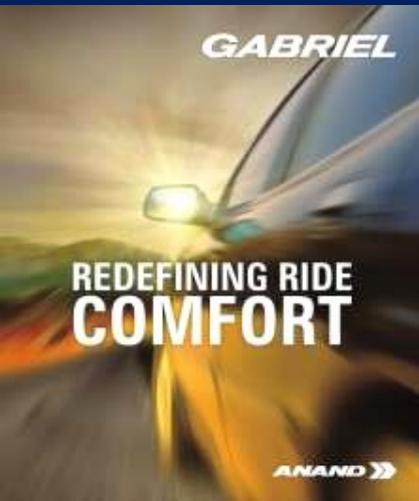


# Gabriel India Ltd.

Result Update Presentation – Q3 FY15

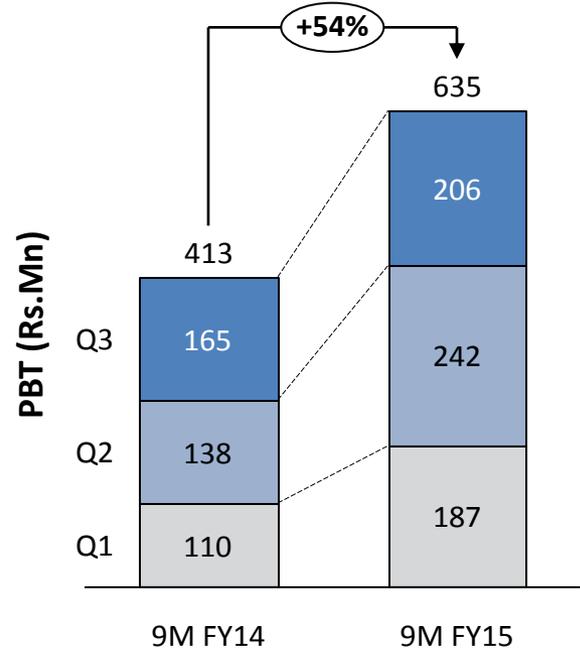
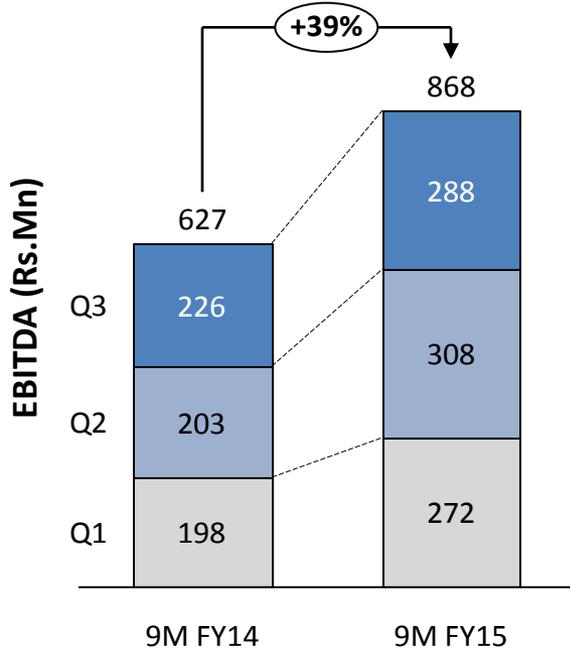
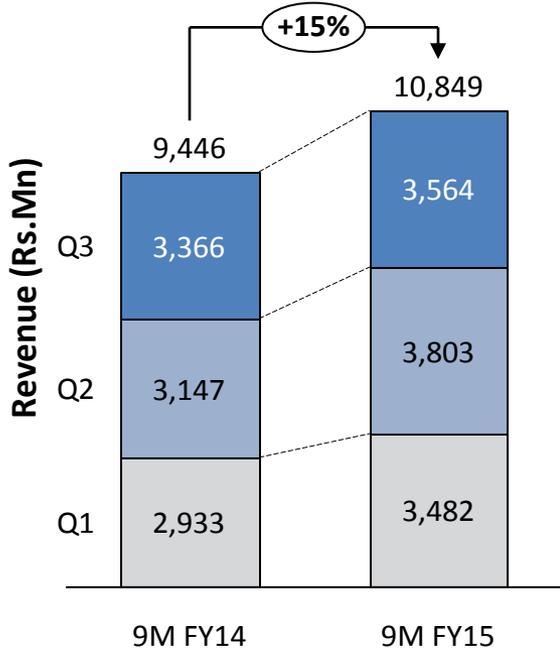


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## GABRIEL



- Improved margins on account of :
  - Volume growth in 2 Wheeler segment & Exports Market
  - Operating Leverage playing out leading to reduction in expenses as proportion of sales

# Profit & Loss Highlights

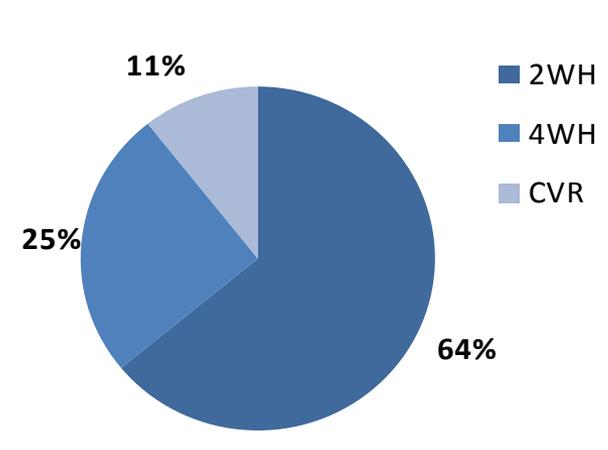
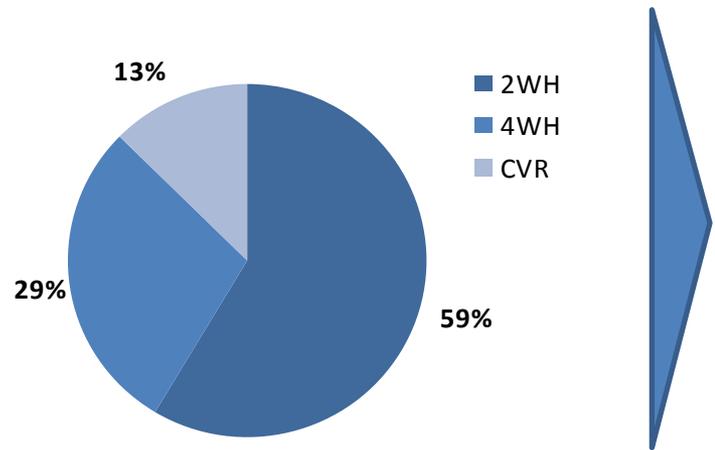


## GABRIEL

Rs.Mn	Q3 FY15	% of Sales	Q3 FY14	% of Sales	YoY%	9M FY15	% of Sales	9M FY14	% of Sales	YoY%	FY14
<b>Revenue</b>	<b>3,595</b>	<b>100.0%</b>	3,395	100.0%	6%	10,946	100.0%	9,514	100.0%	15%	12,866
Raw Material	2,610	72.6%	2,486	73.2%		7,939	72.5%	6,878	72.3%		9,276
Employee Expenses	278	7.7%	244	7.2%		837	7.6%	744	7.8%		982
Other Expenses	419	11.7%	439	12.9%		1,301	11.9%	1,265	13.3%		1,704
<b>EBITDA</b>	<b>288</b>	<b>8.0%</b>	<b>226</b>	<b>6.7%</b>	<b>27%</b>	<b>869</b>	<b>7.9%</b>	<b>627</b>	<b>6.6%</b>	<b>39%</b>	<b>904</b>
Other Income	11	0.3%	22	0.7%		46	0.4%	56	0.6%		56
Interest	14	0.4%	19	0.6%		41	0.4%	70	0.7%		90
Depreciation	78	2.2%	65	1.9%		235	2.1%	200	2.1%		271
<b>PBT before Exceptional Item</b>	<b>207</b>	<b>5.8%</b>	<b>165</b>	<b>4.9%</b>	<b>26%</b>	<b>640</b>	<b>5.8%</b>	<b>413</b>	<b>4.3%</b>	<b>55%</b>	<b>600</b>
Exceptional Item	2	0.0%	-	-		5	0.0%	-	-		42
PBT	206	5.7%	165	4.9%		635	5.8%	413	4.3%		558
Tax	46	1.3%	24	0.7%		164	1.5%	70	0.7%		132
<b>PAT</b>	<b>159</b>	<b>4.4%</b>	<b>141</b>	<b>4.1%</b>	<b>13%</b>	<b>471</b>	<b>4.3%</b>	<b>343</b>	<b>3.6%</b>	<b>37%</b>	<b>426</b>
<b>Cash PAT</b>	<b>237</b>	<b>6.6%</b>	<b>206</b>	<b>6.1%</b>	<b>15%</b>	<b>706</b>	<b>6.4%</b>	<b>543</b>	<b>5.7%</b>	<b>30%</b>	<b>697</b>

4

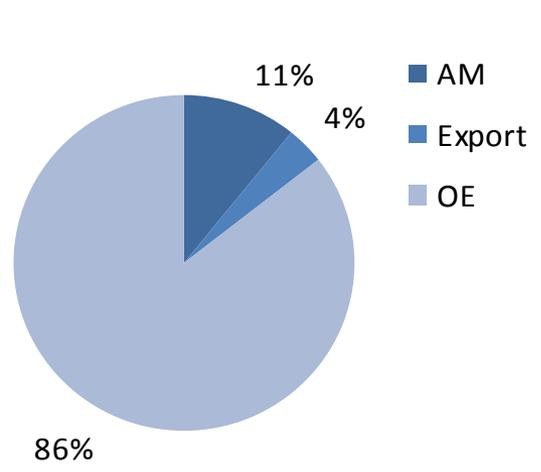
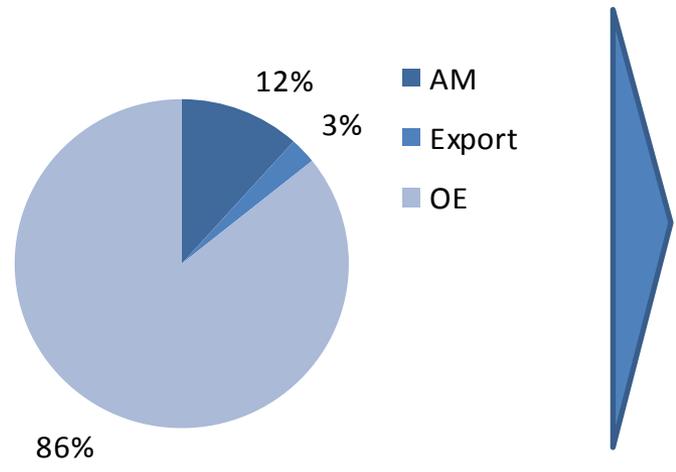
Segment – Mix



9M FY14

9M FY15

Channel – Mix

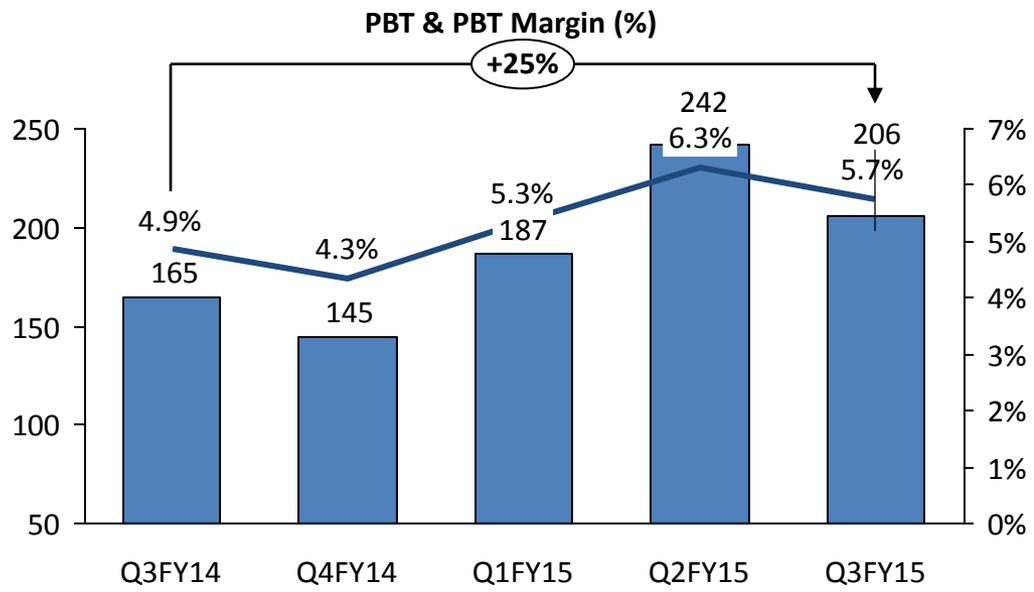
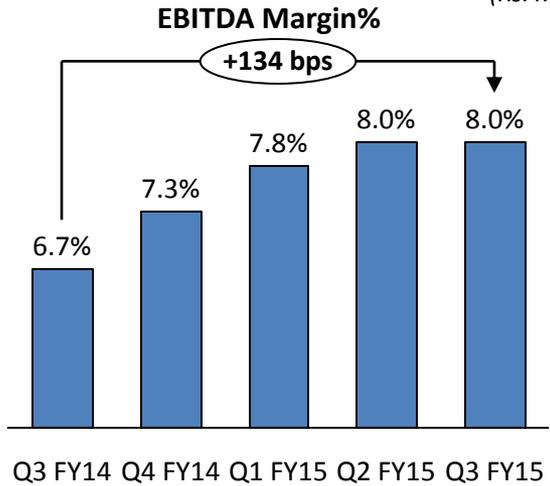
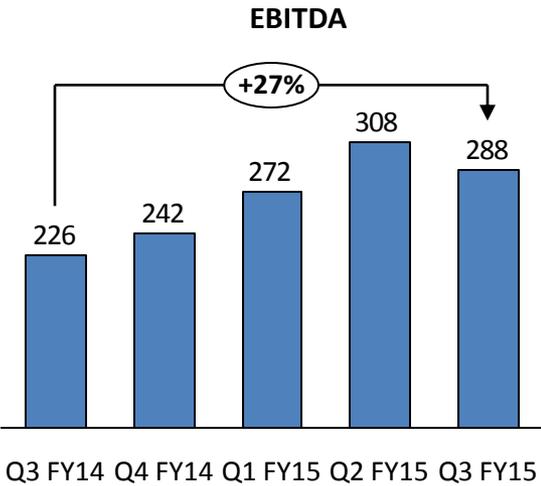
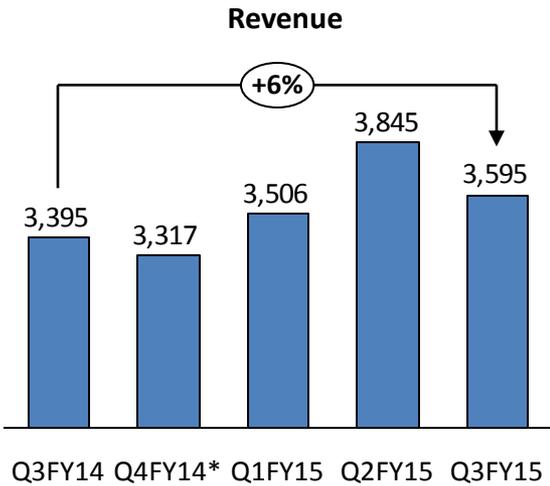


# Quarterly Performance Trend



**GABRIEL**

(Rs. Mn)



\* Q4 FY14 – figures adjusted for Rs. 35.19 Mn octroi refund under Package Scheme of Incentives 2007

### EXPORTS UPDATE

- Won an Export OEM order from ASEAN region
- SOP : Dec'15



- Won an Export order from Mahindra GenZe USA for E Scooter - Amphere
- SOP : Feb'15



### AFTER MARKET UPDATE

- Total Allied products sales contributes to 10% of After Market Top line
- First of its kind in Industry, Elite Retailer program executed with 198 Retailers





**Inauguration of Innovation Concourse by Chief Guest Honorable Dr. APJ Abdul Kalam on 4<sup>th</sup> Dec'14**

- Dr. R.J. Rathi Award for Green Initiatives by MICCA
- Won “Kaizen Competition” of ACMA Western region
- Won “Par Excellence Award “from NCQC
- 1<sup>st</sup> Rank in North Zone Quality circle competition at North Zone
- Won excellence award at QCFI national level competition at Pune



## GABRIEL



Supercross

VW Polo R Cup @ Buddh Circuit

Campus Branding @ IIT Chennai



**One of the Largest Solar Car Park of the State of Maharashtra inaugurated at Gabriel on 14<sup>th</sup> Oct'14**



**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 11 patents in Products & Processes

Led by Experienced & Professional Management

## GABRIEL

**2/3 Wheeler**



**Passenger Car**



**Commercial Vehicle & Railways**



**Front Forks**

**McPherson Struts**

**Shock Absorbers**

**Hydraulic Shock Absorbers**

**Gas Shock Absorbers**

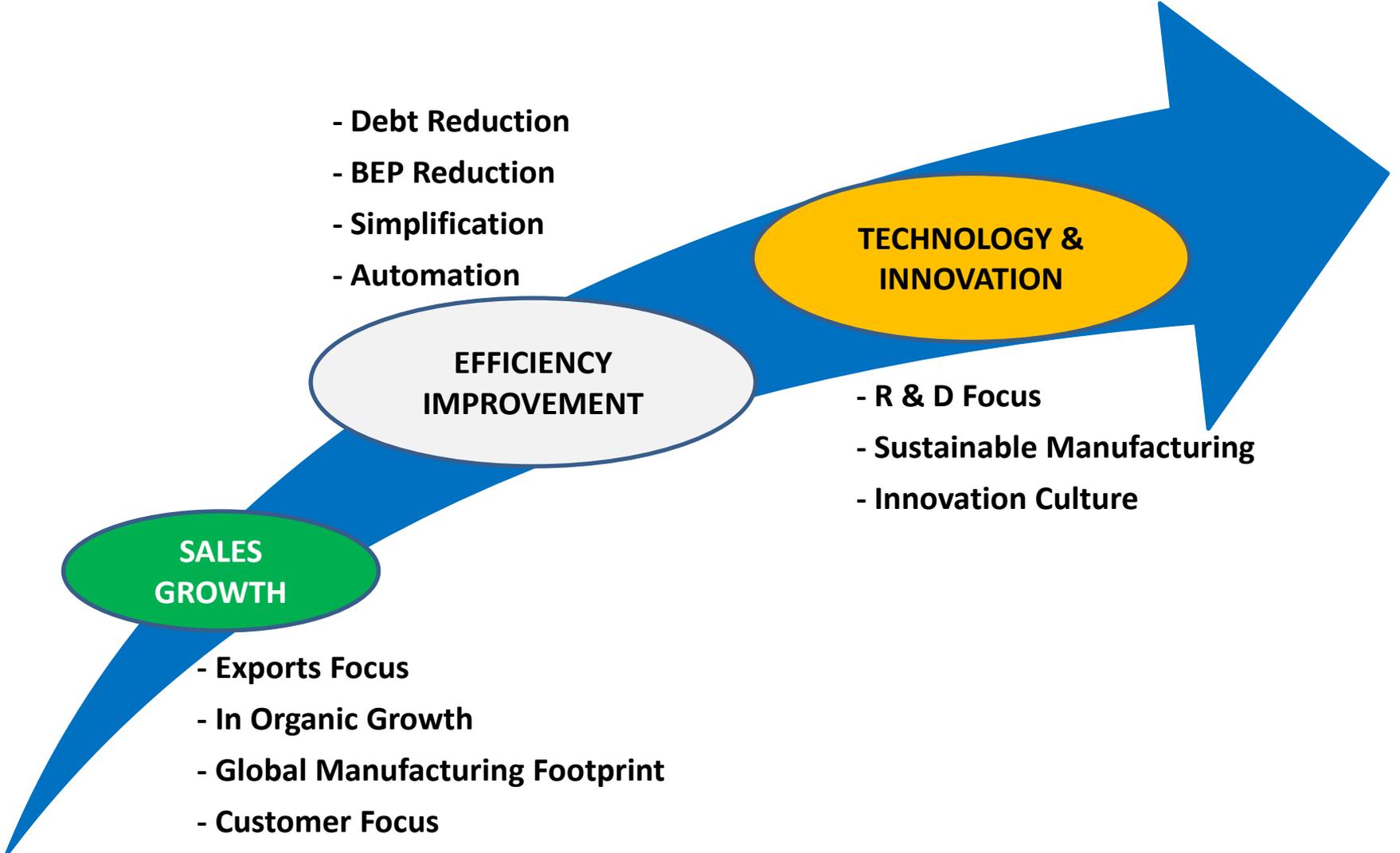
**Cabin Dampers**

**Gas Shock Absorbers**

**Cartridges**

**Seat Dampers**

**AFTER MARKET ACROSS ALL SEGMENTS**



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