

May 15, 2017

BSE Limited

25th Floor, P. J. Towers,
Dalal Street,
MUMBAI – 400 001
(Company Code: 505714)

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
MUMBAI – 400 051
(Company Code: GABRIEL)

Dear Sirs,

Sub: Disclosure under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We are enclosing herewith the investor presentation to be disclosed to the Stock exchanges under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take the above information on record and kindly acknowledge the receipt.

Thanking you,

Yours faithfully,

For Gabriel India Limited

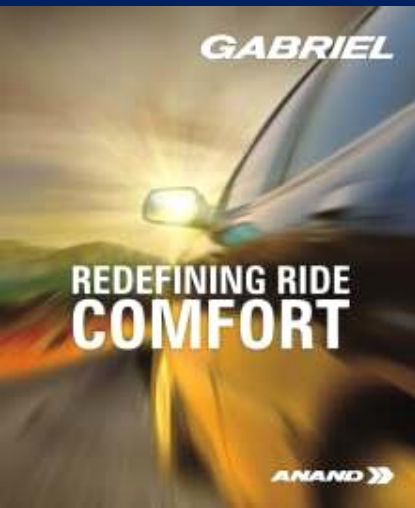

Nilesh Jain
Company Secretary



Encl : a/a

Gabriel India Ltd.

Result Update Presentation – Q4 FY17



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GABRIEL

Revenue

Rs 15,291 Mn ↑
+6.3%

EBITDA

Rs. 1,440 Mn ↑
+9.7%

EBITDA Margin %

9.4% ↑
+30 bps

PBT

Rs. 1,108 Mn ↑
+16%

Net Profit

Rs. 816 Mn ↑
+8.5%

Note: FY17 compared with FY16

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Revenue

Rs. 3,912 Mn

+6.8%



EBITDA

Rs. 369 Mn

+10.8%



EBITDA Margin %

9.4%

+30 bps



PBT

Rs. 278 Mn

+9.5%



Net Profit

Rs. 221 Mn

+5.5%



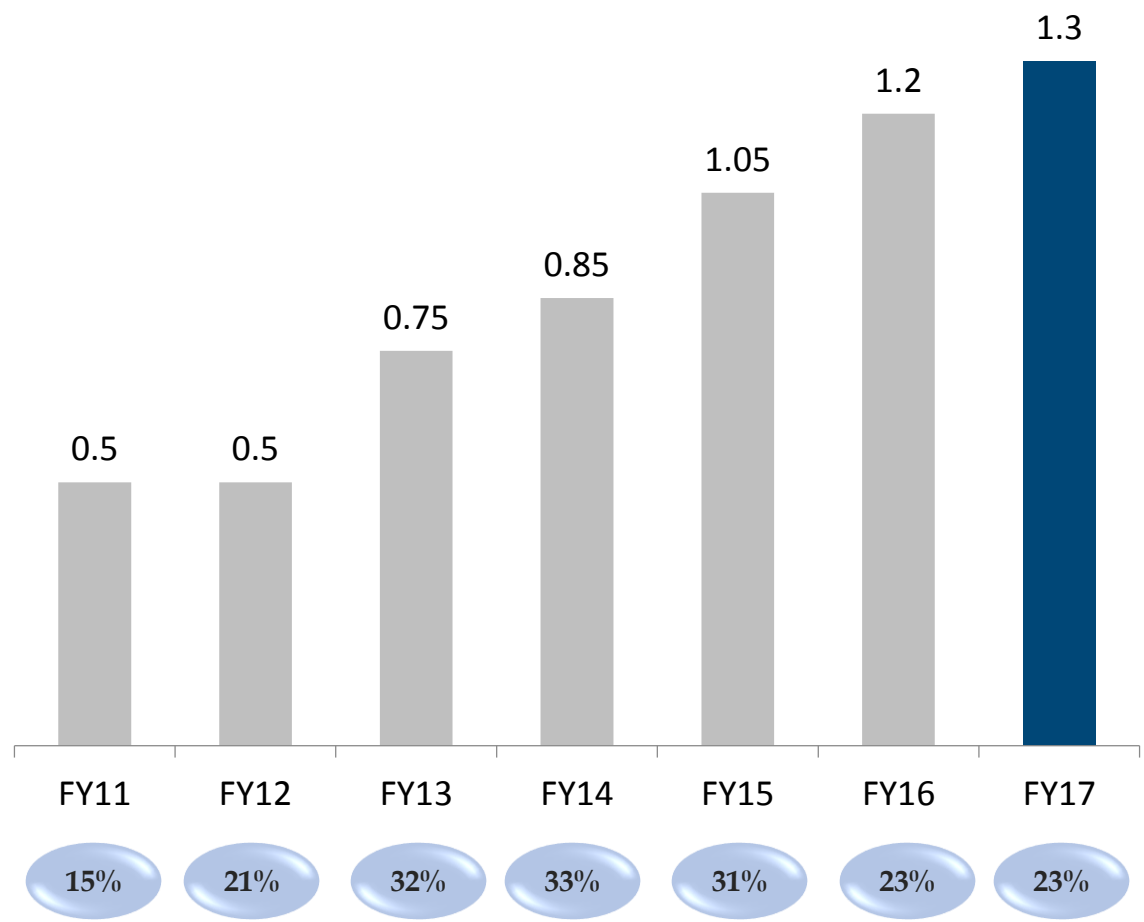
Note: Q4 FY17 compared with Q4 FY16

01 Revenue led by Higher Volumes in Passenger cars and commercial vehicles segment

02 Raw Material cost negotiations, commodity price corrections and segment/product mix have helped to control RMC.

03 Cost Efficiency and Lower Interest Payouts enabling EBITDA and PBT margins improvement

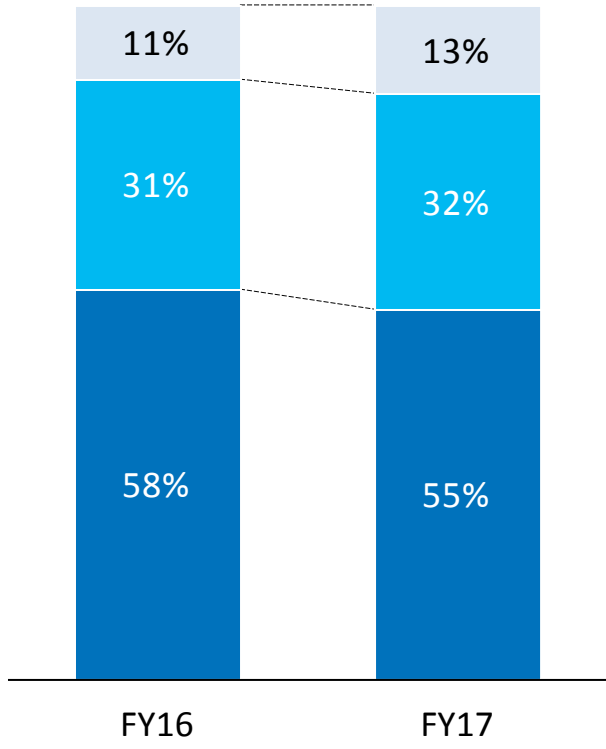
Dividend Per Share (Rs.)



Pay out Ratio

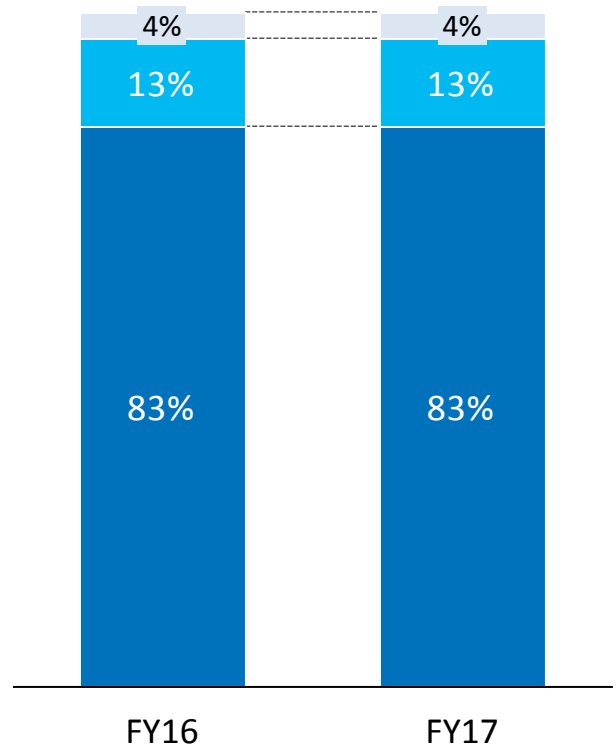
- Continuous Dividend since 1998
- Stable Payout Ratio
- Declared Final Dividend of Rs. 0.85 per share, amounting to 85% of Face Value
- Total Dividend of Rs. 1.30 per share of Re. 1 each

Segment – Mix



- Commercial Vehicles
- Passenger Car
- 2W

Channel – Mix



- Exports
- Replacement
- OE

Profit & Loss Highlights



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Rs. Mn	FY17	% of revenue	FY16	% of revenue	YoY%	Q4 FY17	% of revenue	Q4 FY16	% of revenue	YoY%
Revenue	15,291	100.0%	14,382	100.0%	6.3%	3,912	100.0%	3,662	100.0%	6.8%
Raw Material	10,844	70.9%	10,267	71.4%		2,761	70.6%	2,623	71.6%	
Employee Expenses	1,279	8.4%	1,150	8.0%		329	8.4%	279	7.6%	
Other expenses	1,728	11.3%	1,672	11.6%		453	11.6%	432	11.8%	
EBITDA	1,440	9.4%	1,293	9.0%	11.4%	369	9.4%	328	9.0%	12.5%
Adjusted EBITDA*	1,440	9.4%	1,313	9.1%	9.7%	369	9.4%	333	9.1%	10.8%
Other Income	54	0.4%	25	0.2%		16	0.4%	14	0.4%	
Interest Cost	17	0.1%	25	0.2%		5	0.1%	6	0.2%	
Depreciation	353	2.3%	332	2.3%		90	2.3%	81	2.2%	
PBT before Exceptional items	1,124	7.4%	961	6.7%	17.0%	289	7.4%	255	7.0%	13.5%
Exceptional items (Exp)/Income	-16	-0.1%	-6	0.0%		-12	-0.3%	-2	0.0%	
PBT	1,108	7.2%	955	6.6%	16.0%	278	7.1%	253	6.9%	9.5%
Tax	292	1.9%	203	1.4%		57	1.5%	44	1.2%	
PAT	816	5.3%	752	5.2%	8.5%	221	5.6%	209	5.7%	5.5%
Cash PAT (PAT + Depreciation)	1,169	7.6%	1,084	7.5%	7.9%	311	8.0%	290	7.9%	7.3%

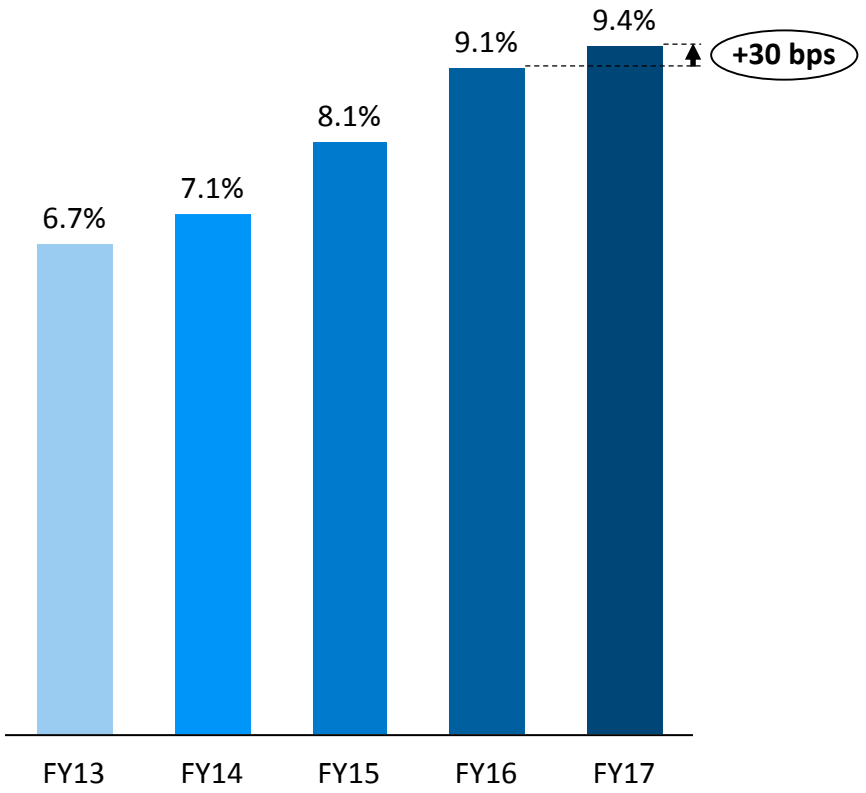
* FY 16 EBITDA adjusted for one time items of royalty reversal Rs. 21 million and provision towards bonus Rs. 41.12 million (Rs. 4.86 million in Q4 FY 16) arising due to retrospective amendment of Payment of Bonus Act, 1965.

Margin Expansion Continues- Yearly

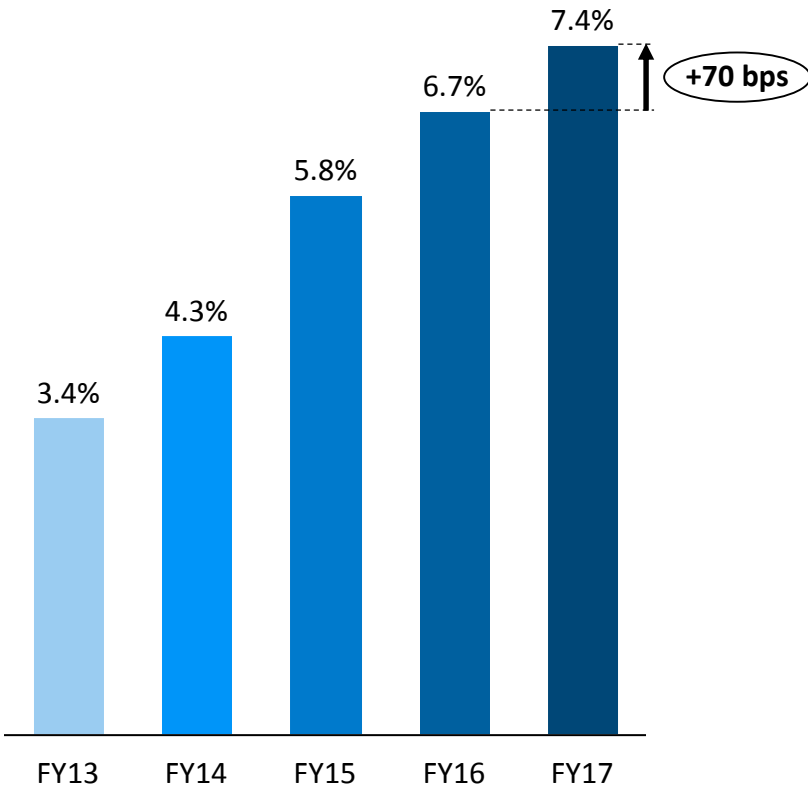


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EBITDA Margin %



PBT Before Exceptional Item Margin %

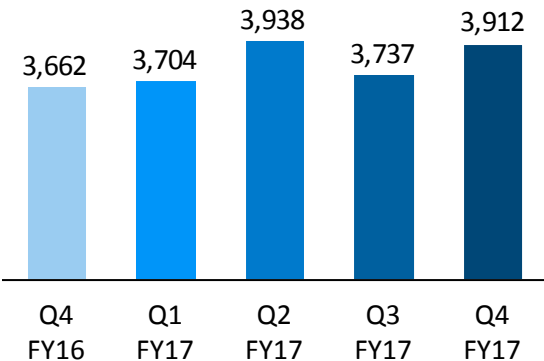


Quarterly Performance Trend

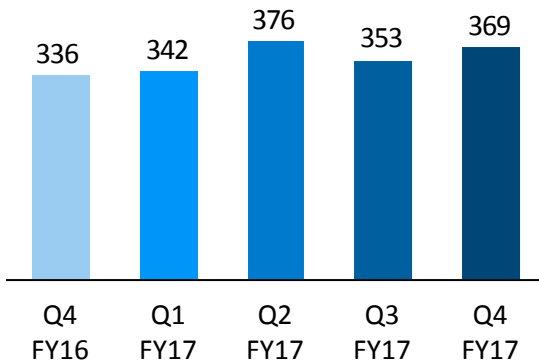


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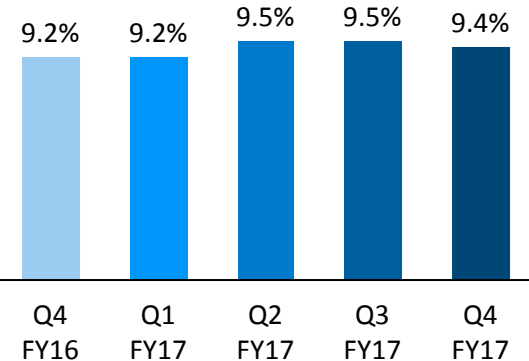
Revenue



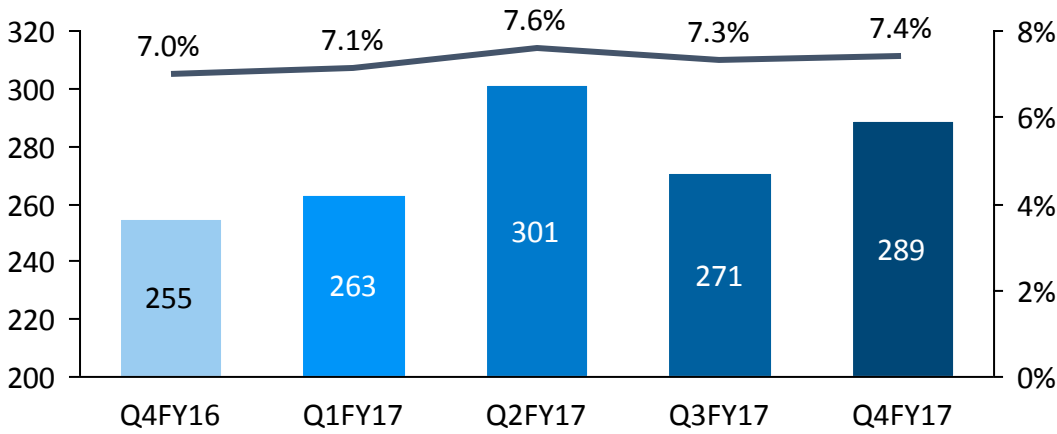
EBITDA



EBITDA Margin %



PBT Before Exceptional Item & Margin (%)

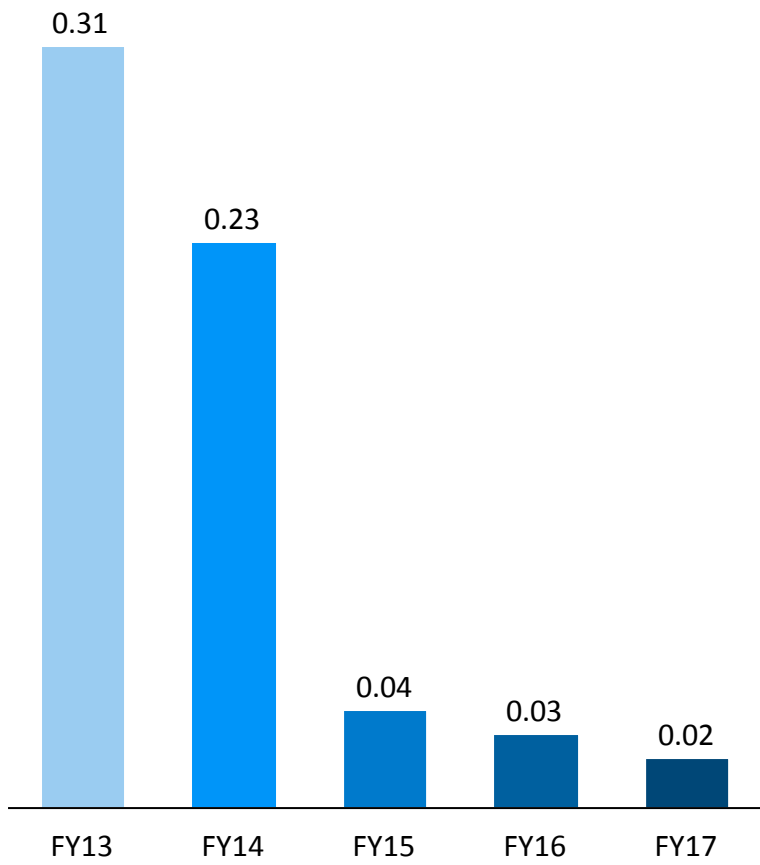


(Rs.Mn)

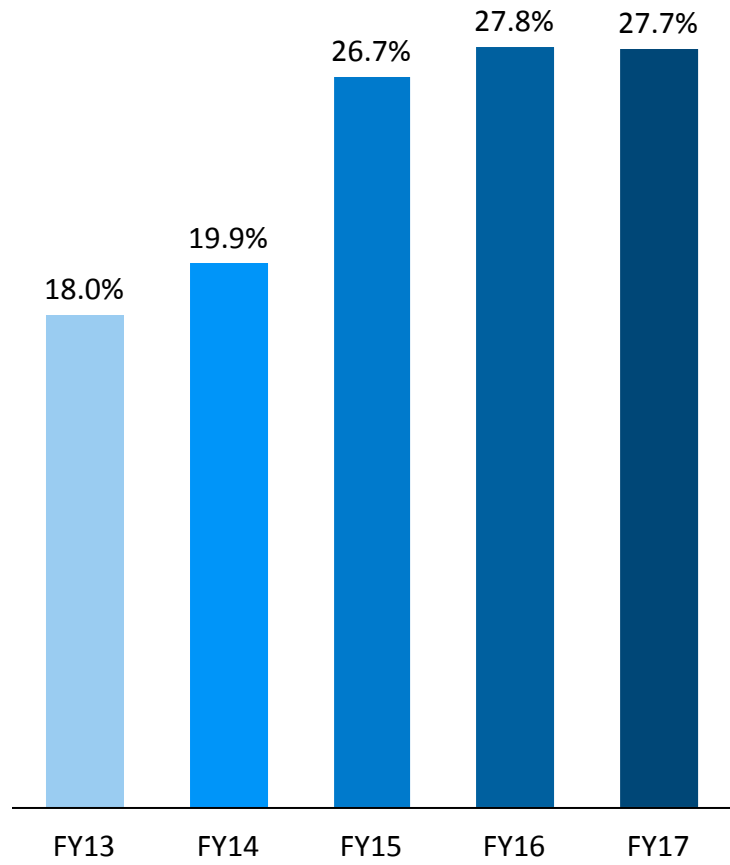
EQUITY & LIABILITIES (Rs. Mn)	Mar-17	Mar-16
Shareholder's Fund	4,505	3,799
Share capital	144	144
Reserves & Surplus	4,361	3,656
Non-current liabilities	335	258
Long term borrowings	78	81
Other non-current liabilities	257	176
Current liabilities	2,861	2,660
Short term Provisions	171	352
Trade Payables	2,147	1,781
Other current liabilities	543	527
TOTAL EQUITY & LIABILITIES	7,701	6,716

ASSETS (Rs. Mn)	Mar-17	Mar-16
Non-current assets	3,155	2,997
Fixed assets	2,904	2,746
Long-term loans and advances	251	236
Current assets	4,546	3,734
Current Investments	280	-
Inventories	1,298	1,107
Trade receivables	2,118	1,924
Cash and bank balances	527	377
Short-term loans and advances	280	290
Other current assets	43	36
TOTAL ASSETS	7,701	6,716

D:E Ratio



ROIC* (%)



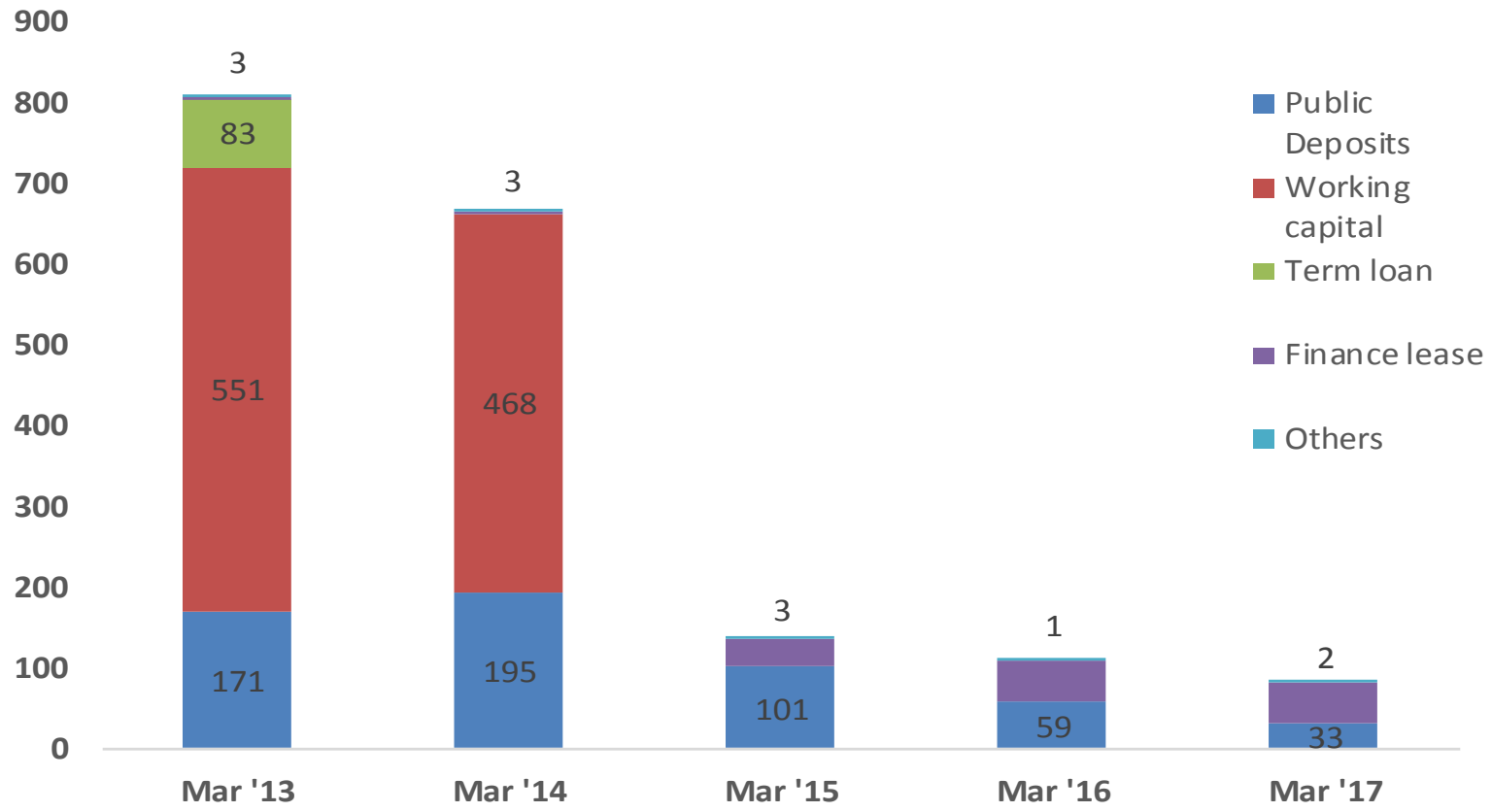
* Invested capital excluding Cash & Bank balances, Mutual Fund investments and returns thereon

Reduction in borrowings



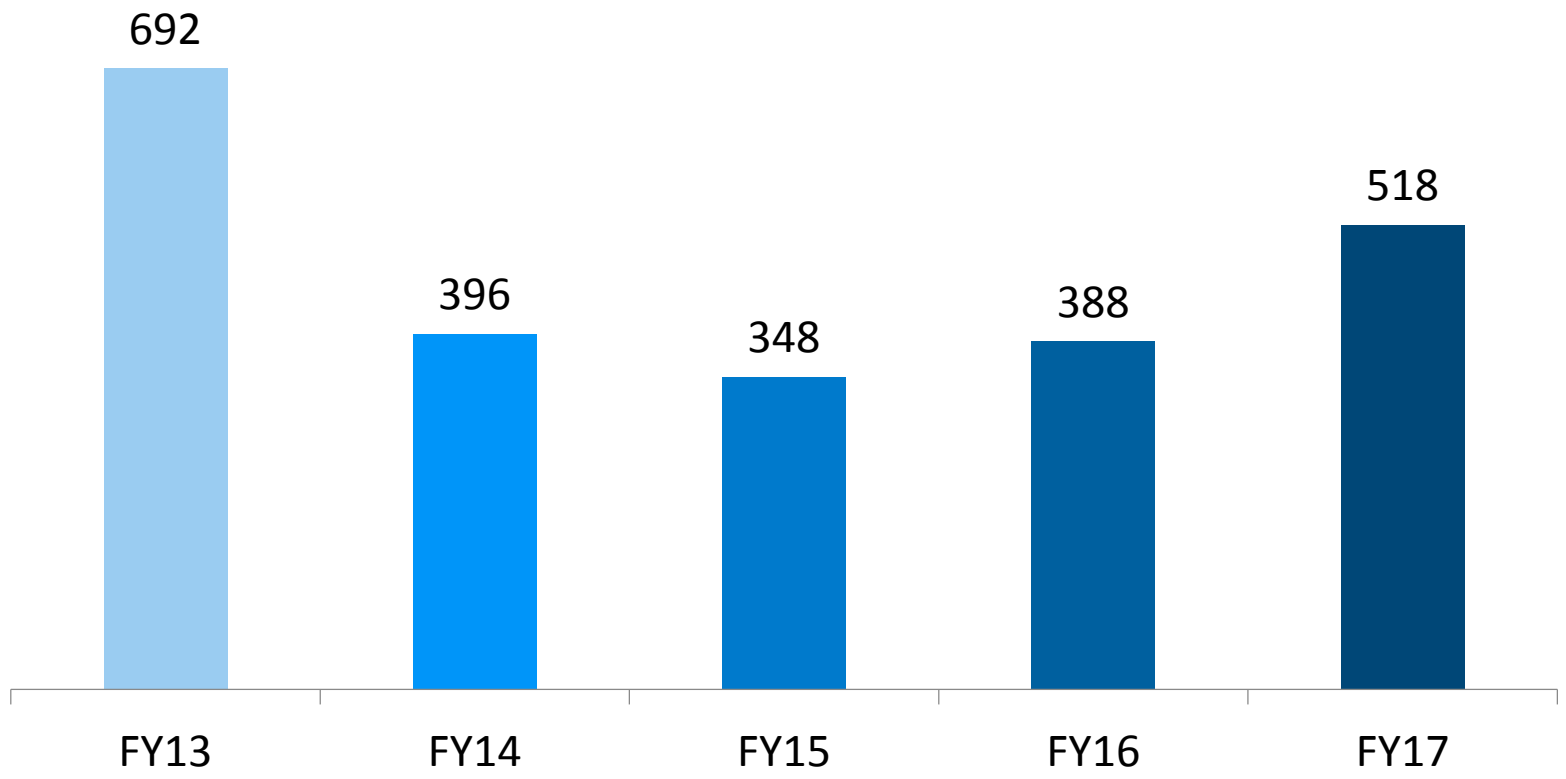
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(Rs.Mn)

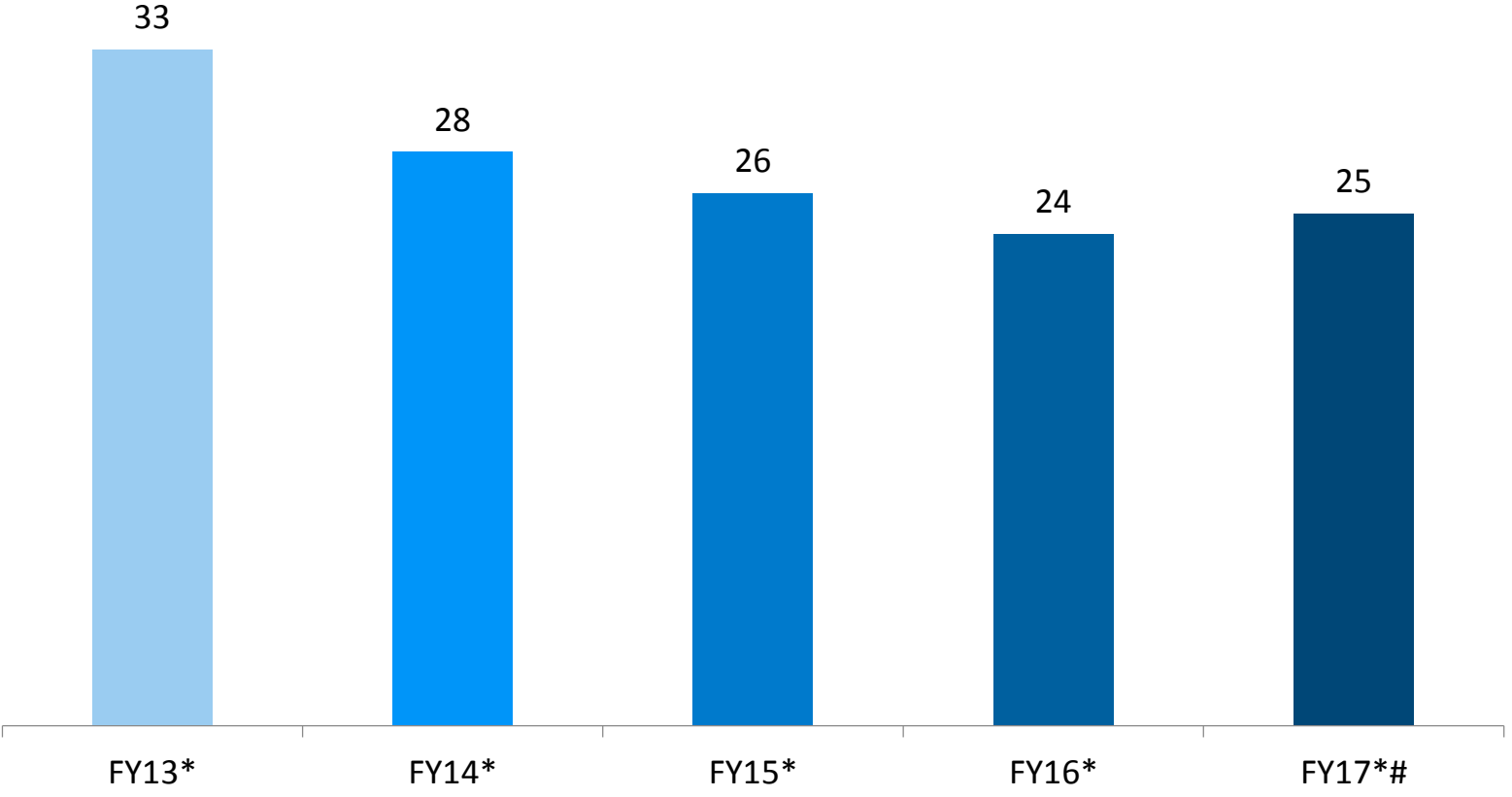


The company has stopped accepting public deposits effective November 2015 and the outstanding balance has been reduced from Rs. 101 millions to Rs. 33 millions.

Capital Expenditure (Rs. Mn)



Net Working Capital Days



*Debtors including Bills discounted with banks.

FY17 nos. do not include proposed dividend as liability in terms of amendment in Accounting standard adjusted to which net days would be 22 days

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Price Competitiveness Award – Suzuki Motorcycles



Gold Quality Award – Lohia UM Motorcycles



Zero PPM Quality Award – Toyota Kirloskar



Global Supplier Conference at Yamaha Japan

GABRIEL

2017

Ranked among Top 100 Companies to work for in India

2016

Gabriel India Ranked #3 in Auto Component Industry
Rank #70 among Top 100 Companies to work for in India

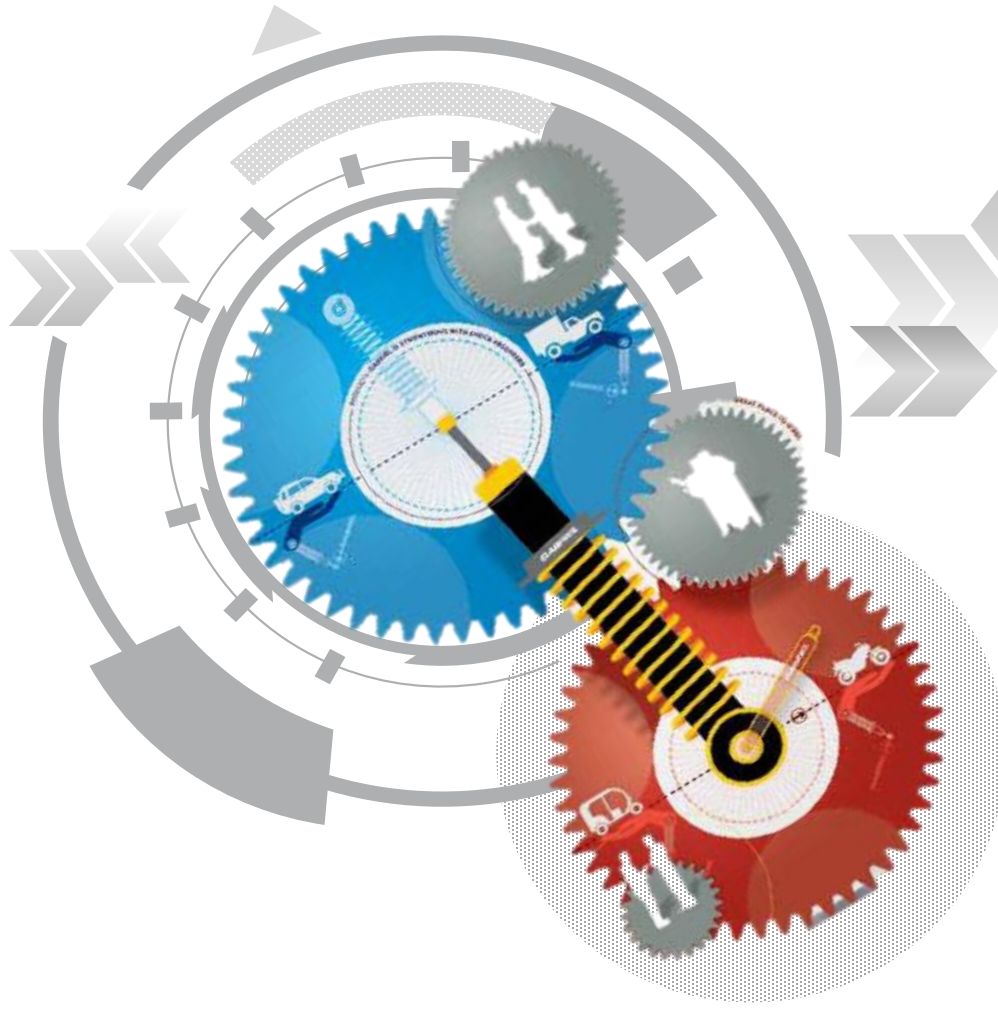
2015

Gabriel India Ranked #2 in Auto Component Industry
Rank #43 among Top 50 Companies to work for in India

2012

Gabriel India Ranked #3 in Auto Component Industry
Recognized among the Best Companies in its Industry





Business Overview

GABRIEL

Incorporated

The company, Gabriel India, in 1961

Experienced

& Professional Management



Pioneers

Of Shock Absorber manufacturing in India

Innovation

Strong R&D with over 21 patents filed in Products & Processes



GABRIEL



Significant Presence in all channels of sales

OE, Aftermarket and Exports

Strategically Located

Strong manufacturing Capabilities built across India



Only Player Present in all Segment

2/3 Wheelers, Passenger Cars and Commercial Vehicles with diversified OEM Base



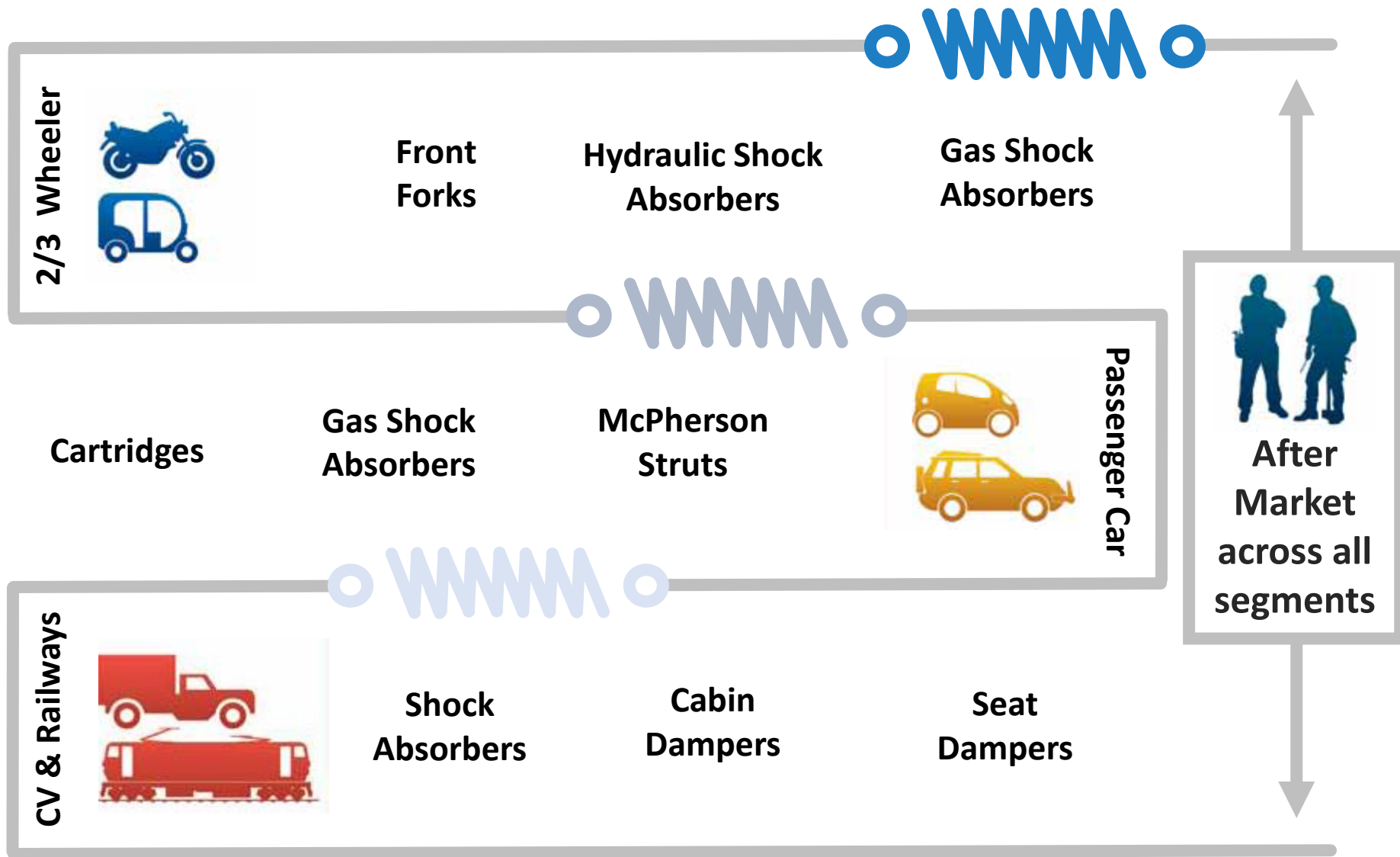
Received the "Golden Peacock Eco Innovation Award" in the year 2012

No "OEM" accounts for more than 20% of sales

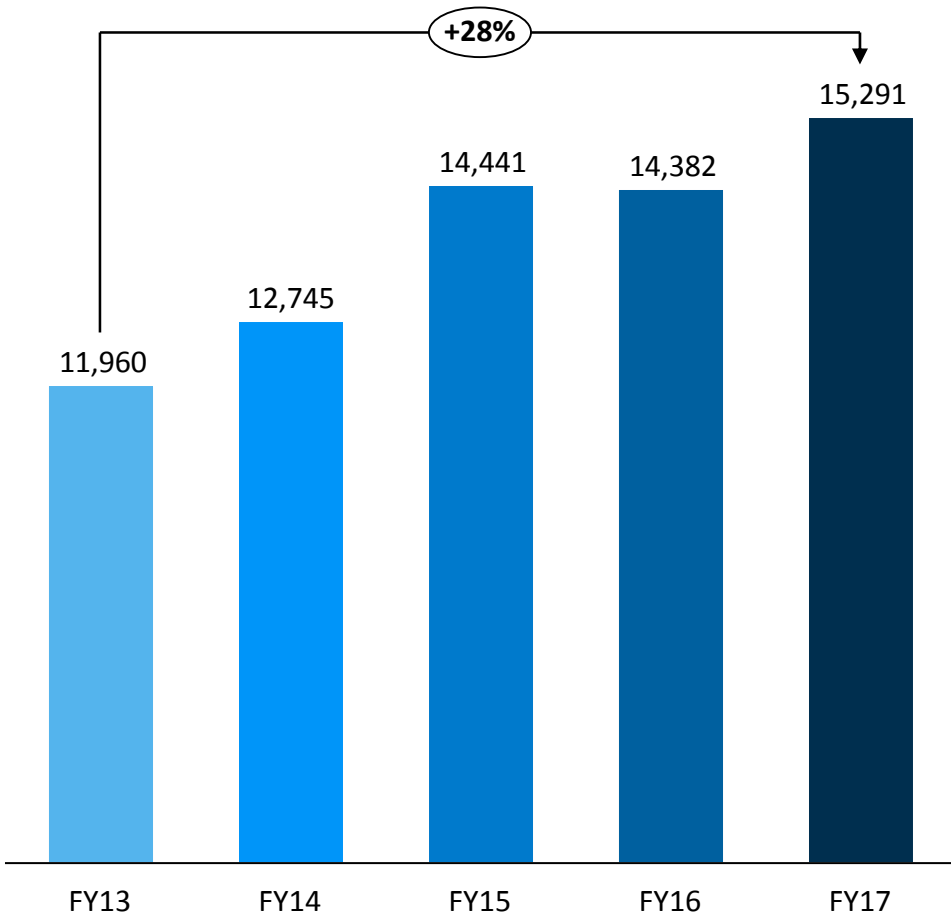
Ranked "Great Place to Work" in Auto Component Industry for 2012, 2015, 2016 & 2017



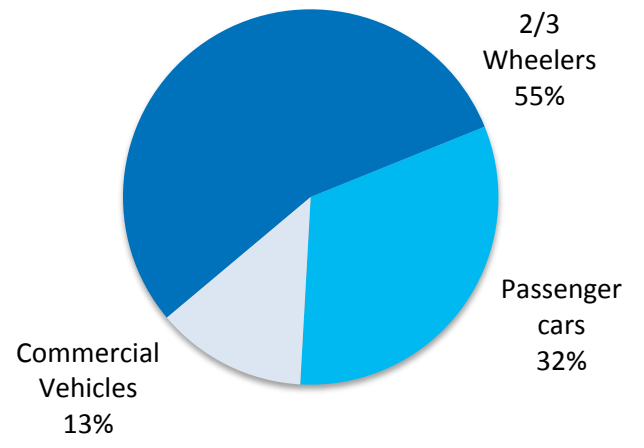
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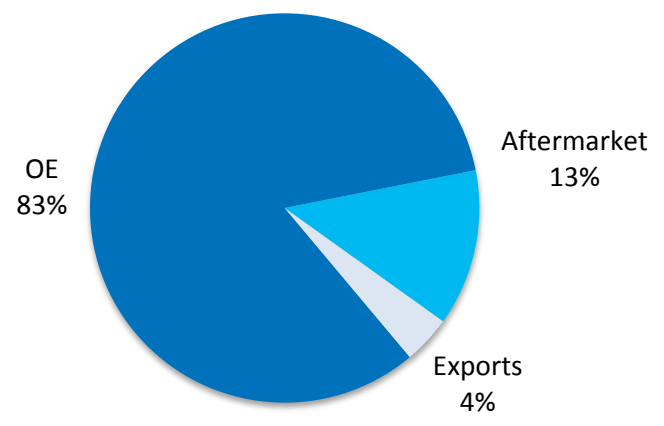
Revenue (Rs. Mn)



Segment-Wise: FY17



Channel-Wise: FY17



GABRIEL

- » Ashok Leyland
- » Honda Cars
- » Honda Motorcycles
- » ICML
- » Maruti Suzuki
- » Suzuki Motorcycles

- » SML Isuzu
- » Tata Motors
- » TVS Motors
- » Yamaha India

- » AMW
- » GM
- » Tata Motors
- » Honda Motorcycles

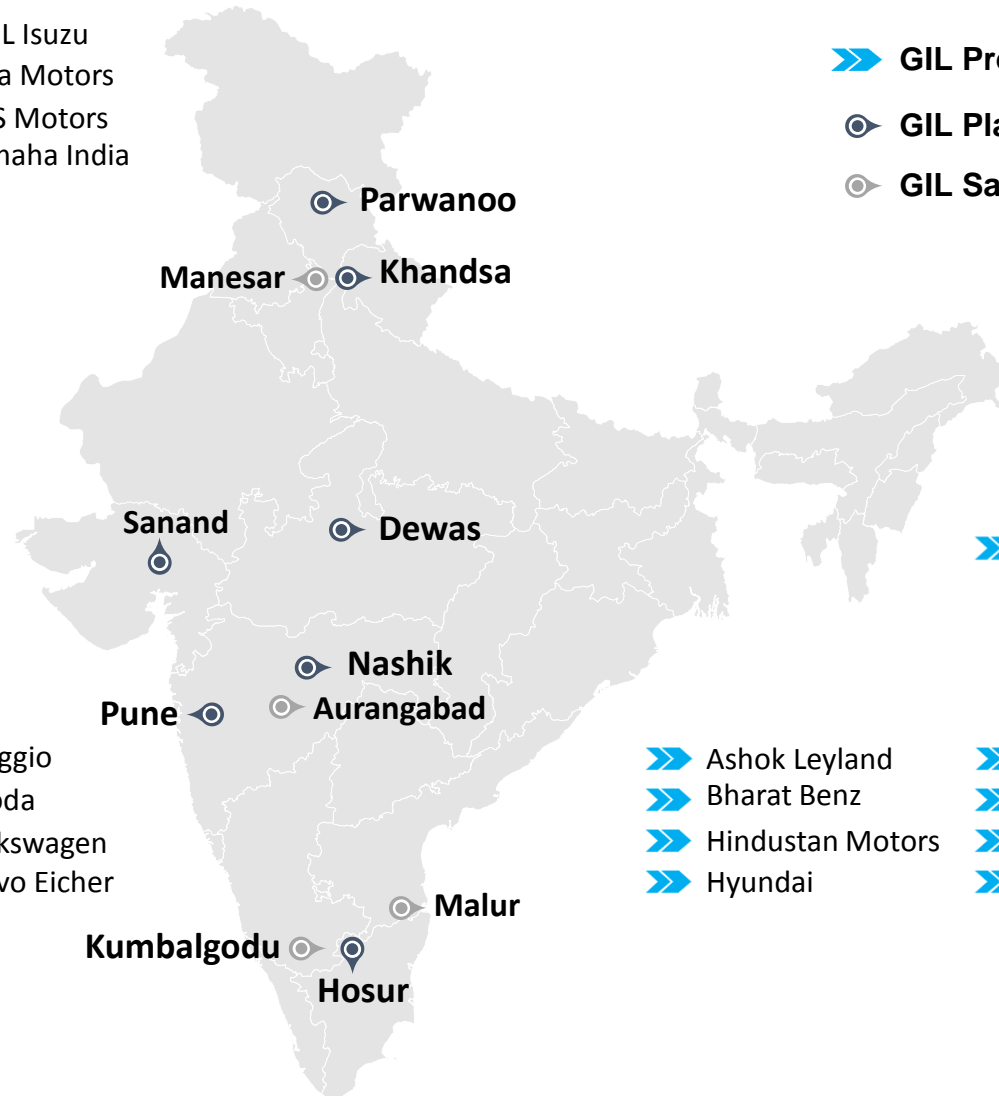
- » Bajaj Auto
- » GM
- » Force Motors
- » FIAT
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

» GIL Presence

📍 GIL Plants

📍 GIL Satellite Locations

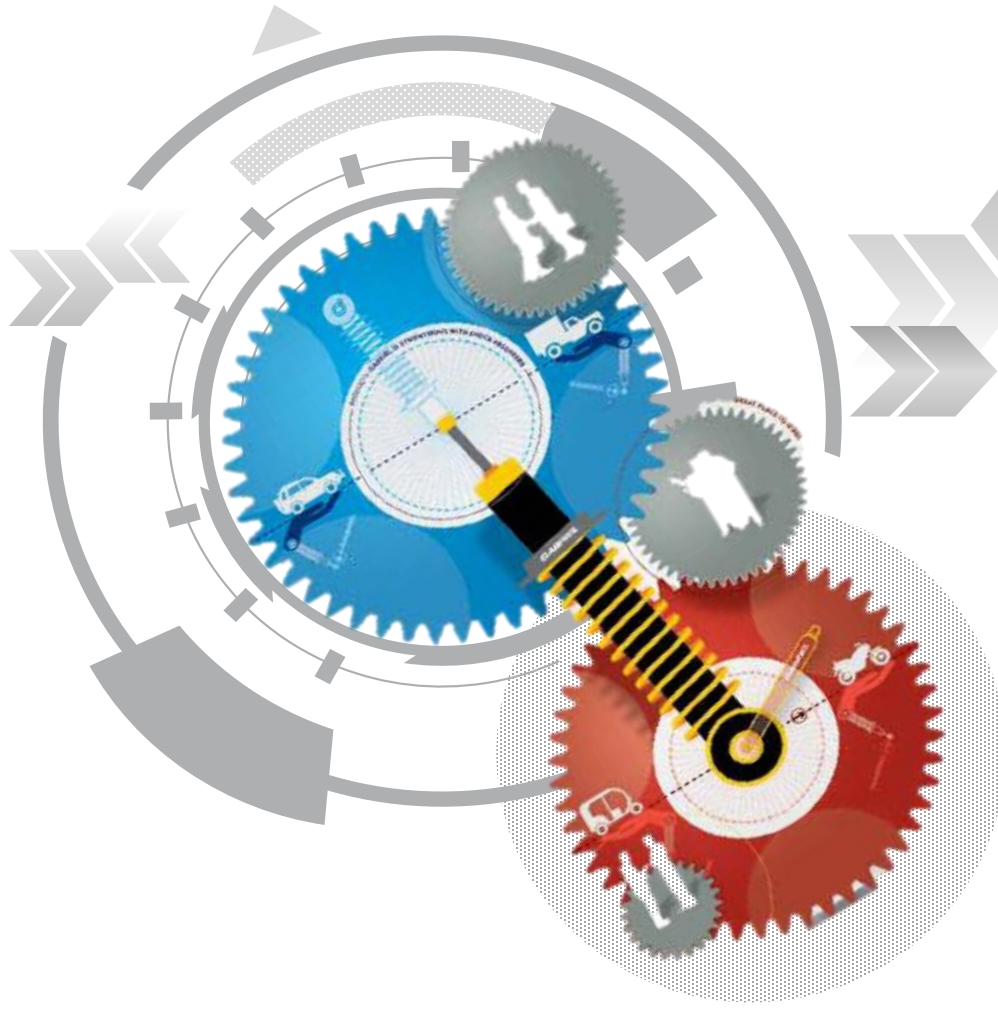


» Hindustan Motors

- » Ashok Leyland
- » Bharat Benz
- » Hindustan Motors
- » Hyundai

- » Royal Enfield
- » Tata Motors
- » Toyota Kirloskar
- » TVS Motors

*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Strategy Going Ahead

2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement



CV & Railways

- Product Technology
- New Product Development



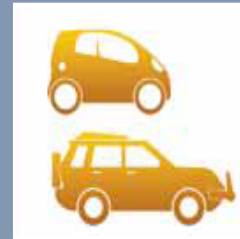
Aftermarket

- Product Development
- Expanding Reach



Passenger Car

- Product Innovation
- Improving Market Share



**To Derive benefits in Customer & Product Focus,
Export Push and After market expansion**



For further information, please contact:**Company :**

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