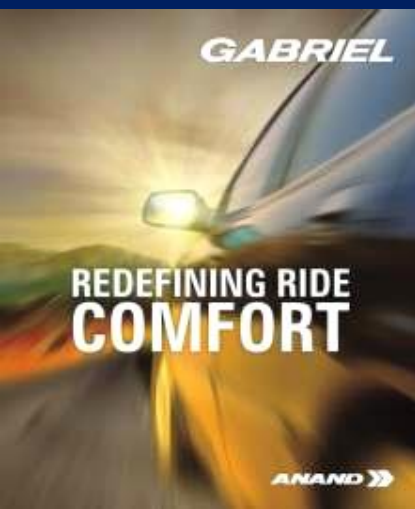


Gabriel India Ltd.

Result Update Presentation – Q2FY16



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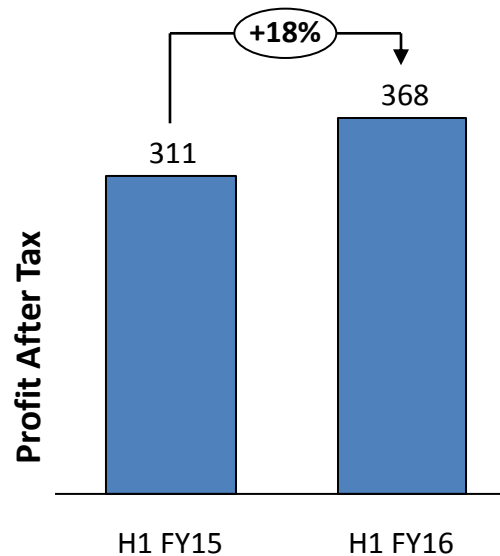
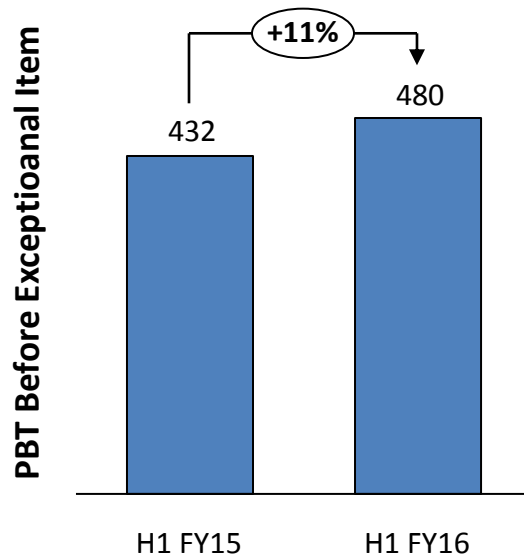
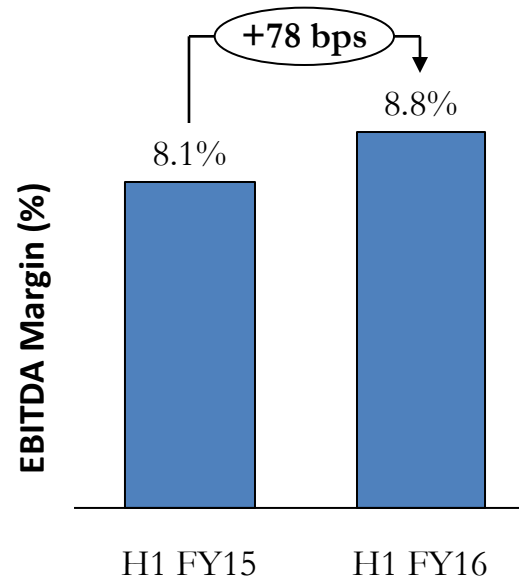
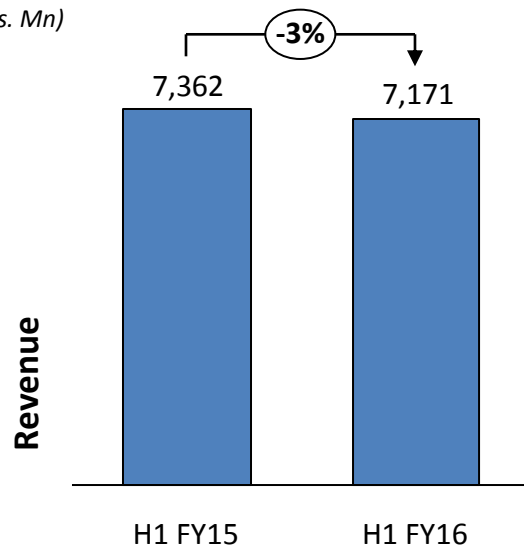
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Margin Expansion Continues in H1 FY16



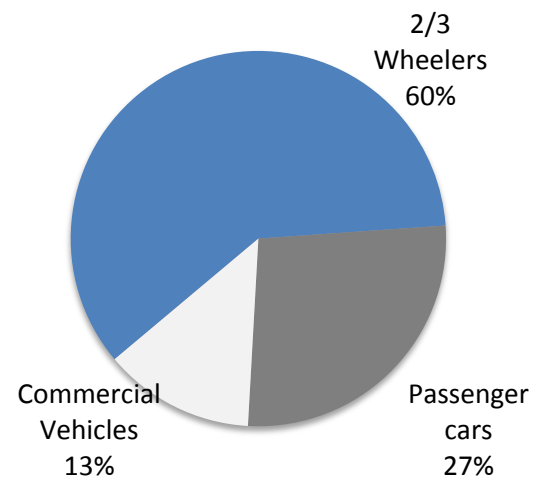
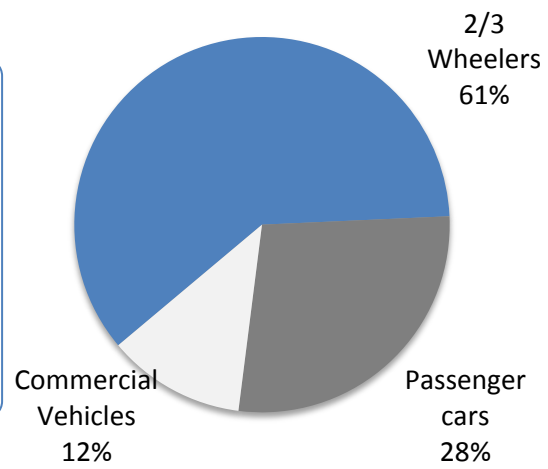
GABRIEL

(Rs. Mn)



- Improving volumes in Aftermarket and CV segment enabled marginally offsetting the impact of lower 2W volumes
- EBITDA Margin at 8.8%, improved by 78 bps YoY on lower Raw Material Costs and expenses
- Profit after Tax improves by 18% YoY
- Declared Interim Dividend @ 45% i.e. 0.45 per equity share of Re. 1/-

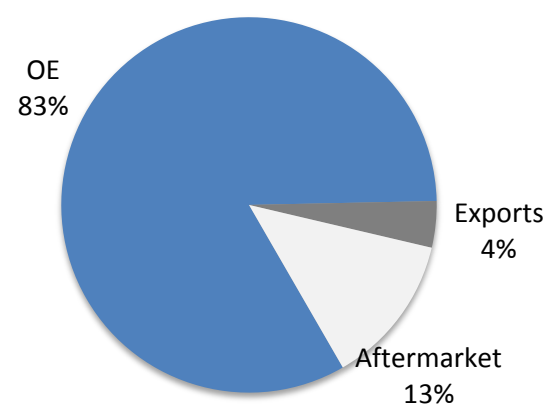
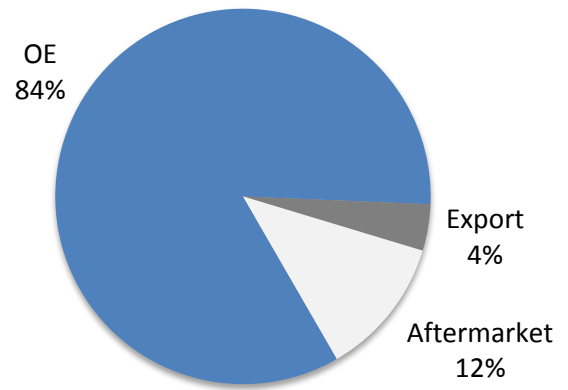
Segment – Mix



H1 FY15

H1 FY16

Channel – Mix





GIL, Dewas : FICCI Quality System Excellence Award for Manufacturing 2015



GIL, Khandsa : Gold Trophy in the Excellence in HR (Special) Category by ACMA



GIL, Dewas : Quality Mark Trust Award



GIL, Nashik : Won West Region HMSI Supplier NH circle competition



GIL, Parwanoo : Bronze Award in International Convention on Quality Circle (ICQC) at South Korea

- **CRISIL** has upgraded its **Credit Rating** of **Gabriel** from “A –” to “AA –” i.e. one notch higher on long term & from “A1” to “A1 +” which is highest rating on short term side
- **Gabriel India Ltd** - Listed as one of the **Fortune India’s Next 500 Companies** by Fortune India
- **Gabriel India Ltd** – Improves **Business Today BT 500 (India’s most valuable companies)** ranking to **556** from **659**

Profit & Loss Highlights



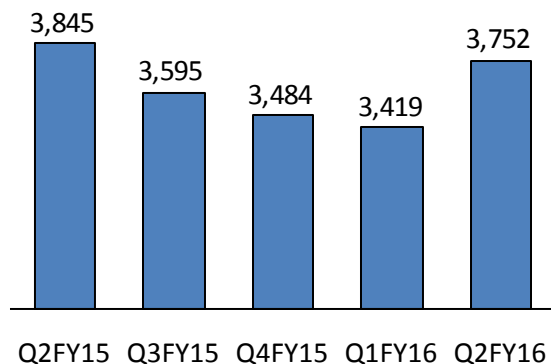
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Rs. Mn	Q2 FY16	% of Sales	Q2 FY15	% of Sales	YoY%	H1 FY16	% of Sales	H1 FY15	% of Sales	YoY%
Revenue	3,752	100.0%	3,848	100.0%	(3%)	7,171	100.0%	7,362	100.0%	(3%)
Raw Material	2,693	71.8%	2,786	72.4%		5,156	71.9%	5,330	72.4%	
Employee Expenses	285	7.6%	270	7.0%		550	7.7%	533	7.2%	
Other Expenses	445	11.8%	473	12.3%		831	11.6%	908	12.3%	
EBITDA	329	8.8%	319	8.3%	3%	633	8.8%	593	8.0%	7%
Other Income	12	0.3%	11	0.3%		25	0.3%	24	0.3%	
Interest	6	0.2%	8	0.2%		13	0.2%	27	0.4%	
Depreciation	83	2.2%	79	2.0%		165	2.3%	158	2.1%	
PBT before Exceptional Item	252	6.7%	244	6.3%	3%	480	6.7%	432	5.9%	11%
Exceptional Item	2	0.0%	2	0.0%		3	0.0%	3	0.0%	
PBT	251	6.7%	242	6.3%		477	6.7%	429	5.8%	
Tax	58	1.5%	68	1.8%		110	1.5%	118	1.6%	
PAT	193	5.1%	174	4.5%	11%	368	5.1%	311	4.2%	18%
Cash PAT	276	7.3%	253	6.6%	9%	532	7.4%	469	6.4%	14%

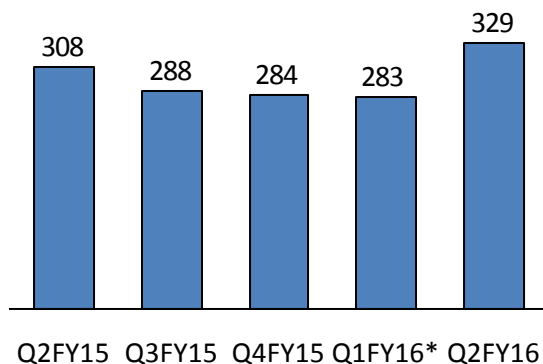
Rs. Mn	Sep-15	Mar-15
Shareholder's Fund	3,544	3,254
Share capital	144	144
Reserves & Surplus	3,400	3,111
Non-current liabilities	279	260
Long term borrowings	82	61
Other non-current liabilities	198	198
Current liabilities	2,552	2,650
Short term borrowings	0	0
Trade Payables	1,845	1,907
Other current liabilities	707	743
Total Liabilities	6,375	6,164

Rs. Mn	Sep-15	Mar-15
Non-current assets	2,973	2,958
Fixed assets	2,676	2,708
Long-term loans and advances	233	226
Other non-current assets	64	24
Current assets	3,402	3,206
Inventories	1,144	1,121
Trade receivables	1,807	1,723
Cash and bank balances	150	39
Short-term loans and advances	299	321
Other current assets	1	1
Total Assets	6,375	6,164

Revenue

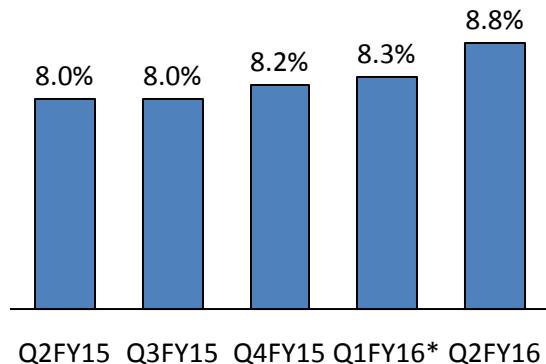


EBITDA

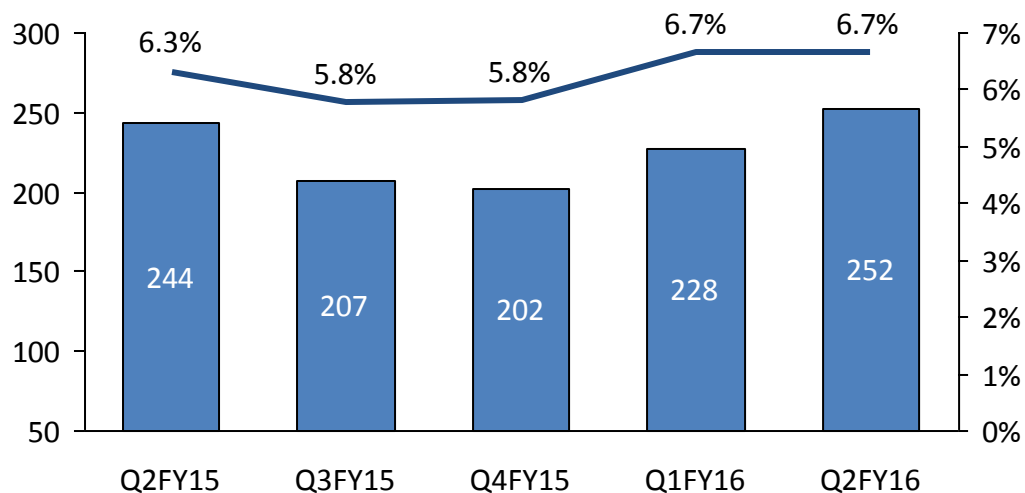


EBITDA Margin%

(Rs.Mn)

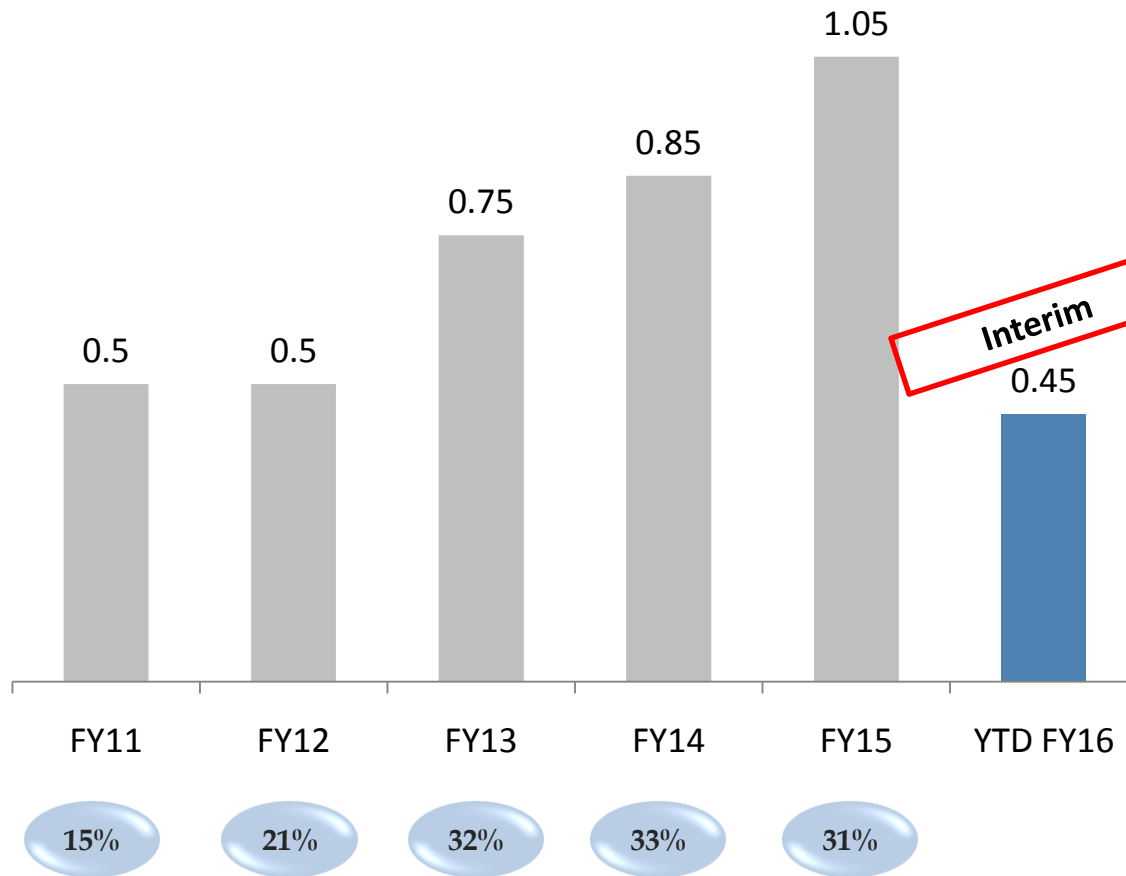


PBT Before Exceptional Item & Margin (%)




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

Dividend Per Share (Rs.)



Interim

- Continuous Dividend since 1998
- Improving Dividend Payout Ratio
- Declared Interim Dividend of Rs. 0.45 per share, amounting to 45% of Face Value

 Pay out Ratio



Business Overview

Head Office, Pune, India

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

"Golden
Peacock
Eco
Innovation
Award in
2012"

Over 11
Product &
Process
Patents

Incorporation of Company, Gabriel India, in 1961



Pioneer of Ride Control Products in the country

Established significant presence in all channels of automotive sale,
OE, Aftermarket and Exports

Well diversified OEM Customer Base in every automotive segment,
2/3 Wheelers, Passenger Cars and Commercial Vehicles

Built Strong Manufacturing Capabilities across India

Strong R&D with over 16 patents in Products & Processes

Led by Experienced & Professional Management

Pioneer of Ride Control Products...



GABRIEL

2/3 Wheeler



Passenger Car



**Commercial Vehicle &
Railways**



Front Forks

McPherson Struts

Shock Absorbers

**Hydraulic Shock
Absorbers**

Gas Shock Absorbers

Cabin Dampers

Gas Shock Absorbers

Cartridges

Seat Dampers

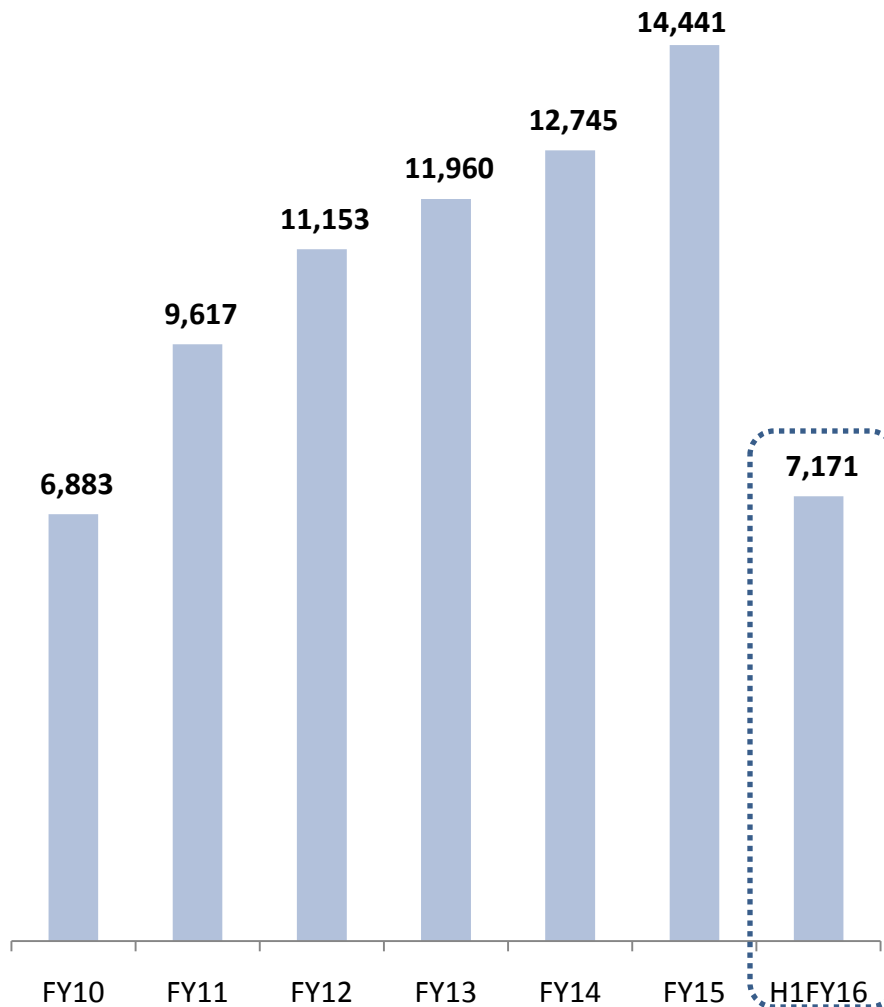
AFTER MARKET ACROSS ALL SEGMENTS

.....With Diversified Revenue-Mix

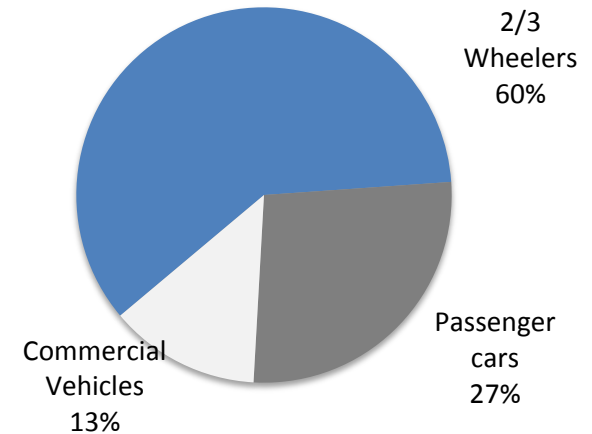


GABRIEL

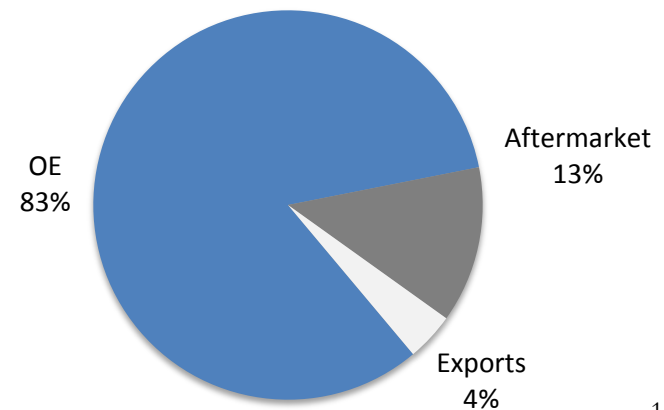
Sales (Rs. Mn)



Segment - Wise – H1 FY16



Channel - Wise - H1 FY16



Strategic Manufacturing Footprint

GABRIEL

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

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

- >> AMW
- >> GM
- >> Tata Motors
- >> Honda Motorcycles

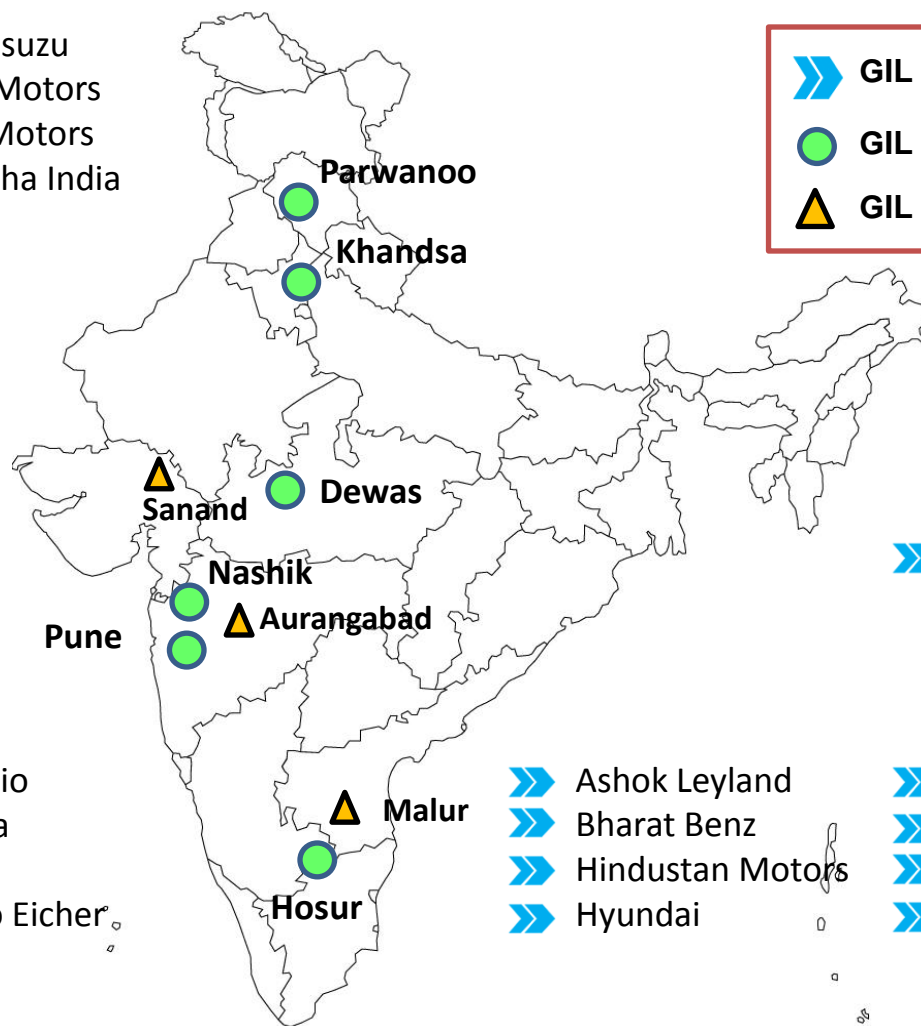
- >> Bajaj Auto
- >> FIAT
- >> Force Motors
- >> GM
- >> Mahindra
- >> Mahindra Trucks & Buses
- >> MAN Trucks

- >> Piaggio
- >> Skoda
- >> VW
- >> Volvo Eicher

- >> Ashok Leyland
- >> Bharat Benz
- >> Hindustan Motors
- >> Hyundai

- >> Royal Enfield
- >> Tata Motors
- >> Toyota Kirloskar
- >> TVS Motors

- >> **GIL Presence**
- **GIL Plants**
- ▲ **GIL Satellite Locations**



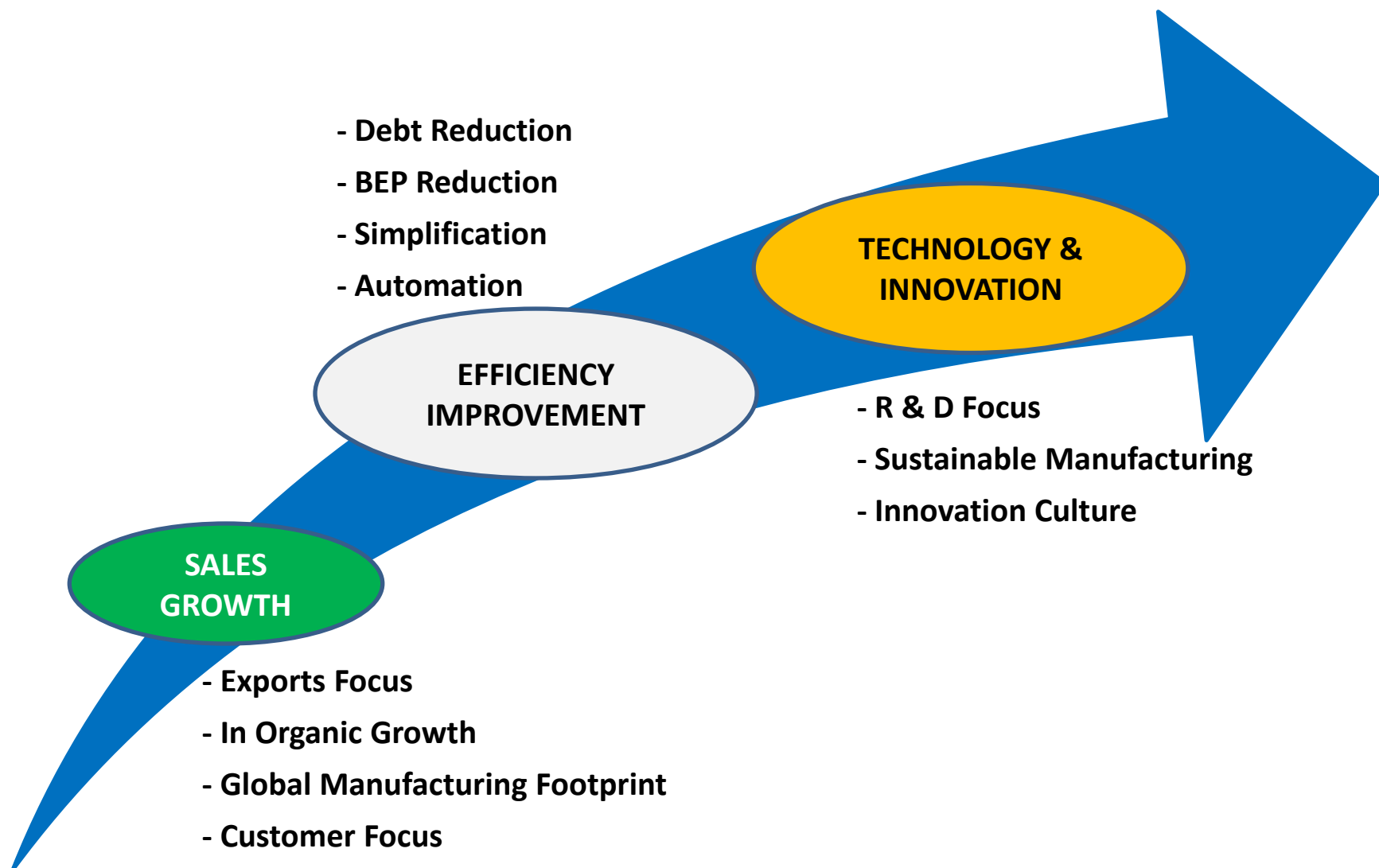
- >> Hindustan Motors

* Map not to the scale



Going Ahead

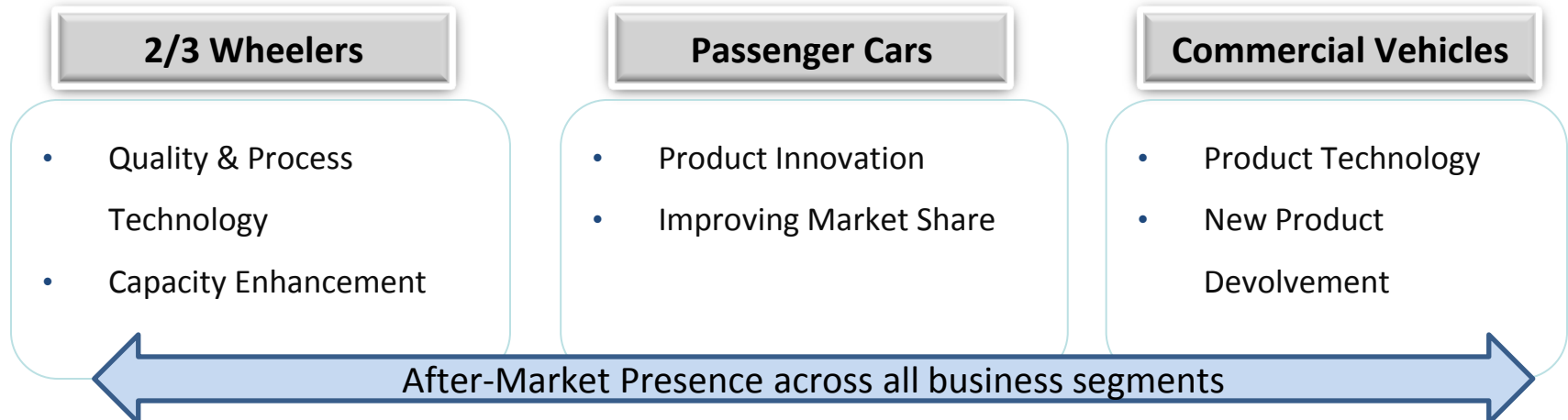
Head Office, Pune, India



SBU Structure for focused approach

- Created Strategic Business Units for each automotive segment : 2Wheelers/ 3Wheelers, Passenger Cars & Commercial Vehicles / Railways and After-Market Channel
- To derive benefits in
 - Customer & Product Focus
 - Export Push
 - After market expansion

Focus Area : SBU-wise



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