

August 08, 2018

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(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



Successful
Growth

Quality

Research
& Development

Customer
Relationships

Gabriel India Ltd

Result Update Presentation

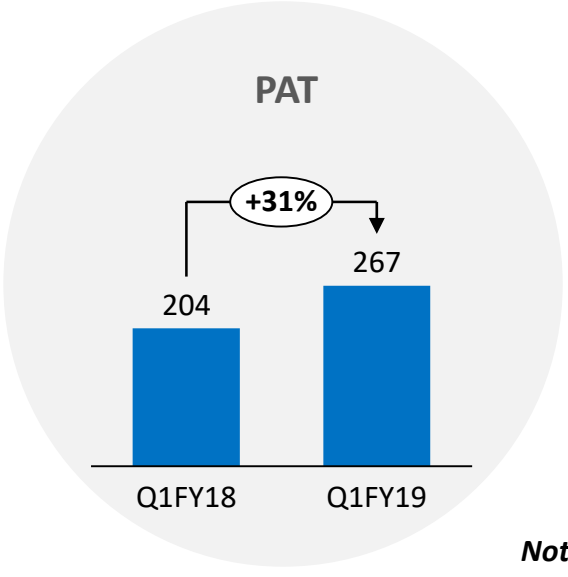
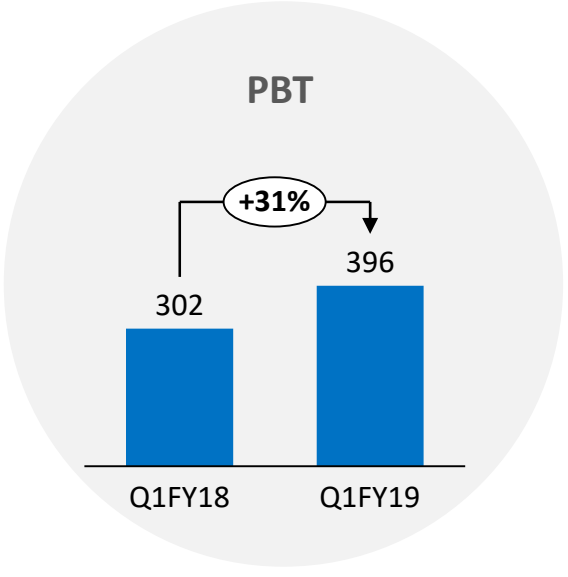
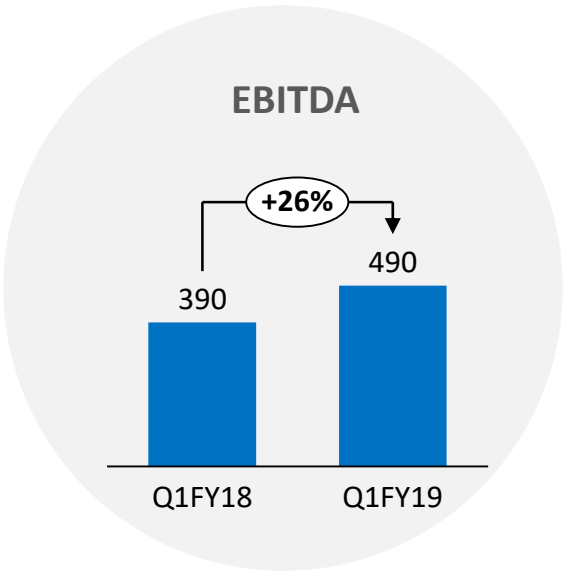
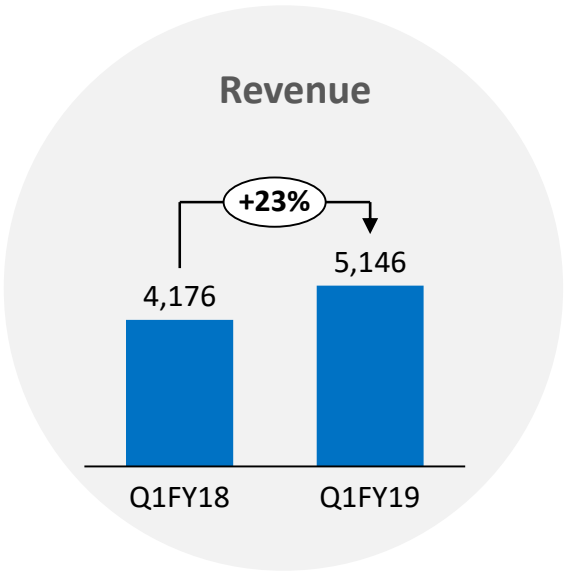
Q1FY19

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(Rs. Mn)
% on Y-o-Y basis



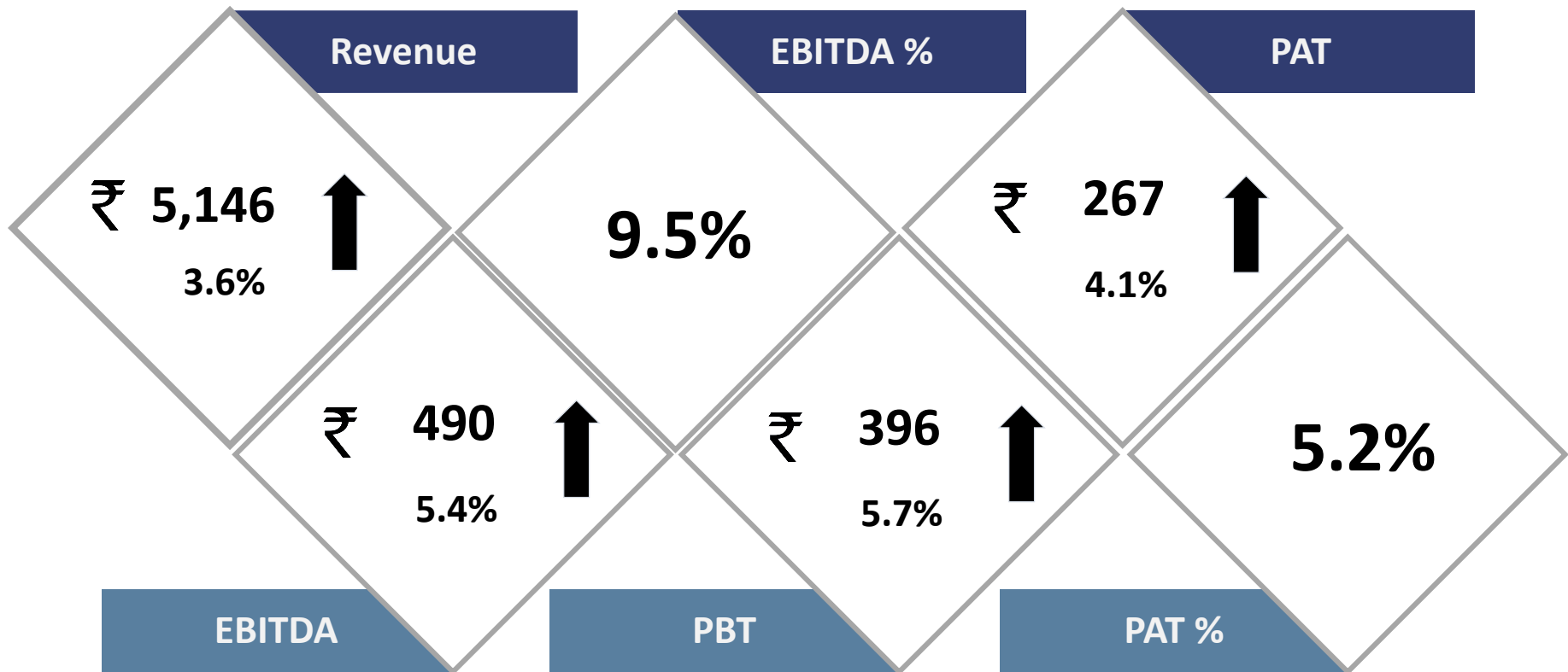
Key Highlights

Revenue: Revenue led by Higher Volumes across all the segments

PAT: Improved profitability due to control of expenses

Note: Q1FY19 compared with Q1FY18 as per INDAS

(Rs. Mn)
% on Q-o-Q basis

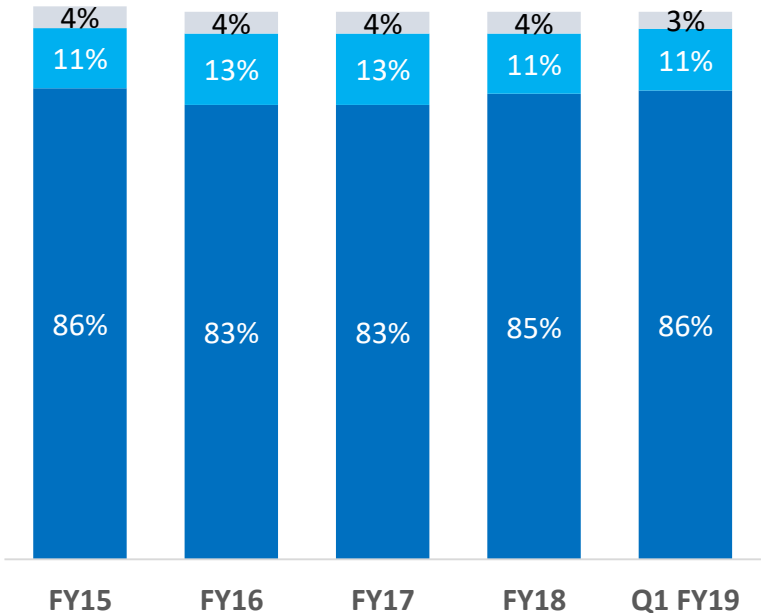
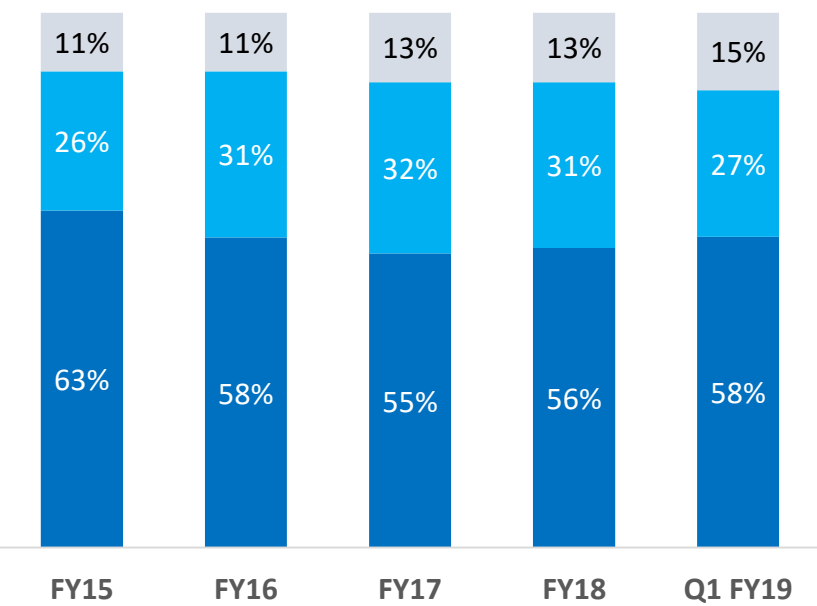


Note: Q1FY19 compared with Q4FY18 as per INDAS

GABRIEL

Segment – Mix

Channel – Mix



- 2W/3W
- Passenger Vehicles
- Commercial Vehicles

- OE
- Replacement
- Export

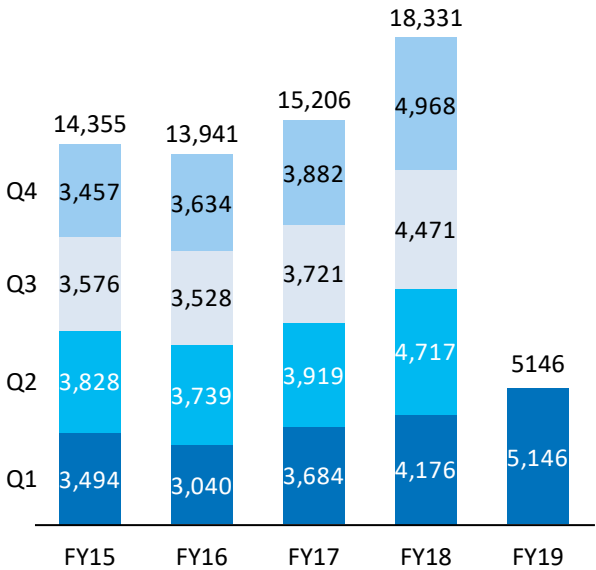
Note: FY17, FY18 & Q1FY19 data are as per INDAS

| Rs. Mn | Q1FY19 | % of Revenue | Q1FY18 | % of Revenue | Y-o-Y% | Q4FY18 | % of Revenue | Q-o-Q% | FY18 | % of Revenue |
|-------------------------------------|--------------|---------------|--------------|---------------|--------------|--------------|---------------|---------------|---------------|---------------|
| Revenue (net of excise duty) | 5,146 | 100.0% | 4,176 | 100.0% | 23.2% | 4,968 | 100.0% | 3.6% | 18,331 | 100.0% |
| Raw Material | 3,672 | 71.4% | 2,976 | 71.3% | | 3,546 | 71.4% | | 13,106 | 71.5% |
| Employee Expenses | 398 | 7.7% | 317 | 7.6% | | 361 | 7.3% | | 1,377 | 7.5% |
| Other Expenses | 586 | 11.4% | 492 | 11.8% | | 596 | 12.0% | | 2,136 | 11.7% |
| EBITDA | 490 | 9.5% | 390 | 9.3% | 25.6% | 466 | 9.4% | 5.4% | 1,713 | 9.3% |
| Other Income | 19 | 0.4% | 16 | 0.4% | | 23 | 0.5% | | 71 | 0.4% |
| Interest | 8 | 0.1% | 7 | 0.2% | | 7 | 0.1% | | 29 | 0.2% |
| Depreciation | 106 | 2.1% | 96 | 2.3% | | 107 | 2.1% | | 383 | 2.1% |
| PBT | 396 | 7.7% | 302 | 7.2% | 30.9% | 374 | 7.5% | 5.7% | 1,372 | 7.5% |
| Exceptional Items | | | | | | 0 | | | | |
| PBT After Exceptional Items | 396 | 7.7% | 302 | 7.2% | 30.9% | 374 | 7.5% | 5.7% | 1,372 | 7.5% |
| Tax | 128 | 2.5% | 98 | 2.3% | | 117 | 2.4% | | 429 | 2.3% |
| PAT | 267 | 5.2% | 204 | 4.9% | 30.9% | 257 | 5.2% | 4.1% | 942 | 5.1% |
| Other Comprehensive Income | -27 | | 13 | | | 13 | | | 38 | |
| Total Comprehensive Income | 241 | 4.7% | 218 | 5.2% | 10.5% | 270 | 5.4% | -10.9% | 981 | 5.4% |
| Cash PAT | 373 | 7.3% | 301 | 7.2% | 24.1% | 364 | 7.3% | 2.6% | 1,325 | 7.2% |

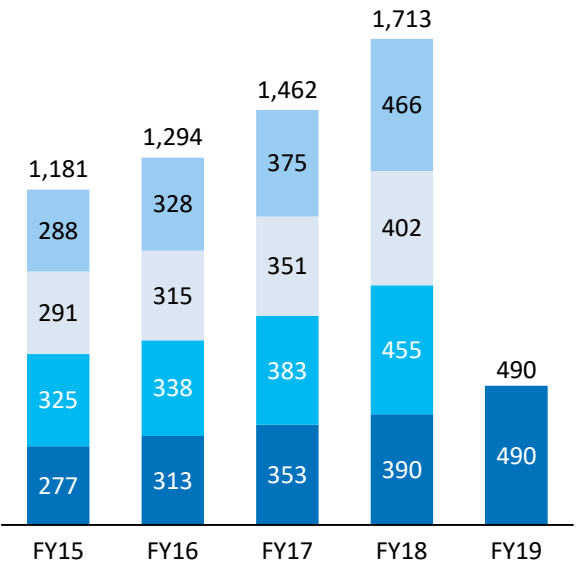
Data are as per INDAS

GABRIEL

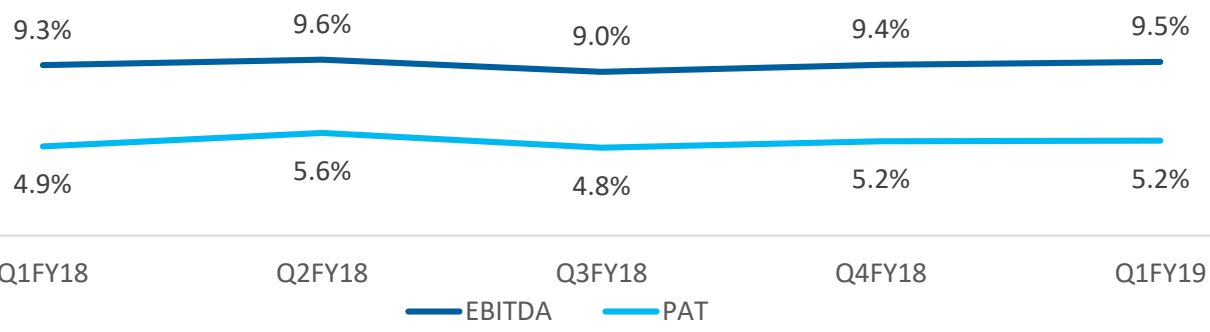
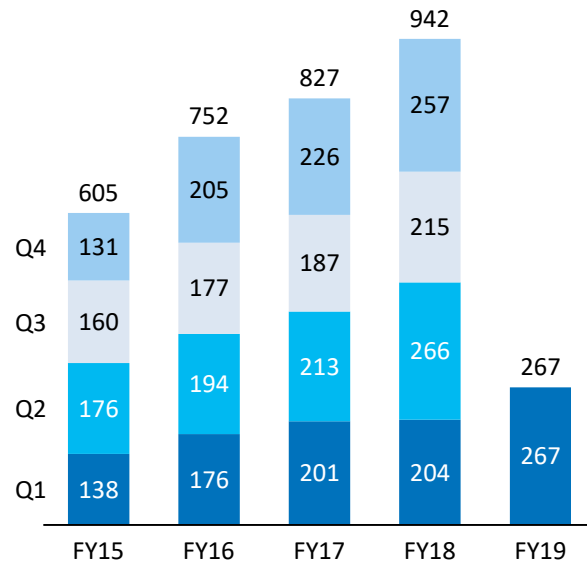
Revenue



EBITDA



PAT



Note: FY17, FY18 & Q1FY19 data are as per INDAS

(Rs.Mn)

Ranked among Top 100 Companies to work for in India (4th time in row) & best companies to work for in Auto Component Industry

- CRISIL Long term ratings :
- Long Term Rating : Improved from AA '-' to AA with Stable Outlook
 - Fixed Deposit Rating : Improved from FAA to FAA+ with Stable Outlook

Anand Management fee increased to 2% from 1.5 %, incorporated in Q1FY19 results

Won a Key business Y1K from Maruti Suzuki for Passenger Car Business Unit (PCBU)

New Assembly Facility Inaugurated at Hosur to serve TVS Motors



Gabriel India awarded with “Sustainability Award – Automotive and Farm Division” from Mahindra for our outstanding efforts in FY18



Gabriel Aurangabad Team won Gold Quality Award from Bajaj Auto for the third time in a row

GABRIEL

2018

Ranked among Top 100 Companies to work for in India (4th time in row) & best companies to work for in Auto Component Industry



2017

Ranked among Top 100 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



2015

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



2012

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



Annual Vendor Meet – UDAAN 2018



Visit of Mr M. Shitara - Chairman & MD, India Yamaha Motors



'Certificate Of Appreciation' for Business Excellence through Learning & Development in BML Munjal Awards 2018 by Hero Enterprise

GABRIEL



VW Ameo Cup 2018


Way of Life!

GEAR UP FOR SEASON 4

JK TYRE
Presents

Team SUZUKI
GIXXER CUP







Scan here for more details

| | | | |
|--|--|---|--|
| JULY '18 6 th - 8 th | AUG-SEP '18 31 st - 2 nd | OCTOBER '18 12 th - 14 th | NOVEMBER '18 16 th - 18 th |
| Kari Motor Speedway, Coimbatore | Kari Motor Speedway, Coimbatore | Kari Motor Speedway, Coimbatore | Buddh International Circuit, Greater Noida |





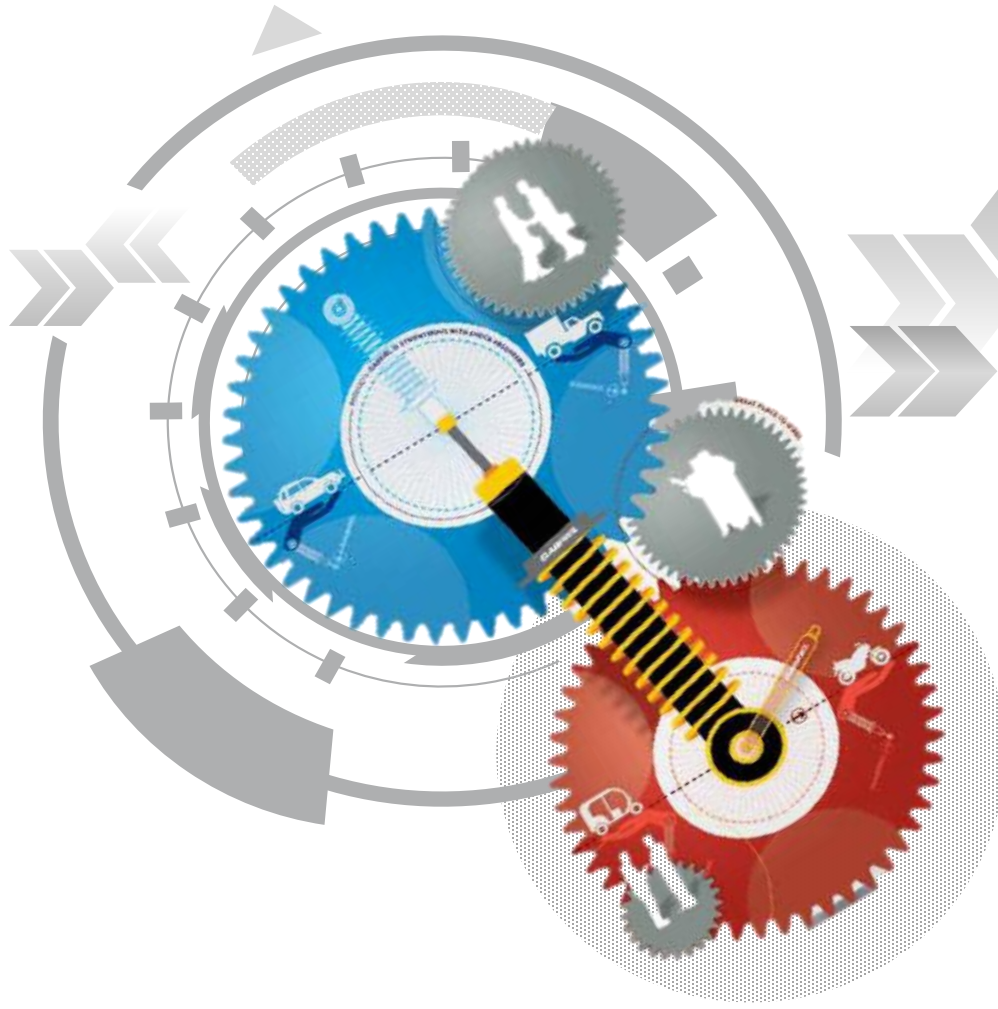







Ride safe. Wear a helmet. www.suzuki.com | www.mrttyres.com | [Facebook](https://www.facebook.com/suzukiindia) | [Instagram](https://www.instagram.com/suzukiindia) | [YouTube](https://www.youtube.com/suzukiindia)

Suzuki Gixxer Cup 2018



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 58 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



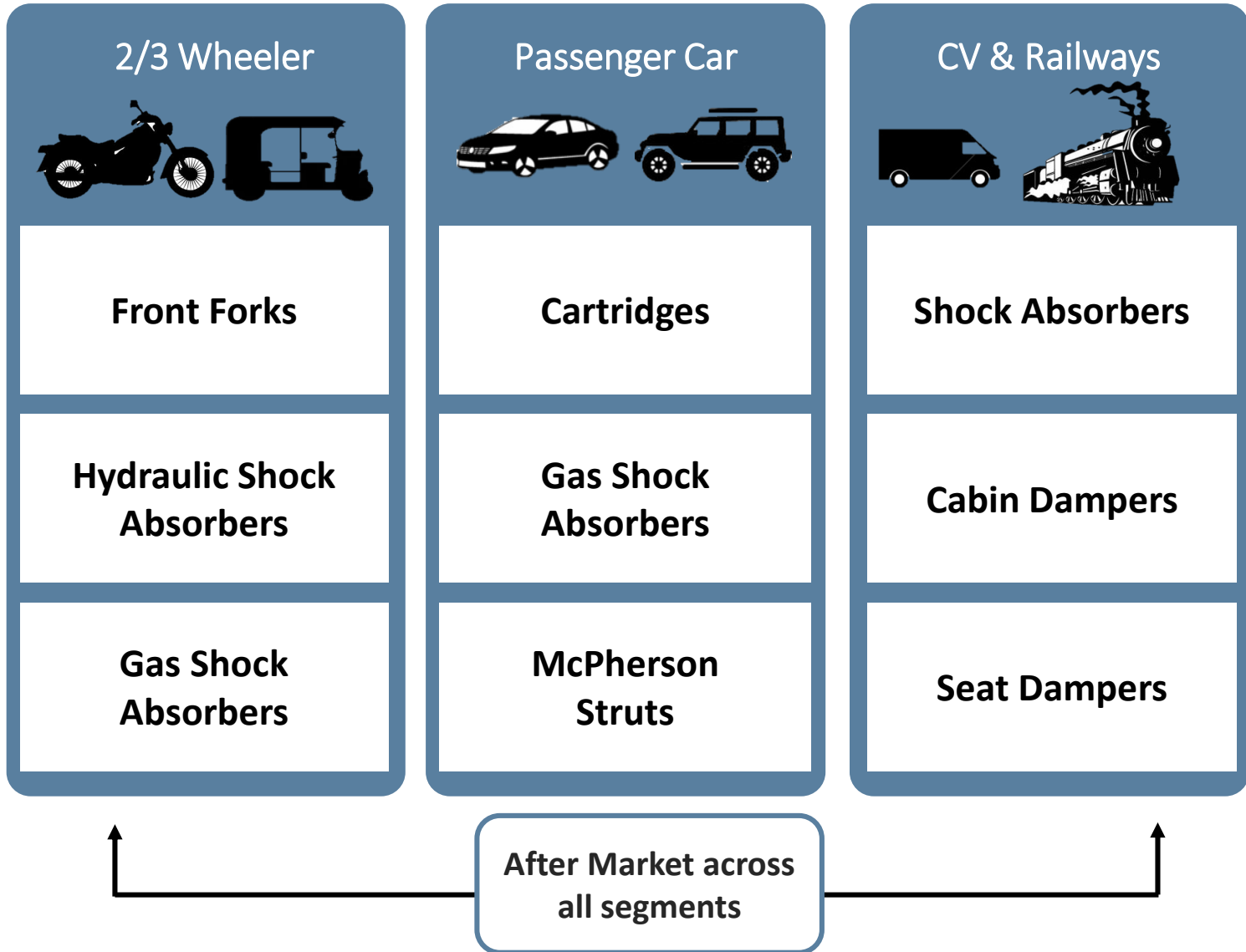
Received the "Golden Peacock
Eco Innovation Award" in the
year 2012

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

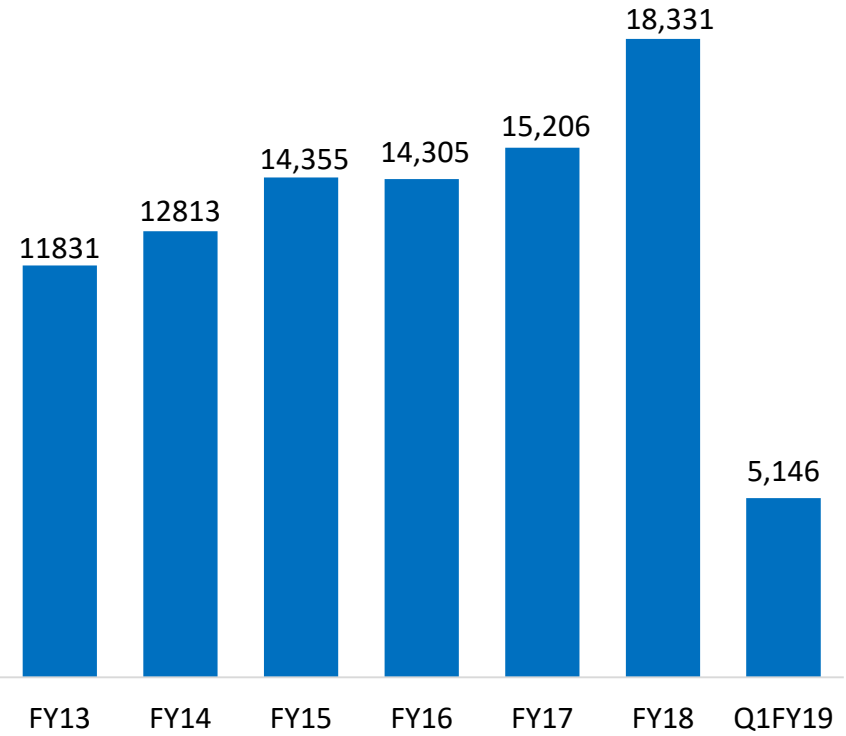
Ranked as a "Great Place to Work"
in Auto Component Industry for
last four years consistently



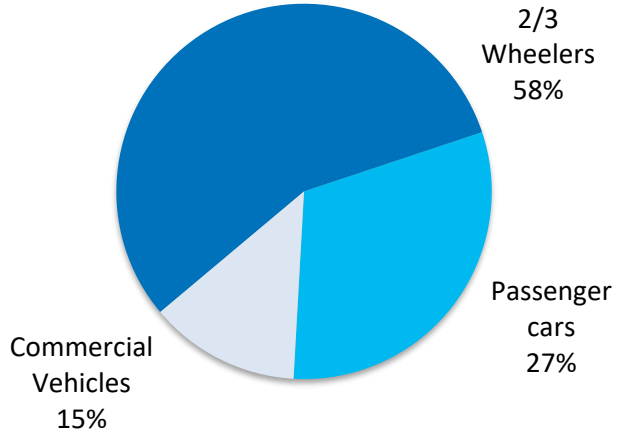
GABRIEL



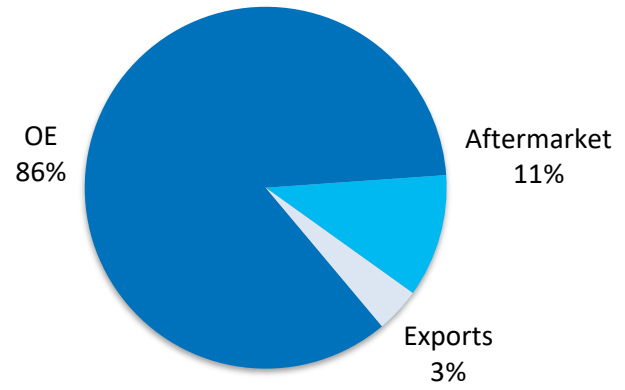
Revenue (Rs. Mn)



Segment Mix: FY18



Channel Mix: FY18



Note: FY17, FY18 & Q1FY19 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

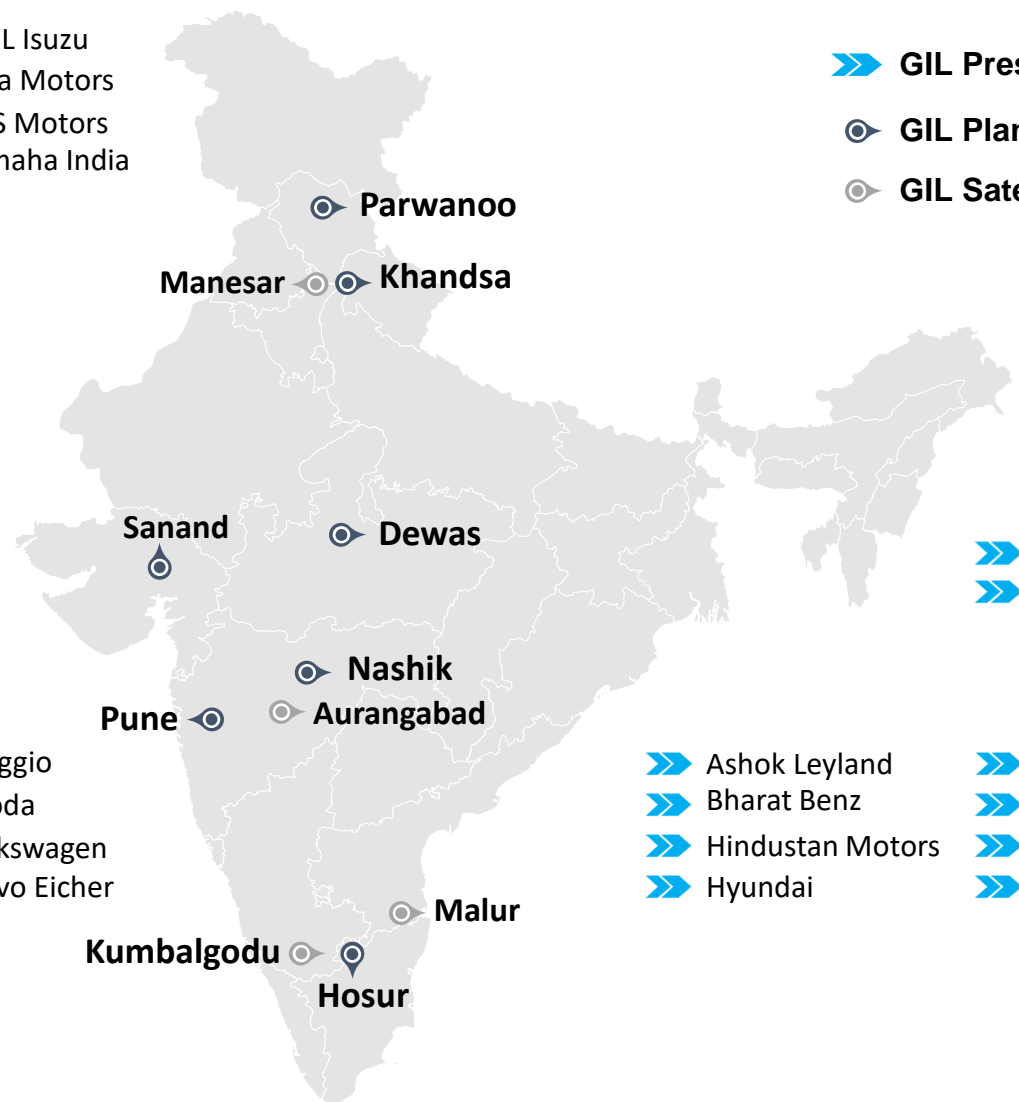
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

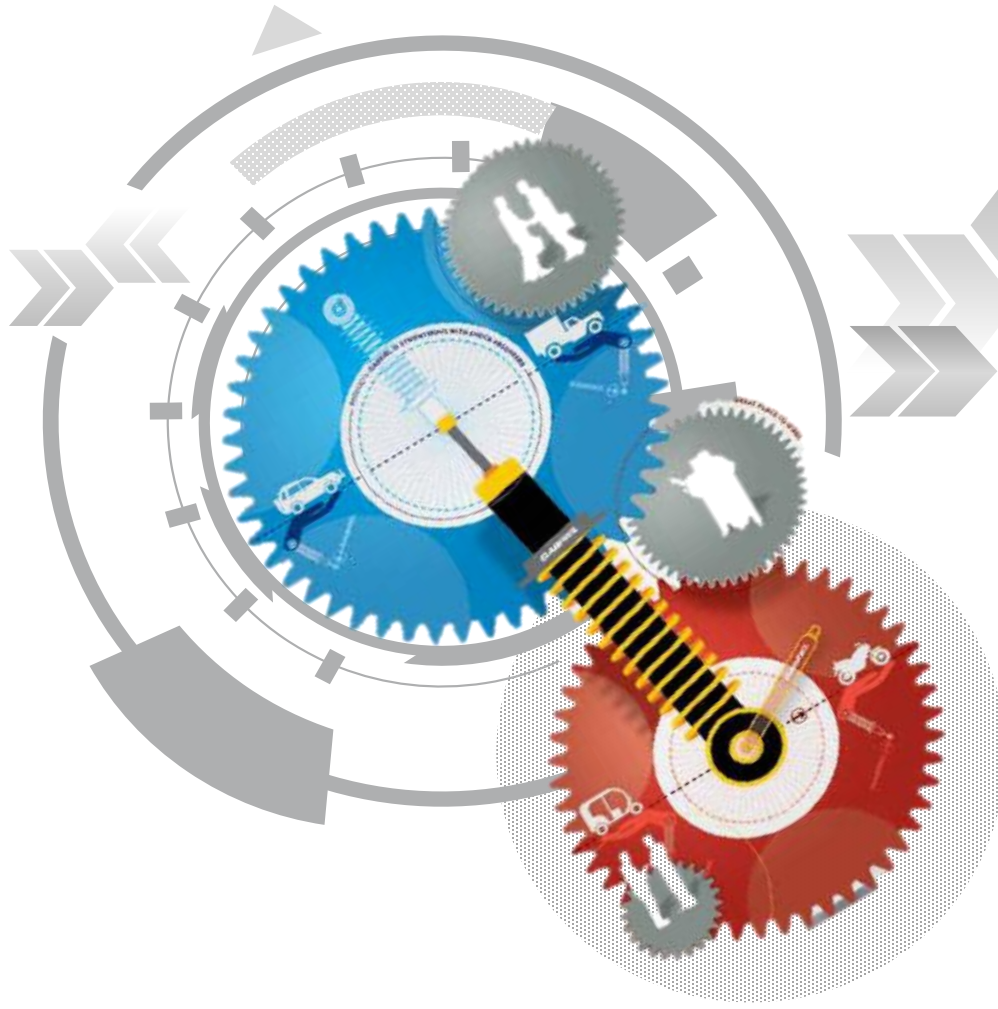
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

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

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

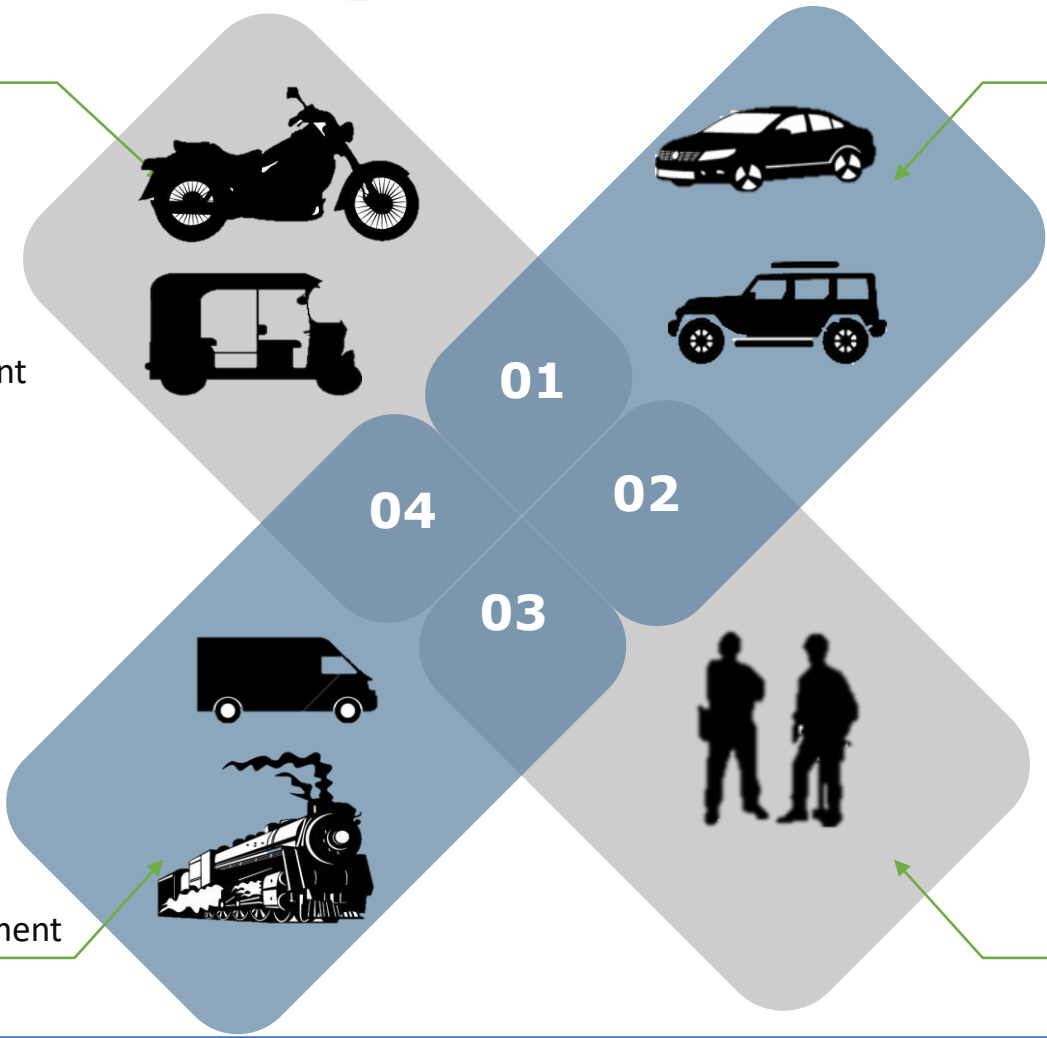


*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



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



Logos for 2/3 Wheeler OEMs: TVS, BAJAJ, HONDA, SUZUKI, genZe by Mahindra, PIAGGIO VEHICLES PVT. LTD., YAMAHA, ROYAL ENFIELD, Mahindra

Passenger Car



Logos for Passenger Car OEMs: MARUTI SUZUKI, Ford, TATA, TOYOTA, RENAULT, GM, Mahindra, HYUNDAI, HONDA

CV & Railways



Logos for CV & Railways OEMs: TATA, Mahindra, VE COMMERCIAL VEHICLES, ISUZU, MAN, INDIAN RAILWAYS, FORCE MOTORS, ASHOK LEYLAND, DAIMLER



- 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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