



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

25th May, 2017

**The Listing Department
Bombay Stock Exchange Limited**
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001

**The Listing Department
The National Stock Exchange of India Limited**
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E)
Mumbai - 400051

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

Dear Sir,

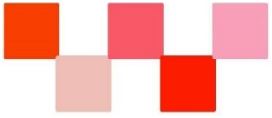
Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Analysts and Investors presentation for the Financial Results of quarter and year ended 31st March, 2017.

Kindly take the same on record.

Thanking you,

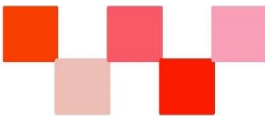
Yours truly,
For PPAP Automotive Limited


Sonia Bhandari
Company Secretary



PPAP Automotive Limited

Taking Challenges, Together



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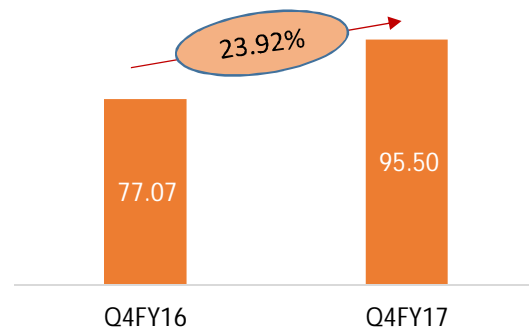
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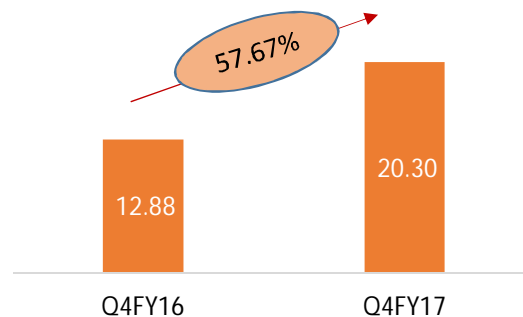


QUARTERLY HIGHLIGHTS

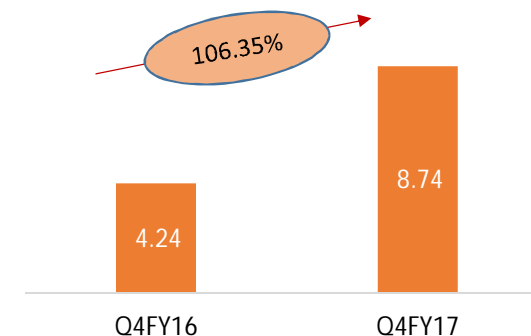
All figures in ₹ Crore



Total Income



EBITDA



PAT

- ❖ Q4FY17 Income includes Tool sales of ₹ 7.16 crore vs. ₹ 4.94 crore of Q4FY16
- ❖ EBITDA Margin is at 21.26%
- ❖ Final dividend 17.5% (Rs. 1.75 per Share), Total dividend for the year Rs. 3.00 per share.
- ❖ Added Hyundai Motor India Limited as customer
- ❖ Started supplies for WRV to HCIL, Tigor to TATA, New Dzire
- ❖ Won Overall Performance award from Maruti Suzuki India Limited
- ❖ Certificate in Best HR Practices and Safety category from Maruti Suzuki India Limited
- ❖ Won The Machinist Super Shop-floor awards 2017 in the Productivity Category
- ❖ Won Award Environment award 2017 (CO2 reduction) from HCIL
- ❖ Bronze award in the category of spare parts from Honda Motors India Private Limited

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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.



GENERAL INFORMATION



COMPANY ESTABLISHED IN 1978



START OF AUTOMOTIVE BUSINESS



LISTED ON BSE & NSE IN 2008



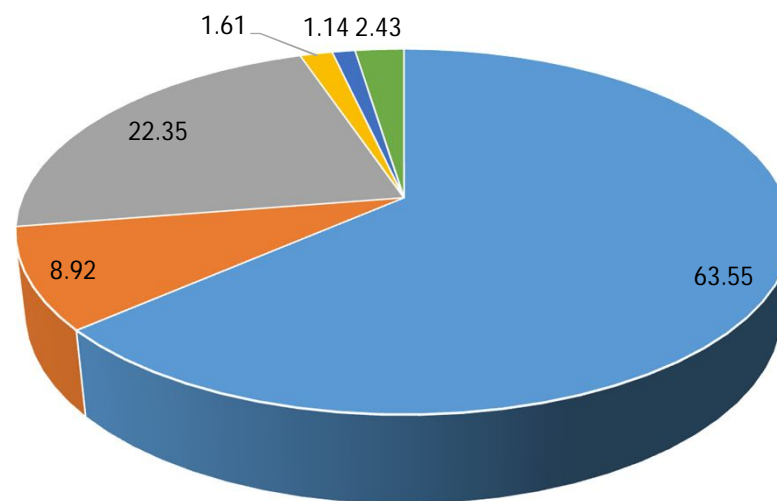
SHARE CAPITAL OF ₹ 140 MILLION



CERTIFICATIONS

TS 16949; ISO 14001; OHSAS 18001

SHARE HOLDING AS ON 31ST MARCH 2017



- Promoters
- Bodies Corporate
- Individuals
- Foreign Companies
- Foreign Portfolio Investor (Corporate)
- Others



MANAGEMENT PROFILE



Ajay Kumar Jain - Chairman & Managing Director

- Commerce graduate from the Shri Ram College of Commerce, University of Delhi
- Has been associated with the company since inception
- Experience of over 40 years in the Polymer processing industry
- Experience of over 30 years in the Automotive industry
- President of Toyota Kirloskar Supplier Association



Mr. Abhishek Jain - CEO & Managing Director

- B.E. in Industrial Engineering from Purdue University (USA)
- Before joining the company has worked in 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 Institute of Chartered Accountants of India
- Work experience over two decades
- Has worked with Lazard India, IL&FS and Group Mega

COMPANY FOCUS



MISSION

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

VISION

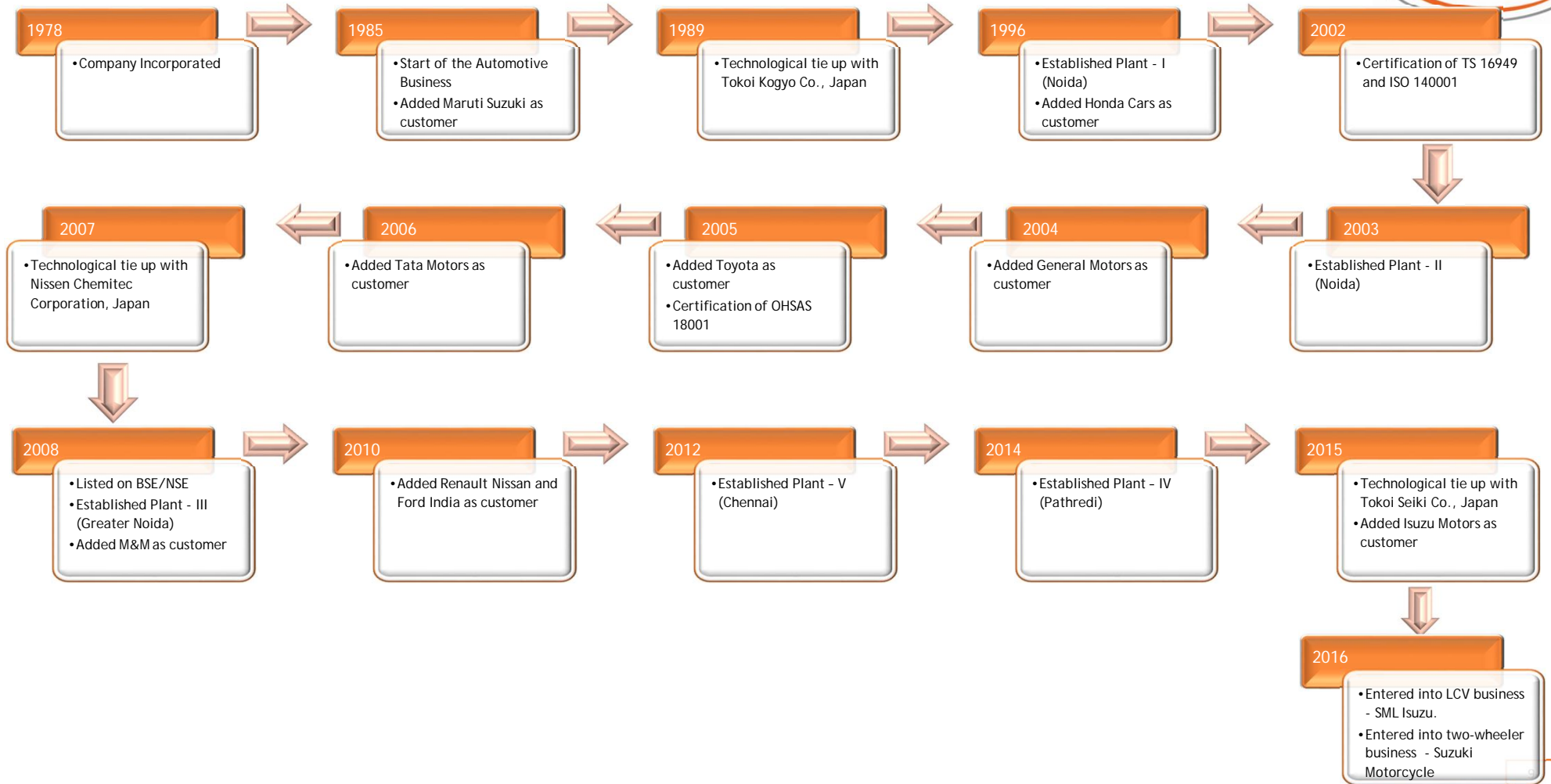
TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

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

1

Improve Operational Efficiency

- International Benchmarking
- Our Mantra - "Every Paisa Counts"
- Improve margin realization driven by cost optimization & operating leverage

2

Optimization of Asset Utilization

- Improve OEE (Overall Equipment Efficiency)

3

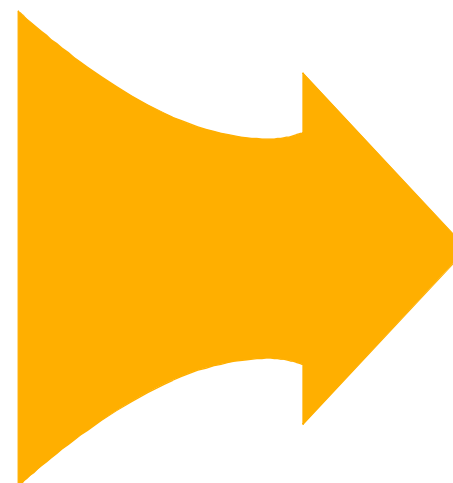
Focus on increasing customer base

- Extend leadership position across OEMs
- Expand product base

4

Optimization of Investments

- Timing, Efficiency and Best Value Proposition Review



Impossible for Competition to Catch up

Perpetual sustainable development

HUMAN RESOURCE DEVELOPMENT

EVERY TEAM MEMBER WORKS BY SELF MANAGEMENT

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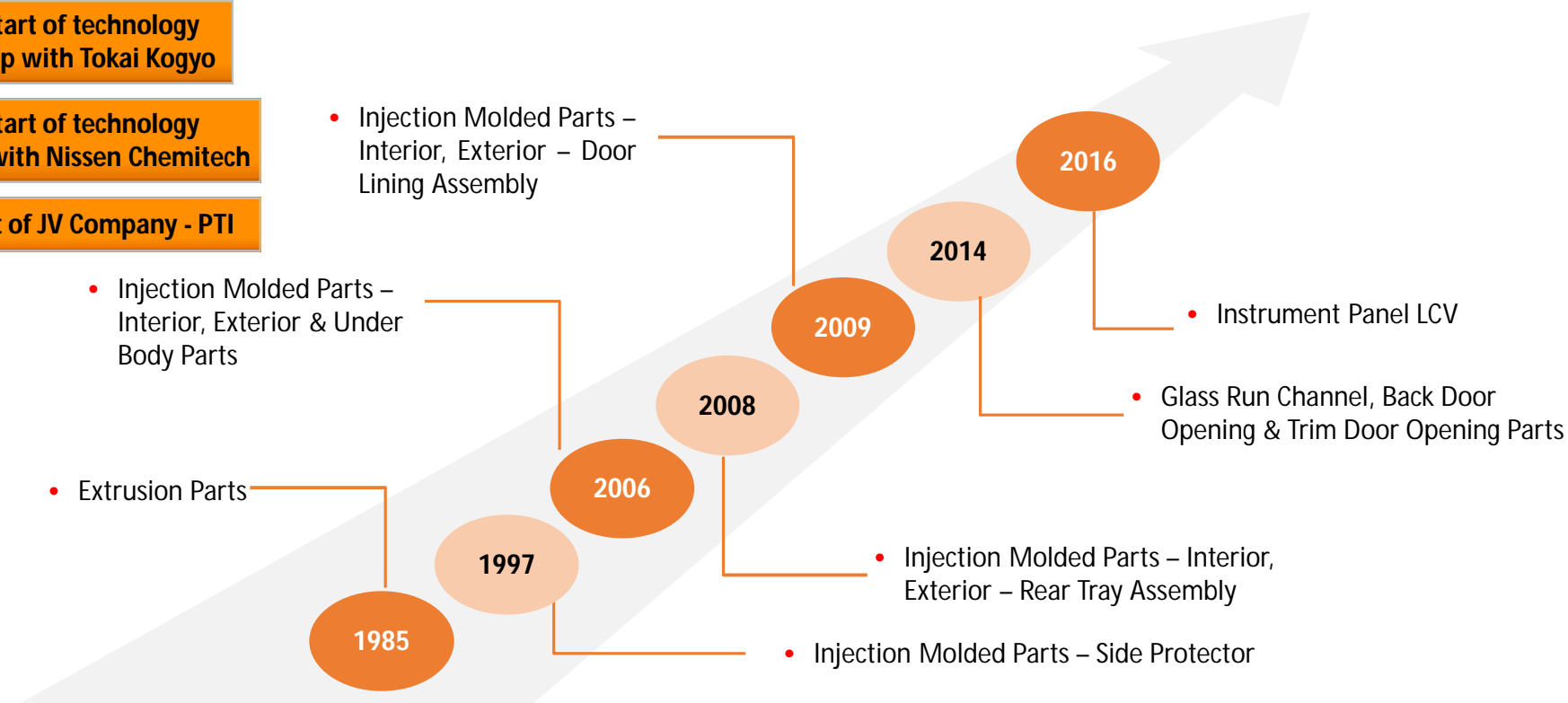


PRODUCT - MILESTONES

1989 – Start of technology partnership with Tokai Kogyo

2007 – Start of technology partnership with Nissen Chemitech

2012 – Start of JV Company - PTI

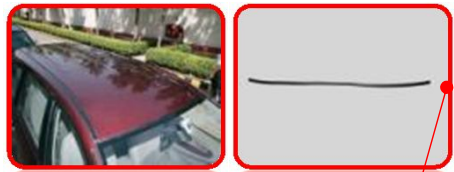




SEALING SYSTEMS



MOULDING WINDSHIELD



ROOF MOULDING



TRIM DOOR OPENING



AIR SPOILER

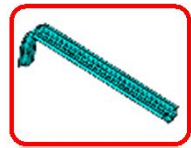
PVC
TPO
EPDM



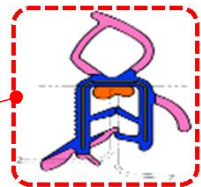
**OUTER BELT
BLACK/BRIGHT**



INNER BELT



SLIDE RAIL



**BACK DOOR /
TRUNK SEAL**



**DOOR
OPENING
SEAL**



**GLASS
RUN
CHANNEL**



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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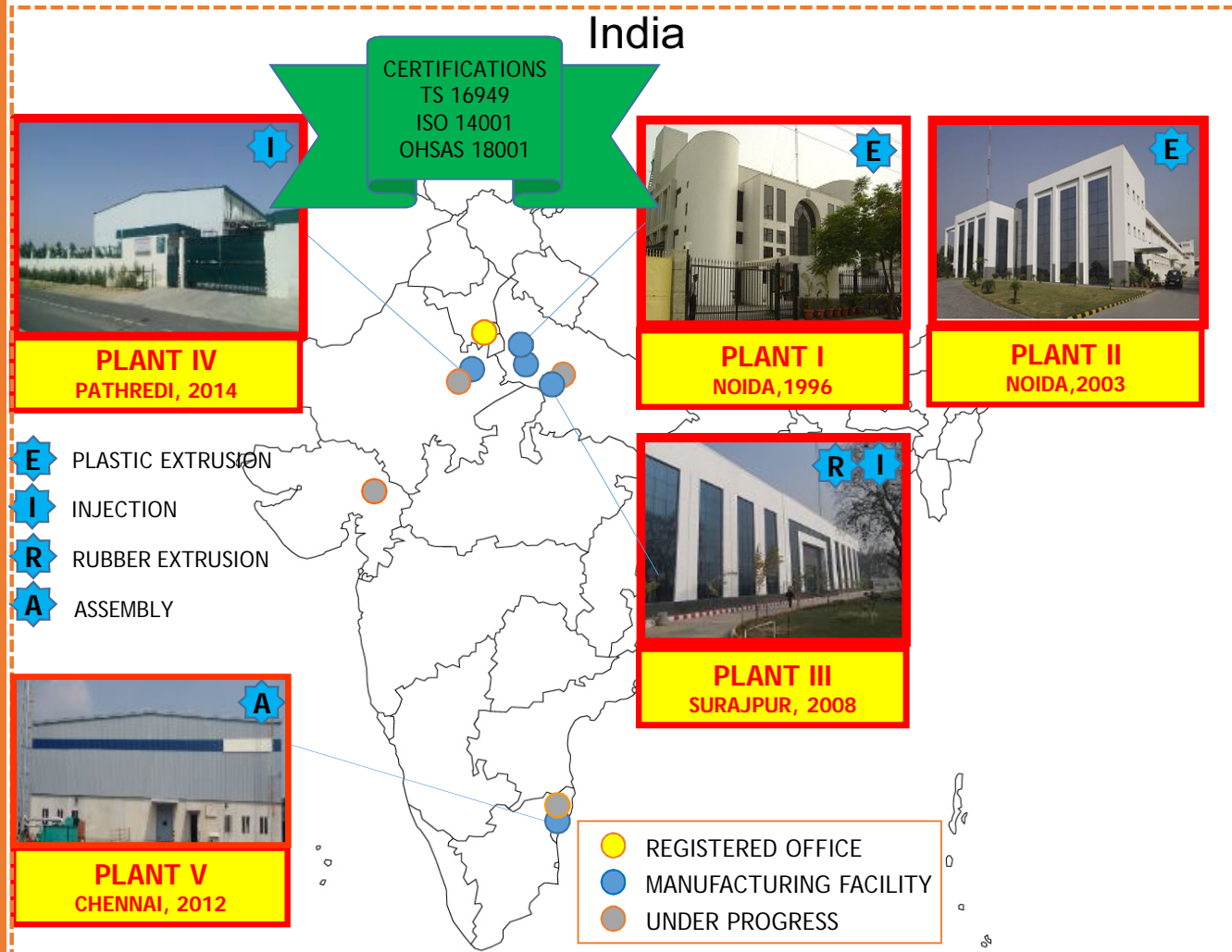
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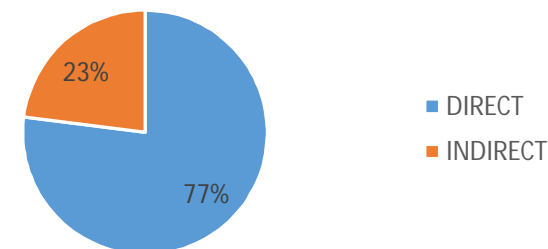


MANUFACTURING FACILITIES



HUMAN RESOURCE

TEAM STRENGTH : 1665 as on 31/03/2017



INDIRECT	23%
NO OF TEAM MEMBERS	
DESIGN & DEVELOPMENT	65
TOOL MANUFACTURING	54
SPECIAL PURPOSE MACHINE	8
TOTAL STAFF	255
[PRODUCTION, QUALITY, PURCHASE, ACCOUNTS, MARKETING, HR & IT]	

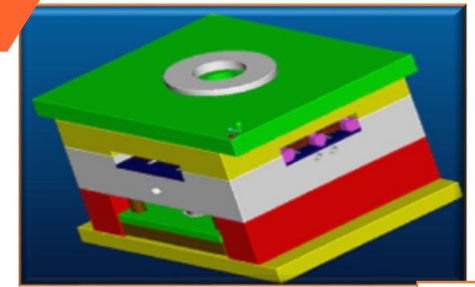
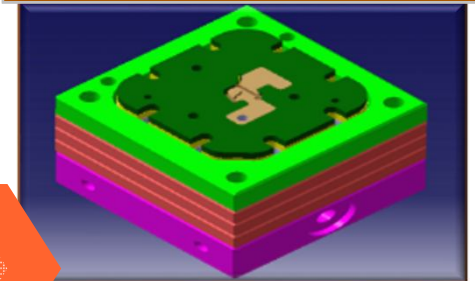
ATTRITION

S NO	TYPE	FY 2016-17
1	COMPANY ROLL	4.0 %
2	CONTRACTOR ROLL	9.8 %

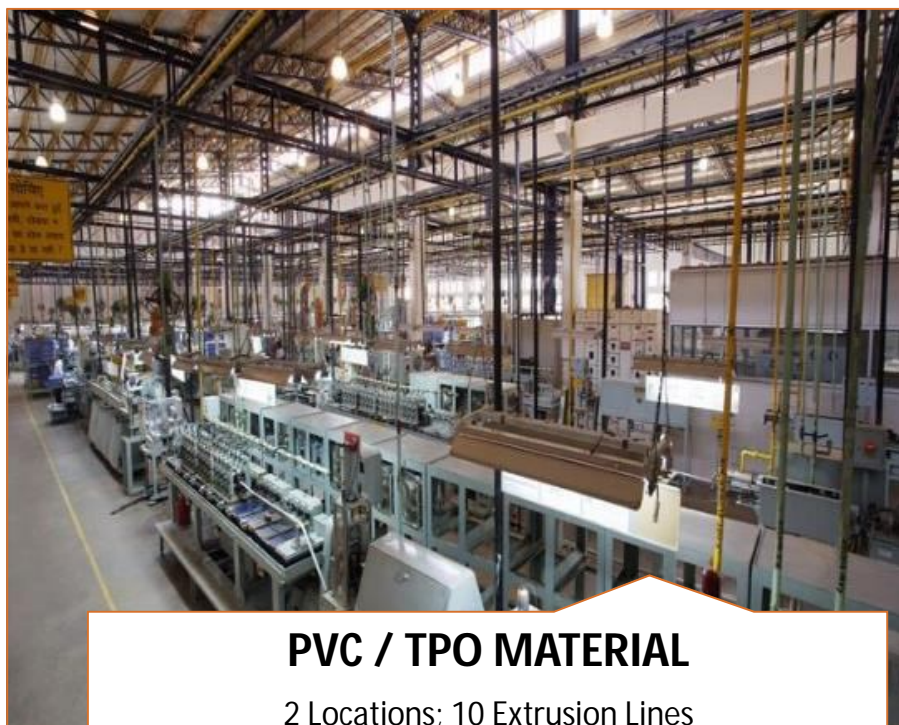
DESIGN AND DEVELOPMENT



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



EXTRUSION INFRASTRUCTURE



PVC / TPO MATERIAL

2 Locations; 10 Extrusion Lines
1 separate Extrusion line for trials
Flocking Lines
Assembly Lines
New Chennai Facility under Commissioning



EPDM & TPV MATERIAL

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

INJECTION MOLDING INFRASTRUCTURE



35 Machines

2 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 Gujarat Facility under Commissioning

TOOL & MACHINE MANUFACTURING



IN HOUSE TOOL ROOM

- In House manufacturing of :
Extrusion Parts - Dies & Tools
Checking Fixtures
Special Purpose machines
Injection Molds (upto 650 Tons)
- Outsourcing Injection Molds
> 650 Tons from :
Local Indian
China
Taiwan

TESTING AND VALIDATION



- **Raw Material Testing**
- **Part Performance Testing**
- Universal Testing Machine
- Impact Strength Testing Machine (Izod/Charpy)
- Hardness Tester
- Specific Gravity
- MFI Testing Machine
- Muffle Furnace for Ash Content
- Viscosity Meter
- Heat / Cold Conditioning Chambers
- Salt Spray Tester
- Profile Projector
- Abrasion Tester
- Humidity Chamber – up to 95 % RH
- Heat Stability Machine
- Low Temperature Impact Testing Machine
- Salt Spray testing

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MODELS





CUSTOMERS

TOYOTA

ARGENTINA

< 03 YRS

VENEZUELA

< 03 YRS

SOUTH AFRICA

< 03 YRS

NISSAN

EUROPE

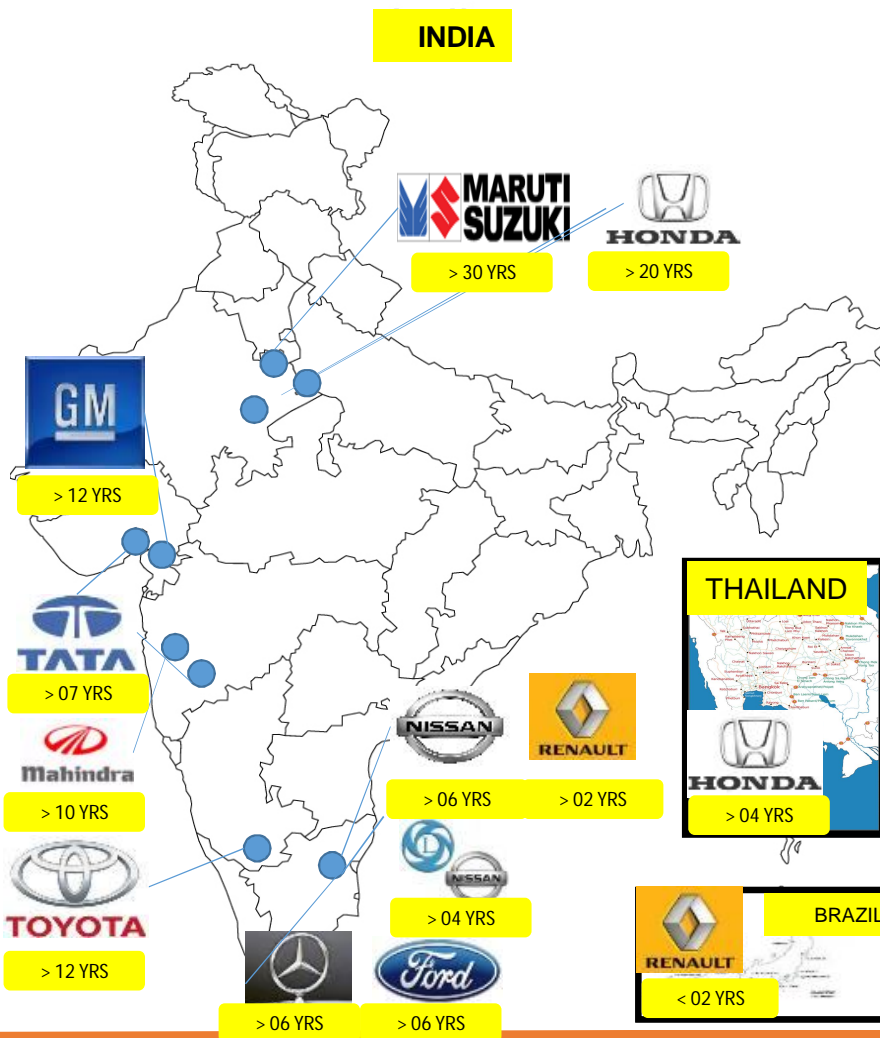
> 05 YRS

MEXICO

> 05 YRS

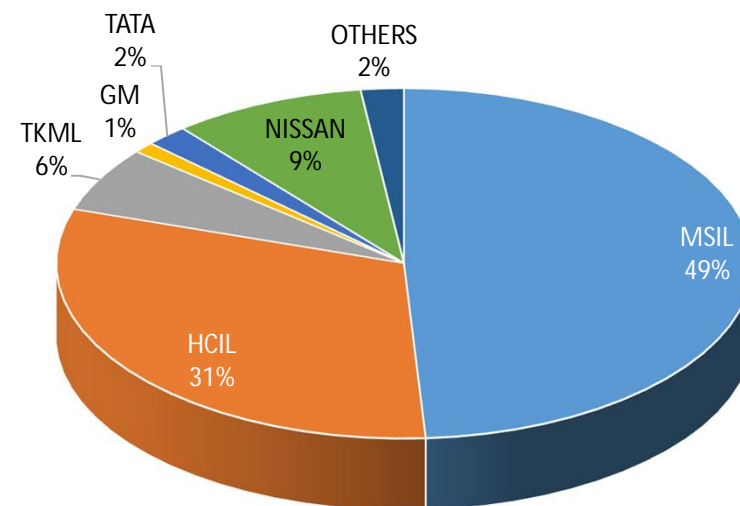
JAPAN

> 05 YRS



BUSINESS SHARE

AS ON 31/03/2017



■ MSIL ■ HCIL ■ TKML ■ GM ■ TATA ■ NISSAN ■ OTHERS

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CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



HONDA CARS INDIA LIMITED



MARUTI SUZUKI INDIA LIMITED

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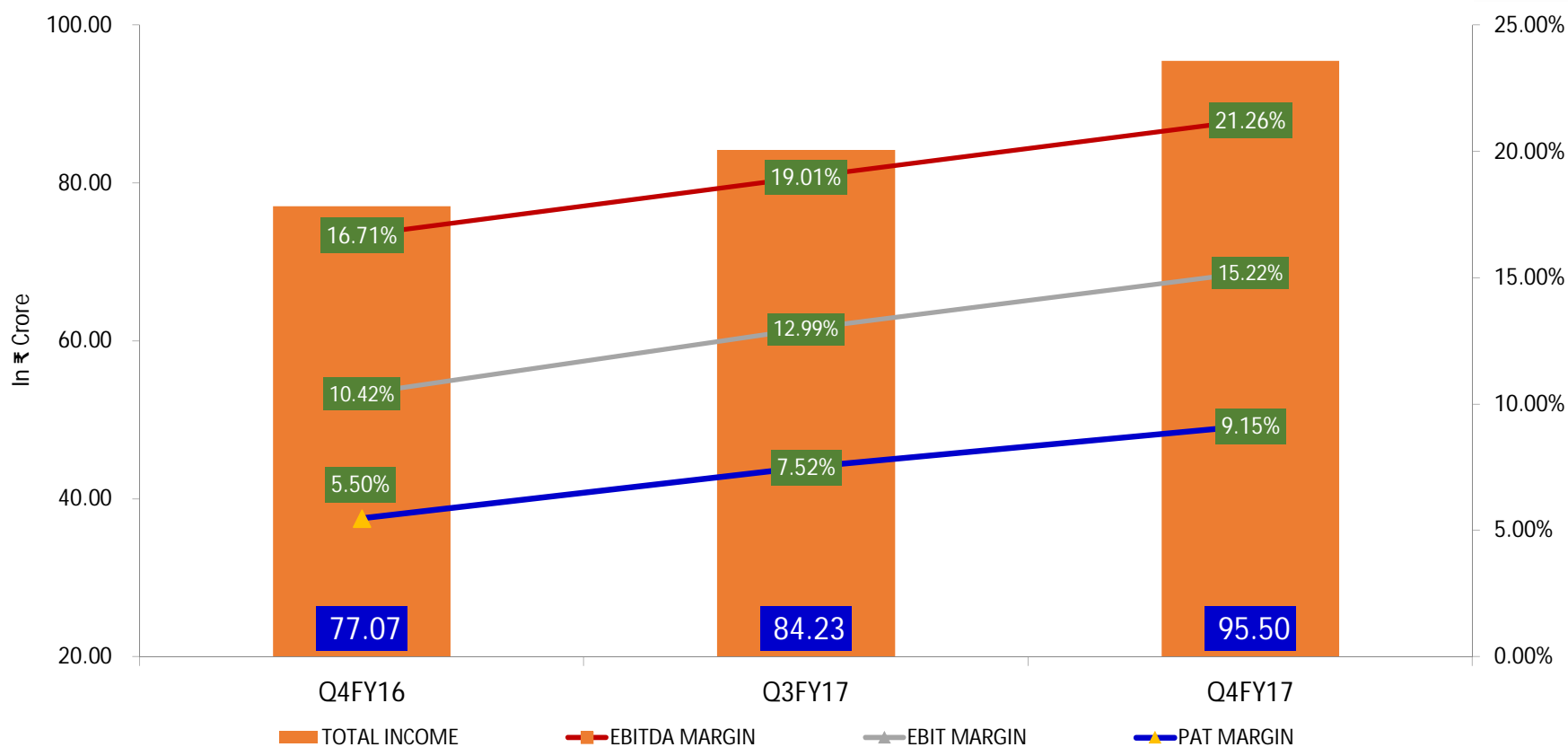
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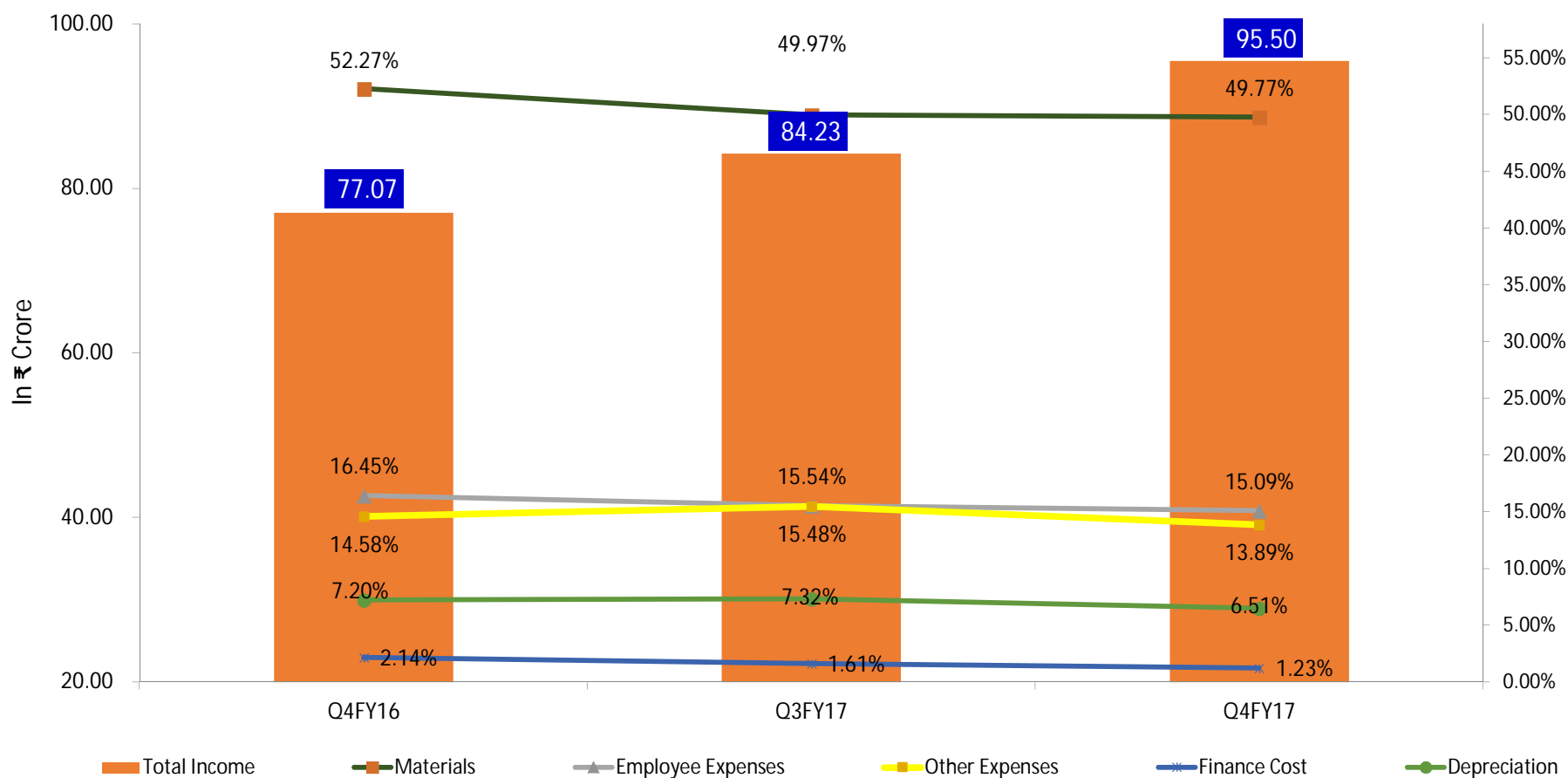
QUARTERLY FINANCIAL PERFORMANCE



Note - Includes ₹ 7.16 Cr. of Tool Sales in Q4FY17, ₹ 4.94 Cr. in Q4FY16, ₹ 9.88 Cr. in Q3FY17



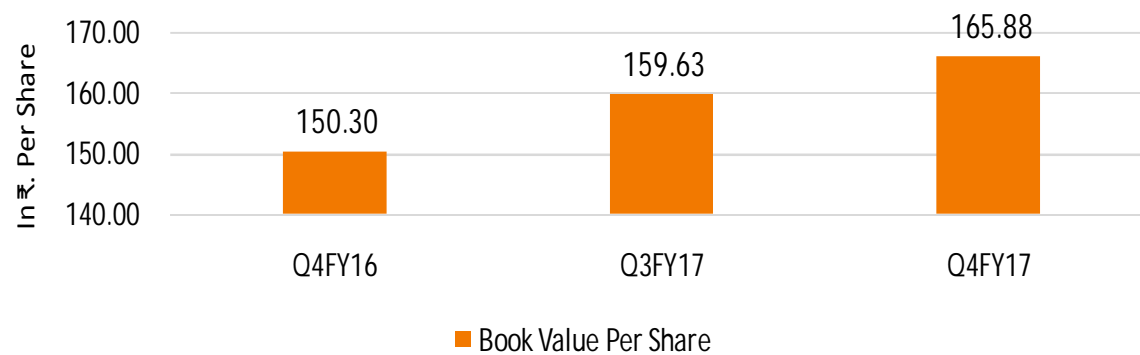
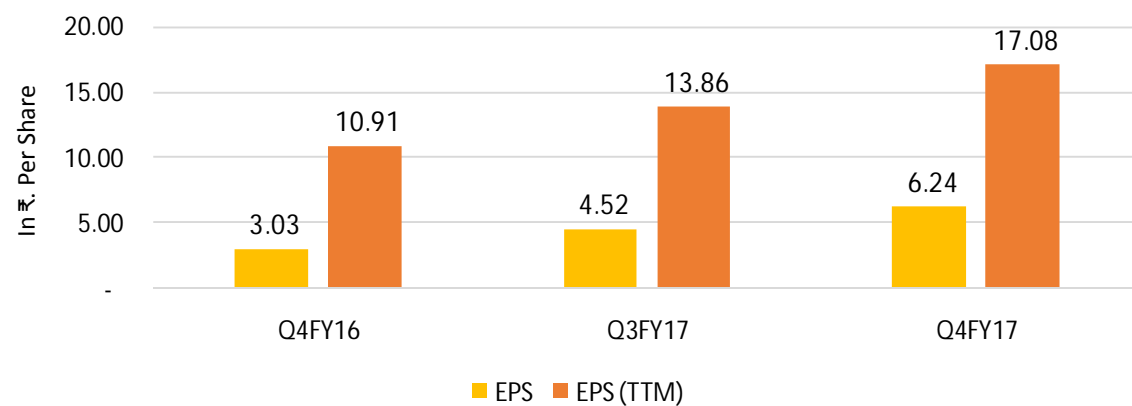
EXPENSES AS % OF TOTAL INCOME (Quarterly)



Note - Includes ₹ 7.16 Cr. of Tool Sales in Q4FY17 , ₹ 4.94 Cr. in Q4FY16, ₹ 9.88 Cr. in Q3FY17



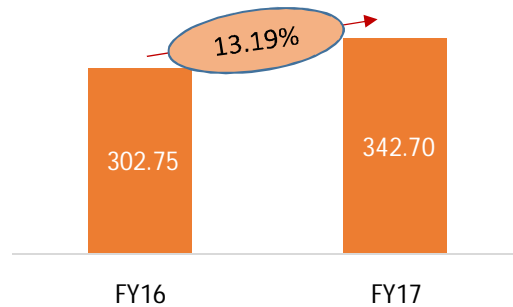
EPS & BVPS (Quarterly)



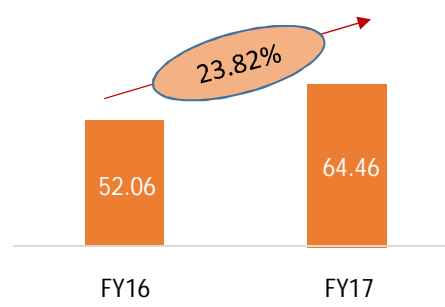
ANNUAL HIGHLIGHTS



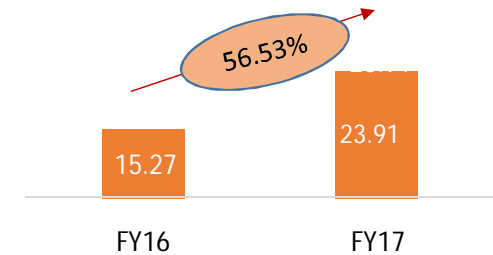
All figures in ₹ Crore



Total Income



EBITDA

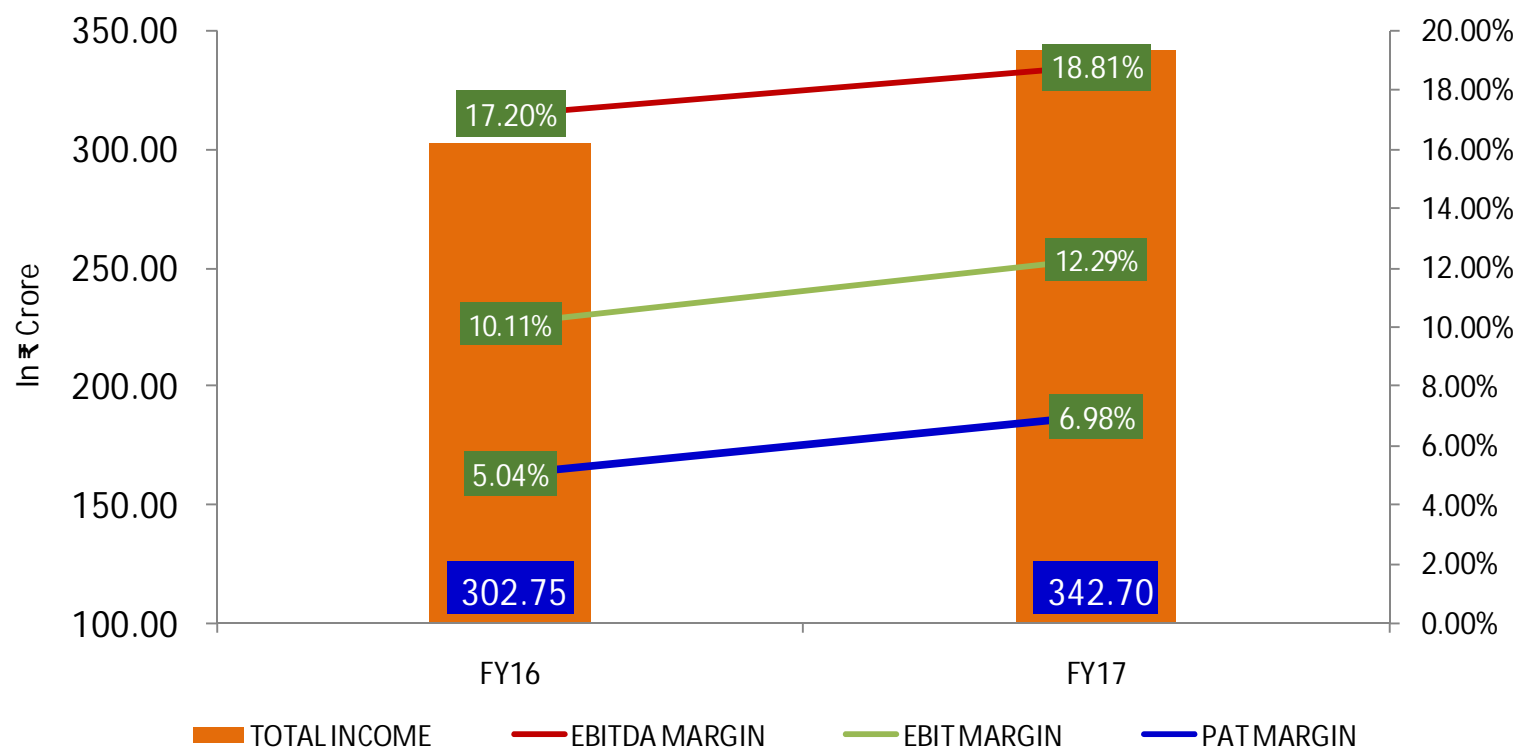


PAT

- ❖ FY17 Income included Tool sales of ₹. 30.43 crore vs. ₹ 7.76 crores of FY16.
- ❖ EBITDA Margin is at 18.81%
- ❖ Dividend of 30% (Rs.3 per share, Including interim dividend Rs. 1.25 per share)
- ❖ Started supplies for Kwid for Export Market, Innova, Fortuner, Ignis, Vitara Brezza, Baleno RS,WRV,Tigor, New Dzire
- ❖ Entry into LCV segment - Added SML Isuzu for Instrument Panels
- ❖ Entry into two wheeler segment - Added Suzuki Motorcycles for injection parts.
- ❖ Added Hyundai Motor India Limited as customer
- ❖ Won award for the product BSM – Baleno - excellence in automotive category in the small enterprises organized by the Economic Times ET Polymers Awards 2017
- ❖ Won Overall Performance award from Maruti Suzuki India Limited
- ❖ Certificate in Best HR Practices and Safety category from Maruti Suzuki India Limited
- ❖ Won The Machinist Super Shop-floor awards 2017 in the Productivity Category
- ❖ PTI, JV company of PPAP, into profits in 3rd year of operations



ANNUAL FINANCIAL PERFORMANCE

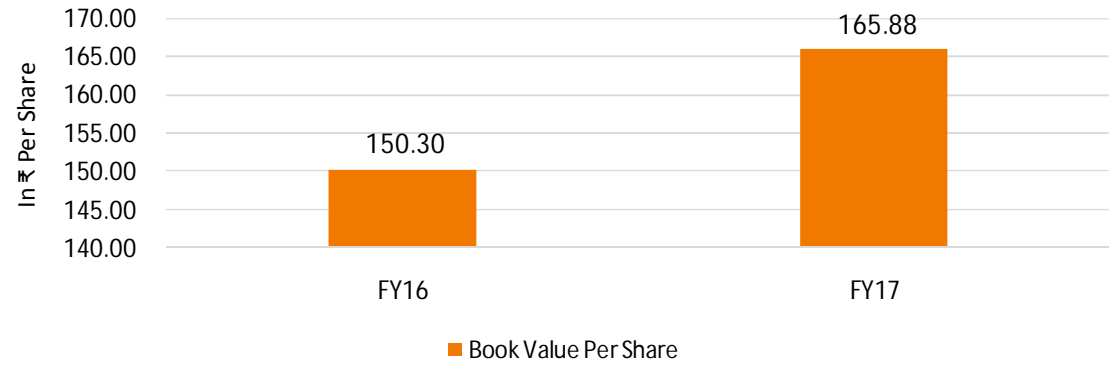
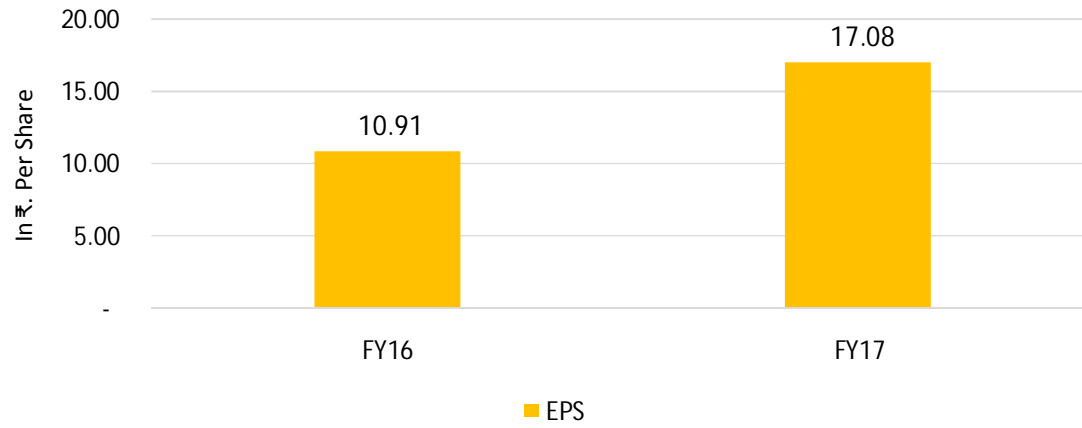


Note - Includes ₹ 30.43 Cr. of Tool Sales in FY17, ₹ 7.76 Cr. in FY16

EPS & BVPS

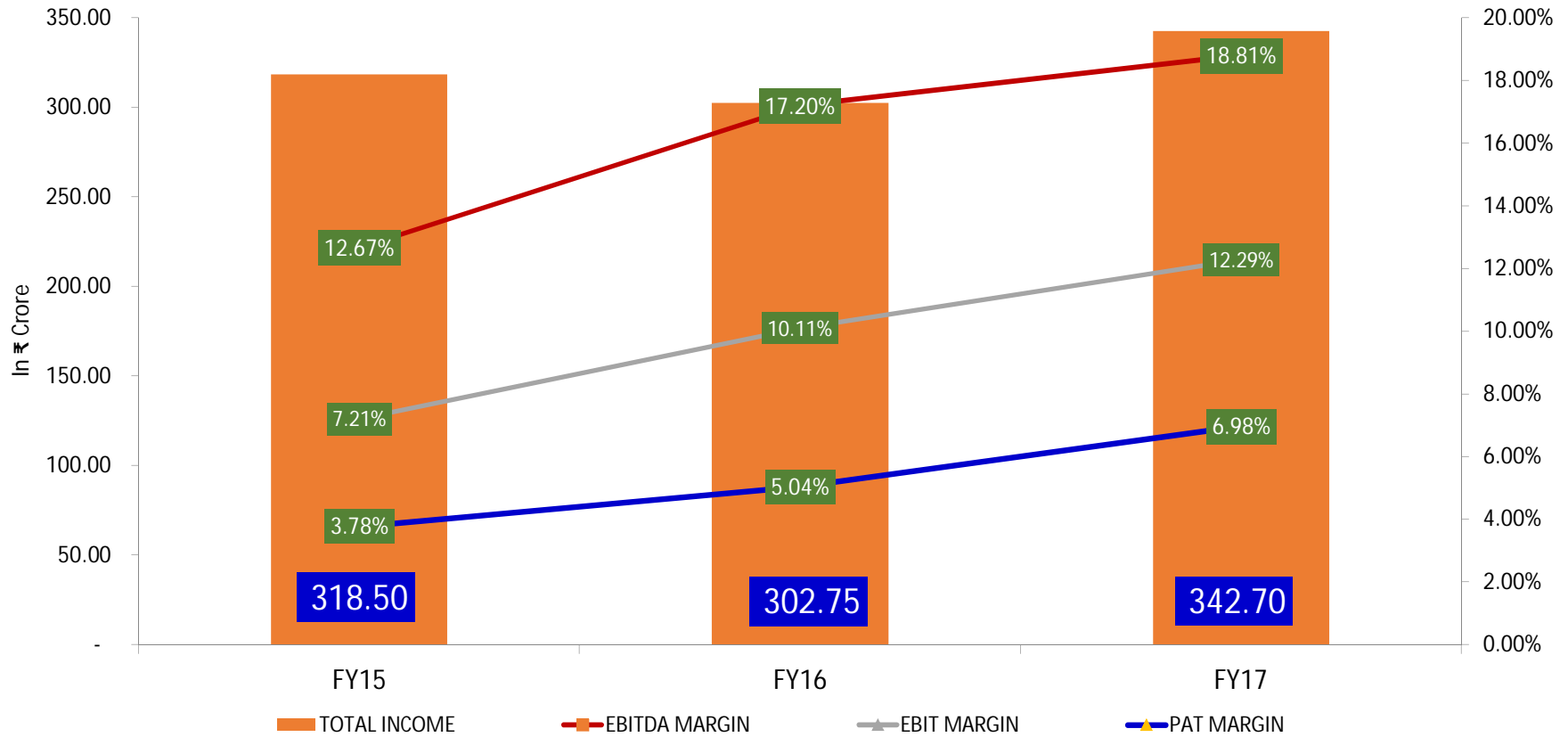


EPS



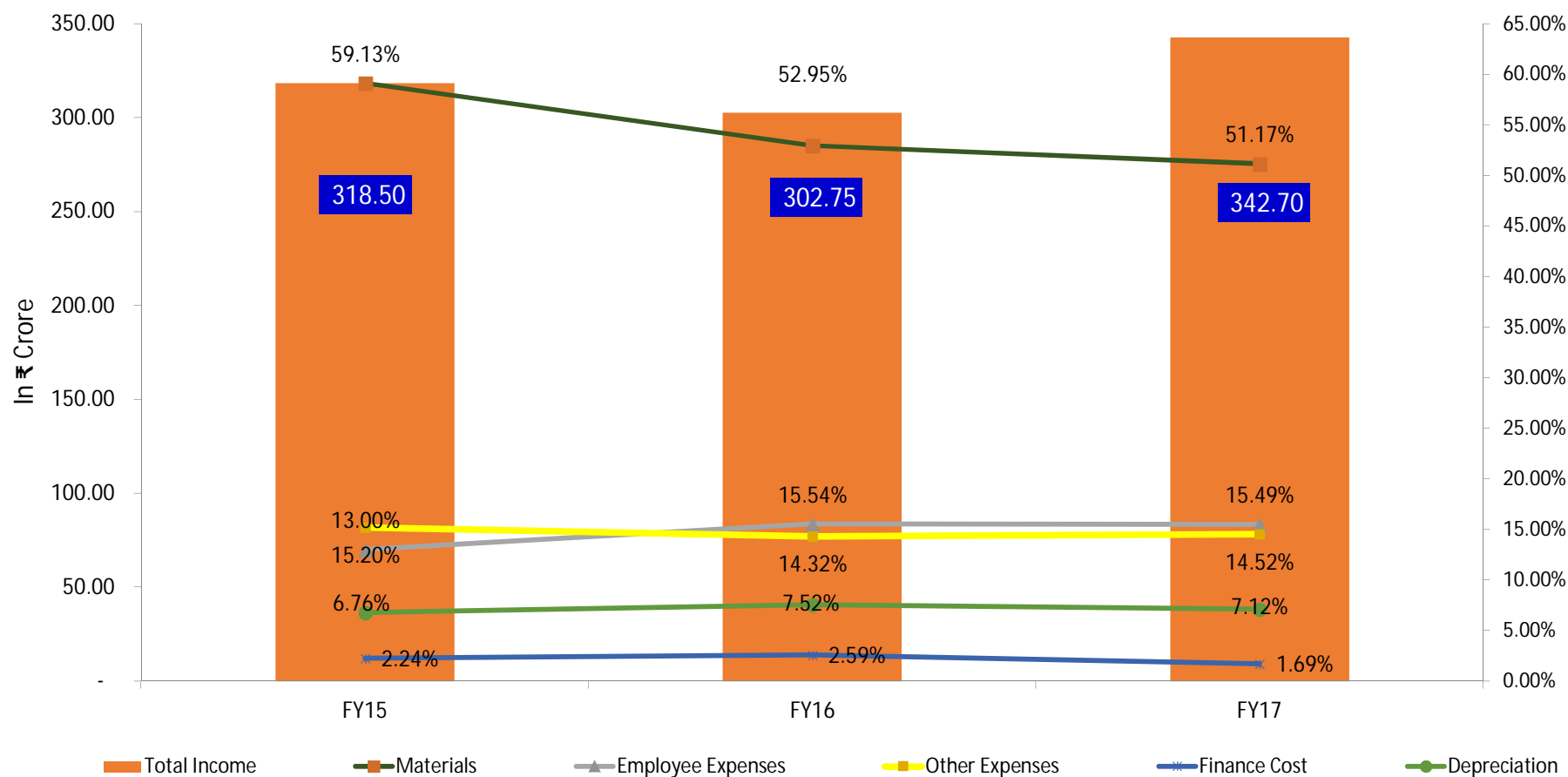


FINANCIAL PERFORMANCE SNAPSHOT (over last 3 years)



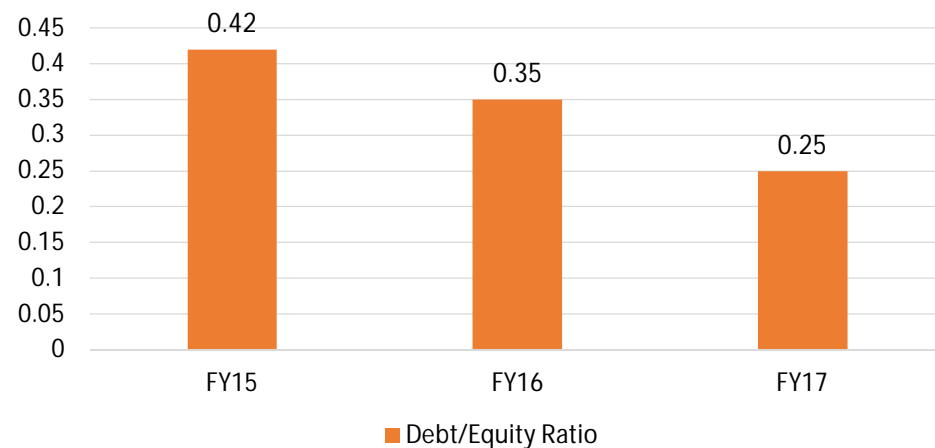
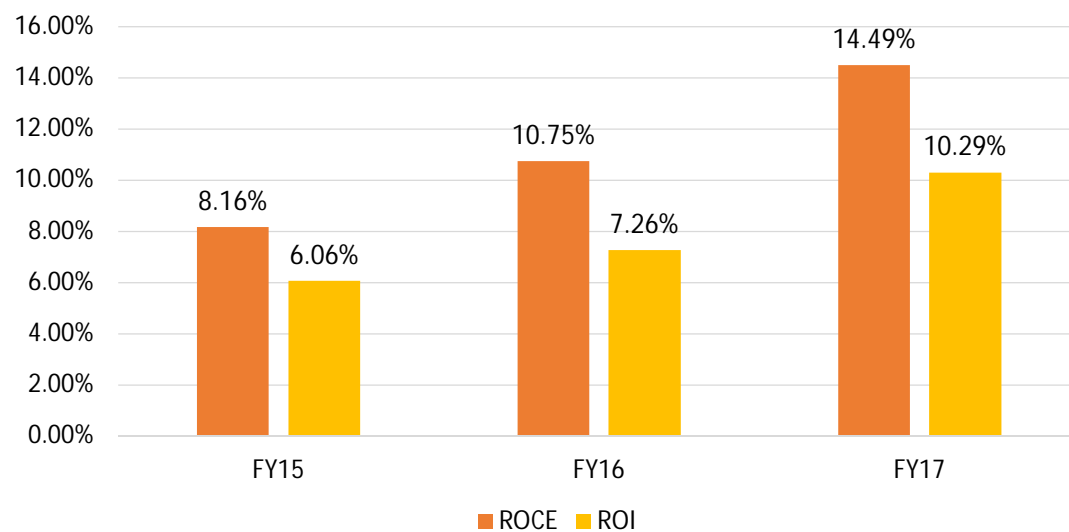


EXPENSES AS % OF TOTAL INCOME (over last 3 years)



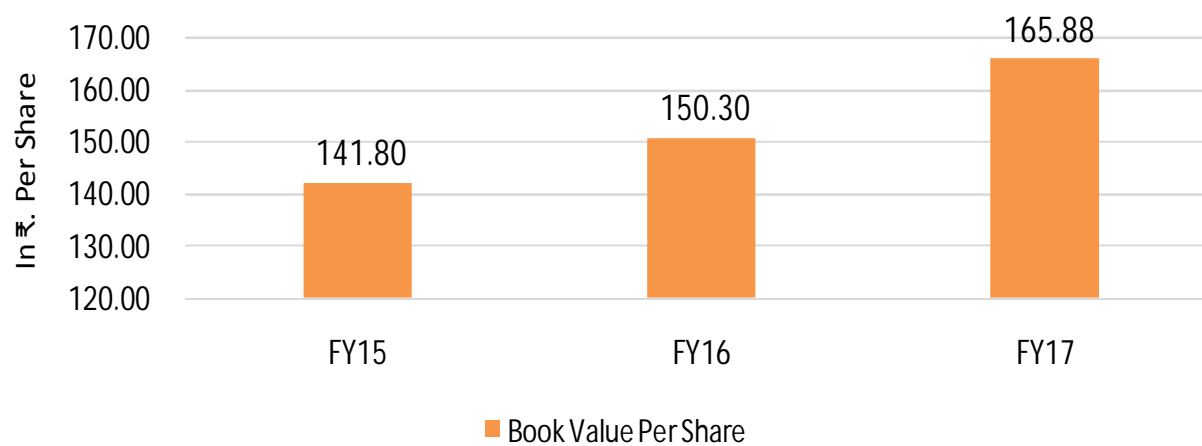
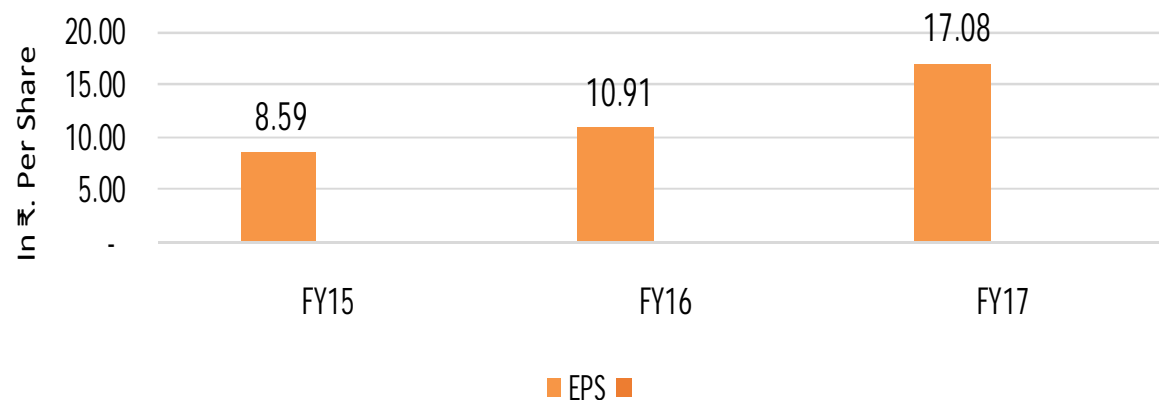


RETURN RATIOS AND D/E RATIO





EPS & BVPS (Over last 3 years)





SUMMARY OF CONSOLIDATED FY17 RESULTS

Rs. In Crs.

PARTICULARS	FY 2016-17	FY 2015-16	CHANGES
INCOME	366.11	318.63	14.90%
EBITDA	68.90	52.97	30.07%
PAT	26.21	14.03	86.87%
PAT MARGIN	7.16%	4.40%	62.64%
EPS	18.72	10.02	86.87%
NET WORTH	229.64	205.53	11.73%



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



For enquiries,
please
contact:

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PPAP Automotive Limited

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