



Successful
Growth

Quality

Research
& Development

Customer
Relationships

Gabriel India Ltd

Result Update Presentation

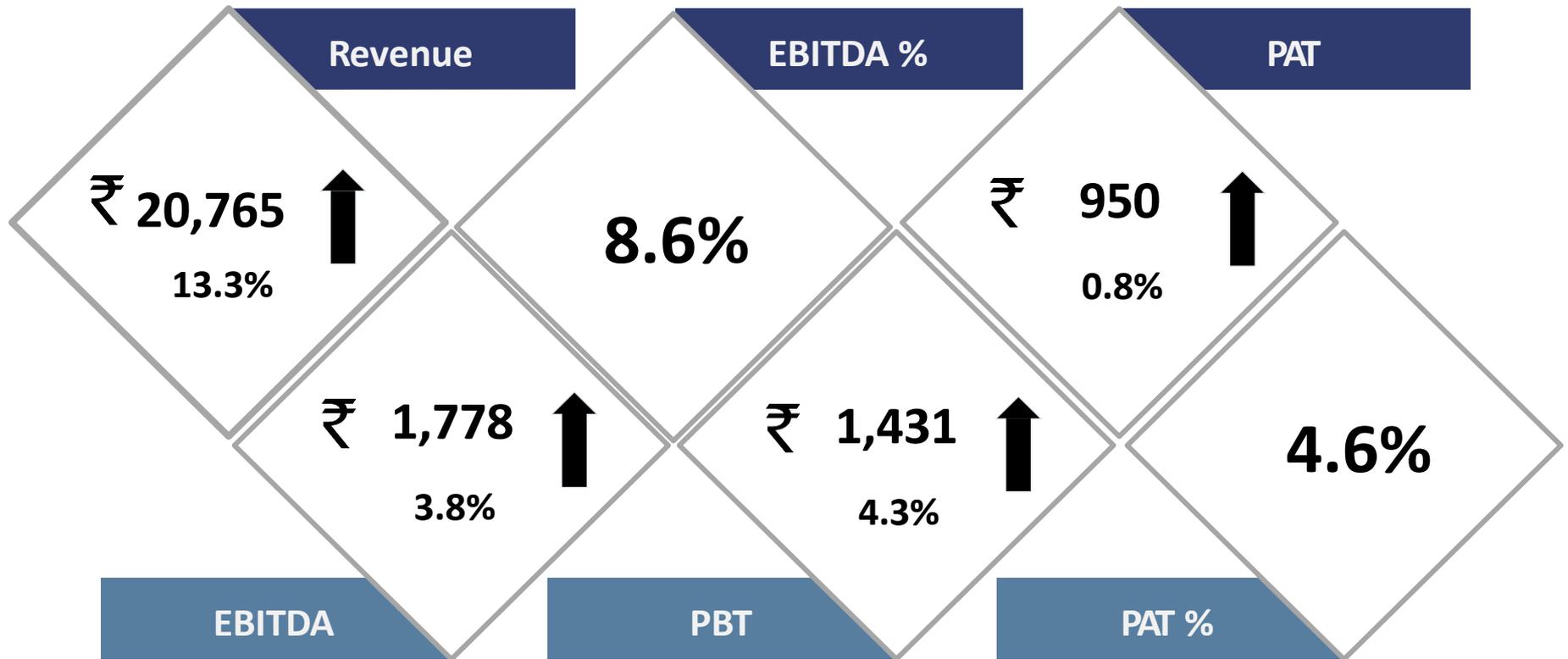
FY19

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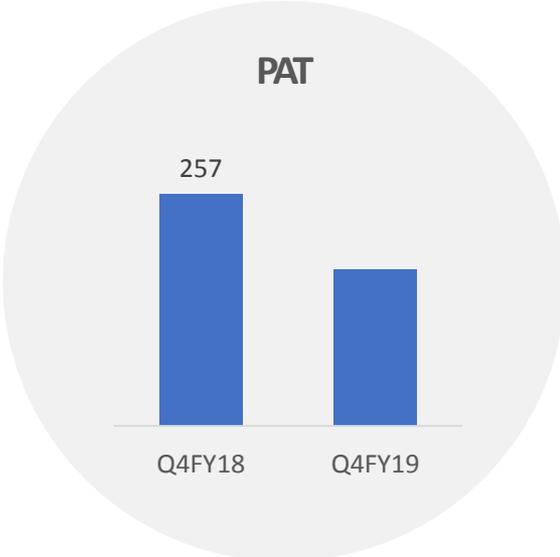
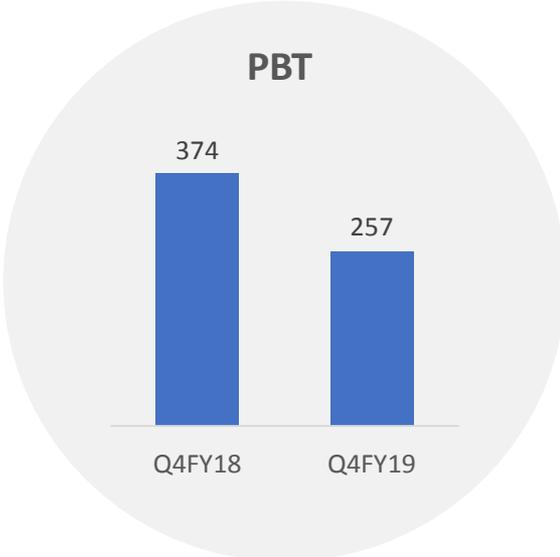
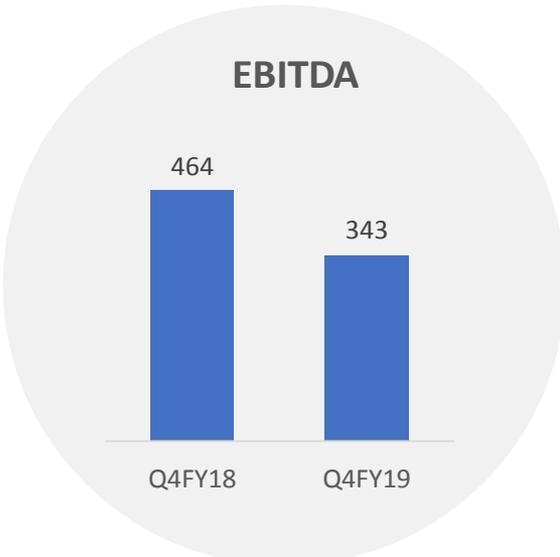
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(Rs. Mn)
% on Y-o-Y basis



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

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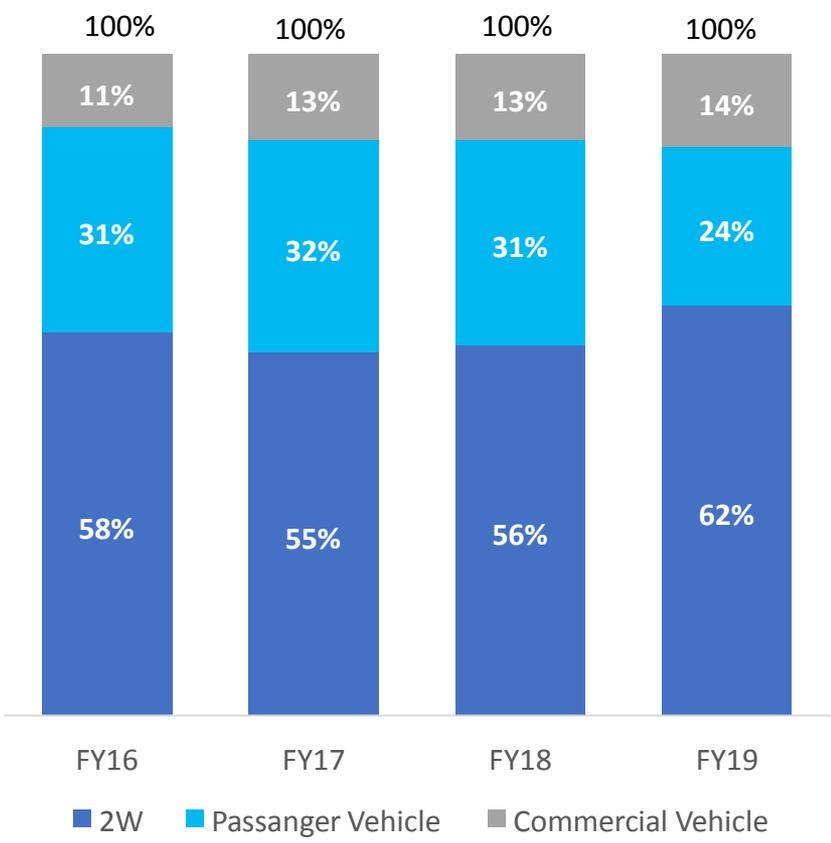
Key Highlights

Revenue: Revenue led by Higher Volumes across TWBU & CVRBU

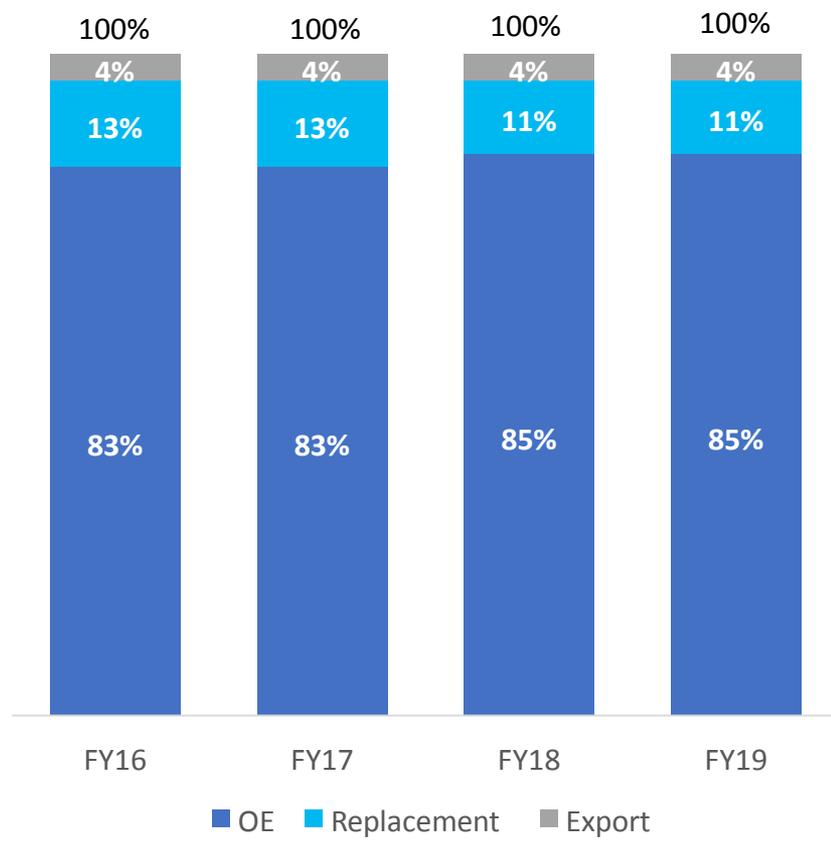
PBT: Profitability dropped due to higher RMC % (Commodity, Sales Mix & Rupee depreciation)

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Segment – Mix



Channel – Mix



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

Rs. Mn	Q4 FY19	% of Revenue	Q4FY18	% of Revenue	YoY%	FY19	% of Revenue	FY18	% of Revenue	YoY%
Revenue (net of excise duty)	5,103	100.0%	4,968	100.0%	2.7%	20,765	100.0%	18,331	100.0%	13.3%
Raw Material	3,774	73.9%	3,546	71.4%		15,070	72.6%	13,106	71.5%	
Employee Expenses	374	7.3%	361	7.3%		1,540	7.4%	1,377	7.5%	
Other Expenses	612	12.0%	598	12.0%		2,376	11.4%	2,136	11.6%	
EBITDA	343	6.7%	464	9.3%	-26.0%	1,778	8.6%	1,713	9.3%	3.8%
Other Income	27	0.5%	25	0.5%		92	0.4%	71	0.4%	
Interest	8	0.2%	7	0.1%		29	0.1%	29	0.2%	
Depreciation	105	2.0%	107	2.2%		411	2.0%	383	2.1%	
PBT	257	5.0%	374	7.5%	-31.2%	1,431	6.9%	1,372	7.5%	4.3%
Tax	84	1.7%	117	2.4%		481	2.3%	429	2.3%	
PAT	173	3.4%	257	5.2%	-32.7%	950	4.6%	942	5.1%	0.8%
Other Comprehensive										
Income	4		13			-48		38		
Total Comprehensive Income	177	3.5%	270	5.4%		902	4.3%	981	5.4%	
Cash PAT	278	5.4%	364	7.3%		1,360	6.6%	1,325	7.2%	

Data are as per INDAS

ASSETS (Rs. Mn.)	Mar-19	Mar-18	EQUITY AND LIABILITIES (Rs. Mn.)	Mar-19	Mar-18
Non-current assets	3,969	3,417	EQUITY	5,900	5,249
Property, Plant and Equipment	2,955	2,926	Equity Share Capital	144	144
Capital work-in-progress	538	78	Other Equity	5,756	5,105
Investment Property	22	23	Non-Current Liabilities	435	388
Intangible Assets	30	38	Financial Liabilities		
Financial Assets			Borrowings	70	72
Investments	0	0	Provisions	125	117
Loans	14	15	Deferred tax liabilities (net)	191	198
Others	74	163	Other non current liabilities	49	-
Non-Current Tax Assets (net)	279	120	Current liabilities	3,356	3,393
Other non-current assets	58	53	Financial Liabilities		
Current assets	5,722	5,613	Trade Payables	2,609	2,650
Inventories	1,653	1,491	Other Financial Liabilities	502	460
Financial Assets			Other current liabilities	82	121
Investments	468	623	Provisions	163	161
Trade receivables	2,843	2,792	TOTAL EQUITY AND LIABILITIES	9,692	9,030
Cash and cash equivalents	48	180			
Other bank balances	438	220			
Loans	4	4			
Others	32	83			
Other Current Assets	236	221			
TOTAL ASSETS	9,692	9,030			

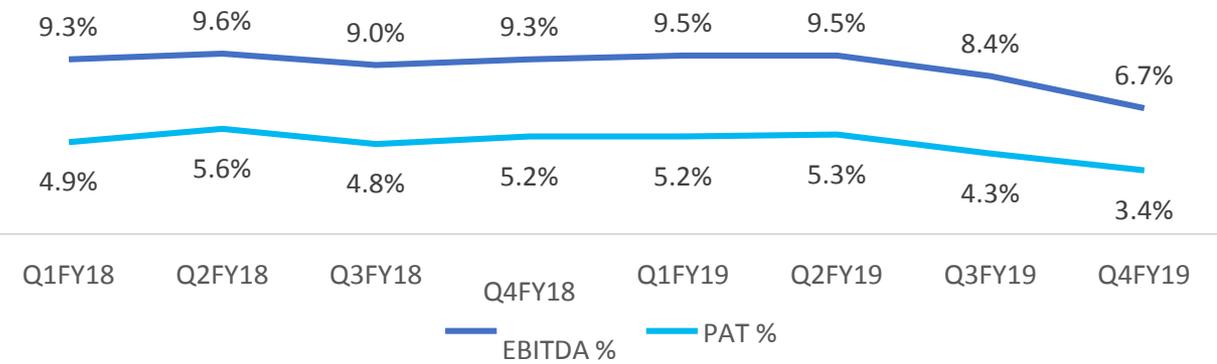
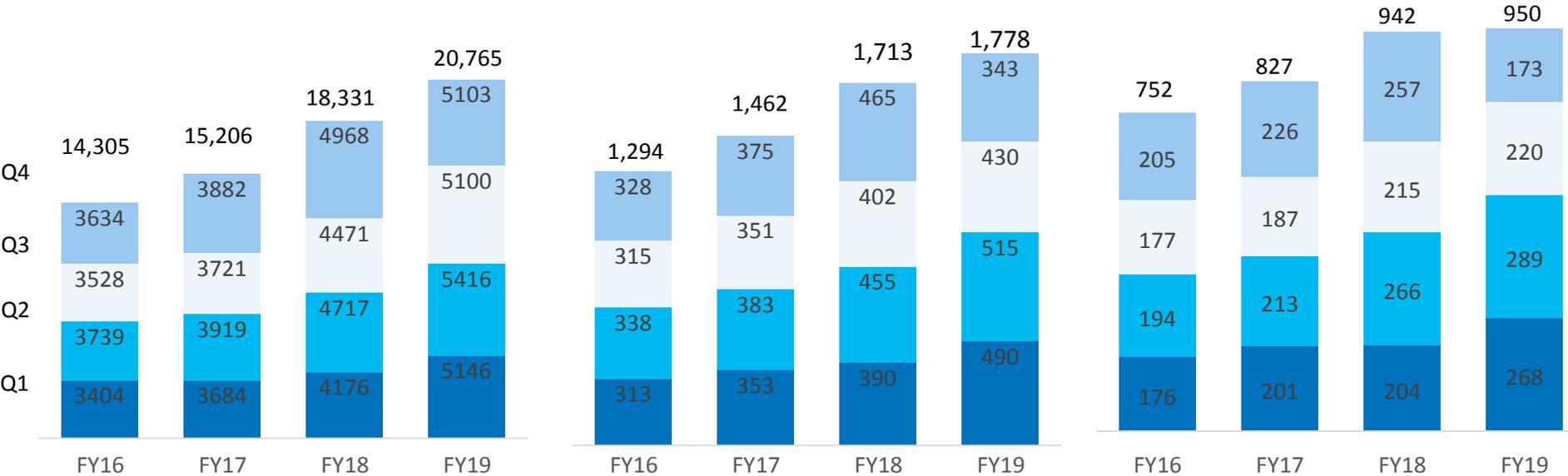
Liquid Investments as on 31st March 2019 at Rs.880 Mil

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Revenue

EBITDA

PAT

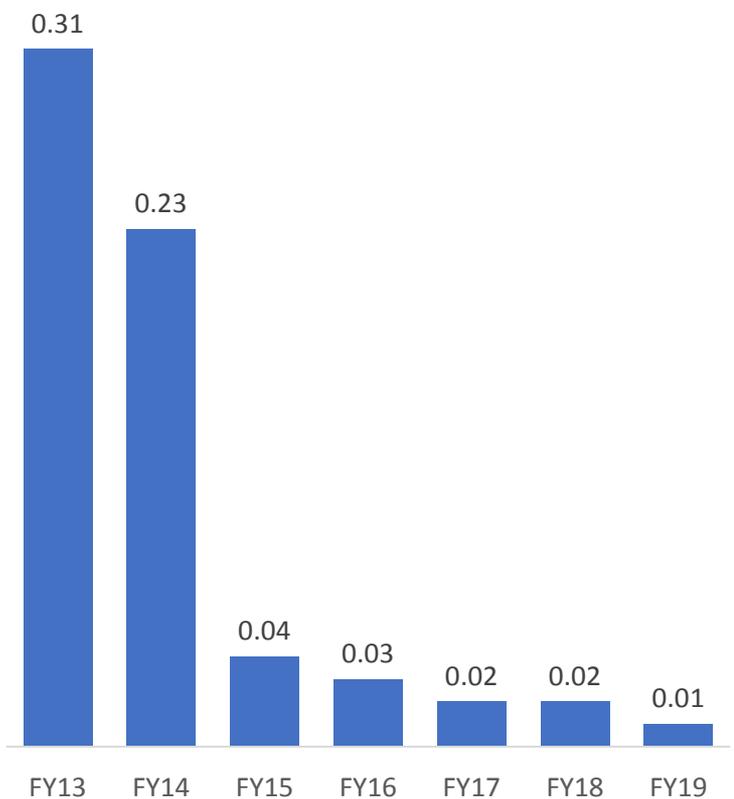


Note: FY17, FY18 & FY19 data are as per IND AS

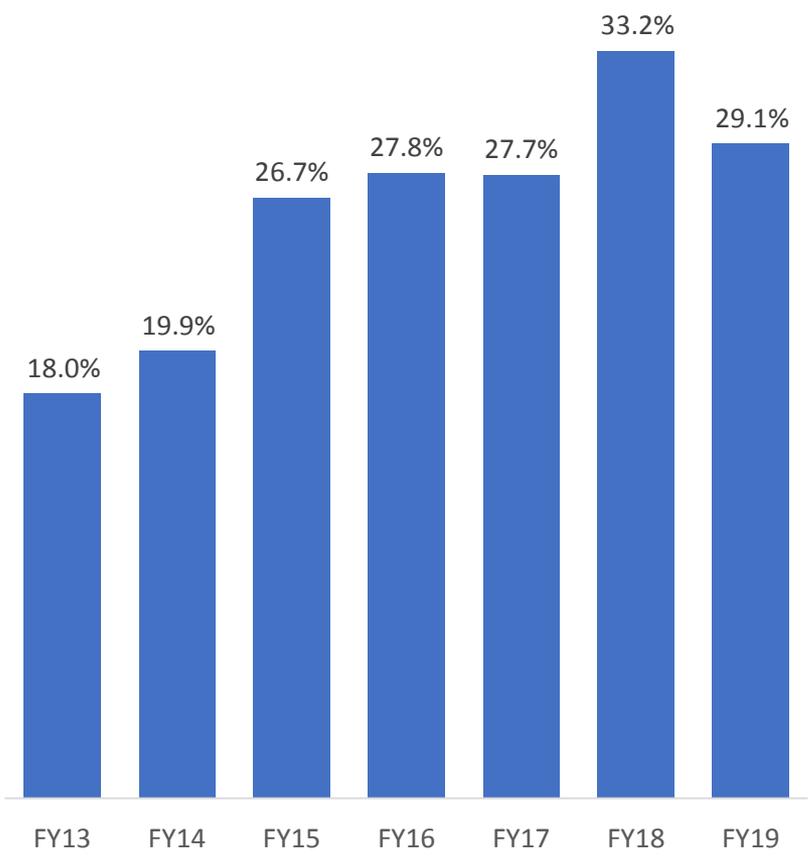
(Rs.Mn)

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D:E Ratio (x)

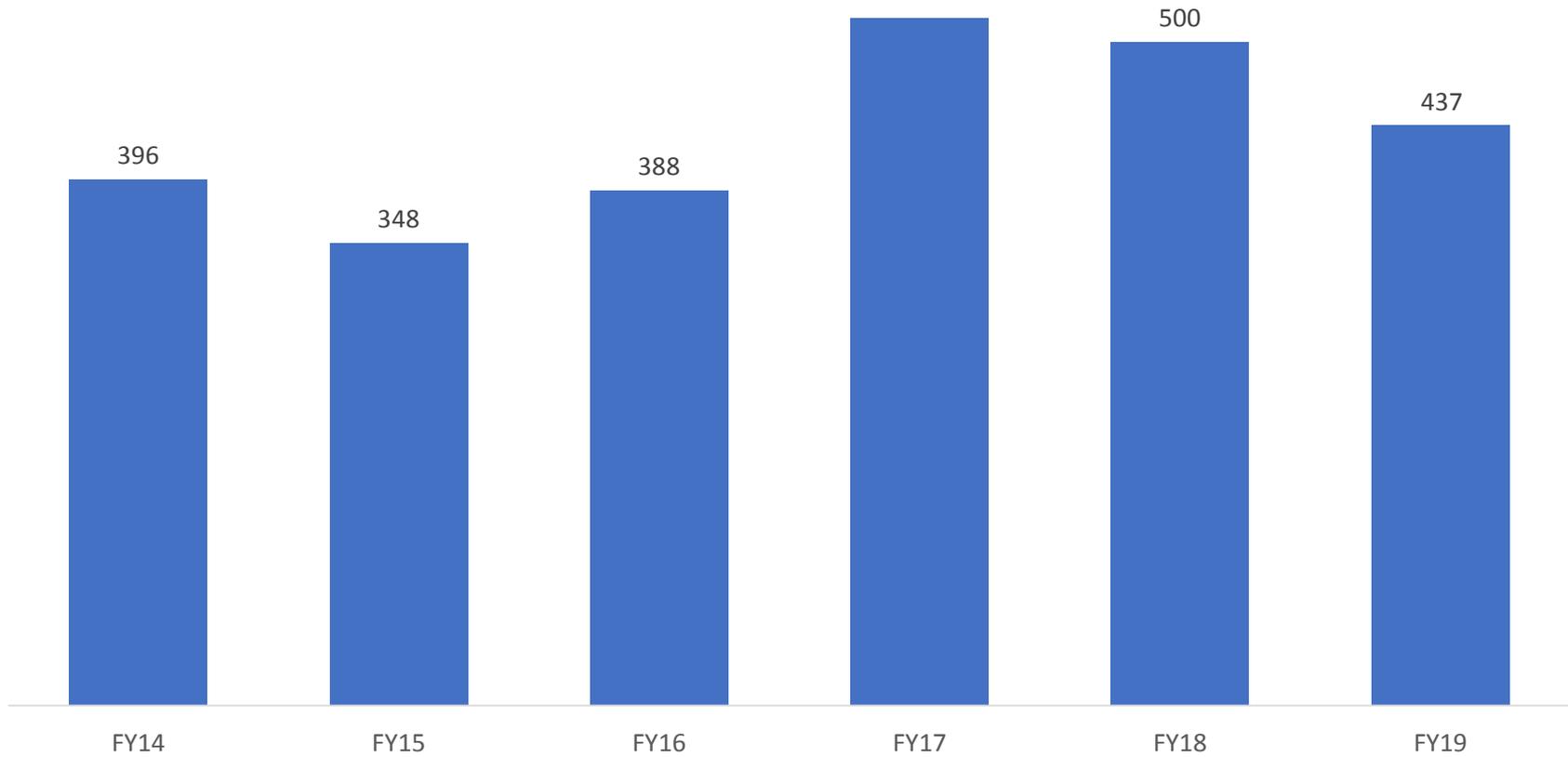


ROIC* (%)

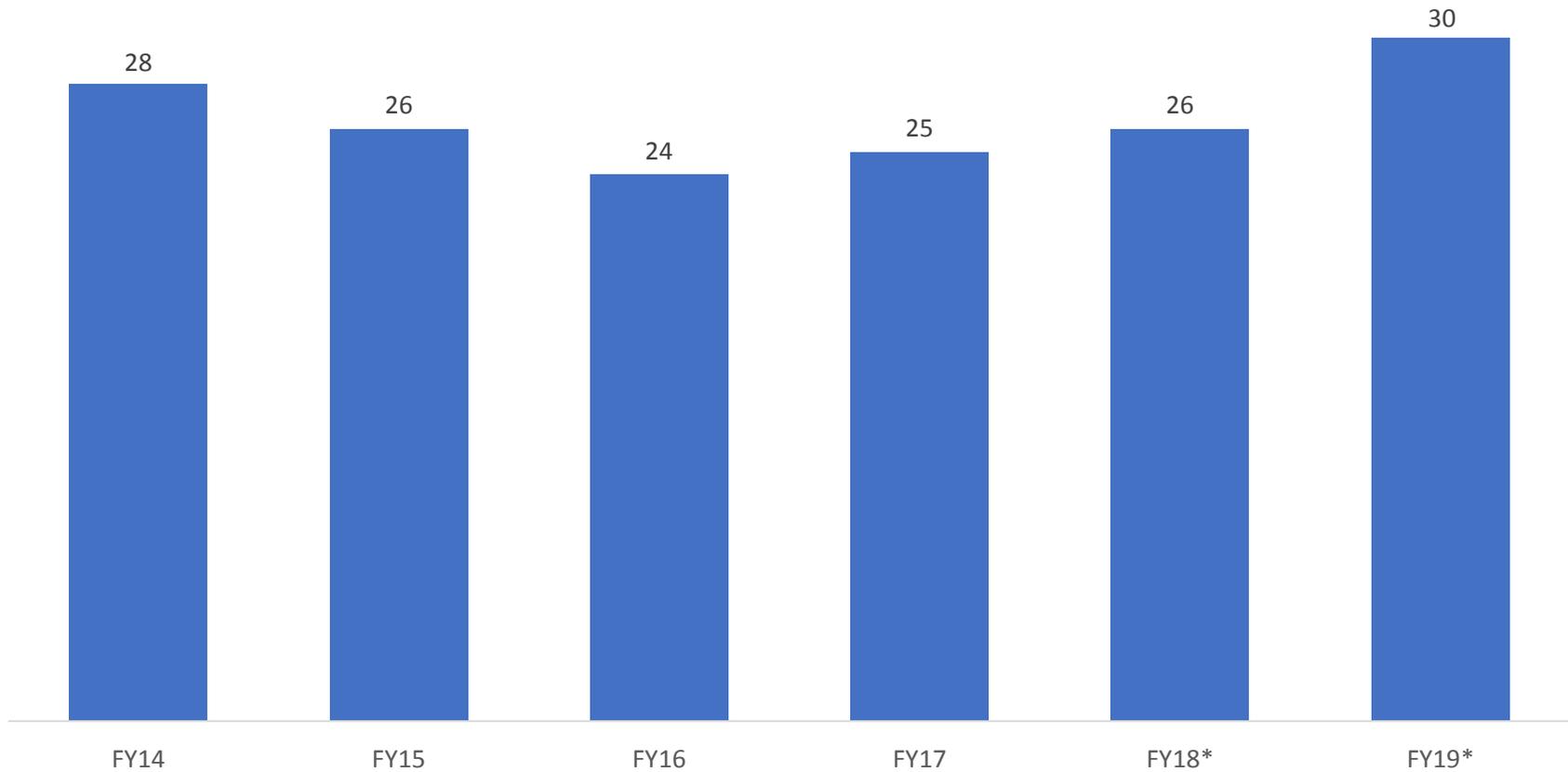


* Invested capital excluding Cash & Bank balances, Mutual Fund investments and returns thereon

(Rs.Mn)

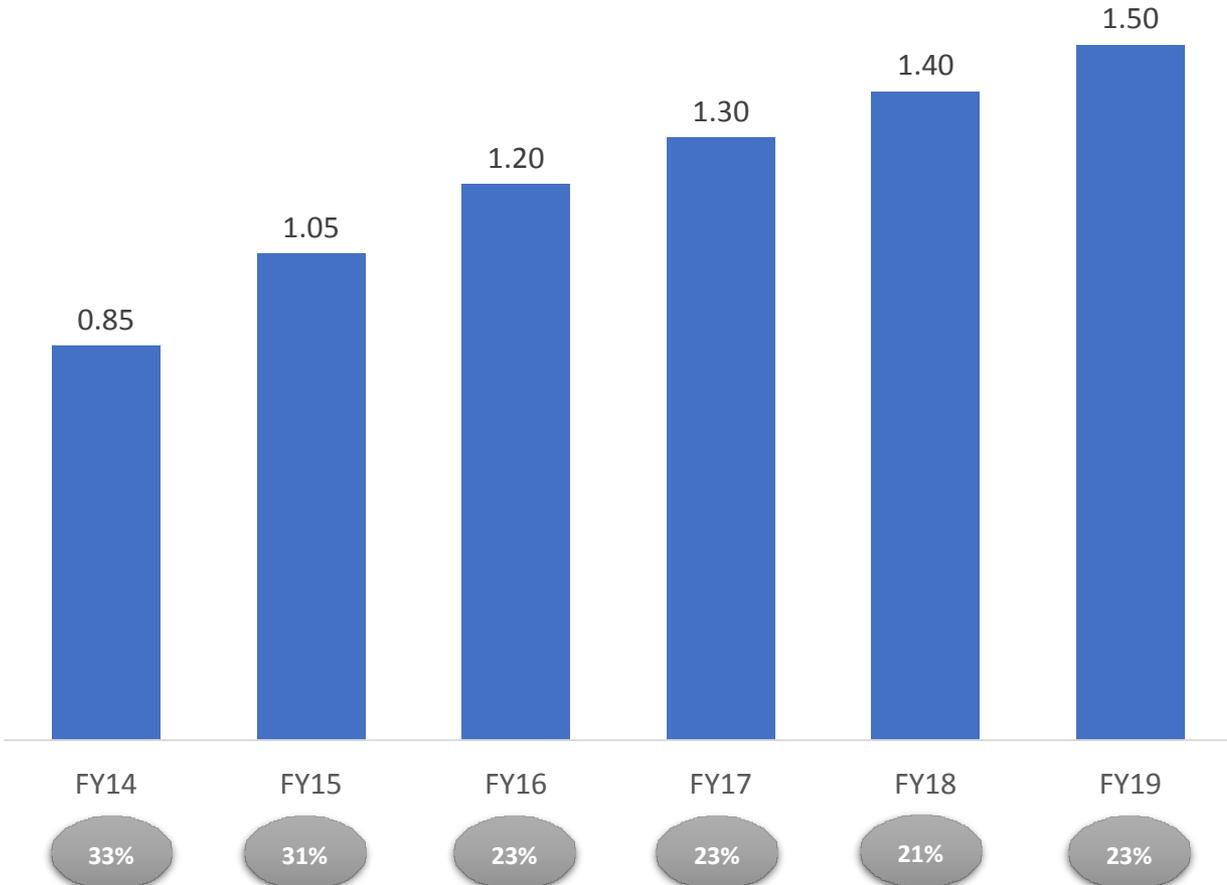


Net Working Capital (In Days)



* Adjusted for vendor bills discounted and non-inclusion of final dividend as proposed dividend in comparison to earlier years. The adjusted net working capital days for FY18 & FY19 will be 23 & 28 days.

Dividend Per Share (Rs.)



Pay out Ratio

- Continuous Dividend since 1998
- Stable Payout Ratio
- Declared Final Dividend of Rs. 0.95 per share, amounting to 95% of Face Value
- Total Dividend of Rs. 1.50 per share of Re. 1 each

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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



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Toyota Award for Zero PPM, Quality Certificate and Special Safety Recognition



HMSI Award for Quality Management



Suzuki Motorcycles Award for Cost Reduction through VA/VE



MSIL Award for Special Support

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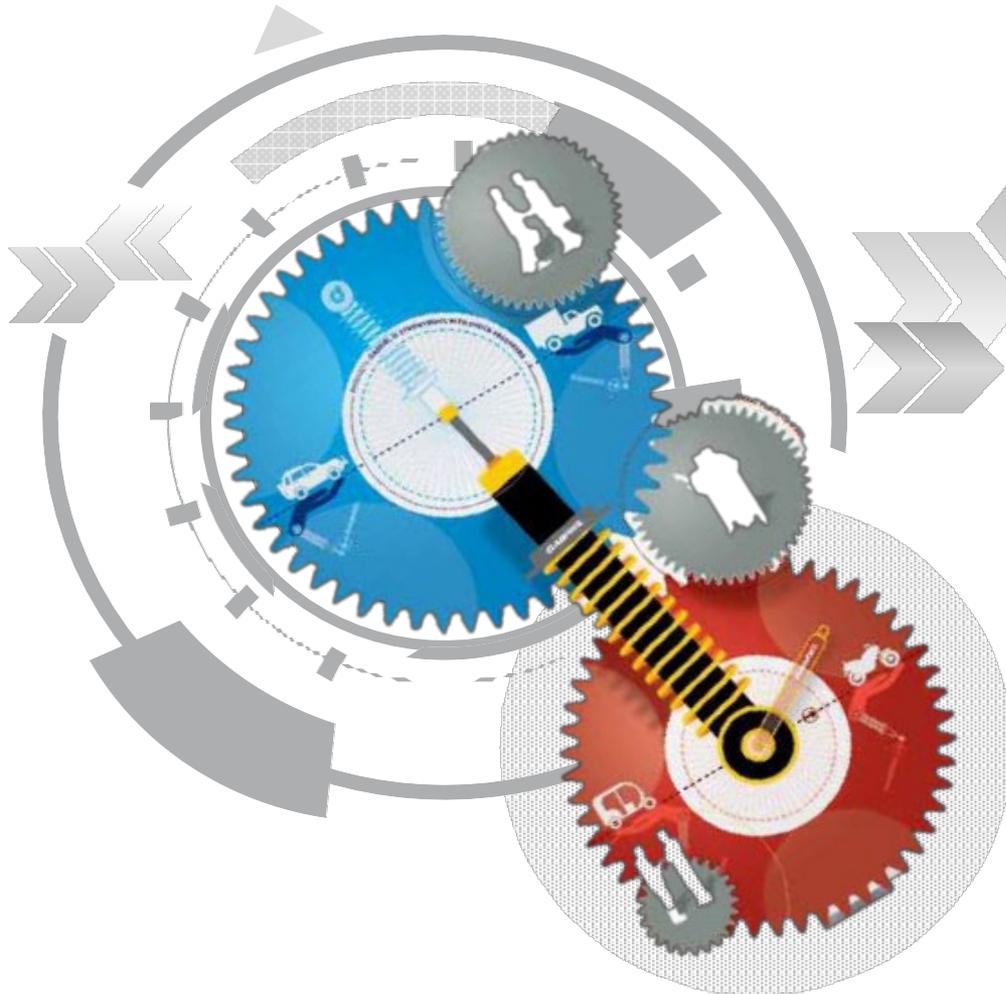
Powerdown – Certificate of Consistency



Yamaha Global Award for Excellence in TVP Implementation



Gold Award of FICCI Quality System Excellence for Manufacturing



Business Overview

GABRIEL

Experienced
& Professional Management



Incorporated
The company, Gabriel India, in 1961

Pioneers
of Shock Absorber manufacturing in India



Innovation

Strong R&D with over 75 patents filed in Products & Processes



Only Player Present in all Segment 2/3
Wheelers, Passenger Cars and Commercial Vehicles with diversified OEM Base



Strategically Located

Strong manufacturing Capabilities built across India



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

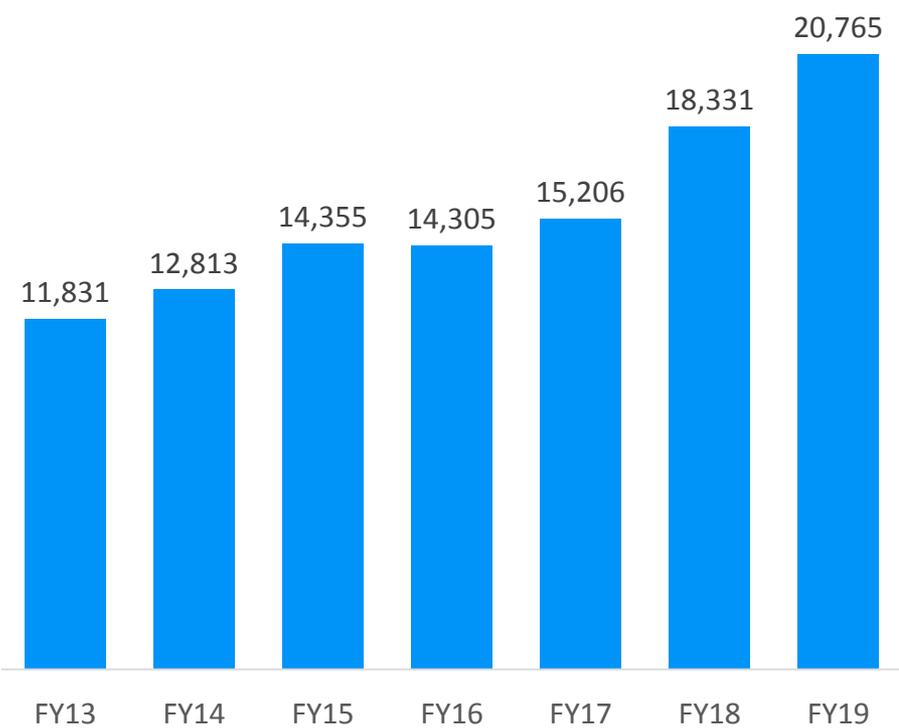
Cabin Dampers

Seat Dampers

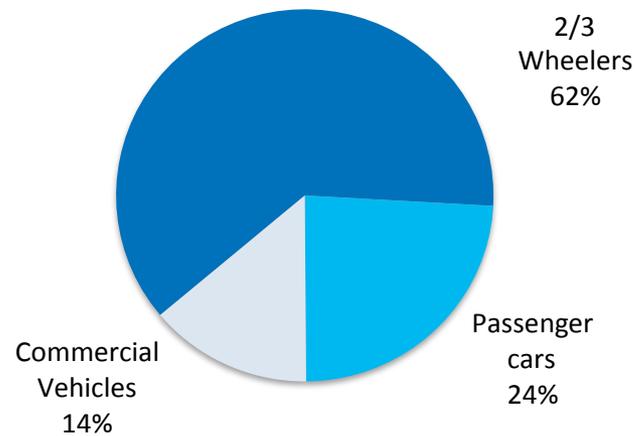


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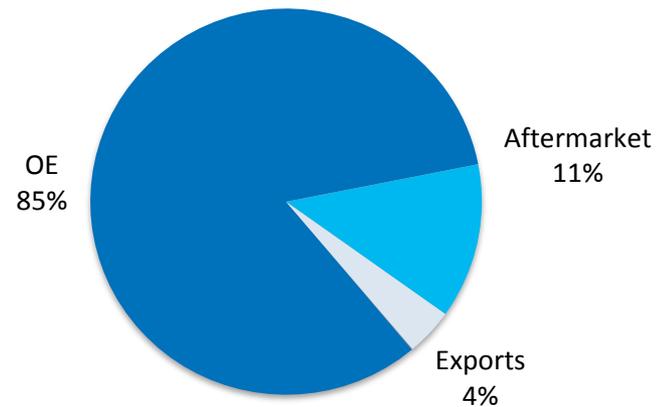
Revenue (Rs. Mn)



Segment Mix: FY19



Channel Mix: FY19



Note: FY17, FY18 & 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

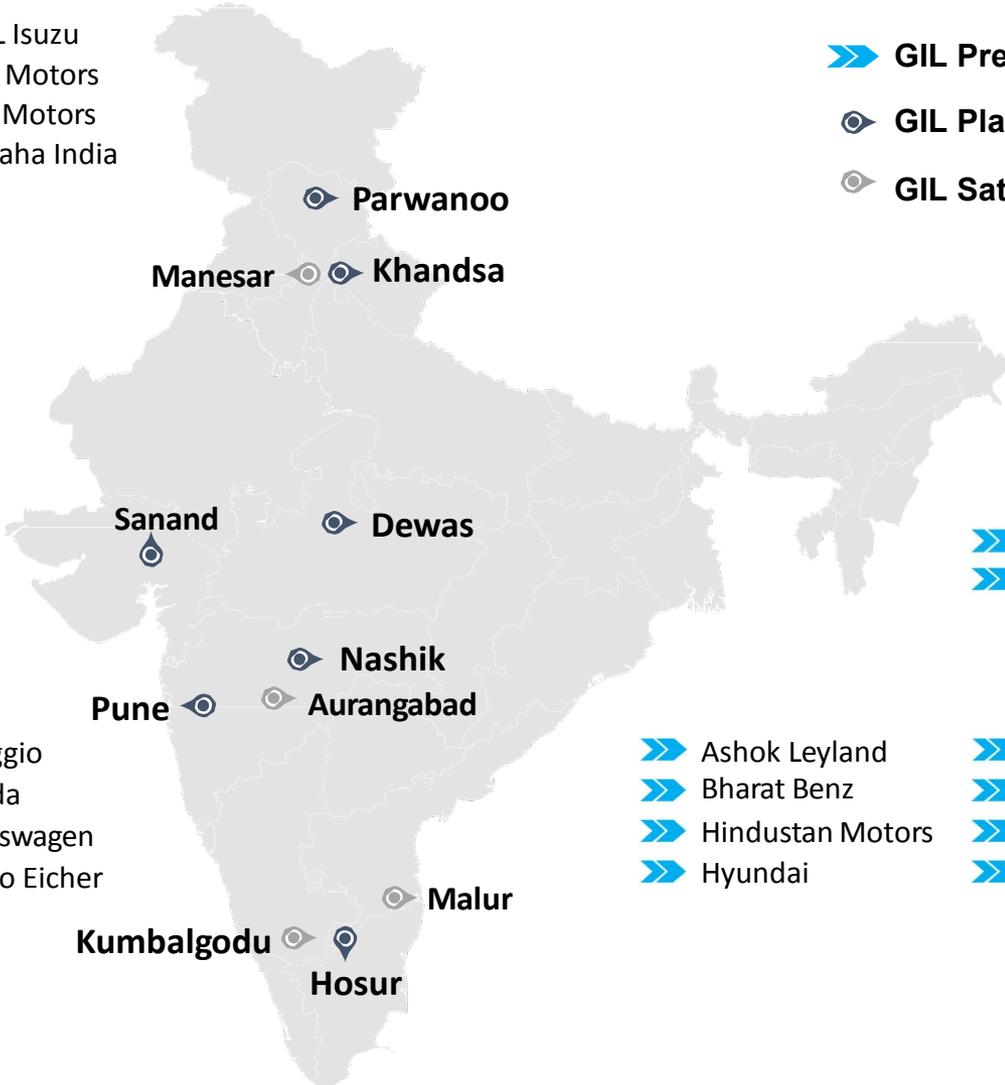
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

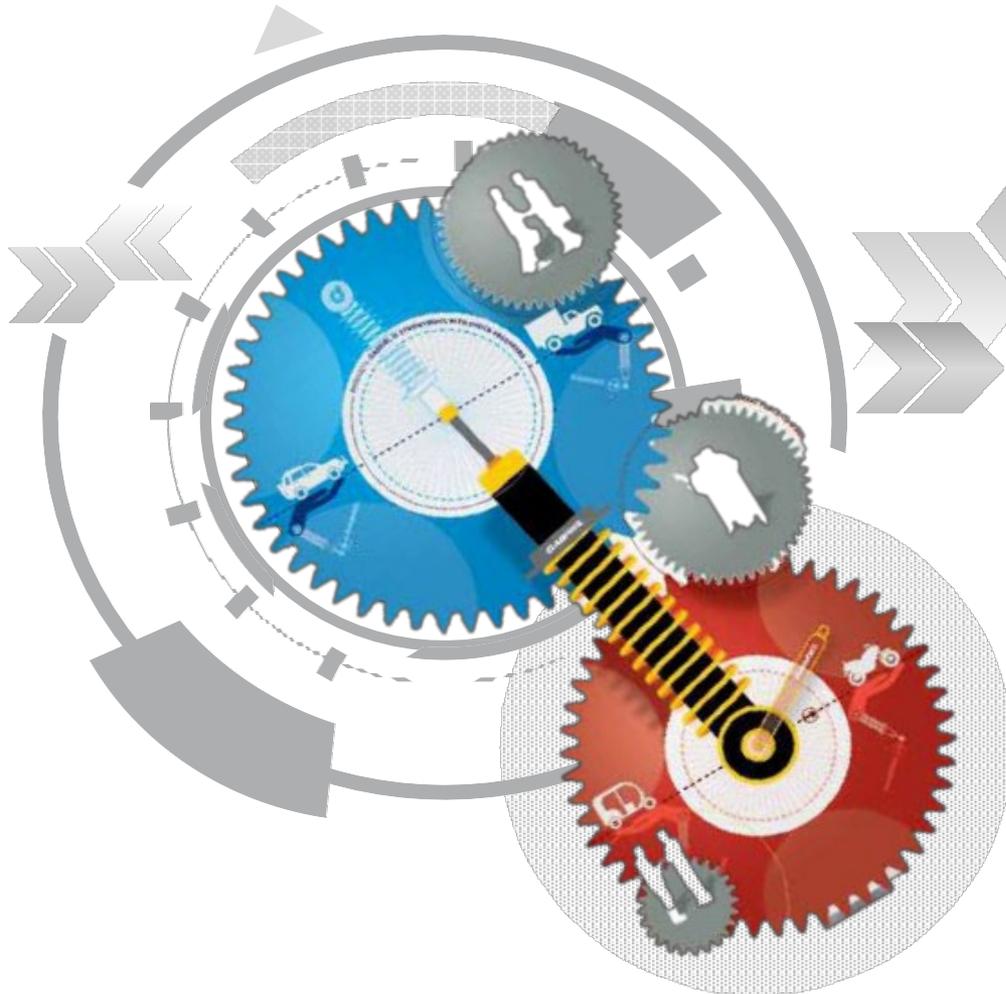
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

- » 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

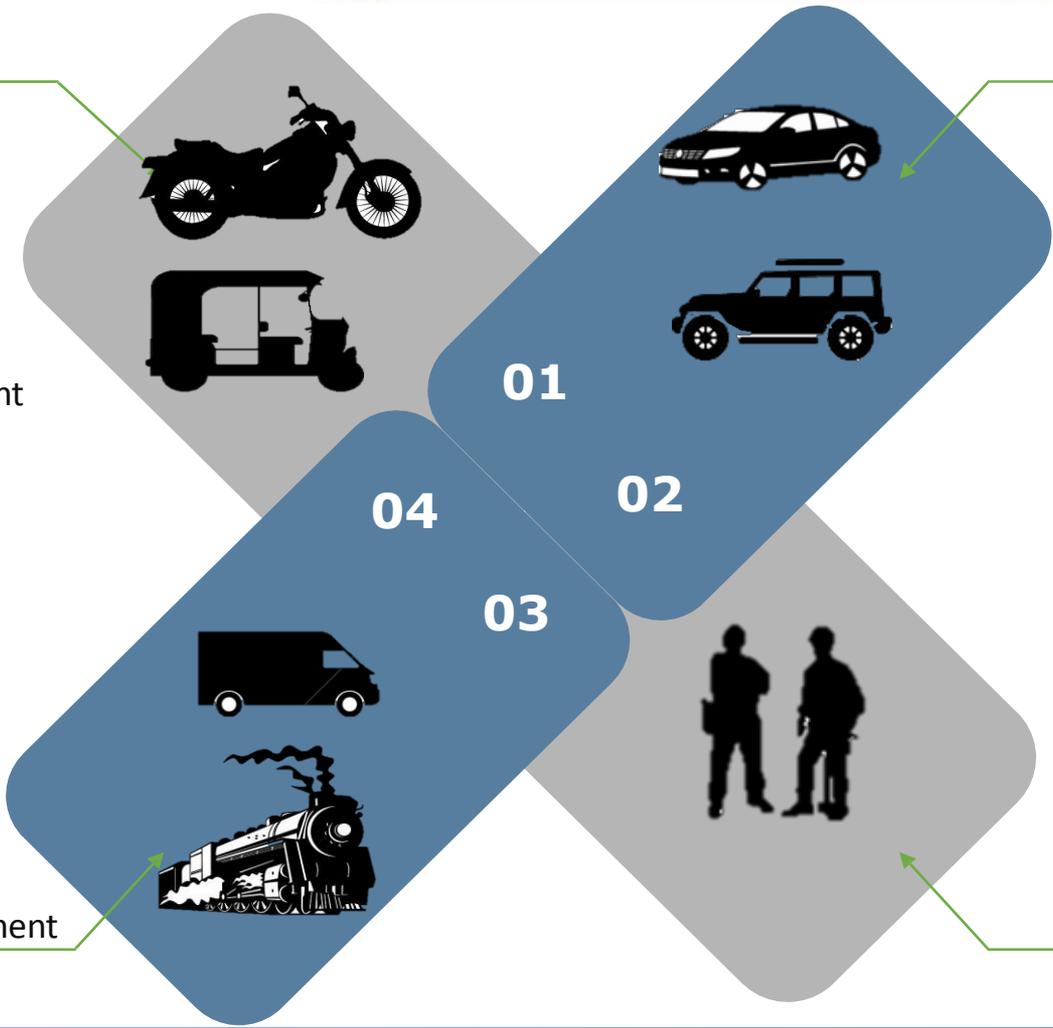


*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Strategy Going Ahead

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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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2/3 Wheeler



Passenger Car



CV & Railways





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

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

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

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

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