

November 12, 2021

**BSE Limited**  
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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/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**

  
**Nitesh Jain**  
**Company Secretary**



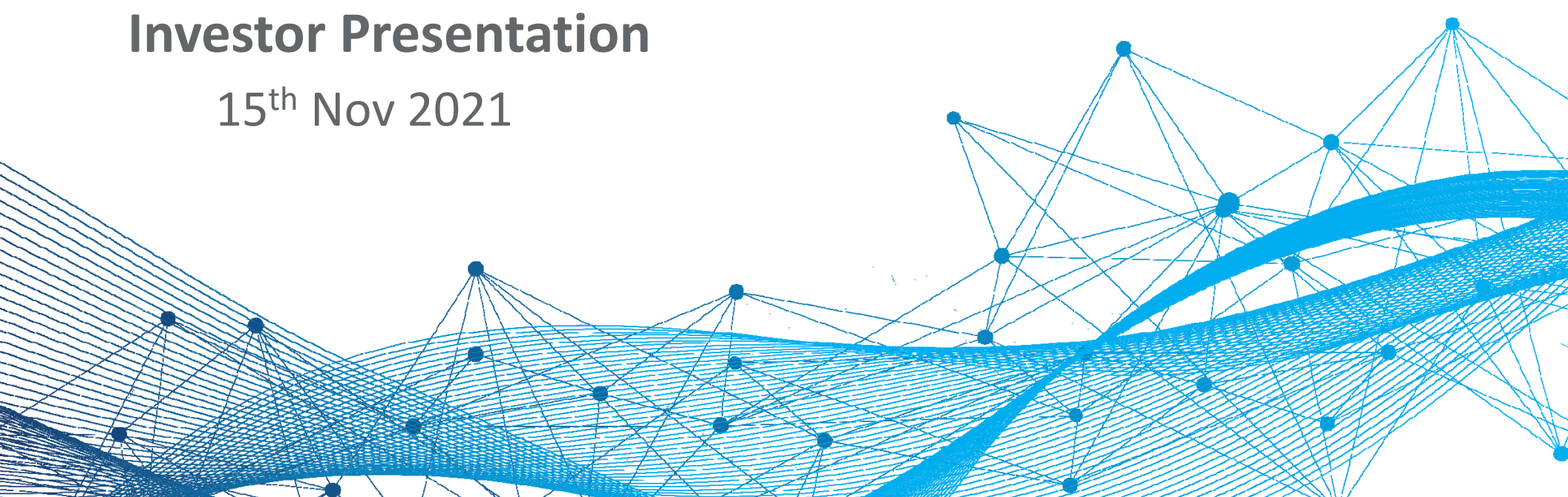
Encl : a/a

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

# Gabriel India Ltd.

## Investor Presentation

15<sup>th</sup> Nov 2021



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## COVID-19: Update

# OUR RESPONSE TO COVID

**Employee Strength: 2415**                      **Number of Locations: 7**                      **Vaccinated : 1850 nos. (2nd Dose) 77%**

|  |  |
|--|--|
| <b>Daily Monitoring of Health Status via Google form    70% response across Gabriel   </b> | <ul style="list-style-type: none"> <li>On time action - reducing the risk of employees getting sick</li> <li>Supporting employees &amp; their families reporting sick</li> </ul> |
|--|--|

|                    |  |
|--------------------|--|
| <b>Precautions</b> | <ul style="list-style-type: none"> <li>Thermal screening for 100% employees twice a day</li> <li>Access control mechanism to restrict movement</li> <li>Vaccination certificate checking at Security gate</li> </ul> |
|--------------------|--|

|  |   |
|--|---|
| <b>COVID Monitoring Officer (CMO) &amp; Plant Crises Management Team (PCMT)    Dedicated role created   </b> | <ul style="list-style-type: none"> <li>Once/ month Covid monitoring meeting with PCMT &amp; CCMT headed by COOs</li> <li>3 ply masks being used</li> <li>Maintaining oxygen cylinders, oxygen concentrators and ambulances</li> <li>Vaccination drive completed across locations</li> </ul> |
|--|---|

|   |  |
|---|--|
| <b>Disinfection &amp; Sanitization of workplace    Disinfection (1 / wk) &amp; Sanitization (1 / 2hrs)   </b> | <ul style="list-style-type: none"> <li>Weekly disinfection - reducing the risk</li> <li>Workstation &amp; office sanitization reducing the risk through multiple touch points</li> </ul> |
|---|--|

**SUSTAINED EFFORTS TOWARDS MAKING GABRIEL - SAFEST PLACE TO WORK!!**

# ANAND COVID CARE || SUPPORT INITIATIVES

## ANAND COVID CARE 24\*7 HELPLINE

One COVID helpline at Group level available 24\*7 to help with admission for COVID infected employees & their family members

## GROUP VACCINATION POLICY

Group Vaccination Policy - to ensure all ANAND Group employees are vaccinated for COVID-19 virus thereby ensuring safe & healthy workplace. Cost of vaccination to be borne by the company



## POSITIVE PULSE, A WELLNESS INITIATIVE

An initiative to provide our employees the access to personal online counselling support from trained psychologists to deal with difficult situations & build resilience

## ANAND SUPPORT FOR EMPLOYEES - WHO PASSED AWAY FIGHTING COVID-19

- Financial Support: Spouse or Parents
- Employment in Group: Spouse or Child
- Medical Insurance: Spouse & dependent children
- Education support: 2 children

## GABRIEL ANGELS SUPPORT INITIATIVE

Wellness community to support Gabriel Covid+ members in medical emergency, guidance & provide emotional support in these unprecedented times



# TABLE OF CONTENTS

-  Q2 & H1 FY22 Result Update
-  Corporate Overview
-  Business Overview
-  Strategy Going Forward



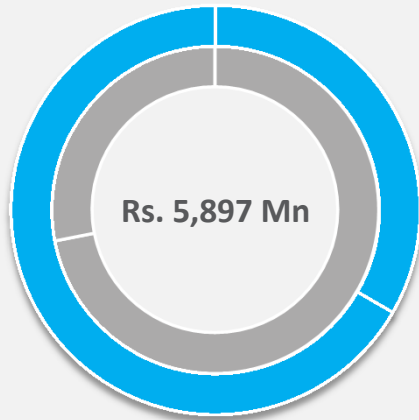
**Q2 & H1 FY22  
Result Update**



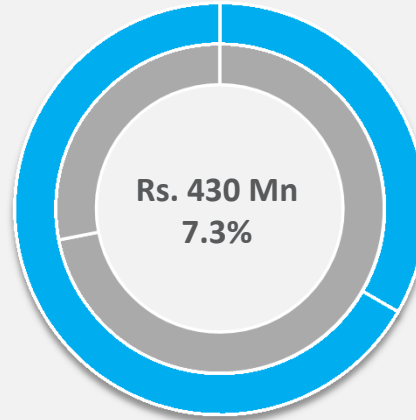
## FINANCIAL HIGHLIGHTS – Q2 FY22

### Q2 FY22

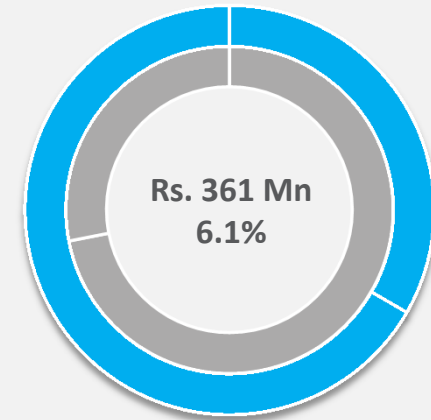
Revenue



EBITDA



PBT



Q1 FY22

Rs. 4,518 Mn

Q4 FY21

Rs. 5,783 Mn

Q1 FY22

Rs. 232 Mn / 5.1%

Q4 FY21

Rs. 468 Mn / 8.1%

Q1 FY22

Rs. 158 Mn / 3.5%

Q4 FY21

Rs. 407Mn / 7.0%

## FINANCIAL HIGHLIGHTS – H1 FY22

### Revenue

**Rs. 10,415 Mn**

as compared to Rs. 5,817 Mn in  
FY21 (Y-o-Y 79.0%)

### EBITDA

**Rs. 662 Mn (6.4%)**

as compared to Rs. 181 Mn in  
FY21 (Y-o-Y 265.0%)

### PBT

**Rs. 519 Mn (5.0%)**

as compared to Rs. 45 Mn  
in FY21 (Y-o-Y 1,047.5%)

### Balance Sheet

Net Cash position of Rs. 2,573 Mn

### Cash Flow

Cash Flow from operations to the  
tune of Rs. 294 Mn as compared  
to Rs. 1,107 Mn outflow in FY21

### Capex

Capex incurred during the period  
Rs. 354 Mn

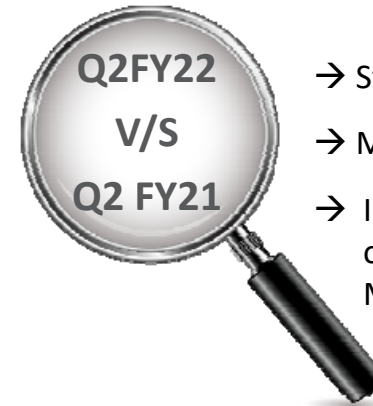
## FINANCIAL TRACK RECORD

| P&L (Rs. Mn)            | Q2 FY22 | Q2 FY21 | YoY   | Q1 FY22 | QoQ   | FY21   | FY20   | YoY   |
|-------------------------|---------|---------|-------|---------|-------|--------|--------|-------|
| Revenue from Operations | 5,897   | 4,590   | 28.5% | 4,518   | 30.5% | 16,948 | 18,699 | -9.4% |
| Gross Margin (%)        | 24.0%   | 26.1%   | -2.1% | 24.9%   | -0.9% | 25.3%  | 26.8%  | -1.5% |
| EBITDA Margin (%)       | 7.3%    | 7.7%    | -0.4% | 5.1%    | 2.2%  | 6.0%   | 7.4%   | -1.4% |
| Net Margin (%)          | 4.2%    | 6.7%    | -2.5% | 2.7%    | 1.5%  | 3.6%   | 4.5%   | -1.1% |

| Balance Sheet (Rs. Mn) | Q2 FY22 | FY21  | FY20  |
|------------------------|---------|-------|-------|
| Net worth              | 7,239   | 6,963 | 6,518 |
| Gross Debt             | 120     | 129   | 78    |
| Liquid Investments     | 2,573   | 2,687 | 1,327 |
| Fixed Assets           | 3,937   | 3,779 | 3,662 |

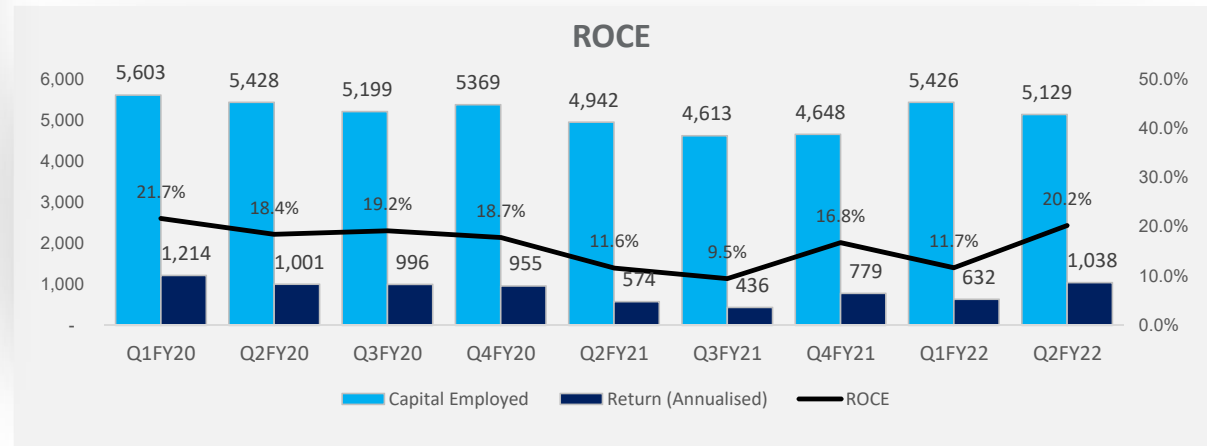
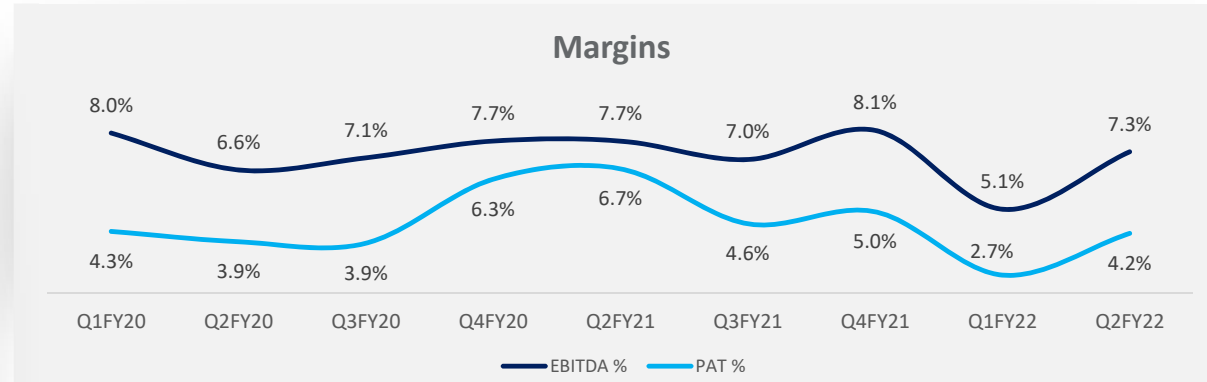
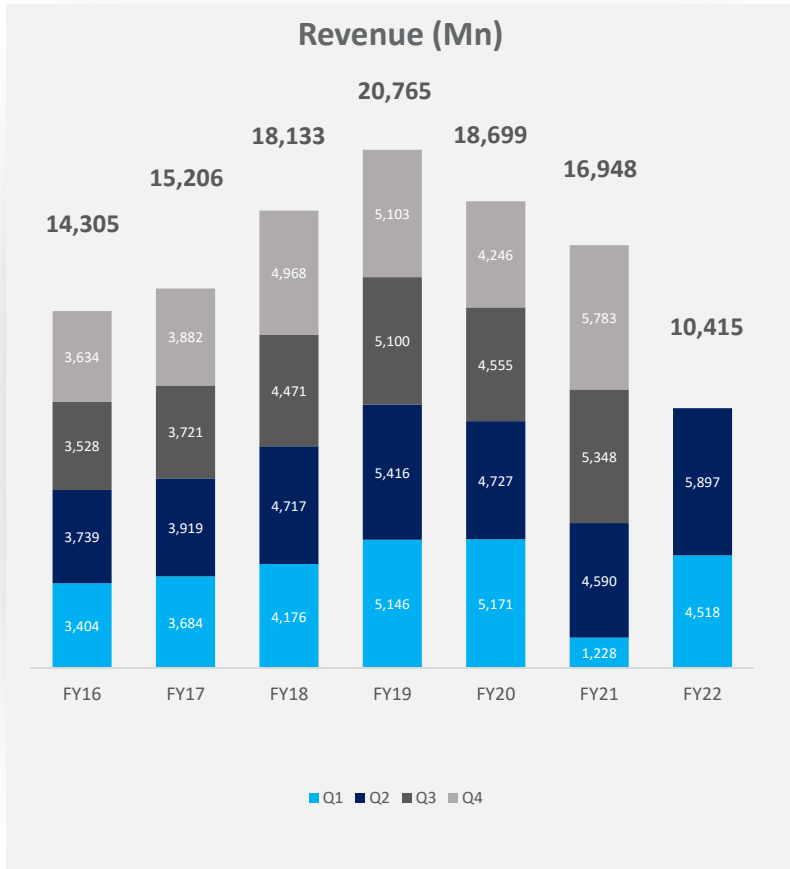
| Key Performance Indicators                 | Q2 FY22 | FY21  | FY20  |
|--|---------|-------|-------|
| Net Working Capital (days)                 | 17      | 19    | 33    |
| ROIC (%)                                   | 22.5%   | 19.2% | 19.8% |
| Cash Flow from Operations Inflow/(Outflow) | 294     | 2,043 | 1,201 |

### Q2 FY22 vs Q2 FY21



- Strengthened Net worth
- Maintenance of high liquidity
- Improvement in Working Capital owing to better Debtors Management

# Quarterly Performance Trend



## PROFIT & LOSS STATEMENT

| Particulars (Rs. Mn)    | Q2 FY22     | Q2 FY21     | YoY           | Q1 FY22     | Q-o-Q         | H1 FY22     | H1 FY21     | Y-o-Y          |
|-------------------------|-------------|-------------|---------------|-------------|---------------|-------------|-------------|----------------|
| Revenue from Operations | 5,897       | 4,590       | 28.5%         | 4,518       | 30.5%         | 10,415      | 5,817       | 79.0%          |
| Raw Material            | 4,480       | 3,392       |               | 3,395       |               | 7,875       | 4,257       |                |
| Employee Expenses       | 397         | 364         |               | 393         |               | 789         | 702         |                |
| Other Expenses          | 590         | 480         |               | 499         |               | 1,089       | 677         |                |
| <b>EBITDA</b>           | <b>430</b>  | <b>354</b>  | <b>21.6%</b>  | <b>232</b>  | <b>85.5%</b>  | <b>662</b>  | <b>181</b>  | <b>265.0%</b>  |
| Other Income            | 44          | 51          |               | 44          |               | 89          | 77          |                |
| Interest                | 15          | 13          |               | 19          |               | 34          | 20          |                |
| Depreciation            | 99          | 105         |               | 99          |               | 198         | 194         |                |
| <b>PBT</b>              | <b>361</b>  | <b>287</b>  | <b>25.7%</b>  | <b>158</b>  | <b>128.2%</b> | <b>519</b>  | <b>45</b>   | <b>1047.5%</b> |
| Tax                     | 112         | -19         |               | 38          |               | 150         | -23         |                |
| <b>PAT</b>              | <b>249</b>  | <b>306</b>  | <b>-18.6%</b> | <b>120</b>  | <b>107.7%</b> | <b>369</b>  | <b>68</b>   | <b>441.0%</b>  |
| <b>EPS</b>              | <b>1.73</b> | <b>2.13</b> |               | <b>0.84</b> |               | <b>2.57</b> | <b>0.48</b> |                |

YOY : Despite of severe pressure on commodity and other inflationary increases, margins have been maintained.

## Balance Sheet

| Assets (Rs. Mn.)    | Sep-21        | Mar-21        | Mar-20       |
|---------------------|---------------|---------------|--------------|
| Non-current assets  | 5,740         | 4,175         | 4,677        |
| Current assets      | 6,402         | 7,780         | 5,056        |
| <b>TOTAL ASSETS</b> | <b>12,142</b> | <b>11,955</b> | <b>9,733</b> |

- Net Cash stood at Rs 2,573 Mn at the end of Sep'21
- Net Working Capital Days at 17 as compared to 28 same period last year
- Capex for H1FY22 to the tune of Rs. 354 Mn

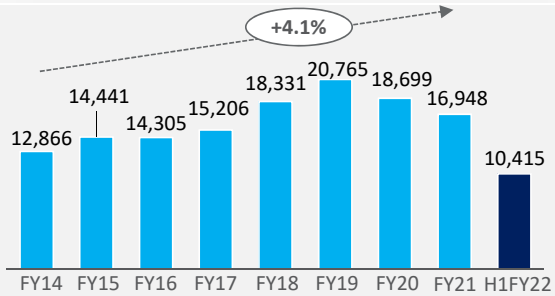
| Equity & Liabilities (Rs. Mn.)      | Sep-21        | Mar-21        | Mar-20       |
|-------------------------------------|---------------|---------------|--------------|
| Equity                              | 7,239         | 6,963         | 6,518        |
| Non-Current Liabilities             | 421           | 429           | 335          |
| Current liabilities                 | 4,483         | 4,563         | 2,880        |
| <b>TOTAL EQUITY AND LIABILITIES</b> | <b>12,142</b> | <b>11,955</b> | <b>9,733</b> |

### Capex (incl. CWIP) for H1 FY22

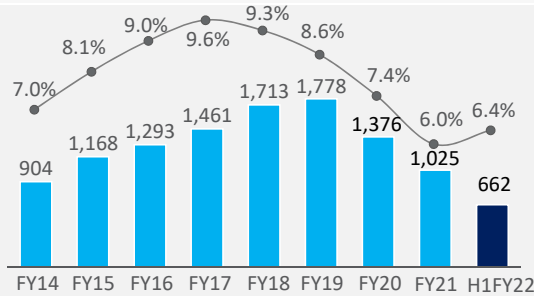
- Hosur Plant Expansion
- Tech Centre at Chakan & Hosur
- Expansion in Casting Plant

# Financial Track Record

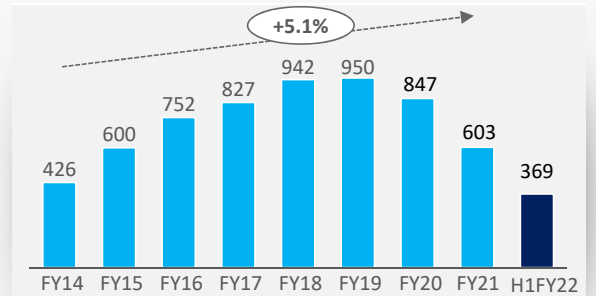
Revenue (Rs Mn)



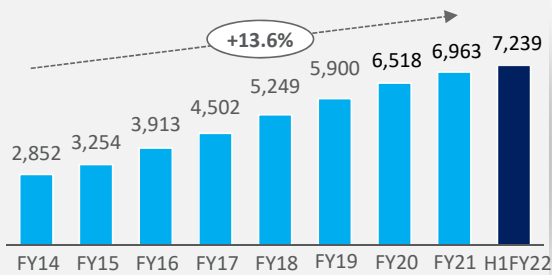
EBITDA (Rs Mn) & EBITDA Margin (%)



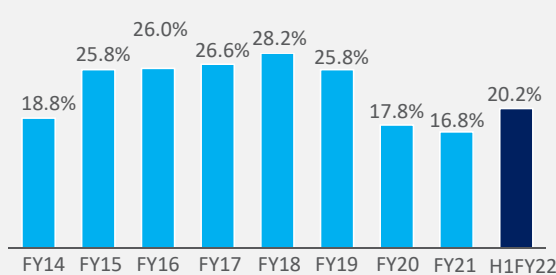
PAT



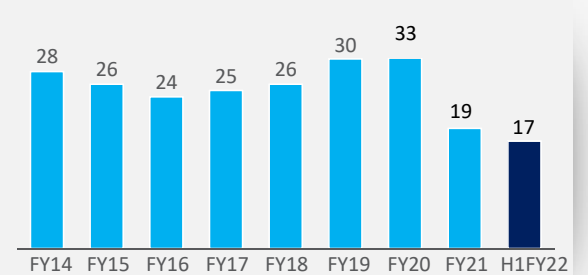
Net worth (Rs Mn)



RoCE (%)



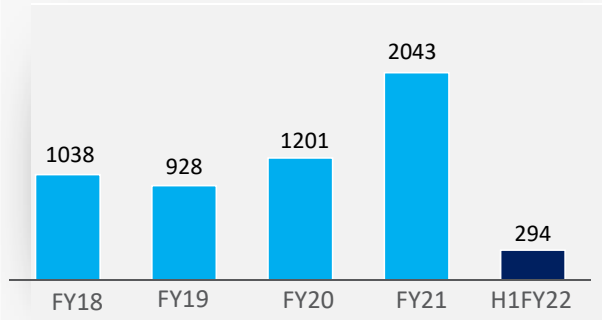
Net Working Capital Days



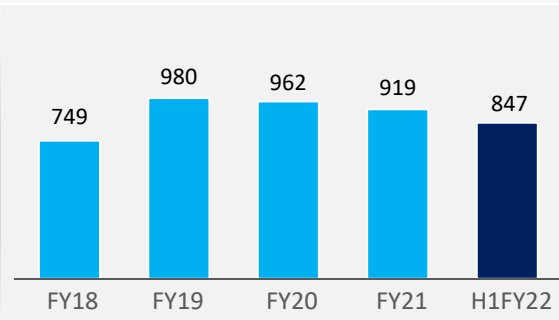
^Note: Financials for FY17-22 as per IND-AS

# CASH FLOWS

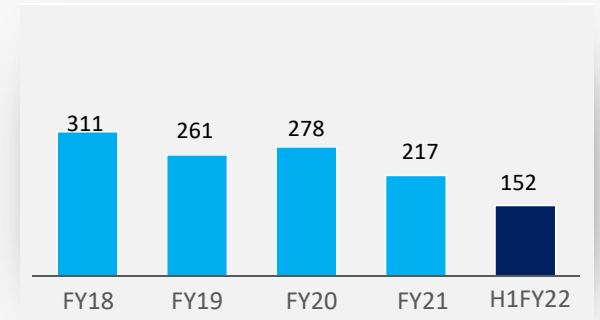
Cash Flow from Operations (Rs. Mn)



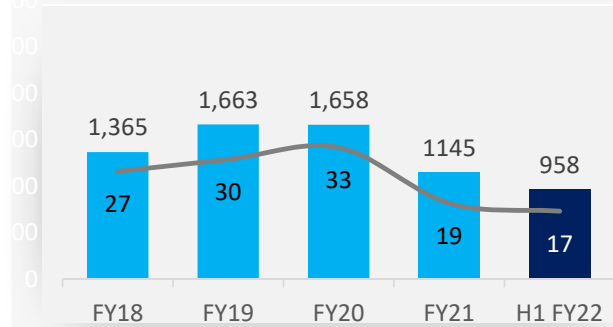
Cash Flow used in Investing (Rs. Mn)



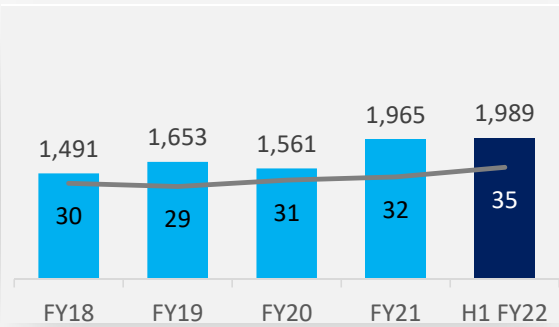
Cash Flow used in Financing (Rs. Mn)



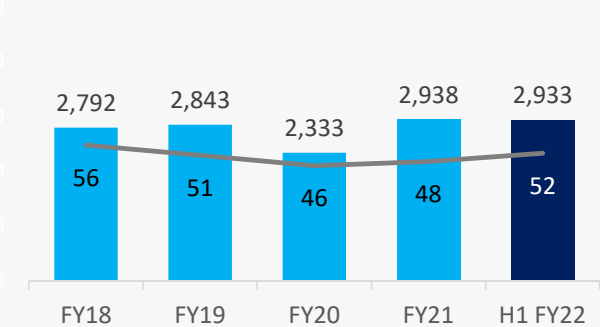
Working Capital Days



Inventory Days



Debtors Days

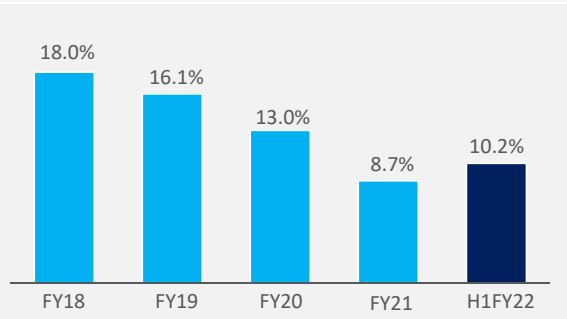


FY 21 - Days calculation basis 274 days (July 20 to Mar 21)

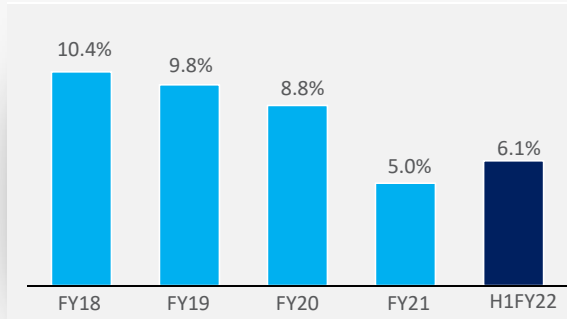


# Key Ratios

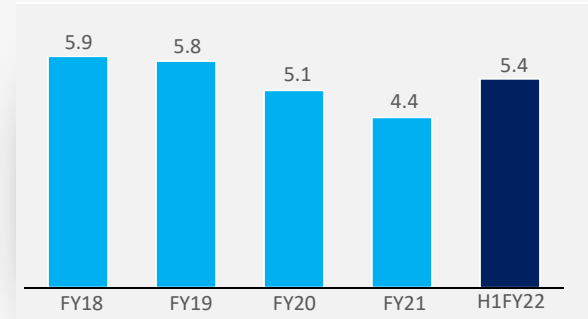
Return on Equity (%)



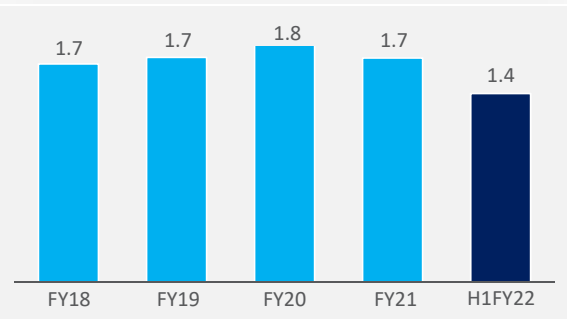
Return on Assets (%)



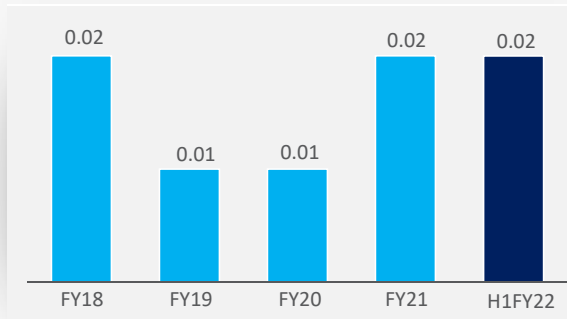
Fixed Asset Turnover (x)



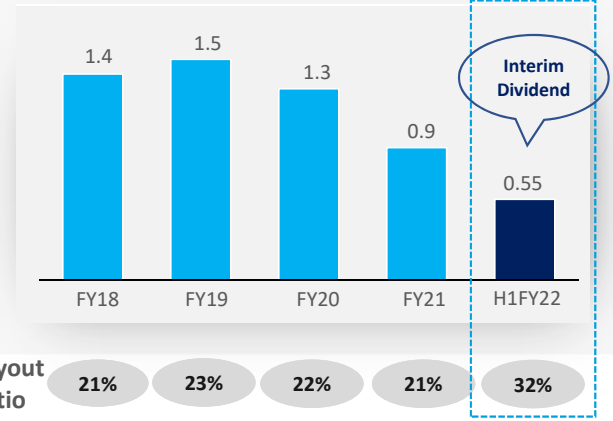
Current Ratio (x)



Debt : Equity Ratio



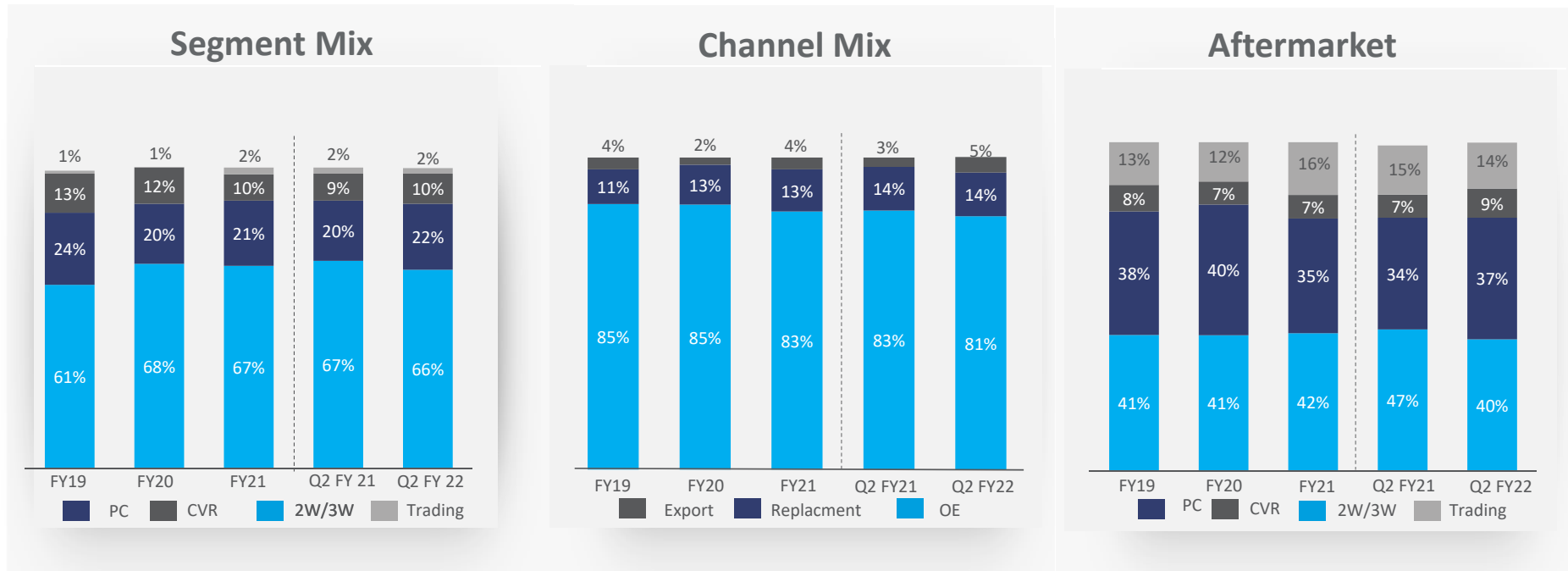
Dividend\* (Rs/share) & Pay-out (%)



\*Dividend excluding Dividend Distribution Tax

\*H1 FY22 nos annualized

# REVENUE MIX (INC. TRADING)



- Change in product mix towards 2W segment where GIL continues to gain market share
- CV volumes have started improving from Oct'2021
- Improvement in PC Volumes in Q2 FY22 compared to Q2 FY21
- Exports have increased from 3% (Q2 FY21) to 5% (Q2 FY22) owing to new order from DAF & VW (Exports incl. both OE & AM export sales)

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

### Performance

- Growth was primarily driven by efforts in terms of improving market share with key customers, higher efforts in terms of developing new products and on account of strong acceptance of end products in the market

### Recent Launches

- TVS Motors – Raider, Jupiter 125
- Bajaj Auto – R107, CNG
- EV customers – Various programs, OLA Electric

### Market Update

- As per SIAM data, the 2W sales de-grew by 6% YoY and 3W grew by 32% YoY respectively in Q2 FY22
- Within the 2W segment, Scooters de-grew by 9%, Motorcycles grew by 3% and Mopeds de-grew by 12% in Q2 FY22

### Future Development

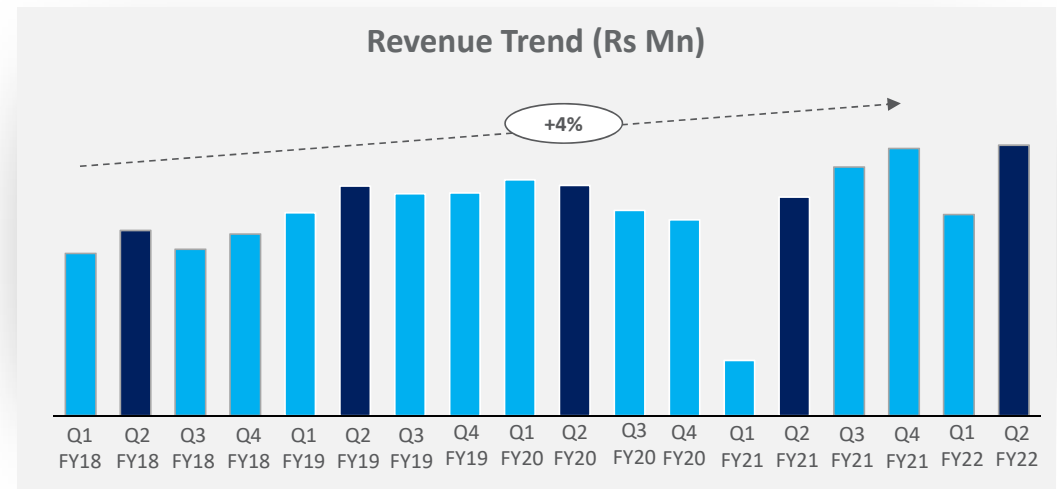
- Electric Vehicles
- 2W - Okinawa, Ather, Ampere
- 3W – Bajaj, M&M, TI

### Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto

66% % to Total Sales

25% Market Share



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

### Performance

- Growth impacted by discontinuation of Maruti Omni due to safety norms and replacement of Wagon R with newer model where GIL is not the supplier

### New Program

- Maruti Suzuki: YOM, YWD, YFG

### Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 8% in Q2 FY22 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de-grew by 14%, Utility Vehicle & Vans grew by 31% YoY in Q2 FY22

### Future Development

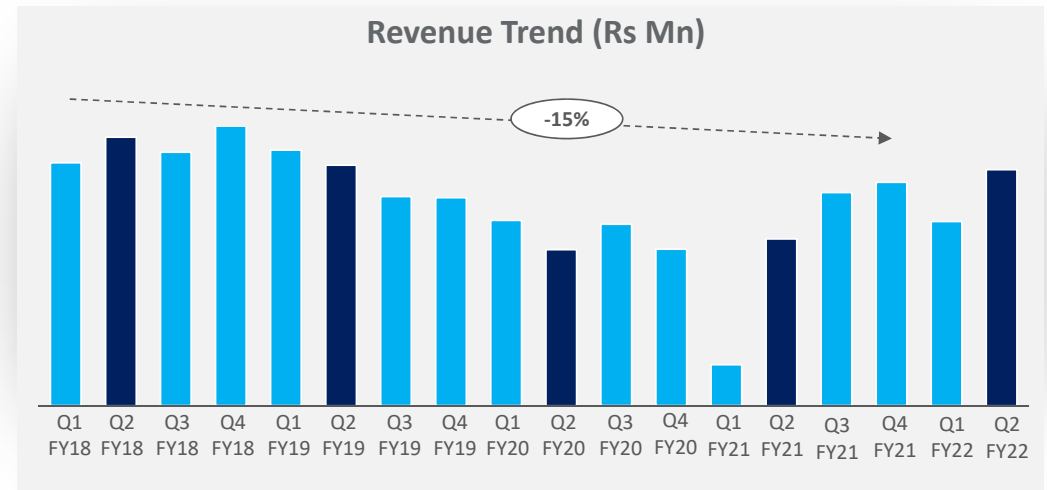
- M&M (2), VW (1), PSA (1), TML (2)

### Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

**22%** % to Total Sales

**21%** Market Share



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

## Performance

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

## New Program

- WABCO- Air suspension, MTBD- ICV 16T & Force Motors – T1 3350

## Market Update

- As per SIAM data, the overall commercial vehicles segment registered a growth of 52% Q2 FY22 as compared to Q2 FY21
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 7% YoY and Light Commercial Vehicles (LCVs) grew by 98% YoY in Q2 FY22

## Future Development

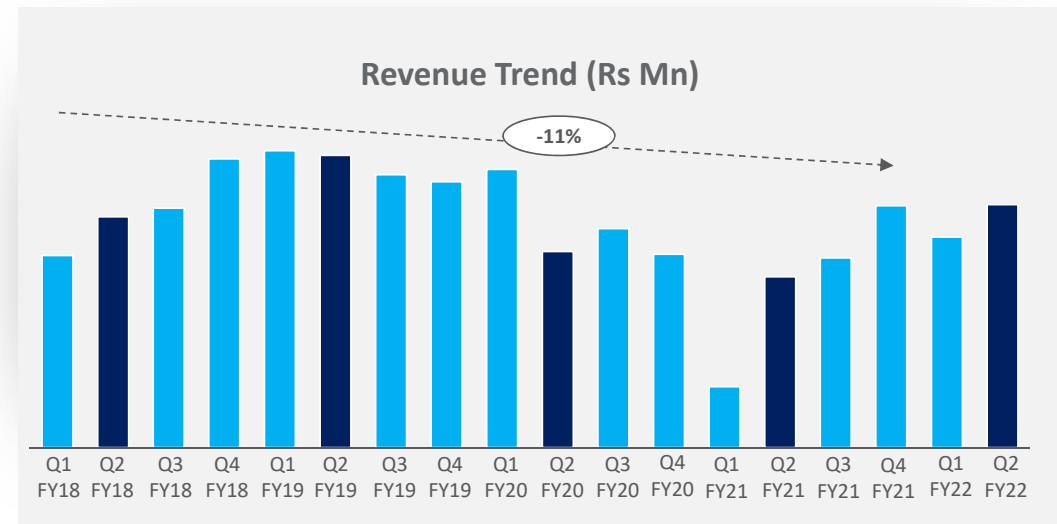
- Ashok Leyland – MBP, Partner
- DAF – 2 programs

## Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland

10% % to Total Sales

75% Market Share



# AFTERMARKET

## Strong Brand Equity

- Brand “Gabriel” synonymous with shock absorbers and struts
- Leadership since 60 years with market share > 40%

## Extensive Distribution Network

- 11 CFA locations & 660+ dealer network
- ~15,000 retail outlets supported by effective sales force
- Present in the aftermarket segment across six continents

## Recent Highlights

- Successful Launch of Brake Pads 276 Sku’s
- Launched Shox & Struts for Luxury ( High End ) Cars
- Achieved 95% of 19-20 sales while industry was down by 15% Ahead of market in challenging times

## Widest Product Range

- Launched 150 SKU’s
- More than 1000 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

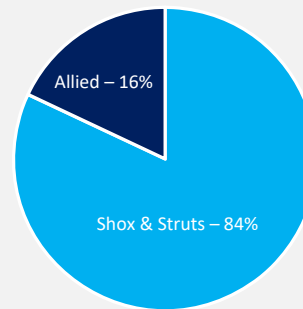
## Presence Through Allied Products

- Leveraging Brand Strength & Distribution Network
- 14 New Product lines launched successfully in recent years

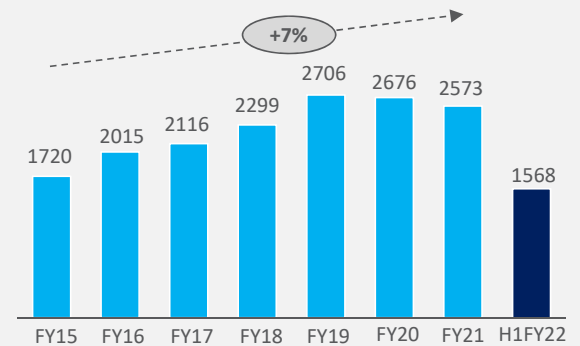
## Focus Areas & Outlook

- Develop more products for the core segment
- Increase sales through national channels
- Major focus in B & C class towns
- Leveraging Brand Gabriel by launching new product lines
- Emphasis (Elite Workshop) in 21-22 to strengthen the brand
- Launch of 6 IT Modules and kickstart of CRM model to forge stronger ties with key clients
- Focus on Latin American & African markets for Quantum growth in Export's sales

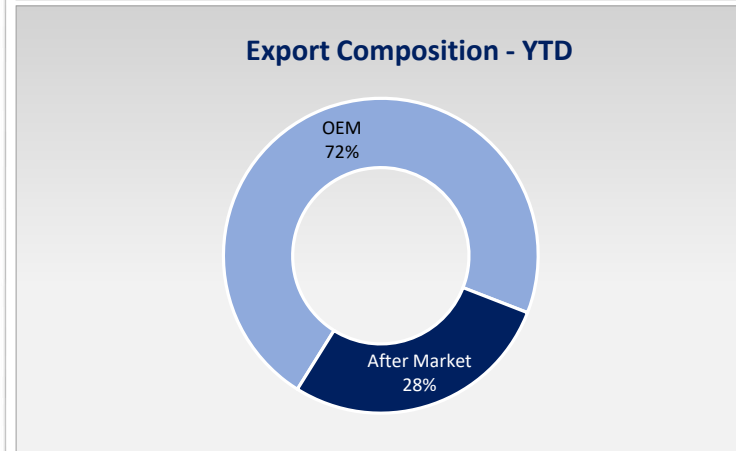
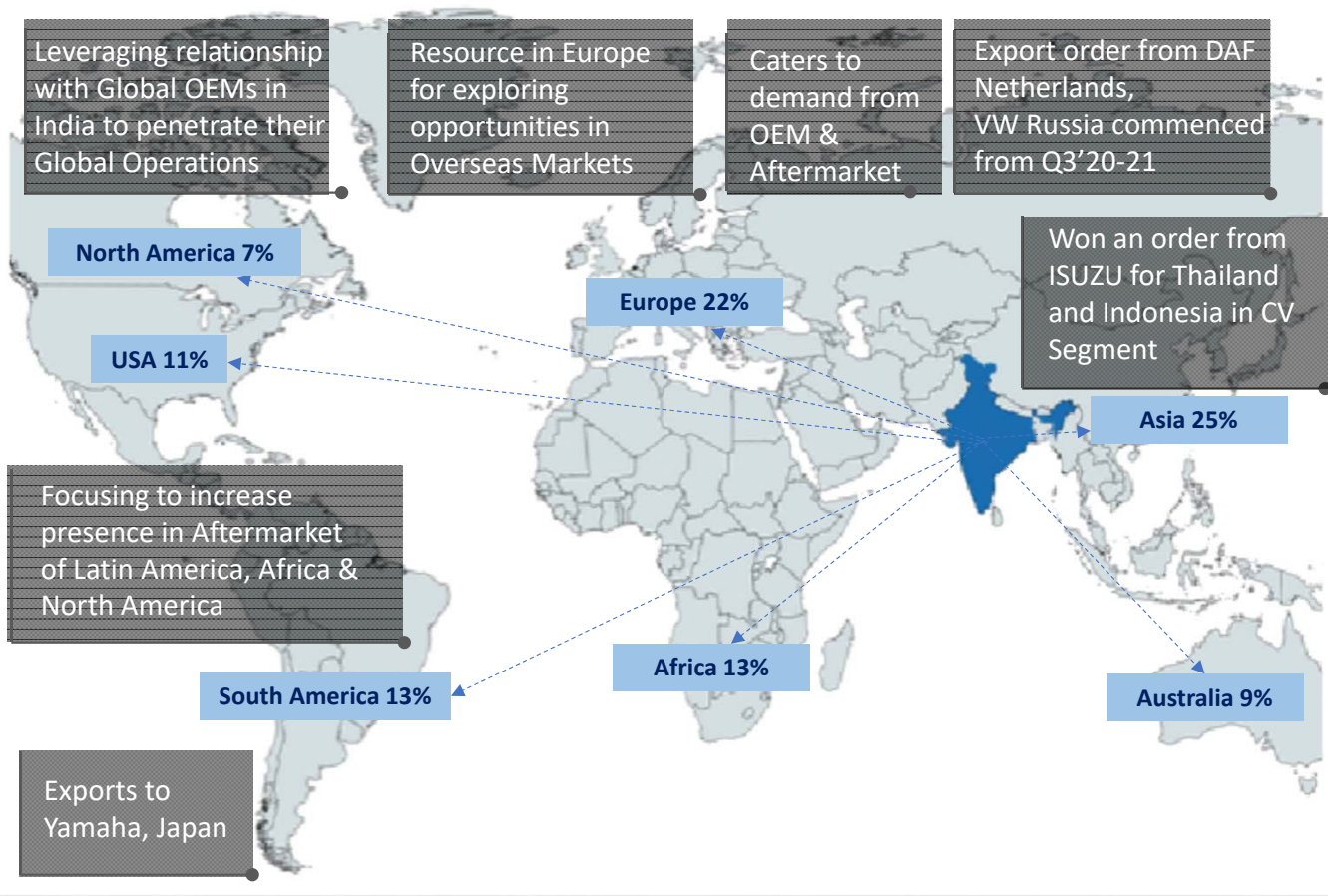
After Market Parts



Aftermarket Sales (Rs. Mn)

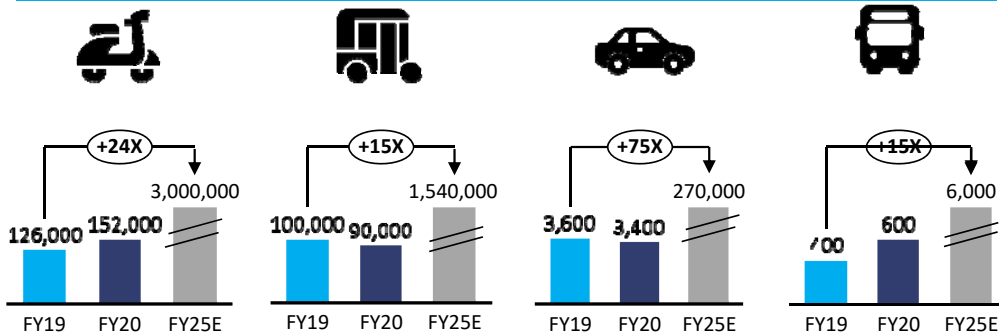


# CREATING GLOBAL PRESENCE THROUGH EXPORTS



## ELECTRIC 2W/3WS: AT AN INFLECTION POINT

Current EV penetration is low (<1% of auto market in FY20)



Source: SMEV, Frost and Sullivan

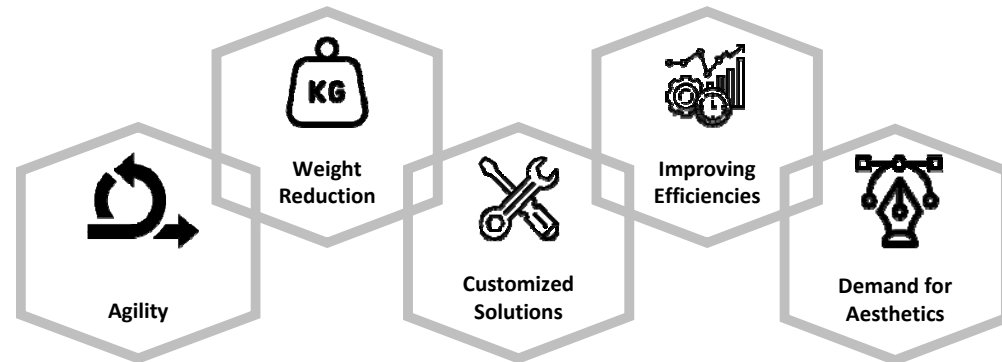
EV trend is accelerating in India, especially e-2Ws & e-3Ws

- \* Frost and Sullivan estimates sales of over 4 million units by 2025 across e-2Ws, e-rickshaws and e-autos.
- \* Electric vehicle value chain (motors, batteries, electronics, charging stations) in India is expected to reach US\$ 4.8 billion in 2025.
- \* Over 80% of e-2W sales constitutes of low-speed e-Scooters. Transition to high-speed scooters and bikes has been witnessed since FY19.
- \* E-3W market is highly unorganized and dominated by low-speed e-rickshaws. e-Auto (high speed variant) has shown significant growth especially in Tier 1 cities driven by shared mobility companies.
- \* Government Initiatives: FAME-II budget outlay of US\$1.4b, GST cut to 5% from 12%, import duty exemption for Li-ion battery, IT deductions, scrapping of registration fees, 'Go Electric' media campaign, state government subsidies (Delhi (EV Policy '20), Karnataka (registration fee waiver), UP (road tax relief).

Brand 'Gabriel' well-entrenched amongst all key 2W / 3W EV players

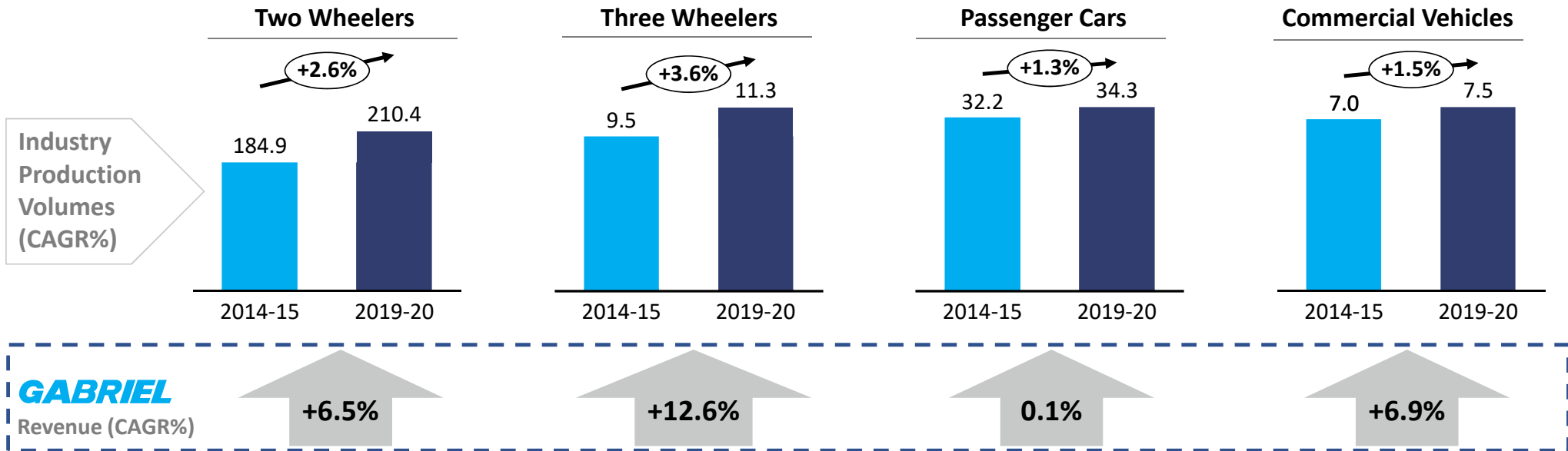


Strong brand, leadership and technological edge



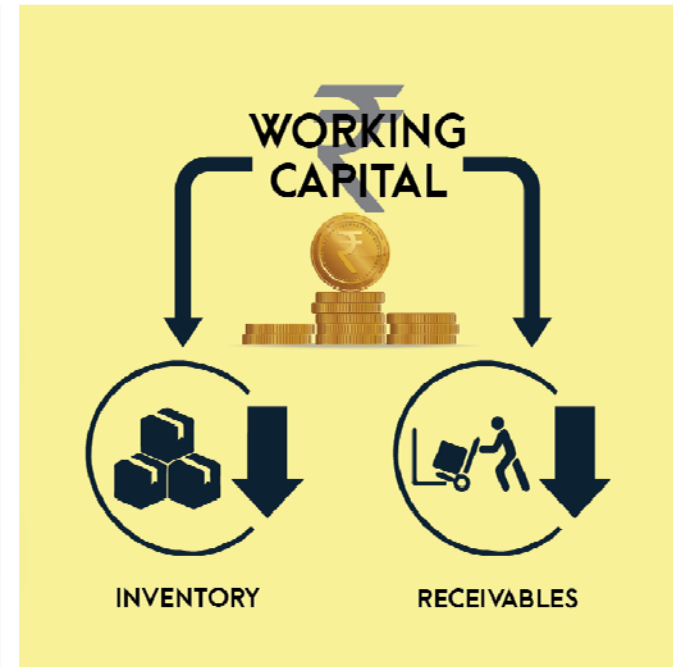
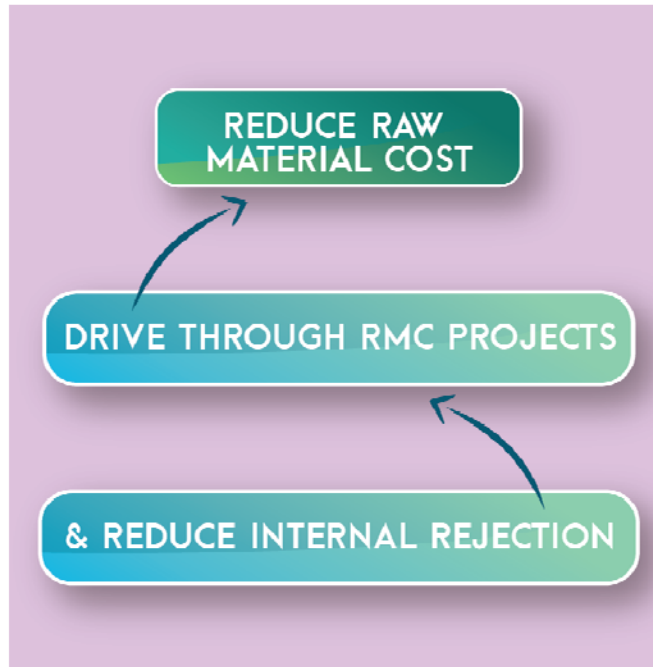
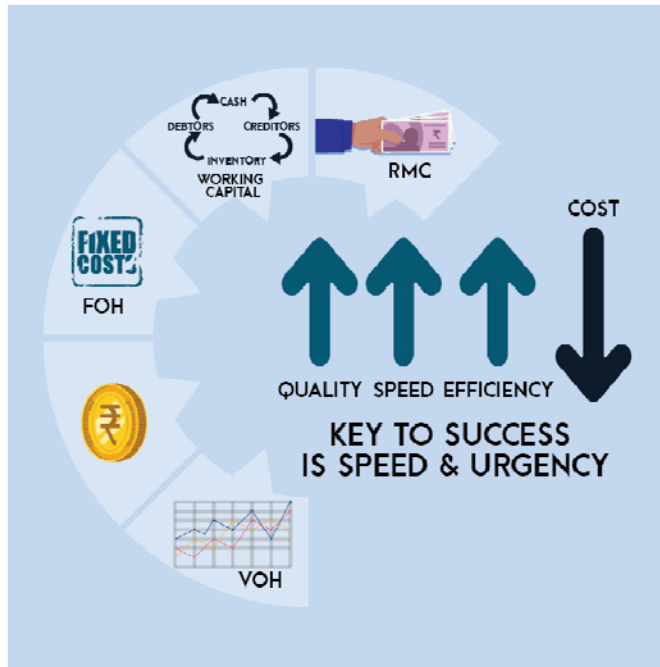


## CONSISTENTLY OUTPERFORMING INDUSTRY



*Strong R&D and customer focus has enabled wallet share gains and expansion of customer base*

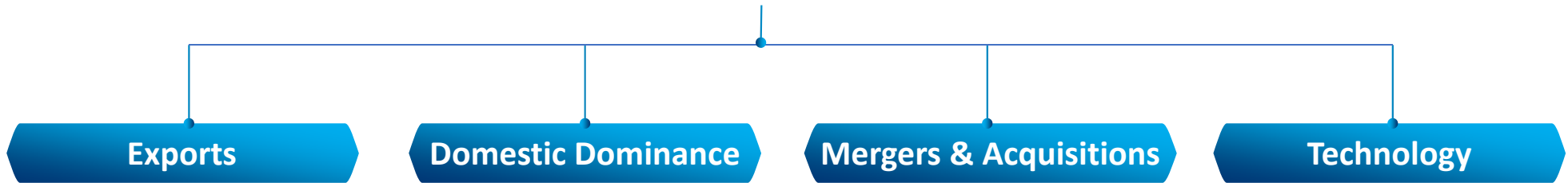
# CORE 90



## CORE 90 COST REDUCTION DRIVE

# VISION 2025

TO BE IN THE  
**GLOBAL TOP 5**  
IN SHOCK ABSORBERS  
MANUFACTURERS IN THE WORLD





## 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 60 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: 1,896 MT Reduction in Carbon Footprint over last 7 years; 18% of power from renewable sources in FY21 from 0% in FY14
- Consistent dividend track record since '98

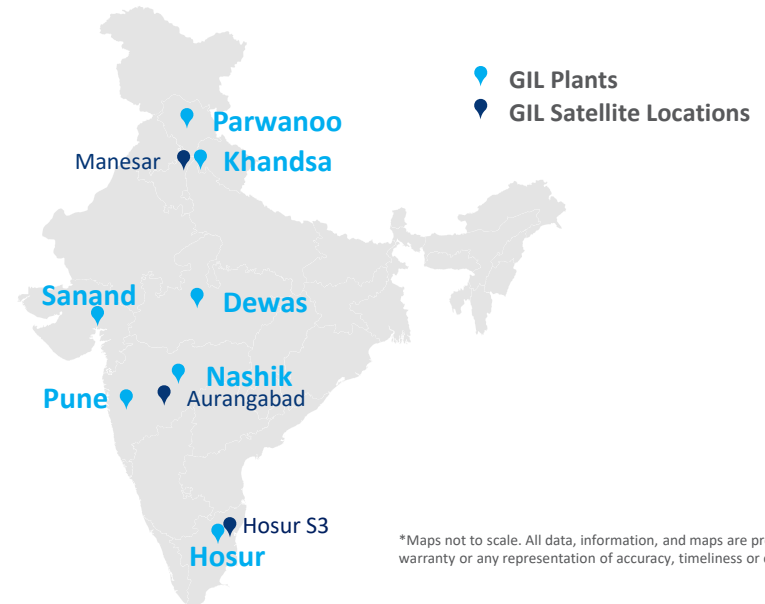


#90  
OVERALL

Recognized fifth year in a row

### Financial Strength ( FY21)

| Revenue       | PAT        | ROCE | Net Cash     |
|---------------|------------|------|--------------|
| INR 16,948 Mn | INR 603 Mn | 17%  | INR 2,687 Mn |



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

## Key Metrics

|  |                             |                     |
|--|-----------------------------|---------------------|
| 500+<br>New Product Additions                  | 25<br>Countries of Presence | 664<br>Distributors |
| 7+3 (satellite plants)<br>Manufacturing Plants | 75<br>Patents Filed         | 3,966<br>Employees  |

## STRATEGIC MANUFACTURING FOOTPRINT

| Plant Location | Segment Served              | Commencement Year | Products                                 | Clients  |
|----------------|-----------------------------|-------------------|--|--|
| Nashik         | 2W / 3W                     | 1990              | Shock absorbers, front forks             | Bajaj Auto, HMSI , Suzuki, Yamaha, Piaggio, M&M, Atul Auto                       |
| Hosur          | 2W / 3W                     | 1997              | Shock absorbers, front forks             | TVS, HMSI, Royal Enfield, Yamaha, Suzuki, M&M, Ather, OLA                        |
| Parwanoo       | 2W, PV, CV, Aftermarket     | 2007              | Shock absorbers, front forks, struts     | TVS, Tata Motors, M&M  |
| Chakan         | PV, Railways & 2W           | 1997              | Shock absorbers, struts                  | Volkswagen, M&M, Toyota, Tata Motors, Bajaj Auto, Piaggio, DAF & Indian Railways |
| Khandsa        | PV                          | 2007              | Shock absorbers, struts                  | Maruti Suzuki, Honda Cars  |
| Sanand         | 2W, PV                      | 2010              | Shock absorbers, struts (final assembly) | HMSI, Tata Motors  |
| Dewas          | OE, Aftermarket and Exports | 1992              | Shox – Commercial Vehicles               | Tata Motors, M&M, Daimler, Force Motors, Ashok Leyland, VECV                     |

Proximity to OEMs Ensures Just-in-Time Supply As Per Demand While Rationalising Logistics Costs

## 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 with deep understanding of Indian market, road conditions, driver behavior
- 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
- Deep understanding of Indian conditions – Roads, driver discipline & vehicle maintenance

### Quality at Competitive Price

- 7 state-of-the-art facilities in proximity to OEMs ensures just-in-time supply as per demand while rationalising 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



Benelli



ROYAL ENFIELD



TVS



OLA ELECTRIC



## Passenger Cars



ŠKODA



## CV & Railways



DAIMLER



ISUZU

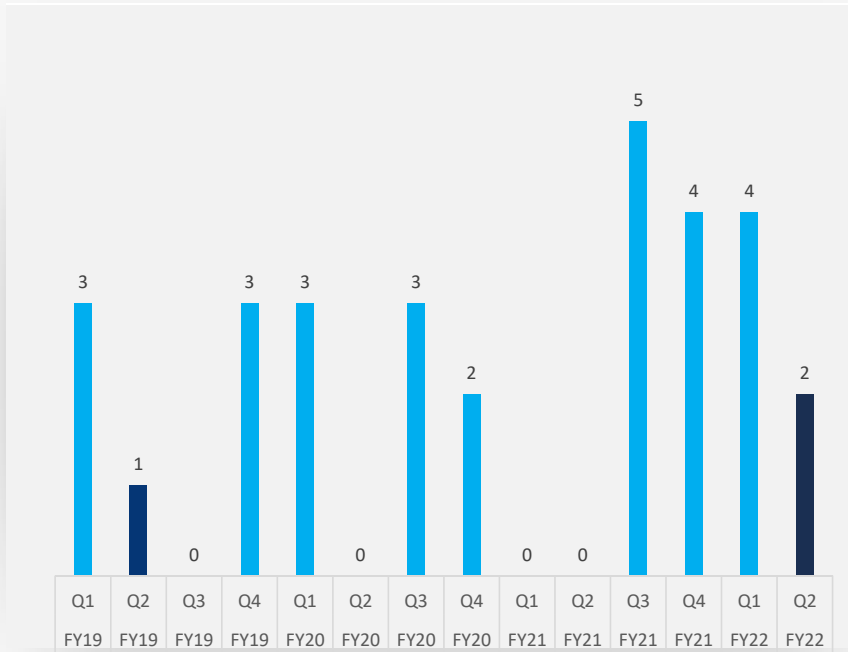


VE COMMERCIAL VEHICLES  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

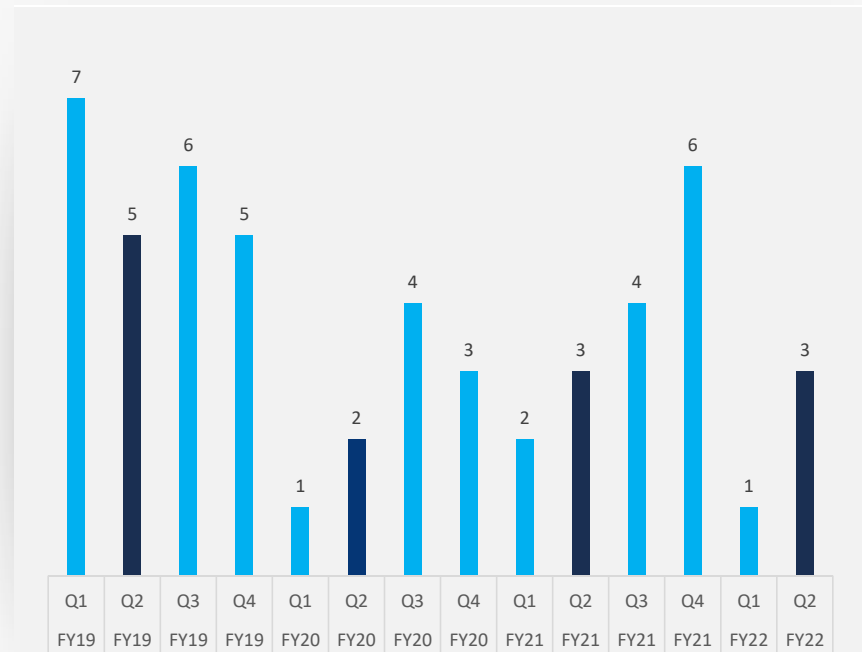


# SAFETY DEVELOPMENT

## Accident



## First Aid



# HUMAN RESOURCES



- In-depth sectoral knowhow
- Seasoned Resources
- Strong employee connect
- Partnership-oriented approach
- Employee-friendly systems and policies

| Key Metrics                                     | Mar'21 | Mar'20 | Mar'19 |
|---|--------|--------|--------|
| Revenue per employee (Rs Cr)                    | 0.43   | 0.51   | 0.53   |
| Average employee experience (person years)      | 9.0    | 8.0    | 7.0    |
| Investment in training programmes (Rs Cr)       | 0.42   | 2.21   | 1.45   |
| Employees covered under training programmes (%) | 78%    | 80%    | 65%    |

# “GREAT PLACE TO WORK” – 5TH CONSECUTIVE YEAR

## 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

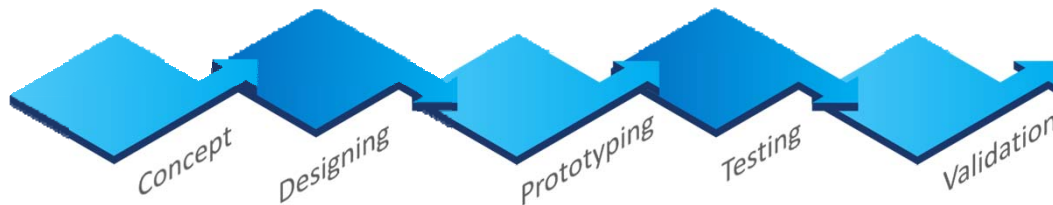
## 2012

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



## STRONG IN-HOUSE R&D & TECHNOLOGY PARTNERSHIPS

### End-to-End Product Development Capabilities



DSIR Approved state-of-the-art R&D Facilities at Chakan and Hosur

A strong team of 60+ Specialists

Over 75 patents filed till date

Technical Collaborations with KYB Japan  
(Passenger Cars) and KONI (Commercial Vehicles)

### Key Initiatives

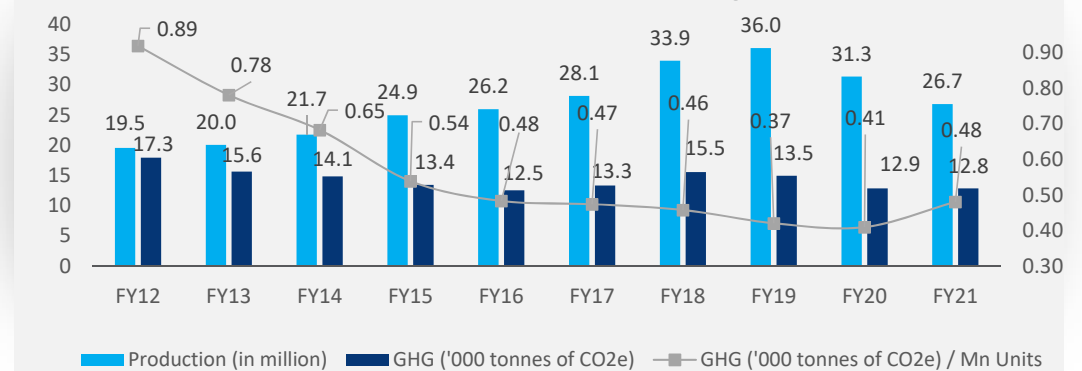
- In-house facility for customers for ride tuning of vehicles
- Advanced damper technology for the enhanced user experience
- CO2 footprint reduction through product light weighting and use of green technologies
- Virtual analysis for structural durability assessment of components
- Implementation of 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

# ENVIRONMENTAL SUSTAINABILITY



**“Sustainability Award – Automotive and Farm Division”  
from Mahindra in FY18**

## Reduction in Carbon Footprint



- Reducing energy consumption per unit of shock absorber through reduction in manufacturing losses
- 5,462 MT reduction in carbon footprint since FY12
- Invested in solar rooftops across manufacturing plants with a capacity of 1.1 MW
- Invested in group captive wind power plant to source renewable power at Hosur of 3.6 million units annually.
- 16% of power from renewable sources from 0% in FY14

# 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  
Coaches

## Many Firsts

Honoured with “Golden Peacock Eco – Innovation Award for Hollow Piston Rod”

## CSR INITIATIVES 2020-21

| Focus Area                    | Parwanoo  | Gurugram  | Dewas  | Jawai  | Nashik  | Hosur  |
|-------------------------------|---|---|--|--|---|--|
| <b>Education</b>              | <ul style="list-style-type: none"> <li>Scholarships to 4 underprivileged girls (3-6 years) to pursue their school education at CBSE affiliated English medium ANAND School</li> </ul>                   | -   | <ul style="list-style-type: none"> <li>Free education delivered to 270 govt. school students during school closure thru' online &amp; community classes</li> <li>Scholarship for Dip. Engg. To 12 female awardees.</li> </ul>                          | <ul style="list-style-type: none"> <li>Free education delivered to 270+ govt. school students during school closure</li> </ul>   | <ul style="list-style-type: none"> <li>Free education delivered to 270+ govt. school students during school closure</li> </ul>  | <ul style="list-style-type: none"> <li>Free education delivered to 430+ govt. school students during school closure</li> <li>Scholarship for Dip. Engg. to 30 female awardees</li> </ul> |
| <b>Skill Development</b>      | <ul style="list-style-type: none"> <li>40+ youth trained across NSDC approved job roles of Asst. Beauty Therapist, Self Employed Tailor, Data Entry Operator of diff. sector skill councils.</li> </ul> | <ul style="list-style-type: none"> <li>430+ youth (90% females) trained across NSDC approved job roles of Asst. Beauty Therapist, Self Employed Tailor, Office Asst., Asst. Fashion Designer of diff. sector skill councils.</li> </ul> | <ul style="list-style-type: none"> <li>31 female youth trained in NSDC Healthcare Sector Skill Council job role of General Duty Assistant with above 80% job placements.</li> </ul>  | -  | -   | -  |
| <b>Health &amp; Hygiene</b>   | <ul style="list-style-type: none"> <li>Awareness about HIV/AIDS among 10K migrants</li> <li>Promoted reproductive and child health among 48 K migrants</li> </ul>                                       | -   | -  | <ul style="list-style-type: none"> <li>Supported Civil Hospital, Block Bali with Mobile Medical Van during COVID induced national lockdown</li> </ul>  | -   | -  |
| <b>Community Conservation</b> | <ul style="list-style-type: none"> <li>Promoted greenery thru' maintenance of two parks (i) ANAND Municipal Park and Sports Complex, Parwanoo (ii) Van Vatika ANAND, Kalka</li> </ul>                   | -   | <ul style="list-style-type: none"> <li>Financial Literacy to 160 self help groups; facilitated MINR 2.5 credit from banks</li> <li>Supported women cooperative to achieve sales of 1.67 Lacs from sale of handicrafts (Oct '20 – March '21)</li> </ul> | <ul style="list-style-type: none"> <li>Regular sanitation services for 1270 households across 5 villages – Perwa, Jeevda, Sena, Meeno Ki Dhaneer and Rabariyon Ki Dhaneer(Bisalpur)</li> </ul> | <ul style="list-style-type: none"> <li>Grocery Kit distribution to 10 families during lockdown</li> <li>Training in Poultry farming for self help group members</li> <li>Plantation of 5K saplings at model village Rohile</li> </ul> | -  |

# Board of Directors



**Anjali Singh**  
Executive Chairperson  
Gabriel India



**Manoj Kolhatkar**  
Managing Director  
Gabriel India



**Atul Jaggi**  
Deputy Managing Director  
Gabriel India



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



**Aditya Vij**  
Non-Executive  
Independent Director



**Pradeep Banerjee**  
Non-Executive  
Independent Director



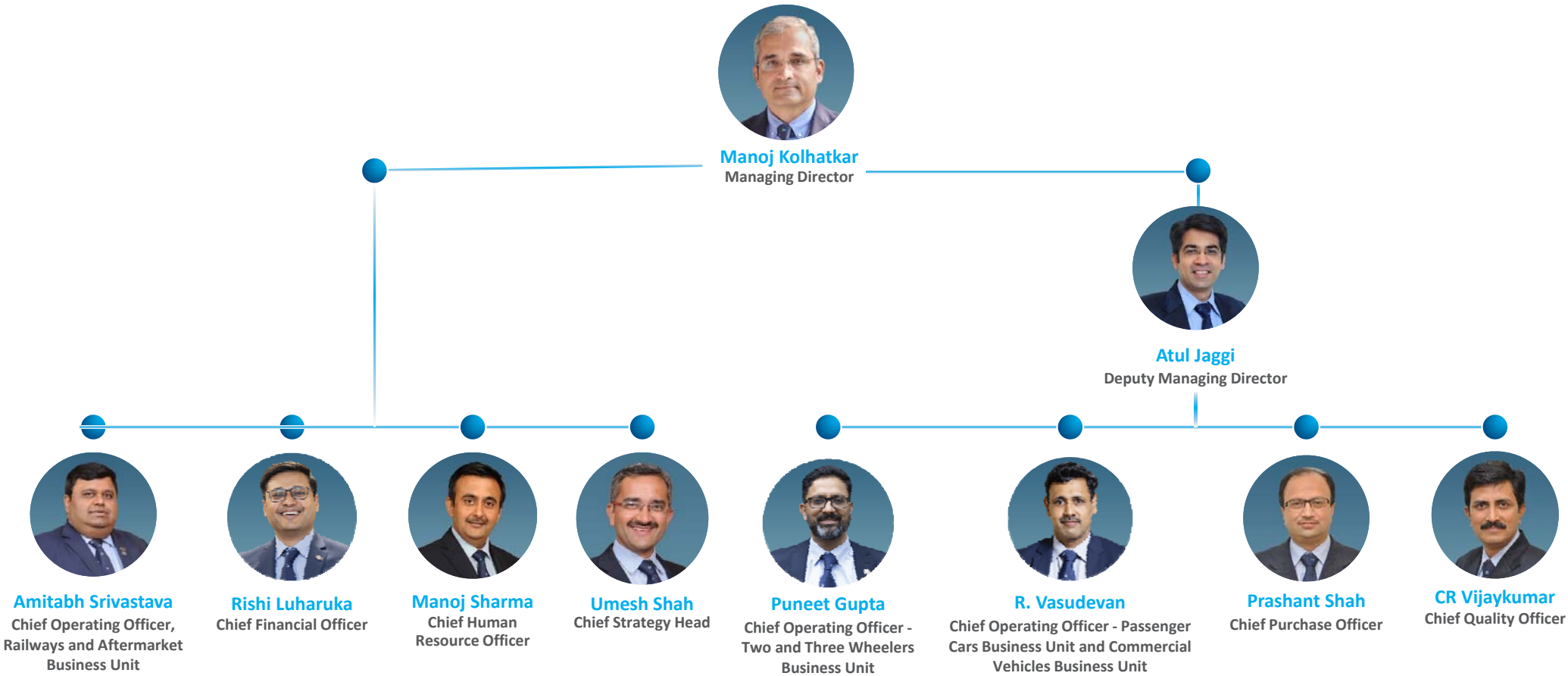
**Matangi Gowrishankar**  
Non-Executive  
Independent Director



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



# EXECUTIVE LEADERSHIP



## CUSTOMER AWARDS & ACCOLADES



Special Award by Volvo Eicher Commercial Vehicles Limited



ZERO KM PPM and Quality certification by Toyota Kirloskar Motor



Best Supplier of the Year by TVS Motor Company



Best Vendor Support Award by Honda Motorcycle and Scooter India (HMSI)



QC North Zone by Honda



WHEELS INDIA LIMITED

Kaizen Competition Consolation Prize by Wheels India

## INDUSTRY AWARDS & ACCOLADES



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



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



Automotive Component Manufacturers Association of India

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



Automotive Component Manufacturers Association of India

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



## Strategy Going Ahead

## GROWTH STRATEGIES



### Financial Worthiness

- Debt reduction
- Break even point (BEP) reduction
- Simplification of parts
- Automation

### Customer Focus

- Enhancing customer delight and deepening relationships
- Collaboration and product co-development

### Aftermarket

- Product development
- Expanding reach
- Exports focus

### Technology & Innovation

- Improvement in quality
- R & D focus
- Sustainable manufacturing
- Innovation culture

**Customer & Product Focus, Aftermarket Expansion and Export Push**

## STRENGTHENING FOCUS AREAS



### Cultural Transformation

- Increasing organizational competencies and process orientation
- Regular trainings focused on talent development and leadership development with the help of ANAND University
- Promote equal opportunity and diversity
- Internal culture of collaboration, execution and accountability



### Sustainability

- Reducing energy consumption per unit
- Using / improving energy efficiency using LED lighting technology at its plants, saving energy & reducing carbon footprint
- Installation of renewable sources of energy at various plants



### Financial Robustness

- Leverage brand and diverse product portfolio to drive growth
- Focus on driving operational efficiencies, judicious allocation of capital while maintaining a lean balance sheet



### Manufacturing Excellence

- Customer centricity
- Deepening competence, enhancing product quality and expanding product portfolio
- Adopted ANAND House of Quality Culture
- Driving increased asset utilization



### Research & Development

- Investments in robust testing infrastructure to enhance value proposition to customers at compelling price
- Collaborations with global technology partners

To be amongst the 'Top 5 shock absorber manufacturers in the world'

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

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**Investor Relations Advisors :**

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Mr. Jigar Kavaia / Mr. Varun Divadkar  
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[varun.divadkar@sgapl.net](mailto:varun.divadkar@sgapl.net)

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[www.sgapl.net](http://www.sgapl.net)