



Successful
Growth

Quality

Research
& Development

Customer
Relationships

Gabriel India Ltd

Result Update Presentation

Q2 FY19

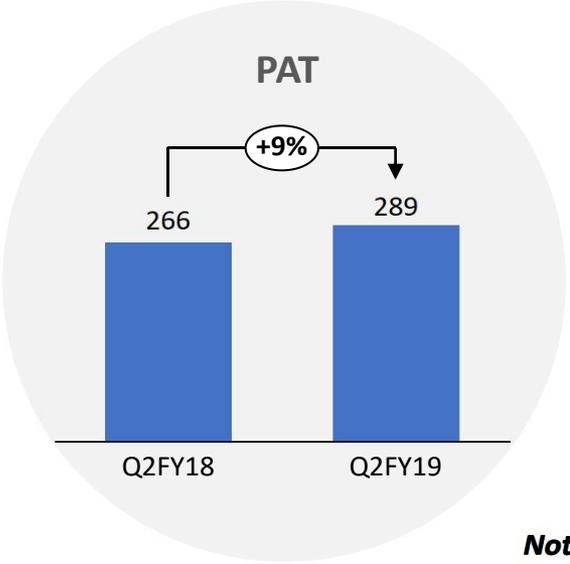
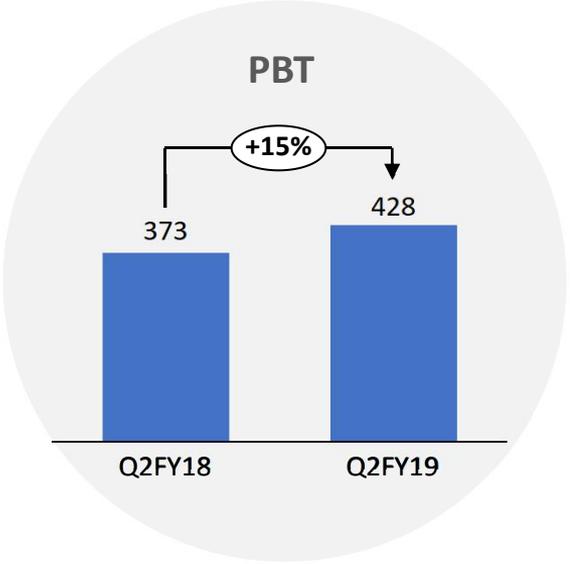
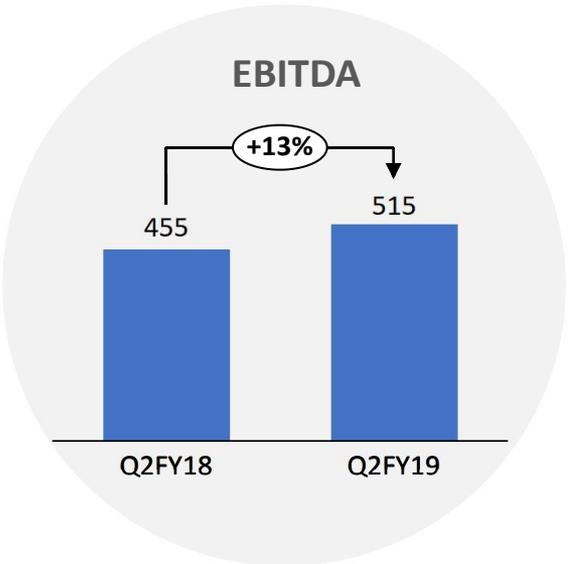
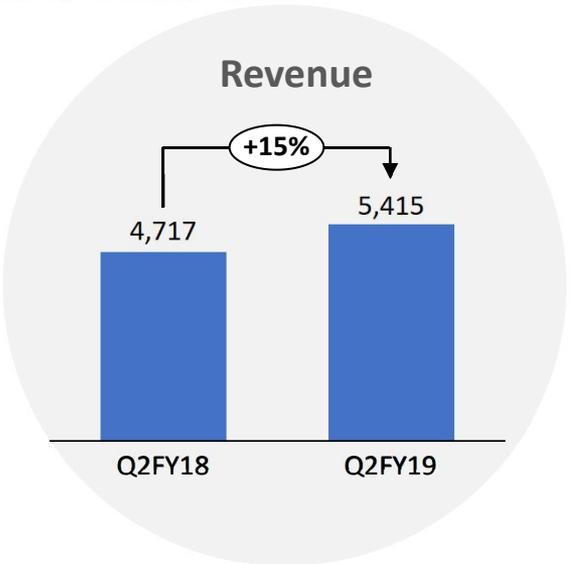
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(Rs. Mn)
% on Y-o-Y basis



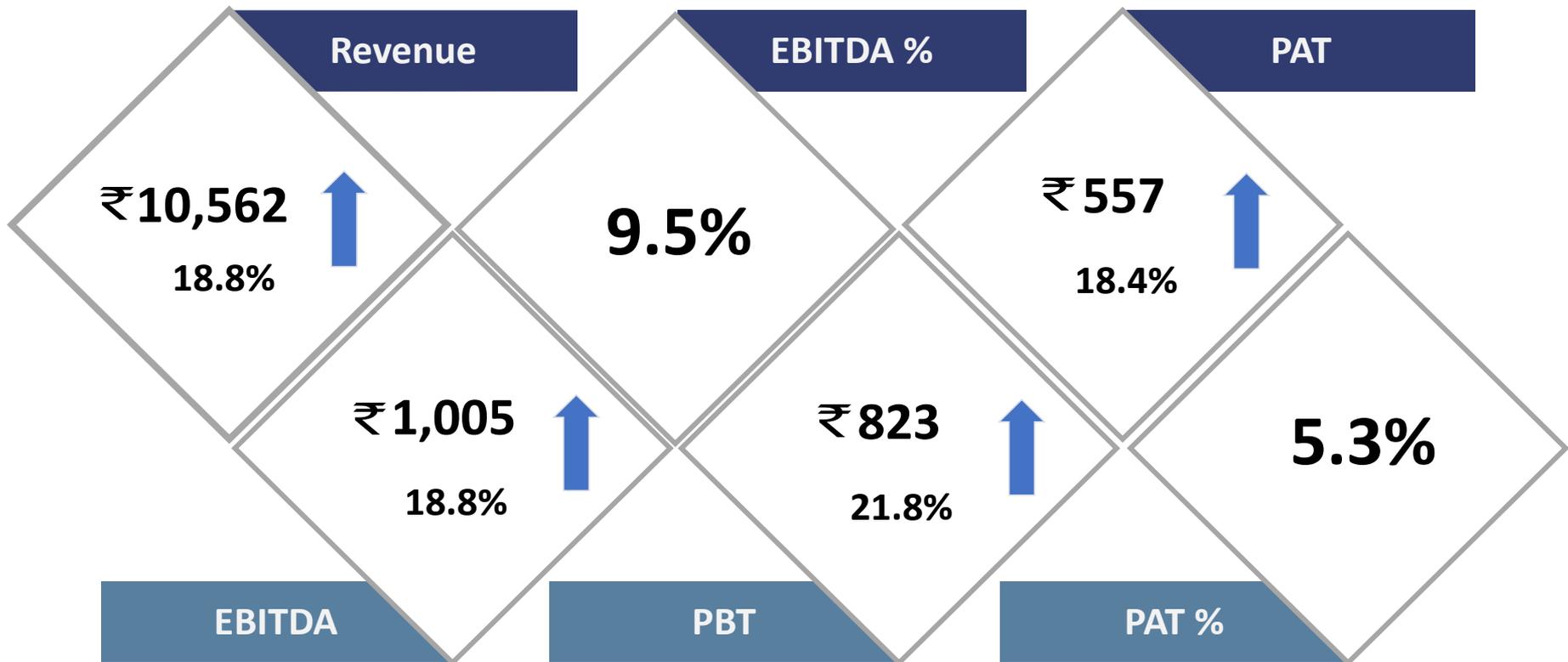
Key Highlights

Revenue: Revenue led by Higher Volumes across all the segments

PAT: Improved profitability due to control of expenses

Note: Q2FY19 compared with Q2FY18 as per INDAS

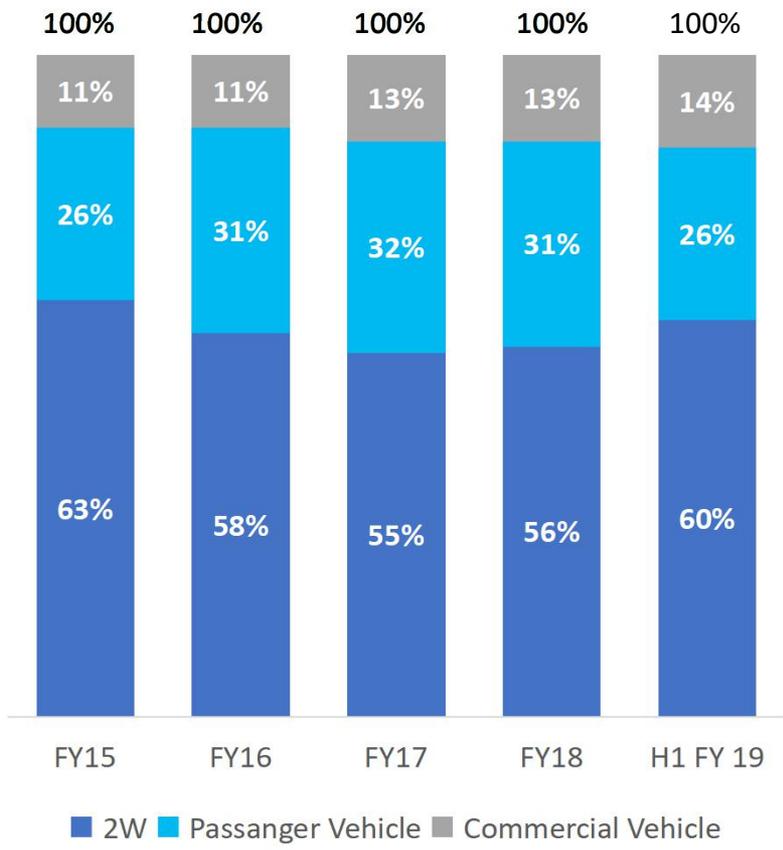
(Rs. Mn)
% on Y-o-Y basis



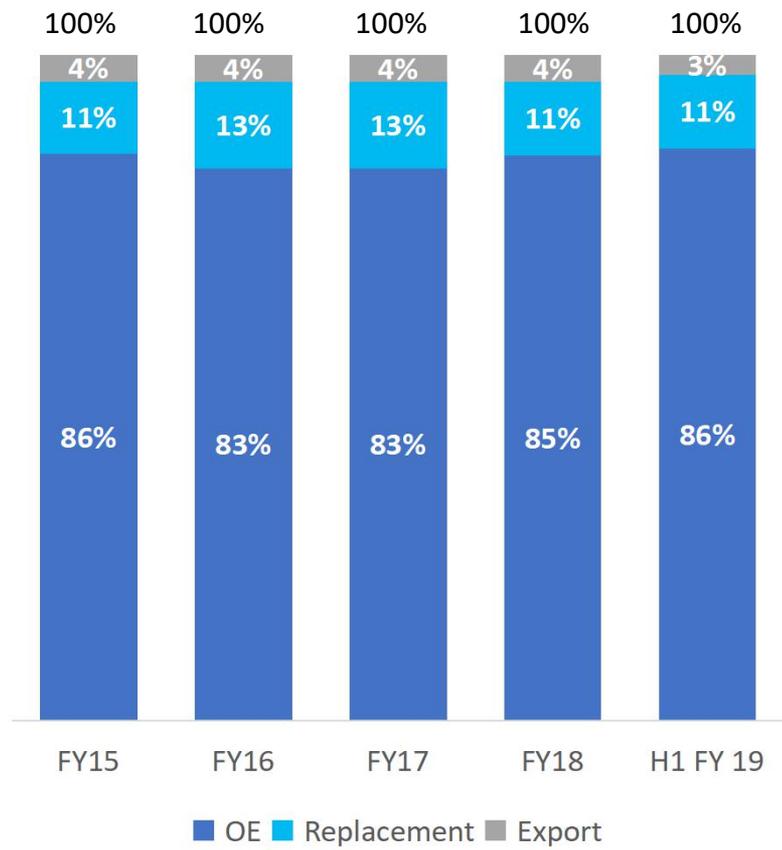
Note: H1 FY19 compared with H1 FY18 as per INDAS

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Segment – Mix



Channel – Mix



Note: FY17, FY18 & H1 FY19 data are as per INDAS

Rs. Mn	Q2FY19	% of Revenue	Q2FY18	% of Revenue	YoY%	Q1FY19	% of Revenue	QoQ%	H1FY19	% of Revenue	H1FY18	% of Revenue	YoY%
Revenue (net of excise duty)	5,415	100.0%	4,717	100.0%	14.8%	5,146	100.0%	5.2%	10,562	100.0%	8,893	100.0%	18.8%
Raw Material	3,919	72.4%	3,423	72.6%		3,672	71.4%		7,592	71.9%	6,399	72.0%	
Employee Expenses	391	7.2%	346	7.3%		398	7.7%		788	7.5%	664	7.5%	
Other Expenses	591	10.9%	493	10.4%		586	11.4%		1177	11.1%	985	11.1%	
EBITDA	515	9.5%	455	9.7%	13.1%	490	9.5%	5.1%	1,005	9.5%	846	9.5%	18.8%
Other Income	21	0.4%	16	0.3%		19	0.4%		40	0.4%	31	0.4%	
Interest	8	0.1%	10	0.2%		8	0.1%		16	0.1%	17	0.2%	
Depreciation	100	1.8%	88	1.9%		106	2.1%		206	1.9%	184	2.1%	
PBT	428	7.9%	373	7.9%	14.6%	395	7.7%	8.2%	823	7.8%	676	7.6%	21.8%
Exceptional Items	-		-			-			-		-		
PBT After Exceptional Items	428	7.9%	373	7.9%		395	7.7%		823	7.8%	676	7.6%	
Tax	138	2.6%	108	2.3%		128	2.5%		267	2.5%	206	2.3%	
PAT	289	5.3%	266	5.6%	8.9%	267	5.2%	8.4%	557	5.3%	470	5.3%	18.4%
Other Comprehensive Income	9		4			-27			-17		18		
Total Comprehensive Income	299	5.5%	270	5.7%	10.6%	240	4.7%	24.4%	539	5.1%	488	5.5%	10.5%
Cash PAT	390	7.2%	354	7.5%	10.2%	373	7.2%	4.5%	762	7.2%	654	7.4%	16.5%

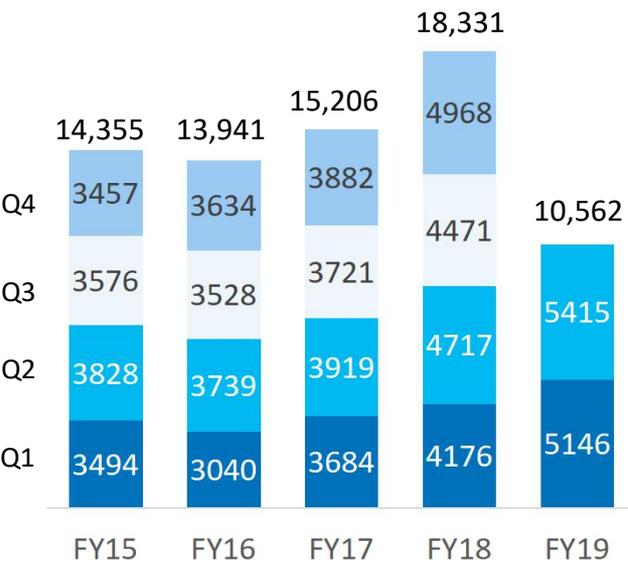
Data are as per INDAS

ASSETS (Rs. Mn)	Sep-18	Mar-18	EQUITY AND LIABILITIES (Rs. Mn)	Sep-18	Mar-18
Non-current assets	3,674	3,417	EQUITY	5,632	5,249
Property, Plant and Equipment	2,879	2,926	Equity Share Capital	144	144
Capital work-in-progress	160	78	Other Equity	5,488	5,105
Investment Property	23	23	Non-Current Liabilities	409	388
Intangible Assets	27	38	Financial Liabilities		
Financial Assets			Borrowings	69	72
Investments	0	0	Provisions	113	117
Loans	16	15	Deferred tax liabilities (net)	227	198
Others	379	163	Current liabilities	3,586	3,393
Non-Current Tax Assets (net)	79	120	Financial Liabilities		
Other non-current assets	111	53	Trade Payables	2,723	2,650
Current assets	5,953	5,613	Other Financial Liabilities	537	460
Inventories	1,737	1,491	Other current liabilities	159	122
Financial Assets			Provisions	167	161
Investments	476	622	TOTAL EQUITY AND LIABILITIES	9,627	9,030
Trade receivables	3,220	2,792			
Cash and cash equivalents	232	180			
Other bank balances	17	220			
Loans	3	4			
Others	48	83			
Other Current Assets	219	221			
TOTAL ASSETS	9,627	9,030			

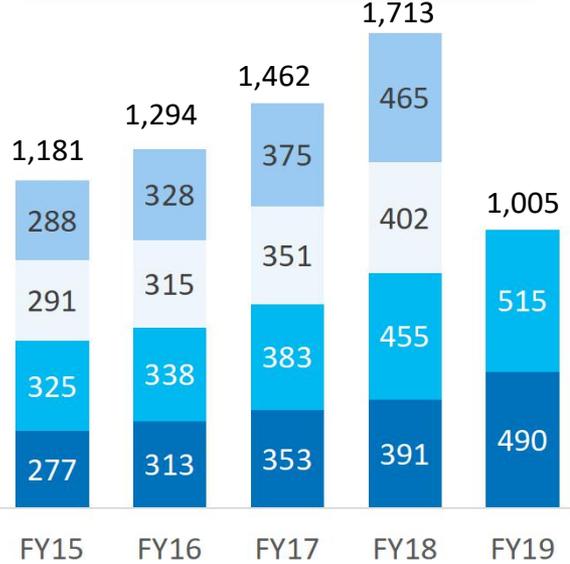
Data are as per INDAS

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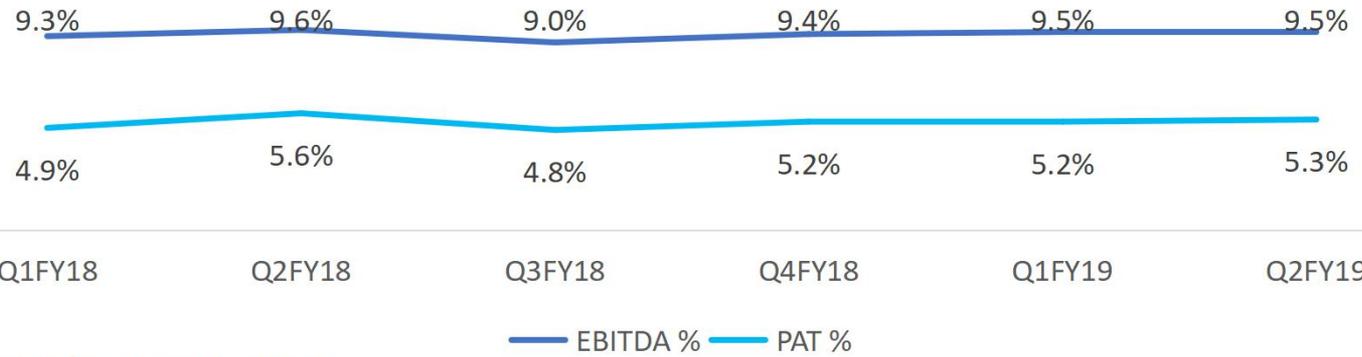
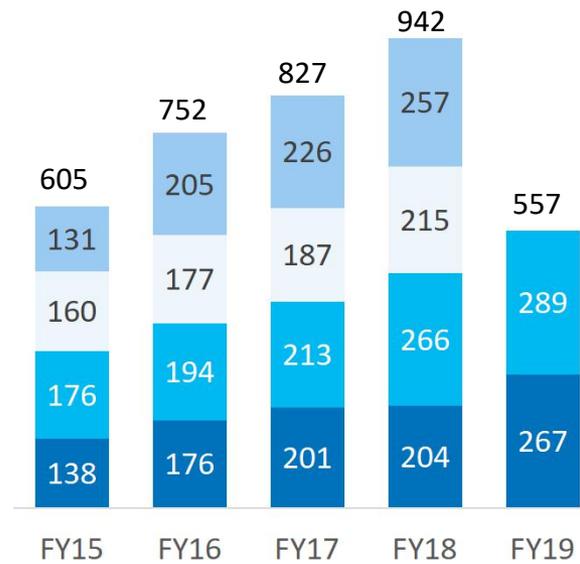
Revenue



EBITDA



PAT



Note: FY17, FY18 & H1FY19 data are as per IND AS

(Rs.Mn)

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Brand Leadership Award from Pune Best Brands 2018



Certificate of Excellence in spare parts for "Quality, Cost and Delivery" from Honda Motor India

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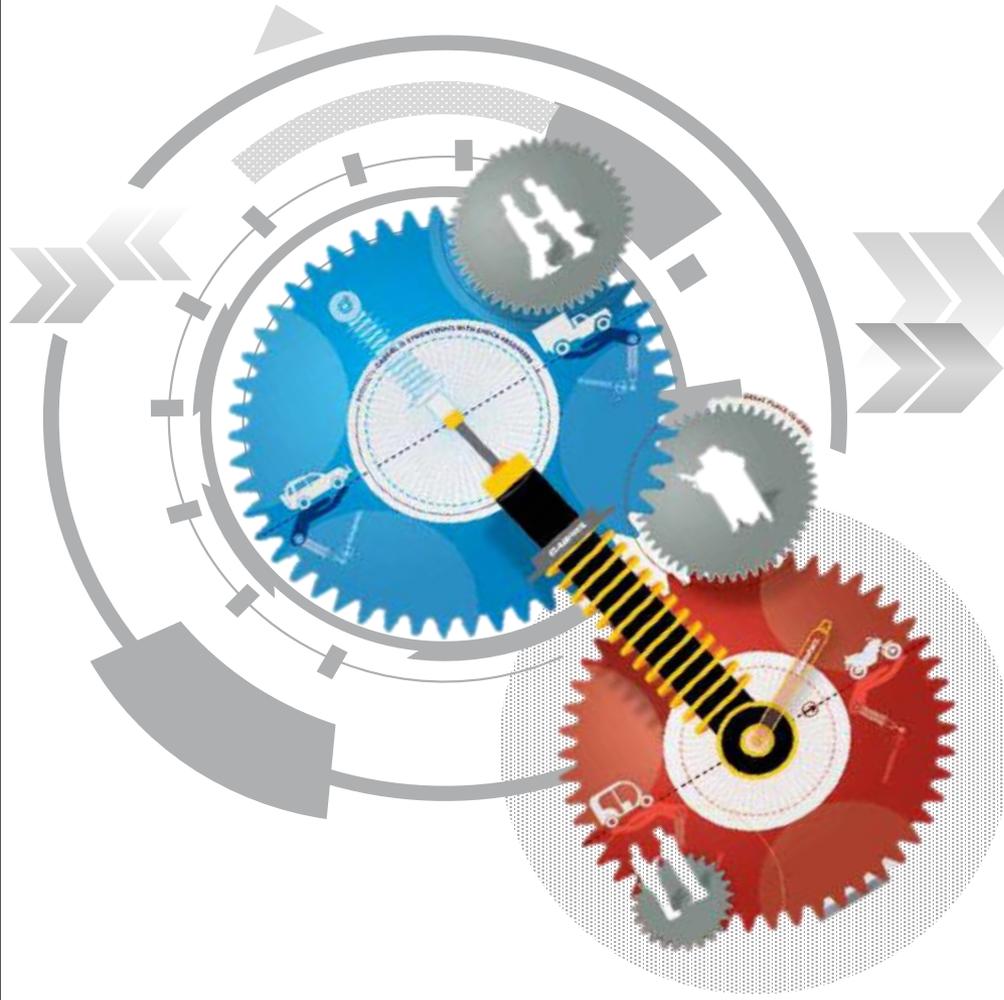
Achieved Grade "A" in VDA 6.3 audit conducted by VW



GIL Chakan - ACMA National Winner in ACMA Quality Circle Competition



GIL Chakan - Gold award in International Convention on Quality Circle (ICQC) at Singapore



Business Overview

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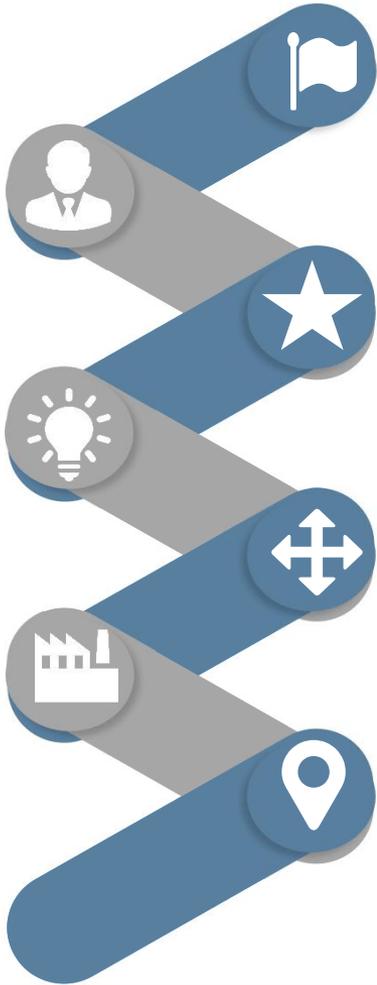
**Experienced
& Professional Management**

Innovation

Strong R&D with over 58 patents filed in Products & Processes

Strategically Located

Strong manufacturing Capabilities built across India



Incorporated

The company, Gabriel India, in 1961

Pioneers

of Shock Absorber manufacturing in India

Only Player Present in all Segment

2/3 Wheelers, Passenger Cars and Commercial Vehicles with diversified OEM Base

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

2/3 Wheeler



Front Forks

Hydraulic Shock Absorbers

Gas Shock Absorbers

Passenger Car



Cartridges

Gas Shock Absorbers

McPherson Struts

CV & Railways



Shock Absorbers

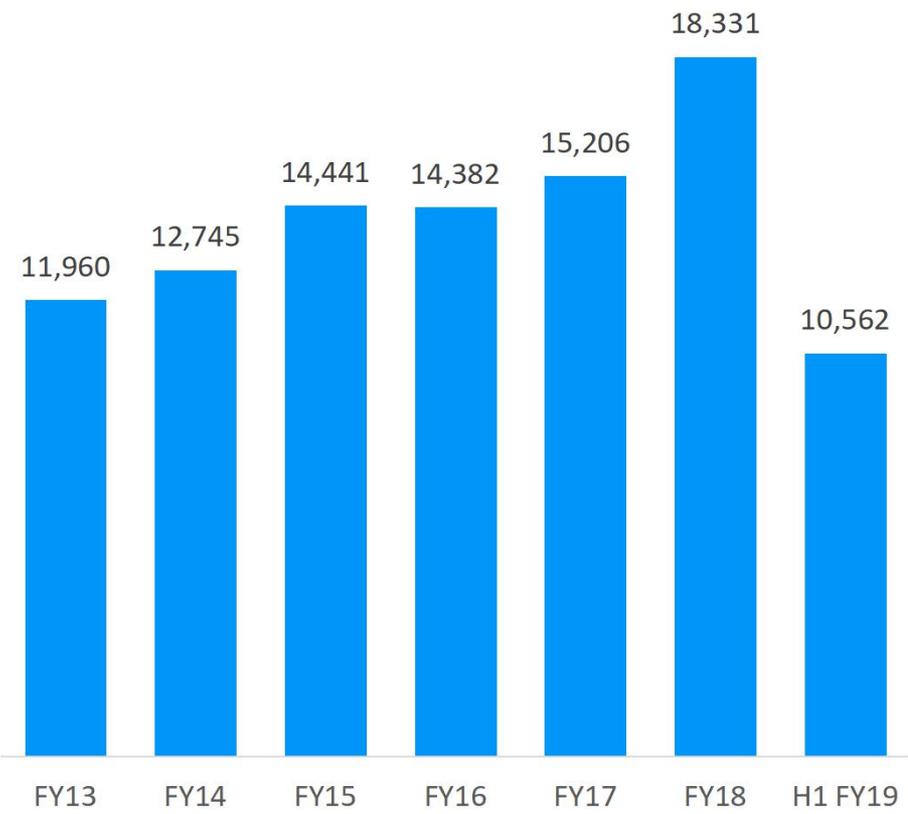
Cabin Dampers

Seat Dampers

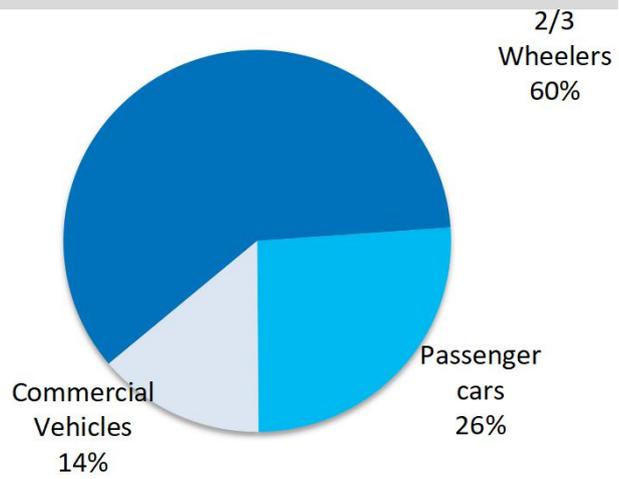
After Market across all segments

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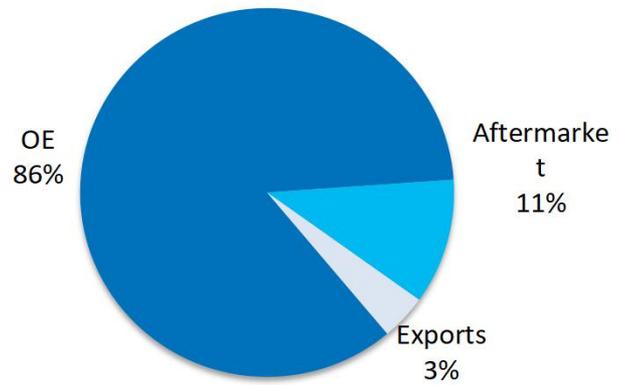
Revenue (Rs. Mn)



Segment Mix: H1 FY19



Channel Mix: H1 FY19



Note: FY17, FY18 & Q1 FY19 data are as per INDAS

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

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

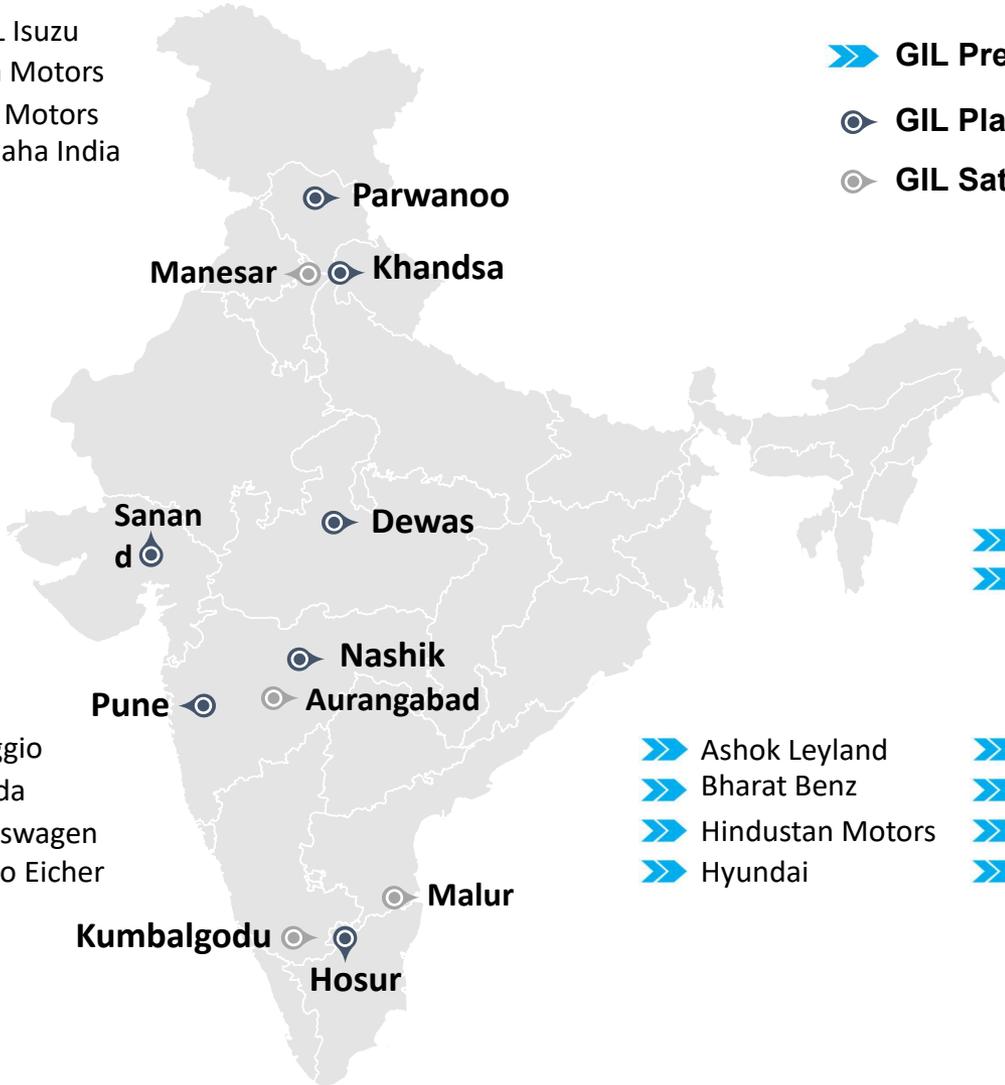
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

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

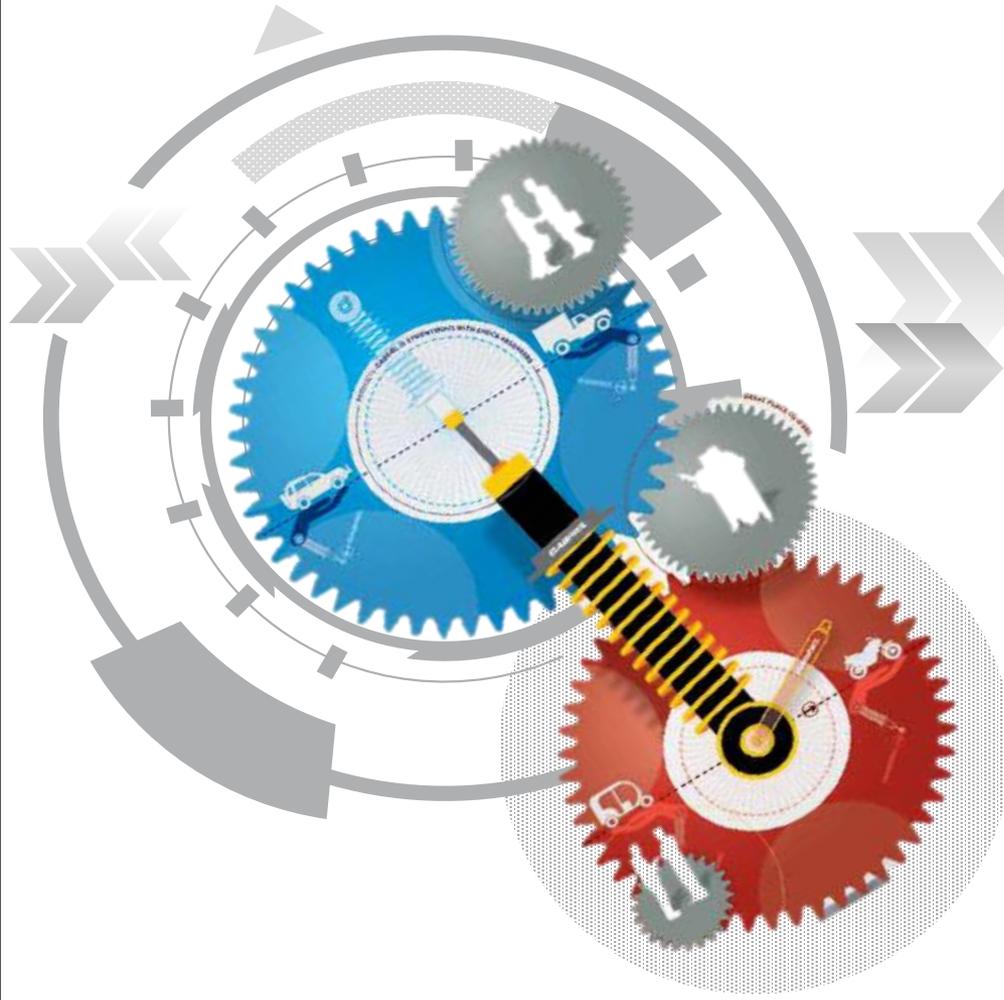
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

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



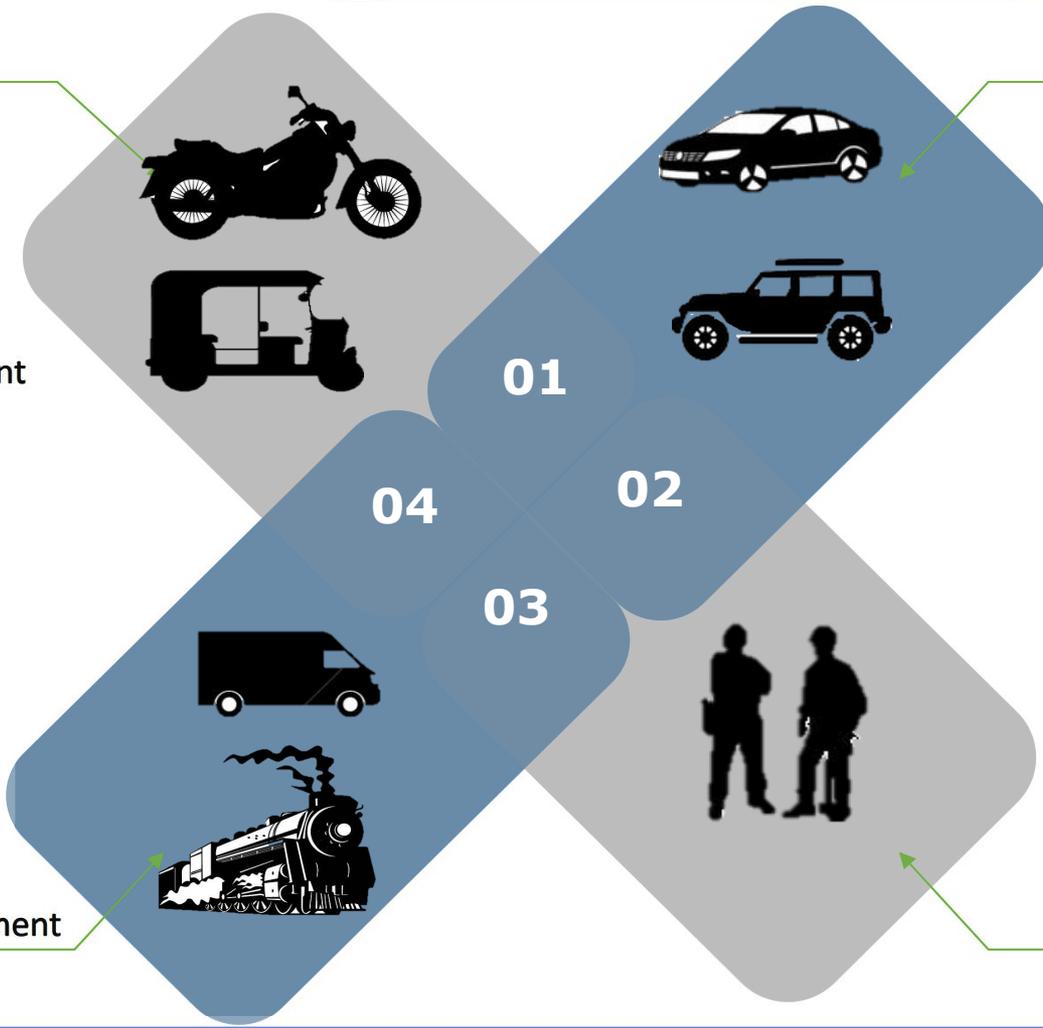
- » Hindustan Motors
- » Tata Motors

*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

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2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement

Passenger Car

- Product Innovation
- Improving Market Share

CV & Railways

- Product Technology
- New Product Development

Aftermarket

- Product Development
- Expanding Reach

To derive benefits from Customer & Product Focus, Export Push and After market expansion

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- Debt Reduction
- Break Even Point (BEP) Reduction
- Simplification of Parts
- Automation

- Exports Focus
- Inorganic Growth
- Global Manufacturing Footprint
- Customer Focus

- Improvement in quality
- R & D Focus
- Sustainable Manufacturing
- Innovation Culture

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