

February 14, 2019

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(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/Result 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

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Successful  
Growth

Quality

Research  
& Development

Customer  
Relationships

# Gabriel India Ltd

Result Update Presentation

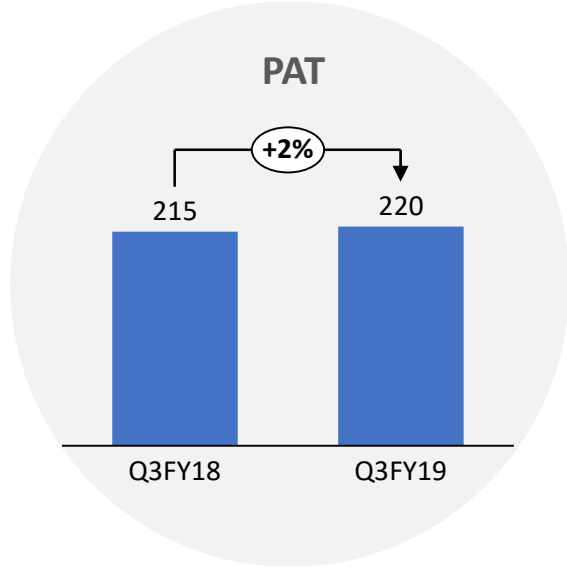
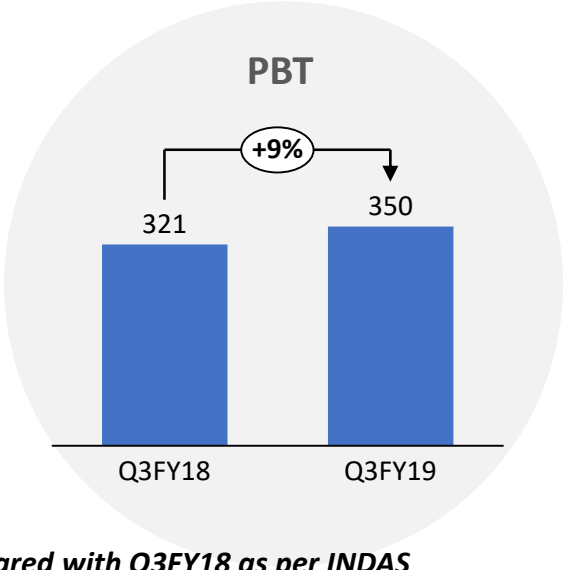
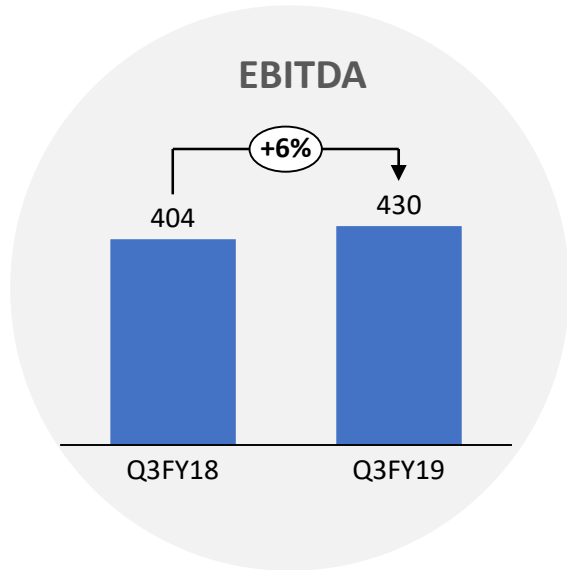
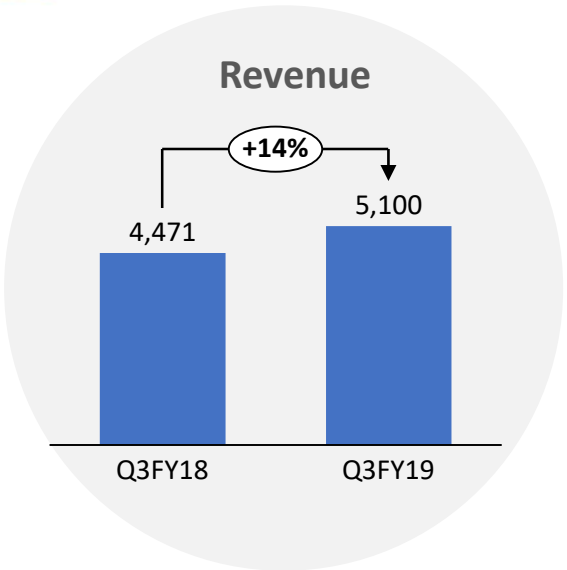
Q3 FY19

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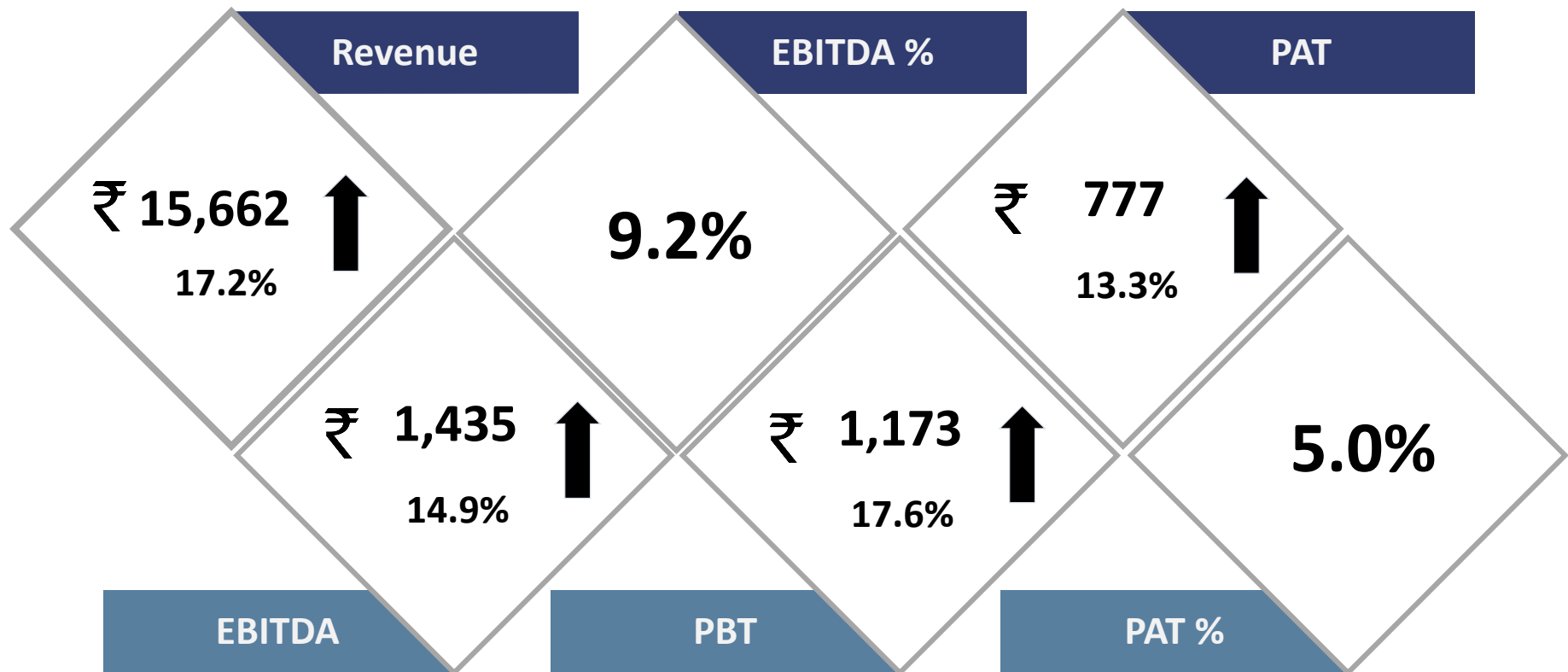
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(Rs. Mn)  
% on Y-o-Y basis



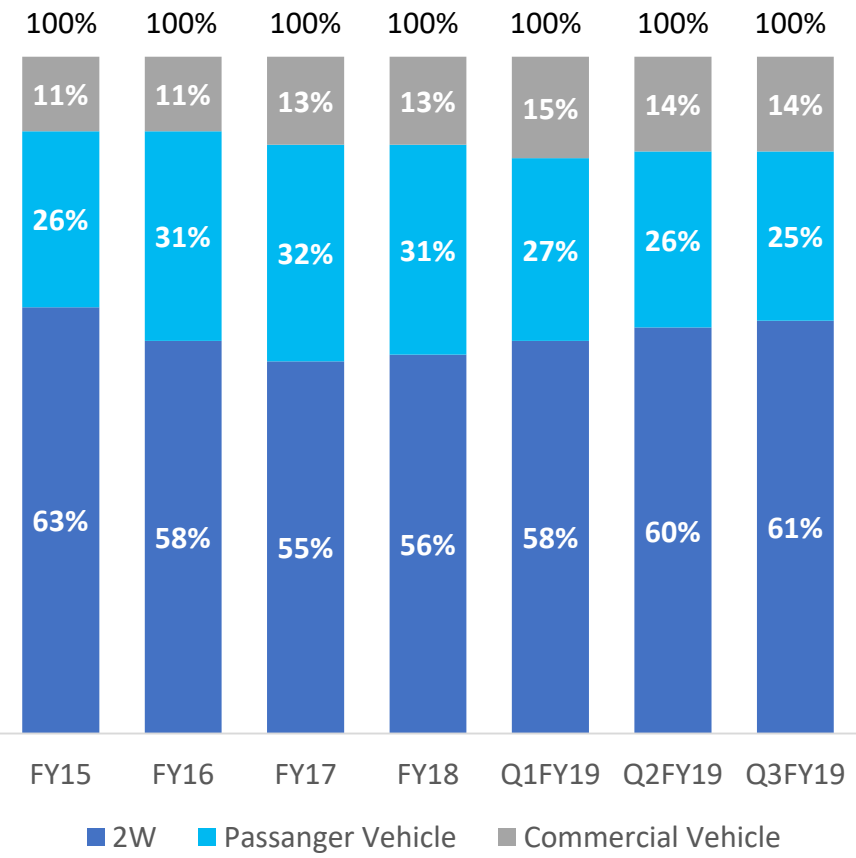
Note: Q3FY19 compared with Q3FY18 as per INDAS

(Rs. Mn)  
% on Y-o-Y basis

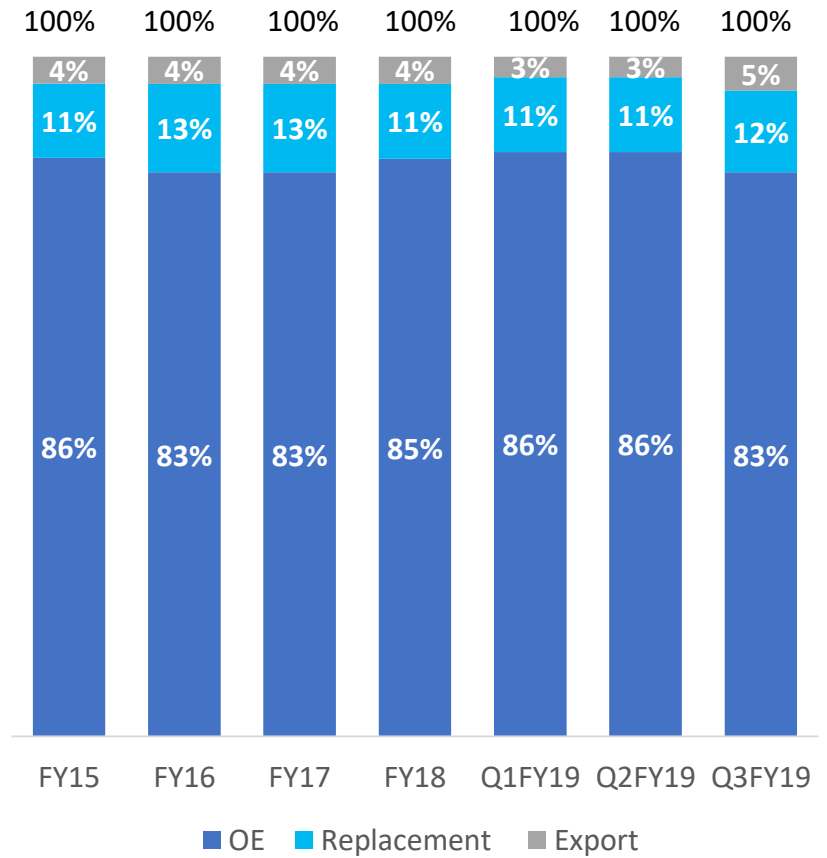


Note: YTD FY19 compared with YTD FY18 as per INDAS

Segment – Mix



Channel – Mix



Note: FY17, FY18 & YTD FY19 data are as per INDAS

Rs. Mn	Q3FY19	% of Revenue	Q3FY18	% of Revenue	YoY%	Q2FY19	% of Revenue	QoQ%	YTD FY19	% of Revenue	YTD FY18	% of Revenue	YoY%
<b>Revenue (net of excise duty)</b>	<b>5,100</b>	<b>100.0%</b>	<b>4,471</b>	<b>100.0%</b>	<b>14.1%</b>	<b>5,415</b>	<b>100.0%</b>	<b>-5.8%</b>	<b>15,662</b>	<b>100.0%</b>	<b>13,364</b>	<b>100.0%</b>	<b>17.2%</b>
Raw Material	3,705	72.7%	3,162	70.7%		3,919	72.4%		11,297	72.1%	9,561	71.5%	
Employee Expenses	378	7.4%	352	7.9%		391	7.2%		1,166	7.4%	1,016	7.6%	
Other Expenses	587	11.5%	553	12.4%		591	10.9%		1,763	11.3%	1,538	11.5%	
<b>EBITDA</b>	<b>430</b>	<b>8.4%</b>	<b>404</b>	<b>9.0%</b>	<b>6.6%</b>	<b>515</b>	<b>9.5%</b>	<b>-16.4%</b>	<b>1,435</b>	<b>9.2%</b>	<b>1,249</b>	<b>9.3%</b>	<b>14.9%</b>
Other Income	26	0.5%	15	0.3%		21	0.4%		65	0.4%	46	0.3%	
Interest	6	0.1%	5	0.1%		8	0.1%		21	0.1%	22	0.2%	
Depreciation	100	2.0%	92	2.1%		100	1.8%		306	2.0%	276	2.1%	
<b>PBT</b>	<b>350</b>	<b>6.9%</b>	<b>321</b>	<b>7.2%</b>	<b>8.9%</b>	<b>428</b>	<b>7.9%</b>	<b>-18.2%</b>	<b>1,173</b>	<b>7.5%</b>	<b>997</b>	<b>7.5%</b>	<b>17.6%</b>
Exceptional Items	-		-			-			-		-		
<b>PBT After Exceptional Items</b>	<b>350</b>	<b>6.9%</b>	<b>321</b>	<b>7.2%</b>		<b>428</b>	<b>7.9%</b>		<b>1,173</b>	<b>7.5%</b>	<b>997</b>	<b>7.5%</b>	
Tax	130	2.5%	106	2.4%		138	2.6%		396	2.5%	312	2.3%	
<b>PAT</b>	<b>220</b>	<b>4.3%</b>	<b>215</b>	<b>4.8%</b>	<b>2.4%</b>	<b>289</b>	<b>5.3%</b>	<b>-23.8%</b>	<b>777</b>	<b>5.0%</b>	<b>685</b>	<b>5.1%</b>	<b>13.3%</b>
Other Comprehensive Income	-34		7			9			-52		25		
<b>Total Comprehensive Income</b>	<b>186</b>	<b>3.7%</b>	<b>223</b>	<b>5.0%</b>	<b>-16.3%</b>	<b>299</b>	<b>5.5%</b>	<b>-37.6%</b>	<b>725</b>	<b>4.6%</b>	<b>711</b>	<b>5.3%</b>	<b>2.1%</b>
Cash PAT	321	6.3%	308	6.9%	4.2%	390	7.2%	-17.7%	1,083	6.9%	962	7.2%	12.6%

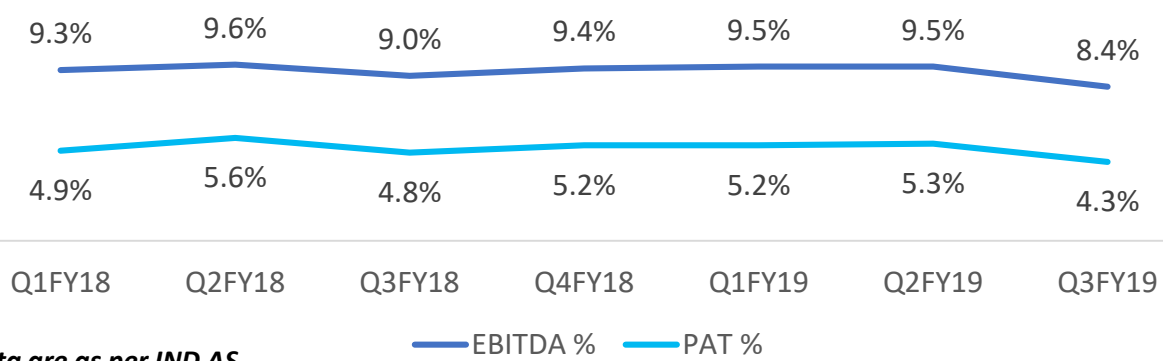
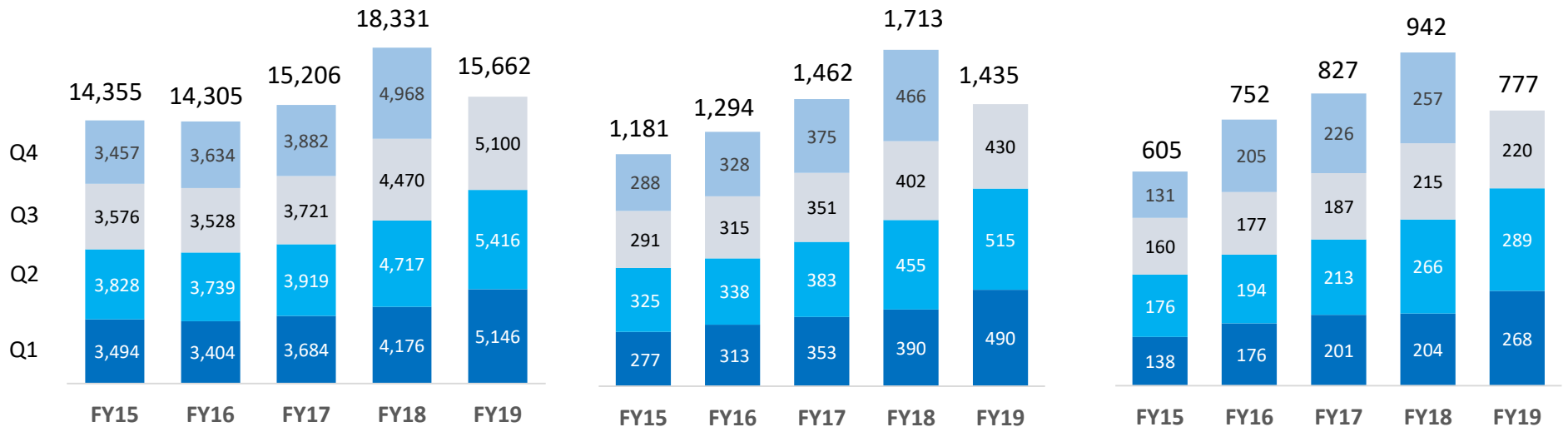
Data are as per IINDAS

**GABRIEL**

**Revenue**

**EBITDA**

**PAT**



Note: FY17, FY18 & YTFY19 data are as per IND AS

(Rs.Mn)





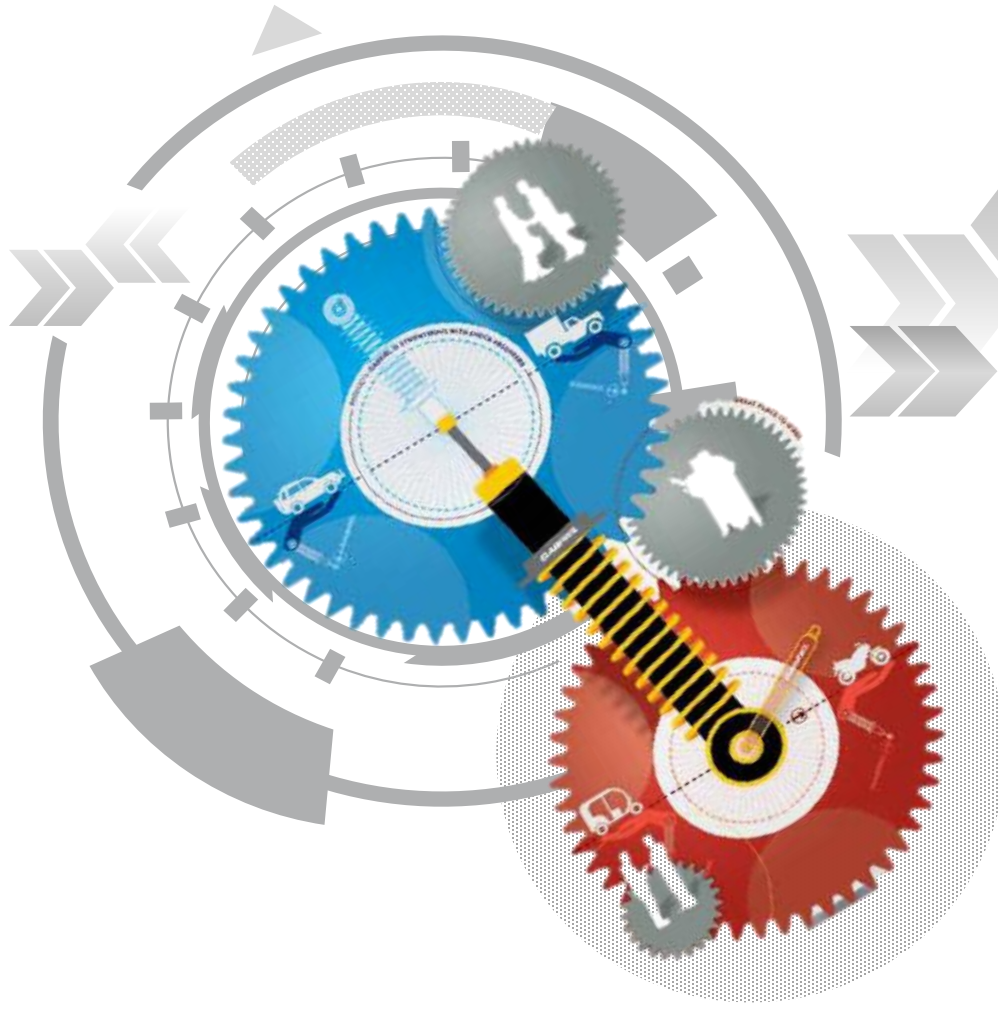
**'Innovation in Rolling Stock Components' by Rail Analysis India**



**ACMA Awards for Excellence – Quality and Productivity and**



**India's Best Workplaces in Manufacturing - 2019**



# Business Overview

# GABRIEL

**Experienced**  
& Professional Management



**Incorporated**  
The company, Gabriel India, in 1961

**Pioneers**  
of Shock Absorber manufacturing in India



## Innovation

Strong R&D with over 58 patents filed in  
Products & Processes



**Only Player Present in all Segment**  
2/3 Wheelers, Passenger Cars and Commercial  
Vehicles with diversified OEM Base



## Strategically Located

Strong manufacturing Capabilities built  
across India



**Significant Presence in all channels of sales**  
OE, Aftermarket and Exports



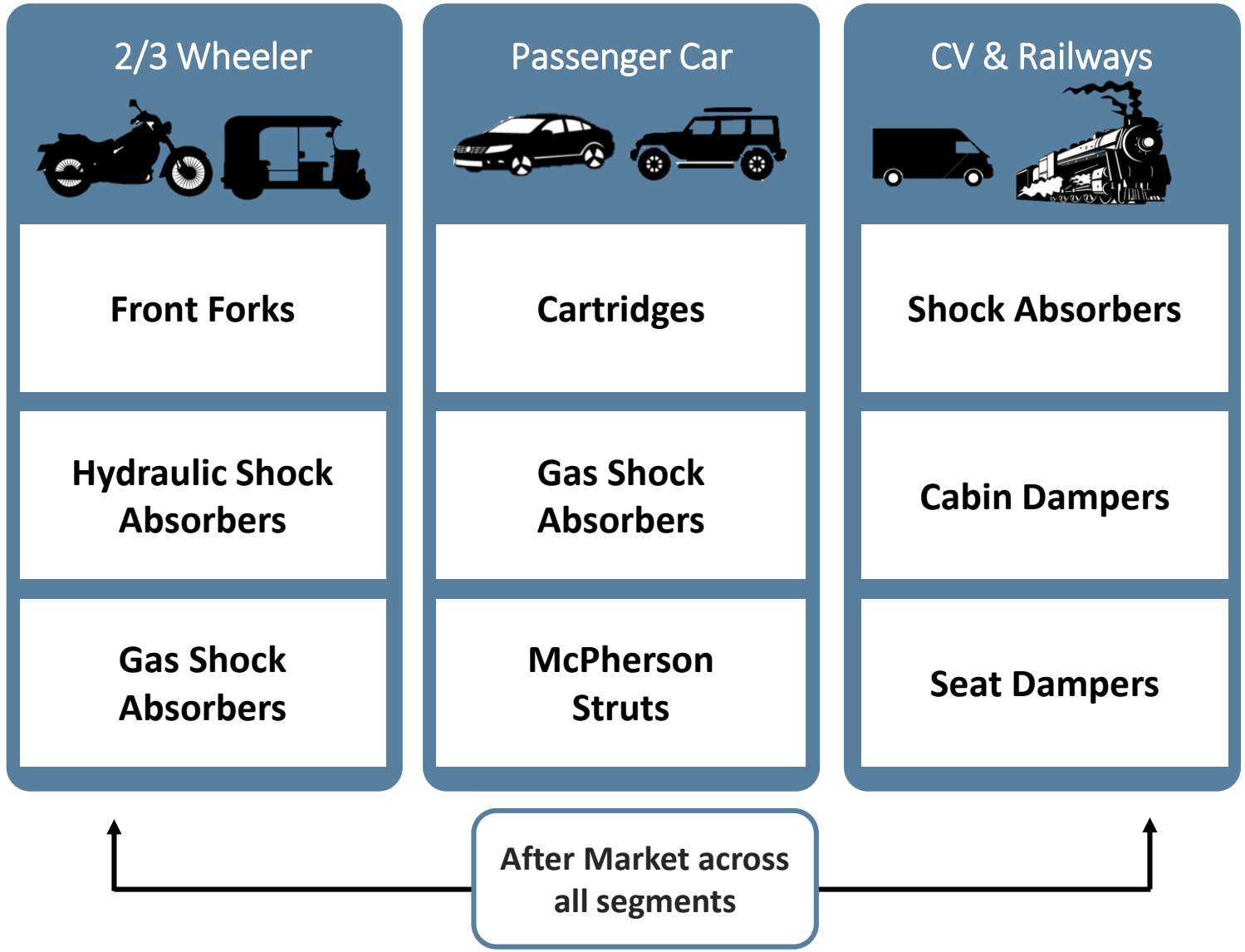
Received the "Golden Peacock  
Eco Innovation Award" in the  
year 2012

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

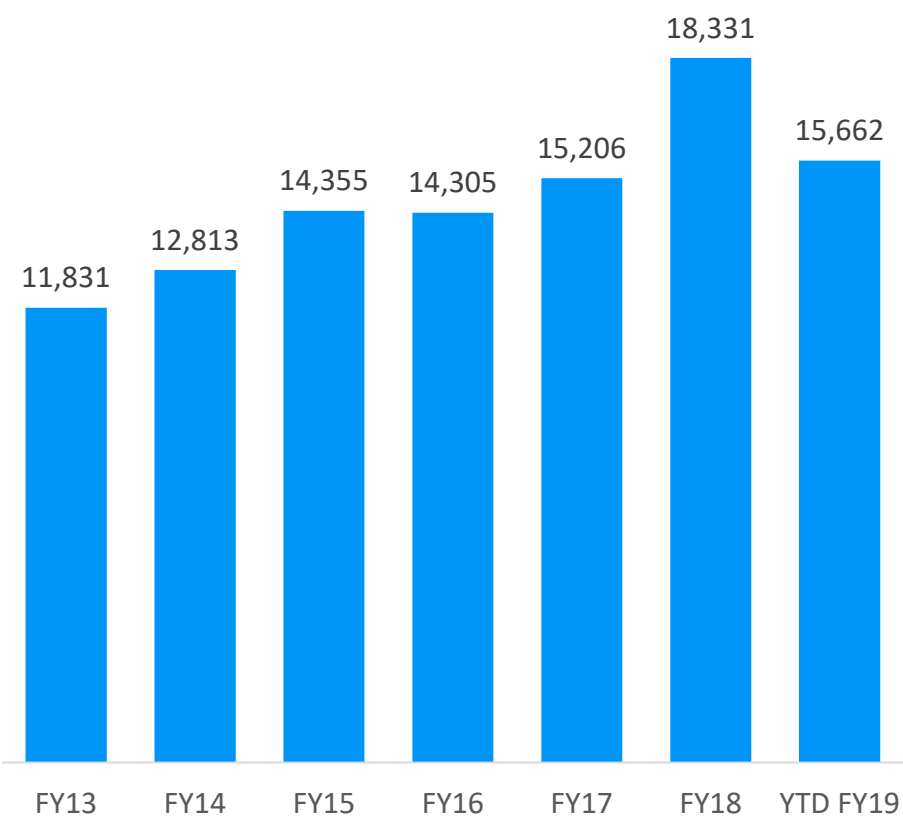
Ranked as a "Great Place to Work"  
in Auto Component Industry for  
last four years consistently



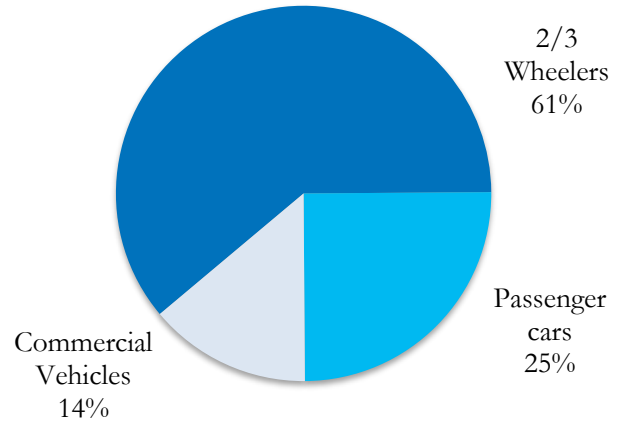
**GABRIEL**



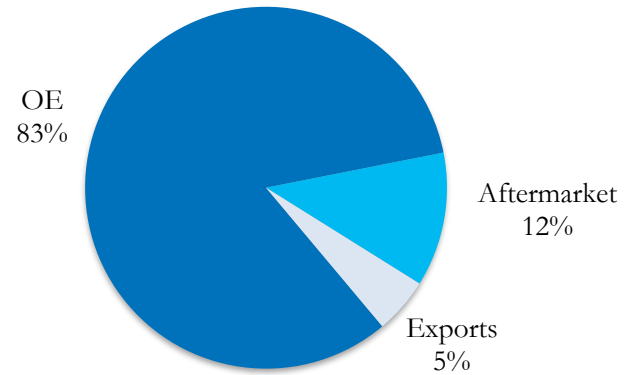
Revenue (Rs. Mn)



Segment Mix: YTD FY19



Channel Mix: YTD FY19



Note: FY17, FY18 & YTD FY19 data are as per INDAS

## GABRIEL

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

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

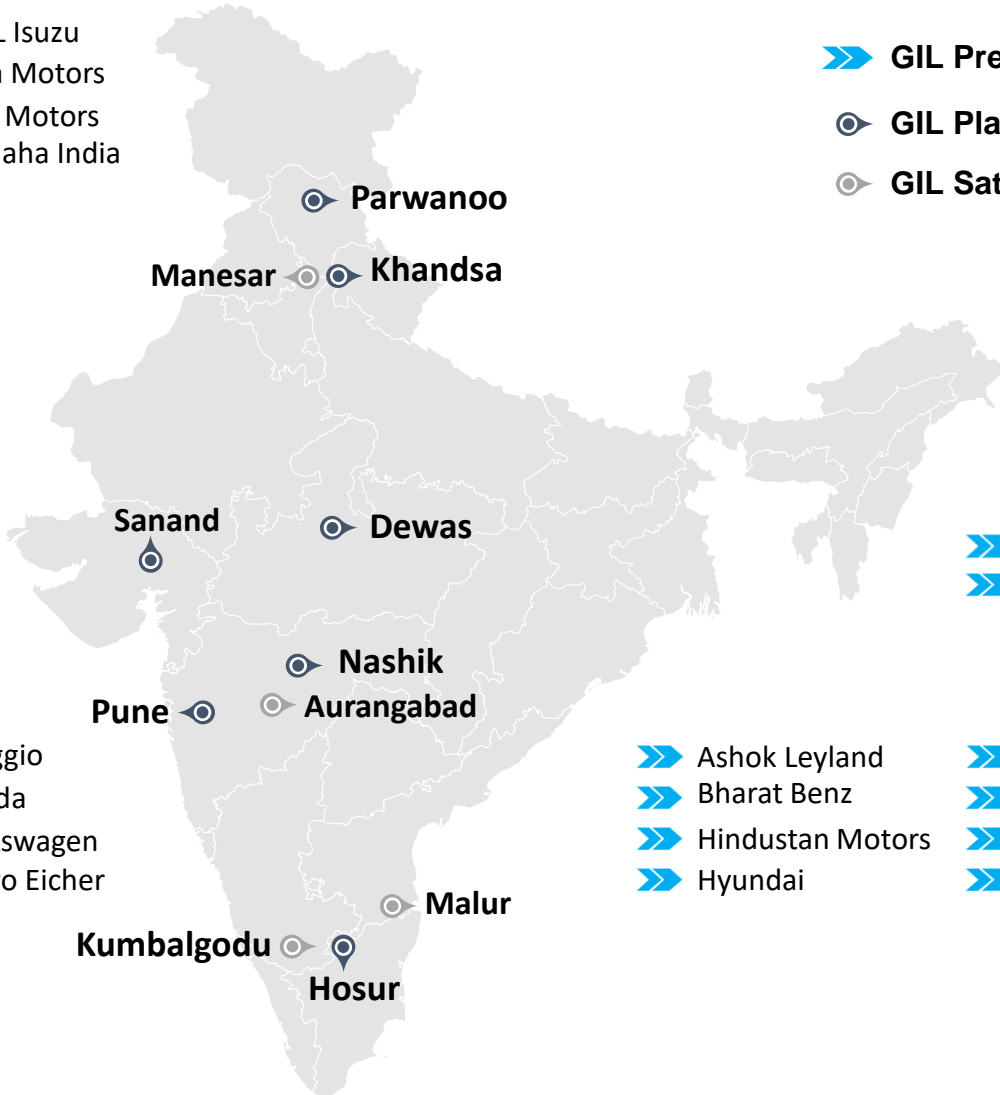
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

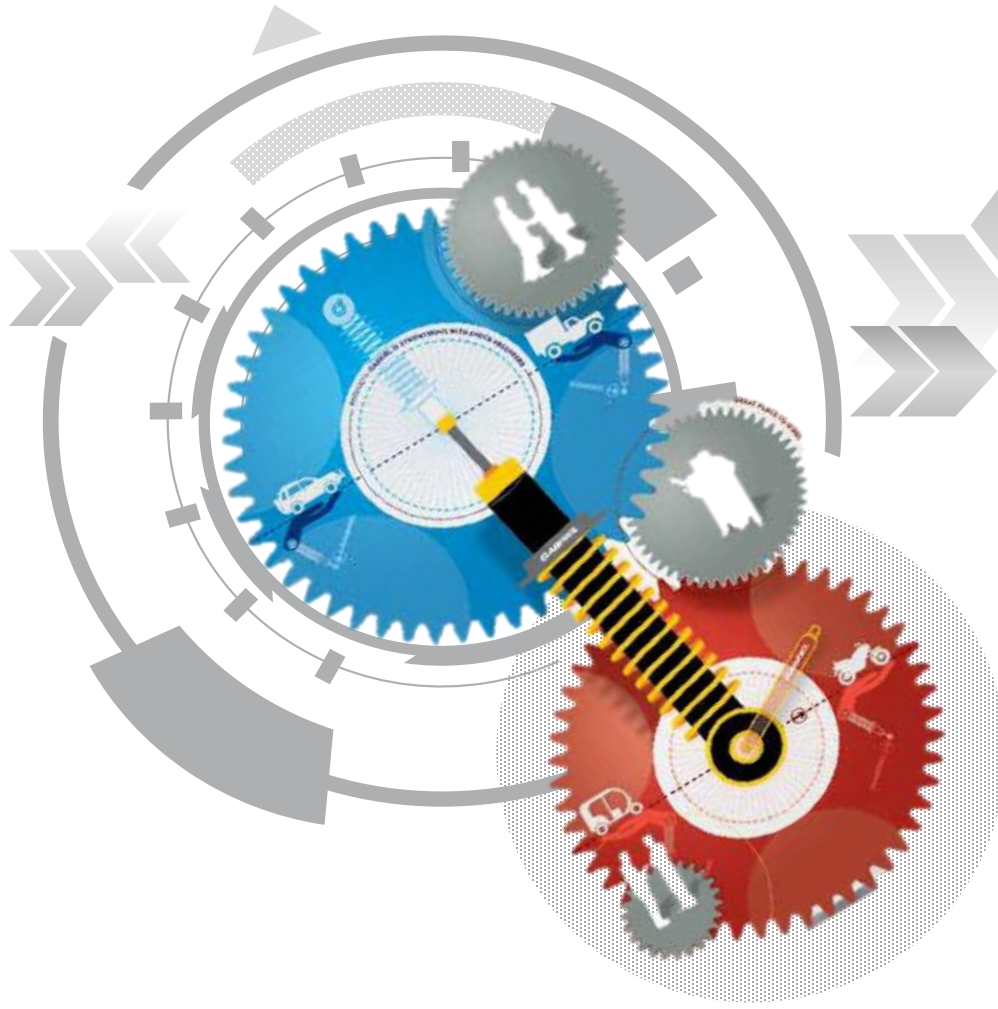
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

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

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

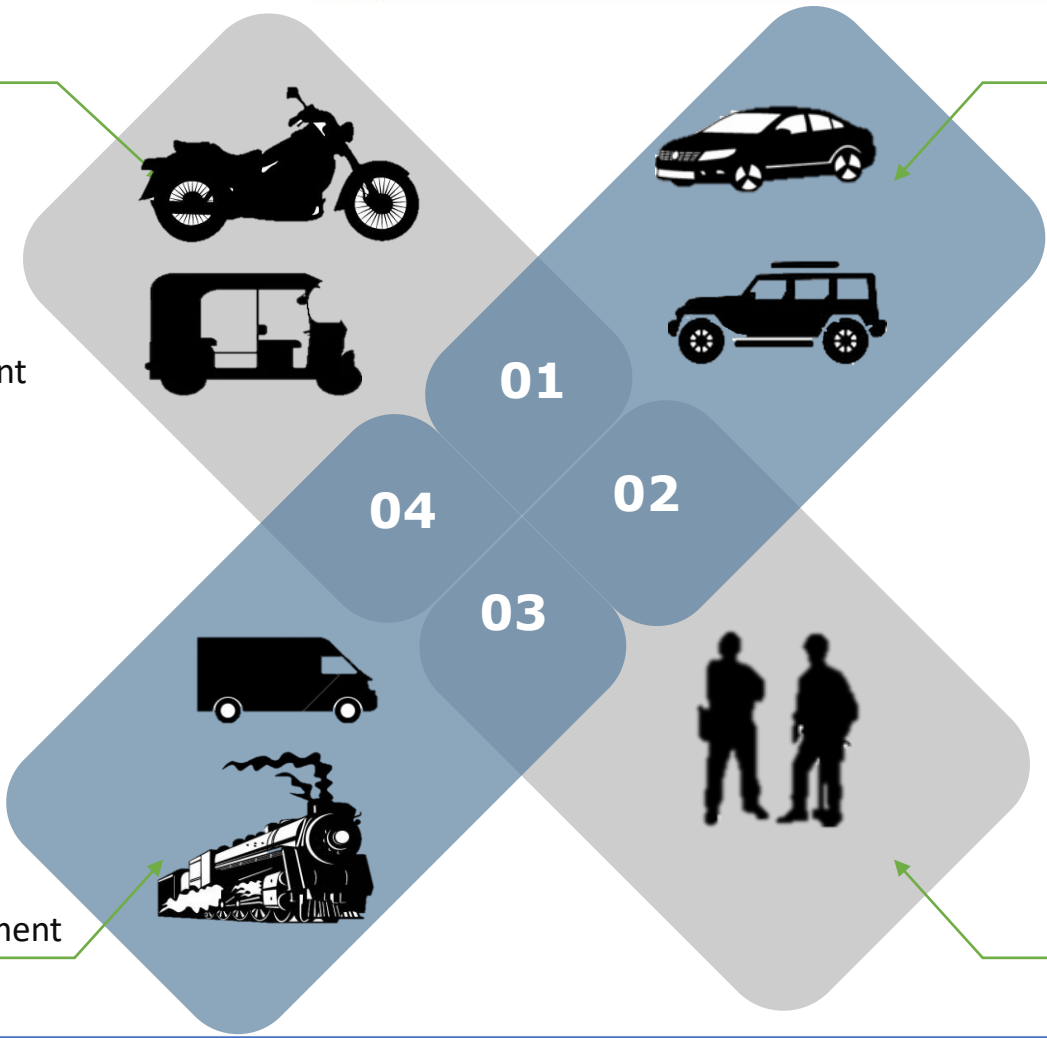


\*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



# Strategy Going Ahead

GABRIEL



2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement

Passenger Car

- Product Innovation
- Improving Market Share

CV & Railways

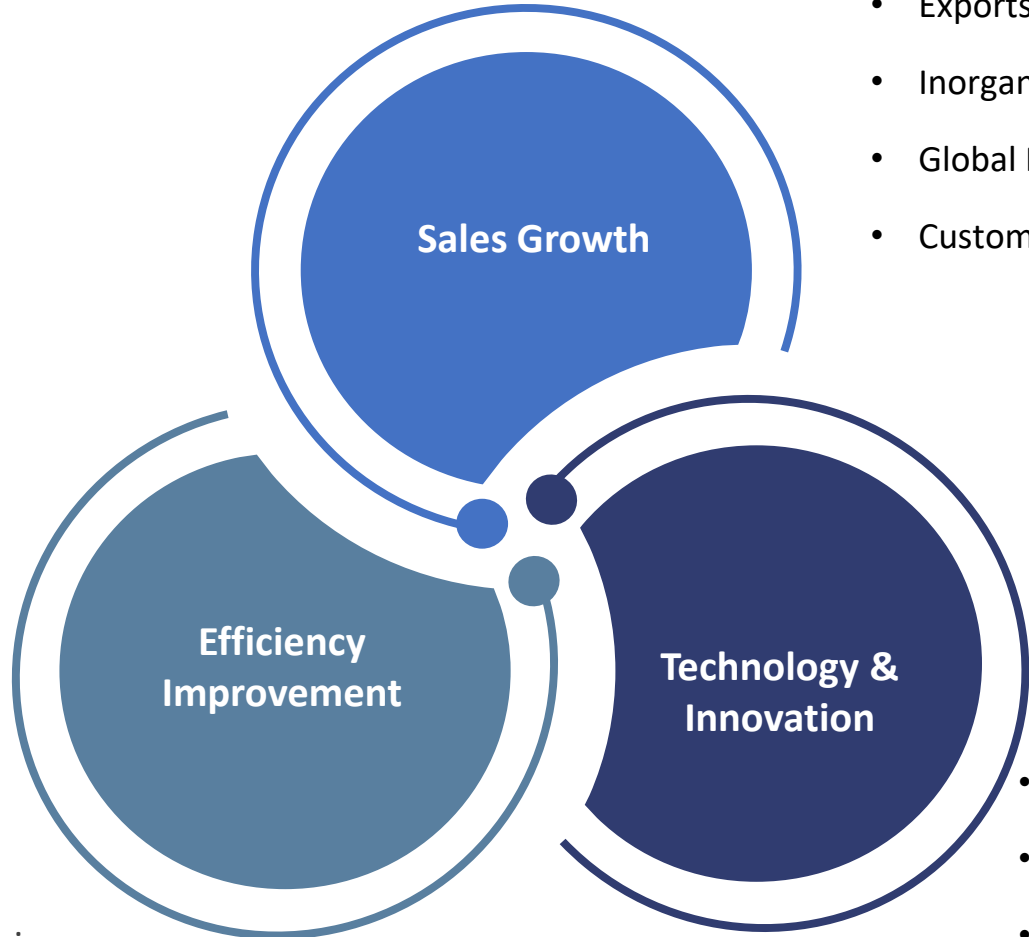
- Product Technology
- New Product Devolvement

Aftermarket

- Product Development
- Expanding Reach

**To derive benefits from Customer & Product Focus,  
Export Push and After market expansion**





- Debt Reduction
- Break Even Point (BEP) Reduction
- Simplification of Parts
- Automation

- Exports Focus
- Inorganic Growth
- Global Manufacturing Footprint
- Customer Focus

- Improvement in quality
- R & D Focus
- Sustainable Manufacturing
- Innovation Culture

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

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