

Gabriel India Ltd.

Investor Presentation

May 2024

SAFE HARBOR

This presentation and the accompanying slides (the “Presentation”), has been prepared by Gabriel India Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancillary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

TABLE OF CONTENTS

1 Q4 & FY24 Result Update

2 Corporate Overview

3 Business Overview

4 Strategy Going Forward

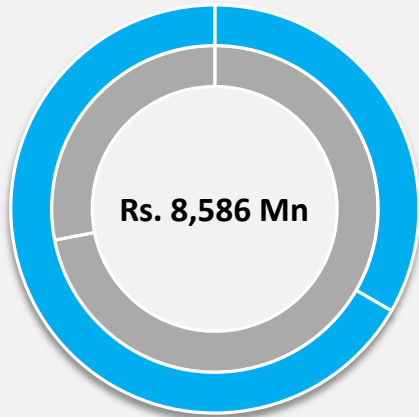


Q4 & FY24 Result Update

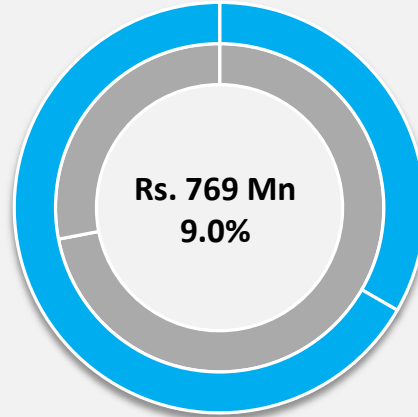
FINANCIAL HIGHLIGHTS – Q4 FY24

Q4 FY24

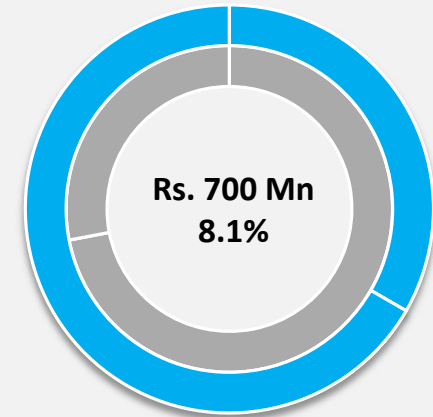
Revenue



EBITDA



PBT



Q3 FY24

Rs. 8,138 Mn

Q2 FY24

Rs. 8,644 Mn

Q1 FY24

Rs. 8,058 Mn

Q3 FY24

Rs. 720 Mn / 8.8%

Q2 FY24

Rs. 753 Mn / 8.7%

Q1 FY24

Rs. 690 Mn / 8.6%

Q3 FY24

Rs. 593 Mn / 7.3%

Q2 FY24

Rs. 630 Mn / 7.3%

Q1 FY24

Rs. 577 Mn / 7.2%

FINANCIAL HIGHLIGHTS – Q4 FY24

Revenue

Rs. 8,586 Mn

as compared to Rs. 7,370 Mn in
Q4 FY23 [+16.5%]

EBITDA

Rs. 769 Mn (9.0%)

as compared to Rs. 524 Mn in
Q4 FY23 [+46.8%]

PBT

Rs. 700 Mn (8.1%)

as compared to Rs. 450 Mn
Q4 FY23 [+55.5%]

Balance Sheet

Net Cash position of Rs. 2,995 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 1,018 Mn as compared
to Rs. 1,151 Mn inflow in Q4 FY23

Capex

Capex incurred during the quarter
Rs. 303 Mn

FINANCIAL HIGHLIGHTS – FY24

Revenue

Rs. 33,426 Mn

as compared to Rs.29,717 Mn
in FY 23 YoY [12.5%]

EBITDA

Rs. 2,930 Mn (8.8%)

as compared to Rs. 2,137 Mn in
FY 23 YoY [37.1%]

PBT

Rs. 2,500 Mn (7.5%)

as compared to Rs. 1,779 Mn
in FY 23 YoY [40.5%]

Balance Sheet

Net Cash position of Rs. 2,995 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 1,889 Mn as compared
to Rs. 1,364 Mn inflow in FY23

Capex

Capex incurred during the period
Rs. 830 Mn

FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q4 FY24	Q4 FY23	YoY	Q3 FY24	QoQ	FY24	FY23	YoY
Revenue from Operations	8,586	7,370	16.5%	8,138	5.5%	33,426	29,717	12.5%
Gross Margin (%)	24.9%	23.8%	1.1%	25.5%	-0.6%	25.1%	23.7%	1.4%
EBITDA Margin (%)	9.0%	7.1%	1.9%	8.8%	0.2%	8.8%	7.2%	1.6%
Net Margin (%)	6.1%	4.6%	1.5%	5.3%	0.8%	5.5%	4.5%	1.0%

Balance Sheet (Rs. Mn)	FY24	FY23	FY22
Net worth	10,086	8,703	7,668
Gross Debt	103	112	129
Liquid Investments	2,995	2,984	2,791
Fixed Assets	4,628	4,407	4,027

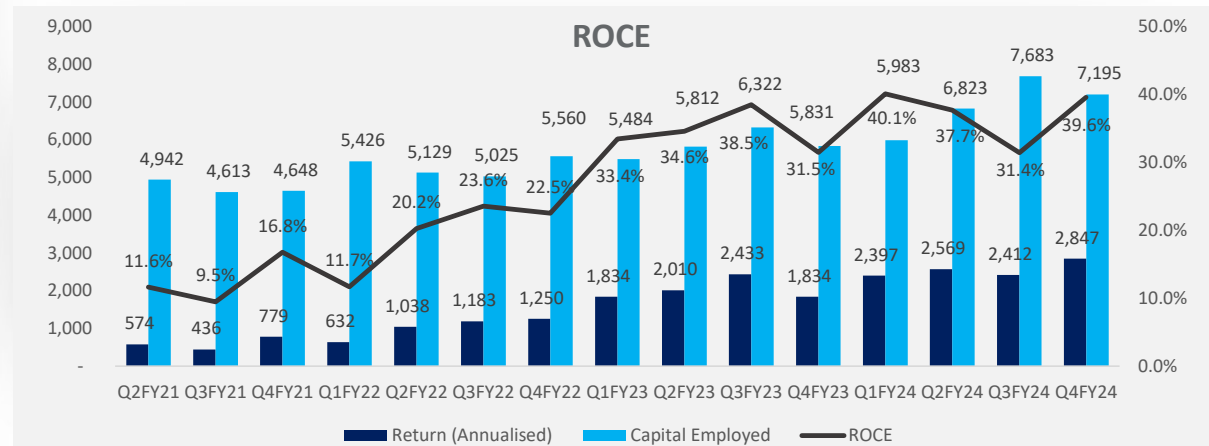
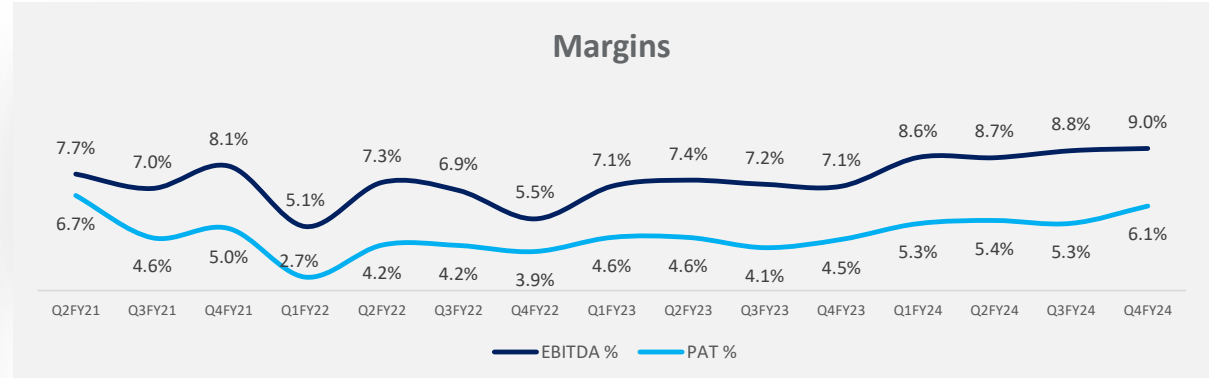
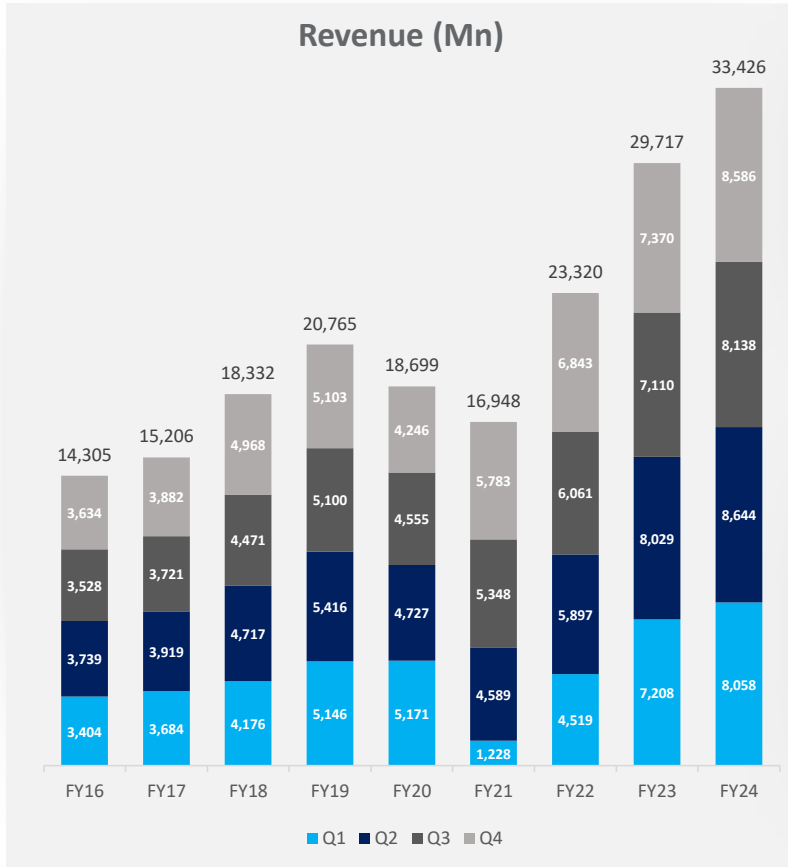
Key Performance Indicators	FY24	FY23	FY22
Net Working Capital (days)	20	18	17
ROIC (%)	35.5%	31.3%	26.1%
Cash Flow from Operations Inflow/(Outflow)	1,889	1,364	950

FY24 vs FY23

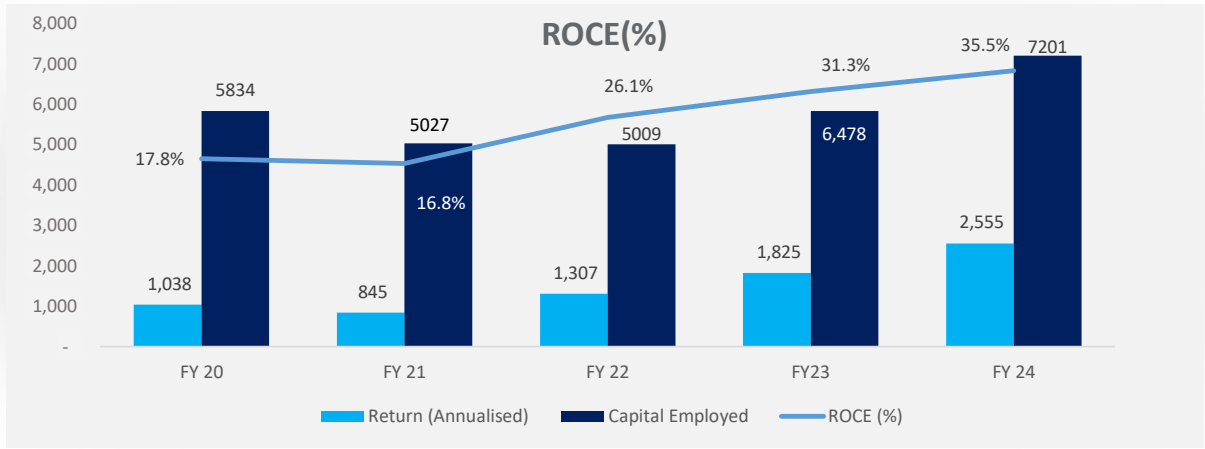
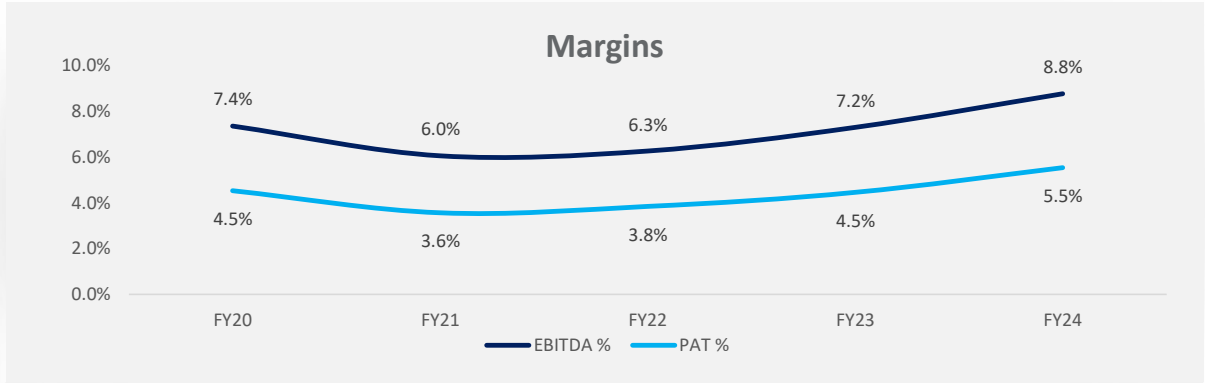


- EBITDA Improved
- Sales Increased
- Better ROIC
- Improvement in cash flow

QUARTERLY PERFORMANCE TREND



YEARLY PERFORMANCE TREND



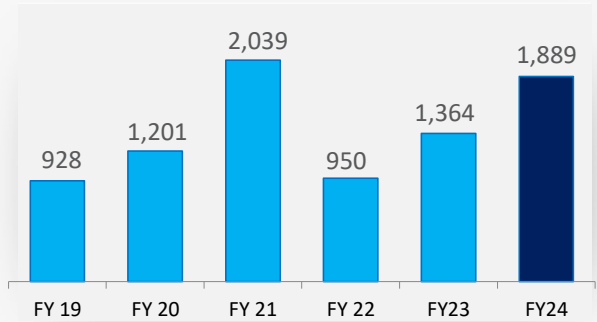
PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q4 FY24	Q4 FY23	YoY	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	8,586	7,370	16.5%	8,138	5.5%	33,426	29,717	12.5%
Raw Material	6,452	5,612		6,066		25,051	22,688	
Raw Material % to Sales	75.1%	76.1%		74.5%		74.9%	76.3%	
Employee Expenses	501	462		522		2,064	1,831	
Employee Expenses % to Sales	5.8%	6.3%		6.4%		6.2%	6.2%	
Other Expenses	864	773		830		3,382	3,061	
Other Expenses % to Sales	10.1%	10.5%		10.2%		10.1%	10.3%	
EBITDA	769	524	46.8%	720	6.8%	2,930	2,137	37.1%
EBITDA %	9.0%	7.1%		8.8%		8.8%	7.2%	
Other Income	86	65		28		191	174	
Other Income % to Sales	1.0%	0.9%		0.3%		0.6%	0.6%	
Interest	12	8		10		54	46	
Interest % to Sales	0.1%	0.1%		0.1%		0.2%	0.2%	
Depreciation	143	130		144		566	486	
Depreciation % Sales	1.7%	1.8%		1.8%		1.7%	1.6%	
PBT	700	450	55.5%	593	18.1%	2500	1,779	40.5%
PBT %	8.1%	6.1%		7.3%		7.5%	6.0%	
Tax	172	112		164		649	456	
PAT	527	338	55.9%	429	23.0%	1852	1,324	39.9%
PAT %	6.1%	4.6%		5.3%		5.5%	4.5%	
EPS	3.7	2.4		3.0		12.9	9.2	

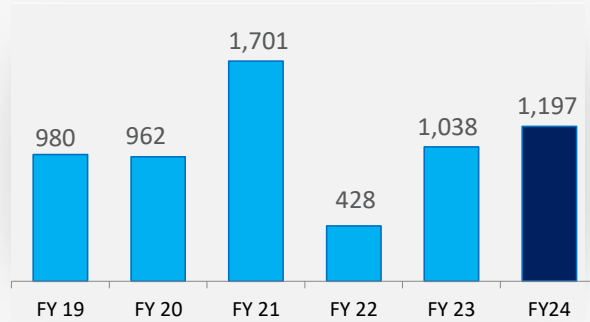
Note : Foreign Fluctuation (Net) is part of Other Income.

CASH FLOWS

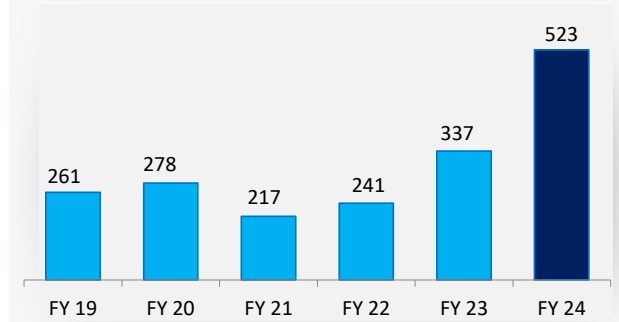
Cash Flow from Operations (Rs. Mn)



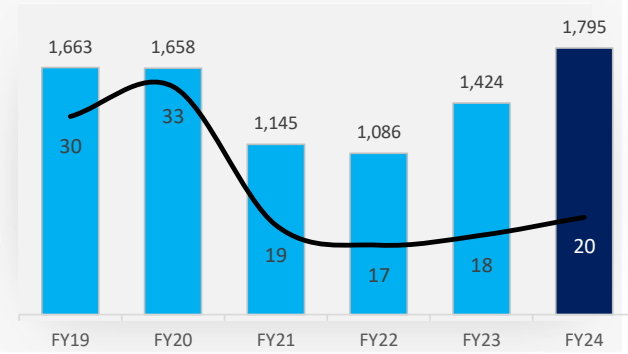
Cash Flow used in Investing (Rs. Mn)



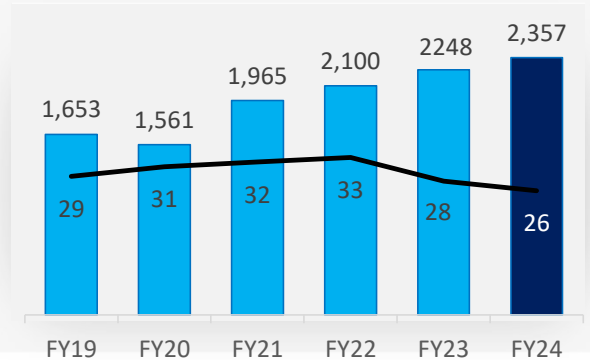
Cash Flow used in Financing (Rs. Mn)



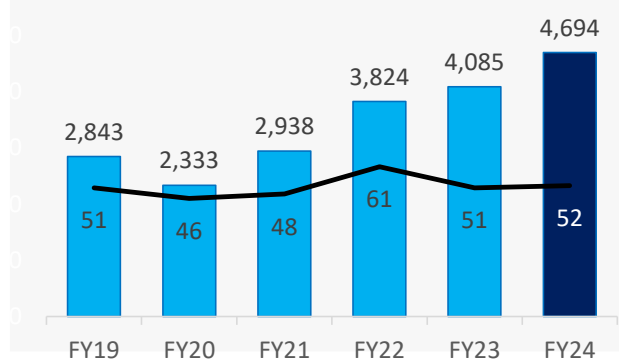
Working Capital Days



Inventory Days



Debtors Days



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

BALANCE SHEET

Assets (Rs. Mn.)	Mar-24	Mar-23	Mar-22
Non-current assets	5,577	4,857	4,458
Current assets	10,543	9,423	9,073
Total Assets	16,120	14,280	13,531

- Net Cash stood at Rs 2,995 Mn at the end of Mar'24
- Net Working Capital Days at 20 as compared to 18 last year
- Capex for FY24 to the tune of Rs. 830 Mn

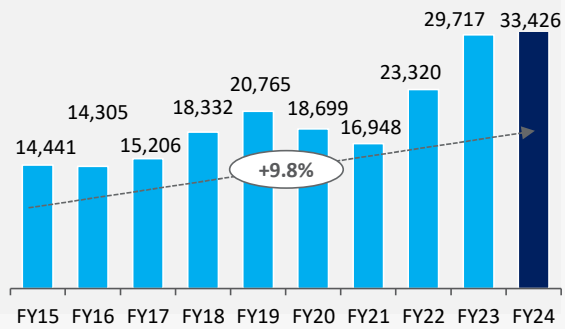
Equity and Liabilities (Rs. Mn.)	Mar-24	Mar-23	Mar-22
Equity	10,086	8,703	7,668
Non-Current Liabilities	356	384	403
Current liabilities	5,678	5,193	5,460
Total Equity and Liabilities	16,120	14,280	13,531

Capex for FY24

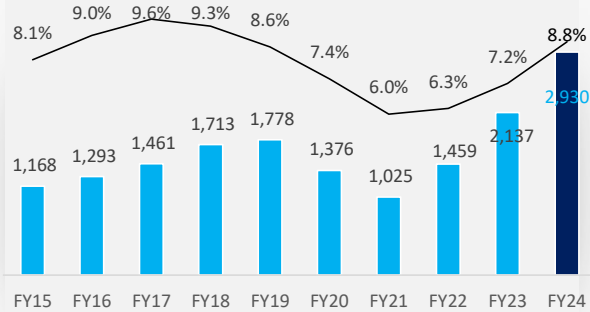
- Casting –Drilling Machine, GDC Machine
- Chakan – DFT Machine, ETP STP Plant, Laser Welding Machine & Head, Noise Testing Machine, Assembly Line.
- Hosur - R&D tech centre renovation, IFF assembly line Upgradation
- Khandsa - Twin station Spinning machine, Oil & Gas Filling Machine

FINANCIAL TRACK RECORD

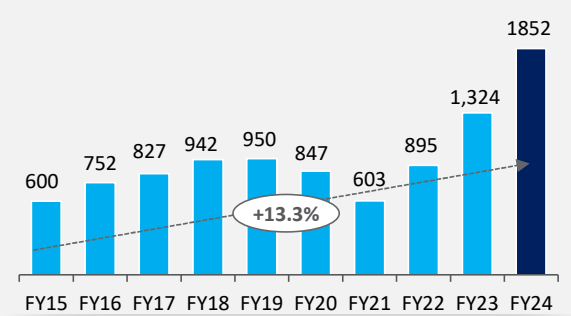
Revenue (Rs Mn)



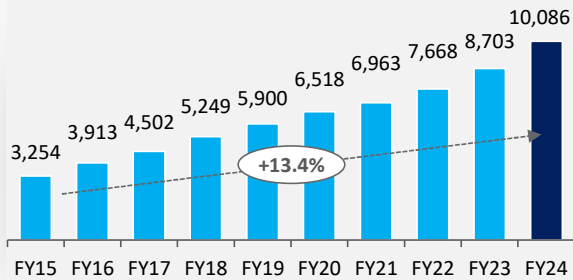
EBITDA (Rs Mn) & EBITDA Margin (%)



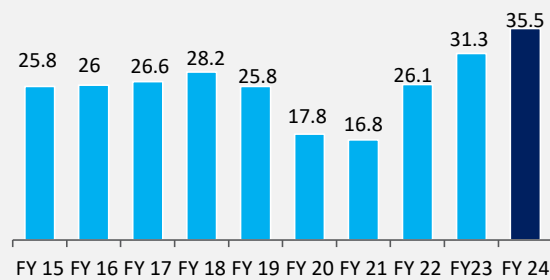
PAT



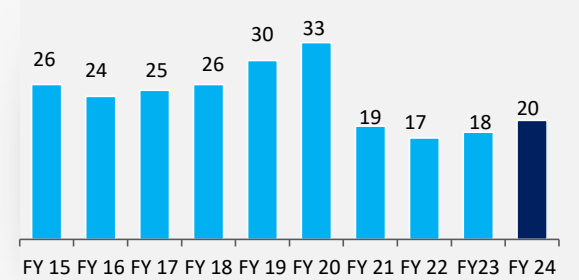
Net worth (Rs Mn)



RoCE (%)



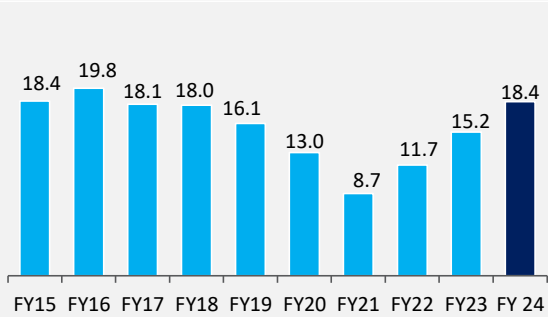
Net Working Capital Days



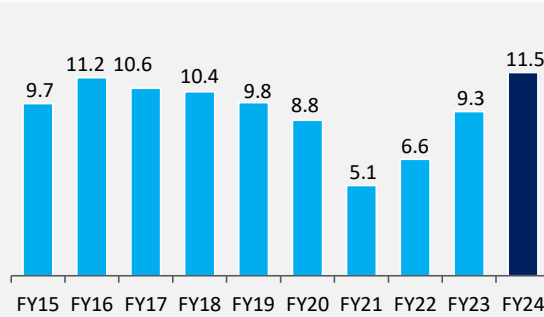
^Note: Financials for FY17-24 as per IND-AS

KEY RATIOS

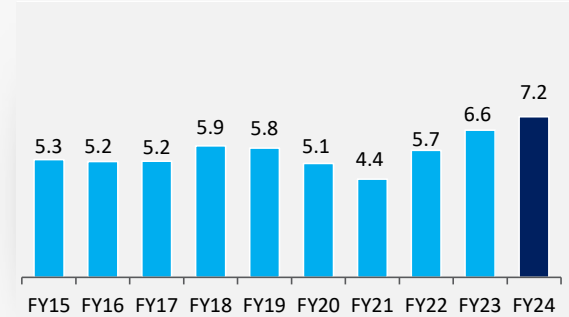
Return on Equity (%)



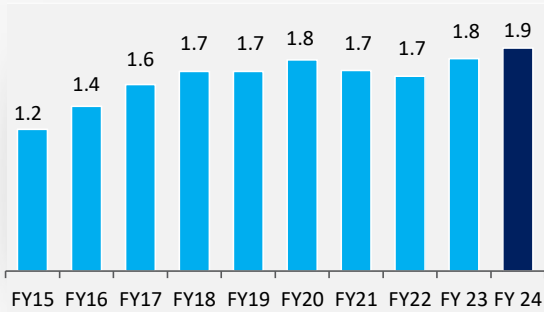
Return on Assets (%)



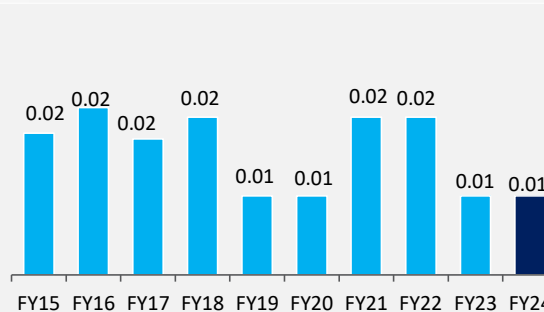
Fixed Asset Turnover (x)



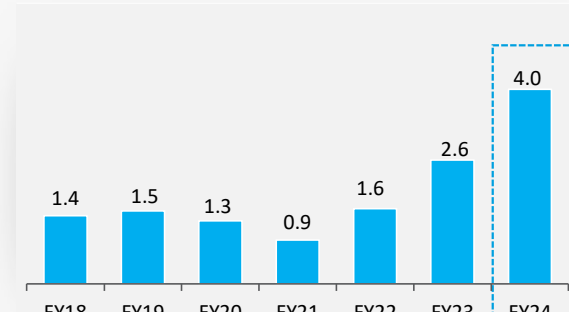
Current Ratio (x)



Debt : Equity Ratio



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

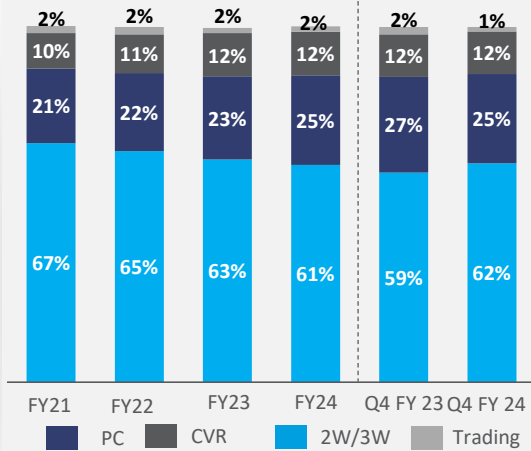


*Dividend excluding Dividend Distribution Tax

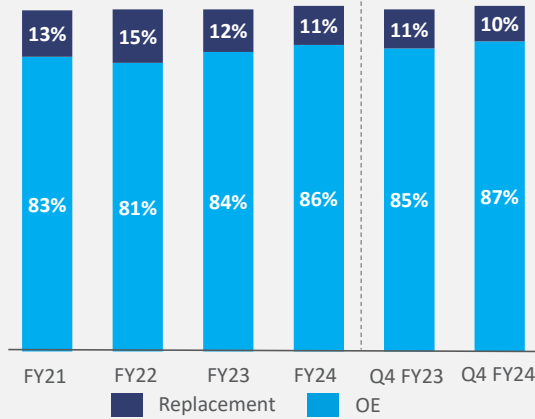
Payout Ratio

REVENUE MIX (INC. TRADING)

Segment Mix

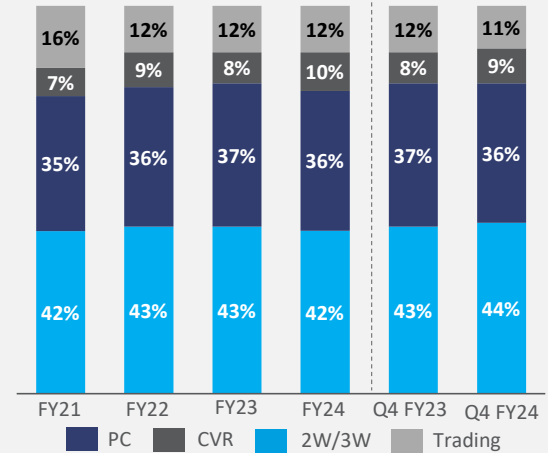


Channel Mix



Export					
FY21	FY22	FY23	FY24	Q4 FY23	Q4 FY24
4%	4%	4%	3%	4%	3%

Aftermarket



- Improvement in 2W volumes in Q4 FY24 (62%) compared to Q4 FY23 (59%)
- After market has decreased from 11% (Q4 FY23) to 10% (Q4 FY24)

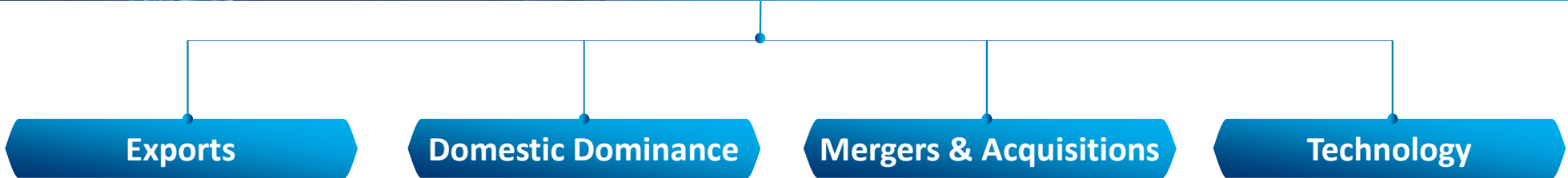
VISION 2025



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

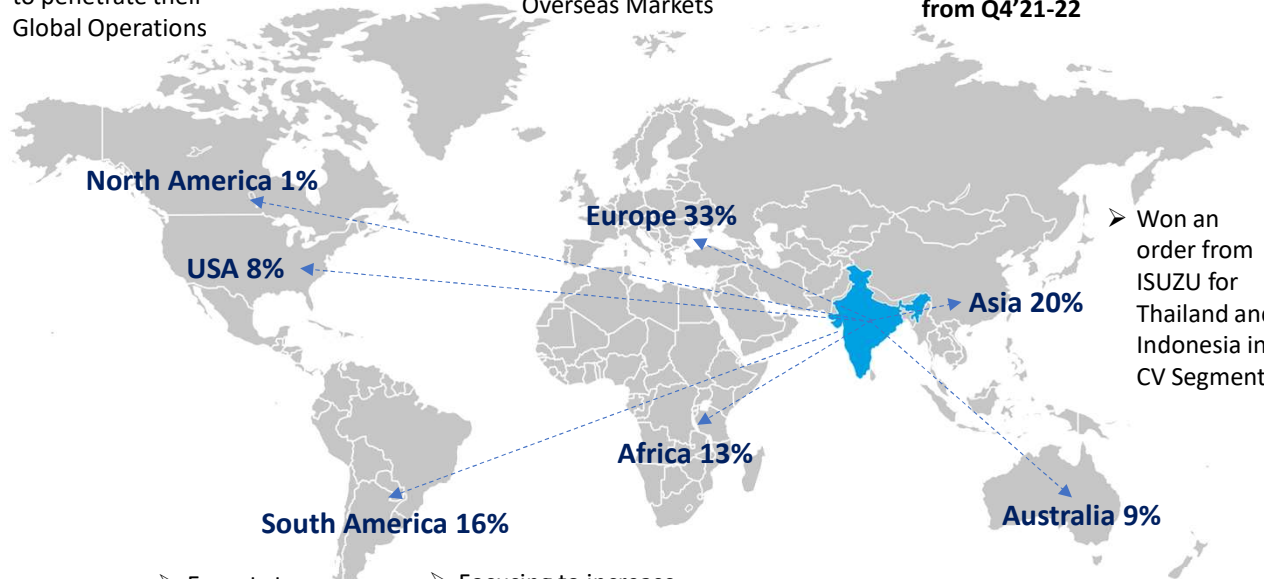


CREATING GLOBAL PRESENCE THROUGH EXPORTS

➤ Leveraging relationship with Global OEMs in India to penetrate their Global Operations

➤ Resource in Europe for exploring opportunities in Overseas Markets

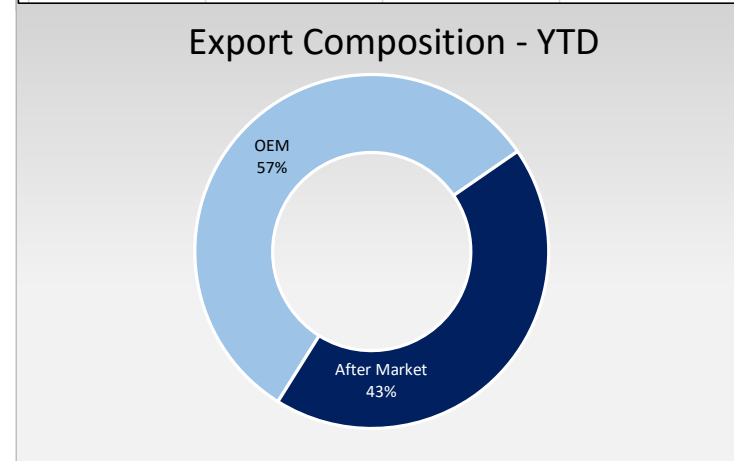
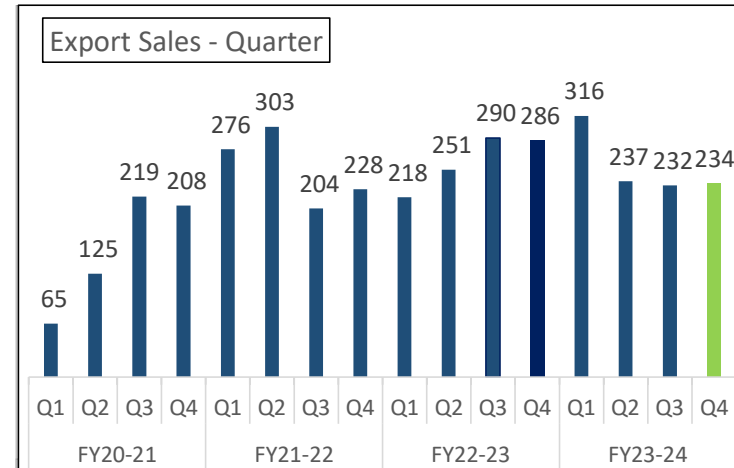
➤ Export order from DAF Netherlands, VW Russia commenced from Q4'21-22



➤ Exports to Yamaha, Japan

➤ Focusing to increase presence in Aftermarket of Latin America, Africa & North America

➤ Won an order from ISUZU for Thailand and Indonesia in CV Segment



Our Strategic Business Drivers



Domestic Dominance



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

Performance

- Q4 FY24 vs Q4 FY23 growth was 22%. This growth was contributed by good sales performance in OLA, TVS and Suzuki where we have high SOB.

Recent Launches

- Ather - Rizta
- Piaggio - RS457
- TVS, Apache 4V Black Edition/King EV
- Ultraviolette - Cheesecake

Market Update

- As per SIAM data, the 2W sales grew by 26% YoY and 3W grew by 8% YoY respectively in Q4 FY24
- Within the 2W segment, Scooters grew by 25%, Motorcycles grew by 28% and Mopeds grew by 16% in Q4 FY24

Future Development

- EV - OLA M/c, Ather, Lectrix, Simple Energy,
- 2W- TVS, REM, Suzuki, Bajaj, Piaggio, Honda
- 3W – TVS, OLA, Mahindra

Top 3 Customers

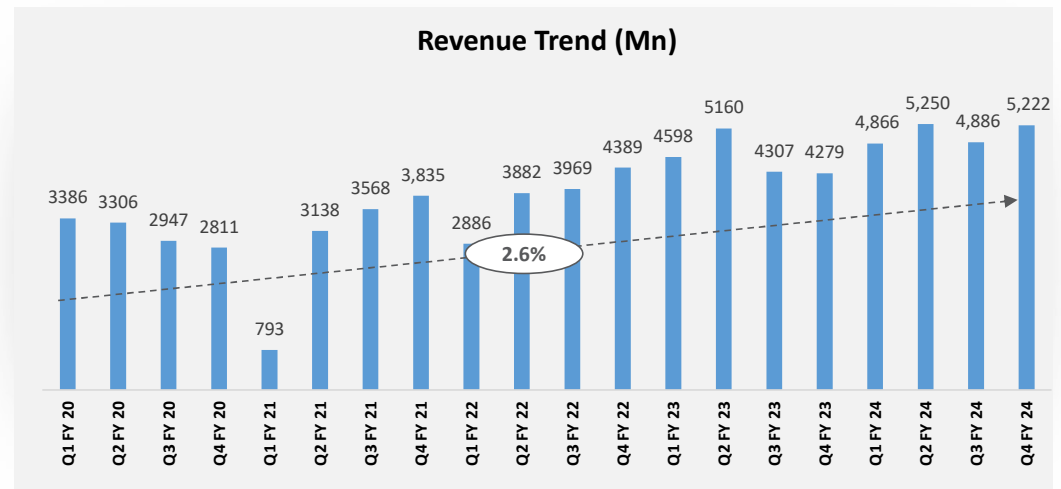
- TVS Motors, SMIL, Honda

61% % to Total Sales in FY24

[63% in FY23]

31% Market Share in FY24

[32% in FY23]



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



Top Selling Models GIL Presence

- | Top Selling Models | GIL Presence |
|-------------------------|--------------|
| 1. Ola S1 Pro | ✓ |
| 2. TVS iQube | ✓ |
| 3. Ather 450X | ✓ |
| 4. Bajaj Chetak | ✓ |
| 5. Ampere Magnus EX | ✓ |
| 6. Okinawa Praise | ✓ |
| 7. Hero Electric Optima | ✓ |

Source: sme.in/fy-23-24

19.05%

Highest EV Sales in
Uttar Pradesh in
FY 23-24

Source: jmkresearch.com

70%

GIL SOB
2W sales
(Q4, FY 23-24)

7%

GIL SOB
3W sales
(Q4, FY 23-24)

20%

GIL growth - EV-
2W Q4 FY24 Vs
Q4 FY23

27%

GIL growth - EV-
3W Q4 FY24 Vs Q4
FY23

YTD SEGMENT PERFORMANCE – PASSENGER VEHICLES(INCL. AM)

Performance

- Q4 FY24 vs Q4 FY23 growth was 8%. Segment observed growth with new launches within key customers and SUV segment gaining traction

New Program

- Maruti Suzuki: Jimny
- Stellantis: Electric Citroen C3

Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 10 % in Q4 FY24 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de grew by 10%, Utility Vehicle grew by 28% & Vans de grew by 1% YoY in Q4 FY24

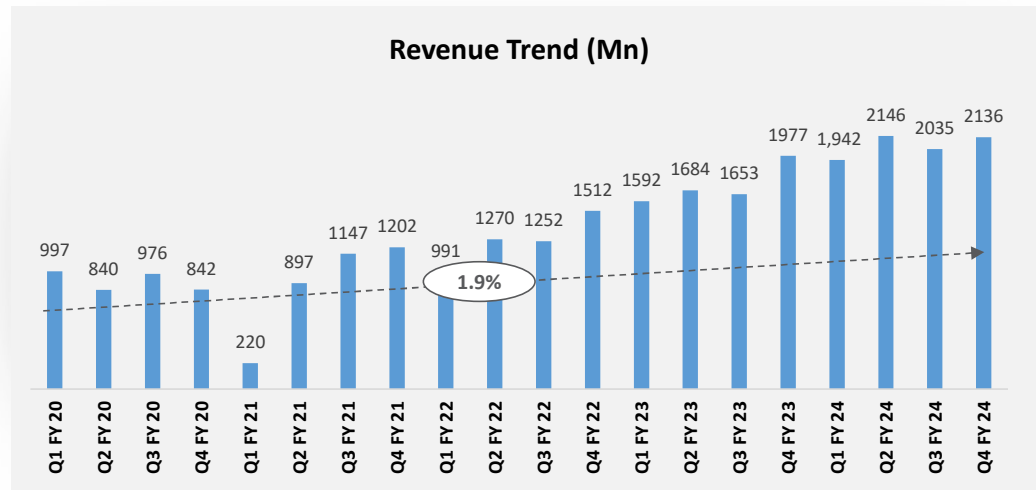
Future Development

VW (1) , TML (4), Stellantis (1)

Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra

<p>25% % to Total Sales in FY24</p> <p>[23% in FY23]</p>	<p>23% Market Share in FY24</p> <p>[23% in FY23]</p>
---	---

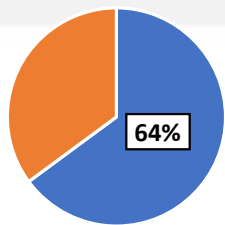


GABRIEL PRESENCE: UTILITY VEHICLES

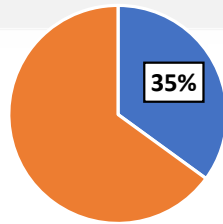
- Manufacturing Facility: Chakan & Khandsa
- R&D Centre: Pune
- Product Portfolio: McPherson struts, Gas Shock Absorbers, Steering Dampers
- Commenced the technology of FSD (Frequency Selective Damping) in damper supplies for key customers

Share of Utility Vehicle sales in Gabriel Passenger Vehicle business- 64%

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



■ Utility Vehilce



■ 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

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

New Program

Mahindra-UPP-G1, E Jeeto & 3 Wheeler, TML-Coral, VECV, Titan, LCV EV Dampers

Market Update

- As per SIAM data, the overall commercial vehicles segment registered a decline of 0.5% in Q4 FY24 as compared to Q4 FY23
- Medium & Heavy Commercial Vehicles (M&HCVs) sales de-grew by 8% YoY and Light Commercial Vehicles (LCVs) grew by 4.5% YoY in Q4 FY24

Future Development

- Volvo, Fuso Japan, New EV Customers
- DAF – Axle Dampers

Top 3 Customers

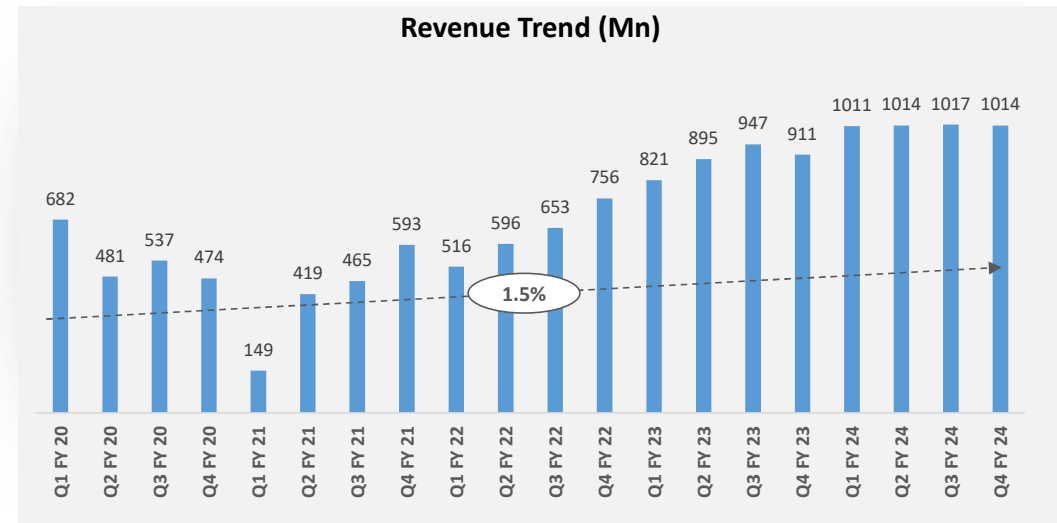
- Tata Motors, Mahindra & Mahindra, Ashok Leyland

12% % to Total Sales in FY24

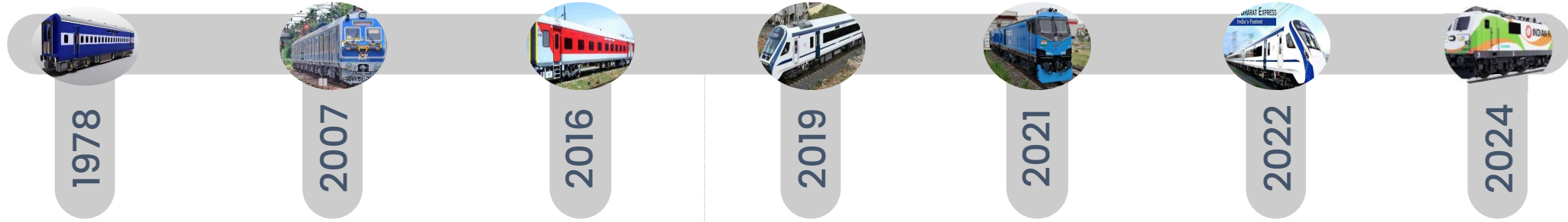
[12% in FY23]

89% Market Share in FY24

[89% in FY23]



GABRIEL PRESENCE- RAILWAYS



Conventional Coach
Shox – 2 Variant
4 Nos / Coach
Supplied > 40,000 Coach

EMU Coach
Shox – 8 Variant
8 Nos / Coach
Supplied > 20,000 Coach

LHB Coach
Shox – 6 Variant
18 Nos / Coach
Supplied > 13,000 Coach

Train 18 Coach
Shox – 4 Variant
20 Nos / Coach
Supplied > 40 Coach

Electric Locomotive
Shox – 4 Variant
20 Nos / Coach
Supplied > 100 Loco

Vande Bharat Coach
Shox – 4 Variant
20 Nos / Coach
Under RDSO Approval

Siemens E Loco
Shox – 4 Variant
20 Nos / Coach
Received LOI

Government OEM



Government OEM



Private OEM



Private OEM



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 7% growth over Q4 22-23. Sale Q4 (23-24) – 984 MINR
- Achieved 8% growth over FY 22-23. Sale (23-24) – 4192 MINR
- Completed successfully 4 IT Enablement projects

Widest Product Range

- Only Company present in all the segments i.e. TW, PC, CV & Railways
- Launched 291 SKU’s In 23-24.
- More than 1336 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

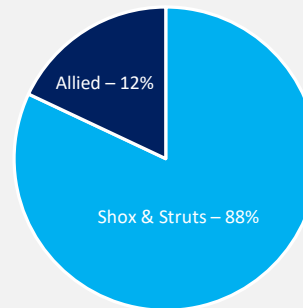
Presence Through Allied Products

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

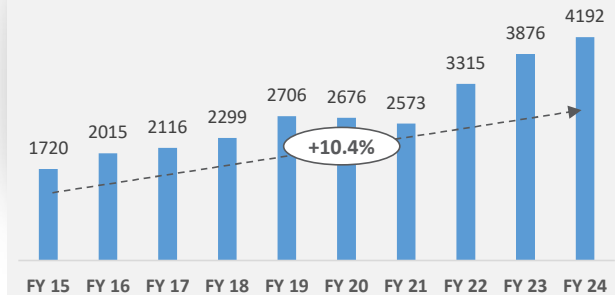
Focus Areas & Outlook

- Develop more products for the core segment
- Increase sales through national channels
- Major focus in B & C class towns – 200 nos to be added in next 5 Years
- Leveraging Brand Gabriel by launching new product lines
- Emphasis on Elite Workshop Programme in 24-25 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, Australia & African markets for Quantum growth in Export's sales

After Market Parts



Aftermarket Sales (Rs. Mn)



OUR STRATEGIC BUSINESS DRIVERS



Merger & Acquisition



PROFIT & LOSS STATEMENT – FY 2023-24

Inalfa Gabriel Sunroof Systems Private Limited

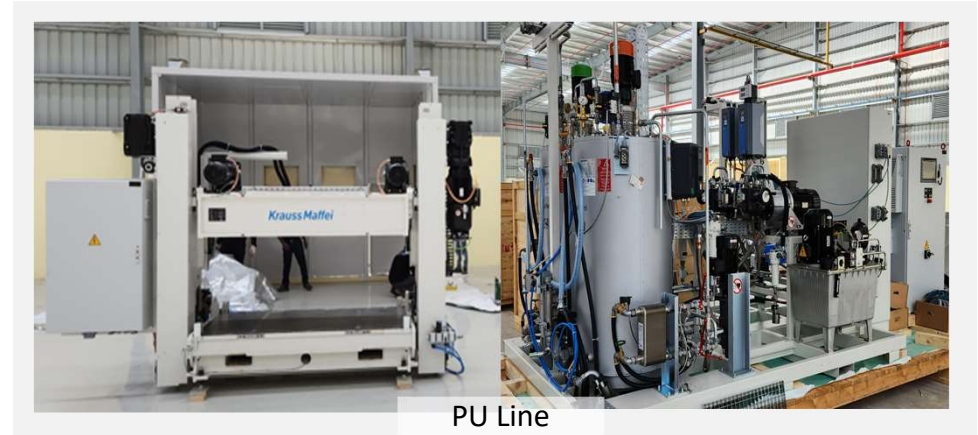
Particulars (MINR)	FY24	%
Revenue from Operations	599.8	
Raw Material	466.7	77.8%
Employee Expenses	59.8	10.0%
Other Expenses	62.7	10.5%
EBITDA	10.6	1.8%
Other Income	8.6	1.4%
Interest	40.5	6.8%
Depreciation	33.7	5.6%
PBT	-55.0	-9.2%
Tax	-	-
PAT	-55.0	-9.2%

Gabriel Europe Engineering Centre

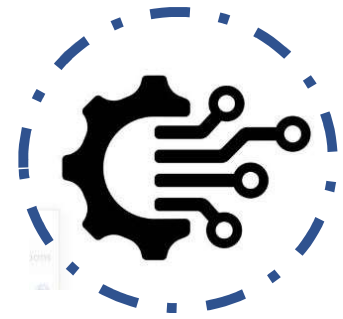
Particulars (MINR)	FY24	%
Revenue from Operations	57.6	
Other Expenses	49.2	85.3%
EBITDA	8.5	14.7%
Depreciation	0.6	1.0%
PBT	7.9	13.8%
Tax	2.1	3.6%
PAT	5.8	10.1%

GEEC works on Cost plus Model and thus in Consolidated Financial Statements, the costs of GEEC have been capitalized towards R&D.

IGSSPL PLANT



OUR STRATEGIC BUSINESS DRIVERS



Technology

GABRIEL EUROPE ENGINEERING CENTRE (GEEC)

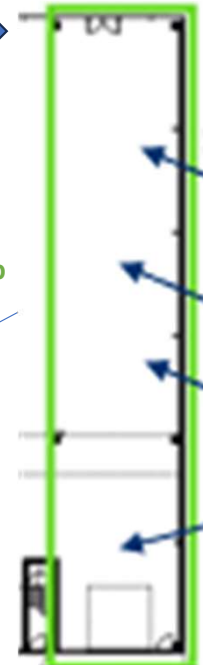
- Competence Centre for knowledge transfer and training
- Centre of Excellence aiming to become Best in Class on Global Suspension Market
- Joint development of Gabriel Next Generation Technologies with GIL R&D and global external partners
- Located at Thor Park in Genk, Belgium



2022
◆ GIL NxG Support from Office at IncubaThor

2023
◆ GEEC Belgian Legal Entity created
July 14th : Court of Commerce

2024
◆ GEEC Extension with prototype workshop
Jan 2nd, 2024 : Re-Located to FacThory



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

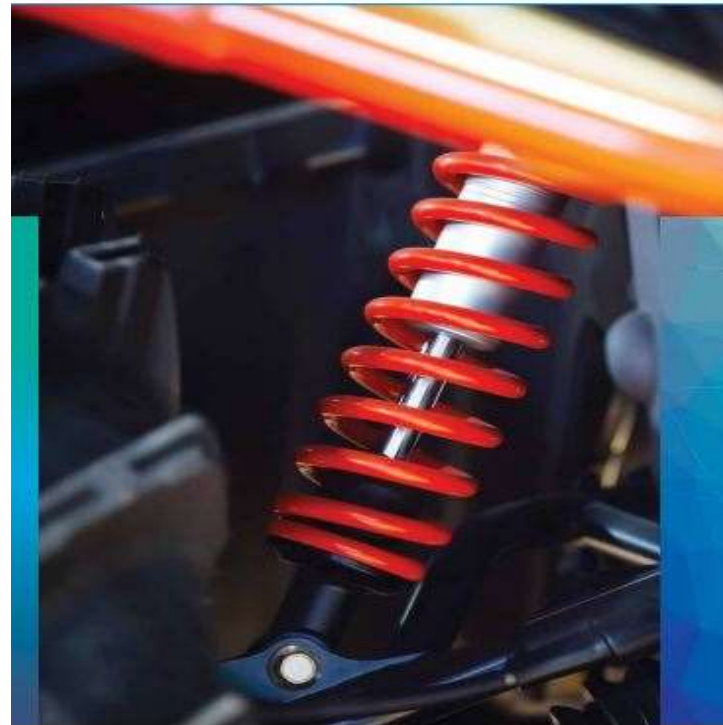
ACHIEVING ENGINEERING EXCELLENCE

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

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.

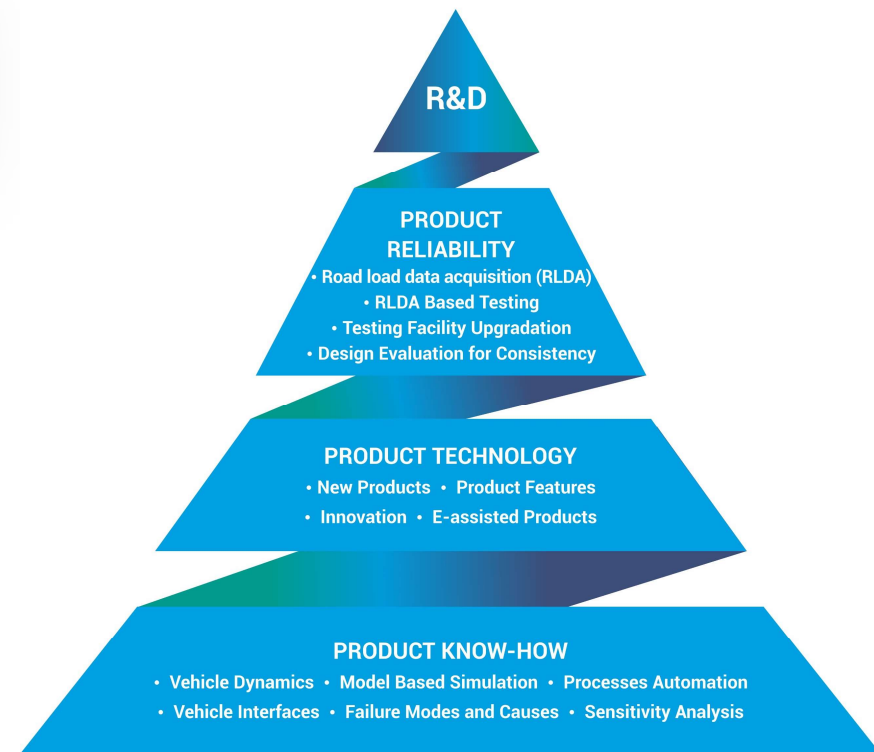
END-TO-END PRODUCT DEVELOPMENT CAPABILITIES



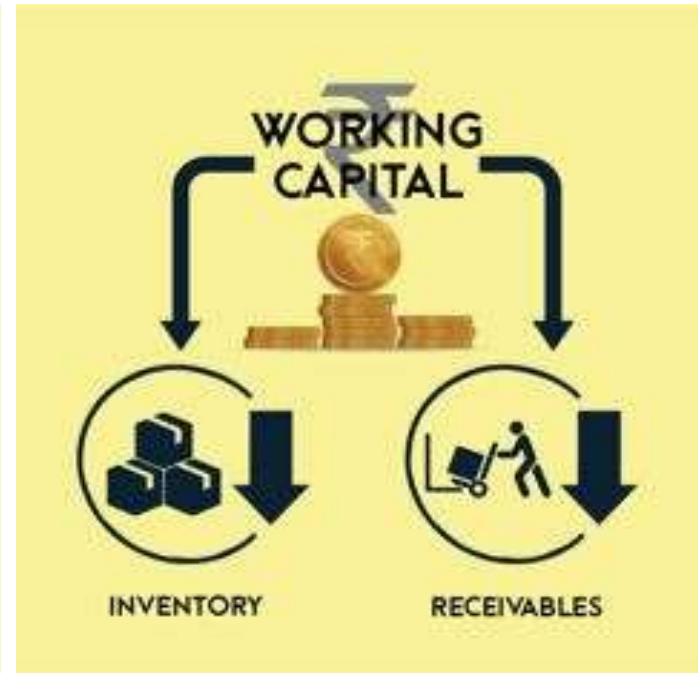
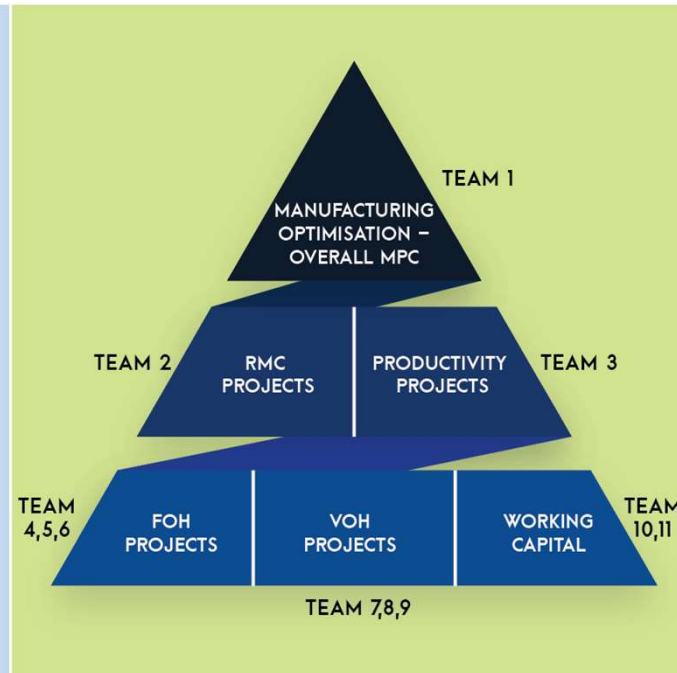
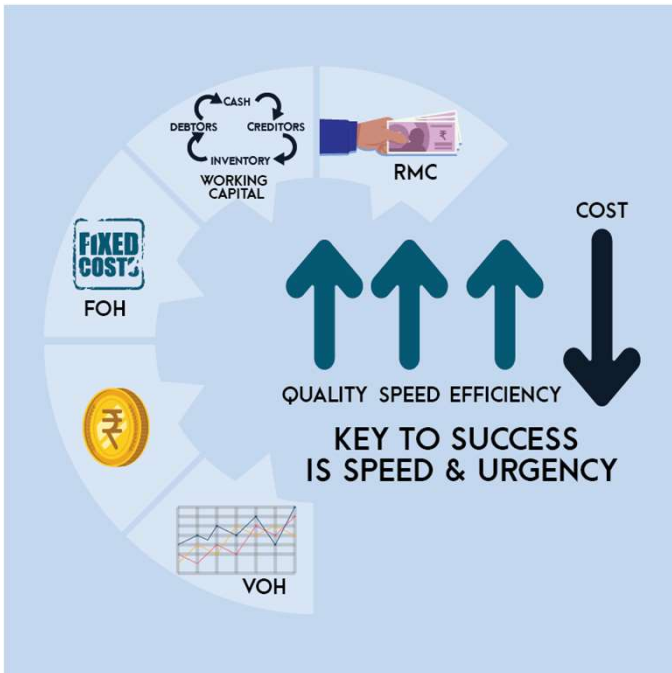
KEY FOCUS AREAS



ELEMENTS OF 3-PILLARS



CORE 90



CORE 90 COST REDUCTION DRIVE

Awards & Accolades (New Slide Added)



Award from Piaggio for Best Development Support



Award from HMSI for Quality Management



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 72 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: 18% of power from renewable sources from 0% in FY14
- Consistent dividend track record since FY 85-86



Key Metrics

500+

New Product Additions

25

Countries of Presence

700+

Distributors

7+3 (satellite plants)
Manufacturing Plants

79 (28 Granted)
Patents Filed

4,676
Employees (Average)

Financial Strength (FY24)

Revenue	PAT	ROCE	Net Cash
INR 33,426 Mn	INR 1,852 Mn	35%	INR 2,995 Mn

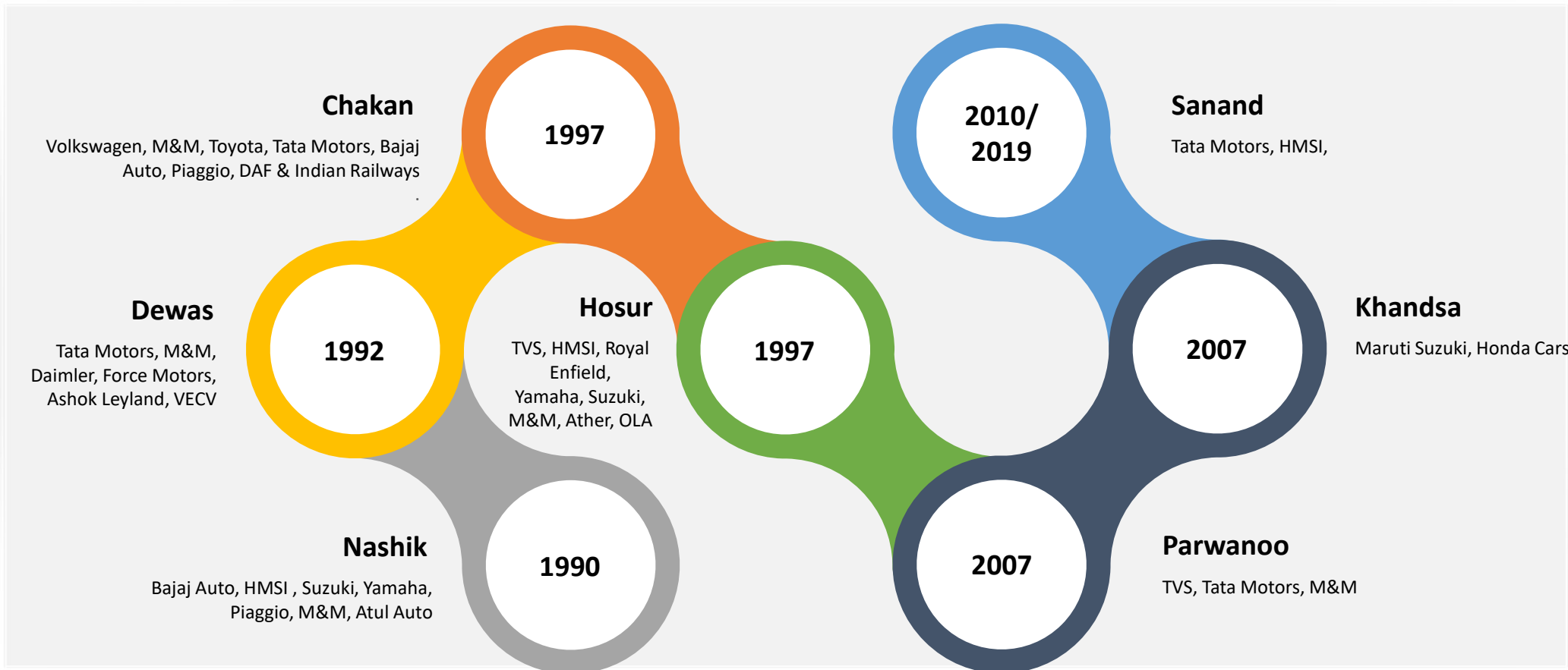
STRATEGIC MANUFACTURING FOOTPRINT



- GIL Plants
- GIL Satellite Locations

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

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



Passenger Cars

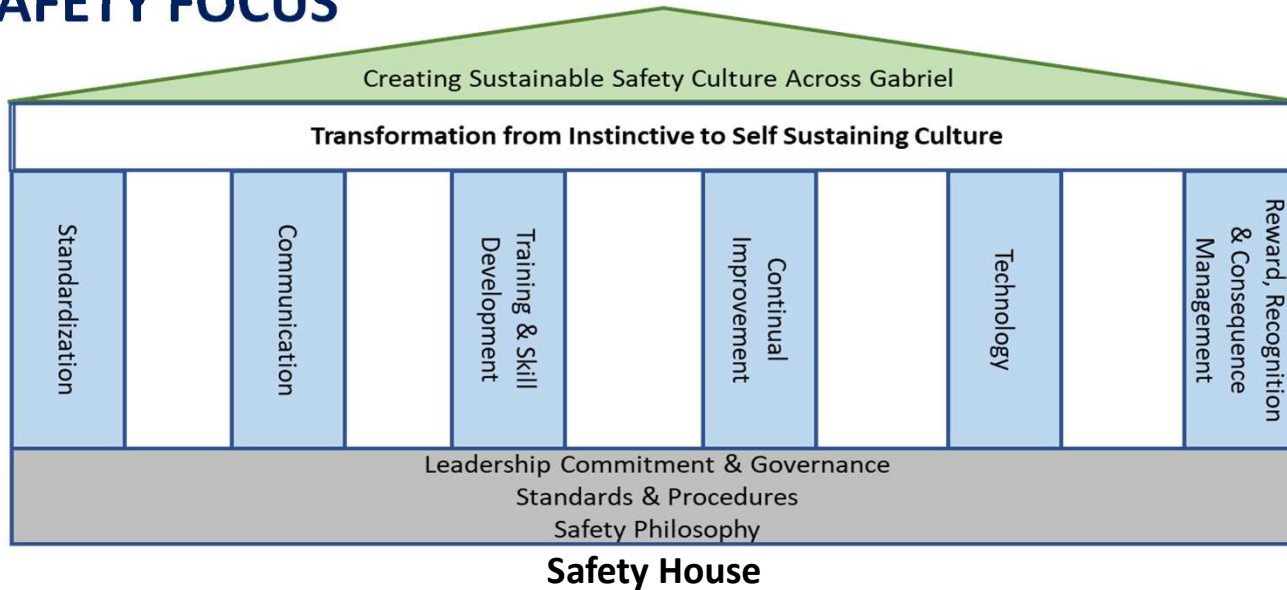


CV & Railways



A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

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

- Improving existing methods to enhance safety

Technology

- Using technology to reinforce safety aspects while working

R&R and Consequence management

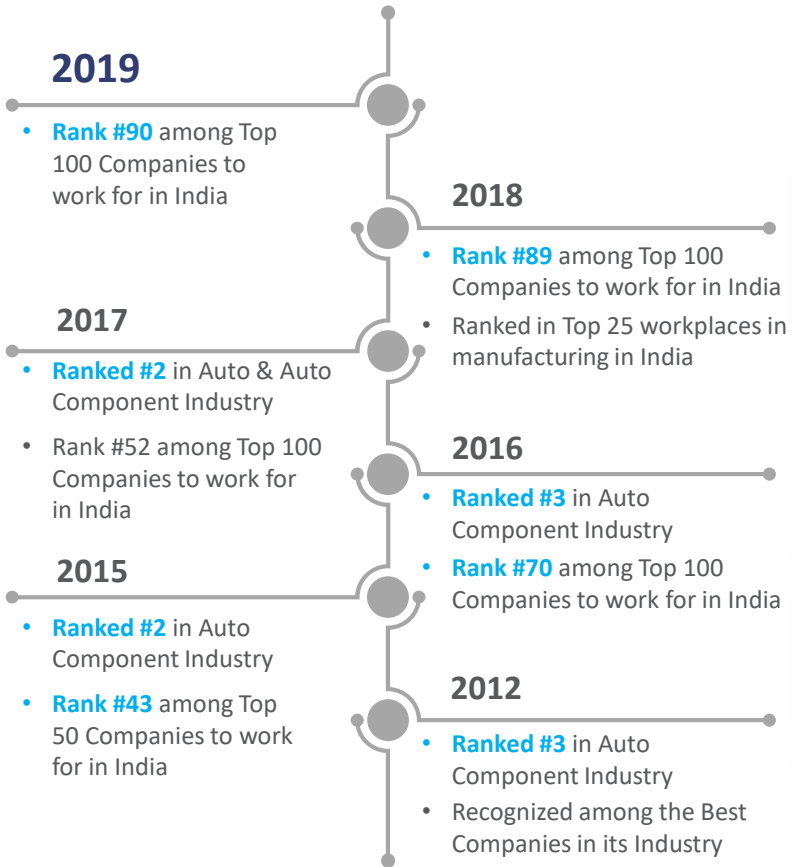
- To inculcate positive safety culture

HUMAN RESOURCES



Key Metrics	Mar' 24	Mar' 23	Mar' 22	Mar' 21	Mar' 20
Revenue per employee (Rs Cr)	0.72	0.66	0.61	0.43	0.51
Average employee experience (person years)	8.0	8.0	8.0	9.0	8.0
Investment in training programmes (Rs Cr)	2.48	1.94	1.05	0.42	2.21
Employees covered under training programmes (%)	87%	70%	73%	78%	80%

“GREAT PLACE TO WORK” – FIVE CONSECUTIVE YEARS



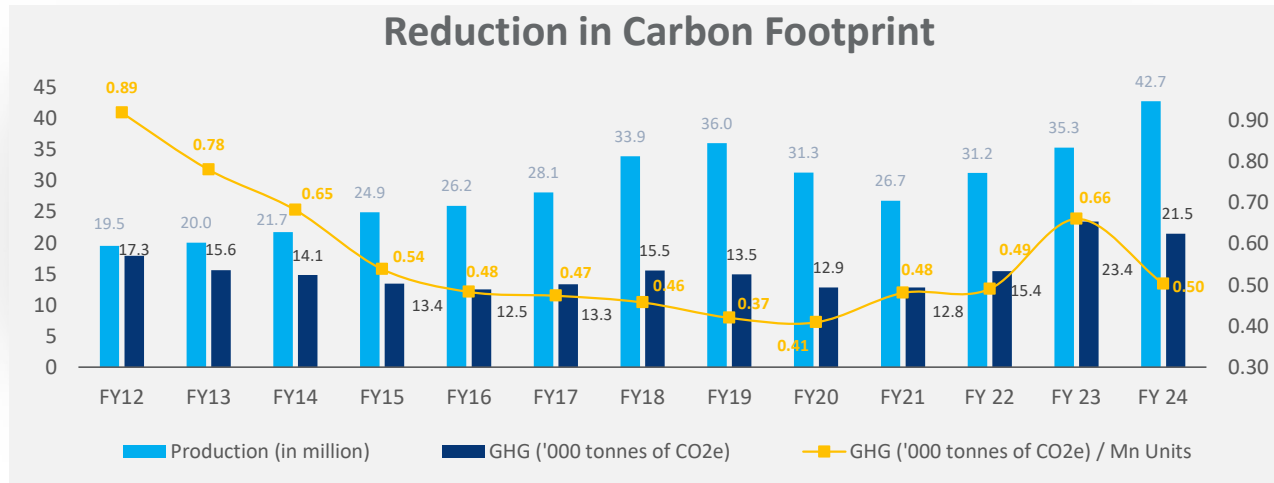
SUSTAINABILITY MISSION



Mission

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

SUSTAINABILITY



- Invested in solar rooftops across manufacturing plants with a total capacity of 1.90 MW
- Invested in group captive wind power plant to source renewable power at Hosur of 3.6 million units annually.
- Invested in group captive solar power plant to source renewable power at Hosur of 2.14 million units annually.
- Invested in group captive solar power plant to source renewable power at Chakan of 3.23 million units annually.
- 18% of power from renewable sources from 0% in FY14
- IoT: For better insight into the energy consumption in plant operations, an IoT based software is being implemented across the company that will help on focusing & quick reduction in manufacturing losses.

SUSTAINABILITY REPORT LAUNCH



GABRIEL Launches its Second 'Sustainability Report' for 2022-23

Pillar	Focus Area	Ambition
Governing Integrity	Cyber Security	By 2024, 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.

CSR INITIATIVES 2023-24

Focus Area	Parwanoo	Gurugram	Rewari	Jawai	Dewas	Nashik	Hosur
<p>EDUCATION</p>	Provide scholarships to ten girls to continue their education in ANAND School	-	-	Engage with 09 govt. schools (1K+ students) to improve quality of education (Teaching + Infra)	Engage with 4 govt. schools (400 students) to improve quality of education (Teaching + Infra) Medhavi Scholarship for 8 Girls to pursue Dip. Engg.	Engage with 10 govt. schools (800 students) to improve quality of education (Teaching + Infra)	Engage with 02 govt. schools (300 students) to improve quality of education (Teaching + Infra)
<p>SKILL DEVELOPMENT</p>	Skill 170+ youth (18-30 years) in 5 NSDC job roles (90% females)	Skill 500+ youth (18-30 years) in 4 NSDC job roles (90% females)	Skill 900+ youth (18-30 years) in 4 NSDC job roles (90% females)	-	Skill 110+ youth (18-30 years) in 3 NSDC job roles (90% females)	-	-
<p>HEALTH & HYGIENE</p>	-	-	-	Provide mobile medical services to 20K unserved population across 9 villages	-	-	-
<p>COMMUNITY CONSERVATION</p>	Maintain three public parks in partnership with Municipal Council, Parwanoo & District Forest Office, Solan	-	-	Provide daily sanitation services across villages of Jeevada, Meeno Ki Dhane, Sena and Bislapur	Facilitate bank linkages for 160 women groups for micro-credit and organize trainings for livelihood promotion	-	-

BOARD OF DIRECTORS



Anjali Singh
Executive Chairperson
Gabriel India



Manoj Kolhatkar
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



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



Anand Sontakke
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



Abdul Wahid
Head- Quality

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



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



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:**Company :**

Gabriel India Ltd.
CIN : L34101PN1961PLC015735
Mr. Nilesh Jain
secretarial@gabriel.co.in

www.gabrielindia.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285
Mr. Jigar Kavaia / Pratik Shah
jigar.kavaia@sgapl.net /
p.s.shah@sgapl.net

+91-9920602034 / +91-9870030585
www.sgapl.net