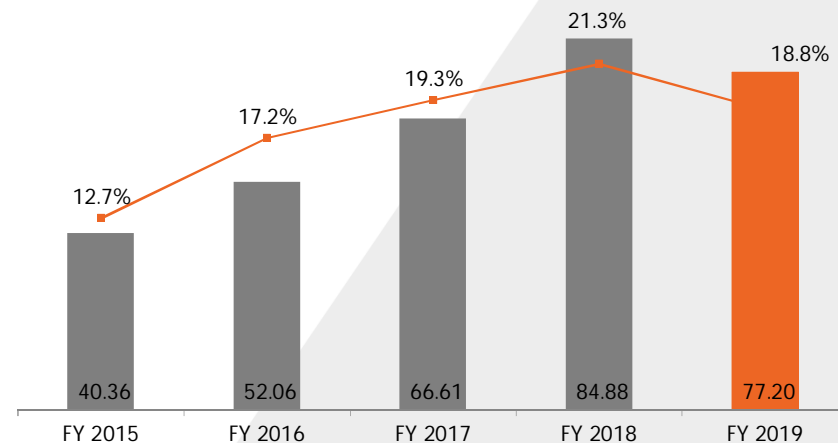
## Revenue from Operations



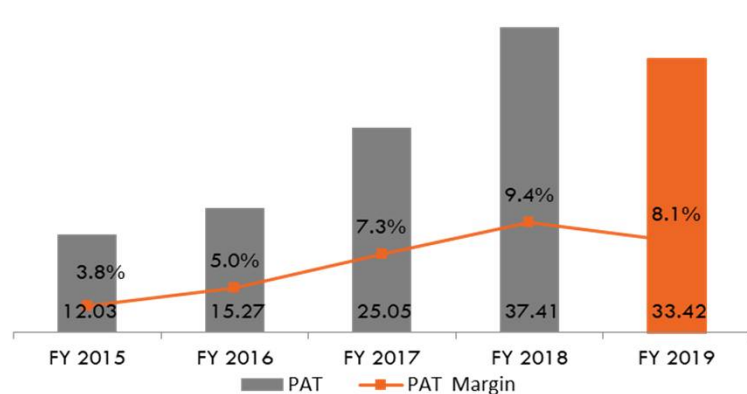
PAT

Part Sales Tool Sales Others

## EBITDA

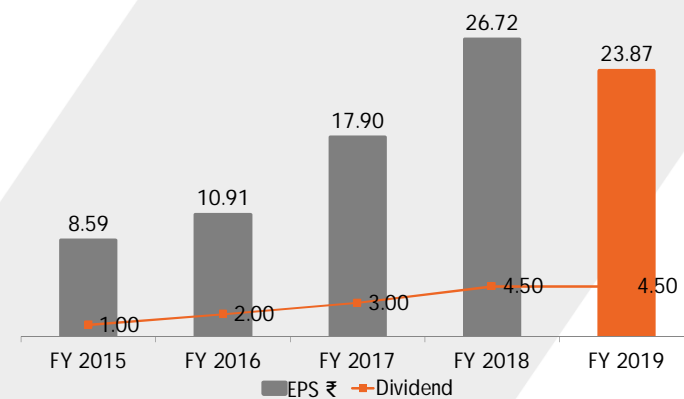


## Earning Per Share (₹)



PAT PAT Margin

EBITDA EBITDA Margin



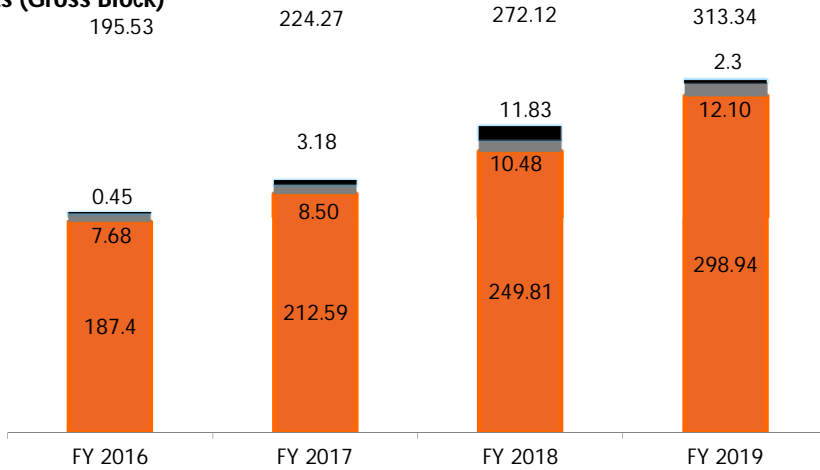
EPS ₹ Dividend



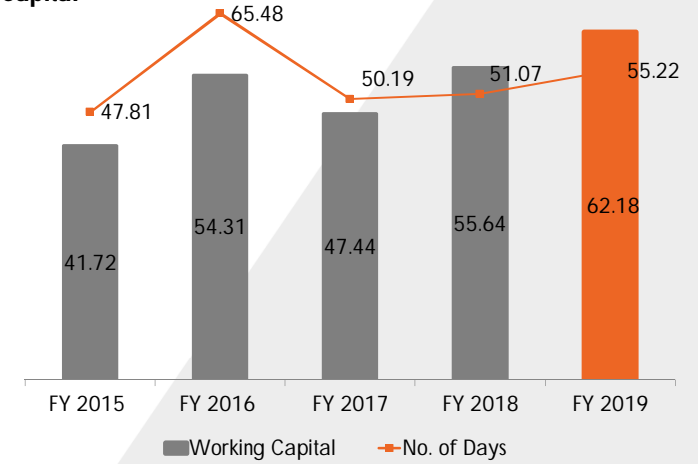
# FINANCIAL PERFORMANCE SNAPSHOT (FY2015 – FY2019) (₹ Cr.)



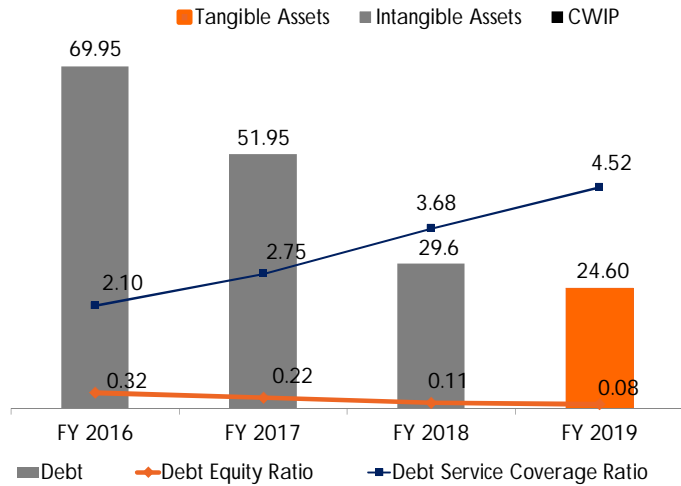
## Fixed Assets (Gross Block)



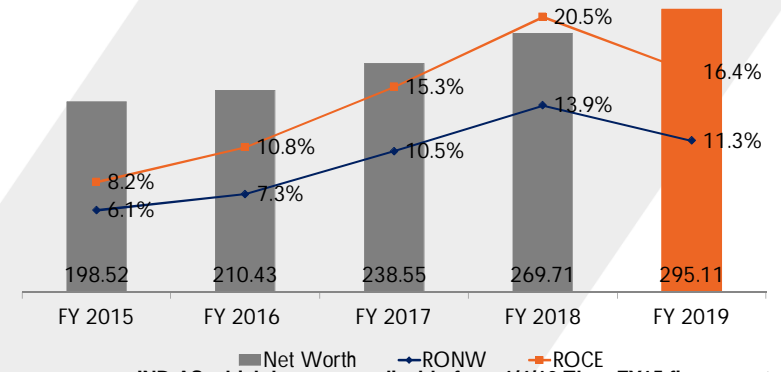
## Working Capital



## Debt



## Networth

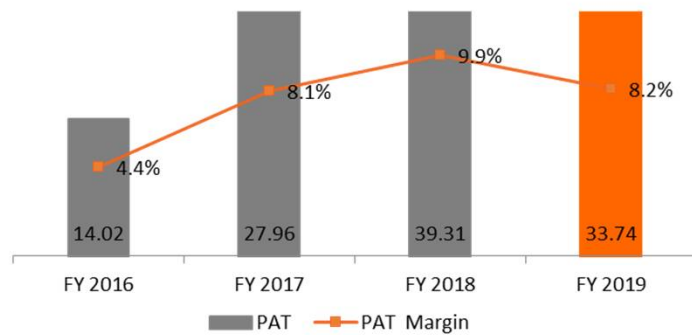


\*Fixed Assets & Debt Figures are as per IND AS which became applicable from 1/4/16. Thus FY15 figures not provided

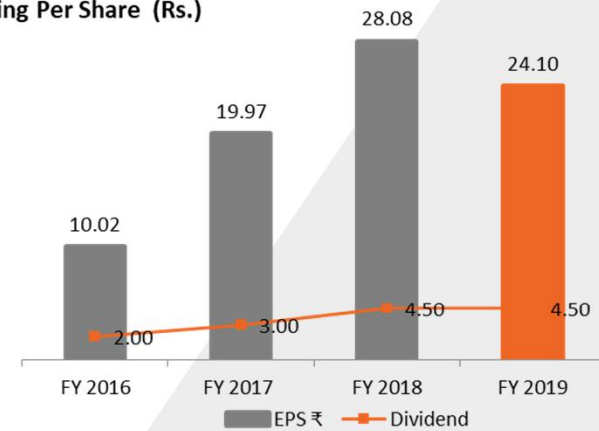
# CONSOLIDATED FINANCIAL SNAPSHOT (FY2016 – FY2019) (₹ Cr.)



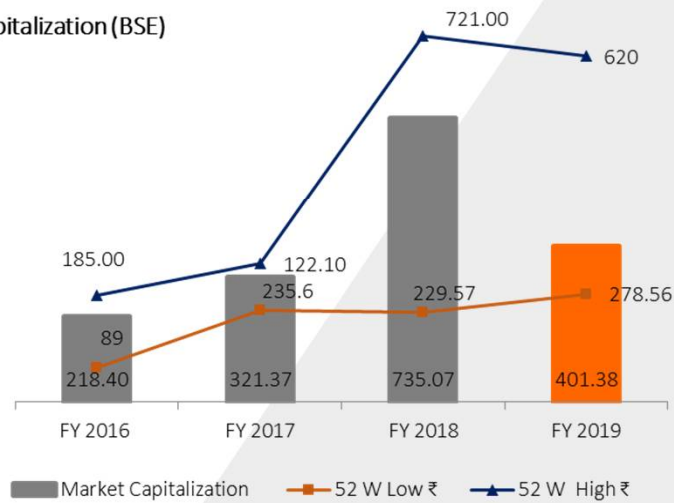
## PAT



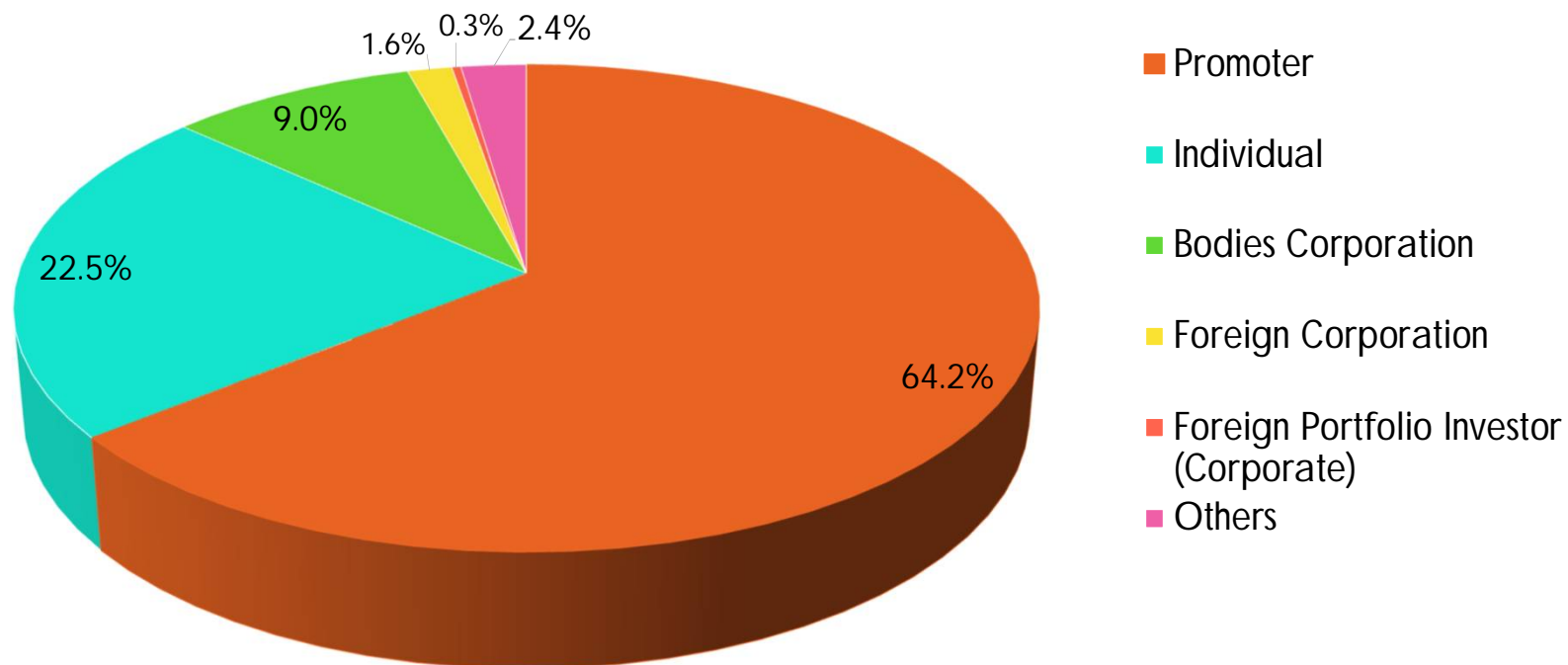
## Earning Per Share (Rs.)



## Market Capitalization (BSE)



## SHAREHOLDING PATTERN AS ON 30TH SEPTEMBER, 2019



MARKET CAPITALIZATION (BSE) ₹ 269.43 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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Email: [investorservice@ppapco.com](mailto:investorservice@ppapco.com)

*Mr. Gaurav Girdhar*  
Concept Investor Relations  
Ph: +91 7798232425, +91 022 40558934  
Email: [gaurav.g@conceptpr.com](mailto:gaurav.g@conceptpr.com)

THANK YOU

