

August 13, 2019

**BSE Limited**  
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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

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



Successful  
Growth

Quality

Research  
& Development

Customer  
Relationships

# Gabriel India Ltd

Result Update Presentation

Q1FY20

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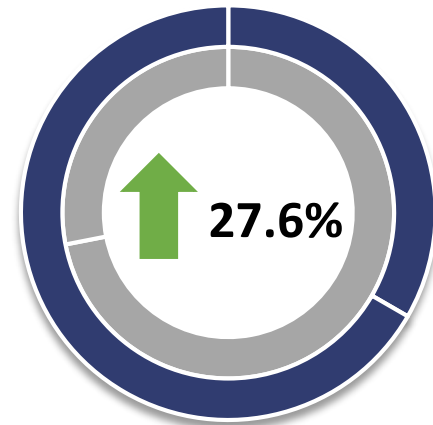
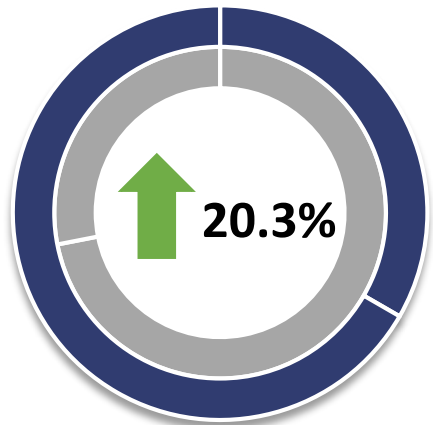
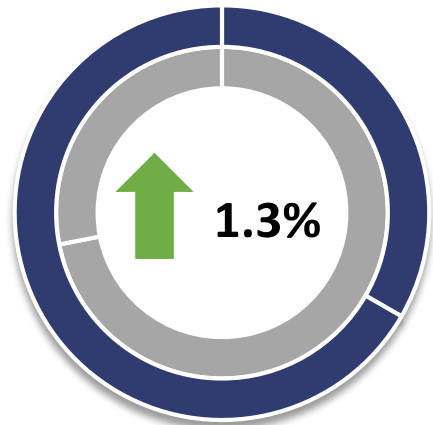
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*on Q-o-Q basis*

**Revenue**

**EBITDA**

**PAT**



5,171

412

221

**Rs. Mn**

**Rs. Mn**

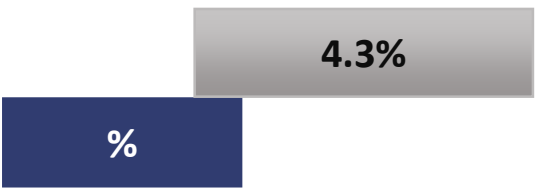
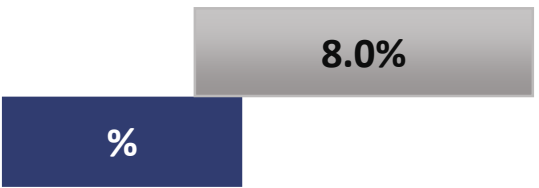
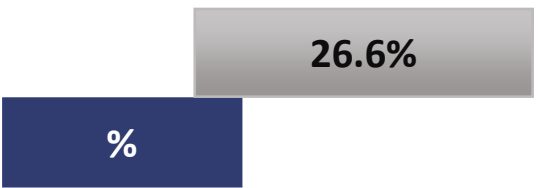
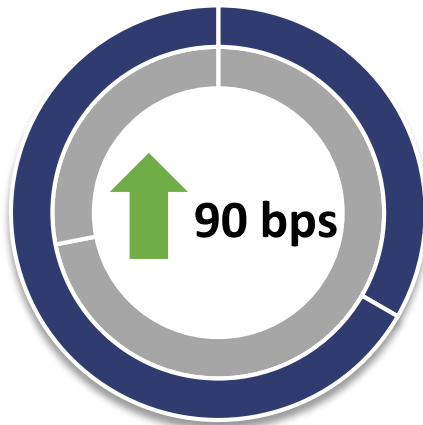
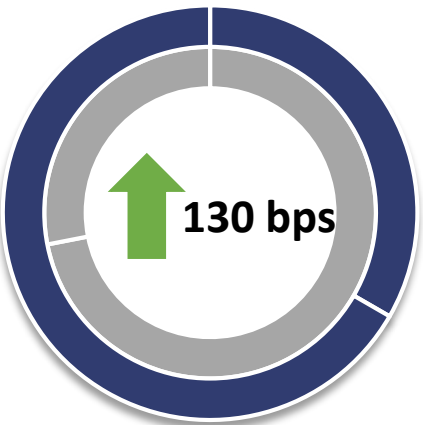
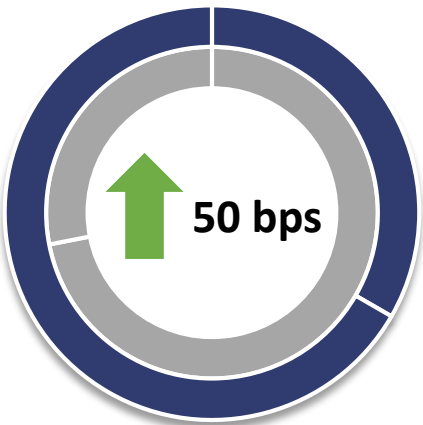
**Rs. Mn**

*on Q-o-Q basis*

**Gross Profit**

**EBITDA**

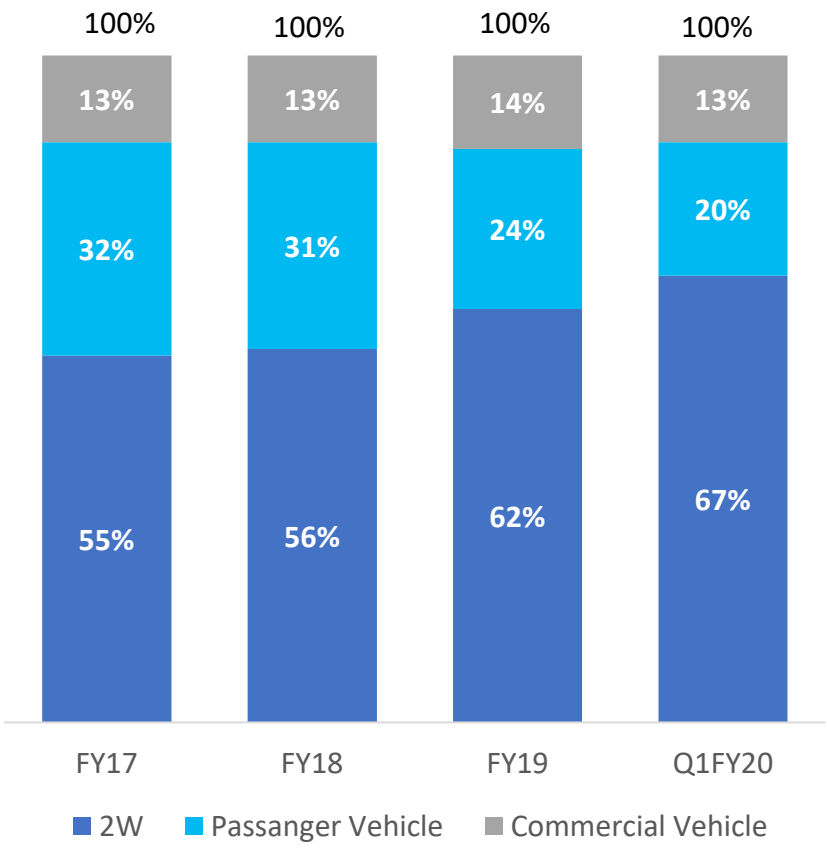
**PAT**



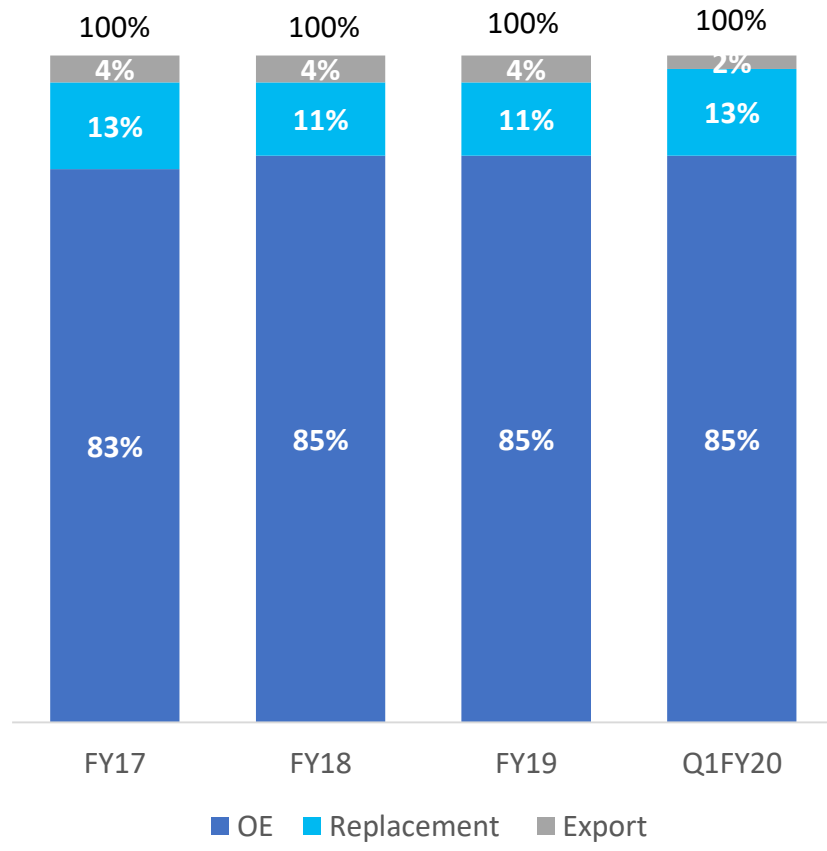
Rs. Mn	Q1FY20	% of Revenue	Q1FY19	% of Revenue	YoY%	Q4FY19	% of Revenue	QoQ%	FY19	% of Revenue
<b>Revenue from Operations</b>	<b>5,171</b>	<b>100.0%</b>	<b>5,146</b>	<b>100.0%</b>	<b>0.5%</b>	<b>5,103</b>	<b>100.0%</b>	<b>1.3%</b>	<b>20,765</b>	<b>100.0%</b>
Raw Material	3,796	73.4%	3,672	71.4%		3,774	73.9%		15,070	72.6%
Employee Expenses	404	7.8%	398	7.7%		374	7.3%		1,540	7.4%
Other Expenses	558	10.8%	586	11.4%		612	12.0%		2,376	11.4%
<b>EBITDA</b>	<b>412</b>	<b>8.0%</b>	<b>490</b>	<b>9.5%</b>	<b>-15.8%</b>	<b>343</b>	<b>6.7%</b>	<b>20.3%</b>	<b>1,778</b>	<b>8.6%</b>
Other Income	17	0.3%	19	0.4%		27	0.5%		92	0.4%
Interest	8	0.1%	8	0.1%		8	0.2%		29	0.1%
Depreciation	105	2.0%	106	2.1%		105	2.0%		411	2.0%
<b>PBT</b>	<b>318</b>	<b>6.1%</b>	<b>395</b>	<b>7.7%</b>	<b>-19.7%</b>	<b>257</b>	<b>5.0%</b>	<b>23.4%</b>	<b>1,431</b>	<b>6.9%</b>
Tax	97	1.9%	128	2.5%		84	1.7%		481	2.3%
<b>PAT</b>	<b>221</b>	<b>4.3%</b>	<b>267</b>	<b>5.2%</b>	<b>-17.4%</b>	<b>173</b>	<b>3.4%</b>	<b>27.6%</b>	<b>950</b>	<b>4.6%</b>
Other Comprehensive Income	-14		-27			4			-48	
<b>Total Comprehensive Income</b>	<b>207</b>	<b>4.0%</b>	<b>240</b>	<b>4.7%</b>	<b>-14.0%</b>	<b>177</b>	<b>3.5%</b>	<b>16.8%</b>	<b>902</b>	<b>4.3%</b>
<b>Cash PAT</b>	<b>325</b>	<b>6.3%</b>	<b>373</b>	<b>7.2%</b>	<b>-12.7%</b>	<b>278</b>	<b>5.4%</b>	<b>17.3%</b>	<b>1,360</b>	<b>6.6%</b>

**GABRIEL**

**Segment – Mix**



**Channel – Mix**

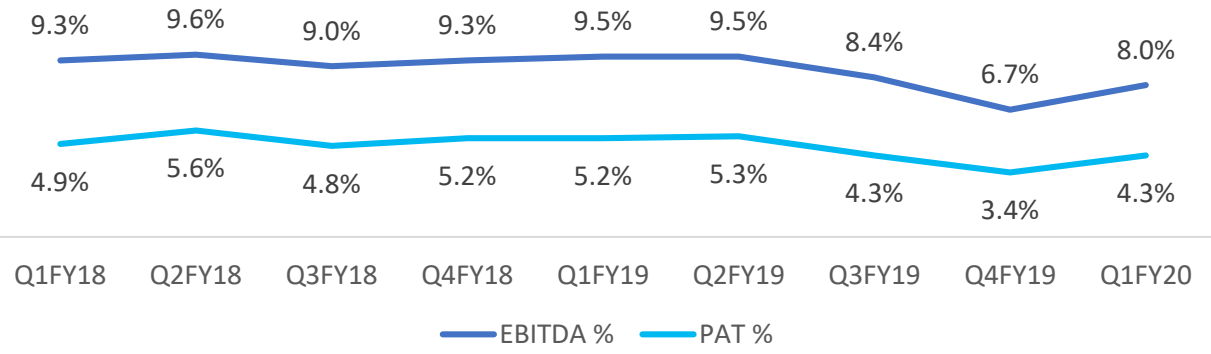
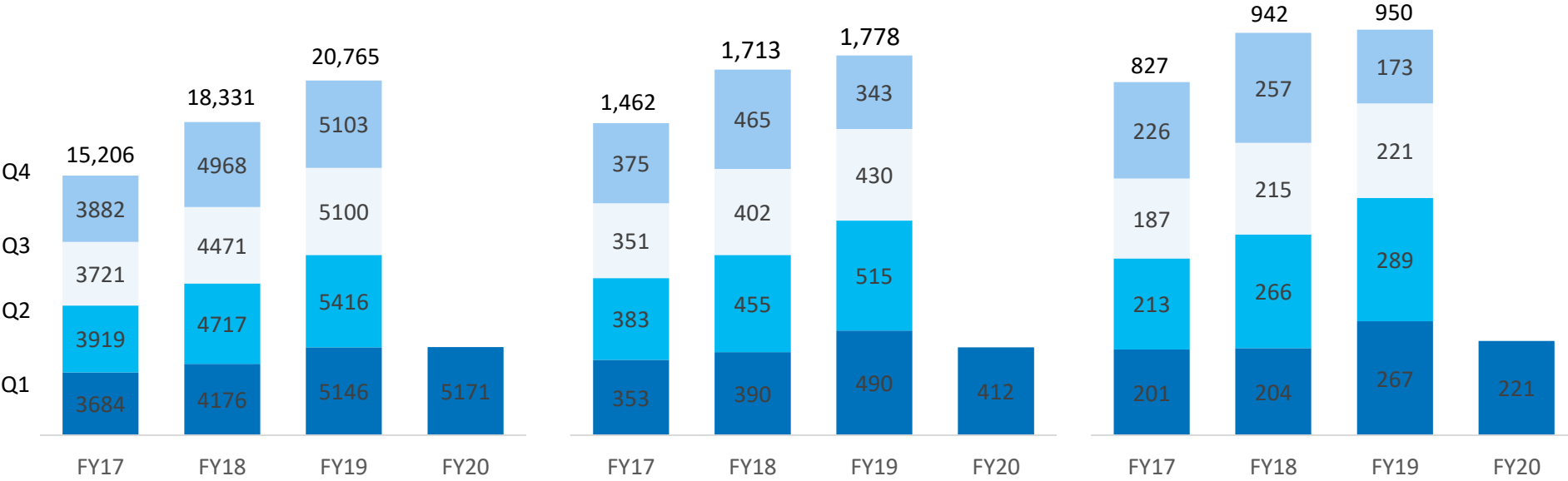


**GABRIEL**

**Revenue**

**EBITDA**

**PAT**



(Rs.Mn)

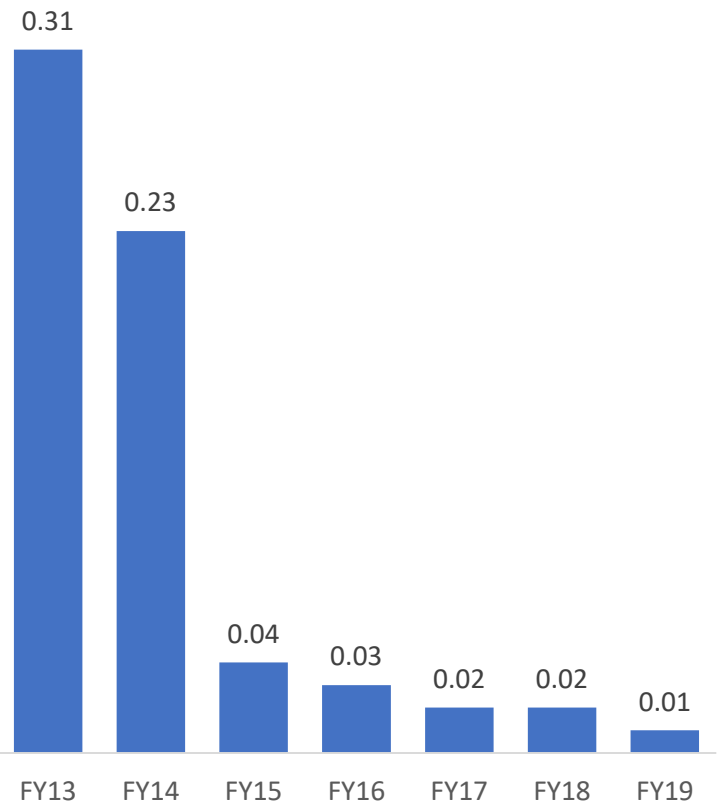


ASSETS (Rs. Mn.)	Mar-19	Mar-18	EQUITY AND LIABILITIES (Rs. Mn.)	Mar-19	Mar-18
<b>Non-current assets</b>	<b>3,969</b>	<b>3,417</b>	<b>EQUITY</b>	<b>5,900</b>	<b>5,249</b>
Property, Plant and Equipment	2,955	2,926	Equity Share Capital	144	144
Capital work-in-progress	538	78	Other Equity	5,756	5,105
Investment Property	22	23	<b>Non-Current Liabilities</b>	<b>435</b>	<b>388</b>
Intangible Assets	30	38	Financial Liabilities		
Financial Assets			Borrowings	70	72
Investments	0	0	Provisions	125	117
Loans	14	15	Deferred tax liabilities (net)	191	198
Others	74	163	Other non current liabilities	49	-
Non-Current Tax Assets (net)	279	120	<b>Current liabilities</b>	<b>3,356</b>	<b>3,393</b>
Other non-current assets	58	53	Financial Liabilities		
<b>Current assets</b>	<b>5,722</b>	<b>5,613</b>	Trade Payables	2,610	2,650
Inventories	1,653	1,491	Other Financial Liabilities	502	460
Financial Assets			Other current liabilities	81	121
Investments	468	623	Provisions	163	161
Trade receivables	2,843	2,792	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>9,692</b>	<b>9,030</b>
Cash and cash equivalents	48	180			
Other bank balances	438	220			
Loans	4	4			
Others	32	83			
Other Current Assets	236	221			
<b>TOTAL ASSETS</b>	<b>9,692</b>	<b>9,030</b>			

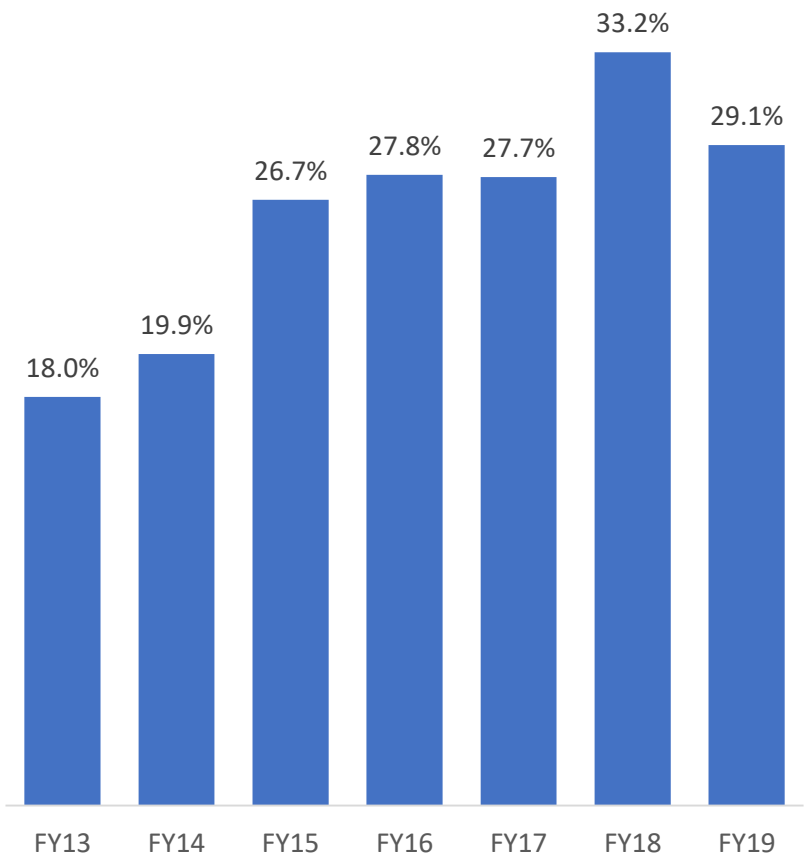
Liquid Investments as on 31<sup>st</sup> March 2019 at Rs.880 Mil

# GABRIEL

### D:E Ratio (x)



### ROIC\* (%)



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

# GABRIEL

2019

- Rank #90 among Top 100 Companies to work for in India

2018

- Rank #89 among Top 100 Companies to work for in India
- Ranked in Top 25 workplaces in manufacturing in India

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



**GABRIEL**



**India's Best Companies to Work for – 5<sup>th</sup> time in a row (Rank-90)**



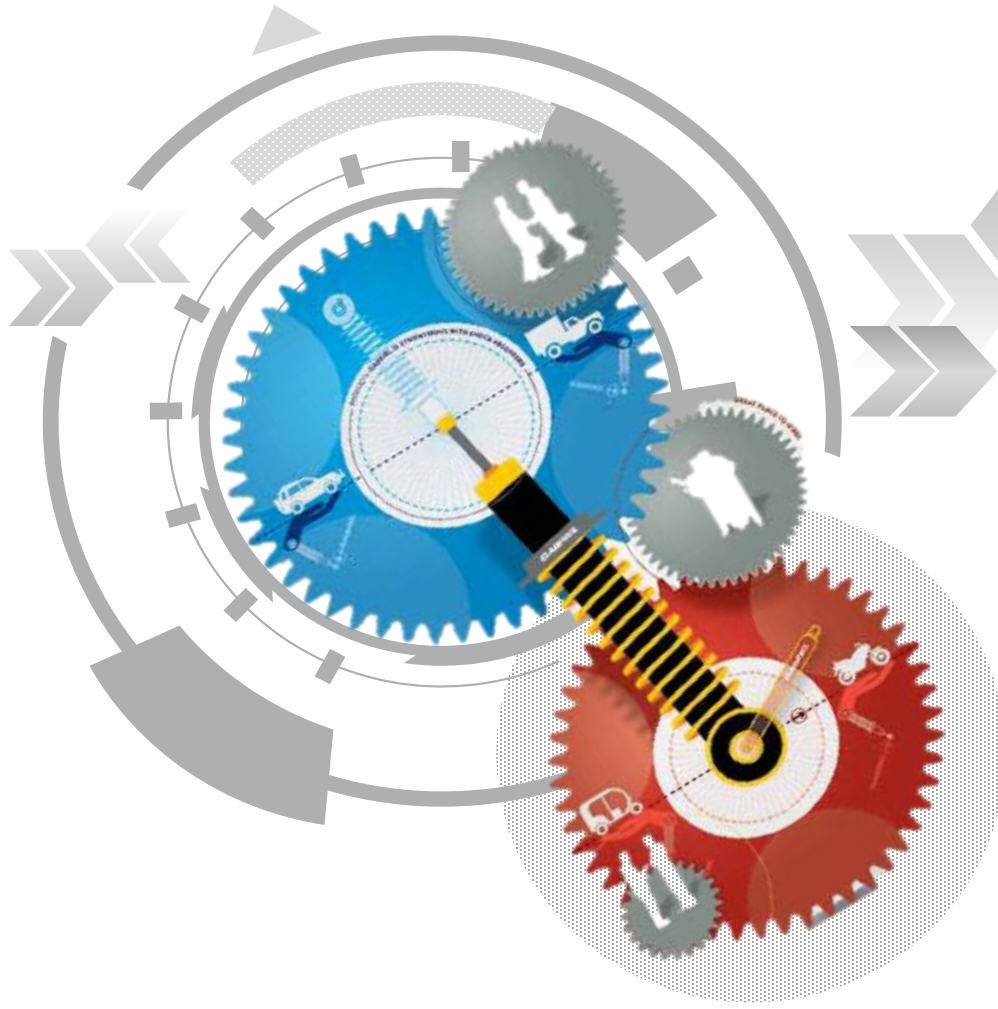
**Award from Toyota Kirloskar for Best Environment Promotion Supplier – Pune Region**



**Best Support for Vehicle Off-Road by Tata Motors, CVBU**



**Cost Reduction Award from Suzuki Motorcycles**



# 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 75 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



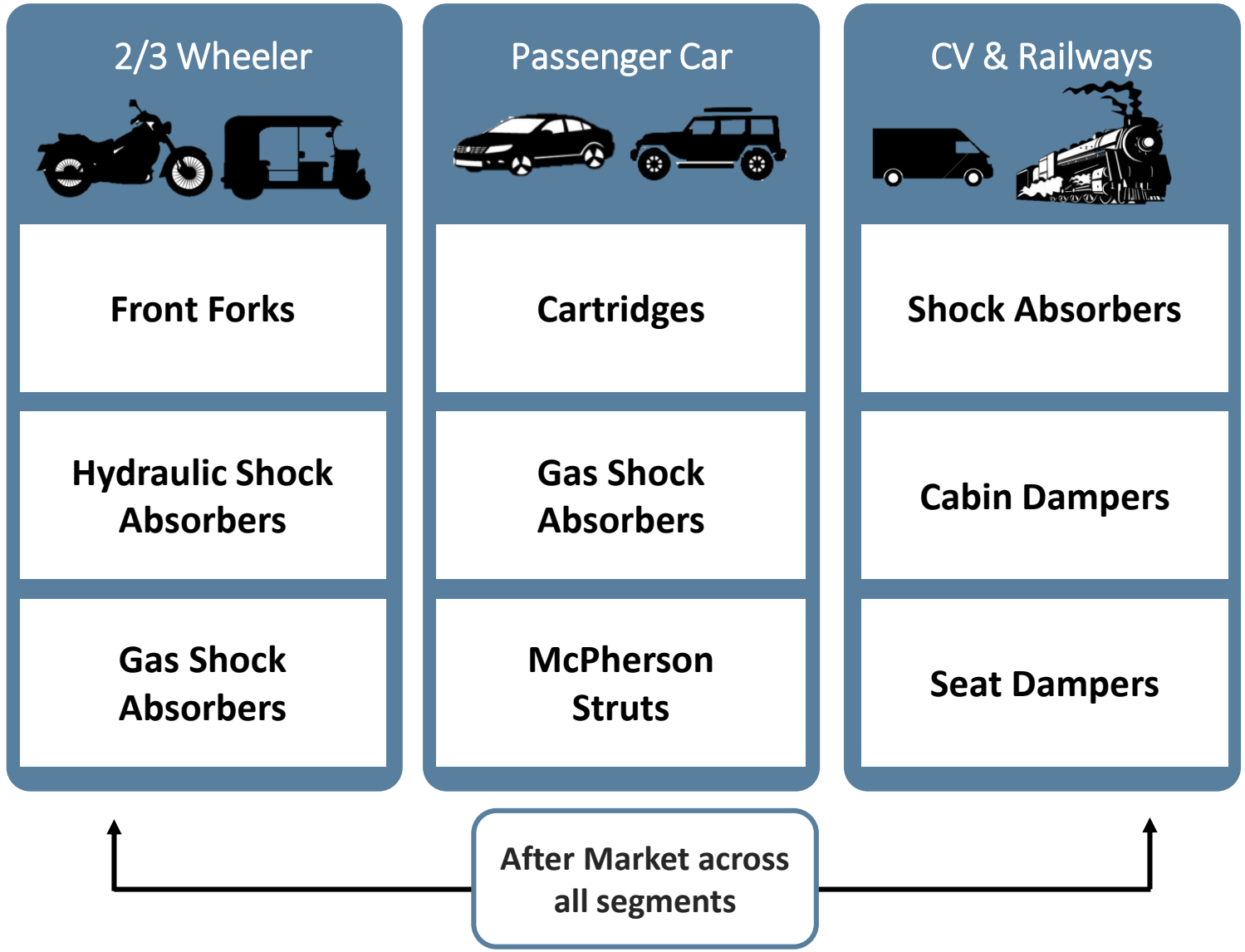
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

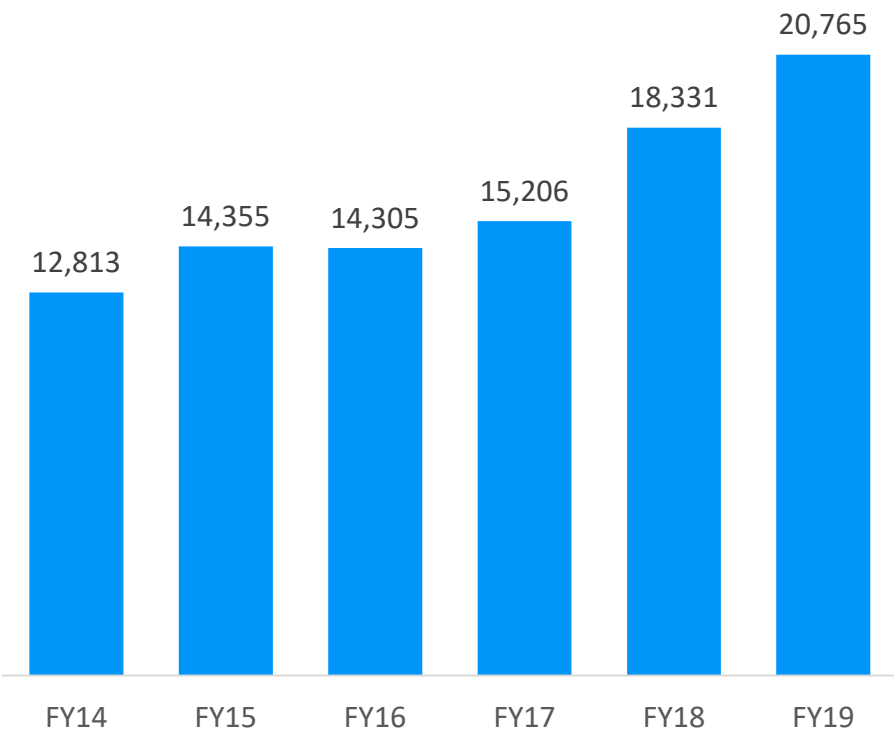


**GABRIEL**

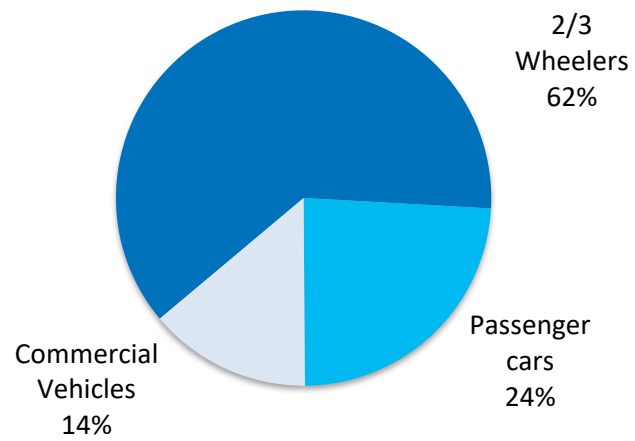


**GABRIEL**

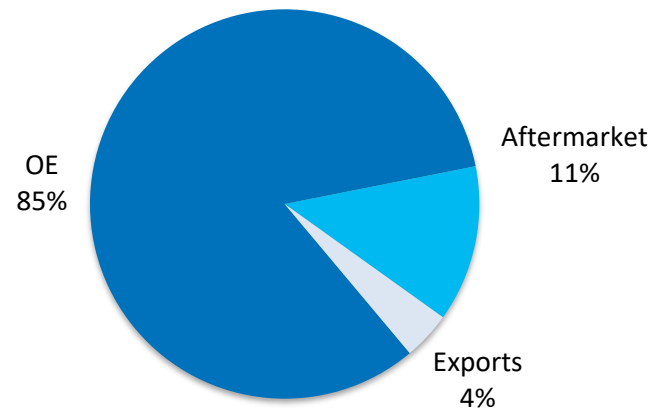
**Revenue (Rs. Mn)**



**Segment Mix: FY19**



**Channel Mix: FY19**



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

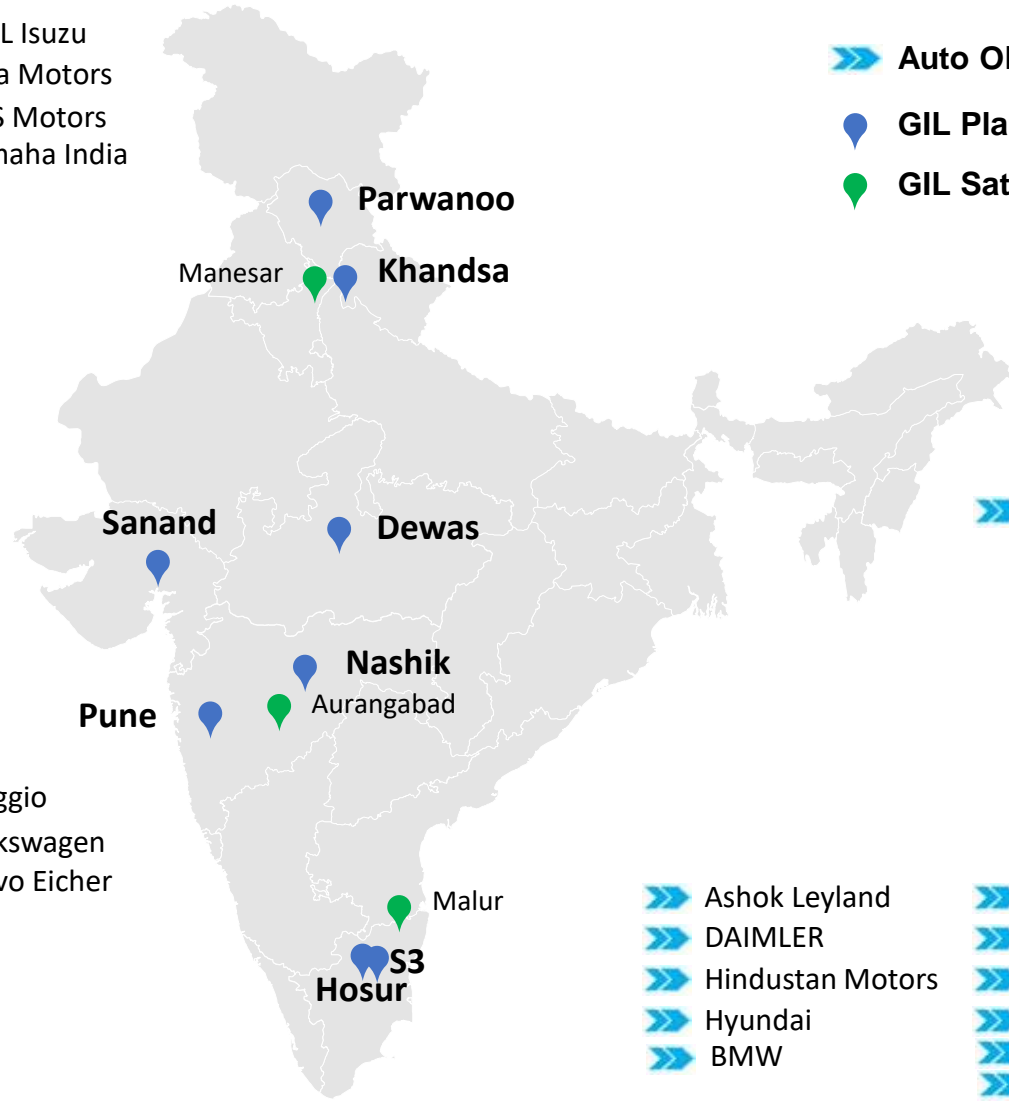


## GABRIEL

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

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

- » Auto OEMs
- » GIL Plants
- » GIL Satellite Locations



- » Hero MotoCorp
- » MG Motors
- » Tata Motors
- » Honda Motorcycles
- » Suzuki Motors
- » Ford Motors

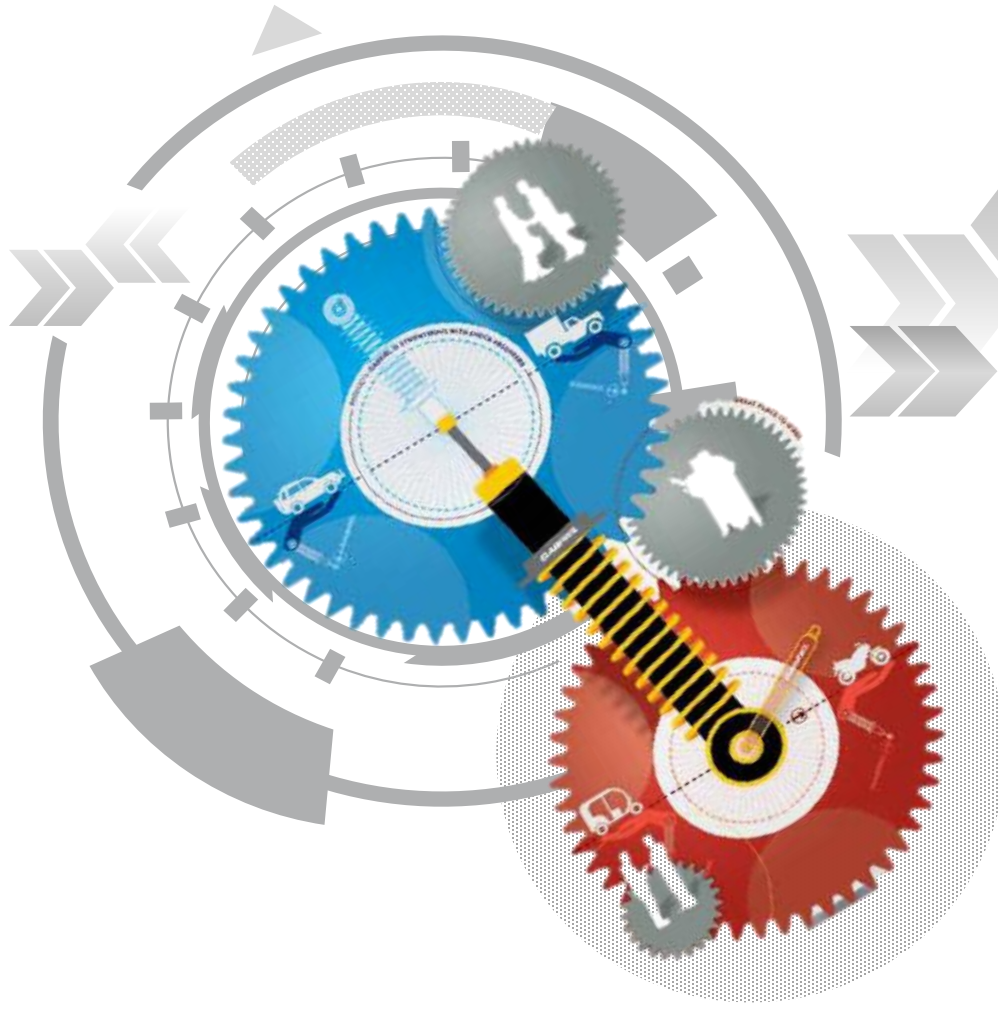
- » Piaggio
- » Volkswagen
- » Volvo Eicher

» Tata Motors

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

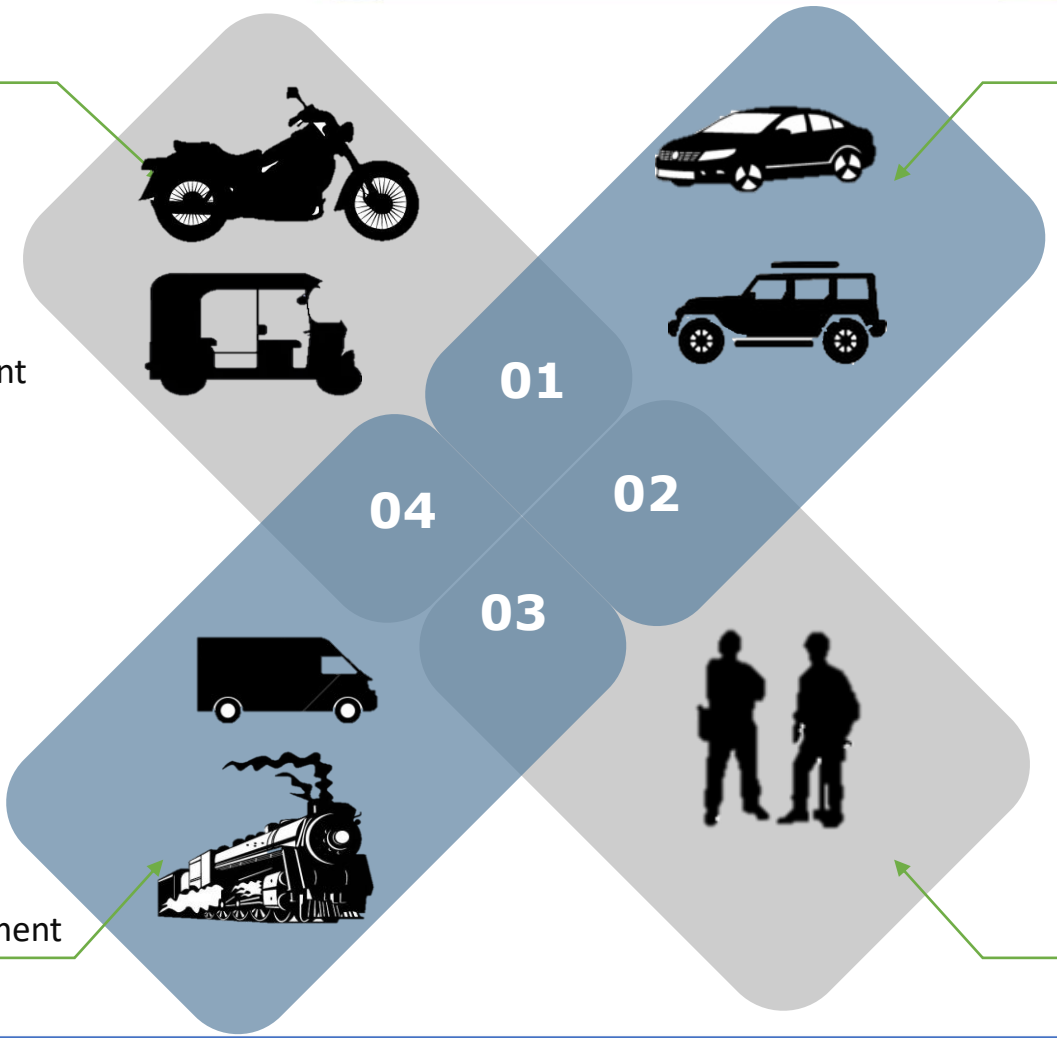
- » Ashok Leyland
- » DAIMLER
- » Hindustan Motors
- » Hyundai
- » BMW
- » Royal Enfield
- » Tata Motors
- » Toyota Kirloskar
- » TVS Motors
- » KIA Motors
- » Honda Motorcycles

\*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 Development

## Aftermarket

- Product Development
- Expanding Reach

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

**GABRIEL**

2/3 Wheeler

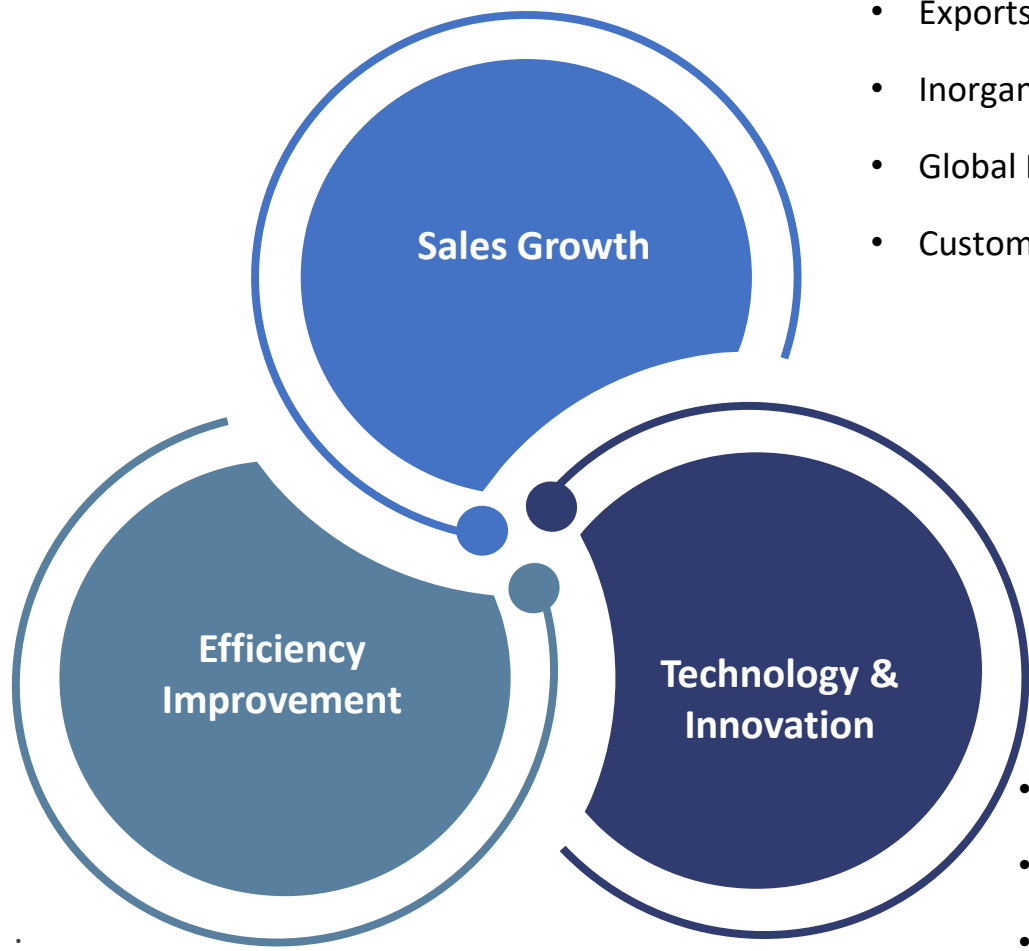


Passenger Car



CV & Railways





- 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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