

August 08, 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)

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

Dear Sirs,

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

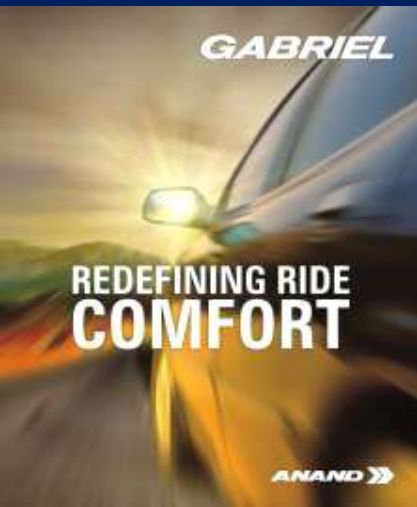

Nilesh Jain
Company Secretary



Encl : a/a

Gabriel India Ltd.

Result Update Presentation – Q1 FY18



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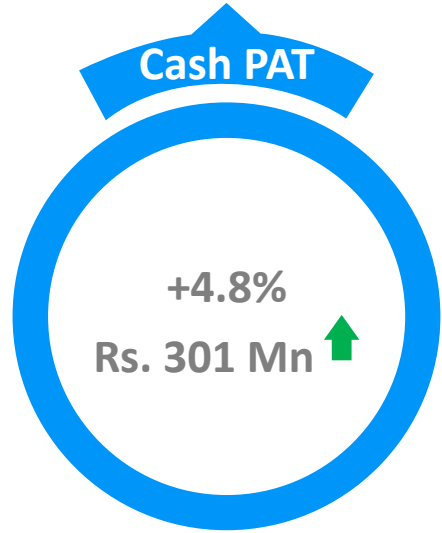
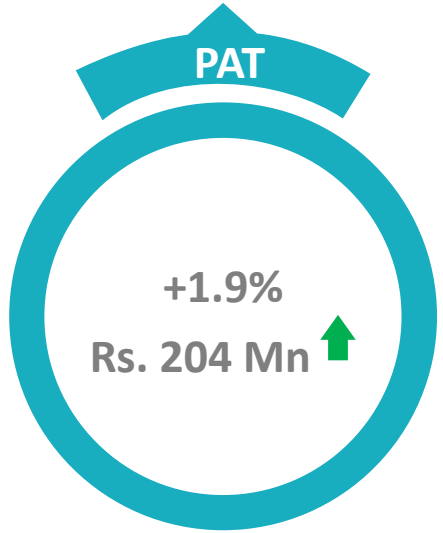
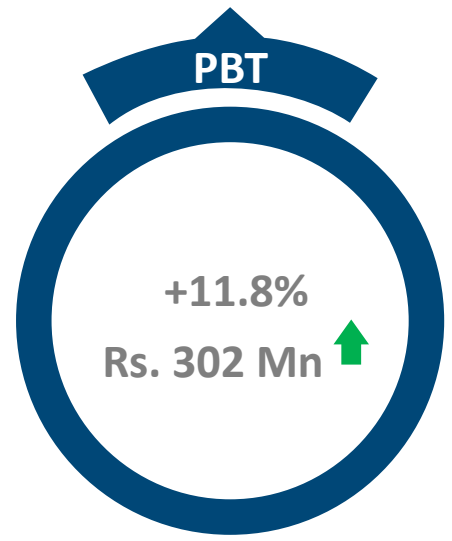
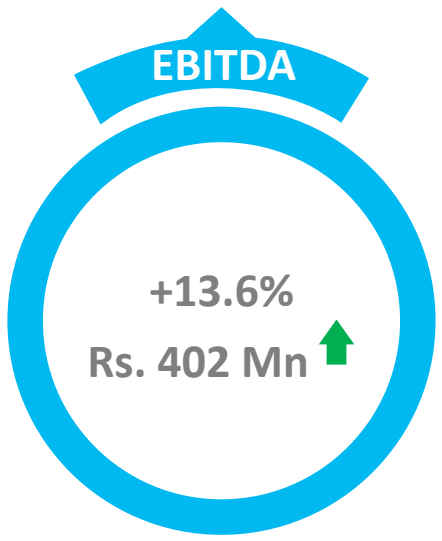
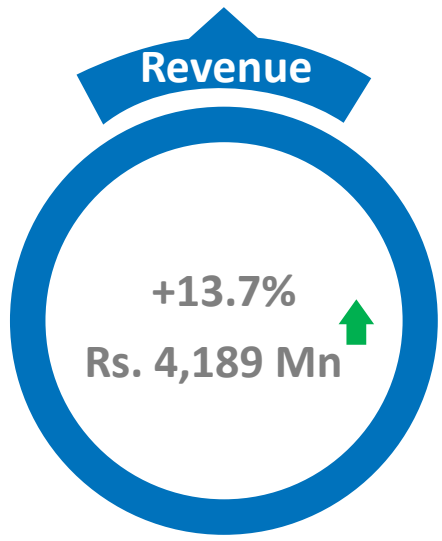
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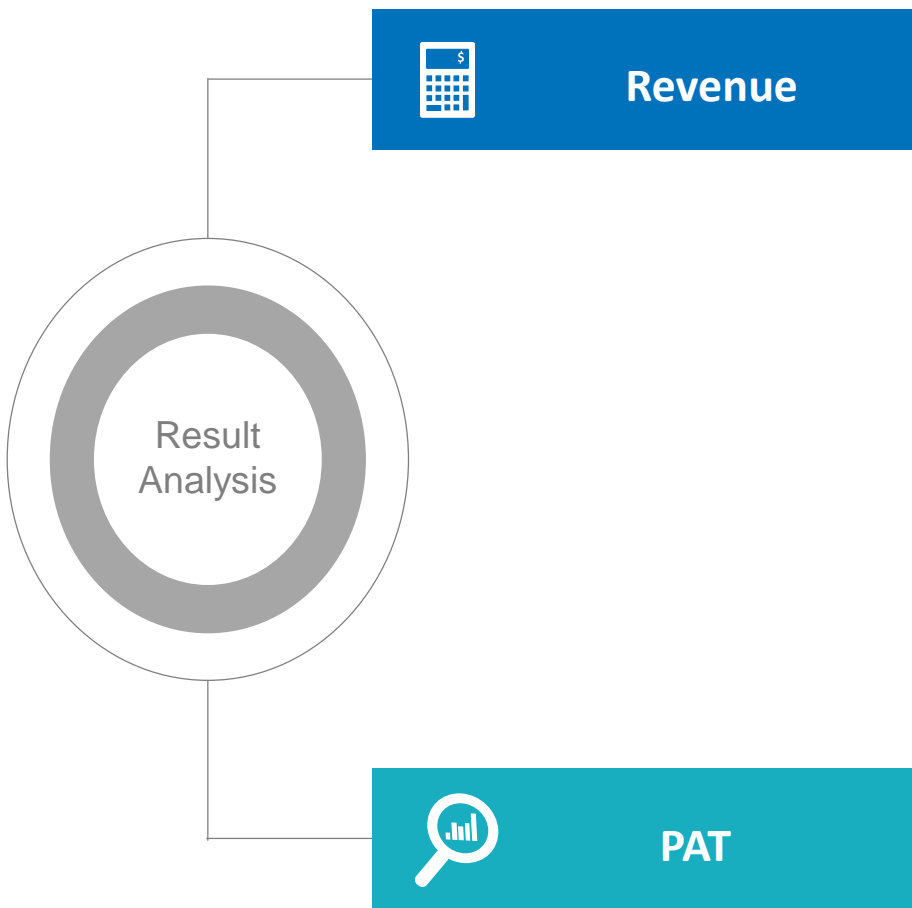
Consistent Performance continues in Q1FY18



GABRIEL



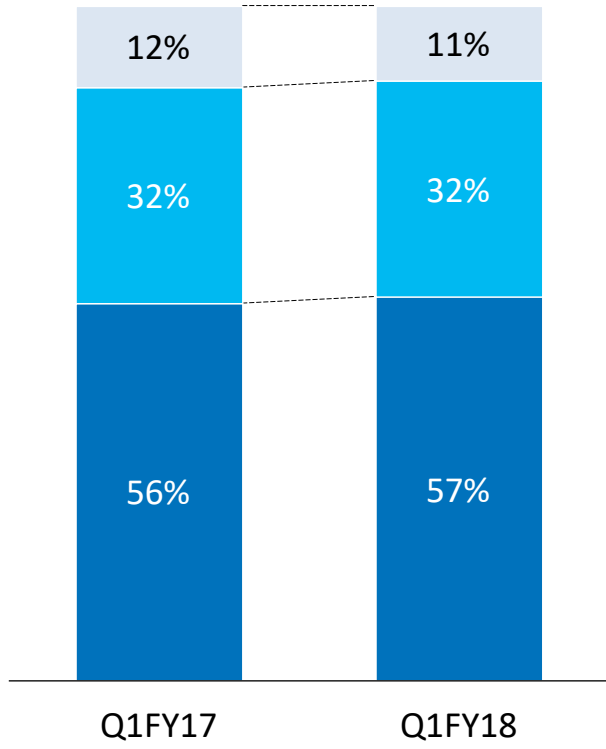
Note: Q1FY18 compared with Q1FY17 as per INDAS



- Led by Higher Volumes in Two Wheeler, Passenger Car segments
- Strong growth in in OEM channel

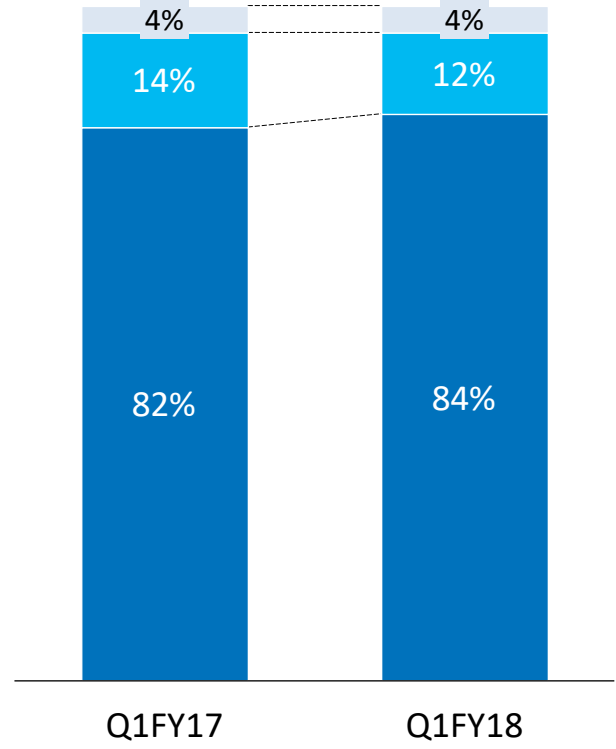
- Increase in tax expense due to reduction of 35 (2AB) benefit from 200% to 150%
- End of tax holiday period for 80 -IC benefit. (ETR increased to 32.4% from 25.8%)

Segment – Mix



- Commercial Vehicles
- Passenger Car
- 2W

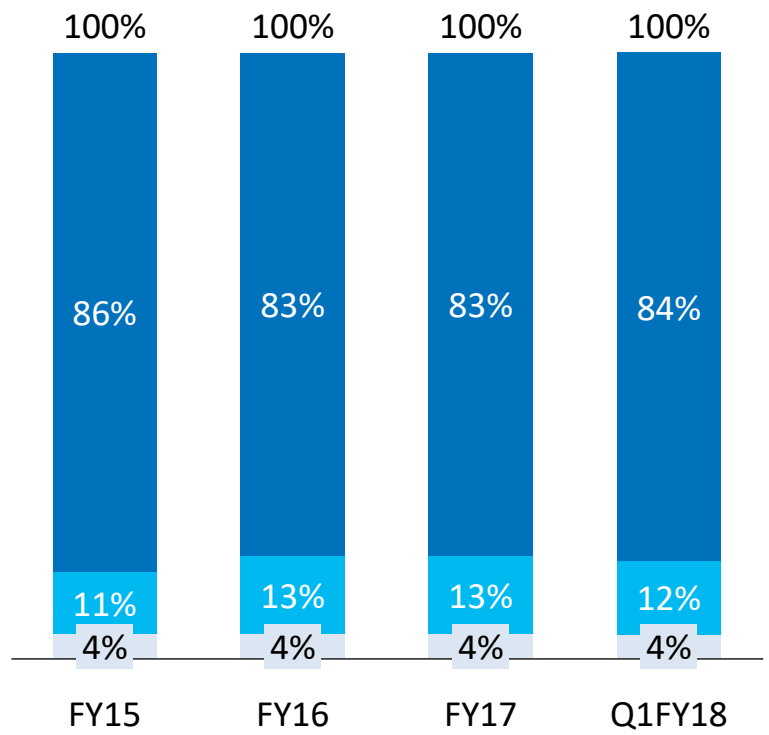
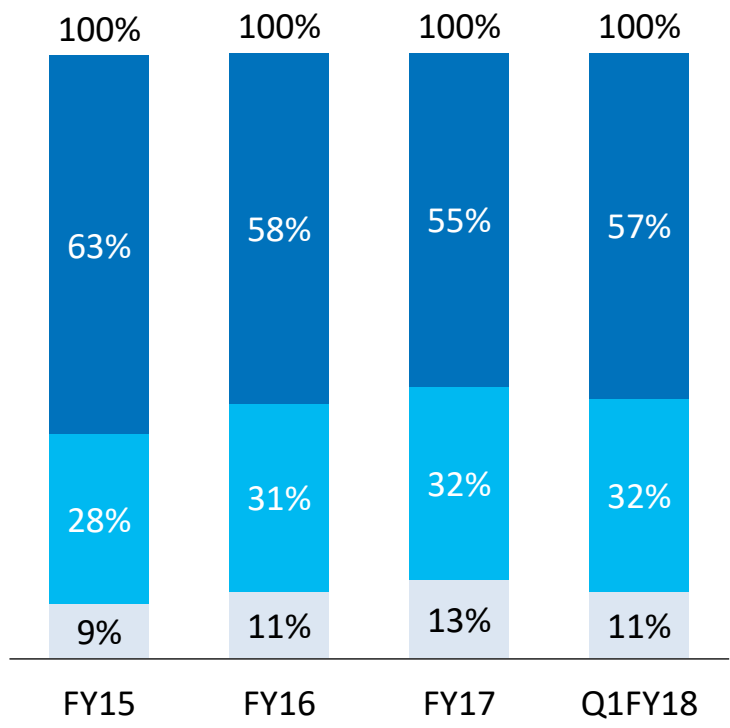
Channel – Mix



- Exports
- Replacement
- OE

Segment – Mix

Channel – Mix



- 2W/3W
- Passenger Vehicles
- Commercial Vehicles

- OE
- Replacement
- Export

Impacted Item	Impact
Investment in Mutual Funds	<ul style="list-style-type: none"> Measurement of investment in Mutual Funds at fair value through profit and loss
Investment in Equity Instruments	<ul style="list-style-type: none"> Measurement of investment in Equity Investments at fair value through profit and loss
Revenue	<ul style="list-style-type: none"> Provision for estimates sales returns (other than warranty claims) over the average returnable period
Proposed Dividend	<ul style="list-style-type: none"> Proposed Dividends to be recognized in the year when they are approved by shareholders in the Annual General Meeting
Employee Benefits	<ul style="list-style-type: none"> Actuarial gains and losses on gratuity liability to be recorded through OCI Interest cost on net defined benefit obligation would form part of finance cost
Deferred Tax	<ul style="list-style-type: none"> Deferred tax impact on above adjustments

(Rs.Mn)

Particulars	Q1FY17
Profit After Tax reported as per I GAAP	194.3
Fair Value gain on Mutual Funds	0.0
Actuarial (gains)/loss on defined benefit plans	10.7
Provision for estimates sales return	(2.2)
Fair value gain on equity instruments	0.6
Fair value gain / (loss) on other financial instruments	0.2
Deferred tax adjustment	(3.0)
Profit After Tax reported as per Ind AS	200.6
Actuarial gain / loss on defined benefit plans	(10.7)
Gain / (loss) on cash flow hedge	(10.4)
Deferred tax adjustment	7.3
Total Comprehensive Income as per Ind AS	186.8

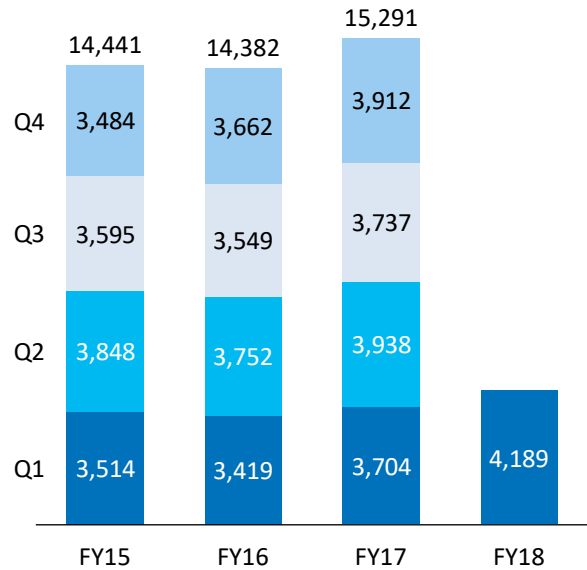
Rs. Mn	Q1 FY18	% of Revenue	Q1 FY17	% of Revenue	YoY%
Revenue (net of excise duty)	4,189	100.0%	3,685	100.0%	13.7%
Raw Material	2,976	71.1%	2,645	71.8%	
Employee Expenses	358	8.5%	311	8.4%	
Other Expenses	452	10.8%	374	10.2%	
EBITDA	402	9.6%	354	9.6%	13.6%
Other Income	4	0.1%	12	0.3%	
Interest	7	0.2%	9	0.2%	
Depreciation	96	2.3%	86	2.3%	
PBT for the period	302	7.2%	271	7.3%	11.8%
Tax	98	2.3%	70	1.9%	
PAT	204	4.9%	201	5.4%	1.9%
Other Comprehensive Income	13		-14		
Total Comprehensive Income	218	5.2%	187	5.1%	16.6%
Cash PAT	301	7.2%	287	7.8%	4.8%

Quarterly Performance Trend

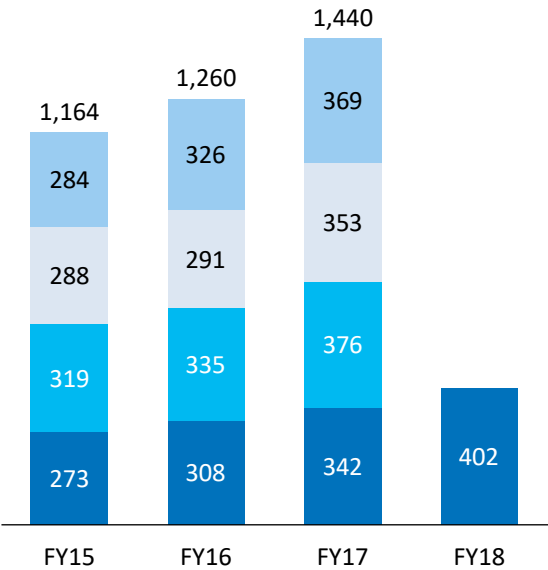


GABRIEL

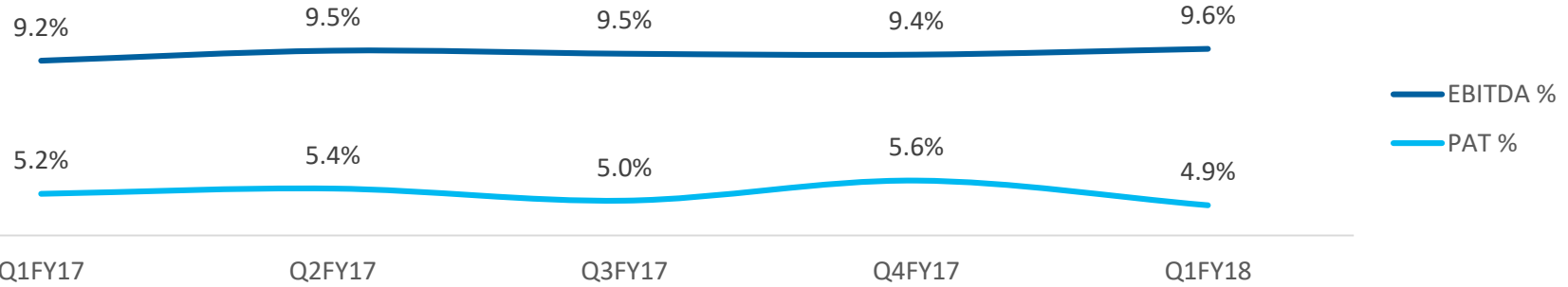
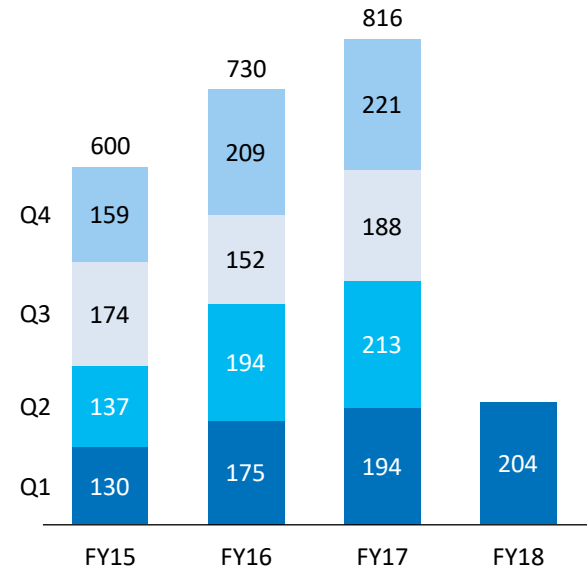
Revenue



EBITDA



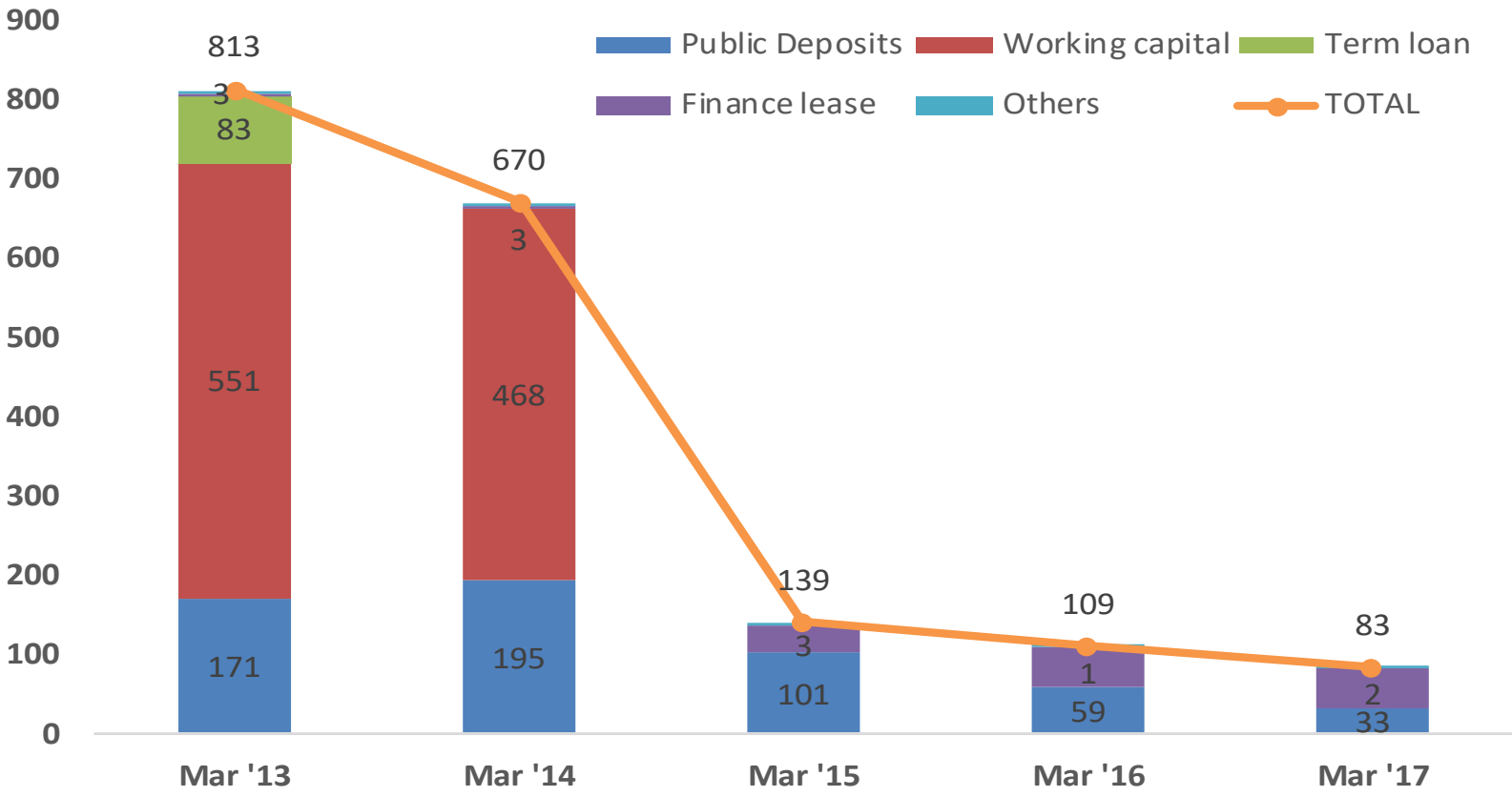
PAT



Note: Nos. for Q1FY18 are as per Ind AS. Nos. for other periods are as per audited IGAAP.

(Rs.Mn)

(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.

CRISIL has revised its outlook on Long Term Bank Facility to CRISIL AA- / Positive from Stable and on fixed deposits of Company to FAA / Positive from Stable



**Gabriel Nashik/ Aurangabad won Gold Quality Award from Bajaj Auto Ltd
(Second time in a row)**

2017

- Ranked #2 in Auto & Auto Component Industry
- Rank #52 among Top 100 Companies to work for in India

2016

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

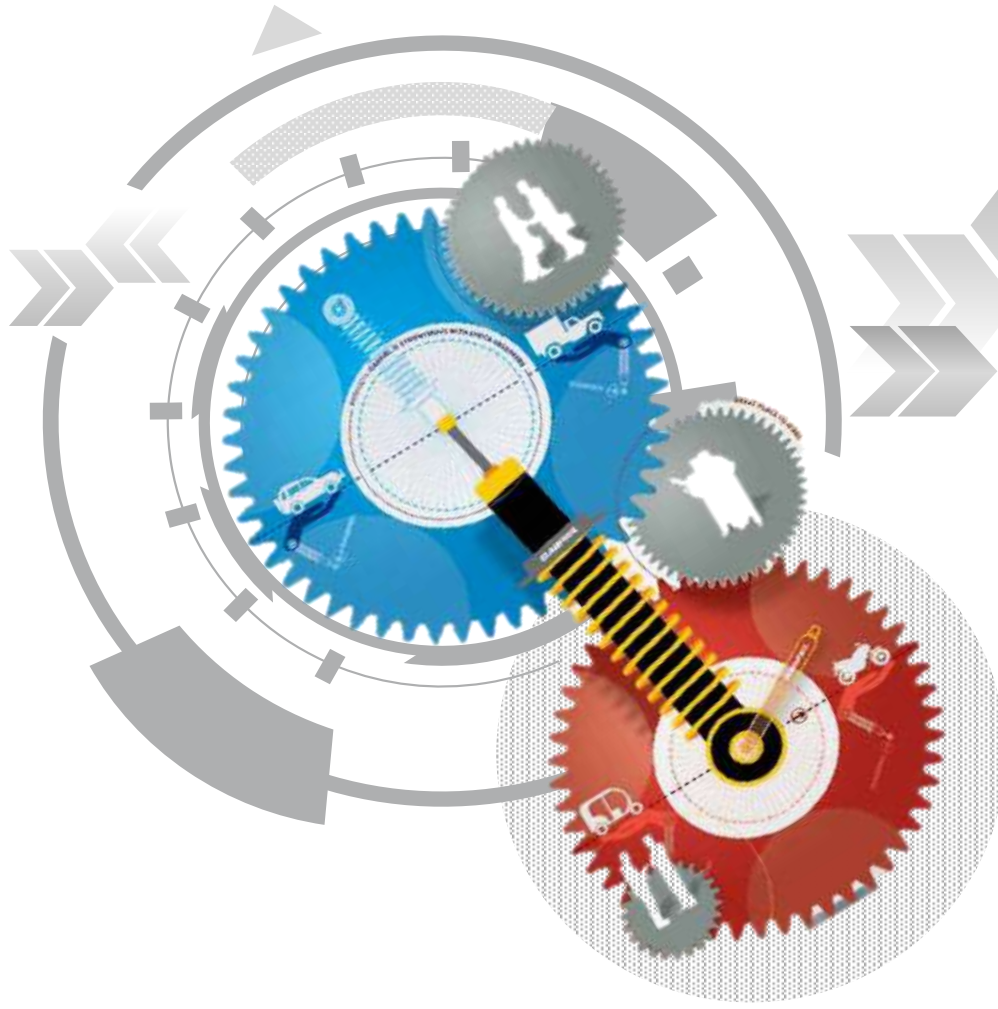
2015

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

2012

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





Business Overview

Incorporated

The company, Gabriel India, in 1961

Experienced

& Professional Management



Pioneers

Of Shock Absorber manufacturing in India

Innovation

Strong R&D with over 43 patents filed in Products & Processes



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



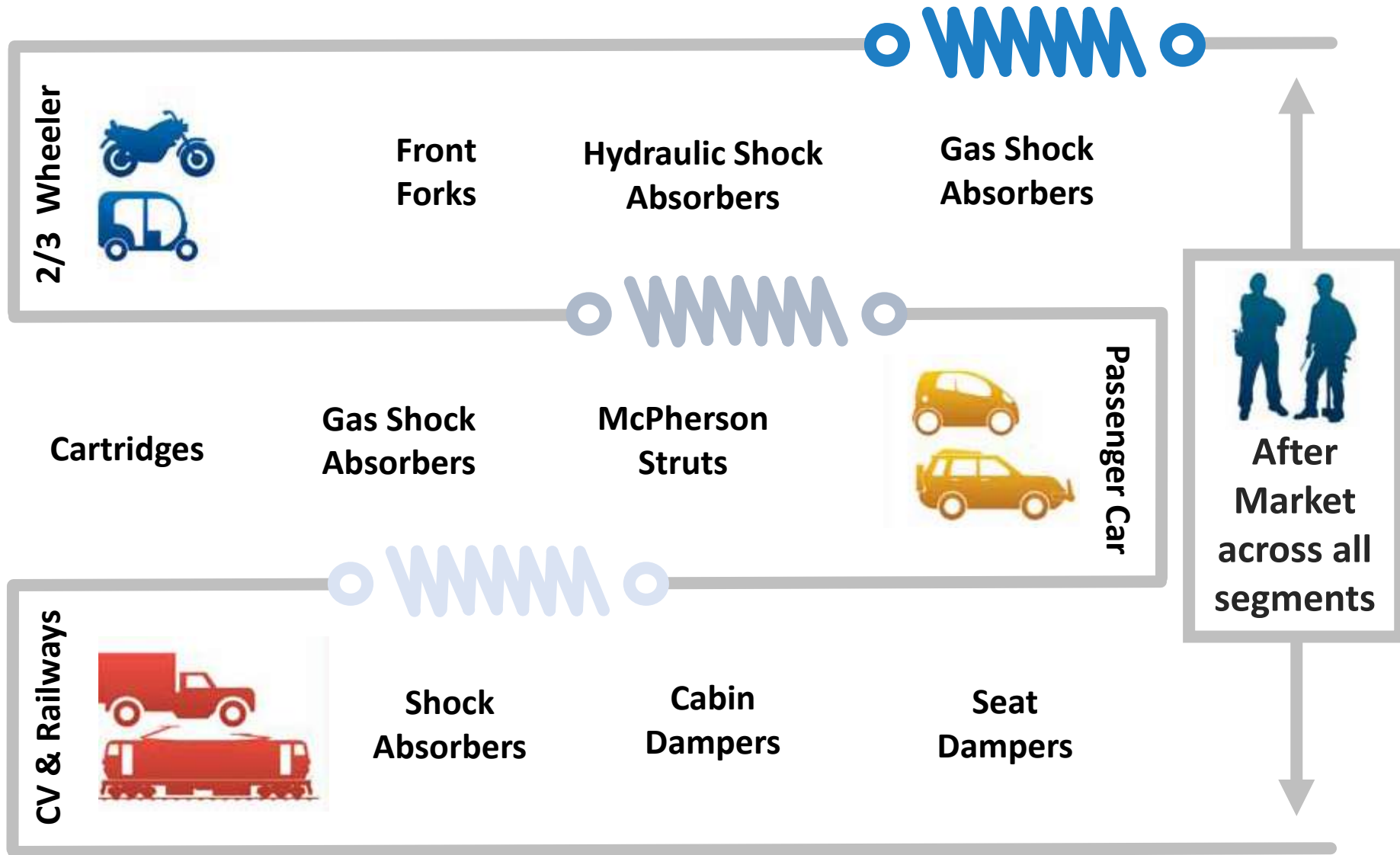
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

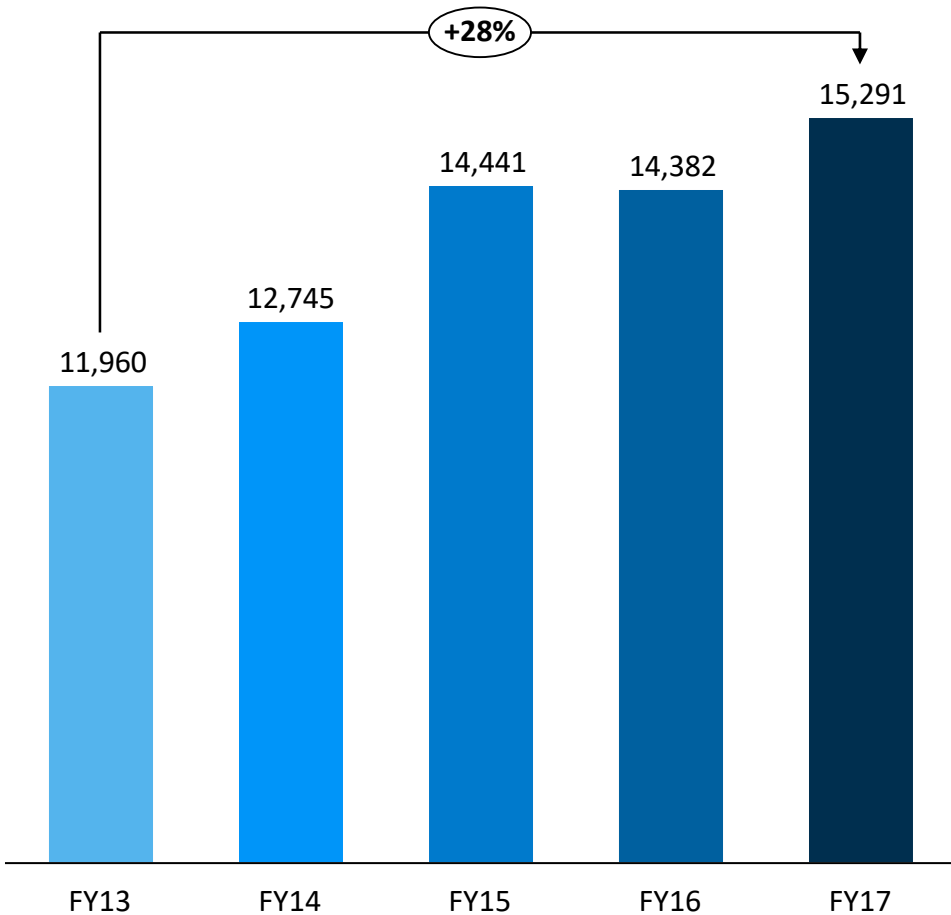
Ranked "Great Place to Work" in Auto Component Industry for 2012, 2015, 2016 & 2017



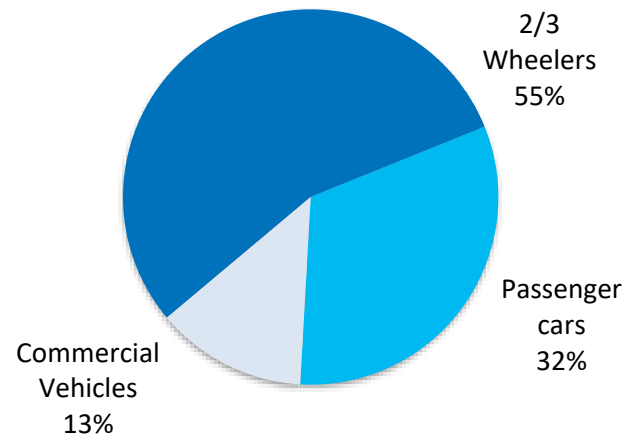
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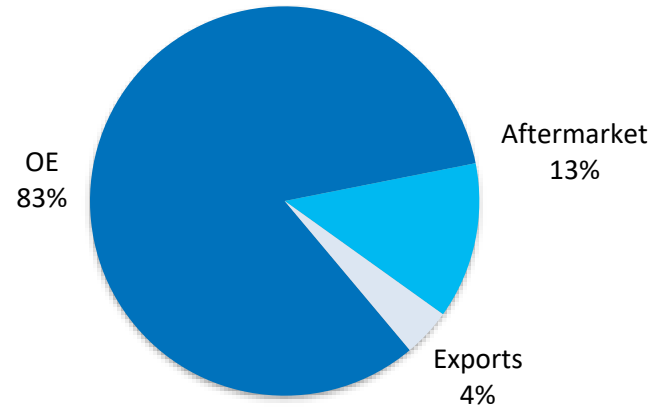
Revenue (Rs. Mn)



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

» GIL Presence

📍 GIL Plants

📍 GIL Satellite Locations

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

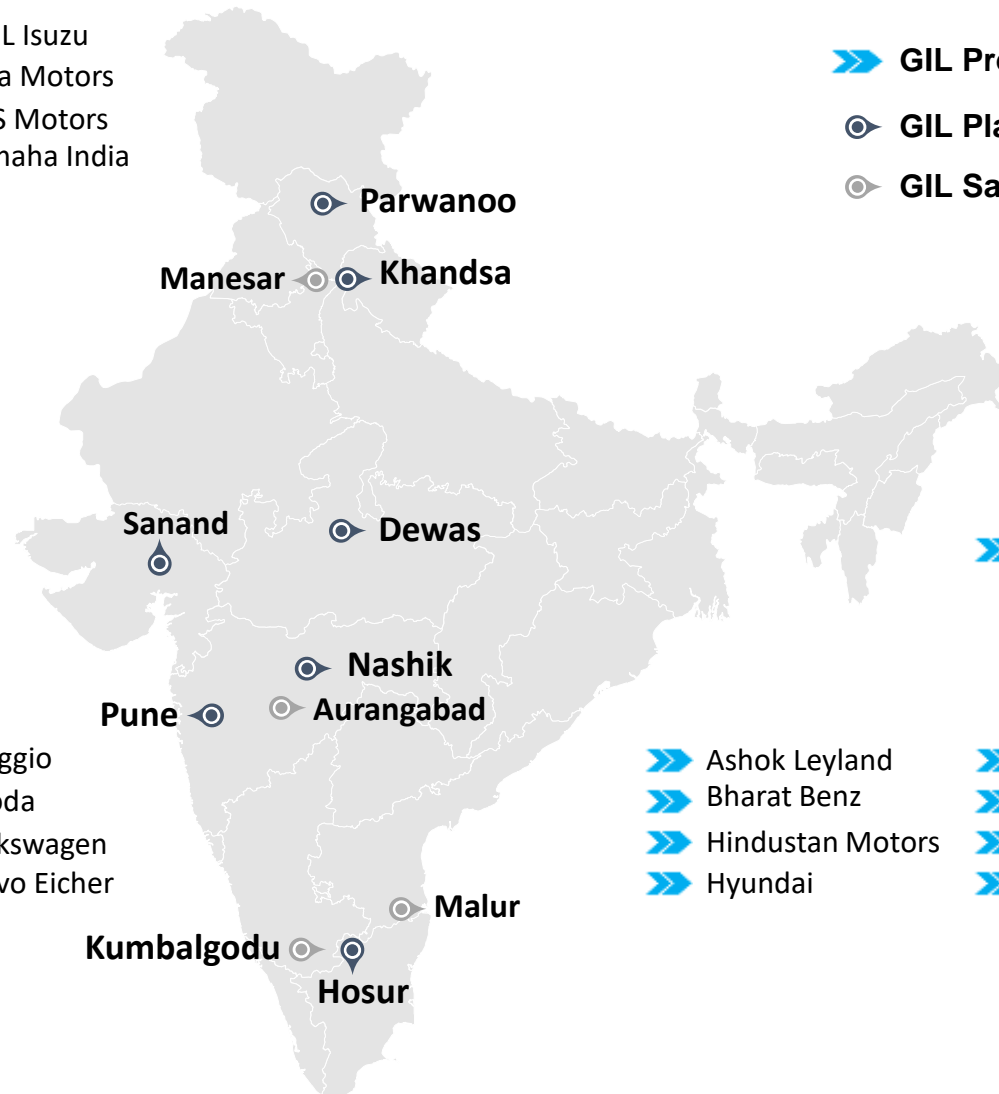
- » Bajaj Auto
- » GM
- » Force Motors
- » FIAT
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

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

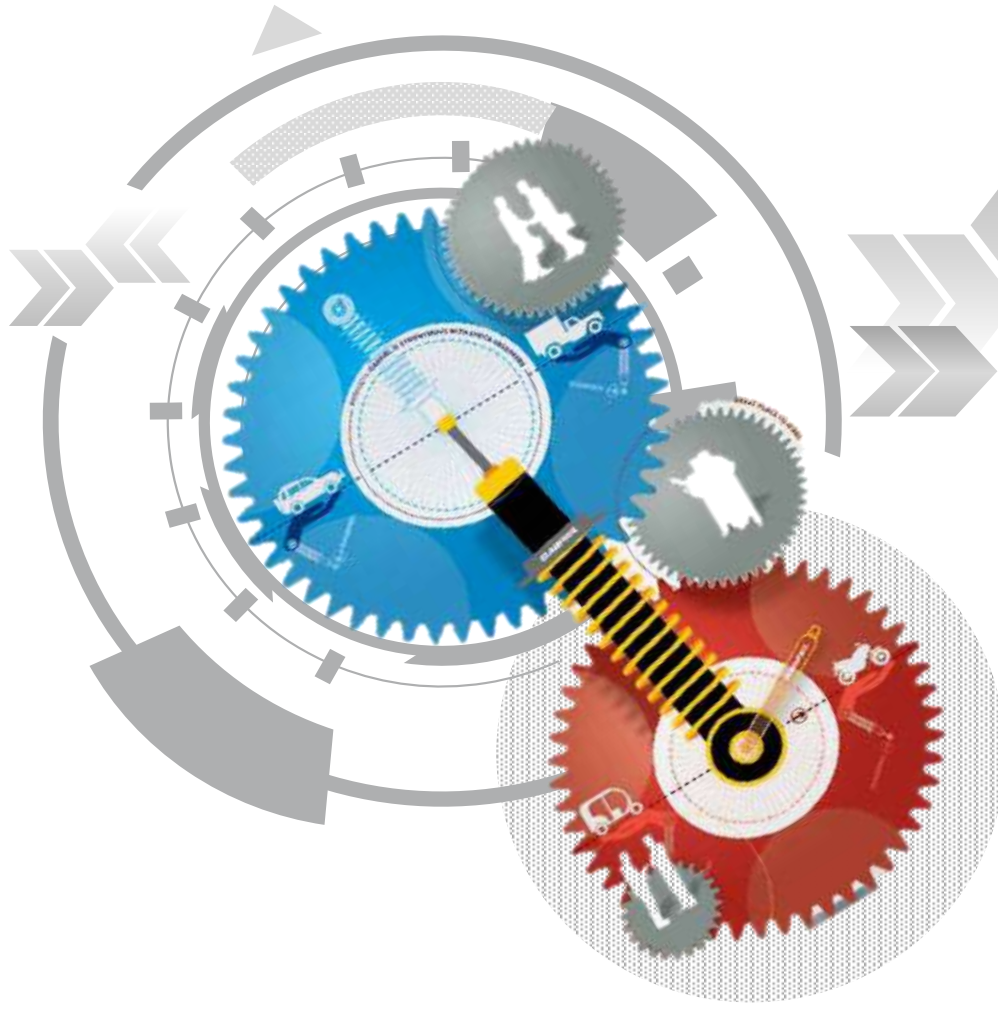
» Hindustan Motors

- » 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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