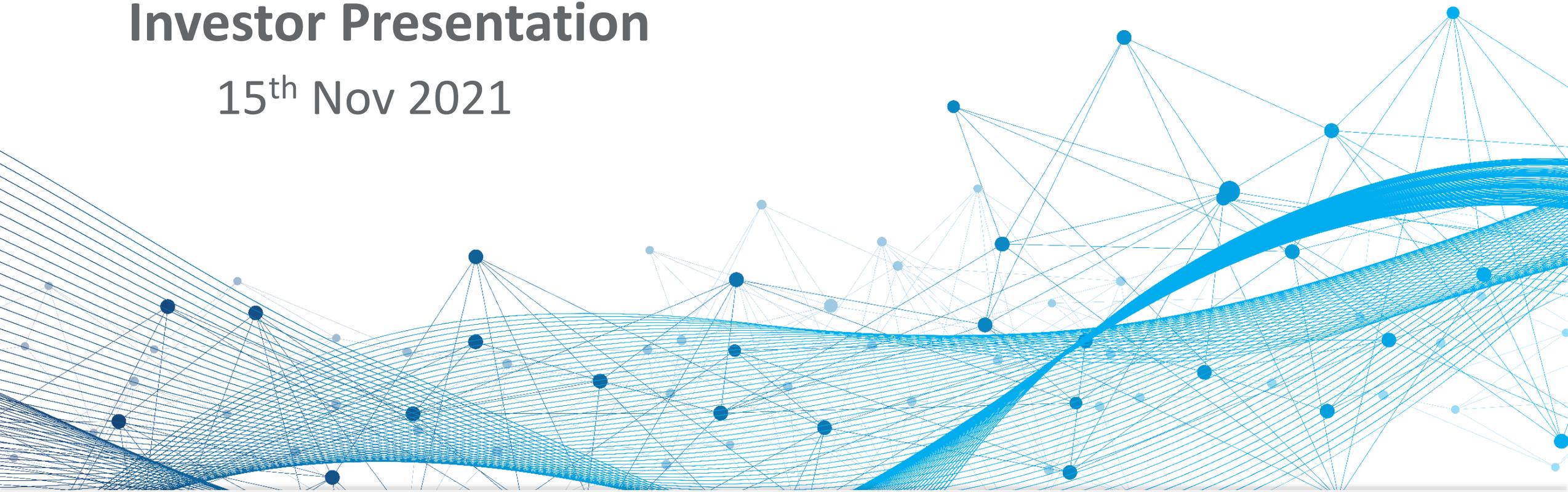


Gabriel India Ltd.

Investor Presentation

15th Nov 2021



SAFE HARBOR

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COVID-19: Update

OUR RESPONSE TO COVID

Employee Strength: 2415

Number of Locations: 7

Vaccinated : 1850 nos. (2nd Dose) 77%

Daily Monitoring of Health Status via Google form || 70% response across Gabriel ||

- On time action - reducing the risk of employees getting sick
- Supporting employees & their families reporting sick

Precautions

- Thermal screening for 100% employees twice a day
- Access control mechanism to restrict movement
- Vaccination certificate checking at Security gate

COVID Monitoring Officer (CMO) & Plant Crises Management Team (PCMT) || Dedicated role created ||

- Once/ month Covid monitoring meeting with PCMT & CCMT headed by COOs
- 3 ply masks being used
- Maintaining oxygen cylinders, oxygen concentrators and ambulances
- Vaccination drive completed across locations

Disinfection & Sanitization of workplace || Disinfection (1 / wk) & Sanitization (1 / 2hrs) ||

- Weekly disinfection - reducing the risk
- Workstation & office sanitization reducing the risk through multiple touch points

SUSTAINED EFFORTS TOWARDS MAKING GABRIEL - SAFEST PLACE TO WORK!!

ANAND COVID CARE || SUPPORT INITIATIVES

ANAND COVID CARE 24*7 HELPLINE

One COVID helpline at Group level available 24*7 to help with admission for COVID infected employees & their family members

GROUP VACCINATION POLICY

Group Vaccination Policy - to ensure all ANAND Group employees are vaccinated for COVID-19 virus thereby ensuring safe & healthy workplace. Cost of vaccination to be borne by the company



POSITIVE PULSE, A WELLNESS INITIATIVE

An initiative to provide our employees the access to personal online counselling support from trained psychologists to deal with difficult situations & build resilience

ANAND SUPPORT FOR EMPLOYEES - WHO PASSED AWAY FIGHTING COVID-19

- Financial Support: Spouse or Parents
- Employment in Group: Spouse or Child
- Medical Insurance: Spouse & dependent children
- Education support: 2 children

GABRIEL ANGELS SUPPORT INITIATIVE

Wellness community to support Gabriel Covid+ members in medical emergency, guidance & provide emotional support in these unprecedented times



TABLE OF CONTENTS

1

Q2 & H1 FY22 Result Update

2

Corporate Overview

3

Business Overview

4

Strategy Going Forward



Q2 & H1 FY22 Result Update

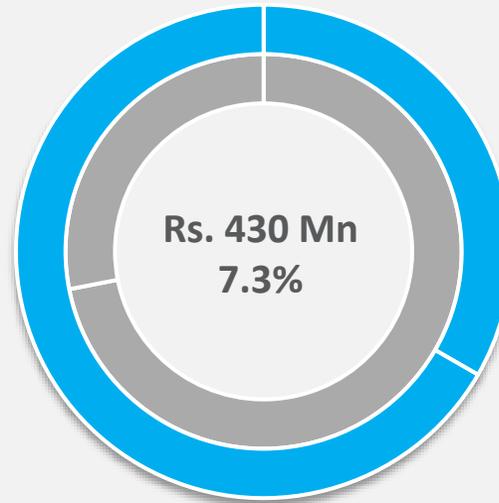
FINANCIAL HIGHLIGHTS – Q2 FY22

Q2 FY22

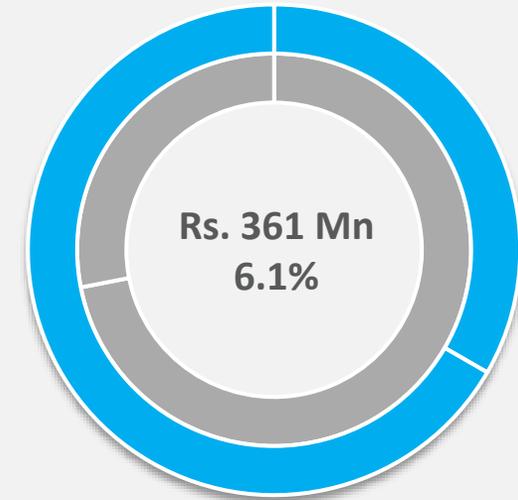
Revenue



EBITDA



PBT



Q1 FY22

Rs. 4,518 Mn

Q4 FY21

Rs. 5,783 Mn

Q1 FY22

Rs. 232 Mn / 5.1%

Q4 FY21

Rs. 468 Mn / 8.1%

Q1 FY22

Rs. 158 Mn / 3.5%

Q4 FY21

Rs. 407Mn / 7.0%

FINANCIAL HIGHLIGHTS – H1 FY22

Revenue

Rs. 10,415 Mn

as compared to Rs. 5,817 Mn in
FY21 (Y-o-Y 79.0%)

EBITDA

Rs. 662 Mn (6.4%)

as compared to Rs. 181 Mn in
FY21 (Y-o-Y 265.0%)

PBT

Rs. 519 Mn (5.0%)

as compared to Rs. 45 Mn
in FY21 (Y-o-Y 1,047.5%)

Balance Sheet

Net Cash position of Rs. 2,573 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 294 Mn as compared
to Rs. 1,107 Mn outflow in FY21

Capex

Capex incurred during the period
Rs. 354 Mn

FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q2 FY22	Q2 FY21	YoY	Q1 FY22	QoQ	FY21	FY20	YoY
Revenue from Operations	5,897	4,590	28.5%	4,518	30.5%	16,948	18,699	-9.4%
Gross Margin (%)	24.0%	26.1%	-2.1%	24.9%	-0.9%	25.3%	26.8%	-1.5%
EBITDA Margin (%)	7.3%	7.7%	-0.4%	5.1%	2.2%	6.0%	7.4%	-1.4%
Net Margin (%)	4.2%	6.7%	-2.5%	2.7%	1.5%	3.6%	4.5%	-1.1%

Balance Sheet (Rs. Mn)	Q2 FY22	FY21	FY20
Net worth	7,239	6,963	6,518
Gross Debt	120	129	78
Liquid Investments	2,573	2,687	1,327
Fixed Assets	3,937	3,779	3,662

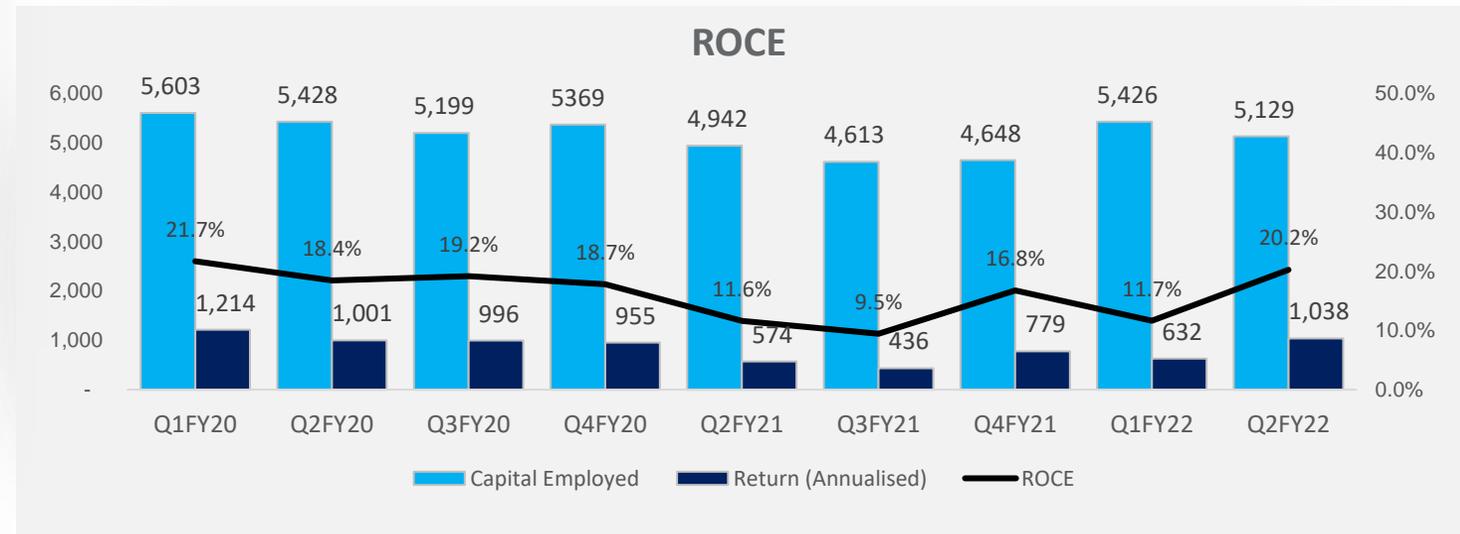
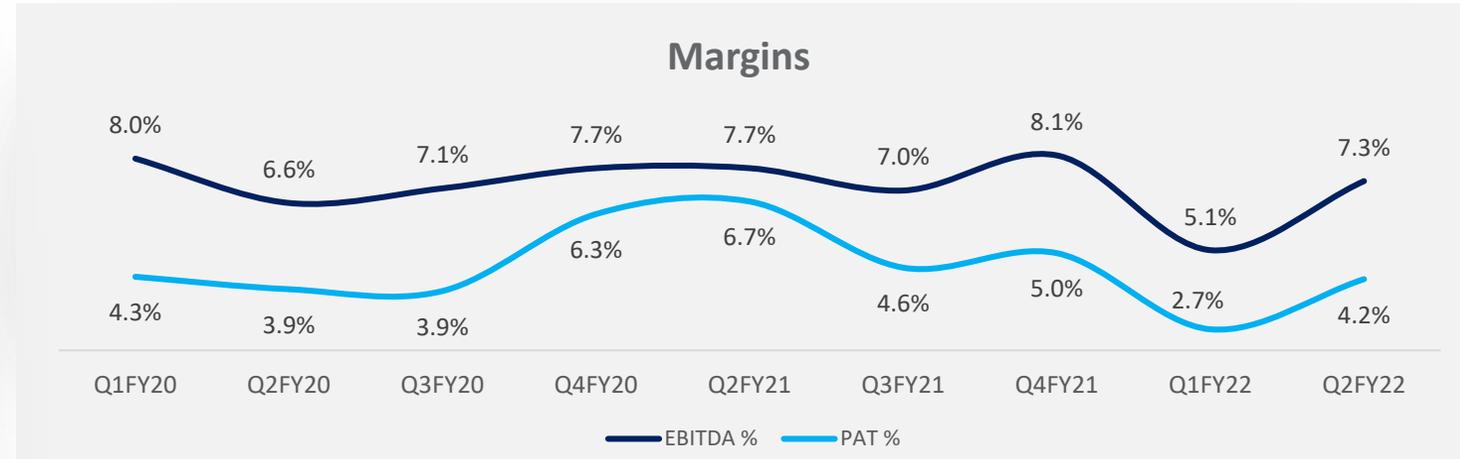
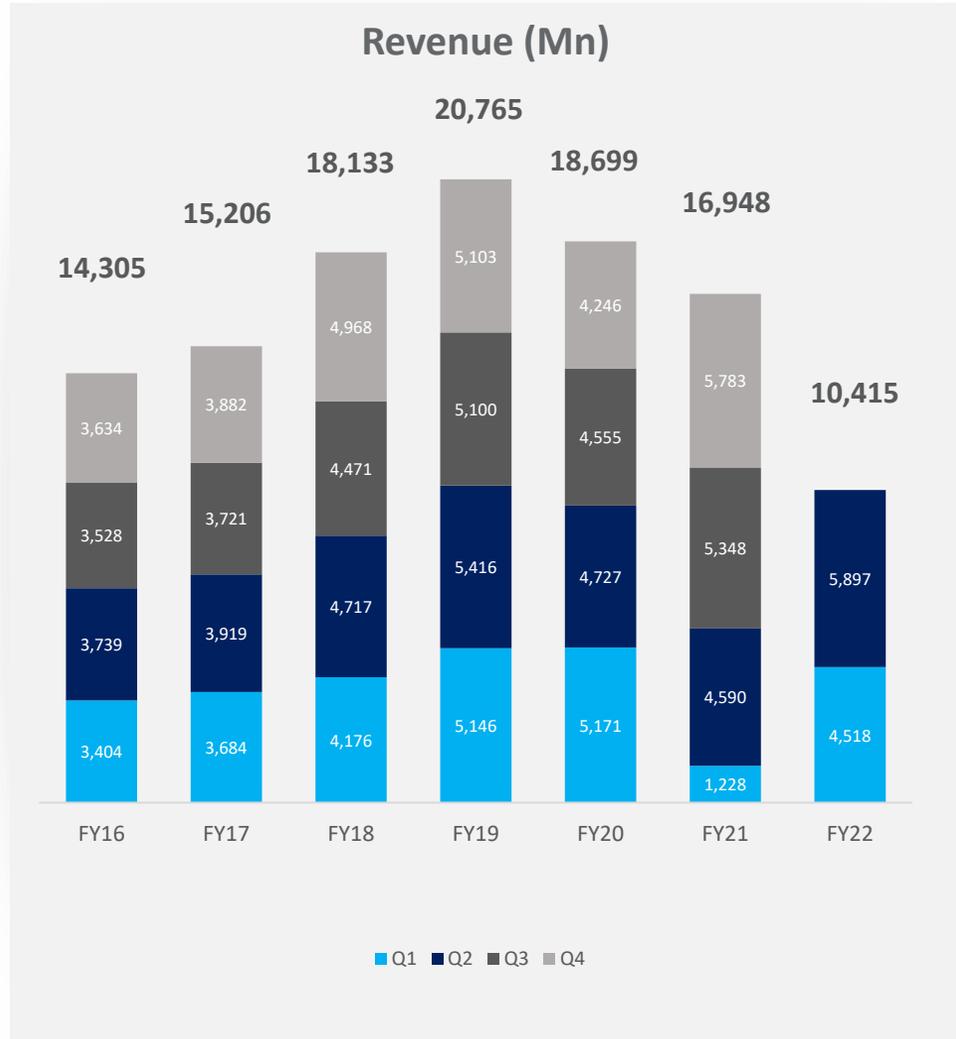
Key Performance Indicators	Q2 FY22	FY21	FY20
Net Working Capital (days)	17	19	33
ROIC (%)	22.5%	19.2%	19.8%
Cash Flow from Operations Inflow/(Outflow)	294	2,043	1,201

Q2 FY22 vs Q2 FY21



- Strengthened Net worth
- Maintenance of high liquidity
- Improvement in Working Capital owing to better Debtors Management

Quarterly Performance Trend



PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q2 FY22	Q2 FY21	YoY	Q1 FY22	Q-o-Q	H1 FY22	H1 FY21	Y-o-Y
Revenue from Operations	5,897	4,590	28.5%	4,518	30.5%	10,415	5,817	79.0%
Raw Material	4,480	3,392		3,395		7,875	4,257	
Employee Expenses	397	364		393		789	702	
Other Expenses	590	480		499		1,089	677	
EBITDA	430	354	21.6%	232	85.5%	662	181	265.0%
Other Income	44	51		44		89	77	
Interest	15	13		19		34	20	
Depreciation	99	105		99		198	194	
PBT	361	287	25.7%	158	128.2%	519	45	1047.5%
Tax	112	-19		38		150	-23	
PAT	249	306	-18.6%	120	107.7%	369	68	441.0%
EPS	1.73	2.13		0.84		2.57	0.48	

YOY : Despite of severe pressure on commodity and other inflationary increases, margins have been maintained.

Balance Sheet

Assets (Rs. Mn.)	Sep-21	Mar-21	Mar-20
Non-current assets	5,740	4,175	4,677
Current assets	6,402	7,780	5,056
TOTAL ASSETS	12,142	11,955	9,733

- Net Cash stood at Rs 2,573 Mn at the end of Sep'21
- Net Working Capital Days at 17 as compared to 28 same period last year
- Capex for H1FY22 to the tune of Rs. 354 Mn

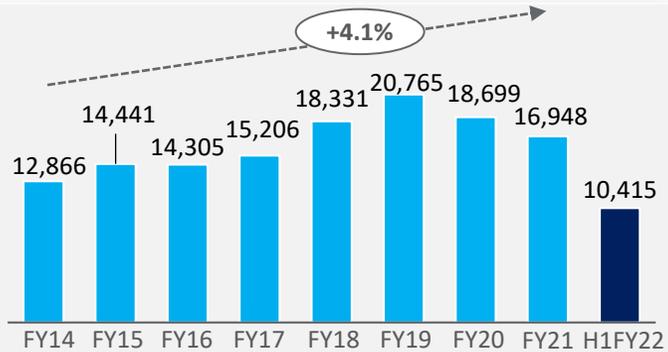
Equity & Liabilities (Rs. Mn.)	Sep-21	Mar-21	Mar-20
Equity	7,239	6,963	6,518
Non-Current Liabilities	421	429	335
Current liabilities	4,483	4,563	2,880
TOTAL EQUITY AND LIABILITIES	12,142	11,955	9,733

Capex (incl. CWIP) for H1 FY22

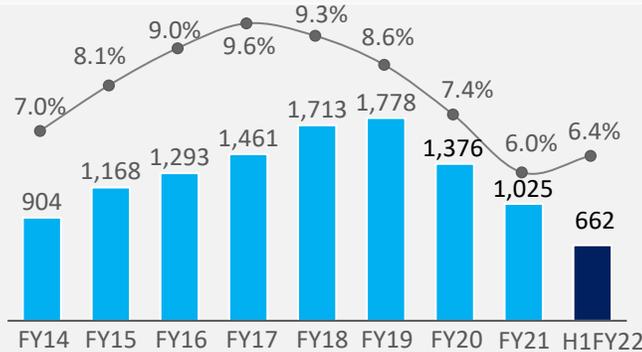
- Hosur Plant Expansion
- Tech Centre at Chakan & Hosur
- Expansion in Casting Plant

Financial Track Record

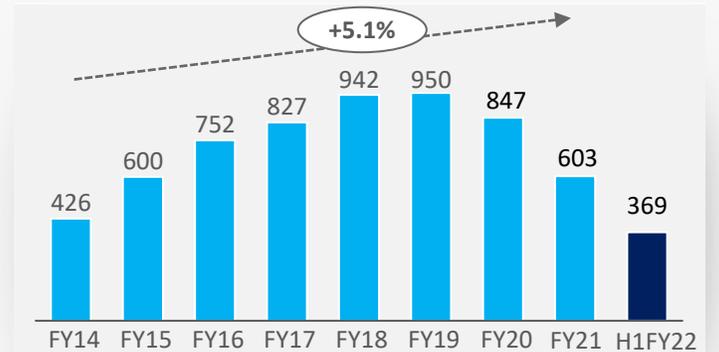
Revenue (Rs Mn)



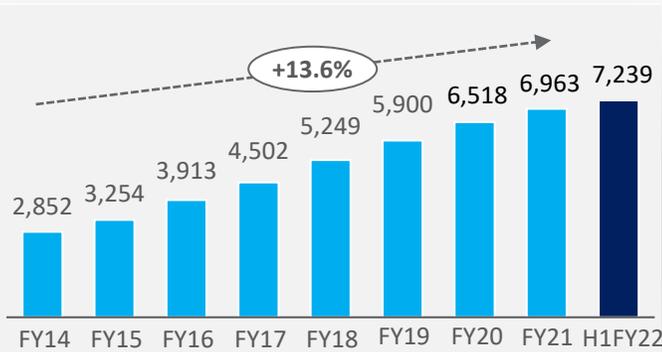
EBITDA (Rs Mn) & EBITDA Margin (%)



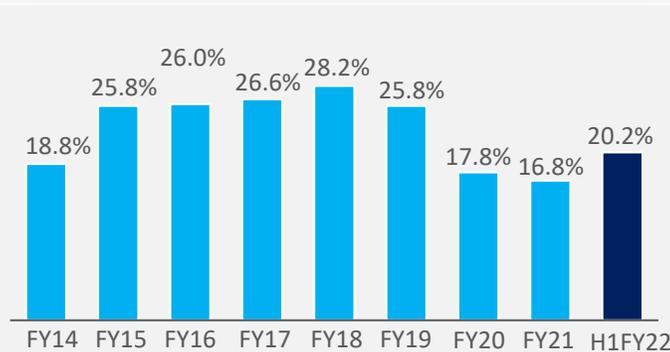
PAT



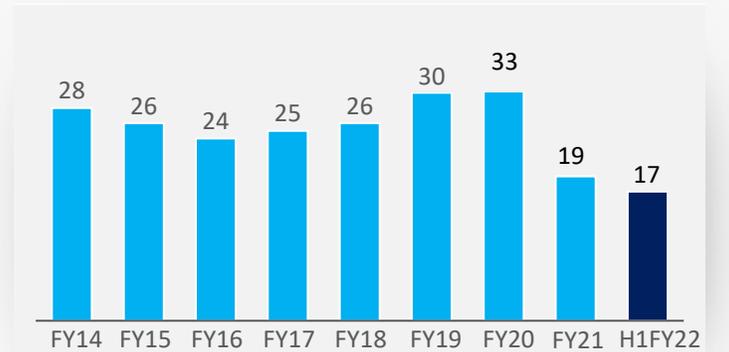
Net worth (Rs Mn)



RoCE (%)



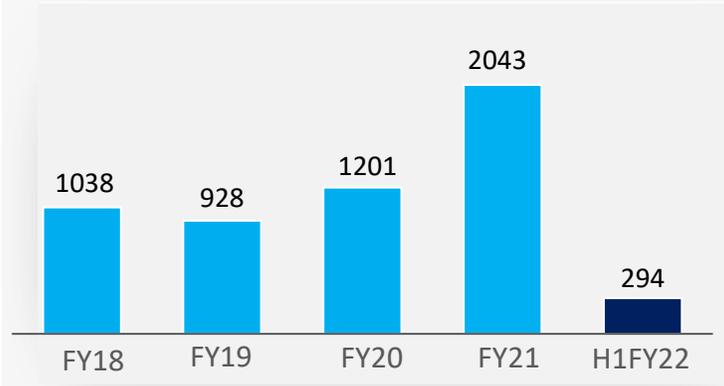
Net Working Capital Days



^Note: Financials for FY17-22 as per IND-AS

CASH FLOWS

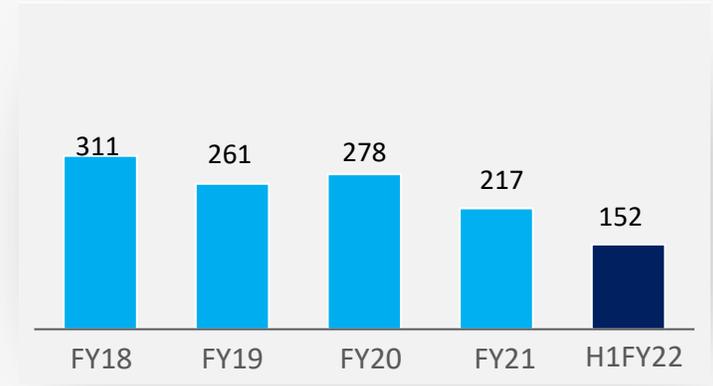
Cash Flow from Operations (Rs. Mn)



Cash Flow used in Investing (Rs. Mn)



Cash Flow used in Financing (Rs. Mn)



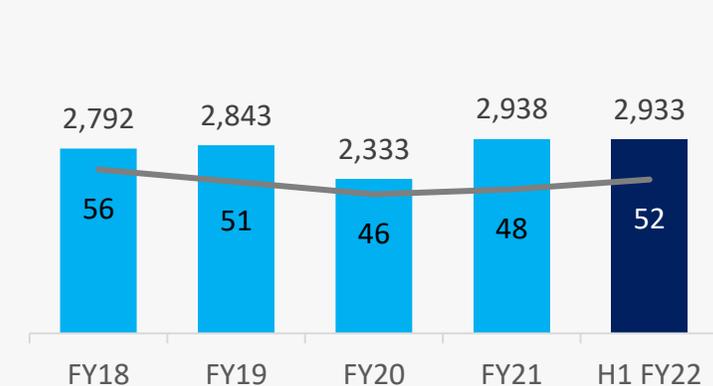
Working Capital Days



Inventory Days



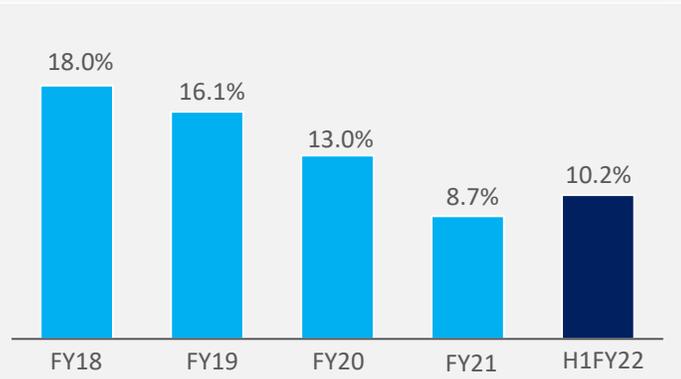
Debtors Days



FY 21 - Days calculation basis 274 days (July 20 to Mar 21)

Key Ratios

Return on Equity (%)



Return on Assets (%)



Fixed Asset Turnover (x)



Current Ratio (x)



Debt : Equity Ratio



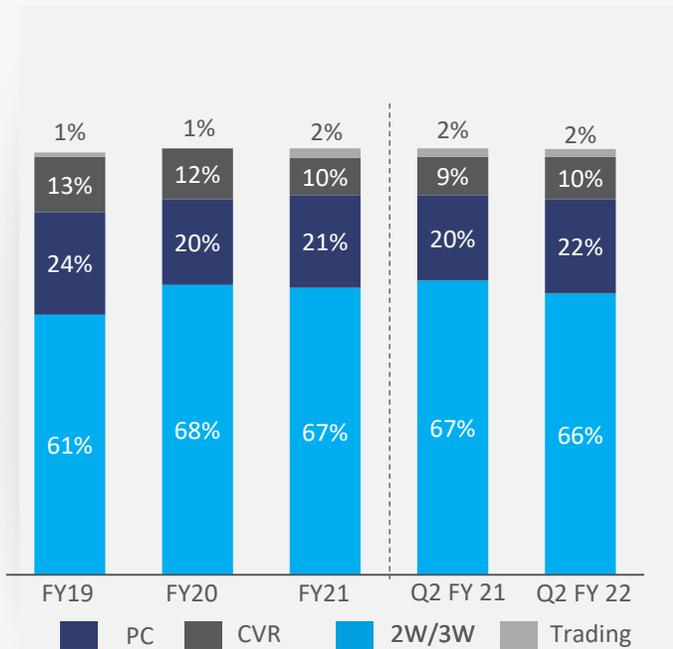
Dividend* (Rs/share) & Pay-out (%)



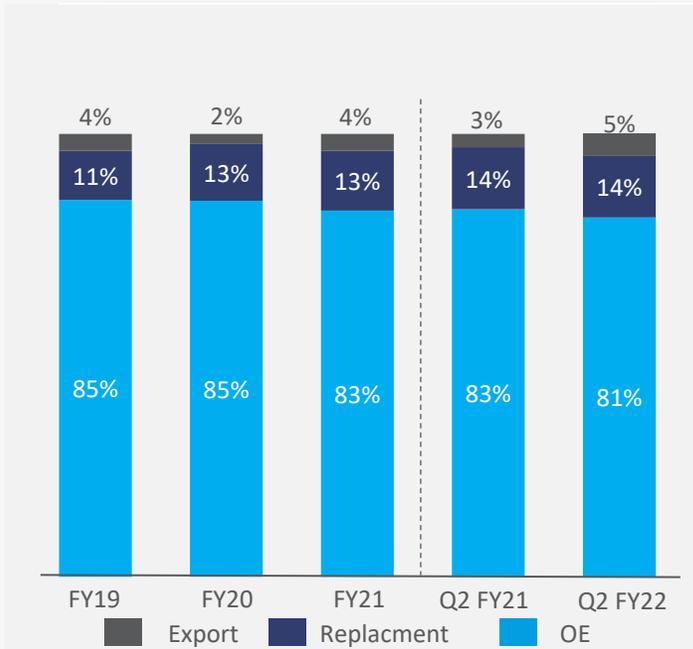
*Dividend excluding Dividend Distribution Tax
*H1 FY22 nos annualized

REVENUE MIX (INC. TRADING)

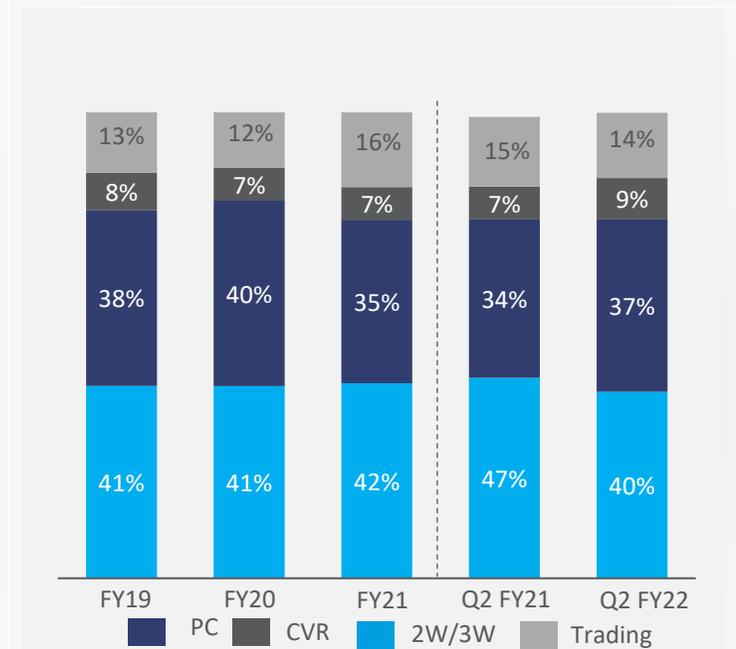
Segment Mix



Channel Mix



Aftermarket



- Change in product mix towards 2W segment where GIL continues to gain market share
- CV volumes have started improving from Oct'2021
- Improvement in PC Volumes in Q2 FY22 compared to Q2 FY21
- Exports have increased from 3% (Q2 FY21) to 5% (Q2 FY22) owing to new order from DAF & VW (Exports incl. both OE & AM export sales)

YTD SEGMENT PERFORMANCE – 2W&3W (INCL. AM)

Performance

- Growth was primarily driven by efforts in terms of improving market share with key customers, higher efforts in terms of developing new products and on account of strong acceptance of end products in the market

Recent Launches

- TVS Motors – Raider, Jupiter 125
- Bajaj Auto – R107, CNG
- EV customers – Various programs, OLA Electric

Market Update

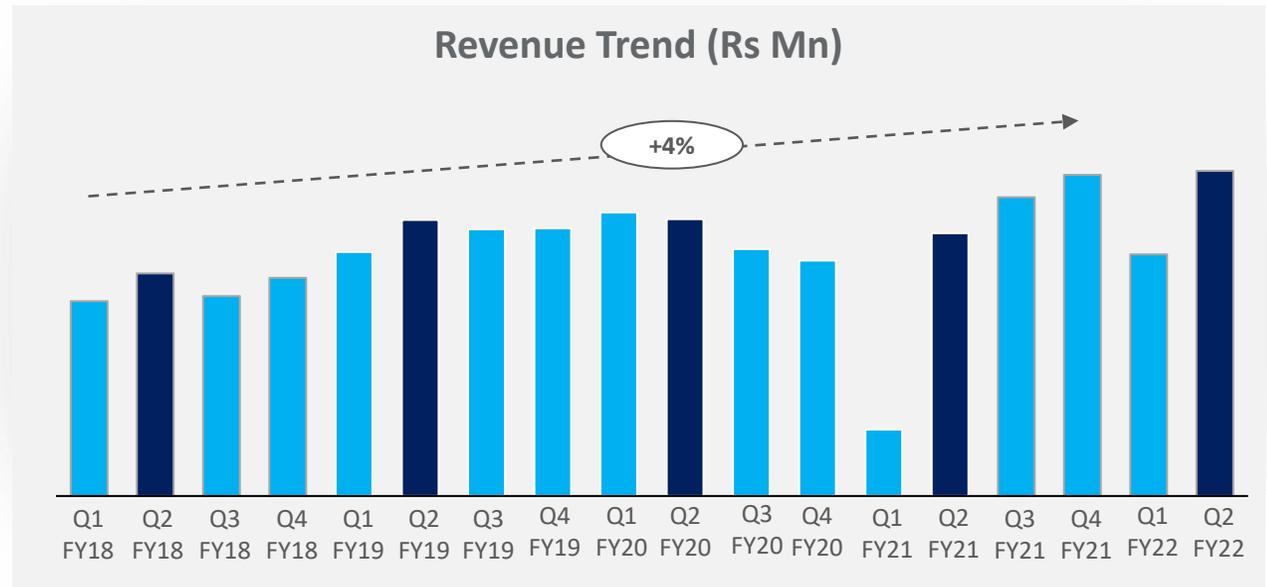
- As per SIAM data, the 2W sales de-grew by 6% YoY and 3W grew by 32% YoY respectively in Q2 FY22
- Within the 2W segment, Scooters de-grew by 9%, Motorcycles grew by 3% and Mopeds de-grew by 12% in Q2 FY22

Future Development

- Electric Vehicles
- 2W - Okinawa, Ather, Ampere
- 3W – Bajaj, M&M, TI

Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto



YTD SEGMENT PERFORMANCE – PASSENGER VEHICLES(INCL. AM)

Performance

- Growth impacted by discontinuation of Maruti Omni due to safety norms and replacement of Wagon R with newer model where GIL is not the supplier

New Program

- Maruti Suzuki: YOM, YWD, YFG

Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 8% in Q2 FY22 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de-grew by 14%, Utility Vehicle & Vans grew by 31% YoY in Q2 FY22

Future Development

- M&M (2), VW (1), PSA (1), TML (2)

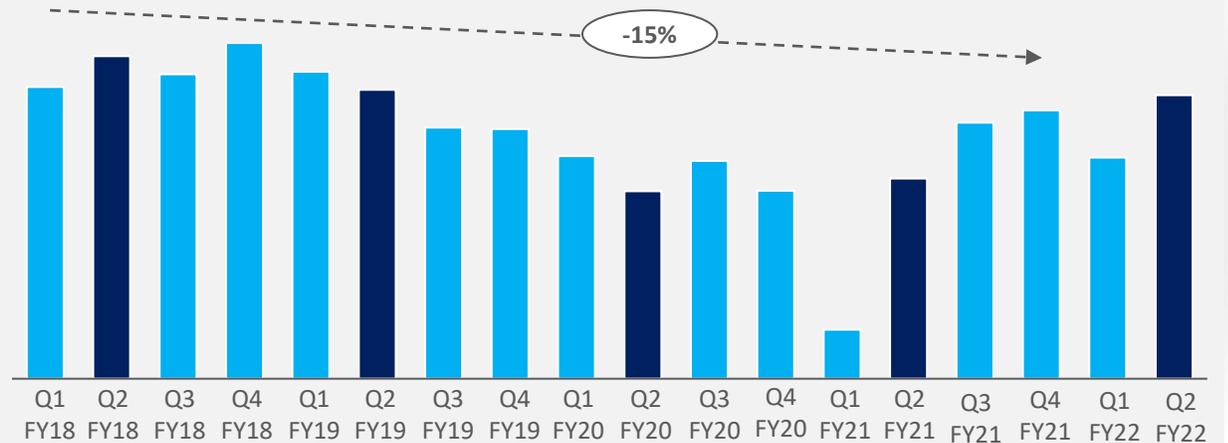
Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

22% % to Total Sales

21% Market Share

Revenue Trend (Rs Mn)



YTD SEGMENT PERFORMANCE – COMMERCIAL VEHICLES (INCL. AM & RAILWAYS)

Performance

- Moderate growth coming back slowly reflecting in better production volumes by OEMs

New Program

- WABCO- Air suspension, MTBD- ICV 16T & Force Motors – T1 3350

Market Update

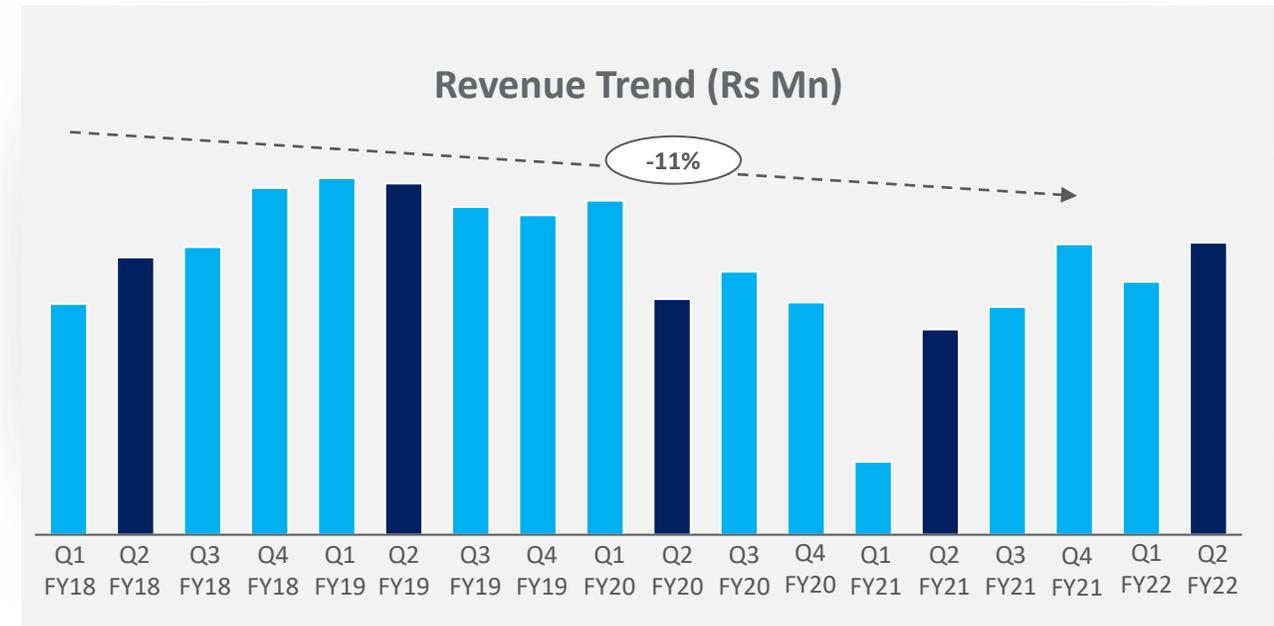
- As per SIAM data, the overall commercial vehicles segment registered a growth of 52% Q2 FY22 as compared to Q2 FY21
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 7% YoY and Light Commercial Vehicles (LCVs) grew by 98% YoY in Q2 FY22

Future Development

- Ashok Leyland – MBP, Partner
- DAF – 2 programs

Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland



AFTERMARKET

Strong Brand Equity

- Brand “Gabriel” synonymous with shock absorbers and struts
- Leadership since 60 years with market share > 40%

Extensive Distribution Network

- 11 CFA locations & 660+ dealer network
- ~15,000 retail outlets supported by effective sales force
- Present in the aftermarket segment across six continents

Recent Highlights

- Successful Launch of Brake Pads 276 Sku’s
- Launched Shox & Struts for Luxury (High End) Cars
- Achieved 95% of 19-20 sales while industry was down by 15% Ahead of market in challenging times

Widest Product Range

- Launched 150 SKU’s
- More than 1000 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

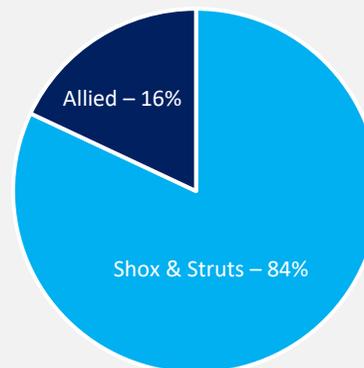
Presence Through Allied Products

- Leveraging Brand Strength & Distribution Network
- 14 New Product lines launched successfully in recent years

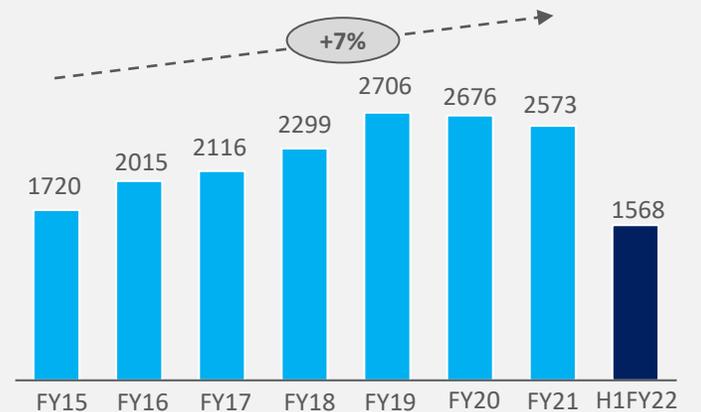
Focus Areas & Outlook

- Develop more products for the core segment
- Increase sales through national channels
- Major focus in B & C class towns
- Leveraging Brand Gabriel by launching new product lines
- Emphasis (Elite Workshop) in 21-22 to strengthen the brand
- Launch of 6 IT Modules and kickstart of CRM model to forge stronger ties with key clients
- Focus on Latin American & African markets for Quantum growth in Export's sales

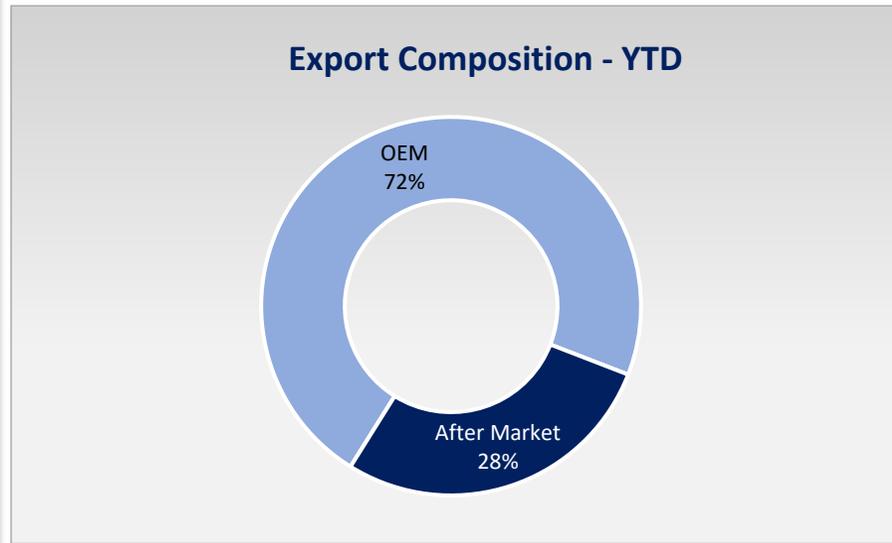
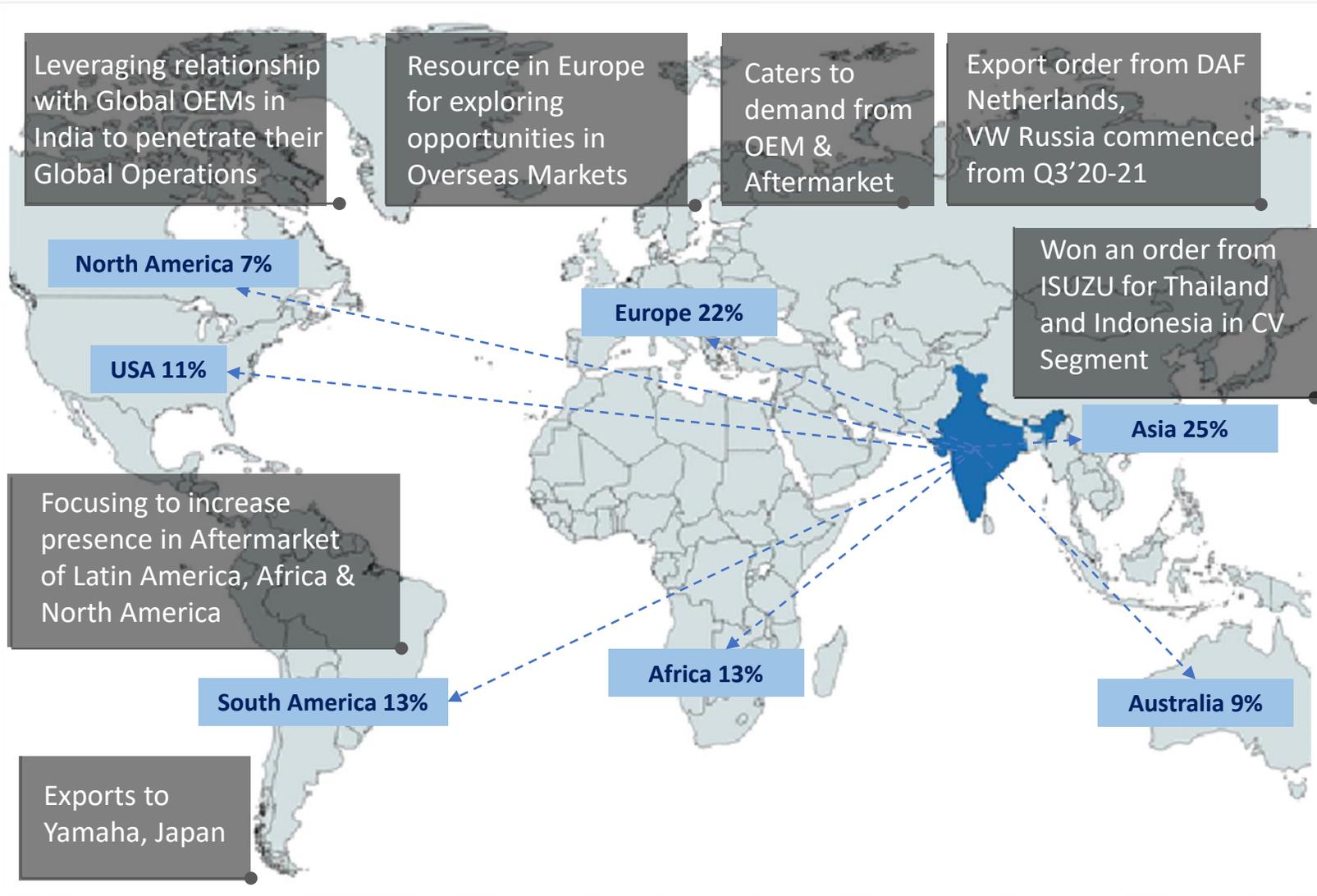
After Market Parts



Aftermarket Sales (Rs. Mn)

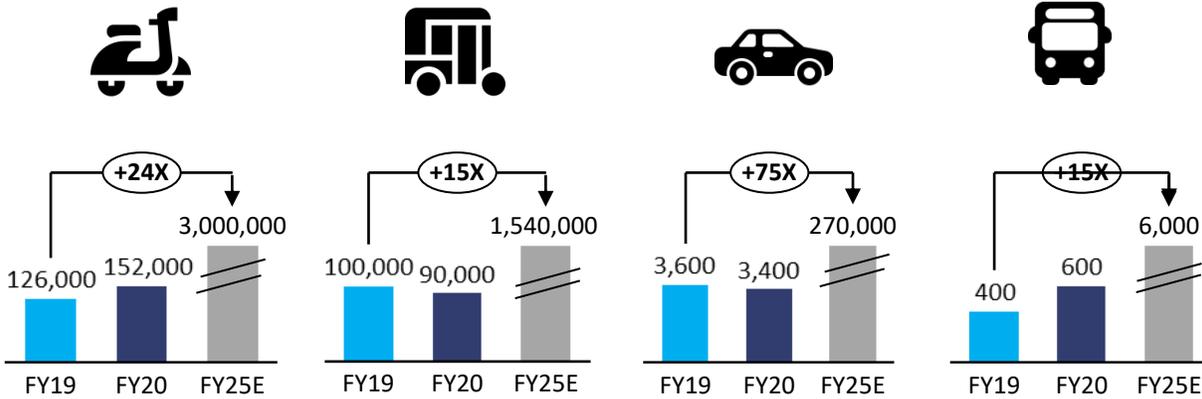


CREATING GLOBAL PRESENCE THROUGH EXPORTS



ELECTRIC 2W/3WS: AT AN INFLECTION POINT

Current EV penetration is low (<1% of auto market in FY20)



Source: SMEV, Frost and Sullivan

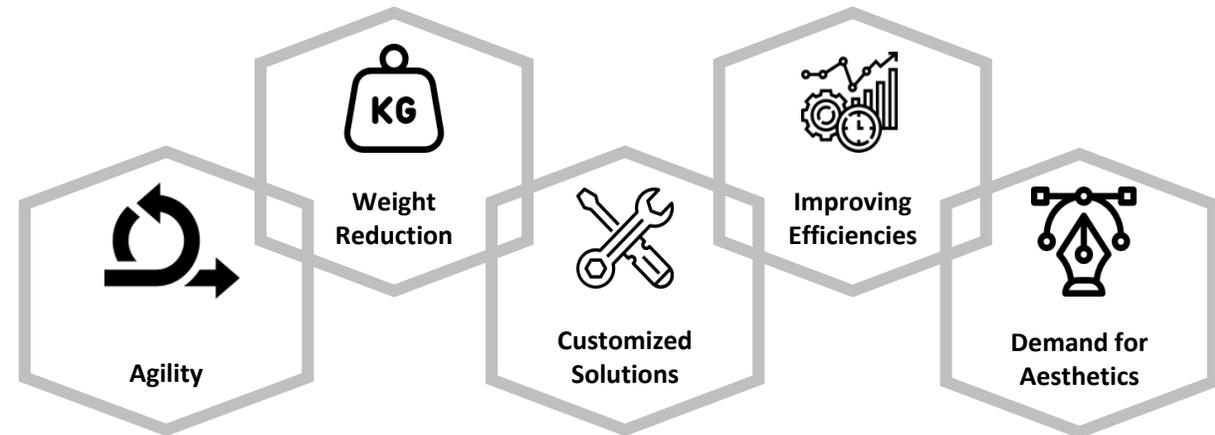
EV trend is accelerating in India, especially e-2Ws & e-3Ws

- * Frost and Sullivan estimates sales of over 4 million units by 2025 across e-2Ws, e-rickshaws and e-autos.
- * Electric vehicle value chain (motors, batteries, electronics, charging stations) in India is expected to reach US\$ 4.8 billion in 2025.
- * Over 80% of e-2W sales constitutes of low-speed e-Scooters. Transition to high-speed scooters and bikes has been witnessed since FY19.
- * E-3W market is highly unorganized and dominated by low-speed e-rickshaws. e-Auto (high speed variant) has shown significant growth especially in Tier 1 cities driven by shared mobility companies.
- * Government Initiatives: FAME-II budget outlay of US\$1.4b, GST cut to 5% from 12%, import duty exemption for Li-ion battery, IT deductions, scrapping of registration fees, 'Go Electric' media campaign, state government subsidies (Delhi (EV Policy '20), Karnataka (registration fee waiver), UP (road tax relief).

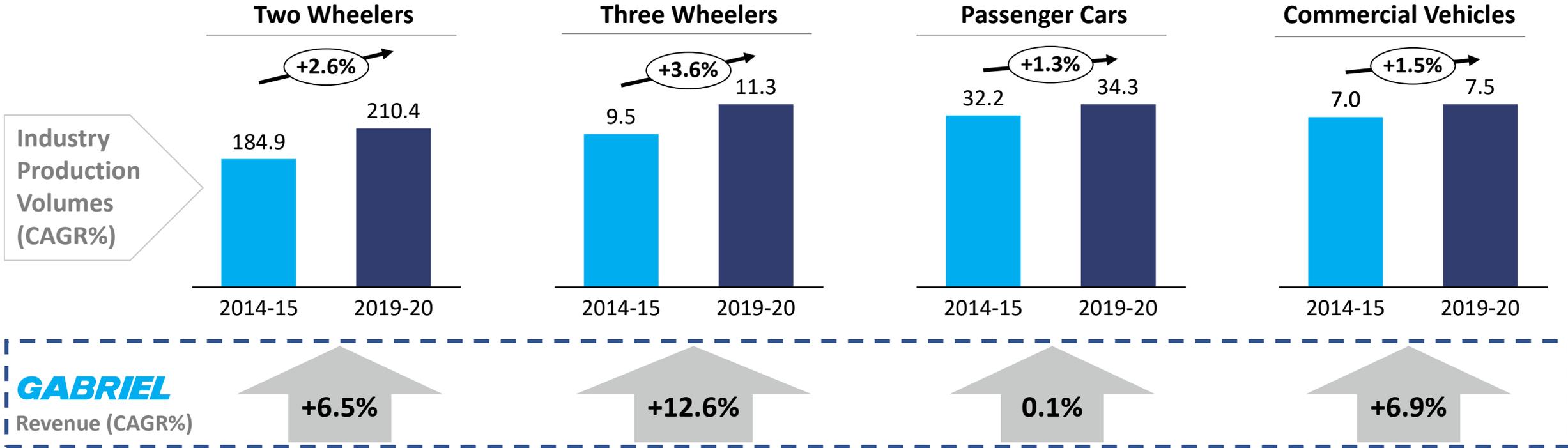
Brand 'Gabriel' well-entrenched amongst all key 2W / 3W EV players



Strong brand, leadership and technological edge

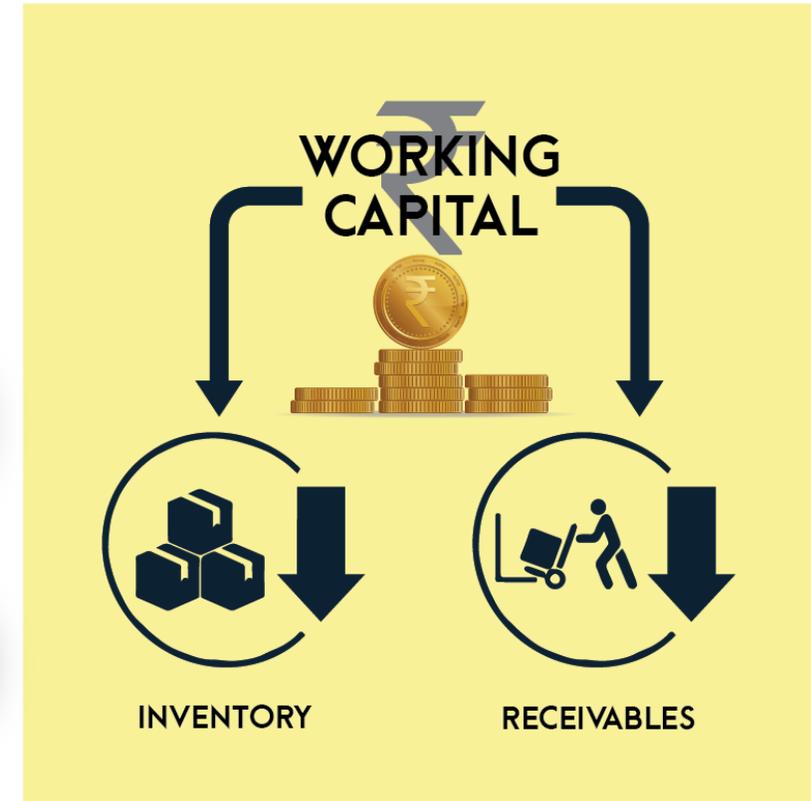
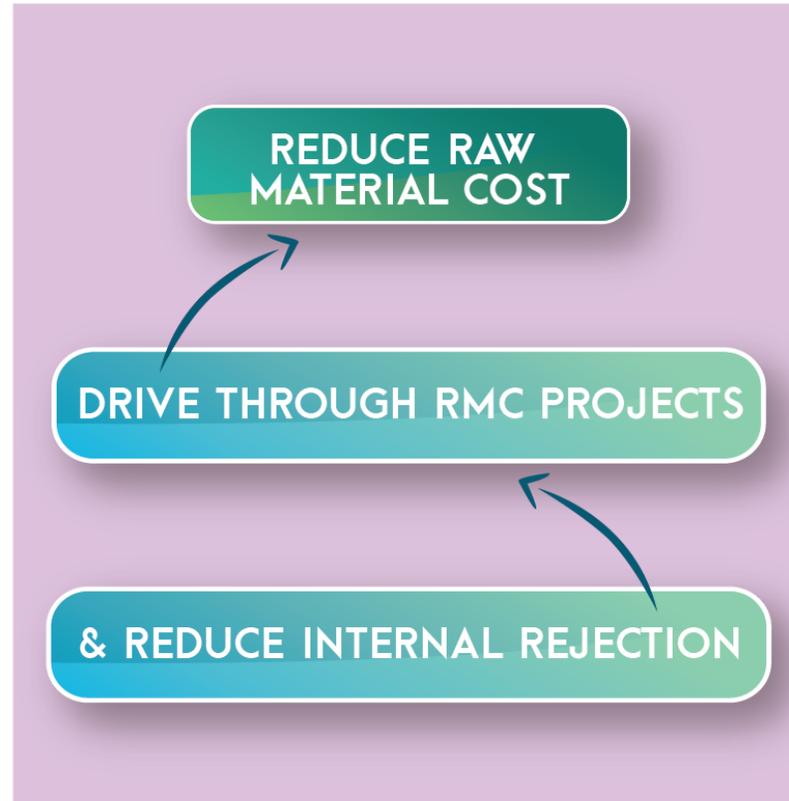
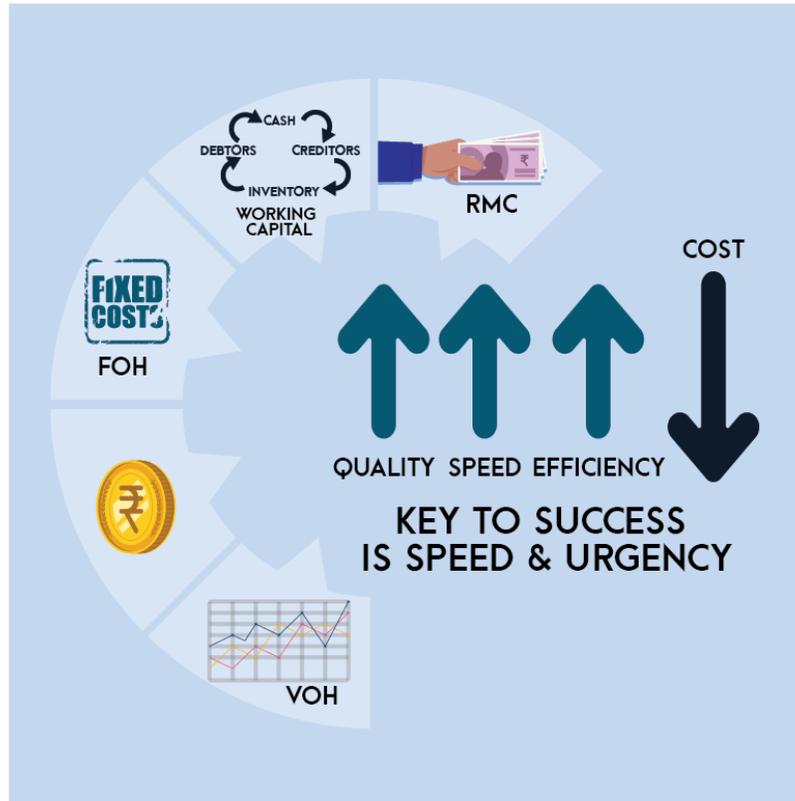


CONSISTENTLY OUTPERFORMING INDUSTRY



Strong R&D and customer focus has enabled wallet share gains and expansion of customer base

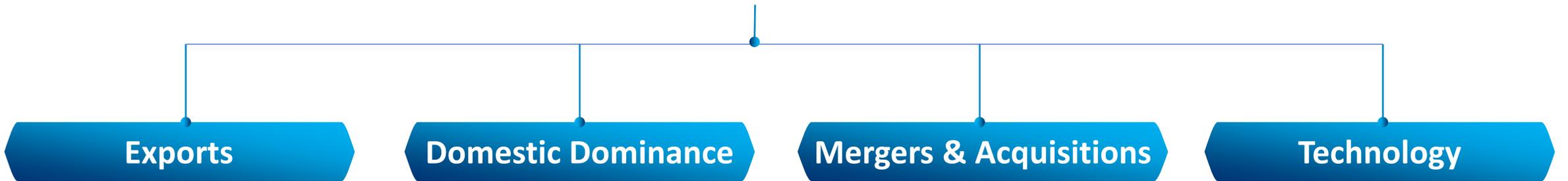
CORE 90



CORE 90 COST REDUCTION DRIVE

VISION 2025

TO BE IN THE
**GLOBAL
TOP 5**
IN SHOCK ABSORBERS
MANUFACTURERS IN THE WORLD



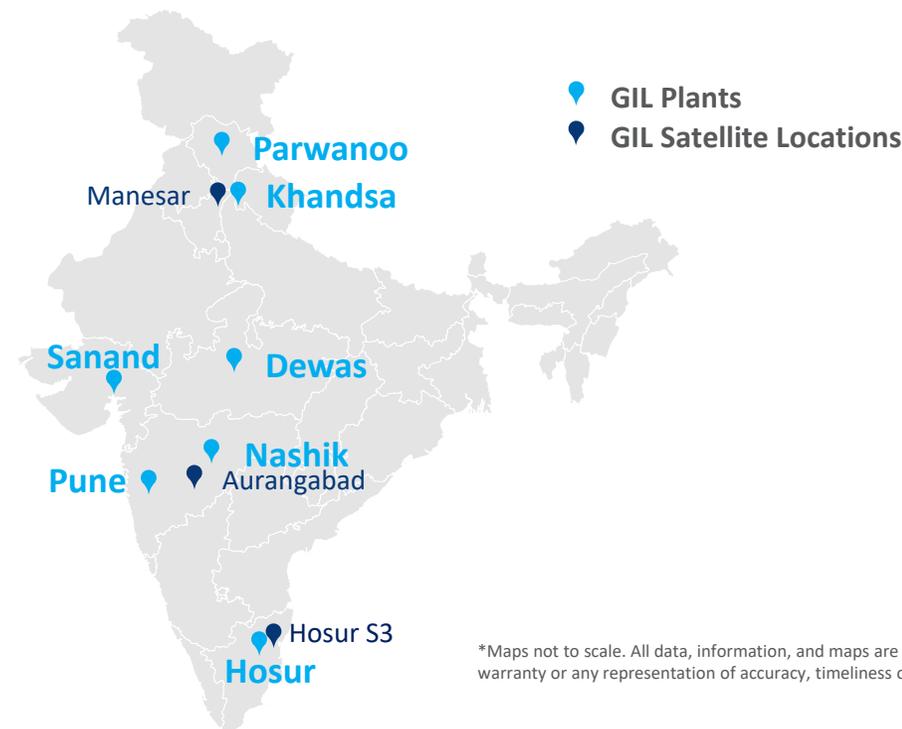


Corporate Overview

GABRIEL AT A GLANCE

Corporate Profile

- Incorporated in 1961
- Pioneer of Ride Control Products in India with state-of-the-art integrated operations
- Strong R&D focus, employing 60 specialists, highest in the industry
- Experienced, professional management team and Board of Directors
- Marquee clientele across all vehicle segments
- Market Leadership in Aftermarket
- Impetus on Sustainability and Environment: 1,896 MT Reduction in Carbon Footprint over last 7 years; 18% of power from renewable sources in FY21 from 0% in FY14
- Consistent dividend track record since '98



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



#90
OVERALL

Recognized fifth year in a row

Financial Strength (FY21)

Revenue	PAT	ROCE	Net Cash
INR 16,948 Mn	INR 603 Mn	17%	INR 2,687 Mn

Key Metrics

500+	25	664
New Product Additions	Countries of Presence	Distributors
7+3 (satellite plants)	75	3,966
Manufacturing Plants	Patents Filed	Employees

STRATEGIC MANUFACTURING FOOTPRINT

Plant Location	Segment Served	Commencement Year	Products	Clients
Nashik	2W / 3W	1990	Shock absorbers, front forks	Bajaj Auto, HMSI , Suzuki, Yamaha, Piaggio, M&M, Atul Auto
Hosur	2W / 3W	1997	Shock absorbers, front forks	TVS, HMSI, Royal Enfield, Yamaha, Suzuki, M&M, Ather, OLA
Parwanoo	2W, PV, CV, Aftermarket	2007	Shock absorbers, front forks, struts	TVS, Tata Motors, M&M
Chakan	PV, Railways & 2W	1997	Shock absorbers, struts	Volkswagen, M&M, Toyota, Tata Motors, Bajaj Auto, Piaggio, DAF & Indian Railways
Khandsa	PV	2007	Shock absorbers, struts	Maruti Suzuki, Honda Cars
Sanand	2W, PV	2010	Shock absorbers, struts (final assembly)	HMSI, Tata Motors
Dewas	OE, Aftermarket and Exports	1992	Shox – Commercial Vehicles	Tata Motors, M&M, Daimler, Force Motors, Ashok Leyland, VECV

Proximity to OEMs Ensures Just-in-Time Supply As Per Demand While Rationalising Logistics Costs

COMPETITIVE ADVANTAGES

Strong Parentage of Anand Group

- Flagship company of ANAND Group, a one-stop solution provider for customers
- Leverage partnerships, systems, processes, governance and sustainability frameworks

6 Decades of Presence

- Home grown ('Atmanirbhar') player with deep understanding of Indian market, road conditions, driver behavior
- Leverage huge knowledge database and highly experienced team
- Sustainable practices demonstrated with strong culture and customer-oriented approach

Strong Focus on R&D and Technology Partnerships

- Best-in-class R&D facilities in the country with 60 specialists providing customized solutions
- End-to-end capabilities from design, development, testing and validation
- Association with global technology partners
- Deep understanding of Indian conditions – Roads, driver discipline & vehicle maintenance

Quality at Competitive Price

- 7 state-of-the-art facilities in proximity to OEMs ensures just-in-time supply as per demand while rationalising logistics costs
- Providing best quality products at reasonable cost

#1 Brand in Aftermarket

- Leadership with market share of >40% in India
- Strong brand recall
- Logistics network comprising 664 dealers and 12,000 retailers

Long Standing Client Relationships

- Only player with meaningful presence across all vehicle segments: 2/3W, PC, CV and Railways segments
- Diversification across products, customers and geographies

RELATIONSHIPS WITH MARQUEE OEM CUSTOMER BASE

2/3 Wheelers



Benelli



ROYAL ENFIELD



TVS



OLA ELECTRIC



Passenger Cars



ŠKODA



CV & Railways



DAIMLER

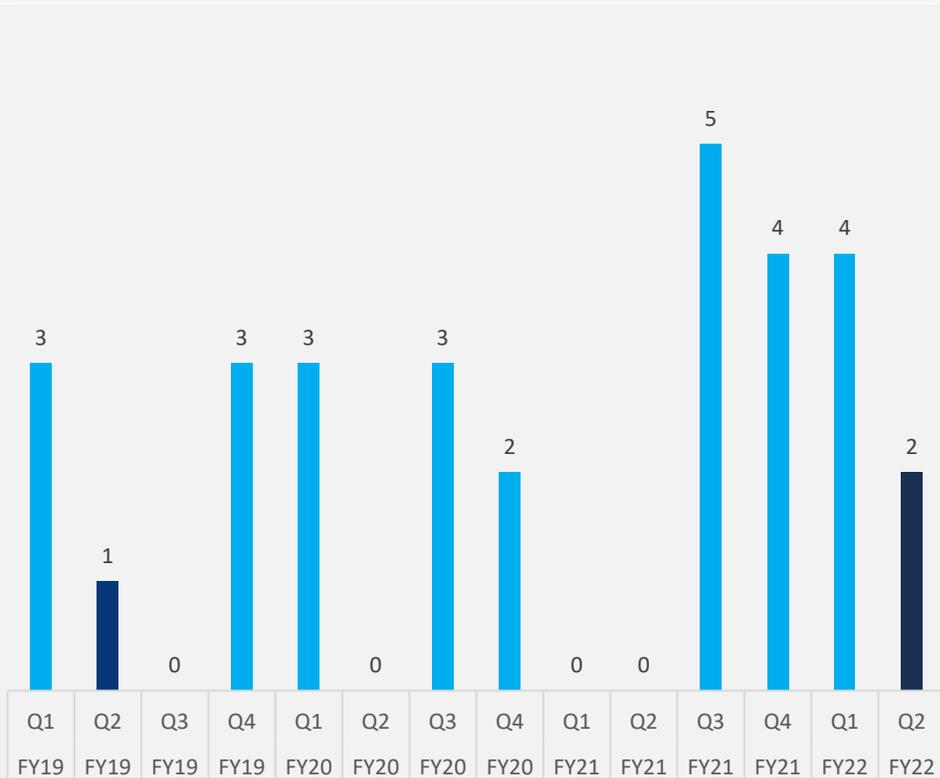


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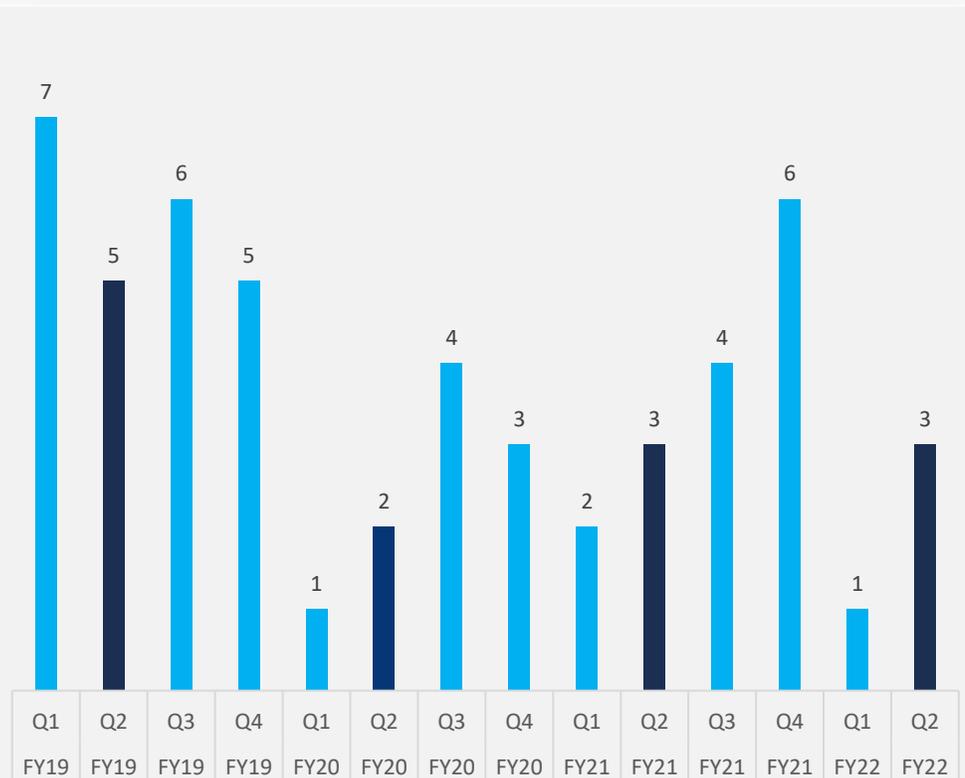


SAFETY DEVELOPMENT

Accident



First Aid



HUMAN RESOURCES



In-depth sectoral knowhow

Seasoned Resources

Strong employee connect

Partnership-oriented approach

Employee-friendly systems and policies

Key Metrics	Mar'21	Mar'20	Mar'19
Revenue per employee (Rs Cr)	0.43	0.51	0.53
Average employee experience (person years)	9.0	8.0	7.0
Investment in training programmes (Rs Cr)	0.42	2.21	1.45
Employees covered under training programmes (%)	78%	80%	65%

“GREAT PLACE TO WORK” – 5TH CONSECUTIVE YEAR

2019

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

2017

- **Ranked #2** in Auto & Auto Component Industry
- Rank #52 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

2018

- **Rank #89** among Top 100 Companies to work for in India
- Ranked in Top 25 workplaces in manufacturing in India

2016

- **Ranked #3** in Auto Component Industry
- **Rank #70** among Top 100 Companies to work for in India

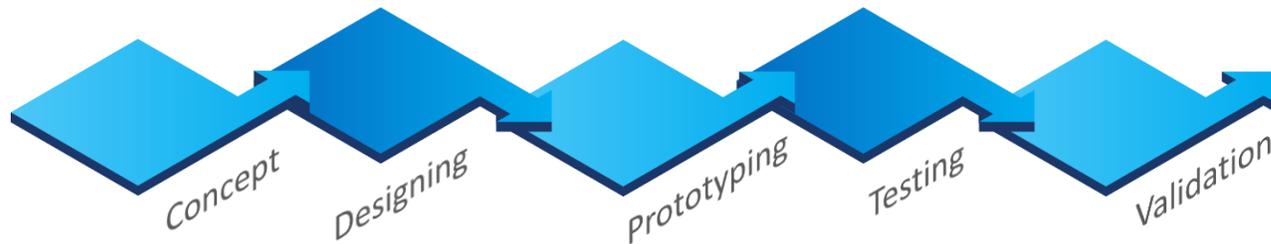
2012

- **Ranked #3** in Auto Component Industry
- Recognized among the Best Companies in its Industry



STRONG IN-HOUSE R&D & TECHNOLOGY PARTNERSHIPS

End-to-End Product Development Capabilities



DSIR Approved state-of-the-art R&D Facilities at Chakan and Hosur

A strong team of 60+ Specialists

Over 75 patents filed till date

Technical Collaborations with KYB Japan
(Passenger Cars) and KONI (Commercial Vehicles)

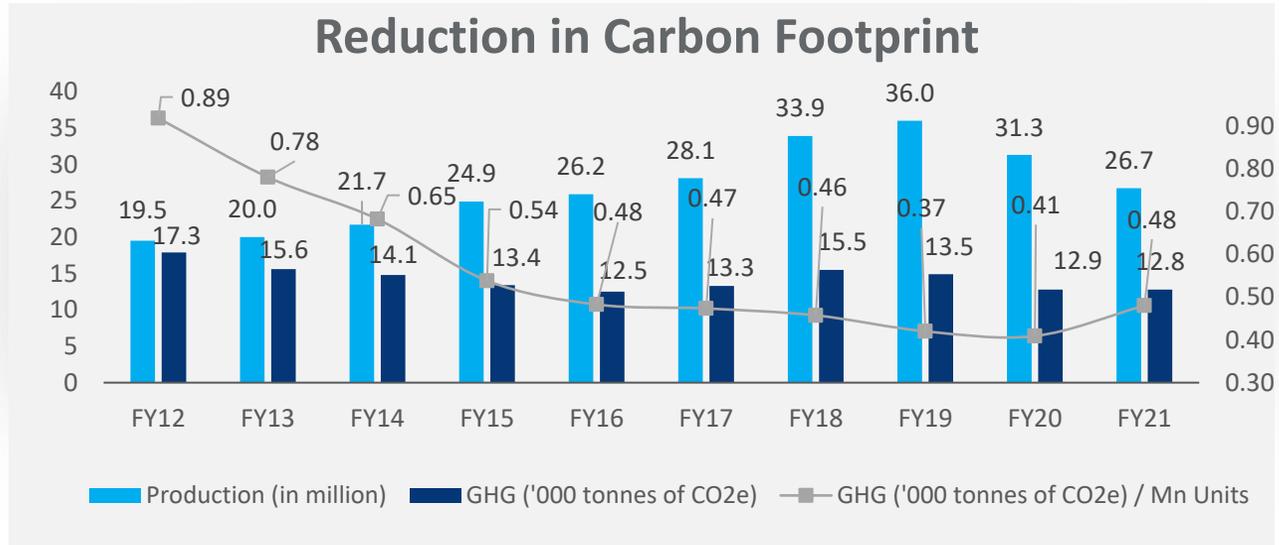
Key Initiatives

- In-house facility for customers for ride tuning of vehicles
- Advanced damper technology for the enhanced user experience
- CO2 footprint reduction through product light weighting and use of green technologies
- Virtual analysis for structural durability assessment of components
- Implementation of product life cycle management (PLM) to increase the reuse of existing components & to improve productivity
- NVH measurement and reduction techniques to address noise issues in the new generation vehicles

ENVIRONMENTAL SUSTAINABILITY



**“Sustainability Award – Automotive and Farm Division”
from Mahindra in FY18**



- Reducing energy consumption per unit of shock absorber through reduction in manufacturing losses
- 5,462 MT reduction in carbon footprint since FY12
- Invested in solar rooftops across manufacturing plants with a capacity of 1.1 MW
- Invested in group captive wind power plant to source renewable power at Hosur of 3.6 million units annually.
- 16% of power from renewable sources from 0% in FY14

ACHIEVING ENGINEERING EXCELLENCE

Designed & Developed Remote
Canister Shock Absorber

Shock Absorbers with
Floating Piston

Shock Absorber with Hollow
Piston Rod

Robotic Assembly line



Laser Welding Technology, Friction
Welding Technology, Water based
Autophoretic Paint System

Adjustable Electronic-Hydraulic
Shock Absorber for a leading SUV
vehicle in Aftermarket

Zero Discharge Chrome Plating

Shock Absorbers for High
Speed Railway Trains – LHB
Coaches

Many Firsts

Honoured with “Golden Peacock Eco – Innovation Award for Hollow Piston Rod”

CSR INITIATIVES 2020-21

Focus Area	Parwanoo	Gurugram	Dewas	Jawai	Nashik	Hosur
Education	<ul style="list-style-type: none"> Scholarships to 4 underprivileged girls (3-6 years) to pursue their school education at CBSE affiliated English medium ANAND School 	-	<ul style="list-style-type: none"> Free education delivered to 270 govt. school students during school closure thru' online & community classes Scholarship for Dip. Engg. To 12 female awardees. 	<ul style="list-style-type: none"> Free education delivered to 270+ govt. school students during school closure 	<ul style="list-style-type: none"> Free education delivered to 270+ govt. school students during school closure 	<ul style="list-style-type: none"> Free education delivered to 430+ govt. school students during school closure Scholarship for Dip. Engg. to 30 female awardees
Skill Development	<ul style="list-style-type: none"> 40+ youth trained across NSDC approved job roles of Asst. Beauty Therapist, Self Employed Tailor, Data Entry Operator of diff. sector skill councils. 	<ul style="list-style-type: none"> 430+ youth (90% females) trained across NSDC approved job roles of Asst. Beauty Therapist, Self Employed Tailor, Office Asst., Asst. Fashion Designer of diff. sector skill councils. 	<ul style="list-style-type: none"> 31 female youth trained in NSDC Healthcare Sector Skill Council job role of General Duty Assistant with above 80% job placements. 	-	-	-
Health & Hygiene	<ul style="list-style-type: none"> Awareness about HIV/AIDS among 10K migrants Promoted reproductive and child health among 48 K migrants 	-	-	<ul style="list-style-type: none"> Supported Civil Hospital, Block Bali with Mobile Medical Van during COVID induced national lockdown 	-	-
Community Conservation	<ul style="list-style-type: none"> Promoted greenery thru' maintenance of two parks (i) ANAND Municipal Park and Sports Complex, Parwanoo (ii) Van Vatika ANAND, Kalka 	-	<ul style="list-style-type: none"> Financial Literacy to 160 self help groups; facilitated MINR 2.5 credit from banks Supported women cooperative to achieve sales of 1.67 Lacs from sale of handicrafts (Oct '20 – March '21) 	<ul style="list-style-type: none"> Regular sanitation services for 1270 households across 5 villages – Perwa, Jeevda, Sena, Meeno Ki Dhanee and Rabariyon Ki Dhanee(Bisalpur) 	<ul style="list-style-type: none"> Grocery Kit distribution to 10 families during lockdown Training in Poultry farming for self help group members Plantation of 5K saplings at model village Rohile 	-

Board of Directors



Anjali Singh

Executive Chairperson
Gabriel India



Manoj Kolhatkar

Managing Director
Gabriel India



Atul Jaggi

Deputy Managing Director
Gabriel India



Jagdish Kumar

Group President & Group CFO
ANAND Group



Aditya Vij

Non-Executive
Independent Director



Pradeep Banerjee

Non-Executive
Independent Director



Matangi Gowrishankar

Non-Executive
Independent Director



Pallavi Joshi Bakhru

Non-Executive
Independent Director

EXECUTIVE LEADERSHIP



Manoj Kolhatkar
Managing Director



Atul Jaggi
Deputy Managing Director



Amitabh Srivastava
Chief Operating Officer,
Railways and Aftermarket
Business Unit



Rishi Luharuka
Chief Financial Officer



Manoj Sharma
Chief Human
Resource Officer



Umesh Shah
Chief Strategy Head



Puneet Gupta
Chief Operating Officer -
Two and Three Wheelers
Business Unit



R. Vasudevan
Chief Operating Officer - Passenger
Cars Business Unit and Commercial
Vehicles Business Unit



Prashant Shah
Chief Purchase Officer



CR Vijaykumar
Chief Quality Officer

CUSTOMER AWARDS & ACCOLADES

 **VE COMMERCIAL VEHICLES**
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

Special Award by Volvo Eicher
Commercial Vehicles Limited



TOYOTA

ZERO KM PPM and Quality certification
by Toyota Kirloskar Motor



Best Supplier of the Year
by TVS Motor Company



Best Vendor Support Award by Honda
Motorcycle and Scooter India (HMSI)



HONDA

QC North Zone by Honda



WHEELS INDIA LIMITED

Kaizen Competition Consolation
Prize by Wheels India

INDUSTRY AWARDS & ACCOLADES



45th International Convention Gabriel India, Pune received Platinum Award by ICQCC Dhaka



45th International Convention Gabriel India, Nashik received Platinum Award by ICQCC Dhaka

Automotive Component Manufacturers Association of India

Gold in Manufacturing Excellence in Very Large Category by Automotive Components Manufacturers Association

Automotive Component Manufacturers Association of India

Winner of the Kaizen Competition at National Level by Automotive Components Manufacturers Association



Confederation of Indian Industry

Gold Awards in Low Cost Automation by Confederation of Indian Industry



Strategy Going Ahead

GROWTH STRATEGIES



Financial Worthiness

- Debt reduction
- Break even point (BEP) reduction
- Simplification of parts
- Automation

Customer Focus

- Enhancing customer delight and deepening relationships
- Collaboration and product co-development

Aftermarket

- Product development
- Expanding reach
- Exports focus

Technology & Innovation

- Improvement in quality
- R & D focus
- Sustainable manufacturing
- Innovation culture

Customer & Product Focus, Aftermarket Expansion and Export Push

STRENGTHENING FOCUS AREAS



Cultural Transformation

- Increasing organizational competencies and process orientation
- Regular trainings focused on talent development and leadership development with the help of ANAND University
- Promote equal opportunity and diversity
- Internal culture of collaboration, execution and accountability



Sustainability

- Reducing energy consumption per unit
- Using / improving energy efficiency using LED lighting technology at its plants, saving energy & reducing carbon footprint
- Installation of renewable sources of energy at various plants



Financial Robustness

- Leverage brand and diverse product portfolio to drive growth
- Focus on driving operational efficiencies, judicious allocation of capital while maintaining a lean balance sheet



Manufacturing Excellence

- Customer centricity
- Deepening competence, enhancing product quality and expanding product portfolio
- Adopted ANAND House of Quality Culture
- Driving increased asset utilization



Research & Development

- Investments in robust testing infrastructure to enhance value proposition to customers at compelling price
- Collaborations with global technology partners

To be amongst the 'Top 5 shock absorber manufacturers in the world'

For further information, please contact:

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