



PPAP Automotive Limited

CIN: L74899DL1995PLC073281

B-206A, Sector-81, Phase-II, Noida-201305, Uttar Pradesh, India

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

1st February, 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 on Unaudited Financial Results for the quarter ended 31st December, 2016.

Kindly take the same on record.

Thanking you,

Yours truly,
For **PPAP Automotive Limited**


Sonia Bhandari
Company Secretary



PPAP Automotive Limited

(Formerly Precision Pipes & Profiles Company Limited)

Taking Challenges, Together

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Core Strengths & Growth Strategy

Our Products

Facilities Overview

Customer Profile

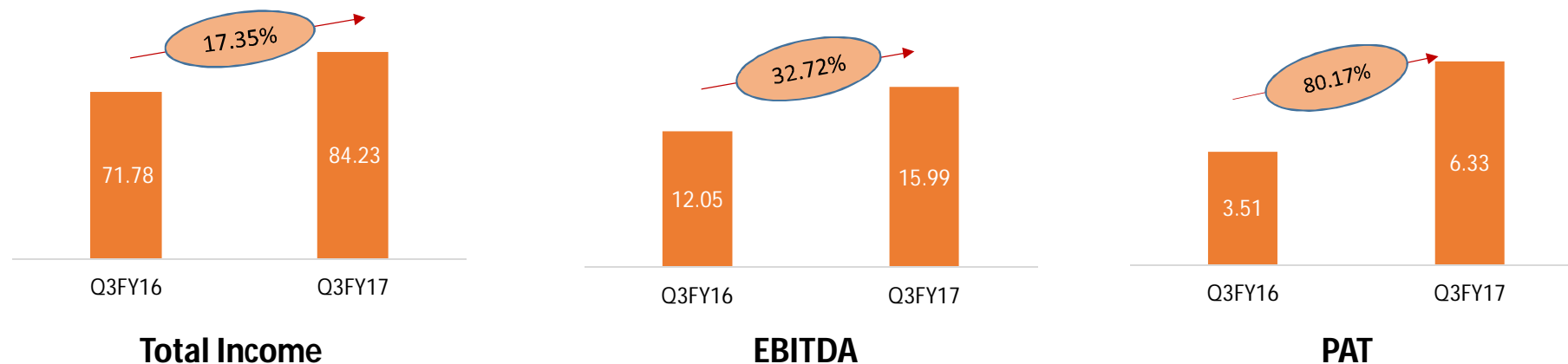
Awards

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QUARTERLY HIGHLIGHTS

All figures in ₹ Crore



- ❖ Q3FY17 Income includes Tool sales of ₹ 9.88 crore vs. ₹ 2.18 crore of Q3FY16
- ❖ EBITDA Margin is at 18.98%
- ❖ Started supplies for IGNIS to Maruti & New Fortuner to Toyota
- ❖ Entry into two wheeler segment - Added Suzuki Motorcycles to list of customers for injection parts
- ❖ Won award for the product BSM – Baleno - excellence in automotive category in the small enterprises organized by the Economic Times ET Polymers Awards 2017

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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

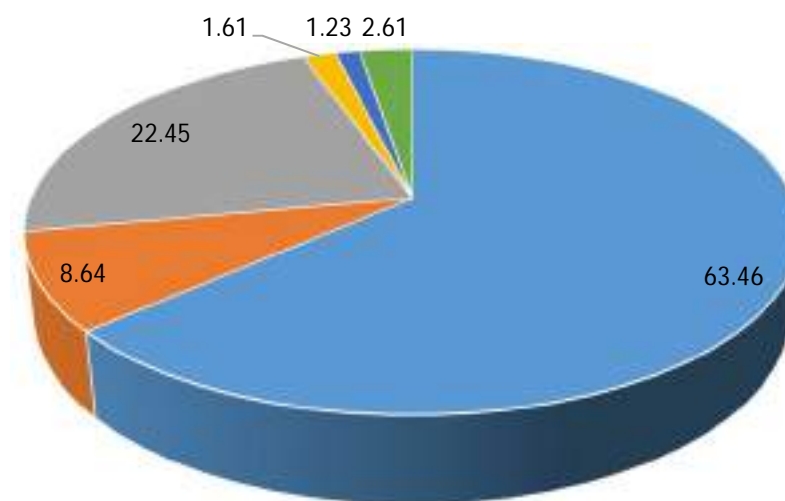


SHARE CAPITAL OF ₹ 140 MILLION



CERTIFICATIONS
TS 16949; ISO 14001; OHSAS 18001

SHARE HOLDING AS ON 31ST DECEMBER 2016



- 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 - Executive 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

MISSION, VISION & VALUES



MISSION

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

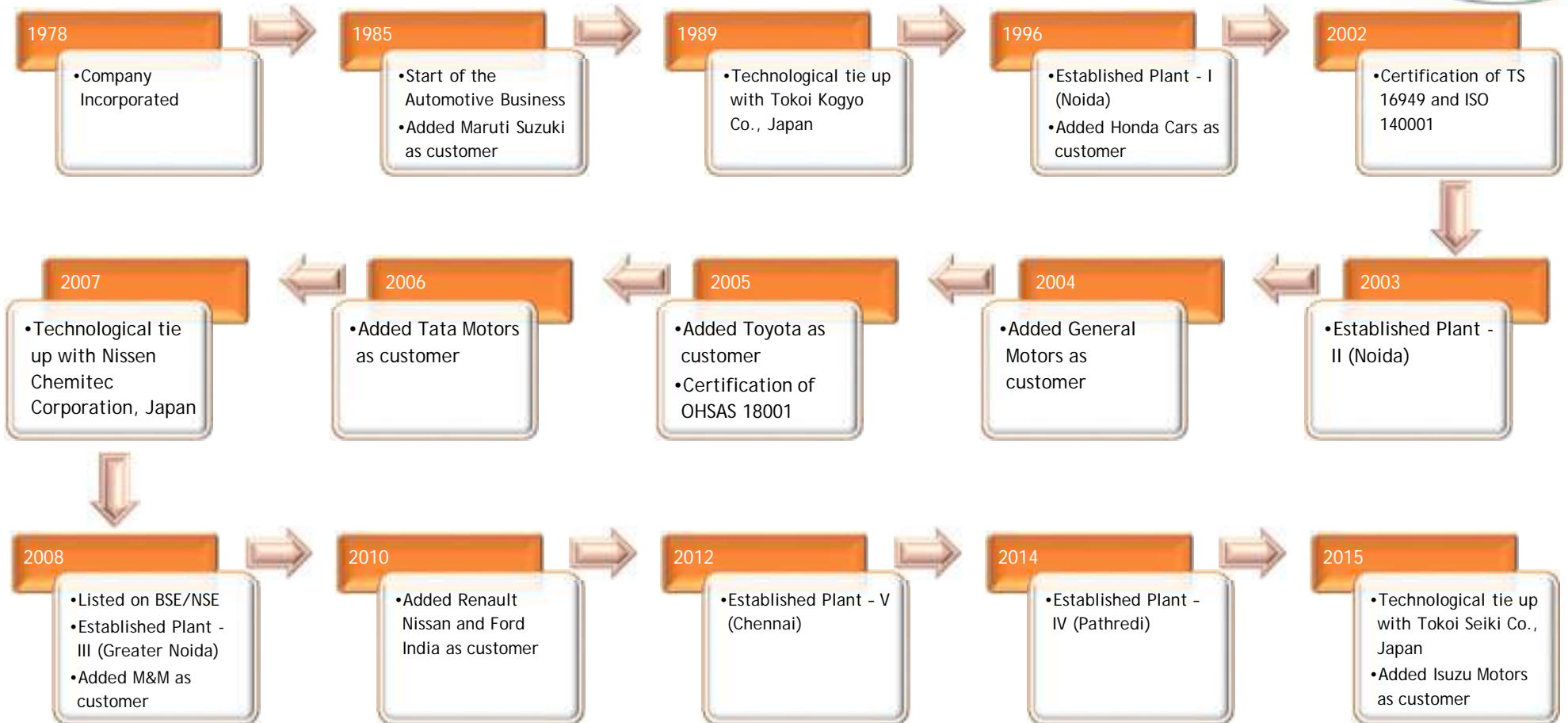
VISION

TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

VALUES

- TRUSTWORTHINESS
- MUTUAL RESPECT
- CREATIVITY
- COOPERATION
- EXCELLENCE

JOURNEY



TECHNOLOGY PARTNERS



TOKAI KOGYO CO. LTD, JAPAN
Established: 1947
Global Presence: USA, Thailand, Indonesia,
China, Mexico, Vietnam

AUTOMOTIVE SEALING SYSTEM

RELATIONSHIP WITH PPAP SINCE **1989**



NISSEN CHEMITEC CORPORATION, JAPAN
Established: 1951
Global Presence: USA, Thailand, Indonesia,
Singapore

INJECTION MOLDED PRODUCTS

RELATIONSHIP WITH 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



GROWTH 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

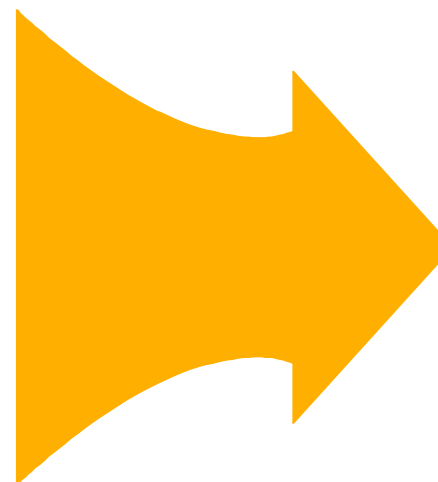
Focus on increasing customer base

- 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

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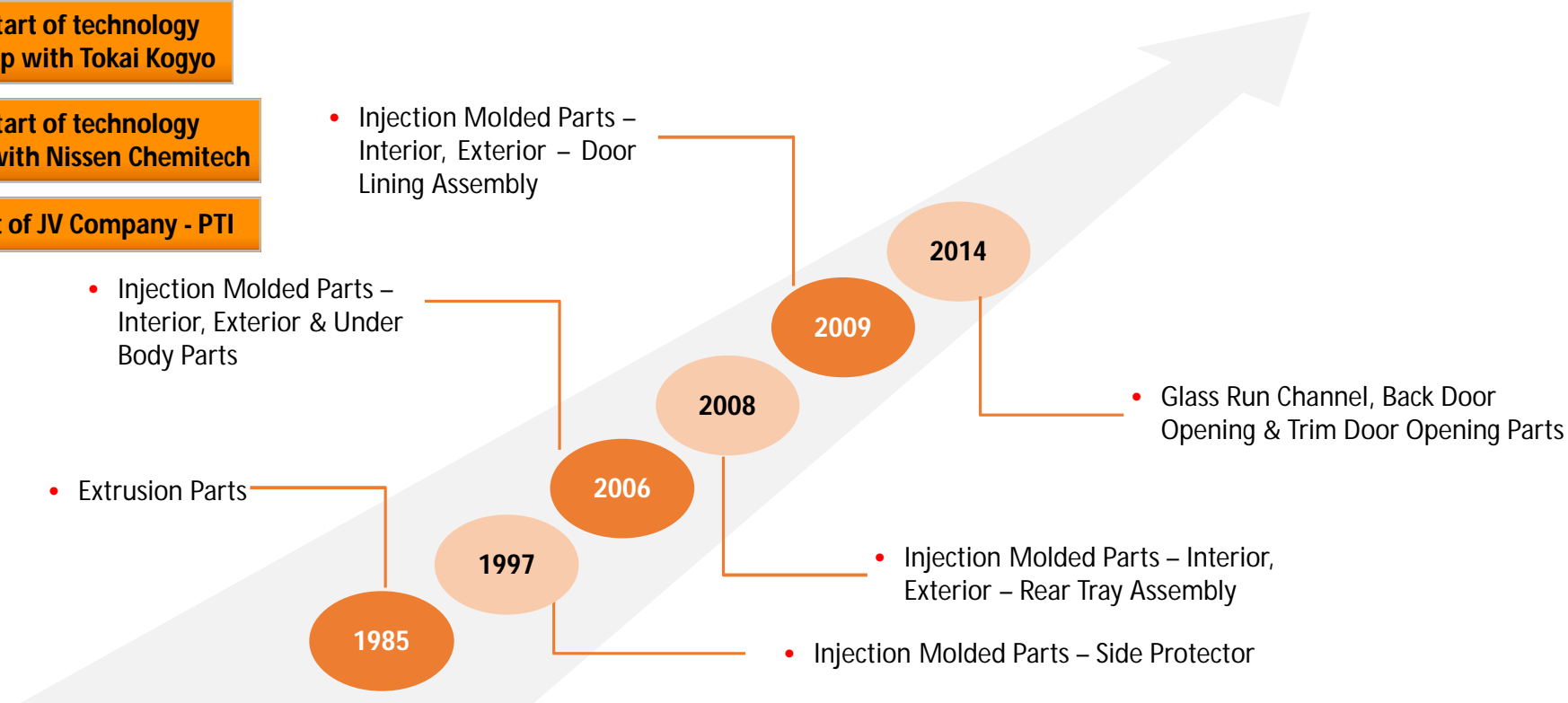


PRODUCT - MILESTONES

1989 – Start of technology partnership with Tokai Kogyo

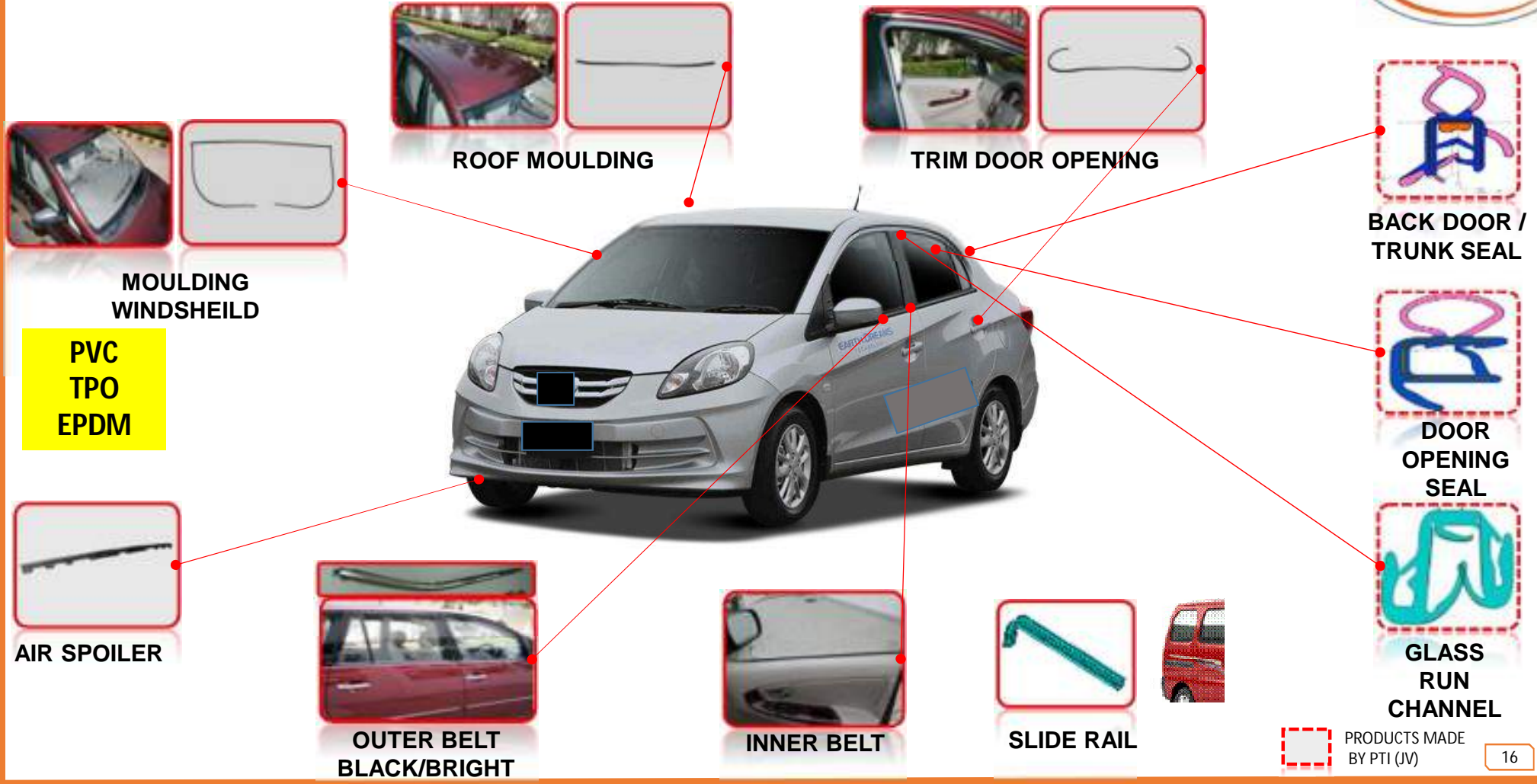
2007 – Start of technology partnership with Nissen Chemitech

2012 – Start of JV Company - PTI





SEALING SYSTEMS



PRODUCTS MADE BY PTI (JV)

INJECTION MOLDING PRODUCTS



FR-PILLAR



CTR-PILLAR



RR -PILLAR



REAR TRAY



PARTITION

UNDER HOOD PRODUCTS



IN CABIN PRODUCTS



LINING RR PANEL



SIDE PROTECTORS



SPLASH GUARD



DOOR LINING



FENDER INNER



TRUNK LINING

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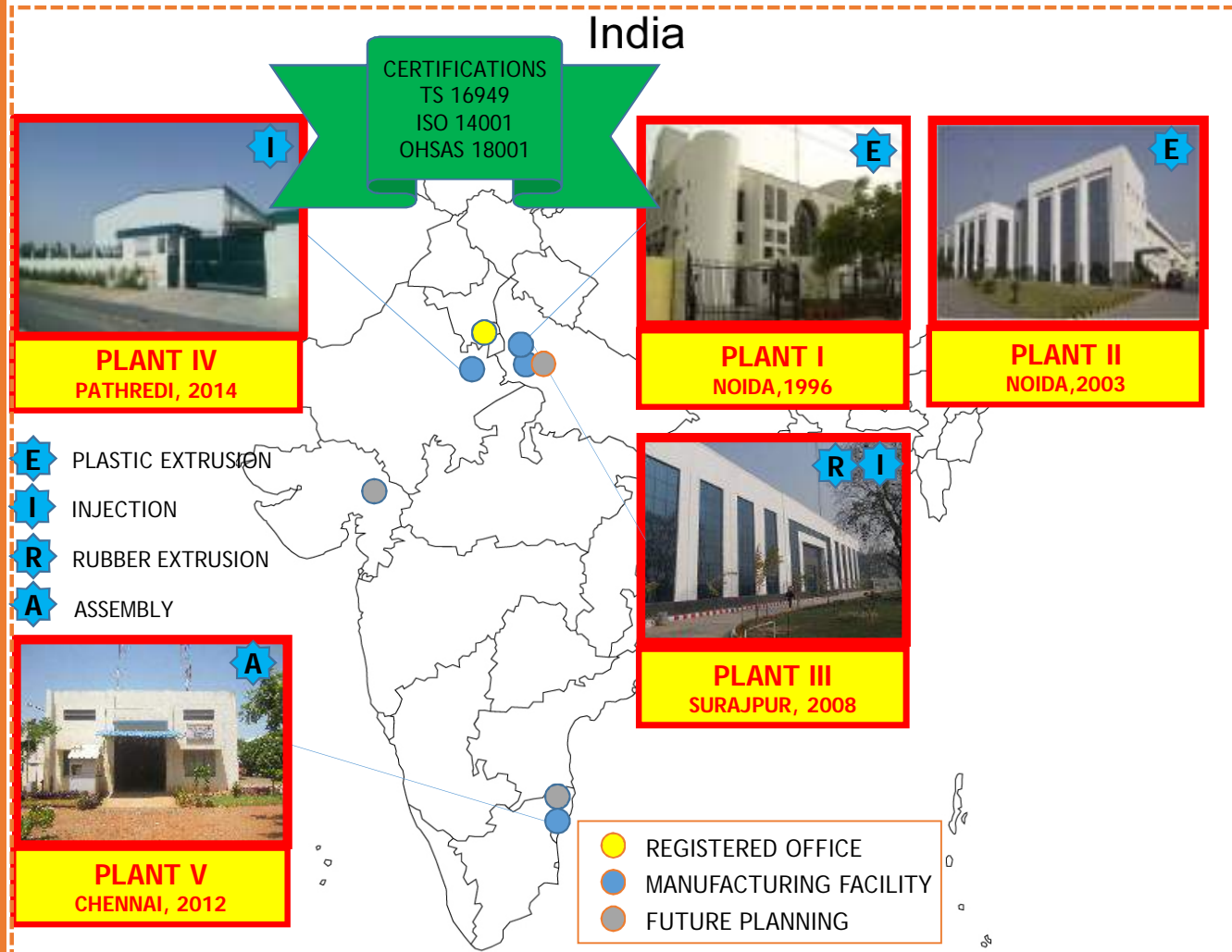
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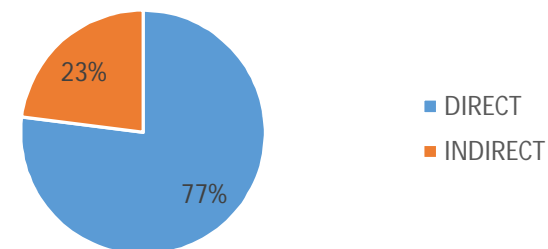


MANUFACTURING FACILITIES



HUMAN RESOURCE

TEAM STRENGTH : 1716

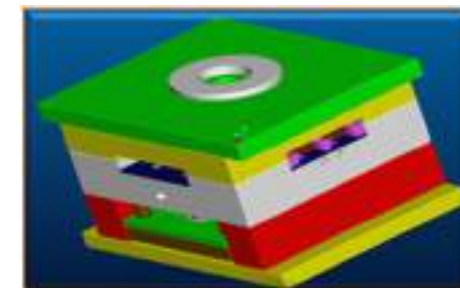
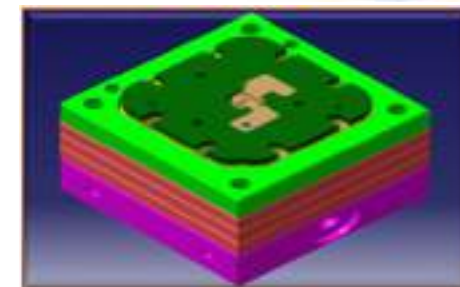


INDIRECT	23%
NO OF TEAM MEMBERS	
DESIGN & DEVELOPMENT	45
TOOL MANUFACTURING	12
SPECIAL PURPOSE MACHINE	5
STAFF	340
[PRODUCTION, QUALITY, PURCHASE, ACCOUNTS, MARKETING, HR & IT]	

ATTRITION

S NO	TYPE	FY 2015-16
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

13 Extrusion Lines
Flocking Lines
Assembly Lines



EPDM & TPV MATERIAL

1 Kneader Mixing Plant (2nd Mixing)
1 EPDM Line
1 TPV Line

INJECTION MOLDING INFRASTRUCTURE



32 machines including 8 Gas-assisted

Range: 60 tons – 2,500 tons

Make: Toshiba, Nissei, JSW, Fanuc, Toyo, Mitsubishi

TOOL & MACHINE MANUFACTURING



IN HOUSE TOOL ROOM

CNC Machines

- Wire Cut (Sodick)
- EDM
- CNC Lathe
- CNC Milling

Outsourcing of Toolings from:–

- Local
- China
- Taiwan

TESTING AND VALIDATION



**Raw Material Testing
Part Performance Testing**

Test Machines

- **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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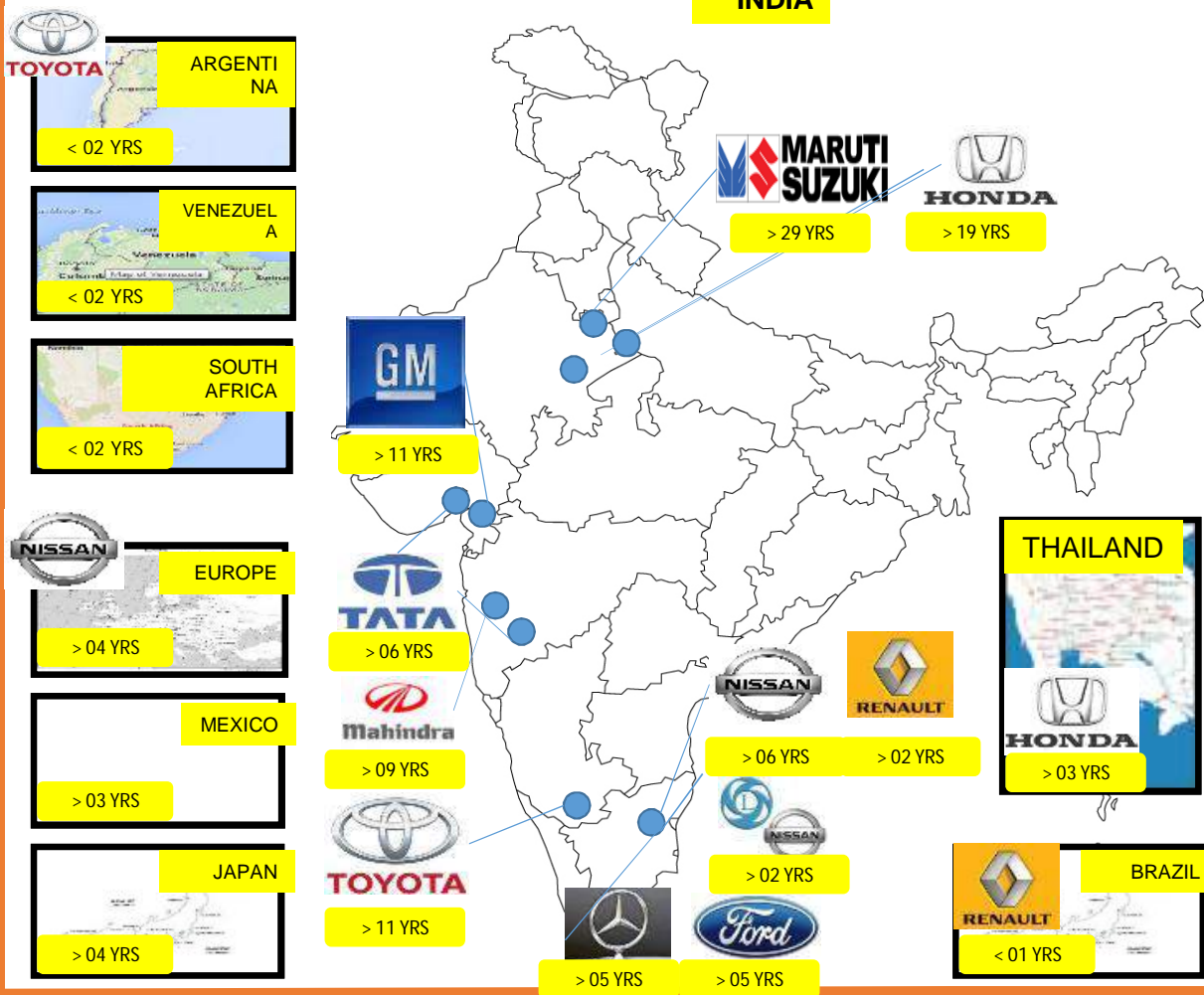
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MODELS

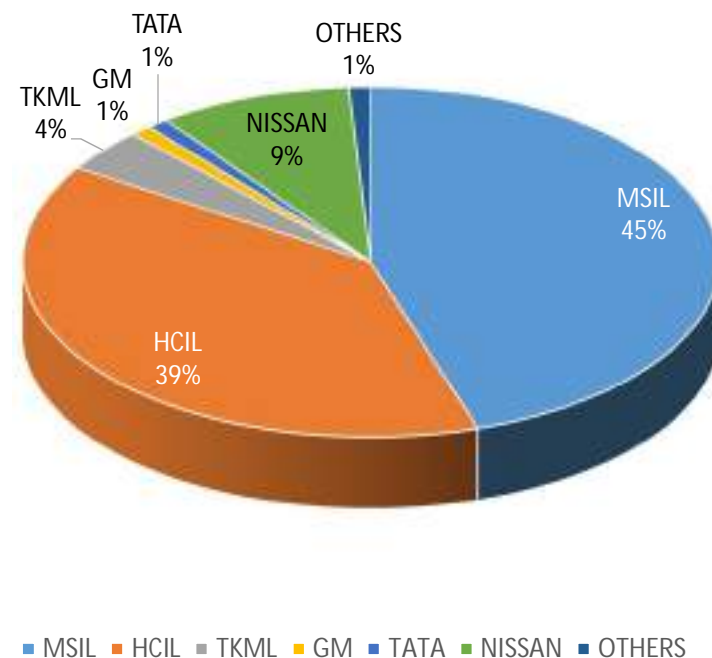




CUSTOMERS



BUSINESS SHARE



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CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



HONDA CARS INDIA LIMITED



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



MARUTI SUZUKI INDIA LIMITED

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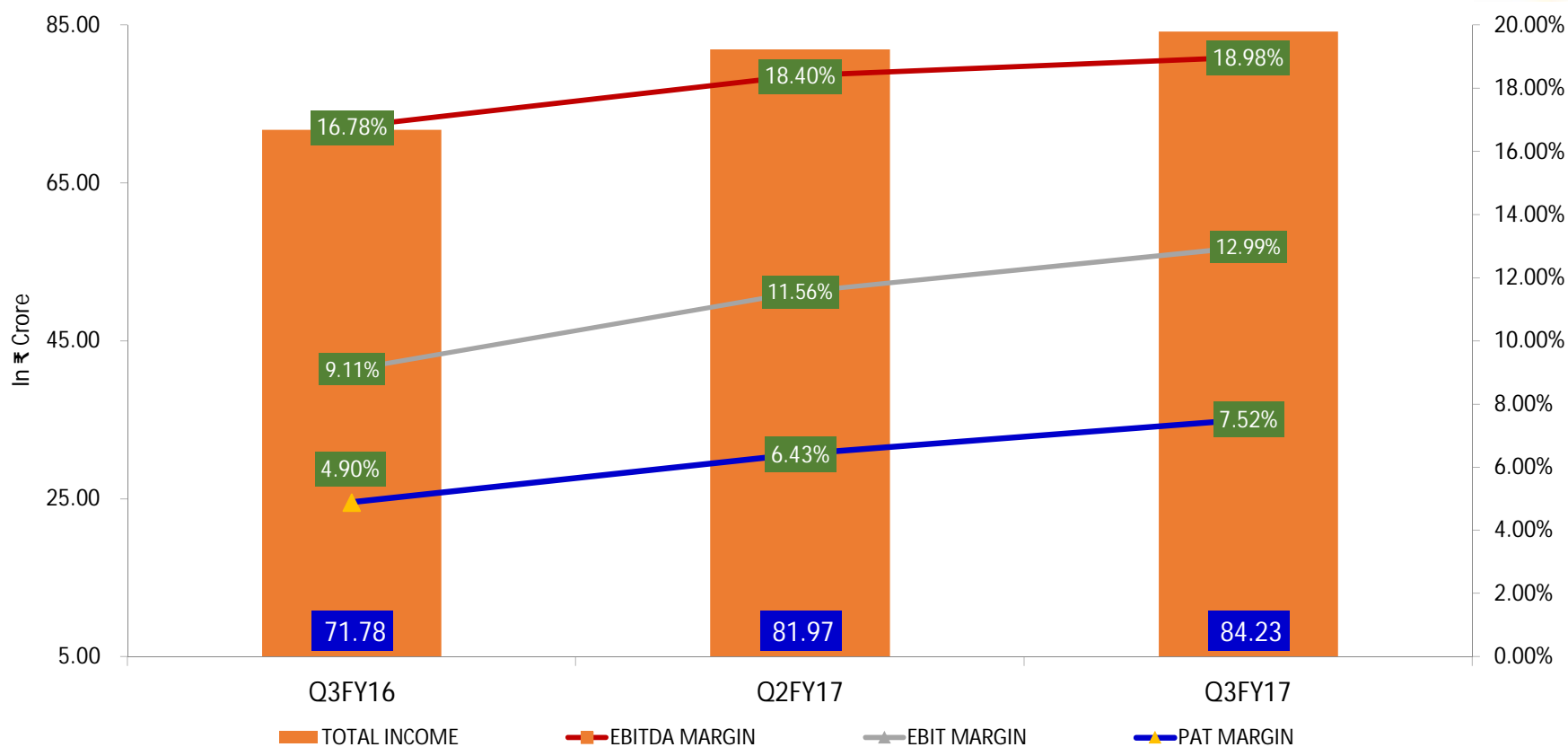
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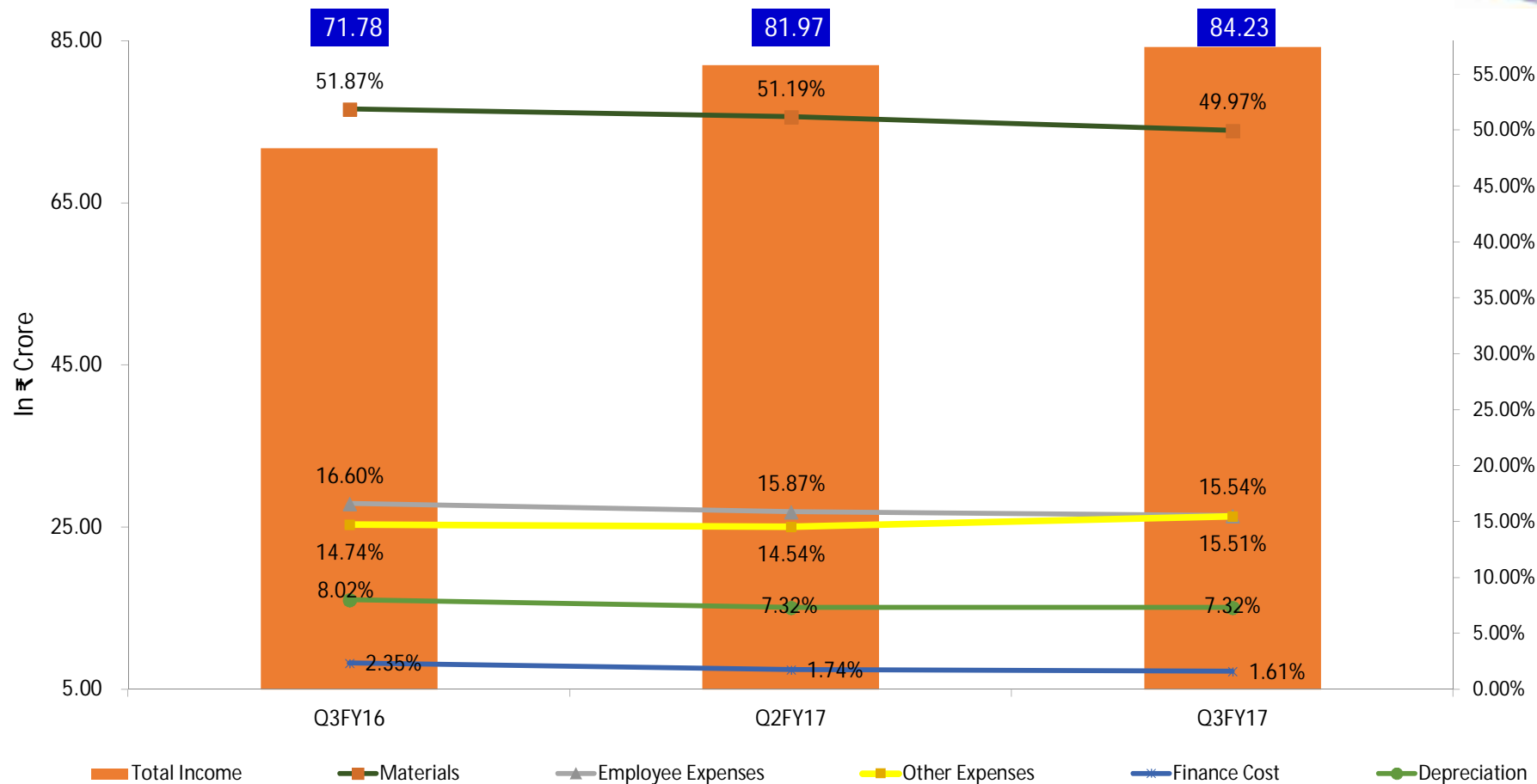
QUARTERLY FINANCIAL PERFORMANCE



Note - Includes ₹ 9.88 Cr. of Tool Sales in Q3FY17, ₹ 2.14 Cr. in Q3FY16, ₹ 1.23 Cr. in Q2FY17



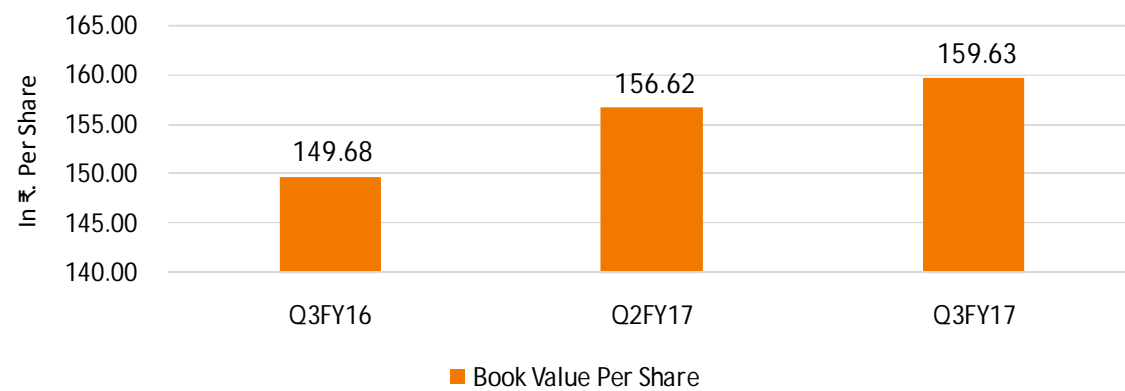
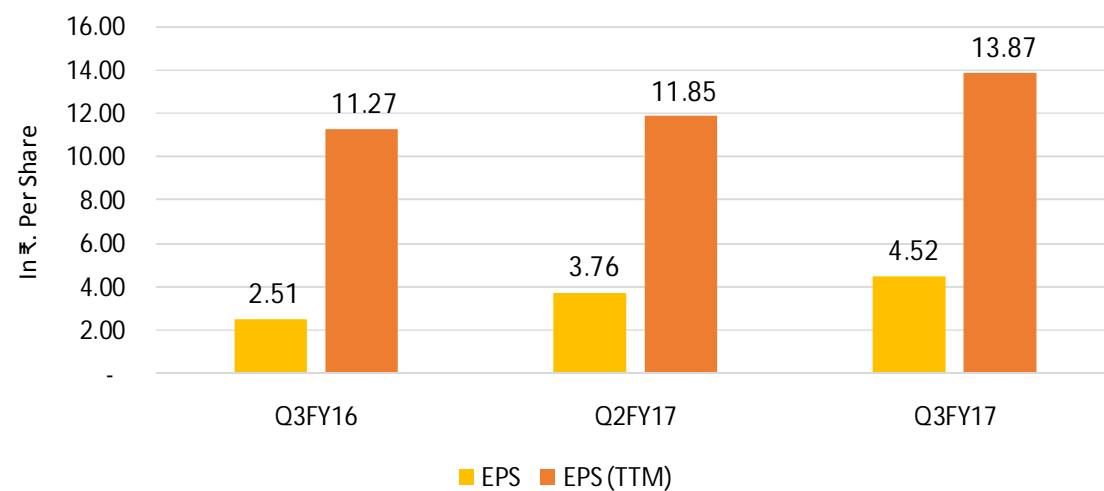
EXPENSES AS % OF TOTAL INCOME (Quarterly)



Note - Includes ₹ 9.88 Cr. of Tool Sales in Q3FY17, ₹ 2.14 Cr. in Q3FY16, ₹ 1.23 Cr. in Q2FY17



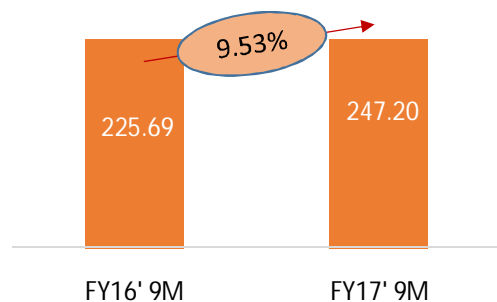
EPS & BVPS (Quarterly)



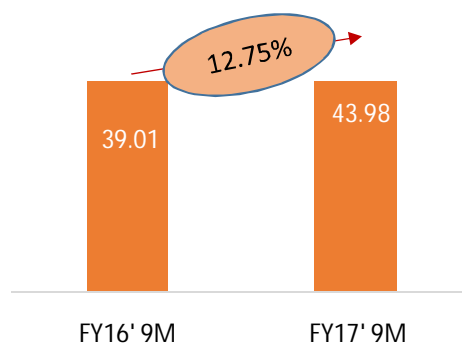


NINE MONTHS HIGHLIGHTS

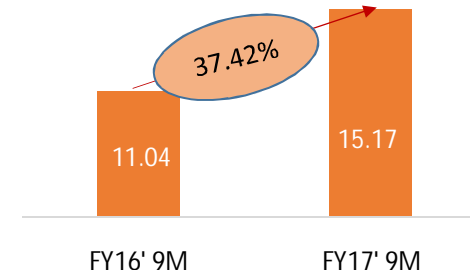
All figures in ₹ Crore



Total Income



EBITDA

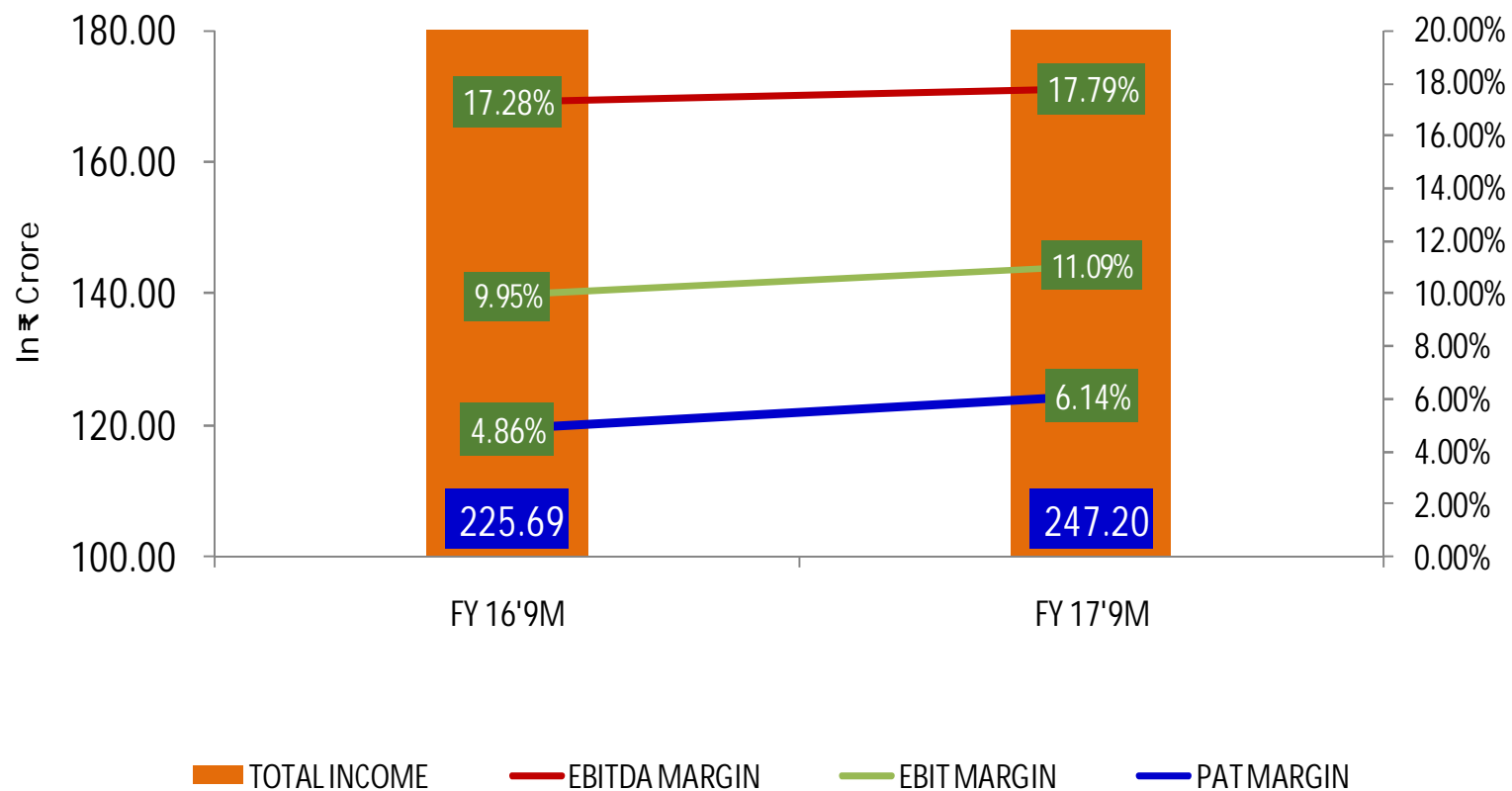


PAT

- ❖ FY17' 9M Income included Tool sales of ₹. 23.28 crore vs. ₹ 2.87 crores of FY16' 9M.
- ❖ EBITDA Margin is at 17.80%
- ❖ Interim dividend of 12.5% (Rs. 1.25 per share)
- ❖ Started supplies for Kwid for Export Market, Innova, Fortuner, Ignis, Vitara Brezza Petrol, Baleno RS
- ❖ Entry into LCV segment - Added SML Isuzu for Instrument Panels
- ❖ Entry into two wheeler segment - Added Suzuki Motorcycles for injection parts
- ❖ Won award for the product BSM – Baleno - excellence in automotive category in the small enterprises organized by the Economic Times ET Polymers Awards 2017



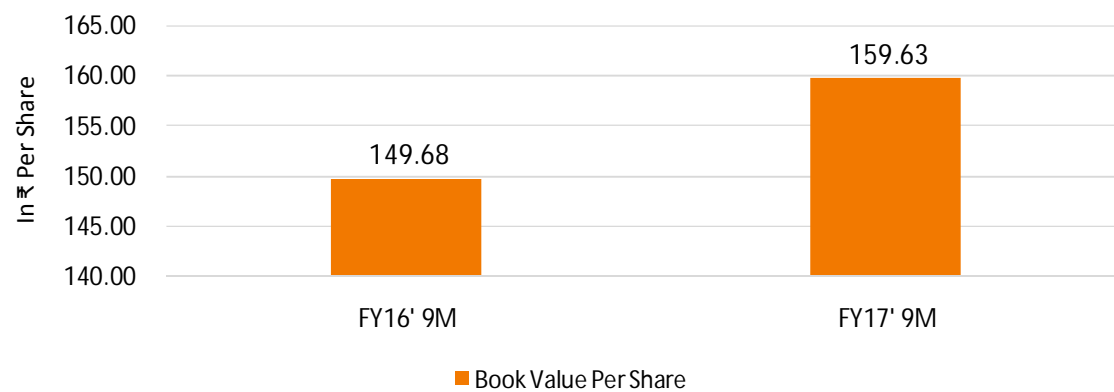
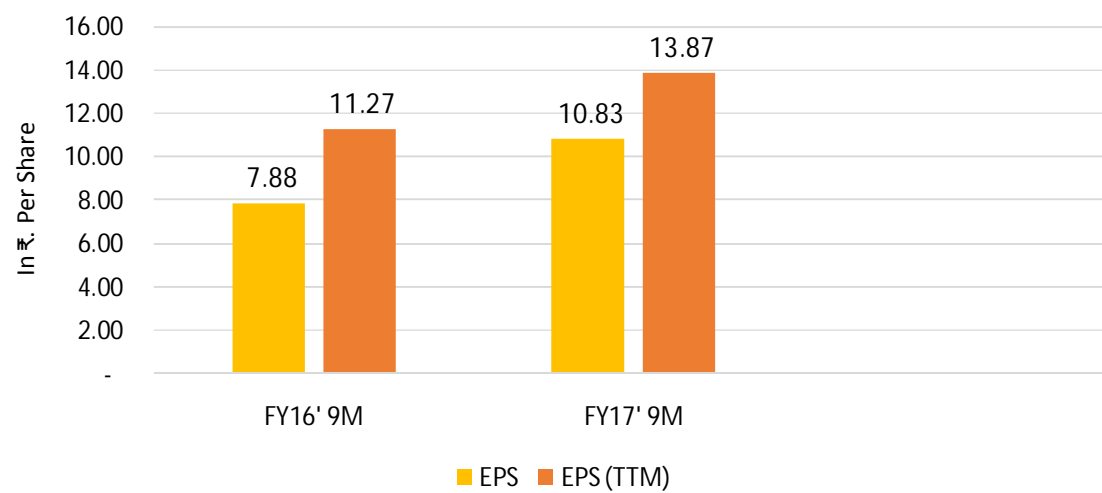
NINE MONTHS FINANCIAL PERFORMANCE



Note - Includes ₹ 23.28 Cr. of Tool Sales in FY17' 9M, ₹ 2.88 in FY16' 9M

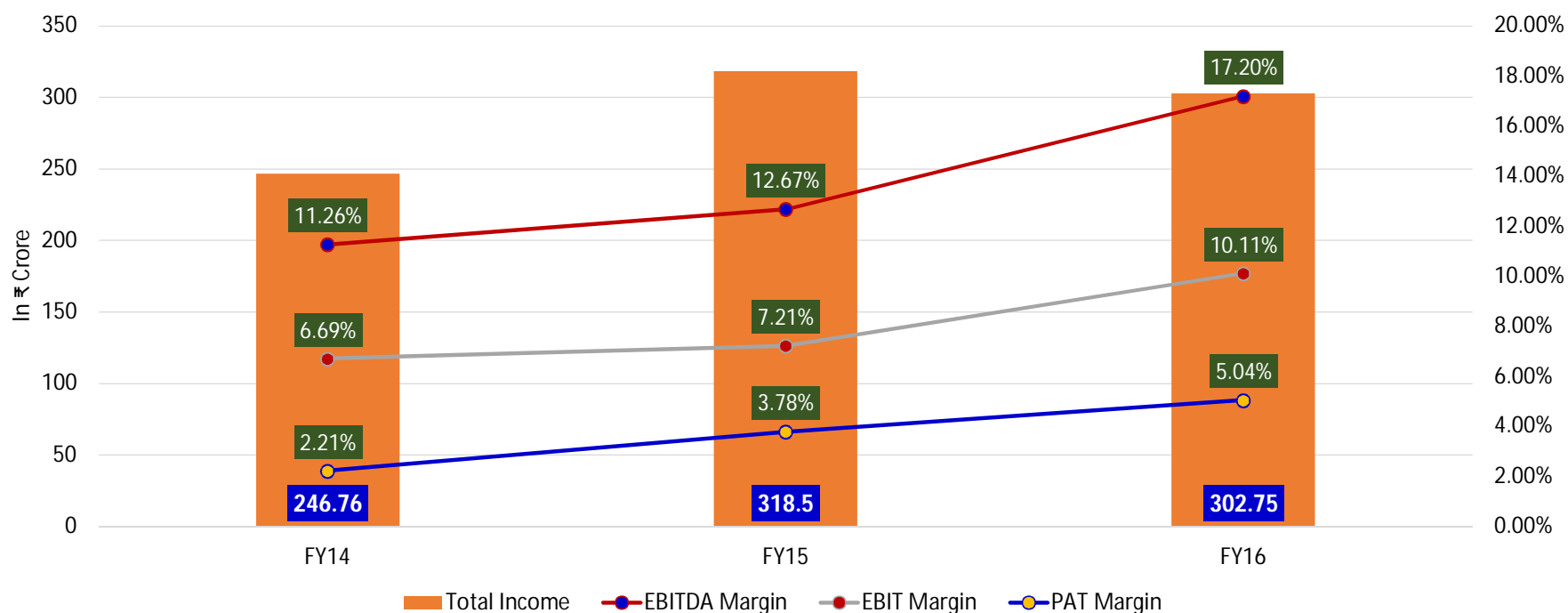


EPS & BVPS (NINE MONTHS)





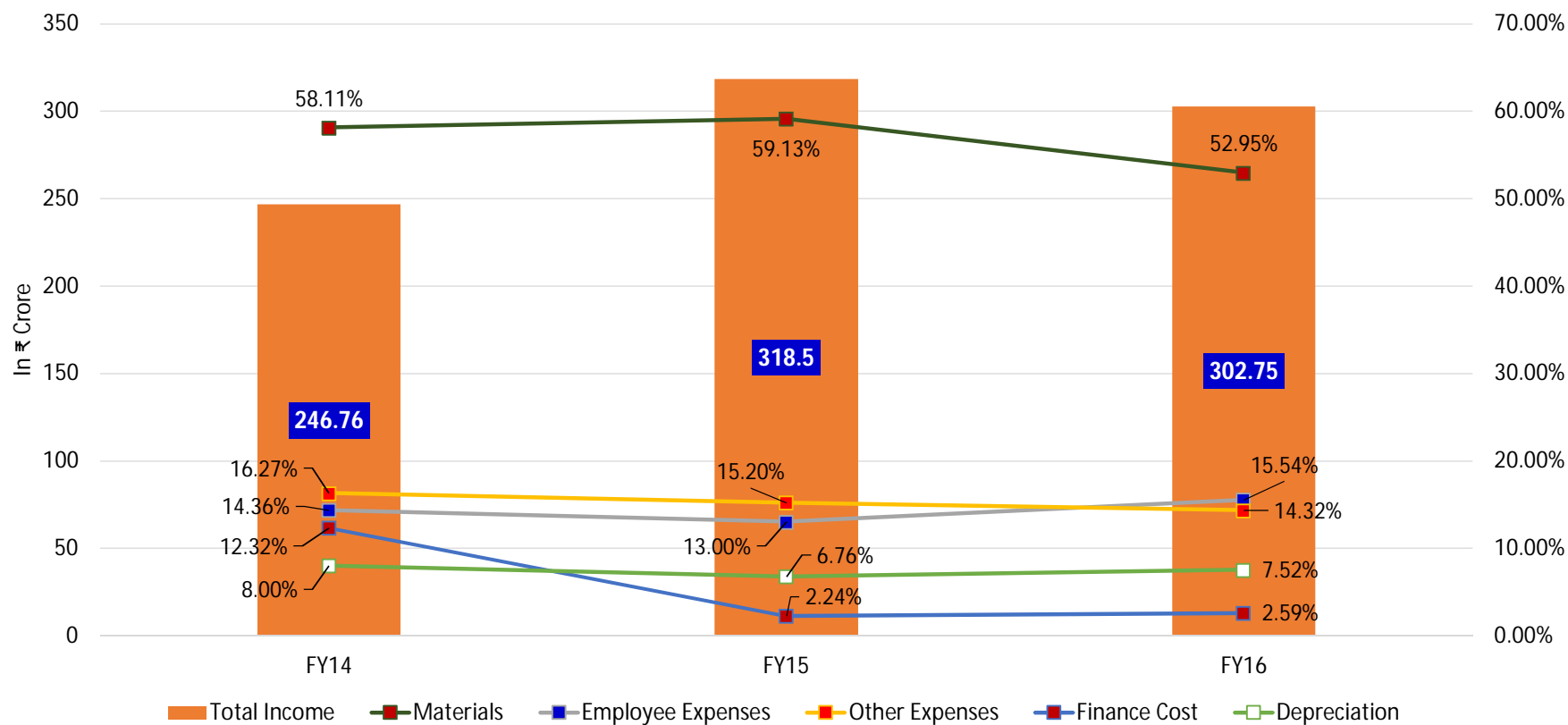
FINANCIAL PERFORMANCE SNAPSHOT (over last 3 years)



Note - On Standalone basis



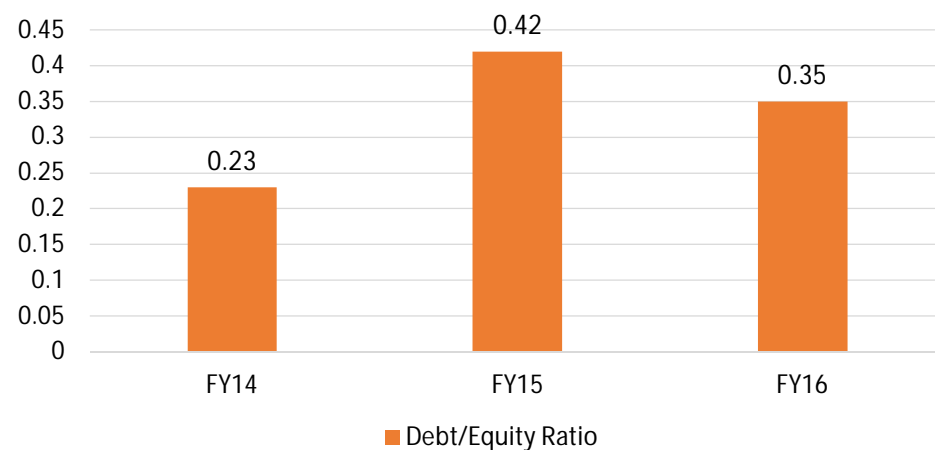
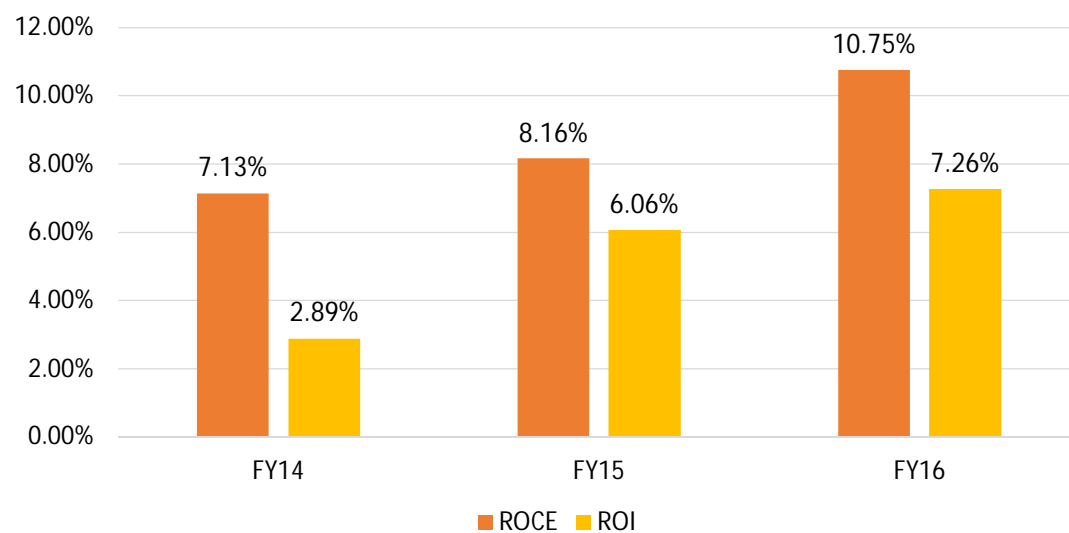
EXPENSES AS % OF TOTAL INCOME (over last 3 years)



Note - On Standalone basis

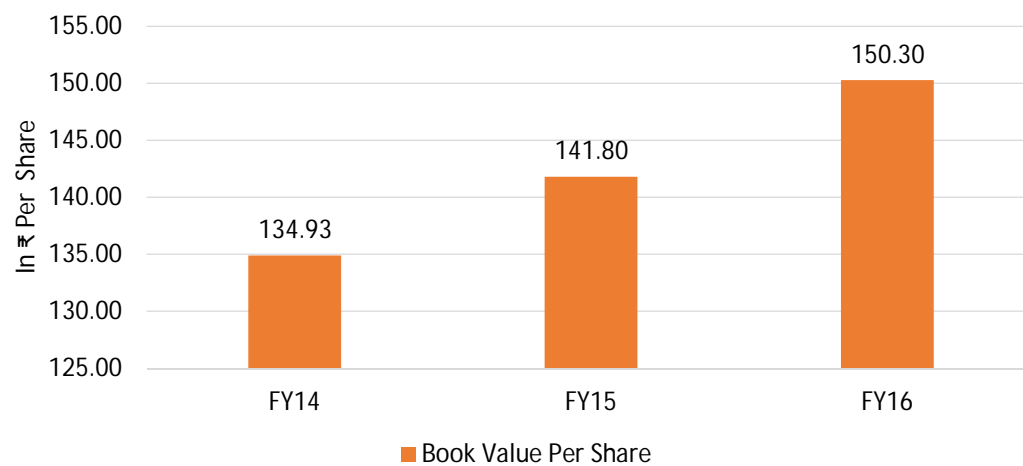
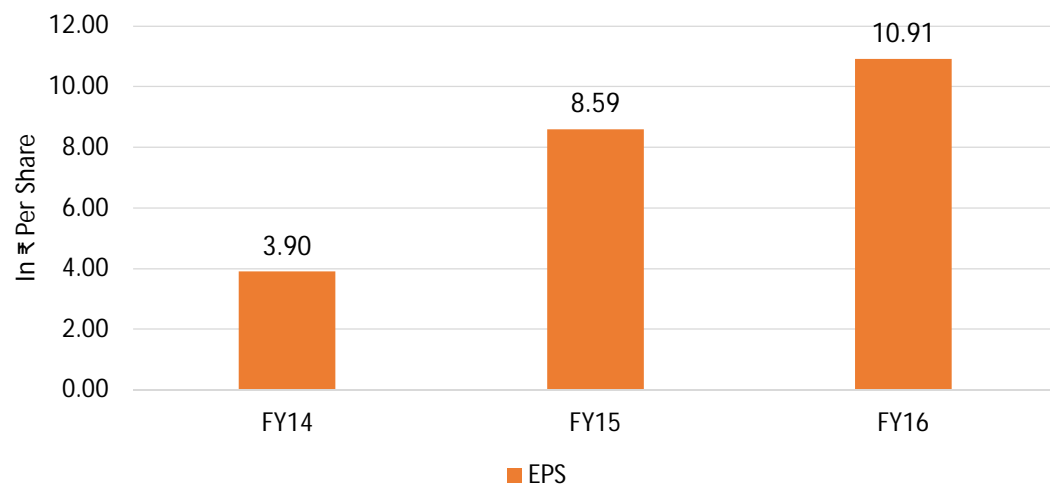


RETURN RATIOS AND D/E RATIO





EPS & BVPS (Over last 3 years)





SUMMARY OF CONSOLIDATED FY16 RESULTS

PARTICULARS	IN ₹ CRORE
TOTAL INCOME	319.72
INCOME FROM OPERATIONS	318.63
EBITDA	52.97
PAT	14.03
NET WORTH	205.53



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



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