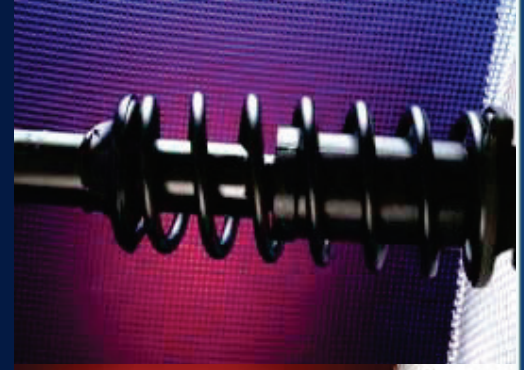


GABRIEL

ANAND »

Gabriel India Ltd.

Result Update Presentation – Q1 FY15



This presentation and the accompanying slides (the “Presentation”), has been prepared by Gabriel India Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

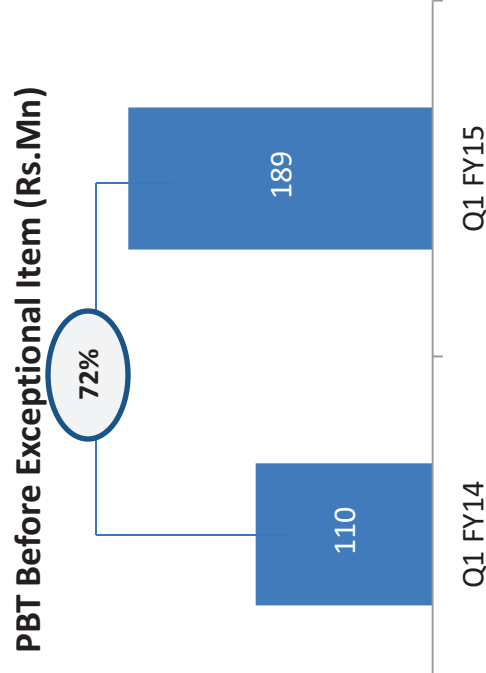
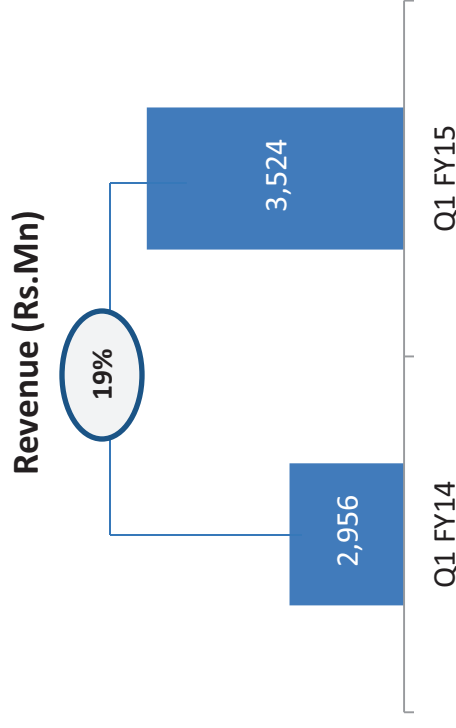
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancillary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Key Highlights

GABRIEL

ANAND

- Revenue of Rs. 3524 Mn, growth of 19% YoY
 - Mainly driven volumes increase in 2W & PC segments
- EBITDA of Rs. 272 Mn, growth of 38% YoY
- EBITDA margin at 7.7%, expanded by 103 bps YoY
- Profit before Tax at Rs. 187 Mn, growth of 71% YoY
- Profit after Tax of Rs. 137 Mn, growth of 58% YoY
- **Customer Appreciation** : M&M SPD Award & Bajaj Quality Gold Award – 3rd Time in row
- **Branding** : Associate Sponsor for Volkswagen Polo R Cup – Winning the first two rounds



Profit & Loss Highlights

GABRIEL

ANAND

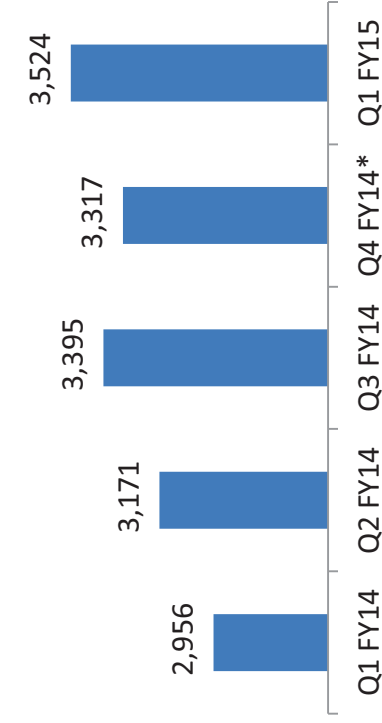
Rs.Min	Q1 FY15	% of Sales	Q1 FY14	% of Sales	YoY%	Q4 FY14	% of Sales	QoQ%
Revenue	3,524		2,956		19%	3,352		5%
Raw Material	2,553	72.4%	2,102	71.1%		2,395	71.4%	
Employee Expenses	275	7.8%	250	8.4%		238	7.1%	
Other Expenses	424	12.0%	406	13.7%		442	13.2%	
EBITDA	272	7.7%	198	6.7%	38%	277	8.3%	(2%)
Other Income	14	0.4%	5	0.2%		-	0.0%	
Interest	19	0.5%	26	0.9%		20	0.6%	
Depreciation	79	2.2%	68	2.3%		70	2.1%	
PBT before Exceptional Item	189	5.3%	110	3.7%	72%	187	5.6%	1%
Exceptional Item	2	0.0%	-	0.0%		42	1.3%	
PBT	187	5.3%	110	3.7%		145	4.3%	
Tax	50	1.4%	23	0.8%		62	1.8%	
PAT	137	3.9%	87	2.9%	58%	83	2.5%	64%

Quarterly Performance Trend

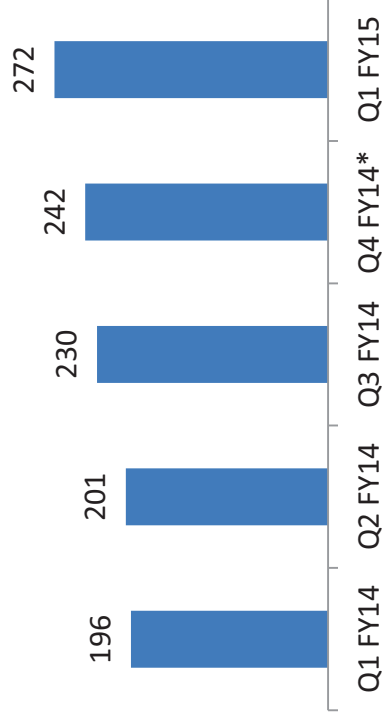
GABRIEL

ANAND

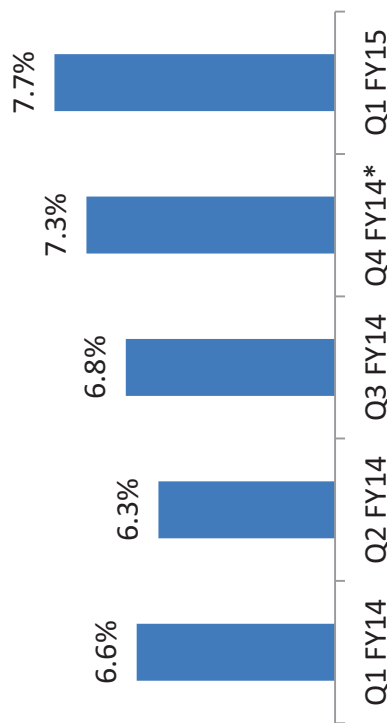
Revenue (Rs.Mn)



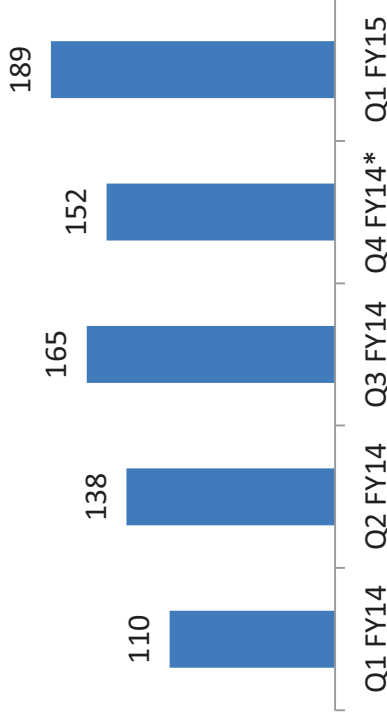
EBIDTA (Rs.Mn)



EBITDA Margin %



PBT before Exceptional Item (Rs.Mn)



* Q4 FY14 – figures adjusted for rs. 35.19 Mn octroi refund under Package Scheme of Incentives 2007

GABRIEL

ANAND



Business Overview

Head Office, Pune, India

An introduction

GABRIEL

ANAND

80%
Market
Share in
CV
Segment

51%
Market
Share of
Aftermarke
t Segment

29%
Market
Share of
PC
Segment

20%
Market
Share of
2/3
Wheeler
Segment

Incorporation of Company, Gabriel India, in 1961



Pioneer of Ride Control Products in the country

Established presence in all channels,
OE, Aftermarket and Exports

Diversified OEM Customer Base in every automotive segment,
2/3 Wheeler, Passenger and commercial Vehicles

Built strong Manufacturing Capabilities over more than 5 decades

Strong R&D with over 11 patents in Products & Processes

Led by Experienced & Professional Management

Pioneer of Ride Control Products

GABRIEL

ANAND

2/3 Wheeler



Passenger Car



Commercial Vehicle &
Railways



Front Forks

McPherson Struts

Shock Absorbers

Hydraulic Shock
Absorbers

Gas Shock Absorbers

Cabin Dampers

Gas Shock Absorbers

Cartridges

Seat Dampers

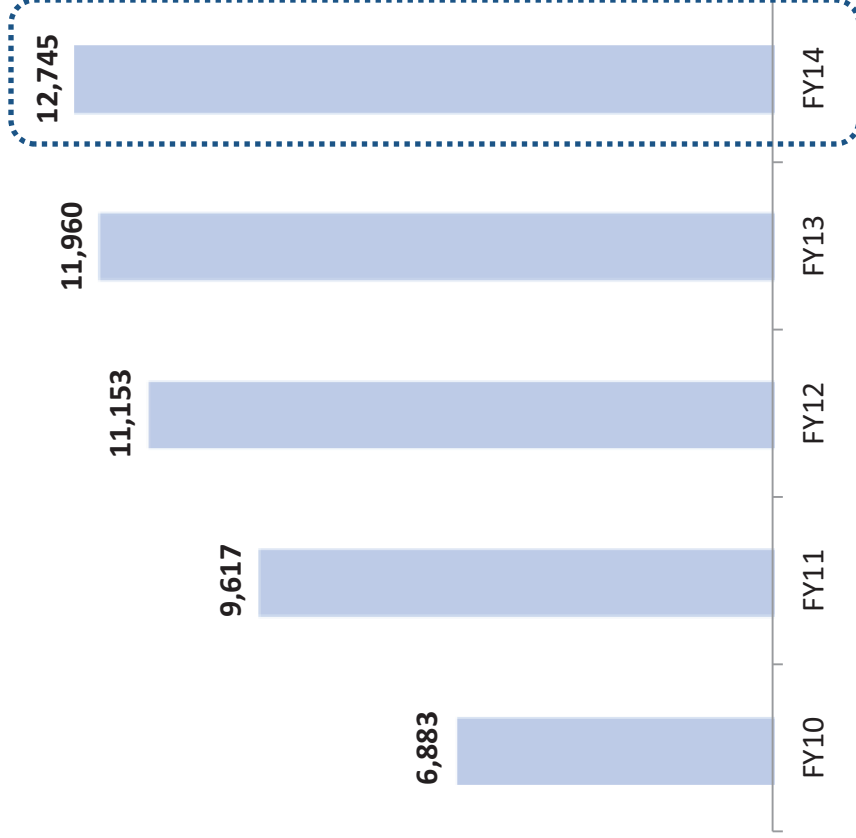
AFTER MARKET ACROSS ALL SEGMENTS

...Significant Revenue Share

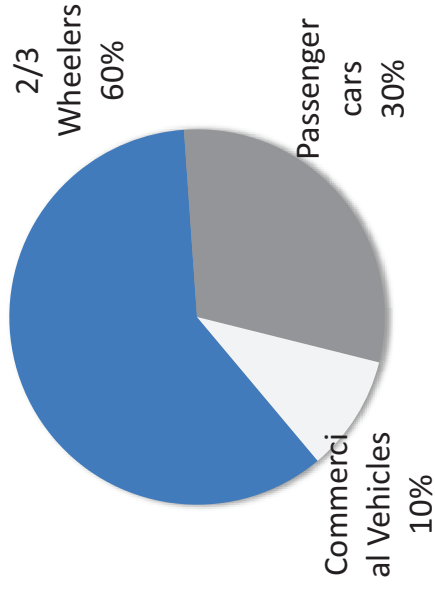
GABRIEL

ANAND

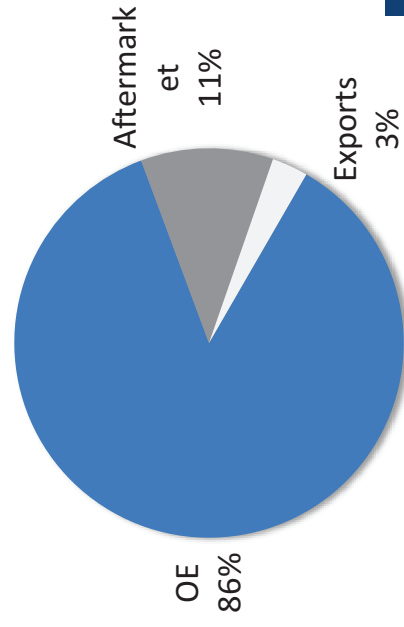
Sales (Rs. Mn)



Segment - Wise : FY14



Channel - Mix : FY14



Strategic Manufacturing Footprint

GABRIEL

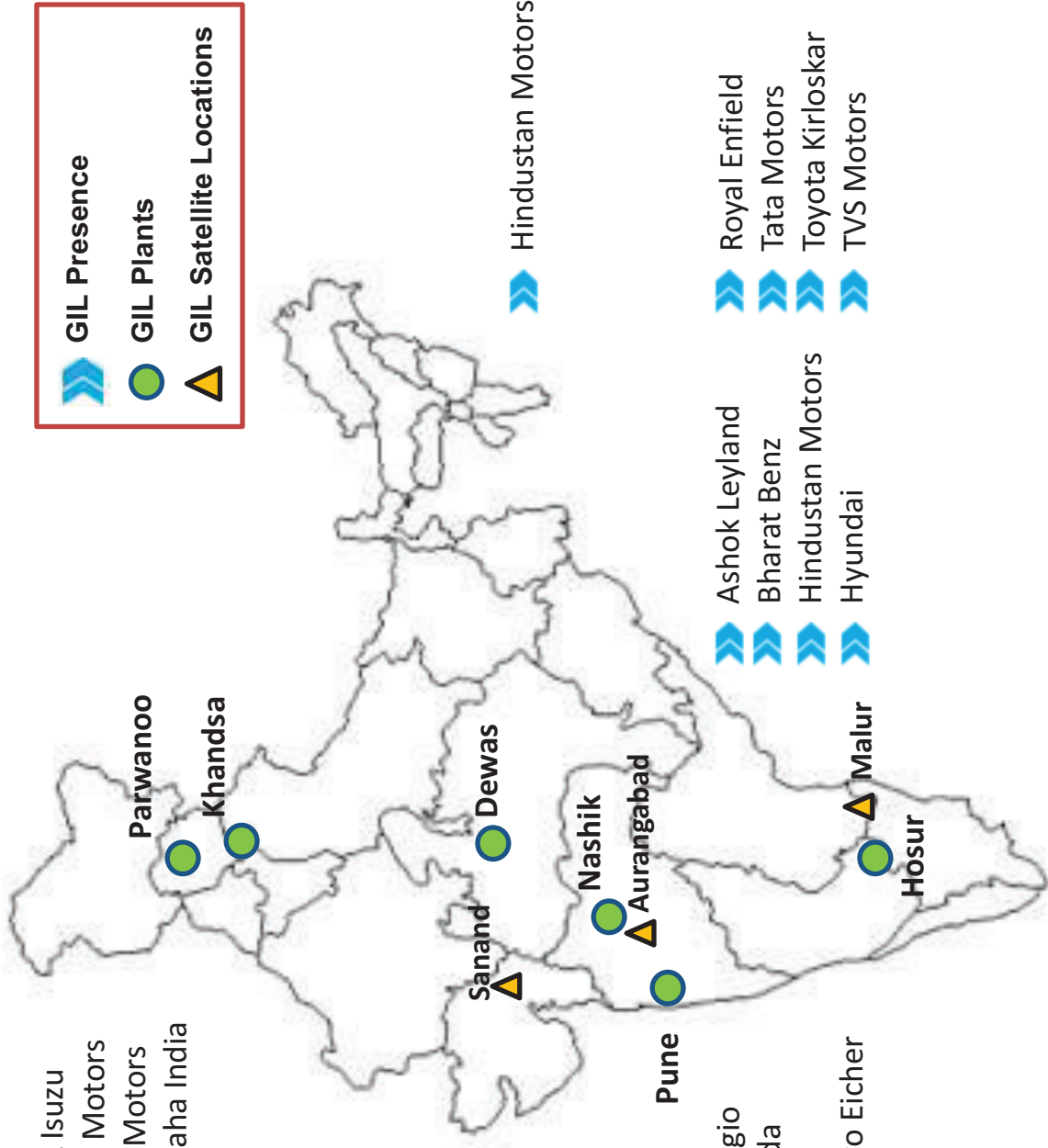
ANAND

- >>> 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
- >>> FIAT
- >>> Force Motors
- >>> GM
- >>> Mahindra
- >>> Mahindra Trucks & Buses
- >>> MAN Trucks



- >>> GIL Presence
- GIL Plants
- ▲ GIL Satellite Locations

- >>> Hindustan Motors
- >>> Ashok Leyland
- >>> Bharat Benz
- >>> Hindustan Motors
- >>> Hyundai
- >>> Royal Enfield
- >>> Tata Motors
- >>> Toyota Kirloskar
- >>> TVS Motors

GABRIEL

ANAND



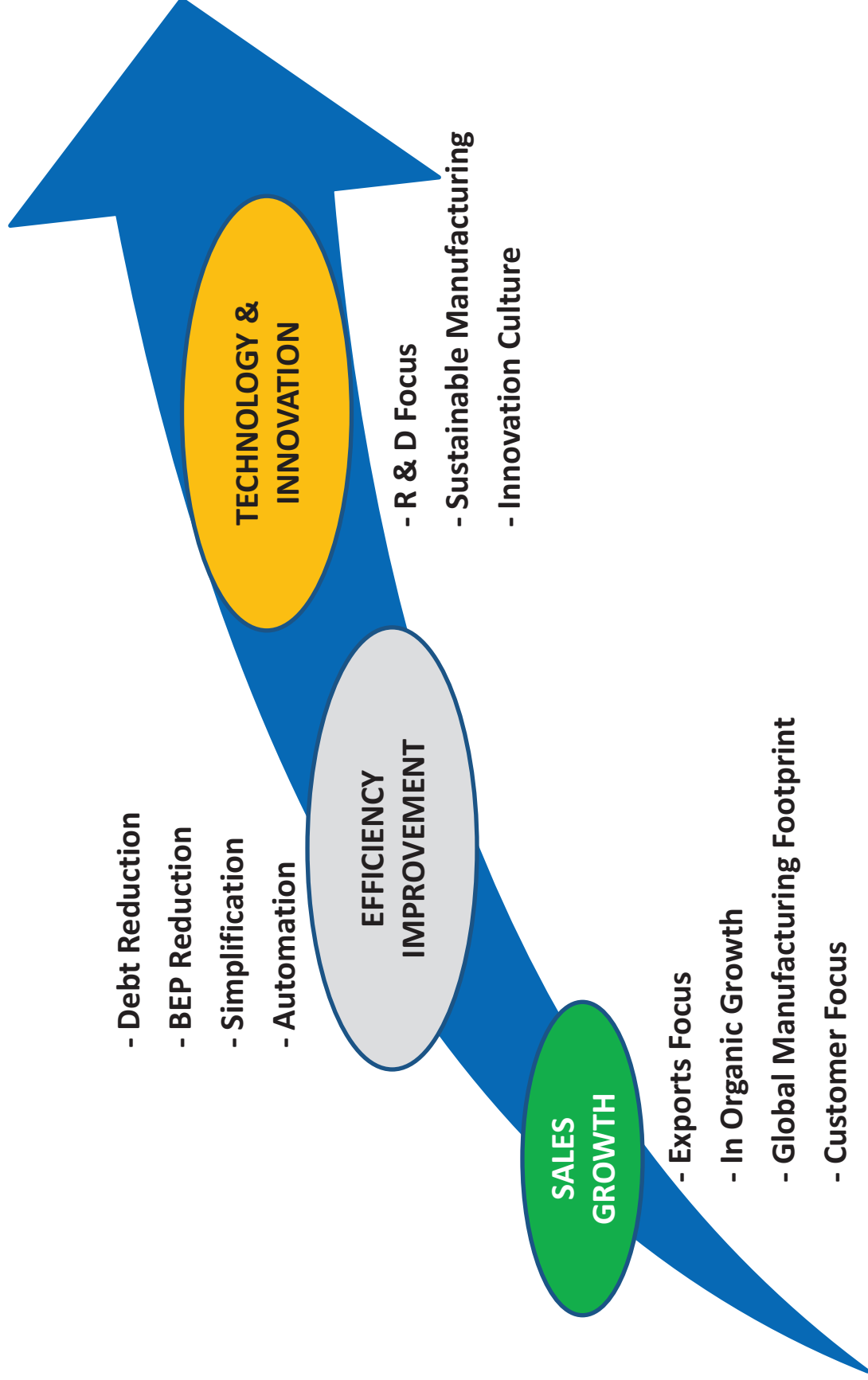
Going Ahead

Head Office, Pune, India

Strategy to grow...

GABRIEL

ANAND



SBU Structure for focused approach

- Created Strategic Business Units for each automotive segment : 2W / 3W , Passenger car & Commercial Vehicle
- To derive benefits in
 - Customer & Product Focus
 - Export Push
 - After market expansion

Focus Area

2W / 3W

- Quality & Process Technology
- Capacity Enhancement

Passenger Car

- Product Innovation
- Improving Market Share

Commercial Vehicle

- Product Technology
- New Product Devolvement

After Market Presence across all business segments

For further information, please contact:

Company :

Gabriel India Ltd.
CIN : L34101PN1961PLC015735
Mr. Rajendran Arunachalam
rajendran.arunachalam@gabriel.co.in

www.gabrielindia.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285
Ms. Sanjita Ghosh / Mr. Shogun Jain
gsanjita@sgapl.net / jshogun@sgapl.net

www.sgapl.net