

# Gabriel India Ltd.

## Investor Presentation

4<sup>th</sup> August 2022

## SAFE HARBOR

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## OUR RESPONSE TO COVID

Employee Strength: 2538

Number of Locations: 7

Vaccinated : 2538 nos. (2nd Dose) 100 %  
Booster Dose administered to employees

### 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) ||

- 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



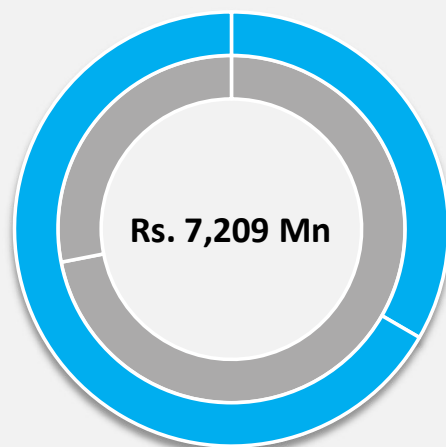


## Q1 FY23 Result Update

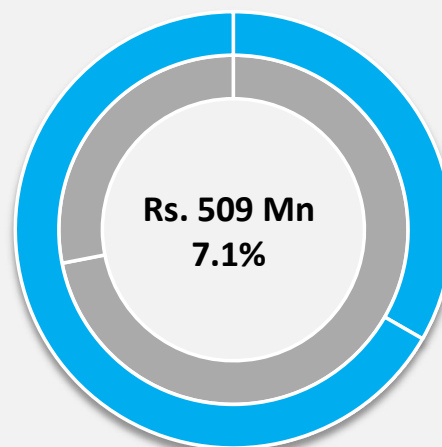
## FINANCIAL HIGHLIGHTS – Q1 FY23

## Q1 FY23

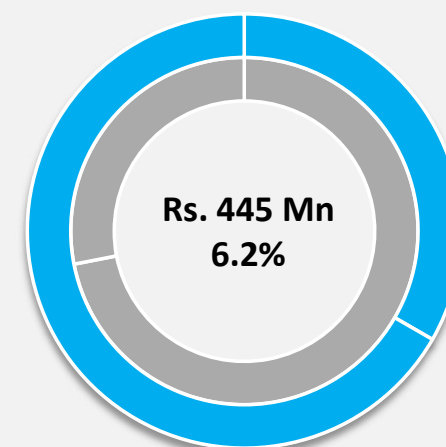
Revenue



EBITDA



PBT



Q4 FY22

Rs. 6,843 Mn

Q1 FY22

Rs. 4,518 Mn

Q4 FY22

Rs. 377 Mn / 5.5%

Q1 FY22

Rs. 232 Mn / 5.1%

Q4 FY22

Rs. 377 Mn / 5.5%

Q1 FY21

Rs. 158Mn / 3.5%

## FINANCIAL HIGHLIGHTS – Q1 FY23

### Revenue

**Rs. 7,209 Mn**

as compared to Rs. 4,518 Mn in  
Q1 FY22 (Y-o-Y 59.6%)

### EBITDA

**Rs. 509 Mn (7.1%)**

as compared to Rs. 232 Mn in  
Q1 FY22 (Y-o-Y 119.3%)

### PBT

**Rs. 445 Mn (6.2%)**

as compared to Rs. 158 Mn  
in Q1 FY22 (Y-o-Y 181.3%)

### Balance Sheet

Net Cash position of Rs. 2,623 Mn

### Cash Flow

Cash Flow from operations to the  
tune of Rs. 50 Mn as compared to  
Rs. (510) Mn inflow in Q1 FY22

### Capex

Capex incurred during the period  
Rs. 213 Mn



## FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q1 FY23	Q1 FY22	YoY	Q4 FY22	QoQ	FY22	FY21	YoY
Revenue from Operations	7,209	4,518	59.6%	6,843	5.3%	23,320	16,948	37.6%
Gross Margin (%)	23.5%	24.9%	-1.4%	22.1%	1.4%	23.4%	25.3%	-1.9%
EBITDA Margin (%)	7.1%	5.1%	2.0%	5.5%	1.6%	6.3%	6.0%	0.3%
Net Margin (%)	4.6%	2.7%	1.9%	3.9%	0.7%	3.8%	3.6%	0.2%

Balance Sheet (Rs. Mn)	Q1 FY23	FY22	FY21
Net worth	7,983	7,668	6,963
Gross Debt	107	111	129
Liquid Investments	2,623	2,791	2,687
Fixed Assets	4,130	4,027	3,779

Key Performance Indicators	Q1 FY23	FY22	FY21
Net Working Capital (days)	19	17	19
ROIC (%)	33.6%	26.3%	19.2%
Cash Flow from Operations Inflow/(Outflow)	50	965	2,039

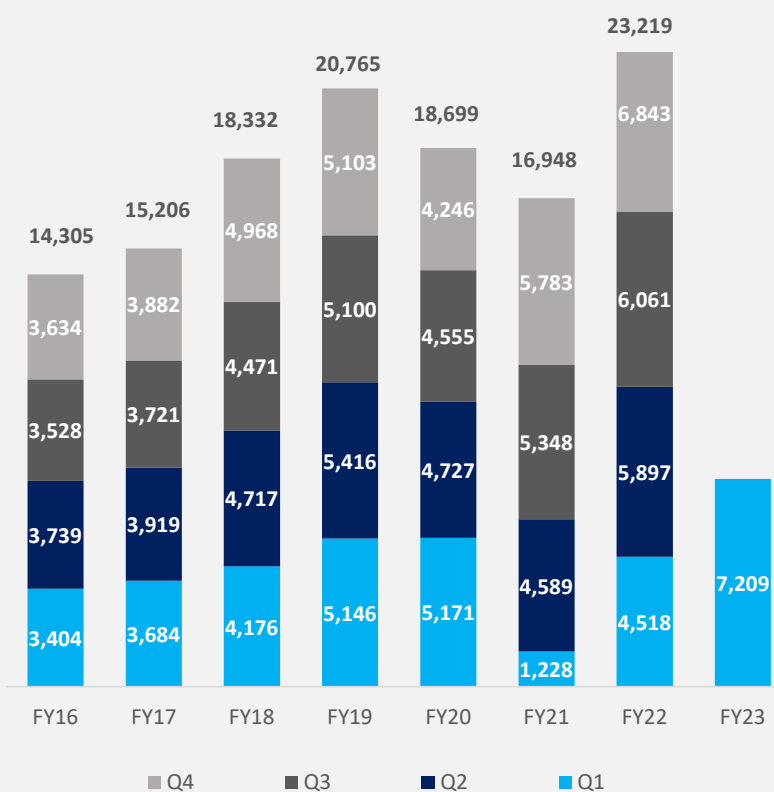
### FY22 vs FY21



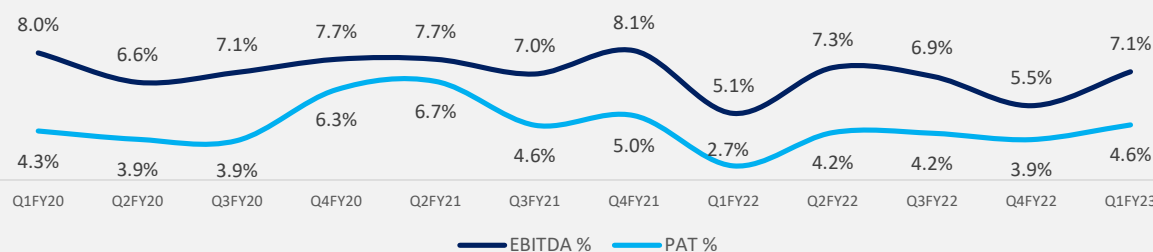
- Strengthened Net worth
- Maintenance of high liquidity
- Improvement in Working Capital owing to better Debtors Management

## Quarterly Performance Trend

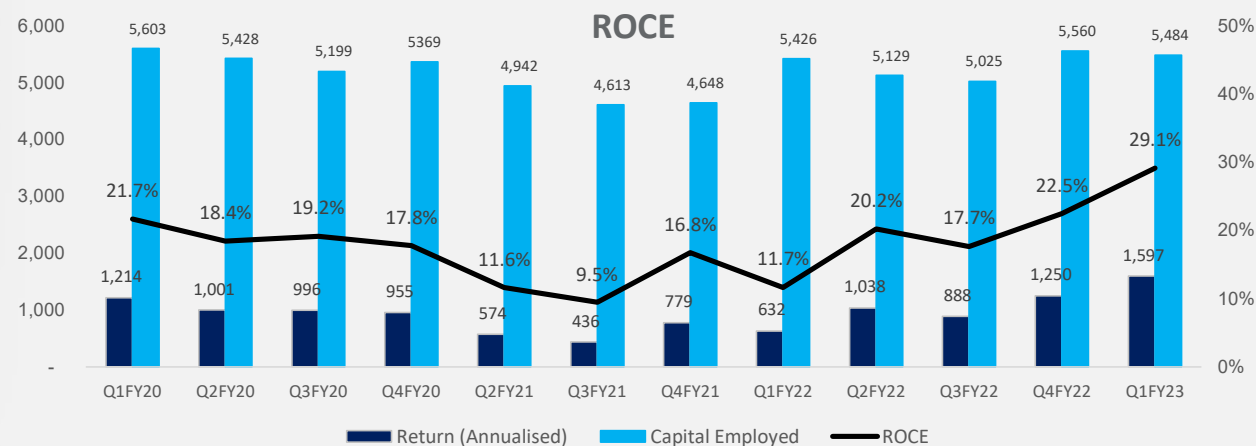
### Revenue (Mn)



### Margins



### ROCE



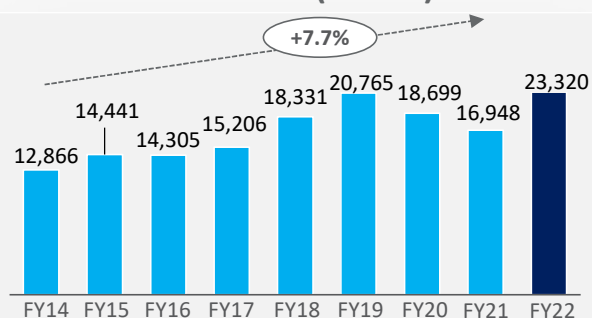
## PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q1 FY23	Q1 FY22	YoY	Q4 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	7,209	4,518	59.6%	6,843	5.3%	23,320	16,948	37.6%
Raw Material	5,517	3,395		5,334		17,863	12,653	
Employee Expenses	441	393		420		1,597	1,474	
Other Expenses	743	499		712		2,401	1,796	
EBITDA	509	232	119.3%	377	34.8%	1,459	1,025	42.3%
Other Income	61	44		108		262	243	
Interest	14	19		2		43	65	
Depreciation	112	99		107		414	424	
PBT	445	158	181.3%	377	17.9%	1,265	779	62.3%
Tax	116	38		108		369	176	
PAT	329	120	174.3%	269	22.3%	895	603	48.5%
EPS	2.3	0.8		1.9		6.2	4.2	

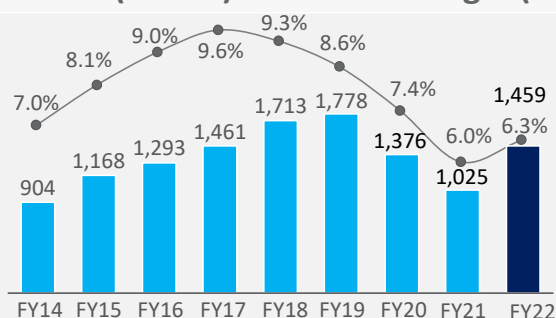
YOY : Despite of severe pressure on commodity and other inflationary increases, margins have been maintained.

# Financial Track Record

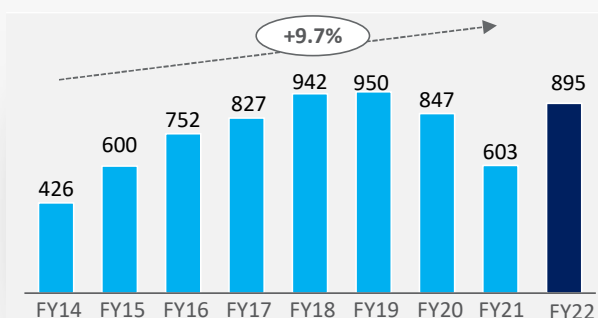
## Revenue (Rs Mn)



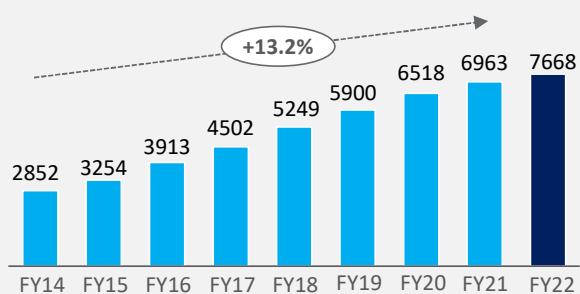
## EBITDA (Rs Mn) & EBITDA Margin (%)



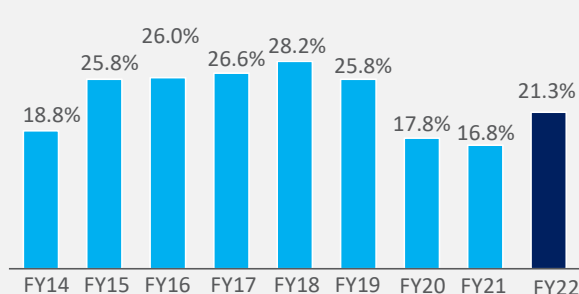
## PAT



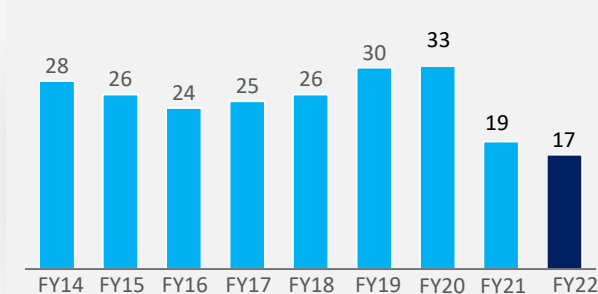
## Net worth (Rs Mn)



## RoCE (%)



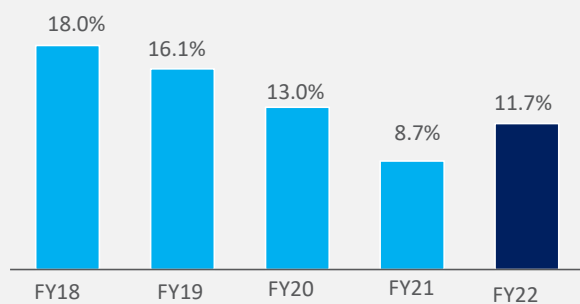
## Net Working Capital Days



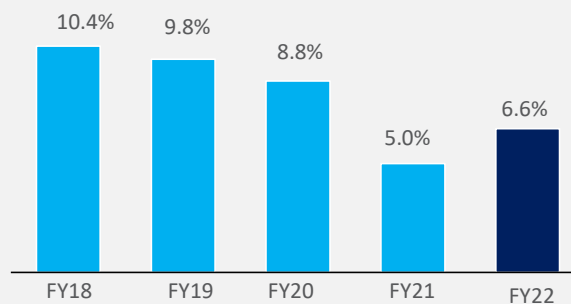
^Note: Financials for FY17-22 as per IND-AS

## Key Ratios

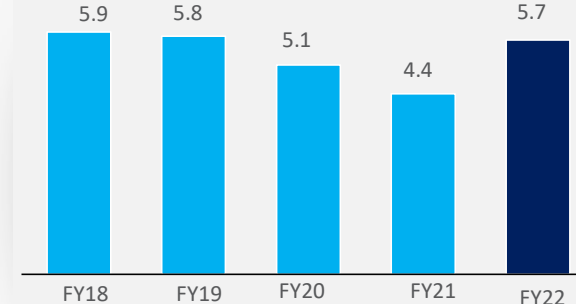
### Return on Equity (%)



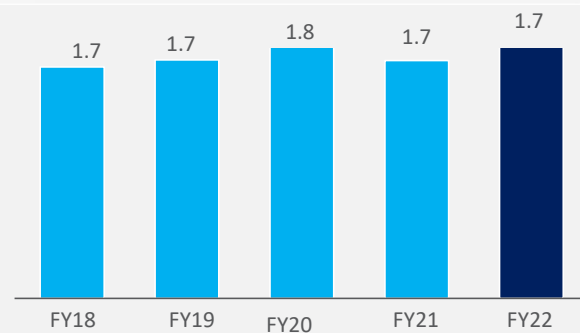
### Return on Assets (%)



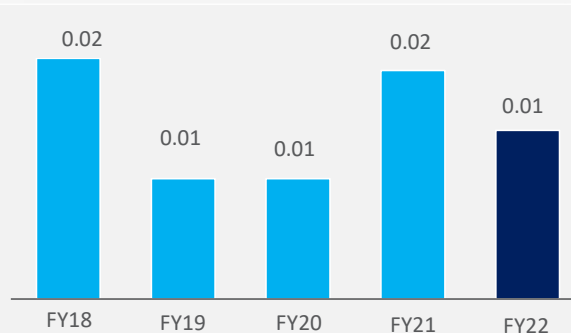
### Fixed Asset Turnover (x)



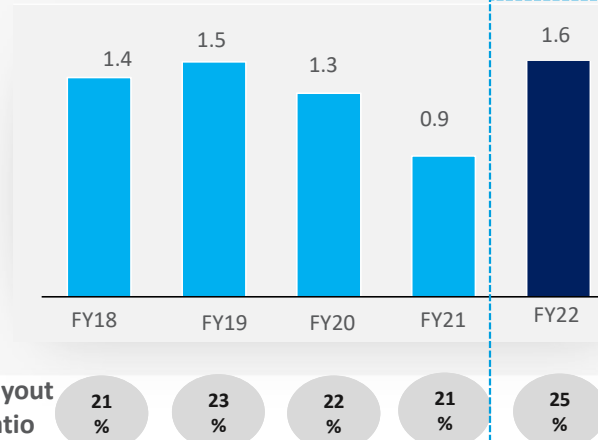
### Current Ratio (x)



### Debt : Equity Ratio



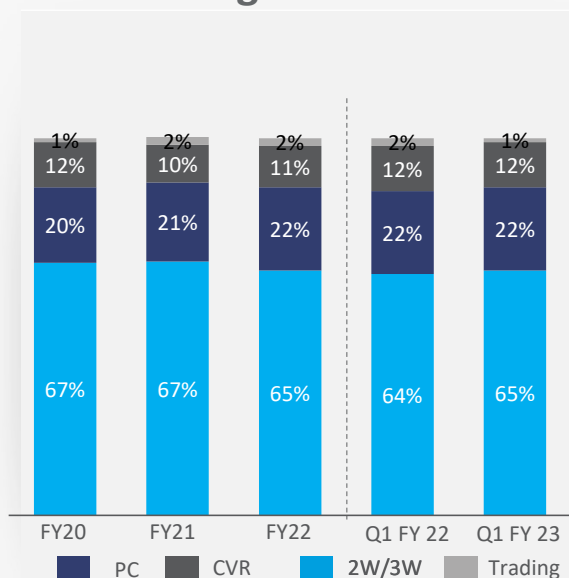
### Dividend\* (Rs/share) & Pay-out (%)



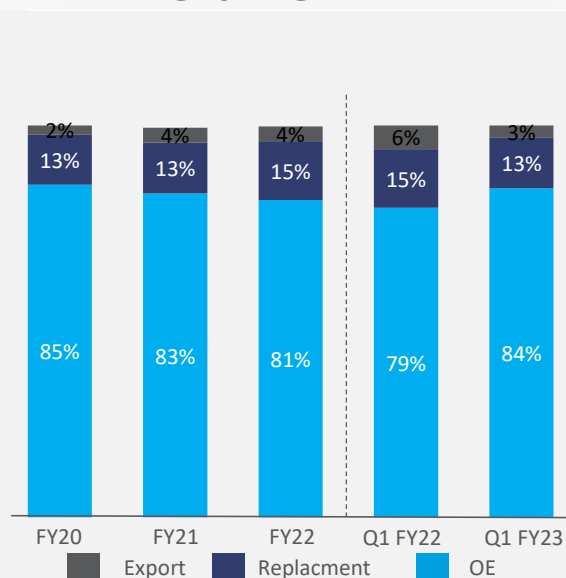
\*Dividend excluding Dividend Distribution Tax

## REVENUE MIX (INC. TRADING)

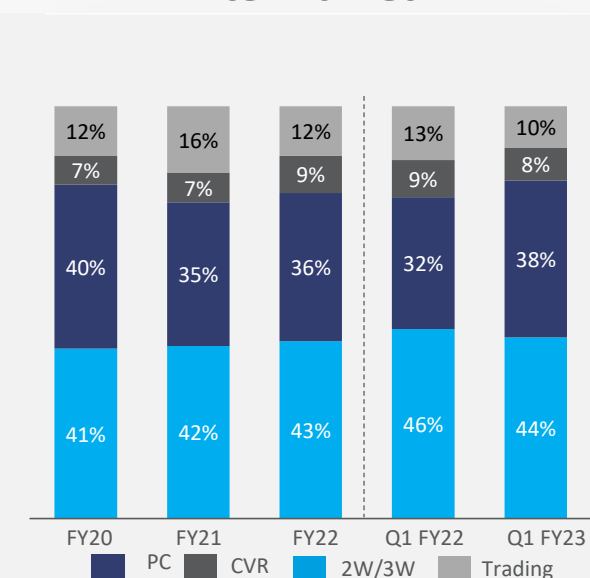
### Segment Mix



### Channel Mix



### Aftermarket



- CV volumes have started improving from Oct'2021
- Improvement in CVR Volumes in Q1 FY23 (12%) compared to Q4 FY22 (11%)
- After market have increased from 12% (Q4 FY22) to 13% (Q1 FY23)



## 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, Ather, Okinawa

### Market Update

- As per SIAM data, the 2W sales grew by 38% YoY and 3W grew by 6 % YoY respectively in Q1 FY23
- Within the 2W segment, Scooters grew by 81%, Motorcycles grew by 27% and Mopeds grew by 69% in Q1 FY23

### Future Development

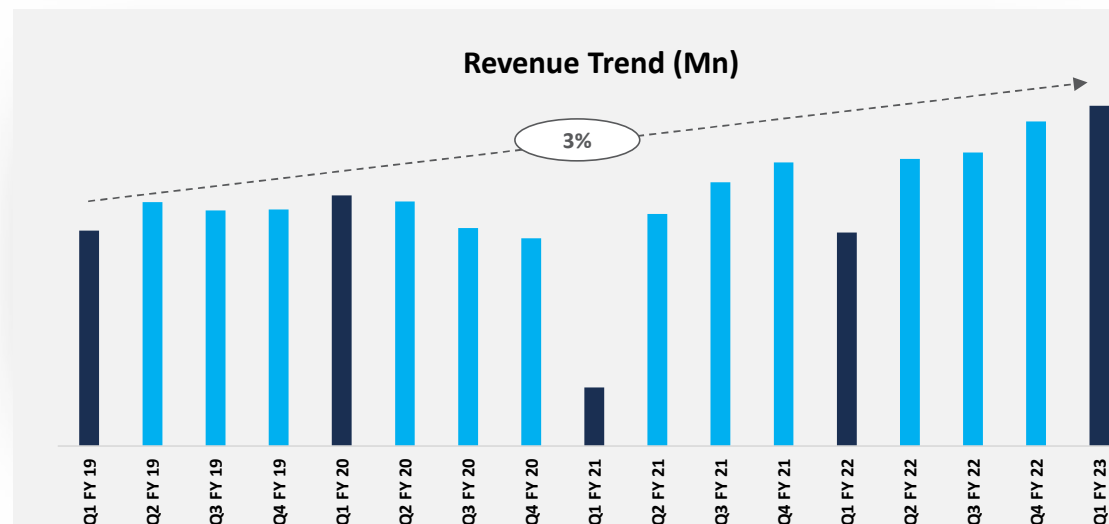
- Electric Vehicles
- 2W - Okinawa, Ather, Ampere, Hero Electric
- 3W – Bajaj, M&M, TI , Hero Cycles

### Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto

**65%** % to Total Sales

**30%** Market Share



## BRAND GABRIEL: WELL- ENTRENCHED AMONGST ALL 2W/3W EV PLAYERS



**AMPERE**  
By GREAVES

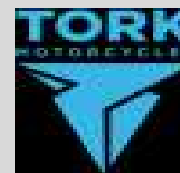


HEROelectric

OLA ELECTRIC



PIAGGIO



**Mahindra**  
ELECTRIC

# 13%

Maharashtra's EV sales accounted for 13% of the overall share of EVs registered in June'22

# 60%

GIL SOB in 2W sales

# 85%

GIL growth in EV-2W segment FY 21-22 from FY 20-21

**Top Models**    **GIL presence**

- |                     |   |
|---------------------|---|
| 1. Okinawa praise   | ● |
| 2. Ampere Magnus-ex | ● |
| 3. Hero optima      |   |
| 4. Ola S1 pro       | ● |
| 5. Ather 450x       | ● |
| 6. TVS iQube        | ● |

## YTD SEGMENT PERFORMANCE – PASSENGER VEHICLES(INCL. AM)

### Performance

- Segment observed growth with new launches within key customers and SUV segment gaining traction

### New Program

- Maruti Suzuki: YXA, YFG,YWD,YOM
- Stellantis : CC21,eCC21

### Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 33 % in Q1 FY23 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de-grew by 17%, Utility Vehicle grew by 52% & Vans grew by 43% YoY in Q1 FY23

### Future Development

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

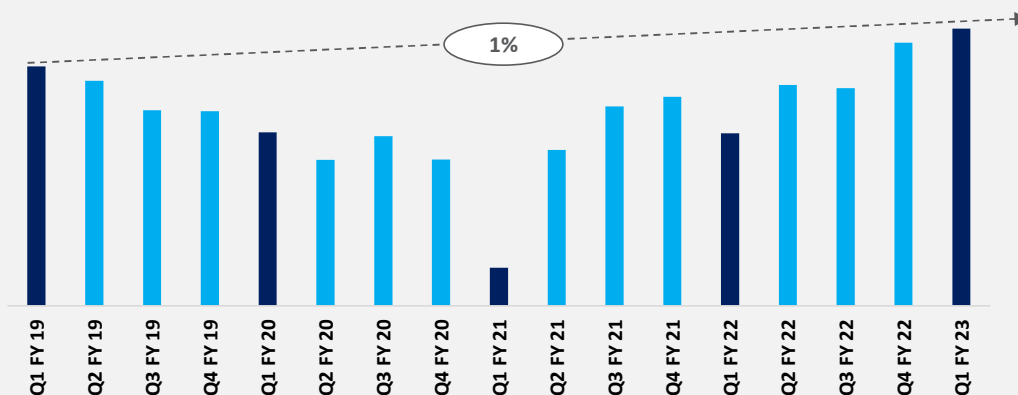
### Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

**22%** % to Total Sales

**23%** Market Share

Revenue Trend (Mn)



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

## Performance

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

## New Program

Ashok Leyland- Phoenix, TML Intra & Mahindra New Bolero

## Market Update

- As per SIAM data, the overall commercial vehicles segment registered a growth of 88% in Q1 FY23 as compared to Q1 FY22
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 114% YoY and Light Commercial Vehicles (LCVs) grew by 77% YoY in Q1 FY23

## Future Development

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

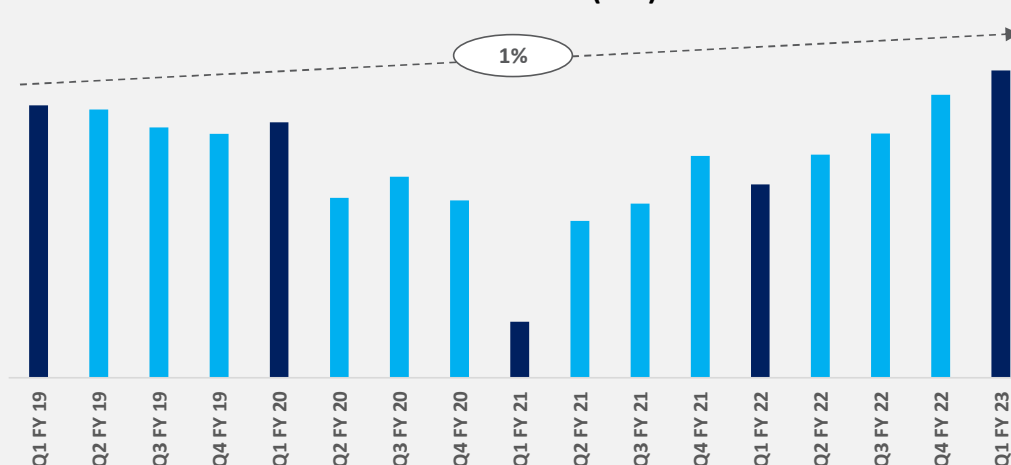
## Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland

**11%** % to Total Sales

**89%** Market Share

Revenue Trend (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 50% of growth over Q1 21-22 sales. Highest ever sale recorded in Q1 22-23 – 984 MINR.
- Impressive growth of 78% in Q1 22-23 against Q1 21-22 in PCBU segment.
- Completed successfully 4 IT Enablement projects.

### Widest Product Range

- Launched 45 SKU's in Q1 22-23.
- More than 1166 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

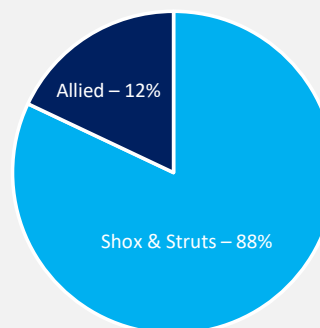
### Presence Through Allied Products

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

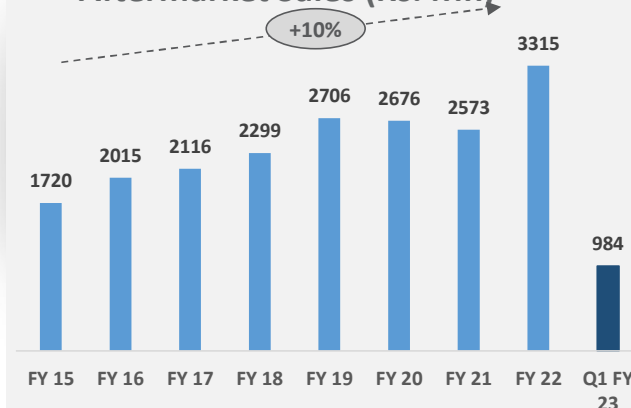
### Focus Areas & Outlook

- 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 on Elite Workshop Programme in 22-23 to strengthen the brand
- 4 IT projects Successfully implemented, 2 are in pipeline. Target to become 100% IT enabled in next 2 years
- Focus on Latin American & African markets for Quantum growth in Export's sales

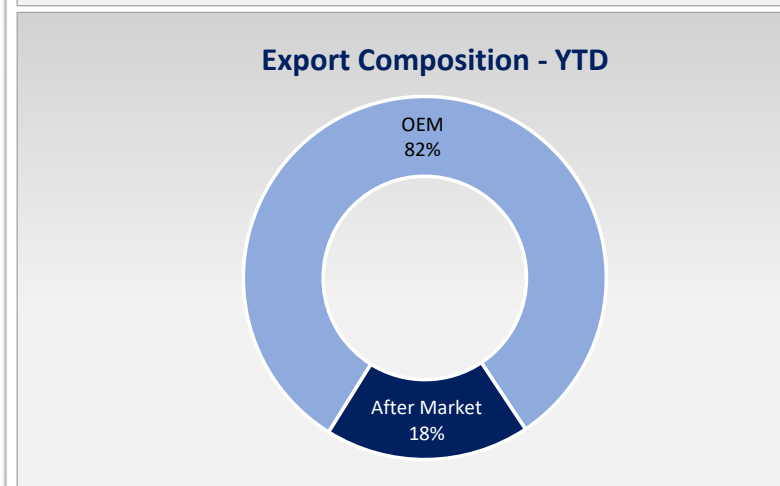
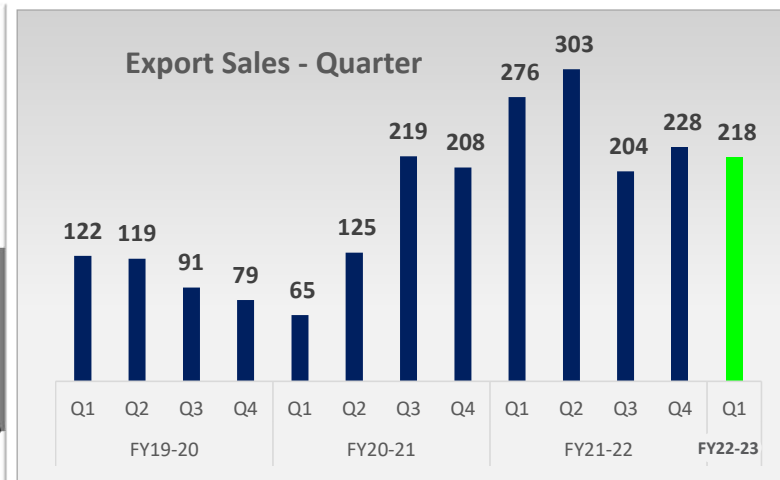
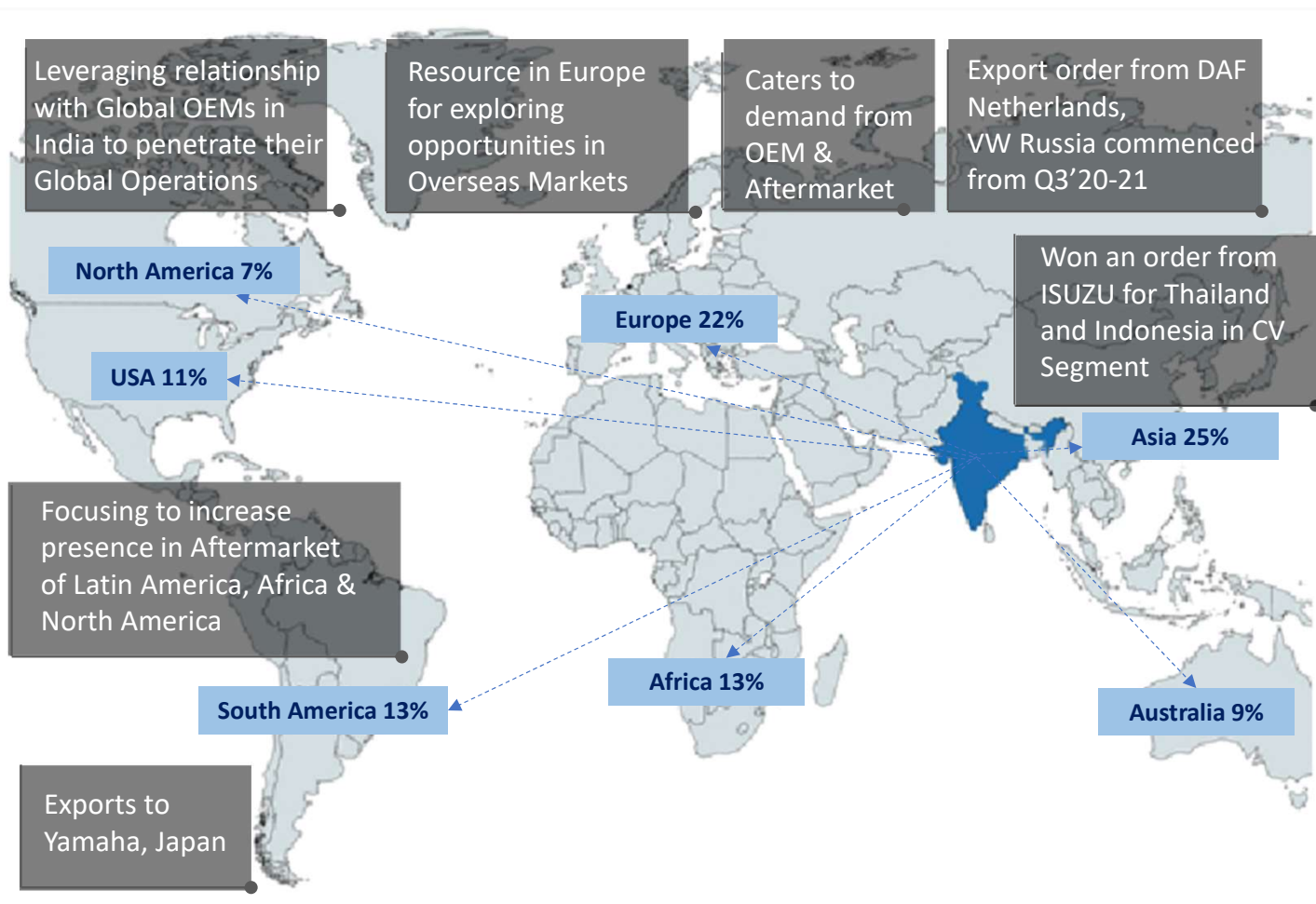
### After Market Parts



### Aftermarket Sales (Rs. Mn)



## CREATING GLOBAL PRESENCE THROUGH EXPORTS





## Balance Sheet

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

- 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

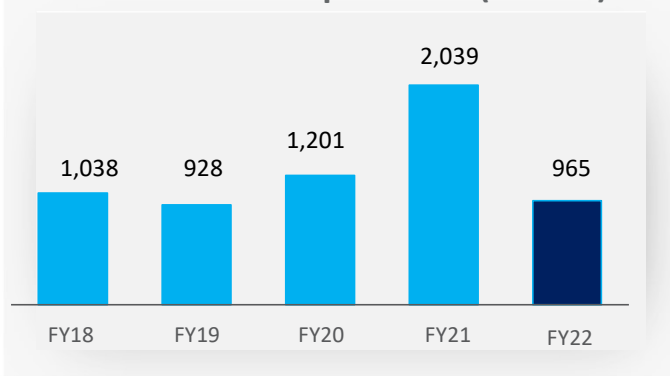
Equity and Liabilities (Rs. Mn.)	Mar-22	Mar-21
Equity	7,668	6,963
Non-Current Liabilities	403	429
Current liabilities	5,460	4,563
<b>Total Equity and Liabilities</b>	<b>13,531</b>	<b>11,955</b>

### Capex for FY22

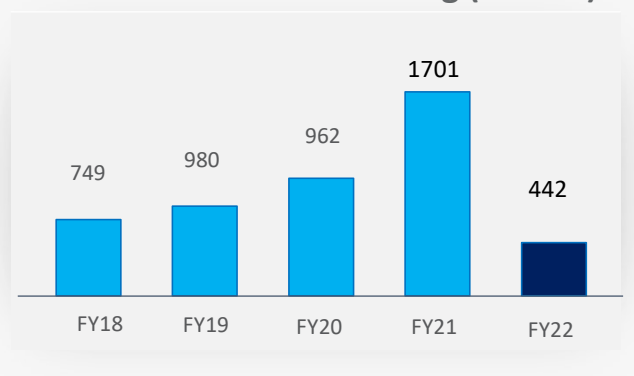
- Hosur for OLA & Nest project
- Chakan - Tech Centre, W601, MQB & ZLD project
- Expansion in Casting Plant - Nest project
- Expansion in Dewas Plant – Rod division & Paint line

# Cash Flows

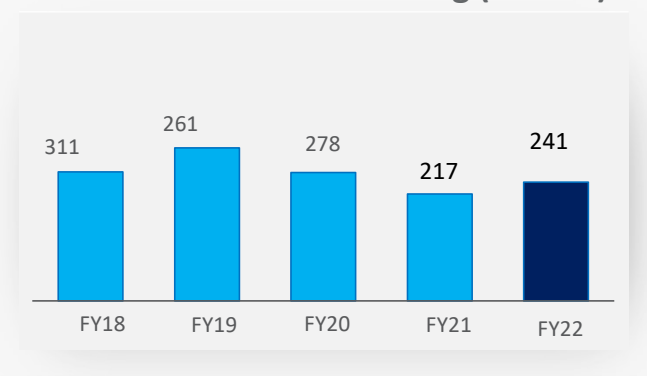
## Cash Flow from Operations (Rs. Mn)



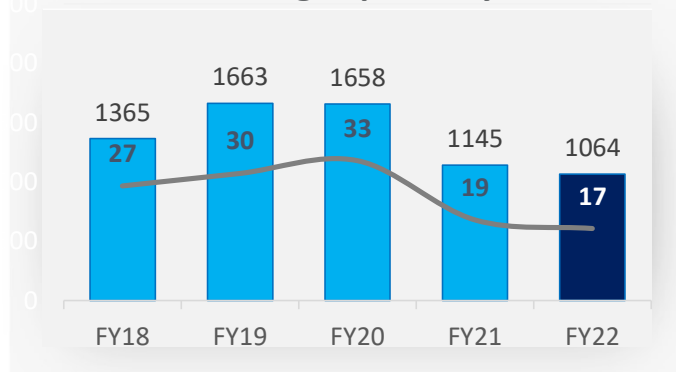
## Cash Flow used in Investing (Rs. Mn)



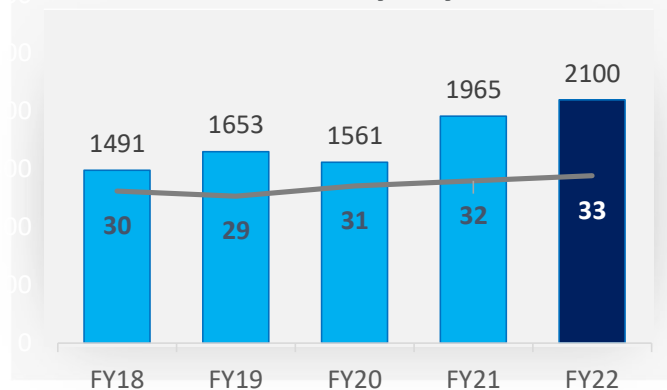
## Cash Flow used in Financing (Rs. Mn)



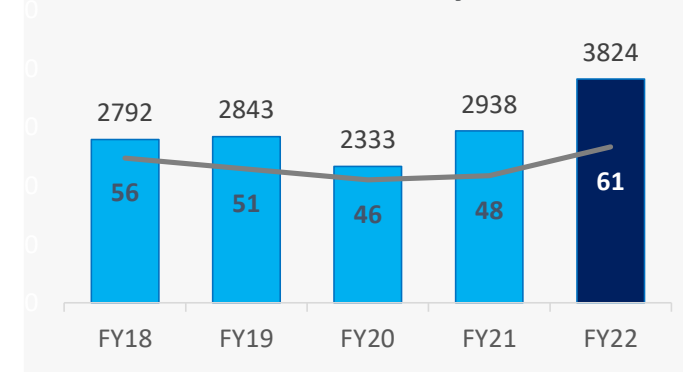
## Working Capital Days



## Inventory Days

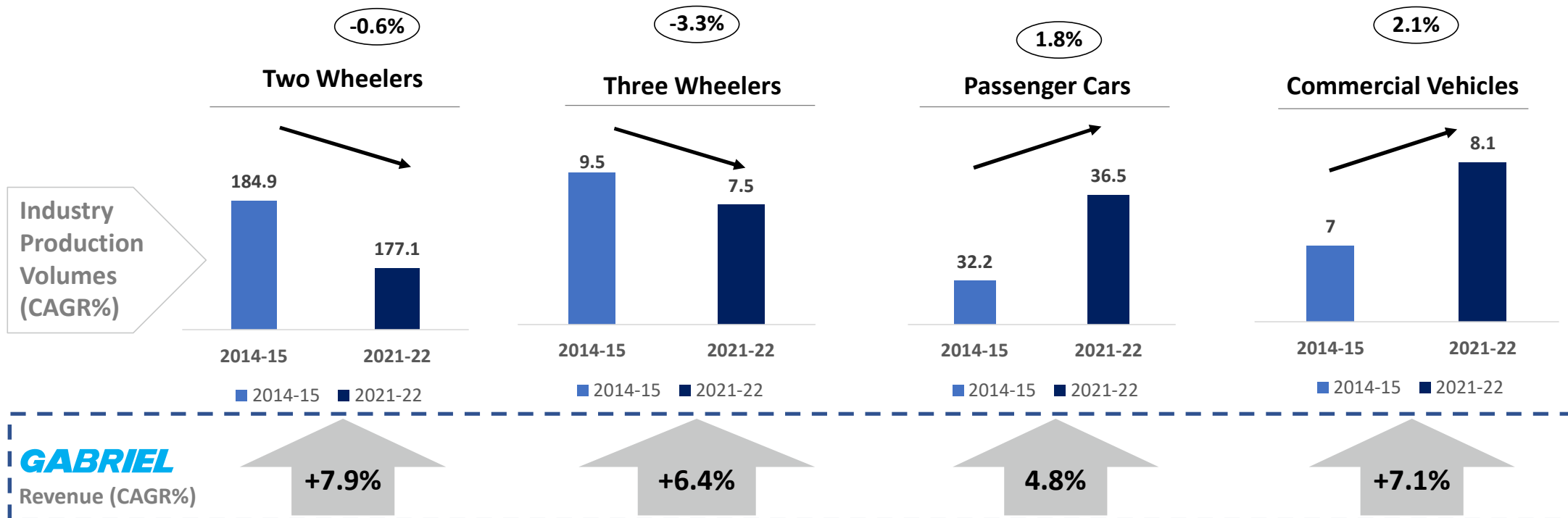


## Debtors Days



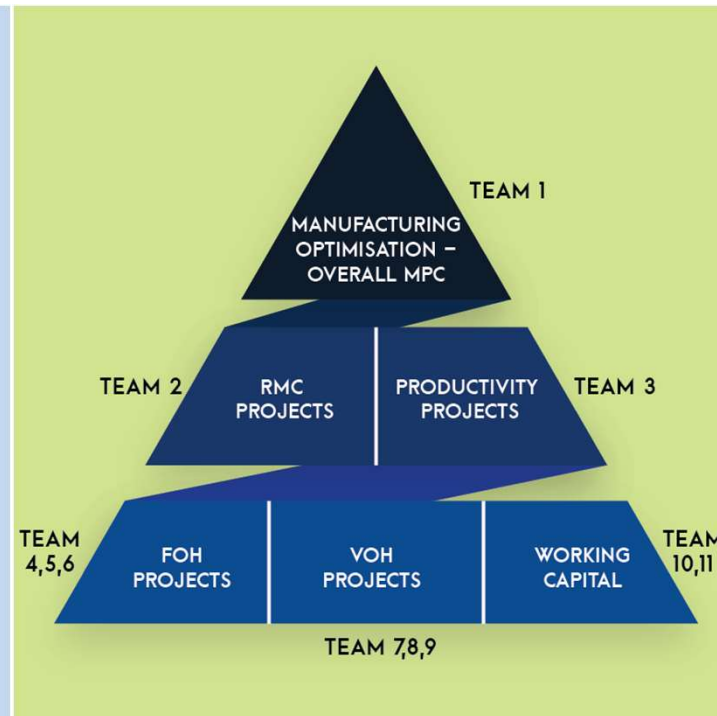
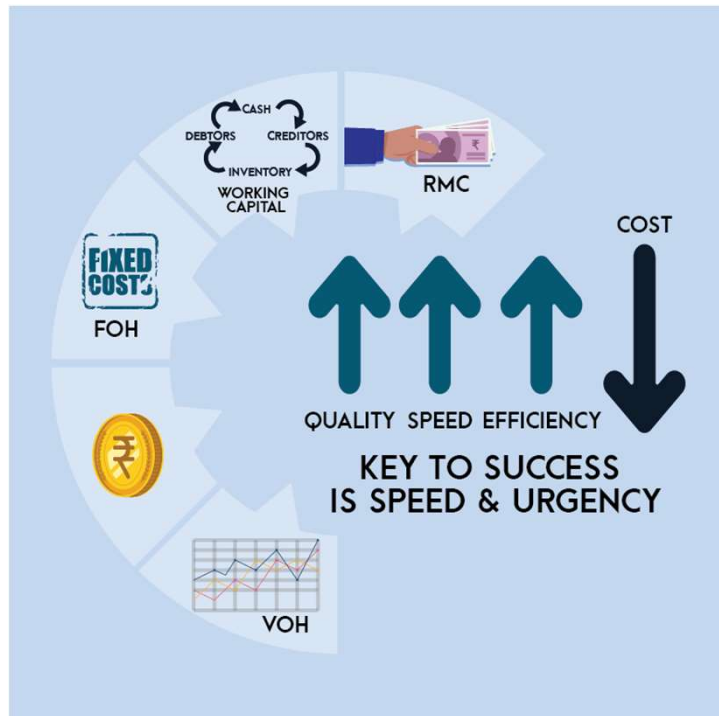
FY 21 - Days calculation basis 274 days (July 20 to Mar 21)

## 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



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

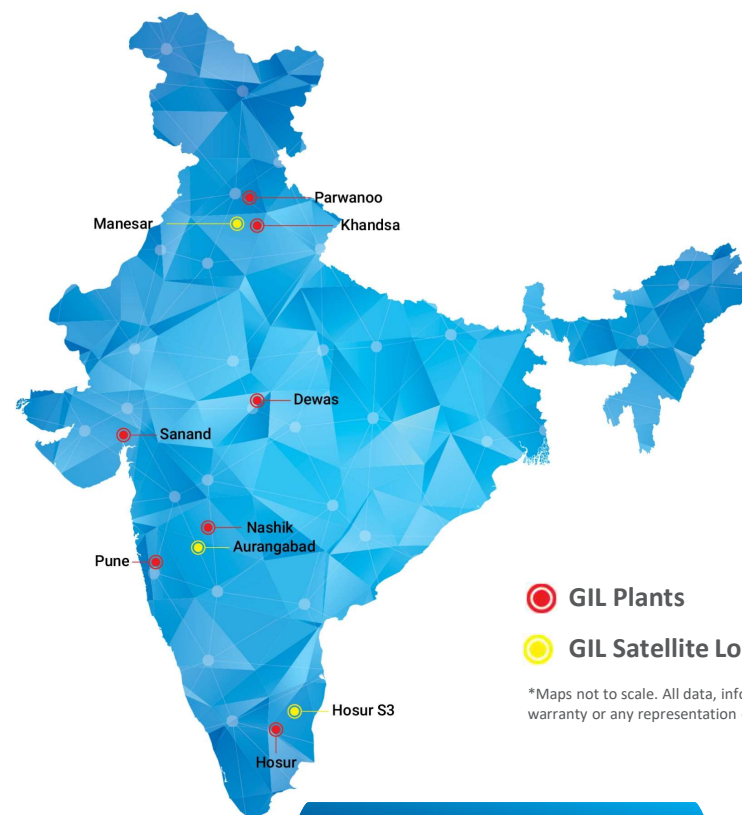


#90  
OVERALL

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



● GIL Plants

● GIL Satellite Locations

\*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

7+3 (satellite plants)

Manufacturing Plants

25

Countries of Presence

75

Patents Filed

664

Distributors

3,829

Employees (Average)

## 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

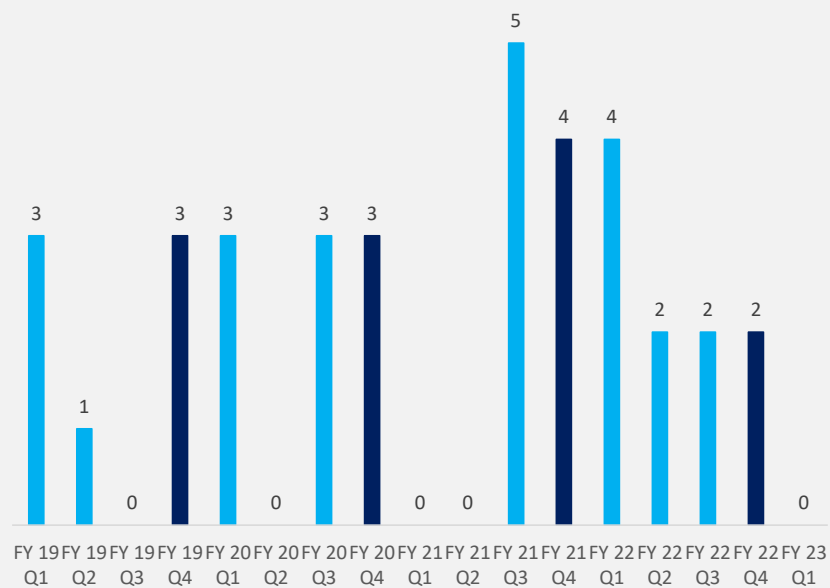


ISUZU Mahindra  
Rise.

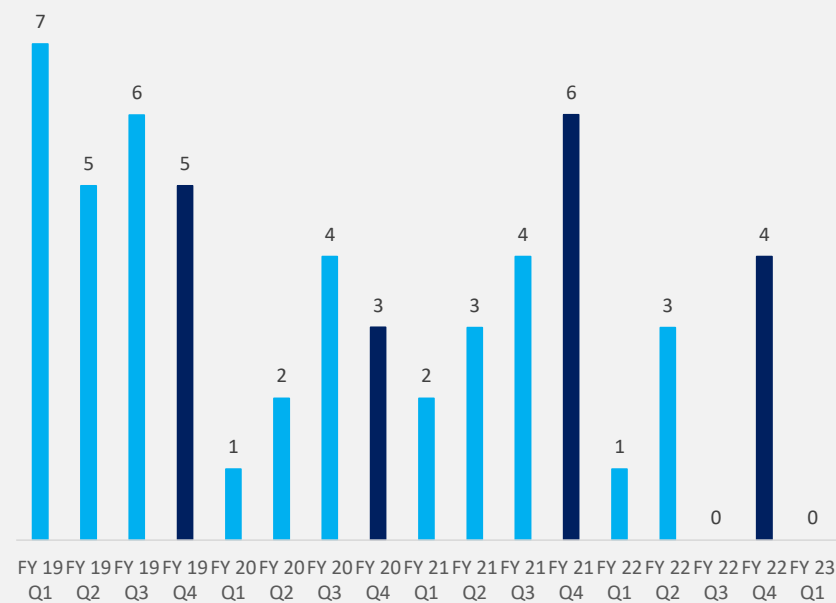


## SAFETY DEVELOPMENT

### 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

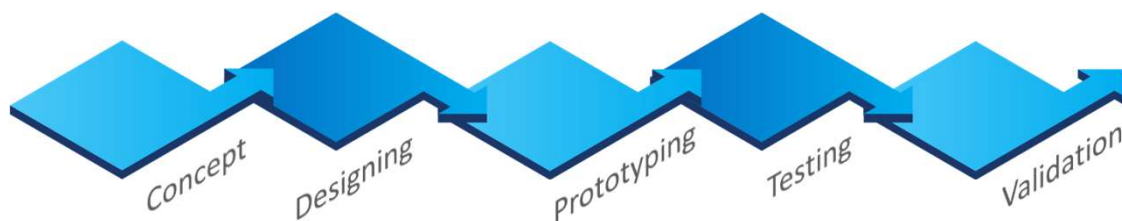
### 2012

- **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

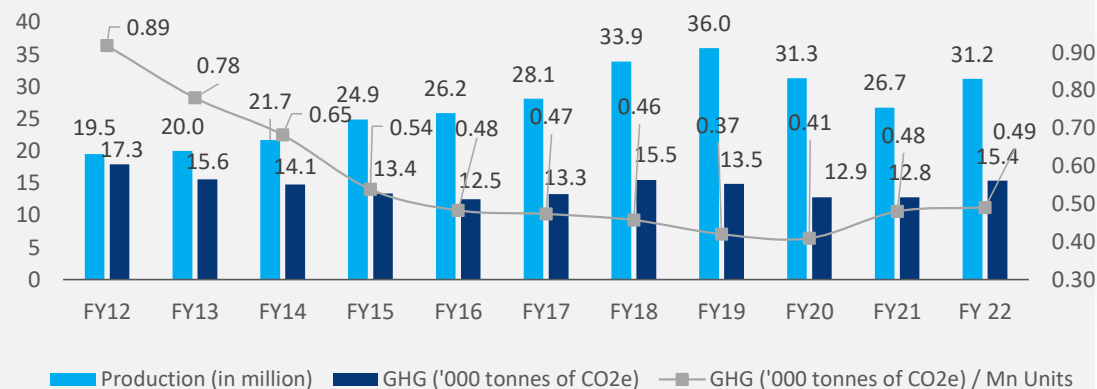
- In-house facility for customers for ride tuning of vehicles
- Advanced damper technology for the enhanced user experience
- CO2 footprint reduction through product light weighting and use of green technologies
- Virtual analysis for structural durability assessment of components
- Implementation of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

# R&D, INNOVATION AND TECHNOLOGY: ESSENTIAL COMPONENTS FOR STRATEGIC EVOLUTION

At Gabriel India, our constant endeavors towards investing in R&D, innovation and technology are considered integral to our continuous improvement process.

Our R&D technology centres at Hosur and Chakan ( recently launched) are recognised by the Department of Scientific and Industrial Research (DSIR), part of the Ministry of Science and Technology.

## END-TO-END PRODUCT DEVELOPMENT CAPABILITIES



## KEY FOCUS AREAS



75

Patent Filed

60

R&amp;D Specialists

## ELEMENTS OF 3-PILLARS





## GABRIEL TECH CENTRE: POWERING OUR FUTURE, DRIVING POSSIBILITIES



Gabriel India Tech Centre at Chakan, Pune, is a world-class Product Engineering & Test facility for automotive shock absorber products in passenger cars, commercial vehicles and railway coaches.

The Technology Centre includes following facilities for research-driven, customer centric innovation.

- Servohydraulic Performance test rigs
- Servohydraulic Durability test rigs
- Customised customer specific test rigs
- Noise, vibration and harshness-checking capability
- Vehicle noise evaluation track
- Corner module test rig
- Data acquisition systems
- Analysis & Simulation software
- Product Data Management (PDM) software
- Mobile Damper Tuning (MDT) facility for vehicle development

Technology Collaboration:



## 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

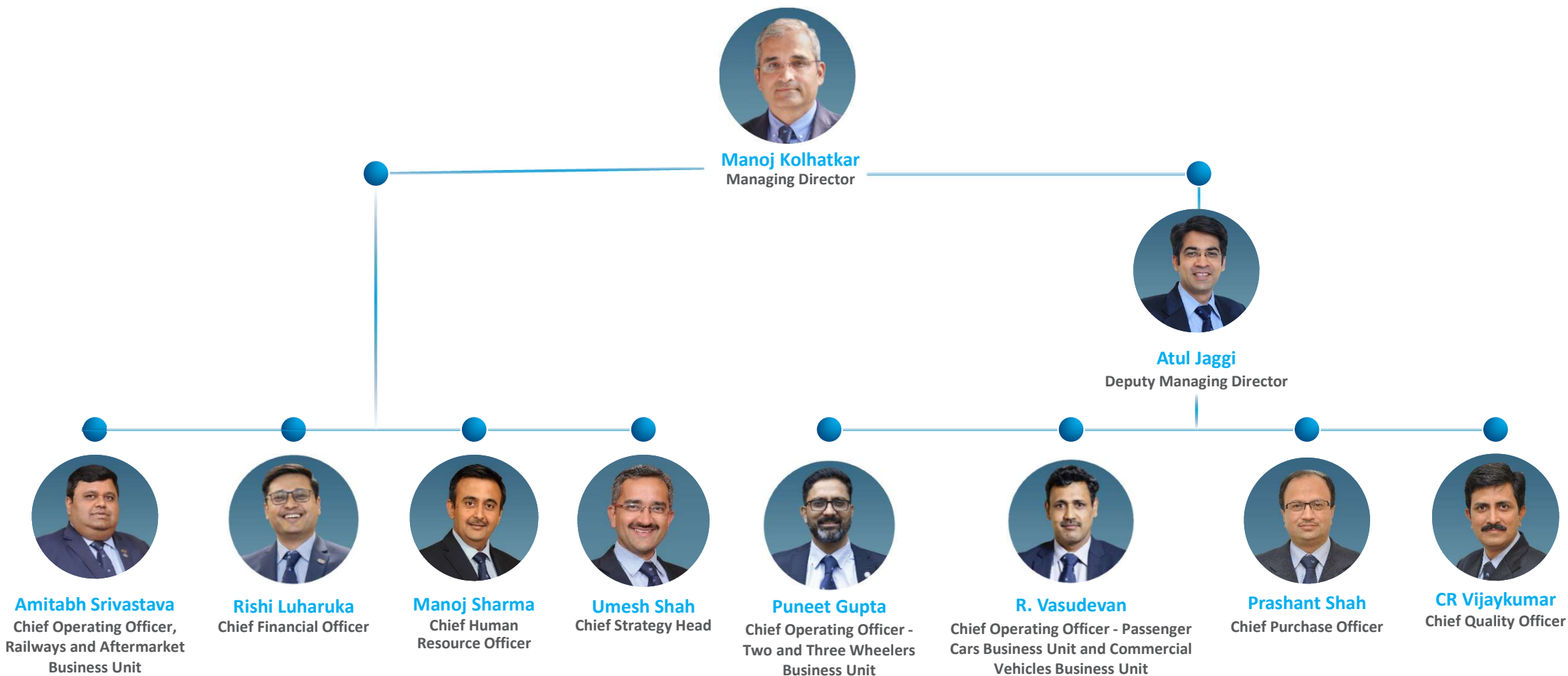


**Pallavi Joshi Bakhru**

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)



Periodic Cost Reduction Award By  
Suzuki Motor India



**ASHOK LEYLAND**

Aapki Jeet. Hamari Jeet.

Supplier Samrat National runner  
up in Proprietary



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 41<sup>st</sup> 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 QC Competition 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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**Investor Relations Advisors :**

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