

Gabriel India Ltd.

Investor Presentation

11th November 2022

SAFE HARBOR

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Strategy Going Forward

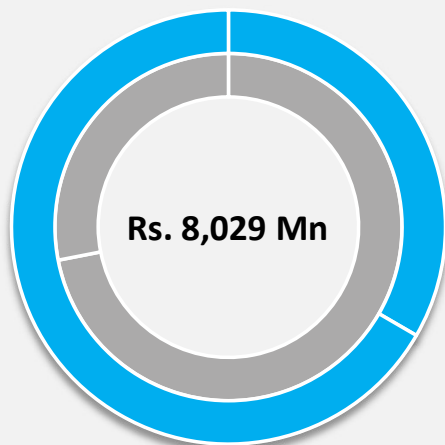


Q2 FY23 Result Update

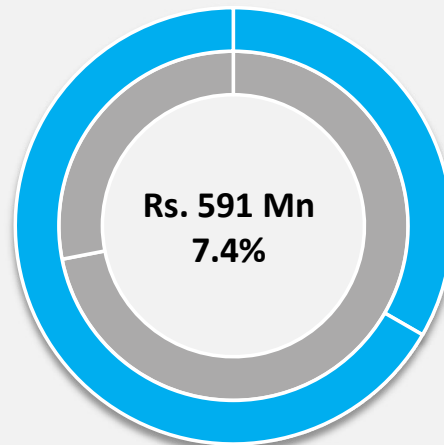
FINANCIAL HIGHLIGHTS – Q2 FY23

Q2 FY23

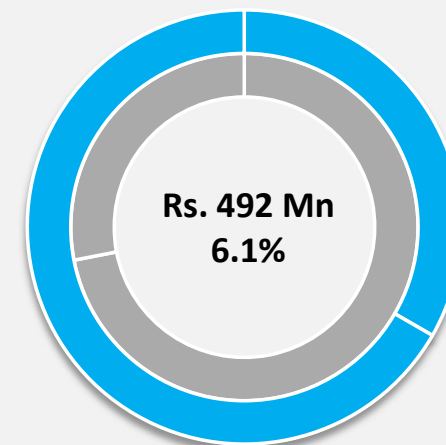
Revenue



EBITDA



PBT



Q1 FY23

Rs. 7,209 Mn

Q4 FY22

Rs. 6,843 Mn

Q1 FY23

Rs. 509 Mn / 7.1%

Q4 FY22

Rs. 377 Mn / 5.5%

Q1 FY23

Rs. 445 Mn / 6.2%

Q4 FY22

Rs. 377 Mn / 5.5%

FINANCIAL HIGHLIGHTS – Q2 FY23

Revenue

Rs. 8,029 Mn

as compared to Rs. 5,897 Mn in
Q2 FY23 (Y-o-Y 36.1%)

EBITDA

Rs. 591 Mn (7.4%)

as compared to Rs. 430 Mn in
Q2 FY23 (Y-o-Y 37.4%)

PBT

Rs. 492 Mn (6.1%)

as compared to Rs. 361 Mn
Q2 FY23 (Y-o-Y 36.5%)

Balance Sheet

Net Cash position of Rs. 2,513 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 255 Mn as compared
to Rs. 48 Mn inflow in Q1 FY23

Capex

Capex incurred during the period
Rs. 253 Mn

FINANCIAL HIGHLIGHTS – H1 FY23

Revenue

Rs. 15,238 Mn

as compared to Rs.10,415 Mn
in H1 FY23 (Y-o-Y 46.3%)

EBITDA

Rs. 1,099 Mn (7.2%)

as compared to Rs. 662Mn in
H1 FY23 (Y-o-Y 66.1%)

PBT

Rs. 937 Mn (6.1%)

as compared to Rs. 519 Mn
in H1 FY23 (Y-o-Y 80.6%)

Balance Sheet

Net Cash position of Rs. 2,513 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 255 Mn as compared
to Rs. 297 Mn inflow in H1 FY22

Capex

Capex incurred during the period
Rs. 466 Mn

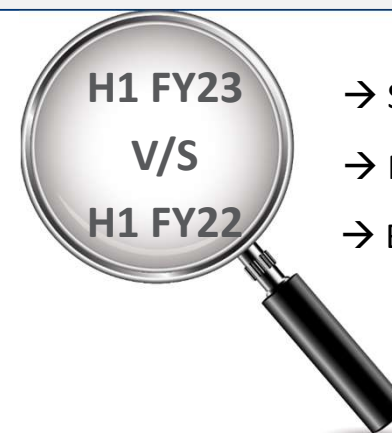
FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q2 FY23	Q2 FY22	YoY	Q1 FY23	QoQ	FY22	FY21	YoY
Revenue from Operations	8,029	5,897	36.1%	7,209	11.4%	23,320	16,948	37.6%
Gross Margin (%)	23.0%	24.0%	-1.0%	23.5%	-0.5%	23.4%	25.3%	-1.9%
EBITDA Margin (%)	7.4%	7.3%	0.1%	7.1%	0.3%	6.3%	6.0%	0.3%
Net Margin (%)	4.6%	4.2%	0.4%	4.6%	0.0%	3.8%	3.6%	0.2%

Balance Sheet (Rs. Mn)	H1 FY23	H1 FY22	FY22	FY21
Net worth	8,198	7,239	7,668	6,963
Gross Debt	120	138	129	147
Liquid Investments	2,513	2,573	2,791	2,687
Fixed Assets	4,157	3,937	4,027	3,779

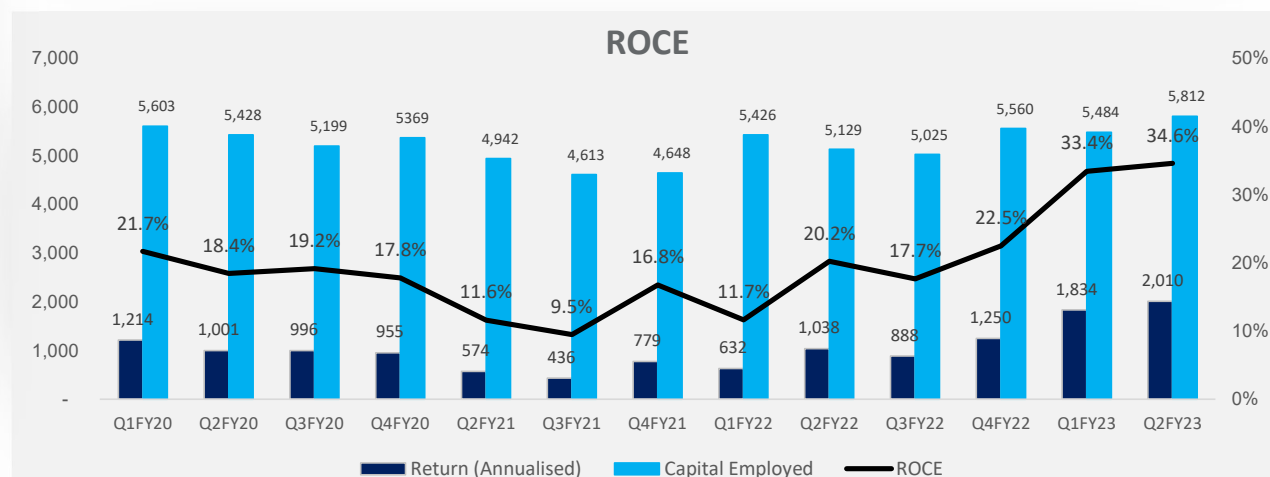
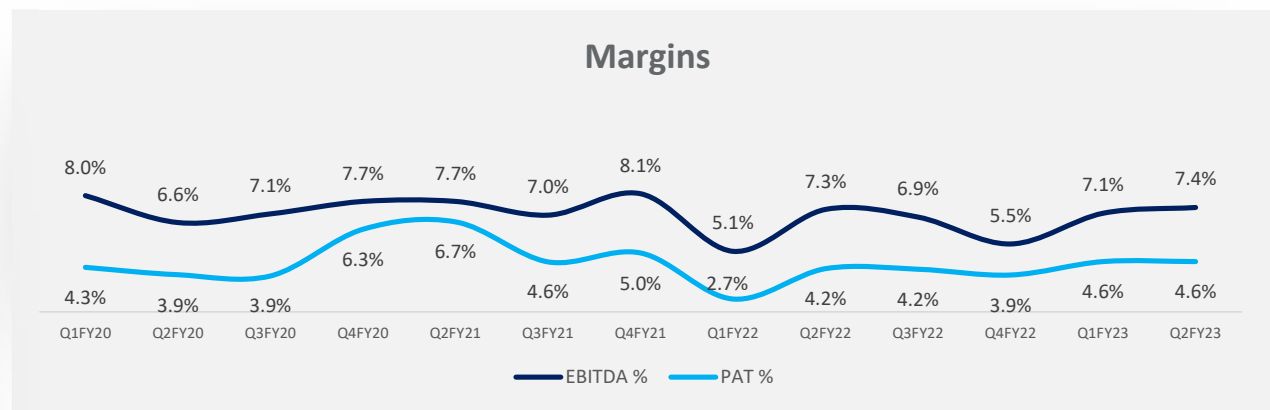
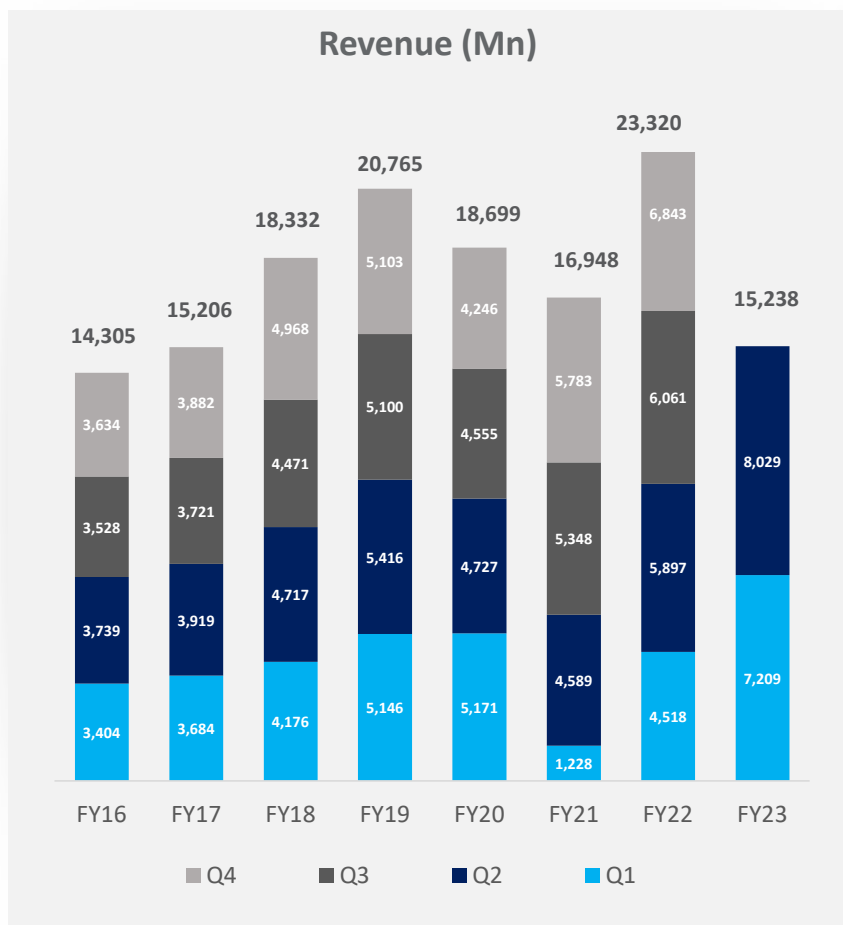
Key Performance Indicators	H1 FY23	H1 FY22	FY22	FY21
Net Working Capital (days)	21	17	17	19
ROIC (%)	33.1%	23.0%	26.1%	19.1%
Cash Flow from Operations Inflow/(Outflow)	255	297	965	2,039

H1 FY23 vs H1 FY22



- Strengthened Net worth
- Maintenance of high liquidity
- Better ROIC

QUARTERLY PERFORMANCE TREND



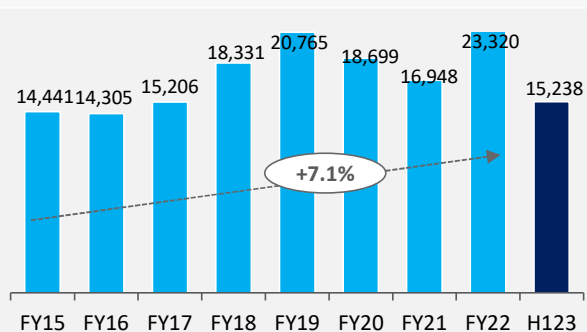
PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q2 FY23	Q2 FY22	YoY	Q4 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	8,029	5,897	36.1%	7,209	11.4%	23,320	16,948	37.6%
Raw Material	6,182	4,480		5,517		17,863	12,653	
Employee Expenses	455	397		441		1,597	1,474	
Other Expenses	800	590		743		2,401	1,796	
EBITDA	591	430	37.4%	509	16.2%	1,459	1,025	42.3%
Other Income	29	44		61		262	243	
Interest	11	15		14		43	65	
Depreciation	118	99		112		414	424	
PBT	492	361	36.5%	445	10.7%	1,265	779	62.3%
Tax	127	112		116		369	176	
PAT	366	249	46.7%	329	11.1%	895	603	48.5%
EPS	2.5	1.7		2.3		6.2	4.2	

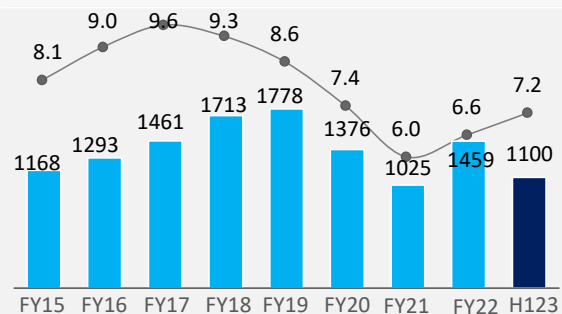
YOY : Despite of severe pressure on commodity and other inflationary increases, margins have been maintained.

FINANCIAL TRACK RECORD

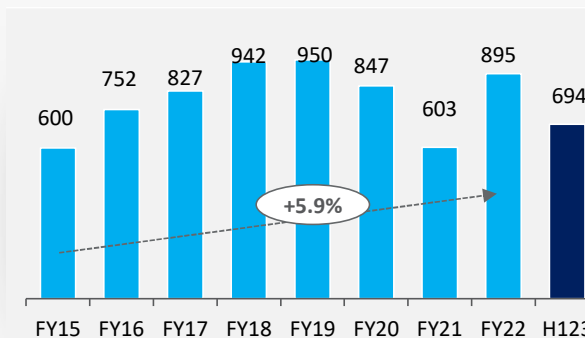
Revenue (Rs Mn)



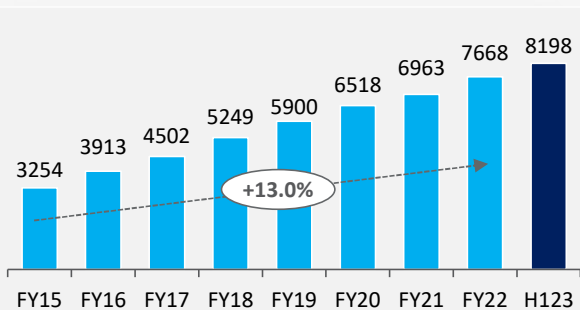
EBITDA (Rs Mn) & EBITDA Margin (%)



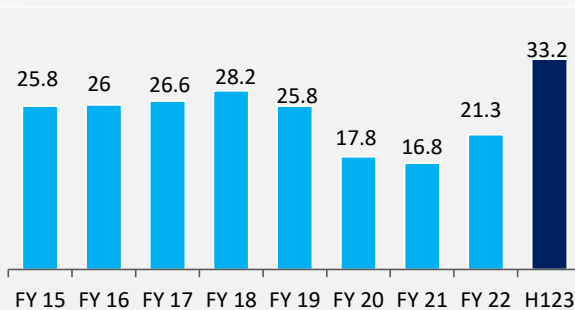
PAT



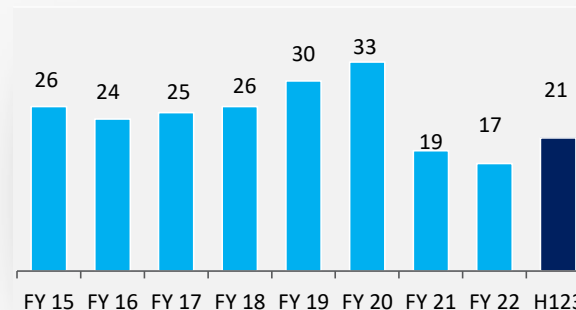
Net worth (Rs Mn)



RoCE (%)



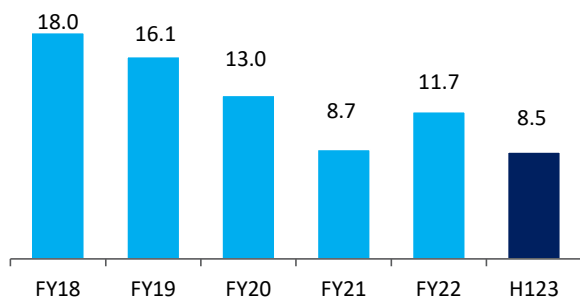
Net Working Capital Days



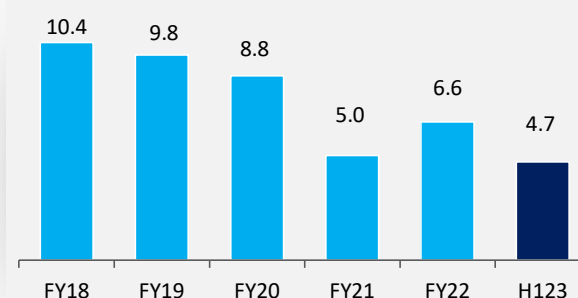
^Note: Financials for FY17-22 as per IND-AS

KEY RATIOS

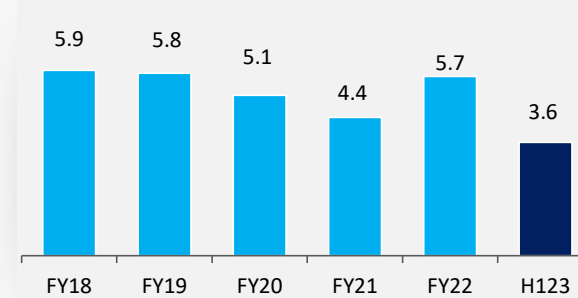
Return on Equity (%)



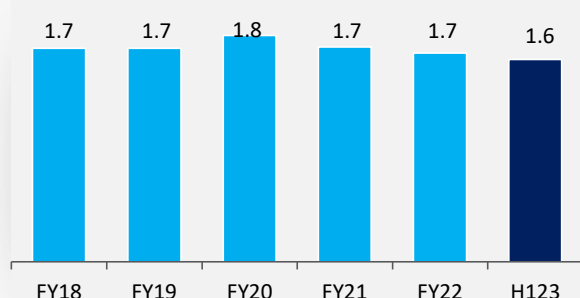
Return on Assets (%)



Fixed Asset Turnover (x)



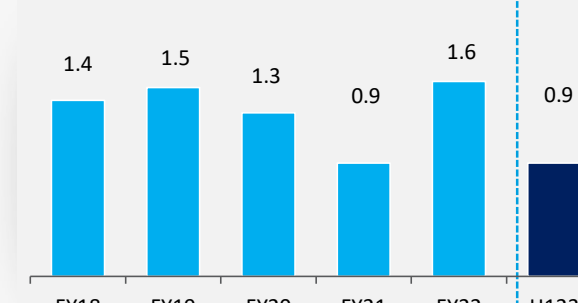
Current Ratio (x)



Debt : Equity Ratio

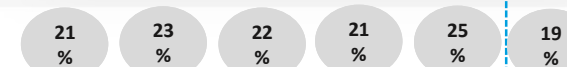


Dividend* (Rs/share) & Payout (%)

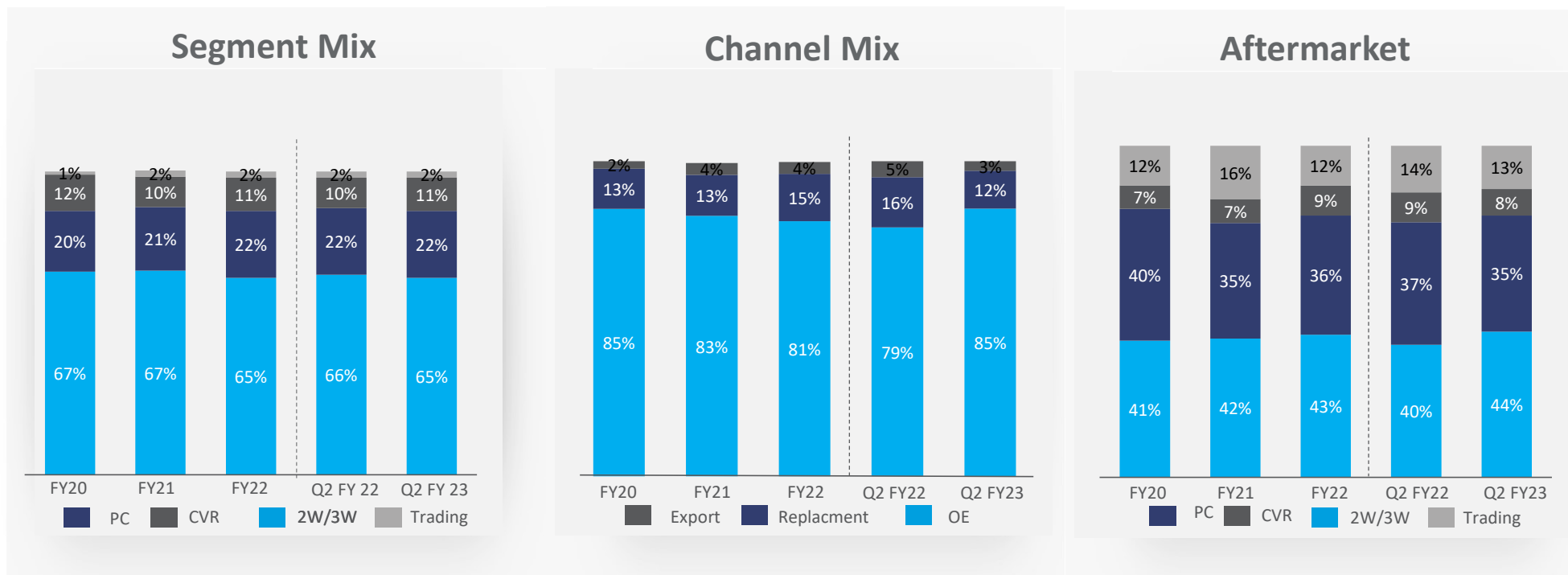


*Dividend excluding Dividend Distribution Tax

Payout Ratio



REVENUE MIX (INC. TRADING)



- CV volumes have started improving from Q2 FY21
- Improvement in CVR Volumes in Q2 FY23 (11%) compared to Q2 FY22 (10%)
- After market have increased from 12.1% (Q4 FY22) to 12.2% (Q2 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

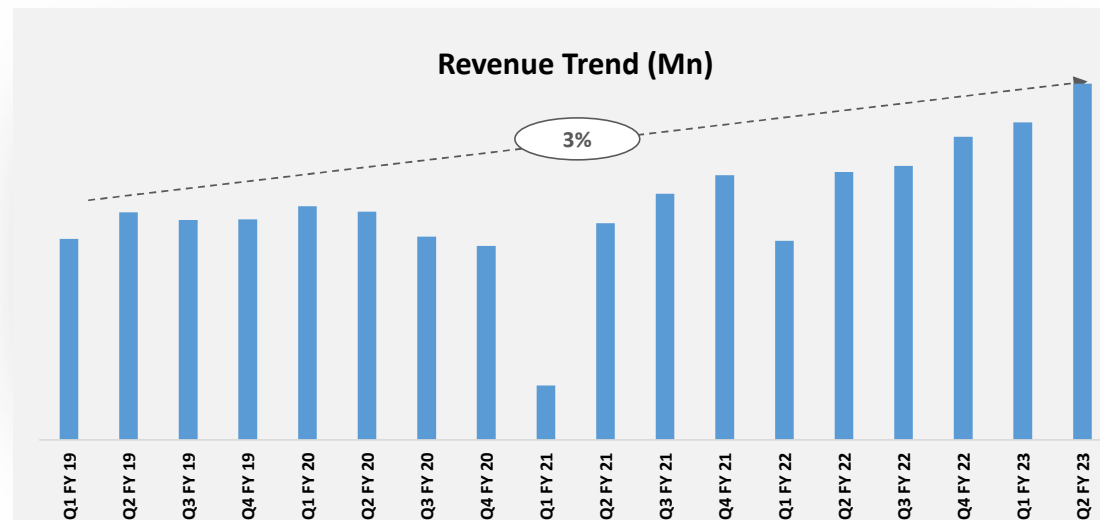
- As per SIAM data, the 2W sales grew by 8% YoY and 3W grew by 24 % YoY respectively in Q2 FY23
- Within the 2W segment, Scooters grew by 14%, Motorcycles grew by 7% and Mopeds de-grew by 34% in Q2 FY23

Future Development

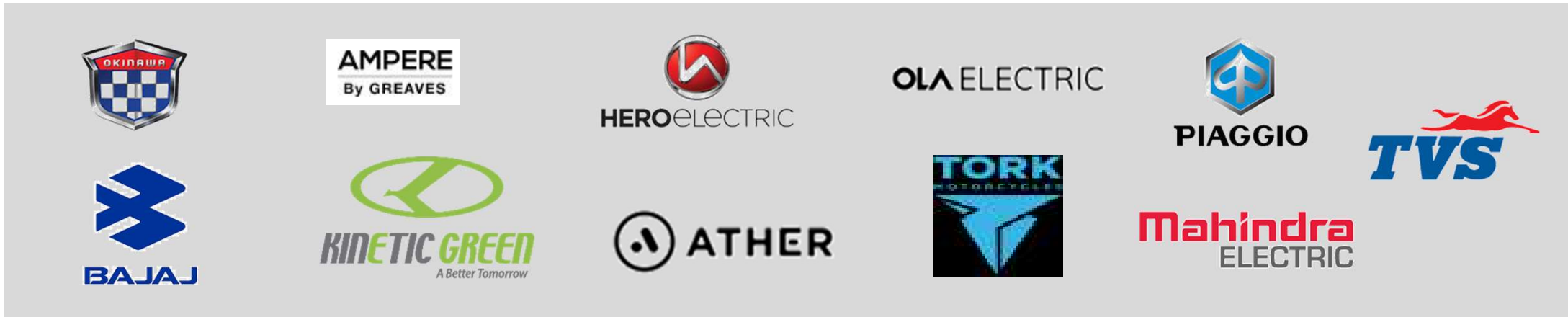
- Electric Vehicles
- 2W - Okinawa, Ather, Ampere, Hero Electric
- 3W – Bajaj, M&M, TI , Hero Cycles

Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto



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



13%

Maharashtra's EV sales accounted for 13% of the overall share of EVs registered for the quarter

66%

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 38 % in Q2 FY23 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars grew by 36%, Utility Vehicle grew by 40% & Vans grew by 35% YoY in Q2 FY23

Future Development

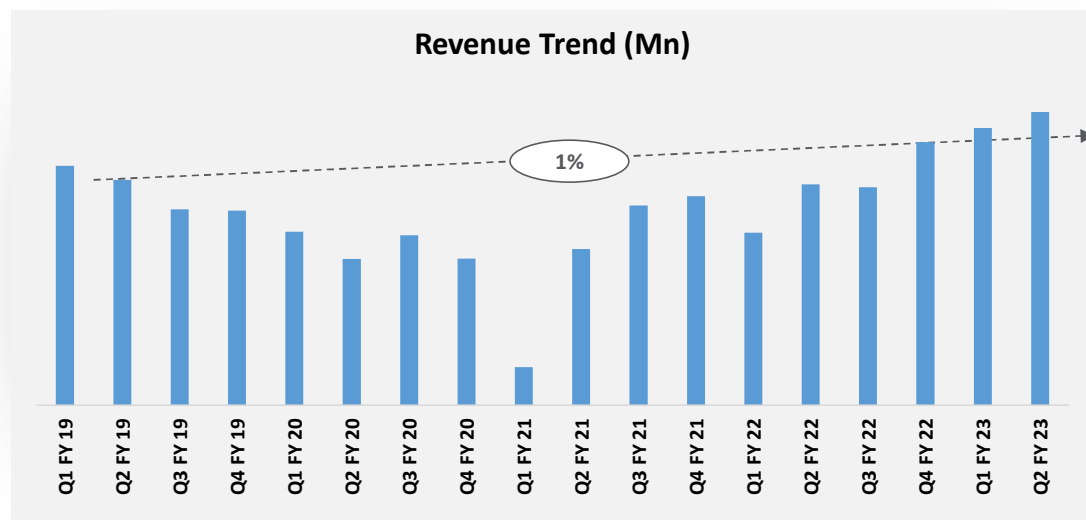
VW (1) , TML (1), Stellantis (1), M&M (1)

Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

22% % to Total Sales

23% Market Share



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

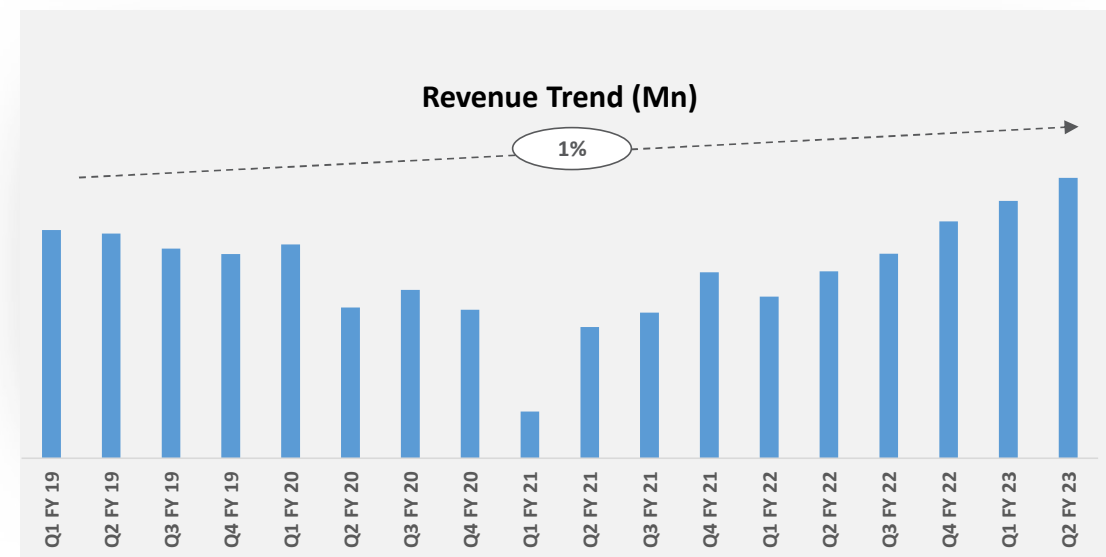
- As per SIAM data, the overall commercial vehicles segment registered a growth of 36% in Q2 FY23 as compared to Q2 FY22
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 43% YoY and Light Commercial Vehicles (LCVs) grew by 33% YoY in Q2 FY23

Future Development

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

Top 3 Customers

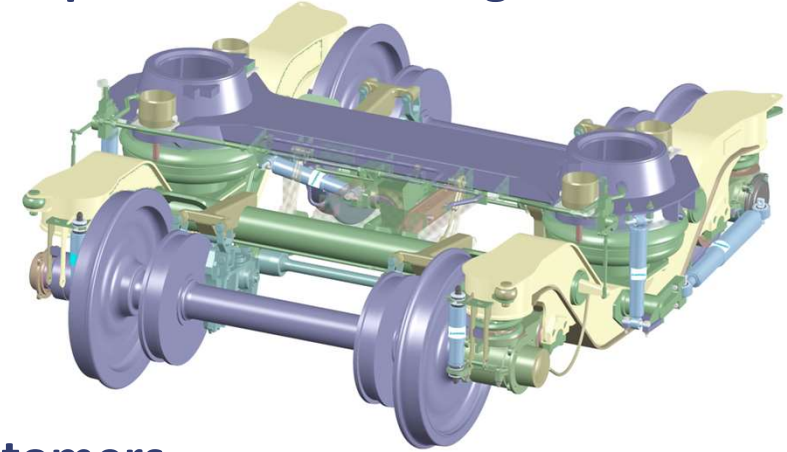
- Tata Motors, Mahindra & Mahindra, Ashok Leyland



GABRIEL PRESENCE: RAILWAYS

- Manufacturing Facility: Chakan, Pune
- R&D Centre: Pune
- Product Portfolio: Damper for Rajdhani/Shatabdi Coach, ICF Conventional coach, EMU/MEMU Coach & Diesel Locomotive
- 1st Indigenous Company to develop damper for Rajdhani/ Shatabdi Coach(LHB) & Vande Bharat Coach

Damper for Various Bogie of Railroad



New Damper Introduced



SEMI HIGH SPEED TRAIN



ELECTRIC LOCOMOTIVE

Key Railway Customers



Patiala Locomotive Works, Patiala
(Formerly Diesel Loco Modernisation Works, Patiala)
Indian Railways, Government Of India



ALL ZONAL
बी ई एम एल
beml
NEW FRONTIERS. NEW DREAMS



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 24% of growth over H1 21-22 sales. Sale Q2 22-23 – 962 MINR.
- Exceeding budget continuously from last 16 months. (June,21 onwards)
- Completed successfully 4 IT Enablement projects.

Widest Product Range

- Launched 109 SKU’s in Q2 22-23.
- More than 1264 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

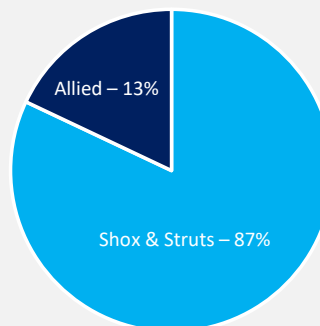
Presence Through Allied Products

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

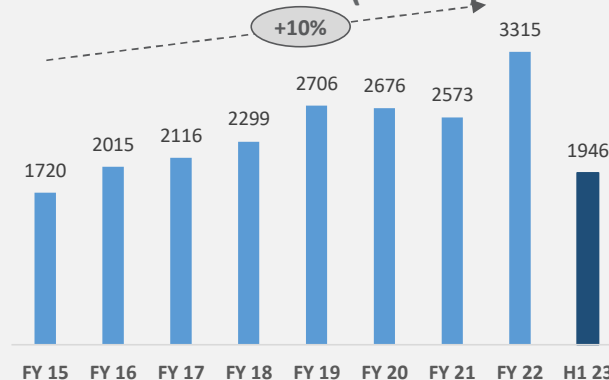
Focus Areas & Outlook

- Develop more products for the core segment
- Increase sales through national channels
- Major focus in B & C class towns – Appointed 28 channel partners in H1
- 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

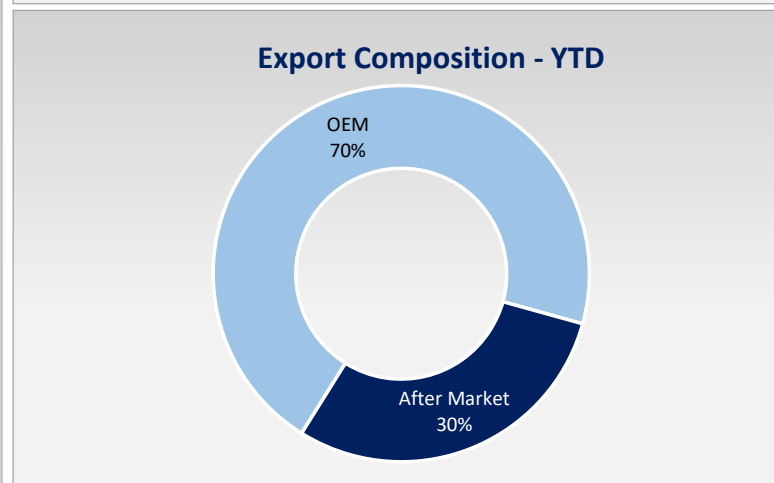
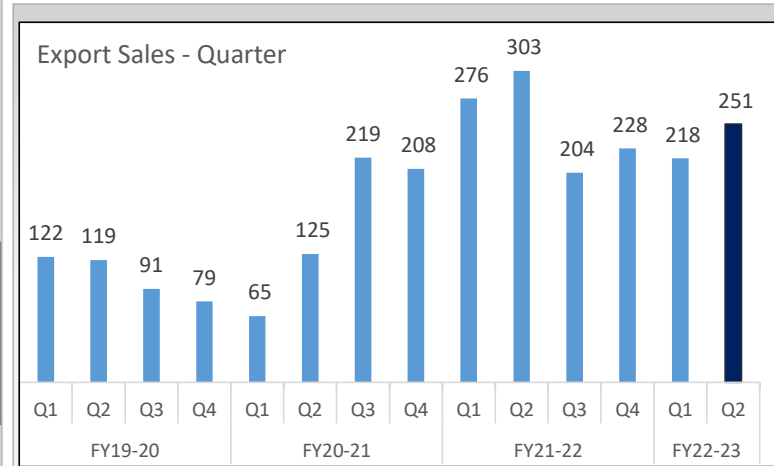
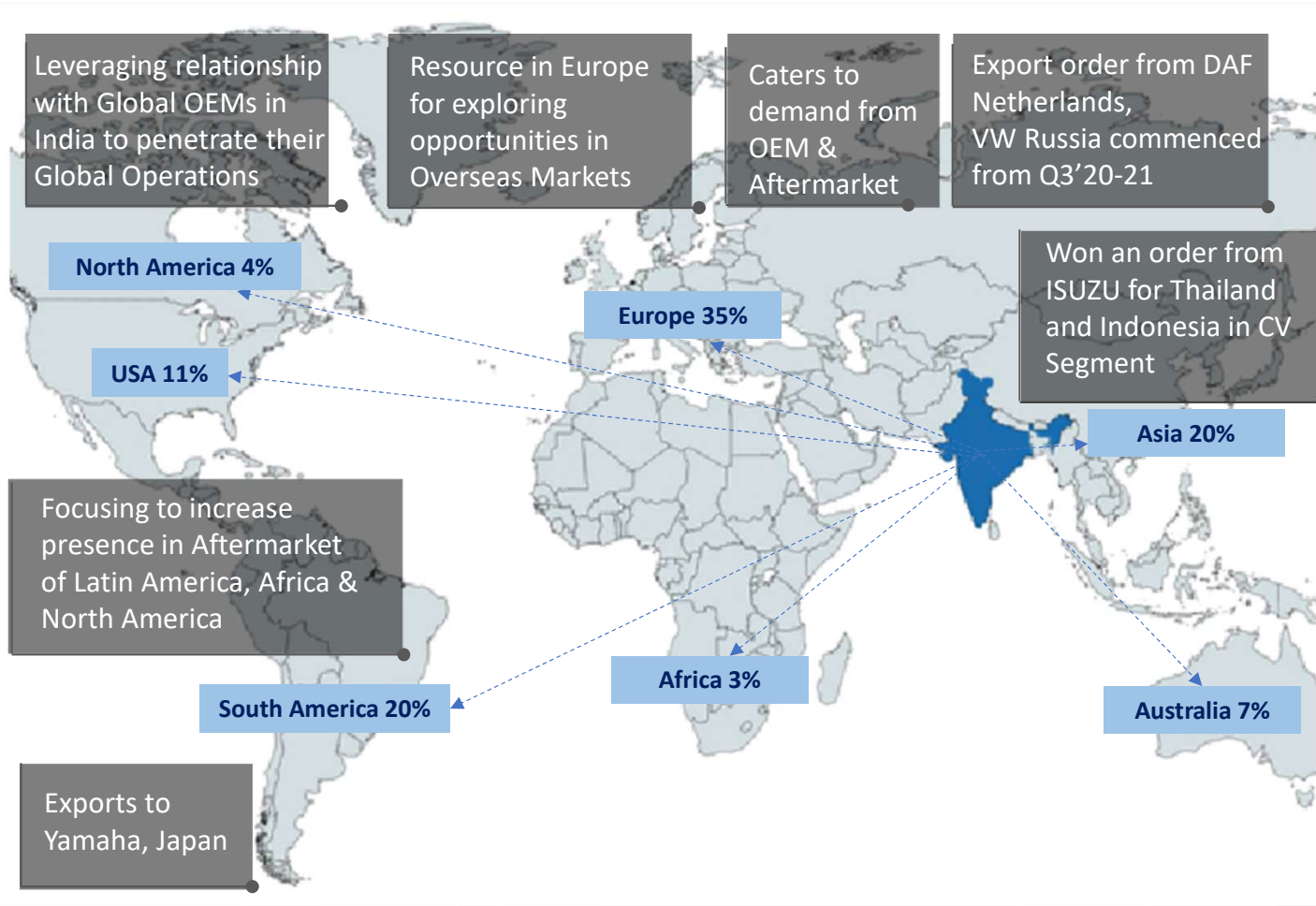
After Market Parts



Aftermarket Sales (Rs. Mn)



CREATING GLOBAL PRESENCE THROUGH EXPORTS



BALANCE SHEET

Assets (Rs. Mn.)	Sept 22	Mar-22	Mar-21
Non-current assets	4,712	4,458	4,175
Current assets	10,222	9,073	7,780
Total Assets	14,934	13,531	11,955

- Net Cash stood at Rs 2,513 Mn at the end of Sept'22
- Net Working Capital Days at 21 as compared to 17 same period last year
- Capex for H1'23 to the tune of Rs. 466 Mn

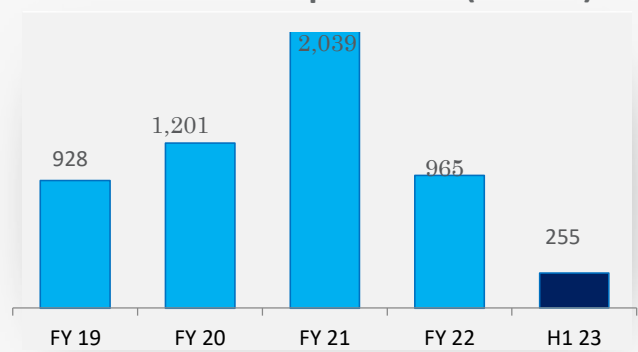
Equity and Liabilities (Rs. Mn.)	Sept 22	Mar-22	Mar-21
Equity	8,198	7,668	6,963
Non-Current Liabilities	404	403	429
Current liabilities	6332	5,460	4,563
Total Equity and Liabilities	14,934	13,531	11,955

Capex for H1 23

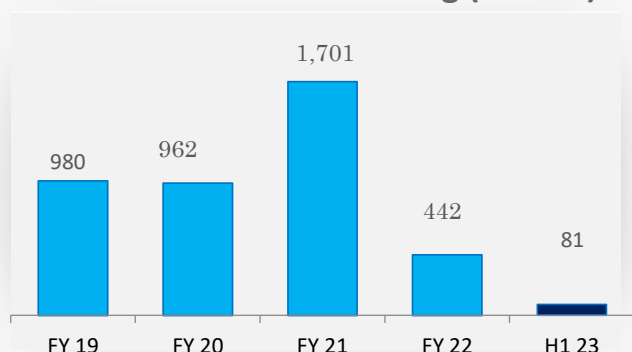
- Hosur - NEST (Inhouse Outer tube Mfg.)
- Chakan – Capacity Expansion
- Dewas - Paint line
- Khandsa – Capacity Expansion

CASH FLOWS

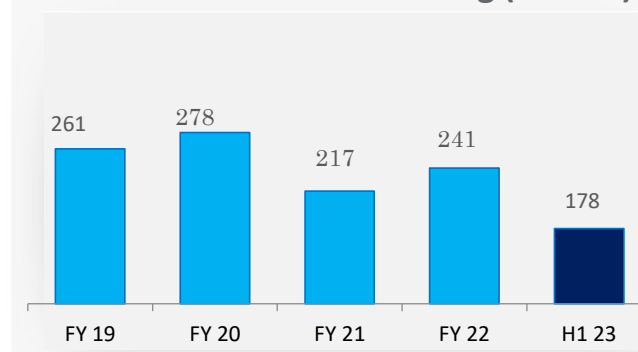
Cash Flow from Operations (Rs. Mn)



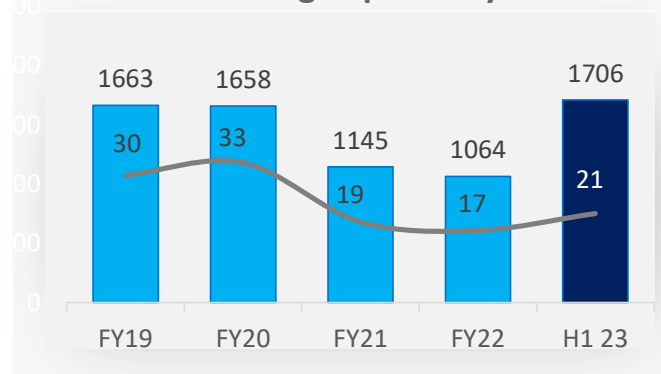
Cash Flow used in Investing (Rs. Mn)



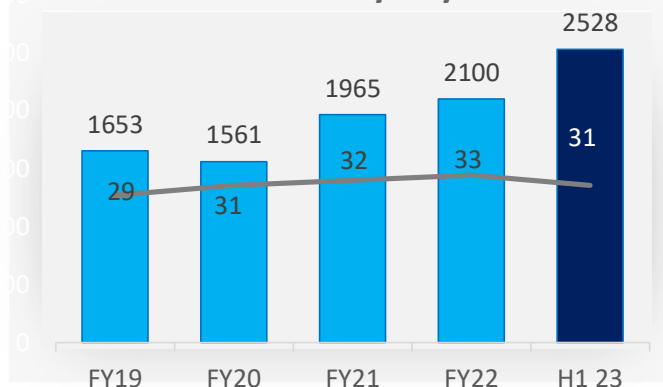
Cash Flow used in Financing (Rs. Mn)



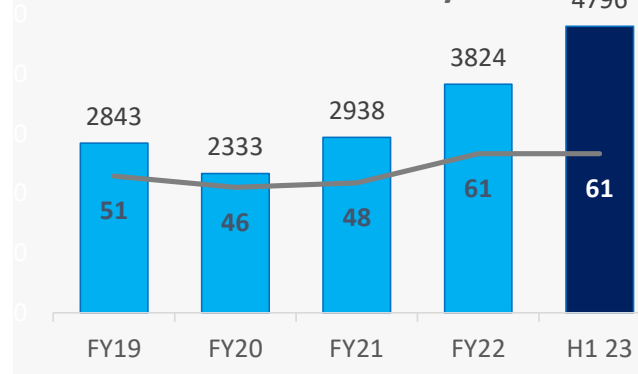
Working Capital Days



Inventory Days

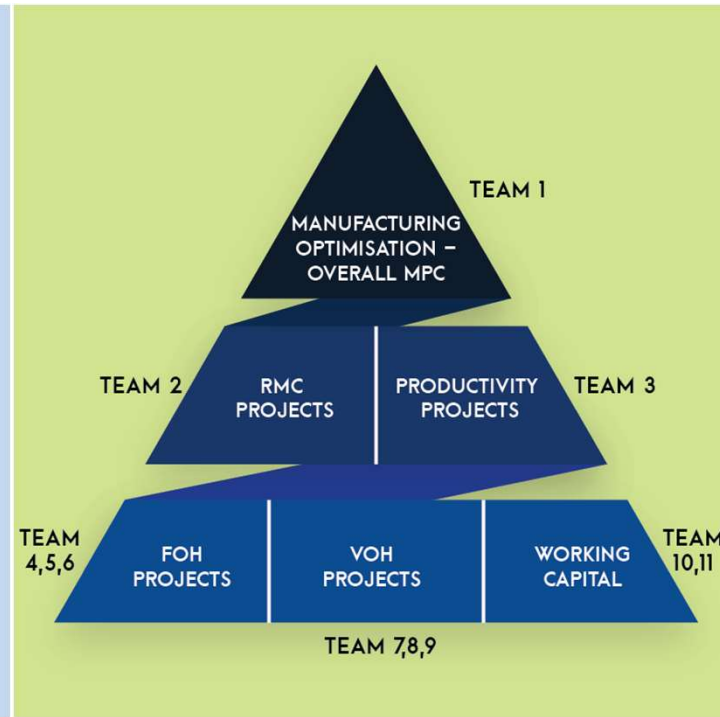
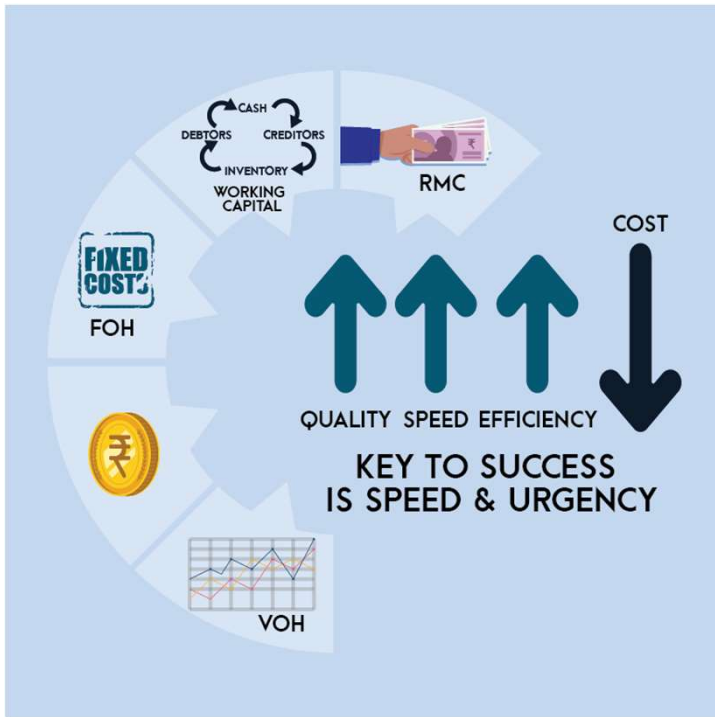


Debtors Days



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

CORE 90



CORE 90 COST REDUCTION DRIVE

VISION 2025



To be amongst the Top 5
Shock Absorber Manufacturers
in the world

REDEFINING RIDE COMFORT

Market Leader
FOR 60 YEARS

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; 18% of power from renewable sources in FY22 from 0% in FY14
- Consistent dividend track record since FY 85-86



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)

Financial Strength (FY22)

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

STRATEGIC MANUFACTURING FOOTPRINT



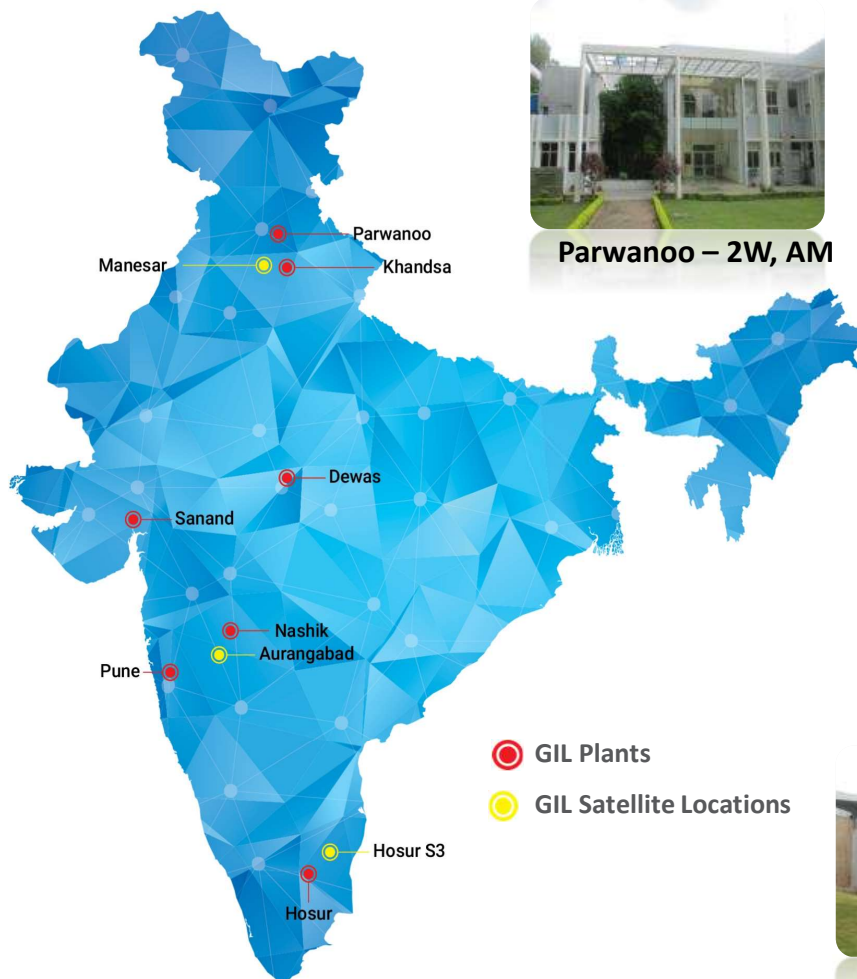
Khandsa – PV



Sanand – 2W,PV



Chakan – PV,CV,3W



● GIL Plants
● GIL Satellite Locations



Parwanoo – 2W, AM



Dewas – CV,AM, Export



Nashik – 2W,3W



Hosur – 2W,3W

Plant (Year of Commencement)	Clients
Parwanoo (2007)	TVS, Tata Motors, M&M
Khandsa (2007)	Maruti Suzuki, Honda Cars
Dewas (1992)	Tata Motors, M&M, Daimler, Force Motors, Ashok Leyland, VECV
Sanand (2010)	HMSI, Tata Motors
Chakan (1997)	Volkswagen, M&M, Toyota, Tata Motors, Bajaj Auto, Piaggio, DAF & Indian Railways
Nashik (1990)	Bajaj Auto, HMSI, Suzuki, Yamaha, Piaggio, M&M, Atul Auto
Hosur (1997)	TVS, HMSI, Royal Enfield, Yamaha, Suzuki, M&M, Ather, OLA

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

Gabriel India Ltd. | www.anandgroupindia.com/gabrielindia/

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 rationalizing 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



OLA ELECTRIC



Passenger Cars



CV & Railways



DAIMLER



ISUZU

Mahindra
Rise.



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

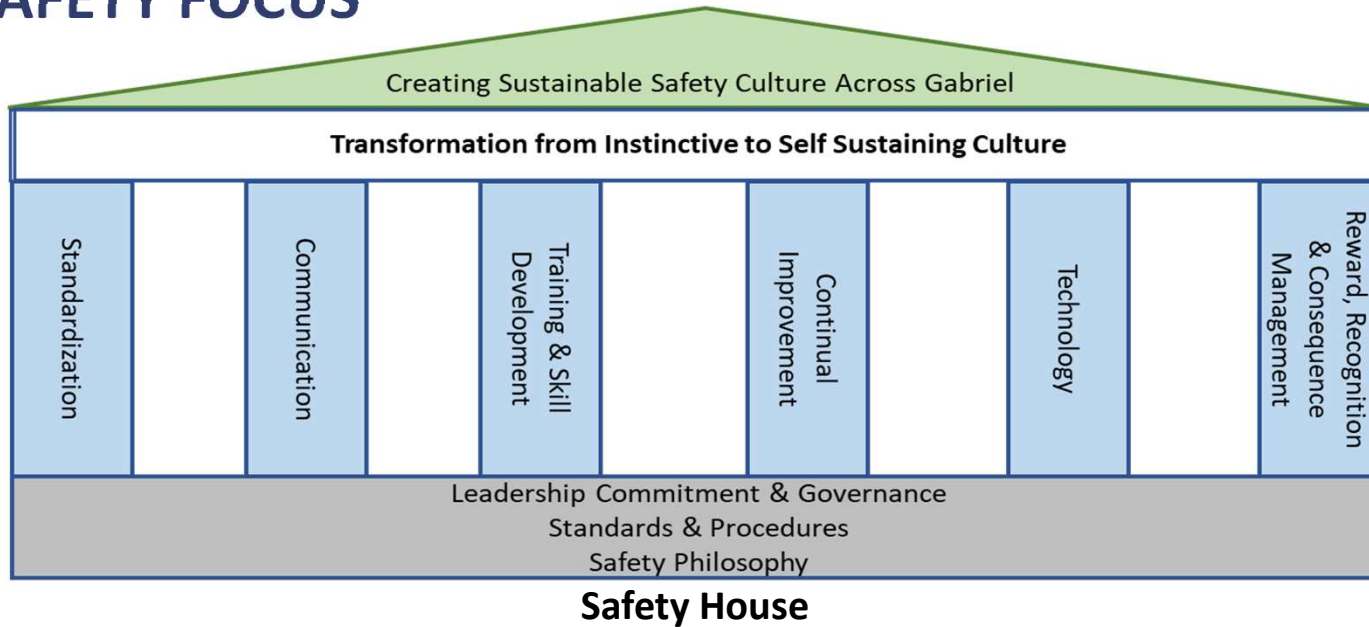
- Financial Support: Spouse or Parents
- Employment in Group: Spouse or Child
- Medical Insurance: Spouse & dependent children
- Education support: 2 children

GABRIEL ANGELS SUPPORT INITIATIVE

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



SAFETY FOCUS



- ❖ Collaboration for training with British Safety Council
- ❖ Dexterity Centre for induction training
- ❖ App Based abnormality reporting
- ❖ Online work permit monitoring

Standardization:

- SOPs clearly defined for activities with Operational Safety controls

Communication

- Ensuring SPOC at different levels of hierarchy

Training & Skill Development

- Developing skill to ensure adherence to safety while working

Continual Improvement

- Improvising existing methods to enhance safety

Technology

- Using technology to reinforce safety aspects while working

R&R and Consequence management

- To inculcate positive safety culture

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” – FIVE CONSECUTIVE YEARS

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

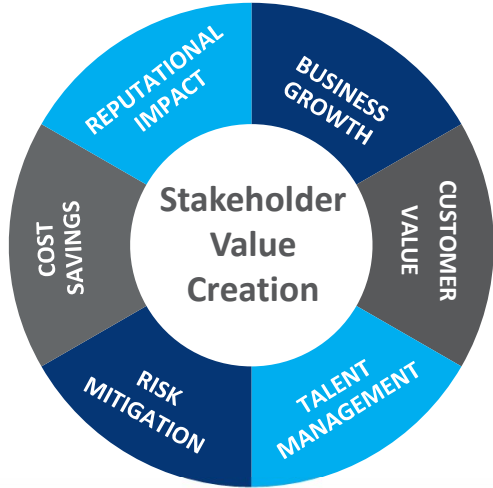
- **Ranked #2** in Auto Component Industry
- **Rank #43** among Top 50 Companies to work for in India

2012

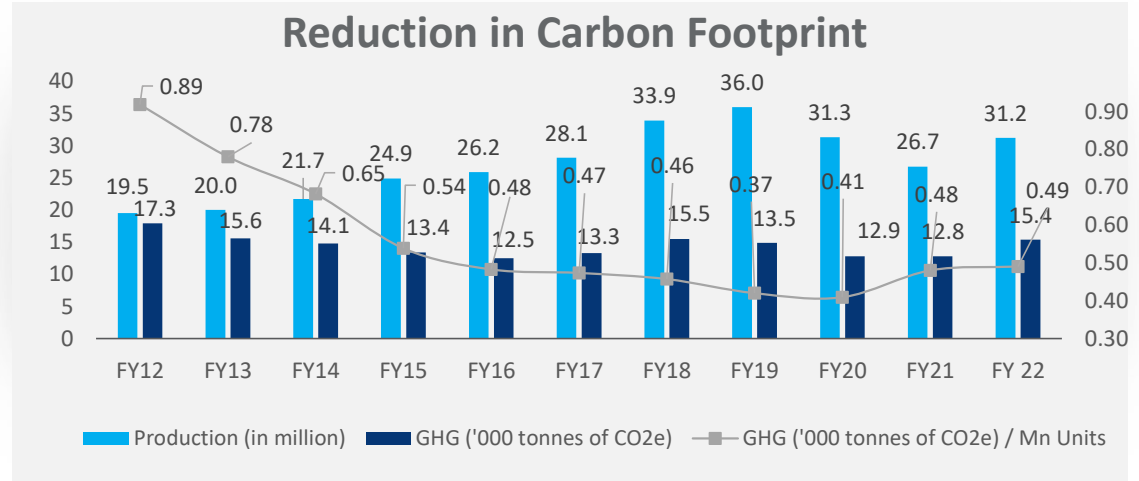
- **Ranked #3** in Auto Component Industry
- Recognized among the Best Companies in its Industry



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 1.54 MW
- Invested in group captive wind power plant to source renewable power at Hosur of 3.6 million units annually.
- 18% of power from renewable sources from 0% in FY14

SUSTAINABILITY REPORT LAUNCH



GABRIEL Launches its First 'Sustainability Report' for 2021-22

Pillar	Focus Area	Ambition
Governing Integrity	Cyber Security	By 2023, all sites to be ISO 27001 certified
	Ethical Business conduct	By 2024, train all employees on Human Rights issues.
Abating Environmental Impact	Waste Management	By 2025, all sites to achieve Zero Waste to Landfill status
	Water Stewardship	Water Neutrality operations by 2025
	Climate Resilience	By 2025, 50% of the energy needs to be met from renewable sources Carbon Neutrality operations by 2025
Enhancing Stakeholder Interests	Occupational Health and Safety	Zero Injuries and Zero accidents By 2027, achieve 36 safety training hours per employee.
	Employee Engagement	By 2025, achieve a minimum score of 80% on the employee engagement survey
	Sustainable Supply Chain	By 2025, audit all Tier I suppliers on ESG criteria.
	Diversity and Inclusion	Increase gender diversity to 25% females across employees including OE by 2025
Elevating Product Sustainability	Product Stewardship	By 2027, 50% of R&D and capital expenditure on Innovative and Sustainable Product.

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 &
Vande Bharat 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&D Specialists

ELEMENTS OF 3-PILLARS



GABRIEL TECH CENTRE: POWERING OUR FUTURE, DRIVING POSSIBILITIES



Chakan

Technology Collaboration:



Hosur

Technology Collaboration:

Yamaha Motor Hydraulic System
Company Limited (formerly SOQI), Japan

- 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

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 — 5S 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

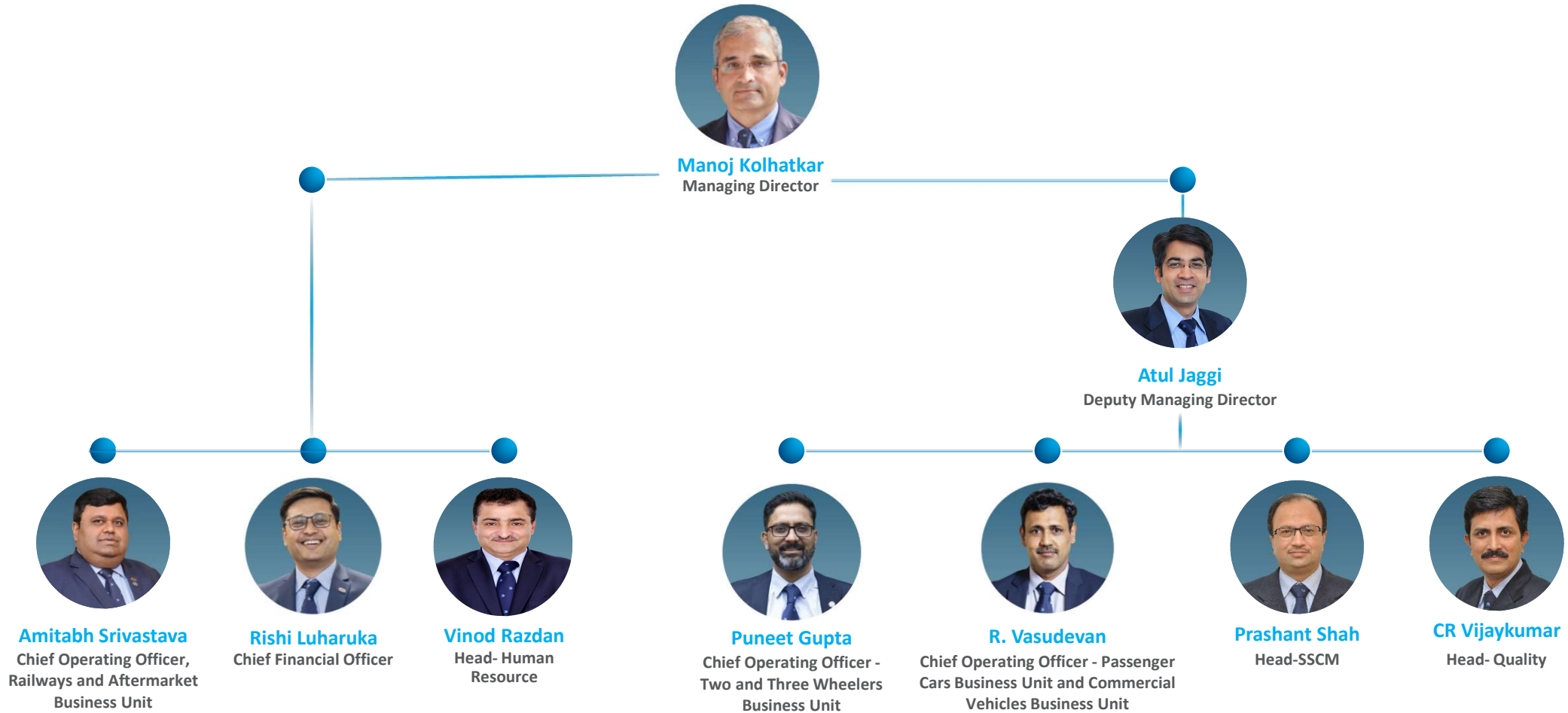
Non-Executive
Independent Director



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



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 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 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:**Company :**

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