

Date: May 23, 2024

<b>BSE Limited</b> 25 <sup>th</sup> Floor, P. J. Towers, Dalal Street, MUMBAI – 400 001  (Company Code: 505714)	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra (E), MUMBAI – 400 051  (Company Code: GABRIEL)
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**Sub: Disclosure under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)**

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Dear Sirs,

We are enclosing herewith the Investors/Result presentation for the quarter and year ended March 31, 2024, in terms of Regulation 30(2) of SEBI Listing Regulations.

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

Email Id: [secretarial@gabriel.co.in](mailto:secretarial@gabriel.co.in)

# Gabriel India Ltd.

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## Investor Presentation

May 2024

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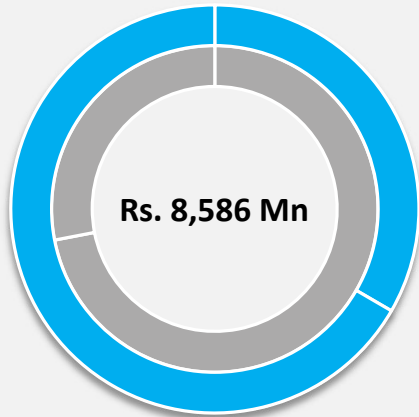


## Q4 & FY24 Result Update

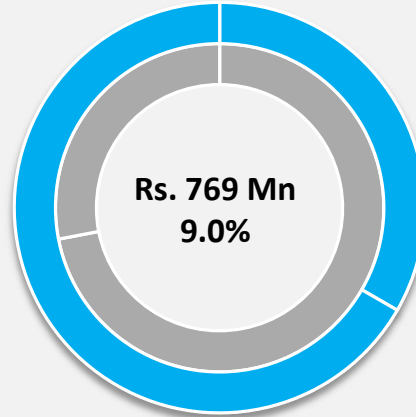
# FINANCIAL HIGHLIGHTS – Q4 FY24

## Q4 FY24

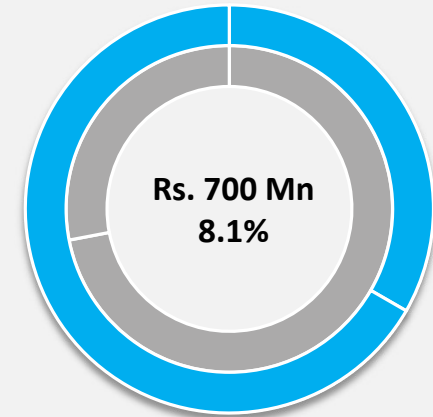
Revenue



EBITDA



PBT



Q3 FY24	Rs. 8,138 Mn
Q2 FY24	Rs. 8,644 Mn
Q1 FY24	Rs. 8,058 Mn

Q3 FY24	Rs. 720 Mn / 8.8%
Q2 FY24	Rs. 753 Mn / 8.7%
Q1 FY24	Rs. 690 Mn / 8.6%

Q3 FY24	Rs. 593 Mn / 7.3%
Q2 FY24	Rs. 630 Mn / 7.3%
Q1 FY24	Rs. 577 Mn / 7.2%

## FINANCIAL HIGHLIGHTS – Q4 FY24

### Revenue

**Rs. 8,586 Mn**

as compared to Rs. 7,370 Mn in  
Q4 FY23 [+16.5%]

### EBITDA

**Rs. 769 Mn (9.0%)**

as compared to Rs. 524 Mn in  
Q4 FY23 [+46.8%]

### PBT

**Rs. 700 Mn (8.1%)**

as compared to Rs. 450 Mn  
Q4 FY23 [+55.5%]

### Balance Sheet

Net Cash position of Rs. 2,995 Mn

### Cash Flow

Cash Flow from operations to the  
tune of Rs. 1,018 Mn as compared  
to Rs. 1,151 Mn inflow in Q4 FY23

### Capex

Capex incurred during the quarter  
Rs. 303 Mn

## FINANCIAL HIGHLIGHTS – FY24

### Revenue

**Rs. 33,426 Mn**

as compared to Rs.29,717 Mn  
in FY 23 YoY [12.5%]

### EBITDA

**Rs. 2,930 Mn (8.8%)**

as compared to Rs. 2,137 Mn in  
FY 23 YoY [37.1%]

### PBT

**Rs. 2,500 Mn (7.5%)**

as compared to Rs. 1,779 Mn  
in FY 23 YoY [40.5%]

### Balance Sheet

Net Cash position of Rs. 2,995 Mn

### Cash Flow

Cash Flow from operations to the  
tune of Rs. 1,889 Mn as compared  
to Rs. 1,364 Mn inflow in FY23

### Capex

Capex incurred during the period  
Rs. 830 Mn



## FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q4 FY24	Q4 FY23	YoY	Q3 FY24	QoQ	FY24	FY23	YoY
Revenue from Operations	8,586	7,370	16.5%	8,138	5.5%	33,426	29,717	12.5%
Gross Margin (%)	24.9%	23.8%	1.1%	25.5%	-0.6%	25.1%	23.7%	1.4%
EBITDA Margin (%)	9.0%	7.1%	1.9%	8.8%	0.2%	8.8%	7.2%	1.6%
Net Margin (%)	6.1%	4.6%	1.5%	5.3%	0.8%	5.5%	4.5%	1.0%

Balance Sheet (Rs. Mn)	FY24	FY23	FY22
Net worth	10,086	8,703	7,668
Gross Debt	103	112	129
Liquid Investments	2,995	2,984	2,791
Fixed Assets	4,628	4,407	4,027

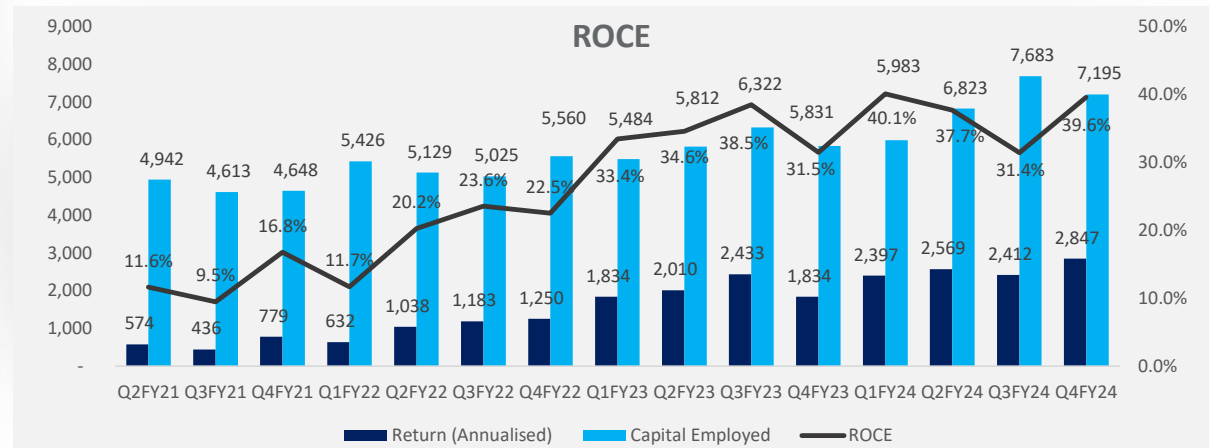
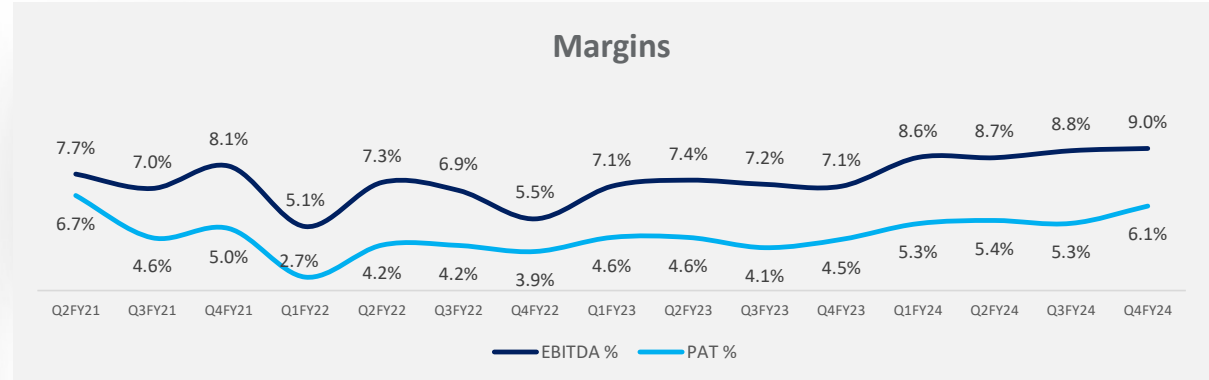
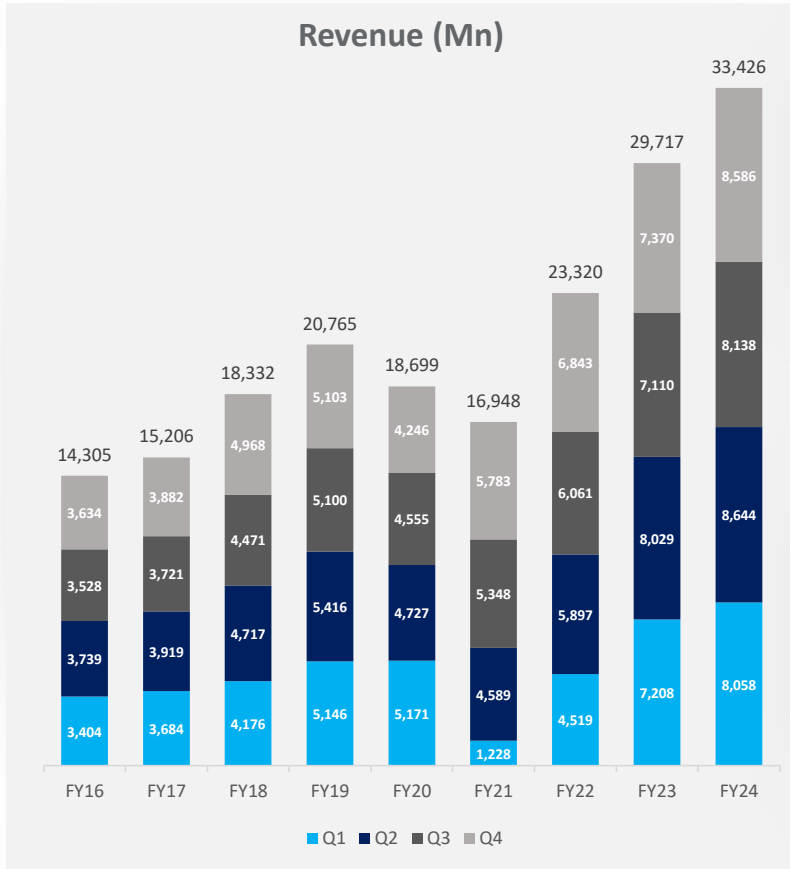
Key Performance Indicators	FY24	FY23	FY22
Net Working Capital (days)	20	18	17
ROIC (%)	35.5%	31.3%	26.1%
Cash Flow from Operations Inflow/(Outflow)	1,889	1,364	950

### FY24 vs FY23

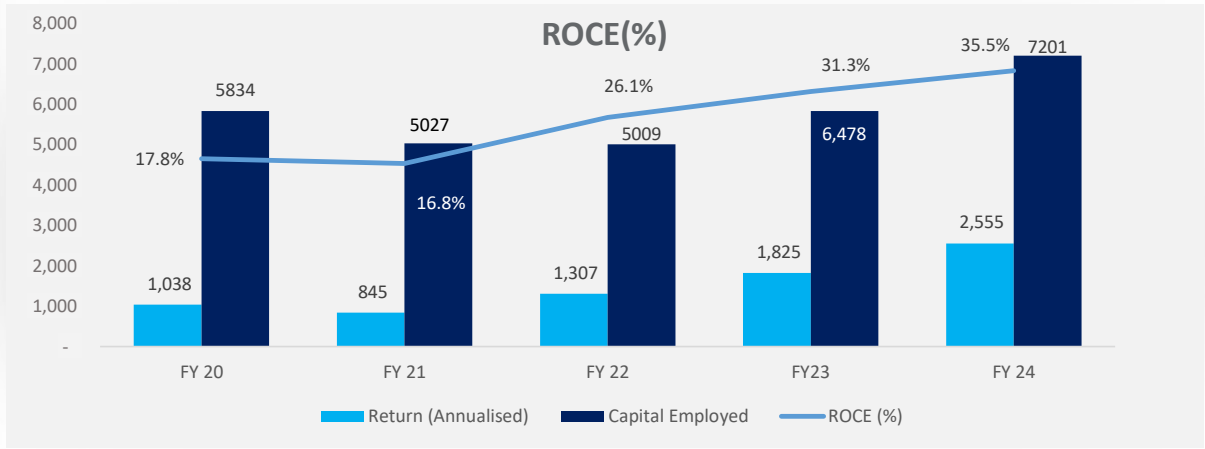
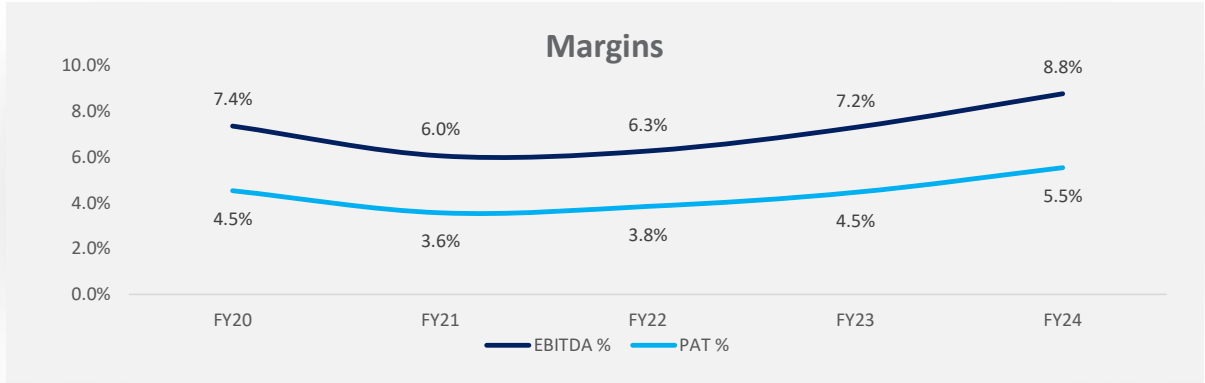


- EBITDA Improved
- Sales Increased
- Better ROIC
- Improvement in cash flow

# QUARTERLY PERFORMANCE TREND



# YEARLY PERFORMANCE TREND



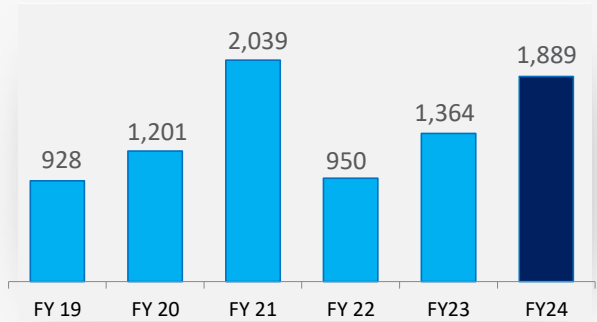
## PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q4 FY24	Q4 FY23	YoY	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	8,586	7,370	16.5%	8,138	5.5%	33,426	29,717	12.5%
Raw Material	6,452	5,612		6,066		25,051	22,688	
<b>Raw Material % to Sales</b>	<b>75.1%</b>	<b>76.1%</b>		<b>74.5%</b>		<b>74.9%</b>	<b>76.3%</b>	
Employee Expenses	501	462		522		2,064	1,831	
<b>Employee Expenses % to Sales</b>	<b>5.8%</b>	<b>6.3%</b>		<b>6.4%</b>		<b>6.2%</b>	<b>6.2%</b>	
Other Expenses	864	773		830		3,382	3,061	
<b>Other Expenses % to Sales</b>	<b>10.1%</b>	<b>10.5%</b>		<b>10.2%</b>		<b>10.1%</b>	<b>10.3%</b>	
<b>EBITDA</b>	<b>769</b>	<b>524</b>	<b>46.8%</b>	<b>720</b>	<b>6.8%</b>	<b>2,930</b>	<b>2,137</b>	<b>37.1%</b>
<b>EBITDA %</b>	<b>9.0%</b>	<b>7.1%</b>		<b>8.8%</b>		<b>8.8%</b>	<b>7.2%</b>	
Other Income	86	65		28		191	174	
<b>Other Income % to Sales</b>	<b>1.0%</b>	<b>0.9%</b>		<b>0.3%</b>		<b>0.6%</b>	<b>0.6%</b>	
Interest	12	8		10		54	46	
<b>Interest % to Sales</b>	<b>0.1%</b>	<b>0.1%</b>		<b>0.1%</b>		<b>0.2%</b>	<b>0.2%</b>	
Depreciation	143	130		144		566	486	
<b>Depreciation % Sales</b>	<b>1.7%</b>	<b>1.8%</b>		<b>1.8%</b>		<b>1.7%</b>	<b>1.6%</b>	
<b>PBT</b>	<b>700</b>	<b>450</b>	<b>55.5%</b>	<b>593</b>	<b>18.1%</b>	<b>2500</b>	<b>1,779</b>	<b>40.5%</b>
<b>PBT %</b>	<b>8.1%</b>	<b>6.1%</b>		<b>7.3%</b>		<b>7.5%</b>	<b>6.0%</b>	
Tax	172	112		164		649	456	
<b>PAT</b>	<b>527</b>	<b>338</b>	<b>55.9%</b>	<b>429</b>	<b>23.0%</b>	<b>1852</b>	<b>1,324</b>	<b>39.9%</b>
<b>PAT %</b>	<b>6.1%</b>	<b>4.6%</b>		<b>5.3%</b>		<b>5.5%</b>	<b>4.5%</b>	
EPS	3.7	2.4		3.0		12.9	9.2	

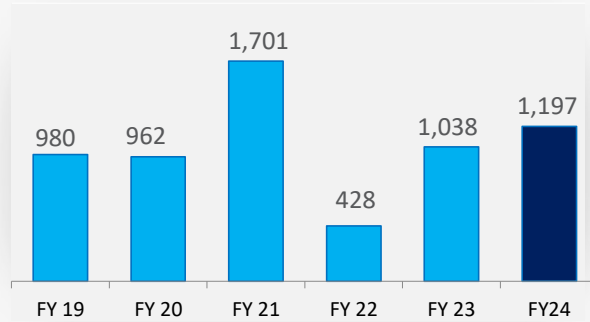
Note : Foreign Fluctuation (Net) is part of Other Income.

# CASH FLOWS

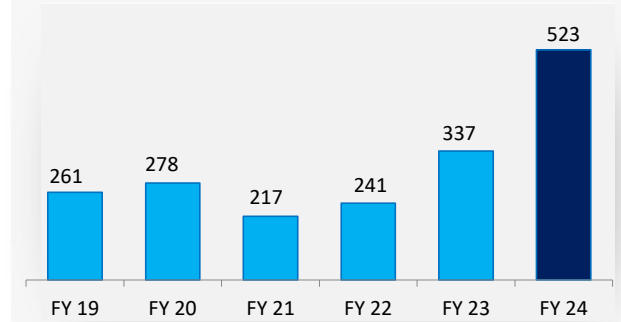
Cash Flow from Operations (Rs. Mn)



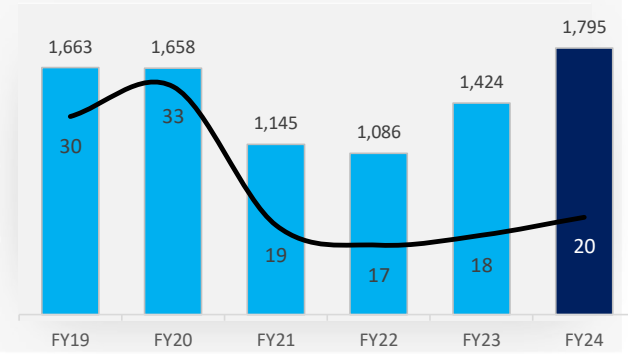
Cash Flow used in Investing (Rs. Mn)



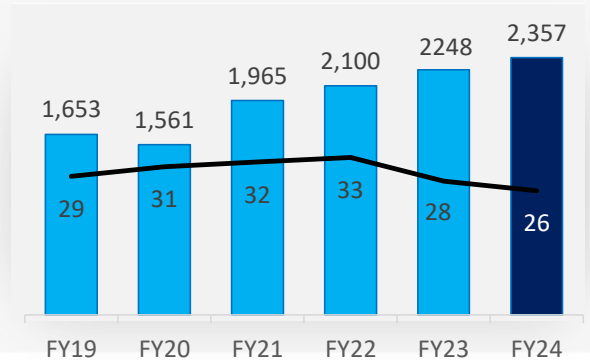
Cash Flow used in Financing (Rs. Mn)



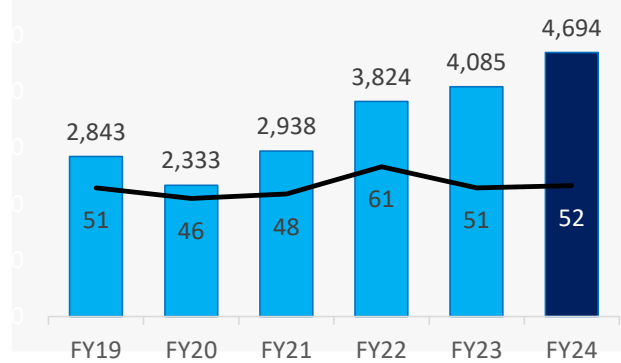
Working Capital Days



Inventory Days



Debtors Days



FY 21 - Days calculation basis 274 days (July 20 to Mar 21)

## BALANCE SHEET

Assets (Rs. Mn.)	Mar-24	Mar-23	Mar-22
Non-current assets	5,577	4,857	4,458
Current assets	10,543	9,423	9,073
<b>Total Assets</b>	<b>16,120</b>	<b>14,280</b>	<b>13,531</b>

- Net Cash stood at Rs 2,995 Mn at the end of Mar'24
- Net Working Capital Days at 20 as compared to 18 last year
- Capex for FY24 to the tune of Rs. 830 Mn

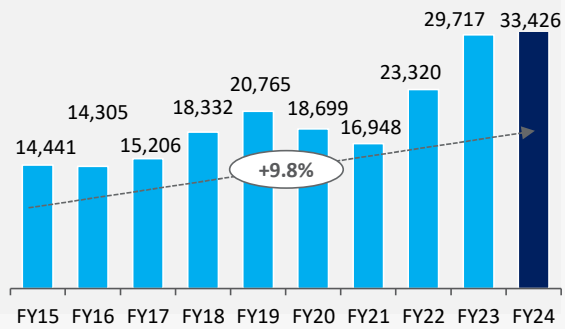
Equity and Liabilities (Rs. Mn.)	Mar-24	Mar-23	Mar-22
Equity	10,086	8,703	7,668
Non-Current Liabilities	356	384	403
Current liabilities	5,678	5,193	5,460
<b>Total Equity and Liabilities</b>	<b>16,120</b>	<b>14,280</b>	<b>13,531</b>

### Capex for FY24

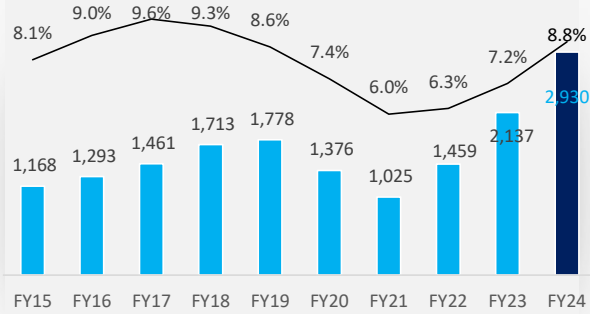
- Casting –Drilling Machine, GDC Machine
- Chakan – DFT Machine, ETP STP Plant, Laser Welding Machine & Head, Noise Testing Machine, Assembly Line.
- Hosur - R&D tech centre renovation, IFF assembly line Upgradation
- Khandsa - Twin station Spinning machine, Oil & Gas Filling Machine

# FINANCIAL TRACK RECORD

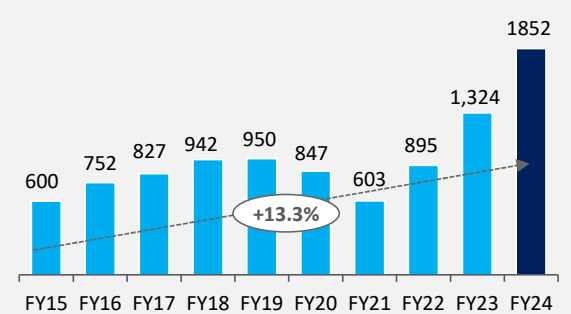
Revenue (Rs Mn)



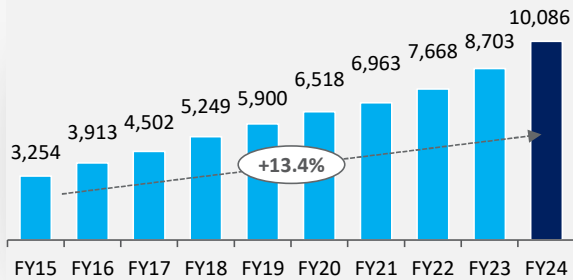
EBITDA (Rs Mn) & EBITDA Margin (%)



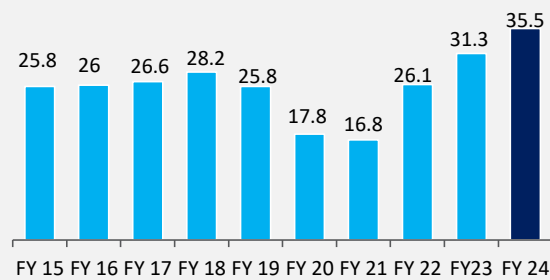
PAT



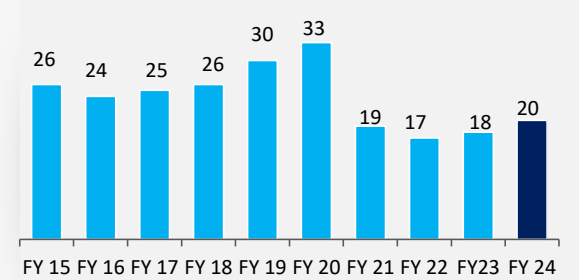
Net worth (Rs Mn)



RoCE (%)



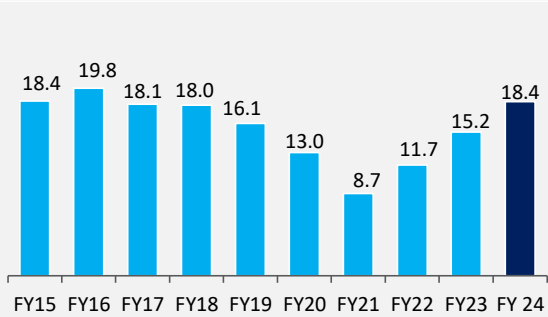
Net Working Capital Days



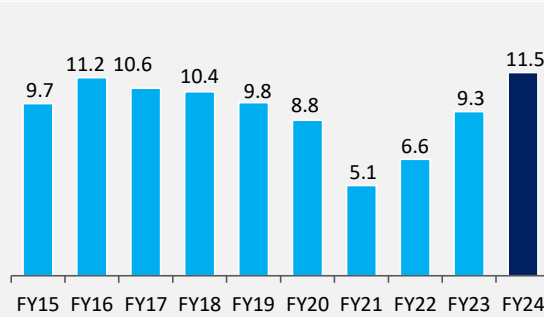
^Note: Financials for FY17-24 as per IND-AS

# KEY RATIOS

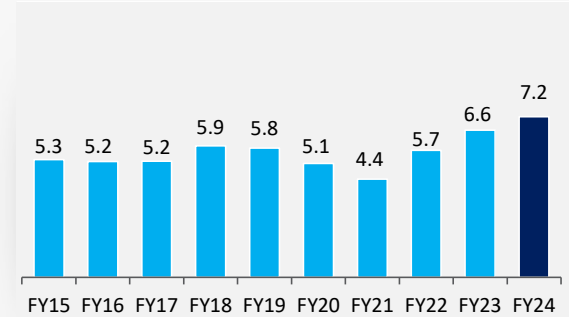
Return on Equity (%)



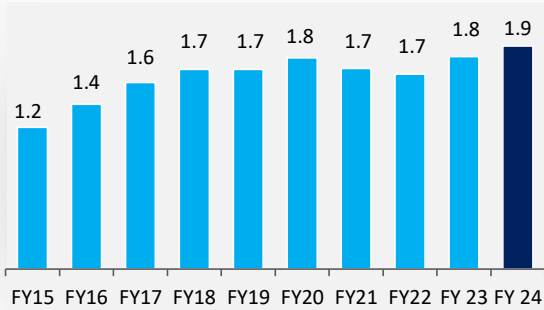
Return on Assets (%)



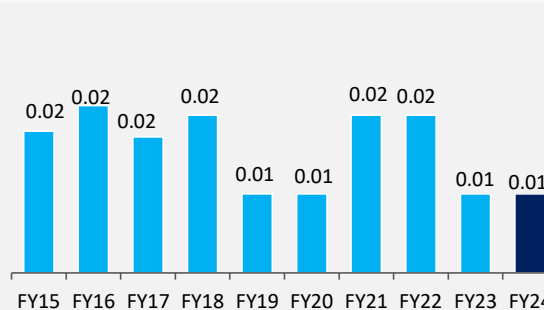
Fixed Asset Turnover (x)



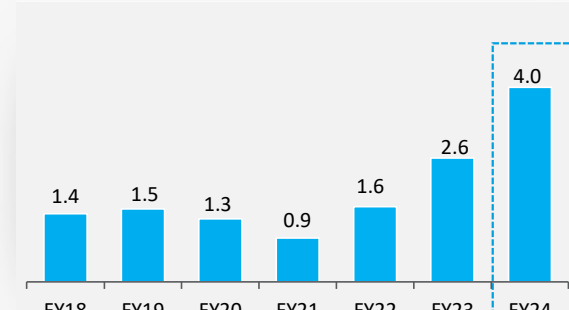
Current Ratio (x)



Debt : Equity Ratio



Dividend\* (Rs/share) & Pay-out (%)



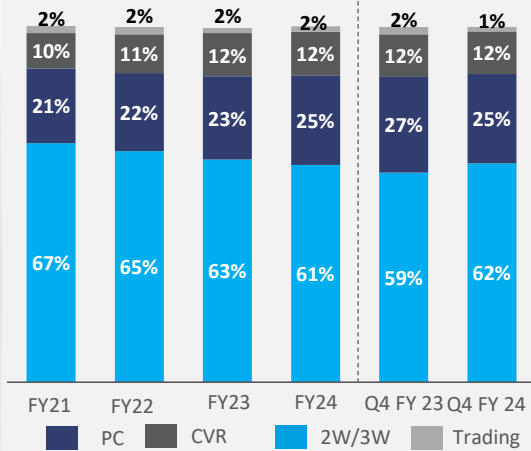
\*Dividend excluding Dividend Distribution Tax

Payout Ratio

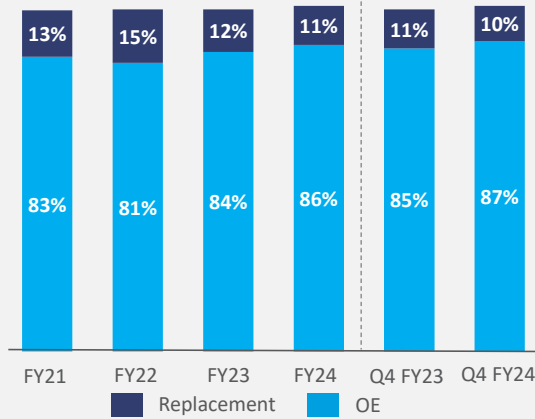


# REVENUE MIX (INC. TRADING)

### Segment Mix

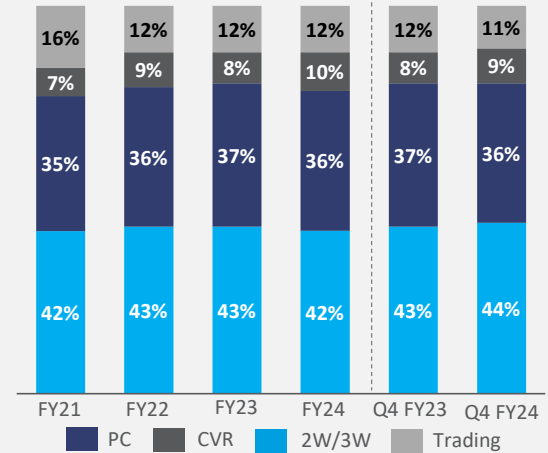


### Channel Mix



Export					
FY21	FY22	FY23	FY24	Q4 FY23	Q4 FY24
4%	4%	4%	3%	4%	3%

### Aftermarket



- Improvement in 2W volumes in Q4 FY24 (62%) compared to Q4 FY23 (59%)
- After market has decreased from 11% (Q4 FY23) to 10% (Q4 FY24)

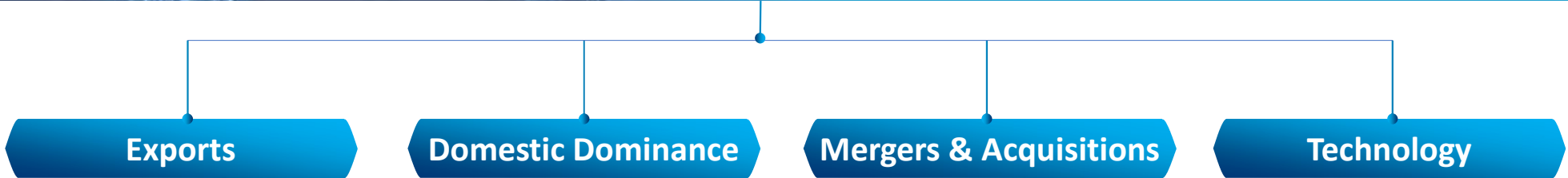
# VISION 2025



To be amongst the Top 5 Shock Absorber Manufacturers in the world

**REDEFINING RIDE COMFORT**

Market Leader FOR 60 YEARS



Exports

Domestic Dominance

Mergers & Acquisitions

Technology

## Our Strategic Business Drivers



**Exports**

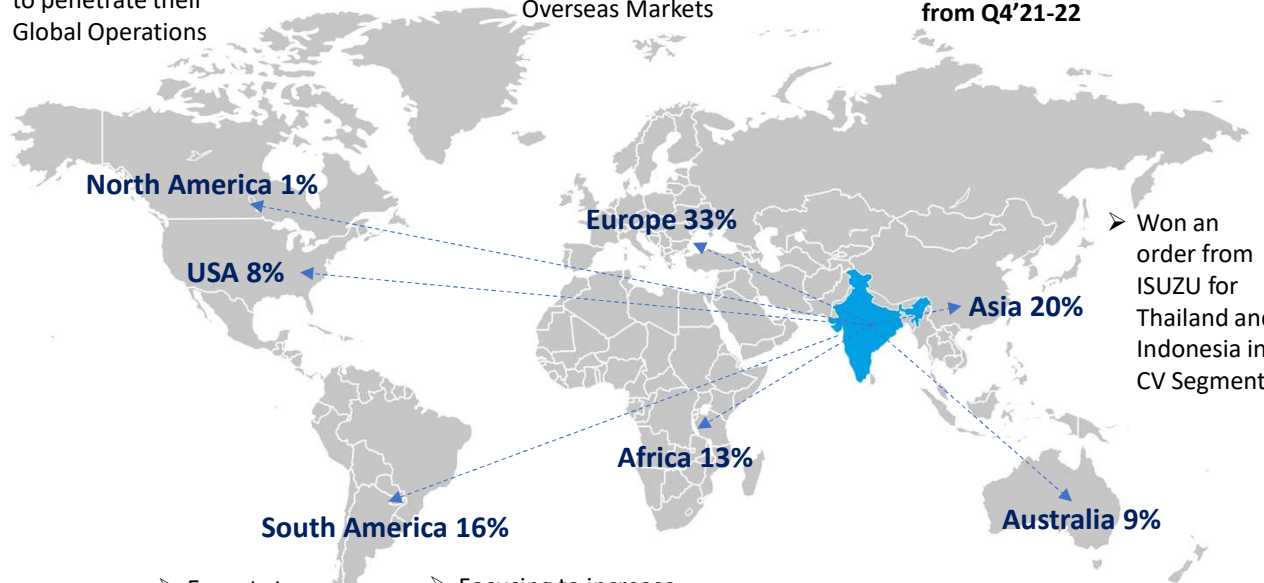


# CREATING GLOBAL PRESENCE THROUGH EXPORTS

➤ Leveraging relationship with Global OEMs in India to penetrate their Global Operations

➤ Resource in Europe for exploring opportunities in Overseas Markets

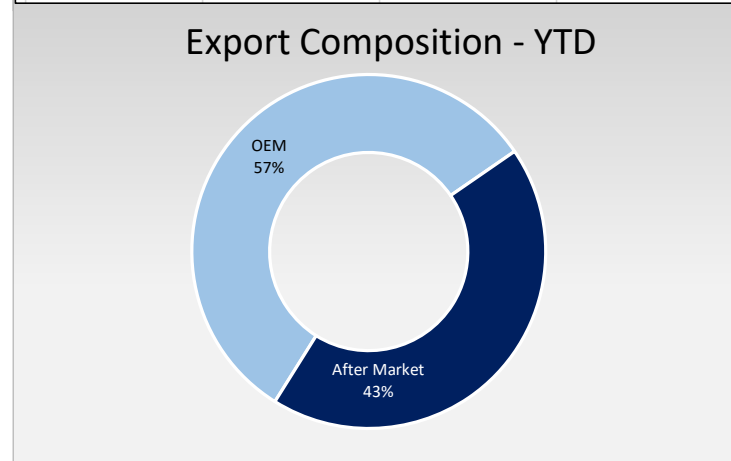
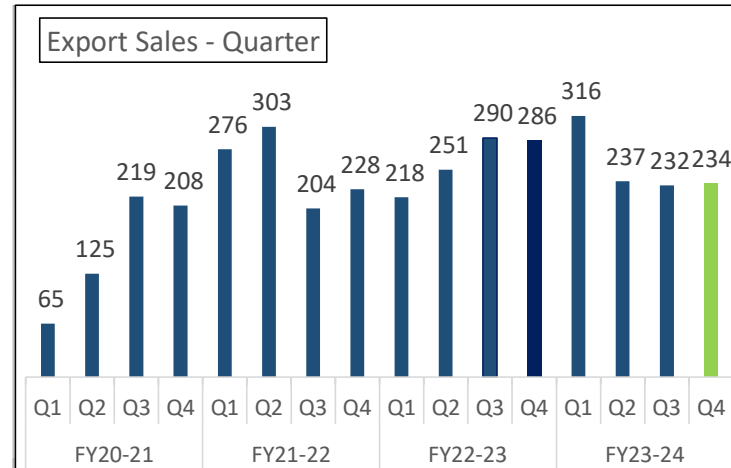
➤ Export order from DAF Netherlands, VW Russia commenced from Q4'21-22



➤ Exports to Yamaha, Japan

➤ Focusing to increase presence in Aftermarket of Latin America, Africa & North America

➤ Won an order from ISUZU for Thailand and Indonesia in CV Segment



## Our Strategic Business Drivers



**Domestic Dominance**



## YTD SEGMENT PERFORMANCE – 2W&3W (INCL. AM)

### Performance

- Q4 FY24 vs Q4 FY23 growth was 22%. This growth was contributed by good sales performance in OLA, TVS and Suzuki where we have high SOB.

### Recent Launches

- Ather - Rizta
- Piaggio - RS457
- TVS, Apache 4V Black Edition/King EV
- Ultraviolette - Cheesecake

### Market Update

- As per SIAM data, the 2W sales grew by 26% YoY and 3W grew by 8% YoY respectively in Q4 FY24
- Within the 2W segment, Scooters grew by 25%, Motorcycles grew by 28% and Mopeds grew by 16% in Q4 FY24

### Future Development

- EV - OLA M/c, Ather, Lectrix, Simple Energy,
- 2W- TVS, REM, Suzuki, Bajaj, Piaggio, Honda
- 3W – TVS, OLA, Mahindra

### Top 3 Customers

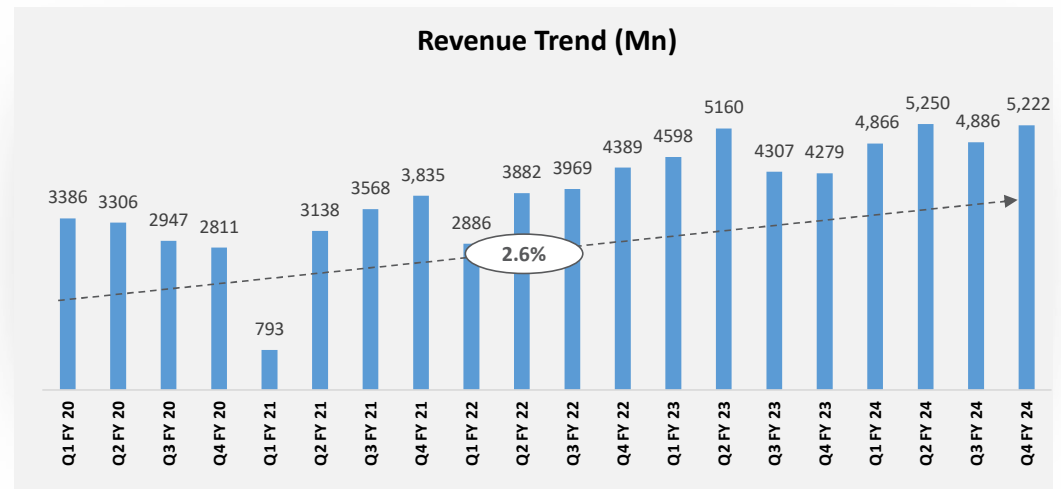
- TVS Motors, SMIL, Honda

**61%** % to Total Sales in FY24

[63% in FY23]

**31%** Market Share in FY24

[32% in FY23]



# GABRIEL INDIA LTD: WELL- ENTRENCHED AMONGST ALL 2W/3W EV PLAYERS



## Top Selling Models GIL Presence

- | Top Selling Models      | GIL Presence |
|-------------------------|--------------|
| 1. Ola S1 Pro           | ✓            |
| 2. TVS iQube            | ✓            |
| 3. Ather 450X           | ✓            |
| 4. Bajaj Chetak         | ✓            |
| 5. Ampere Magnus EX     | ✓            |
| 6. Okinawa Praise       | ✓            |
| 7. Hero Electric Optima | ✓            |

Source: sme.in/fy-23-24

**19.05%**

Highest EV Sales in  
Uttar Pradesh in  
FY 23-24

Source: jmkresearch.com

**70%**

GIL SOB  
2W sales  
( Q4, FY 23-24)

**7%**

GIL SOB  
3W sales  
( Q4, FY 23-24)

**20%**

GIL growth - EV-  
2W Q4 FY24 Vs  
Q4 FY23

**27%**

GIL growth - EV-  
3W Q4 FY24 Vs Q4  
FY23

# YTD SEGMENT PERFORMANCE – PASSENGER VEHICLES(INCL. AM)

## Performance

- Q4 FY24 vs Q4 FY23 growth was 8%. Segment observed growth with new launches within key customers and SUV segment gaining traction

## New Program

- Maruti Suzuki: Jimny
- Stellantis: Electric Citroen C3

## Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 10 % in Q4 FY24 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de grew by 10%, Utility Vehicle grew by 28% & Vans de grew by 1% YoY in Q4 FY24

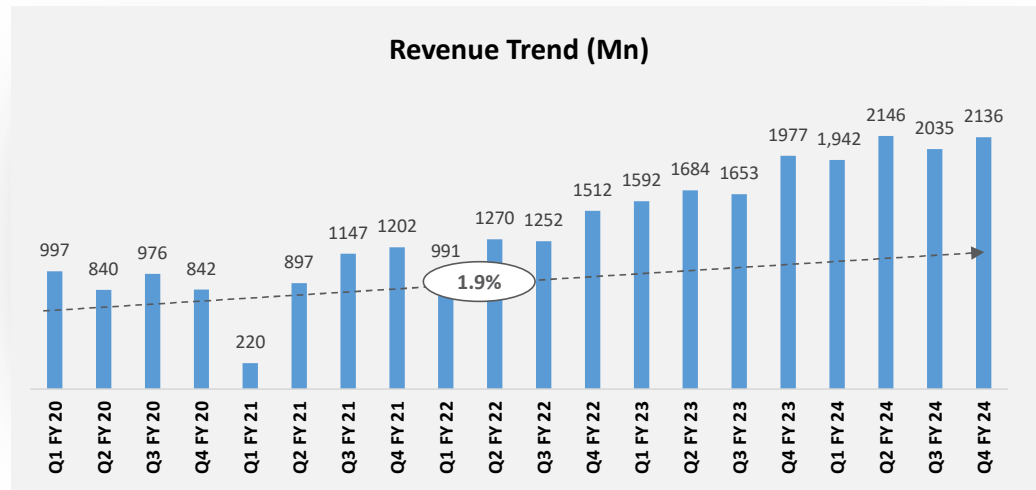
## Future Development

VW (1) , TML (4), Stellantis (1)

## Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

<p><b>25%</b> % to Total Sales in FY24</p> <p>[23% in FY23]</p>	<p><b>23%</b> Market Share in FY24</p> <p>[23% in FY23]</p>
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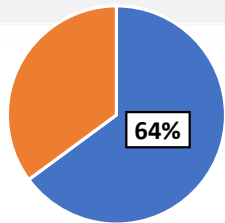


# GABRIEL PRESENCE: UTILITY VEHICLES

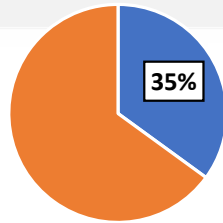
- Manufacturing Facility: Chakan & Khandsa
- R&D Centre: Pune
- Product Portfolio: McPherson struts, Gas Shock Absorbers, Steering Dampers
- Commenced the technology of FSD (Frequency Selective Damping) in damper supplies for key customers

Share of Utility Vehicle sales in Gabriel Passenger Vehicle business- 64%

Gabriel India Share of Business in Total Utility Vehicle Sales-35%



■ Utility Vehilce



■ SOB - GIL ■ Others



Volkswagen Taigun



Skoda Kushaq



Toyota Hyryder



Mahindra XUV 700



Mahindra Thar



Mahindra Bolero



Suzuki Brezza (New)



Suzuki Grand Vitara



Suzuki Jimny

# YTD SEGMENT PERFORMANCE – COMMERCIAL VEHICLES (INCL. AM & RAILWAYS)

## Performance

- Moderate growth coming back slowly reflecting in better production volumes by OEMs

## New Program

Mahindra-UPP-G1, E Jeeto & 3 Wheeler, TML-Coral, VECV, Titan, LCV EV Dampers

## Market Update

- As per SIAM data, the overall commercial vehicles segment registered a decline of 0.5% in Q4 FY24 as compared to Q4 FY23
- Medium & Heavy Commercial Vehicles (M&HCVs) sales de-grew by 8% YoY and Light Commercial Vehicles (LCVs) grew by 4.5% YoY in Q4 FY24

## Future Development

- Volvo, Fuso Japan, New EV Customers
- DAF – Axle Dampers

## Top 3 Customers

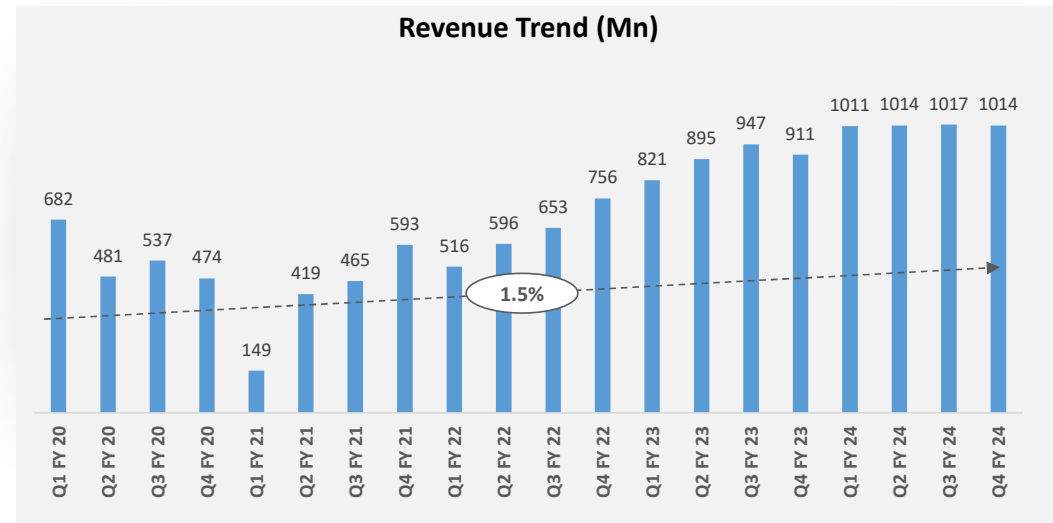
- Tata Motors, Mahindra & Mahindra, Ashok Leyland

**12%** % to Total Sales in FY24

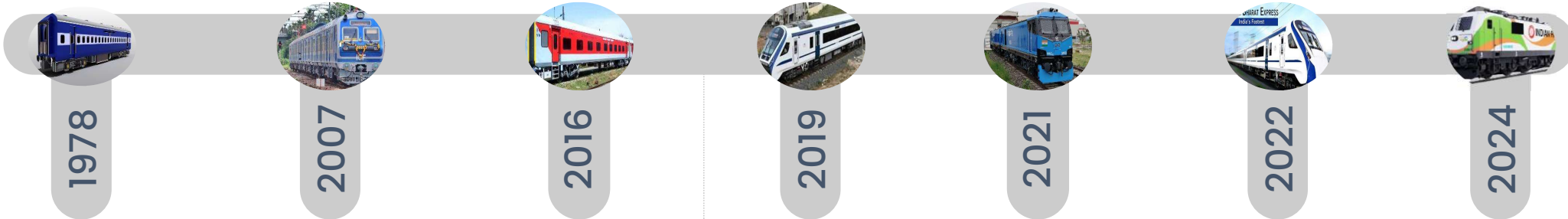
[12% in FY23]

**89%** Market Share in FY24

[89% in FY23]



# GABRIEL PRESENCE- RAILWAYS



**Conventional Coach**  
Shox – 2 Variant  
4 Nos / Coach  
Supplied > 40,000 Coach

**EMU Coach**  
Shox – 8 Variant  
8 Nos / Coach  
Supplied > 20,000 Coach

**LHB Coach**  
Shox – 6 Variant  
18 Nos / Coach  
Supplied > 13,000 Coach

**Train 18 Coach**  
Shox – 4 Variant  
20 Nos / Coach  
Supplied > 40 Coach

**Electric Locomotive**  
Shox – 4 Variant  
20 Nos / Coach  
Supplied > 100 Loco

**Vande Bharat Coach**  
Shox – 4 Variant  
20 Nos / Coach  
Under RDSO Approval

**Siemens E Loco**  
Shox – 4 Variant  
20 Nos / Coach  
Received LOI

**Government OEM**



**Government OEM**



**Private OEM**



**Private OEM**



# AFTERMARKET

## Strong Brand Equity

- Brand “Gabriel” synonymous with shock absorbers
- Leadership since 62 years with market share ~ 40%

## Extensive Distribution Network

- 10 CFA locations & 700+ dealer network
- ~25,000 + retail outlets supported by effective sales force
- Present in the aftermarket segment across six continents

## Recent Highlights

- Achieved 7% growth over Q4 22-23. Sale Q4 (23-24) – 984 MINR
- Achieved 8% growth over FY 22-23. Sale (23-24) – 4192 MINR
- Completed successfully 4 IT Enablement projects

## Widest Product Range

- Only Company present in all the segments i.e. TW, PC, CV & Railways
- Launched 291 SKU’s In 23-24.
- More than 1336 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

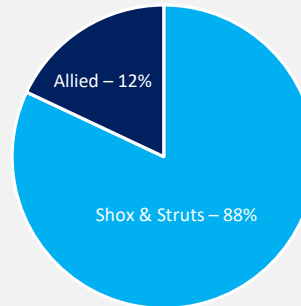
## Presence Through Allied Products

- Leveraging Brand Gabriel & Distribution Network for Allied products.
- 21 New Product lines launched successfully in recent years & 1 NPL is in pipeline.

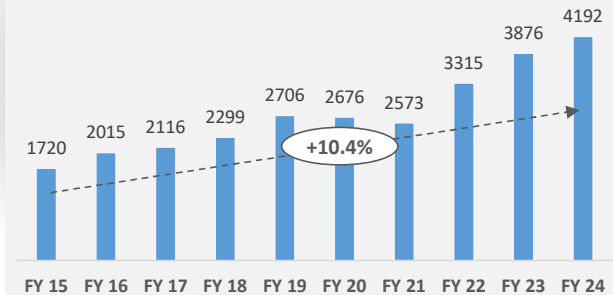
## Focus Areas & Outlook

- Develop more products for the core segment
- Increase sales through national channels
- Major focus in B & C class towns – 200 nos to be added in next 5 Years
- Leveraging Brand Gabriel by launching new product lines
- Emphasis on Elite Workshop Programme in 24-25 to strengthen the brand
- 4 IT projects Successfully implemented, 2 are in pipeline. Target to become 100% IT enabled in next 2 years
- Focus on Latin American, Australia & African markets for Quantum growth in Export's sales

**After Market Parts**



**Aftermarket Sales (Rs. Mn)**



## OUR STRATEGIC BUSINESS DRIVERS



**Merger & Acquisition**



## PROFIT & LOSS STATEMENT – FY 2023-24

### Inalfa Gabriel Sunroof Systems Private Limited

Particulars (MINR)	FY24	%
<b>Revenue from Operations</b>	<b>599.8</b>	
Raw Material	466.7	77.8%
Employee Expenses	59.8	10.0%
Other Expenses	62.7	10.5%
<b>EBITDA</b>	<b>10.6</b>	<b>1.8%</b>
Other Income	8.6	1.4%
Interest	40.5	6.8%
Depreciation	33.7	5.6%
<b>PBT</b>	<b>-55.0</b>	<b>-9.2%</b>
Tax	-	-
<b>PAT</b>	<b>-55.0</b>	<b>-9.2%</b>

### Gabriel Europe Engineering Centre

Particulars (MINR)	FY24	%
<b>Revenue from Operations</b>	<b>57.6</b>	
Other Expenses	49.2	85.3%
<b>EBITDA</b>	<b>8.5</b>	<b>14.7%</b>
Depreciation	0.6	1.0%
<b>PBT</b>	<b>7.9</b>	<b>13.8%</b>
Tax	2.1	3.6%
<b>PAT</b>	<b>5.8</b>	<b>10.1%</b>

GEEC works on Cost plus Model and thus in Consolidated Financial Statements, the costs of GEEC have been capitalized towards R&D.

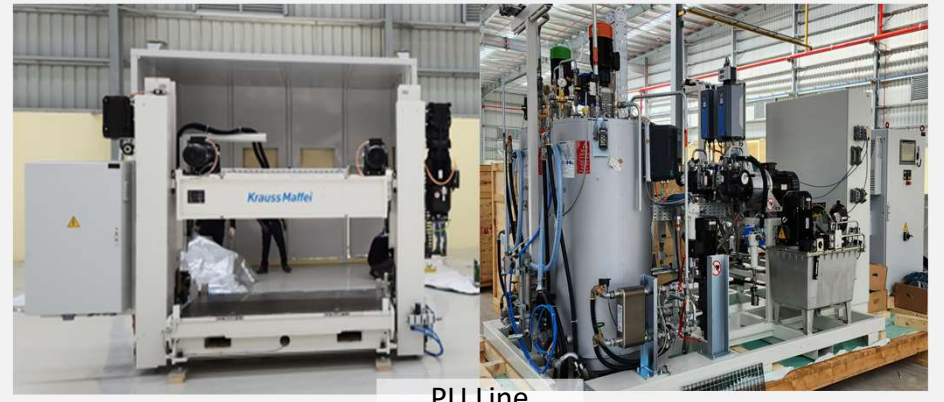
# IGSSPL PLANT



Plant View

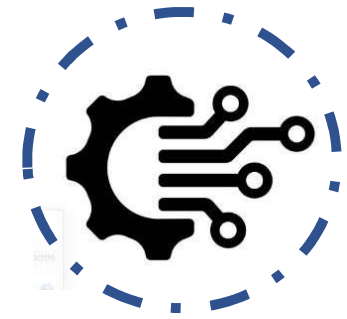


Assembly Line



PU Line

## OUR STRATEGIC BUSINESS DRIVERS



**Technology**



# GABRIEL EUROPE ENGINEERING CENTRE (GEEC)

- Competence Centre for knowledge transfer and training
- Centre of Excellence aiming to become Best in Class on Global Suspension Market
- Joint development of Gabriel Next Generation Technologies with GIL R&D and global external partners
- Located at Thor Park in Genk, Belgium



2022  
◆ GIL NxG Support from Office at IncubaThor

2023  
◆ GEEC Belgian Legal Entity created  
July 14<sup>th</sup> : Court of Commerce

2024  
◆ GEEC Extension with prototype workshop  
Jan 2<sup>nd</sup>, 2024 : Re-Located to FacThory



# GABRIEL PUNE TECH CENTRE: “IGBC” CERTIFIED GREEN BUILDING



# GABRIEL TECH CENTRE: POWERING OUR FUTURE, DRIVING POSSIBILITIES



**Chakan**

Technology Collaboration:



**Hosur**

Technology Collaboration:

Yamaha Motor Hydraulic System Company Limited (formerly SOQI), Japan

- In-house facility for customers for ride tuning of vehicles
- Advanced damper technology for the enhanced user experience
- CO2 footprint reduction through product light weighting and use of green technologies
- Virtual analysis for structural durability assessment of components
- Implementation of product life cycle management (PLM) to increase the reuse of existing components & to improve productivity
- NVH measurement and reduction techniques to address noise issues in the new generation vehicles

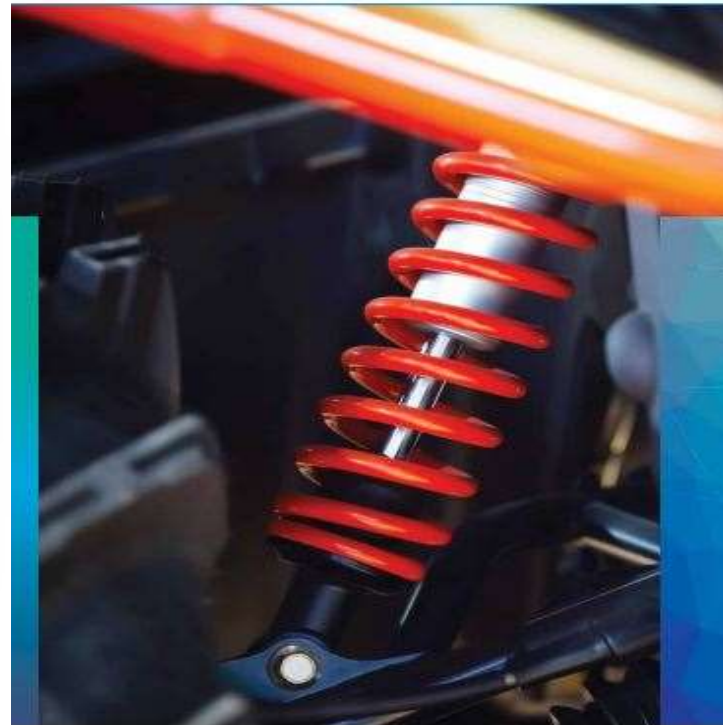
# ACHIEVING ENGINEERING EXCELLENCE

Designed & Developed Remote Canister Shock Absorber

Shock Absorbers with Floating Piston

Shock Absorber with Hollow Piston Rod

Robotic Assembly line



Laser Welding Technology, Friction Welding Technology, Water based Autophoretic Paint System

Adjustable Electronic-Hydraulic Shock Absorber for a leading SUV vehicle in Aftermarket

Zero Discharge Chrome Plating

Shock Absorbers for High Speed Railway Trains – LHB & Vande Bharat Coaches

Many Firsts

# R&D, INNOVATION AND TECHNOLOGY: ESSENTIAL COMPONENTS FOR STRATEGIC EVOLUTION

At Gabriel India, our constant endeavors towards investing in R&D, innovation and technology are considered integral to our continuous improvement process.

Our R&D technology centres at Hosur and Chakan ( recently launched) are recognised by the Department of Scientific and Industrial Research (DSIR), part of the Ministry of Science and Technology.

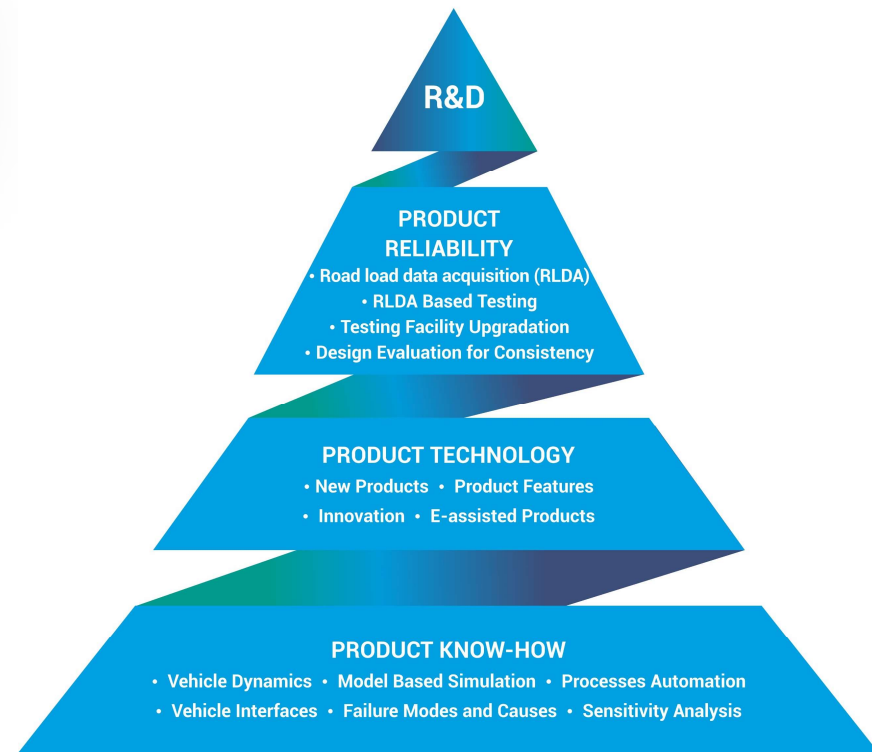
## END-TO-END PRODUCT DEVELOPMENT CAPABILITIES



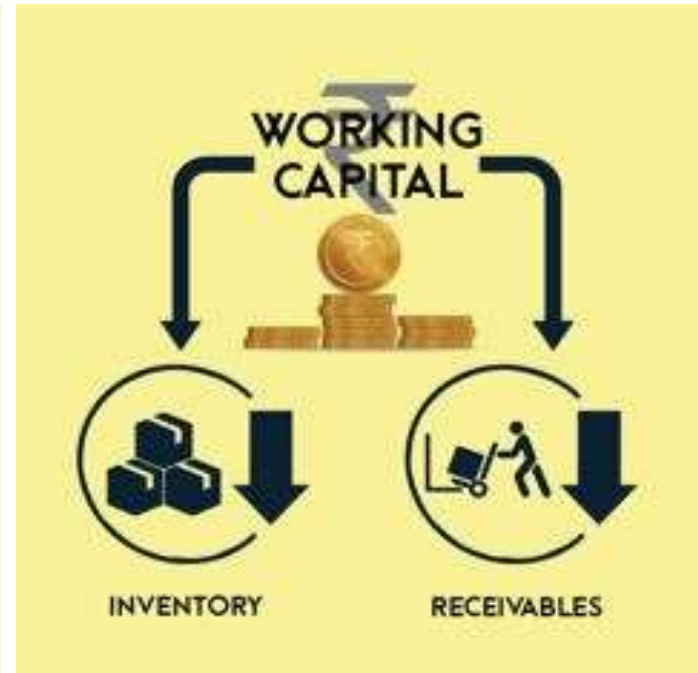
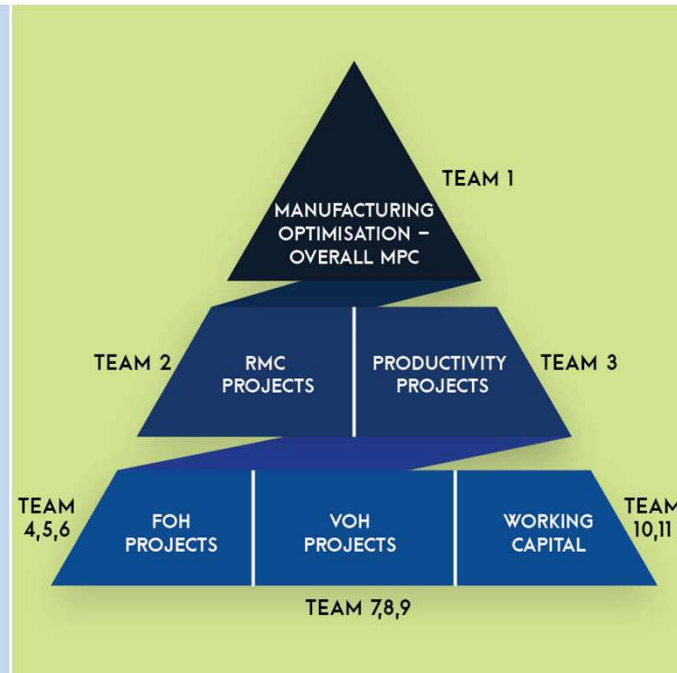
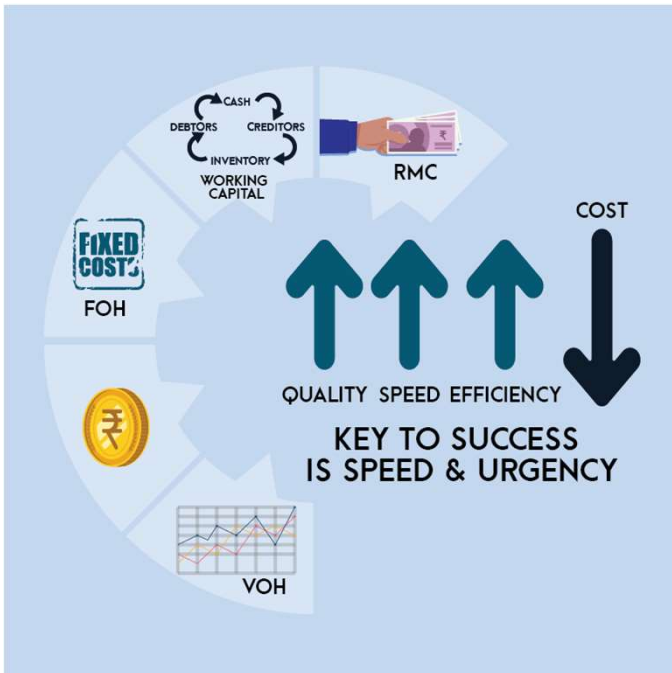
## KEY FOCUS AREAS



## ELEMENTS OF 3-PILLARS



# CORE 90



## CORE 90 COST REDUCTION DRIVE

## Awards & Accolades (New Slide Added)



Award from Piaggio for Best Development Support



Award from HMSI for Quality Management



## Corporate Overview



# GABRIEL AT A GLANCE

## Corporate Profile

- Incorporated in 1961
- Pioneer of Ride Control Products in India with state-of-the-art integrated operations
- Strong R&D focus, employing 72 specialists, highest in the industry
- Experienced, professional management team and Board of Directors
- Marquee clientele across all vehicle segments
- Market Leadership in Aftermarket
- Impetus on Sustainability and Environment: 18% of power from renewable sources from 0% in FY14
- Consistent dividend track record since FY 85-86



## Key Metrics

500+

New Product Additions

25

Countries of Presence

700+

Distributors

7+3 (satellite plants)  
Manufacturing Plants

79 (28 Granted)  
Patents Filed

4,676  
Employees (Average)

## Financial Strength (FY24)

Revenue	PAT	ROCE	Net Cash
INR 33,426 Mn	INR 1,852 Mn	35%	INR 2,995 Mn

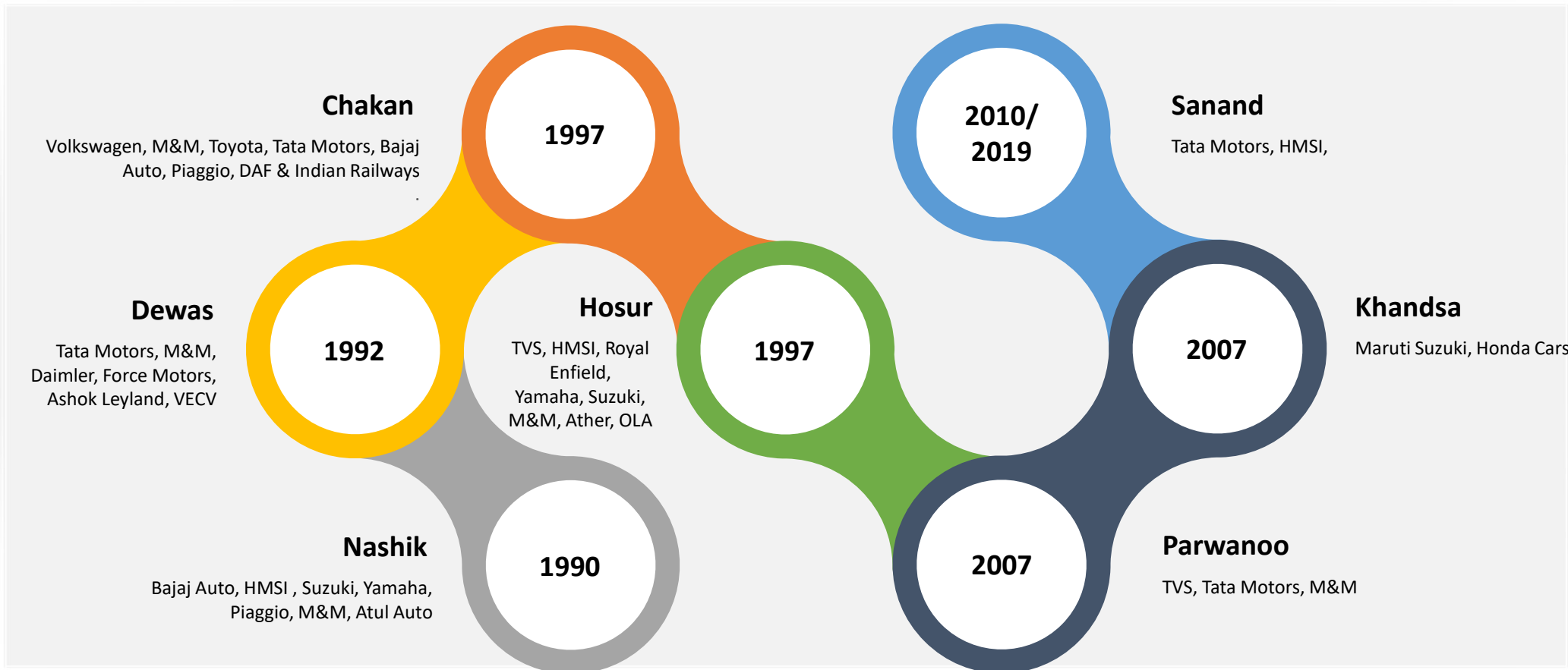
# STRATEGIC MANUFACTURING FOOTPRINT



- GIL Plants
- GIL Satellite Locations

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

# STRATEGIC MANUFACTURING FOOTPRINT



# COMPETITIVE ADVANTAGES

## Strong Parentage of Anand Group

- Flagship company of ANAND Group, a one-stop solution provider for customers
- Leverage partnerships, systems, processes, governance and sustainability frameworks

## 6 Decades of Presence

- Home grown ('Atmanirbhar') player
- Leverage huge knowledge database and highly experienced team
- Sustainable practices demonstrated with strong culture and customer-oriented approach

## Strong Focus on R&D and Technology Partnerships

- Best-in-class R&D facilities in the country with 60 specialists providing customized solutions
- End-to-end capabilities from design, development, testing and validation
- Association with global technology partners

## Quality at Competitive Price

- 7 state-of-the-art facilities in proximity to OEMs ensures just-in-time supply as per demand while rationalizing logistics costs
- Providing best quality products at reasonable cost

## #1 Brand in Aftermarket

- Leadership with market share of >40% in India
- Strong brand recall
- Logistics network comprising 664 dealers and 12,000 retailers

## Long Standing Client Relationships

- Only player with meaningful presence across all vehicle segments: 2/3W, PC, CV and Railways segments
- Diversification across products, customers and geographies



# RELATIONSHIPS WITH MARQUEE OEM CUSTOMER BASE

## 2/3 Wheelers



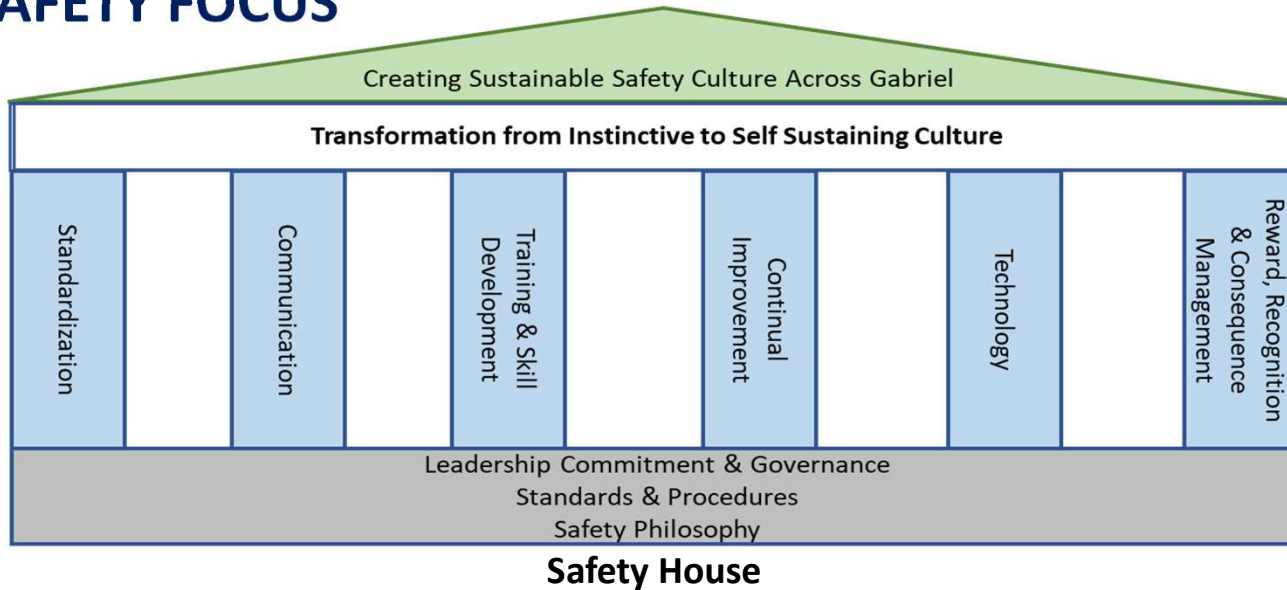
## Passenger Cars



## CV & Railways



# SAFETY FOCUS



- ❖ Collaboration for training with British Safety Council
- ❖ Dexterity Centre for induction training
- ❖ App Based abnormality reporting
- ❖ Online work permit monitoring

**Standardization:**

- SOPs clearly defined for activities with Operational Safety controls

**Communication**

- Ensuring SPOC at different levels of hierarchy

**Training & Skill Development**

- Developing skill to ensure adherence to safety while working

**Continual Improvement**

- Improving existing methods to enhance safety

**Technology**

- Using technology to reinforce safety aspects while working

**R&R and Consequence management**

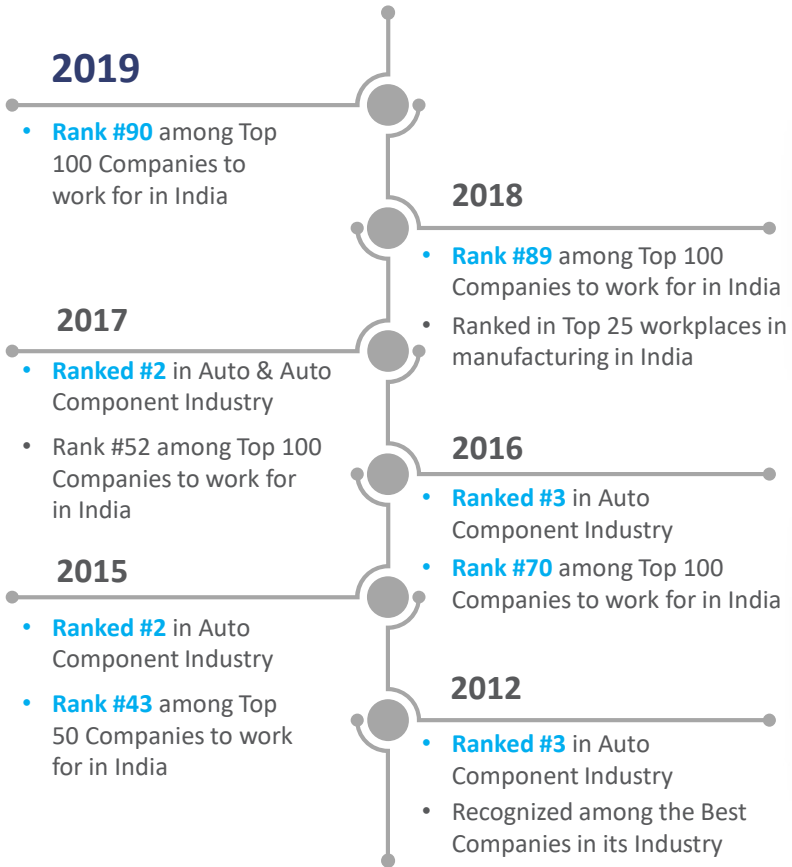
- To inculcate positive safety culture

# HUMAN RESOURCES



Key Metrics	Mar' 24	Mar' 23	Mar' 22	Mar' 21	Mar' 20
Revenue per employee (Rs Cr)	0.72	0.66	0.61	0.43	0.51
Average employee experience (person years)	8.0	8.0	8.0	9.0	8.0
Investment in training programmes (Rs Cr)	2.48	1.94	1.05	0.42	2.21
Employees covered under training programmes (%)	87%	70%	73%	78%	80%

# “GREAT PLACE TO WORK” – FIVE CONSECUTIVE YEARS

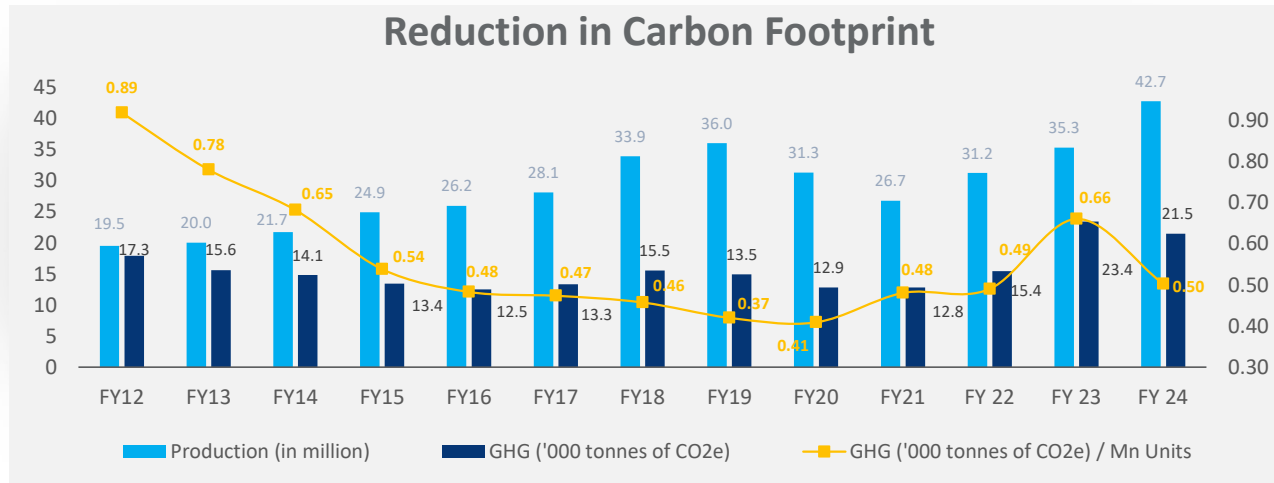




## SUSTAINABILITY MISSION



# SUSTAINABILITY



- Invested in solar rooftops across manufacturing plants with a total capacity of 1.90 MW
- Invested in group captive wind power plant to source renewable power at Hosur of 3.6 million units annually.
- Invested in group captive solar power plant to source renewable power at Hosur of 2.14 million units annually.
- Invested in group captive solar power plant to source renewable power at Chakan of 3.23 million units annually.
- 18% of power from renewable sources from 0% in FY14
- IoT: For better insight into the energy consumption in plant operations, an IoT based software is being implemented across the company that will help on focusing & quick reduction in manufacturing losses.

# SUSTAINABILITY REPORT LAUNCH



## GABRIEL Launches its Second 'Sustainability Report' for 2022-23

Pillar	Focus Area	Ambition
Governing Integrity	Cyber Security	By 2024, all sites to be ISO 27001 certified
	Ethical Business conduct	By 2024, train all employees on Human Rights issues.
Abating Environmental Impact	Waste Management	By 2025, all sites to achieve Zero Waste to Landfill status
	Water Stewardship	Water Neutrality operations by 2025
	Climate Resilience	By 2025, 50% of the energy needs to be met from renewable sources Carbon Neutrality operations by 2025
Enhancing Stakeholder Interests	Occupational Health and Safety	Zero Injuries and Zero accidents
		By 2027, achieve 36 safety training hours per employee.
	Employee Engagement	By 2025, achieve a minimum score of 80% on the employee engagement survey
	Sustainable Supply Chain	By 2025, audit all Tier I suppliers on ESG criteria.
Elevating Product Sustainability	Diversity and Inclusion	Increase gender diversity to 25% females across employees including OE by 2025
		Product Stewardship

# CSR INITIATIVES 2023-24

Focus Area	Parwanoo	Gurugram	Rewari	Jawai	Dewas	Nashik	Hosur
<p>EDUCATION</p>	Provide scholarships to ten girls to continue their education in ANAND School	-	-	Engage with 09 govt. schools (1K+ students) to improve quality of education (Teaching + Infra)	Engage with 4 govt. schools (400 students) to improve quality of education (Teaching + Infra) Medhavi Scholarship for 8 Girls to pursue Dip. Engg.	Engage with 10 govt. schools (800 students) to improve quality of education (Teaching + Infra)	Engage with 02 govt. schools (300 students) to improve quality of education (Teaching + Infra)
<p>SKILL DEVELOPMENT</p>	Skill 170+ youth (18-30 years) in 5 NSDC job roles (90% females)	Skill 500+ youth (18-30 years) in 4 NSDC job roles (90% females)	Skill 900+ youth (18-30 years) in 4 NSDC job roles (90% females)	-	Skill 110+ youth (18-30 years) in 3 NSDC job roles (90% females)	-	-
<p>HEALTH &amp; HYGIENE</p>	-	-	-	Provide mobile medical services to 20K unserved population across 9 villages	-	-	-
<p>COMMUNITY CONSERVATION</p>	Maintain three public parks in partnership with Municipal Council, Parwanoo & District Forest Office, Solan	-	-	Provide daily sanitation services across villages of Jeevada, Meeno Ki Dhane, Sena and Bislapur	Facilitate bank linkages for 160 women groups for micro-credit and organize trainings for livelihood promotion	-	-

# BOARD OF DIRECTORS



**Anjali Singh**  
Executive Chairperson  
Gabriel India



**Manoj Kolhatkar**  
Managing Director  
Gabriel India



**Jagdish Kumar**  
Group President & Group CFO  
ANAND Group



**Pradeep Banerjee**  
Non-Executive  
Independent Director



**Matangi Gowrishankar**  
Non-Executive  
Independent Director



**Pallavi Joshi Bakhru**  
Non-Executive  
Independent Director



**Mahua Acharya**  
Non-Executive  
Independent Director

# EXECUTIVE LEADERSHIP



**Manoj Kolhatkar**  
Managing Director



**Amitabh Srivastava**  
Chief Operating Officer,  
Railways and Aftermarket  
Business Unit



**Rishi Luharuka**  
Chief Financial Officer



**Vinod Razdan**  
Head- Human  
Resource



**Koen Reybrouck**  
Chief Technical  
Advisor



**Anand Sontakke**  
Chief Operating Officer - Two  
and Three Wheelers Business  
Unit



**R. Vasudevan**  
Chief Operating Officer -  
Passenger Cars Business Unit  
and Commercial Vehicles  
Business Unit



**Prashant Shah**  
Head- SSCM



**Abdul Wahid**  
Head- Quality

## CUSTOMER AWARDS & ACCOLADES



Special Award by Volvo  
Eicher Commercial Vehicles  
Limited



**TOYOTA**  
ZERO KM PPM and Quality  
certification by Toyota Kirloskar  
Motor



MSES-A Level Award  
by Mahindra &  
Mahindra



Award for Pre "C" VA activity by  
Honda Motorcycle and Scooter  
India (HMSI)



Periodic Cost Reduction Award By  
Suzuki Motor India



Supplier Samrat National runner  
up in Proprietary



Quality Achievement  
(10 PPM) Award by  
PACCAR Inc



Best Supplier Award for Demand  
Fulfillment North



BAL-Q "Gold Consistent" award  
by BAJAJ at BAVA Convention

## INDUSTRY AWARDS & ACCOLADES



Quality Excellence Award in 9th FICCI Quality System excellence awards for Industry and National Conference



45th International Convention Gabriel India, Nashik received Platinum Award by ICQCC Dhaka



Gold in Manufacturing Excellence in Very Large Category by Automotive Components Manufacturers Association



Winner of the Kaizen Competition at National Level by Automotive Components Manufacturers Association



Confederation of Indian Industry  
Gold Awards in Low-Cost Automation by Confederation of Indian Industry



Gold Award QC Competition by Quality Circle Forum of India



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

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**Investor Relations Advisors :**

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