



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

9th February, 2021

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(s),

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 nine months ended 31st December, 2020.

This is for your information and record.

Thanking you,

Yours faithfully,
For PPAP Automotive Limited


Sonia Bhandari
Company Secretary



PPAP Automotive Limited

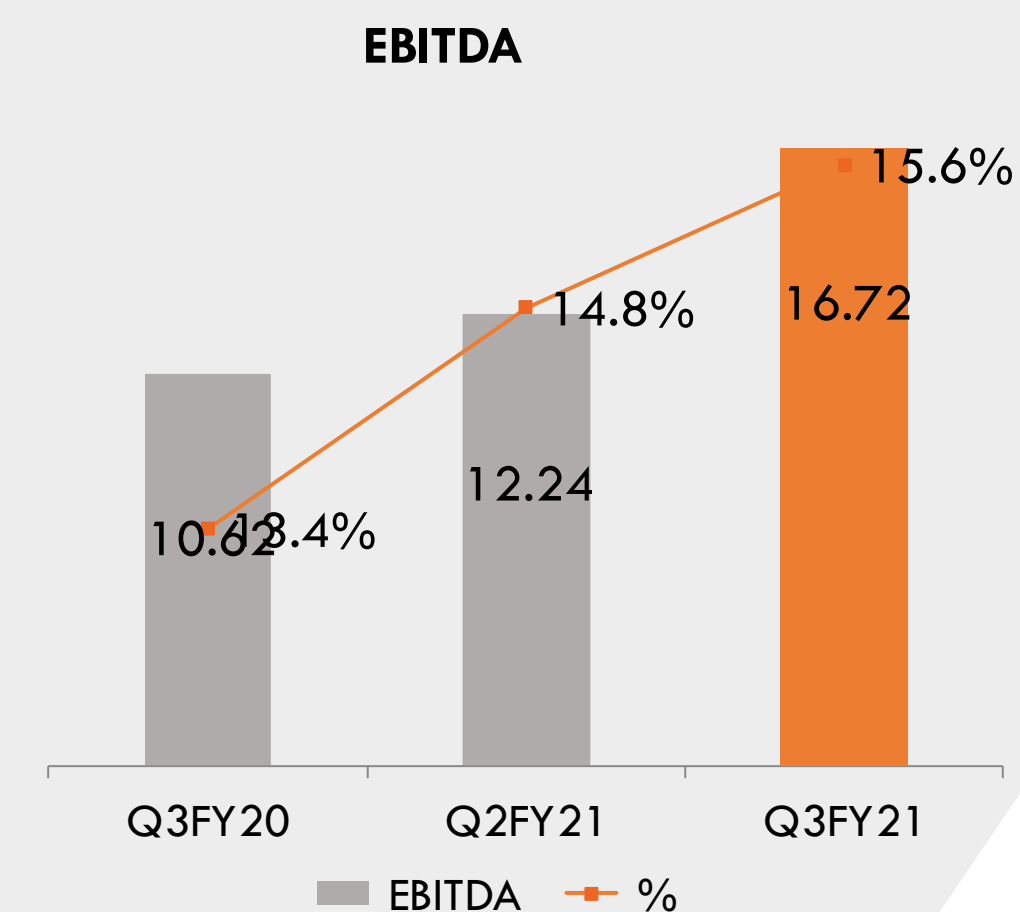
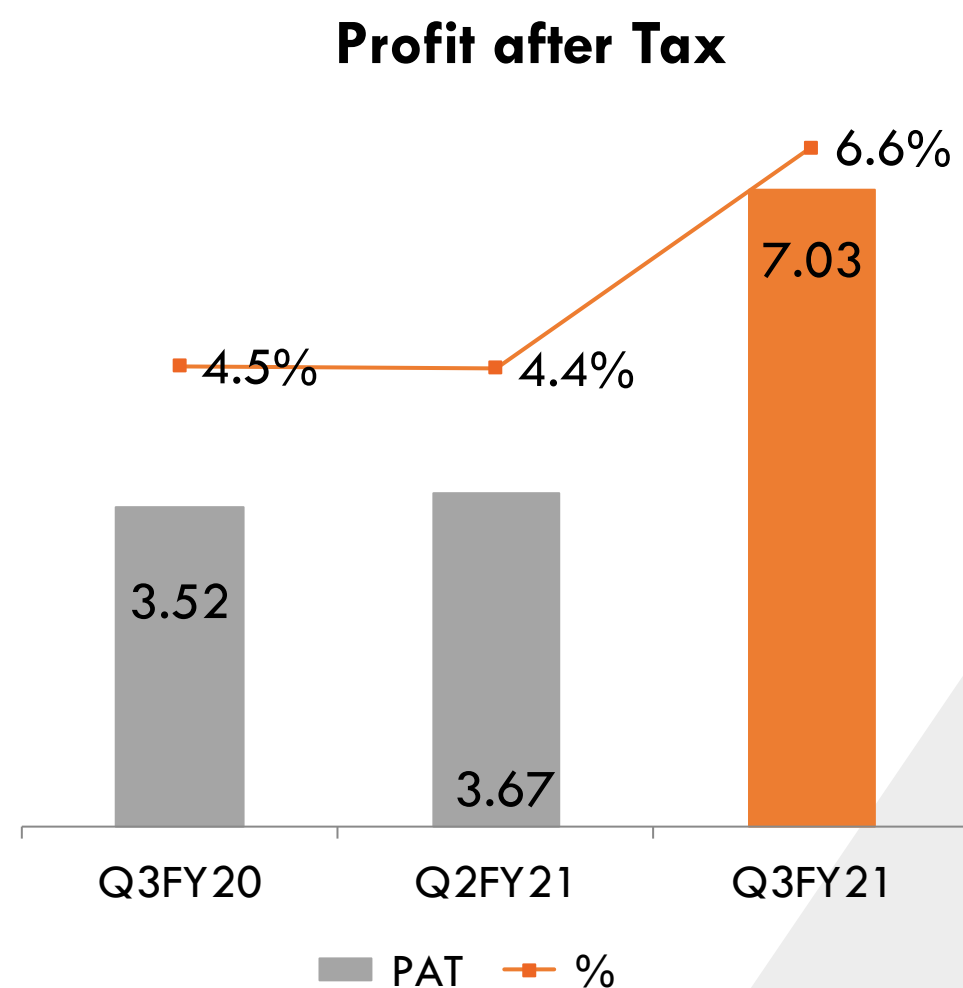
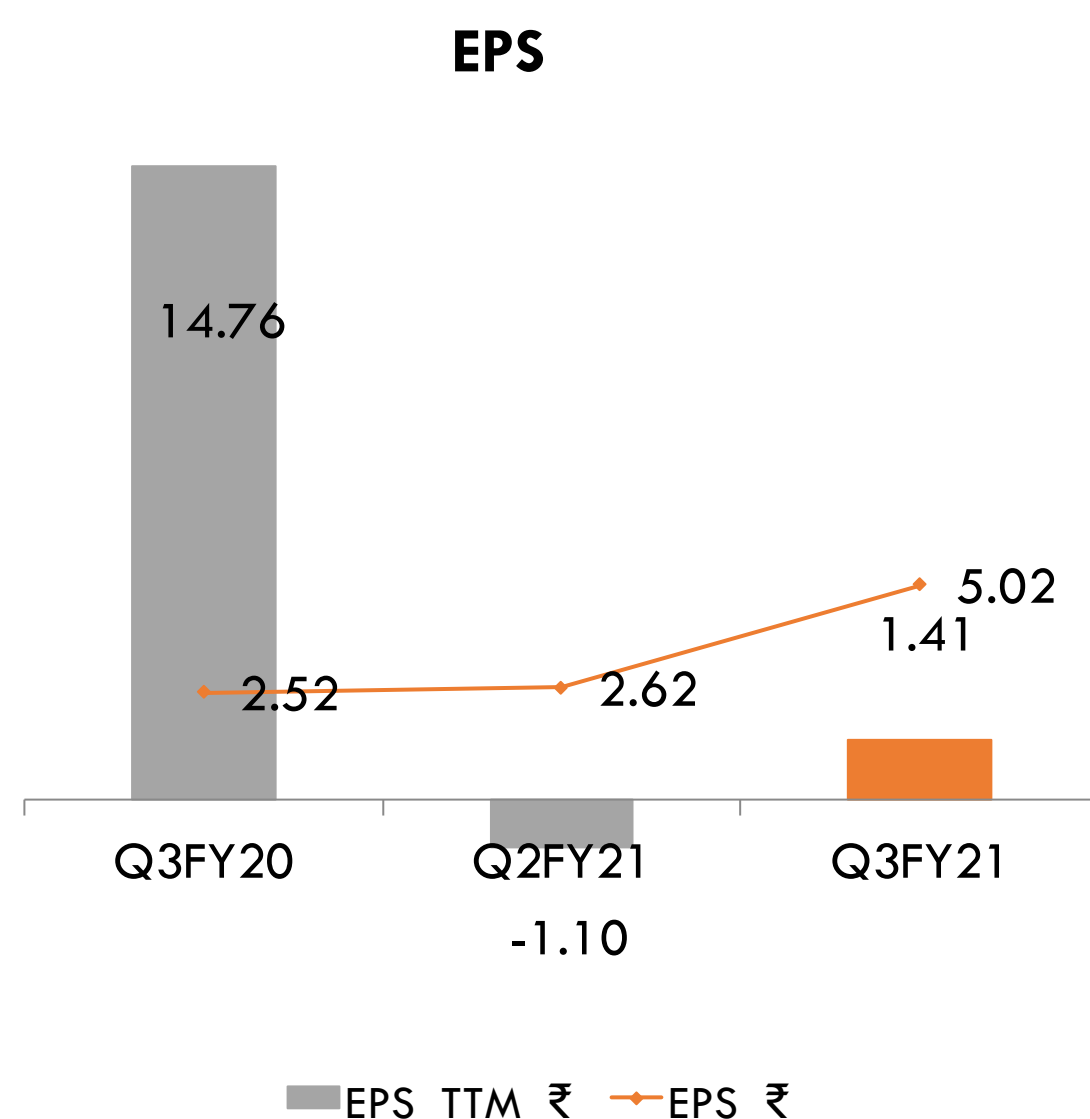
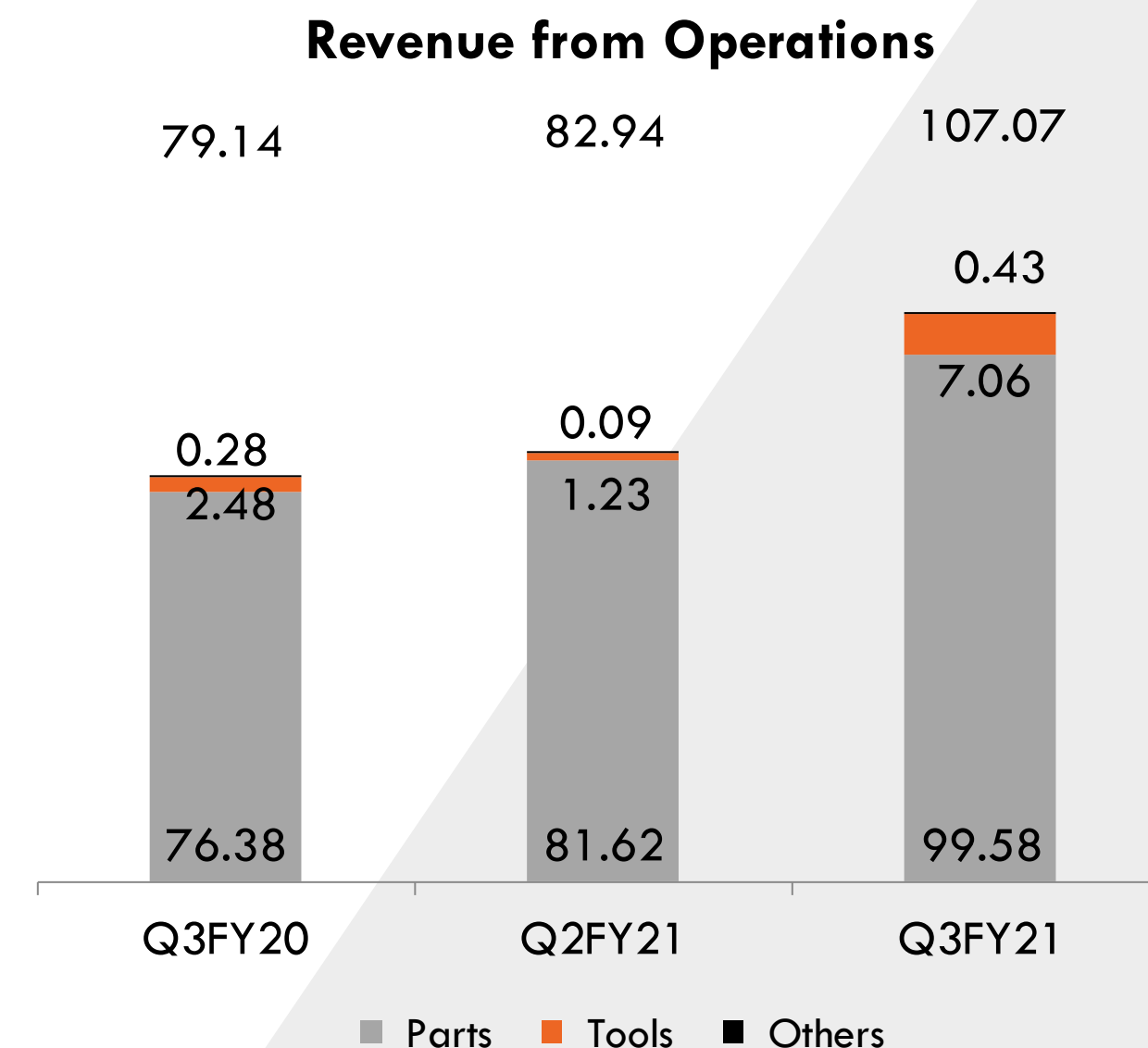
TAKING CHALLENGES, TOGETHER

Investor Presentation
Q3FY21
FEBRUARY 2021



STANDALONE QUARTERLY FINANCIAL HIGHLIGHTS (Q3FY21)

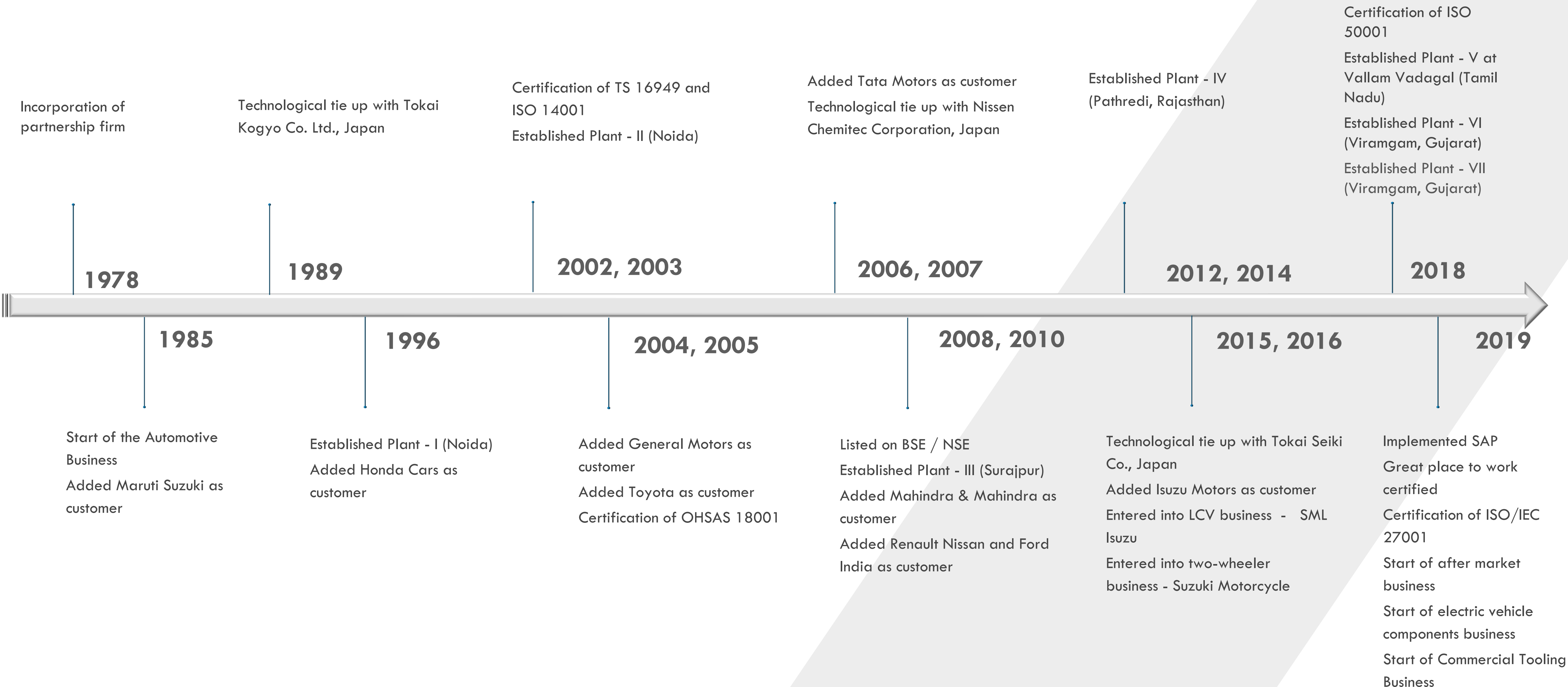
- Revenue from Operations at ₹ 107.07 Cr. up by 35.3% w.r.t. FY20Q3
- Part Sales at ₹ 99.58 Cr
- EBITDA at ₹ 16.72 Cr, 15.6% of Sales
- PAT at ₹ 7.03 Cr, 6.6% of Sales, up by 99.7% w.r.t FY20Q3
- EPS stood at ₹ 5.02
- Started supplies for MSIL - NEW BREZZA, HYUNDAI - NEW I-20 & NEW CRETA,
NISSAN – MAGNITE and RENAULT- KIGER



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”





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



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

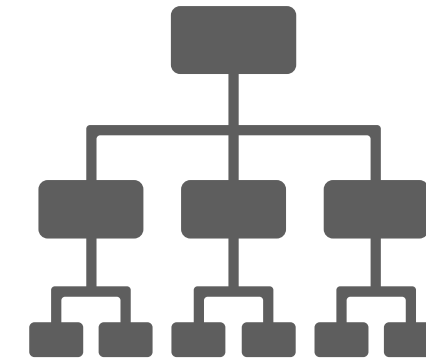
TECHNOLOGY PARTNERSHIP - PPAP SINCE 2007

CORE STRENGTHS



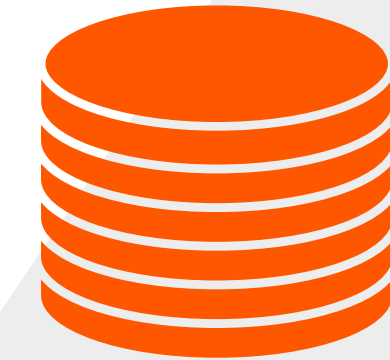
Leadership Position

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

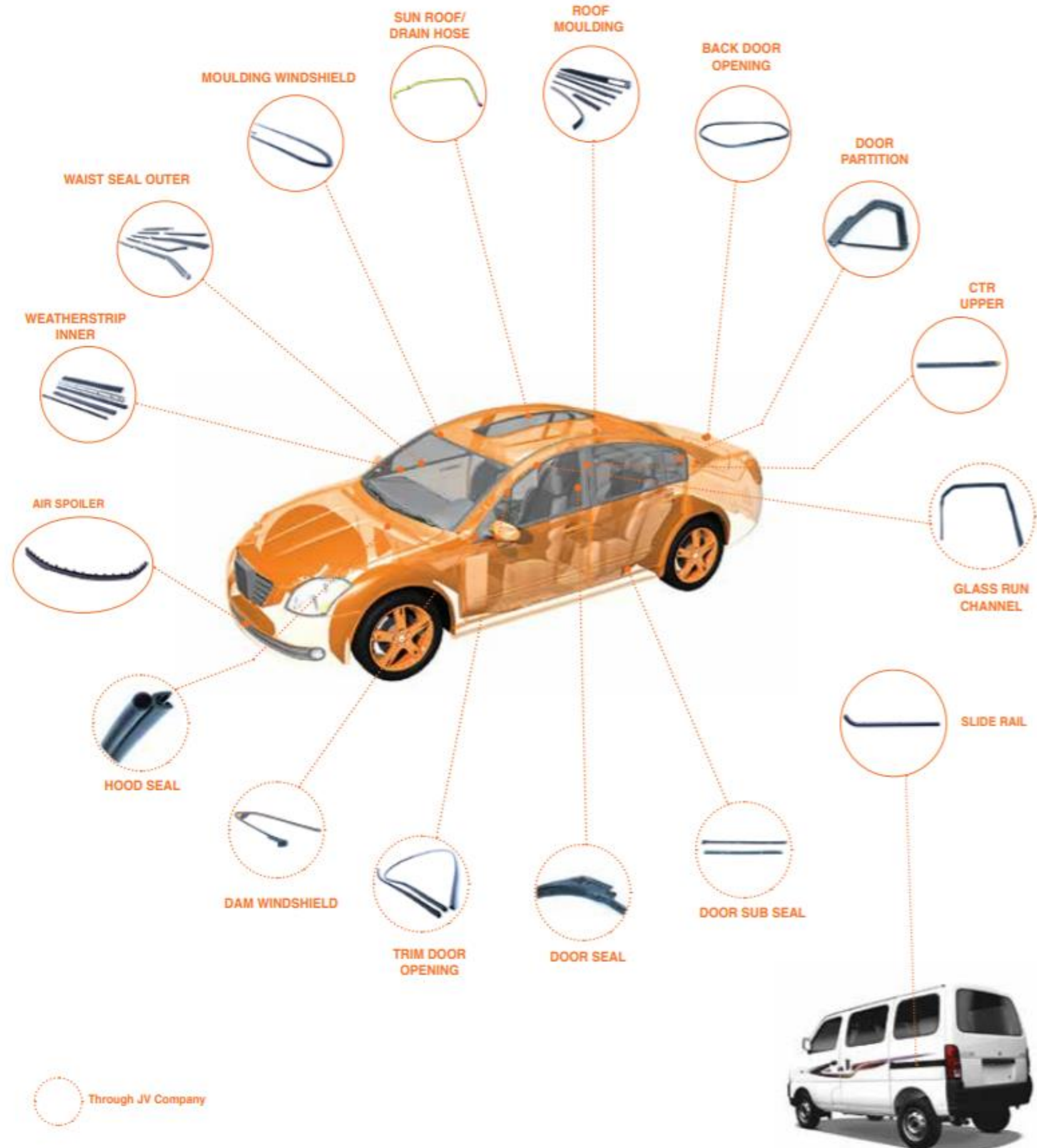


- Improve OEE (Overall Equipment Efficiency)

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

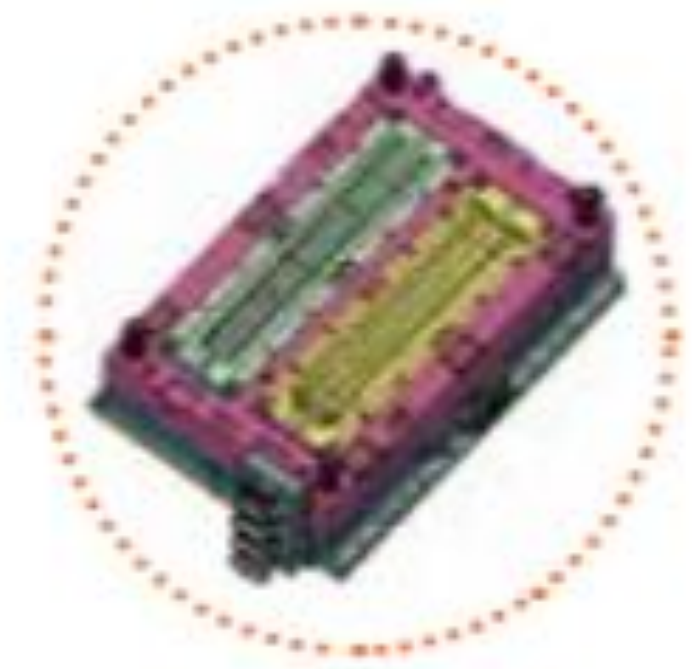
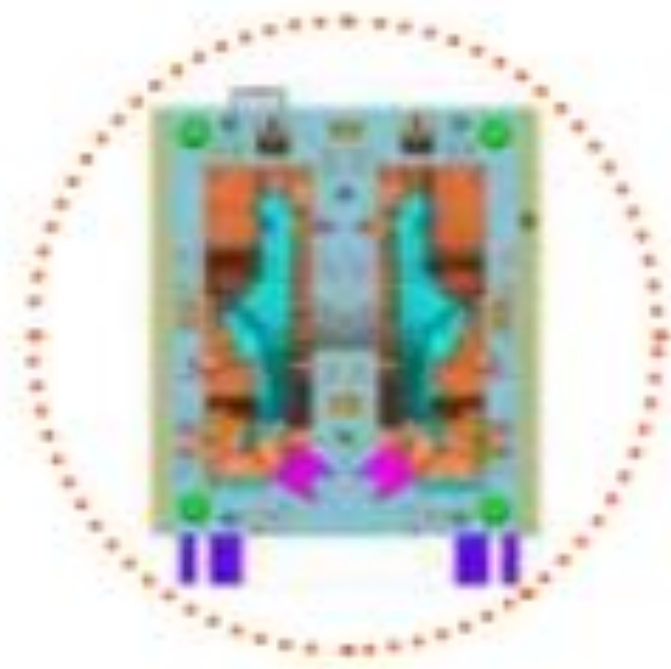
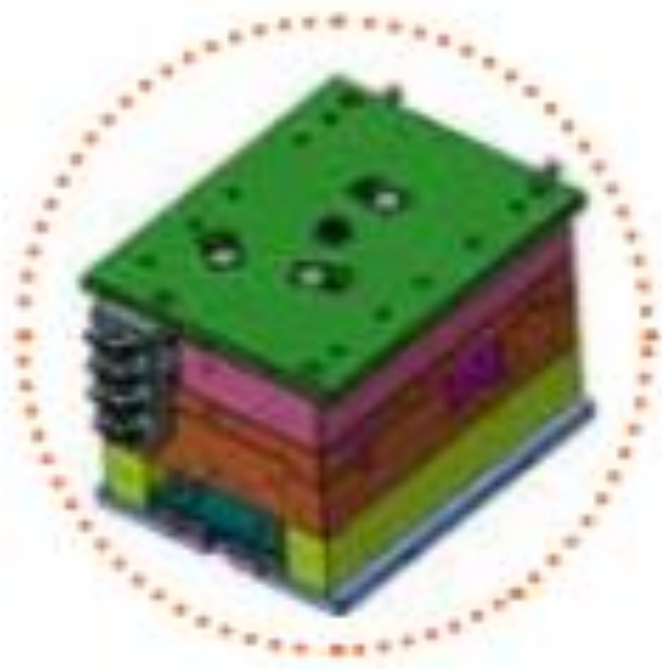
- Timing, efficiency and best value proposition review

Extrusion



Injection

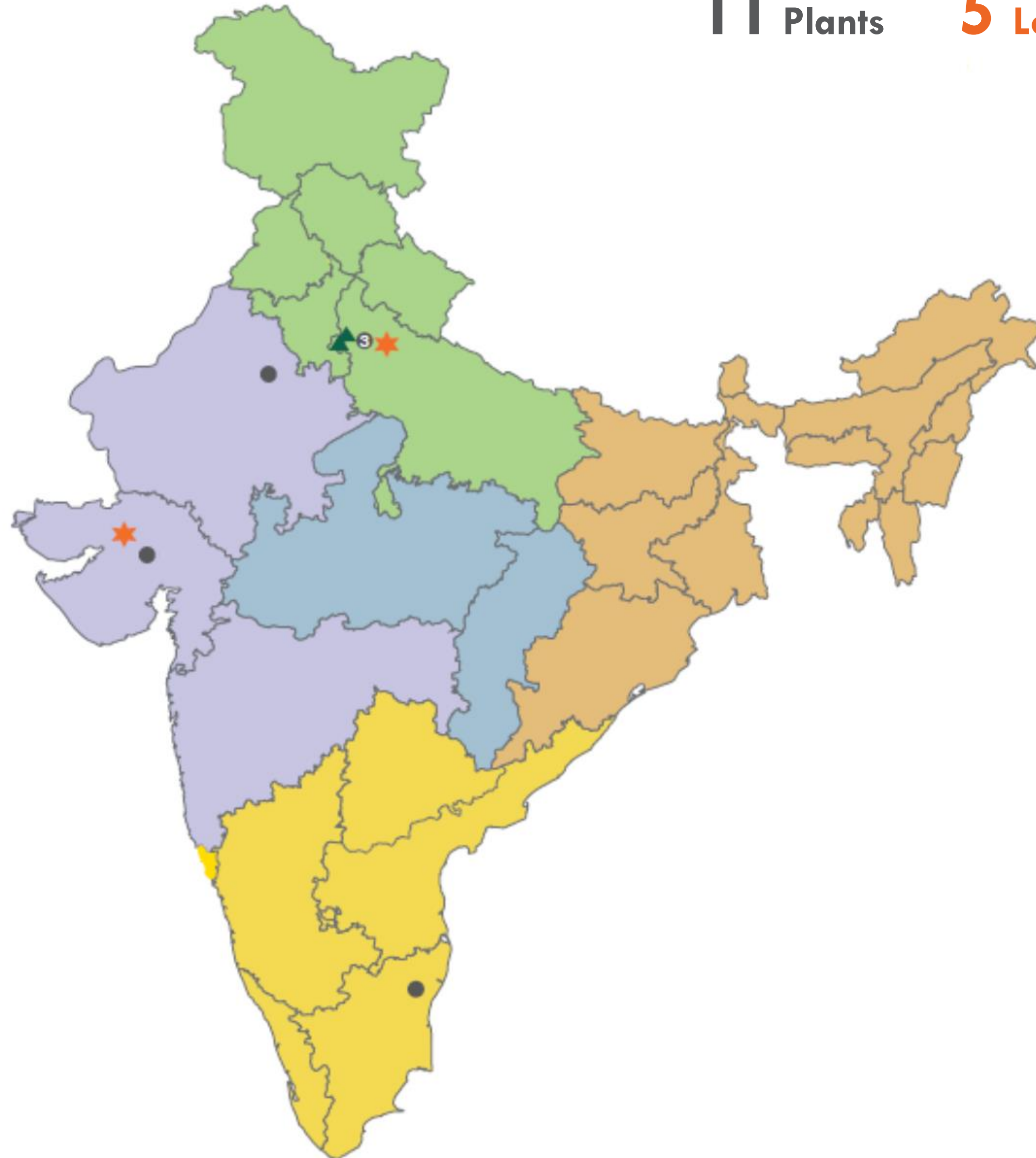




MANUFACTURING FACILITIES



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 VI)

Joint Venture Company

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

Subsidiary Companies

- ▲ Noida, Uttar Pradesh
- ▲ Okhla, Delhi

(*Plant VII consolidated with Plant VI)

CUSTOMER BASE & EXPORT COUNTRIES



CKD EXPORTS



JAPAN



USA



Brazil



Mexico



Venezuela



Thailand



United Kingdom



South Africa



Argentina

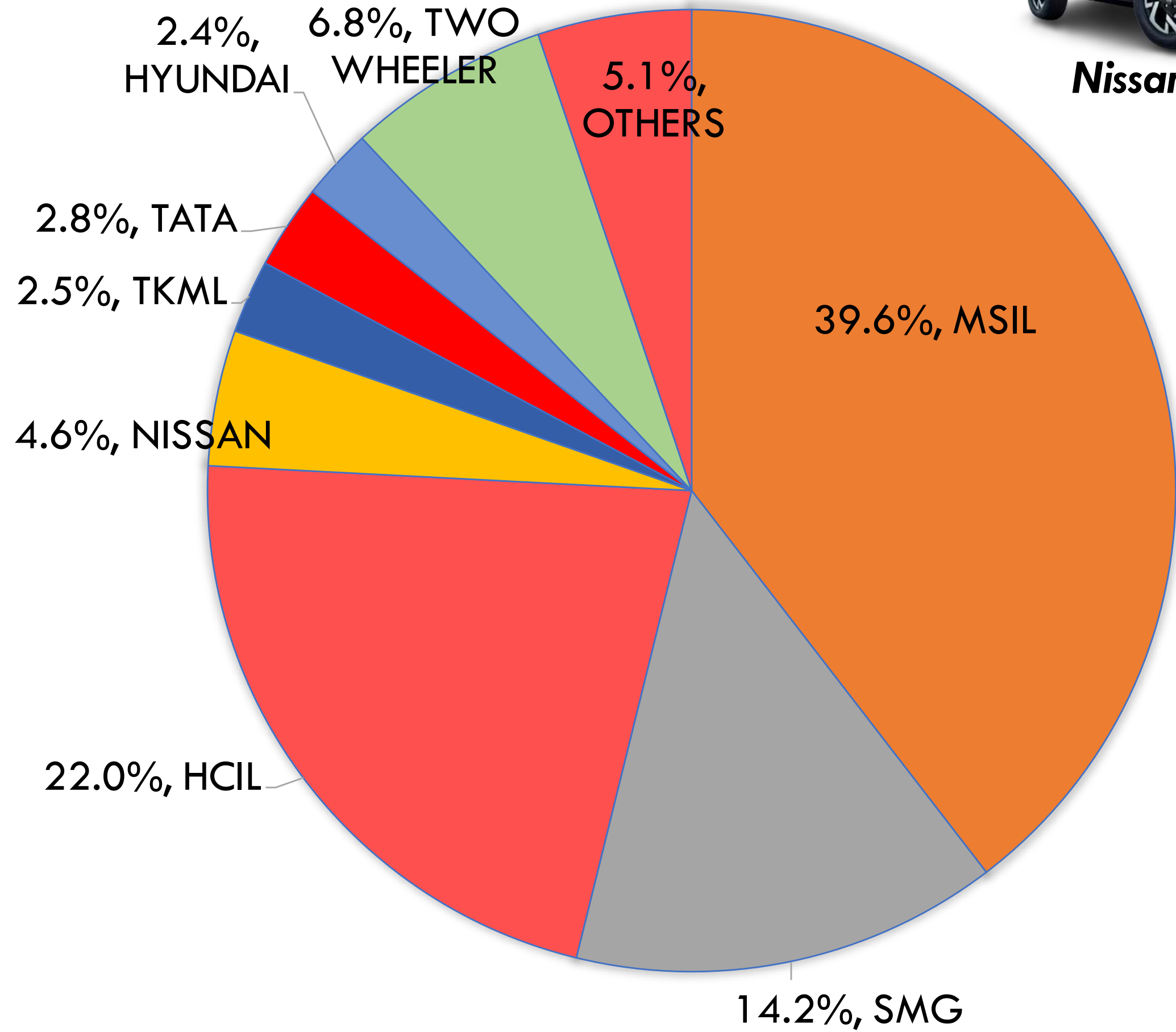
CUSTOMER BASE



OUR PRESENCE IN NEW MODELS



CUSTOMER CONTRIBUTION



Nissan - Magnite



Renault - Kiger



Tata Harrier



Kia Seltos



MG Hector



New Honda City



Hyundai Verna



New Hyundai Creta



Vitara Brezza



Hyundai Vanue



Hyundai New I20



Glanza



All New Ertiga



Suzuki Motorcycle Gixxer 250



Suzuki_Burgman



Honda CB shine SP

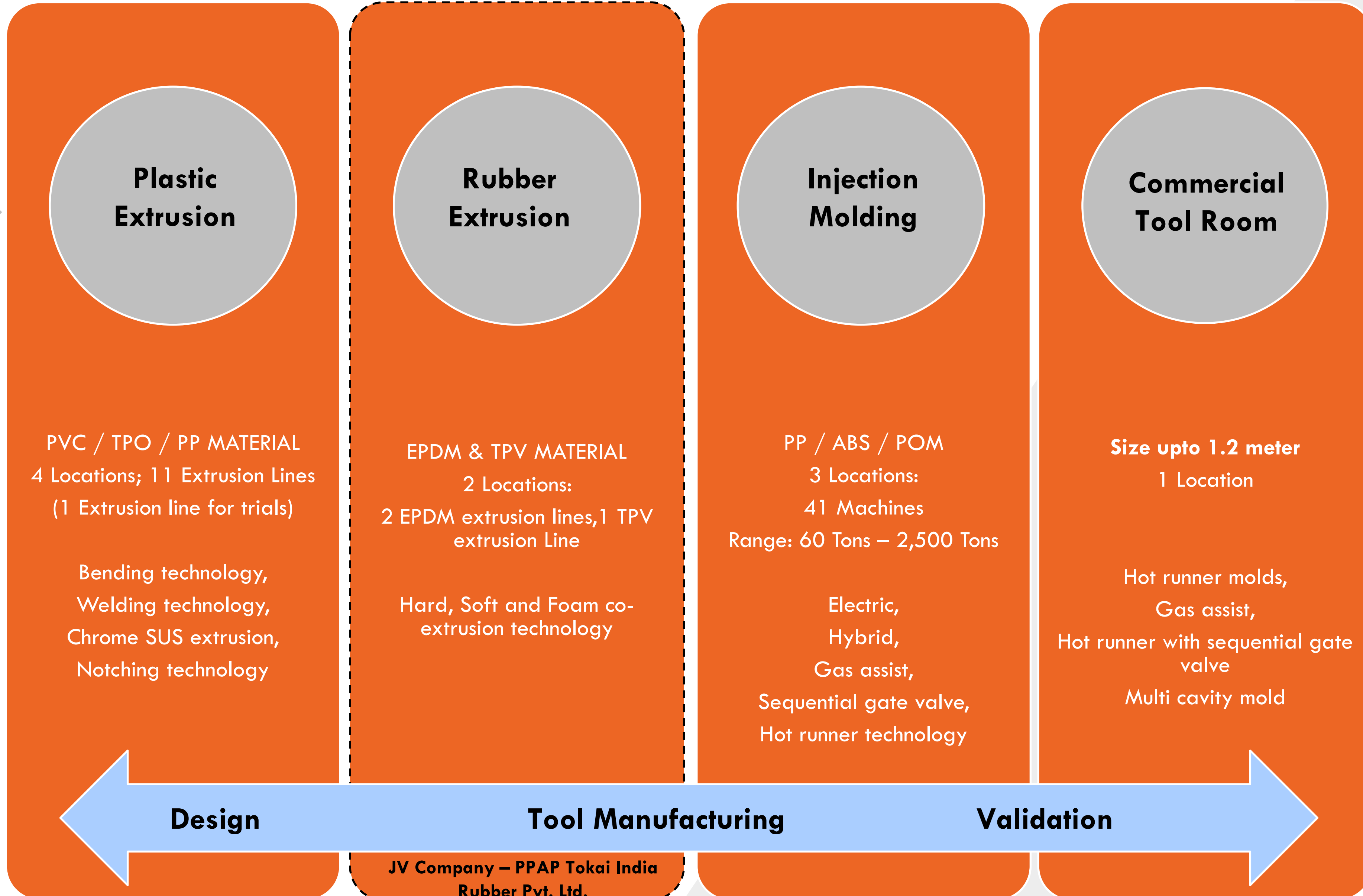
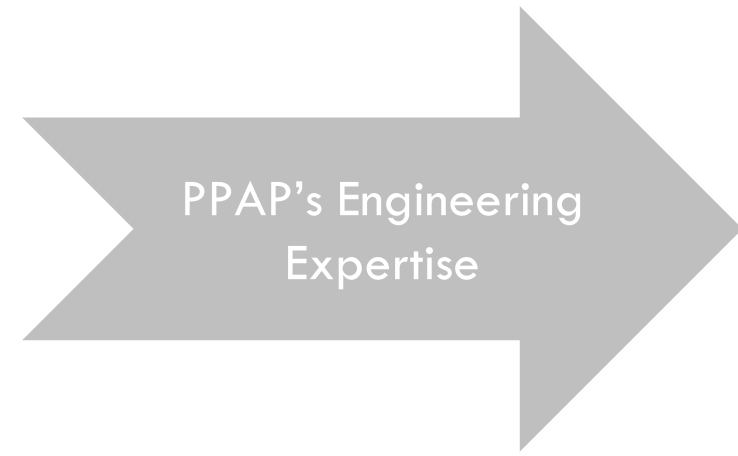


Suzuki Access



Honda Activa

COMPETITIVE EDGE – STATE OF THE ART MANUFACTURING FACILITY



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



PPAP Technology Limited

Lithium Ion Battery

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

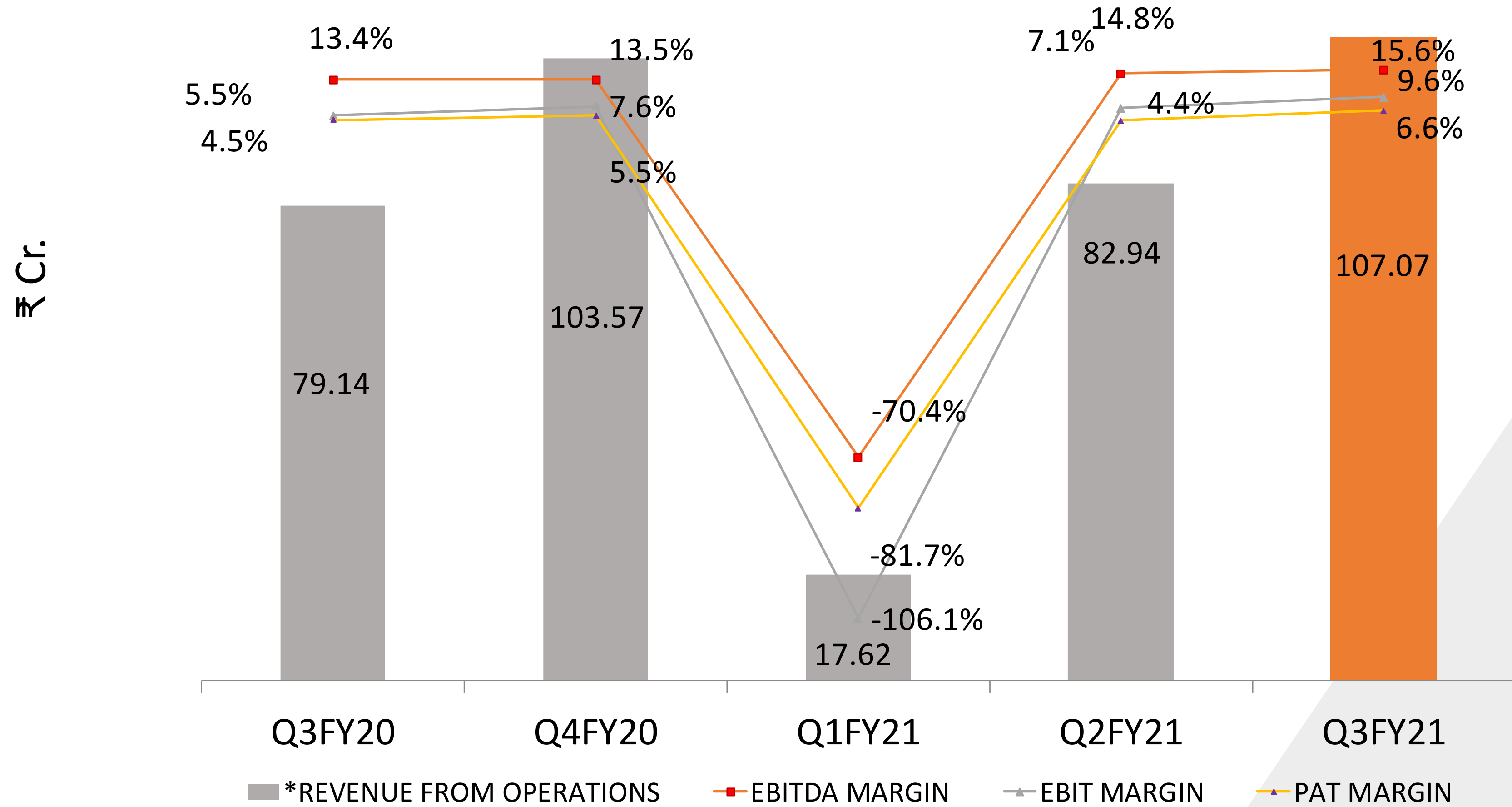
CUSTOMER APPRECIATION - ACCOLADES





FINANCIAL PERFORMANCE SNAPSHOT

QUARTERLY PERFORMANCE

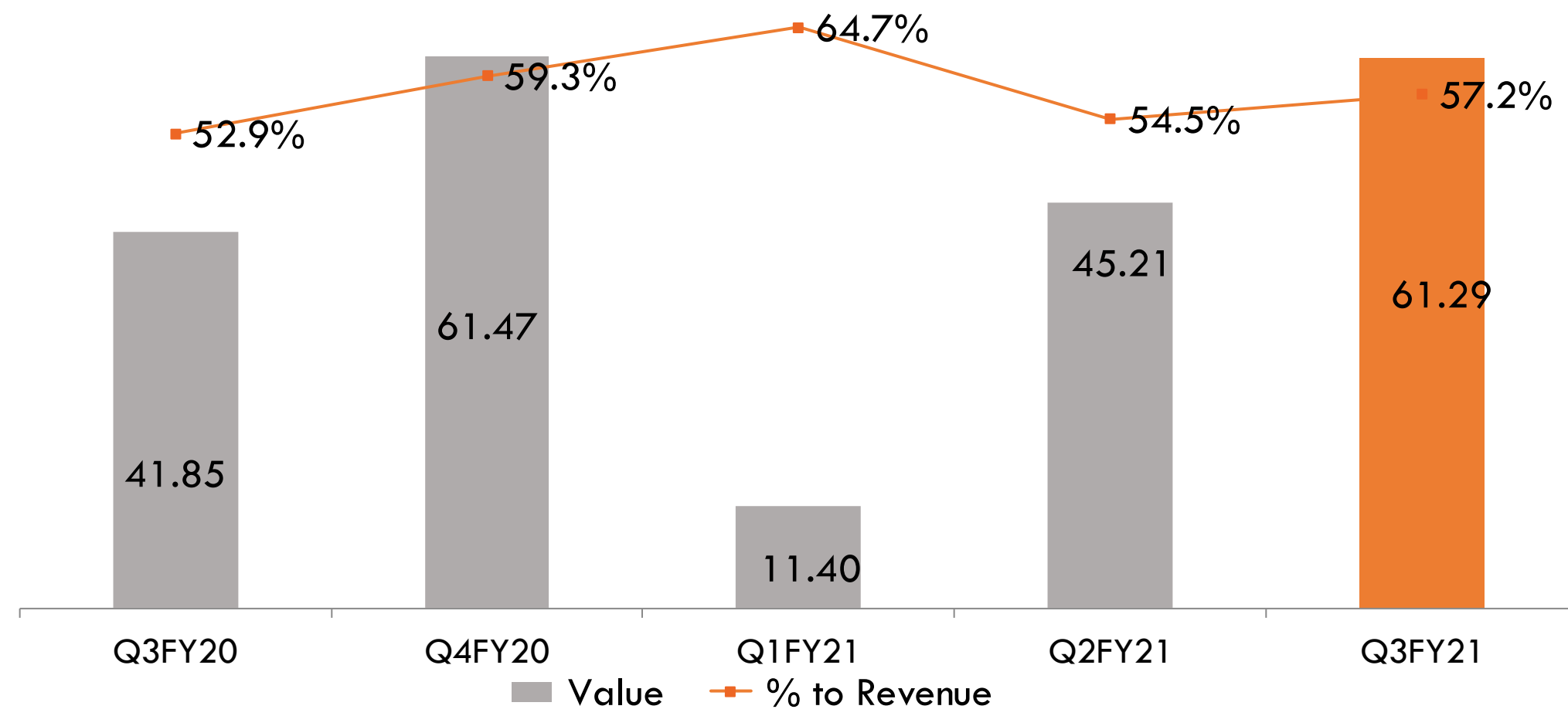


- Revenue from Operations stood at ₹ 107.07 Cr. in Q3FY21 v/s ₹ 79.14 Cr. in Q3FY20

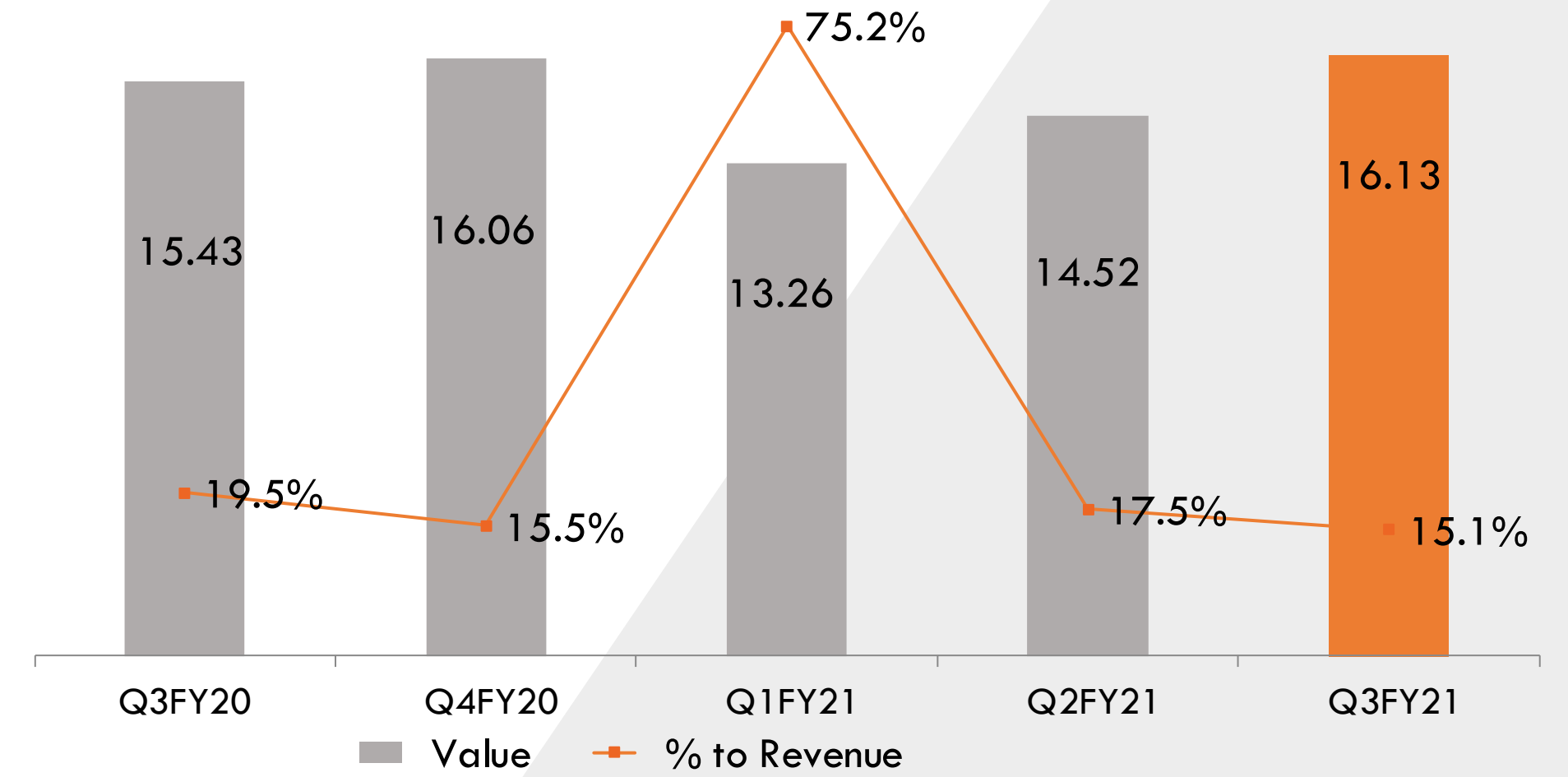
MAJOR EXPENSES (₹ Cr.)



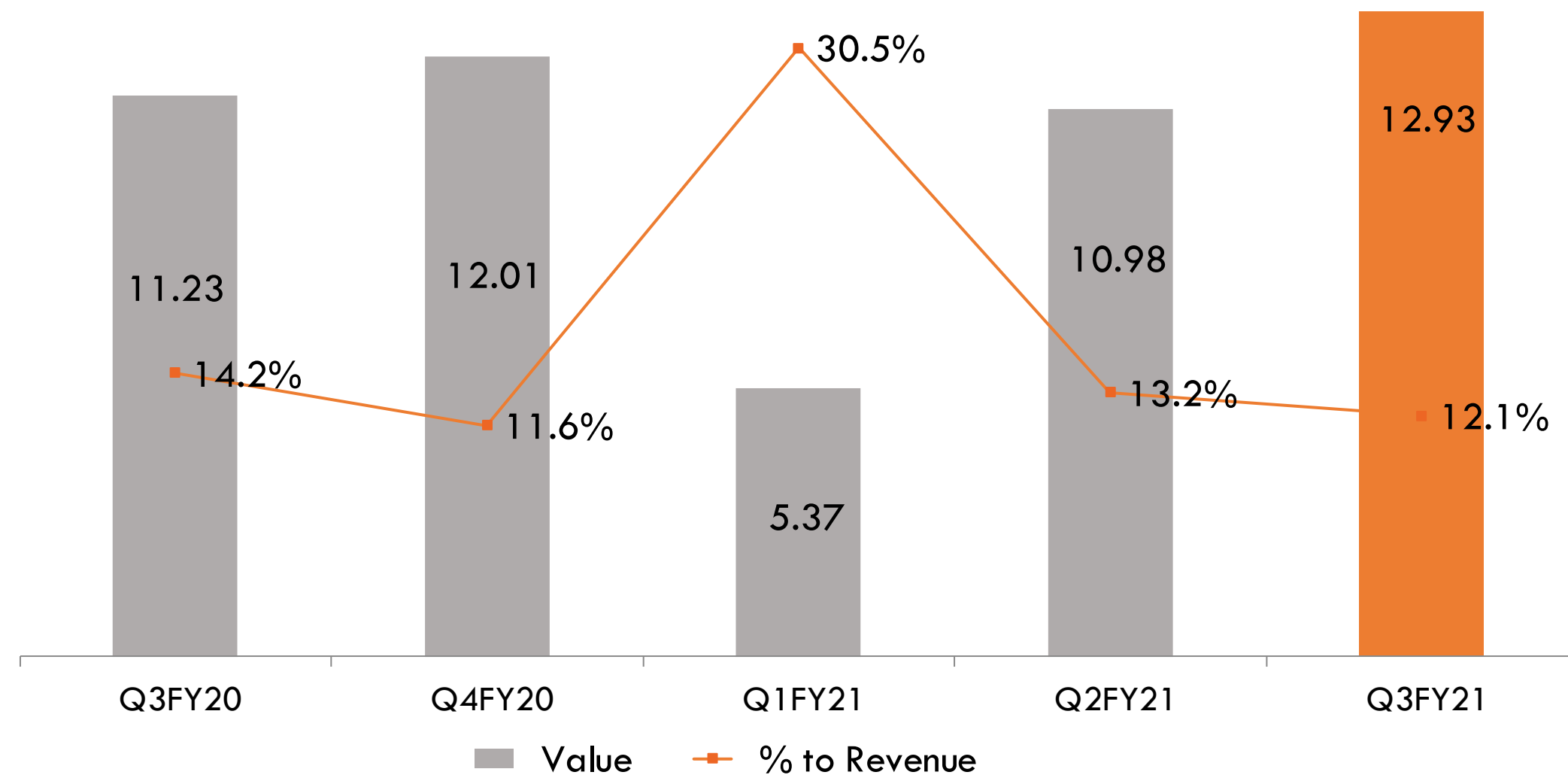
Materials



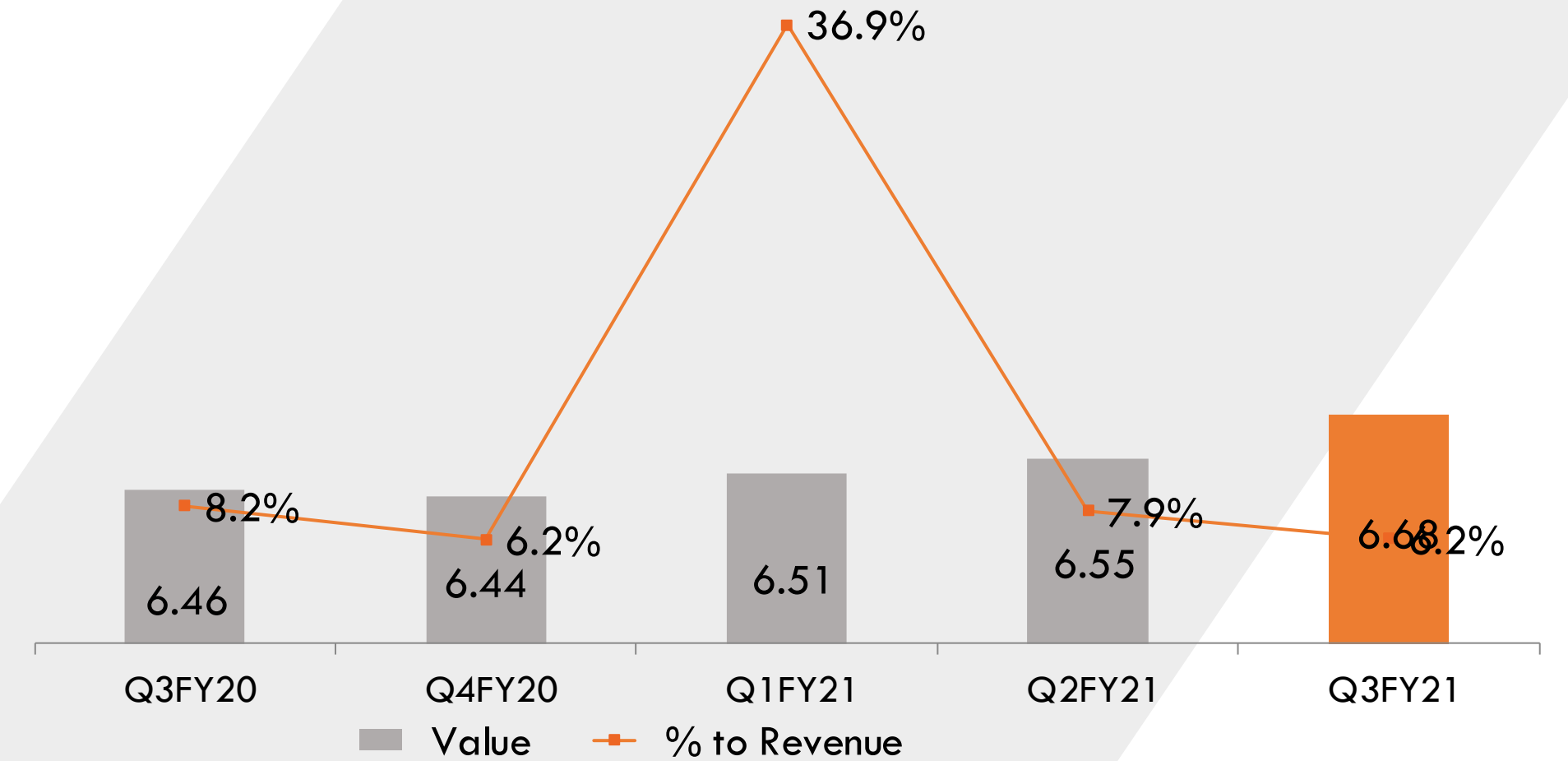
Employee Benefits



Other Expenses



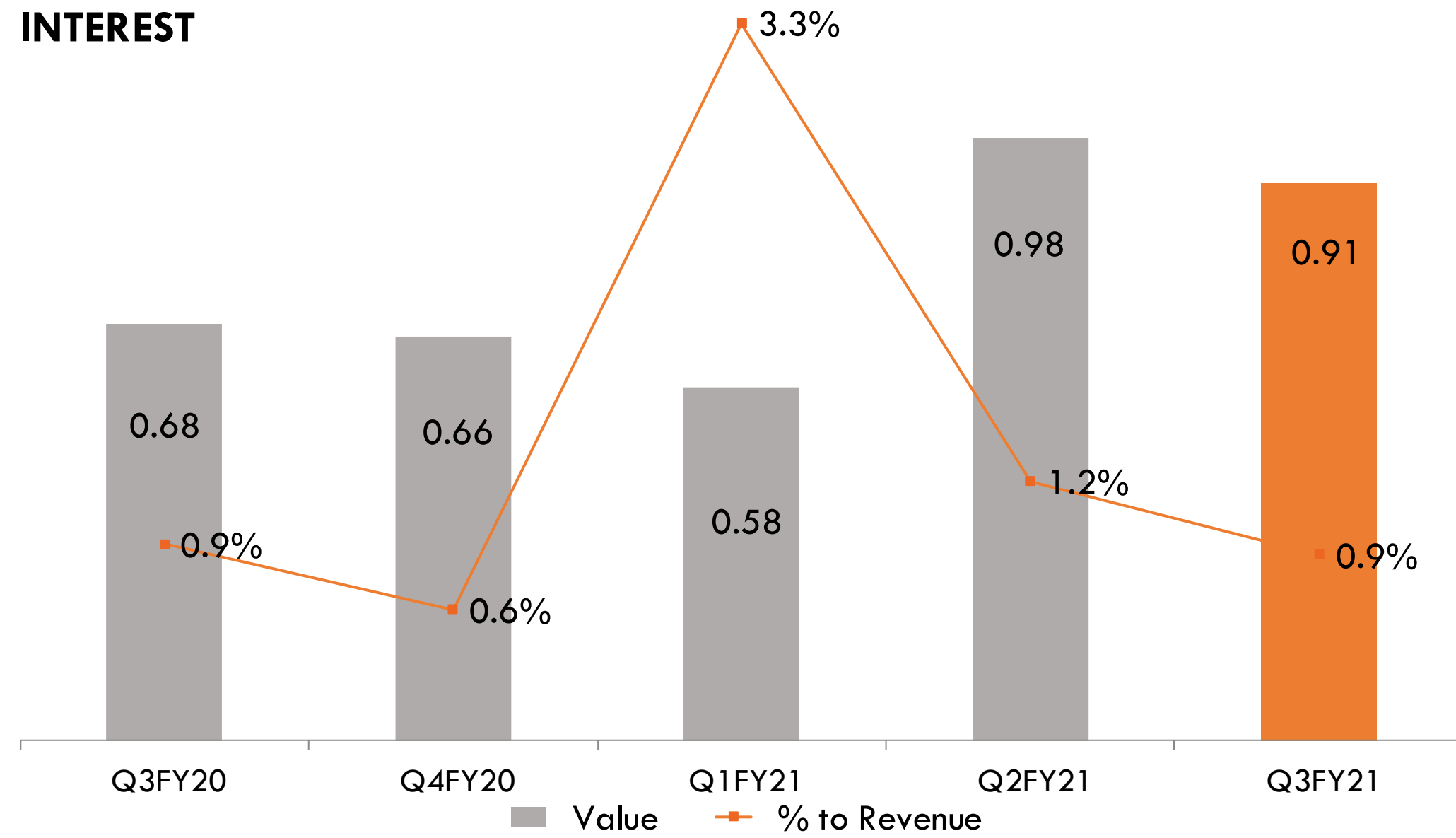
Depreciation



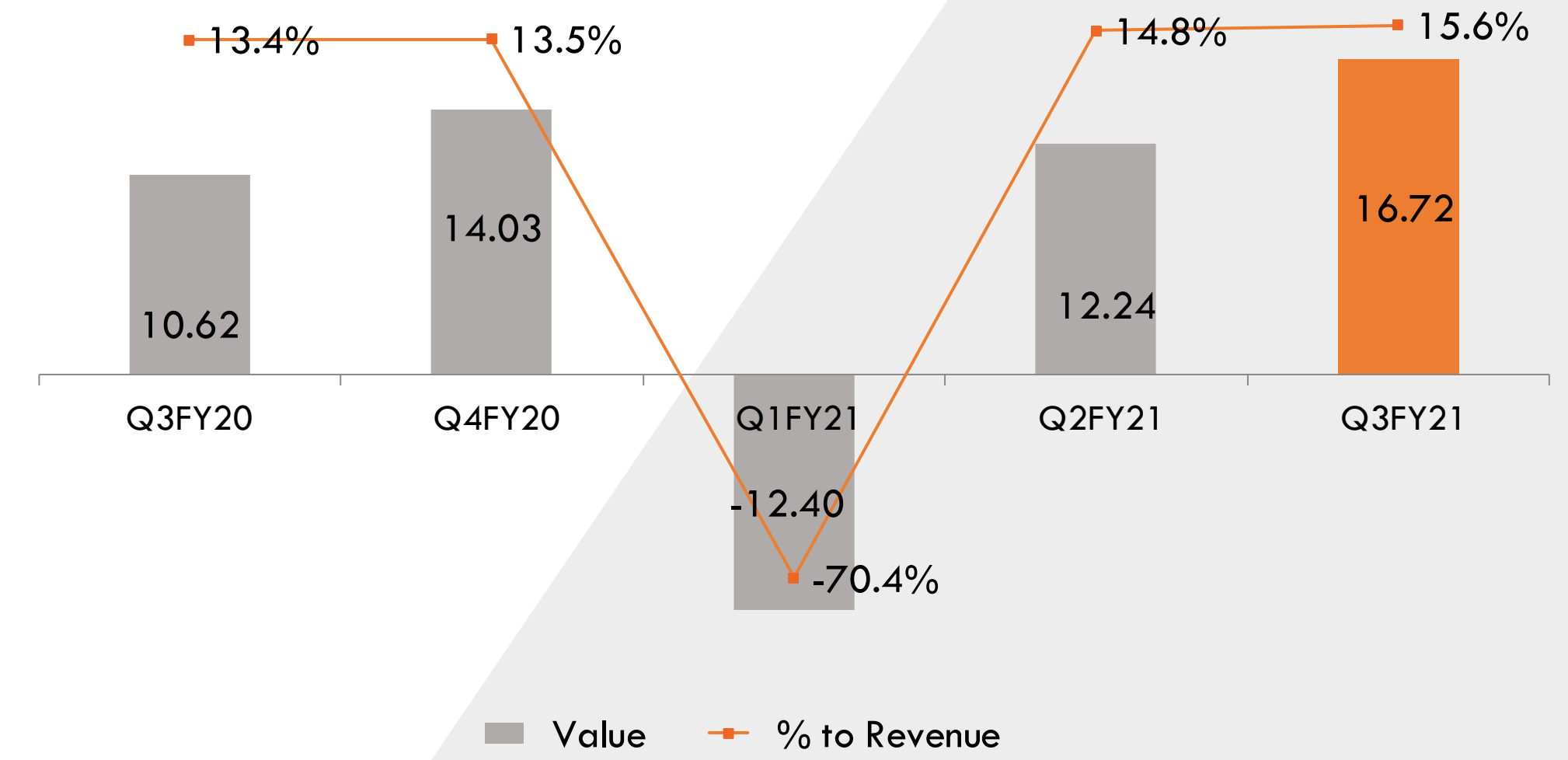
INTEREST & EARNINGS (₹ Cr.)



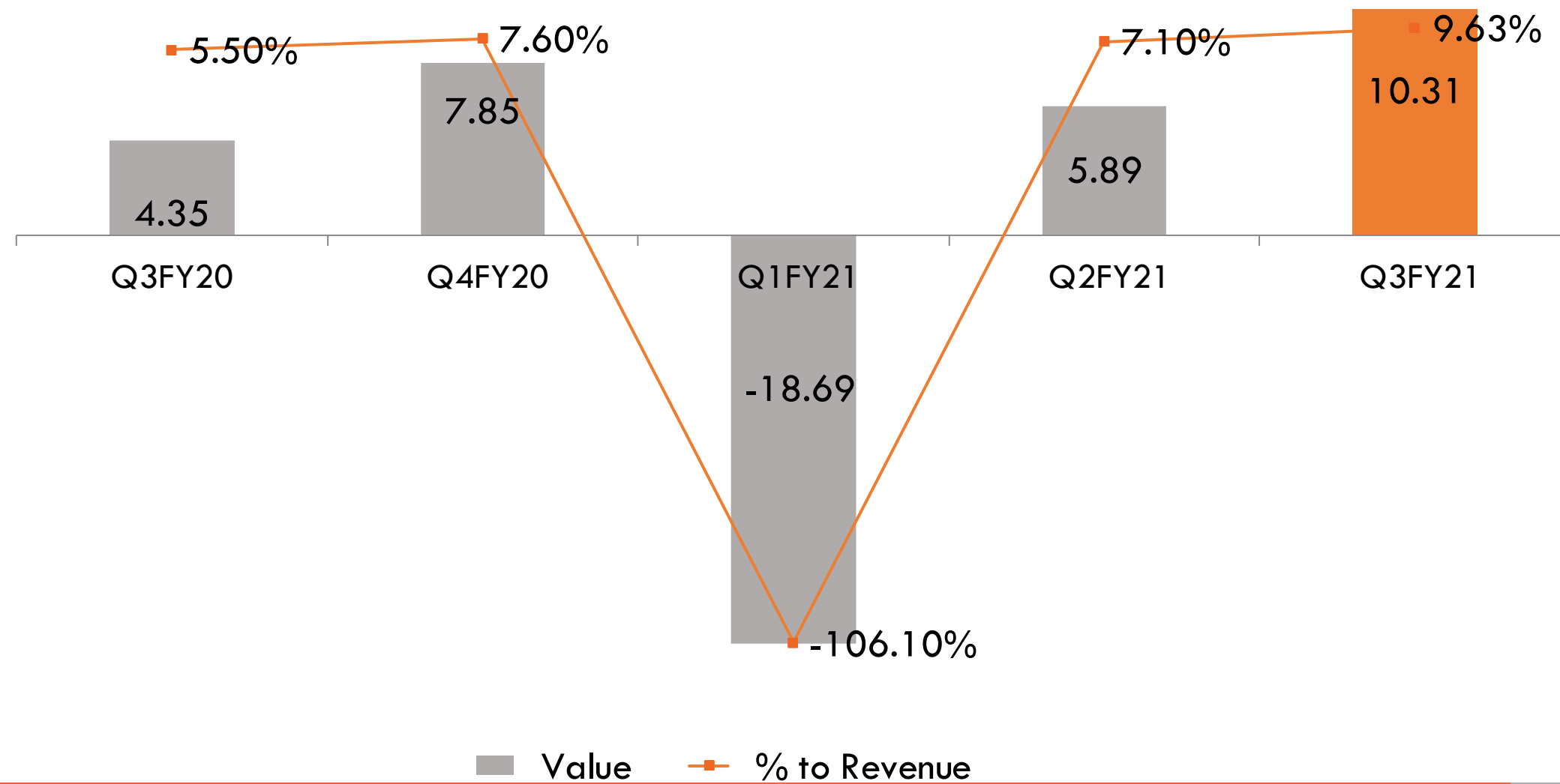
INTEREST



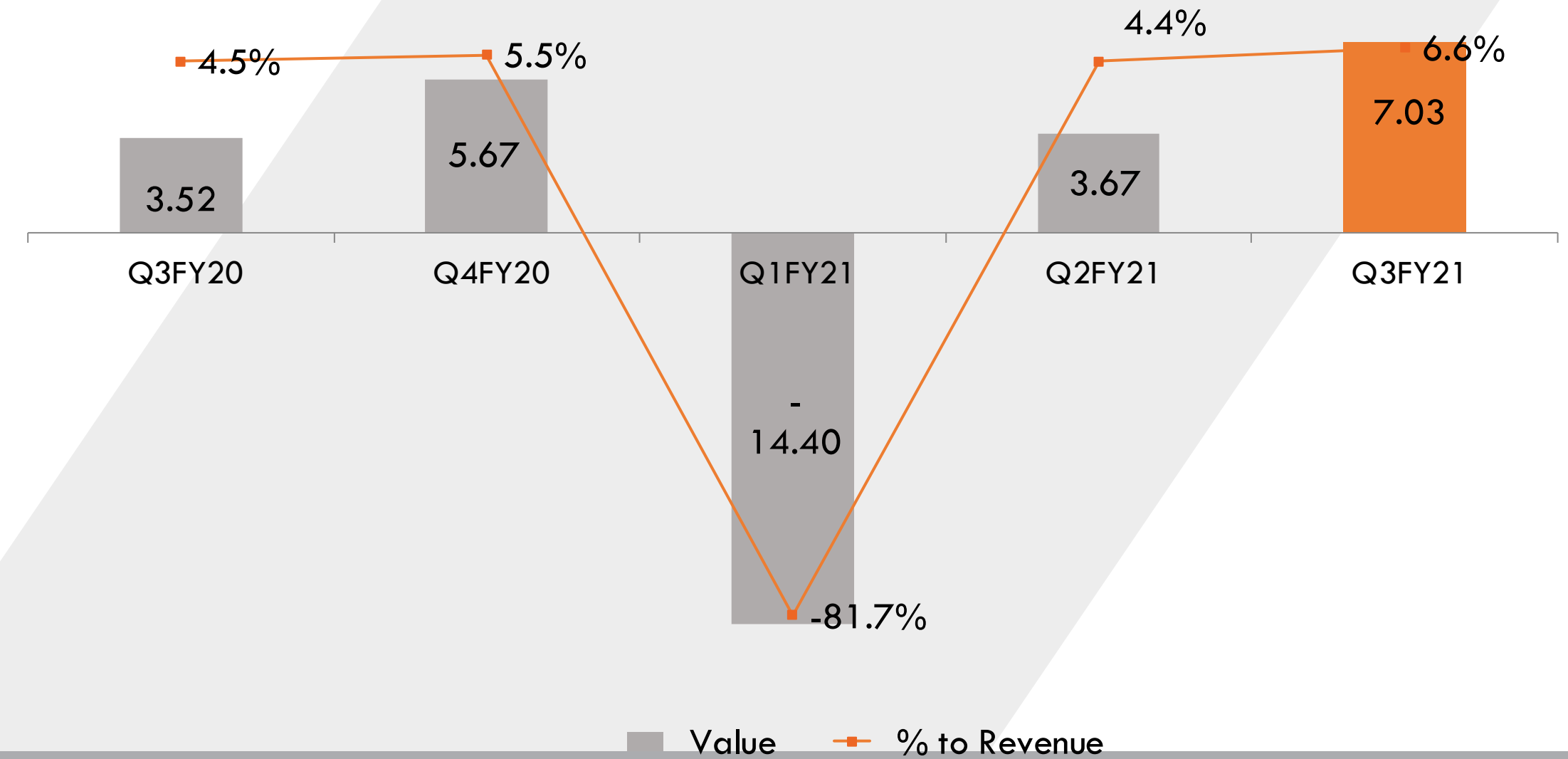
EBITDA



EBIT



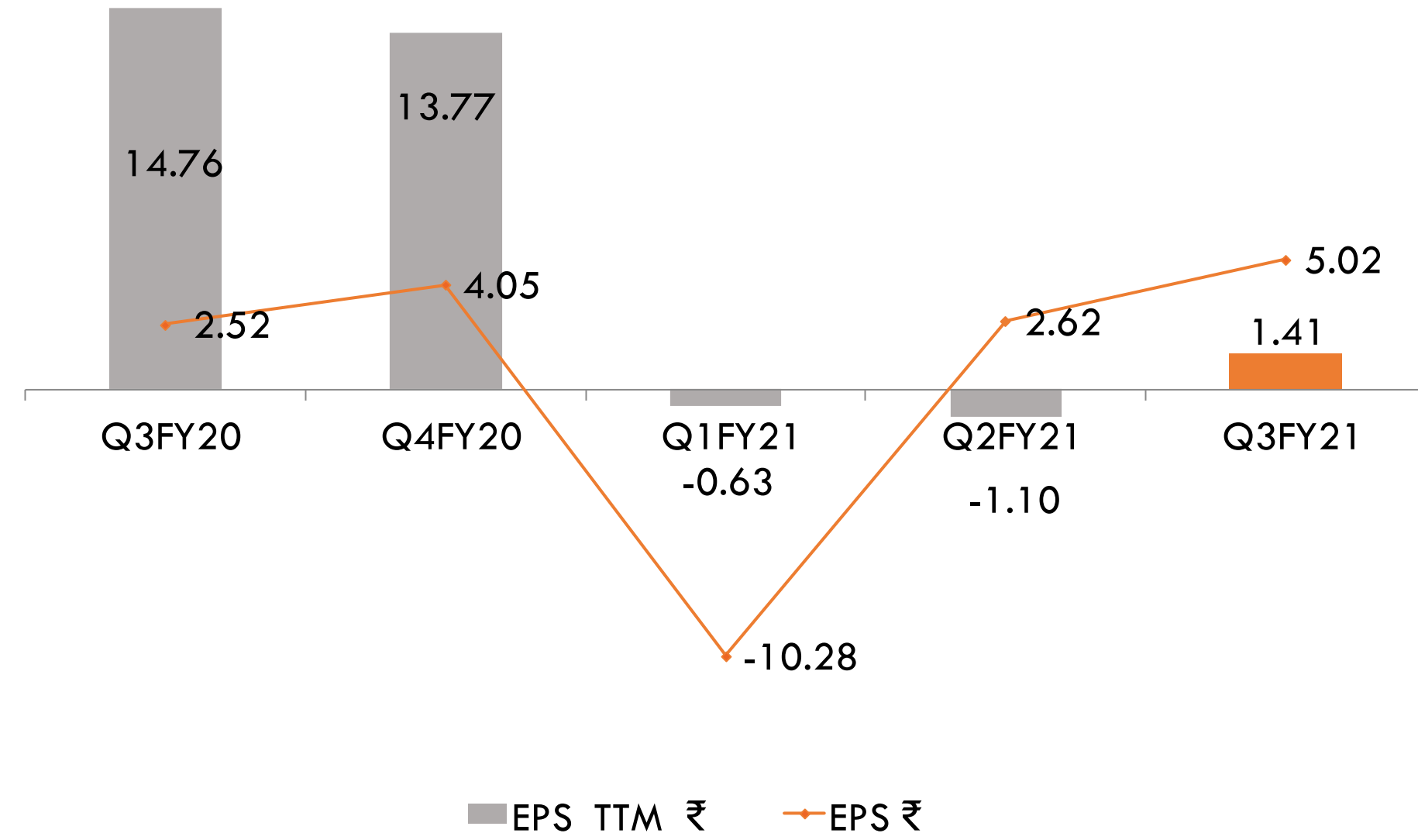
PAT



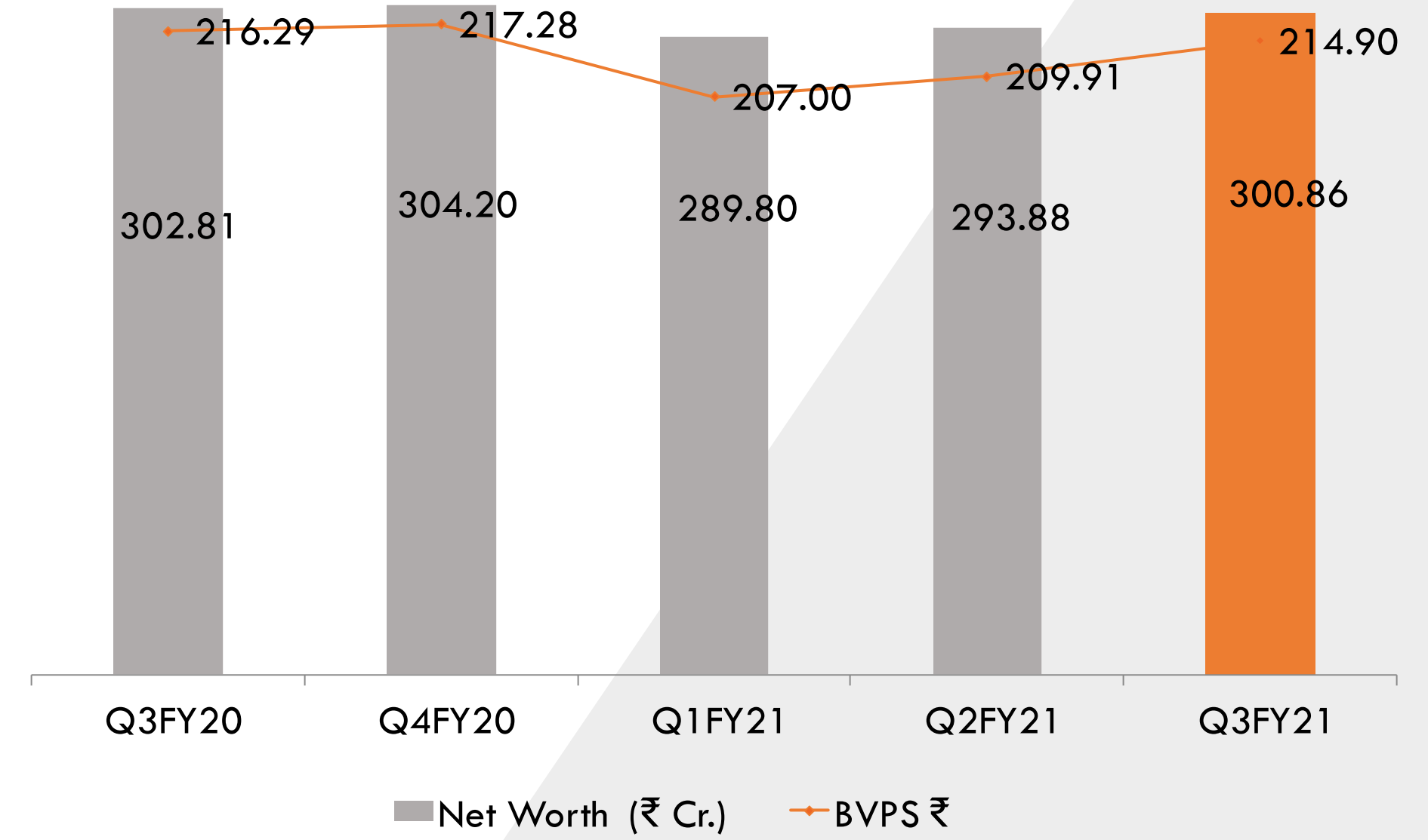


EPS, BOOK VALUE, MARKET CAPITALIZATION (BSE)

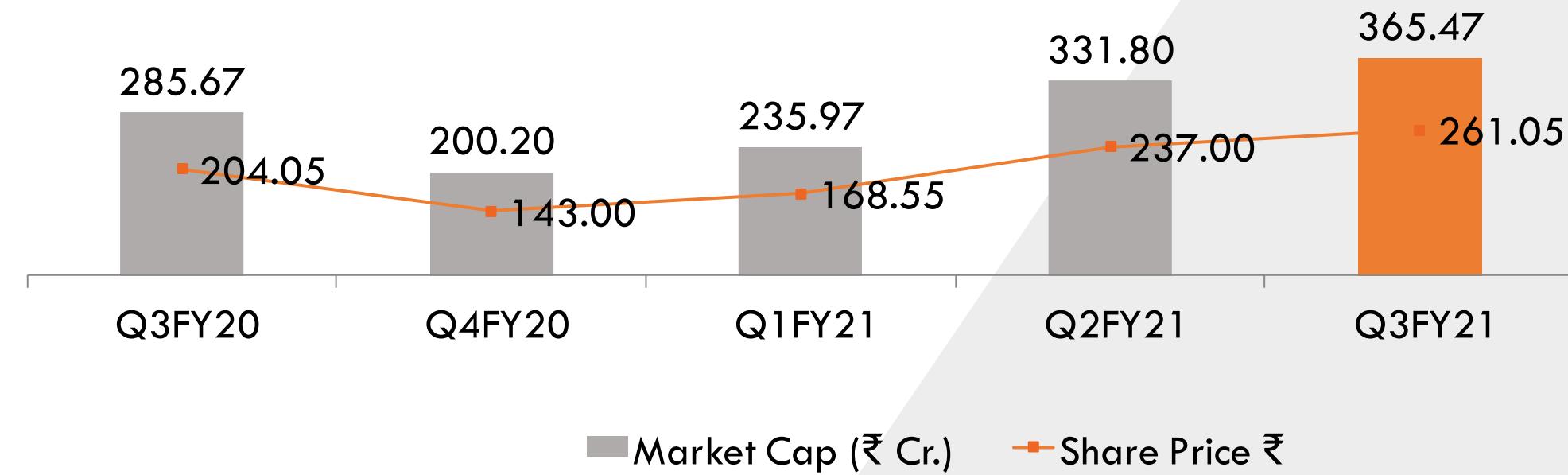
EPS (₹)



Net Worth

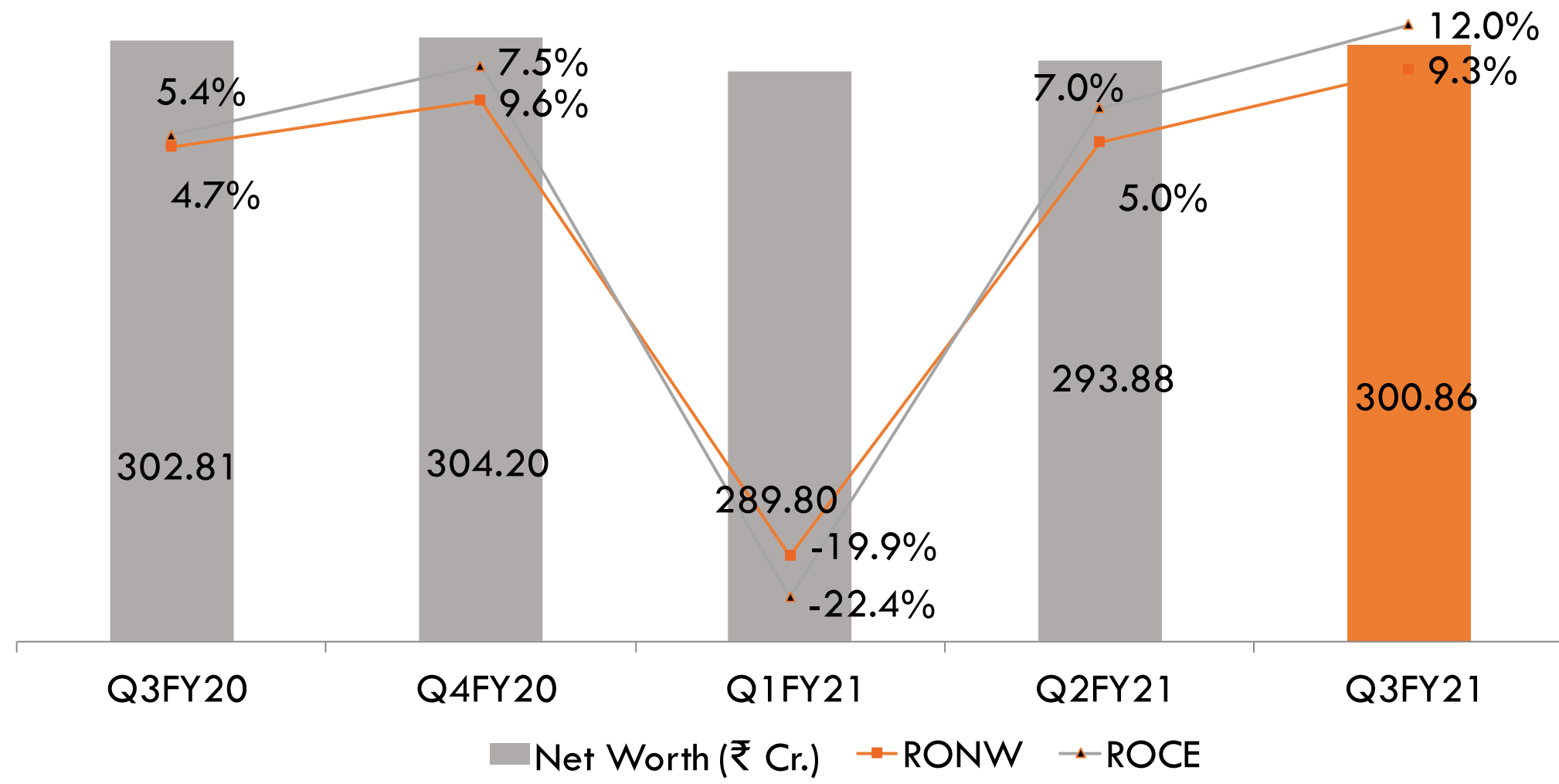


Market Capitalisation (BSE)

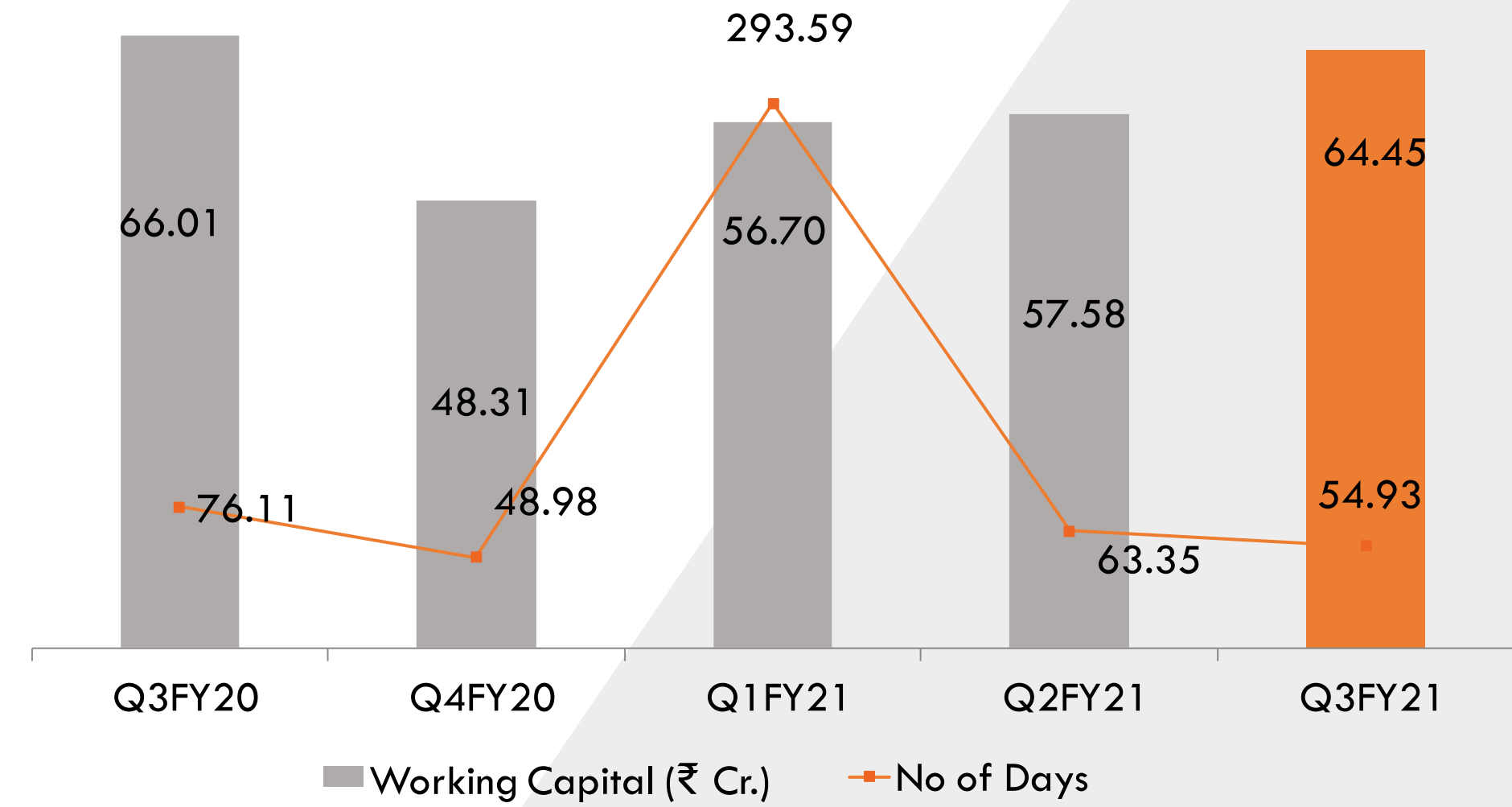




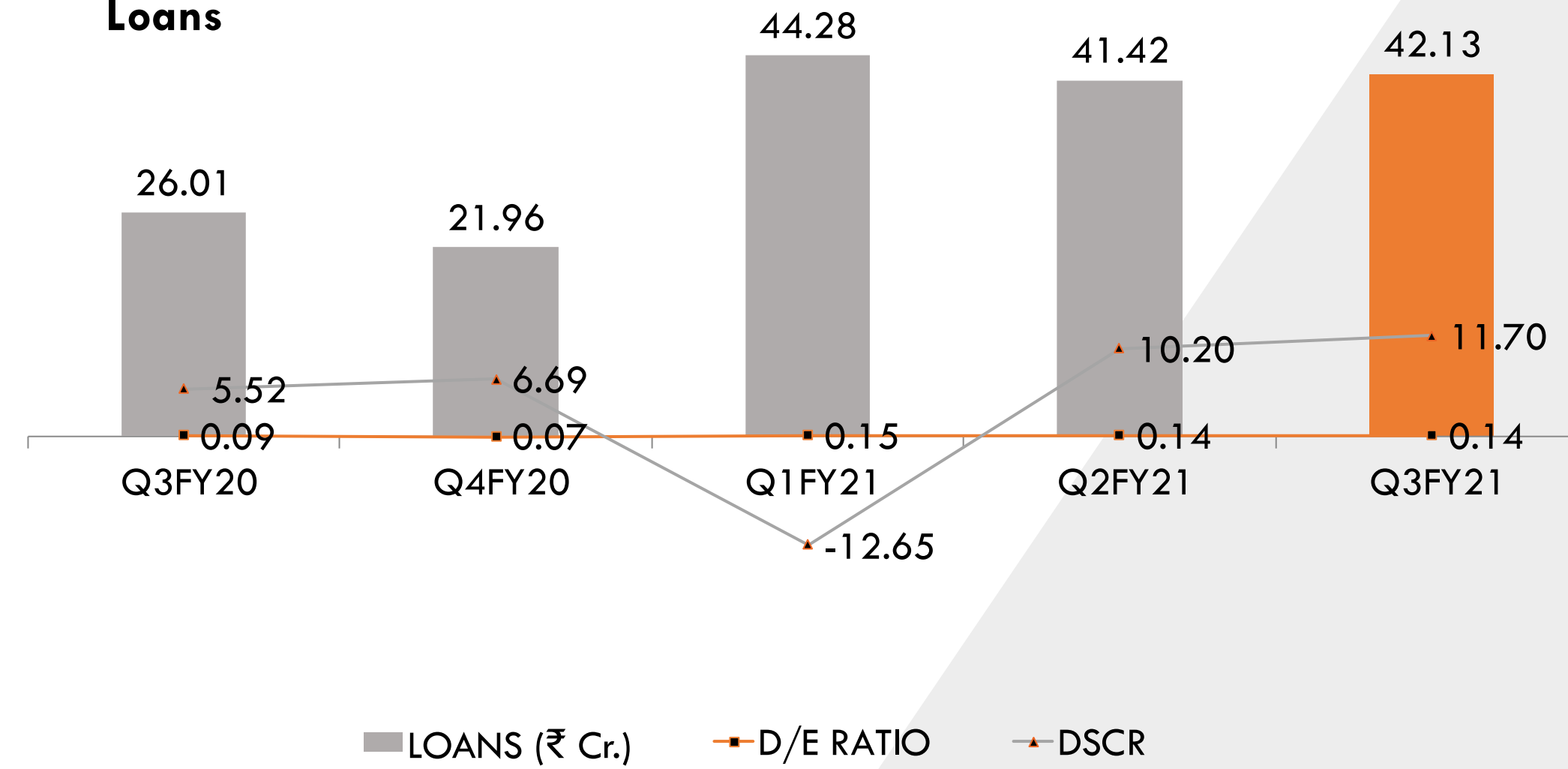
Net Worth



Working Capital

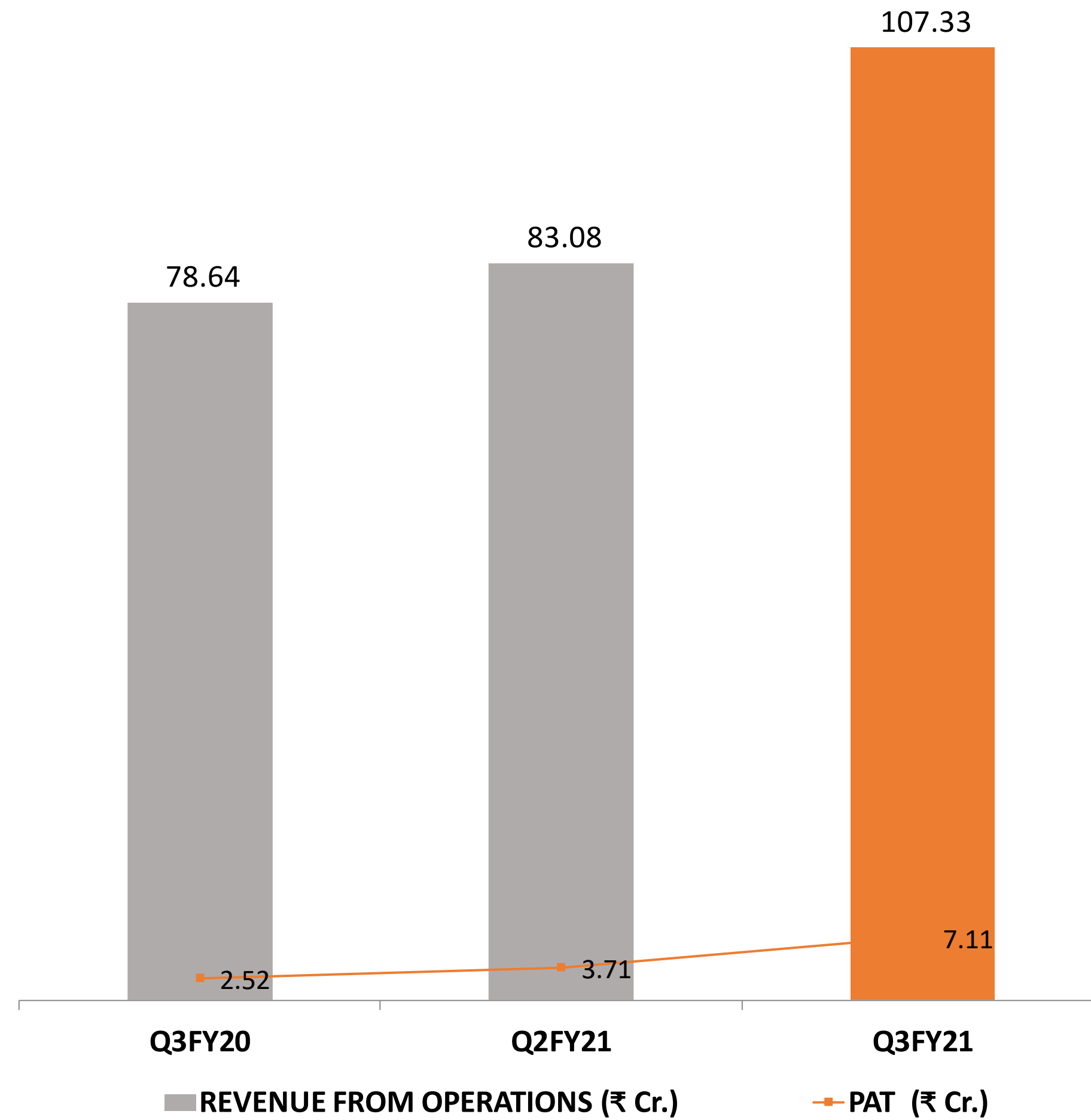


Loans

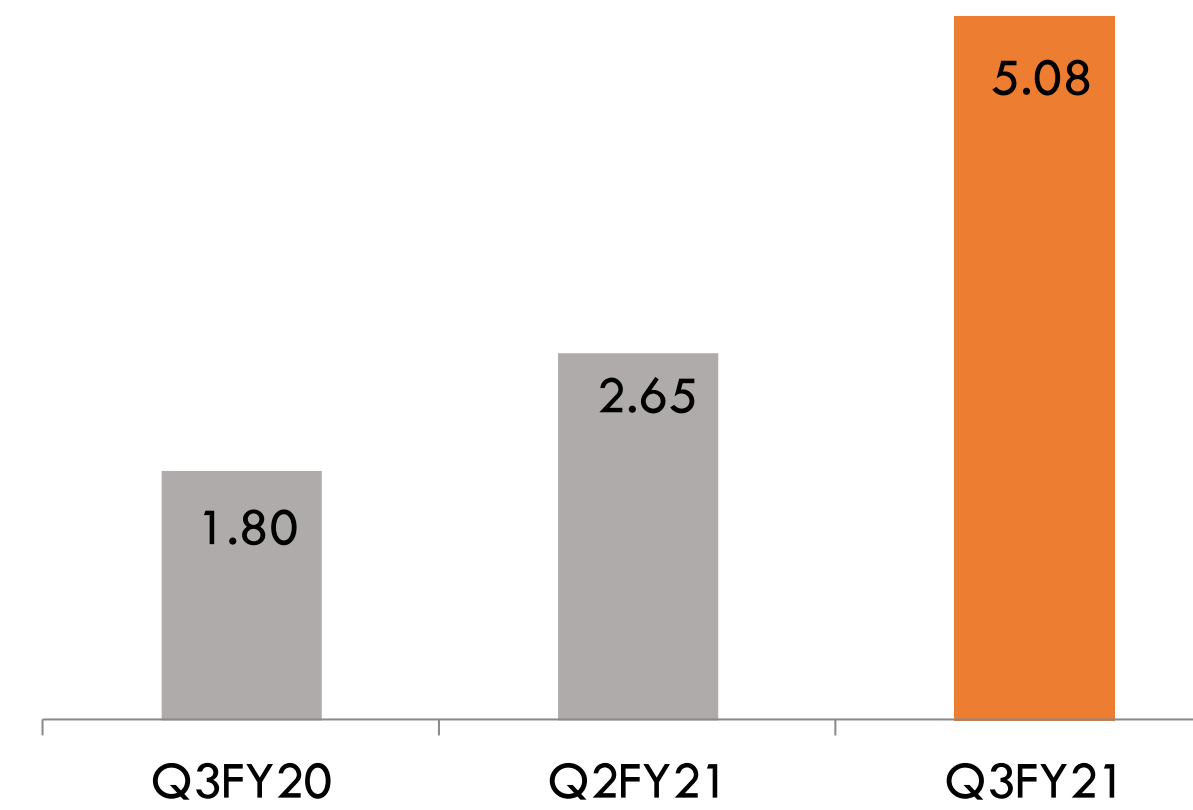




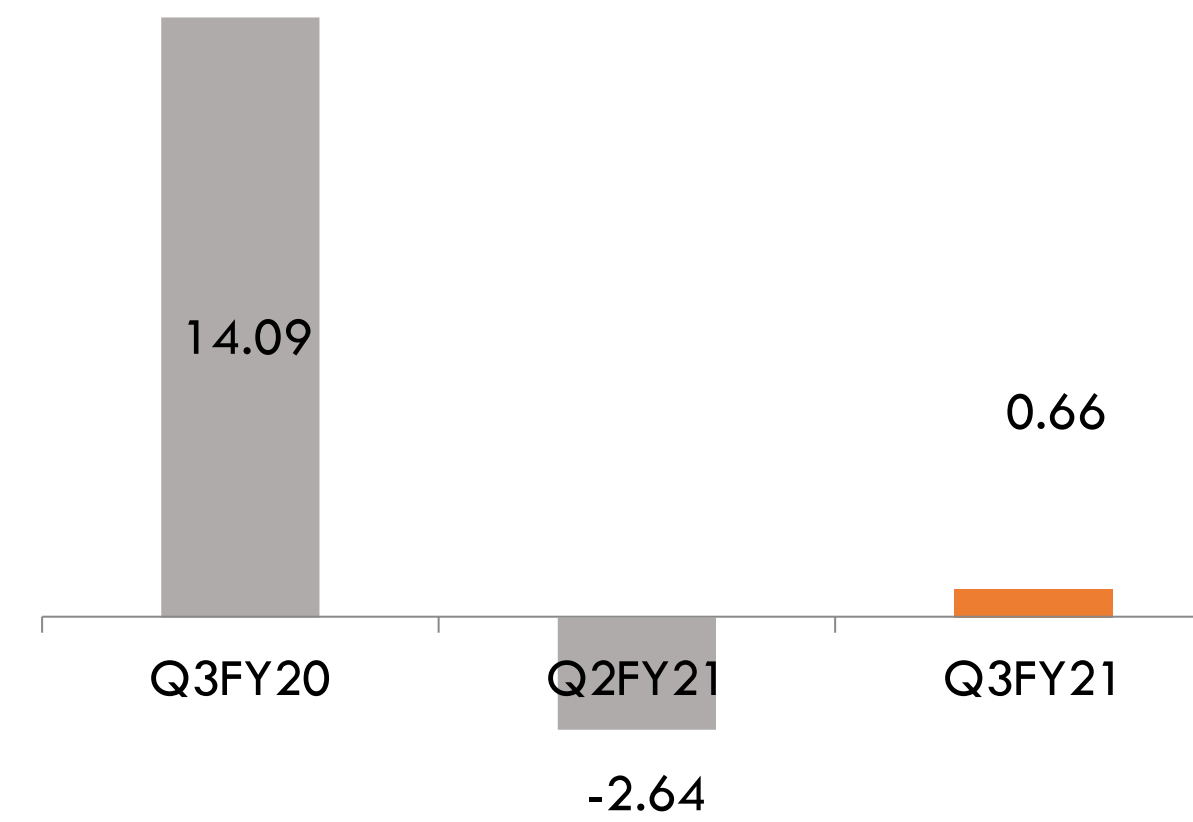
REVENUE AND PAT (₹ Cr.)



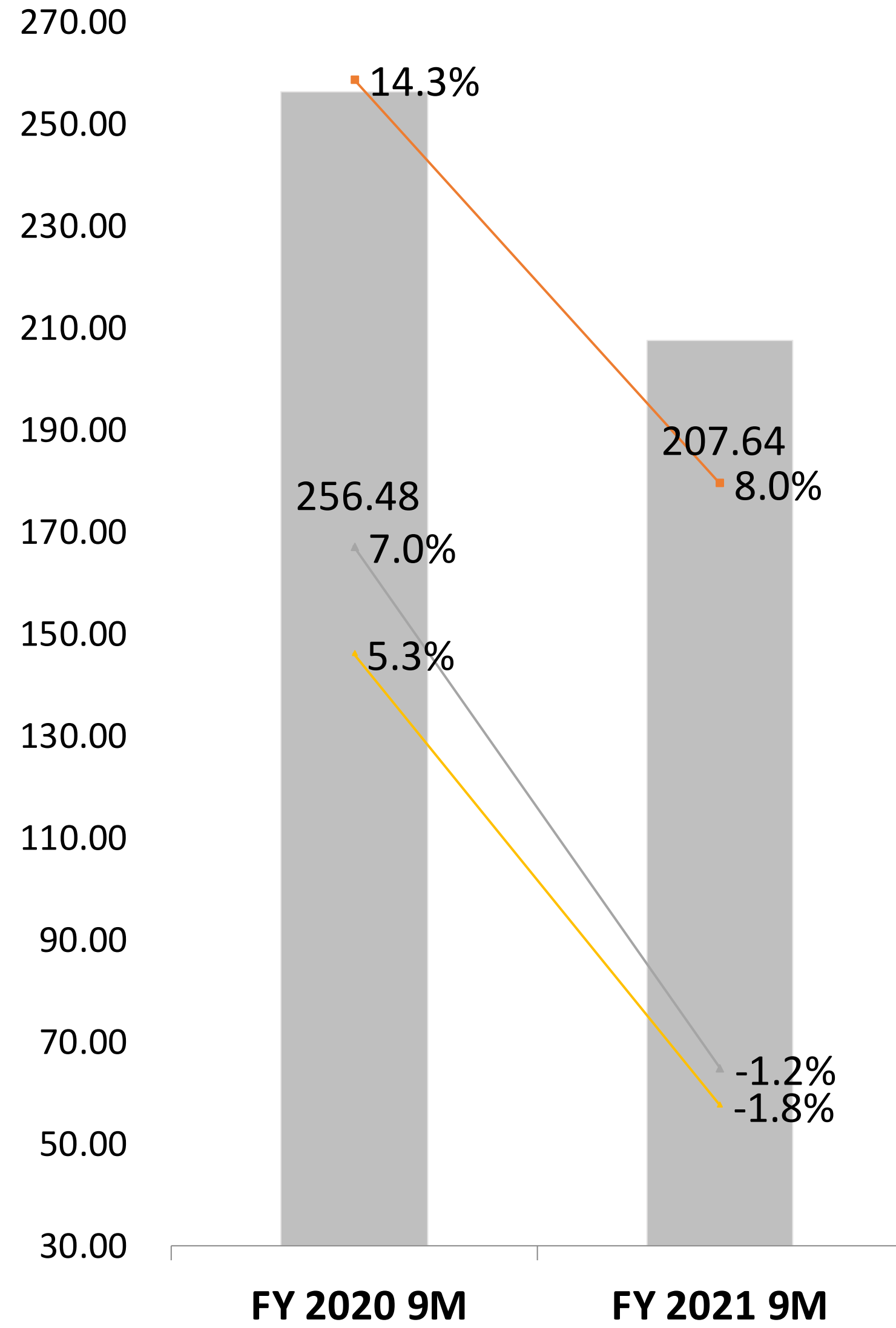
EPS (₹)



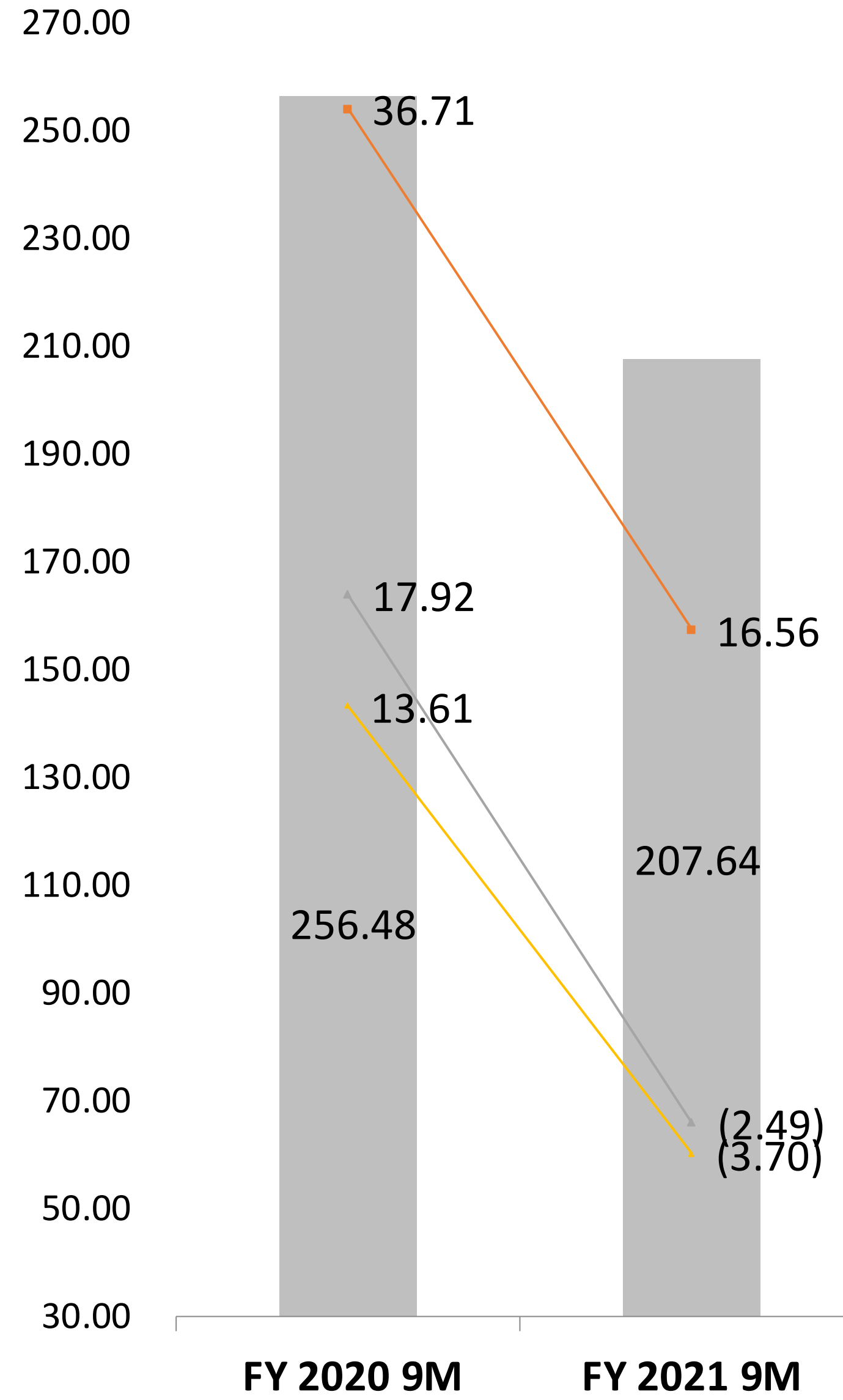
TTM EPS (₹)



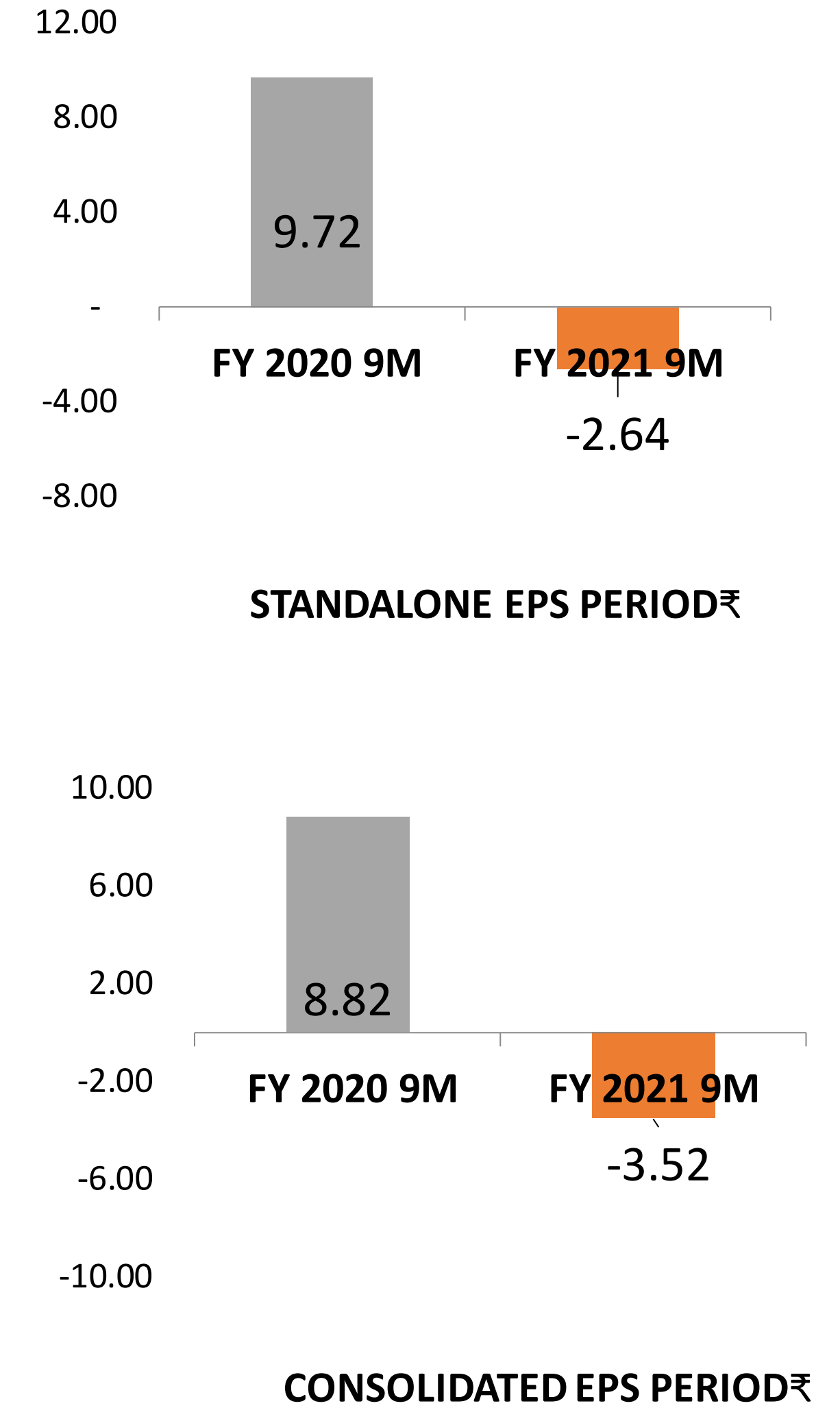
9 MONTHS SUMMARY



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



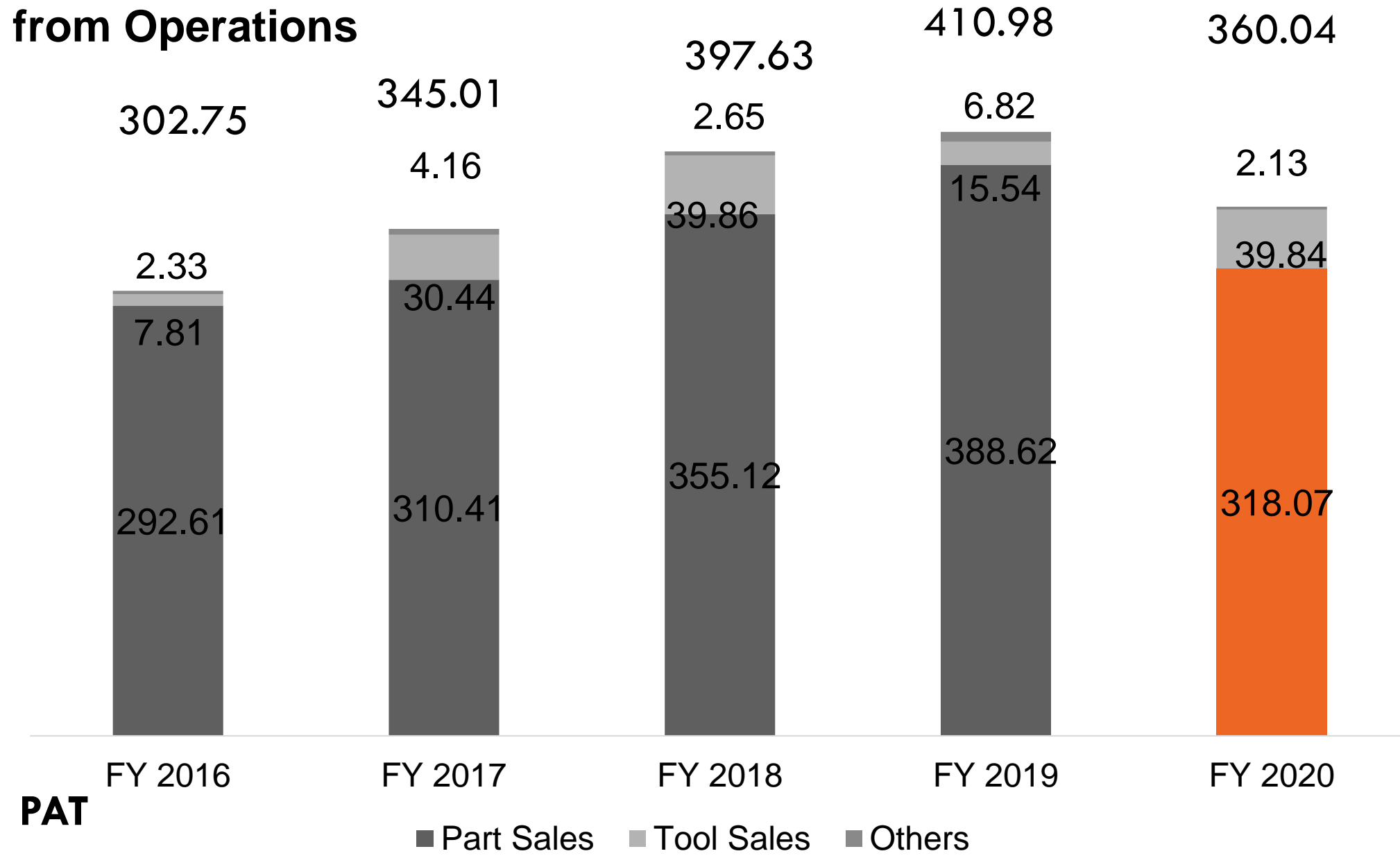
- REVENUE FROM OPERATIONS (₹ Cr.)
- EBITDA
- EBIT
- PAT



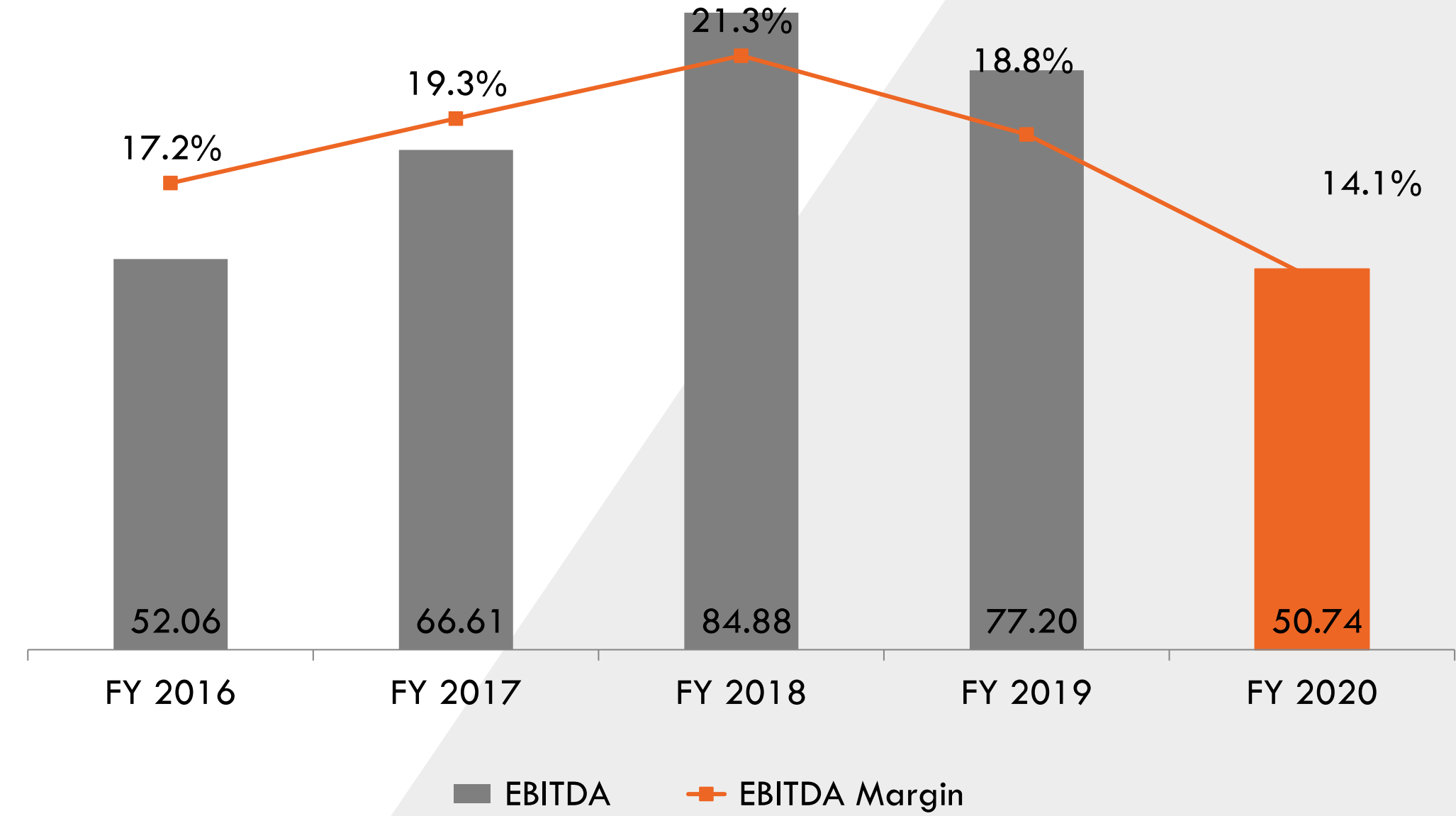
FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)



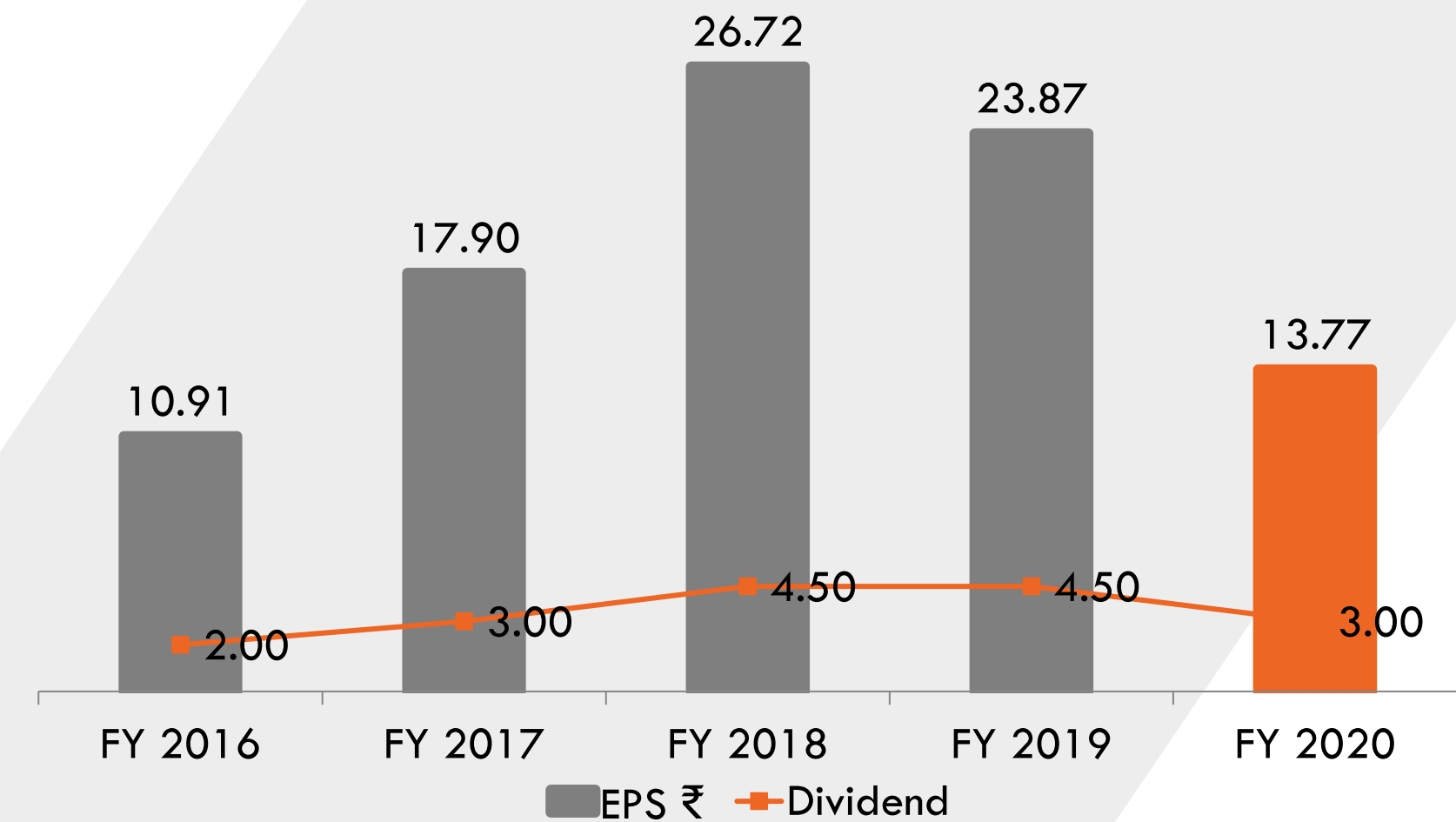
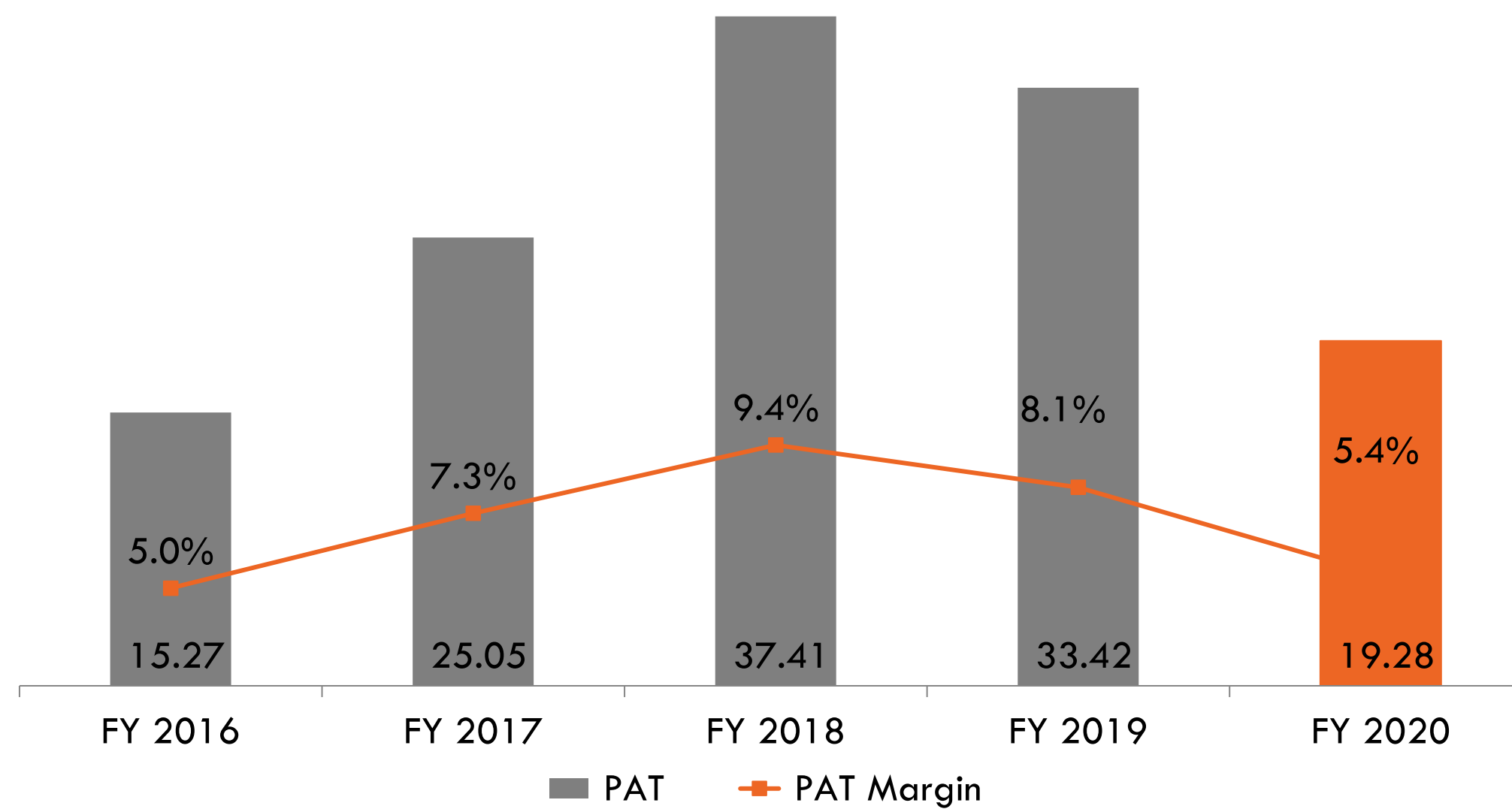
Revenue from Operations



EBITDA



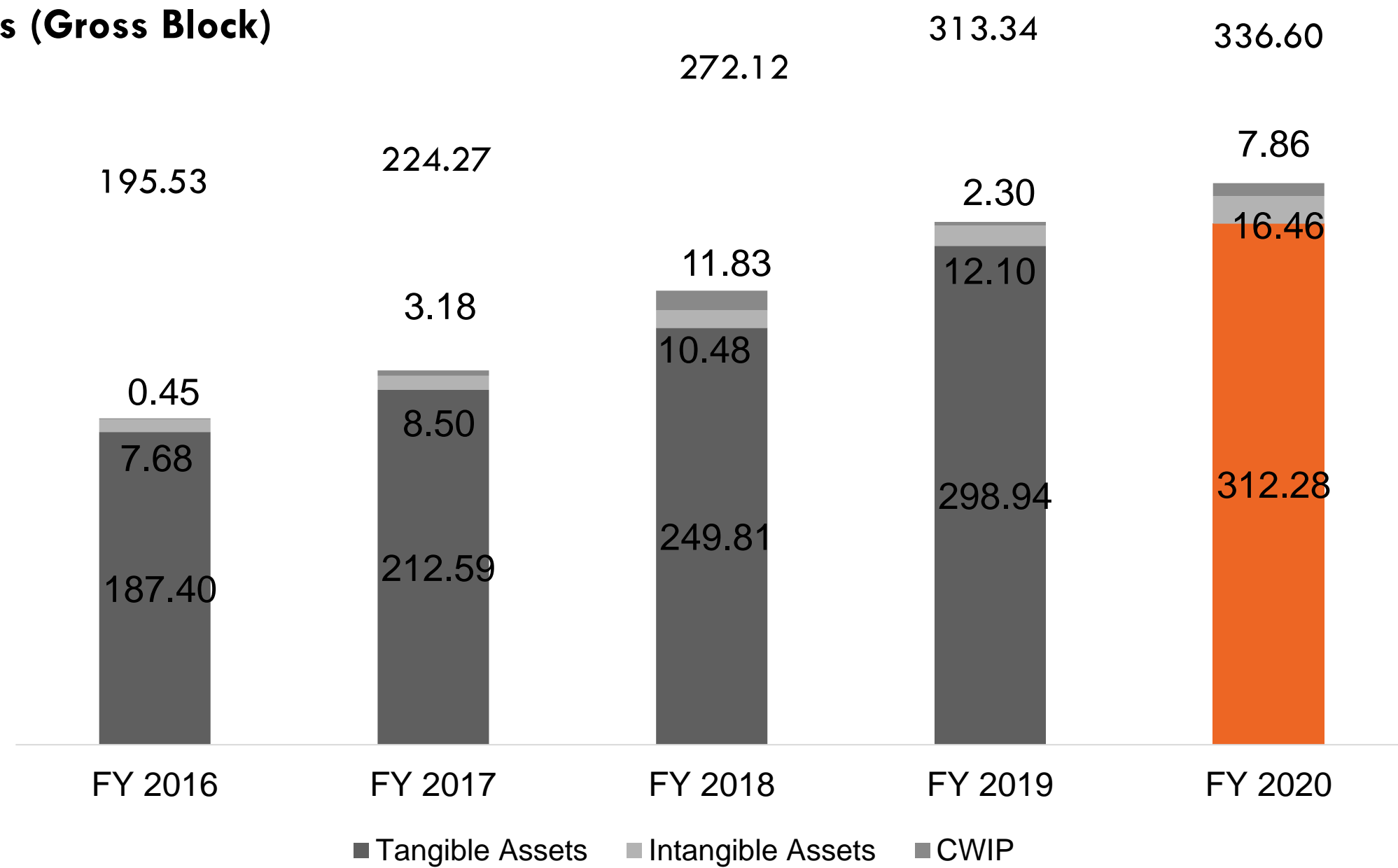
EPS (₹)



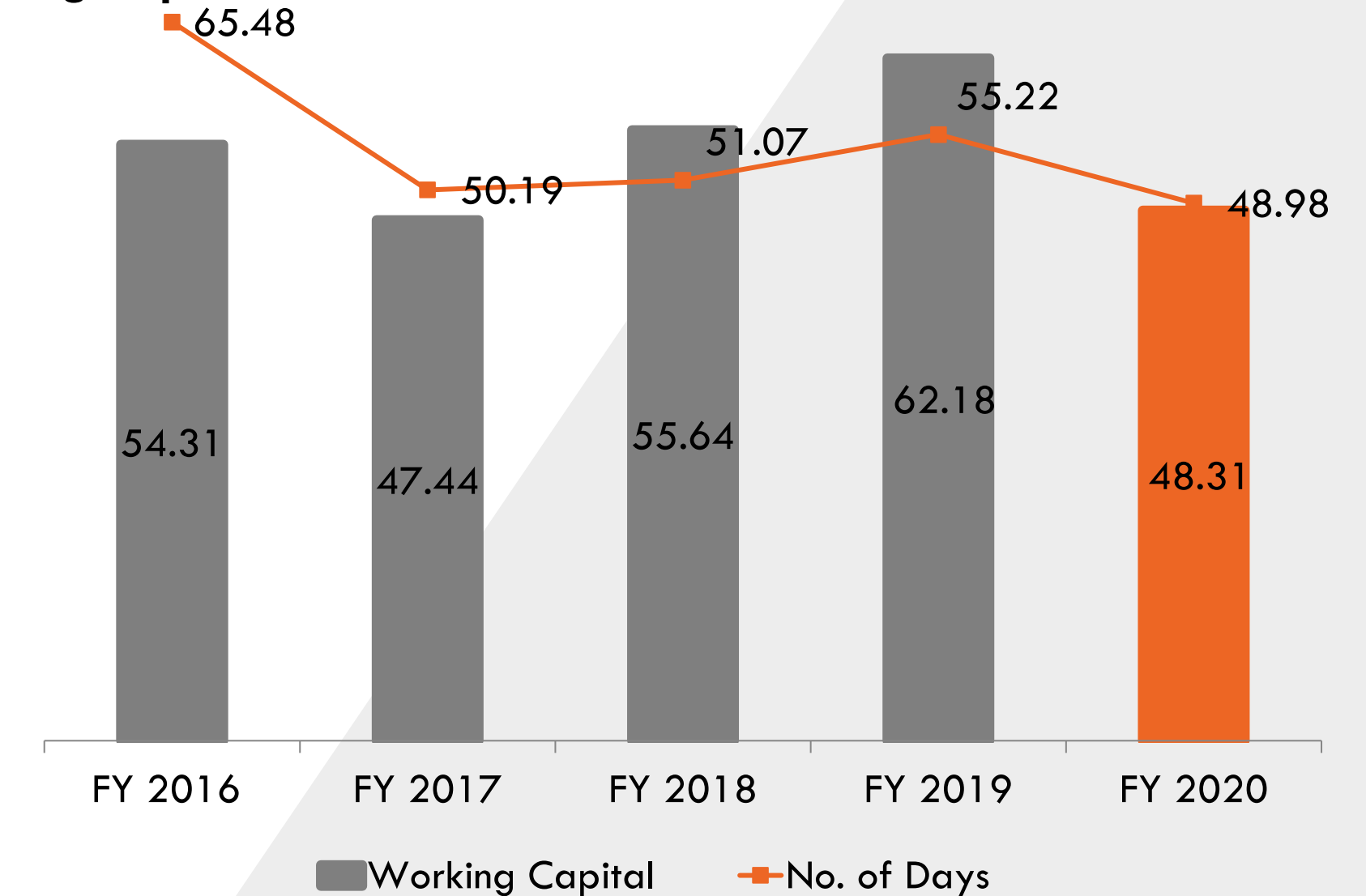
FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)



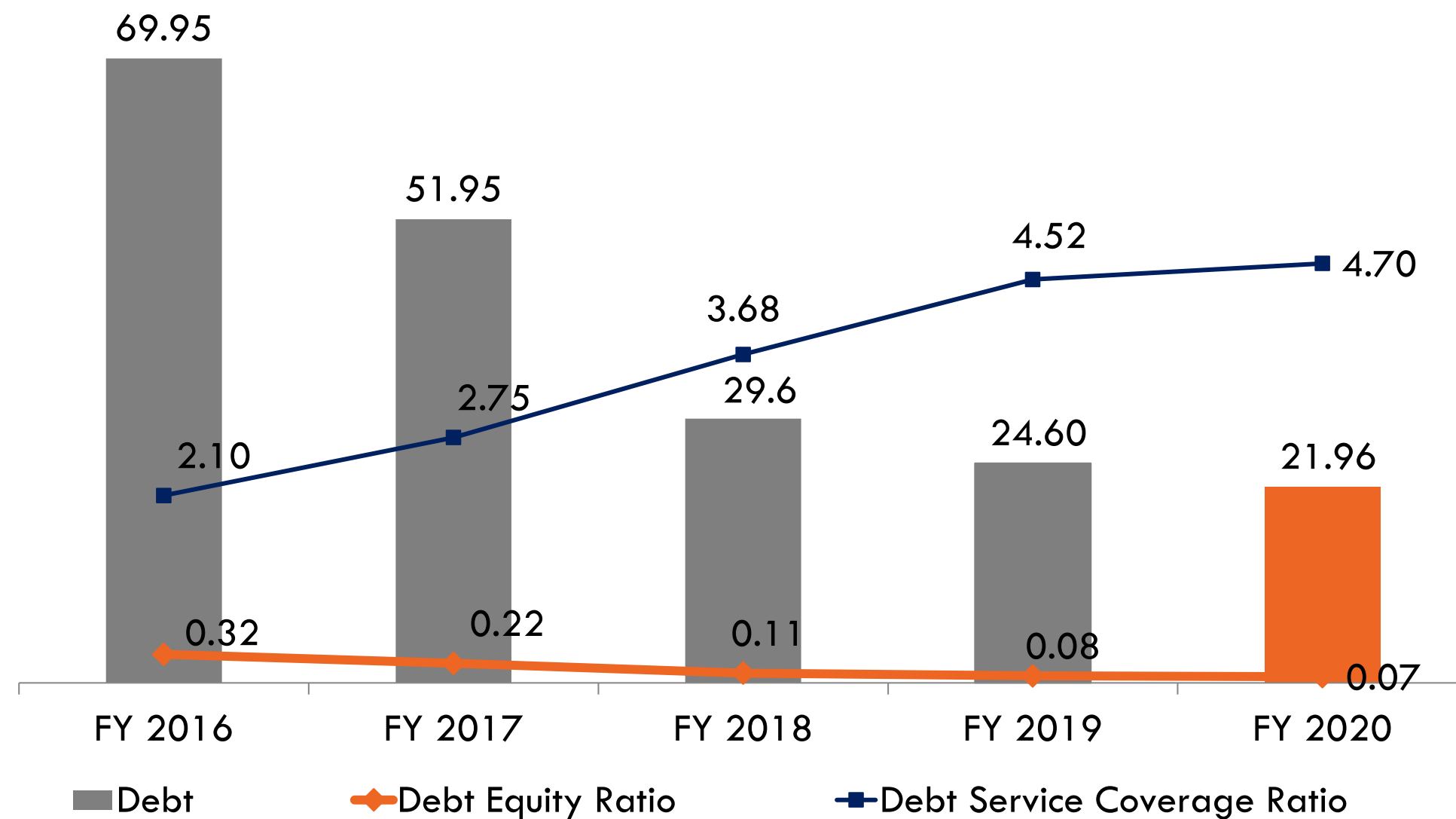
Fixed Assets (Gross Block)



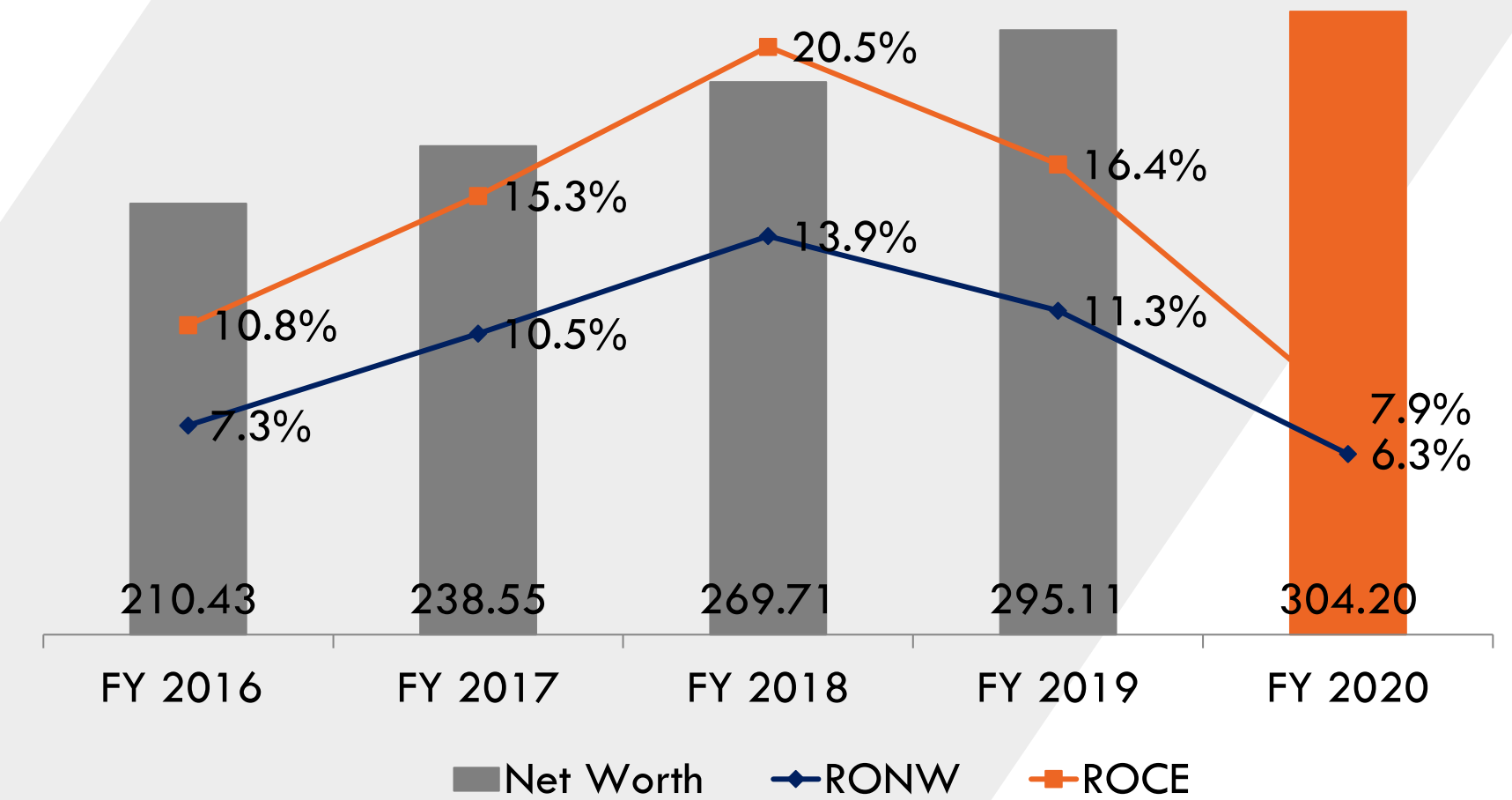
Working Capital



Debt



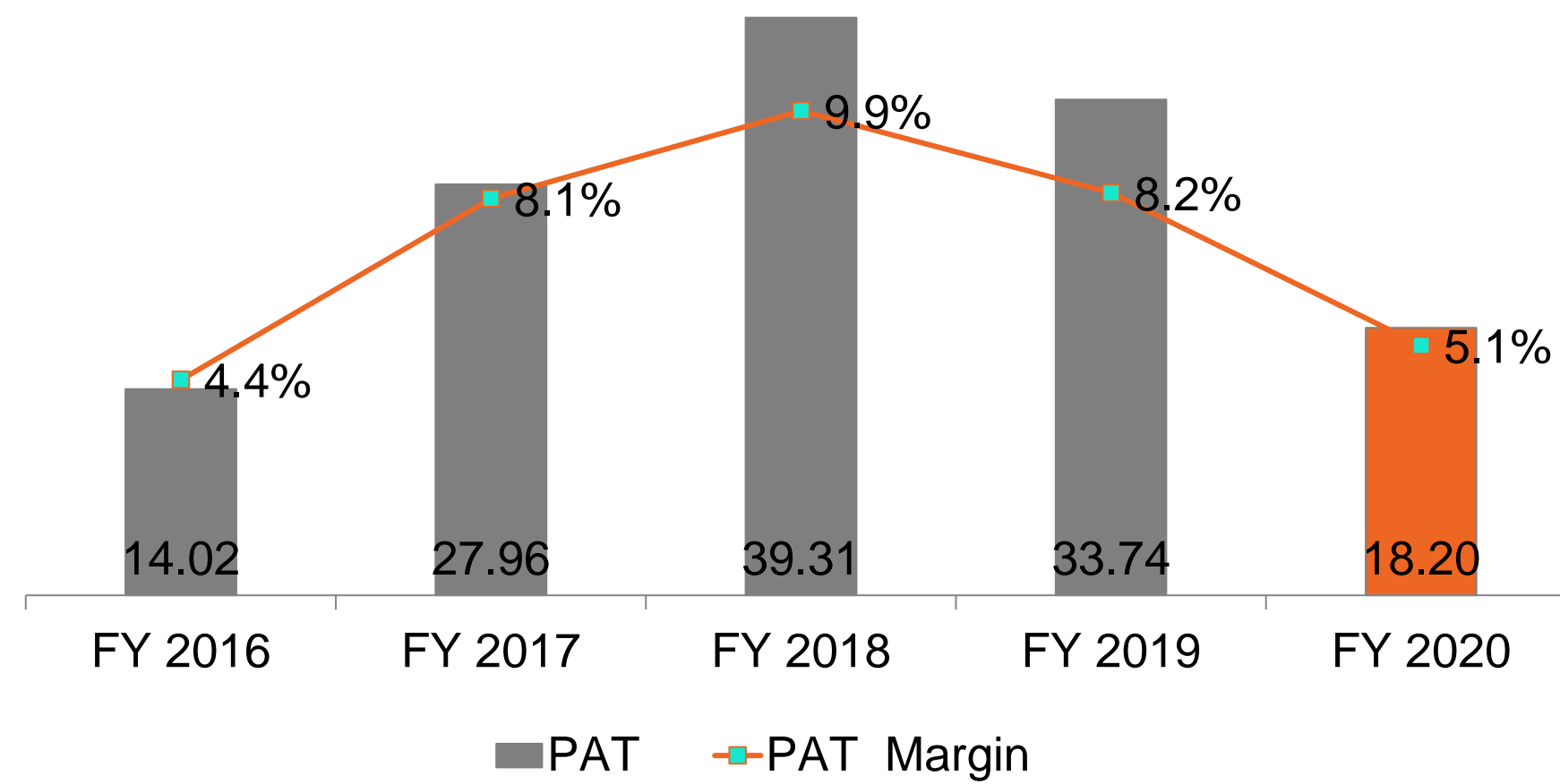
Networth



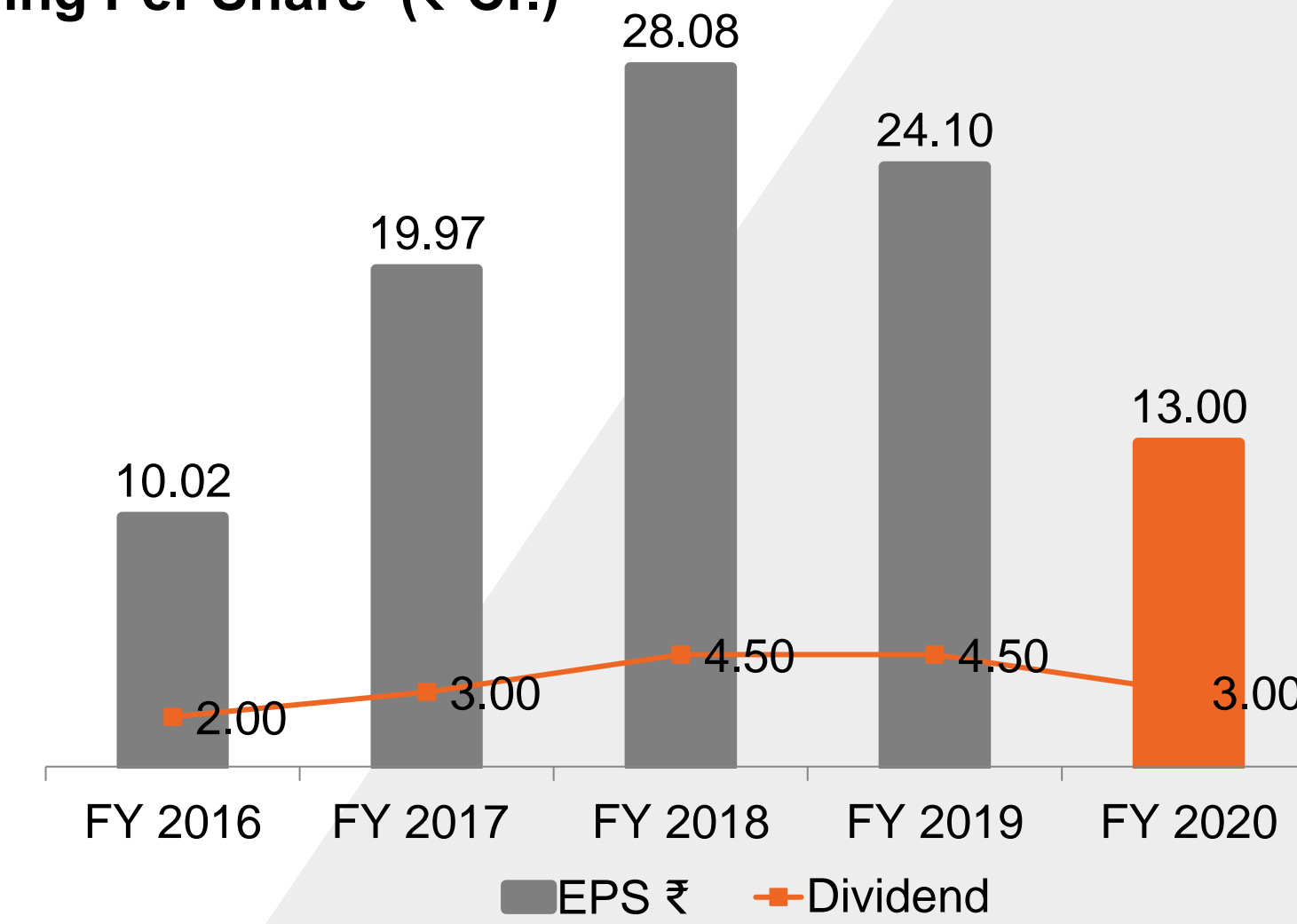
CONSOLIDATED FINANCIAL PERFORMANCE SNAPSHOT (FY2016-2020) (₹ Cr.)



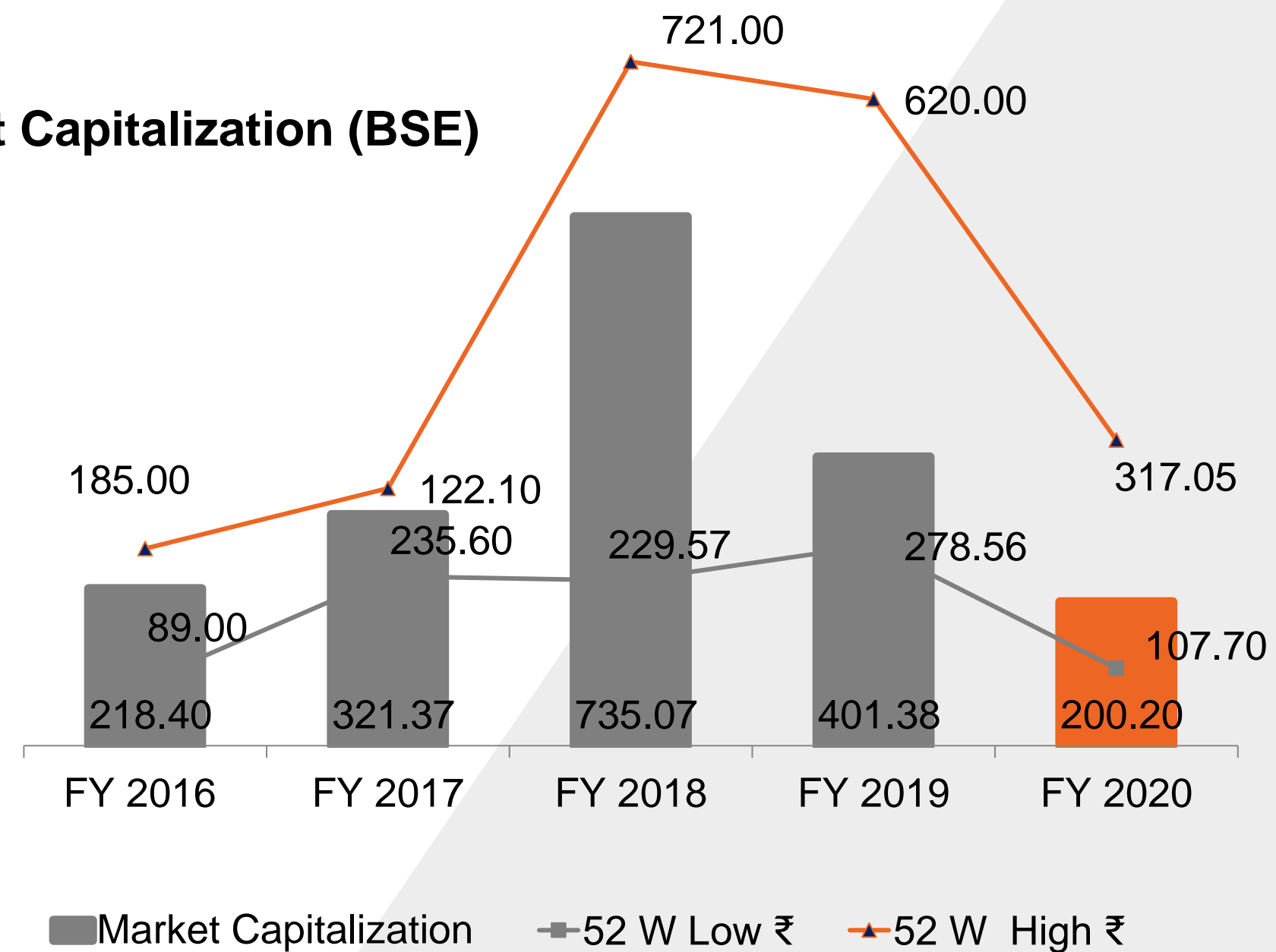
PAT



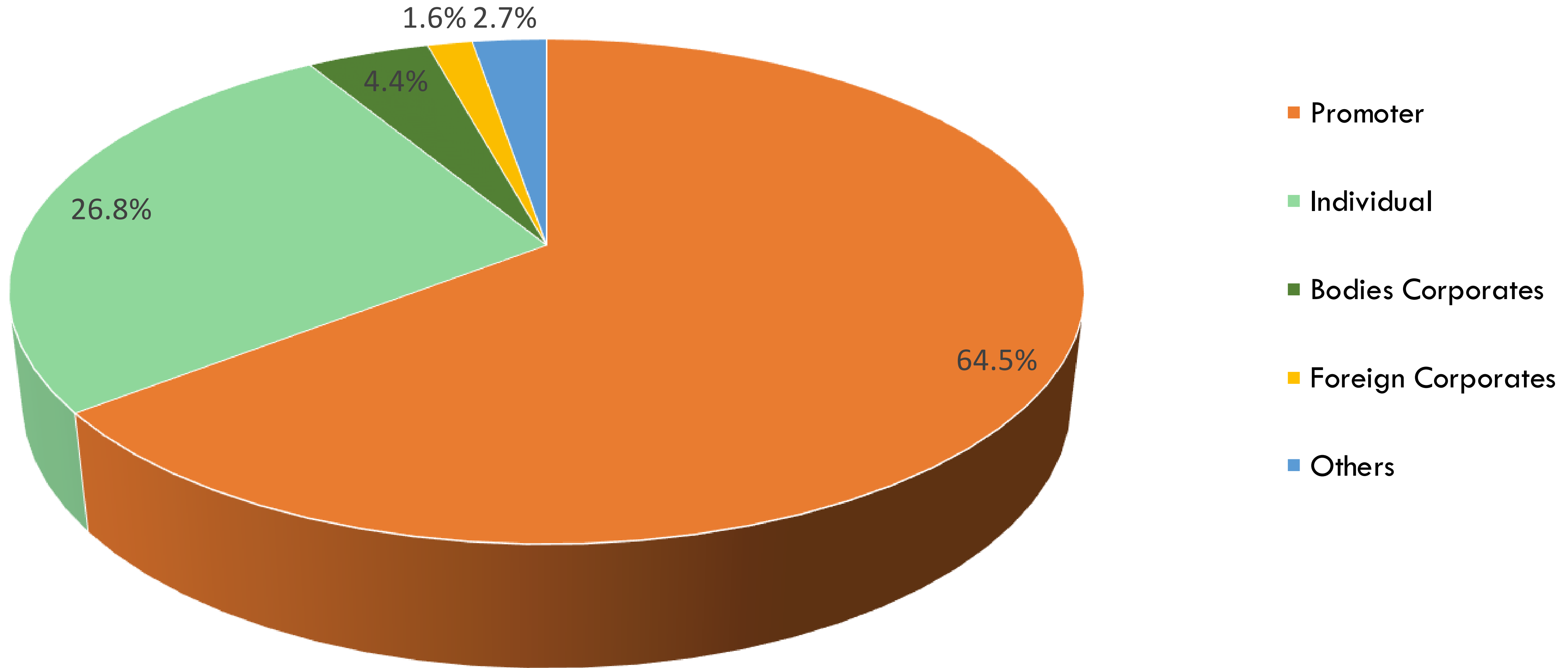
Earning Per Share (₹ Cr.)



Market Capitalization (BSE)



SHAREHOLDING PATTERN AS ON 31ST DECEMBER 2020



MARKET CAPITALIZATION (BSE) ₹ 376.47 Cr.



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