



Successful
Growth

Quality

Research
& Development

Customer
Relationships

Gabriel India Ltd

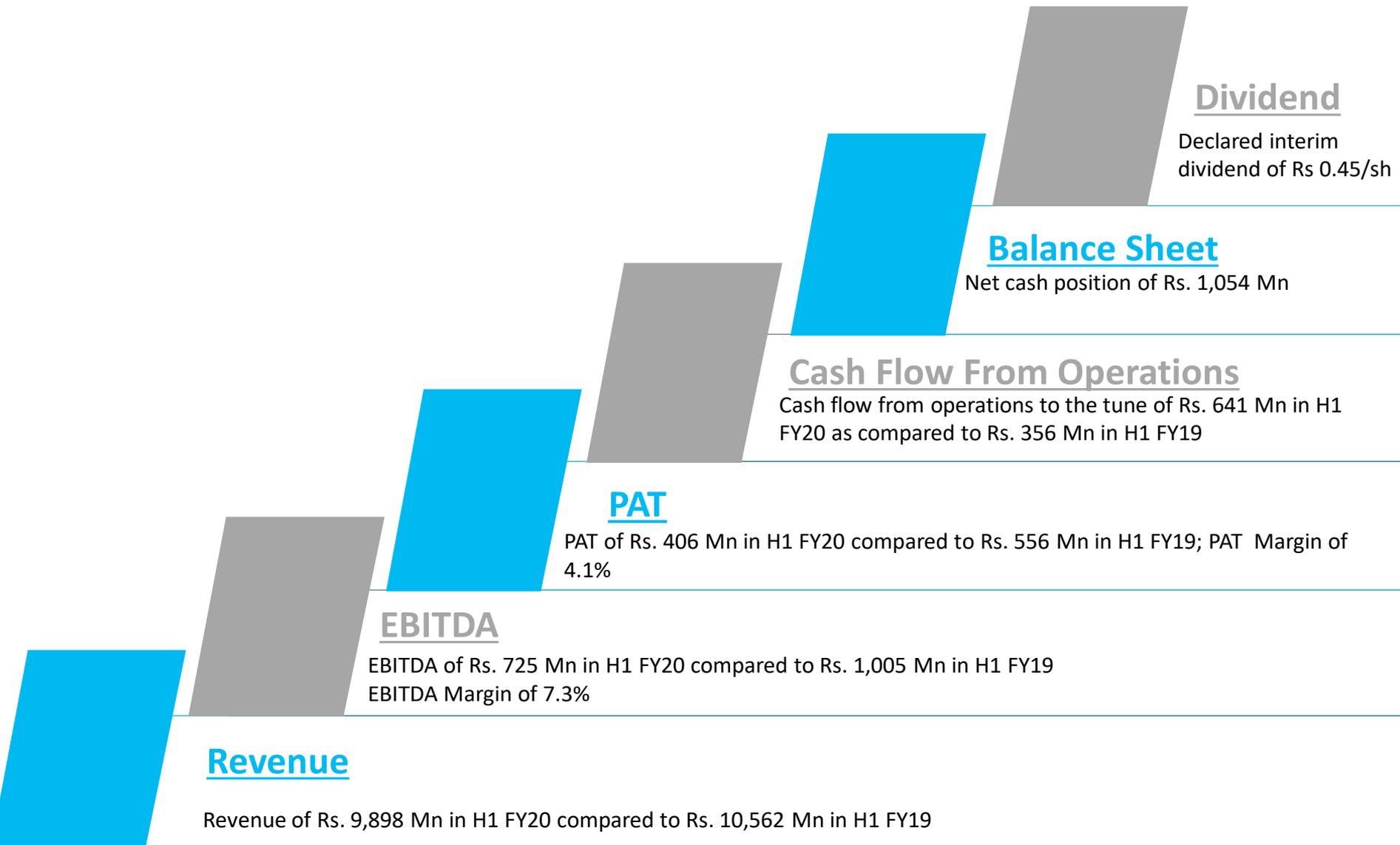
Result Update Presentation

Q2 & H1 FY20

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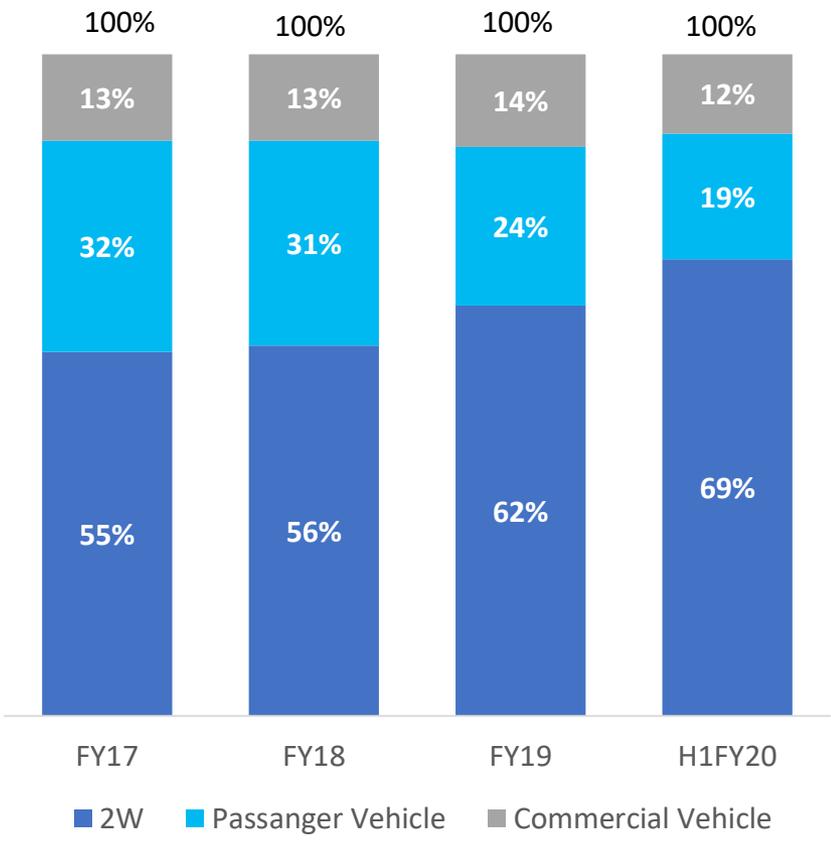


Particulars (Rs. Mn)	Q2 FY20	% of Rev	Q2 FY19	% of Rev	YoY	Q1 FY20	% of Rev	QoQ
Revenue from Operations	4,727	100.0%	5,415	100.0%	-12.7%	5,171	100.0%	-8.6%
Raw Material	3,538	74.9%	3,919	72.4%		3,796	73.4%	
Employee Expenses	389	8.2%	391	7.2%		404	7.8%	
Other Expenses	487	10.3%	591	10.9%		558	10.8%	
EBITDA	313	6.6%	515	9.5%	-39.2%	412	8.0%	-24.2%
Other Income	22	0.5%	21	0.4%		17	0.3%	
Interest	9	0.2%	8	0.1%		8	0.1%	
Depreciation	103	2.2%	100	1.8%		105	2.0%	
PBT	223	4.7%	428	7.9%	-47.9%	318	6.1%	-29.9%
Tax	38		138			97		
PAT	185	3.9%	289	5.3%	-36.1%	221	4.3%	-16.2%
Other Comprehensive Income	2		9			-14		
Total Comprehensive Income	187	4.0%	299	5.5%	-37.3%	207	4.0%	-9.4%
Cash PAT	291	6.1%	399	7.4%	-27.2%	311	6.0%	-6.7%

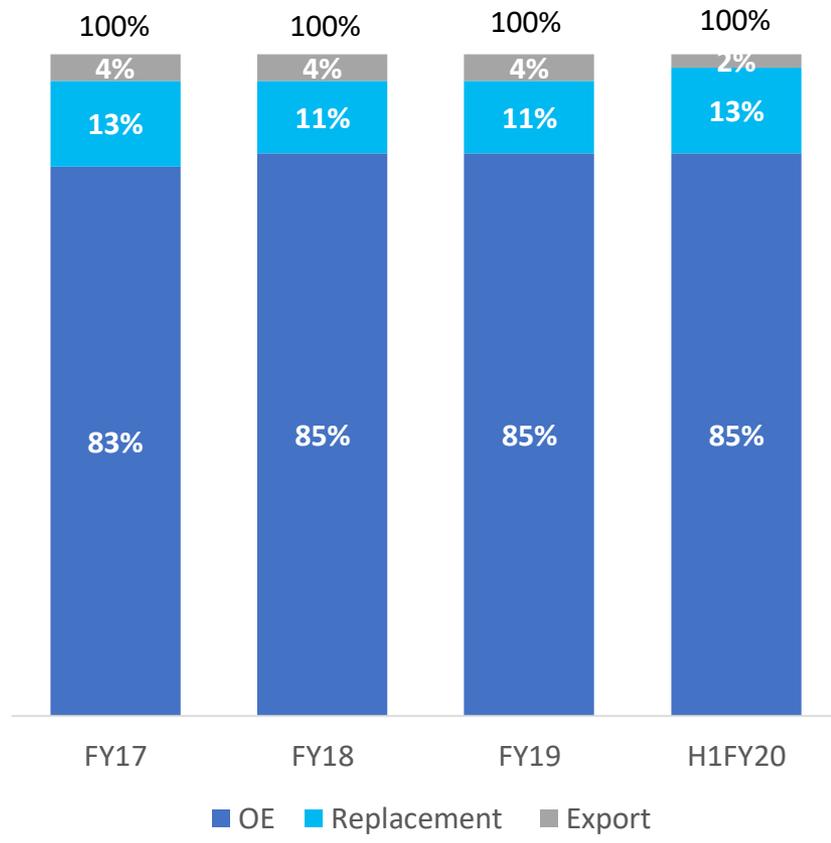
Particulars (Rs. Mn)	H1 FY20	% of Rev	H1 FY19	% of Rev	YoY
Revenue from Operations	9,898	100.0%	10,562	100.0%	-6.3%
Raw Material	7,334	74.1%	7,592	71.9%	
Employee Expenses	794	8.0%	788	7.5%	
Other Expenses	1,045	10.6%	1,177	11.1%	
EBITDA	725	7.3%	1,005	9.5%	-27.8%
Other Income	40	0.4%	40	0.4%	
Interest	17	0.2%	16	0.1%	
Depreciation	208	2.1%	206	1.9%	
PBT	540	5.5%	823	7.8%	-34.4%
Tax	135		267		
PAT	406	4.1%	556	5.3%	-27.1%
Other Comprehensive Income	-12		-17		
Total Comprehensive Income	394	4.0%	539	5.1%	-26.9%
Cash PAT	602	6.1%	745	7.1%	-19.2%

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Segment – Mix



Channel – Mix

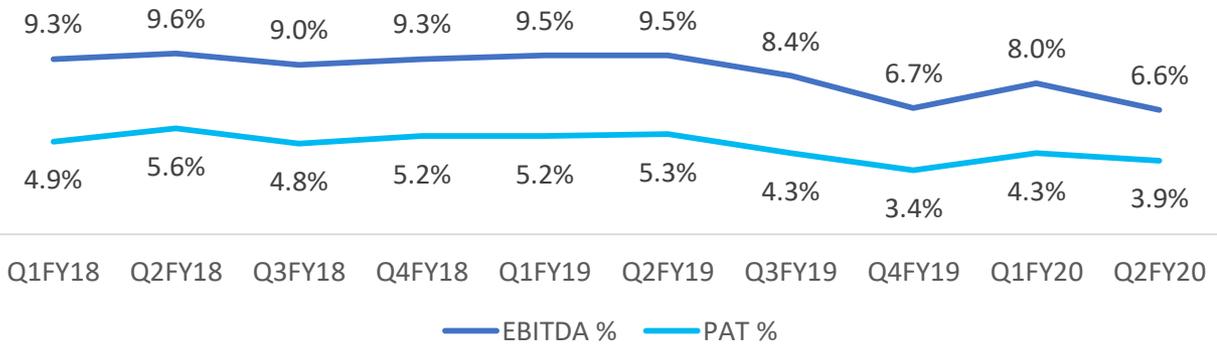
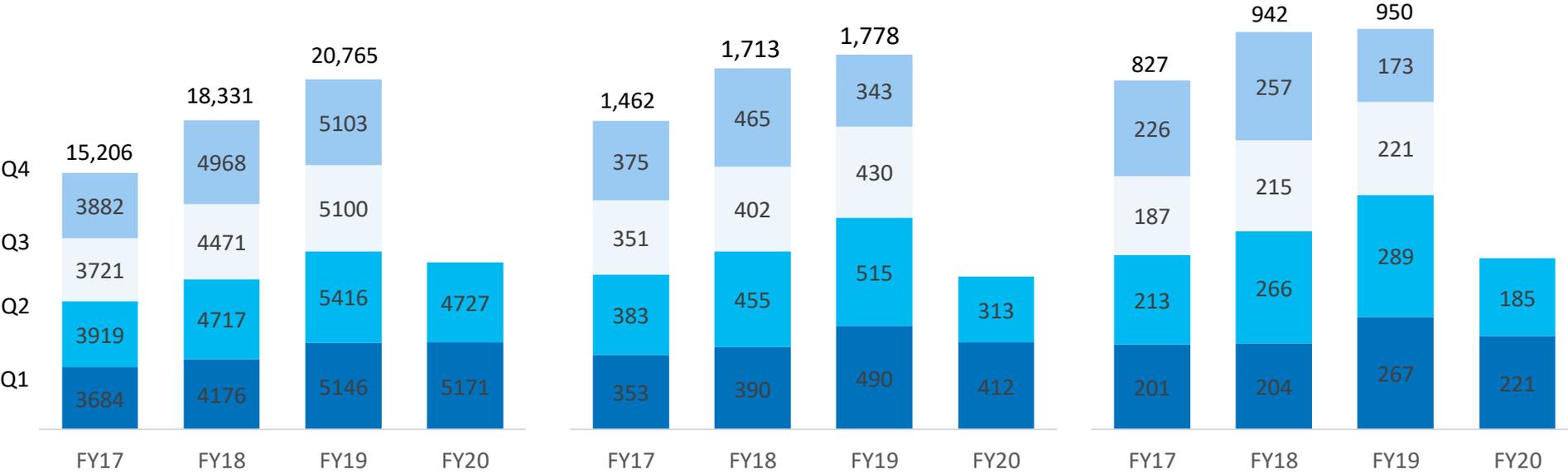


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Revenue

EBITDA

PAT



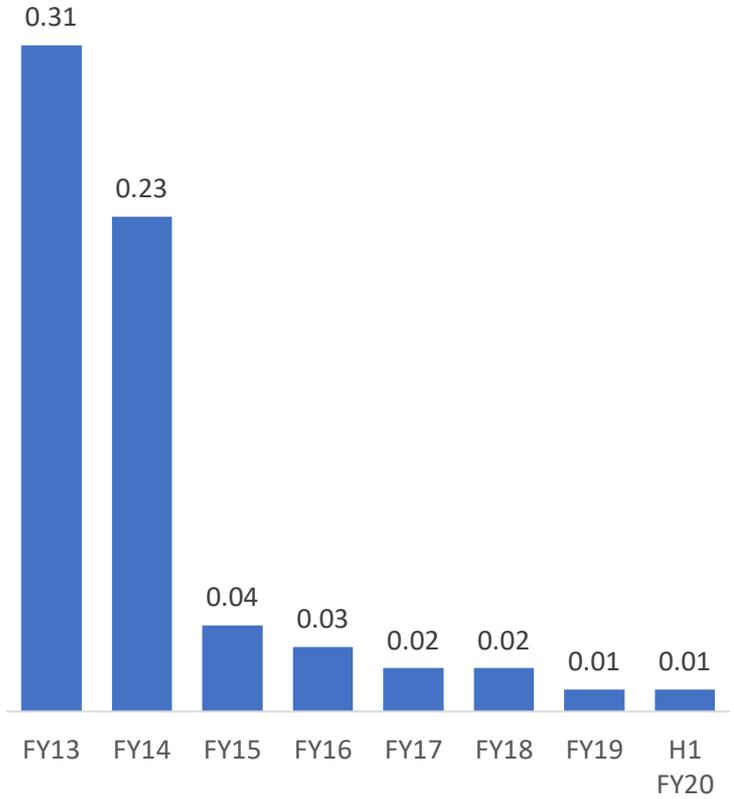
(Rs.Mn)

ASSETS (Rs. Mn.)	Sep-19	Mar-19	EQUITY AND LIABILITIES (Rs. Mn.)	Sep-19	Mar-19
Non-current assets	4,067	3,970	EQUITY	6,130	5,900
Property, Plant and Equipment	2,862	2,955	Equity Share Capital	144	144
Capital work-in-progress	707	538	Other Equity	5,986	5,756
Investment Property	22	22	Non-Current Liabilities	454	436
Intangible Assets	25	30	Financial Liabilities		
Financial Assets			Borrowings	82	70
Investments	0	0	Provisions	152	126
Loans	10	14	Deferred tax liabilities (net)	171	191
Others	80	74	Other non-current liabilities	49	49
Non-Current Tax Assets (net)	275	279	Current liabilities	3,201	3,356
Other non-current assets	86	58	Financial Liabilities		
Current assets	5,718	5,722	Trade Payables	2,460	2,610
Inventories	1,487	1,653	Other Financial Liabilities	470	502
Financial Assets			Other current liabilities	115	81
Investments	548	468	Provisions	156	163
Trade receivables	2,743	2,843	TOTAL EQUITY AND LIABILITIES	9,785	9,692
Cash and cash equivalents	150	48			
Other bank balances	438	438			
Loans	10	4			
Others	40	32			
Other Current Assets	301	236			
TOTAL ASSETS	9,785	9,692			

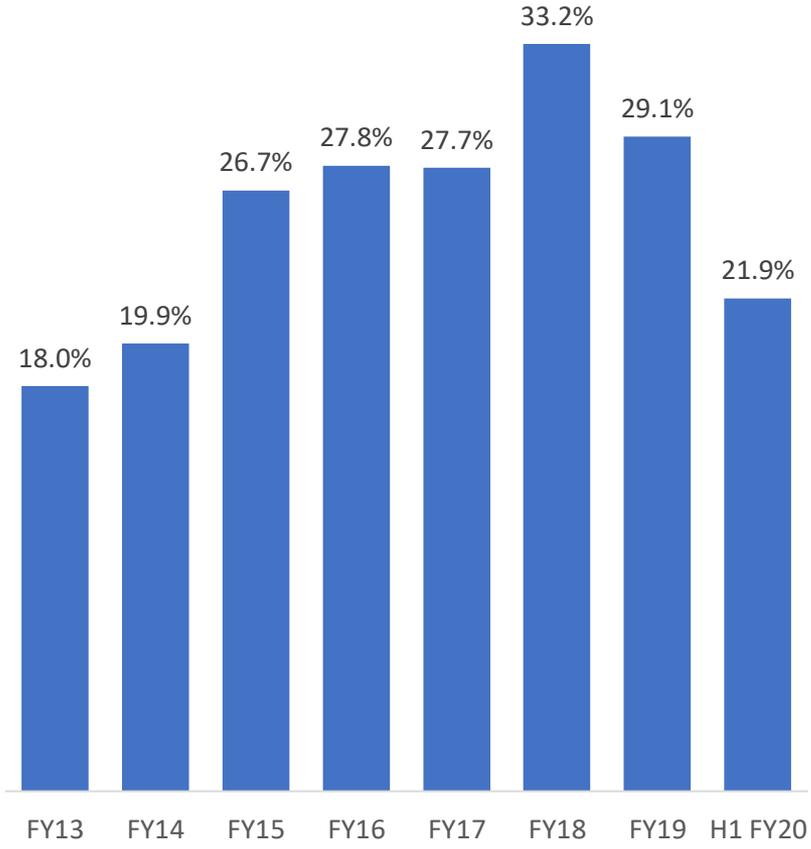
Net Cash of Rs. 1,054 Mn as on 30th Sep'19

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D:E Ratio (x)



ROIC* (%)



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

PARTICULARS (Rs. Mn)	H1 FY20	H1 FY19
Net Profit Before Tax	540	823
Operating Profit before Working Capital changes	738	977
Cash Generated from Operations	780	544
Direct taxes paid (net of refund)	-139	-188
Net Cash Flow from Operating Activities (A)	641	356
Net Cash Flow from Investing Activities (B)	-357	-111
Net Cash Flow from Financing Activities (C)	-182	-192
Net Increase/(decrease) in Cash and Cash Equivalents (A+B+C)	102	53
Cash and Cash Equivalent at the beginning of the period	48	180
Cash and Cash Equivalent at the end of the period	150	232

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2019

- Rank #90 among Top 100 Companies to work for in India

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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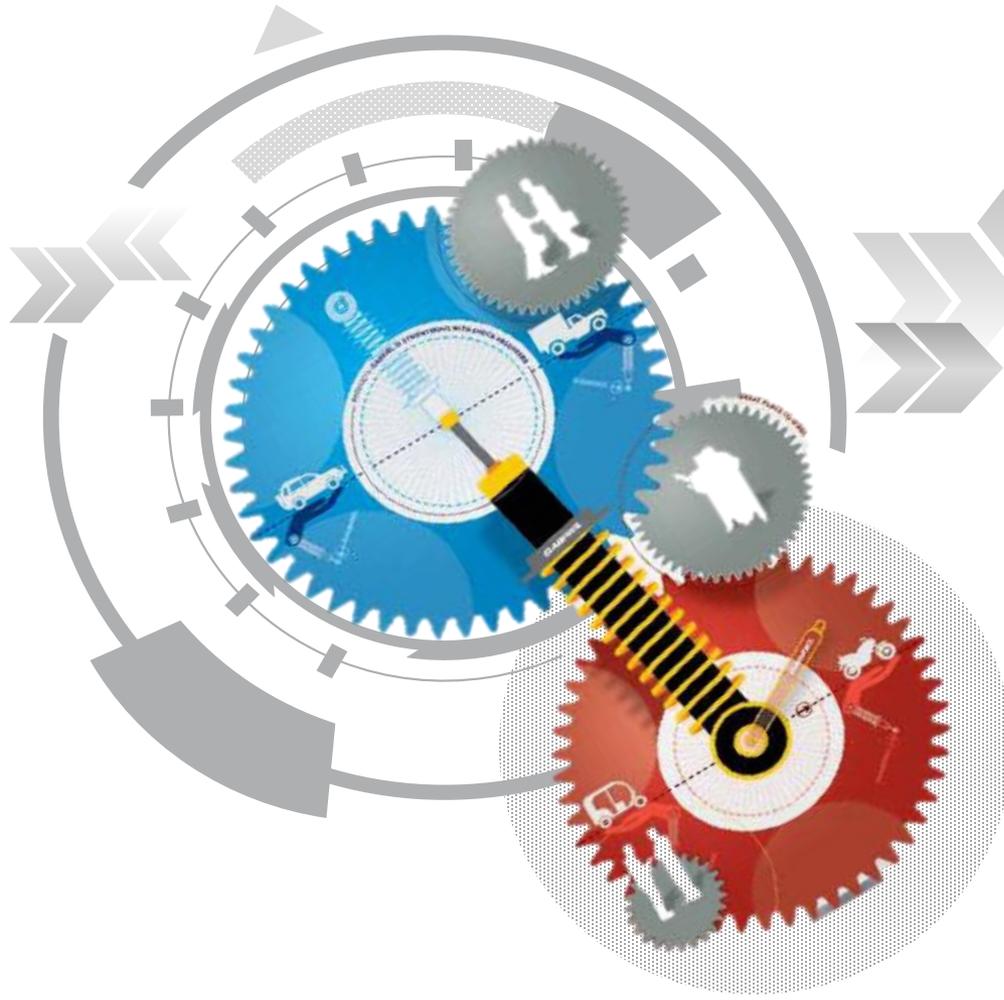
'India's Best Workplaces for Women' – 2019: Top 75



**Anand Excellence Award :
Best Plant to Work – Gabriel Parwanoo**



**Anand Excellence Award : Best Performance in
Supply Chain Management**



Business Overview

GABRIEL

Experienced
& Professional Management



Incorporated

The company, Gabriel India, in 1961

Innovation

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



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



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

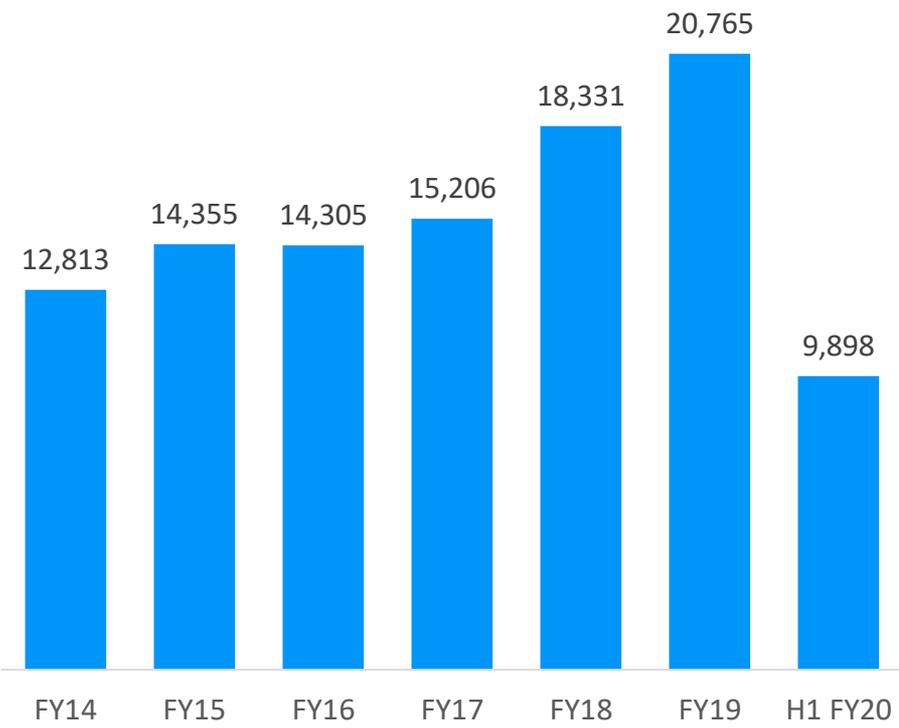
Cabin Dampers

Seat Dampers

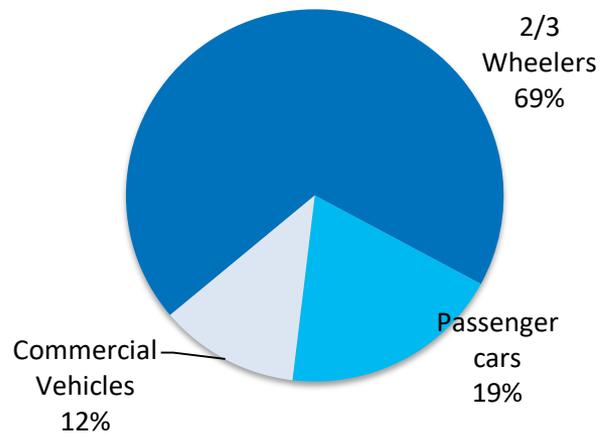
After Market across all segments

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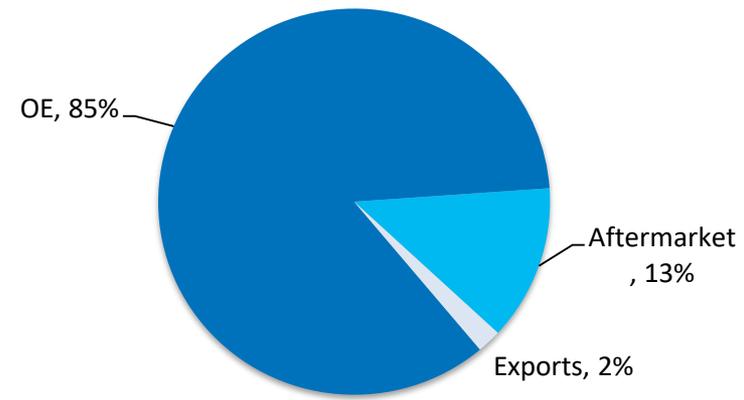
Revenue (Rs. Mn)



Segment Mix: H1 FY20



Channel Mix: H1 FY20



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

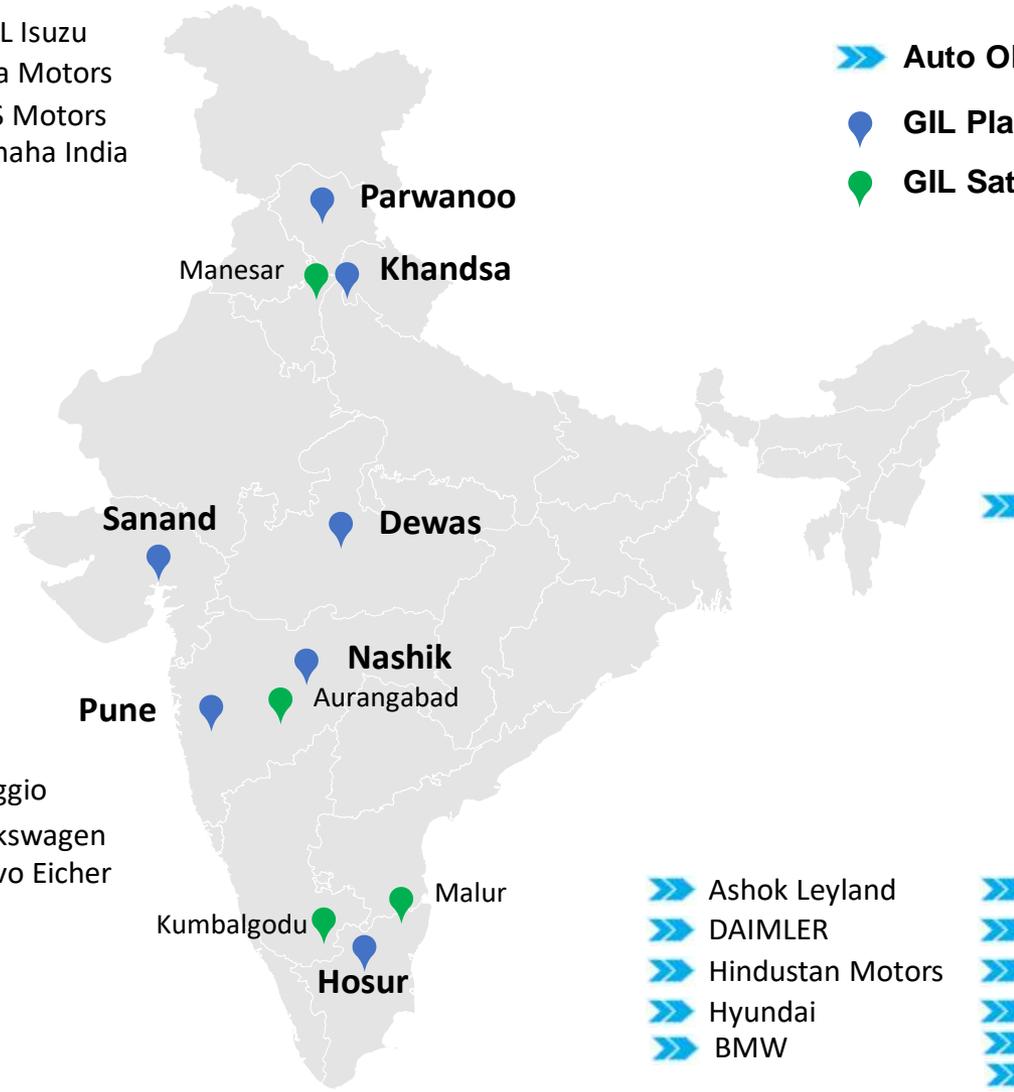
- » Auto OEMs
- » GIL Plants
- » GIL Satellite Locations

- » Hero MotoCorp
- » MG Motors
- » Tata Motors
- » Honda Motorcycles
- » Suzuki Motors
- » Ford Motors

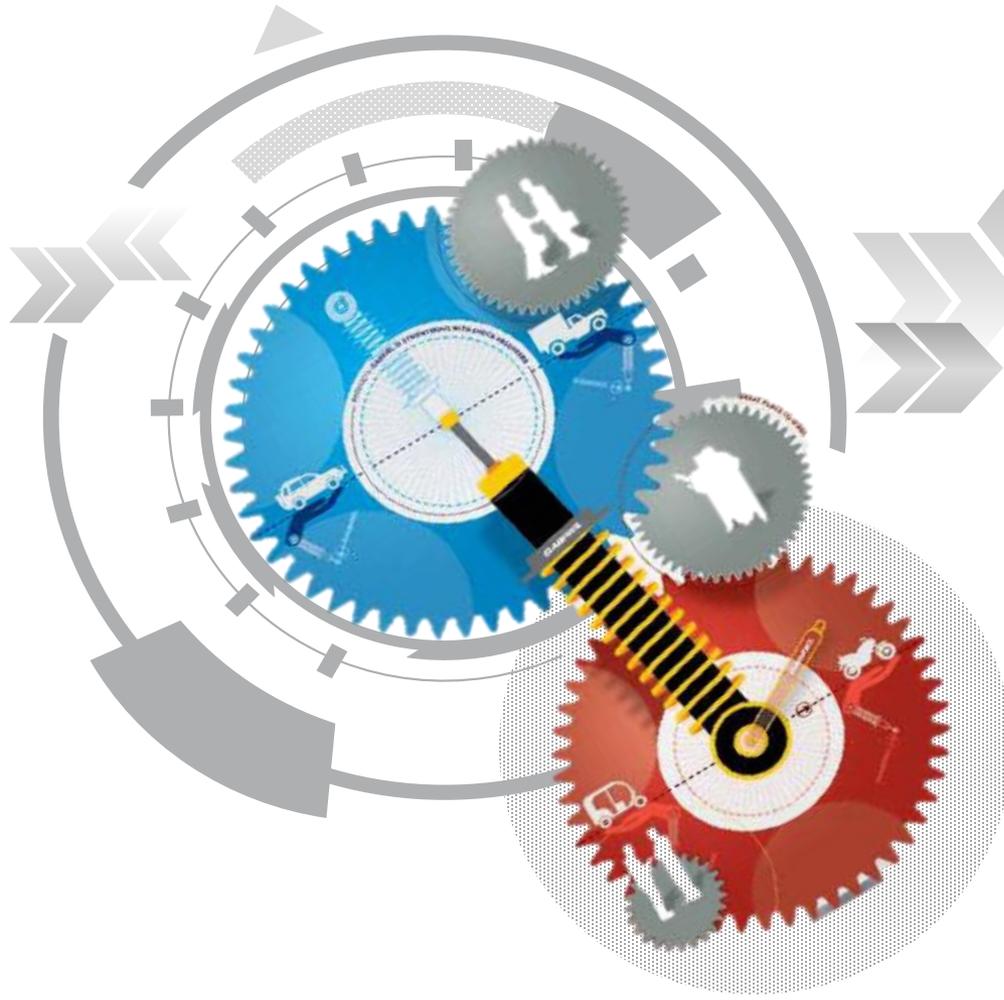
- » Bajaj Auto
- » GM
- » Force Motors
- » FIAT
- » Mahindra
- » Mahindra Trucks & Buses
- » Mercedes-Benz

- » Piaggio
- » Volkswagen
- » Volvo Eicher

- » Ashok Leyland
- » DAIMLER
- » Hindustan Motors
- » Hyundai
- » BMW
- » Royal Enfield
- » Tata Motors
- » Toyota Kirloskar
- » TVS Motors
- » KIA Motors
- » Honda Motorcycles

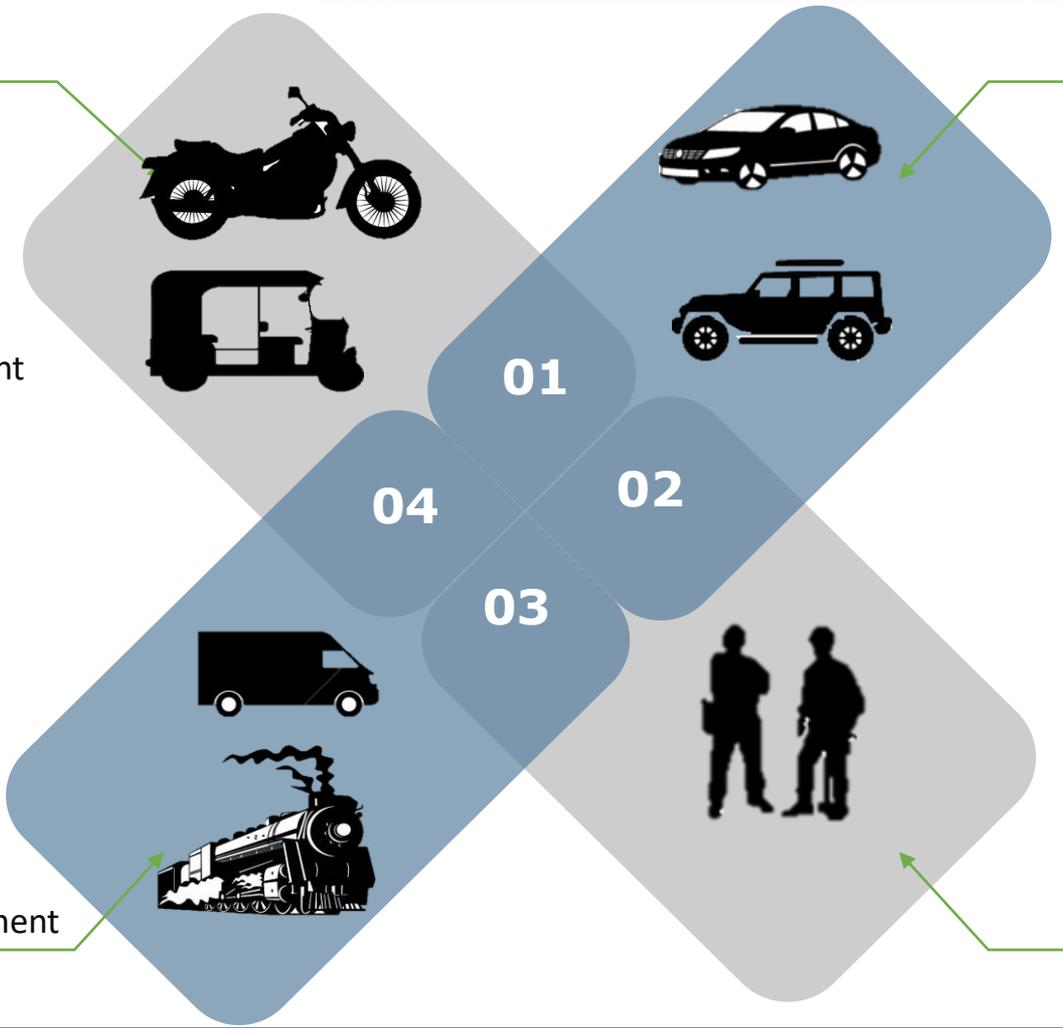


*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



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

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2/3 Wheeler



Passenger Car



CV & Railways





- 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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