

# Gabriel India Ltd.

## Investor Presentation

February 2024

# SAFE HARBOR

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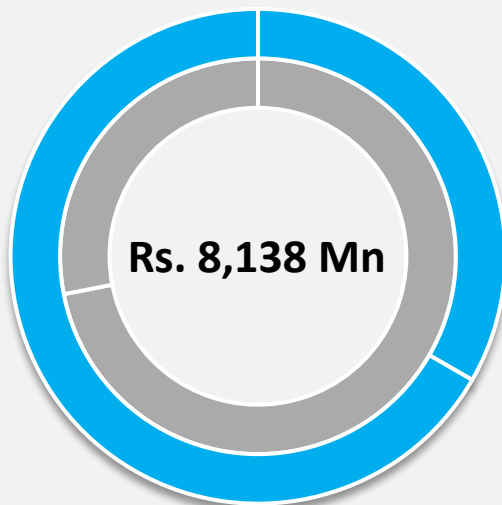
Strategy Going Forward



## Q3 & 9M FY24 Result Update

# FINANCIAL HIGHLIGHTS – Q3 FY24

### Revenue



Q2 FY 24

Rs 8,644 Mn

Q1 FY 24

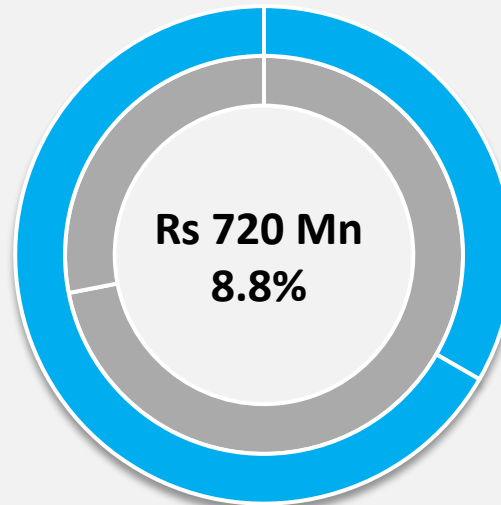
Rs .8058 Mn

Q4 FY 23

Rs 7,370 Mn

### Q3 FY24

### EBITDA



Q2 FY 24

Rs 753 Mn/8.7%

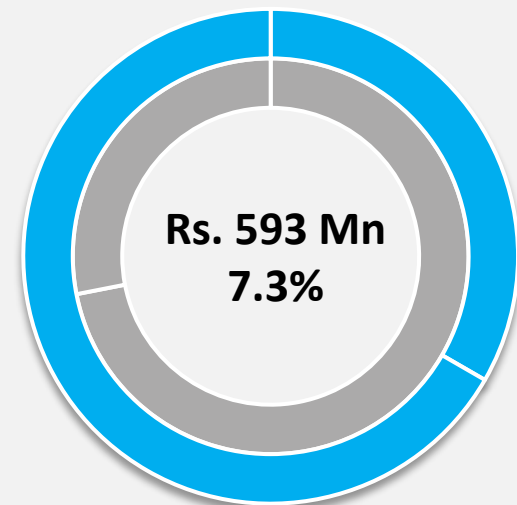
Q1 FY 24

Rs 690 Mn /8.6%

Q4 FY 23

Rs 524 Mn/ 7.1%

### PBT



Q2 FY 24

Rs 630 Mn/7.3%

Q1 FY 24

Rs 577 Mn/ 7.2%

Q4 FY 23

Rs 450 Mn /6.1%



## FINANCIAL HIGHLIGHTS – Q3 FY24

### Revenue

**Rs. 8,138 Mn**

Q3 FY'23: 7,110 Mn (+14.6%)

Q2 FY'24: 8,644 Mn (-5.8%)

### EBITDA

**Rs. 720 Mn (8.8%)**

Q3 FY'23: 514 Mn (+40.08%)

Q2 FY'24: 753 Mn (-4.38%)

### PBT

**Rs. 593 Mn (7.3%)**

Q3 FY'23: 392 Mn (+51.2%)

Q2 FY'24: 630 Mn (-5.8%)

### Balance Sheet

Net Cash position of Rs. 2138 Mn

### Cash Flow

Cash Flow from operations to the tune of Rs. 266 Mn as compared to Rs. 231 Mn inflow in Q2 FY24

### Capex

Capex incurred during the period  
Rs. 172 Mn

## FINANCIAL HIGHLIGHTS – 9M FY24

### Revenue

**Rs. 24,840 Mn**

As compared to Rs. 22,348Mn  
in 9M FY23 (Y-o-Y 11.1%)

### EBITDA

**Rs. 2,162 Mn (8.7%)**

As compared to Rs. 1,613 Mn  
in 9M FY23 (Y-o-Y 34.0%)

### PBT

**Rs. 1,800 Mn (7.2%)**

As compared to Rs. 1329 Mn  
in 9M FY23 (Y-o-Y 35.4%)

### Balance Sheet

Net Cash position of Rs. 2,138 Mn

### Cash Flow

Cash Flow from operations to the  
tune of Rs. 983 Mn as compared  
to Rs. 213 Mn inflow in 9M FY23

### Capex

Capex incurred during the period  
Rs. 500.2 Mn

# FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q3 FY24	Q3 FY23	YoY	Q2 FY24	QoQ	FY23	FY22	YoY
Revenue from Operations	8,138	7,110	14.5%	8,644	-5.9%	29,717	23,320	27.4%
Gross Margin (%)	25.5%	24.4%	1.1%	24.7%	0.8%	23.7%	23.4%	0.3%
EBITDA Margin (%)	8.8%	7.2%	1.6%	8.7%	0.1%	7.2%	6.3%	0.9%
Net Margin (%)	5.3%	4.1%	1.2%	5.4%	-0.1%	4.5%	3.8%	0.7%

Balance Sheet (Rs. Mn)	9MFY24	9MFY23	FY23	FY22
Net worth	9,560	8,380	8,703	7,668
Gross Debt	100	115	112	129
Liquid Investments	2138	2,172	2,984	2,791
Fixed Assets	4,678	4,271	4,407	4,027

Key Performance Indicators	Q3 FY24	FY23	FY22
Net Working Capital (days)	24	18	17
ROIC (%)	32.1%	31.3%	26.1%
Cash Flow from Operations Inflow/(Outflow)	266	1,364	950

## Comparison Highlights

### QoQ

- Revenue: Decr. By 506 Mn  
OEM Sales Mix decrease By 0.9%
- Gross Margin Decr. By -66 Mn  
Core 90 Saving
- EBITDA Margin decr. By -33 Mn
- Net Margin Decr By -39 MN

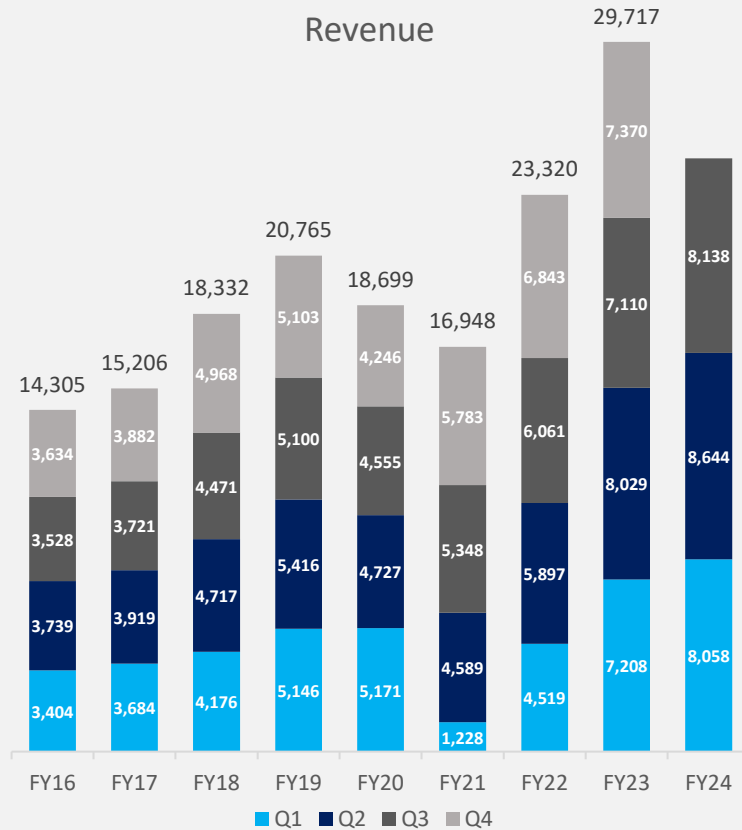
### YoY

- Revenue: Incr. By 1028 Mn
- OEM Sales Mix increase By 2.7%
- Gross Margin Incr. By 339 Mn  
Core 90 Saving
- EBITDA Margin incr. By 206 Mn
- Net Margin Incr. By 138 MN

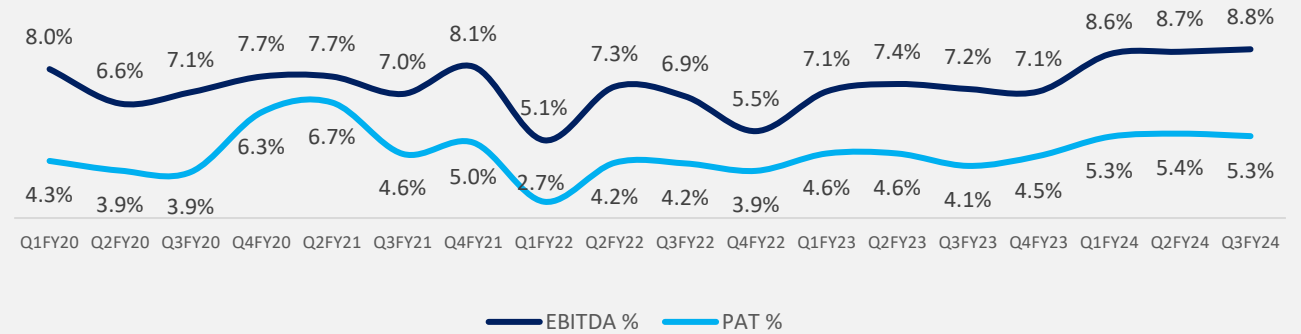


# QUARTERLY PERFORMANCE TREND

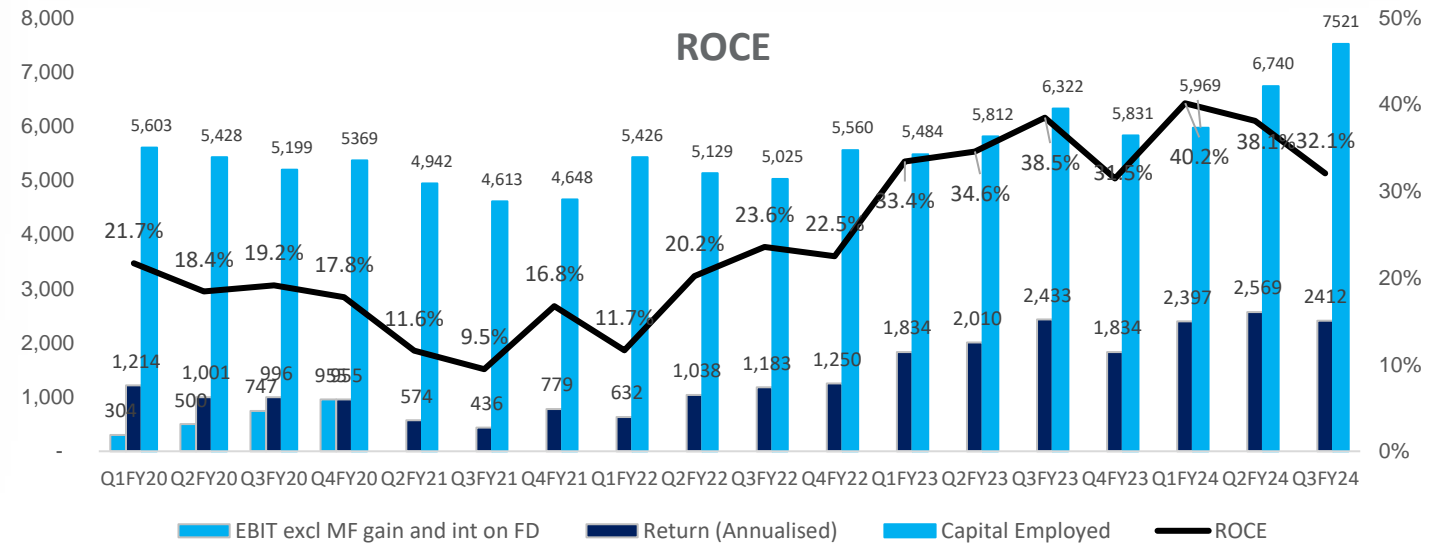
## Revenue (Mn)



## Margins



## ROCE



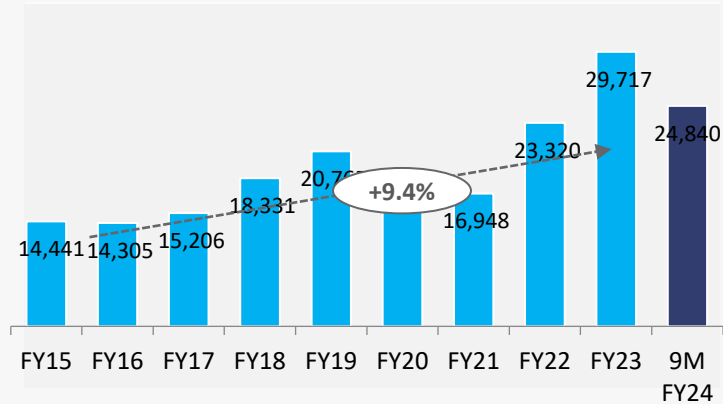
# PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q3 FY24	Q3 FY23	YoY	Q2 FY24	Q-o-Q	FY23	FY22	Y-o-Y
Revenue from Operations	8,138	7,110	14.5%	8,644	-5.9%	29,717	23,320	27.4%
Raw Material	6,066	5,377		6,507		22,688	17,863	
Employee Expenses	522	473		542		1,831	1,597	
Other Expenses	830	745		843		3,061	2,401	
EBITDA	720	514	40.1%	753	-4.3%	2,137	1,459	46.4%
Other Income	28	18		31		174	262	
Interest	10	13		10		46	43	
Depreciation	144	127		141		486	414	
PBT	593	392	51.3%	630	-5.8%	1,779	1,265	40.7%
Tax	164	101		161		456	369	
PAT	429	291	47.5%	470	-8.4%	1,324	895	47.9%
EPS	3.0	2.0		3.3		9.2	6.2	

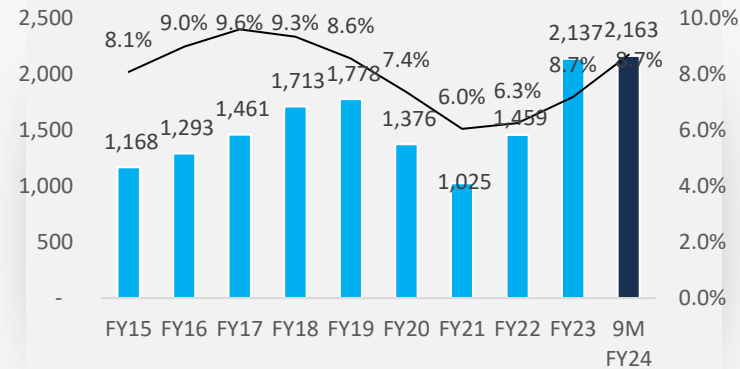
*Note: Foreign Exchange Fluctuation(Net) is part of other Income.*

# FINANCIAL TRACK RECORD

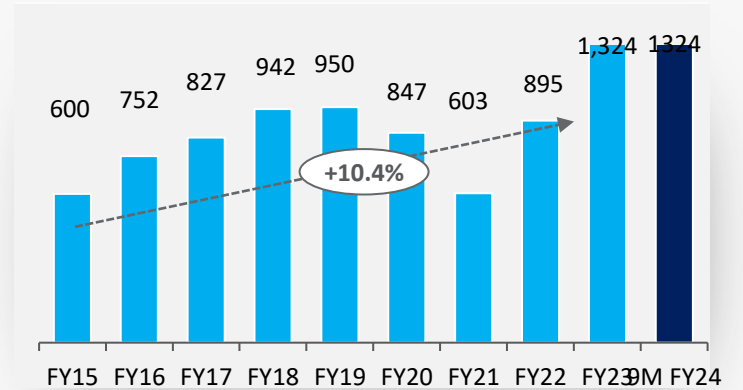
## Revenue (Rs Mn)



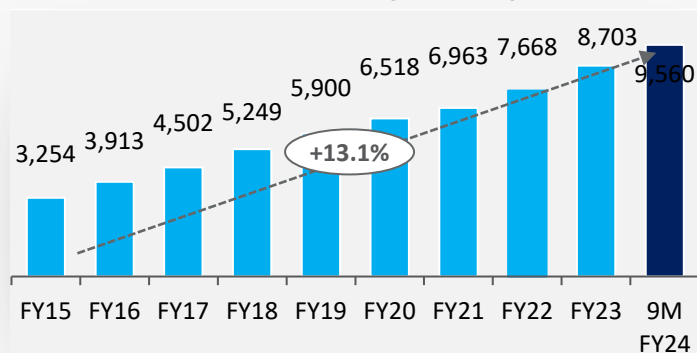
## EBITDA (Rs Mn) & EBITDA Margin (%)



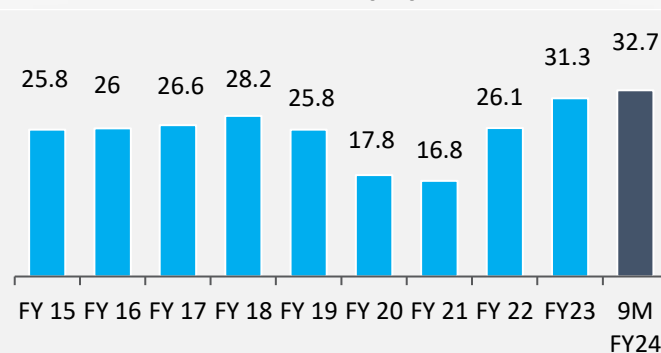
## PAT



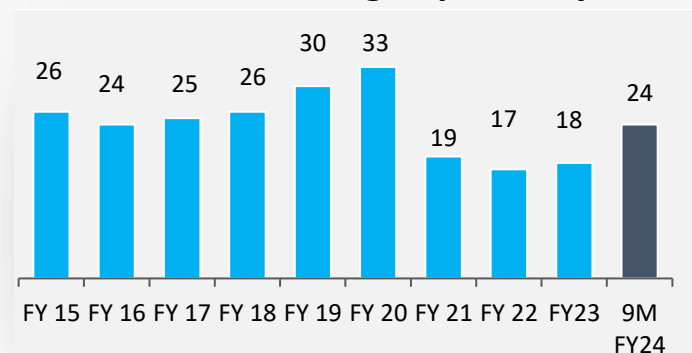
## Net worth (Rs Mn)



## RoCE (%)



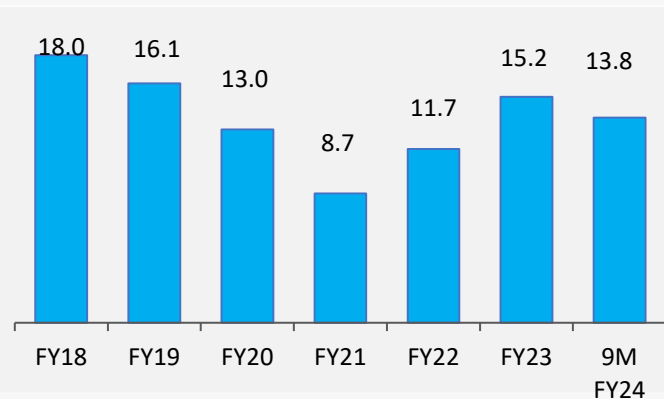
## Net Working Capital Days



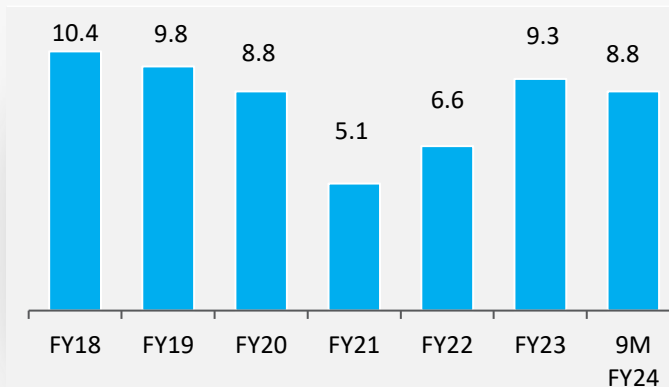
^Note: Financials for FY17-23 as per IND-AS

# KEY RATIOS

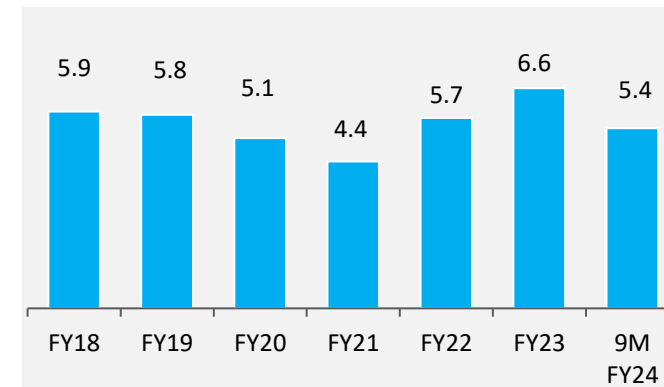
## Return on Equity (%)



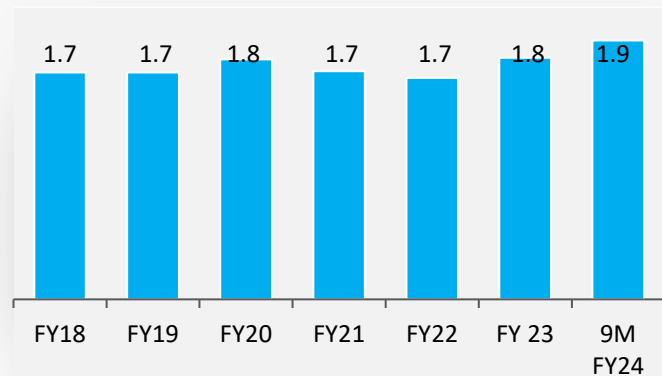
## Return on Assets (%)



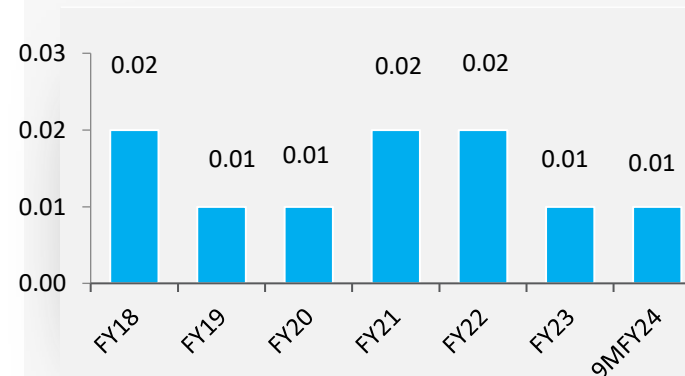
## Fixed Asset Turnover (x)



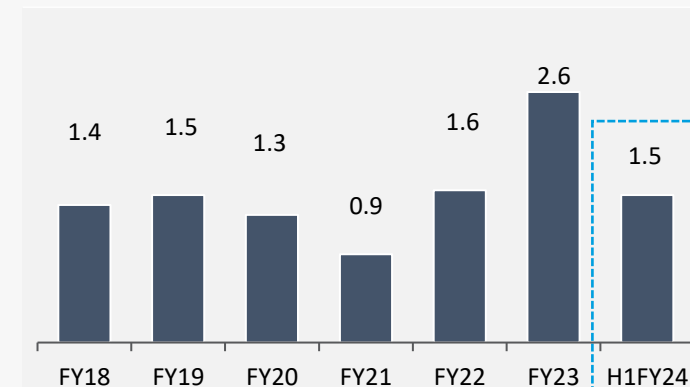
## Current Ratio (x)



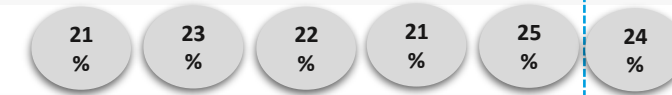
## Debt : Equity Ratio



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

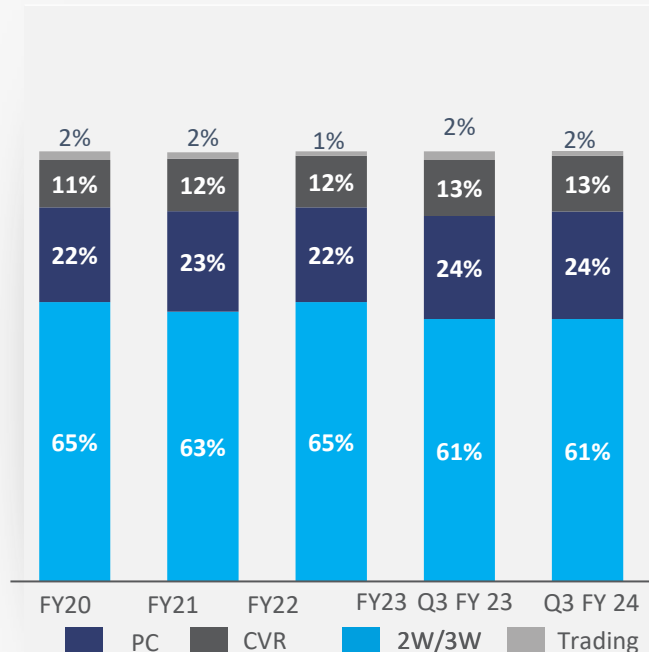


## Payout Ratio

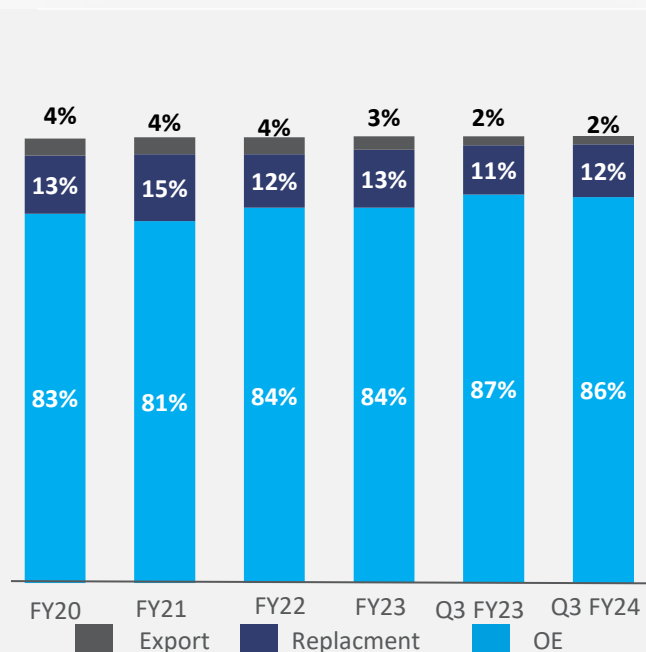


# REVENUE MIX (INC. TRADING)

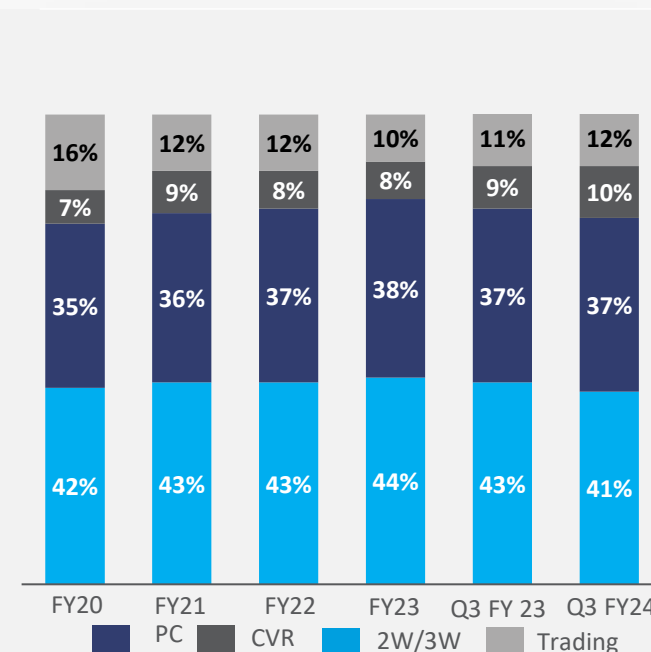
## Segment Mix



## Channel Mix



## Aftermarket



# BALANCE SHEET

Assets (Rs. Mn.)	Dec-23	Sep-23	Mar-23	Mar-22
Non-current assets	5,386	5,180	4,857	4,458
Current assets	9,635	10,122	9,423	9,073
<b>Total Assets</b>	<b>15,021</b>	<b>15,302</b>	<b>14,280</b>	<b>13,531</b>

- Net Cash stood at Rs 2,138 Mn at the end of Dec.23
- Net Working Capital Days at 24 as compared to 18 last year
- Capex for 9MFY24 to the tune of Rs. 500.2 Mn

Equity and Liabilities (Rs. Mn.)	Dec-23	Sep-23	Mar-23	Mar-22
Equity	9,560	9,347	8,703	7,668
Non-Current Liabilities	514	346	384	403
Current liabilities	4,947	5,609	5,193	5,460
<b>Total Equity and Liabilities</b>	<b>15,021</b>	<b>15,302</b>	<b>14,280</b>	<b>13,531</b>

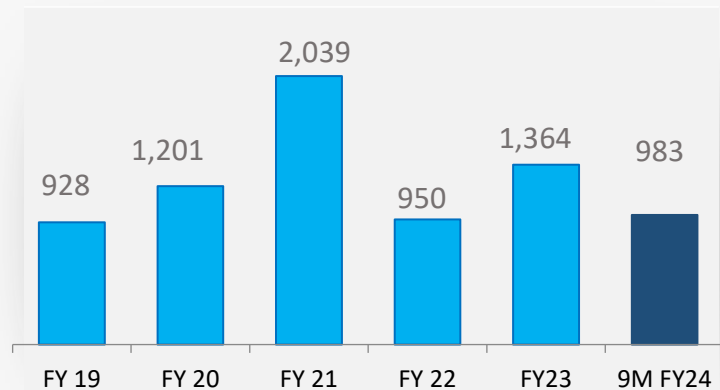
## Capex for FY23

- Hosur - NEST, Fanuc Robo Drill, Damping Force Testing, Electro Dynamic damper, Washer spring feed Assembly, Sustainability
- Chakan - Expansion Spinning Machine, Chrome grinder Machine ,Chennai Land
- Khandsa - Expansion for MSIL

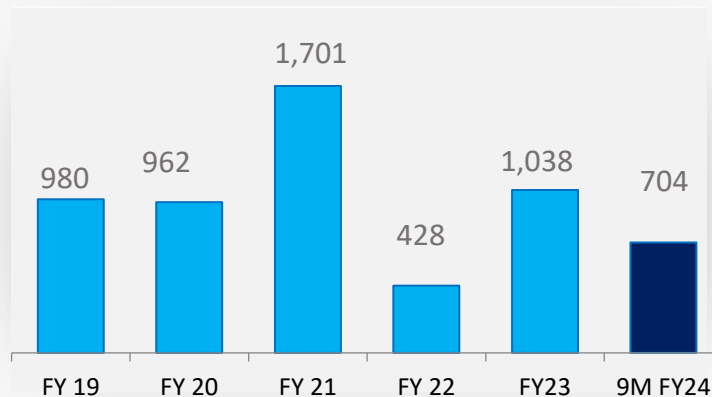


# CASH FLOWS

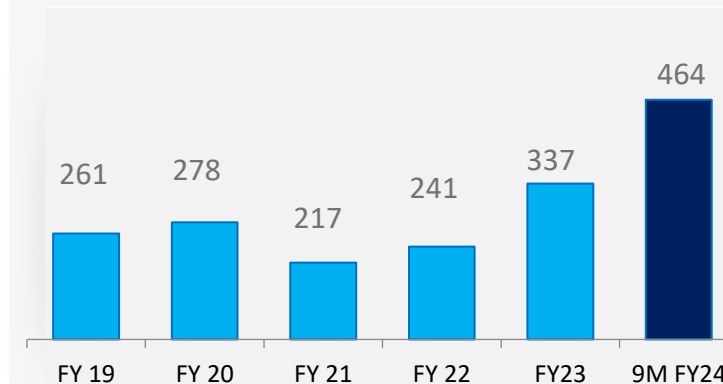
### Cash Flow from Operations (Rs. Mn)



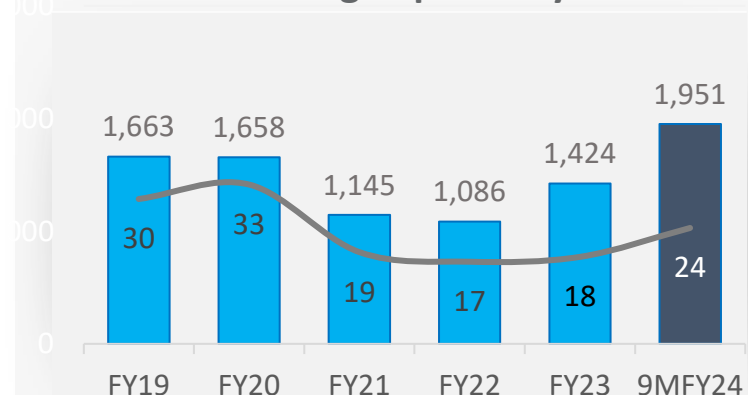
### Cash Flow used in Investing (Rs. Mn)



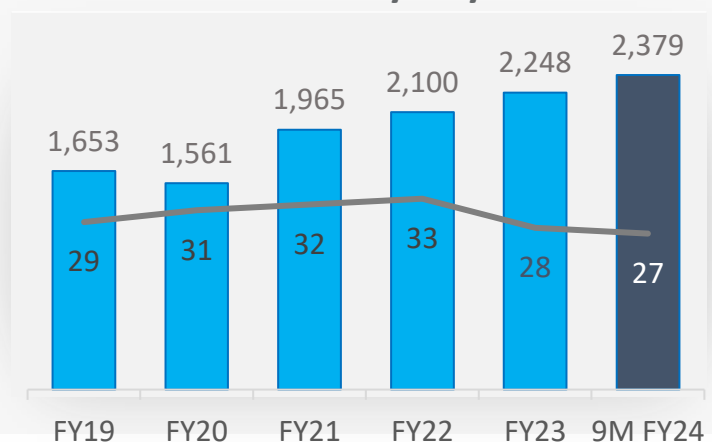
### Cash Flow used in Financing (Rs. Mn)



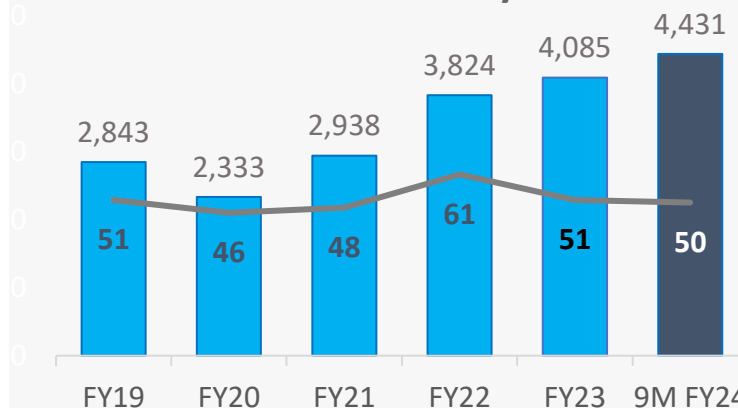
### Working Capital Days



### Inventory Days

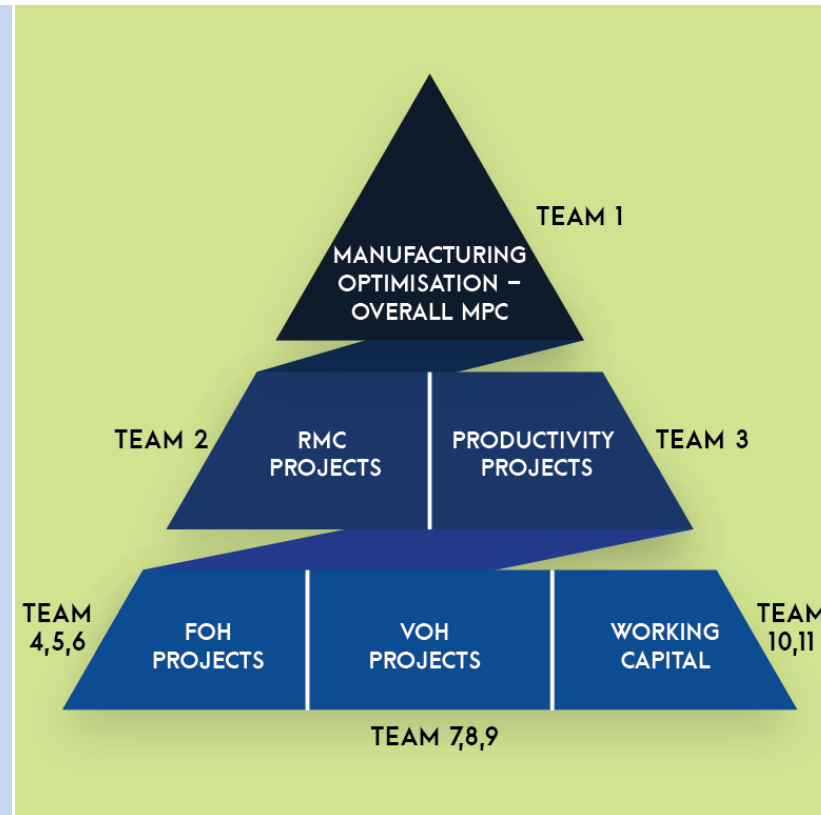
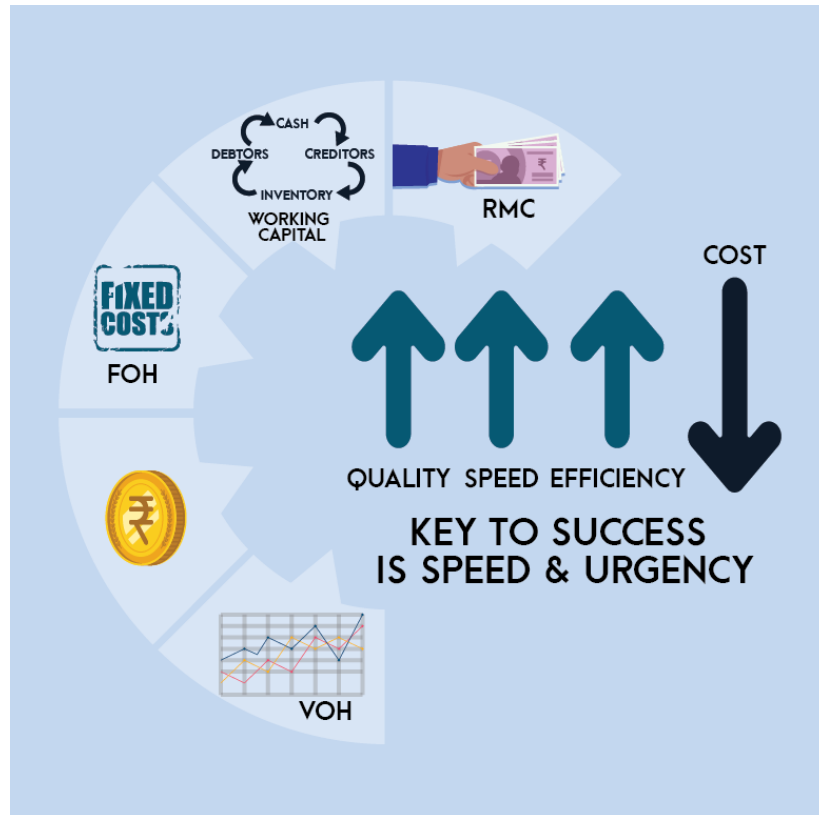


### Debtors Days



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

## CORE 90 (COST REDUCTION IN 90 DAYS)



## 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

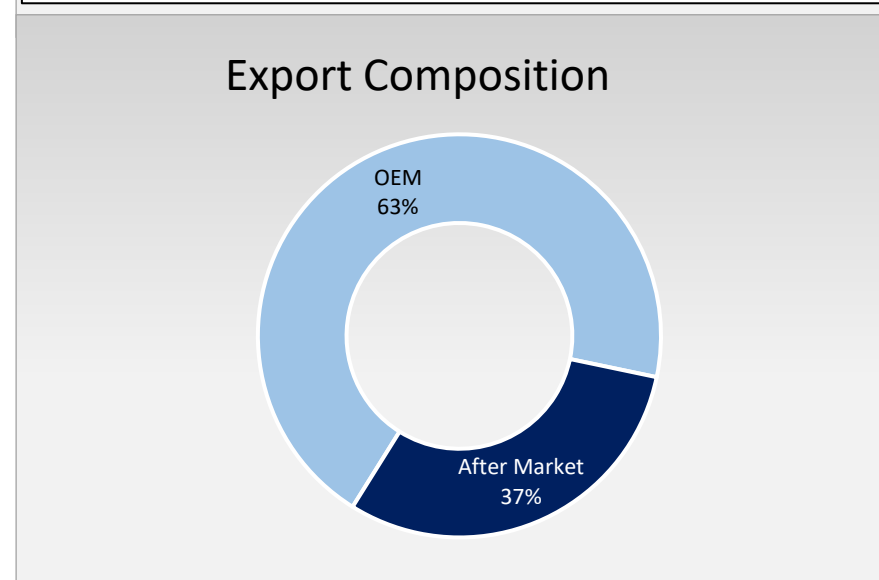
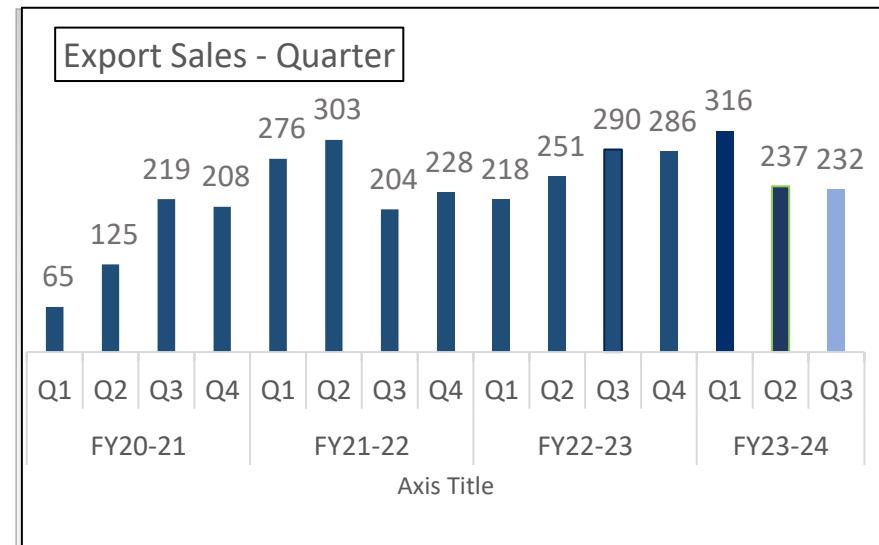
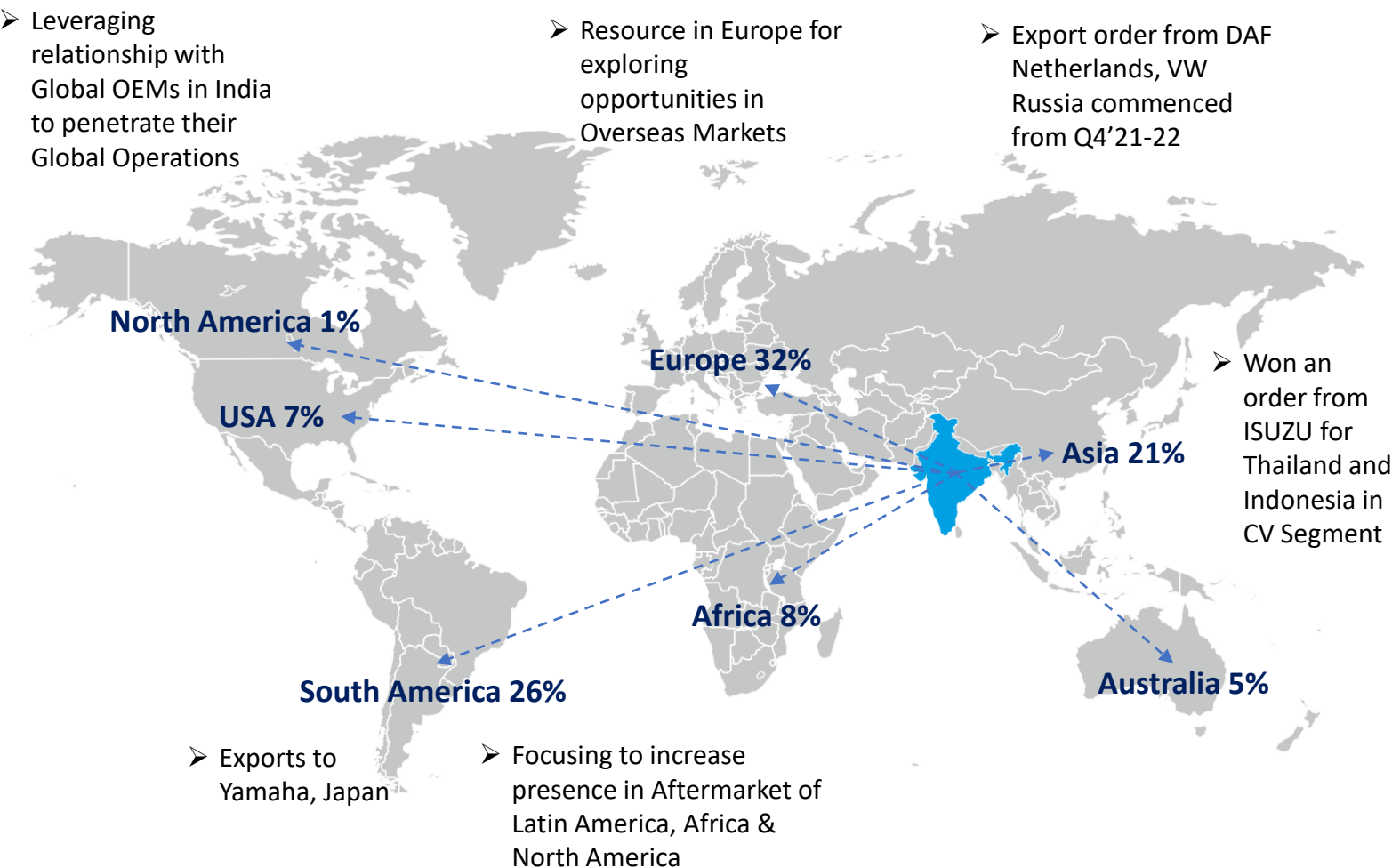
## OUR STRATEGIC BUSINESS DRIVERS



**Exports**



# CREATING GLOBAL PRESENCE THROUGH EXPORTS



## OUR STRATEGIC BUSINESS DRIVERS



**Domestic Dominance**





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

## Performance

- The main drivers of growth included initiatives to enhance market share with key customers like TVS , Bajaj and EV OEM, increased focus on developing new products in EV and premium category, and the notable acceptance of end products in the market.

## Recent Launches

- Ather Rizta
- OLA – S1 Air/S1X/S1X+/Gen2
- Gogoro – PUZ , Ather – 450S, TICM – Montra L5

## Market Update

- As per SIAM data, the 2W sales grew by 19 % YoY and 3W grew by 13.4% YoY respectively in Q3 FY23-24 compared to Q3 FY22-23
- In 2W segment, Scooters grew by 25.4%, Motorcycles grew by 16.3% & Mopeds grew by 23.7% in Q3 FY23-24 compared to Q3 FY22-23.

## Future Development

- EV - OLA M/c, Ather ,River, TICM, Lectrix
- 2W- TVS, REM, Suzuki, Bajaj, Piaggio
- 3W – Bajaj, TVS,

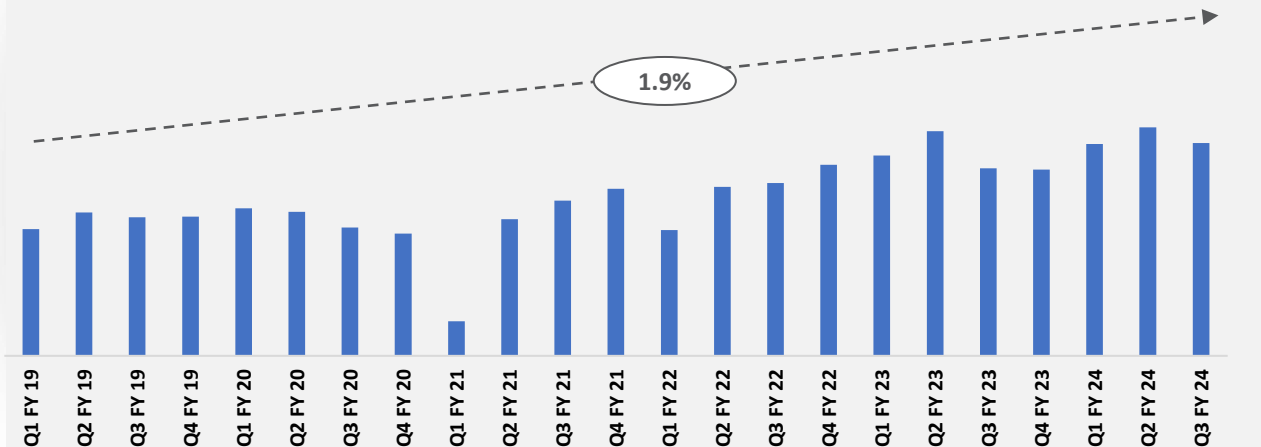
## Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto

**61%** % to Total Sales

**32%** Market Share

Revenue Trend (Mn)



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



## Top Selling Models

## GIL Presence

1. Ola S1 Pro
2. TVS iQube
3. Bajaj Chetak
4. Ather 450x
5. Ampere Magnus EX
6. Hero Vida V1 Pro
7. Joy e-bike Glob



Source: zecat.in/ev-sales-report-december-2023

## 21.37%

Highest EV Sales in  
Uttar Pradesh in the  
month of Dec'23

Source: jmkresearch.com

## 73%

GIL SOB  
2W sales  
( Q3, FY 23-24)

## 7%

GIL SOB  
3W sales  
( Q3, FY 23-24)

## 40%

GIL growth - EV-2W  
Q3 FY24 w.r.t Q3 FY23

## 60%

GIL growth - EV-3W  
Q3 FY24 w.r.t Q3 FY23

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

## Performance

- Growth in UV/Van segment at 34 % against market growth of 26%
- Degrowth in Passenger car segment at 5% against market degrowth of -17%

## New Program

- Maruti Suzuki: Jimny
- Stellantis : Electric Citroen C3

## Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 26 % in Q3 FY24 over the same period last year

## Future Development

VW (1) , TML (4), Stellantis (2), MSIL (3)

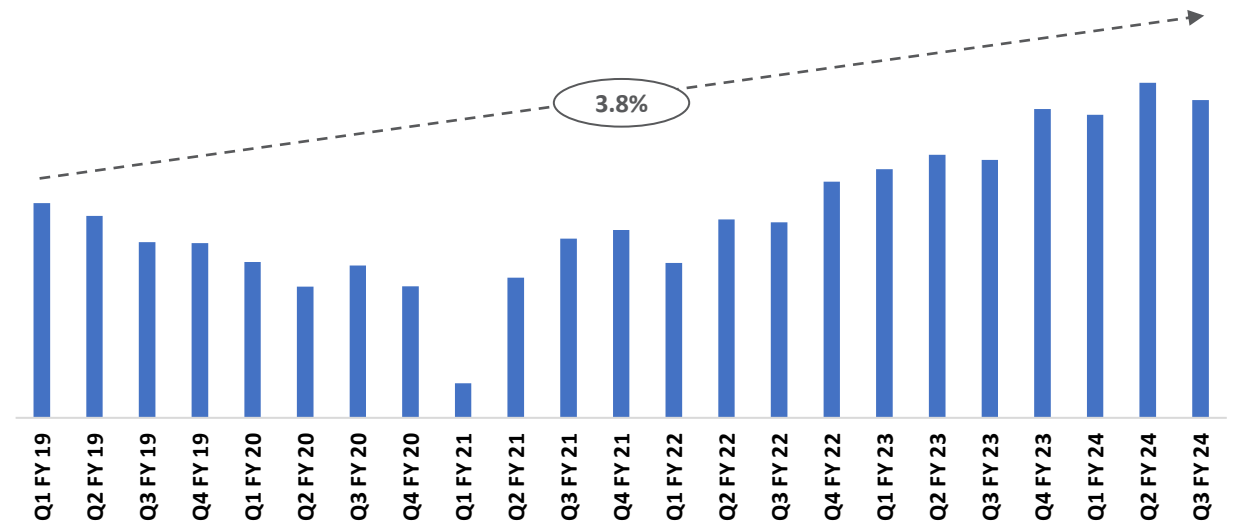
## Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

**25%** % to Total Sales

**24%** Market Share

Revenue Trend (Mn)

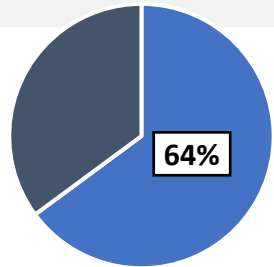


# GABRIEL PRESENCE: UTILITY VEHICLES

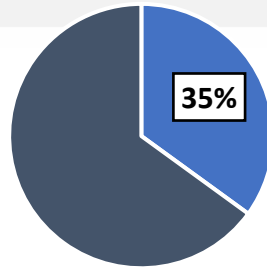
- Manufacturing Facility: Chakan & Khandsa
- R&D Centre: Pune
- Product Portfolio: McPherson struts, Gas Shock Absorbers, Steering Dampers
- Commenced the technology of FSD (Frequency Selective Damping) in damper supplies for key customers

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

Gabriel India Share of Business in Total Utility Vehicle Sales `35%



■ Utility Vehicle



■ SOB - GIL ■ Others



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

- CV segment grew by in Q3 FY24 as compared to Q3 FY23

## New Program

Mahindra – UPP -G1 , E Jeeto & 3W , TML – Coral , 55T (High Damping force Dampers) , VECV Titan LCV EV Dampers , TVS – 4W

## Market Update

- As per SIAM data, the overall commercial vehicles segment grew by 6% in Q3 FY24 as compared to Q3 FY23
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 4% YoY and Light Commercial Vehicles (LCVs) grew by 9% YoY in Q3 FY24

## Future Development

- Fuso Japan , New EV customers & Volvo
- DAF – Axle Dampers ( High Damping force Dampers )

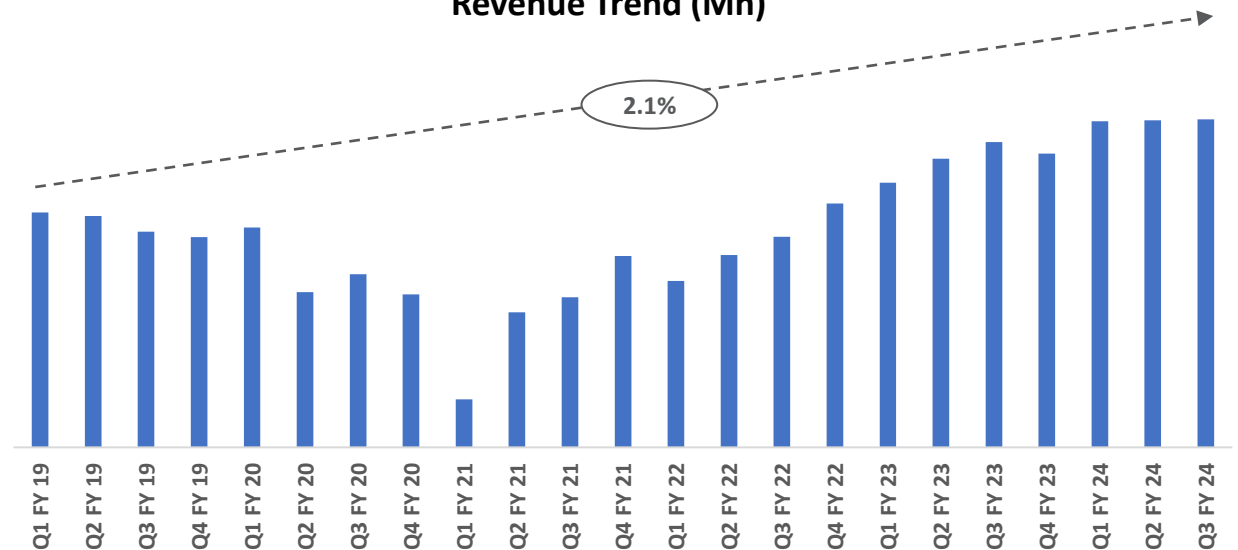
## Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland

**11%** % to Total Sales

**89%** Market Share

Revenue Trend (Mn)

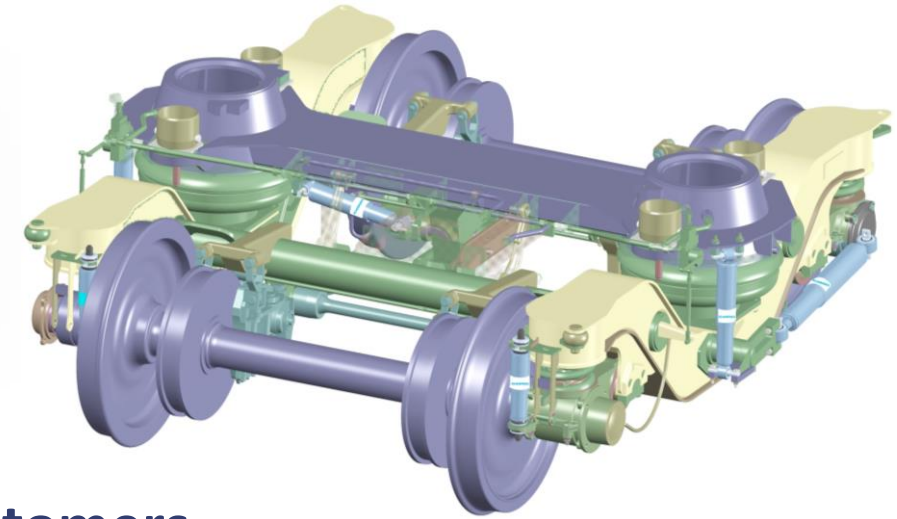




# GABRIEL PRESENCE- RAILWAYS

- Manufacturing Facility: Chakan, Pune
- R&D Centre: Pune
- Product Portfolio: Damper for Rajdhani/Shatabdi Coach, ICF Conventional coach, EMU/MEMU Coach & Diesel Locomotive
- 1<sup>st</sup> 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 62 years with market share > 40%

## Extensive Distribution Network

- 10 CFA locations & 700+ dealer network
- ~25,000 + retail outlets supported by effective sales force
- Present in the aftermarket segment across six continents

## Recent Highlights

- Achieved 3% growth over Q3 22-23. Sale Q3 (23-24) – 1042 MINR
- Achieved 8% growth over YTD Dec 22-23. Sale YTD Dec (23-24) – 3208 MINR
- Completed successfully 4 IT Enablement projects

## Widest Product Range

- Only Company present in all the segments i.e. TW, PC, CV & Railways
- Launched 269 SKU's YTD Dec 23-24.
- More than 1312 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

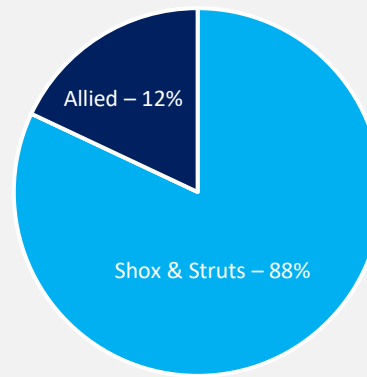
## Presence Through Allied Products

- Leveraging Brand Gabriel & Distribution Network for Allied products.
- 20 New Product lines launched successfully in recent years & 1 NPL are in pipeline.

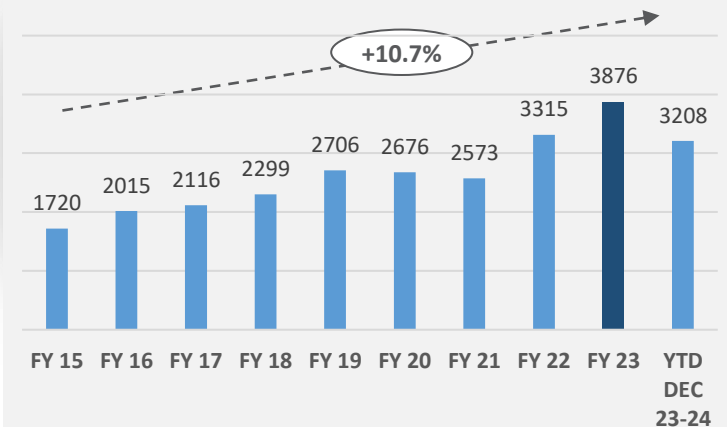
## Focus Areas & Outlook

- 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 23-24 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)



## OUR STRATEGIC BUSINESS DRIVERS



**Merger & Acquisition**



## MERGER & ACQUISITION

Product diversification is one of the important levers in both de-risking our business and also improving shareholders value

# GABRIEL

- Gabriel India is the flagship of the ANAND Group. From being a single-product company in 1961, Gabriel India has transformed itself to become the most-trusted ride control products brand in India.
- Gabriel is also the leading manufacturer of shock absorbers for new generation vehicles in the 2 & 3-wheeler segment in India, including EVs.

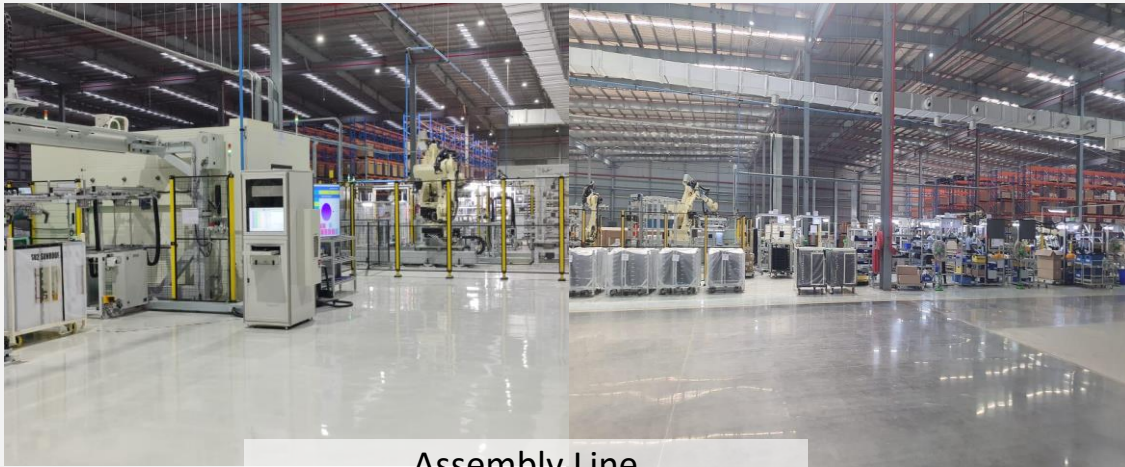


- Founded in the Netherlands in 1946, with over 700 life patents and a global market share of approximately 25%, Inalfa Roof Systems is a \$1.5 billion company, leading in roof systems technology and solutions, delivering roof systems to almost every major car and truck manufacturer in the world.

# IGSSPL PLANT READINESS



Plant View



Assembly Line



PU Line

## OUR STRATEGIC BUSINESS DRIVERS

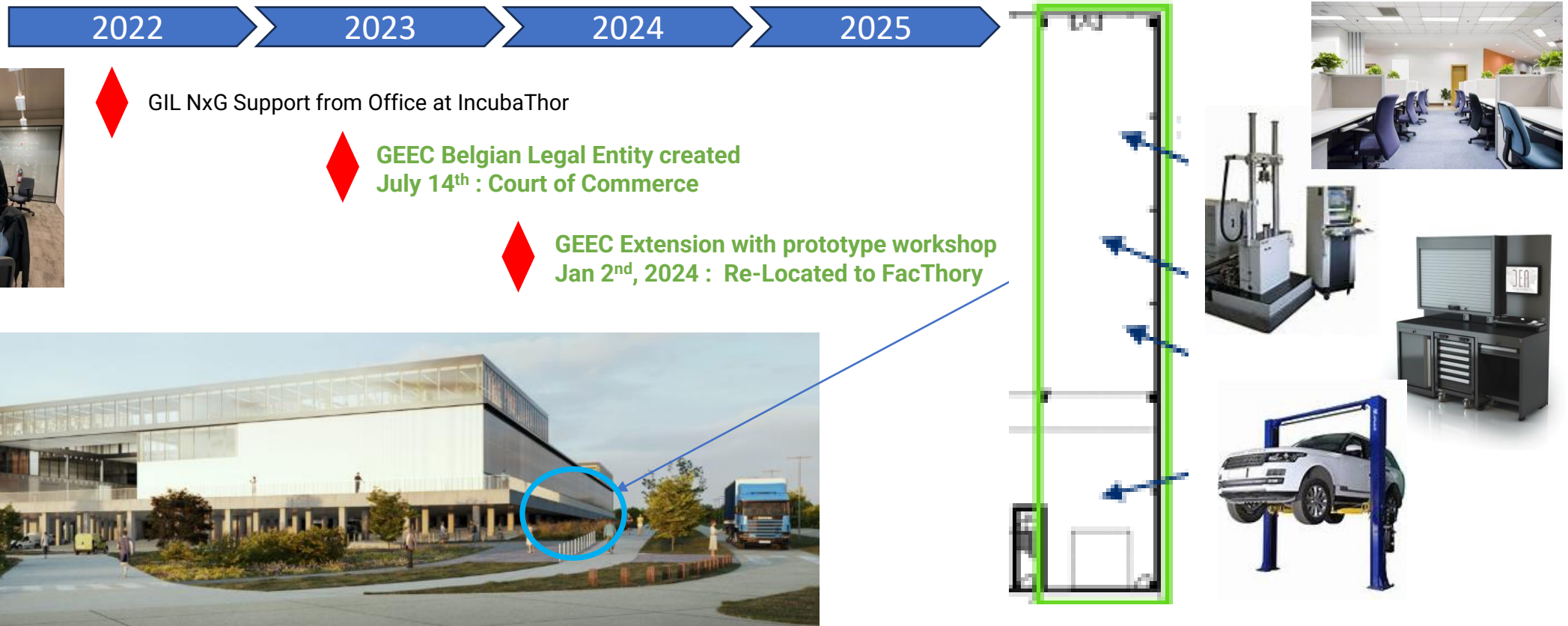


**Technology**



# GABRIEL EUROPE ENGINEERING CENTRE (GEEC)

- Competence Centre for knowledge transfer and training
- Centre of Excellence aiming to become Best in Class on Global Suspension Market
- Joint development of Gabriel Next Generation Technologies with GIL R&D and global external partners
- Located at Thor Park in Genk, Belgium





# GABRIEL PUNE TECH CENTRE: “IGBC” CERTIFIED GREEN BUILDING



# 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



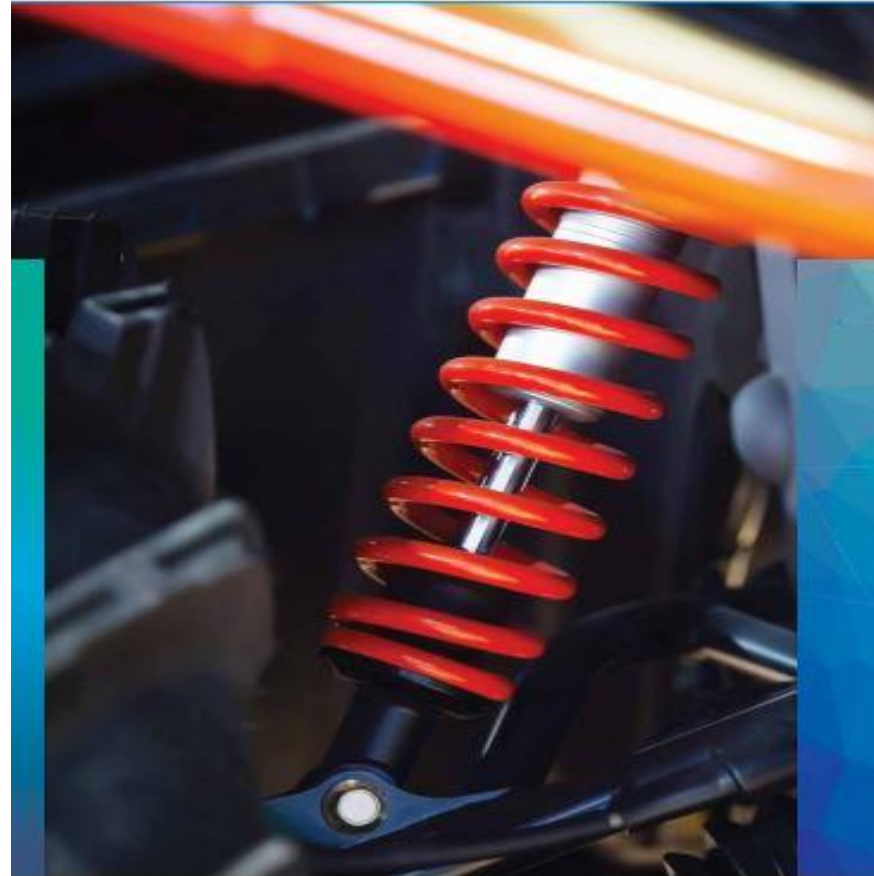
# ACHIEVING ENGINEERING EXCELLENCE

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**

## AWARDS AND ACCOLADES



Award from **Bajaj** for Platinum Rating for Delivery and Quality

## AWARDS AND ACCOLADES



Won CII TCM Award in “**Manufacturing Champion**” Merit Category



Won CII TCM Award in “**Sustainability Champion**” Merit Category





## 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: 1,726 MT reduction in carbon footprint since FY12. 12% of power from renewable sources from 0% in FY14
- Consistent dividend track record since FY 85-86

## Financial Strength ( FY23)

Revenue	PAT	ROCE	Net Cash
INR 29,717 Mn	INR 1,324 Mn	31%	INR 2,984 Mn



## Key Metrics

500+

New Product Additions

7+3 (satellite plants)

Manufacturing Plants

25

Countries of Presence

75 (6 Granted)

Patents Filed

664

Distributors

4,466

Employees (Average)



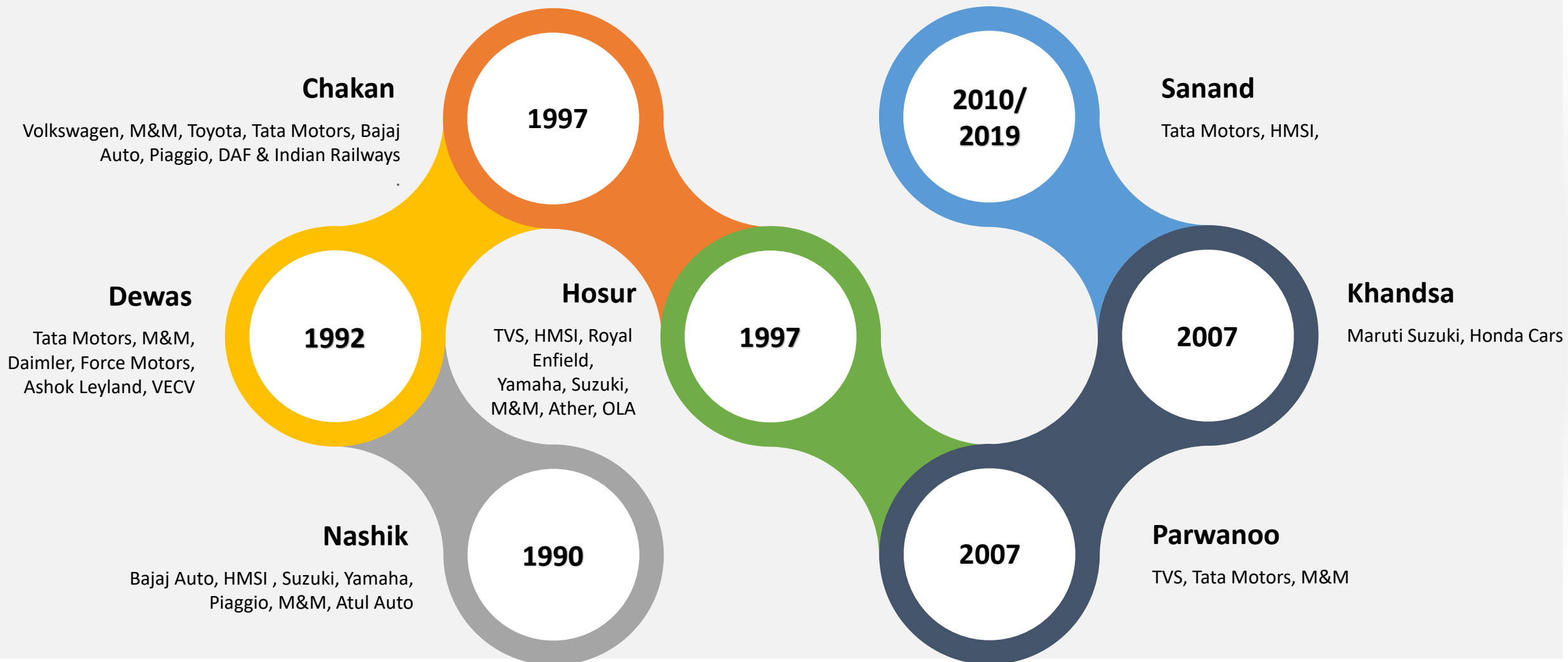
# STRATEGIC MANUFACTURING FOOTPRINT



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



# STRATEGIC MANUFACTURING FOOTPRINT



# 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
- 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

## 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

ROYAL  
ENFIELD

TVS



OLA ELECTRIC



## Passenger Cars



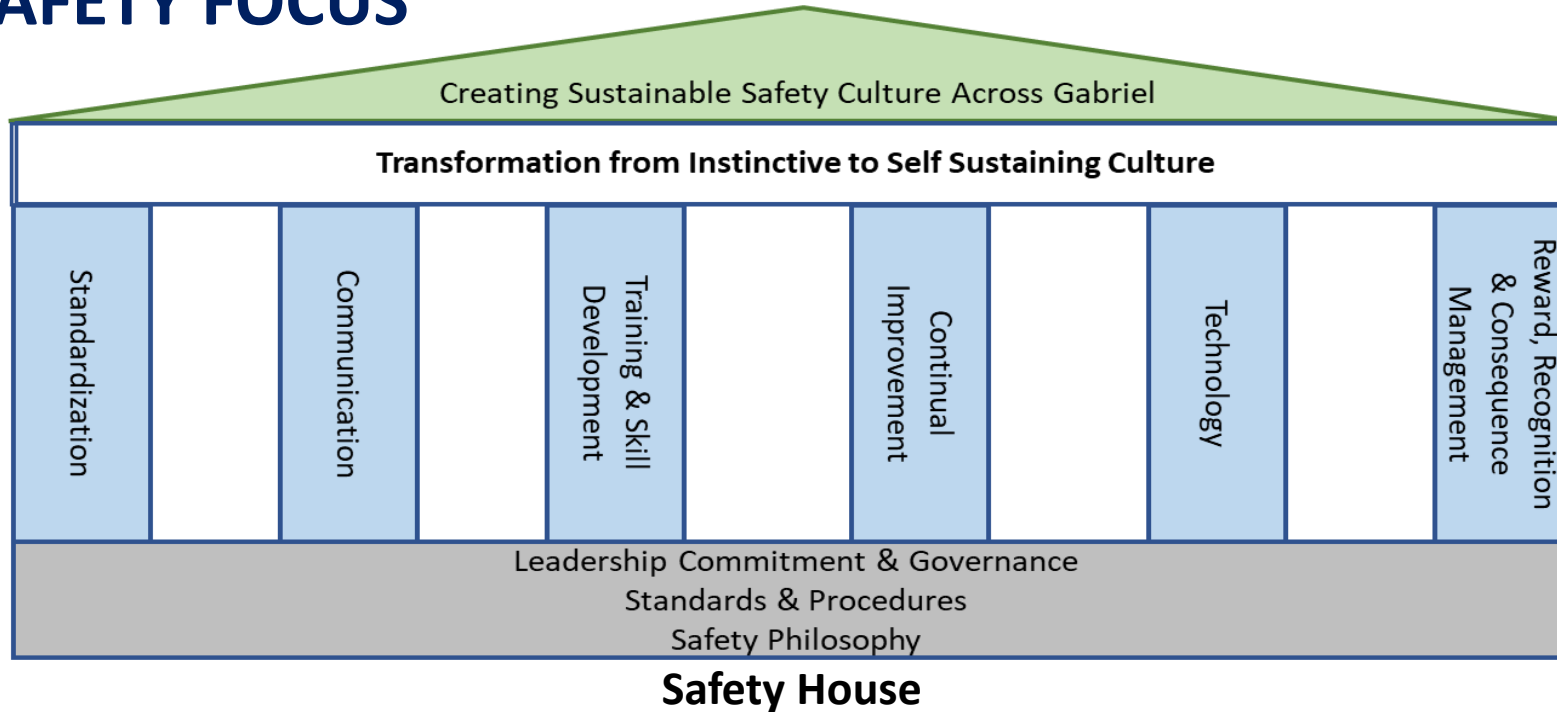
## CV &amp; Railways



DAIMLER

ISUZU Mahindra  
Rise.

# 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' 23	Mar' 22	Mar' 21	Mar' 20	Mar' 19
Revenue per employee (Rs Cr)	0.66	0.61	0.43	0.51	0.53
Average employee experience (person years)	8.0	8.0	9.0	8.0	7.0
Investment in training programmes (Rs Cr)	1.94	1.05	0.42	2.21	1.45
Employees covered under training programmes (%)	70%	73%	78%	80%	65%

# “GREAT PLACE TO WORK” – FIVE CONSECUTIVE YEARS

## 2019

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

## 2017

- **Ranked #2** in Auto & Auto Component Industry
- Rank #52 among Top 100 Companies to work for in India

## 2015

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

## 2018

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

## 2016

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

## 2012

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





# SUSTAINABILITY MISSION



## Mission

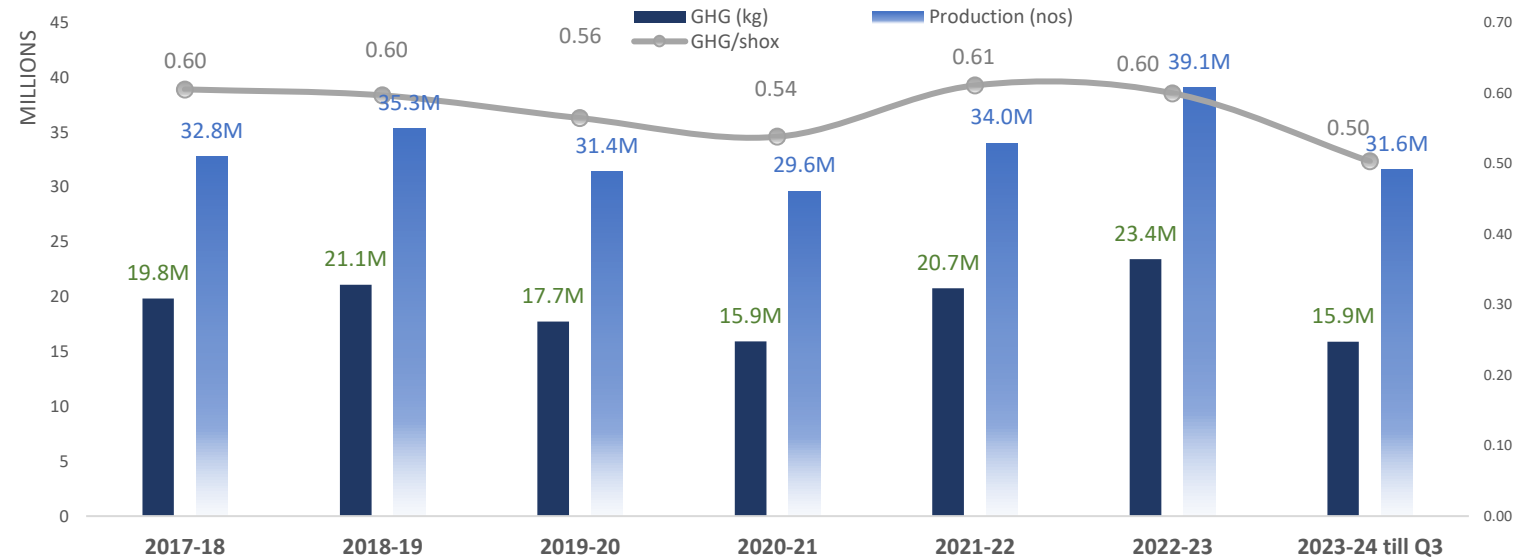
TO BE CARBON & WATER NEUTRAL BY 2025 WITH ZERO WASTE TO LANDFILL



# SUSTAINABILITY

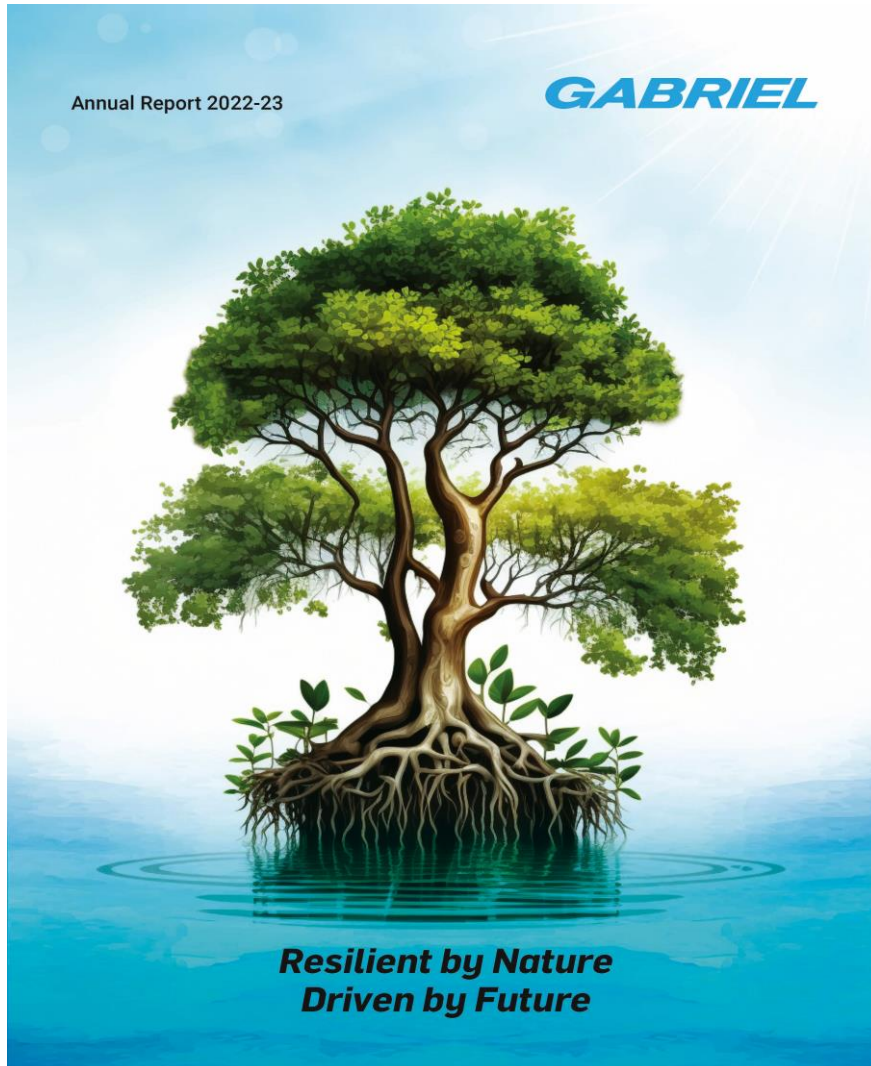


## Gabriel Carbon Footprint



- Using energy efficient equipment's such as 3 – 5-star air conditioners, LED lighting, at least 3 star rated motors, transformers, air compressors
- The contribution of renewable energy is 20% in FY24 Q3, in plant operations. Open Access Group Captive power supply continues to be in operation with Solar at Chakan plant and with Wind at Hosur plant. To further increase the share, Open Access Solar Group Captive at Hosur has been added since May 23 and rooftop solar is installed at Nashik plant (new store building) & planned at Hosur (new store building). Also, Nashik has invested in group captive solar power plant to source renewable power and await commissioning.
- **Energy Efficiency:** Reduction in energy losses through technology application like variable speed drives, optimization of process parameters affecting energy consumption, idling timers, elimination of compressed air leakages has been done.
- **IoT:** For better insight into the energy consumption in plant operations, IoT based software has been implemented across the company
- **Renewable Energy:** A total of 1.9 MWp of rooftop solar and 3 MW of Open Access Group Captive Wind & Solar Energy is currently operational. With commissioning of Hosur rooftop solar and Nashik Group Captive, Gabriel will have a total of 2 MWp of rooftop solar & 4.5 MW of group captive energy.
- **Zero Waste To Landfill:** Out of 7, we have achieved Zero waste to Landfill status for 6 sites located at Nashik, Hosur, Parwanoo, Khandsa, Dewas & Sanand, WIP for achieving ZWTL at Chakan plant. ZWTL achieved for Nashik in Q3.
- **Rainwater Harvesting:** Rainwater harvesting completed at 5 out of 7 plants. Khandsa & Dewas in progress

# Annual Report 2022-23 BRSR



## Gabriel India Reports its first BRSR in its Annual Report for 2022-23

Considering, reporting of company's performance on sustainability related factors as vital as reporting on financial and operational performance, SEBI vide its circular SEBI/HO/CFD/CMD-2/P/CIR/2021/562 dated May 10, 2021 decided to introduce new reporting requirements on ESG parameters called the Business Responsibility and Sustainability Report (BRSR).

Gabriel India thus published its first BRSR in its Annual Report for 2022-23 based on National Guidelines on Responsible Business Conduct (NGRBC) principles and is aligned with United Nations Sustainable Development Goals (SDGs), Global Reporting Initiative (GRI), United Nations Guiding principles.

# CSR INITIATIVES 2022-23

Focus Area	Parwanoo	Gurugram	Dewas	Jawai	Nashik	Rewari
Education	Scholarships: Ten 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 400+ school students from 4 Govt. Schools	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	Provide education to 800+ school students from 10 Govt. Schools	-
Skill Development	Skill 70+ youth aged 18 –55 years in multiple NSDC approved job roles Skill 30 youth in NSDC's approved job role of General Duty Assistant and ensure jobs for 80% trained	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 and 65 youth (male & female) in NSDC's Healthcare Sector Skill Council job role of Home Health Aide and General Duty Assistant 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 three 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 16000+ 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



**Pradeep Banerjee**

Non-Executive  
Independent Director



**Matangi Gowrishankar**

Non-Executive  
Independent Director



**Pallavi Joshi Bakhru**

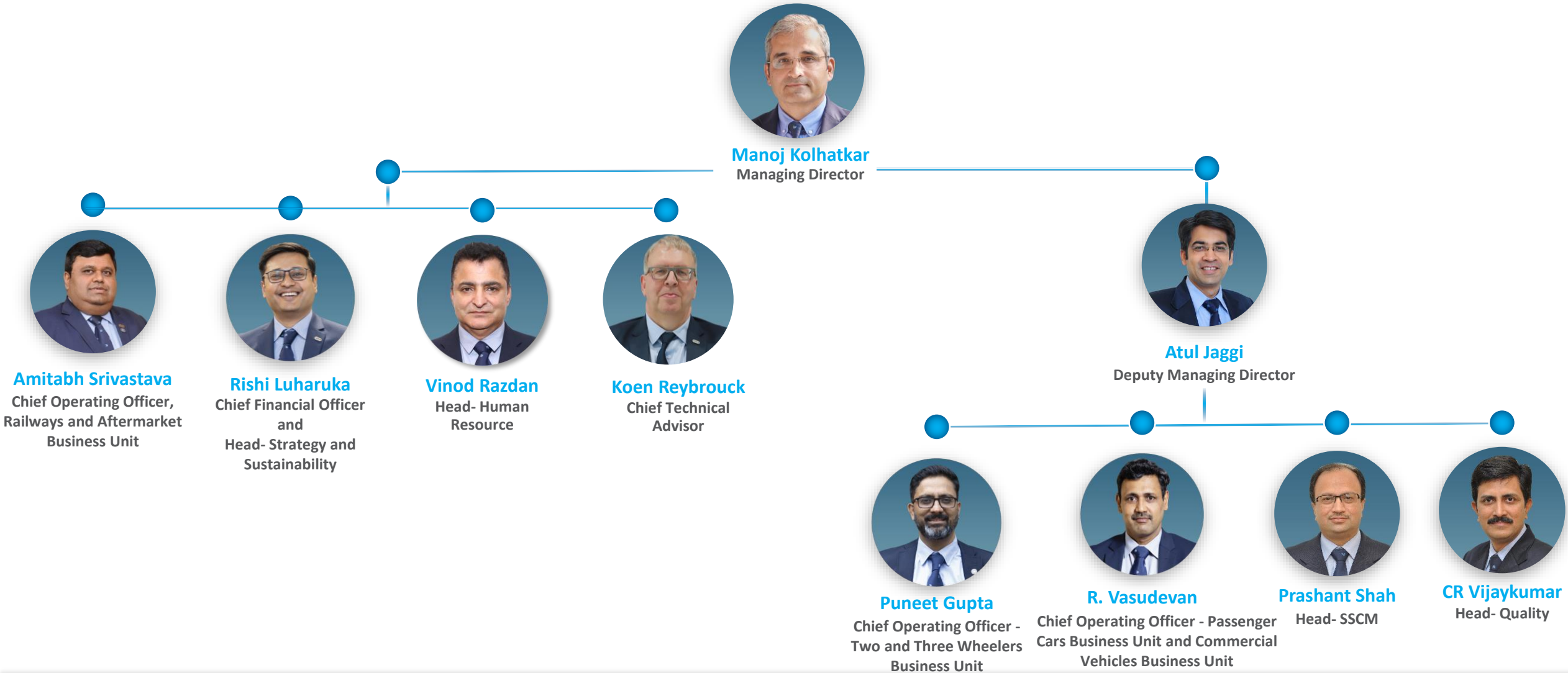
Non-Executive  
Independent Director



**Mahua Acharya**

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



MSES-A Level Award  
by Mahindra &  
Mahindra



Award for Pre "C" VA activity 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



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

## INDUSTRY AWARDS & ACCOLADES



Quality Excellence Award in 9th FICCI Quality System excellence awards for Industry and National Conference



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



## For further information, please contact:

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### Investor Relations Advisors :

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