



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

12th August, 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,

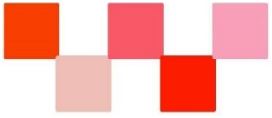
Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Analysts and Investors presentation for the Financial Results of quarter ended 30th June, 2017.

Kindly take the same on record.

Thanking you,

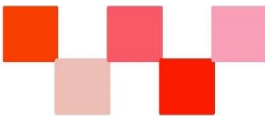
Yours truly,
For **PPAP Automotive Limited**


Sonia Bhandari
Company Secretary



PPAP Automotive Limited

Taking Challenges, Together



INDEX



Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

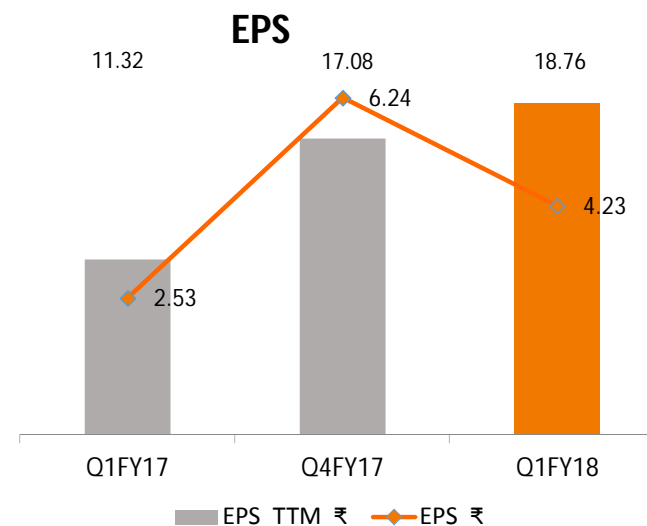
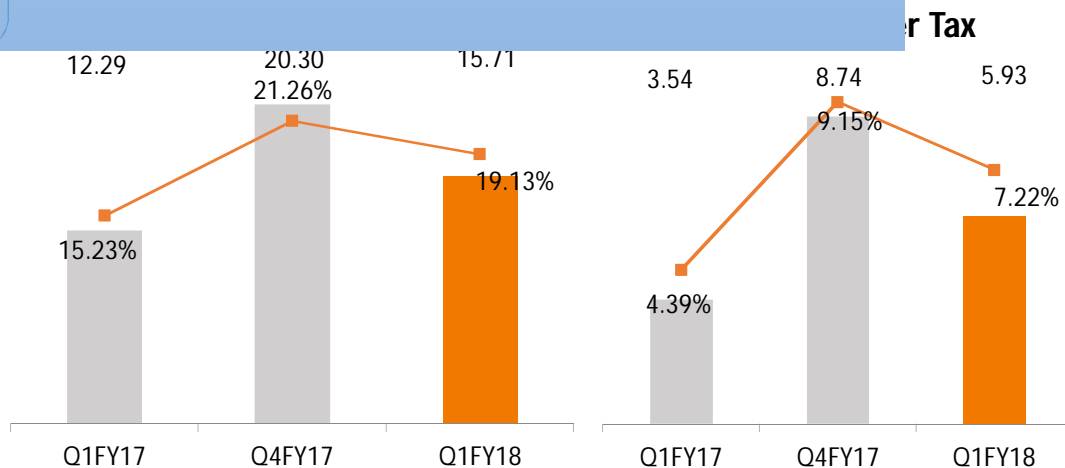
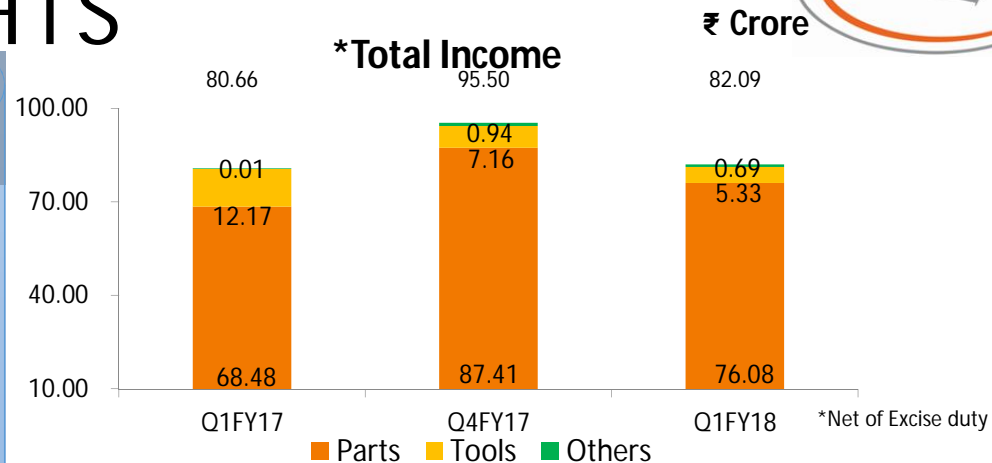
Financial Overview



QUARTERLY HIGHLIGHTS

Highlights of results of Q1FY18 compared with Q1FY17

- ❖ Total Income increase by 1.76%
- ❖ Part Sales increase by 11%
- ❖ EBITDA Margin increase by 4%
- ❖ EBITDA increase by 27.8%
- ❖ PAT Margin increase by 2.83%
- ❖ PAT increase by 67%
- ❖ EPS is at ₹ 4.23
- ❖ Long-term credit rating upgraded to CRISIL A+/Stable



Q1FY18 and Q1FY17 results are IND AS based.
Q4FY17 results are IGAAP based.

INDEX

Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

Financial Overview





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.

MANAGEMENT PROFILE

Mr. Ajay Kumar Jain

Chairman & Managing Director



- Commerce graduate from the Shri Ram College of Commerce, University of Delhi
- Associated with the company since inception with experience of over 40 years in the 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)
- Responsible for conducting the operations of the Business
- Member of Executive Committee of Honda Suppliersclub

Mr. Manish Dhariwal

Chief Financial Officer



- Graduated with a degree in B.Com (Hons.) from Delhi University & Member of ICAI
- Work experience over two decades
- Has worked with Lazard India, IL&FS and Group Mega



GENERAL INFORMATION



COMPANY ESTABLISHED IN 1978



START OF AUTOMOTIVE BUSINESS



LISTED ON BSE & NSE IN 2008



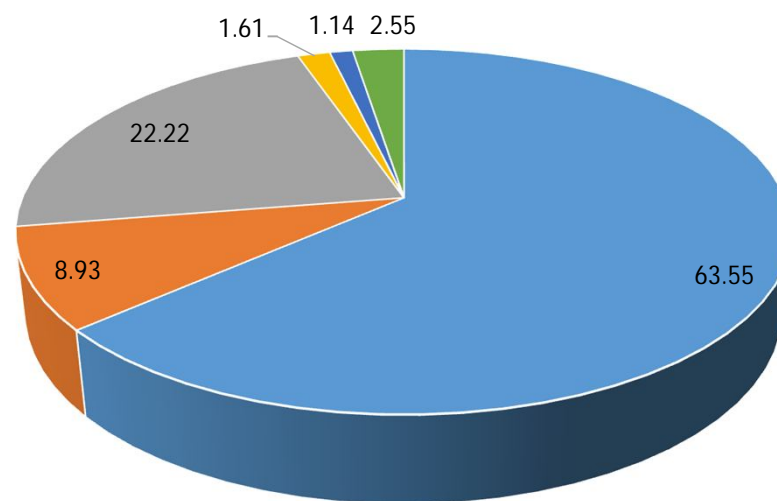
SHARE CAPITAL OF ₹ 140 MILLION



CERTIFICATIONS

TS 16949; ISO 14001; OHSAS 18001

SHARE HOLDING AS ON 30TH JUNE 2017



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

COMPANY FOCUS



MISSION

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

VISION

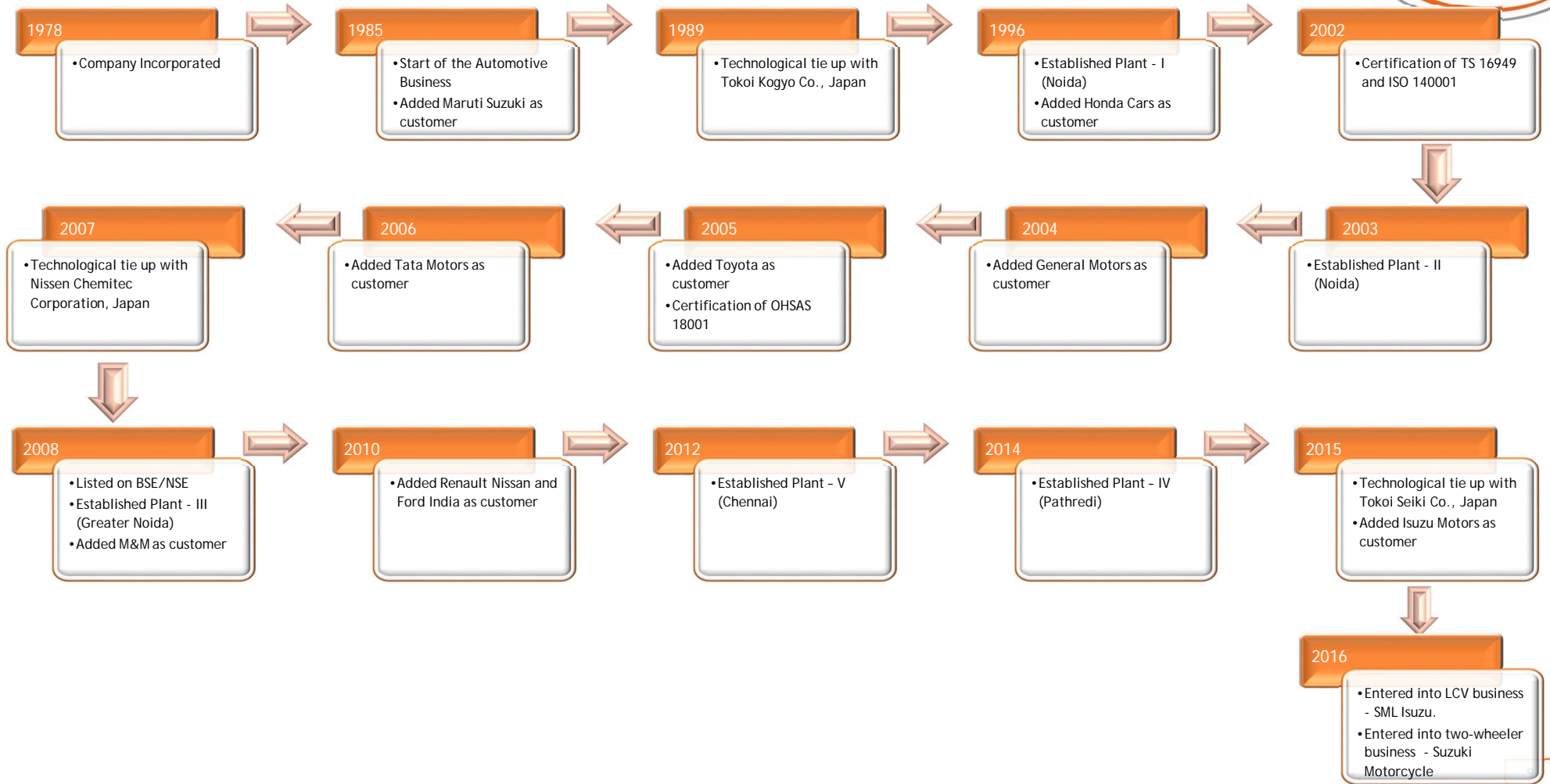
TO BE OUR CUSTOMERS' NO. 1 SUPPLIER

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**

INDEX

Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

Financial Overview





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

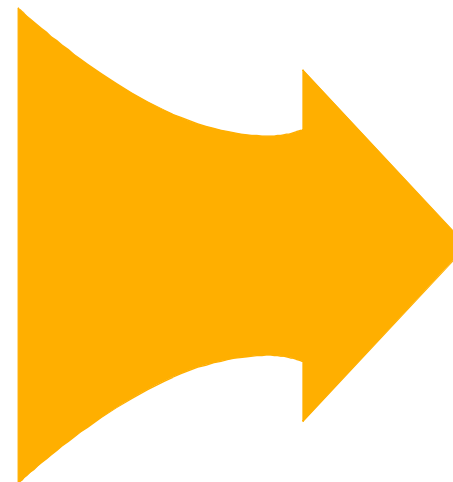
Focus on increasing customer base

- 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

INDEX

Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

Financial Overview



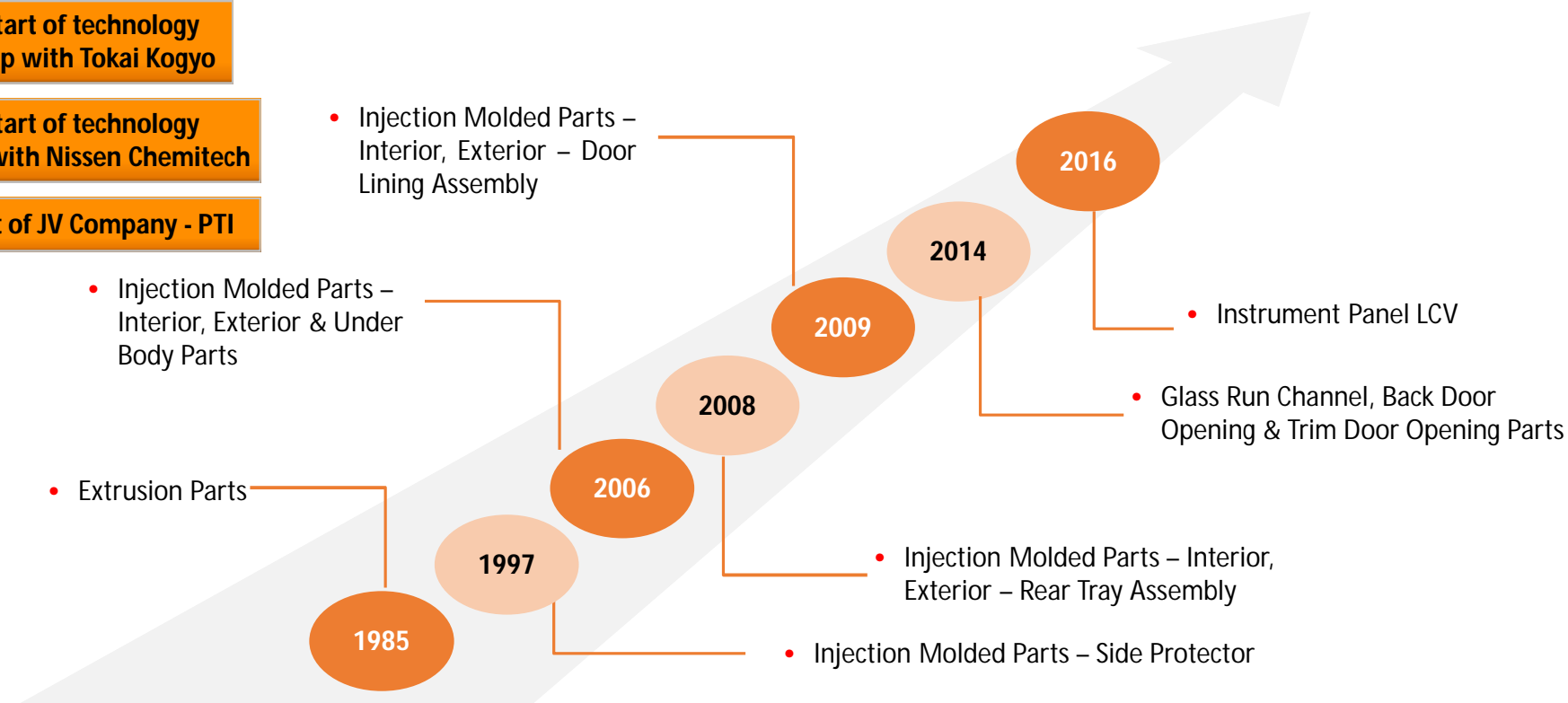


PRODUCT - MILESTONES

1989 – Start of technology partnership with Tokai Kogyo

2007 – Start of technology partnership with Nissen Chemitech

2012 – Start of JV Company - PTI

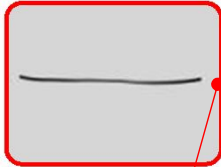




SEALING SYSTEMS



MOULDING WINDSHIELD



ROOF MOULDING



TRIM DOOR OPENING



BACK DOOR / TRUNK SEAL



DOOR OPENING SEAL



GLASS RUN CHANNEL



AIR SPOILER

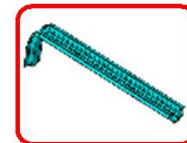
PVC
TPO
EPDM



**OUTER BELT
BLACK/BRIGHT**



INNER BELT



SLIDE RAIL



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



INDEX

Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

Financial Overview



CUSTOMERS & FACILITIES

CUSTOMERS

Domestic Presence

International Presence

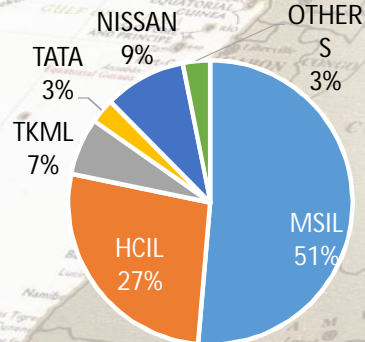
Domestic Presence:

- MAHINDRA
- ISUZU
- HONDA
- GM
- TATA
- SUZUKI
- TATA
- Mahindra
- TOYOTA
- NISSAN
- REVA
- HYUNDAI
- Ford

International Presence:

- JAPAN
- THAILAND
- BRAZIL
- UNITED KINGDOM
- MEXICO
- SOUTH AFRICA
- VENEZUELA
- ARGENTINA

BUSINESS SHARE AS ON 30/06/2017



FACILITIES

- Plastic Extrusion
- Injection
- Rubber Extrusion
- PTI, JV Company

PLANTS

- Noida I
- Noida II
- Chennai V
- Surajpur III
- Viramgam VI
- Surajpur PTI, JV Company

NOT TO SCALE - FOR ILLUSTRATION PURPOSE ONLY

PARTS DEVELOPED BY PPAP IN FOLLOWING MODELS



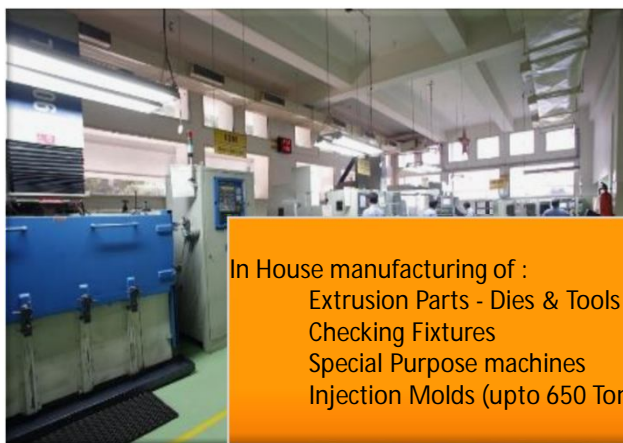
DEVELOPMENT INFRASTRUCTURE

DESIGN



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

TOOL MANUFACTURING



In House manufacturing of :

- Extrusion Parts - Dies & Tools
- Checking Fixtures
- Special Purpose machines
- Injection Molds (upto 650 Tons)

VALIDATION

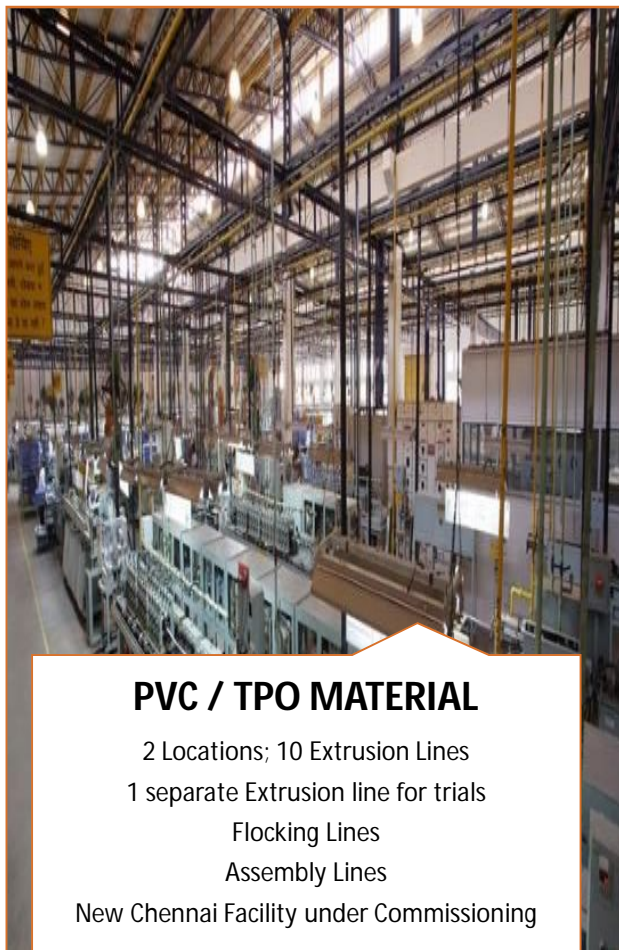


Raw Material Testing
Part Performance Testing



MANUFACTURING INFRASTRUCTURE

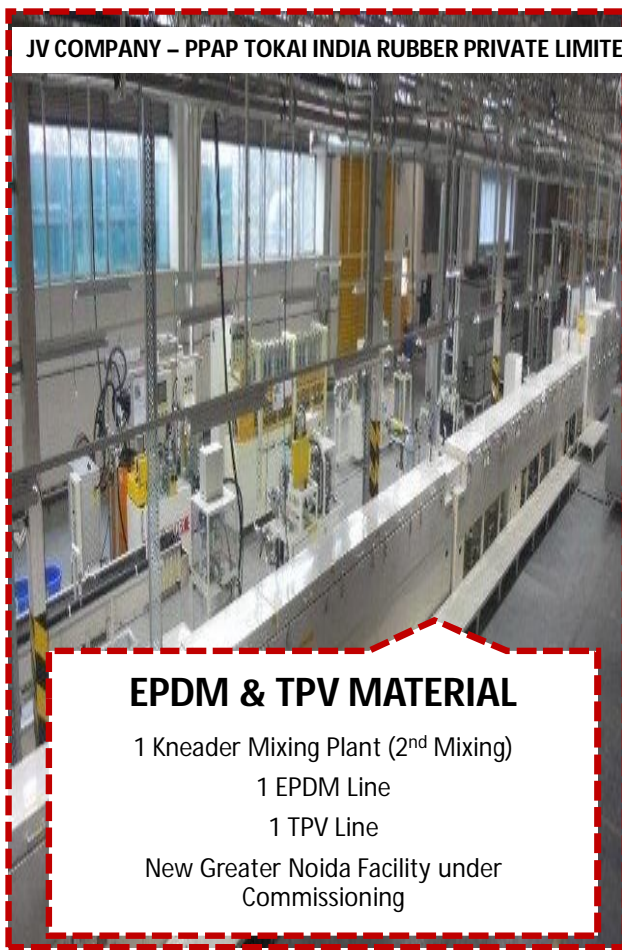
PLASTIC EXTRUSION



PVC / TPO MATERIAL

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

RUBBER EXTRUSION



JV COMPANY – PPAP TOKAI INDIA RUBBER PRIVATE LIMITED

EPDM & TPV MATERIAL

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

INJECTION MOLDING



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 and brownfield project at
Pathredi under Commissioning

INDEX

Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

Our Products

Facilities & Customers

Awards

Financial Overview



CUSTOMER APPRECIATION



ACCOLADES FOR 2017



- ★ Overall Performance Award Shield
By Maruti Suzuki India Limited
- ★ Certificate in Safety
By Maruti Suzuki India Limited
- ★ Certificate in Best HR Practices
By Maruti Suzuki India Limited
- ★ Environment Award 2017
for Co₂ reduction by Honda Cars India Limited
- ★ Bronze Award
for category of Spare Parts by Honda Motor India Private Limited
- ★ Second runner up in the National Level Quality Circle competition
By Honda Cars India Suppliers Club
- ★ Bronze Award
for Quality Circle Competition by Toyota Kirloskar Suppliers Association
- ★ The Economic Times Polymers Awards
for Body Side Moulding Excellence in Automotive category in the small Enterprises
- ★ The Machinist Super Shopfloor Awards 2017
for Productivity category

CUSTOMER APPRECIATION



TOYOTA MOTOR CORPORATION



TOYOTA KIRLOSKAR MOTOR INDIA PVT LIMITED



HONDA CARS INDIA LIMITED



MARUTI SUZUKI INDIA LIMITED



INDEX

Quarterly Highlights

Company Overview

Core Strengths & Growth Strategy

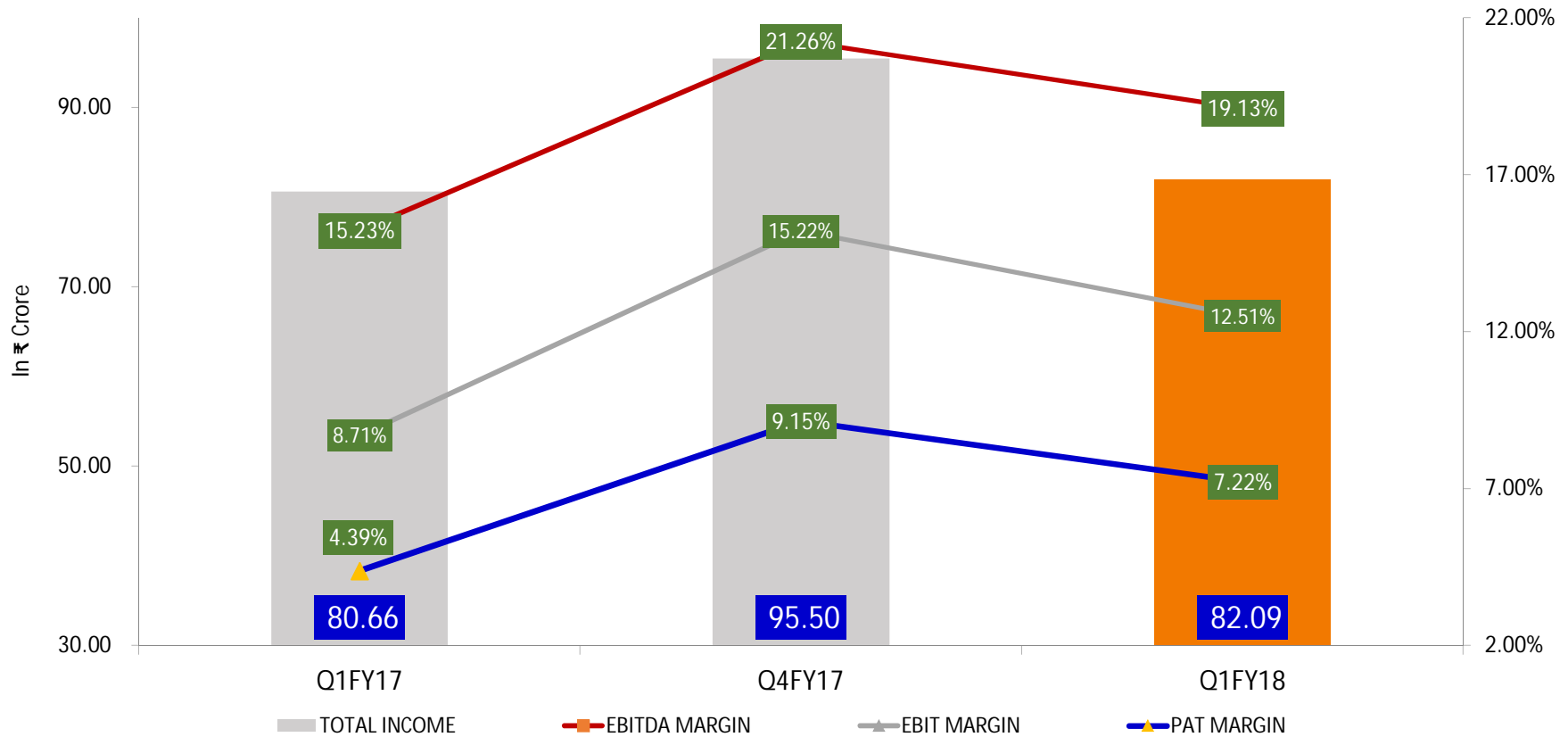
Our Products

Facilities & Customers

Awards

Financial Overview

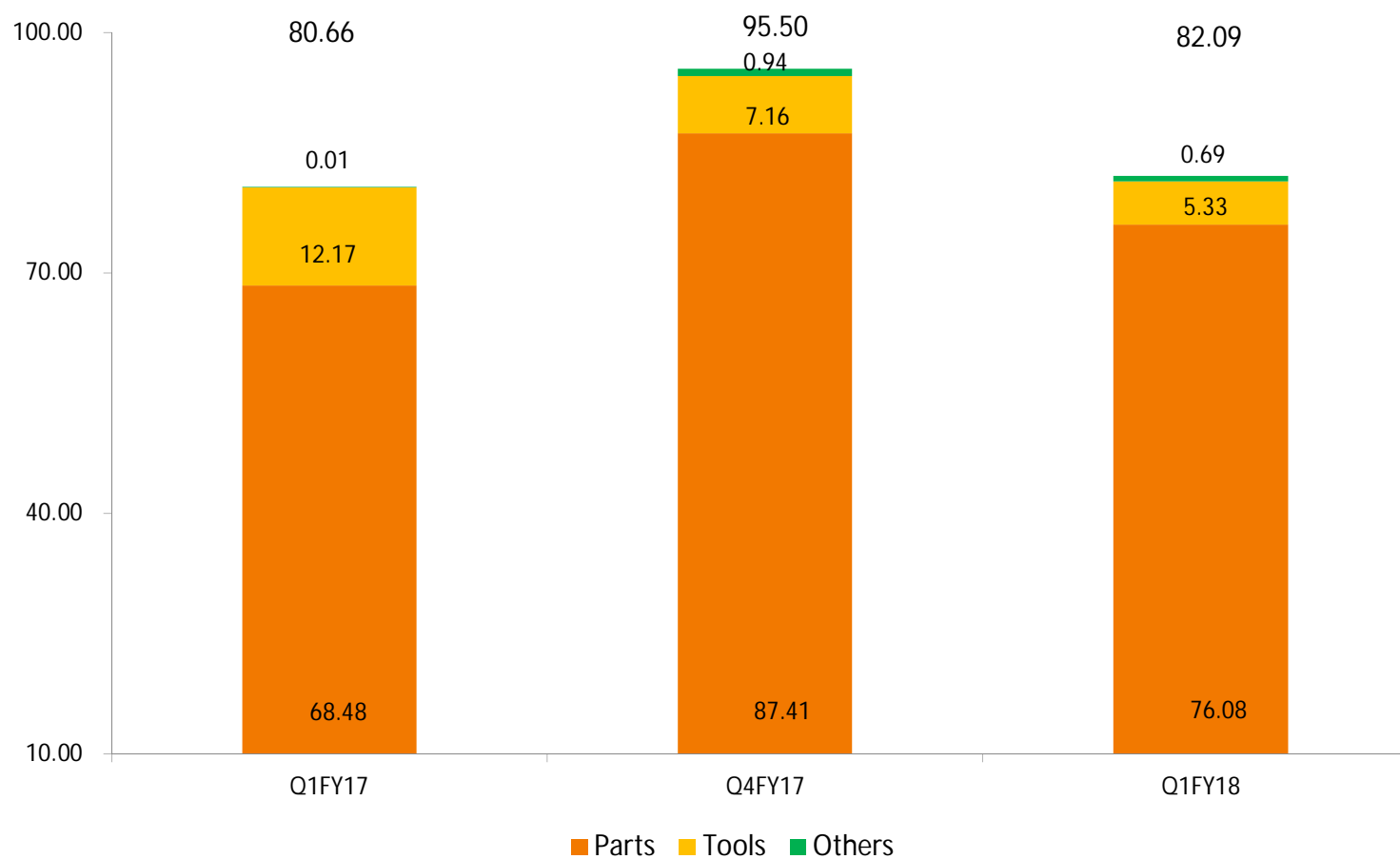
SUMMARY



Q1FY18 and Q1FY17 results are IND AS based.
Q4FY17 results are IGAAP based.



Total Income (Net of Excise) (₹ crore)

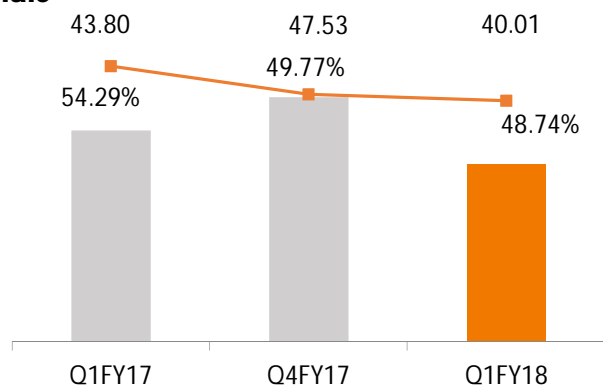


Q1FY18 and Q1FY17 results are IND AS based.
Q4FY17 results are IGAAP based.

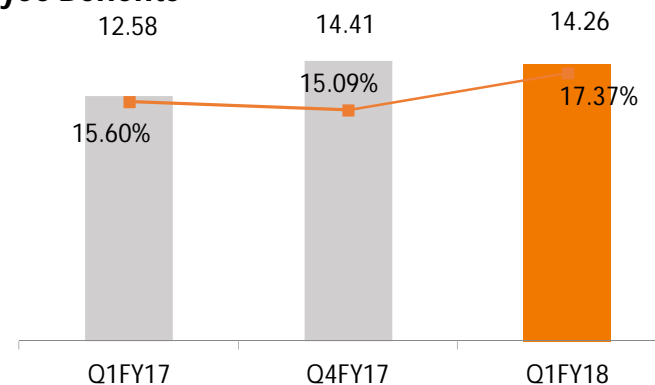


Major Expenses (₹ crore)

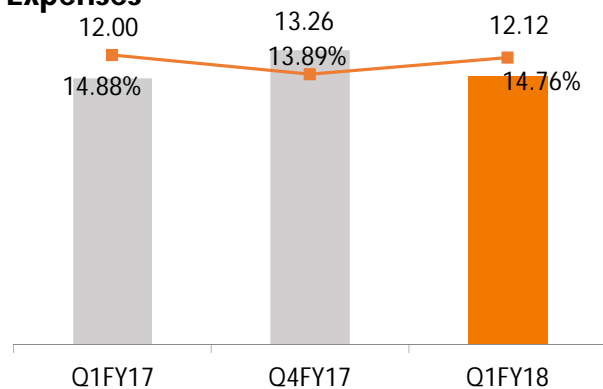
Materials



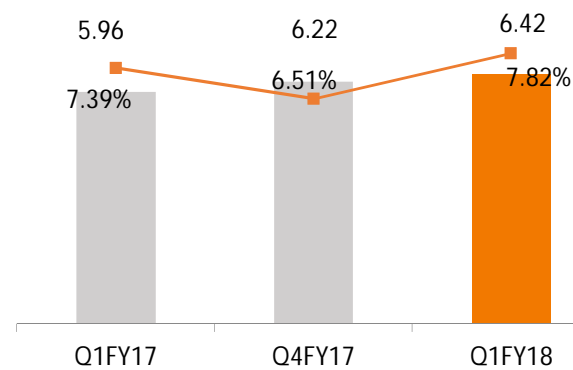
Employee Benefits



Other Expenses



Depreciation

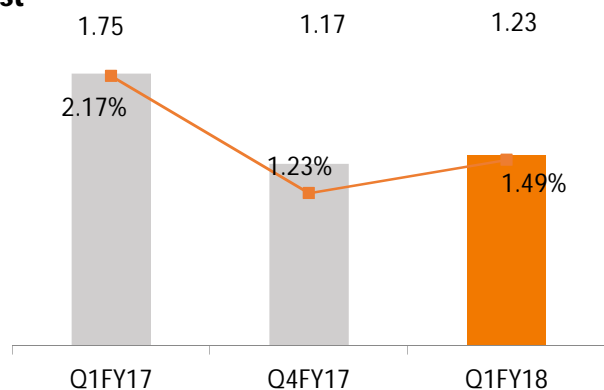


Q1FY18 and Q1FY17 results are IND AS based.
Q4FY17 results are IGAAP based.

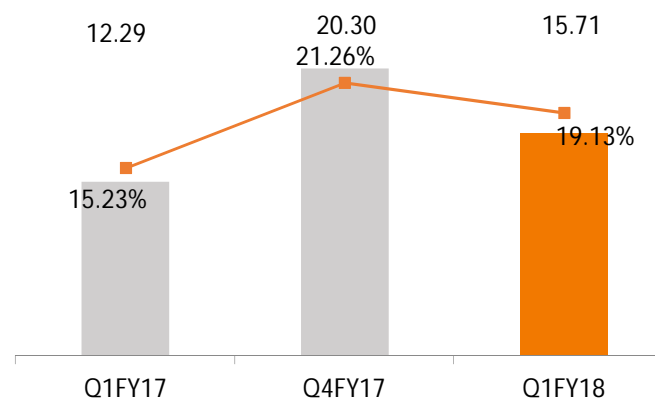


Interest & Earnings(₹ crore)

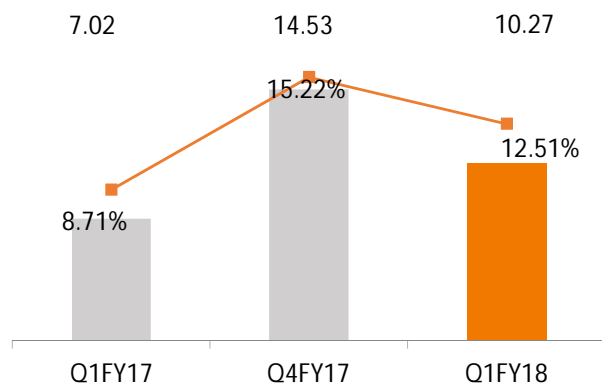
Interest



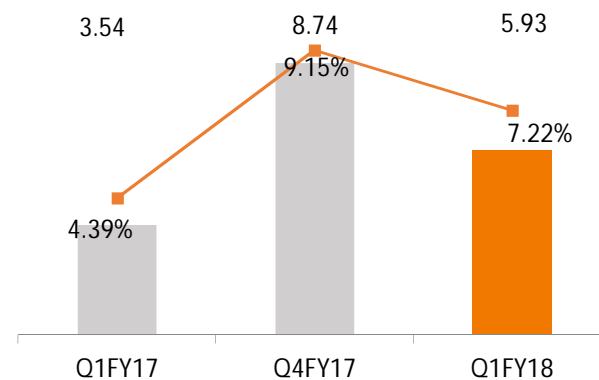
EBITDA



EBIT



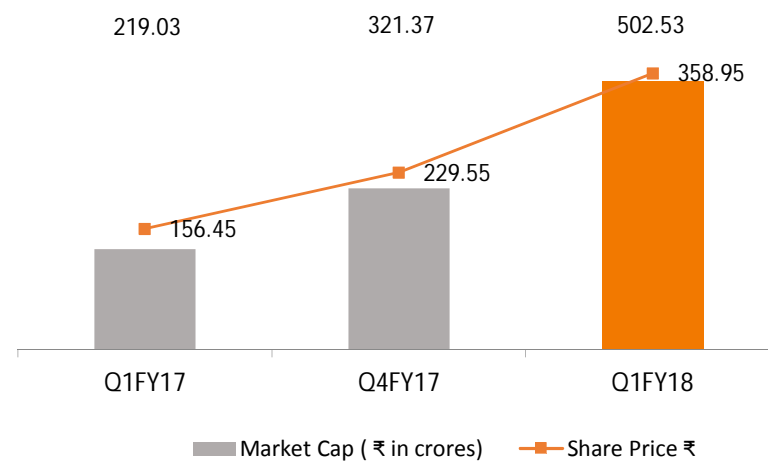
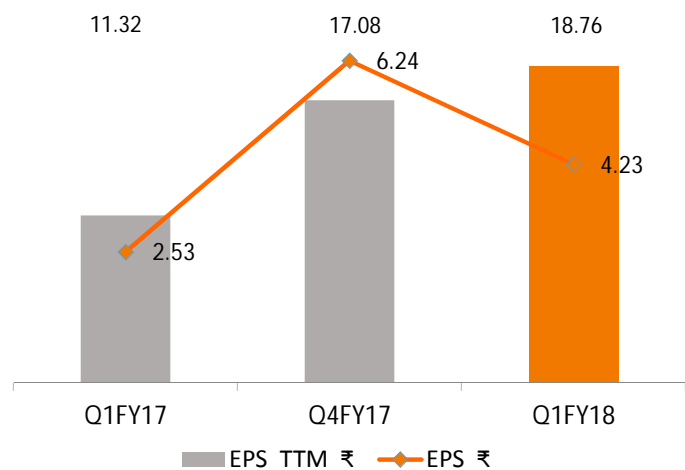
Profit after Tax



Q1FY18 and Q1FY17 results are IND AS based.
Q4FY17 results are IGAAP based.



EPS & MARKET CAPITALIZATION(BSE)

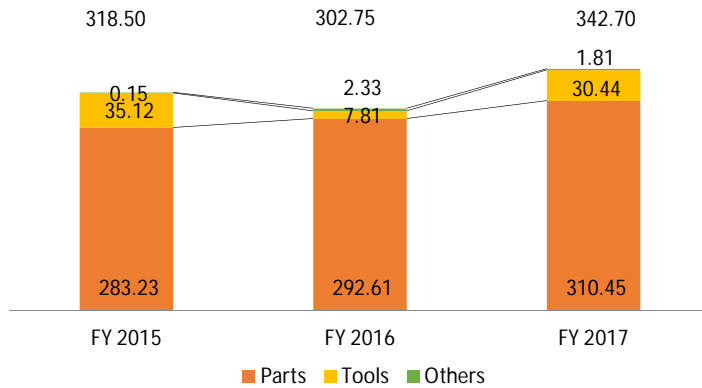


Q1FY18 and Q1FY17 results are IND AS based.
Q4FY17 results are IGAAP based.

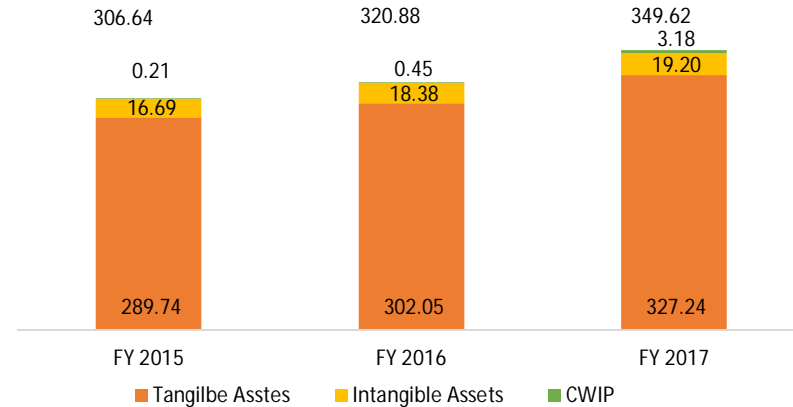


FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)

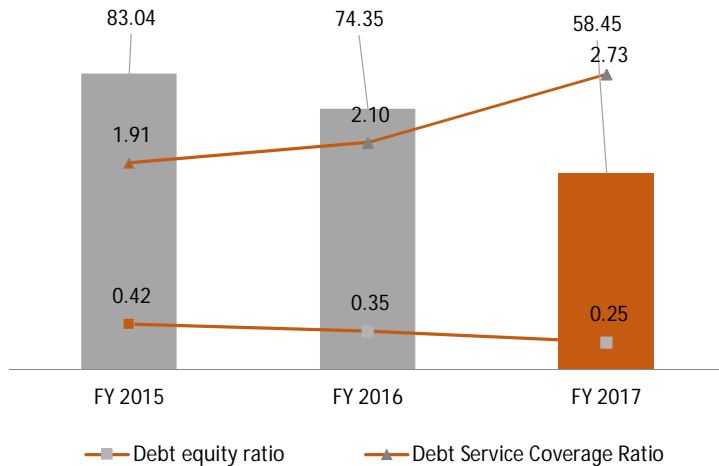
Operating Income



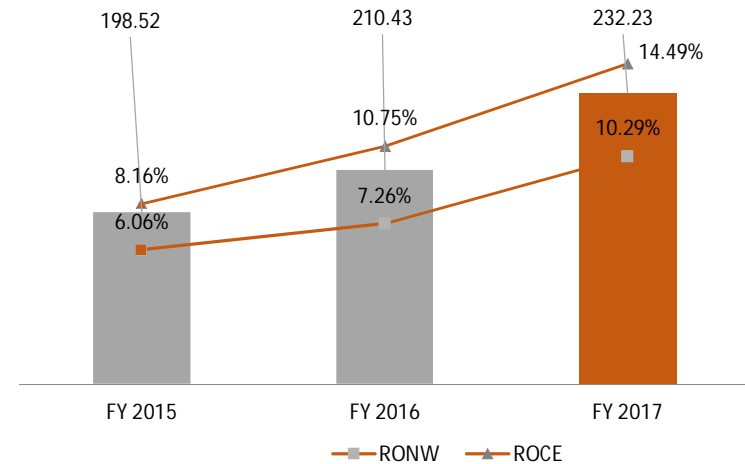
Fixed Assets (Gross Block)



Debt



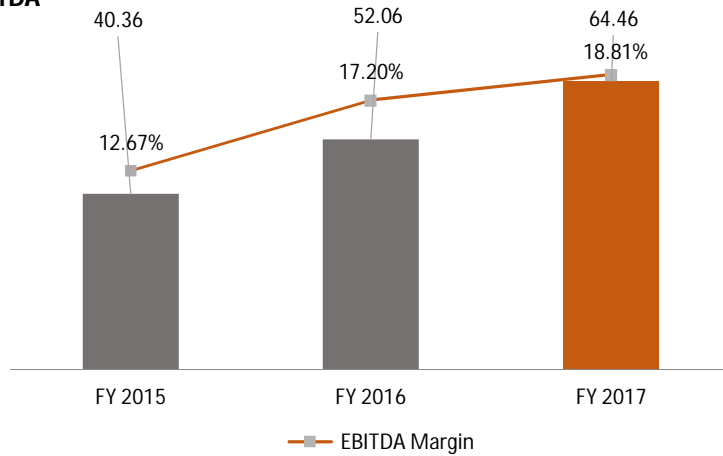
Net Worth



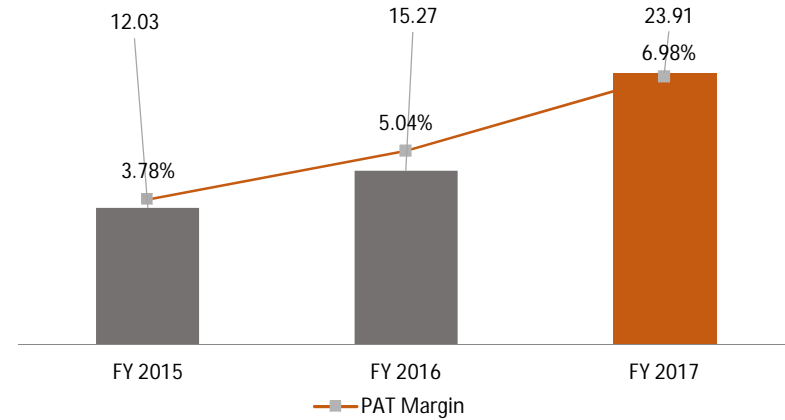


FINANCIAL PERFORMANCE SNAPSHOT (Previous 3 years)

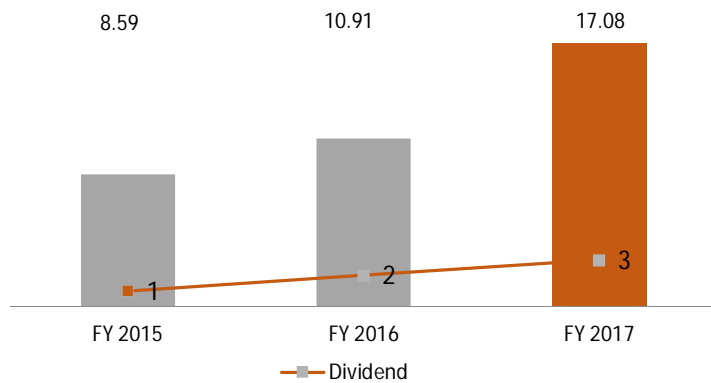
EBITDA



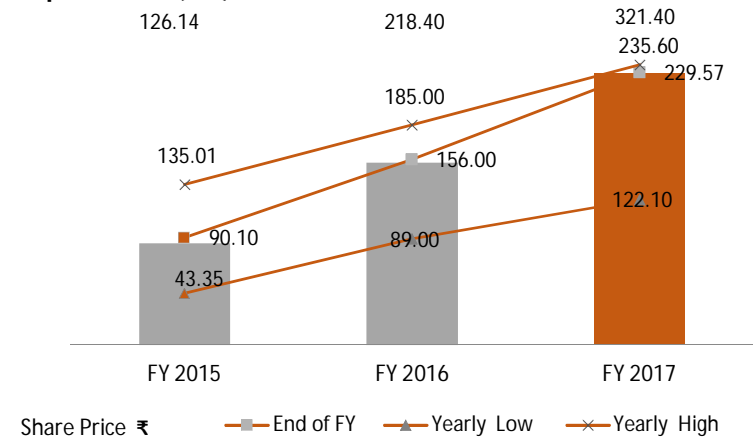
PAT



Earning Per Share (₹)



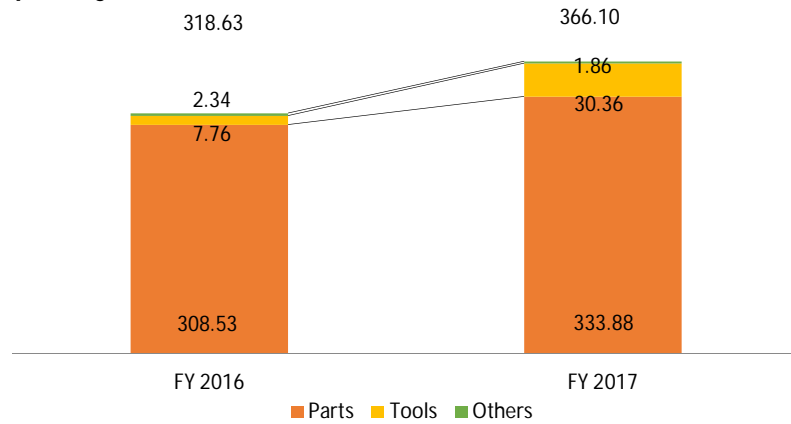
Market Capitalization (BSE)



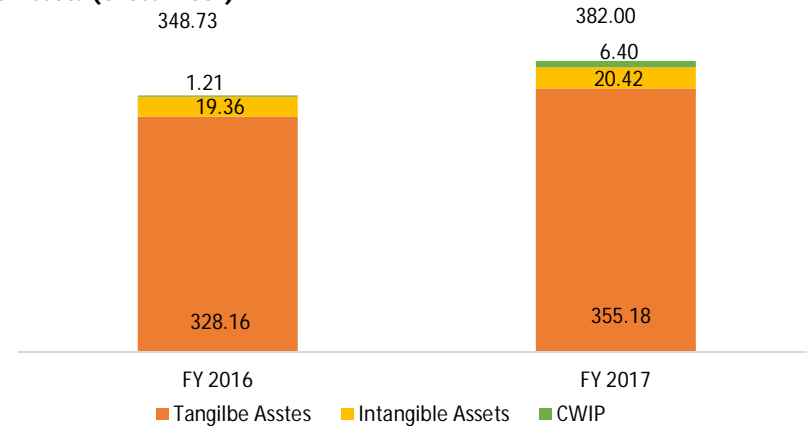
CONSOLIDATED FINANCIAL PERFORMANCE FY 2017



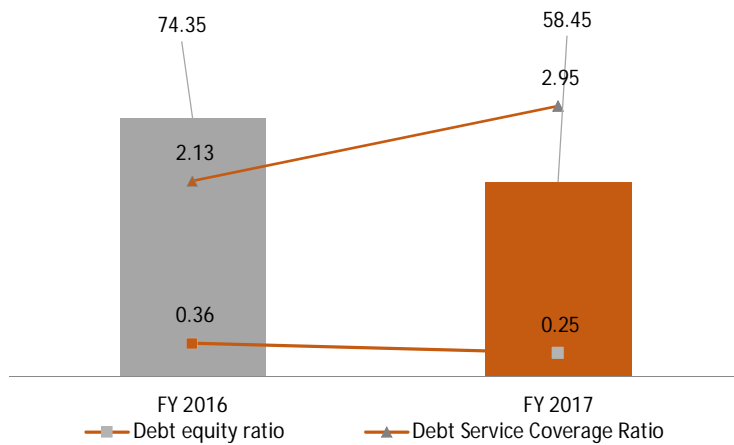
Operating Income



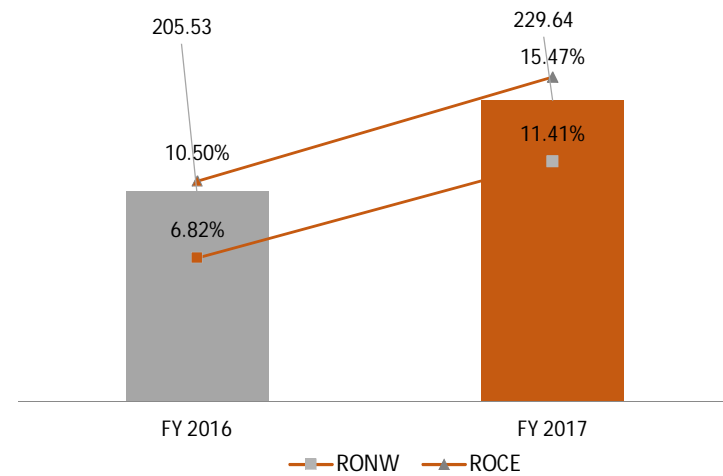
Fixed Assets (Gross Block)



Debt



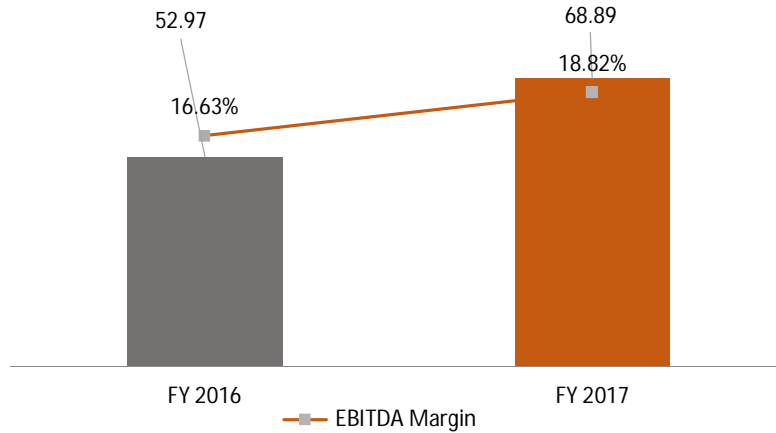
Net Worth



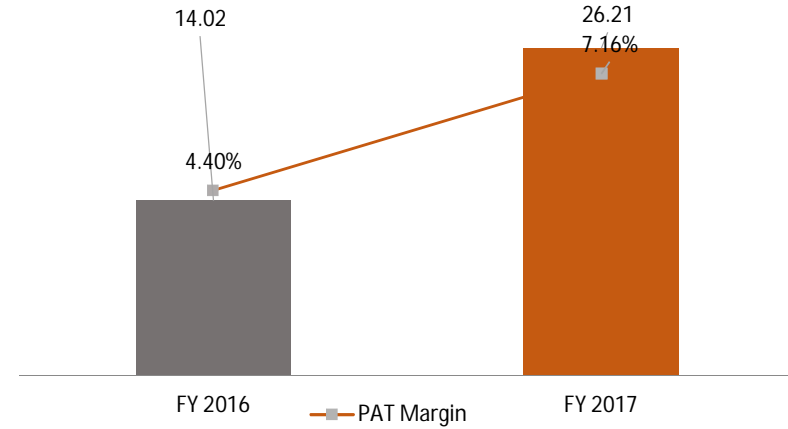
CONSOLIDATED FINANCIAL PERFORMANCE FY 2017



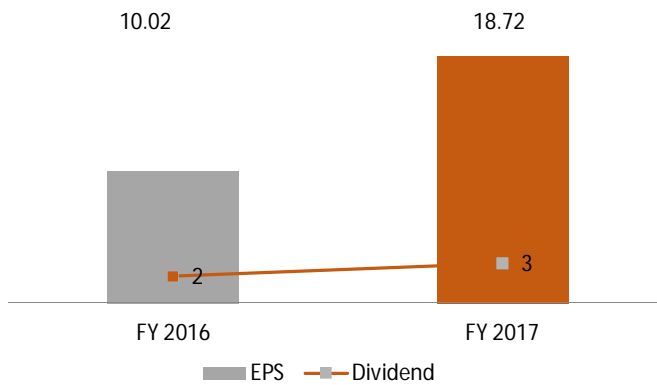
EBITDA



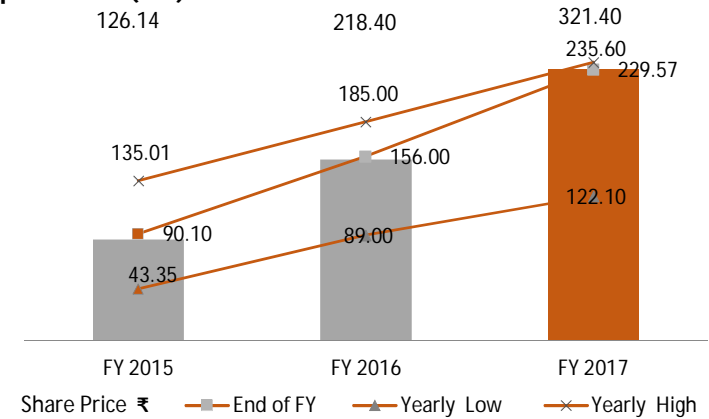
PAT



Earning Per Share (₹)



Market Capitalization (BSE)





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:

Mr. Manish Dhariwal (Chief Financial Officer)

PPAP Automotive Limited

Ph: +91-120-2462552 / 53

Email: manish.dhariwal@ppapco.com

Mr. Parin Narichania / Ms. Ruchi Bhadra

Concept Investor Relations

Mo: +91 9930025733 / 9867637838

Email: parin@conceptir.com / ruchi.bhadra@conceptpr.com

Website : www.ppapco.in