

July 30, 2016

**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)

Dear Sirs,

**Sub: Disclosure under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

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**



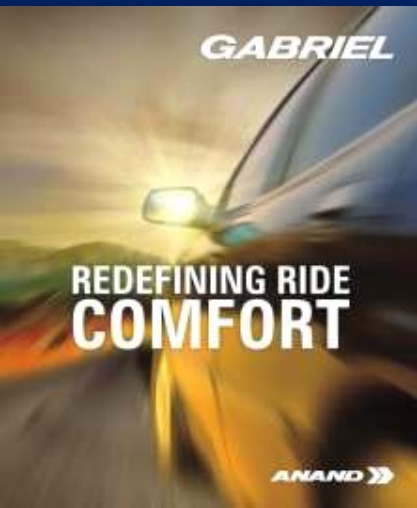
**Nilesh Jain**  
Company Secretary



Encl : a/a

# Gabriel India Ltd.

Result Update Presentation – Q1 FY17



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GABRIEL

Revenue

Rs. 3,704 Mn

+8%



EBITDA

Rs. 342 Mn

+11%



EBITDA Margin%

9.24%

+24 bps



PBT

Rs. 261 Mn

+15%



Net Profit

Rs. 194 Mn

+11%



Note: Q1 FY17 Compared with Q1 FY16

**GABRIEL**

**01** **Revenue led by Higher Volumes**  
across all the segments

**02** **Improved Product Mix** and falling  
commodity prices led to reduction in  
RMC Costs

**03** **Cost Efficiency and Lower Interest  
Payouts** enabling EBITDA and PBT  
margins improvement

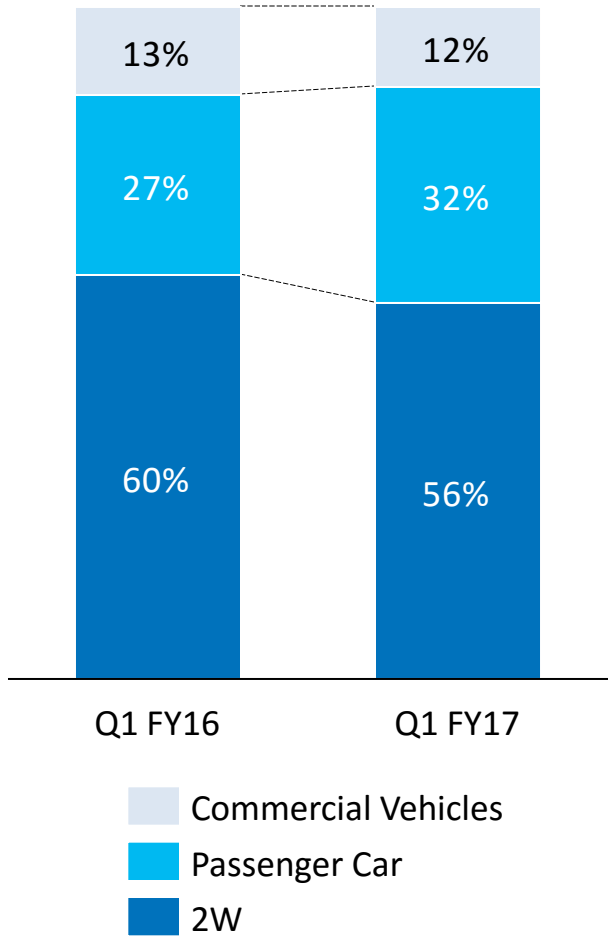
## GABRIEL

**04** India's 1<sup>st</sup> Company to have received an approval from Indian Railways to manufacture Linke - Hofmann-Busch (LHB) Dampers for high-speed trains

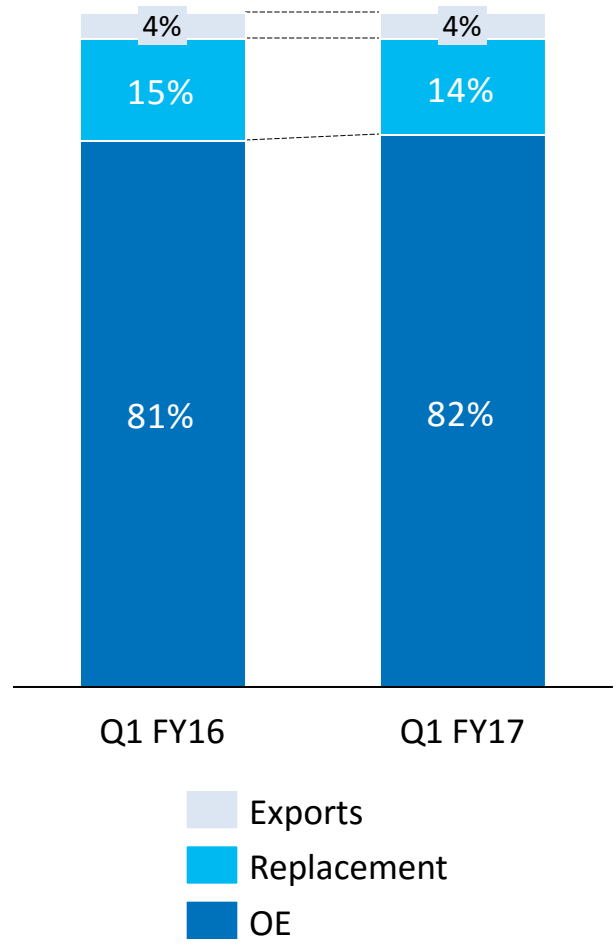
**05** Became a "Technology Provider" to Gabriel De Colombia, making it an exporter of products as well as Technical Know-How

**06** Started association with Gabriel South Africa to export customized machines for Shock Absorber manufacturing to Torre South Africa

Segment – Mix



Channel – Mix



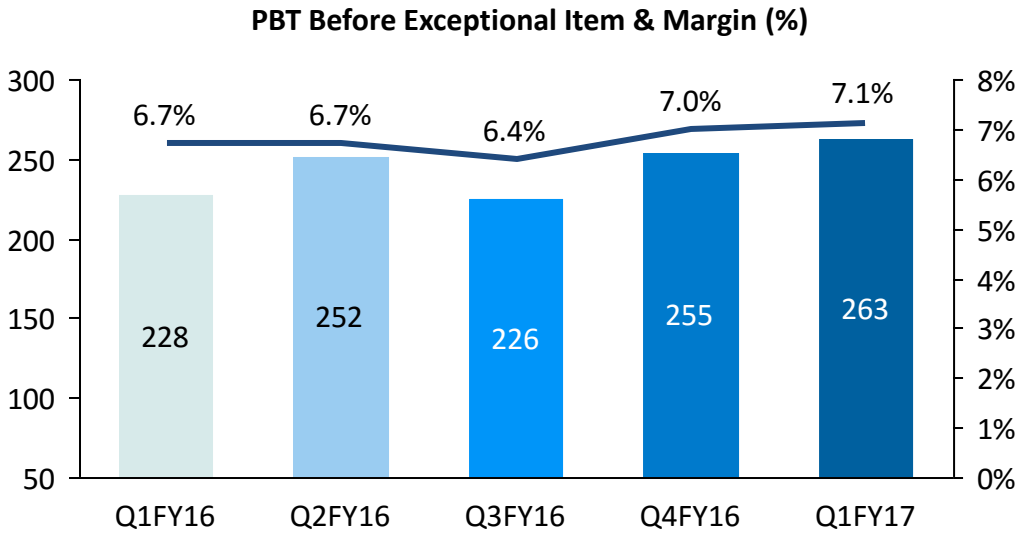
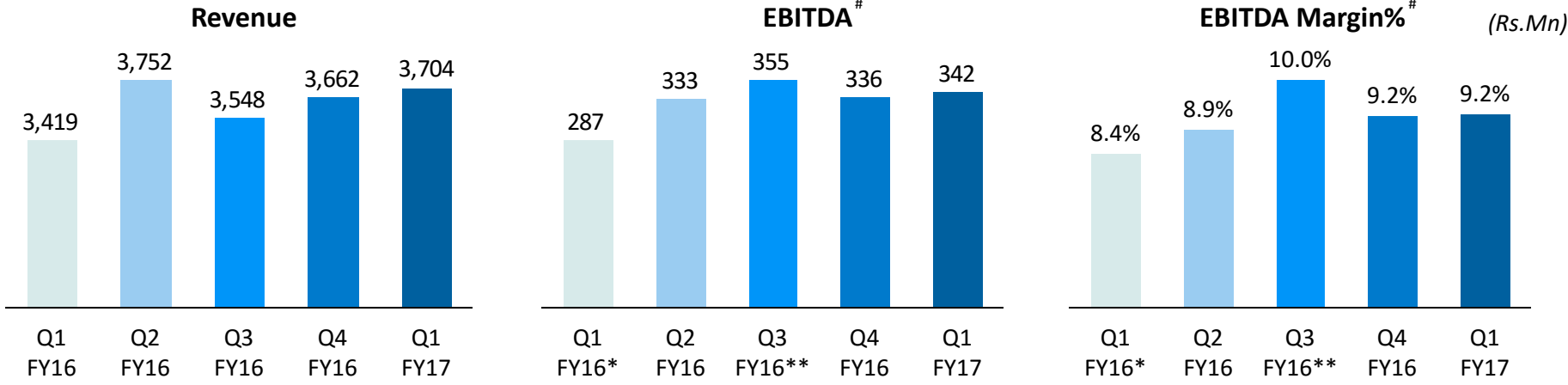
Rs. Mn	Q1 FY17	% of Sales	Q1 FY16	% of Sales	YoY%
<b>Revenue</b>	<b>3,704</b>	<b>100.0%</b>	<b>3,419</b>	<b>100.0%</b>	<b>8%</b>
Raw Material	2,643	71.4%	2,460	72.0%	
Employee Expenses	324	8.8%	266	7.8%	
Other Expenses	394	10.6%	385	11.3%	
<b>EBITDA</b>	<b>342</b>	<b>9.2%</b>	<b>308</b>	<b>9.0%</b>	<b>11%</b>
<b>Adjusted EBITDA</b>	<b>342</b>	<b>9.2%</b>	<b>287**</b>	<b>8.4%</b>	<b>19%</b>
Other Income	12	0.3%	9	0.3%	
Interest	5	0.1%	7	0.2%	
Depreciation	86	2.3%	82	2.4%	
<b>PBT before Exceptional Item</b>	<b>263</b>	<b>7.1%</b>	<b>228</b>	<b>6.7%</b>	<b>15%</b>
Exceptional Item	2	0.0%	2	0.0%	
PBT	261	7.1%	226	6.6%	
Tax	67	1.8%	52	1.5%	
<b>PAT</b>	<b>194</b>	<b>5.2%</b>	<b>175</b>	<b>5.1%</b>	<b>11%</b>
<b>Cash PAT</b>	<b>281</b>	<b>7.6%</b>	<b>257</b>	<b>7.5%</b>	<b>9%</b>

\* Cash PAT = PAT + Depreciation

\*\* Adjusted for onetime write back of provision amounting to Rs.21 Million



# Quarterly Performance Trend



\* Adjusted for onetime write back of provision amounting to Rs.21 Million

\*\* Adjusted for the one time provision for Employee benefits expense for the quarter and nine months ended 31st December 2015 towards bonus for Rs. 36.26 million arising due to retrospective amendment of Payment of Bonus Act, 1965.

#The change in numbers is due to vendor related credits which were earlier clubbed under other income, but now grouped under material cost.



ANAND Group – 'Business Partner of the Year' by Mahindra



### 2012

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

### 2015

- Gabriel India **Ranked #2** in Auto Component Industry
- **Rank #43** among Top 50 Companies to work for in India

### 2016

- Gabriel India **Ranked #3** in Auto Component Industry
- **Rank #70** among Top 100 Companies to work for in India

- “Silver Quality Award” from Bajaj Auto

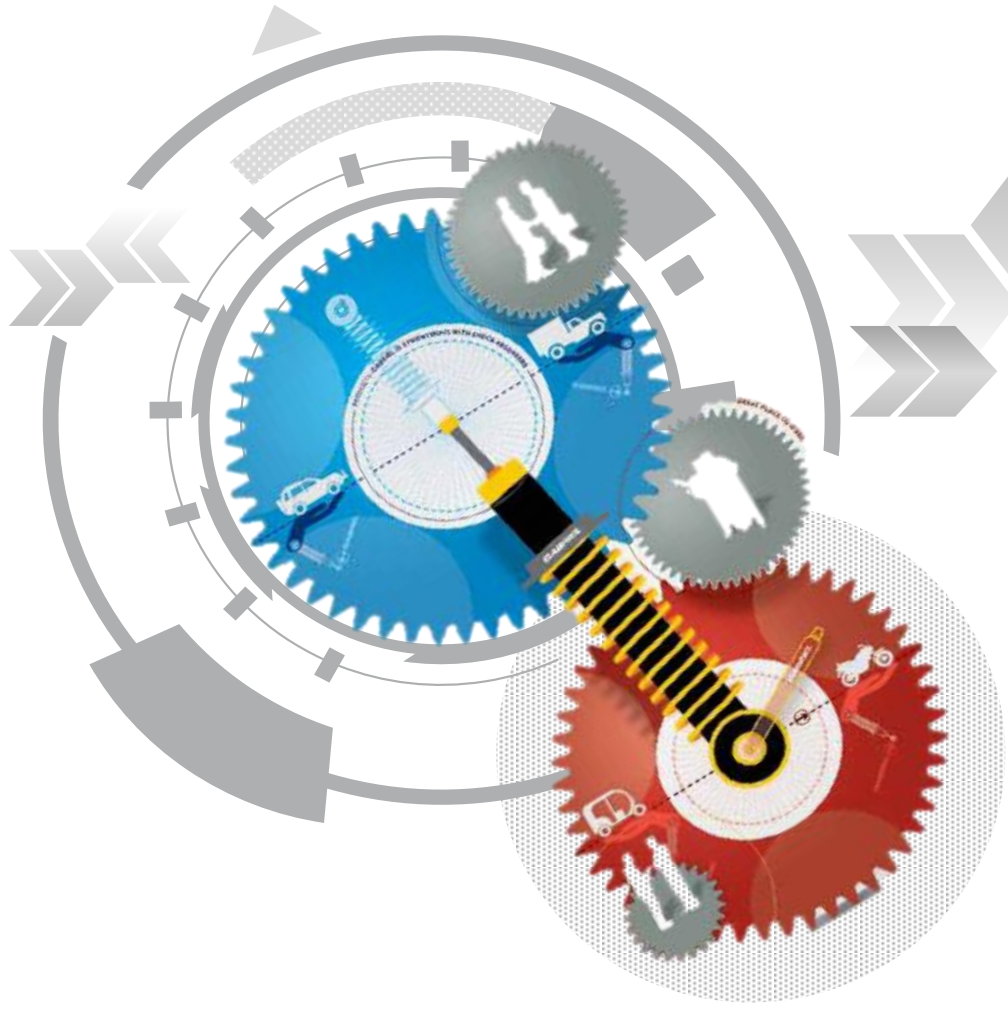


- Felicitated for Long standing partnership with Royal Enfield Motorcycles



- Gabriel Dewas won the **First Prize in the “Safety Category”** of the Manufacturing Today Excellence Summit 2016





# Business Overview

## GABRIEL

### Incorporated

The company, Gabriel India, in 1961

### Experienced

& Professional Management



### Pioneers

Of Shock Absorber manufacturing in India

### Innovation

Strong R&D with over 21 patents filed in Products & Processes



## GABRIEL



### Significant Presence in all channels of sales

OE, Aftermarket and Exports

### Strategically Located

Strong manufacturing Capabilities built across India



### Only Player Present in all Segment

2/3 Wheelers, Passenger Cars and Commercial Vehicles with diversified OEM Base



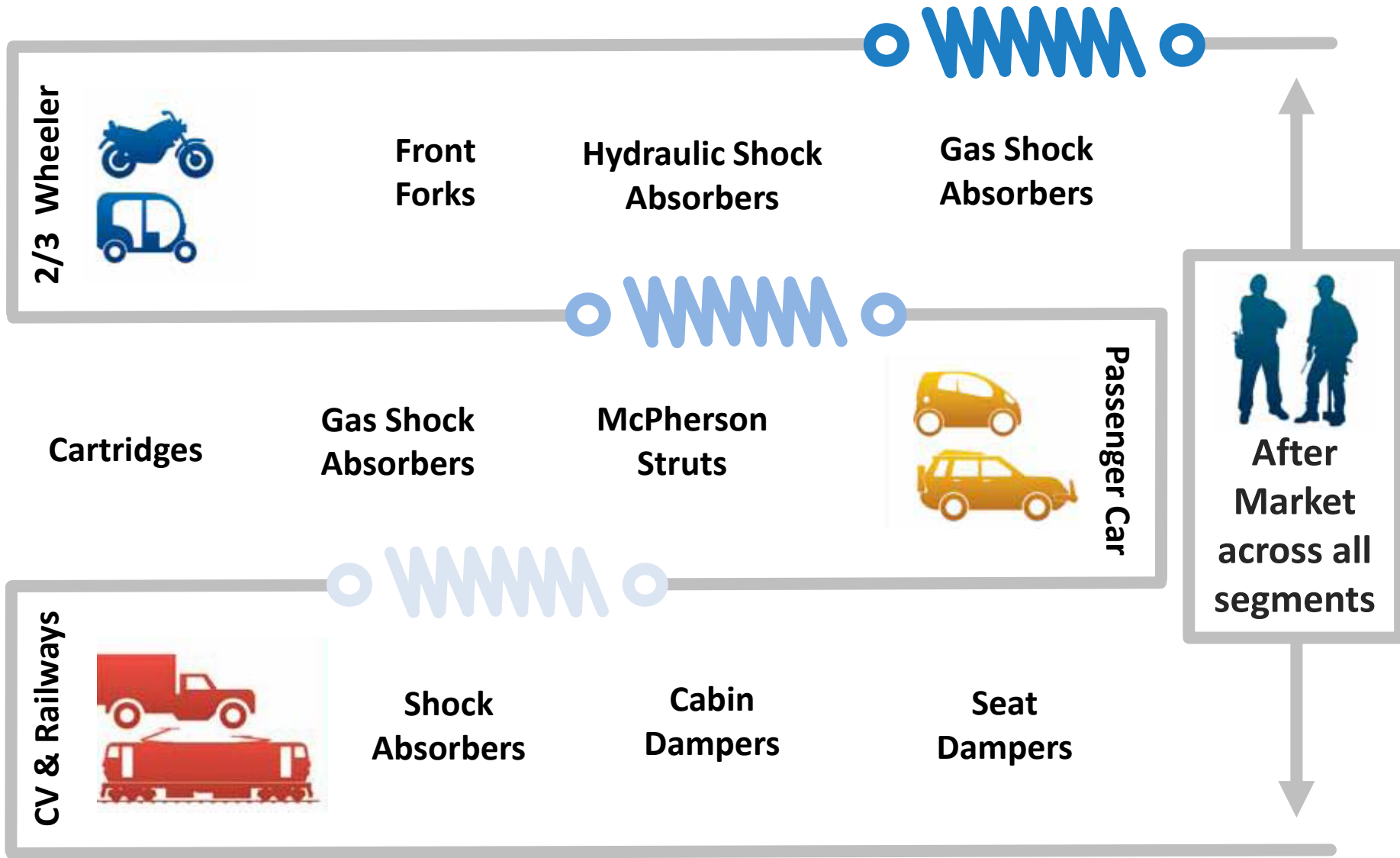
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

Ranked "Great Place to Work" in Auto Component Industry for 2012, 2015 & 2016

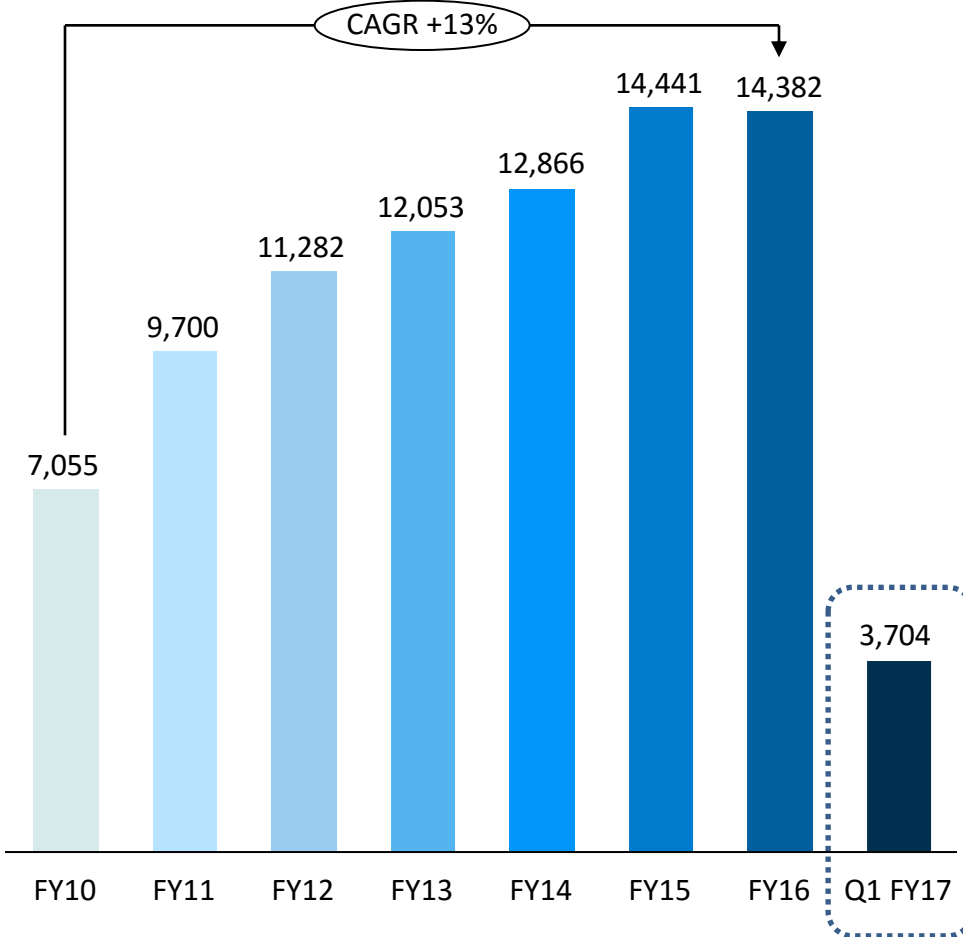


## GABRIEL

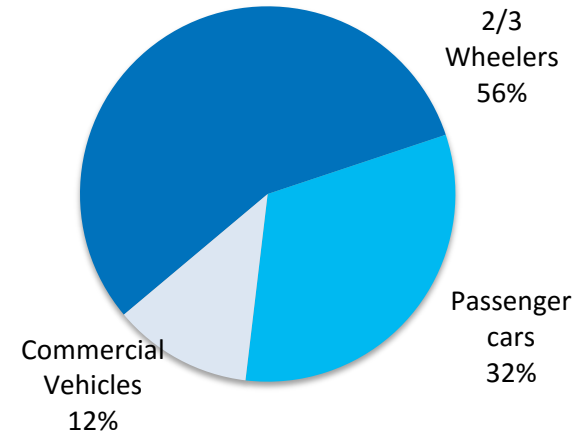


## GABRIEL

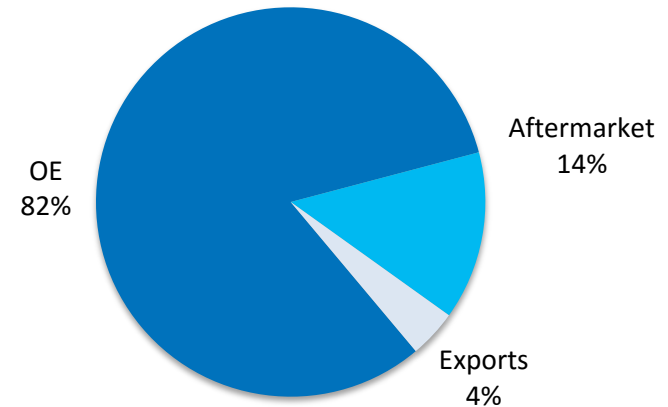
Sales (Rs. Mn)



Segment - Wise - Q1 FY17



Channel - Wise - Q1 FY17





# Strategic Manufacturing Footprint



## GABRIEL

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

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

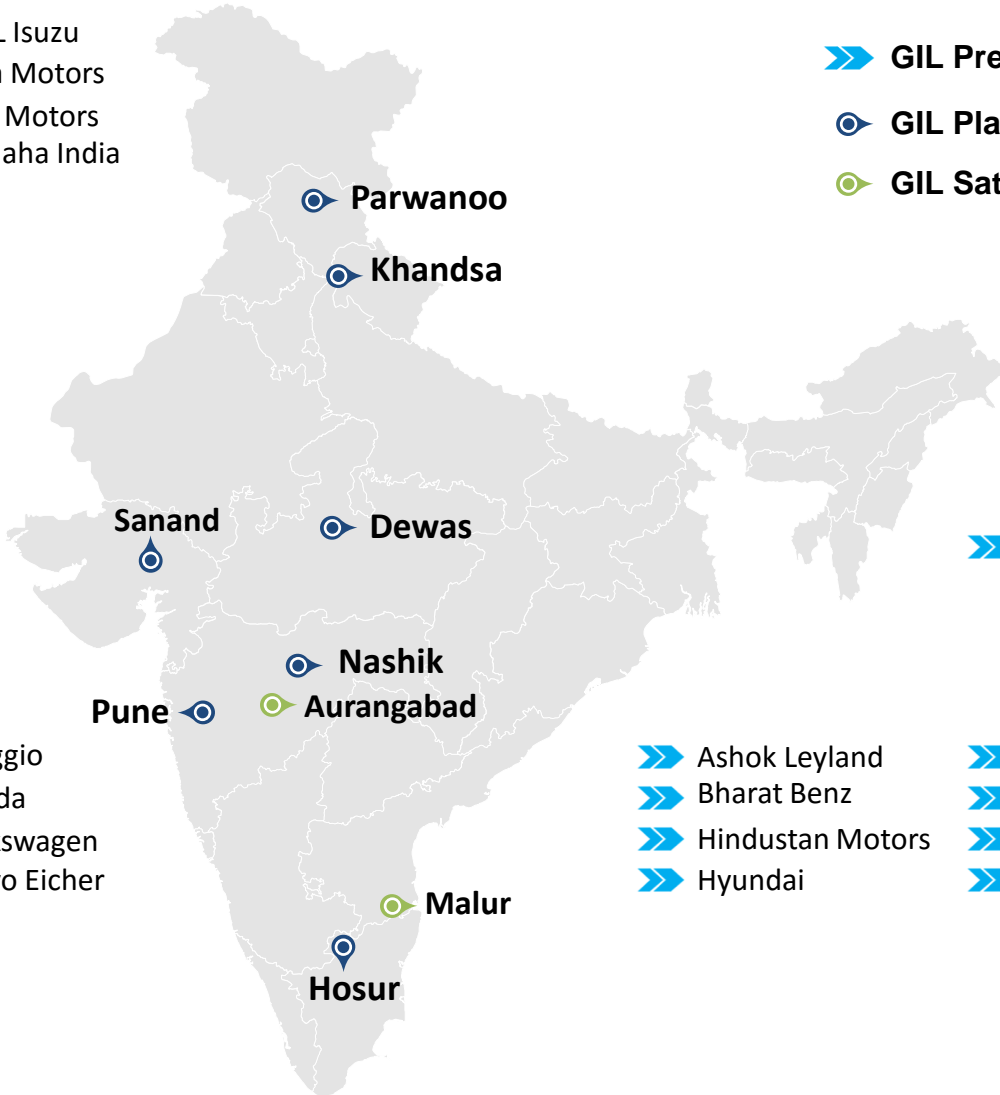
- » GIL Presence
- » GIL Plants
- » GIL Satellite Locations

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

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

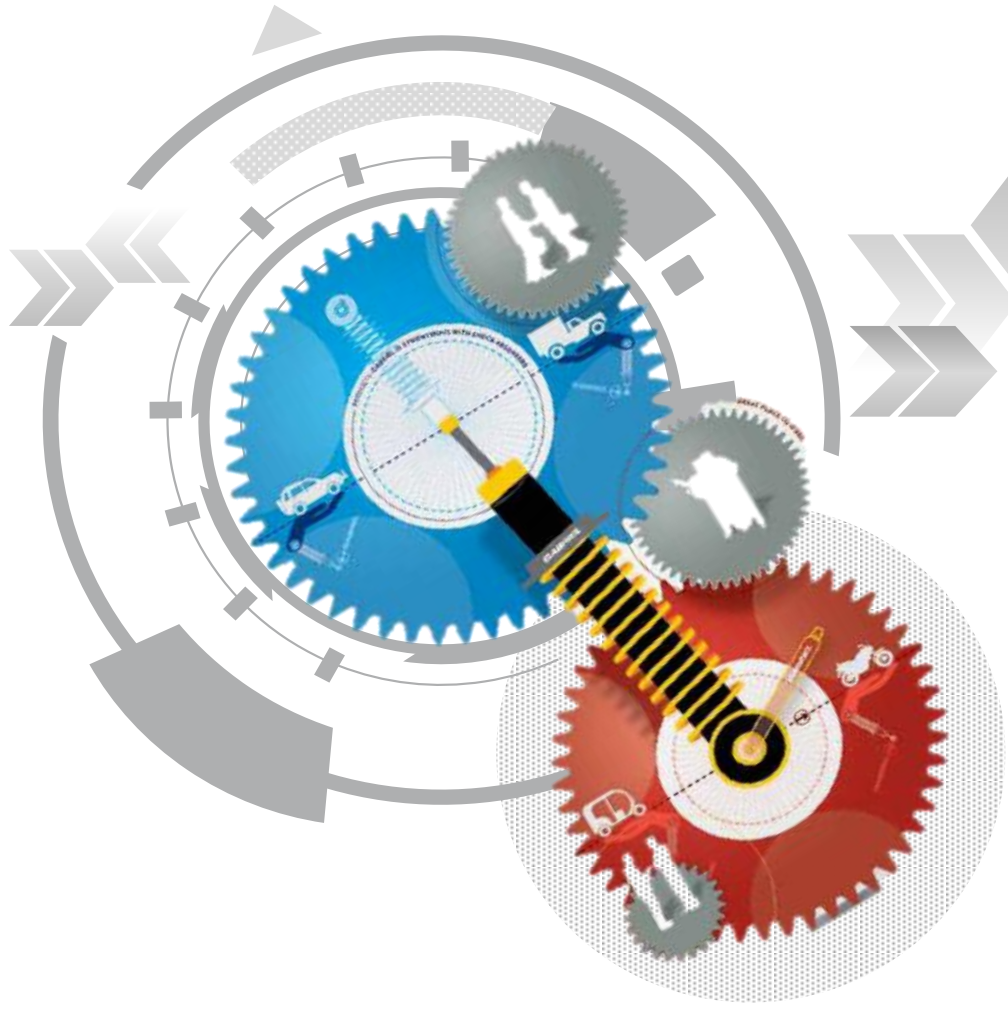
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

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



» Hindustan Motors

\*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**

### 2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement



### CV & Railways

- Product Technology
- New Product Devolvement

### Aftermarket

- Product Development
- Expanding Reach



### Passenger Car

- Product Innovation
- Improving Market Share

**To Derive benefits in Customer & Product Focus, Export Push and After market expansion**

**Efficiency Improvement**

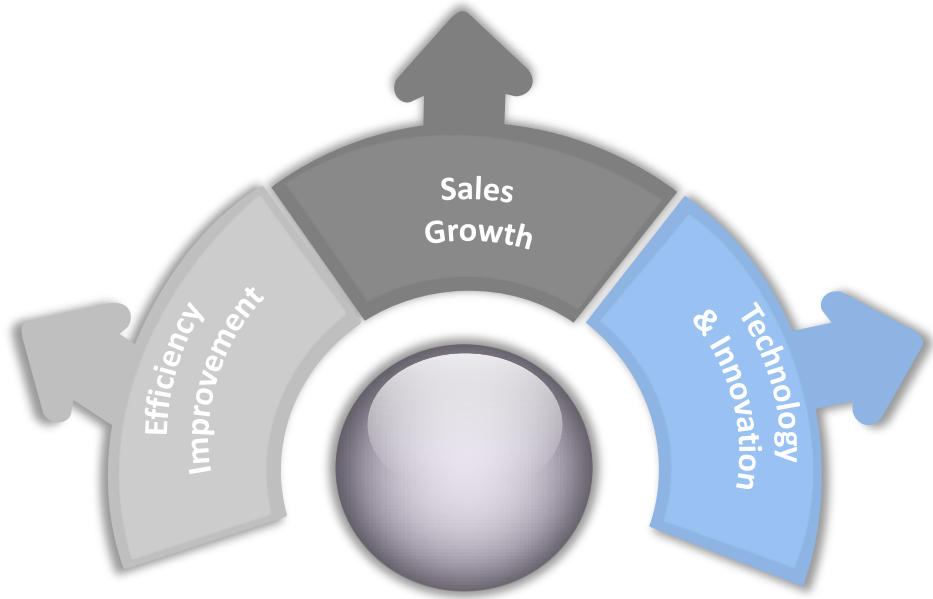
- Debt Reduction
- Break Even Point (BEP) Reduction
- Simplification of Parts
- Automation

**Sales Growth**

- Exports Focus
- In Organic Growth
- Global Manufacturing Footprint
- Customer Focus

**Technology & Innovation**

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



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

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