



Successful  
Growth

Quality

Research  
& Development

Customer  
Relationships

# Gabriel India Ltd

Result Update Presentation

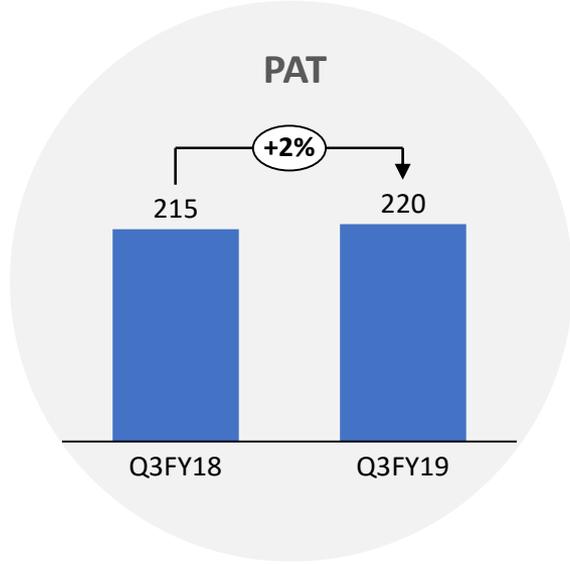
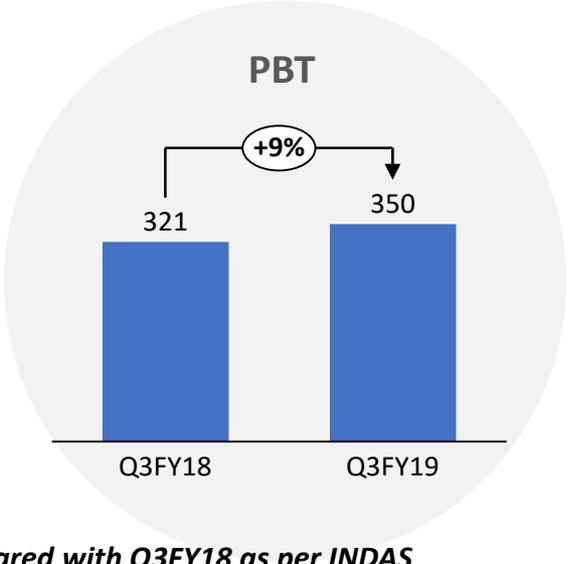
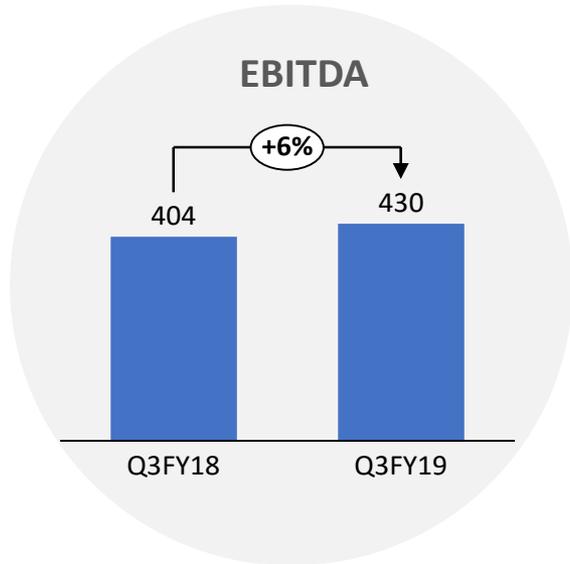
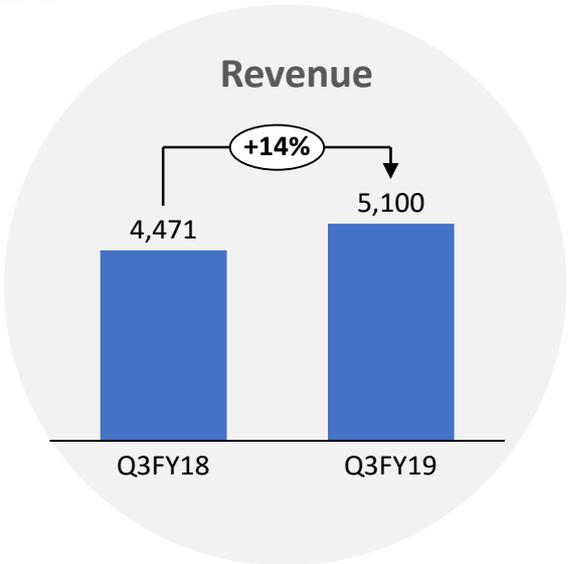
Q3 FY19

This presentation and the accompanying slides (the “Presentation”), has been prepared by Gabriel India Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

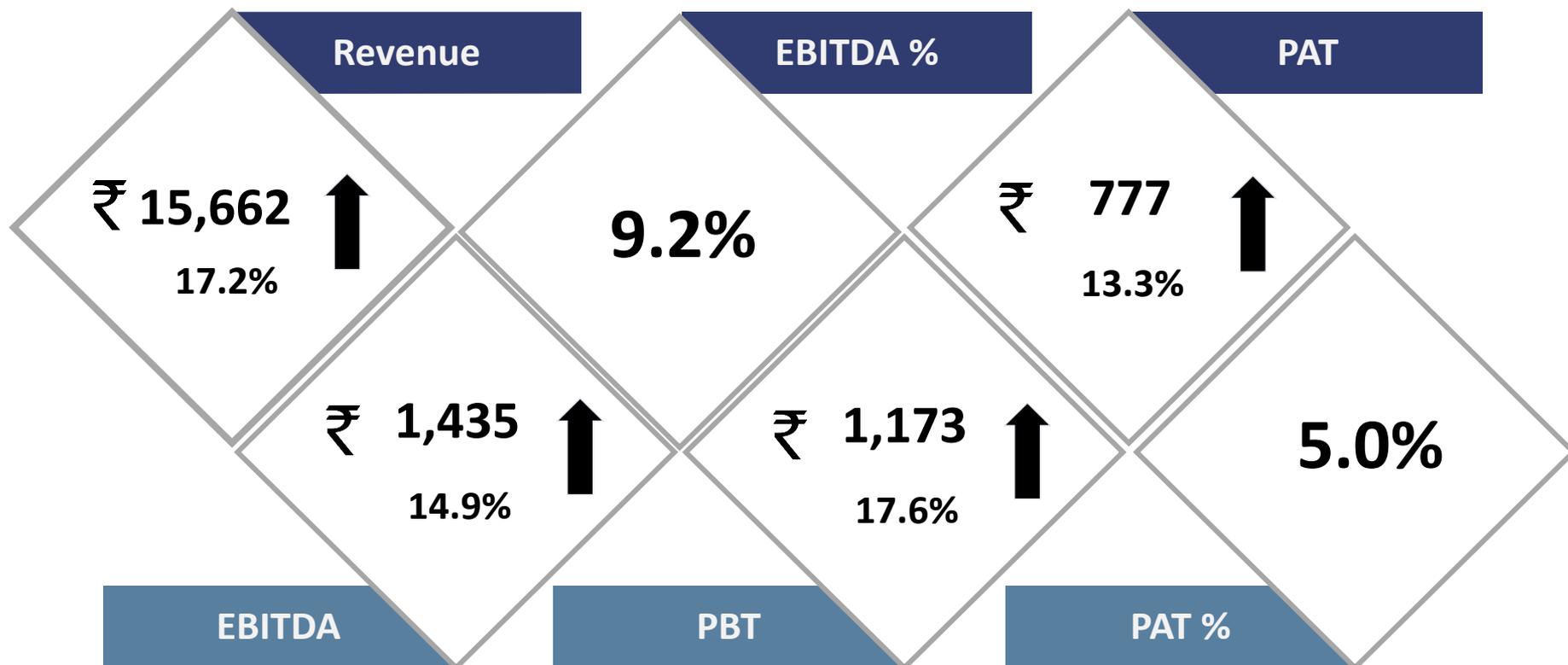
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancillary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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



Note: Q3FY19 compared with Q3FY18 as per INDAS

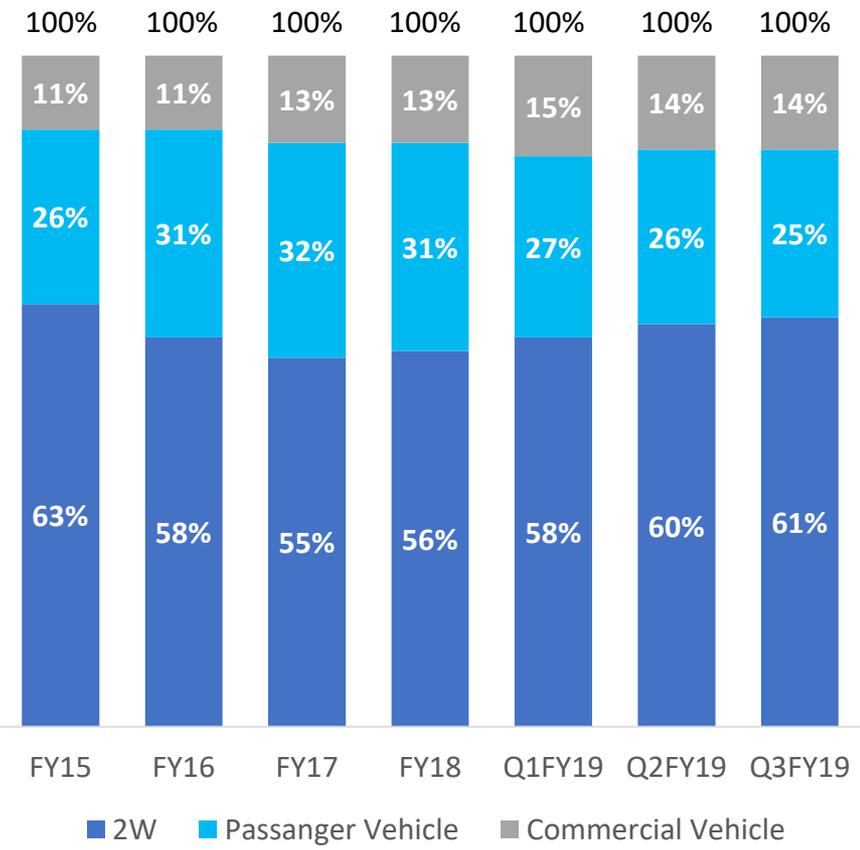
(Rs. Mn)  
% on Y-o-Y basis



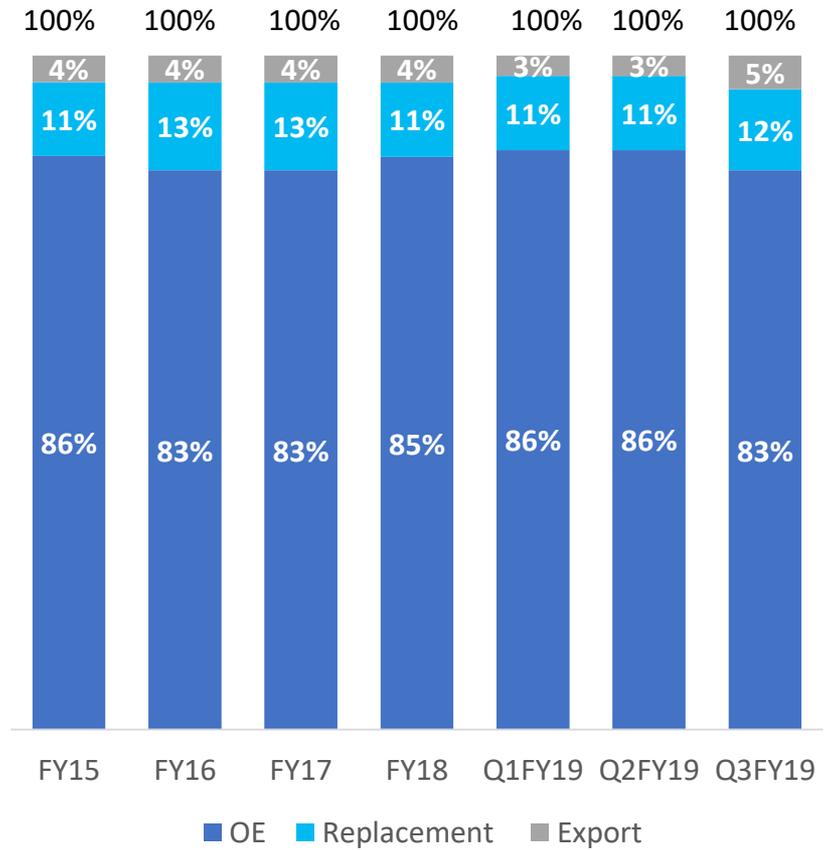
Note: YTD FY19 compared with YTD FY18 as per INDAS

**GABRIEL**

Segment – Mix



Channel – Mix



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

Rs. Mn	Q3FY19	% of Revenue	Q3FY18	% of Revenue	YoY%	Q2FY19	% of Revenue	QoQ%	YTD FY19	% of Revenue	YTD FY18	% of Revenue	YoY%
<b>Revenue (net of excise duty)</b>	<b>5,100</b>	<b>100.0%</b>	<b>4,471</b>	<b>100.0%</b>	<b>14.1%</b>	<b>5,415</b>	<b>100.0%</b>	<b>-5.8%</b>	<b>15,662</b>	<b>100.0%</b>	<b>13,364</b>	<b>100.0%</b>	<b>17.2%</b>
Raw Material	3,705	72.7%	3,162	70.7%		3,919	72.4%		11,297	72.1%	9,561	71.5%	
Employee Expenses	378	7.4%	352	7.9%		391	7.2%		1,166	7.4%	1,016	7.6%	
Other Expenses	587	11.5%	553	12.4%		591	10.9%		1,763	11.3%	1,538	11.5%	
<b>EBITDA</b>	<b>430</b>	<b>8.4%</b>	<b>404</b>	<b>9.0%</b>	<b>6.6%</b>	<b>515</b>	<b>9.5%</b>	<b>-16.4%</b>	<b>1,435</b>	<b>9.2%</b>	<b>1,249</b>	<b>9.3%</b>	<b>14.9%</b>
Other Income	26	0.5%	15	0.3%		21	0.4%		65	0.4%	46	0.3%	
Interest	6	0.1%	5	0.1%		8	0.1%		21	0.1%	22	0.2%	
Depreciation	100	2.0%	92	2.1%		100	1.8%		306	2.0%	276	2.1%	
<b>PBT</b>	<b>350</b>	<b>6.9%</b>	<b>321</b>	<b>7.2%</b>	<b>8.9%</b>	<b>428</b>	<b>7.9%</b>	<b>-18.2%</b>	<b>1,173</b>	<b>7.5%</b>	<b>997</b>	<b>7.5%</b>	<b>17.6%</b>
Exceptional Items	-		-			-			-		-		
<b>PBT After Exceptional Items</b>	<b>350</b>	<b>6.9%</b>	<b>321</b>	<b>7.2%</b>		<b>428</b>	<b>7.9%</b>		<b>1,173</b>	<b>7.5%</b>	<b>997</b>	<b>7.5%</b>	
Tax	130	2.5%	106	2.4%		138	2.6%		396	2.5%	312	2.3%	
<b>PAT</b>	<b>220</b>	<b>4.3%</b>	<b>215</b>	<b>4.8%</b>	<b>2.4%</b>	<b>289</b>	<b>5.3%</b>	<b>-23.8%</b>	<b>777</b>	<b>5.0%</b>	<b>685</b>	<b>5.1%</b>	<b>13.3%</b>
Other Comprehensive Income	-34		7			9			-52		25		
<b>Total Comprehensive Income</b>	<b>186</b>	<b>3.7%</b>	<b>223</b>	<b>5.0%</b>	<b>-16.3%</b>	<b>299</b>	<b>5.5%</b>	<b>-37.6%</b>	<b>725</b>	<b>4.6%</b>	<b>711</b>	<b>5.3%</b>	<b>2.1%</b>
Cash PAT	321	6.3%	308	6.9%	4.2%	390	7.2%	-17.7%	1,083	6.9%	962	7.2%	12.6%

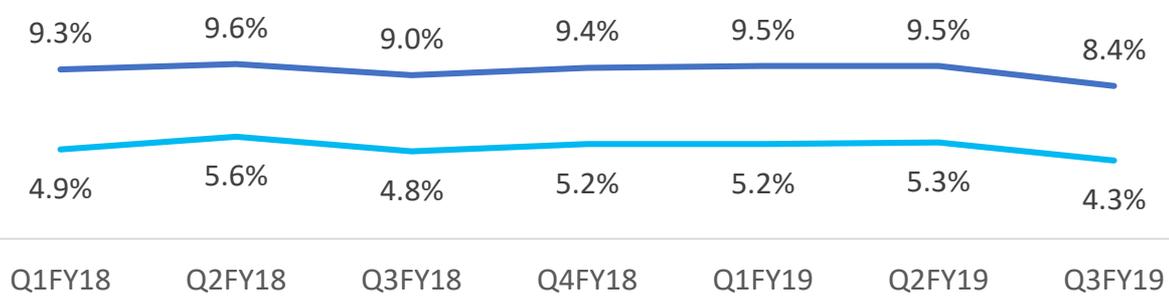
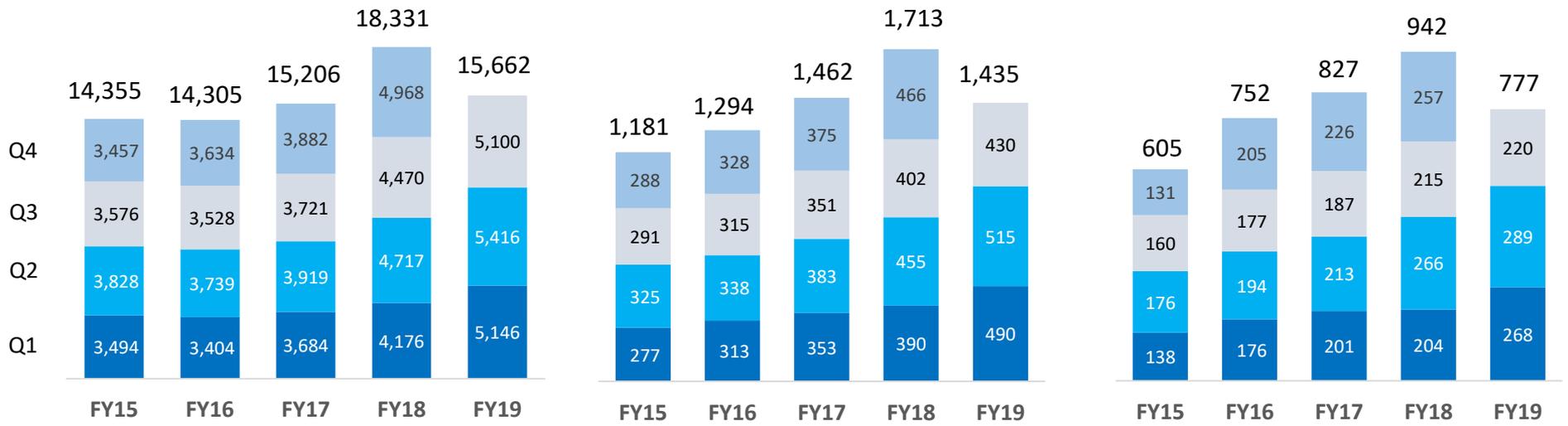
Data are as per IINDS

**GABRIEL**

**Revenue**

**EBITDA**

**PAT**



Note: FY17, FY18 & YTFY19 data are as per IND AS

— EBITDA % — PAT %

(Rs.Mn)



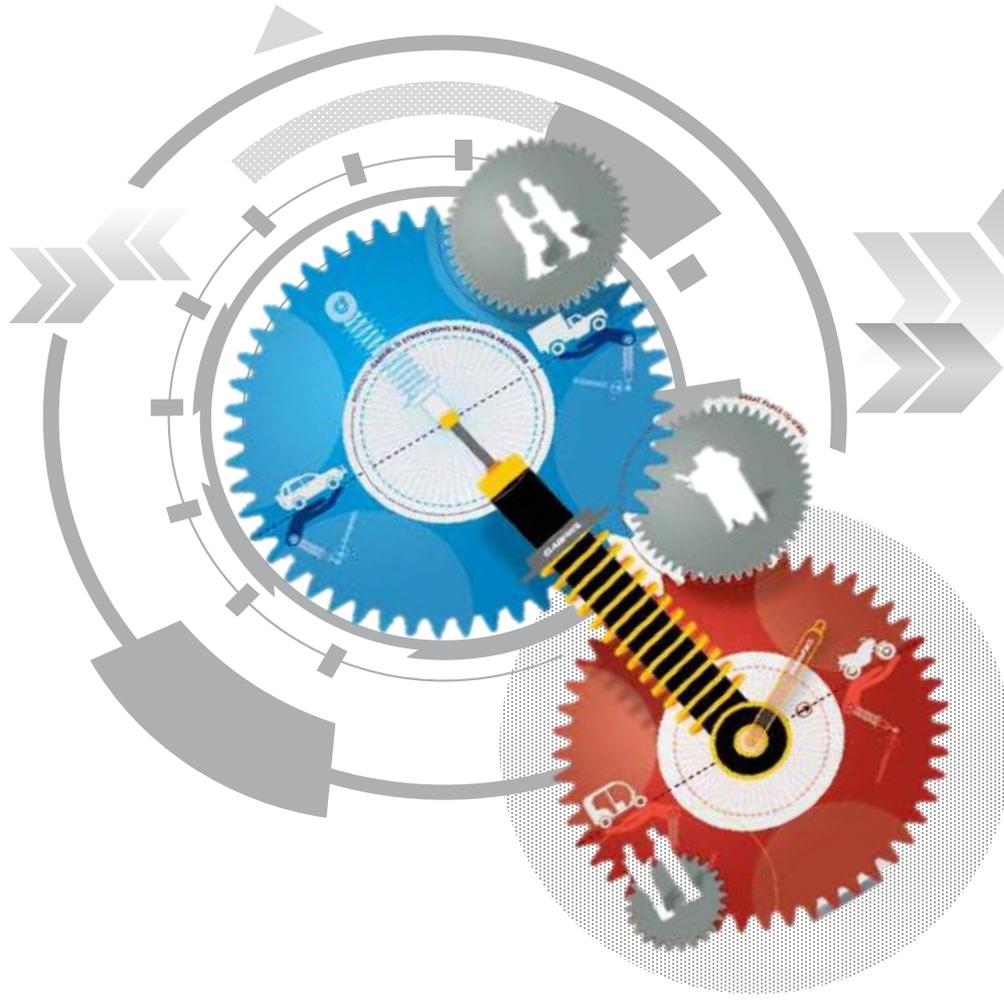
**'Innovation in Rolling Stock Components' by Rail Analysis India**



**ACMA Awards for Excellence – Quality and Productivity and**



**India's Best Workplaces in Manufacturing - 2019**



# Business Overview

# GABRIEL

**Experienced**  
& Professional Management



**Incorporated**  
The company, Gabriel India, in 1961

## Innovation

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



**Pioneers**  
of Shock Absorber manufacturing in India

## Strategically Located

Strong manufacturing Capabilities built across 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



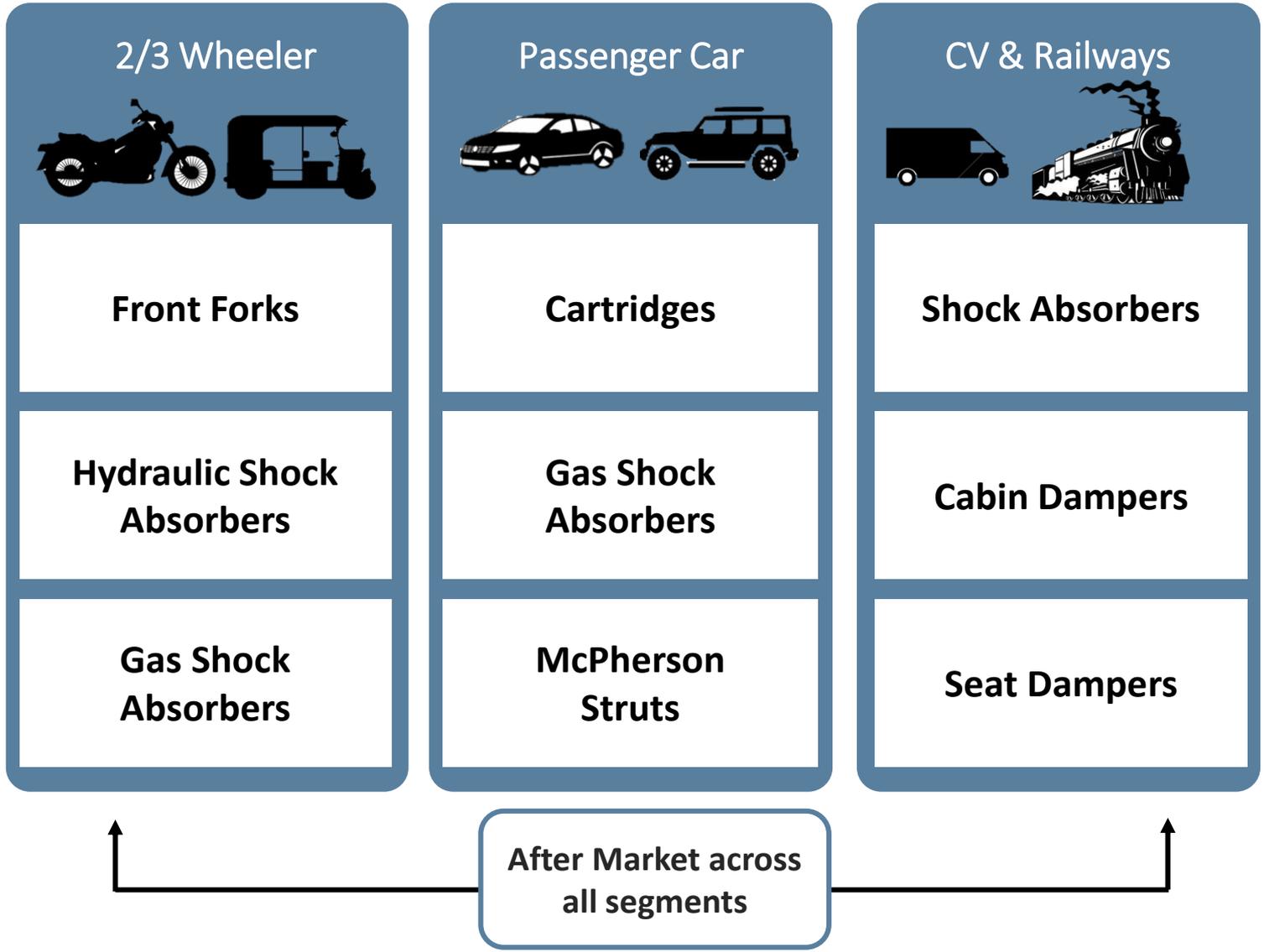
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

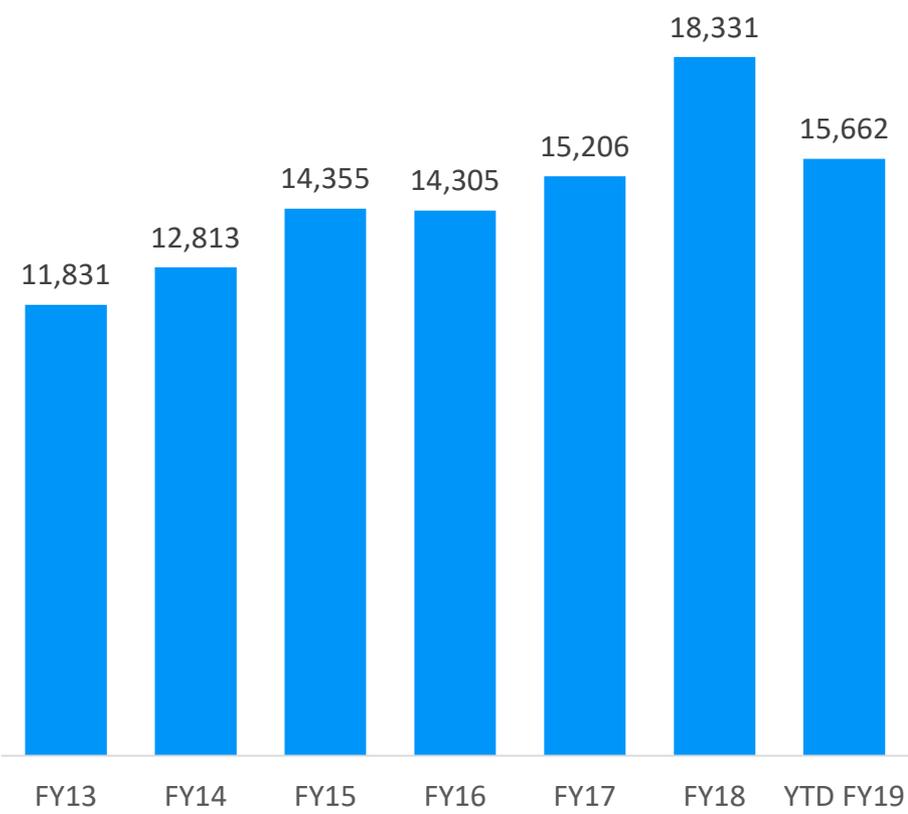
Ranked as a "Great Place to Work" in Auto Component Industry for last four years consistently



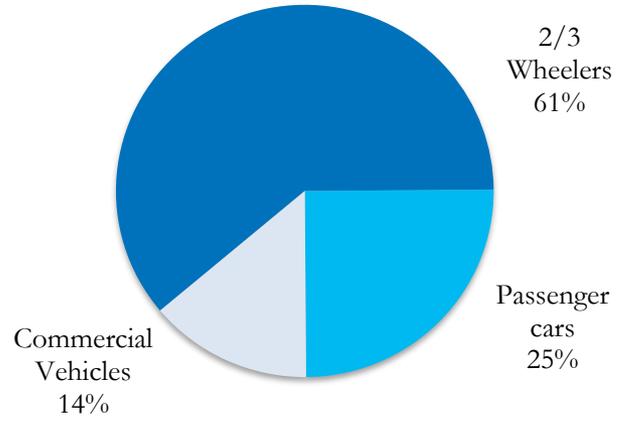
**GABRIEL**



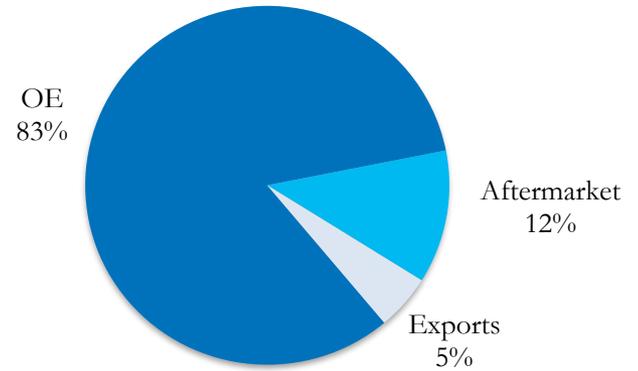
Revenue (Rs. Mn)



Segment Mix: YTD FY19



Channel Mix: YTD FY19



Note: FY17, FY18 & YTD FY19 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

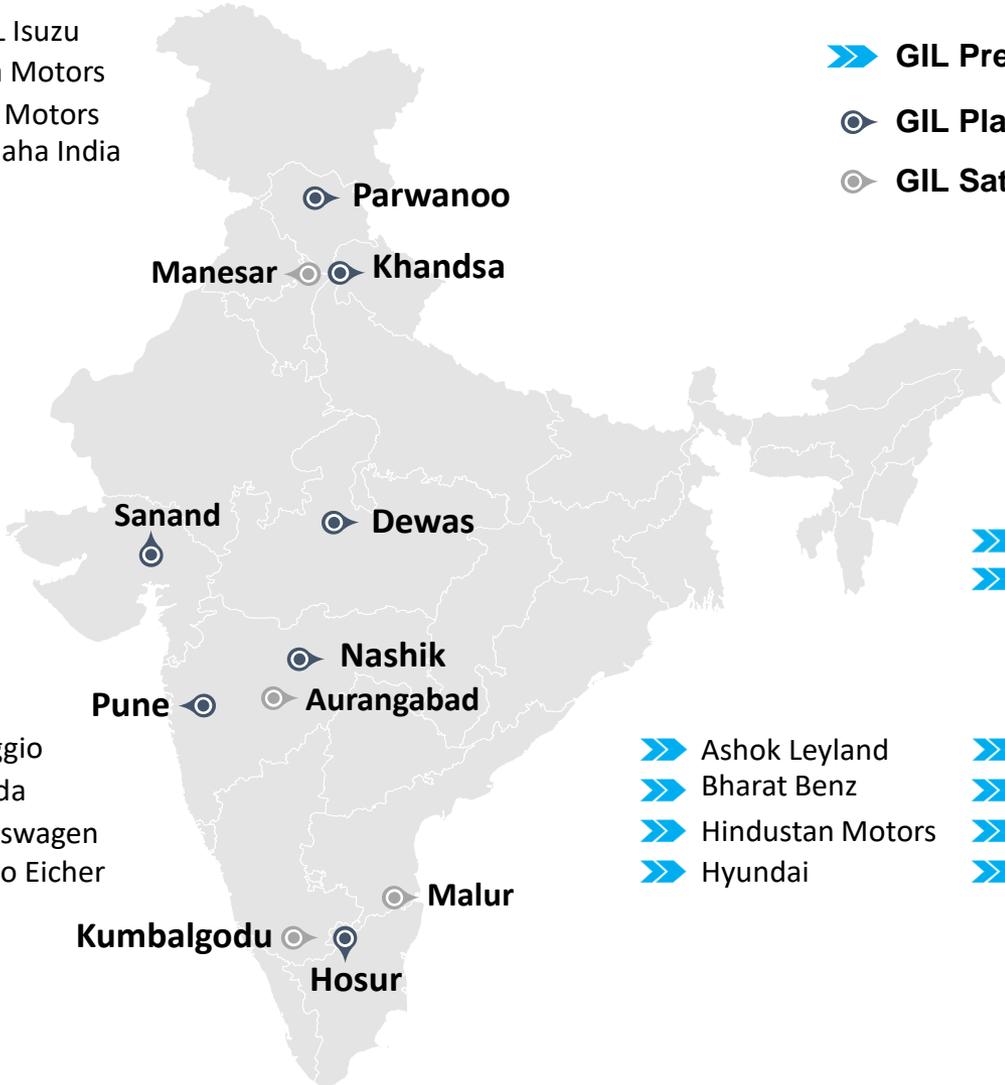
- » GIL Presence
- » GIL Plants
- » GIL Satellite Locations

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

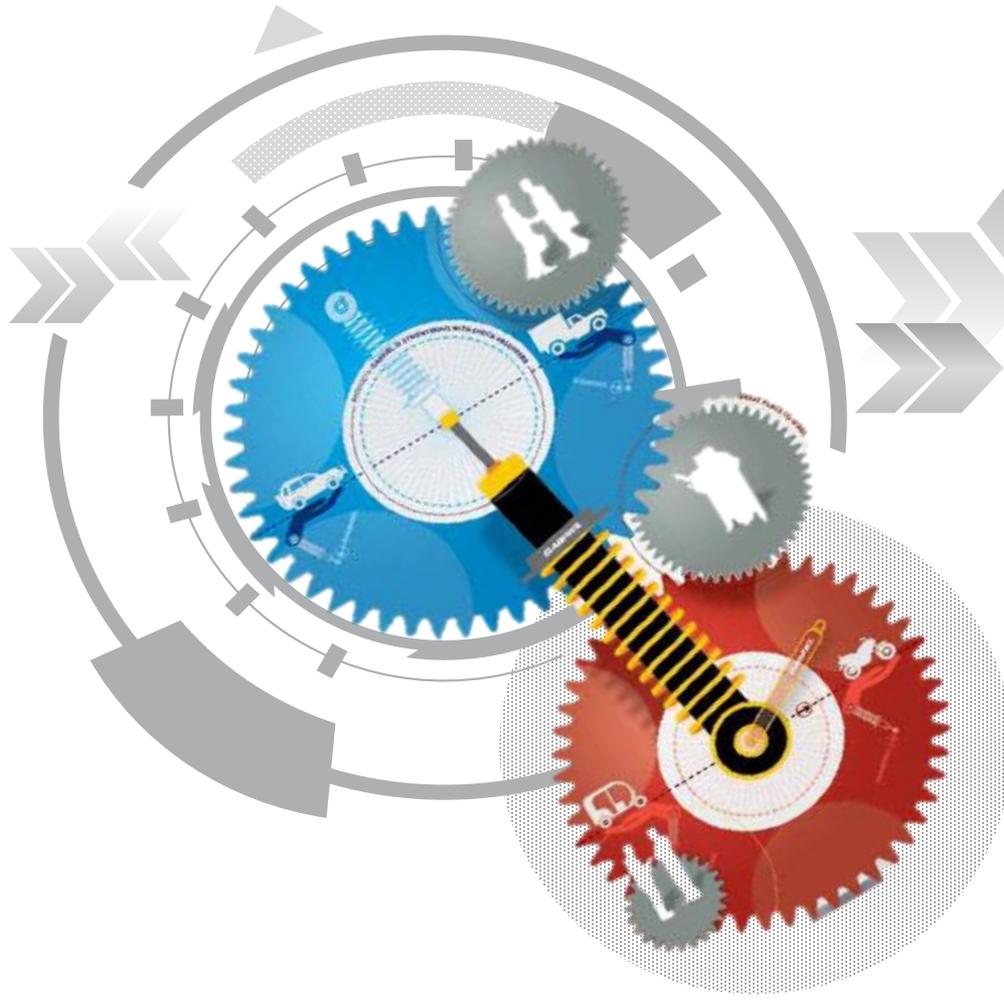
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

- » 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

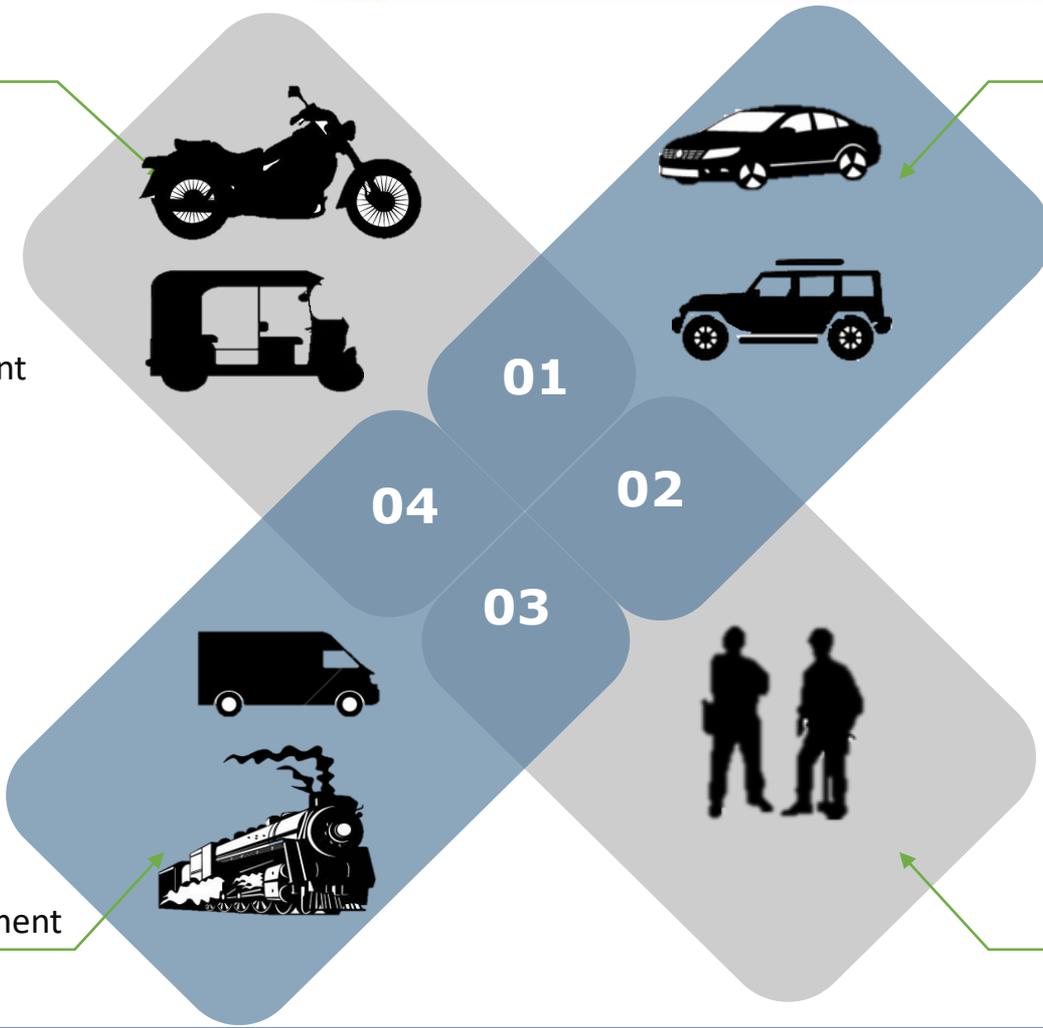


\*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



# 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 Development

### Aftermarket

- Product Development
- Expanding Reach

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



- 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

**For further information, please contact:****Company :**

Gabriel India Ltd.  
CIN : L34101PN1961PLC015735  
Mr. Rajendran Arunachalam  
[rajendran.arunachalam@gabriel.co.in](mailto:rajendran.arunachalam@gabriel.co.in)

[www.gabrielindia.com](http://www.gabrielindia.com)

**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
CIN : U74140MH2010PTC204285  
Mr. Jigar Kavaiya / Ms. Neha Shroff  
[jigar.kavaiya@sgapl.net](mailto:jigar.kavaiya@sgapl.net) / [neha.shroff@sgapl.net](mailto:neha.shroff@sgapl.net)

+91-9920602034 / +91-7738073466

[www.sgapl.net](http://www.sgapl.net)