Gabriel India Ltd.

Investor Presentation

6th February 2023

SAFE HARBOR

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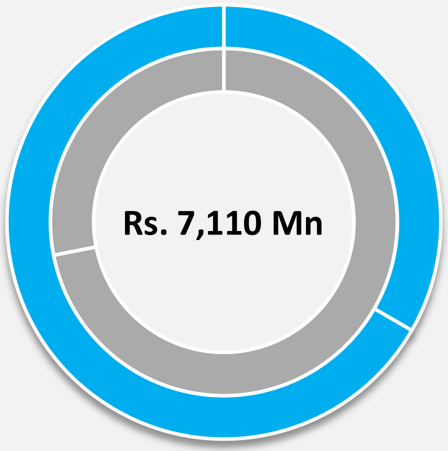
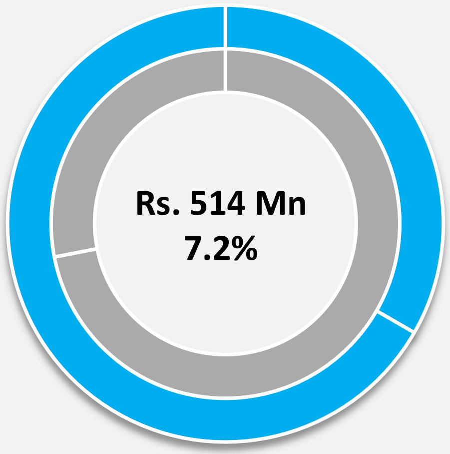
FINANCIAL HIGHLIGHTS – Q3 FY23

Q3 FY23

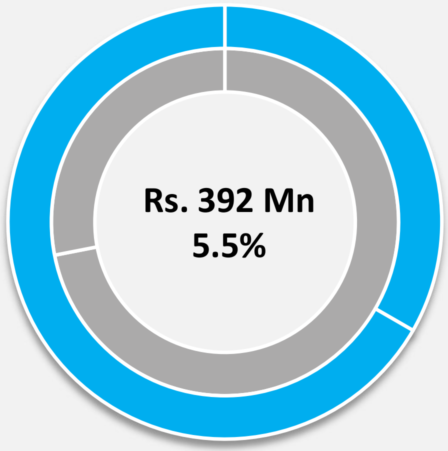
Revenue



EBITDA



PBT



	Revenue	EBITDA	PBT
Q2 FY23	Rs. 8,029 Mn	Rs. 591 Mn / 7.4%	Rs. 492 Mn / 6.1%
Q1 FY23	Rs. 7,209 Mn	Rs. 509 Mn / 7.1%	Rs. 445 Mn / 6.2%
Q4 FY22	Rs. 6,843 Mn	Rs. 377 Mn / 5.5%	Rs. 377 Mn / 5.5%

FINANCIAL HIGHLIGHTS – Q3 FY23

Revenue

Rs. 7,110 Mn

as compared to Rs. 6,061 Mn in Q3 FY22 +17.3%

EBITDA

Rs. 514 Mn (7.2%)

as compared to Rs. 420 Mn in Q3 FY22 +22.3%

PBT

Rs. 392 Mn (5.5%)

as compared to Rs. 369 Mn Q3 FY22 +6.3%

Balance Sheet

Net Cash position of Rs. 2,172 Mn

Cash Flow

Cash Flow from operations to the tune of Rs. (42) Mn as compared to Rs. 345 Mn inflow in Q3 FY22

Capex

Capex incurred during the period Rs. 232 Mn

FINANCIAL HIGHLIGHTS – 9M FY23

Revenue

Rs. 22,348 Mn

as compared to Rs.16,477 Mn in 9M FY 22 +35.6%

EBITDA

Rs. 1,613 Mn (7.2%)

as compared to Rs. 1,082Mn in 9M FY 22 +49.1%

PBT

Rs. 1,329 Mn (5.9%)

as compared to Rs. 888 Mn in 9M FY 22 +49.7%

Balance Sheet

Net Cash position of Rs. 2,172 Mn

Cash Flow

Cash Flow from operations to the tune of Rs. 213 Mn as compared to Rs. 642 Mn inflow in YTD FY22

Capex

Capex incurred during the period Rs. 697 Mn

FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q3 FY23	Q3 FY22	YoY	Q2 FY23	QoQ	FY22	FY21	YoY
Revenue from Operations	7,110	6,061	17.3%	8,029	-11.4%	23,320	16,948	37.6%
Gross Margin (%)	24.4%	23.2%	1.2%	23.0%	1.4%	23.4%	25.3%	-1.9%
EBITDA Margin (%)	7.2%	6.9%	0.3%	7.4%	-0.2%	6.3%	6.0%	0.3%
Net Margin (%)	4.1%	4.2%	-0.1%	4.6%	-0.5%	3.8%	3.6%	0.2%

Balance Sheet (Rs. Mn)	9M FY23	9M FY22	FY22	FY21
Net worth	8,380	7,399	7,668	6,963
Gross Debt	115	133	129	147
Liquid Investments	2,172	2,722	2,791	2,687
Fixed Assets	4,271	3,951	4,027	3,779

Key Performance Indicators	9M FY23	9M FY22	FY22	FY21
Net Working Capital (days)	27	16	17	19
ROIC (%)	28.8%	25.7%	26.1%	19.1%
Cash Flow from Operations Inflow/(Outflow)	213	642	965	2,039

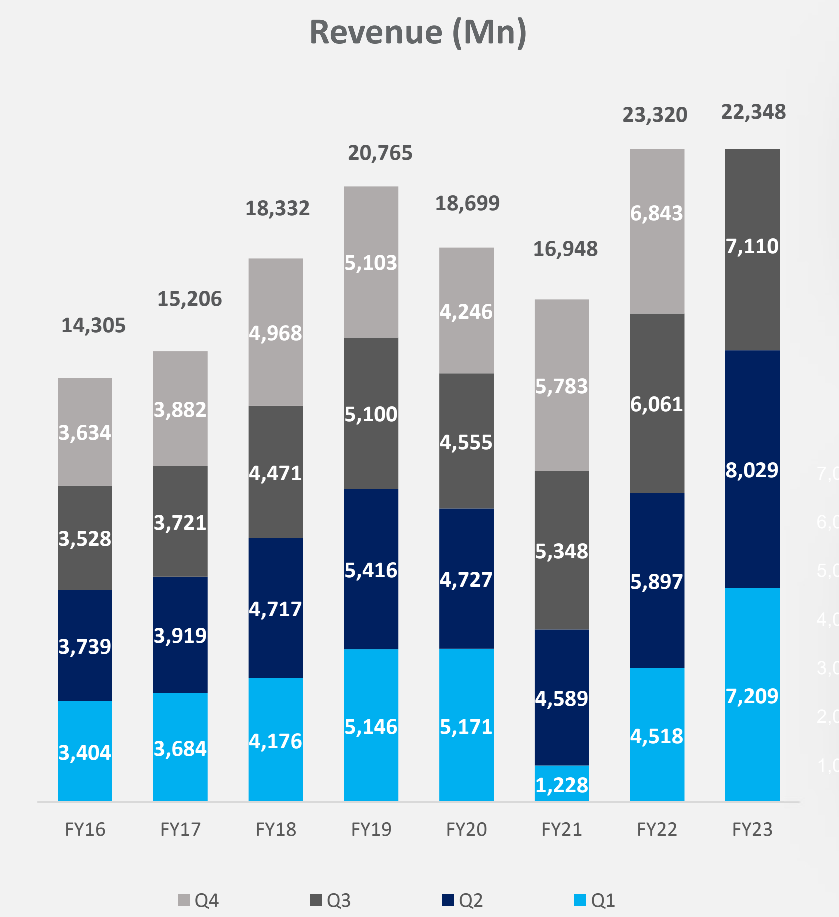
9M FY23 vs 9M FY22

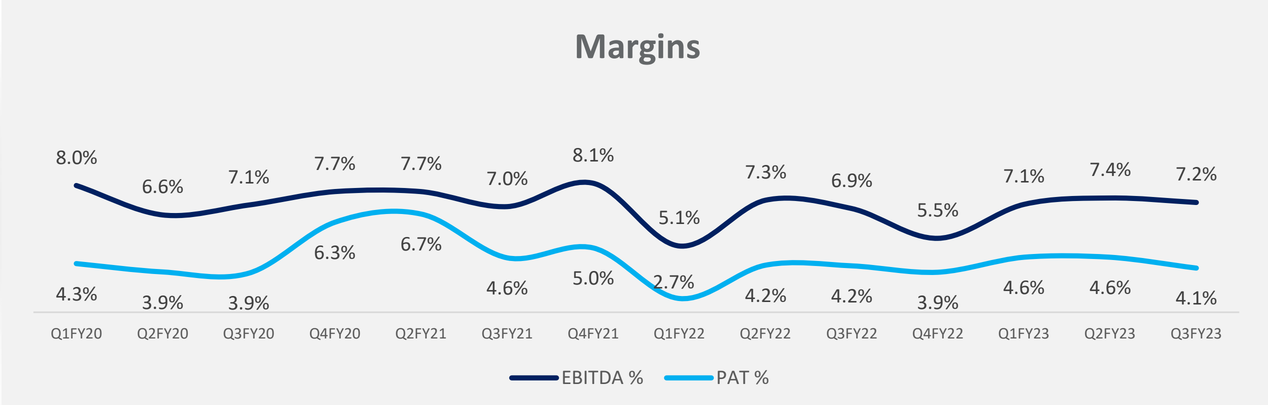
→ Strengthened Net worth

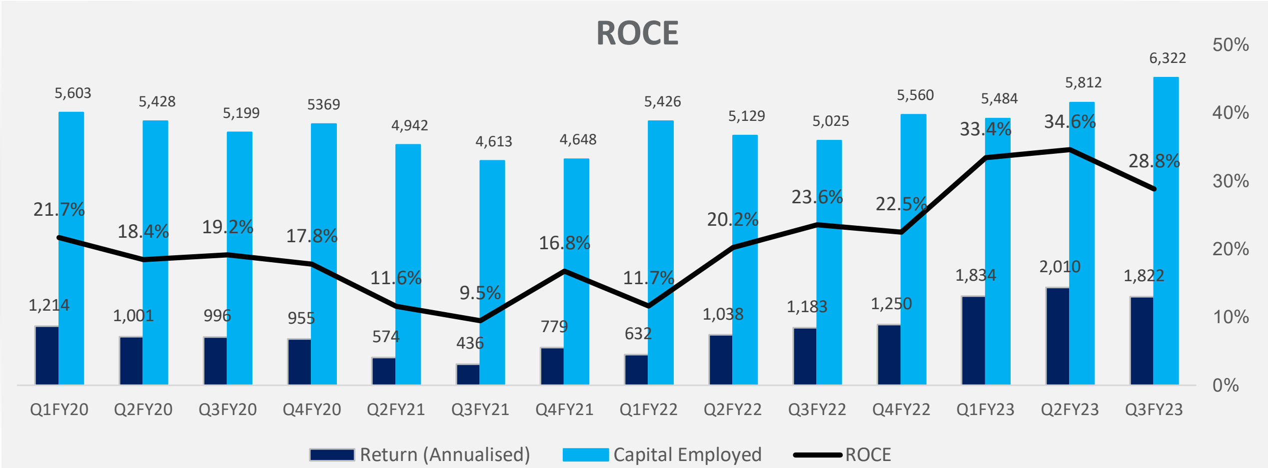
→ Better ROIC

→ Increase in working capital days

QUARTERLY PERFORMANCE TREND







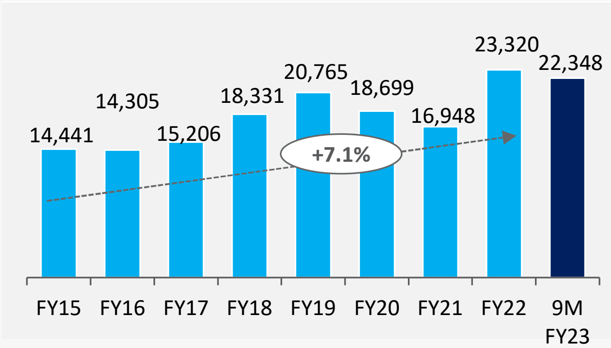
PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q3 FY23	Q3 FY22	YoY	Q2 FY23	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	7,110	6,061	17.3%	8,029	-11.4%	23,320	16,948	37.6%
Raw Material	5,377	4,654		6,182		17,863	12,653	
Employee Expenses	473	388		455		1,597	1,474	
Other Expenses	745	599		800		2,401	1,796	
EBITDA	514	420	22.3%	591	-13.1%	1,459	1,025	42.3%
Other Income	18	65		29		262	243	
Interest	13	7		11		43	65	
Depreciation	127	109		118		414	424	
PBT	392	369	6.3%	492	-20.3%	1,265	779	62.3%
Tax	101	112		127		369	176	
PAT	291	257	13.4%	366	-20.4%	895	603	48.5%
EPS	2.0	1.8		2.5		6.2	4.2	

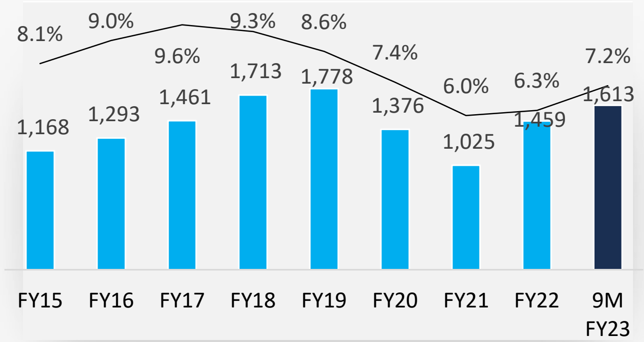
Q3 YOY : Higher revenue & strict management on costs have resulted into better EBITDA. One time other income in Prev year needs to be considered while evaluating the current quarter PBT performance

FINANCIAL TRACK RECORD

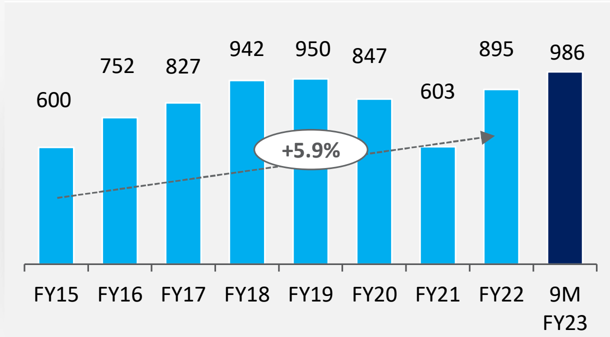
Revenue (Rs Mn)



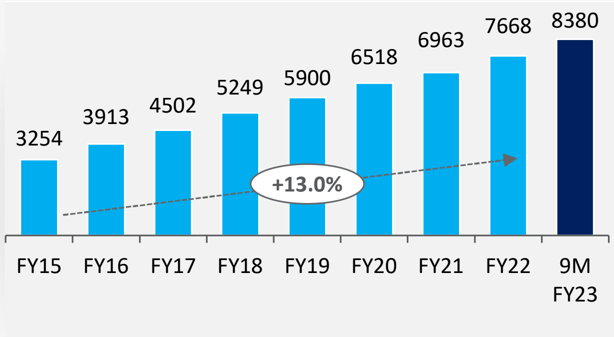
EBITDA (Rs Mn) & EBITDA Margin (%)



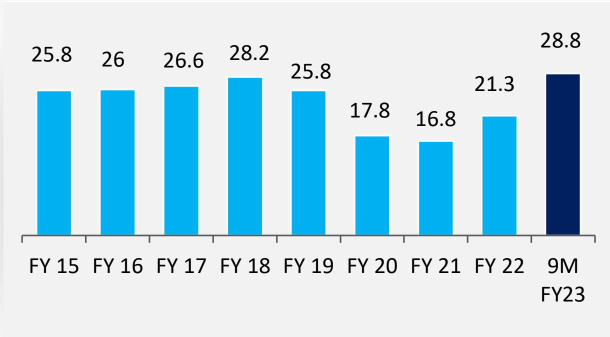
PAT



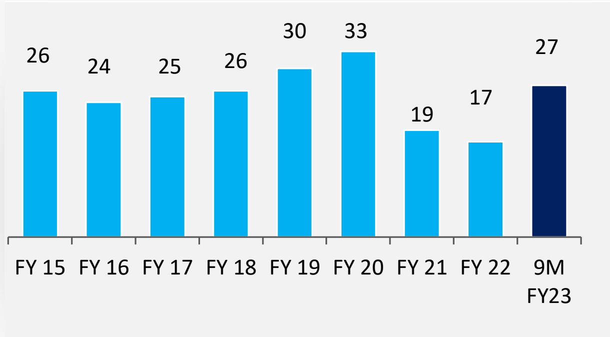
Net worth (Rs Mn)



RoCE (%)



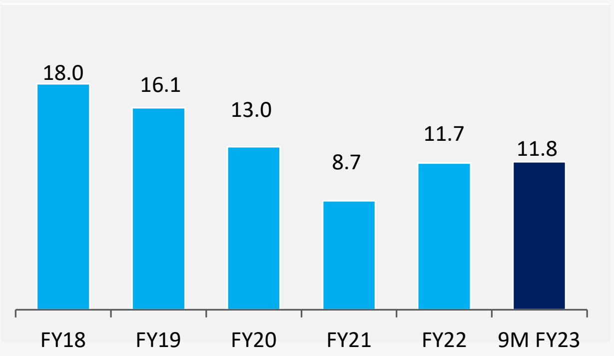
Net Working Capital Days



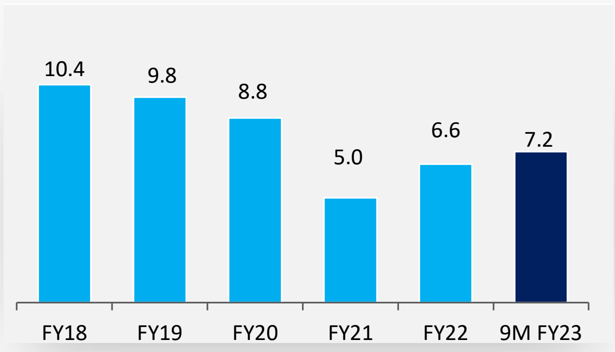
^Note: Financials for FY17-22 as per IND-AS

KEY RATIOS

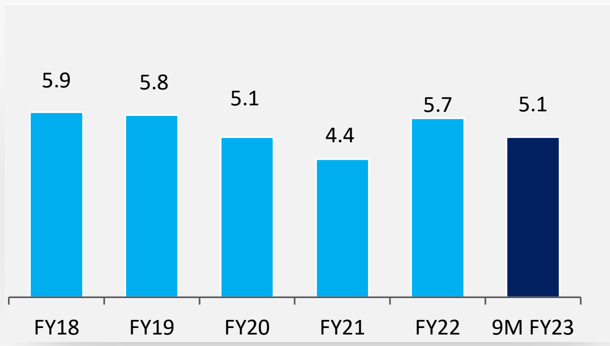
Return on Equity (%)



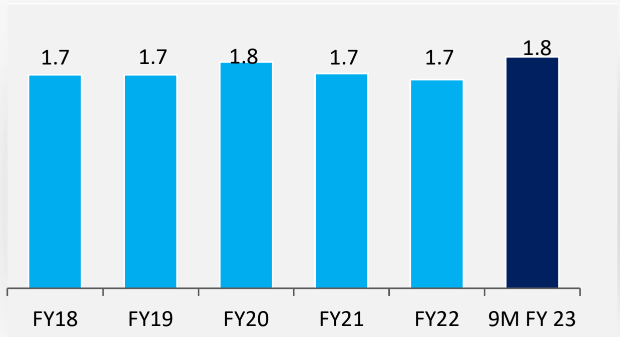
Return on Assets (%)



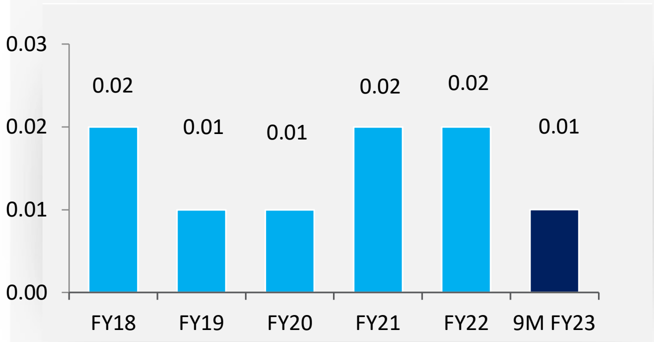
Fixed Asset Turnover (x)



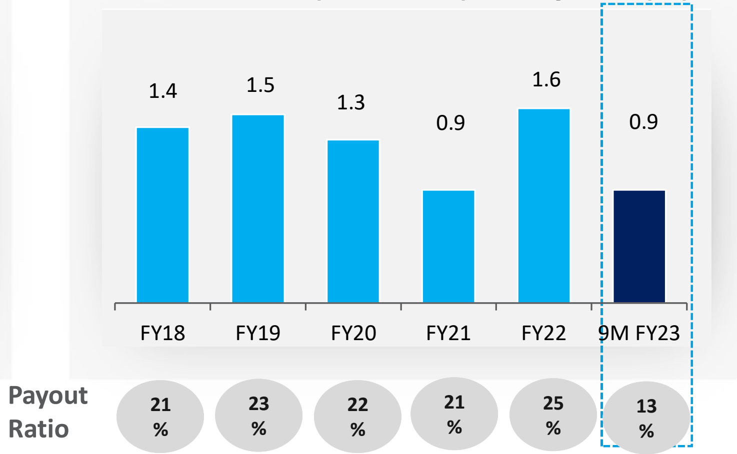
Current Ratio (x)



Debt : Equity Ratio



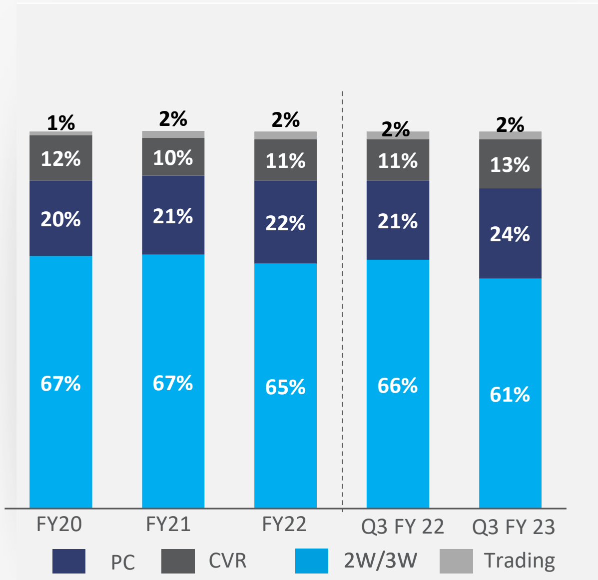
Dividend* (Rs/share) & Pay-out (%)



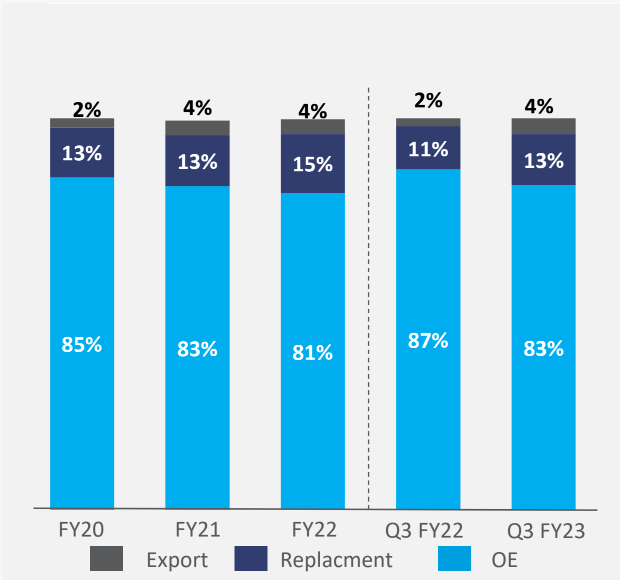
*Dividend excluding Dividend Distribution Tax

REVENUE MIX (INC. TRADING)

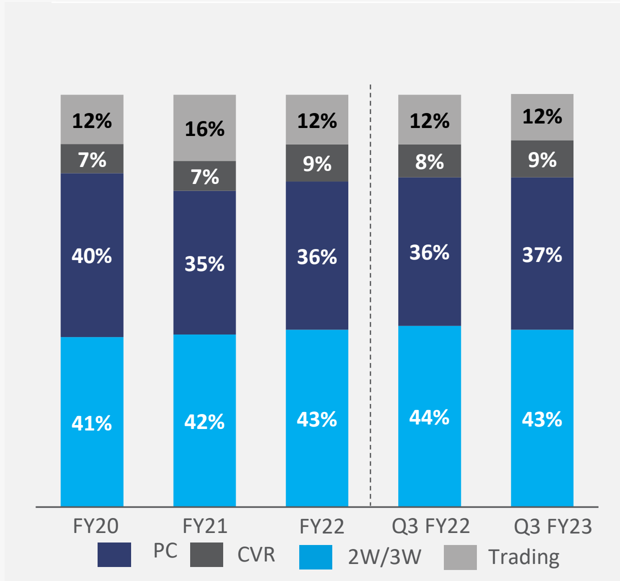
Segment Mix



Channel Mix



Aftermarket



- CV volumes have started improving from Q2 FY21
- Improvement in CVR Volumes in Q3 FY23 (13%) compared to Q3 FY22 (11%)
- After market have increased from 11% (Q3 FY22) to 13% (Q3 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 1% YoY and 3W grew by 13 % YoY respectively in Q3 FY23
- Within the 2W segment, Scooters grew by 20%, Motorcycles de-grew by 5% and Mopeds de-grew by 12% in Q3 FY23

Future Development

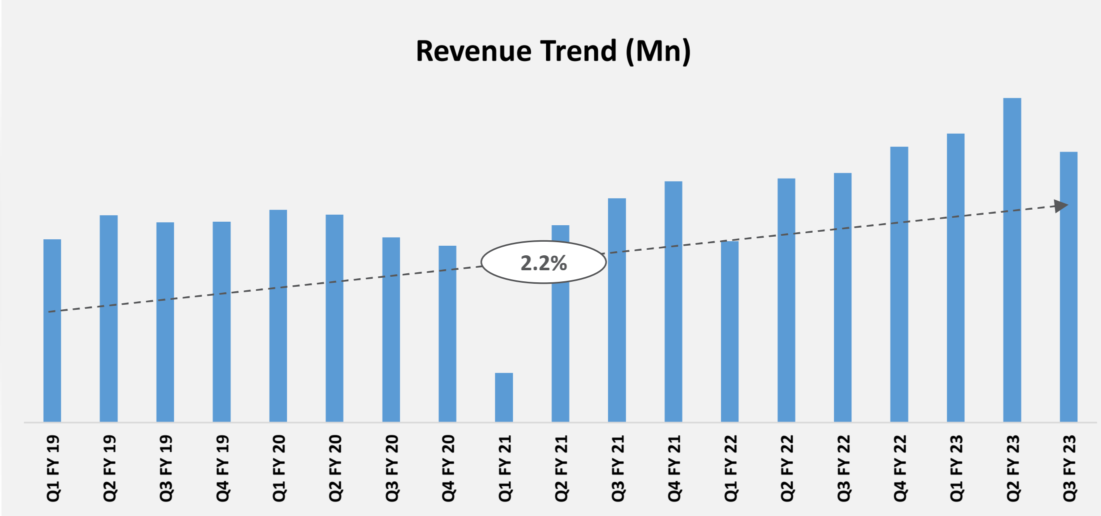
- Electric Vehicles
- 2W - Okinawa, Ather, Ampere, Hero Electric
- 3W – Bajaj, M&M, TI , Hero Cycles

Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto

64% % to Total Sales

32% Market Share



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

15%

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

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	

E-BIKE FORK BUSINESS

MTB Front fork

SPUR

GABRIEL

MEETING THE NEEDS OF

Mountainbikes

Modern Ebikes

SPECIFICATIONS-

- 29" version
- 100 mm and 130mm travel option
- Tapered steerer
- Coil Spring and Oil Damper

Attribute	TAIGAR 1 By Gabriel and Spur
ISO MTB Approved	✓
35mm Stanchion	✓
Apple Air Tag Mount	✓
Clearance for large tire and Mud-guard	✓
Passes ISO+ Ebike testing	✓
Black Stanchion tubes	✓
Weight	4.0kg

Gabriel India dispatched it's first shipment to Hero Spur recently

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,Y0M
- Stellantis : CC21,eCC21

Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 21 % in Q3 FY23 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars grew by 18%, Utility Vehicle grew by 28% & Vans de-grew by 10% YoY in Q3 FY23

Future Development

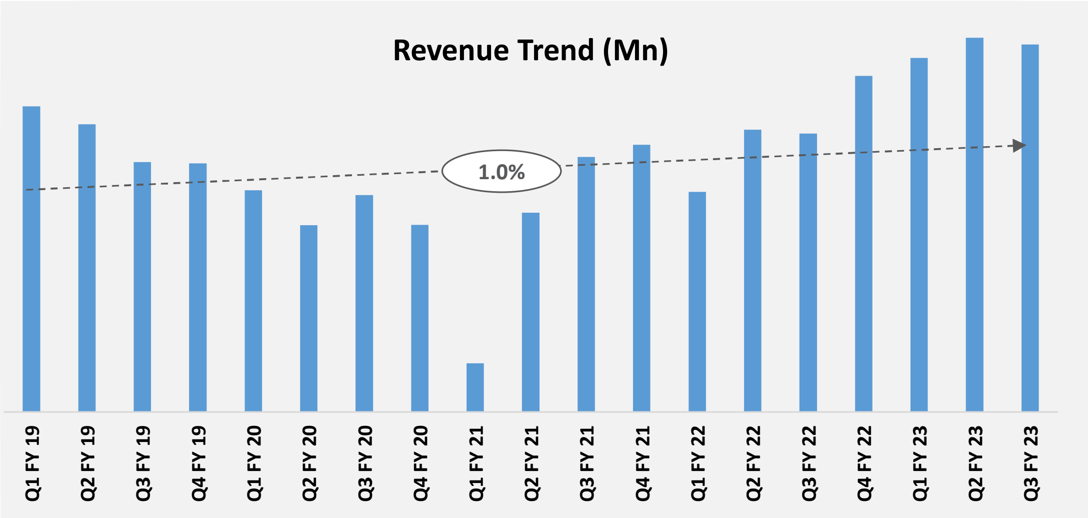
VW (1) , TML (1), Stellantis (1), M&M (1)

Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

22% % to Total Sales

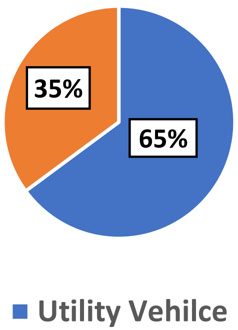
23% Market Share



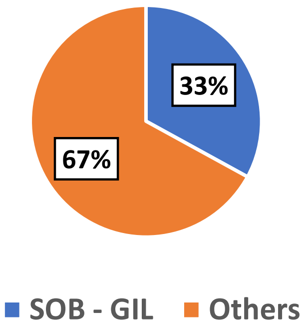
GABRIEL PRESENCE: UTILITY VEHICLES

- Manufacturing Facility: Chakan & Khandsa
- R&D Centre: Pune
- Product Portfolio: McPherson struts, Gas Shock Absorbers, Steering Dampers
- Commenced the technology of FSD (Frequency Selective Damping) in damper supplies for key customers

Share of Utility Vehicle sales in Gabriel Passenger Vehicle business- 65%



Gabriel India Share of Business in Total Utility Vehicle Sales-33%



Volkswagen Taigun

Skoda Kushaq

Toyota Hyryder

Mahindra XUV 700

Mahindra Thar

Mahindra Bolero

Suzuki Brezza (New)

Suzuki Grand Vitara

Suzuki Jimny

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 12% in Q3 FY23 as compared to Q3 FY22
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 23% YoY and Light Commercial Vehicles (LCVs) grew by 6% YoY in Q3 FY23

Future Development

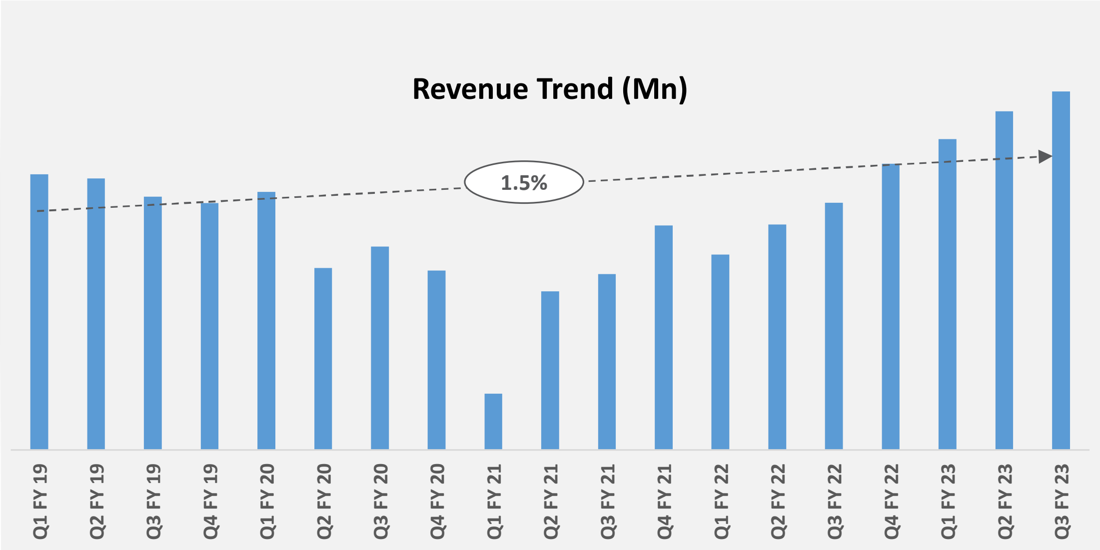
- Volvo, JBM, New EV Customer
- DAF – 2 programs

Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland

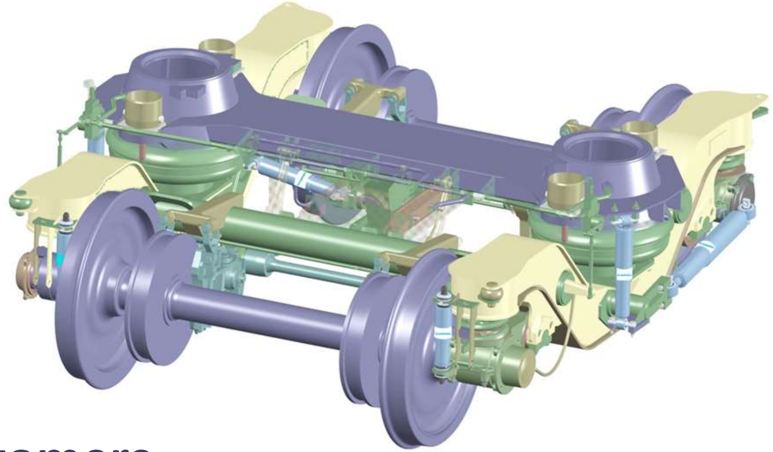
12% % to Total Sales

89% Market Share



GABRIEL PRESENCE- RAILWAYS

Damper for Various Bogie of Railroad



- 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

New Damper Introduced

SEMI HIGH SPEED TRAIN

ELECTRIC LOCOMOTIVE

Key Railway Customers

Integral Coach Factory

Chittaranjan Locomotive Works

ALL ZONAL

MEDHA

Rail Coach Factory-Kapurthala

Diesel Locomotive Works

बी ई एम एल
beml
NEW FRONTIERS. NEW DREAMS

Bangladesh Railway

Modern Coach Factory Raebareli

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

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இலங்கை புகையிரத சேவைகள்
Sri Lanka Railways

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 19% of growth over YTD Dec 21-22 sales. Sale YTD Dec. 22-23 – 2960 MINR.
- Achieved Highest ever sales in December’22 i.e. 383 MINR. Exceeding budget continuously from last 19 months. (June,21 onwards)
- Completed successfully 4 IT Enablement projects.

Widest Product Range

- Only Company present in all the segments i.e. TW, PC, CV & Railways
- Launched 172 SKU’s Dec 22-23.
- More than 1327 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

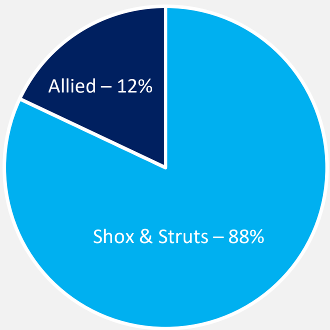
Presence Through Allied Products

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

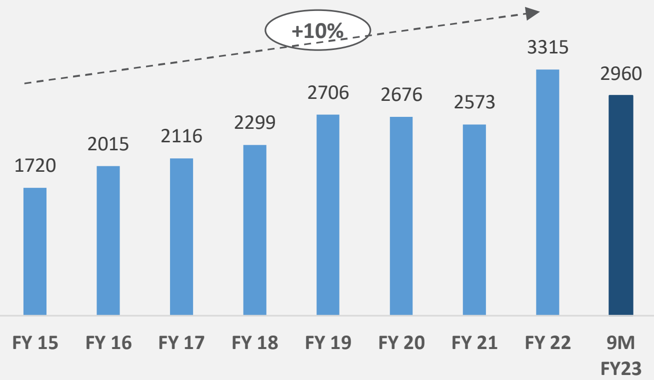
Focus Areas & Outlook

- 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

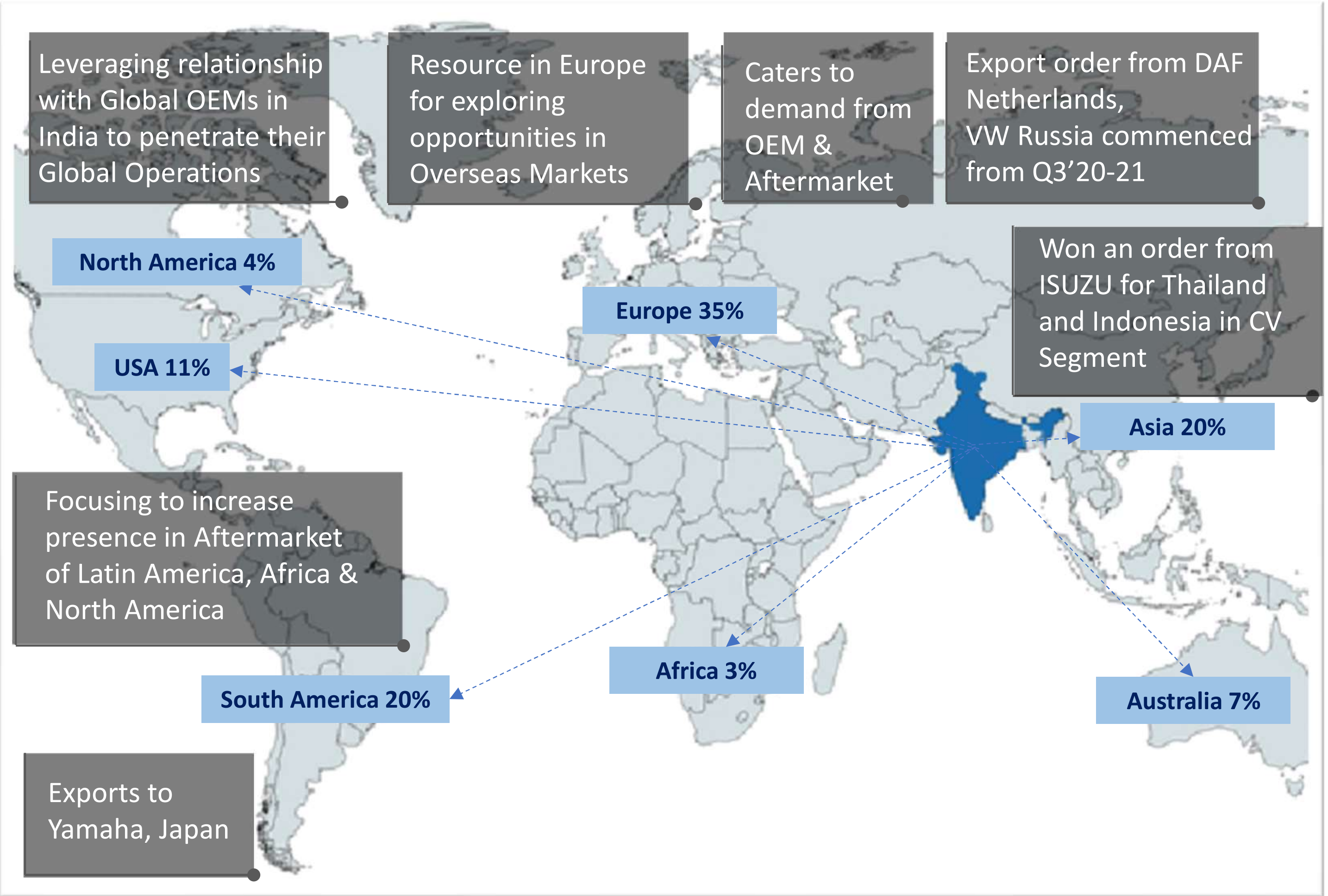
After Market Parts

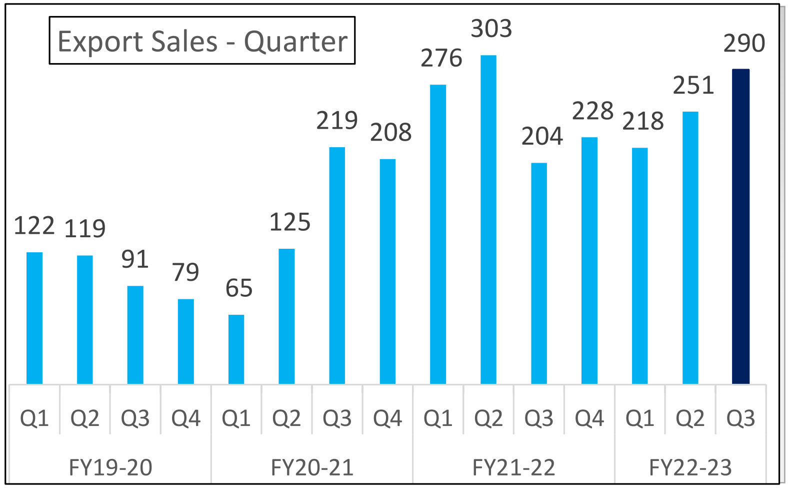


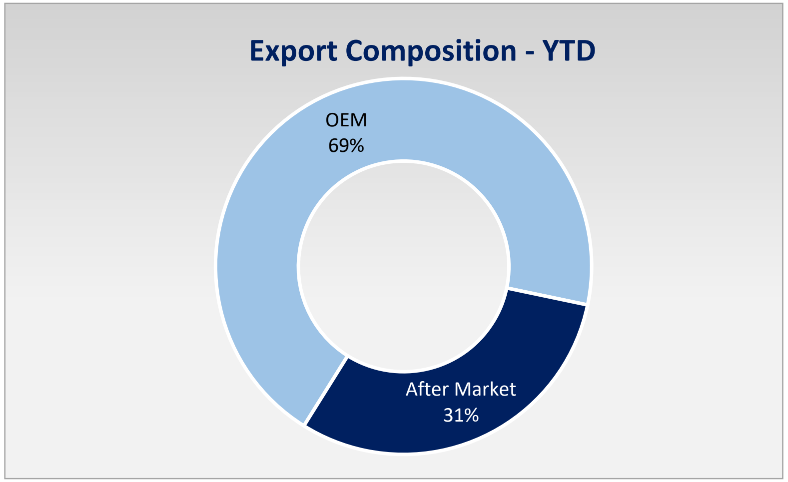
Aftermarket Sales (Rs. Mn)



CREATING GLOBAL PRESENCE THROUGH EXPORTS







BALANCE SHEET

Assets (Rs. Mn.)	Dec-22	Mar-22	Mar-21
Non-current assets	4,697	4,458	4,175
Current assets	8,987	9,073	7,780
Total Assets	**13,684**	**13,531**	**11,955**

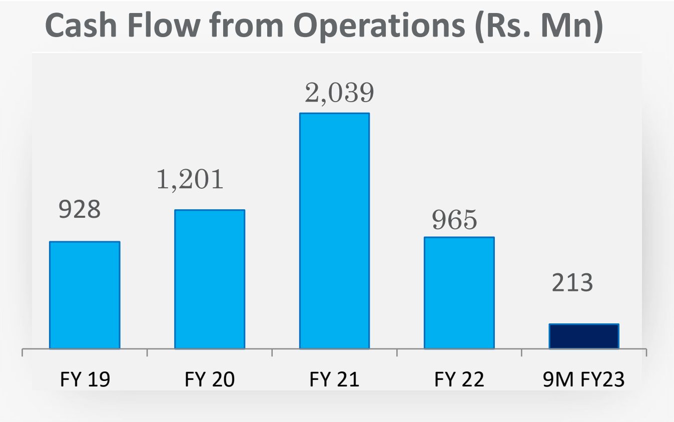
Equity and Liabilities (Rs. Mn.)	Dec-22	Mar-22	Mar-21
Equity	8,380	7,668	6,963
Non-Current Liabilities	412	403	429
Current liabilities	4,892	5,460	4,563
Total Equity and Liabilities	**13,684**	**13,531**	**11,955**

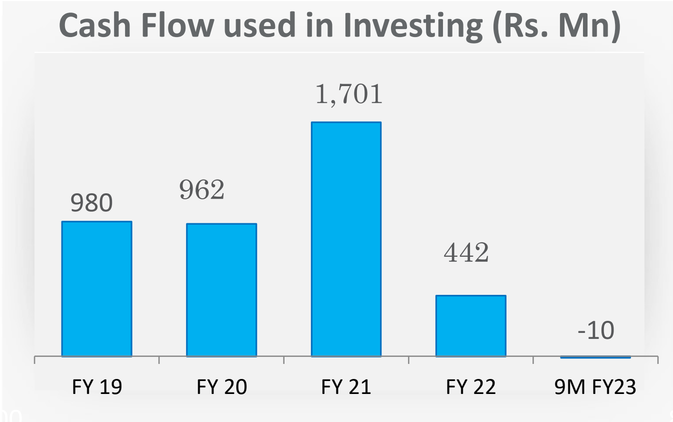
- Net Cash stood at Rs 2,172 Mn at the end of Dec’22
- Net Working Capital Days at 27 as compared to 16 same period last year
- Capex for 9M FY23 to the tune of Rs. 697 Mn

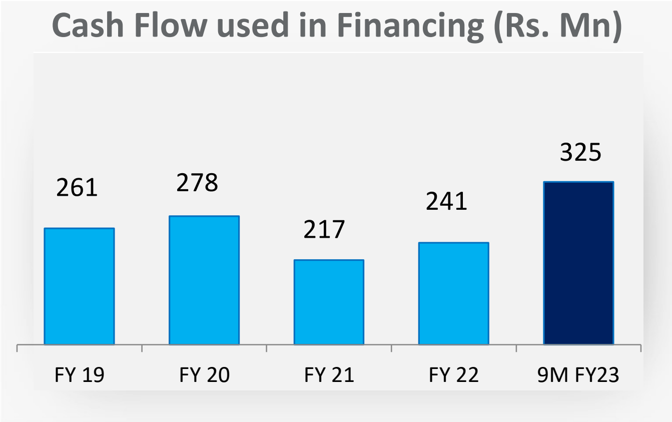
Capex for YTD FY23

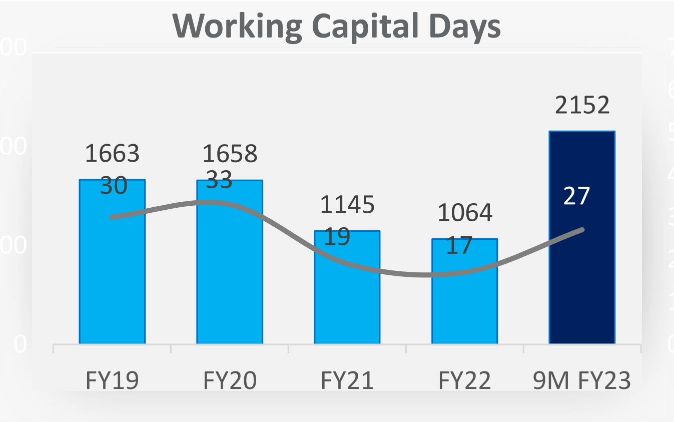
- Hosur - NEST (Inhouse Outer tube Mfg.)
- Chakan - Expansion for PSA
- Khandsa - Expansion for MSIL
- Dewas - Paint line

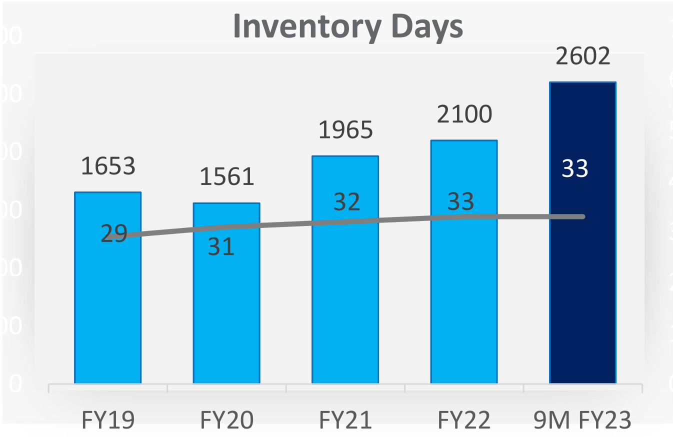
CASH FLOWS

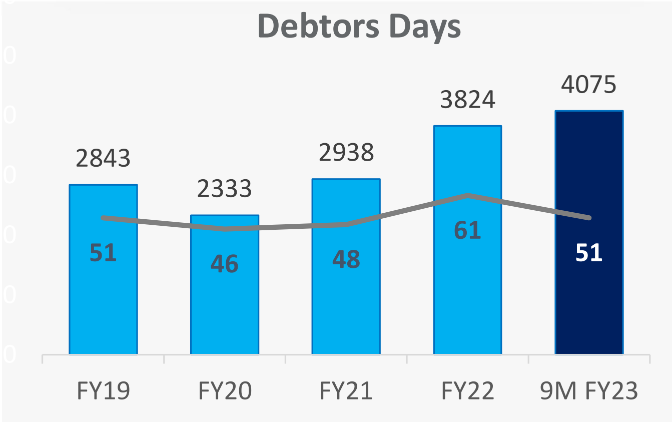






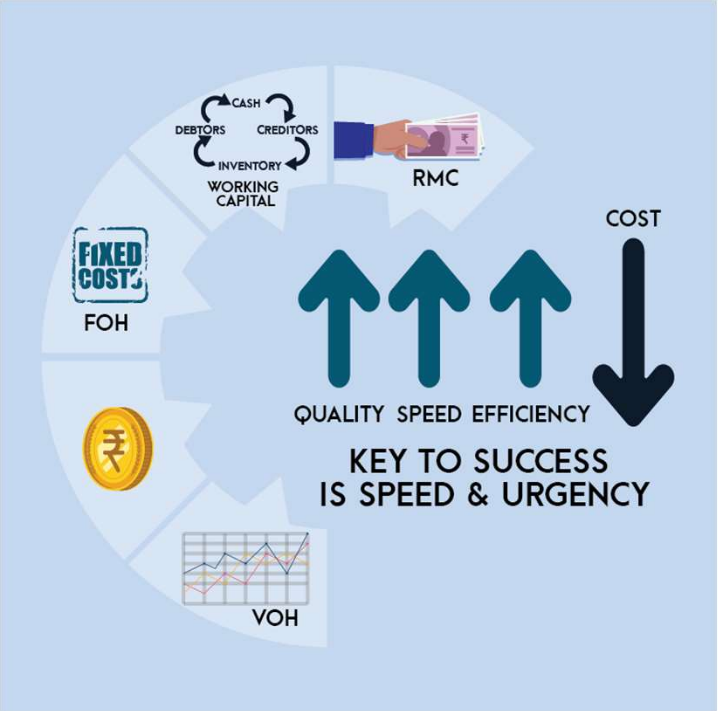


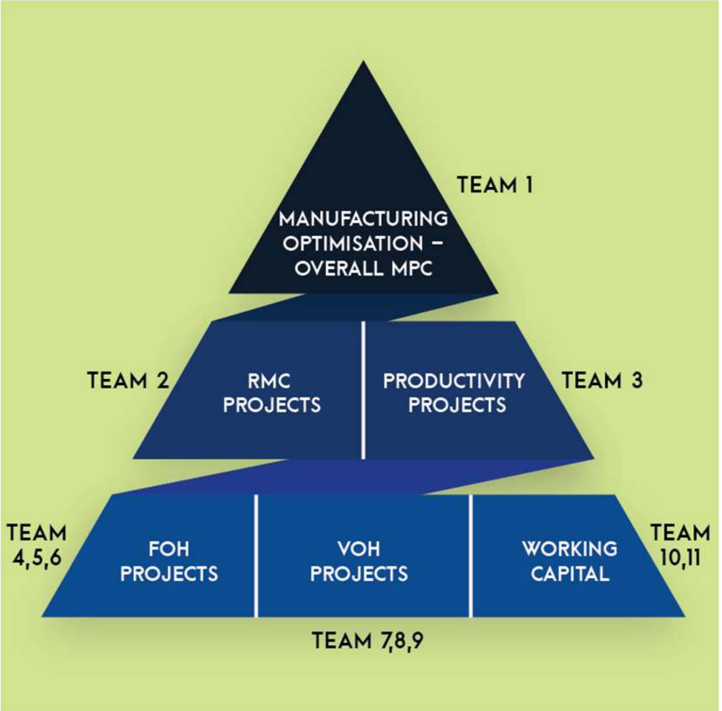




FY 21 - Days calculation basis 274 days (July 20 to Mar 21)

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

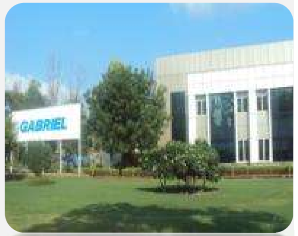
Financial Strength (FY22)

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

Key Metrics

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

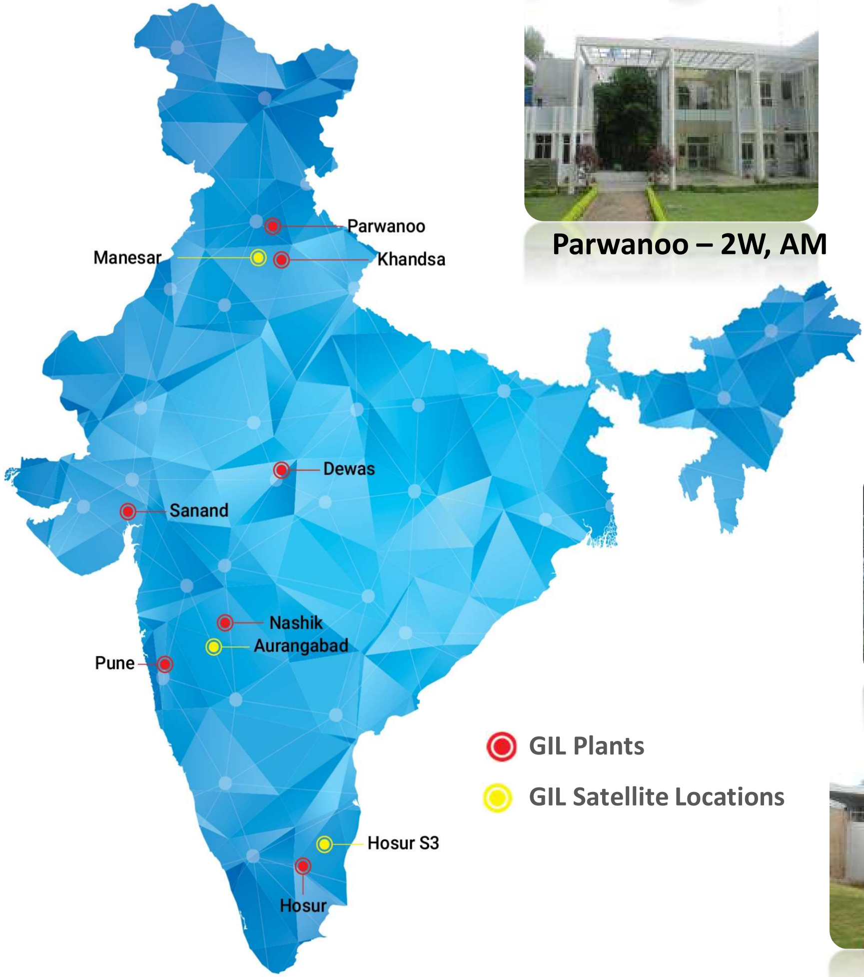
STRATEGIC MANUFACTURING FOOTPRINT



Khandsa – PV

Sanand – 2W,PV

Chakan – PV,CV,3W



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

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

- ATUL AUTO LTD.
- BAJAJ
- Benelli
- HONDA
- Mahindra
- PIAGGIO VEHICLES PVT. LTD.
- ROYAL ENFIELD
- SUZUKI
- TVS
- YAMAHA
- OLA ELECTRIC
- ATHER

Passenger Cars

- HONDA
- SPORT UTILITY VEHICLES
- TATA
- STELLANTIS
- RENAULT
- MARUTI SUZUKI
- TOYOTA Quality Revolution
- ŠKODA | VOLKSWAGEN ŠKODA AUTO Volkswagen India Private Limited

CV & Railways

- ASHOK LEYLAND
- DAIMLER
- DAF
- FORCE MOTORS
- ISUZU
- Mahindra Rise.
- INDIAN RAILWAYS
- TATA
- VE COMMERCIAL VEHICLES A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

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

Safety House

- 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

- In-depth sectoral knowhow
- Seasoned Resources
- Strong employee connect
- Partnership-oriented approach
- Employee-friendly systems and policies

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

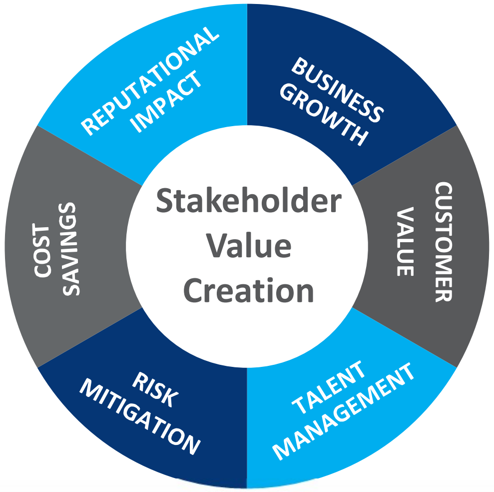
2015

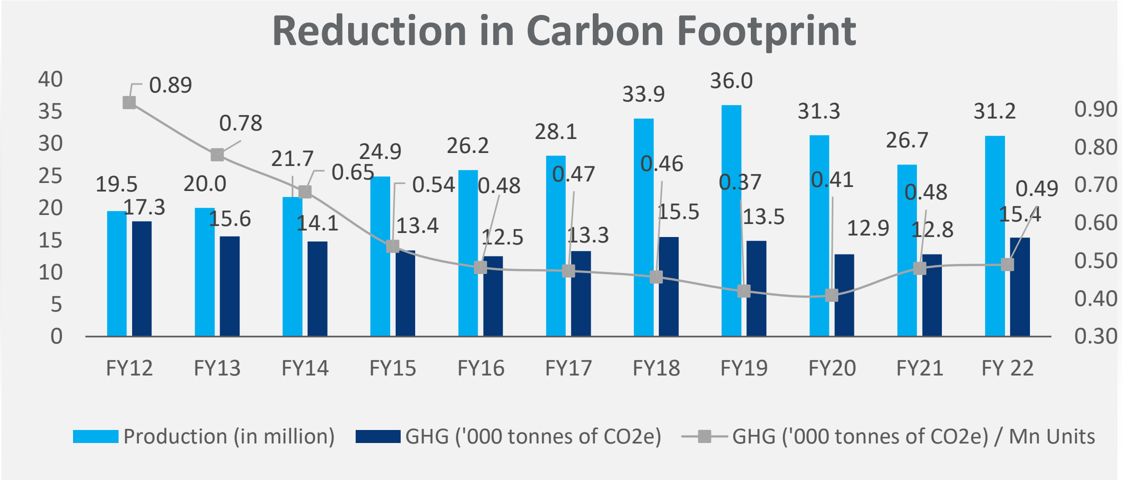
- **Ranked #2** in Auto Component Industry
- **Rank #43** among Top 50 Companies to work for in India

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

Concept → Designing → Prototyping → Testing → Validation

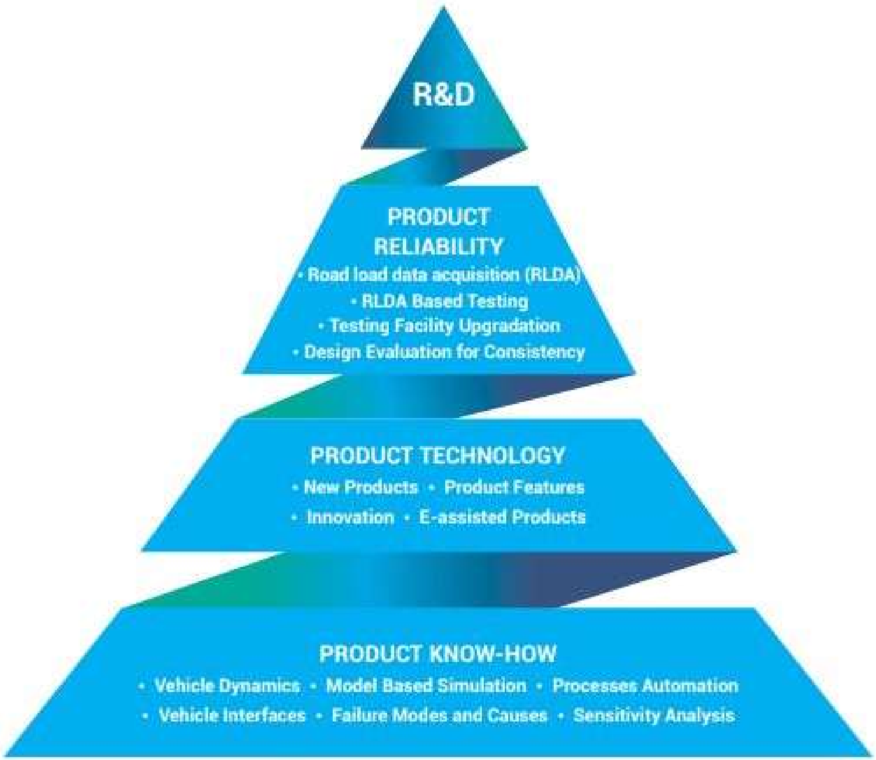
KEY FOCUS AREAS

- Product Technology
- Process Technology
- Testing and Validation
- Integrating People with Technology

75
Patent Filed

60
R&D Specialists

ELEMENTS OF 3-PILLARS



GABRIEL TECH CENTRE: POWERING OUR FUTURE, DRIVING POSSIBILITIES

Chakan

Technology Collaboration:

KYB Our Precision, Your Advantage

KONI

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 Alde 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

Manoj Kolhatkar
Managing Director

Amitabh Srivastava
Chief Operating Officer, Railways and Aftermarket Business Unit

Rishi Luharuka
Chief Financial Officer

Vinod Razdan
Head- Human Resource

Koen Reybrouck
Chief Technical Advisor

Atul Jaggi
Deputy Managing Director

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

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

Prashant Shah
Head- SSCM

CR Vijaykumar
Head- Quality

CUSTOMER AWARDS & ACCOLADES

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

Special Award by Volvo Eicher Commercial Vehicles Limited

TOYOTA

ZERO KM PPM and Quality certification by Toyota Kirloskar Motor

TVS

Best Supplier of the Year by TVS Motor Company

HONDA

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

SUZUKI

Periodic Cost Reduction Award By Suzuki Motor India

ASHOK LEYLAND
Aapki Jeet. Hamari Jeet.

Supplier Samrat National runner up in Proprietary

PACCAR

Quality Achievement (10 PPM) Award by PACCAR Inc

TATA
TATA MOTORS

Best Supplier Award for Demand Fulfillment North

BAJAJ

BAL-Q “Gold Consistent “ award by BAJAJ at BAVA Convention

INDUSTRY AWARDS & ACCOLADES

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

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

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

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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www.gabrielindia.com

Investor Relations Advisors :

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