

Gabriel India Ltd.

Investor Presentation

25th May 2022

SAFE HARBOR

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OUR RESPONSE TO COVID

Employee Strength: 2469

Number of Locations: 7

Vaccinated : 2469 nos. (2nd Dose) 100 %

Daily Monitoring of Health Status

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

Precautions

- Thermal screening for 100% employees once 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



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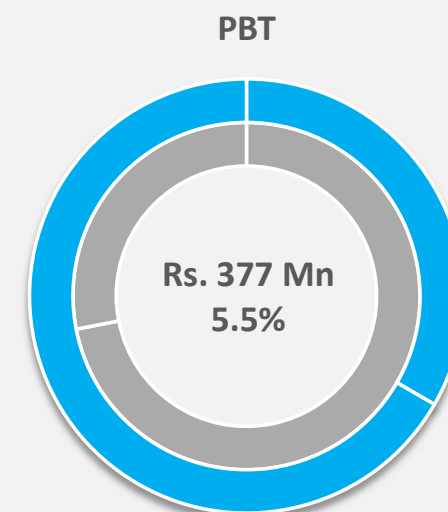
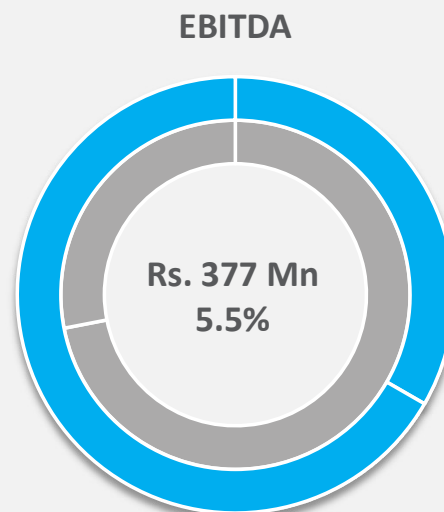
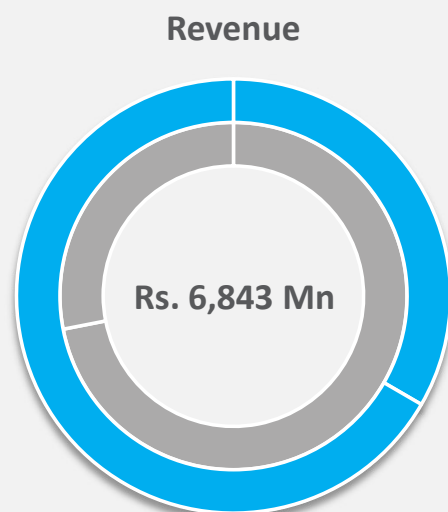
Strategy Going Forward



Q4 & FY22 Result Update

FINANCIAL HIGHLIGHTS – Q4 FY22

Q4 FY22



Q3 FY22 Rs. 6,061 Mn

Q2 FY22 Rs. 5,897 Mn

Q1 FY22 Rs. 4,518 Mn

Q3 FY22 Rs. 420 Mn / 6.9%

Q2 FY22 Rs. 430 Mn / 7.3%

Q1 FY22 Rs. 232 Mn / 5.1%

Q3 FY22 Rs. 369 Mn / 6.1%

Q2 FY22 Rs. 361 Mn / 6.1%

Q1 FY21 Rs. 158Mn / 3.5%

FINANCIAL HIGHLIGHTS – FY22

Revenue

Rs. 23,320 Mn

as compared to Rs. 16,948 Mn
in FY21 (Y-o-Y 37.6%)

EBITDA

Rs. 1,459 Mn (6.3%)

as compared to Rs. 1,025 Mn in
FY21 (Y-o-Y 42.3%)

PBT

Rs. 1,265 Mn (5.4%)

as compared to Rs. 779 Mn
in FY21 (Y-o-Y 62.3%)

Balance Sheet

Net Cash position of Rs. 2,791 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 965 Mn as compared
to Rs. 2,039 Mn inflow in FY21

Capex

Capex incurred during the period
Rs. 668 Mn

FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q4 FY22	Q4 FY21	YoY	Q3 FY22	QoQ	FY22	FY21	YoY
Revenue from Operations	6,843	5,783	18.3%	6,061	12.9%	23,320	16,948	37.6%
Gross Margin (%)	22.1%	25.0%	-2.9%	23.2%	-1.1%	23.4%	25.3%	-1.9%
EBITDA Margin (%)	5.5%	8.1%	-2.6%	6.9%	-1.4%	6.3%	6.0%	0.3%
Net Margin (%)	3.9%	5.0%	-1.1%	4.2%	-0.3%	3.8%	3.6%	0.2%

Balance Sheet (Rs. Mn)	FY22	FY21	FY20
Net worth	7,668	6,963	6,518
Gross Debt	111	129	78
Liquid Investments	2,791	2,687	1,327
Fixed Assets	4,027	3,779	3,662

Key Performance Indicators	FY22	FY21	FY20
Net Working Capital (days)	17	19	33
ROIC (%)	26.3%	19.2%	19.8%
Cash Flow from Operations Inflow/(Outflow)	965	2,039	1,201

FY22 vs FY21



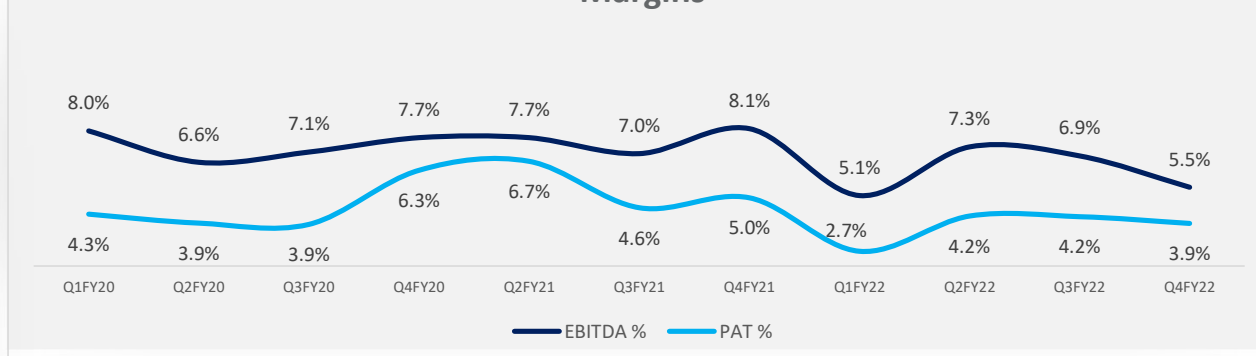
- Strengthened Net worth
- Maintenance of high liquidity
- Improvement in Working Capital owing to better Debtors Management

Quarterly Performance Trend

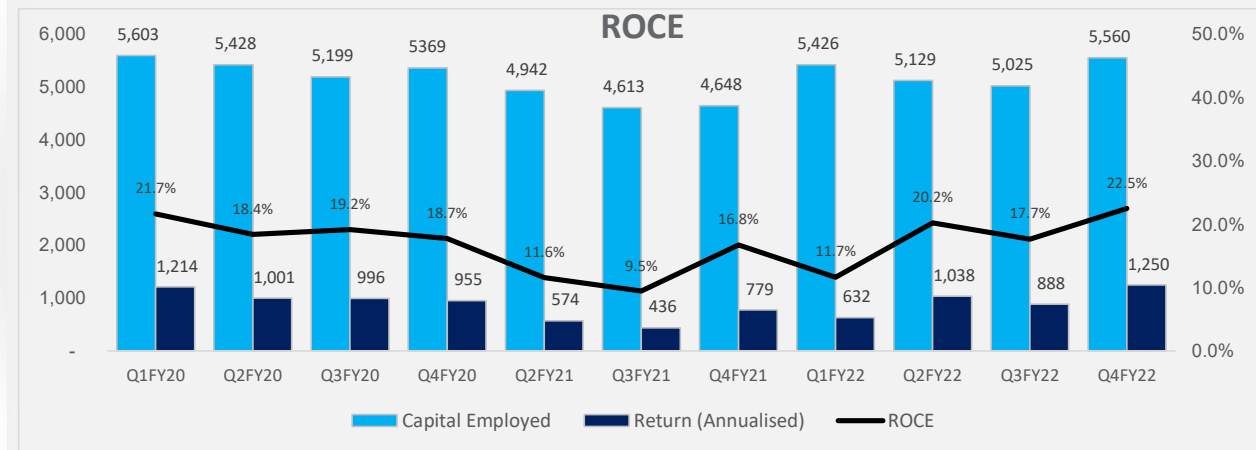
Revenue (Mn)



Margins



ROCE



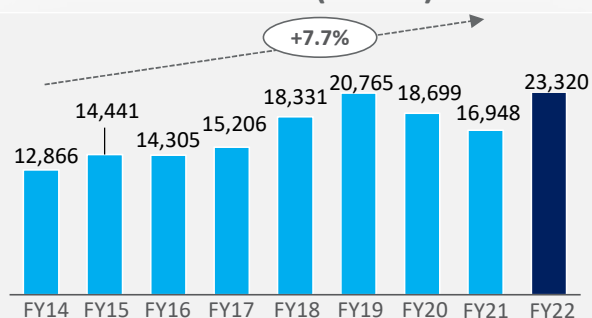
PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q4 FY22	Q4 FY21	YoY	Q3 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	6,843	5,783	18.3%	6,061	12.9%	23,320	16,948	37.6%
Raw Material	5,334	4,338		4,654		17,863	12,653	
Employee Expenses	420	385		388		1,597	1,474	
Other Expenses	712	592		599		2,401	1,796	
EBITDA	377	468	-19.5%	420	-10.2%	1,459	1,025	42.3%
Other Income	108	87		65		262	243	
Interest	2	36		7		43	65	
Depreciation	107	112		109		414	424	
PBT	377	407	-7.3%	369	2.3%	1,265	779	62.3%
Tax	108	118		112		369	176	
PAT	269	289	-6.7%	257	4.8%	895	603	48.5%
EPS	1.9	2.0		-1.8		6.2	4.2	

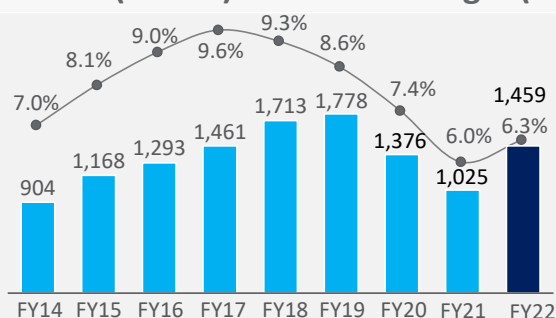
YOY : Despite of severe pressure on commodity and other inflationary increases, margins have been maintained.

Financial Track Record

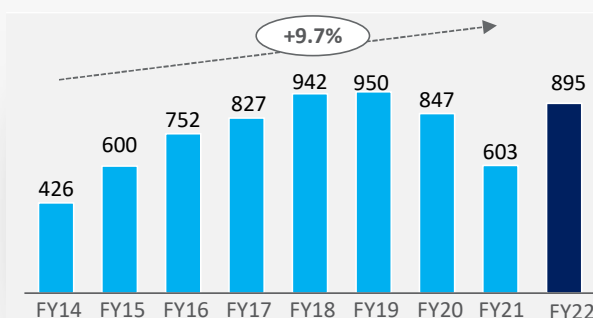
Revenue (Rs Mn)



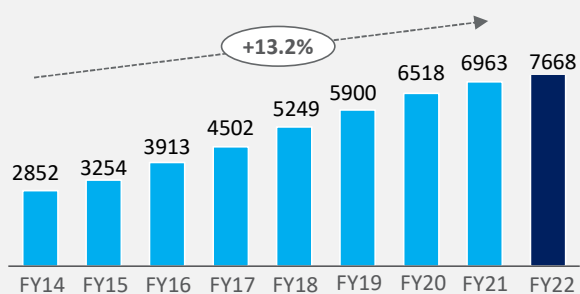
EBITDA (Rs Mn) & EBITDA Margin (%)



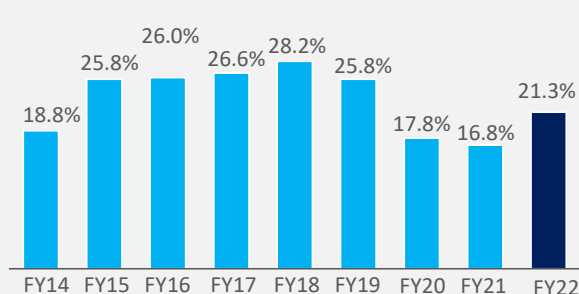
PAT



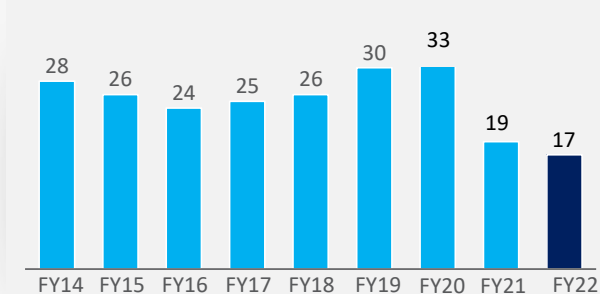
Net worth (Rs Mn)



RoCE (%)



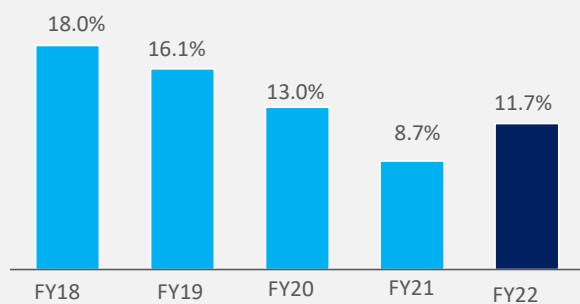
Net Working Capital Days



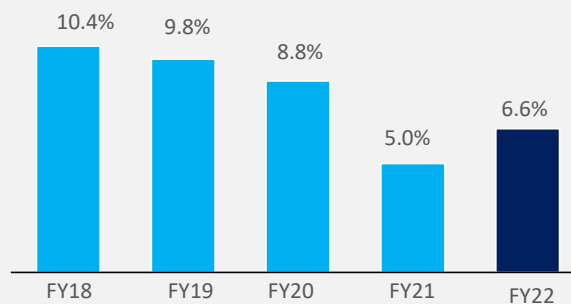
^Note: Financials for FY17-22 as per IND-AS

Key Ratios

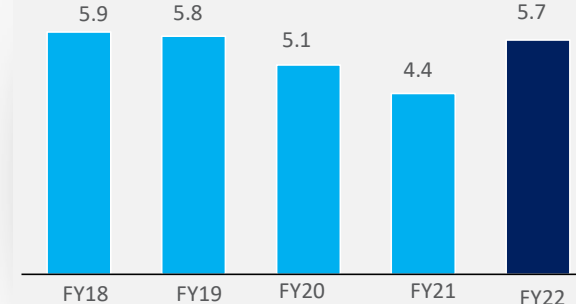
Return on Equity (%)



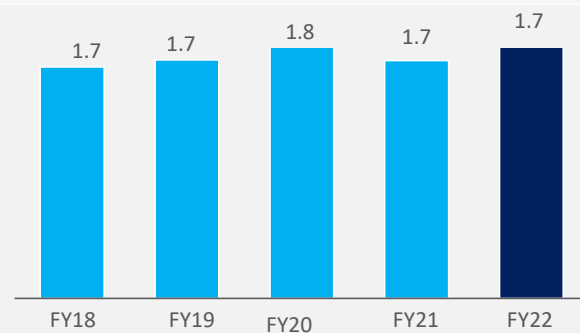
Return on Assets (%)



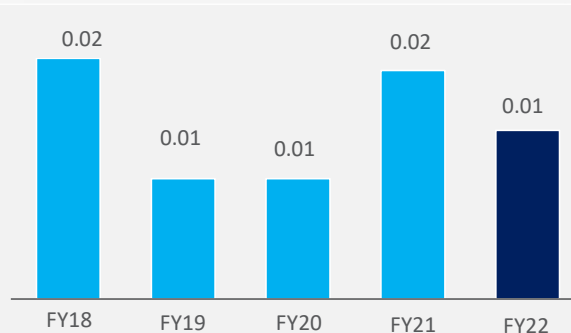
Fixed Asset Turnover (x)



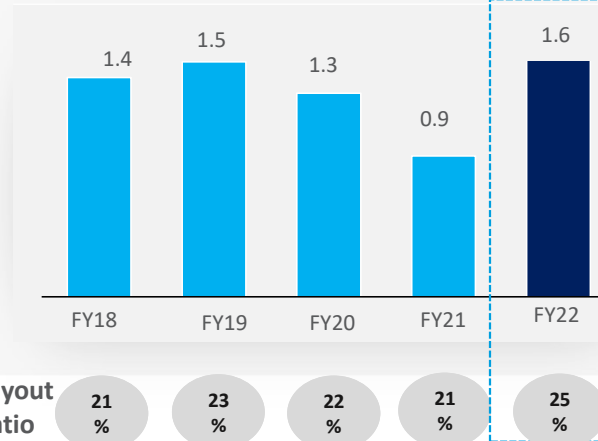
Current Ratio (x)



Debt : Equity Ratio



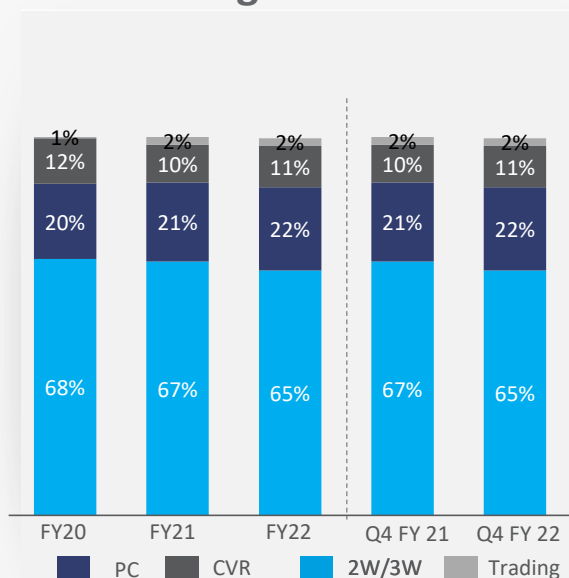
Dividend* (Rs/share) & Pay-out (%)



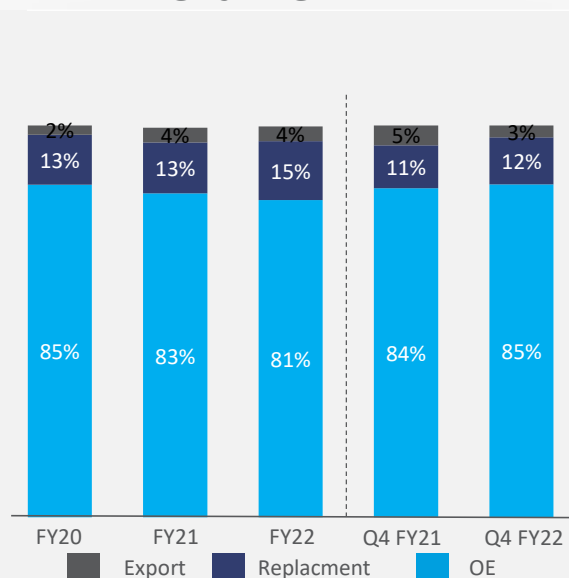
*Dividend excluding Dividend Distribution Tax

REVENUE MIX (INC. TRADING)

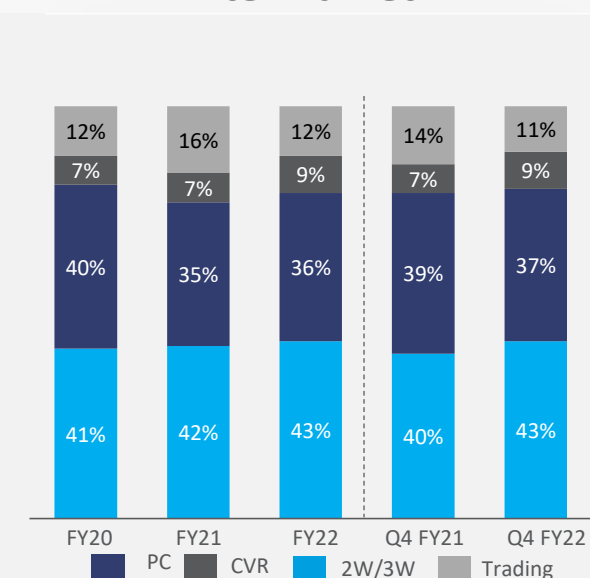
Segment Mix



Channel Mix



Aftermarket



- CV volumes have started improving from Oct'2021
- Improvement in CVR Volumes in Q4 FY22 compared to Q4 FY21
- After market have increased from 11% (Q4 FY21) to 12% (Q4 FY22)

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
- Mahindra 2W- Y4,Y5,J201 Bajaj Auto – R107, CNG
- EV customers – Various programs, OLA Electric, Ampere

Market Update

- As per SIAM data, the 2W sales de-grew by 21% YoY and 3W de-grew by 2 % YoY respectively in Q4 FY22
- Within the 2W segment, Scooters de-grew by 24%, Motorcycles de-grew by 19% and Mopeds de-grew by 34% in Q4 FY22

Future Development

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

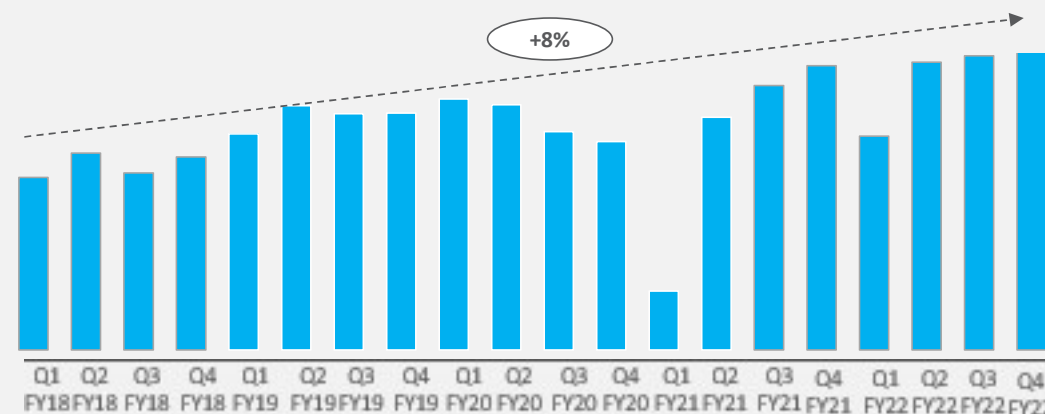
Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto

66% % to Total Sales

25% Market Share

Revenue Trend (Rs Mn)



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
- Stellantis : CC21

Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 2 % in Q4 FY22 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de-grew by 10%, Utility Vehicle grew by 20% & Vans de-grew by 19% YoY in Q4 FY22

Future Development

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

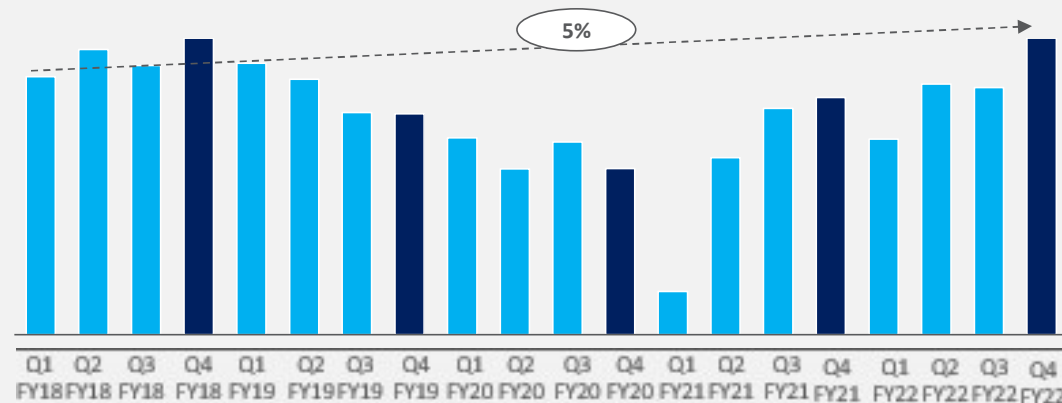
Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

22% % to Total Sales

23% 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

- MTBD- ICV 16T & Force Motors – T1 3350, Ashok Leyland- Phoenix

Market Update

- As per SIAM data, the overall commercial vehicles segment registered a growth of 16% in Q4 FY22 as compared to Q4 FY21
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 13% YoY and Light Commercial Vehicles (LCVs) grew by 18% YoY in Q4 FY22

Future Development

- Volvo, JBM, New EV Customer
- DAF – 2 programs

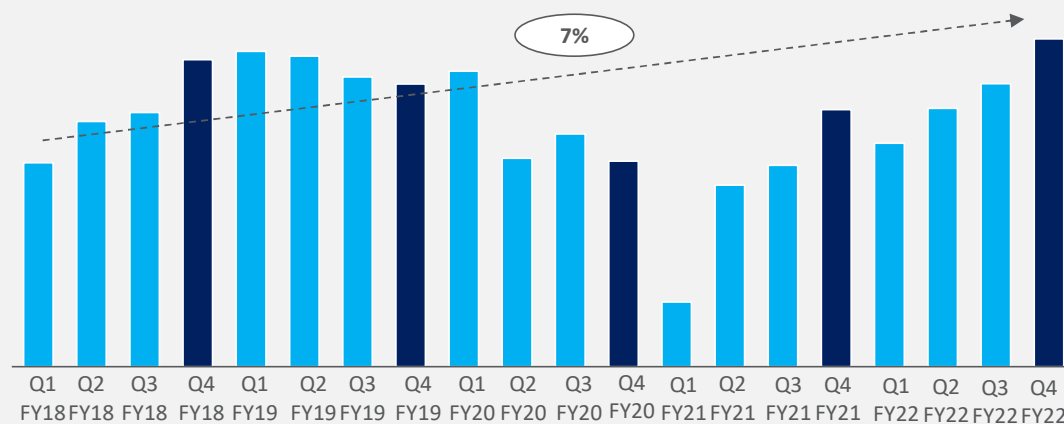
Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland

11% % to Total Sales

85% Market Share

Revenue Trend (Rs Mn)



AFTERMARKET

Strong Brand Equity

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

Extensive Distribution Network

- 11 CFA locations & 700+ dealer network
- ~20,000+ retail outlets supported by effective sales force
- Present in the aftermarket segment across six continents

Recent Highlights

- Achieved 28% of growth over 20-21 sales. Highest ever sale recorded in 21-22 – 3315 MINR.
- Impressive growth of 25% in struts segment after a flat growth in last 3 years.
- Completed successfully 4 IT Enablement projects.
- Received private branding orders from USA & Canada.

Widest Product Range

- Launched 121 SKU's in 21-22.
- More than 1121 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

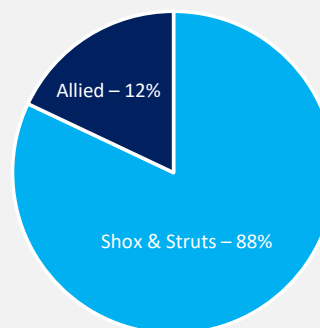
Presence Through Allied Products

- Leveraging Brand Gabriel & Distribution Network for Allied products.
- 18 New Product lines launched successfully in recent years & 4 NPL are in pipeline.

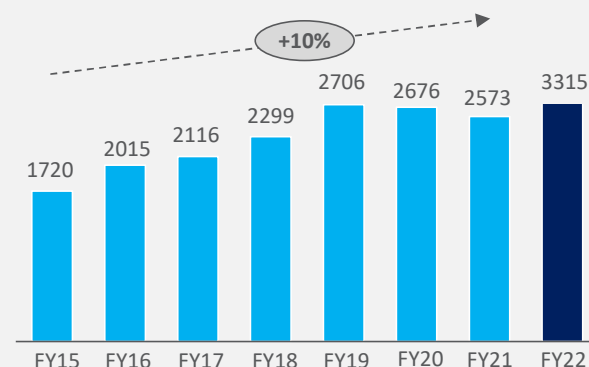
Focus Areas & Outlook

- 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
- 4 IT projects Successfully implemented. Target to become 100% IT enabled in next 2 years
- Focus on Latin American & African markets for Quantum growth in Export's sales

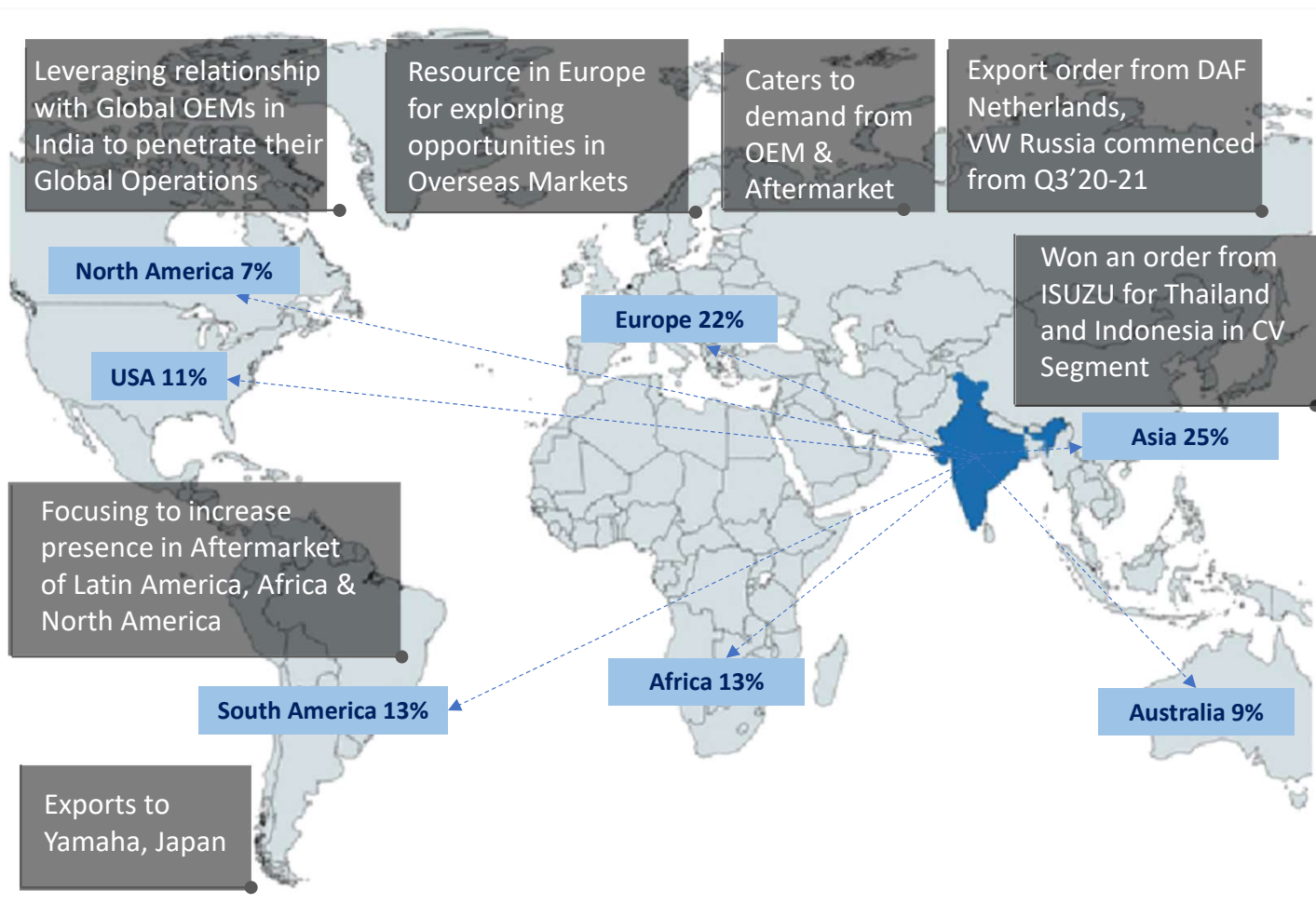
After Market Parts



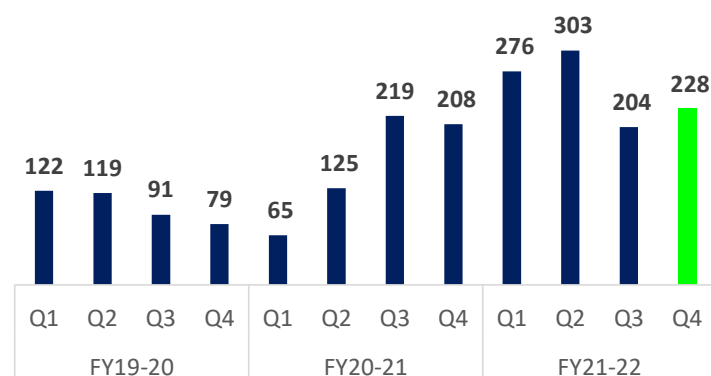
Aftermarket Sales (Rs. Mn)



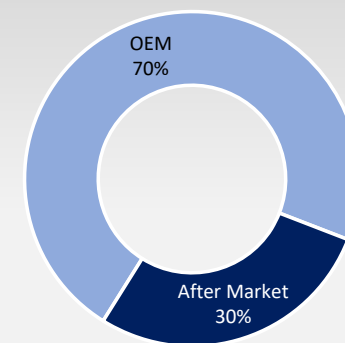
CREATING GLOBAL PRESENCE THROUGH EXPORTS



Export Sales - Quarter



Export Composition - YTD



Balance Sheet

Assets (Rs. Mn.)	Mar-22	Mar-21
Non-current assets	4,458	4,175
Current assets	9,073	7,780
Total Assets	13,531	11,955

- Net Cash stood at Rs 2,791 Mn at the end of Mar'22
- Net Working Capital Days at 17 as compared to 19 same period last year
- Capex for FY22 to the tune of Rs. 668 Mn

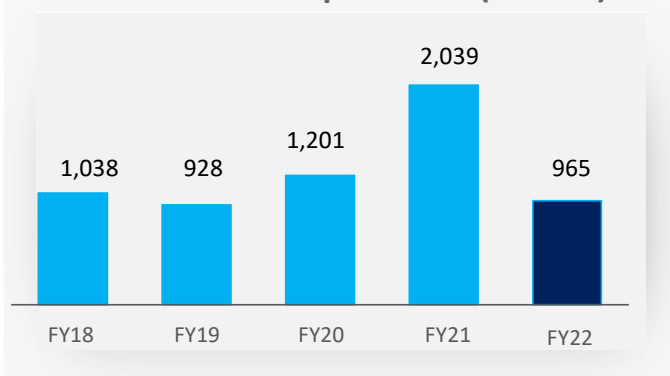
Equity and Liabilities (Rs. Mn.)	Mar-22	Mar-21
Equity	7,668	6,963
Non-Current Liabilities	403	429
Current liabilities	5,460	4,563
Total Equity and Liabilities	13,531	11,955

Capex for FY22

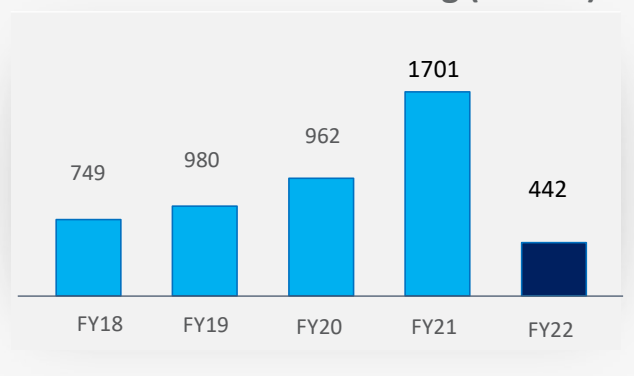
- Hosur for OLA & Nest project
- Chakan - Tech Centre, W601, MQB & ZLD project
- Expansion in Casting Plant - Nest project
- Expansion in Dewas Plant – Rod division & Paint line

Cash Flows

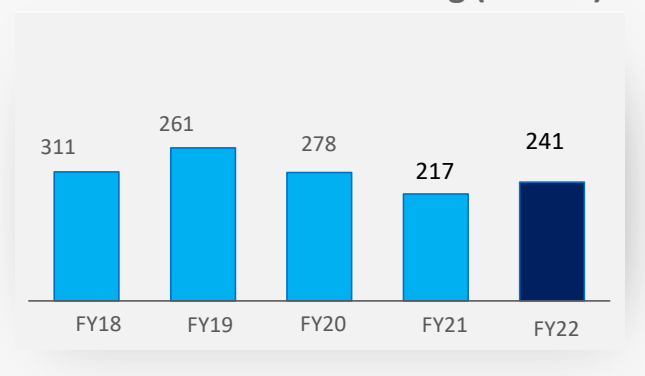
Cash Flow from Operations (Rs. Mn)



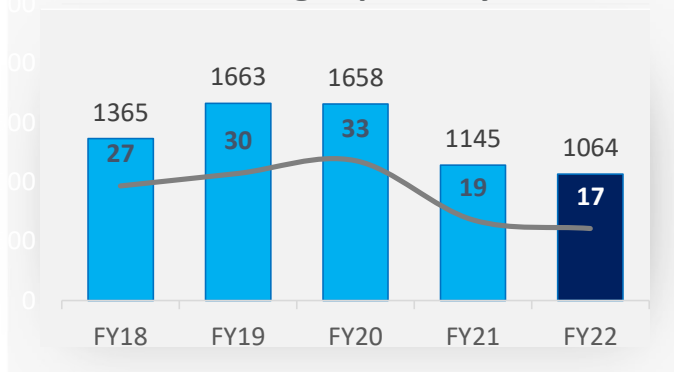
Cash Flow used in Investing (Rs. Mn)



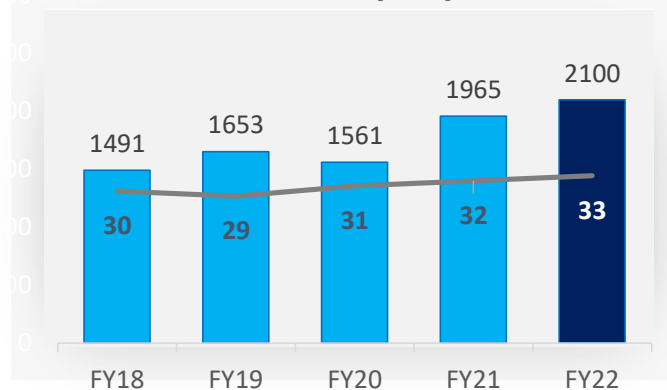
Cash Flow used in Financing (Rs. Mn)



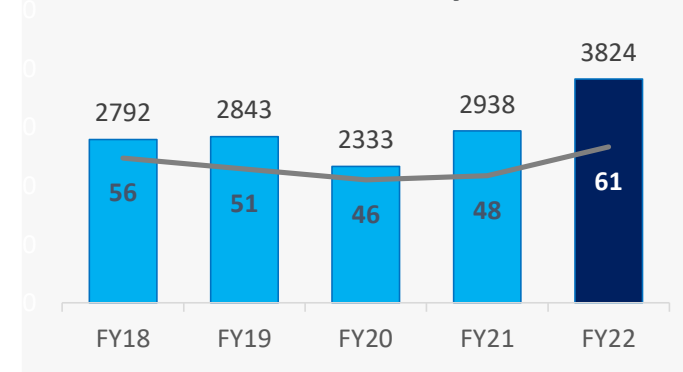
Working Capital Days



Inventory Days



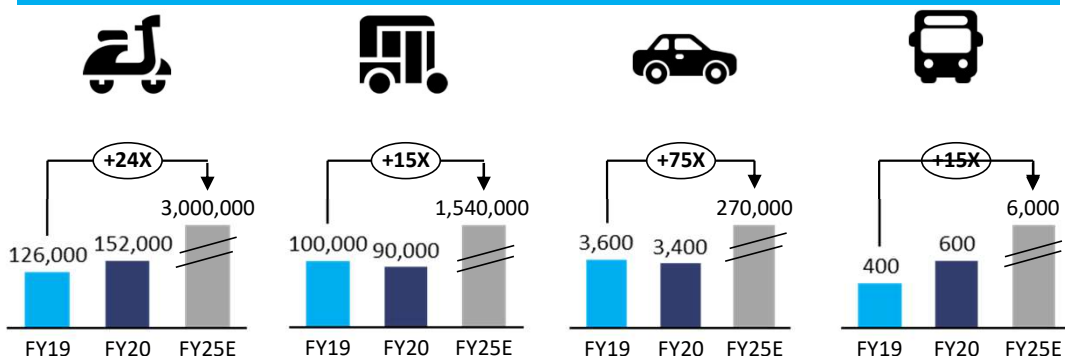
Debtors Days



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

ELECTRIC 2W/3WS: AT AN INFLECTION POINT

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



Source: SMEV, Frost and Sullivan

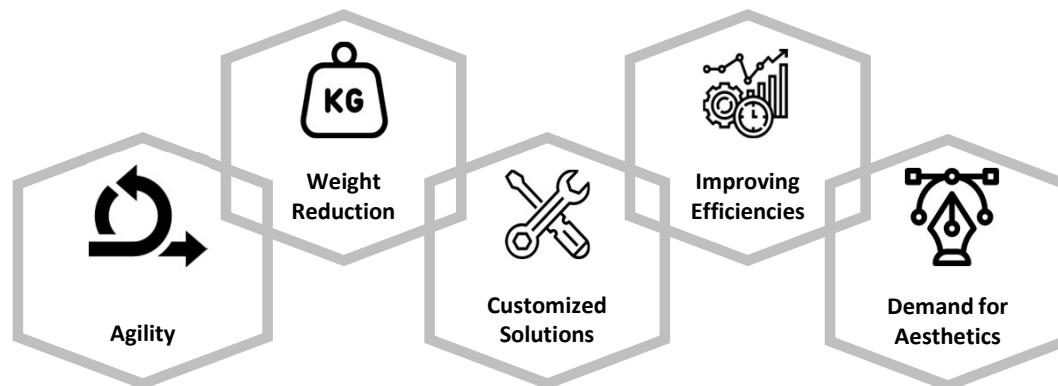
EV trend is accelerating in India, especially e-2Ws & e-3Ws

- * 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).

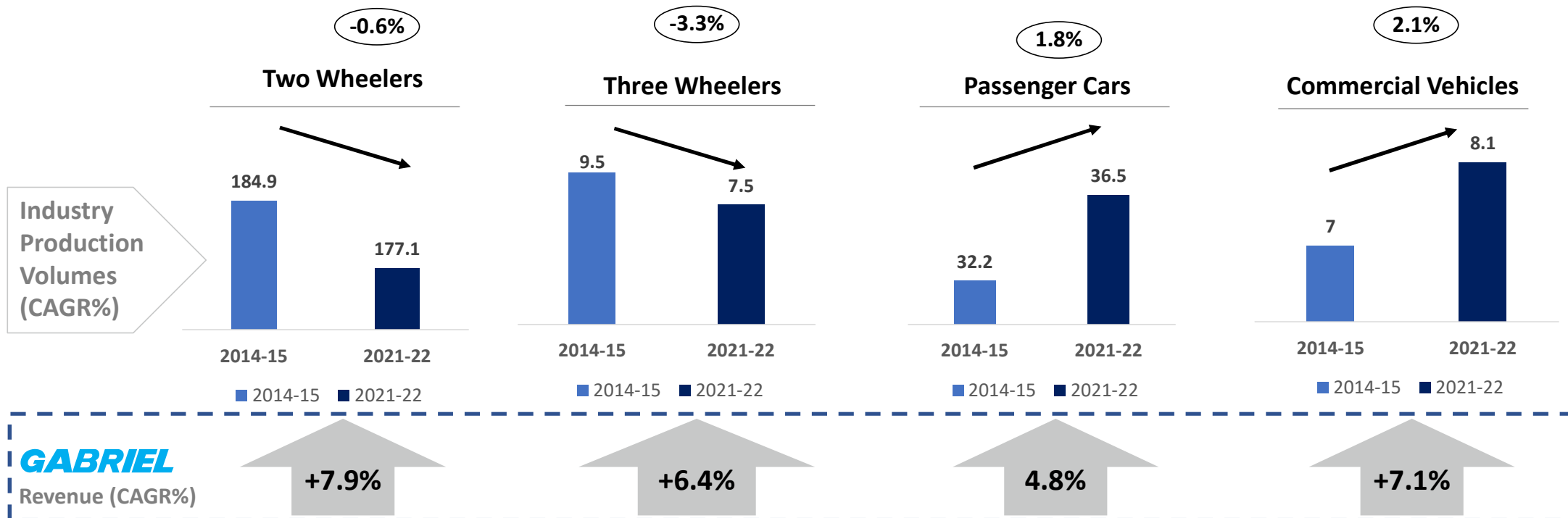
Brand 'Gabriel' well-entrenched amongst all key 2W / 3W EV players



Strong brand, leadership and technological edge

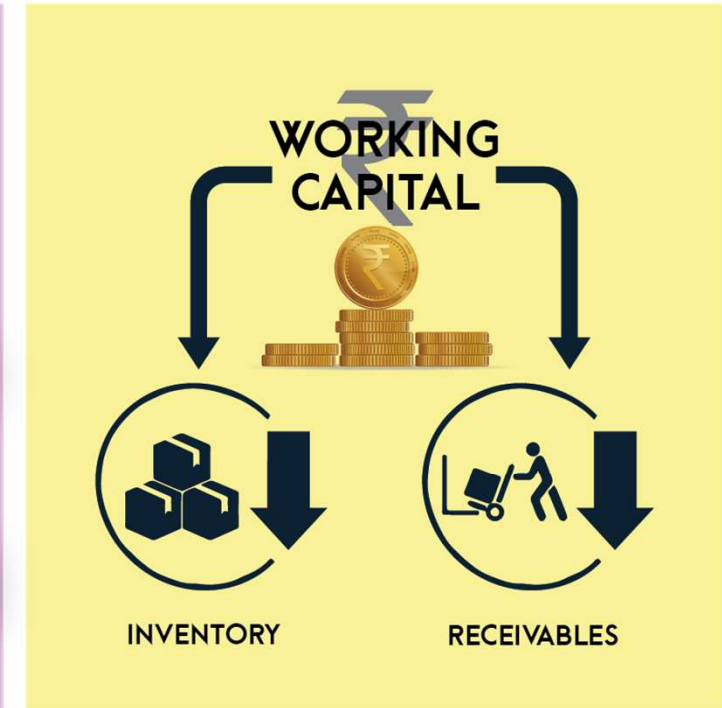
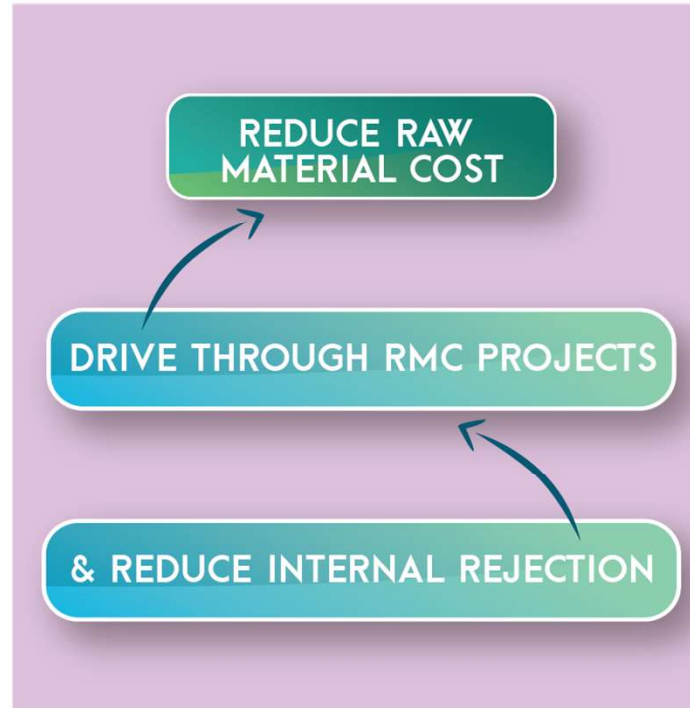
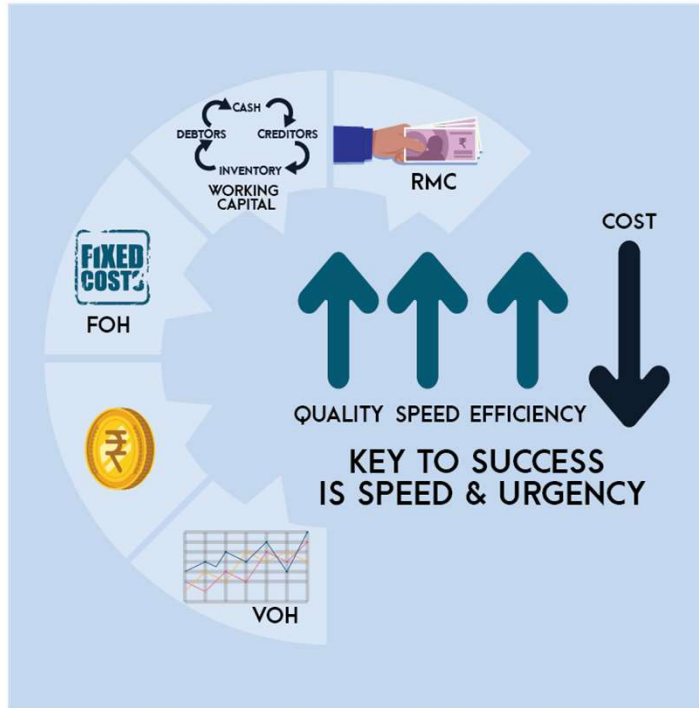


CONSISTENTLY OUTPERFORMING INDUSTRY



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
TOP5**
IN SHOCK ABSORBERS
MANUFACTURERS IN THE WORLD

Exports

Domestic Dominance

Mergers & Acquisitions

Technology



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; 16% of power from renewable sources in FY21 from 0% in FY14
- Consistent dividend track record since '98

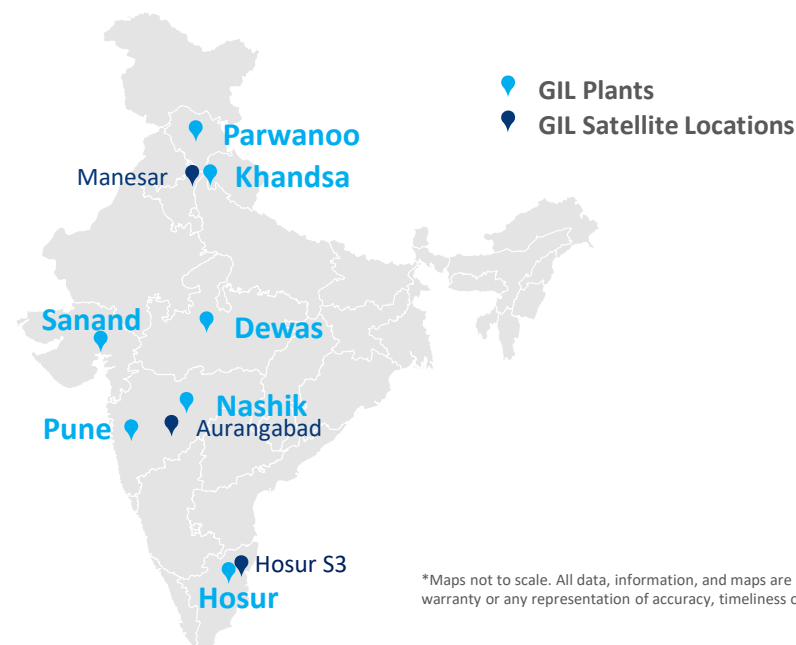


#90
OVERALL

Recognized fifth year in a row

Financial Strength (FY22)

Revenue	PAT	ROCE	Net Cash
INR 23,320 Mn	INR 895 Mn	21%	INR 2,791 Mn



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

Key Metrics

500+ New Product Additions	25 Countries of Presence	664 Distributors
7+3 (satellite plants) Manufacturing Plants	75 Patents Filed	3,829 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



CV & Railways



DAIMLER



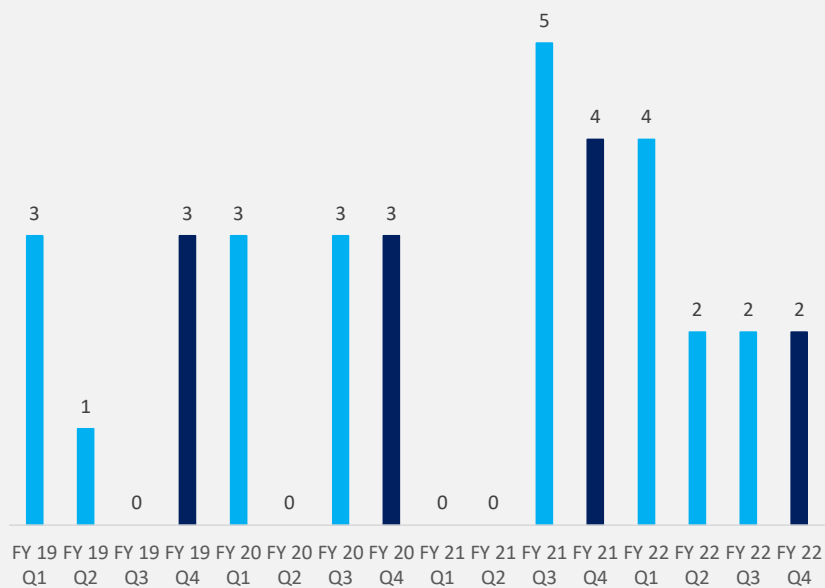
ISUZU

Mahindra
Rise.

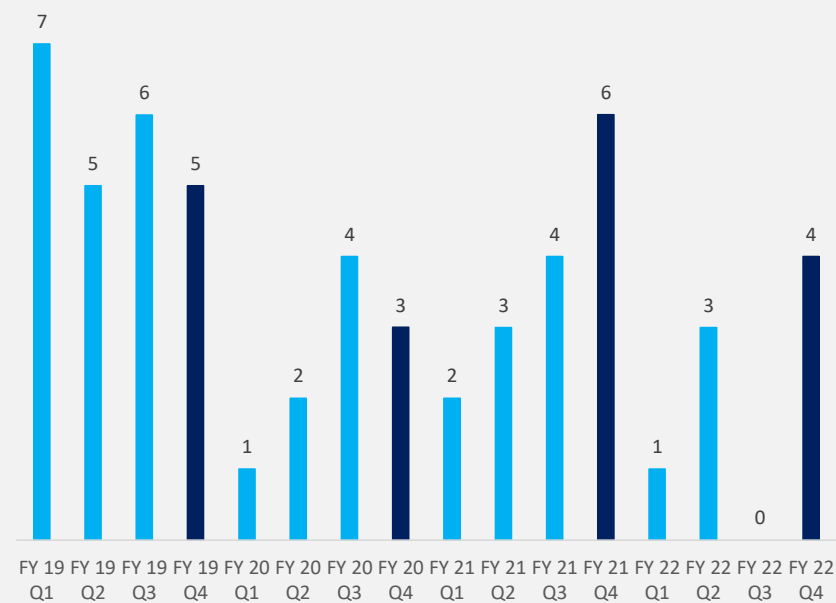


SAFETY DEVELOPMENT

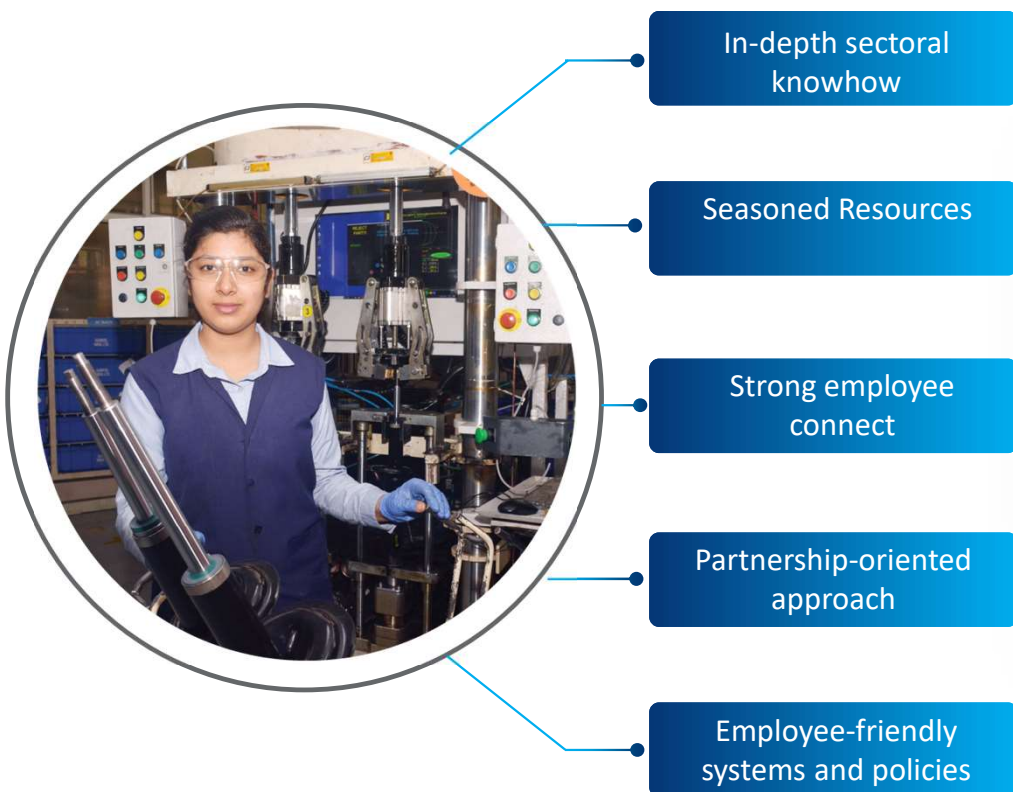
Accident



First Aid



HUMAN RESOURCES



Key Metrics	Mar' 22	Mar'21	Mar'20	Mar'19
Revenue per employee (Rs Cr)	0.58	0.43	0.51	0.53
Average employee experience (person years)	8.0	9.0	8.0	7.0
Investment in training programmes (Rs Cr)	1.05	0.42	2.21	1.45
Employees covered under training programmes (%)	73%	78%	80%	65%

“GREAT PLACE TO WORK” – 5TH CONSECUTIVE YEAR

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

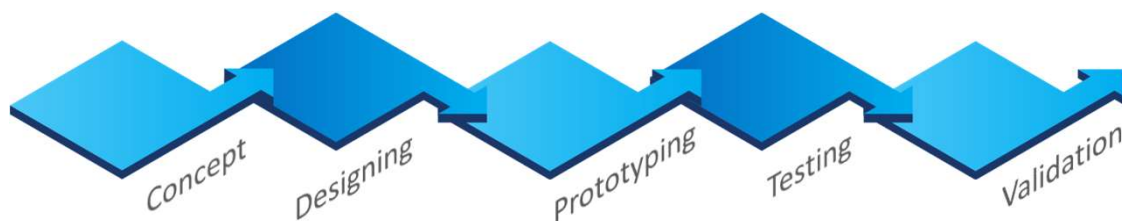
2012

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



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

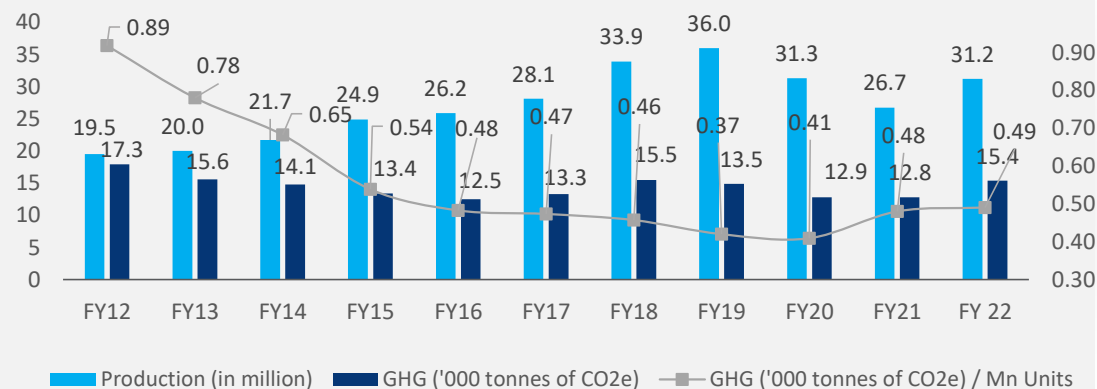
- In-house facility for customers for ride tuning of vehicles
- Advanced damper technology for the enhanced user experience
- CO2 footprint reduction through product light weighting and use of green technologies
- Virtual analysis for structural durability assessment of components
- Implementation of 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**

Reduction in Carbon Footprint



- 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 2021-22

Focus Area	Parwanoo	Gurugram	Dewas	Jawai	Nashik	Rewari
Education	Scholarships: Seven girls (3-7yrs.) to pursue education at ANAND School	-	MEDHAVI Scholarships: Support 11 matriculate girls to complete their Diploma in Mech. Engg.	Provide education to 350+ school students from govt./low grade private schools who are at risk of dropping out due to prolonged school closure on account of the pandemic infrastructure development for School	-	-
Skill Development	-	Skill 500+ female youth and women aged 18 — 55 years in NSDC approved job roles of Asst Beauty Therapist, Self Employed Tailor etc.	Skill 45 youth (male & female) in NSDC's Healthcare Sector Skill Council job role of Home Health Aide and ensure jobs for 80% trained	-	-	Skill 500+ female youth and women aged 18 — 55 years in NSDC approved job roles of Asst. Beauty
Health & Hygiene	Maintain two public parks in partnership with Municipal Council, Parwanoo & Dept. of Forest, Solan	Support CII-ACMA-YBLF in setting up a 50-bed COVID Care Centre	-	Provide mobile medical services as preventive health care to 6000+ rural population living in villages around JAWAI Leopard Camp Provide daily sanitation services of sweeping of village lanes, regular collection and disposal of garbage from 1270 households	Support Govt. Health Facilities to enhance access and availability of drinking water for 272 households of upcoming model village Rohile Construction of dining shed at Tribal Residential School, Village Rohile	-
Community Conservation	-	-	Facilitate bank credit for 50 self help group members to initiate livelihood activity and encourage them to adopt 'Gangama Mandal' form of nutrition farming	-	-	-

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

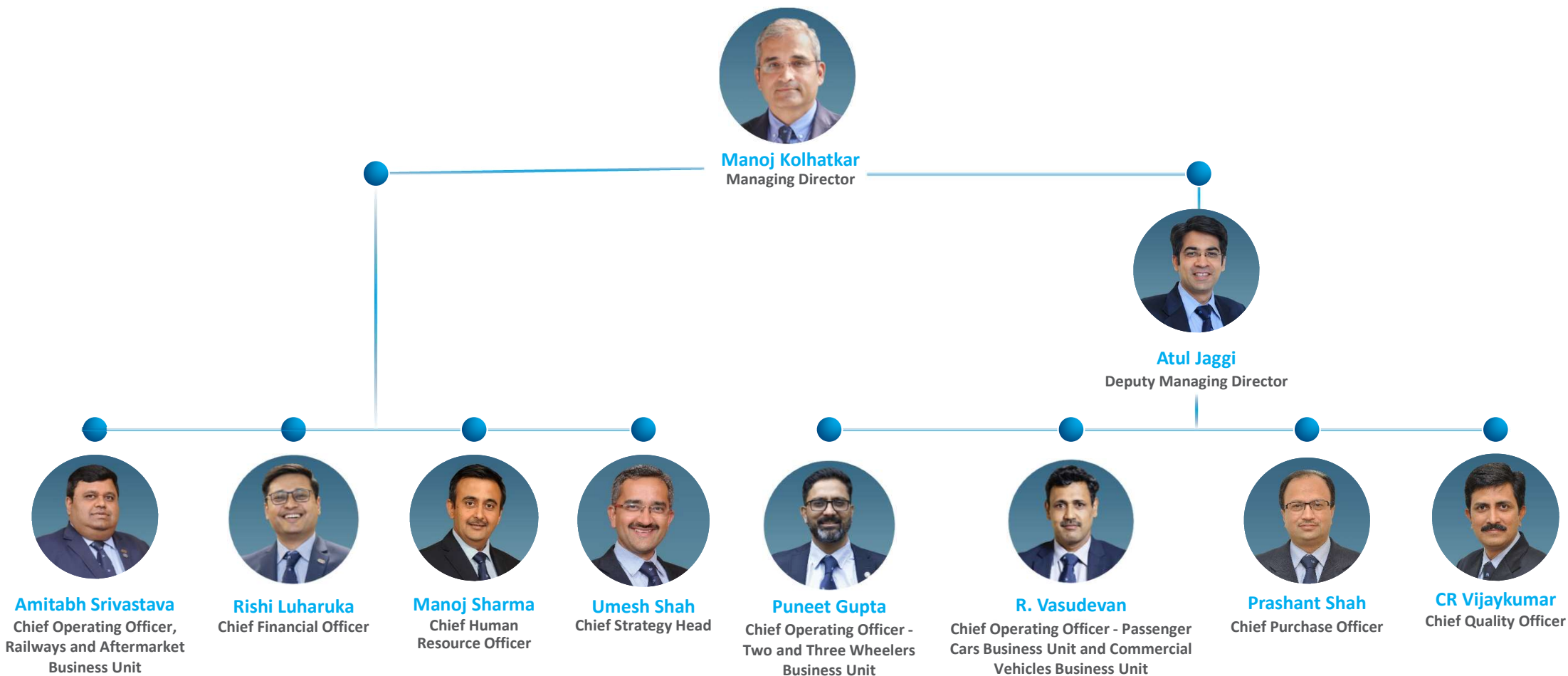
Non-Executive
Independent Director



Pallavi Joshi Bakhru

Non-Executive
Independent Director

EXECUTIVE LEADERSHIP



CUSTOMER AWARDS & ACCOLADES



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



Award for New product
Development by Honda Motorcycle
and Scooter India (HMSI)



HONDA
QC North Zone by Honda



WHEELS INDIA LIMITED
Kaizen Competition Consolation
Prize by Wheels India



Quality Achievement
(10 PPM) Award by
PACCAR Inc



Best Supplier Award for Demand
Fulfillment North

INDUSTRY AWARDS & ACCOLADES



Confederation of Indian Industry

Gold award in Restorative category for presenting a case study at 41st CII National Kai-zen Competition



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

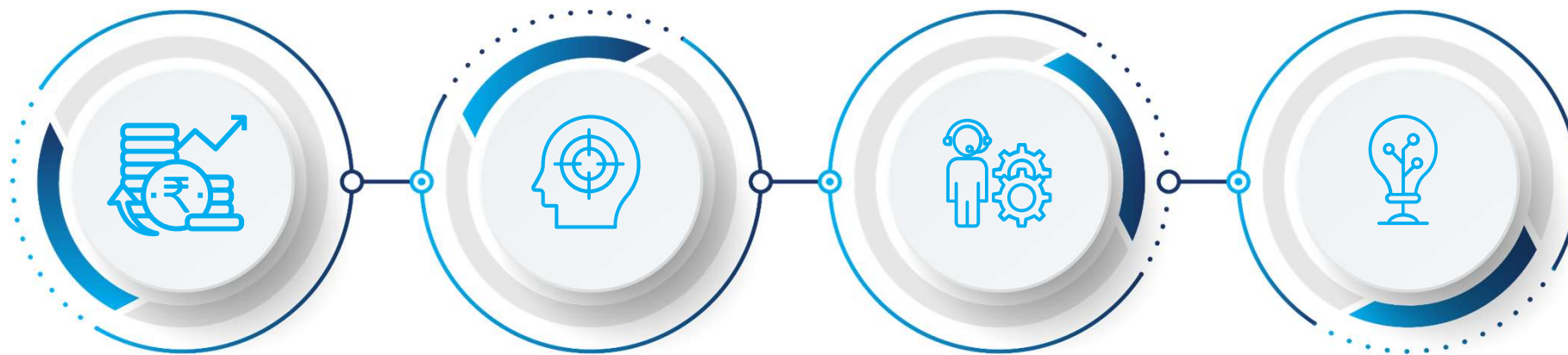


Gold Award in 9th Chapter Convention on Quality Concepts by Quality Circle Forum of India



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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