

February 14, 2020

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



Email id: secretarial@gabriel.co.in

Encl : a/a



Successful
Growth

Quality

Research
& Development

Customer
Relationships

Gabriel India Ltd

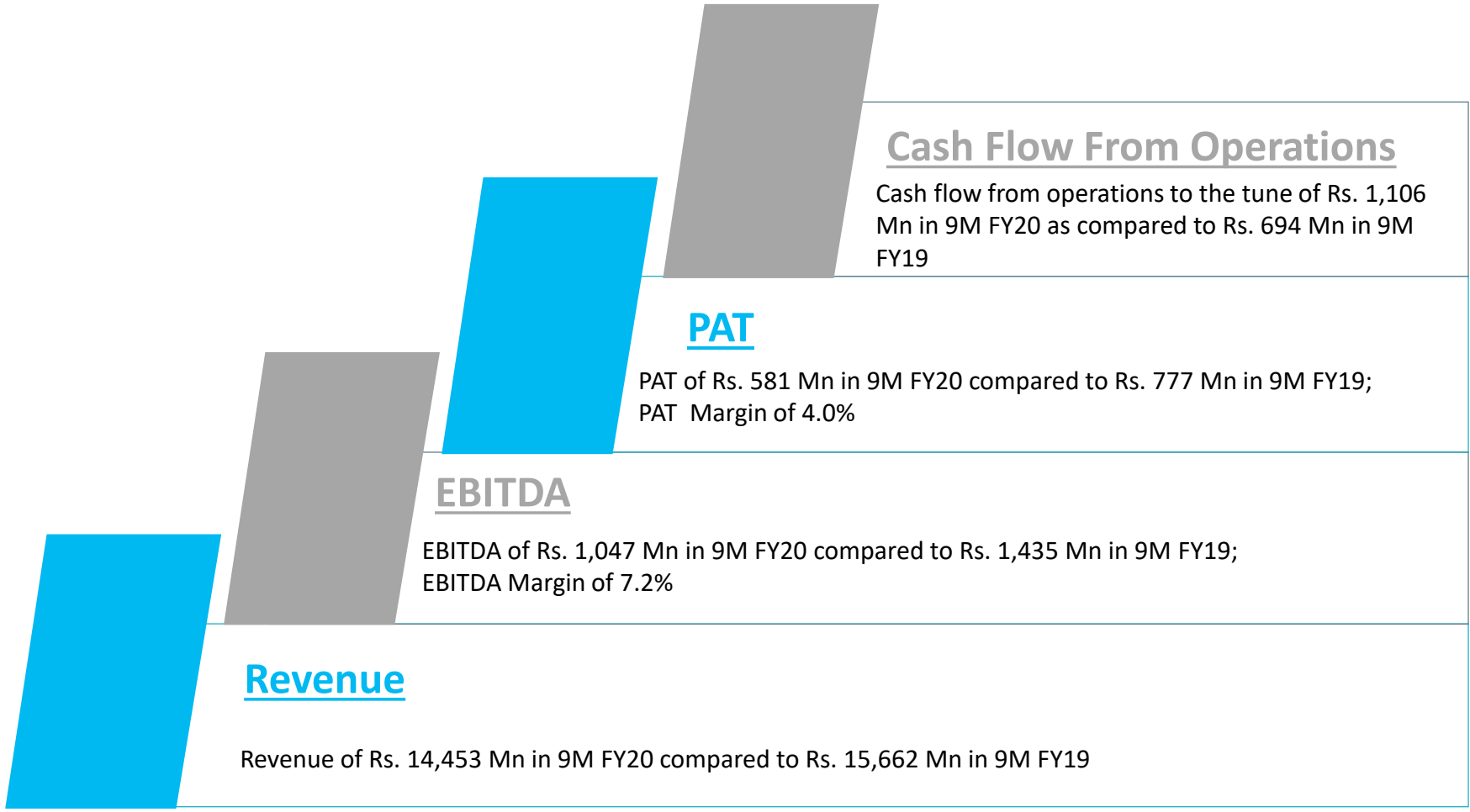
Result Update Presentation

Q3 & 9M FY20

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Cash Flow From Operations

Cash flow from operations to the tune of Rs. 1,106 Mn in 9M FY20 as compared to Rs. 694 Mn in 9M FY19

PAT

PAT of Rs. 581 Mn in 9M FY20 compared to Rs. 777 Mn in 9M FY19; PAT Margin of 4.0%

EBITDA

EBITDA of Rs. 1,047 Mn in 9M FY20 compared to Rs. 1,435 Mn in 9M FY19; EBITDA Margin of 7.2%

Revenue

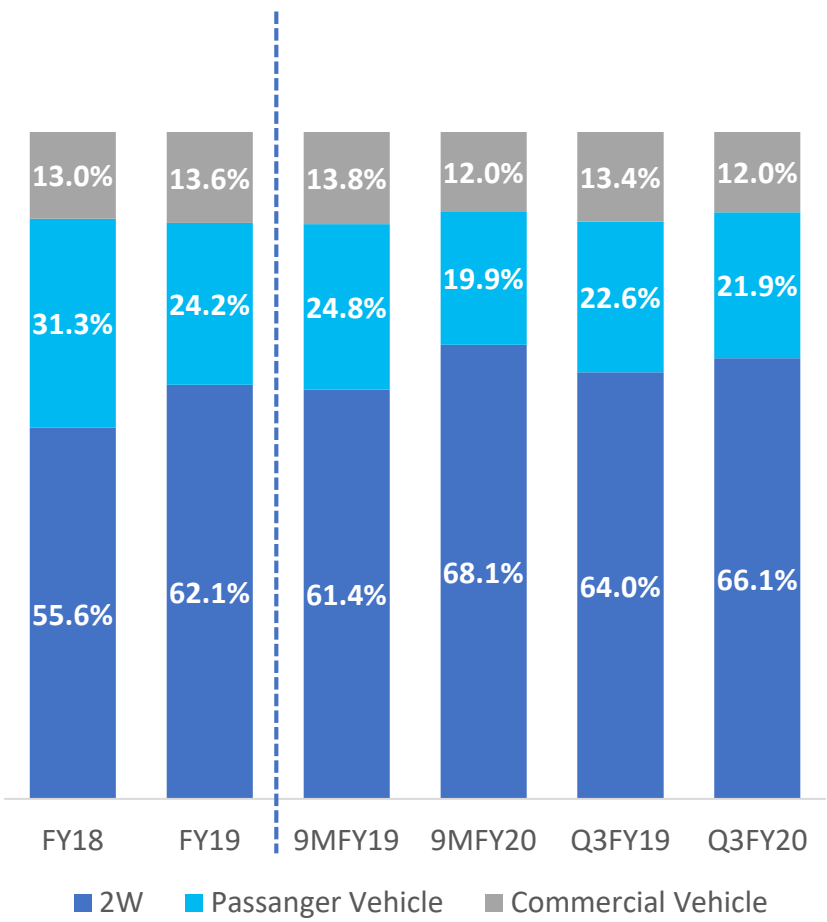
Revenue of Rs. 14,453 Mn in 9M FY20 compared to Rs. 15,662 Mn in 9M FY19

Particulars (Rs. Mn)	Q3 FY20	% of Rev	Q3 FY19	% of Rev	YoY	Q2 FY20	% of Rev	QoQ
Revenue from Operations	4,555	100.0%	5,100	100.0%	-10.7%	4,727	100.0%	-3.6%
Raw Material	3,321	72.9%	3,705	72.7%		3,538	74.9%	
Employee Expenses	404	8.9%	378	7.4%		389	8.2%	
Other Expenses	508	11.1%	587	11.5%	-13.5%	487	10.3%	4.3%
EBITDA	322	7.1%	430	8.4%	-25.2%	313	6.6%	2.9%
Other Income	26	0.6%	26	0.5%		22	0.5%	
Interest	8	0.2%	6	0.1%		9	0.2%	
Depreciation	101	2.2%	100	2.0%		103	2.2%	
PBT	239	5.2%	350	6.9%	-31.7%	223	4.7%	7.3%
Tax	63		130			38		
PAT	176	3.9%	221	4.3%	-20.4%	185	3.9%	-5.1%
Other Comprehensive Income	25		-34			2		
Total Comprehensive Income	200	4.4%	187	3.7%	7.4%	187	4.0%	7.0%
Cash PAT	301	6.6%	287	5.6%	5.0%	291	6.1%	3.7%

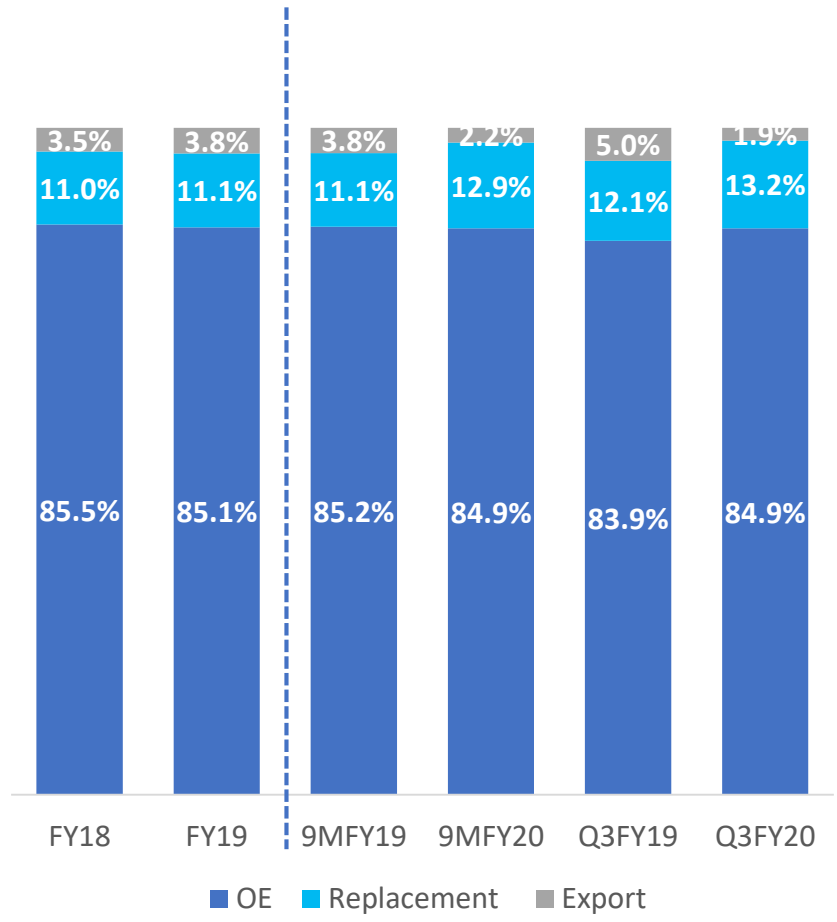
Particulars (Rs. Mn)	9M FY20	% of Rev	9M FY19	% of Rev	YoY
Revenue from Operations	14,453	100.0%	15,662	100.0%	-7.7%
Raw Material	10,655	73.7%	11,297	72.1%	
Employee Expenses	1,198	8.3%	1,166	7.4%	
Other Expenses	1,553	10.7%	1,763	11.3%	
EBITDA	1,047	7.2%	1,435	9.2%	-27.0%
Other Income	65	0.5%	65	0.4%	
Interest	24	0.2%	21	0.1%	
Depreciation	309	2.1%	306	2.0%	
PBT	779	5.4%	1,173	7.5%	-33.6%
Tax	198		396		
PAT	581	4.0%	777	5.0%	-25.2%
Other Comprehensive Income	13		-52		
Total Comprehensive Income	594	4.1%	725	4.6%	-18.1%
Cash PAT	903	6.2%	1,031	6.6%	-12.4%

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Segment – Mix



Channel – Mix

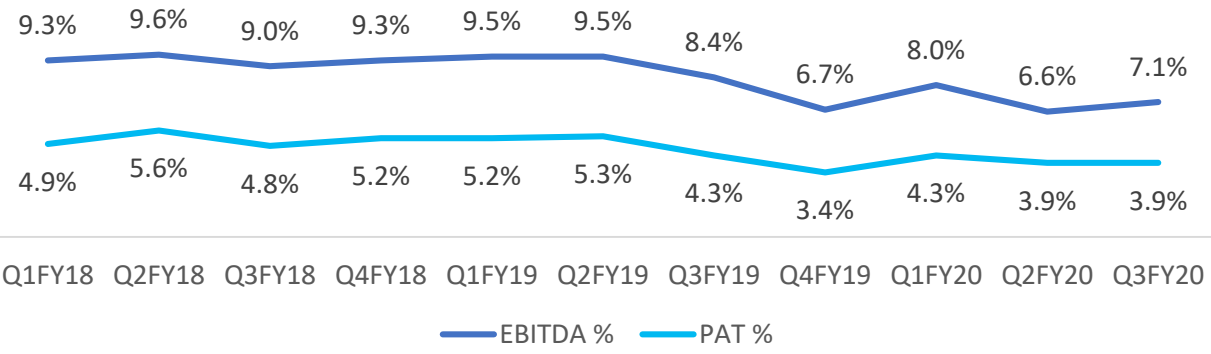
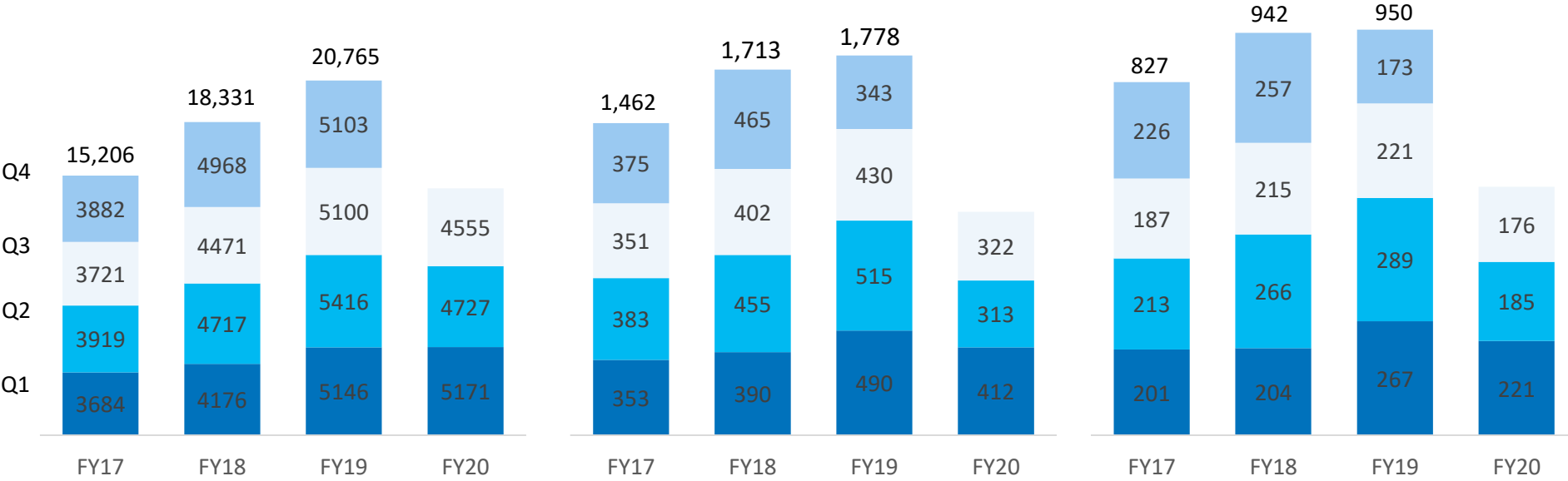


GABRIEL

Revenue

EBITDA

PAT



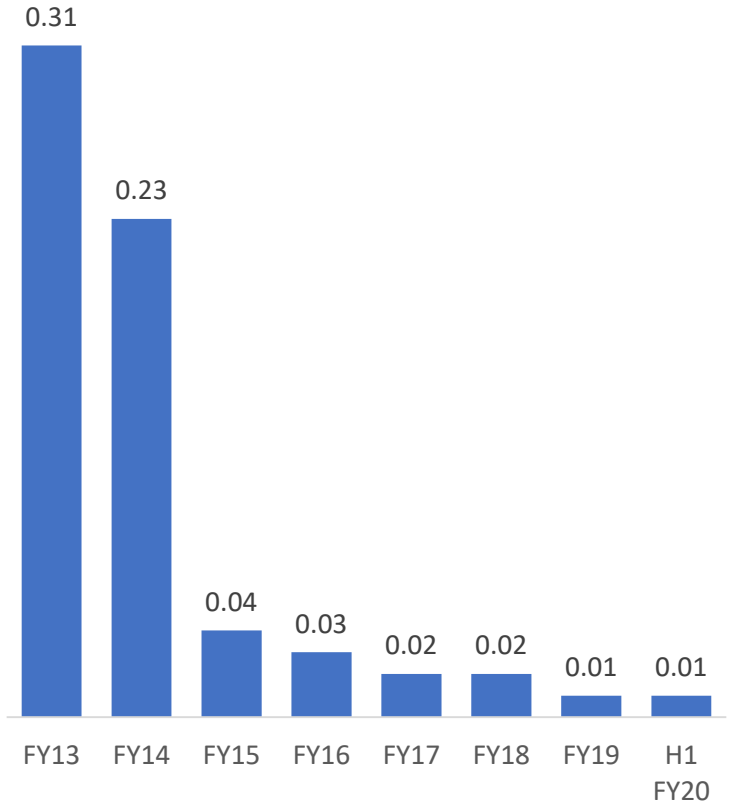
(Rs.Mn)

ASSETS (Rs. Mn.)	Sep-19	Mar-19	EQUITY AND LIABILITIES (Rs. Mn.)	Sep-19	Mar-19
Non-current assets	4,067	3,970	EQUITY	6,130	5,900
Property, Plant and Equipment	2,862	2,955	Equity Share Capital	144	144
Capital work-in-progress	707	538	Other Equity	5,986	5,756
Investment Property	22	22	Non-Current Liabilities	454	436
Intangible Assets	25	30	Financial Liabilities		
Financial Assets			Borrowings	82	70
Investments	0	0	Provisions	152	126
Loans	10	14	Deferred tax liabilities (net)	171	191
Others	80	74	Other non-current liabilities	49	49
Non-Current Tax Assets (net)	275	279	Current liabilities	3,201	3,356
Other non-current assets	86	58	Financial Liabilities		
Current assets	5,718	5,722	Trade Payables	2,460	2,610
Inventories	1,487	1,653	Other Financial Liabilities	470	502
Financial Assets			Other current liabilities	115	81
Investments	548	468	Provisions	156	163
Trade receivables	2,743	2,843	TOTAL EQUITY AND LIABILITIES	9,785	9,692
Cash and cash equivalents	150	48			
Other bank balances	438	438			
Loans	10	4			
Others	40	32			
Other Current Assets	301	236			
TOTAL ASSETS	9,785	9,692			

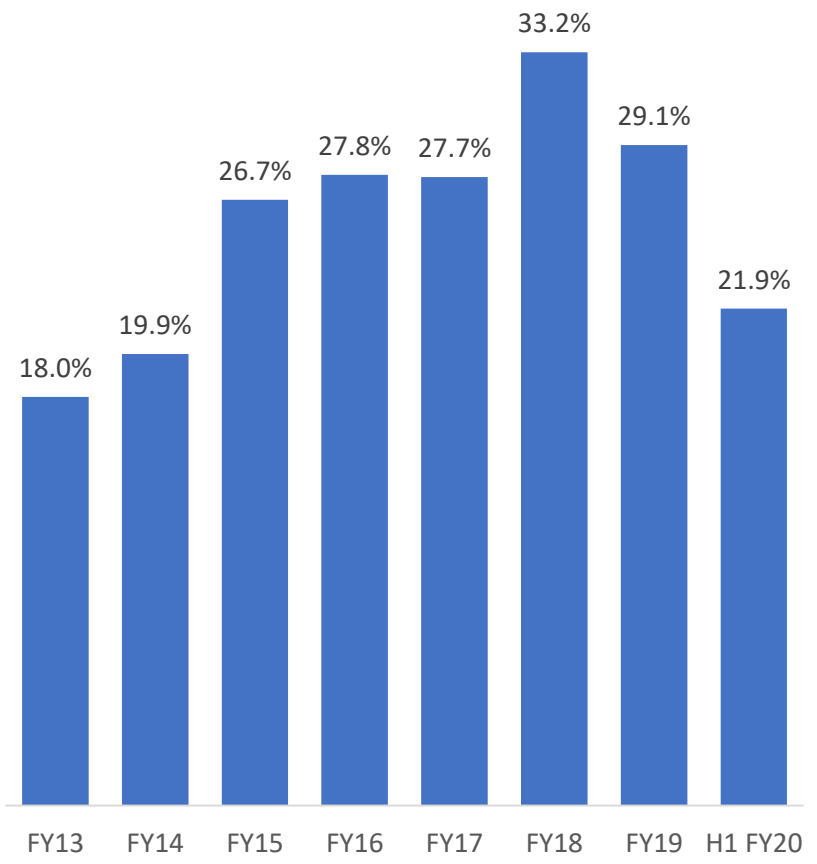
Net Cash of Rs. 1,054 Mn as on 30th Sep'19

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D:E Ratio (x)



ROIC* (%)



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

PARTICULARS (Rs. Mn)	H1 FY20	H1 FY19
Net Profit Before Tax	540	823
Operating Profit before Working Capital changes	738	977
Cash Generated from Operations	780	544
Direct taxes paid (net of refund)	-139	-188
Net Cash Flow from Operating Activities (A)	641	356
Net Cash Flow from Investing Activities (B)	-357	-111
Net Cash Flow from Financing Activities (C)	-182	-192
Net Increase/(decrease) in Cash and Cash Equivalents (A+B+C)	102	53
Cash and Cash Equivalent at the beginning of the period	48	180
Cash and Cash Equivalent at the end of the period	150	232

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

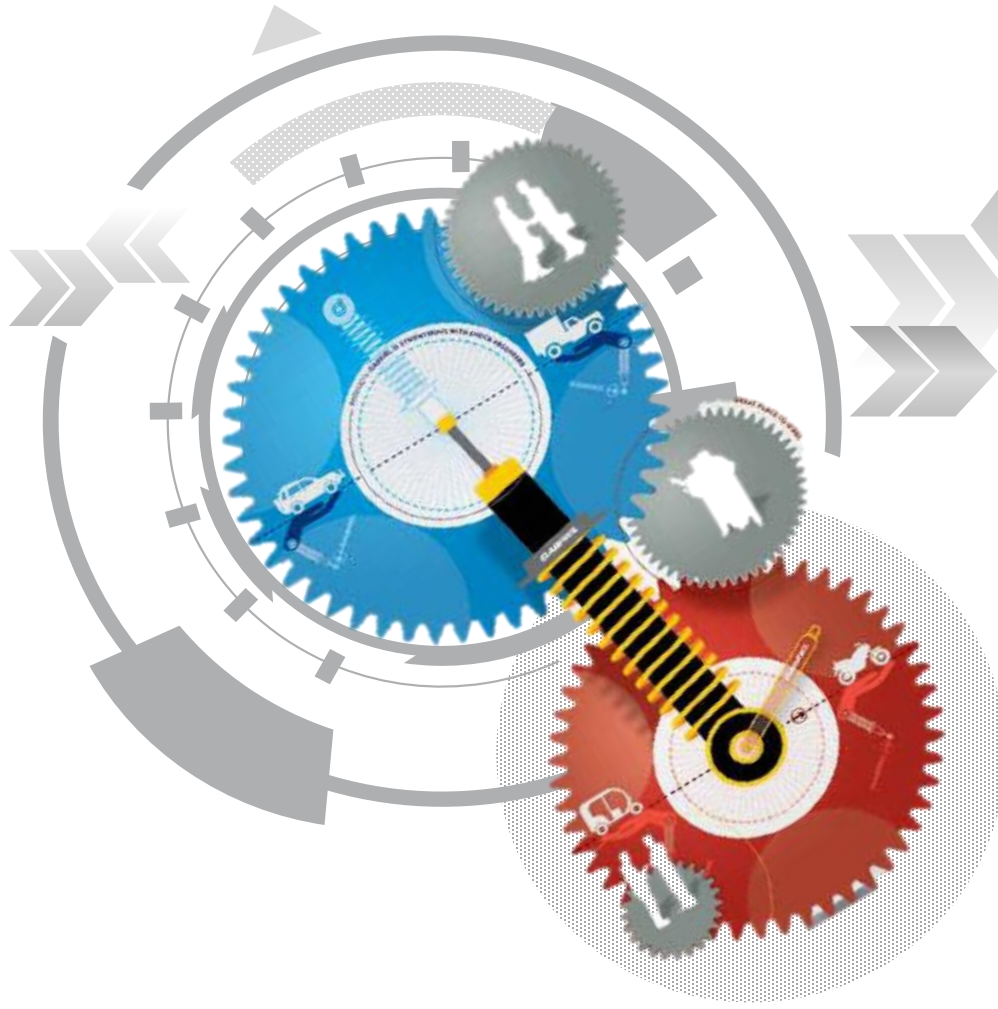




Gabriel Chakan won par excellence award in NCQC and qualified for ICQC to be held in 2020



Gabriel Chakan won Toyota Quality Circle Award at Regional Level



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

2/3 Wheeler




Front Forks

Hydraulic Shock Absorbers

Gas Shock Absorbers

Passenger Car




Cartridges

Gas Shock Absorbers

McPherson Struts

CV & Railways



Shock Absorbers

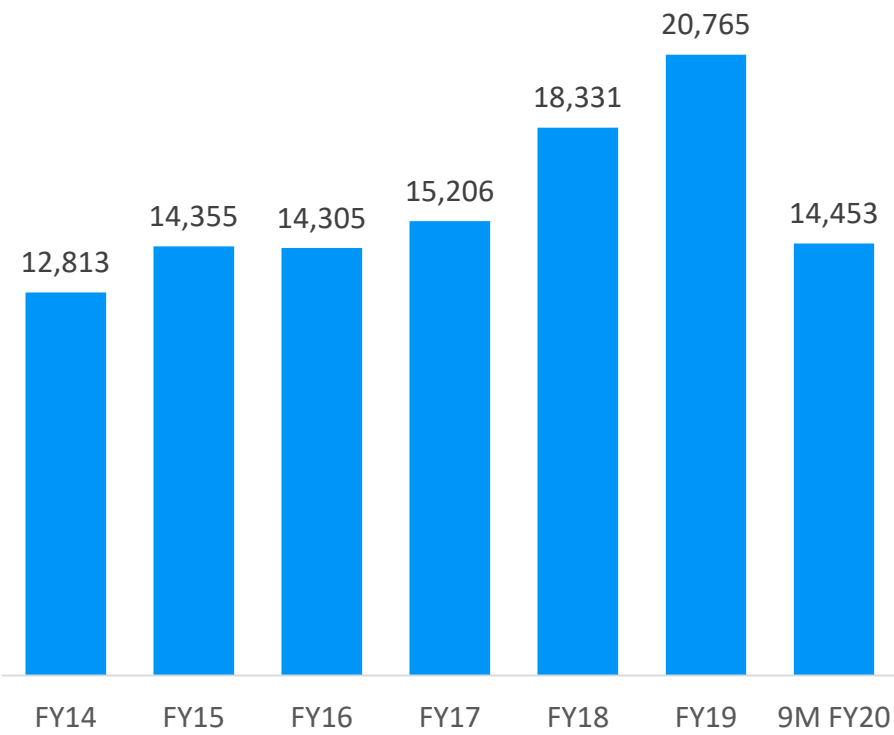
Cabin Dampers

Seat Dampers

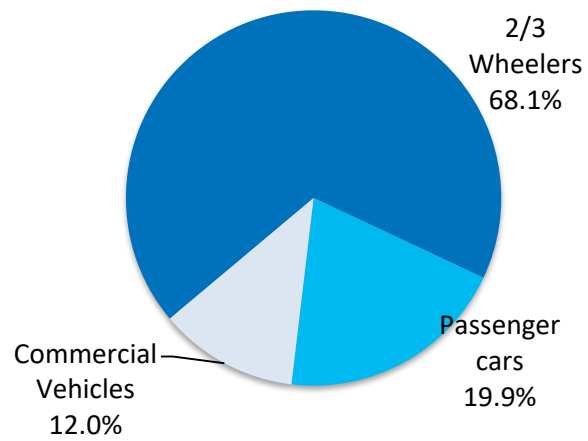
After Market across all segments

GABRIEL

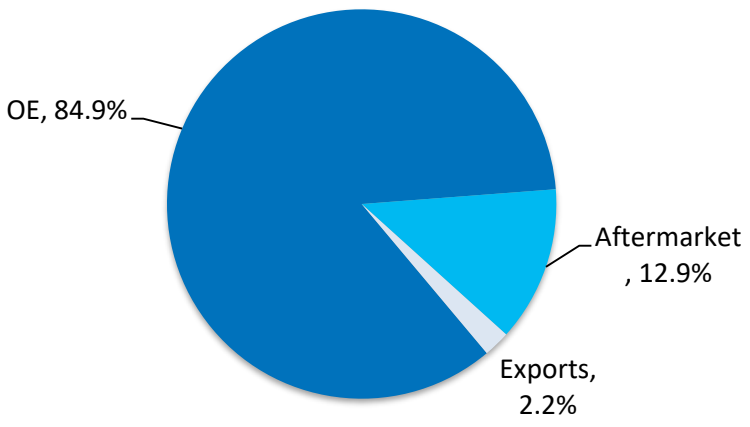
Revenue (Rs. Mn)



Segment Mix: 9M FY20



Channel Mix: 9M FY20



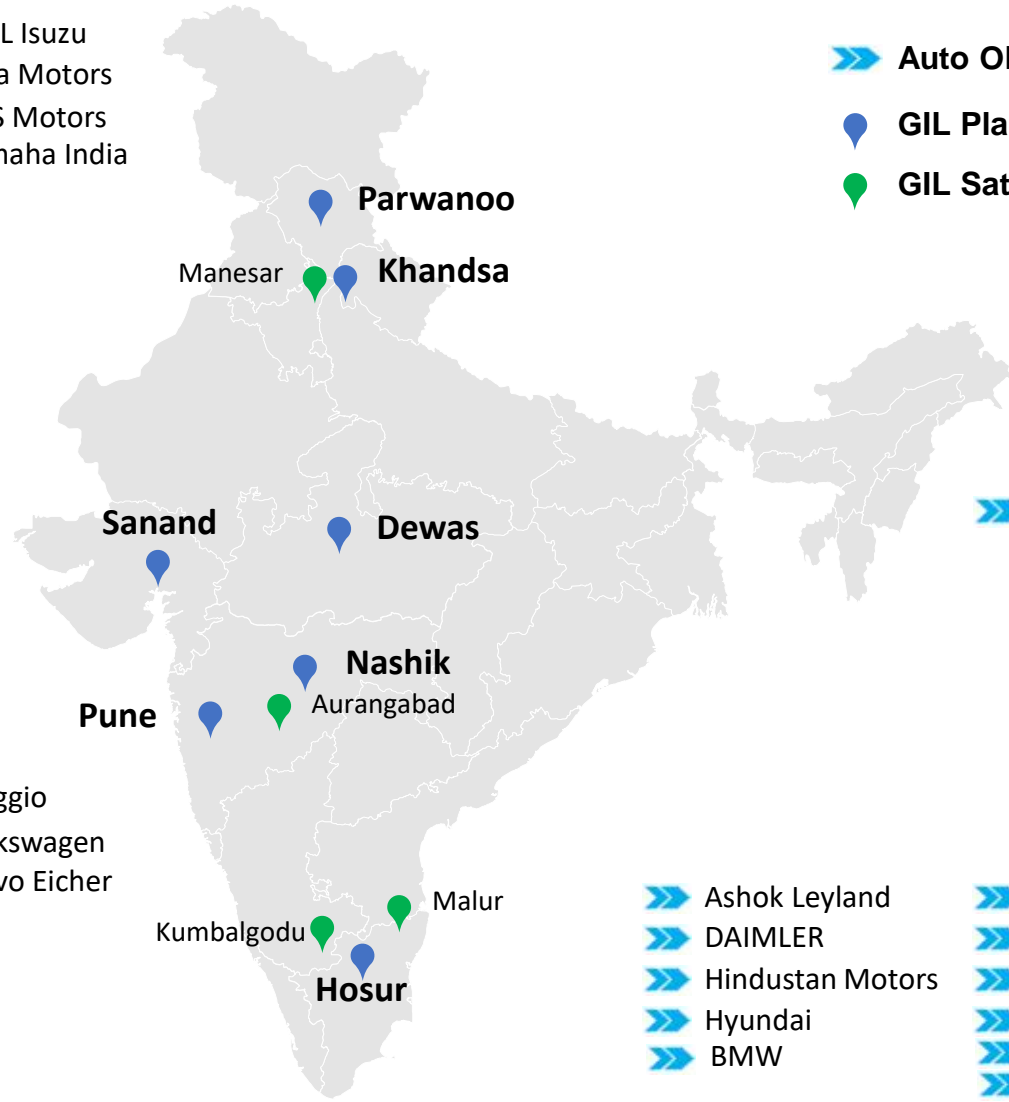
Note: Data from FY17 onwards is as per IND-AS

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

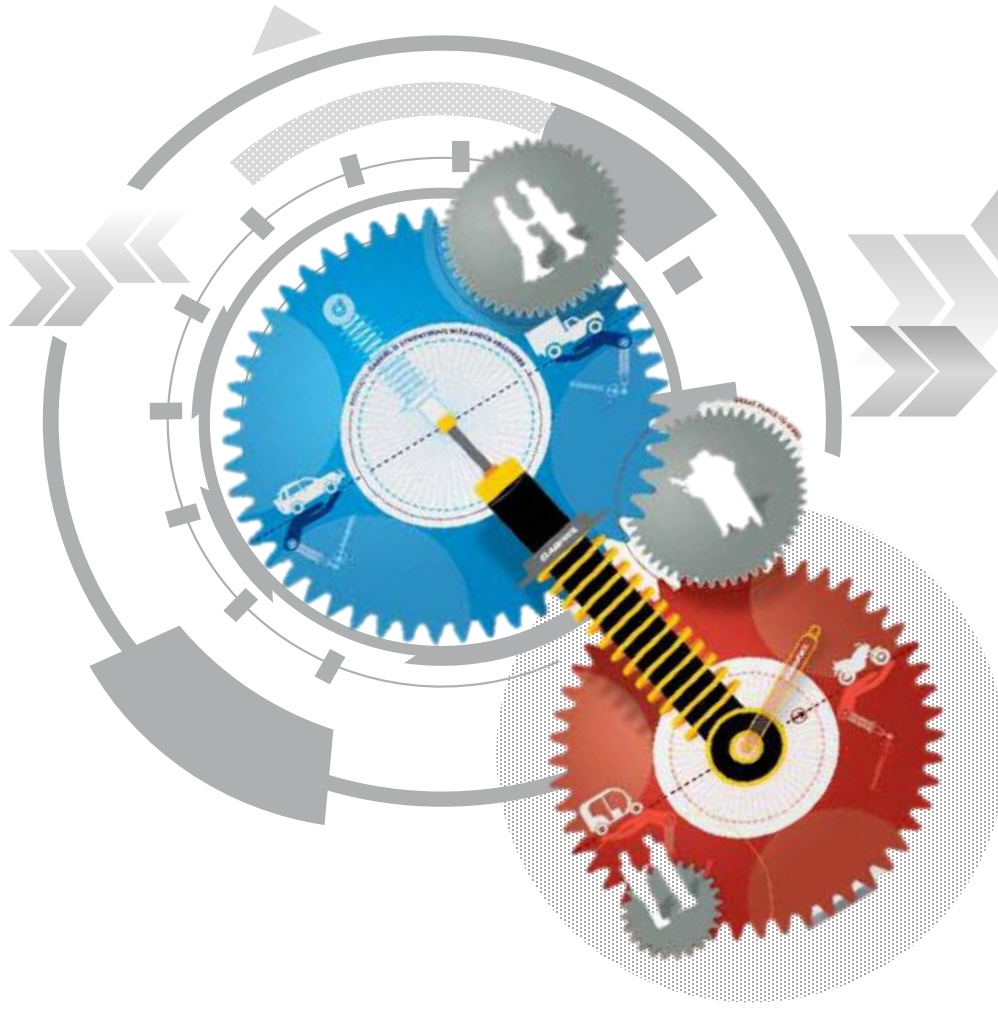
» Tata Motors

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

- » Piaggio
- » Volkswagen
- » Volvo Eicher

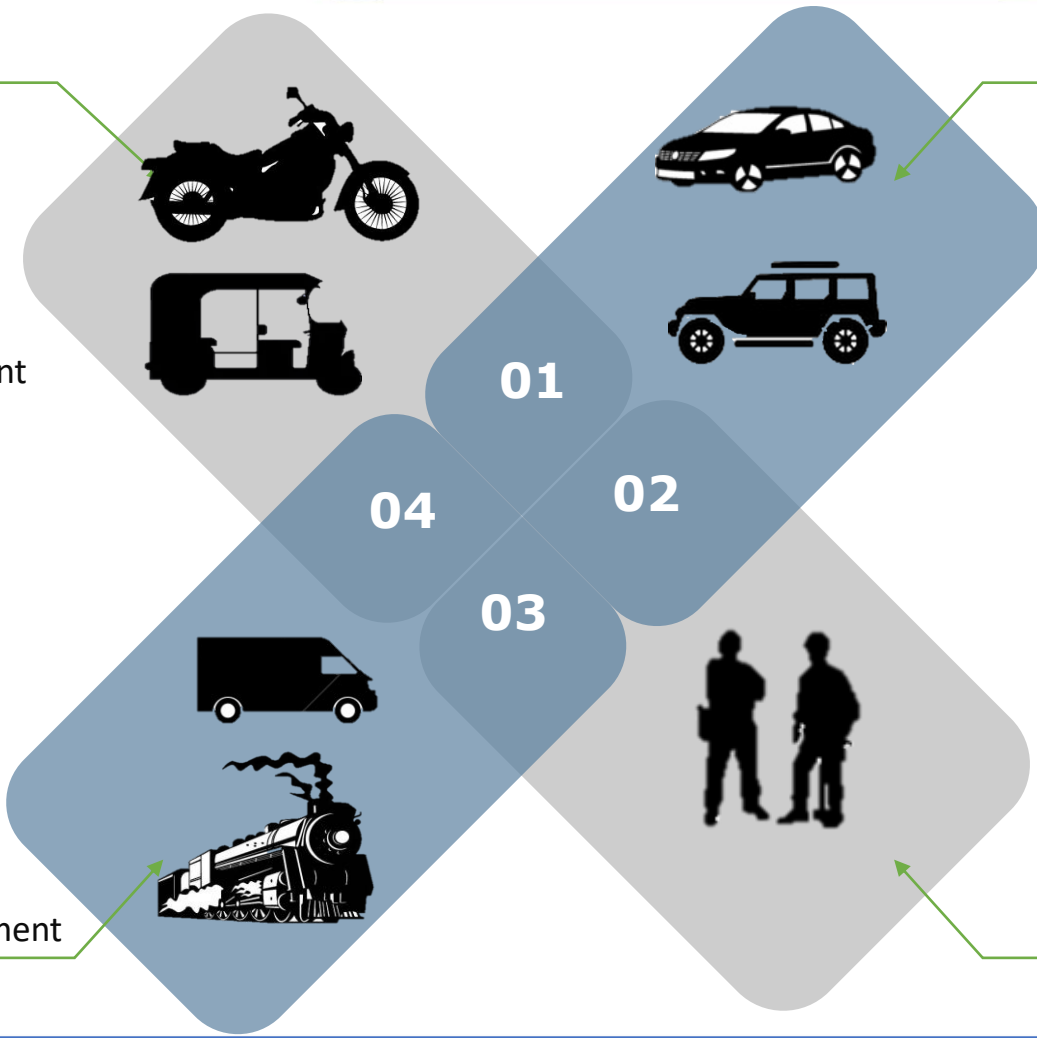
- » Ashok Leyland
- » DAIMLER
- » Hindustan Motors
- » Hyundai
- » BMW
- » Royal Enfield
- » Tata Motors
- » Toyota Kirloskar
- » TVS Motors
- » KIA Motors
- » Honda Motorcycles

*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 Devolvement

Aftermarket

- Product Development
- Expanding Reach

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

GABRIEL

2/3 Wheeler



TVS 

BAJAJ 

YAMAHA 

HONDA 

ROYAL ENFIELD 

SUZUKI 

Mahindra 

PIAGGIO  VEHICLES PVT. LTD.

ATUL AUTO LTD. 

Passenger Car



MARUTI  SUZUKI

Way of Life! 

TATA 

Mahindra 

VW 

TOYOTA  Quality Revolution

RENAULT 

PSA  GROUPE

HONDA  The Power of Dreams

CV & Railways



TATA 

Mahindra 

VE COMMERCIAL VEHICLES  A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

FORCE MOTORS 

MAN 

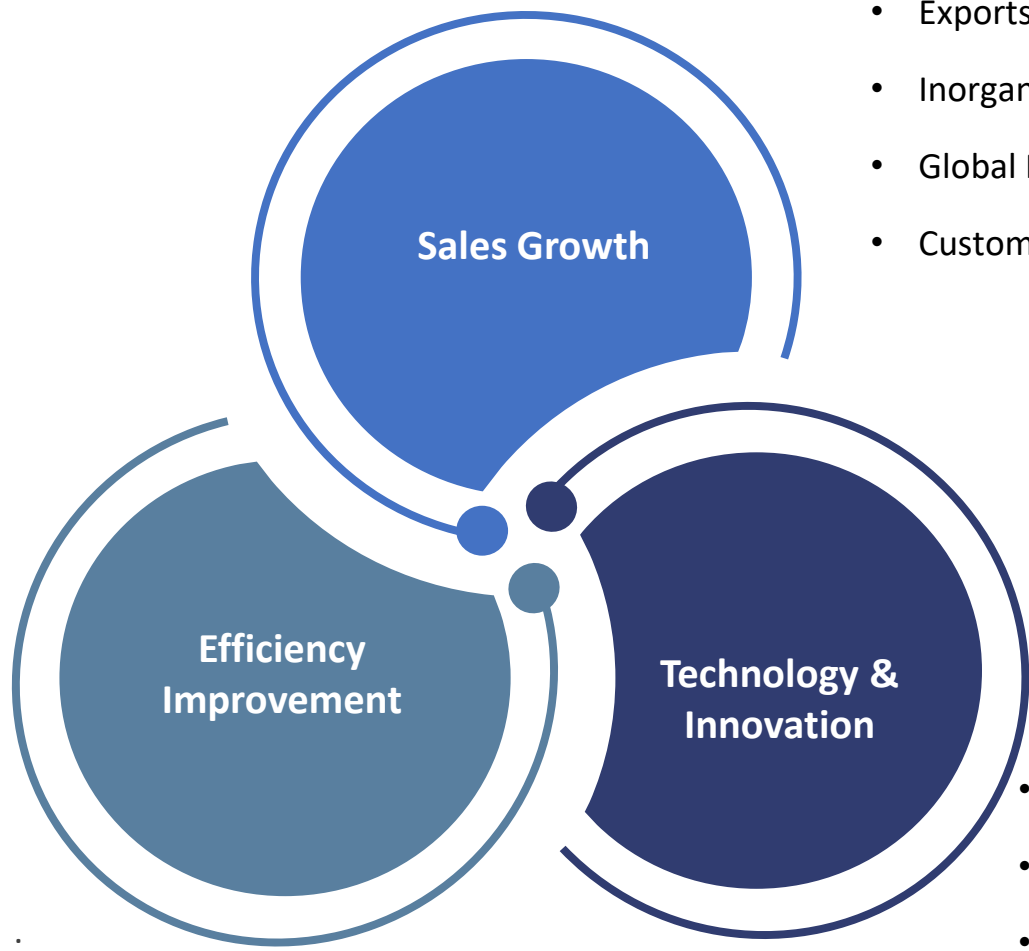
ASHOK LEYLAND 

DAIMLER 

DAF 

ISUZU 

INDIAN RAILWAYS 



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

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

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

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

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