

February 07, 2022

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/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



Email Id: secretarial@gabriel.co.in

Encl : Investor Presentation

Gabriel India Ltd.

Investor Presentation

08th Feb 2022

SAFE HARBOR

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COVID-19: Update

OUR RESPONSE TO COVID

Employee Strength: 2,469

Number of Locations: 7

Vaccinated : 2,465 nos. (2nd Dose) 99.8%

Daily Monitoring of Health Status via Google form || 70% response across Gabriel ||

- On time action - reducing the risk of employees getting sick
- Supporting employees & their families reporting sick

Precautions

- Thermal screening for 100% employees twice a day
- Access control mechanism to restrict movement
- Vaccination certificate checking at Security gate

COVID Monitoring Officer (CMO) & Plant Crises Management Team (PCMT) || Dedicated role created ||

- Once/ month Covid monitoring meeting with PCMT & CCMT headed by COOs
- 3 ply masks being used
- Maintaining oxygen cylinders, oxygen concentrators and ambulances
- Vaccination drive completed across locations

Disinfection & Sanitization of workplace || Disinfection (1 / wk) & Sanitization (1 / 2hrs) ||

- Weekly disinfection - reducing the risk
- Workstation & office sanitization reducing the risk through multiple touch points

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



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Strategy Going Forward

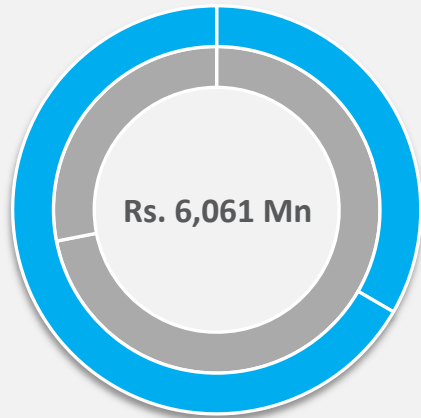


**Q3 & 9M FY22
Result Update**

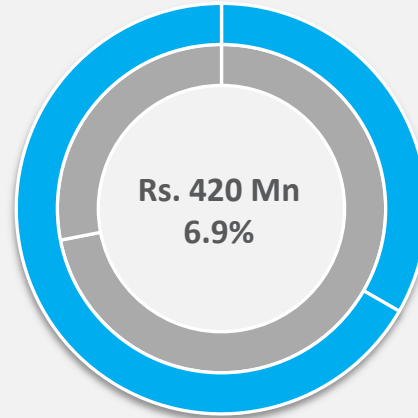
FINANCIAL HIGHLIGHTS – Q3 FY22

Q3 FY22

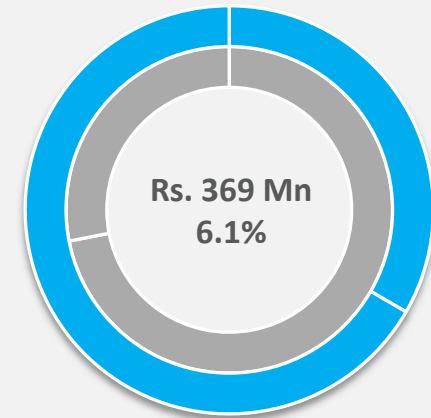
Revenue



EBITDA



PBT



Q2 FY22

Rs. 5,897 Mn

Q1 FY22

Rs. 4,518 Mn

Q2 FY22

Rs. 430 Mn / 7.3%

Q1 FY22

Rs. 232 Mn / 5.1%

Q2 FY22

Rs. 361 Mn / 6.1%

Q1 FY21

Rs. 158Mn / 3.5%

FINANCIAL HIGHLIGHTS – 9M FY22

Revenue

Rs. 16,477 Mn

as compared to Rs. 11,165 Mn
in FY21 (Y-o-Y 47.6%)

EBITDA

Rs. 1,082 Mn (6.6%)

as compared to Rs. 557 Mn in
FY21 (Y-o-Y 94.3%)

PBT

Rs. 888 Mn (5.4%)

as compared to Rs. 372 Mn
in FY21 (Y-o-Y 138.4%)

Balance Sheet

Net Cash position of Rs. 2,741 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 638 Mn as compared
to Rs. 2,043 Mn outflow in FY21

Capex

Capex incurred during the period
Rs. 547 Mn

FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q3 FY22	Q3 FY21	YoY	Q2 FY22	QoQ	YTD FY22	YTD FY21	YoY
Revenue from Operations	6,061	5,348	13.3%	5,897	2.8%	16,477	11,165	47.6%
Gross Margin (%)	23.2%	24.1%	-0.9%	24.0%	-0.8%	24.0%	25.5%	-1.5%
EBITDA Margin (%)	6.9%	7.0%	-0.1%	7.3%	-0.4%	6.6%	5.0%	1.6%
Net Margin (%)	4.2%	4.6%	-0.4%	4.2%	-0.0%	3.8%	2.8%	1.0%

Balance Sheet (Rs. Mn)	YTD FY22	FY21	FY20
Net worth	7,399	6,963	6,518
Gross Debt	115	129	78
Liquid Investments	2,741	2,687	1,327
Fixed Assets	3,951	3,779	3,662

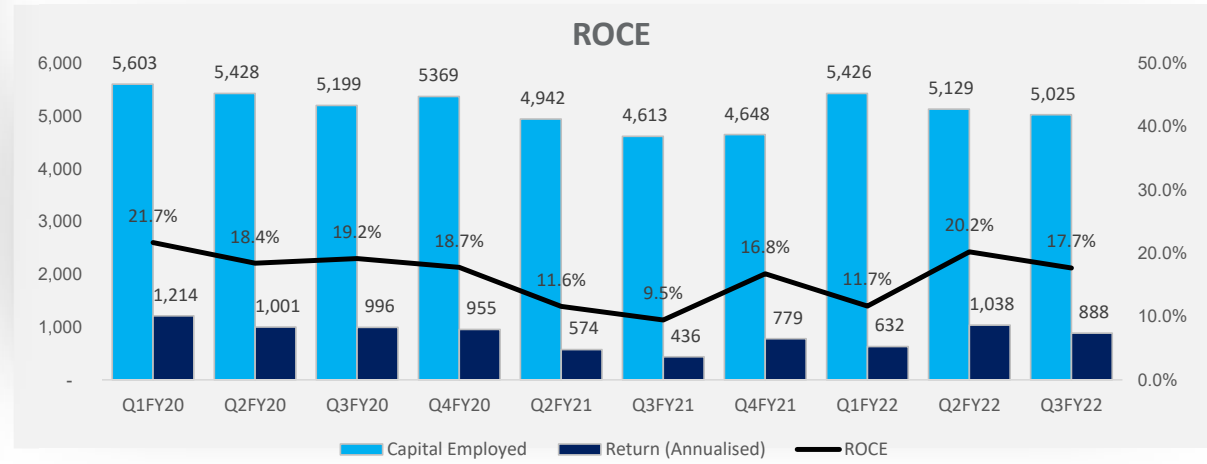
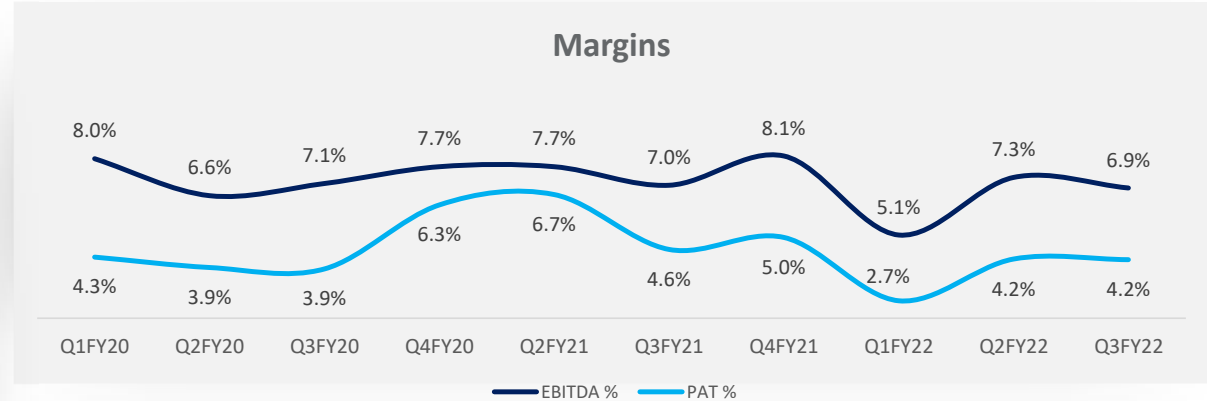
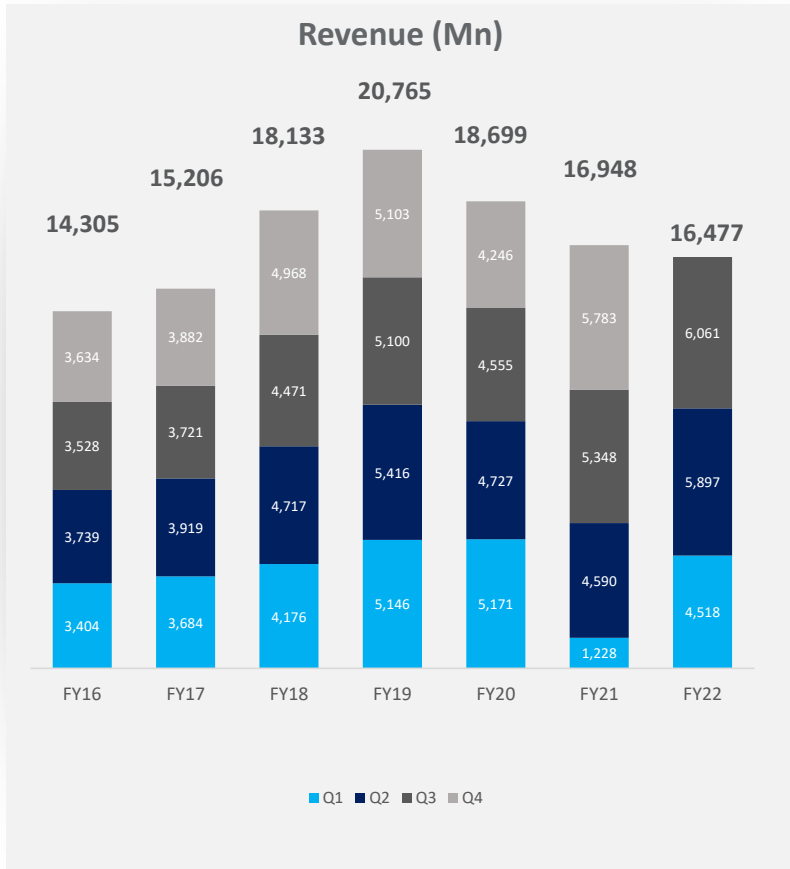
Key Performance Indicators	YTD FY22	FY21	FY20
Net Working Capital (days)	16	19	33
ROIC (%)	19.4%	19.2%	19.8%
Cash Flow from Operations Inflow/(Outflow)	638	2,043	1,201

Q3 FY22 vs Q3 FY21



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

Quarterly Performance Trend



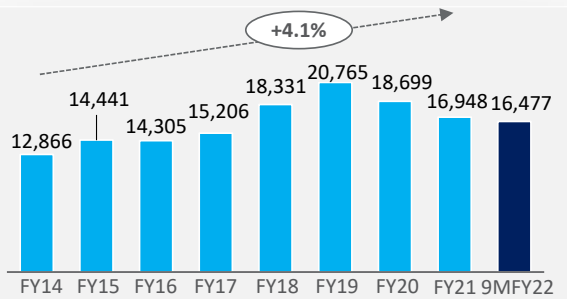
PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q3 FY22	Q3 FY21	YoY	Q2 FY22	Q-o-Q	9M FY22	9M FY21	Y-o-Y
Revenue from Operations	6,061	5,348	13.3%	5,897	2.8%	16,477	11,165	47.6%
Raw Material	4,654	4,058		4,480		12,529	8,315	
Employee Expenses	388	388		397		1,177	1,089	
Other Expenses	599	527		590		1,688	1,204	
EBITDA	420	376	11.9%	430	-2.3%	1,082	557	94.3%
Other Income	65	79		44		153	156	
Interest	7	9		15		41	29	
Depreciation	109	118		99		307	312	
PBT	369	327	12.7%	361	2.2%	888	372	138.4%
Tax	112	81		112		261	58	
PAT	257	246	4.4%	249	3.1%	626	314	99.3%
EPS	1.79	1.71		1.74		4.36	2.19	

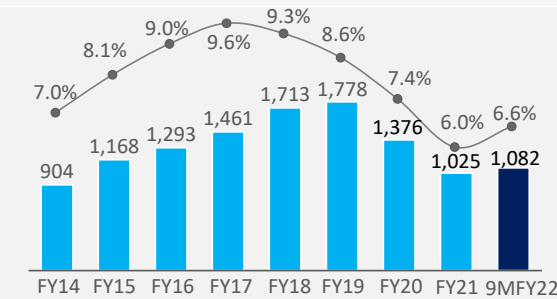
YOY : Despite of severe pressure on commodity and other inflationary increases, margins have been maintained.

Financial Track Record

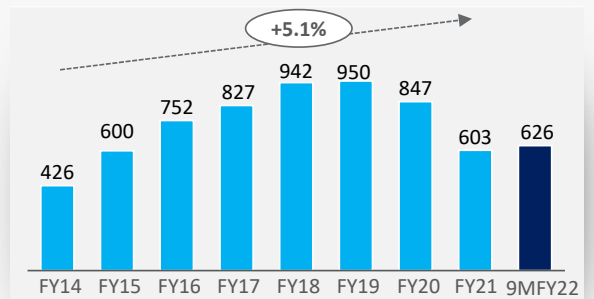
Revenue (Rs Mn)



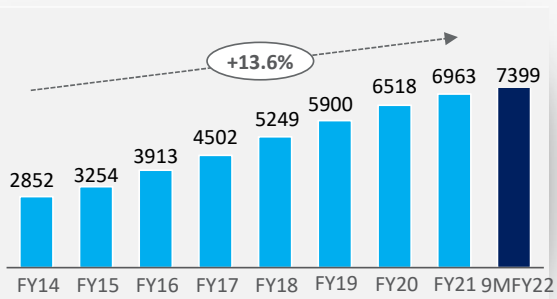
EBITDA (Rs Mn) & EBITDA Margin (%)



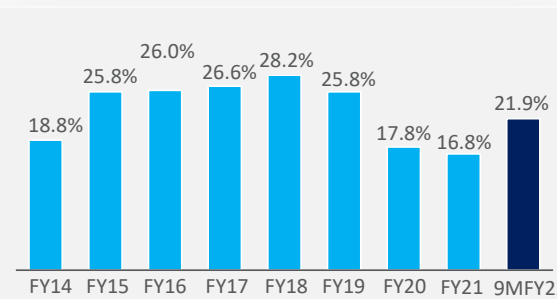
PAT



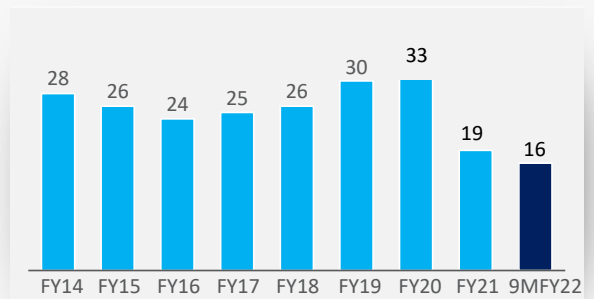
Net worth (Rs Mn)



RoCE (%)

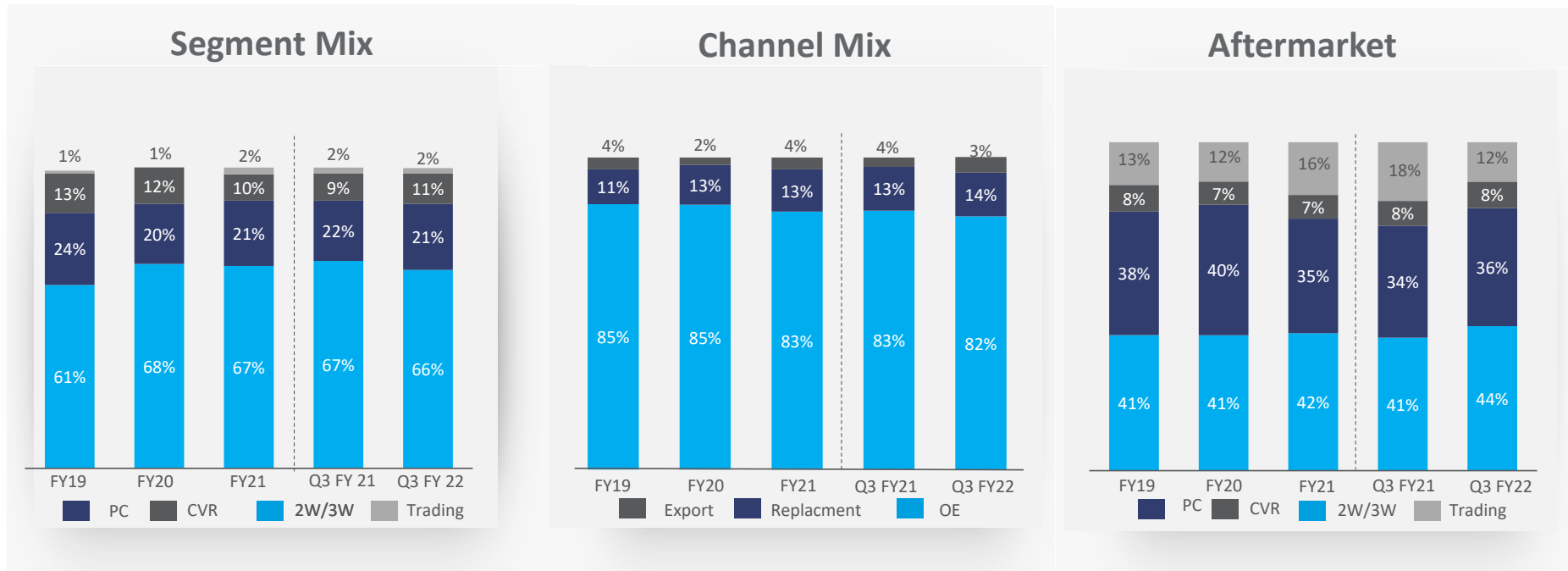


Net Working Capital Days



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

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 CVR Volumes in Q3 FY22 compared to Q3 FY21
- After market have increased from 13% (Q3 FY21) to 14% (Q3 FY22)

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 23% YoY and 3W grew by 1 % YoY respectively in Q3 FY22
- Within the 2W segment, Scooters de-grew by 29%, Motorcycles de-grew by 19% and Mopeds de-grew by 44% in Q3 FY22

Future Development

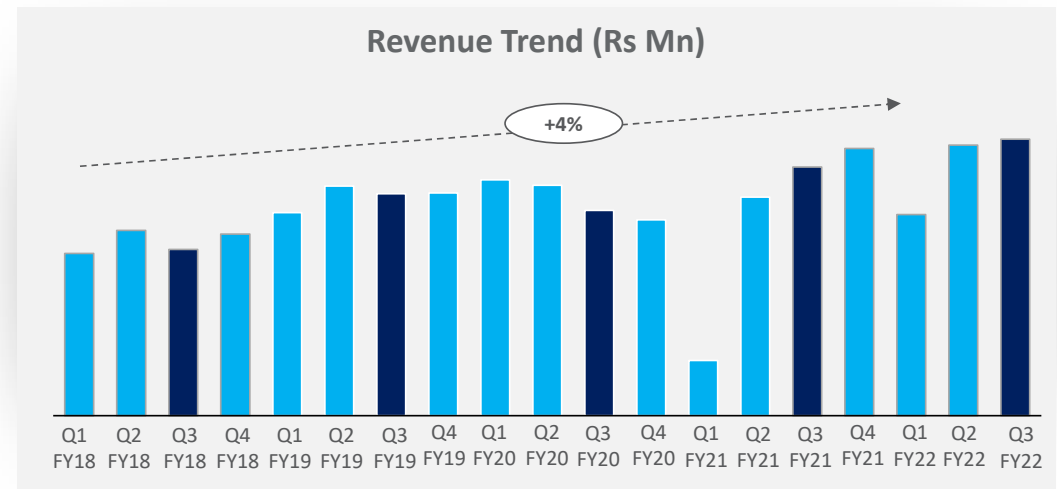
- Electric Vehicles
- 2W - Okinawa, Ather, Ampere
- 3W – Bajaj, M&M, TI

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 de-grew by 12% in Q3 FY22 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de-grew by 26%, Utility Vehicle grew by 11% & Vans de-grew by 18% YoY in Q3 FY22

Future Development

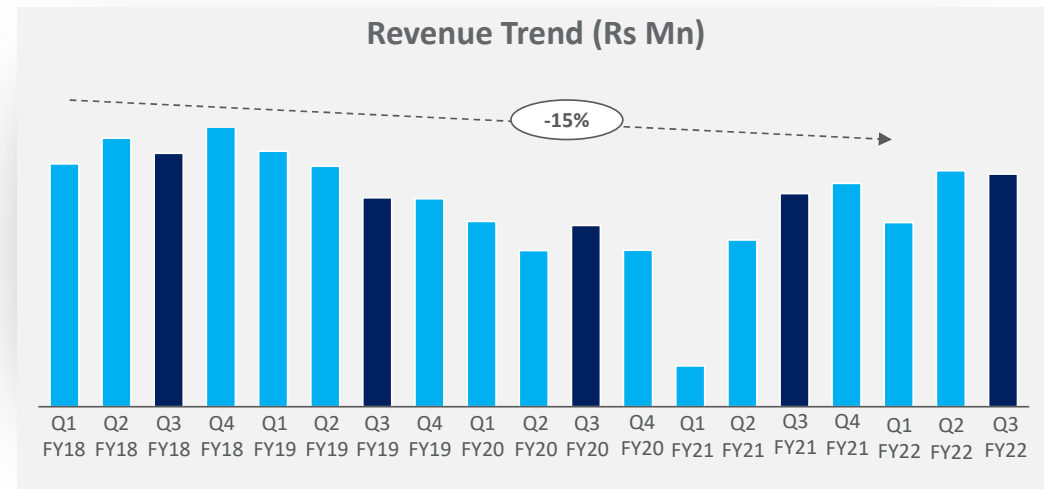
- M&M (2), VW (1), PSA (1), TML (2)

Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

21% % to Total Sales

23% 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 marginal de- growth of 1% in Q3 FY22 as compared to Q3 FY21
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 28% YoY and Light Commercial Vehicles (LCVs) de-grew by 12% YoY in Q3 FY22

Future Development

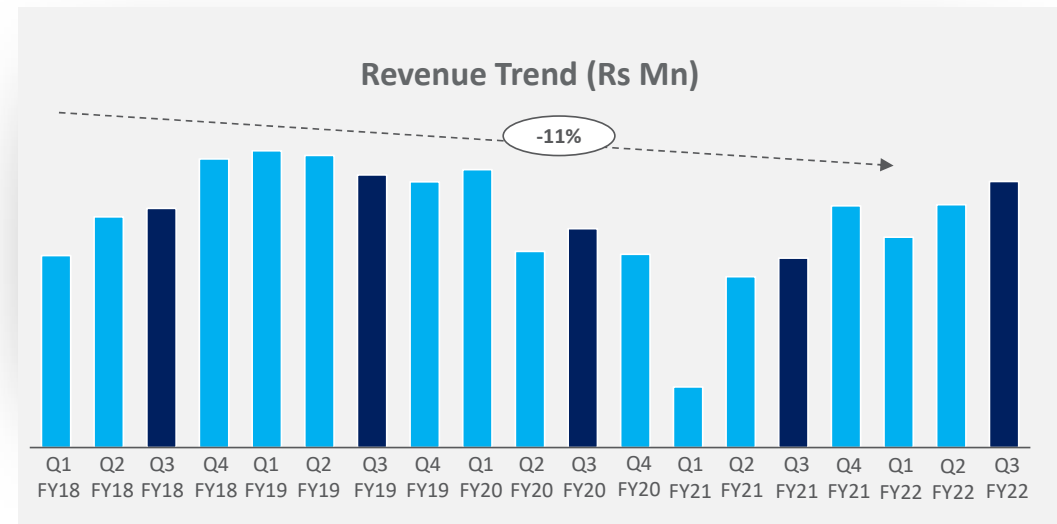
- Ashok Leyland – MBP, Partner
- DAF – 2 programs

Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland

11% % to Total Sales

85% 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

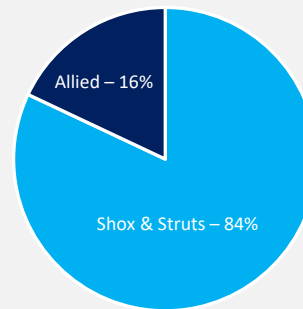
Presence Through Allied Products

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

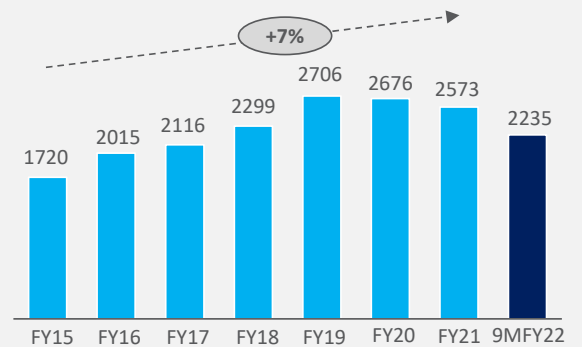
Focus Areas & Outlook

- 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

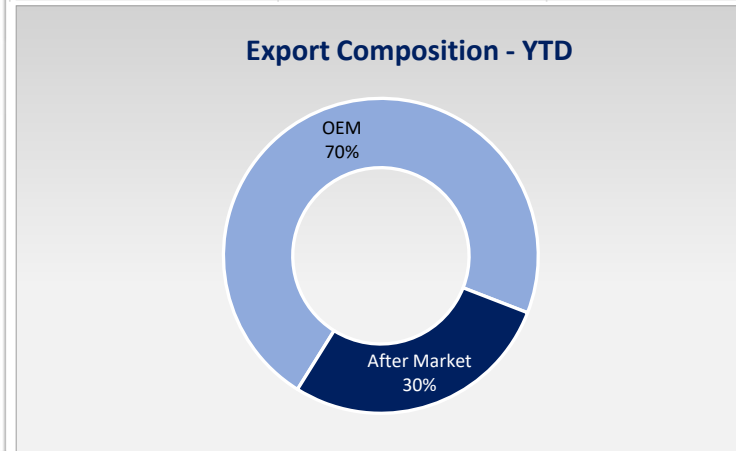
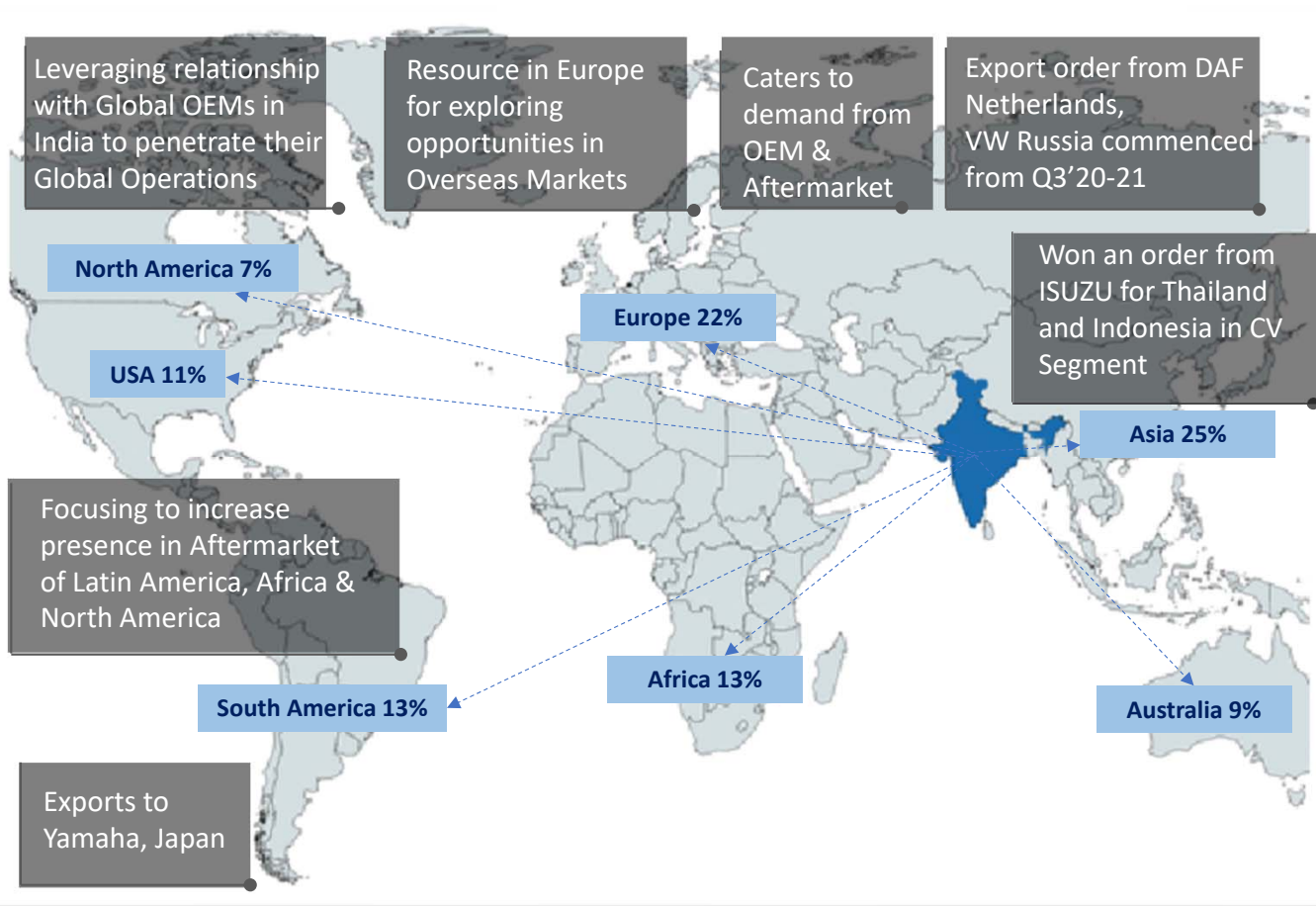
After Market Parts



Aftermarket Sales (Rs. Mn)

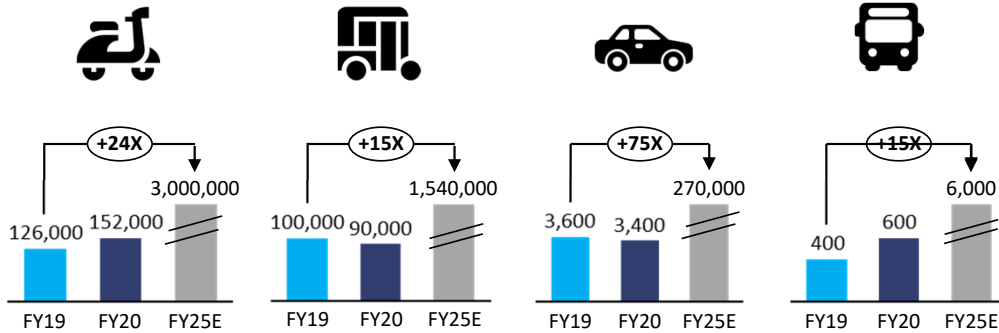


CREATING GLOBAL PRESENCE THROUGH EXPORTS



ELECTRIC 2W/3WS: AT AN INFLECTION POINT

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



Source: SMEV, Frost and Sullivan

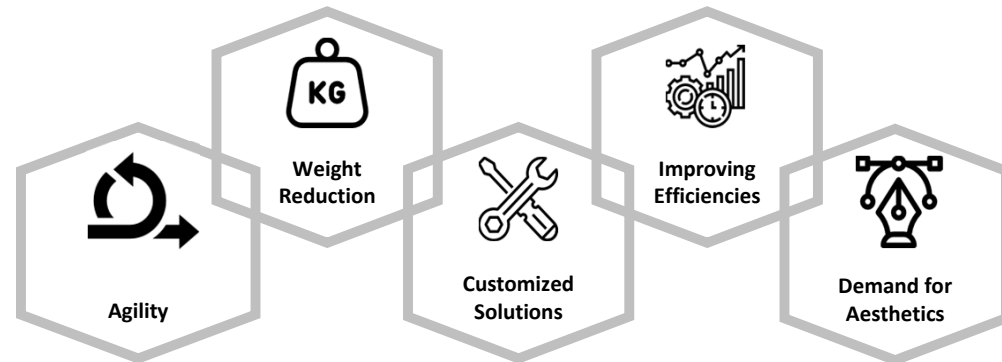
EV trend is accelerating in India, especially e-2Ws & e-3Ws

- * 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).

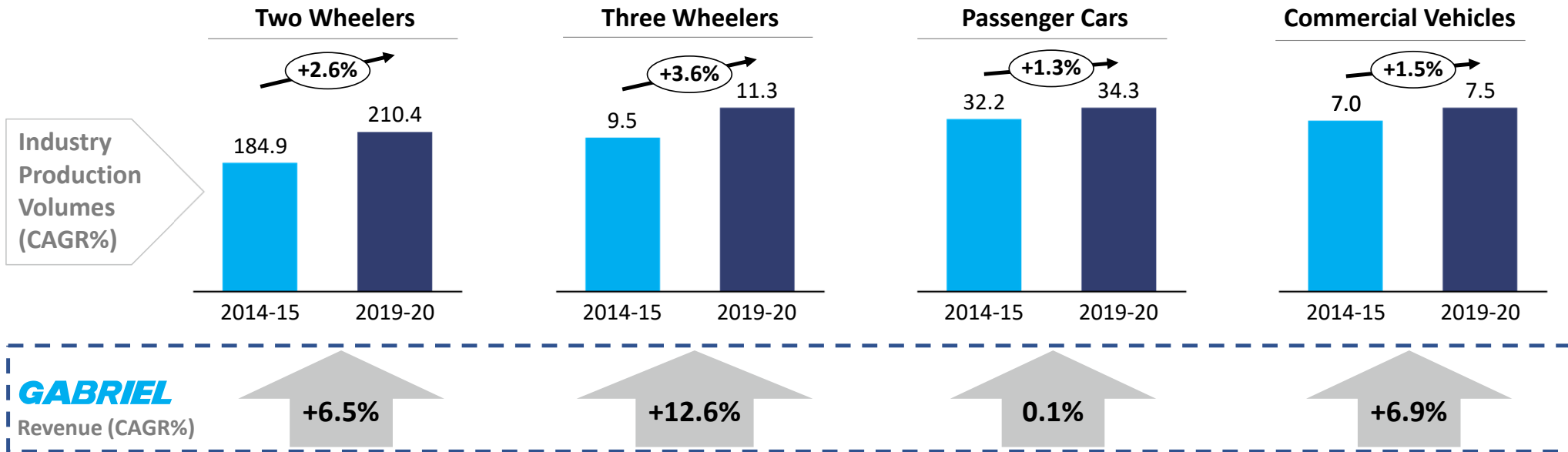
Brand 'Gabriel' well-entrenched amongst all key 2W / 3W EV players



Strong brand, leadership and technological edge

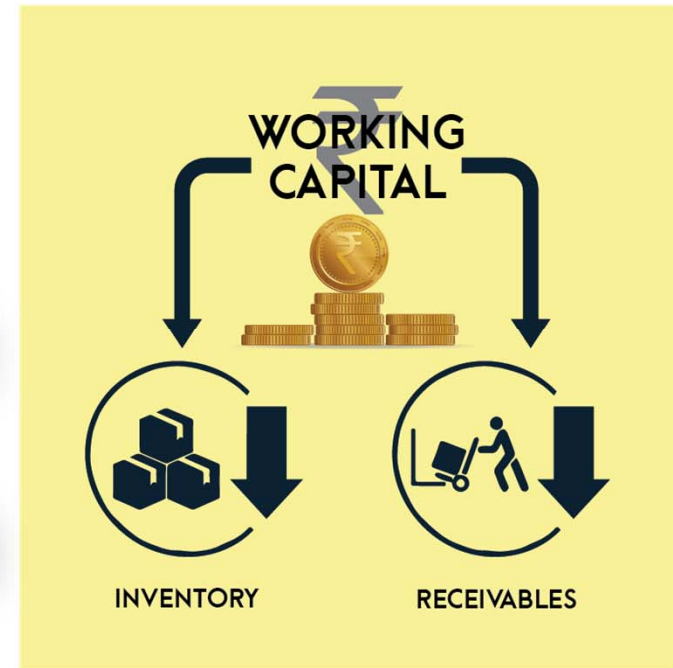
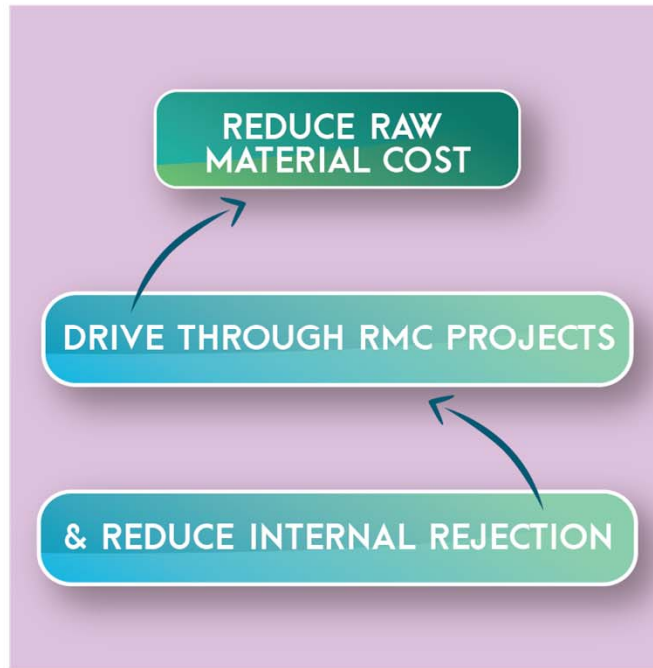
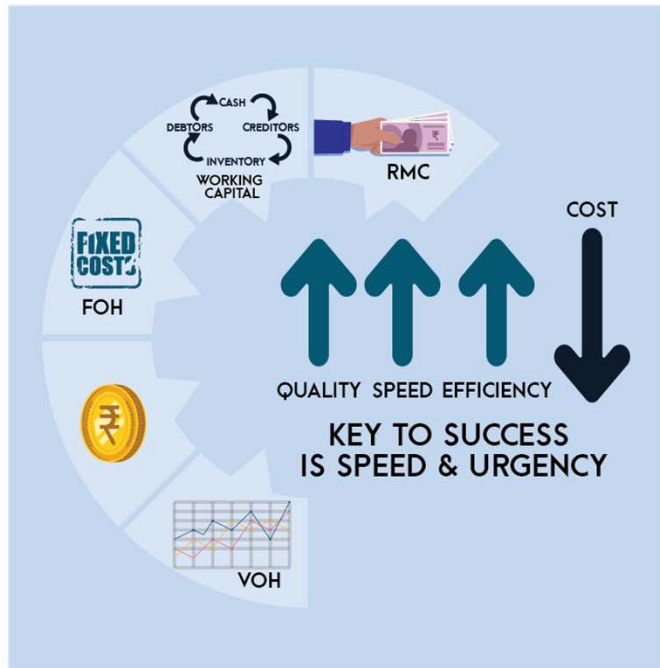


CONSISTENTLY OUTPERFORMING INDUSTRY



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

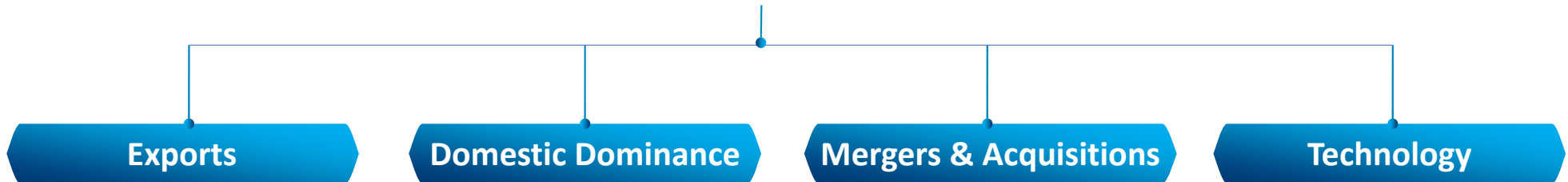
CORE 90



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

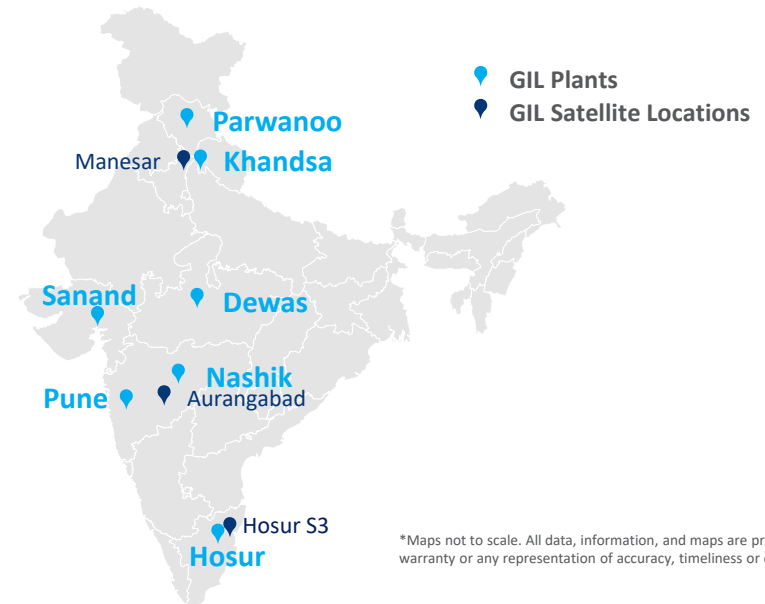


#90
OVERALL

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+ New Product Additions	25 Countries of Presence	664 Distributors
7+3 (satellite plants) Manufacturing Plants	75 Patents Filed	3,966 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



MARUTI SUZUKI



ŠKODA



CV & Railways



DAIMLER



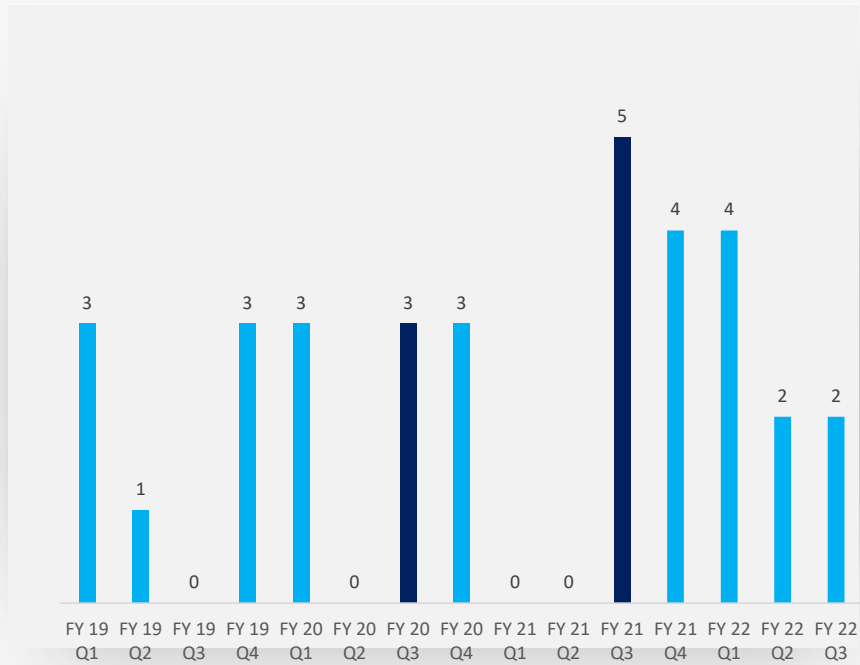
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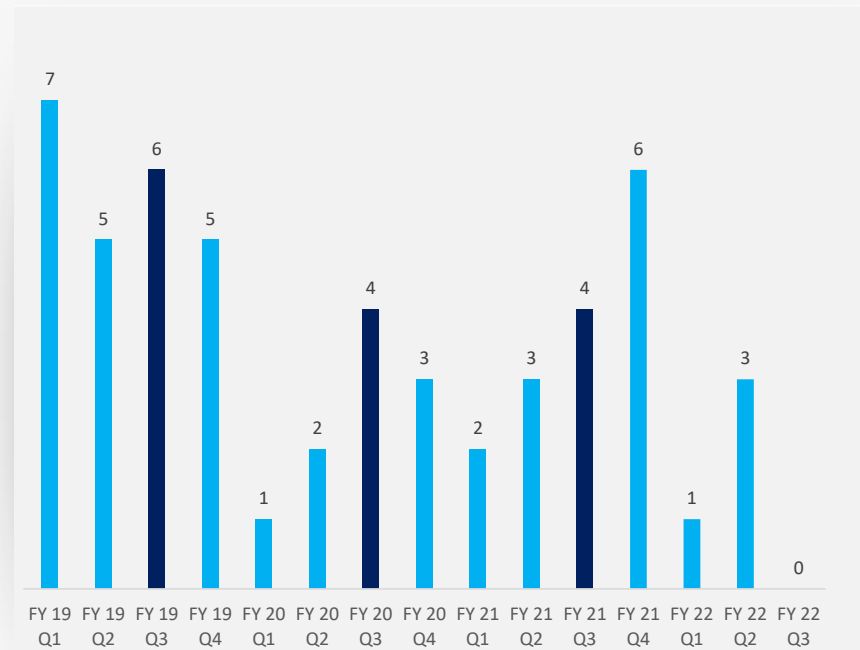
VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

SAFETY DEVELOPMENT

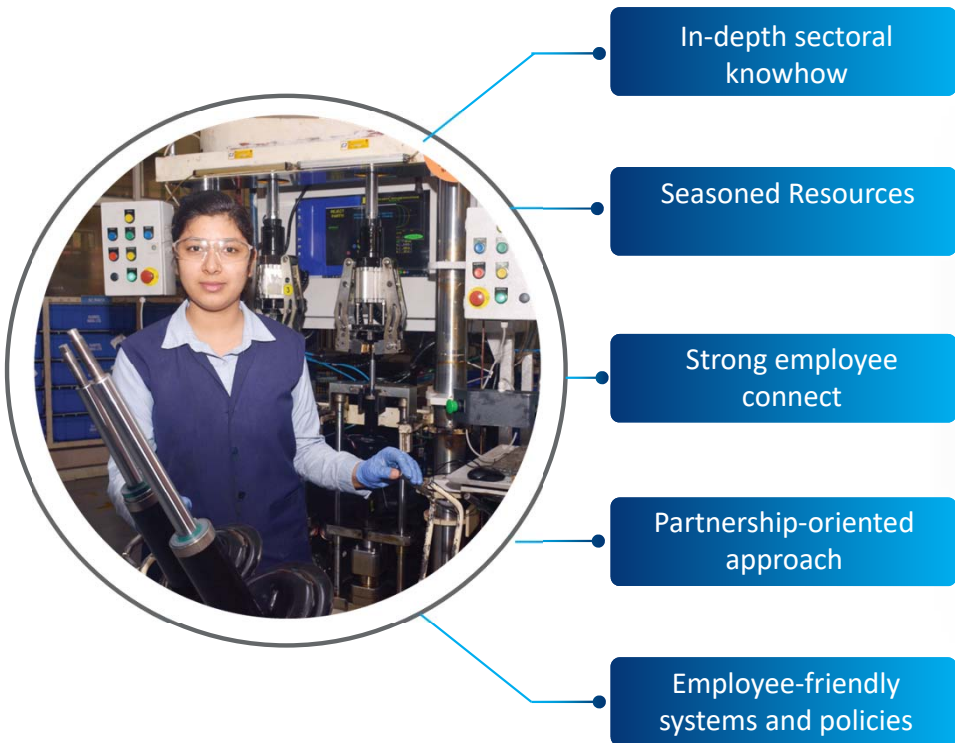
Accident



First Aid



HUMAN RESOURCES



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

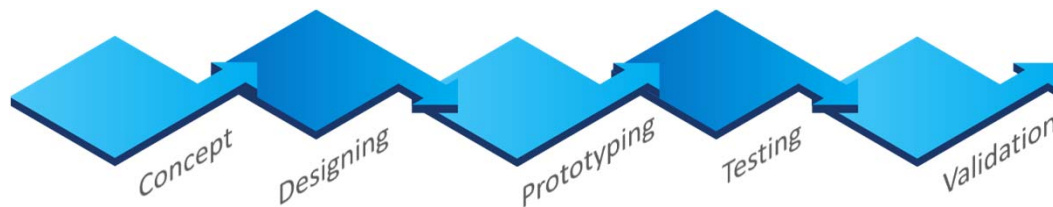
2012

- **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

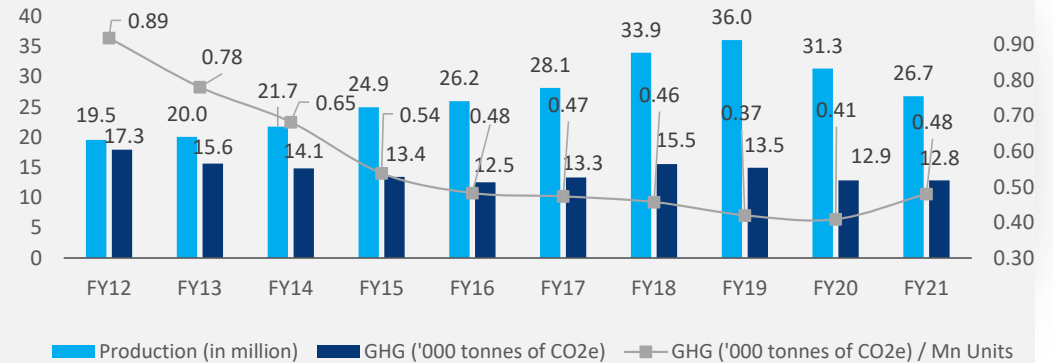
- In-house facility for customers for ride tuning of vehicles
- Advanced damper technology for the enhanced user experience
- CO2 footprint reduction through product light weighting and use of green technologies
- Virtual analysis for structural durability assessment of components
- Implementation of 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
Education	<ul style="list-style-type: none"> Scholarships to 4 underprivileged girls (3-6 years) to pursue their school education at CBSE affiliated English medium ANAND School 	-	<ul style="list-style-type: none"> Free education delivered to 270 govt. school students during school closure thru' online & community classes Scholarship for Dip. Engg. To 12 female awardees. 	<ul style="list-style-type: none"> Free education delivered to 270+ govt. school students during school closure 	<ul style="list-style-type: none"> Free education delivered to 270+ govt. school students during school closure 	<ul style="list-style-type: none"> Free education delivered to 430+ govt. school students during school closure Scholarship for Dip. Engg. to 30 female awardees
Skill Development	<ul style="list-style-type: none"> 40+ youth trained across NSDC approved job roles of Asst. Beauty Therapist, Self Employed Tailor, Data Entry Operator of diff. sector skill councils. 	<ul style="list-style-type: none"> 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. 	<ul style="list-style-type: none"> 31 female youth trained in NSDC Healthcare Sector Skill Council job role of General Duty Assistant with above 80% job placements. 	-	-	-
Health & Hygiene	<ul style="list-style-type: none"> Awareness about HIV/AIDS among 10K migrants Promoted reproductive and child health among 48 K migrants 	-	-	<ul style="list-style-type: none"> Supported Civil Hospital, Block Bali with Mobile Medical Van during COVID induced national lockdown 	-	-
Community Conservation	<ul style="list-style-type: none"> Promoted greenery thru' maintenance of two parks (i) ANAND Municipal Park and Sports Complex, Parwanoo (ii) Van Vatika ANAND, Kalka 	-	<ul style="list-style-type: none"> Financial Literacy to 160 self help groups; facilitated MINR 2.5 credit from banks Supported women cooperative to achieve sales of 1.67 Lacs from sale of handicrafts (Oct '20 – March '21) 	<ul style="list-style-type: none"> Regular sanitation services for 1270 households across 5 villages – Perwa, Jeevda, Sena, Meeno Ki Dhaneer and Rabariyon Ki Dhaneer(Bisalpur) 	<ul style="list-style-type: none"> Grocery Kit distribution to 10 families during lockdown Training in Poultry farming for self help group members Plantation of 5K saplings at model village Rohile 	-

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

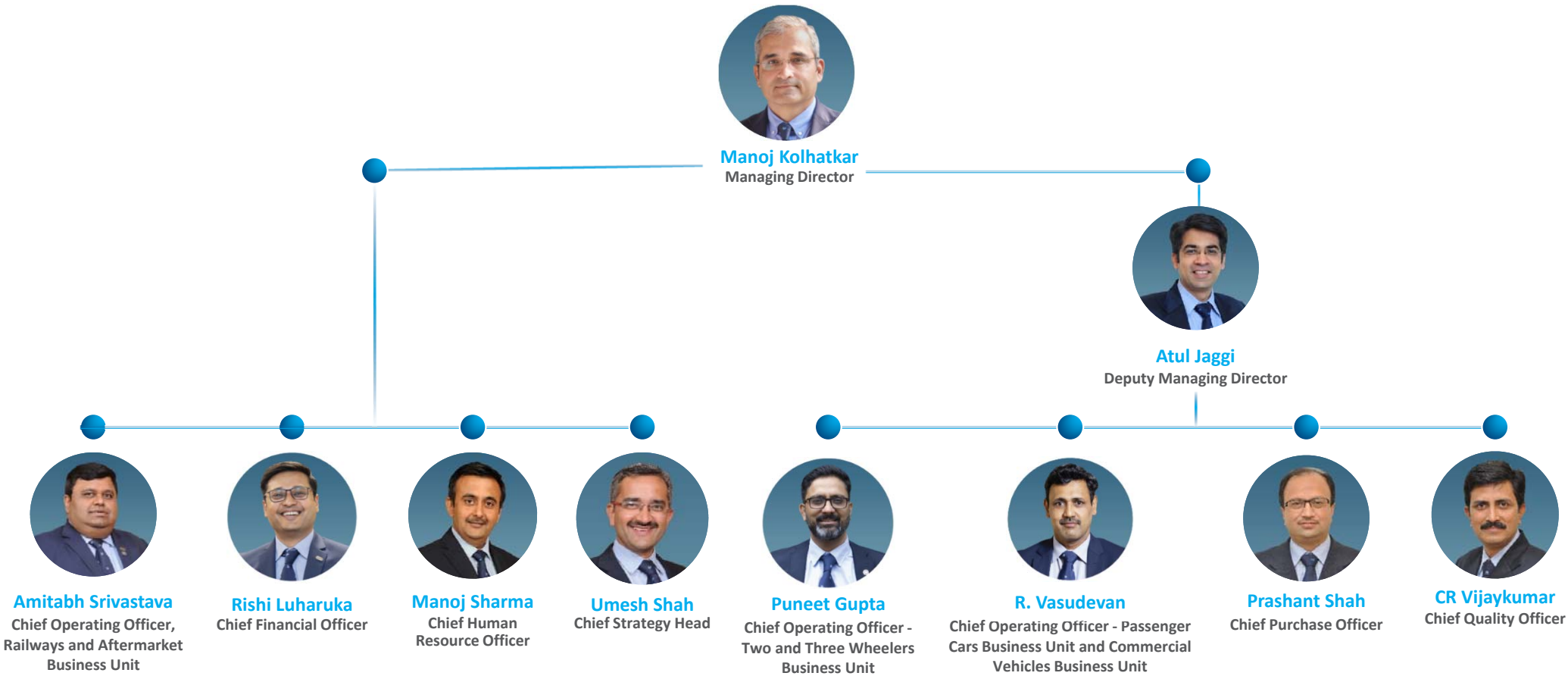


Matangi Gowrishankar
Non-Executive
Independent Director



Pallavi Joshi Bakhru
Non-Executive
Independent Director

EXECUTIVE LEADERSHIP



CUSTOMER AWARDS & ACCOLADES



Special Award by Volvo Eicher
Commercial Vehicles Limited



TOYOTA

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)



HONDA

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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