

Date: February 08, 2024

BSE Limited 25 th 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)
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Sub: Disclosure under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)

Dear Sirs,

We are enclosing herewith the Investors/Result presentation for the quarter ended December 31, 2023, in terms of Regulation 30(2) of SEBI Listing Regulations.

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

Email Id: secretarial@gabriel.co.in

Gabriel India Ltd.

Investor Presentation

February 2024



SAFE HARBOR

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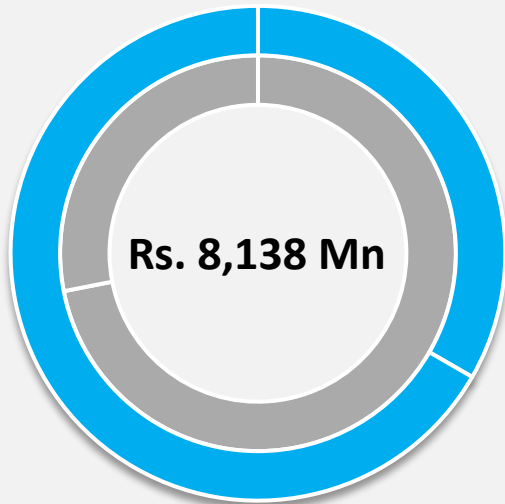
Strategy Going Forward



Q3 & 9M FY24 Result Update

FINANCIAL HIGHLIGHTS – Q3 FY24

Revenue



Q2 FY 24

Rs 8,644 Mn

Q1 FY 24

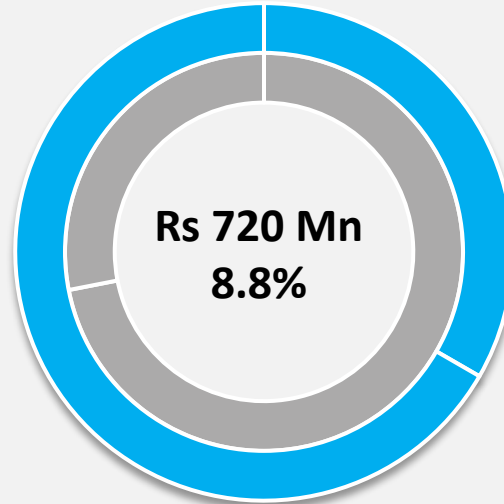
Rs .8058 Mn

Q4 FY 23

Rs 7,370 Mn

Q3 FY24

EBITDA



Q2 FY 24

Rs 753 Mn/8.7%

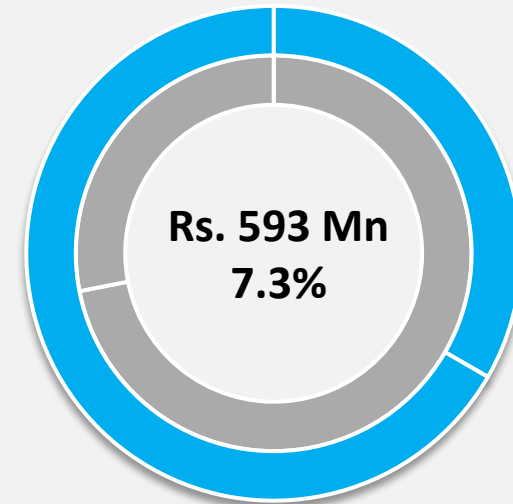
Q1 FY 24

Rs 690 Mn /8.6%

Q4 FY 23

Rs 524 Mn/ 7.1%

PBT



Q2 FY 24

Rs 630 Mn/7.3%

Q1 FY 24

Rs 577 Mn/ 7.2%

Q4 FY 23

Rs 450 Mn /6.1%

FINANCIAL HIGHLIGHTS – Q3 FY24

Revenue

Rs. 8,138 Mn

Q3 FY'23: 7,110 Mn (+14.6%)

Q2 FY'24: 8,644 Mn (-5.8%)

EBITDA

Rs. 720 Mn (8.8%)

Q3 FY'23: 514 Mn (+40.08%)

Q2 FY'24: 753 Mn (-4.38%)

PBT

Rs. 593 Mn (7.3%)

Q3 FY'23: 392 Mn (+51.2%)

Q2 FY'24: 630 Mn (-5.8%)

Balance Sheet

Net Cash position of Rs. 2138 Mn

Cash Flow

Cash Flow from operations to the tune of Rs. 266 Mn as compared to Rs. 231 Mn inflow in Q2 FY24

Capex

Capex incurred during the period
Rs. 172 Mn

FINANCIAL HIGHLIGHTS – 9M FY24

Revenue

Rs. 24,840 Mn

As compared to Rs. 22,348Mn
in 9M FY23 (Y-o-Y 11.1%)

EBITDA

Rs. 2,162 Mn (8.7%)

As compared to Rs. 1,613 Mn
in 9M FY23 (Y-o-Y 34.0%)

PBT

Rs. 1,800 Mn (7.2%)

As compared to Rs. 1329 Mn
in 9M FY23 (Y-o-Y 35.4%)

Balance Sheet

Net Cash position of Rs. 2,138 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 983 Mn as compared
to Rs. 213 Mn inflow in 9M FY23

Capex

Capex incurred during the period
Rs. 500.2 Mn

FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q3 FY24	Q3 FY23	YoY	Q2 FY24	QoQ	FY23	FY22	YoY
Revenue from Operations	8,138	7,110	14.5%	8,644	-5.9%	29,717	23,320	27.4%
Gross Margin (%)	25.5%	24.4%	1.1%	24.7%	0.8%	23.7%	23.4%	0.3%
EBITDA Margin (%)	8.8%	7.2%	1.6%	8.7%	0.1%	7.2%	6.3%	0.9%
Net Margin (%)	5.3%	4.1%	1.2%	5.4%	-0.1%	4.5%	3.8%	0.7%

Balance Sheet (Rs. Mn)	9MFY24	9MFY23	FY23	FY22
Net worth	9,560	8,380	8,703	7,668
Gross Debt	100	115	112	129
Liquid Investments	2138	2,172	2,984	2,791
Fixed Assets	4,678	4,271	4,407	4,027

Key Performance Indicators	Q3 FY24	FY23	FY22
Net Working Capital (days)	24	18	17
ROIC (%)	32.1%	31.3%	26.1%
Cash Flow from Operations Inflow/(Outflow)	266	1,364	950

Comparison Highlights

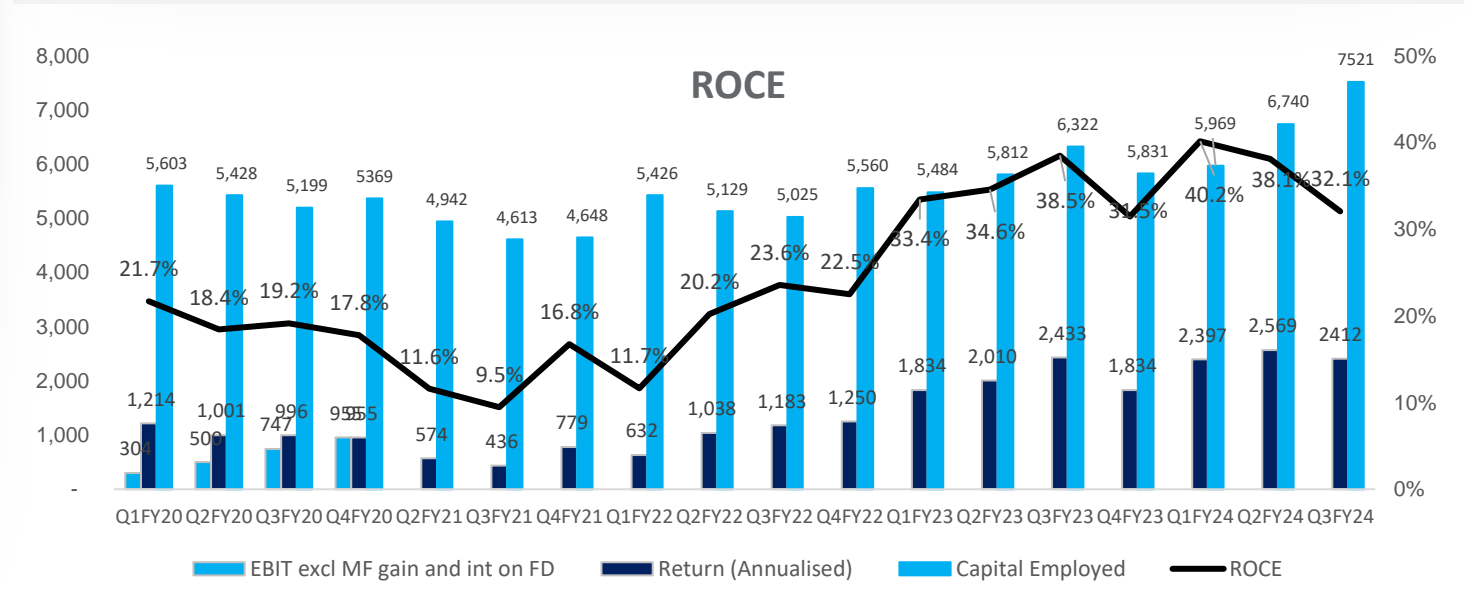
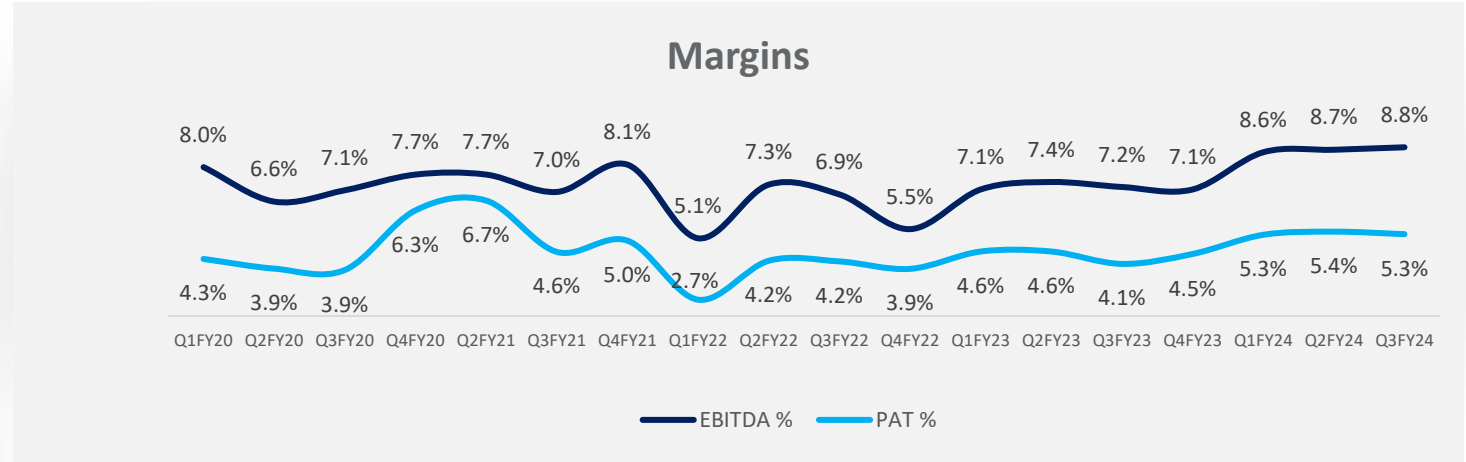
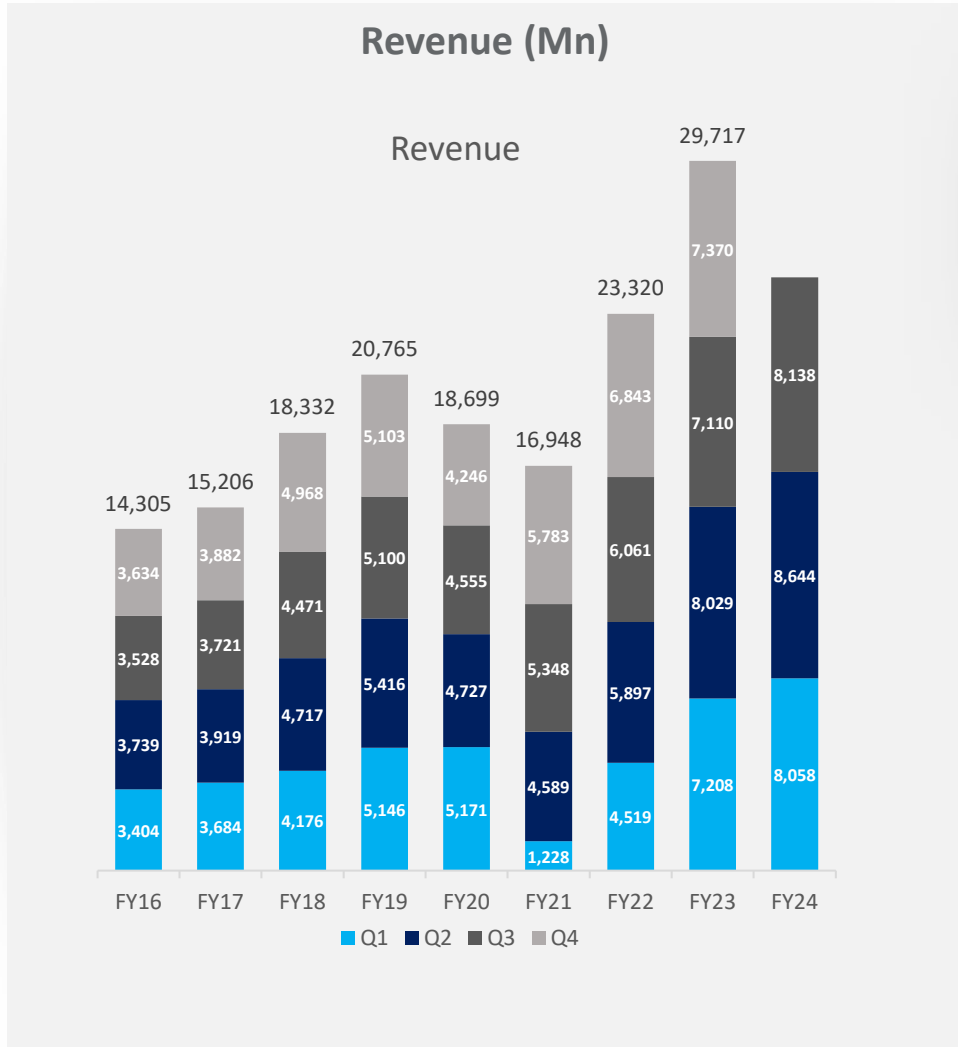
QoQ

- Revenue: Decr. By 506 Mn
OEM Sales Mix decrease By 0.9%
- Gross Margin Decr. By -66 Mn
Core 90 Saving
- EBITDA Margin decr. By -33 Mn
- Net Margin Decr By -39 MN

YoY

- Revenue: Incr. By 1028 Mn
- OEM Sales Mix increase By 2.7%
- Gross Margin Incr. By 339 Mn
Core 90 Saving
- EBITDA Margin incr. By 206 Mn
- Net Margin Incr. By 138 MN

QUARTERLY PERFORMANCE TREND



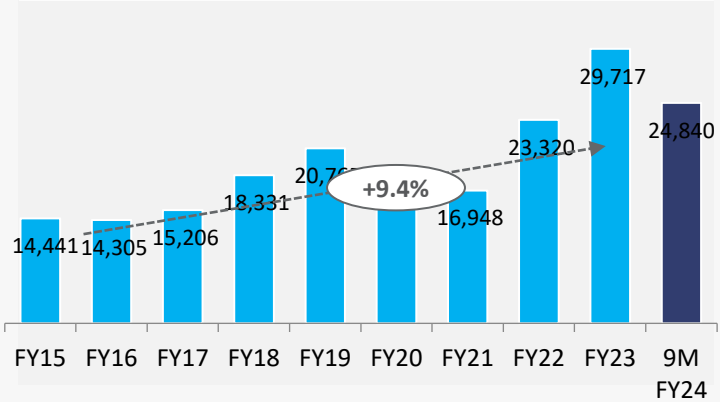
PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q3 FY24	Q3 FY23	YoY	Q2 FY24	Q-o-Q	FY23	FY22	Y-o-Y
Revenue from Operations	8,138	7,110	14.5%	8,644	-5.9%	29,717	23,320	27.4%
Raw Material	6,066	5,377		6,507		22,688	17,863	
Employee Expenses	522	473		542		1,831	1,597	
Other Expenses	830	745		843		3,061	2,401	
EBITDA	720	514	40.1%	753	-4.3%	2,137	1,459	46.4%
Other Income	28	18		31		174	262	
Interest	10	13		10		46	43	
Depreciation	144	127		141		486	414	
PBT	593	392	51.3%	630	-5.8%	1,779	1,265	40.7%
Tax	164	101		161		456	369	
PAT	429	291	47.5%	470	-8.4%	1,324	895	47.9%
EPS	3.0	2.0		3.3		9.2	6.2	

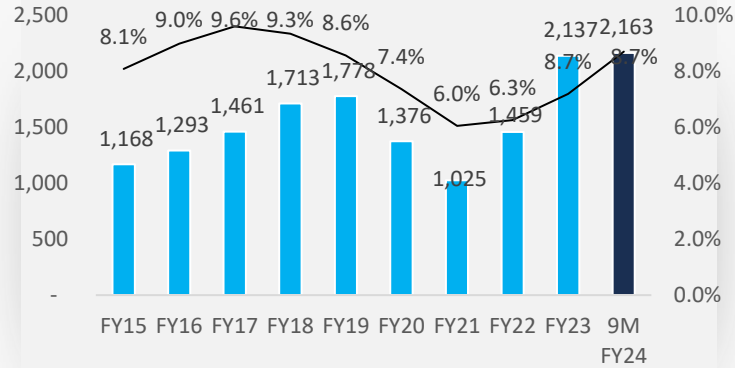
Note: Foreign Exchange Fluctuation(Net) is part of other Income.

FINANCIAL TRACK RECORD

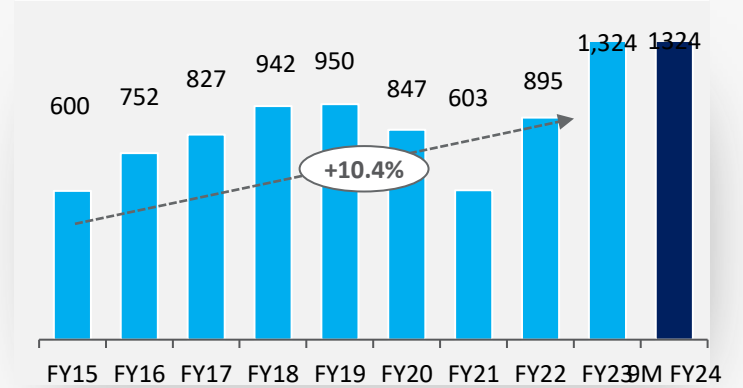
Revenue (Rs Mn)



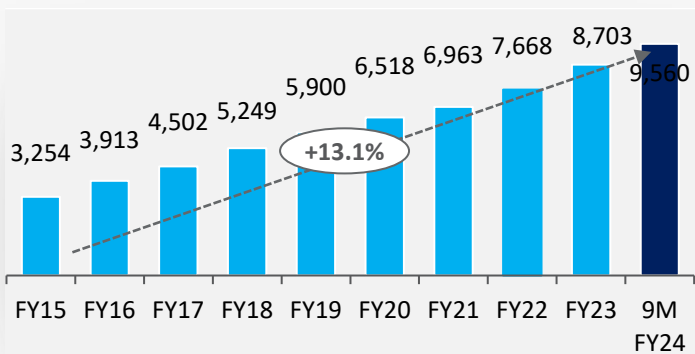
EBITDA (Rs Mn) & EBITDA Margin (%)



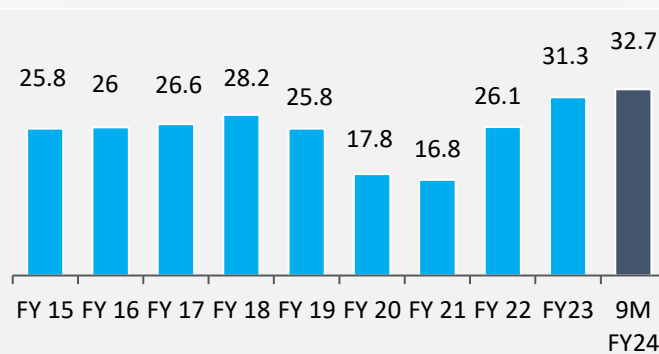
PAT



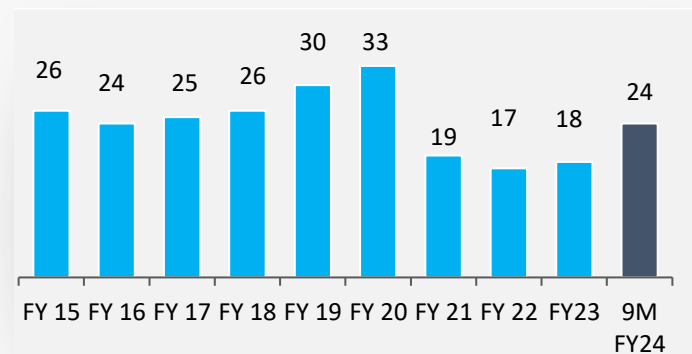
Net worth (Rs Mn)



RoCE (%)



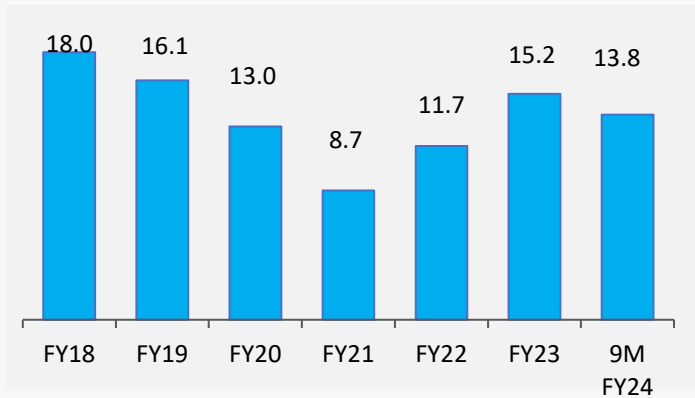
Net Working Capital Days



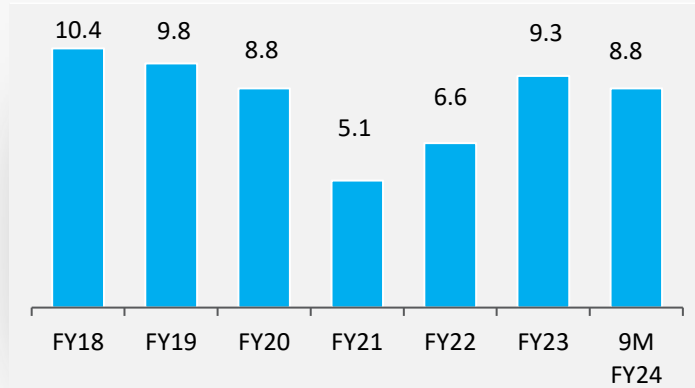
^Note: Financials for FY17-23 as per IND-AS

KEY RATIOS

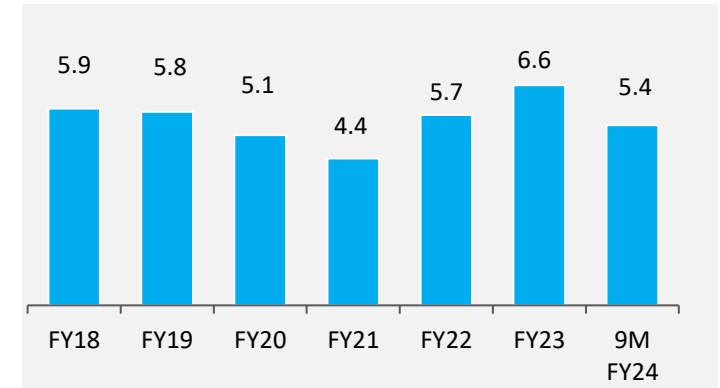
Return on Equity (%)



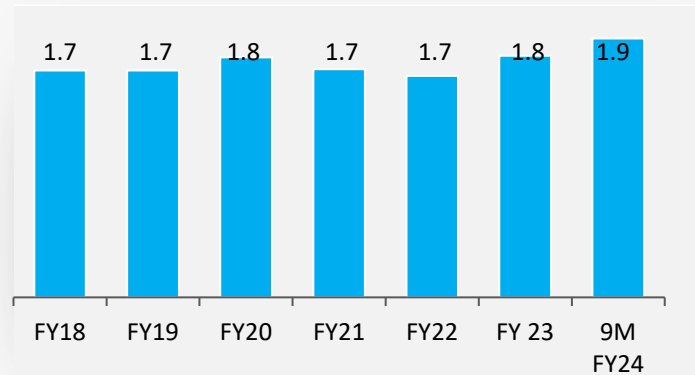
Return on Assets (%)



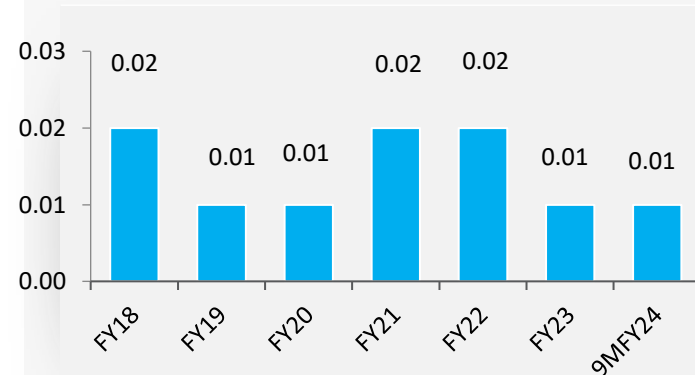
Fixed Asset Turnover (x)



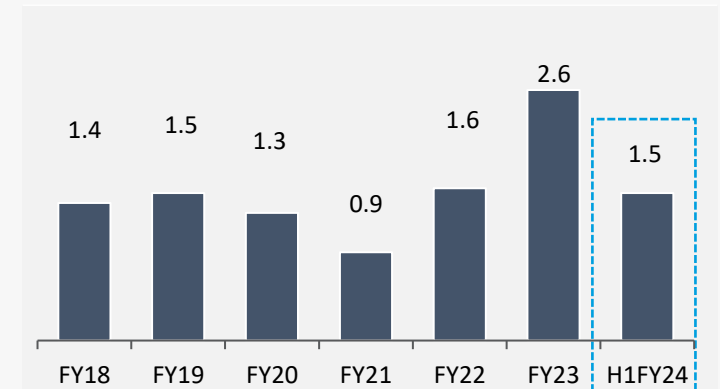
Current Ratio (x)



Debt : Equity Ratio



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

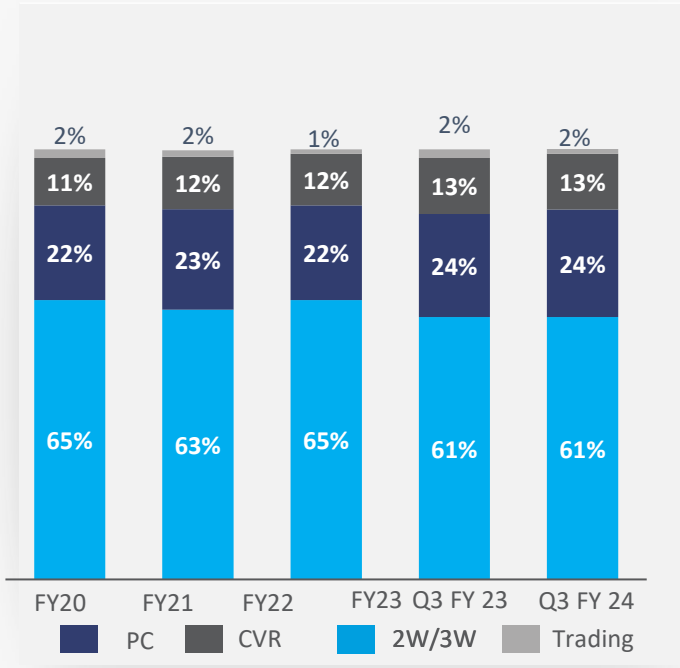


Payout Ratio

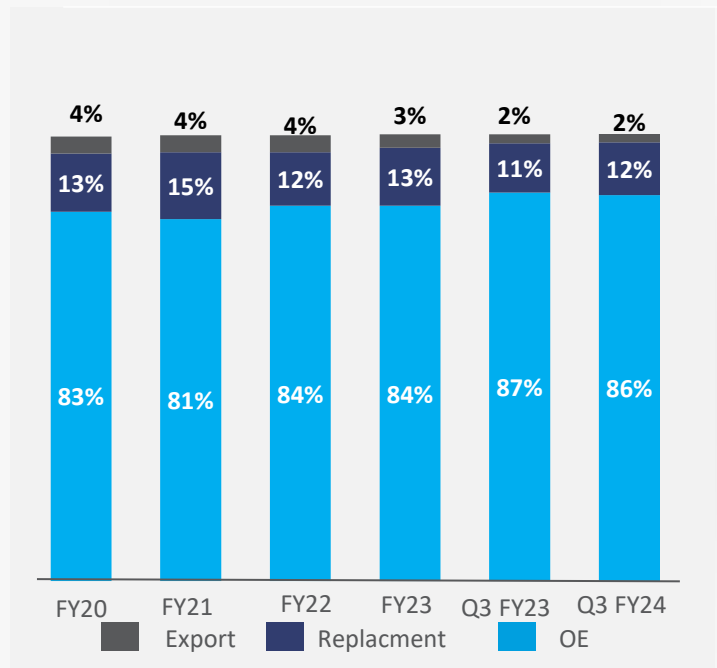


REVENUE MIX (INC. TRADING)

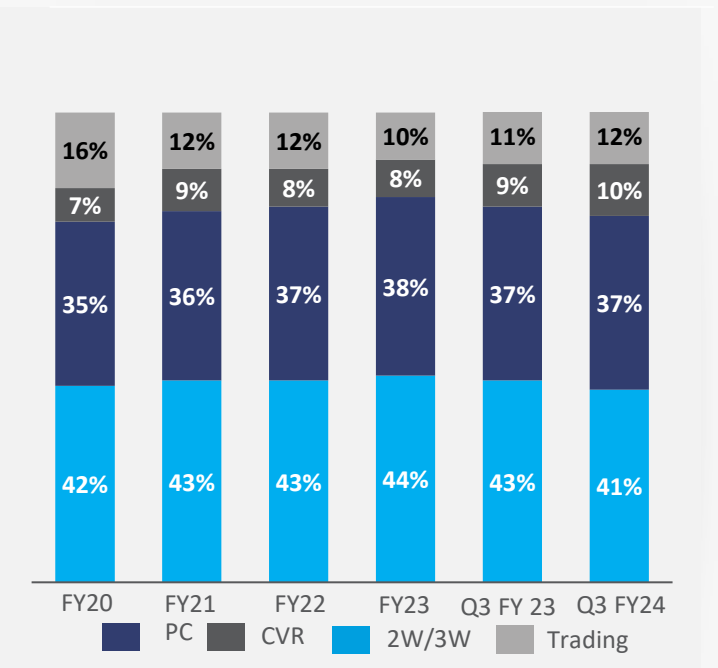
Segment Mix



Channel Mix



Aftermarket



BALANCE SHEET

Assets (Rs. Mn.)	Dec-23	Sep-23	Mar-23	Mar-22
Non-current assets	5,386	5,180	4,857	4,458
Current assets	9,635	10,122	9,423	9,073
Total Assets	15,021	15,302	14,280	13,531

- Net Cash stood at Rs 2,138 Mn at the end of Dec.23
- Net Working Capital Days at 24 as compared to 18 last year
- Capex for 9MFY24 to the tune of Rs. 500.2 Mn

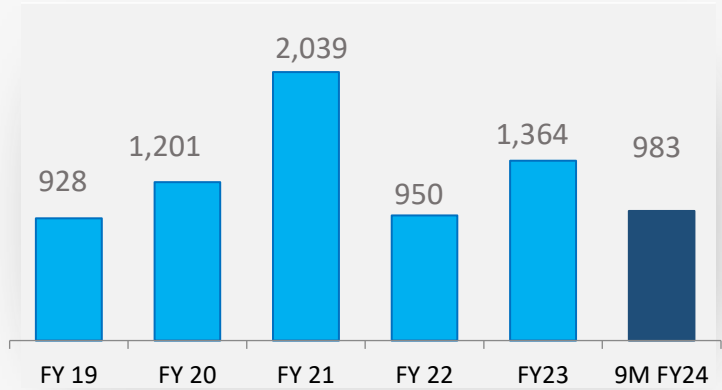
Equity and Liabilities (Rs. Mn.)	Dec-23	Sep-23	Mar-23	Mar-22
Equity	9,560	9,347	8,703	7,668
Non-Current Liabilities	514	346	384	403
Current liabilities	4,947	5,609	5,193	5,460
Total Equity and Liabilities	15,021	15,302	14,280	13,531

Capex for FY23

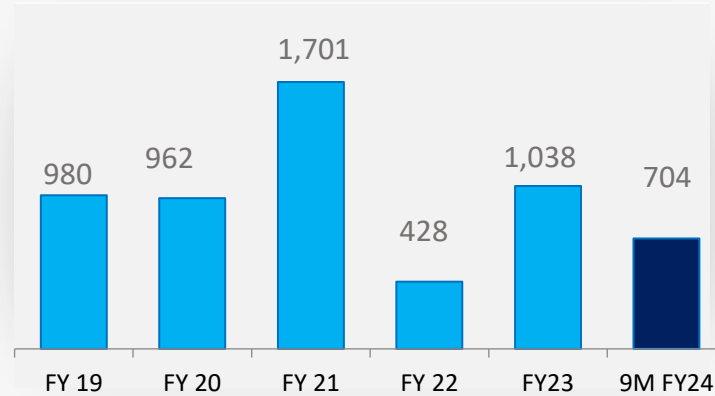
- Hosur - NEST, Fanuc Robo Drill, Damping Force Testing, Electro Dynamic damper, Washer spring feed Assembly, Sustainability
- Chakan - Expansion Spinning Machine, Chrome grinder Machine ,Chennai Land
- Khandsa - Expansion for MSIL

CASH FLOWS

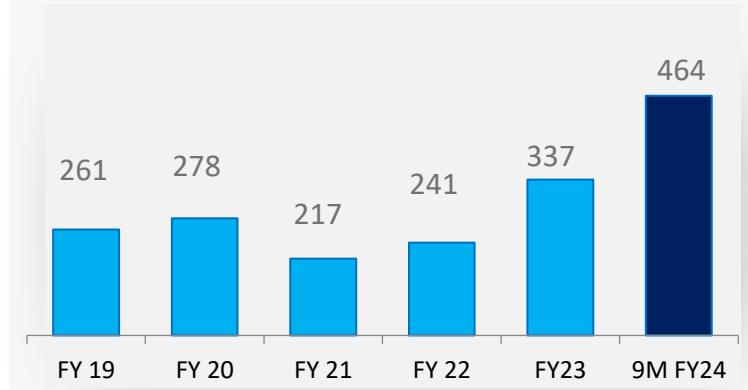
Cash Flow from Operations (Rs. Mn)



Cash Flow used in Investing (Rs. Mn)



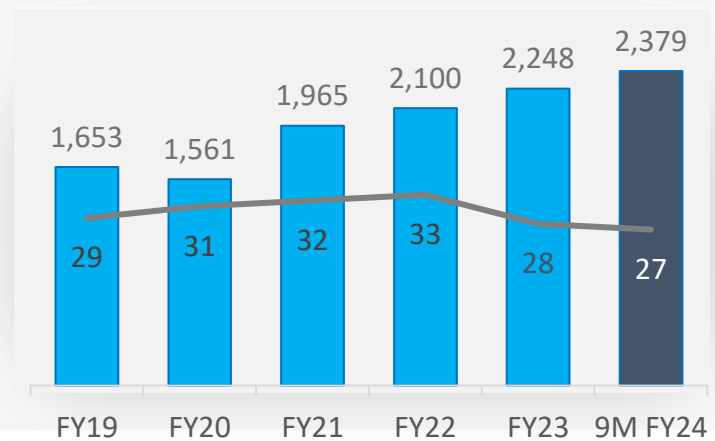
Cash Flow used in Financing (Rs. Mn)



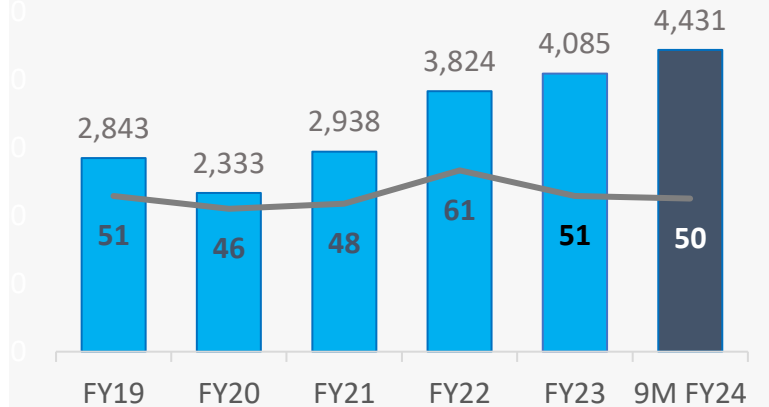
Working Capital Days



Inventory Days

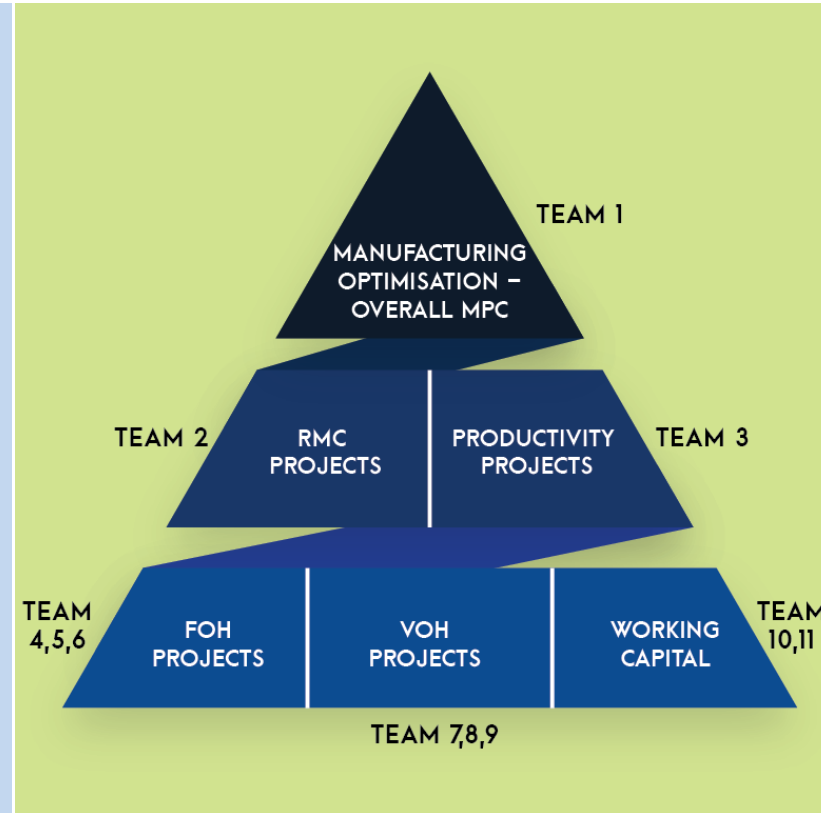
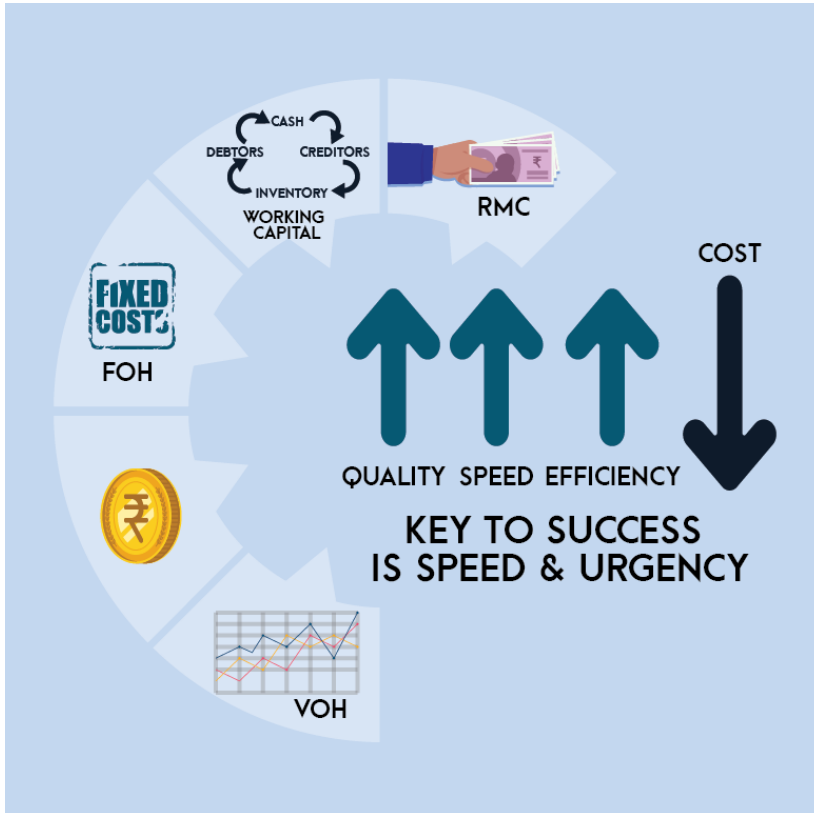


Debtors Days



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

CORE 90 (COST REDUCTION IN 90 DAYS)



CORE 90 COST REDUCTION DRIVE

VISION 2025



To be amongst the Top 5 Shock Absorber Manufacturers in the world

REDEFINING RIDE COMFORT

Market Leader
FOR 60 YEARS

Exports

Domestic Dominance

Mergers & Acquisitions

Technology

OUR STRATEGIC BUSINESS DRIVERS



Exports

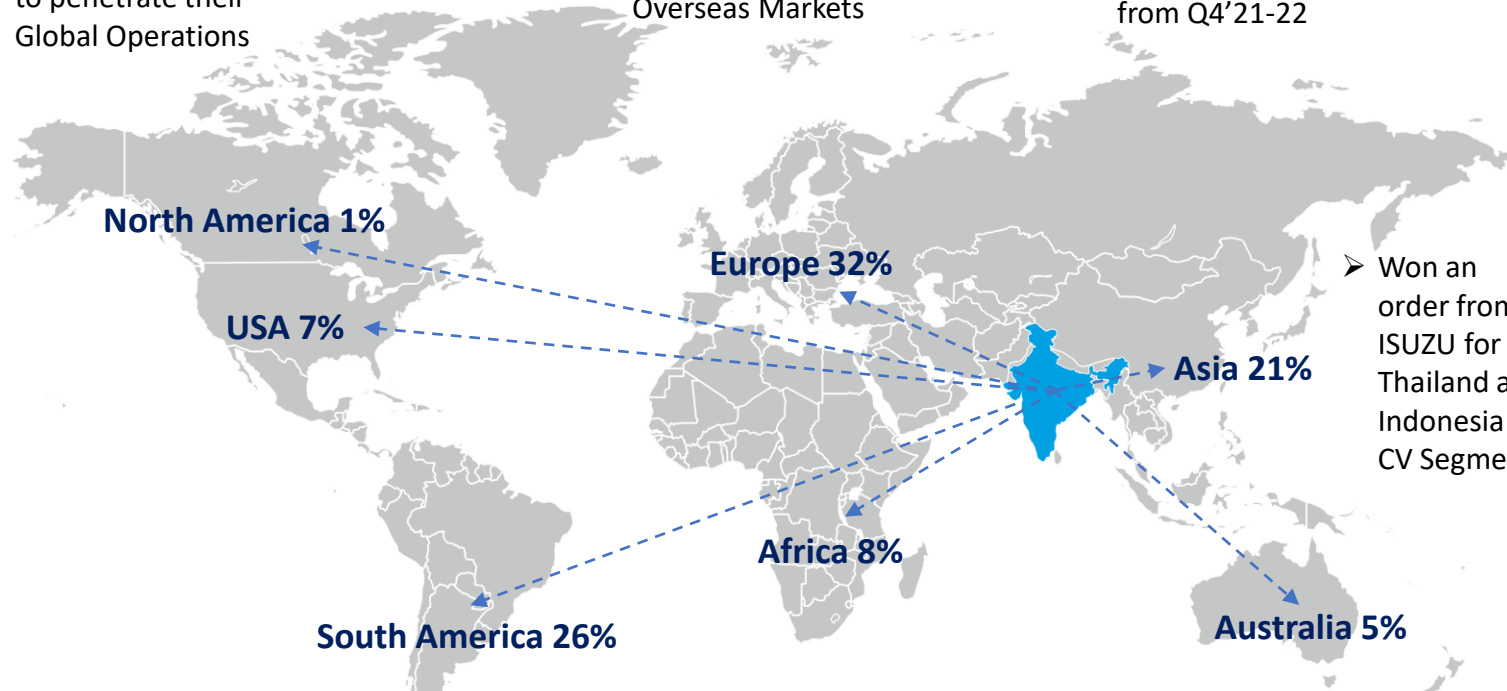


CREATING GLOBAL PRESENCE THROUGH EXPORTS

➤ Leveraging relationship with Global OEMs in India to penetrate their Global Operations

➤ Resource in Europe for exploring opportunities in Overseas Markets

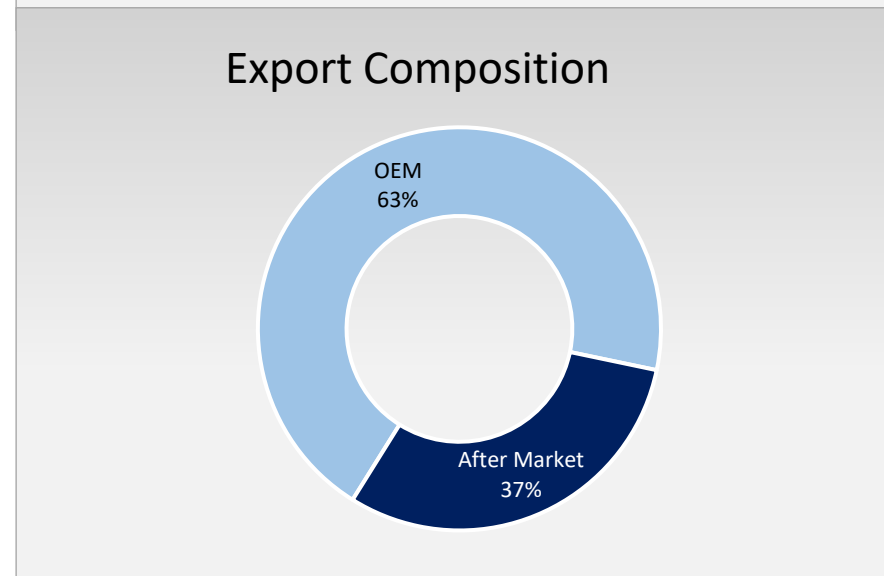
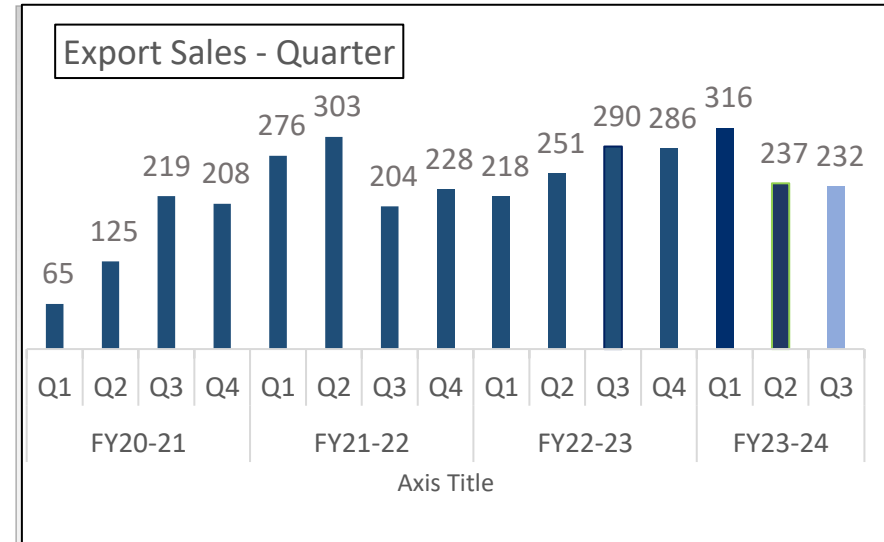
➤ Export order from DAF Netherlands, VW Russia commenced from Q4'21-22



➤ Exports to Yamaha, Japan

➤ Focusing to increase presence in Aftermarket of Latin America, Africa & North America

➤ Won an order from ISUZU for Thailand and Indonesia in CV Segment



OUR STRATEGIC BUSINESS DRIVERS



Domestic Dominance



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

Performance

- The main drivers of growth included initiatives to enhance market share with key customers like TVS , Bajaj and EV OEM, increased focus on developing new products in EV and premium category, and the notable acceptance of end products in the market.

Recent Launches

- Ather Rizta
- OLA – S1 Air/S1X/S1X+/Gen2
- Gogoro – PUZ , Ather – 450S, TICM – Montra L5

Market Update

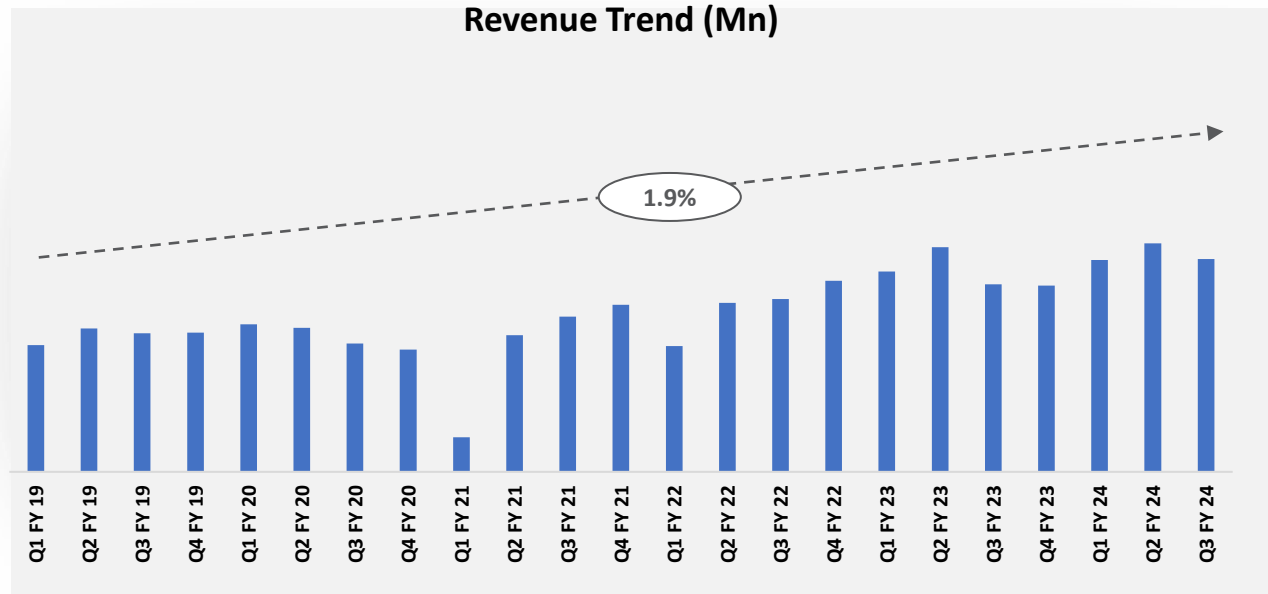
- As per SIAM data, the 2W sales grew by 19 % YoY and 3W grew by 13.4% YoY respectively in Q3 FY23-24 compared to Q3 FY22-23
- In 2W segment, Scooters grew by 25.4%, Motorcycles grew by 16.3% & Mopeds grew by 23.7% in Q3 FY23-24 compared to Q3 FY22-23.

Future Development

- EV - OLA M/c, Ather ,River, TICM, Lectrix
- 2W- TVS, REM, Suzuki, Bajaj, Piaggio
- 3W – Bajaj, TVS,

Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto



GABRIEL INDIA LTD: WELL- ENTRENCHED AMONGST ALL 2W/3W EV PLAYERS



OLA ELECTRIC



AMPERE
By GREAVES



HERO ELECTRIC



TVS



ATHER



Mahindra
ELECTRIC



Top Selling Models

GIL Presence

1. Ola S1 Pro
2. TVS iQube
3. Bajaj Chetak
4. Ather 450x
5. Ampere Magnus EX
6. Hero Vida V1 Pro
7. Joy e-bike Glob



Source: zecat.in/ev-sales-report-december-2023

21.37%

Highest EV Sales in
Uttar Pradesh in the
month of Dec'23

Source: jmkresearch.com

73%

GIL SOB
2W sales
(Q3, FY 23-24)

7%

GIL SOB
3W sales
(Q3, FY 23-24)

40%

GIL growth - EV-2W
Q3 FY24 w.r.t Q3 FY23

60%

GIL growth - EV-3W
Q3 FY24 w.r.t Q3 FY23

YTD SEGMENT PERFORMANCE – PASSENGER VEHICLES(INCL. AM)

Performance

- Growth in UV/Van segment at 34 % against market growth of 26%
- Degrowth in Passenger car segment at 5% against market degrowth of -17%

New Program

- Maruti Suzuki: Jimny
- Stellantis : Electric Citroen C3

Market Update

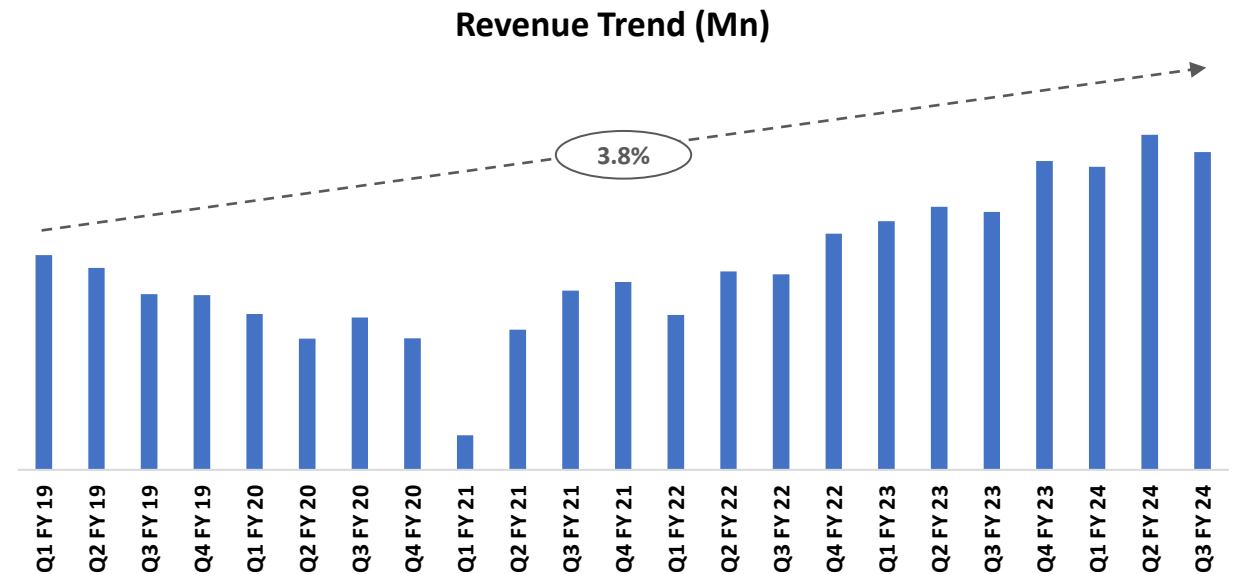
- As per SIAM data, the sale of Passenger Vehicles grew by 26 % in Q3 FY24 over the same period last year

Future Development

VW (1) , TML (4), Stellantis (2), MSIL (3)

Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

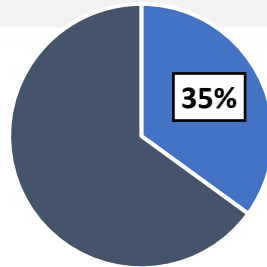
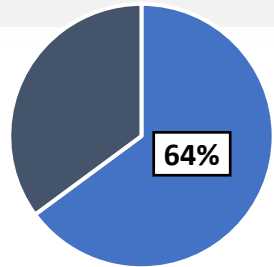


GABRIEL PRESENCE: UTILITY VEHICLES

- Manufacturing Facility: Chakan & Khandsa
- R&D Centre: Pune
- Product Portfolio: McPherson struts, Gas Shock Absorbers, Steering Dampers
- Commenced the technology of FSD (Frequency Selective Damping) in damper supplies for key customers

Share of Utility Vehicle sales in Gabriel Passenger Vehicle business ~65%

Gabriel India Share of Business in Total Utility Vehicle Sales `35%



■ Utility Vehicle

■ SOB - GIL ■ Others



Volkswagen Taigun



Skoda Kushaq



Toyota Hyryder



Mahindra XUV 700



Mahindra Thar



Mahindra Bolero



Suzuki Brezza (New)



Suzuki Grand Vitara



Suzuki Jimny

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

Performance

- CV segment grew by in Q3 FY24 as compared to Q3 FY23

New Program

Mahindra – UPP -G1 , E Jeeto & 3W , TML – Coral , 55T (High Damping force Dampers) , VECV Titan LCV EV Dampers , TVS – 4W

Market Update

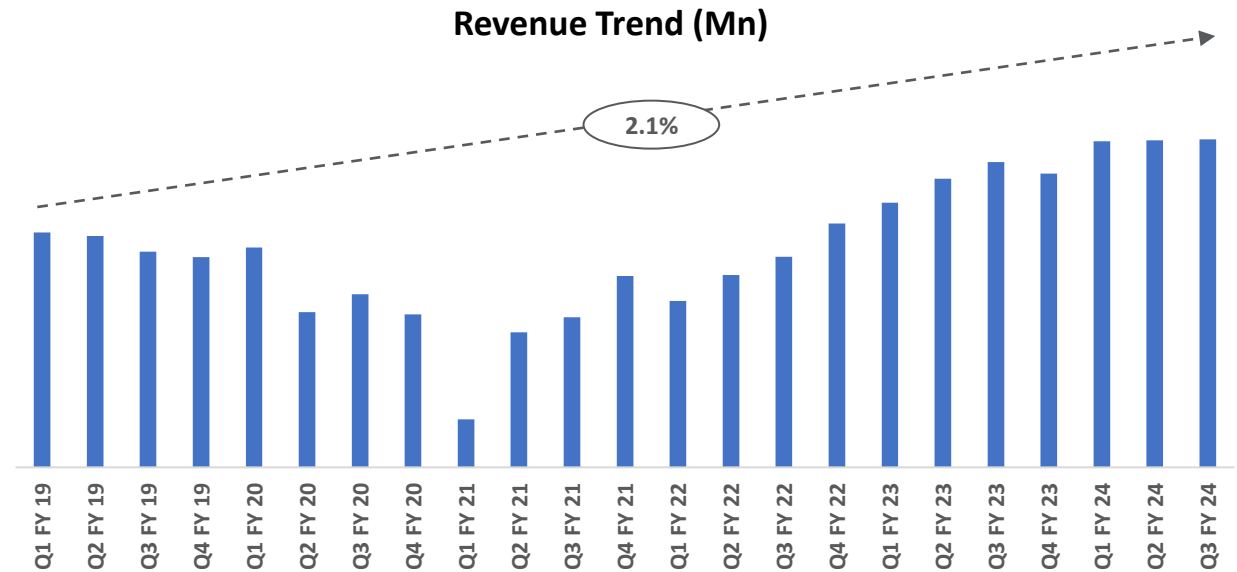
- As per SIAM data, the overall commercial vehicles segment grew by 6% in Q3 FY24 as compared to Q3 FY23
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 4% YoY and Light Commercial Vehicles (LCVs) grew by 9% YoY in Q3 FY24

Future Development

- Fuso Japan , New EV customers & Volvo
- DAF – Axle Dampers (High Damping force Dampers)

Top 3 Customers

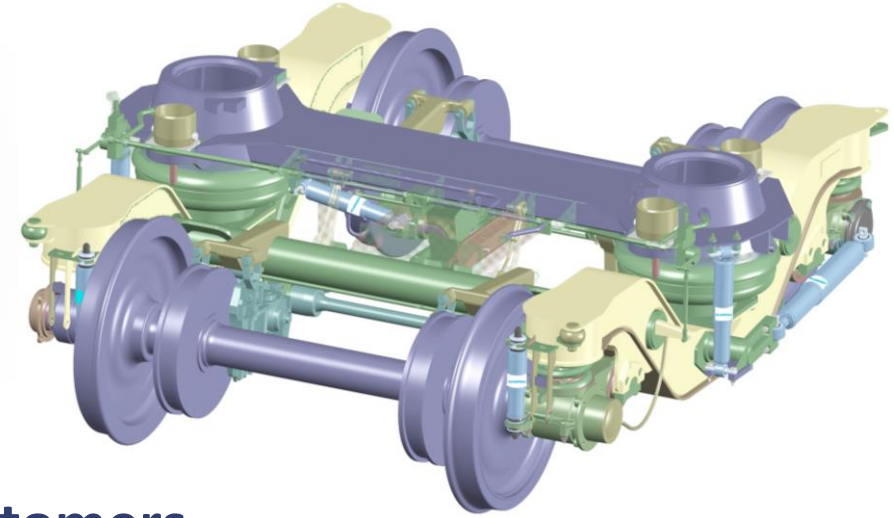
- Tata Motors, Mahindra & Mahindra, Ashok Leyland



GABRIEL PRESENCE- RAILWAYS

- Manufacturing Facility: Chakan, Pune
- R&D Centre: Pune
- Product Portfolio: Damper for Rajdhani/Shatabdi Coach, ICF Conventional coach, EMU/MEMU Coach & Diesel Locomotive
- 1st Indigenous Company to develop damper for Rajdhani/ Shatabdi Coach(LHB) & Vande Bharat Coach

Damper for Various Bogie of Railroad



New Damper Introduced



SEMI HIGH SPEED TRAIN



ELECTRIC LOCOMOTIVE

Key Railway Customers



Patiala Locomotive Works, Patiala
(Formerly Diesel Loco Modernisation Works, Patiala)
Indian Railways, Government Of India



ALL ZONAL
बी ई एम एल
beml
NEW FRONTIERS. NEW DREAMS



AFTERMARKET

Strong Brand Equity

- Brand “Gabriel” synonymous with shock absorbers
- Leadership since 62 years with market share > 40%

Extensive Distribution Network

- 10 CFA locations & 700+ dealer network
- ~25,000 + retail outlets supported by effective sales force
- Present in the aftermarket segment across six continents

Recent Highlights

- Achieved 3% growth over Q3 22-23. Sale Q3 (23-24) – 1042 MINR
- Achieved 8% growth over YTD Dec 22-23. Sale YTD Dec (23-24) – 3208 MINR
- Completed successfully 4 IT Enablement projects

Widest Product Range

- Only Company present in all the segments i.e. TW, PC, CV & Railways
- Launched 269 SKU’s YTD Dec 23-24.
- More than 1312 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

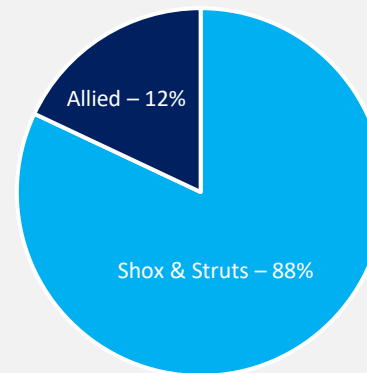
Presence Through Allied Products

- Leveraging Brand Gabriel & Distribution Network for Allied products.
- 20 New Product lines launched successfully in recent years & 1 NPL are in pipeline.

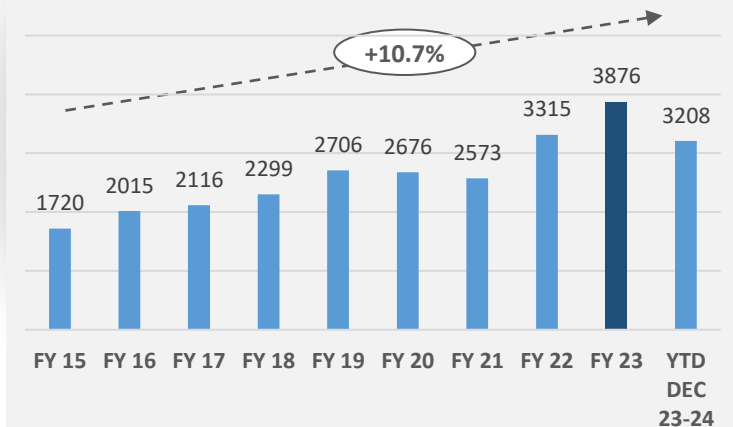
Focus Areas & Outlook

- 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 on Elite Workshop Programme in 23-24 to strengthen the brand
- 4 IT projects Successfully implemented, 2 are in pipeline. Target to become 100% IT enabled in next 2 years
- Focus on Latin American & African markets for Quantum growth in Export's sales

After Market Parts



Aftermarket Sales (Rs. Mn)



OUR STRATEGIC BUSINESS DRIVERS



Merger & Acquisition



MERGER & ACQUISITION

Product diversification is one of the important levers in both de-risking our business and also improving shareholders value

GABRIEL

- Gabriel India is the flagship of the ANAND Group. From being a single-product company in 1961, Gabriel India has transformed itself to become the most-trusted ride control products brand in India.
- Gabriel is also the leading manufacturer of shock absorbers for new generation vehicles in the 2 & 3-wheeler segment in India, including EVs.



- Founded in the Netherlands in 1946, with over 700 life patents and a global market share of approximately 25%, Inalfa Roof Systems is a \$1.5 billion company, leading in roof systems technology and solutions, delivering roof systems to almost every major car and truck manufacturer in the world.

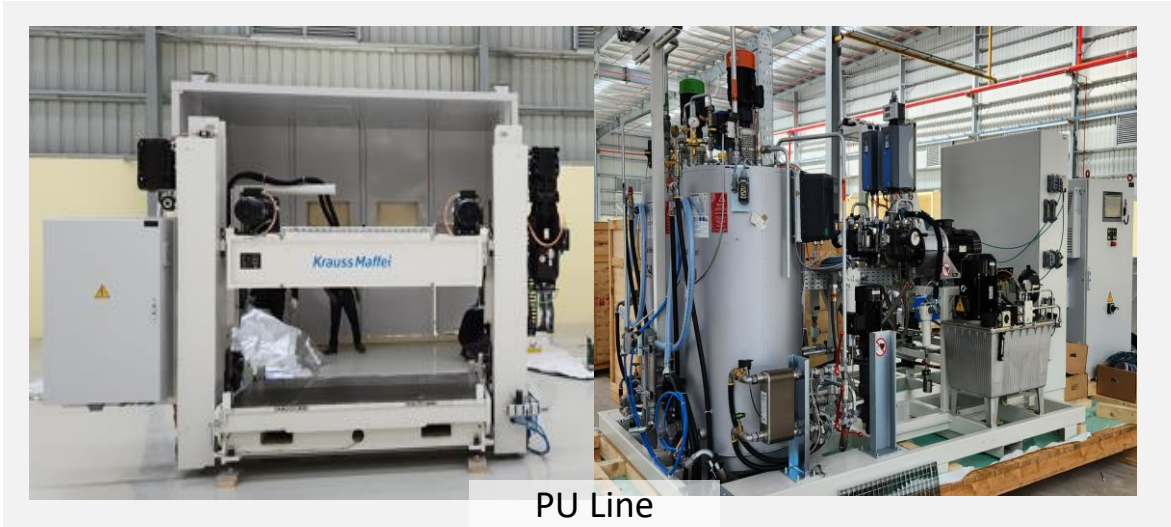
IGSSPL PLANT READINESS



Plant View

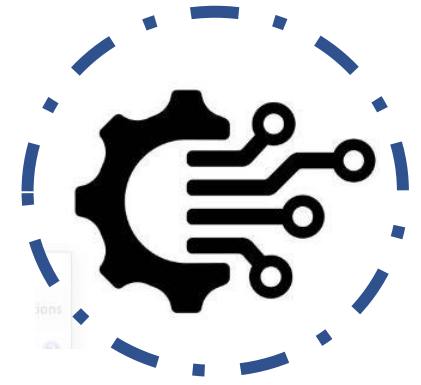


Assembly Line



PU Line

OUR STRATEGIC BUSINESS DRIVERS



Technology

GABRIEL EUROPE ENGINEERING CENTRE (GEEC)

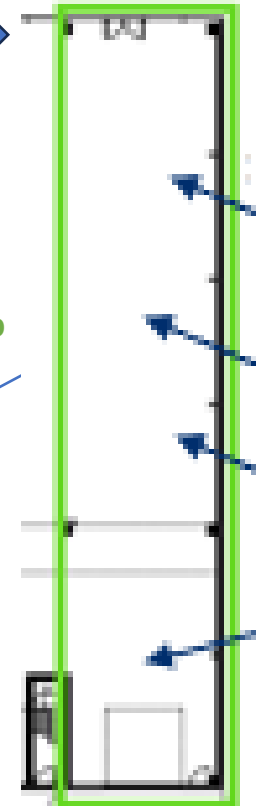
- Competence Centre for knowledge transfer and training
- Centre of Excellence aiming to become Best in Class on Global Suspension Market
- Joint development of Gabriel Next Generation Technologies with GIL R&D and global external partners
- Located at Thor Park in Genk, Belgium



2022
 ◆ GIL NxG Support from Office at IncubaThor

2023
 ◆ GEEC Belgian Legal Entity created July 14th : Court of Commerce

2024
 ◆ GEEC Extension with prototype workshop Jan 2nd, 2024 : Re-Located to FacThory



GABRIEL PUNE TECH CENTRE: “IGBC” CERTIFIED GREEN BUILDING



GABRIEL TECH CENTRE: POWERING OUR FUTURE, DRIVING POSSIBILITIES



Chakan

Technology Collaboration:



Hosur

Technology Collaboration:

Yamaha Motor Hydraulic System
Company Limited (formerly SOQI), Japan

- 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

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 &
Vande Bharat Coaches

Many Firsts

AWARDS AND ACCOLADES



Award from **Bajaj** for Platinum Rating for Delivery and Quality

AWARDS AND ACCOLADES



Won CII TCM Award in “**Manufacturing Champion**” Merit Category



Won CII TCM Award in “**Sustainability Champion**” Merit Category



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: 1,726 MT reduction in carbon footprint since FY12. 12% of power from renewable sources from 0% in FY14
- Consistent dividend track record since FY 85-86



Key Metrics

500+
New Product Additions

7+3 (satellite plants)
Manufacturing Plants

25
Countries of Presence

75 (6 Granted)
Patents Filed

664
Distributors

4,466
Employees (Average)

Financial Strength (FY23)

Revenue	PAT	ROCE	Net Cash
INR 29,717 Mn	INR 1,324 Mn	31%	INR 2,984 Mn

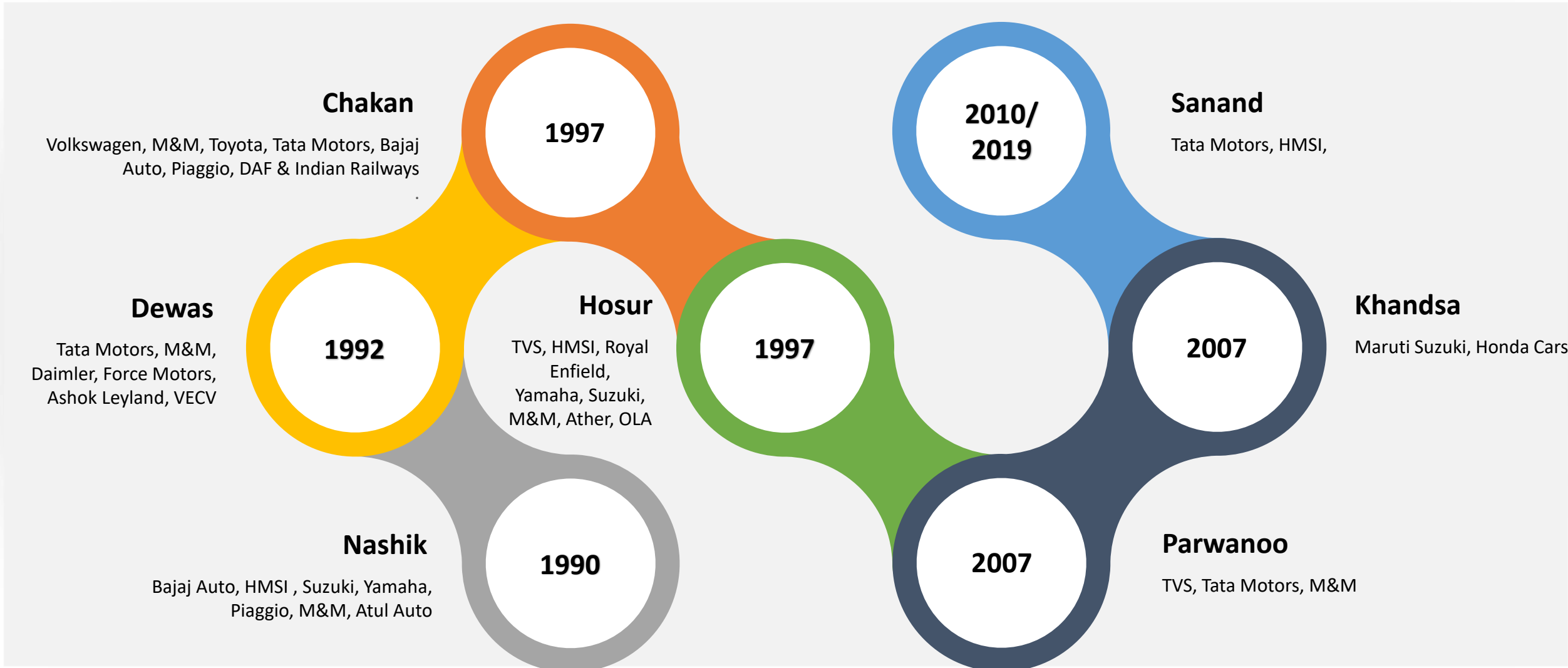
STRATEGIC MANUFACTURING FOOTPRINT



- IGSSPL Plant (100% Subsidiary)
- GIL Plants
- GIL Satellite Locations

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

STRATEGIC MANUFACTURING FOOTPRINT



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
- 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

Quality at Competitive Price

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



CV & Railways



DAIMLER

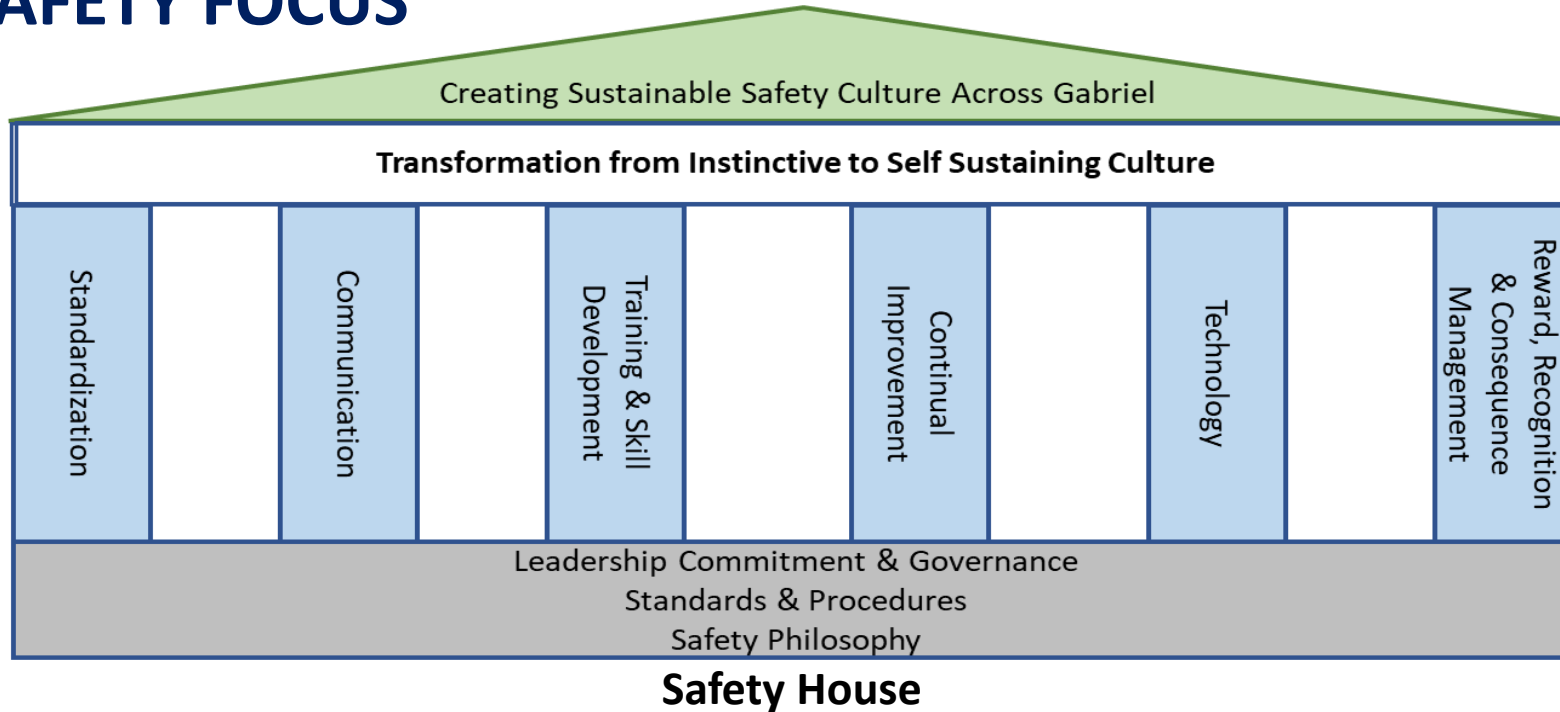


ISUZU

Mahindra Rise.



SAFETY FOCUS



- ❖ Collaboration for training with British Safety Council
- ❖ Dexterity Centre for induction training
- ❖ App Based abnormality reporting
- ❖ Online work permit monitoring

Standardization:

- SOPs clearly defined for activities with Operational Safety controls

Communication

- Ensuring SPOC at different levels of hierarchy

Training & Skill Development

- Developing skill to ensure adherence to safety while working

Continual Improvement

- Improvising existing methods to enhance safety

Technology

- Using technology to reinforce safety aspects while working

R&R and Consequence management

- To inculcate positive safety culture

HUMAN RESOURCES



In-depth sectoral knowhow

Seasoned Resources

Strong employee connect

Partnership-oriented approach

Employee-friendly systems and policies

Key Metrics	Mar' 23	Mar' 22	Mar' 21	Mar' 20	Mar' 19
Revenue per employee (Rs Cr)	0.66	0.61	0.43	0.51	0.53
Average employee experience (person years)	8.0	8.0	9.0	8.0	7.0
Investment in training programmes (Rs Cr)	1.94	1.05	0.42	2.21	1.45
Employees covered under training programmes (%)	70%	73%	78%	80%	65%

“GREAT PLACE TO WORK” – FIVE CONSECUTIVE YEARS

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

SUSTAINABILITY MISSION



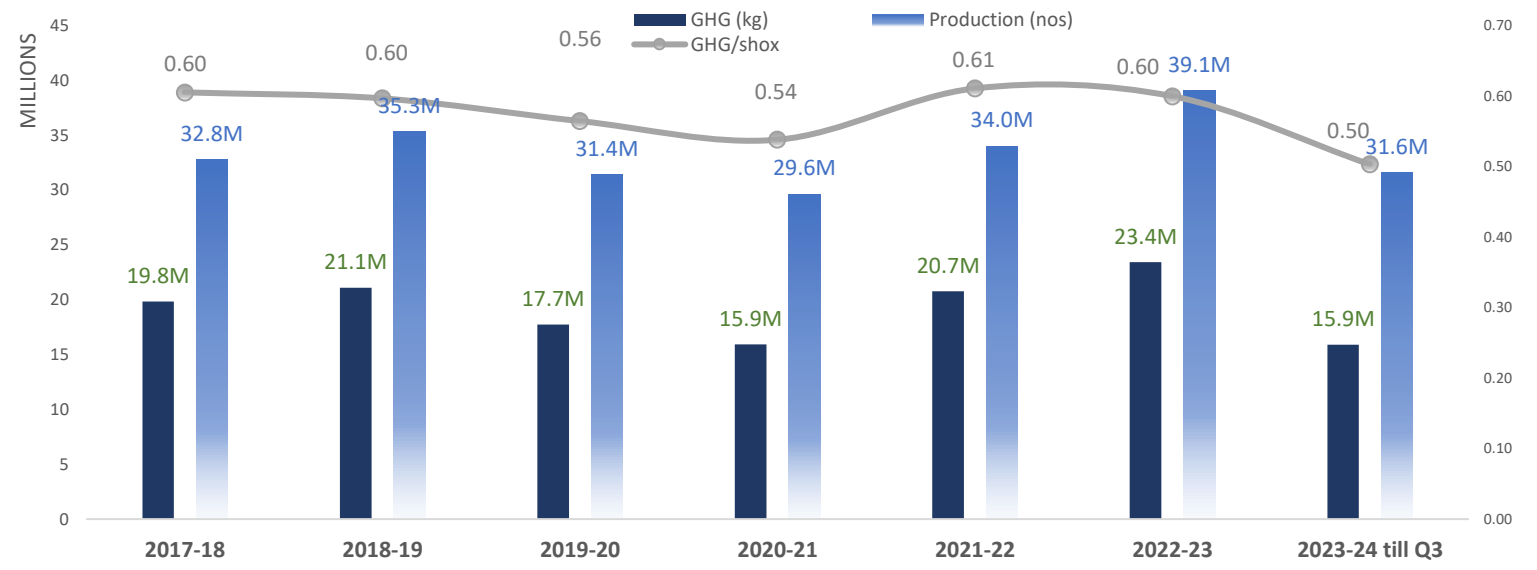
Mission

TO BE CARBON & WATER NEUTRAL BY 2025 WITH ZERO WASTE TO LANDFILL

SUSTAINABILITY

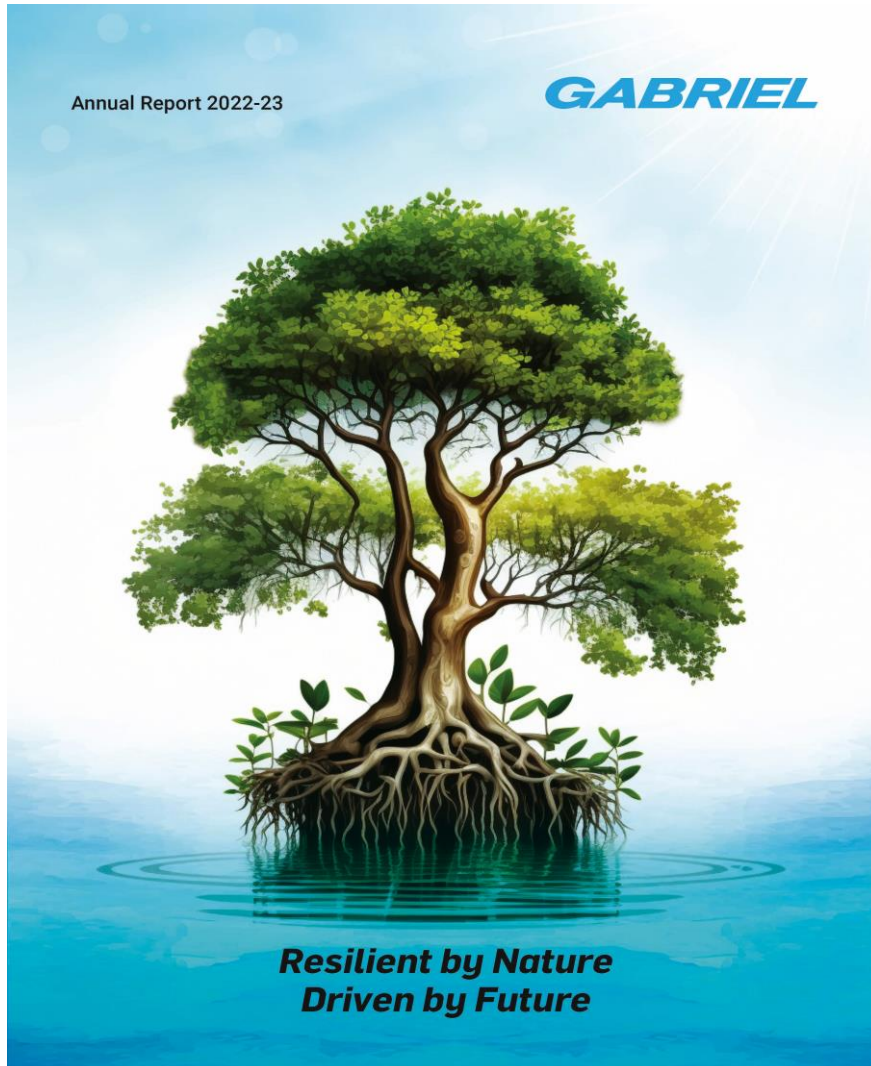


Gabriel Carbon Footprint



- Using energy efficient equipment's such as 3 – 5-star air conditioners, LED lighting, at least 3 star rated motors, transformers, air compressors
- The contribution of renewable energy is 20% in FY24 Q3, in plant operations. Open Access Group Captive power supply continues to be in operation with Solar at Chakan plant and with Wind at Hosur plant. To further increase the share, Open Access Solar Group Captive at Hosur has been added since May 23 and rooftop solar is installed at Nashik plant (new store building) & planned at Hosur (new store building). Also, Nashik has invested in group captive solar power plant to source renewable power and await commissioning.
- **Energy Efficiency:** Reduction in energy losses through technology application like variable speed drives, optimization of process parameters affecting energy consumption, idling timers, elimination of compressed air leakages has been done.
- **IoT:** For better insight into the energy consumption in plant operations, IoT based software has been implemented across the company
- **Renewable Energy:** A total of 1.9 MWp of rooftop solar and 3 MW of Open Access Group Captive Wind & Solar Energy is currently operational. With commissioning of Hosur rooftop solar and Nashik Group Captive, Gabriel will have a total of 2 MWp of rooftop solar & 4.5 MW of group captive energy.
- **Zero Waste To Landfill:** Out of 7, we have achieved Zero waste to Landfill status for 6 sites located at Nashik, Hosur, Parwanoo, Khandsa, Dewas & Sanand, WIP for achieving ZWTL at Chakan plant. ZWTL achieved for Nashik in Q3.
- **Rainwater Harvesting:** Rainwater harvesting completed at 5 out of 7 plants. Khandsa & Dewas in progress

Annual Report 2022-23 BRSR



Gabriel India Reports its first BRSR in its Annual Report for 2022-23

Considering, reporting of company's performance on sustainability related factors as vital as reporting on financial and operational performance, SEBI vide its circular SEBI/HO/CFD/CMD-2/P/CIR/2021/562 dated May 10,2021 decided to introduce new reporting requirements on ESG parameters called the Business Responsibility and Sustainability Report (BRSR).

Gabriel India thus published its first BRSR in its Annual Report for 2022-23 based on National Guidelines on Responsible Business Conduct (NGRBC) principles and is aligned with United Nations Sustainable Development Goals (SDGs), Global Reporting Initiative (GRI), United Nations Guiding principles.

CSR INITIATIVES 2022-23

Focus Area	Parwanoo	Gurugram	Dewas	Jawai	Nashik	Rewari
Education	Scholarships: Ten girls (3-7yrs.) to pursue education at ANAND School	-	MEDHAVI Scholarships: Support 11 matriculate girls to complete their Diploma in Mech Engg. Provide education to 400+ school students from 4 Govt. Schools	Provide education to 350+ school students from govt./low grade private schools who are at risk of dropping out due to prolonged school closure on account of the pandemic infrastructure development for School	Provide education to 800+ school students from 10 Govt. Schools	-
Skill Development	Skill 70+ youth aged 18 –55 years in multiple NSDC approved job roles Skill 30 youth in NSDC's approved job role of General Duty Assistant and ensure jobs for 80% trained	Skill 500+ female youth and women aged 18 — 55 years in NSDC approved job roles of Asst Beauty Therapist, Self Employed Tailor etc.	Skill 45 youth and 65 youth (male & female) in NSDC's Healthcare Sector Skill Council job role of Home Health Aide and General Duty Assistant and ensure jobs for 80% trained	-	-	Skill 500+ female youth and women aged 18 — 55 years in NSDC approved job roles of Asst. Beauty
Health & Hygiene	Maintain three public parks in partnership with Municipal Council, Parwanoo & Dept. of Forest, Solan	Support CII-ACMA-YBLF in setting up a 50-bed COVID Care Centre	-	Provide mobile medical services as preventive health care to 16000+ rural population living in villages around JAWAI Leopard Camp Provide daily sanitation services of sweeping of village lanes, regular collection and disposal of garbage from 1270 households	Support Govt. Health Facilities to enhance access and availability of drinking water for 272 households of upcoming model village Rohile Construction of dining shed at Tribal Residential School, Village Rohile	-
Community Conservation	-	-	Facilitate bank credit for 50 self help group members to initiate livelihood activity and encourage them to adopt 'Gangama Mandal' form of nutrition farming	-	-	-

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



Pradeep Banerjee

Non-Executive
Independent Director



Matangi Gowrishankar

Non-Executive
Independent Director



Pallavi Joshi Bakhru

Non-Executive
Independent Director



Mahua Acharya

Non-Executive
Independent Director

EXECUTIVE LEADERSHIP



Manoj Kolhatkar
Managing Director



Amitabh Srivastava
Chief Operating Officer,
Railways and Aftermarket
Business Unit



Rishi Luharuka
Chief Financial Officer
and
Head- Strategy and
Sustainability



Vinod Razdan
Head- Human
Resource



Koen Reybrouck
Chief Technical
Advisor



Atul Jaggi
Deputy Managing Director



Puneet Gupta
Chief Operating Officer -
Two and Three Wheelers
Business Unit



R. Vasudevan
Chief Operating Officer - Passenger
Cars Business Unit and Commercial
Vehicles Business Unit



Prashant Shah
Head- SSCM



CR Vijaykumar
Head- Quality

CUSTOMER AWARDS & ACCOLADES



Special Award by Volvo
Eicher Commercial Vehicles
Limited



TOYOTA
ZERO KM PPM and Quality
certification by Toyota Kirloskar
Motor



MSES-A Level Award
by Mahindra &
Mahindra



Award for Pre "C" VA activity by
Honda Motorcycle and Scooter
India (HMSI)



Periodic Cost Reduction Award By
Suzuki Motor India



Supplier Samrat National runner
up in Proprietary



Quality Achievement
(10 PPM) Award by
PACCAR Inc



Best Supplier Award for Demand
Fulfillment North



BAL-Q "Gold Consistent" award
by BAJAJ at BAVA Convention

INDUSTRY AWARDS & ACCOLADES



Quality Excellence Award in 9th FICCI Quality System excellence awards for Industry and National Conference



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

The logo for ACMA (Automotive Component Manufacturers Association of India) consists of the letters 'ACMA' in a large, bold, blue sans-serif font.

Automotive Component Manufacturers Association of India

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

The logo for ACMA (Automotive Component Manufacturers Association of India) consists of the letters 'ACMA' in a large, bold, blue sans-serif font.

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



Gold Award QC Competition by Quality Circle Forum of India

For further information, please contact:

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Investor Relations Advisors :

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