

# Gabriel India Ltd.

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## Investor Presentation

October 2024



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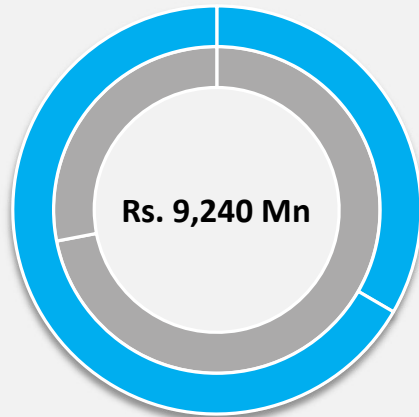
## H1 & Q2 FY25 Result Update



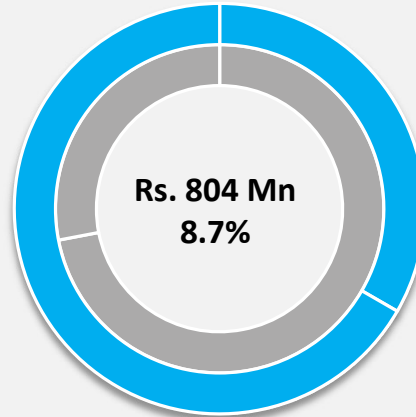
## FINANCIAL HIGHLIGHTS – Q2 FY25

### Q2 FY25

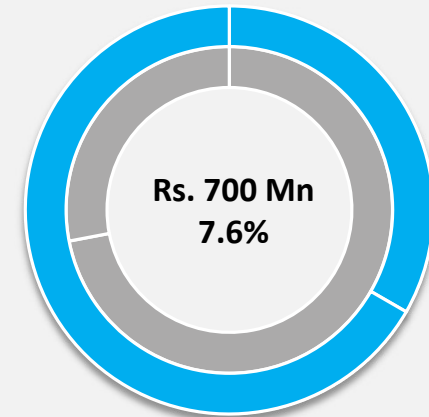
Revenue



EBITDA



PBT



Q1 FY25	Rs. 8,642 Mn
Q2 FY24	Rs. 8,644 Mn

Q1 FY25	Rs. 780 Mn / 9.0%
Q2 FY24	Rs. 753 Mn / 8.7%

Q1 FY25	Rs. 691 Mn / 8.0%
Q2 FY24	Rs. 630 Mn / 7.3%

EBITDA & PBT as % of Revenue

## FINANCIAL HIGHLIGHTS – Q2 FY25

### Revenue

**Rs. 9,240 Mn**

Q2 FY 24 : 8,644 Mn [+6.9%]

Q1 FY 25 : 8,642 Mn [+6.9%]

### EBITDA

**Rs. 804 Mn [8.7%]**

Q2 FY 24 : 753 Mn [+6.8%]

Q1 FY 25 : 780 Mn [+3.1%]

### PBT

**Rs. 700 Mn [7.6%]**

Q2 FY 24 : 630 Mn [+11.2%]

Q1 FY 25 : 691 Mn [+1.3%]

### Balance Sheet

Net Cash position of Rs. 3,293 Mn

### Cash Flow

Cash Flow from operations to the tune of Rs. 202 Mn as compared to Rs. 231 Mn inflow in Q2 FY24

### Capex

Capex incurred during the period  
Rs. 144 Mn

% shown as change on Y-o-Y and Q-o-Q basis

## FINANCIAL HIGHLIGHTS – H1 FY25

### Revenue

**Rs. 17,882 Mn**

H1 FY 24 : 16,702 Mn [**+7.1%**]

### EBITDA

**Rs. 1,580 Mn [8.8%]**

H1 FY 24 : 1,444 Mn [**+9.4%**]

### PBT

**Rs. 1,391 Mn [7.8%]**

H1 FY 24 : 1,207 Mn [**+15.3%**]

### Balance Sheet

Net Cash position of Rs. 3,293 Mn

### Cash Flow

Cash Flow from operations to the tune of Rs. 686 Mn as compared to Rs. 718 Mn inflow in Q2 FY24

### Capex

Capex incurred during the period  
Rs. 446 Mn

## FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q2 FY25	Q2 FY24	YoY	Q1 FY25	QoQ	FY24	FY23	YoY
Revenue from Operations	9,240	8,644	6.9%	8,642	6.9%	33,426	29,717	12.5%
Gross Margin (%)	25.2%	24.7%	0.5%	25.2%	0.0%	25.1%	23.7%	1.4%
EBITDA Margin (%)	8.7%	8.7%	0.0%	9.0%	-0.3%	8.8%	7.2%	1.6%
Net Margin (%)	5.7%	5.4%	0.3%	5.9%	-0.2%	5.5%	4.5%	1.0%

Balance Sheet (Rs. Mn)	Q2 FY25	FY24	FY23
Net worth	10,757	10,086	8,703
Gross Debt	94	103	112
Liquid Investments	3,293	3,326	2,984
Fixed Assets	4,701	4,628	4,407

Key Performance Indicators	Q2 FY25	FY24	FY23
Net Working Capital (days)	23	20	18
ROIC (%)	37.1%	37.2%	31.3%
Cash Flow from Operations Inflow/(Outflow)	686	1,889	1,364

### Comparison Highlights

#### QoQ

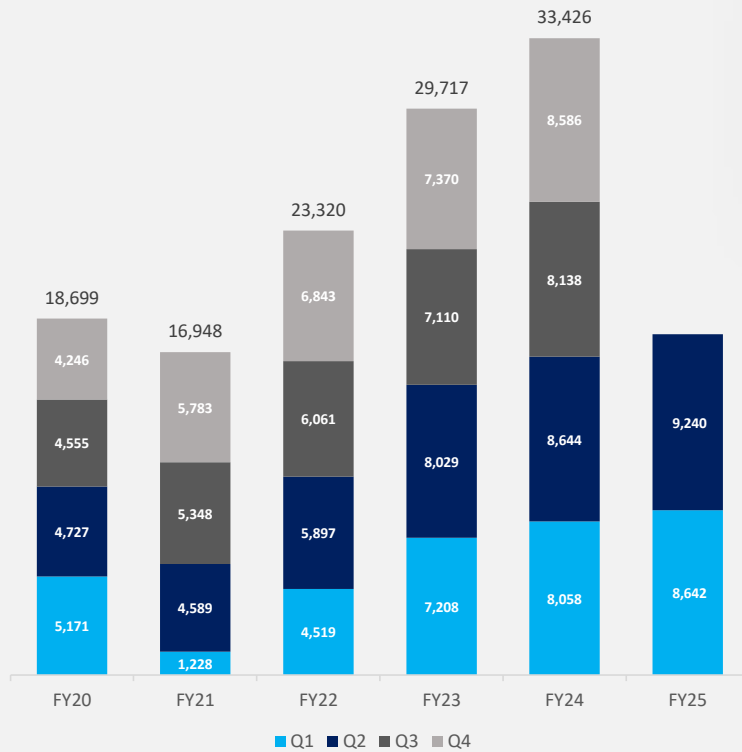
- Revenue: Incr. By 598 Mn
- OEM Sales Mix increase By 1%
- Gross Profit Incr. By 156 Mn
- Core 90 Saving
- EBITDA incr. By 24 Mn
- PAT Incr. By 15 MN

#### YoY

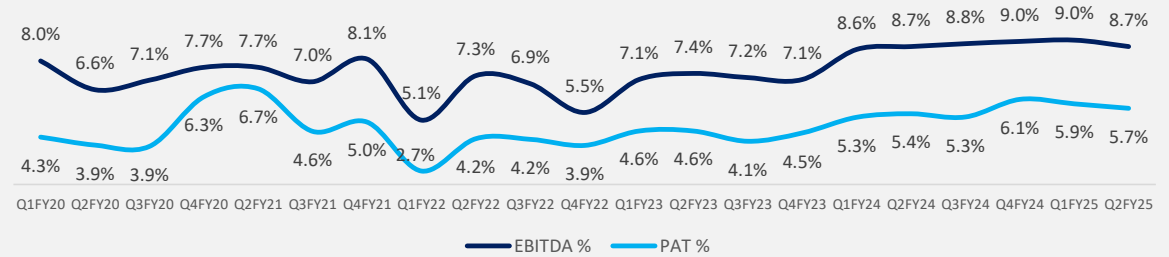
- Revenue: Incr. By 596 Mn
- OEM Sales Mix remains same
- Gross Profit Incr. By 193 Mn
- Core 90 Saving
- EBITDA incr. By 51 Mn
- PAT Incr. By 57 MN

# QUARTERLY PERFORMANCE TREND

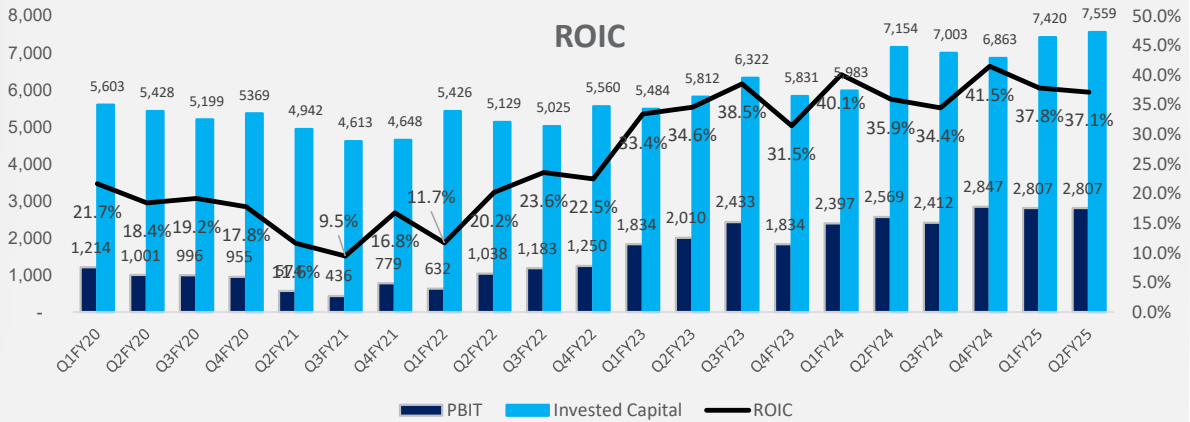
## Revenue (Mn)



## Margins



## ROIC





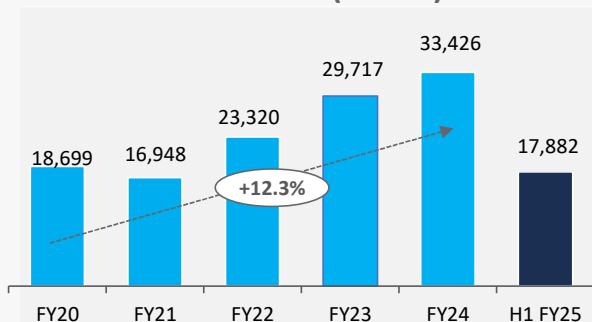
## PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q2 FY25	Q2 FY24	YoY	Q1 FY25	Q-o-Q	FY24	FY23	Y-o-Y
Revenue from Operations	9,240	8,644	6.9%	8,642	6.9%	33,426	29,717	12.5%
Raw Material	6,910	6,507		6,467		25,051	22,688	
Raw Material % to Sales	74.8%	75.3%		74.8%		74.9%	76.3%	
Employee Expenses	602	542		532		2,064	1,831	
Employee Expenses % to Sales	6.5%	6.3%		6.2%		6.2%	6.2%	
Other Expenses	924	873		863		3,382	3,061	
Other Expenses % to Sales	10.0%	10.1%		9.9%		10.1%	10.3%	
EBITDA	804	753	6.8%	780	3.1%	2,930	2,137	37.1%
EBITDA %	8.7%	8.7%		9.0%		8.8%	7.2%	
Other Income	61	31		74		191	174	
Other Income % to Sales	0.7%	0.6%		0.9%		0.6%	0.6%	
Interest	7	12		9		54	46	
Interest % to Sales	0.1%	0.1%		0.1%		0.2%	0.2%	
Depreciation	158	141		153		566	486	
Depreciation % Sales	1.7%	1.6%		1.8%		1.7%	1.6%	
PBT	700	630	11.1%	691	1.3%	2,500	1,779	40.5%
PBT %	7.6%	7.3%		8.0%		7.5%	6.0%	
Tax	173	161		179		649	456	
PAT	527	470	12.1%	512	2.9%	1,852	1,324	39.9%
PAT %	5.7%	5.4%		5.9%		5.5%	4.5%	
EPS	3.7	3.3		3.6		12.9	9.2	

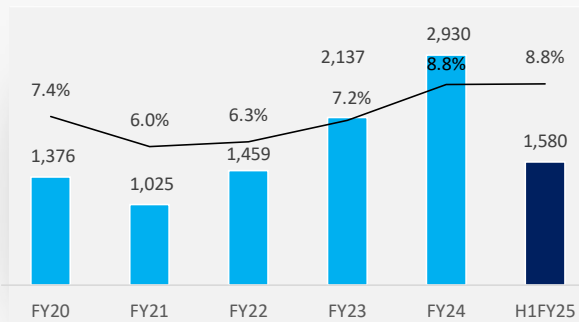
Note: Foreign Exchange fluctuation (Net) is part of other income.

# FINANCIAL TRACK RECORD

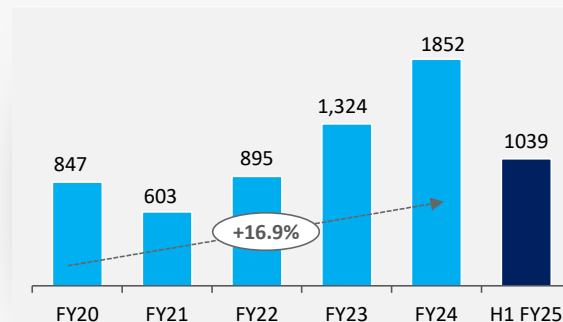
## Revenue (Rs Mn)



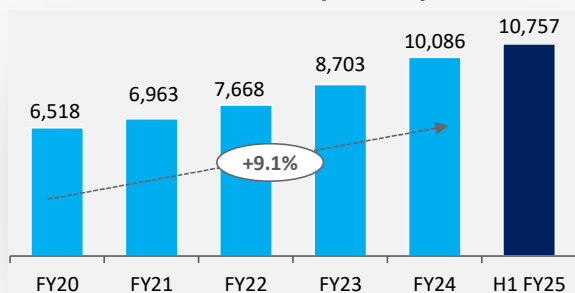
## EBITDA (Rs Mn) & EBITDA Margin (%)



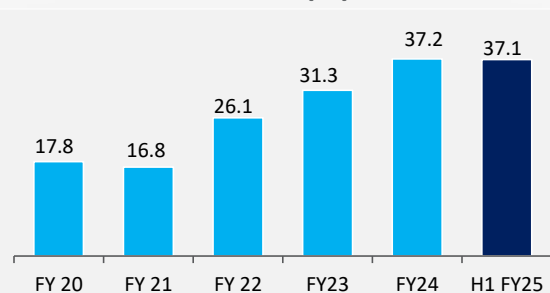
## PAT



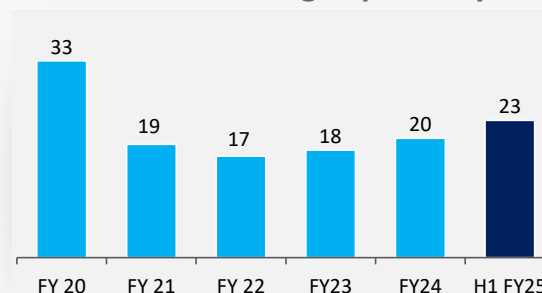
## Net worth (Rs Mn)



## RoIC (%)



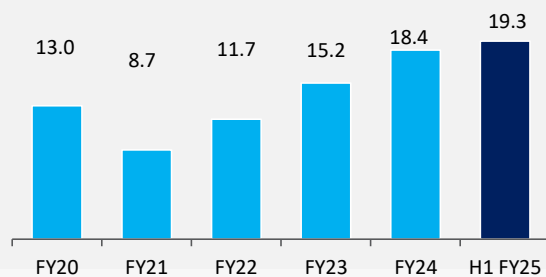
## Net Working Capital Days



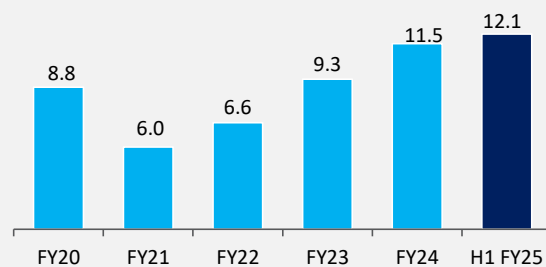
^Note: Financials for FY17-23 as per IND-AS

## KEY RATIOS

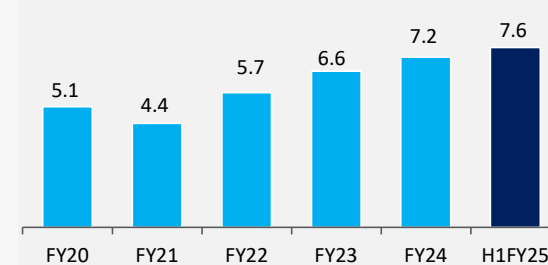
### Return on Equity (%)



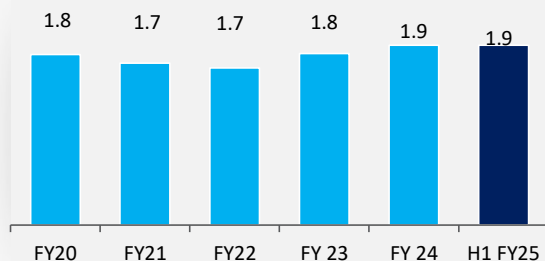
### Return on Assets (%)



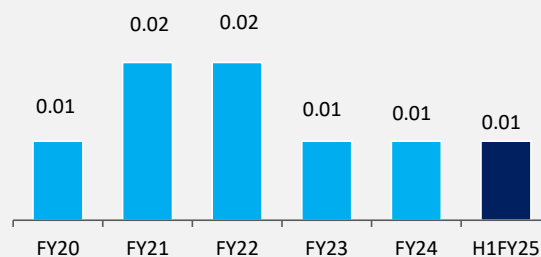
### Fixed Asset Turnover (x)



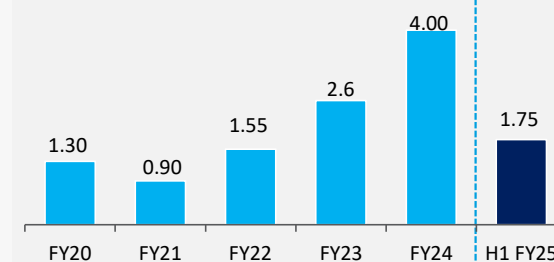
### Current Ratio (x)



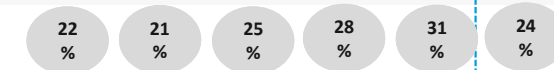
### Debt : Equity Ratio



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

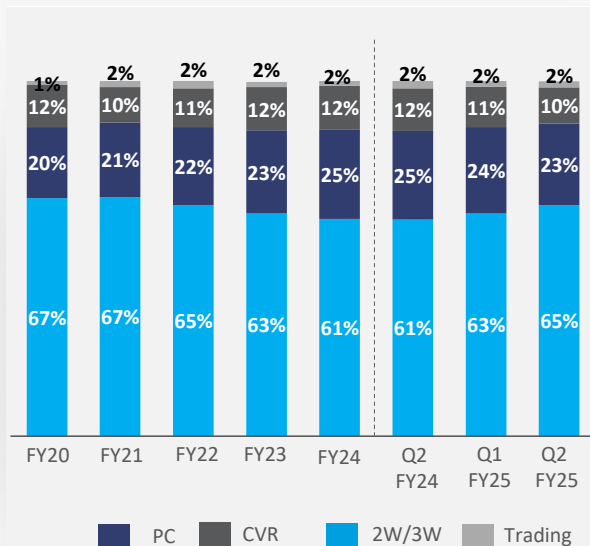


### Payout Ratio

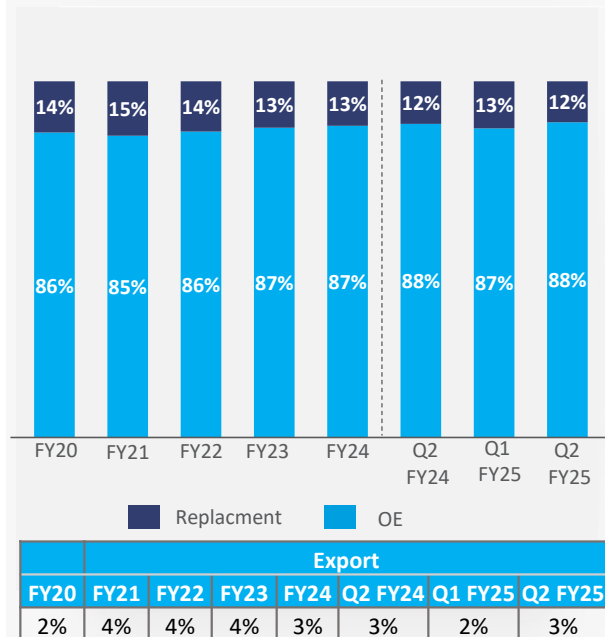


## REVENUE MIX (INC. TRADING)

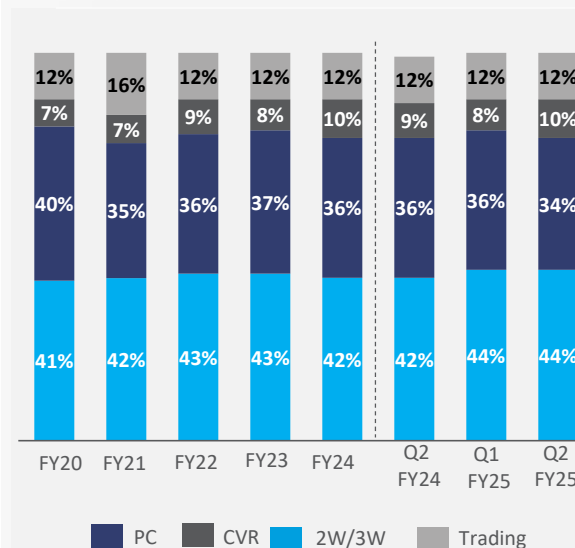
### Segment Mix



### Channel Mix



### Aftermarket



- Improvement in 2W Volumes in Q2 FY25 (65%) compared to Q2 FY24 (61%)
- CV Segment has decreased from 12% (Q2 FY24) to 10% (Q2 FY25)

## BALANCE SHEET

Assets (Rs. Mn.)	Sep-24	Mar-24	Mar-23
Non-current assets	5,593	5,577	4,857
Current assets	11,576	10,543	9,423
<b>Total Assets</b>	<b>17,169</b>	<b>16,120</b>	<b>14,280</b>

- Net Cash stood at Rs 3,293 Mn at the end of Sep'24
- Net Working Capital Days at 23 as compared to 20 March24
- Capex for H1FY25 to the tune of Rs. 446 Mn

Equity and Liabilities (Rs. Mn.)	Sep-24	Mar-24	Mar-23
Equity	10,757	10,086	8,703
Non-Current Liabilities	322	356	384
Current liabilities	6,090	5,678	5,193
<b>Total Equity and Liabilities</b>	<b>17,169</b>	<b>16,120</b>	<b>14,280</b>

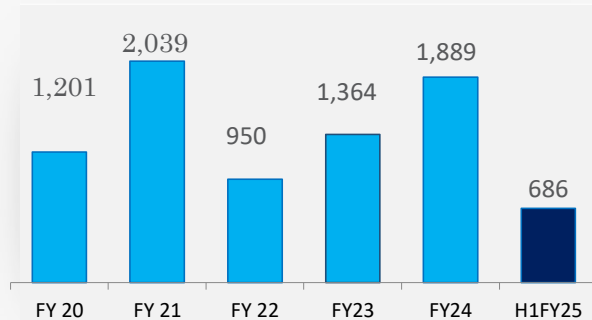
### Capex for FY24

- 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
- Khandasa - Twin station Spinning machine, Oil & Gas Filling Machine

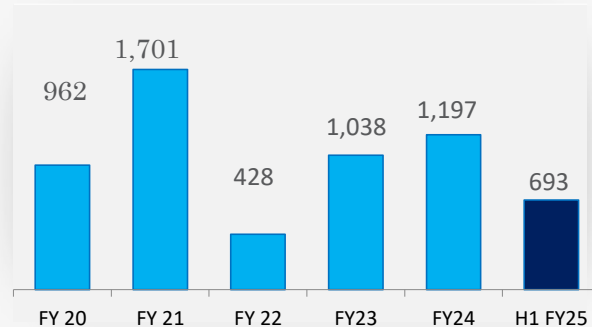


## CASH FLOWS

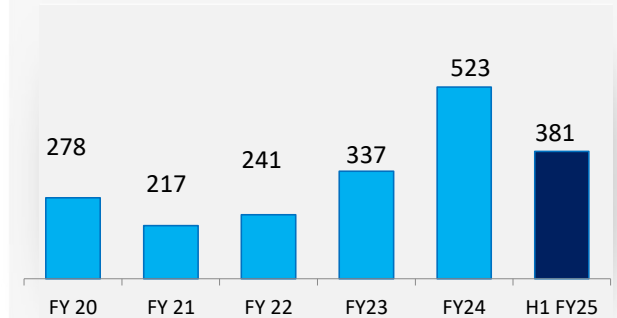
Cash Flow from Operations (Rs. Mn)



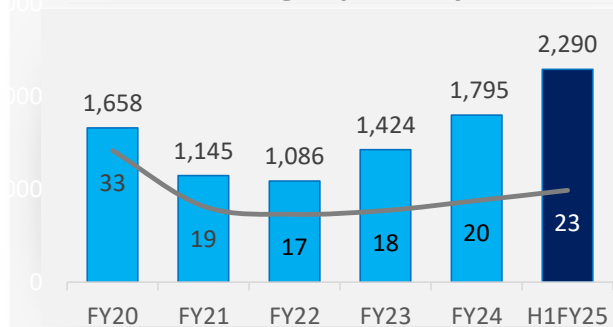
Cash Flow used in Investing (Rs. Mn)



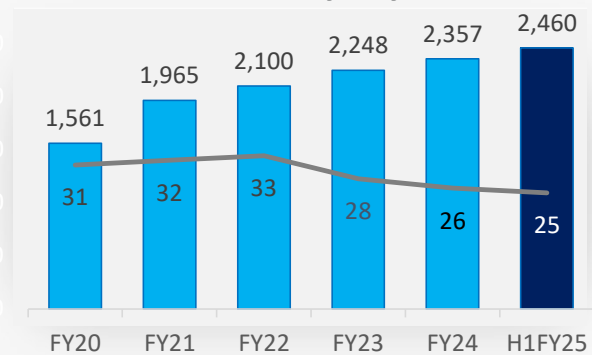
Cash Flow used in Financing (Rs. Mn)



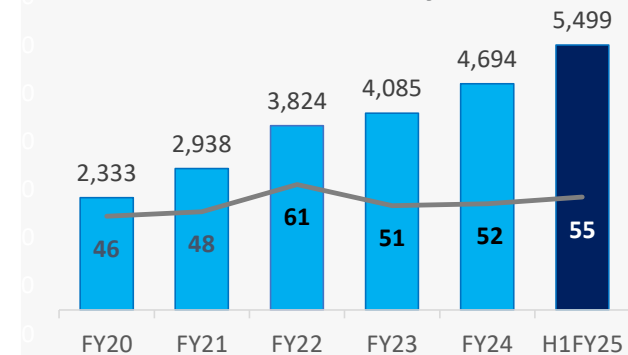
Working Capital Days



Inventory Days



Debtors Days



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

## 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**

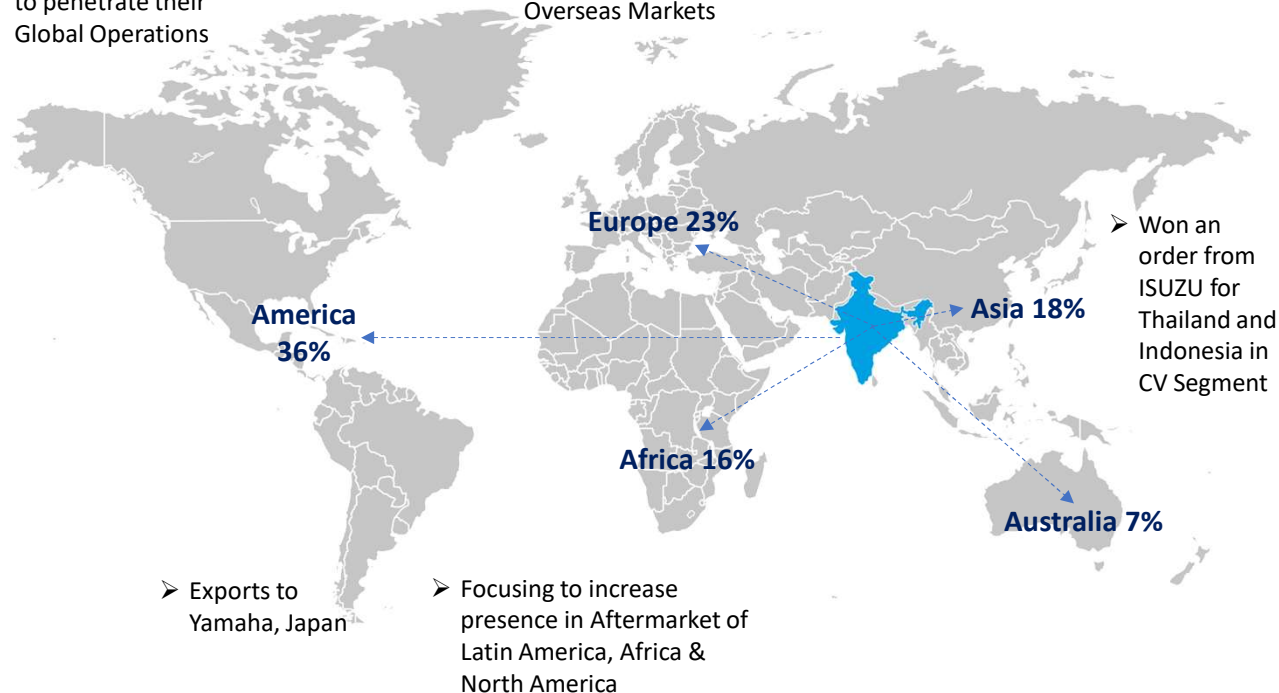


## CREATING GLOBAL PRESENCE THROUGH EXPORTS

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

- Resource in Europe for exploring opportunities in Overseas Markets

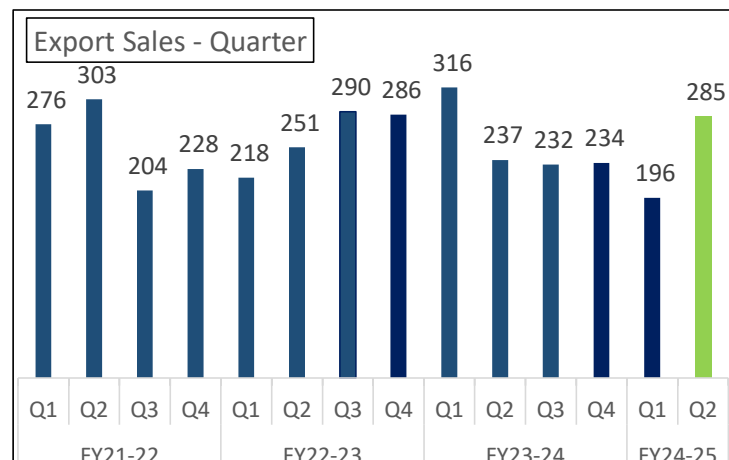
- Export order from DAF Netherlands



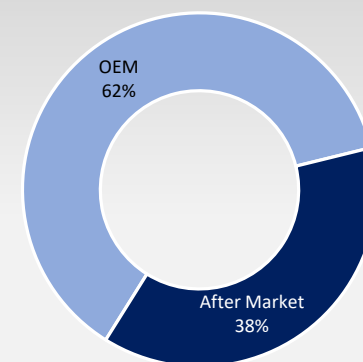
- Exports to Yamaha, Japan

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

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



### Export Composition



## OUR STRATEGIC BUSINESS DRIVERS



**Domestic Dominance**





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

### Performance

- H1 FY25 vs H1 FY24 sales value growth was 10.7%. This growth was contributed by good sales performance in OLA and TVS where we have high SOB.

### Recent Launches

- TVS Raider ( Drum Version)
- TVS Jupiter 110
- TVS King (3W EV)

### Market Update

- As per SIAM data, the 2W sales grew by 15.8% YoY and 3W grew by 7.6% YoY respectively in H1 FY25
- Within the 2W segment, Scooters grew by 21.3%, Motorcycles grew by 13.6% and Mopeds grew by 12.6% in H1 FY25

### Future Development

- EV - OLA ,River, Raptee, Lectrix, Simple Energy, TVS, SMIPL
- 2W- TVS, REM, Suzuki, Bajaj, Piaggio, HMSI, Yamaha
- 3W – Bajaj, TVS, Mahindra(EV)

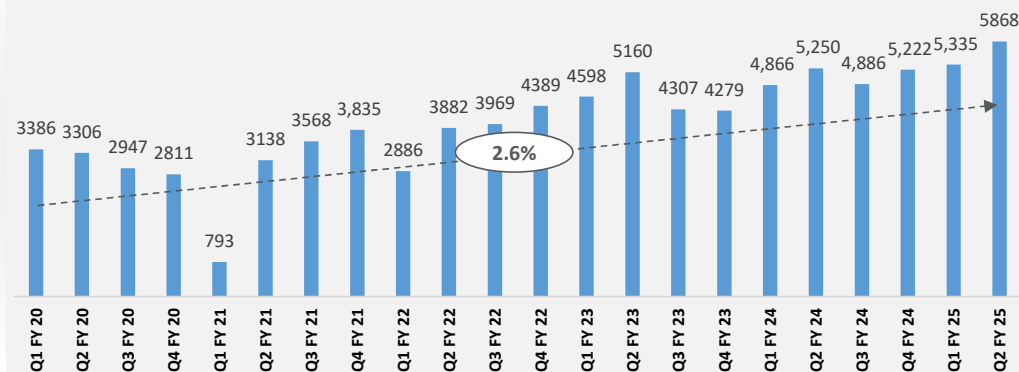
### Top 3 Customers

- TVS Motors, Suzuki, HMSI

**65%** % to Total Sales  
[63% in Q1 FY25]

**30%** Market Share  
[30% in Q1 FY25]

Revenue Trend (Mn)



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



### Top EV Manufacturers

### GIL Presence

1. Ola Electric
2. Bajaj Auto
3. TVS Motor Co
4. Ather Energy
5. Hero MotoCorp
6. Greaves Electric
7. BGauss Auto



Source: sme.v.in/fy-24-25

# 17.42%

Highest EV 2W Sales in  
Uttar Pradesh in Q2  
FY24-25

Source: vahan.parivahan.gov.in

# 87%

GIL Market Share  
EV 2W sales  
( Q2 FY 24-25)

# 10%

GIL Market Share  
EV 3W sales  
( Q2 FY 24-25)

# 42%

GIL growth - EV-2W  
Q2 FY25 w.r.t Q2 FY24

# 44%

GIL growth - EV-3W  
Q2 FY25 w.r.t Q2 FY24

# E-BIKE FORK BUSINESS

MTB Front fork



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

- H1 FY25 vs H1 FY24 sales value growth was 2.7%. This growth was contributed majorly by Utility Vehicles and Van Segment.

### New Program

- Tata Motors: Curvv EV
- Stellantis : Citroen Basalt

### Market Update

- As per SIAM data, the sale of Passenger Vehicles grew by 2.4 % in H1 FY25 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars de-grew by 15%, Utility Vehicle grew by 16% & Vans grew by 9% YoY in H1 FY25

### Future Development

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

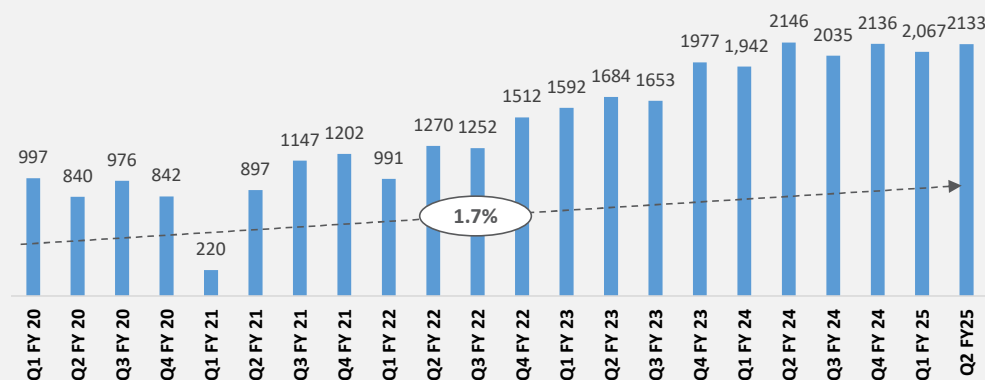
### Top 3 Customers

- Maruti Suzuki, Mahindra & Mahindra, Skoda Volkswagen

**23%** % to Total Sales  
[24% in Q1 FY25]

**24%** Market Share  
[24% in Q1 FY25]

Revenue Trend (Mn)

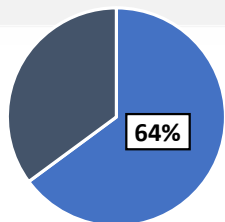


## GABRIEL PRESENCE: UTILITY VEHICLES/ SUV-COUPE

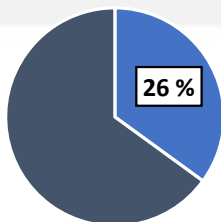
- Manufacturing Facility: Chakan & Khandsa
- R&D Centre: Pune
- Product Portfolio: McPherson struts, Gas Shock Absorbers, Steering Dampers
- Commenced the technology of FSD (Frequency Selective Damping) & HRS (Hydraulic Rebound Stop) in damper supplies for key customers

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

Gabriel India Share of Business in Total Utility Vehicle Sales - 26%



■ Utility Vehicle



■ SOB - GIL ■ Others



Tata Curvv ICE/ EV



Stellantis Basalt Citroen



Volkswagen Taigun



Skoda Kushaq



Mahindra XUV 700



Mahindra Thar



Suzuki Jimny



Suzuki Brezza (New)



Suzuki Grand Vitara



Toyota Hyryder



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

### Performance

H1 FY25 vs H1 FY24 CV segment de-grow by 8.7% in sales value

### New Program

Mahindra – UPP E1, TML – Steering Damper, Tata - Coral, TVS – N606, Pinnacle E Mobility

### Market Update

As per SIAM data, the overall commercial vehicles segment de-grow by 7.5% in H1 FY25 as compared to H1 FY24

Medium & Heavy Commercial Vehicles (M&HCVs) sales de-grow by 4.5% YoY and Light Commercial Vehicles (LCVs) de-grow by 9.2% YoY in H1 FY25 as compared to H1 FY24

### Future Development

- Fuso Japan , New EV customers , HINO & Volvo
- DAF & TML – Axle Dampers & Stellantis Steering damper

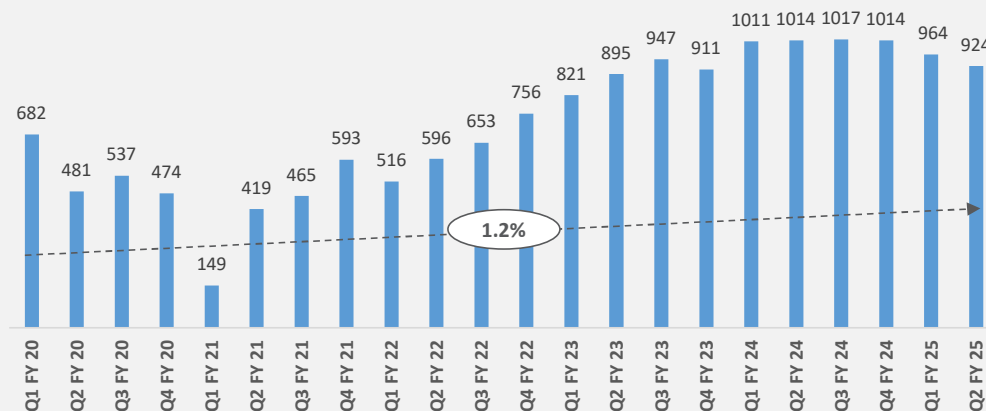
### Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland

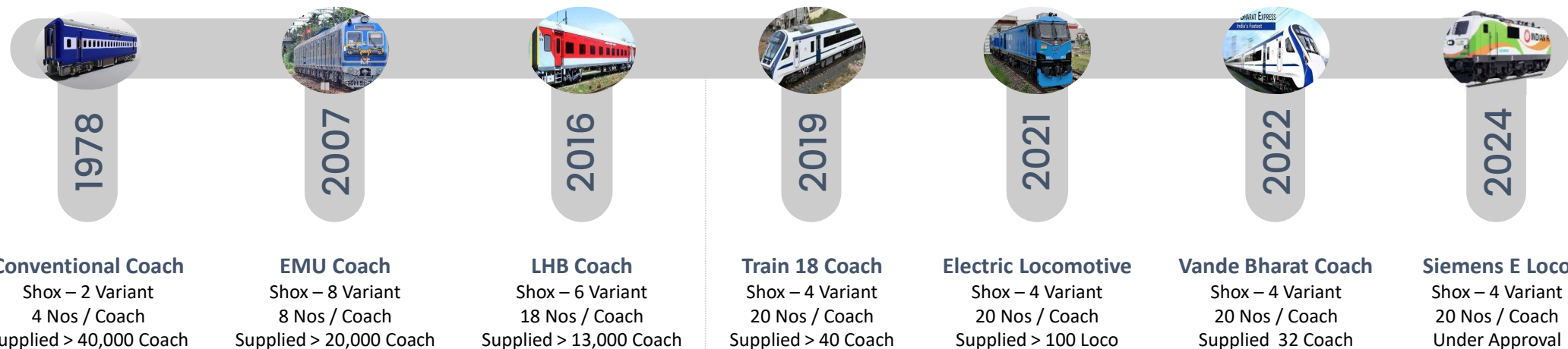
**10%** % to Total Sales  
[11% in Q1 FY25]

**88%** Market Share  
[88% in Q1 FY25]

Revenue Trend (Mn)



## GABRIEL PRESENCE- RAILWAYS



### Government OEM



### Private OEM



### Government OEM



### Private OEM



## AFTERMARKET

### Strong Brand Equity

- Brand “Gabriel” synonymous with shock absorbers
- Leadership since 63 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 Q2 23-24. Sale Q2 (24-25) – 1080 MINR
- Successfully launched new Product line – Alloy Wheels for Motorcycles
- Completed successfully 5 IT Enablement projects

### Widest Product Range

- Only Company present in all the segments i.e. TW, PC, CV & Railways
- Launched 83 SKU's In H1 24-25.
- More than 1336 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

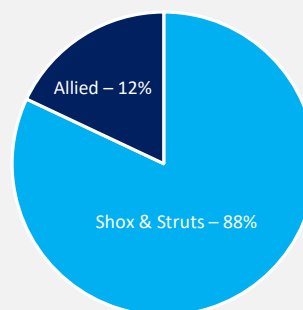
### Presence Through Allied Products

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

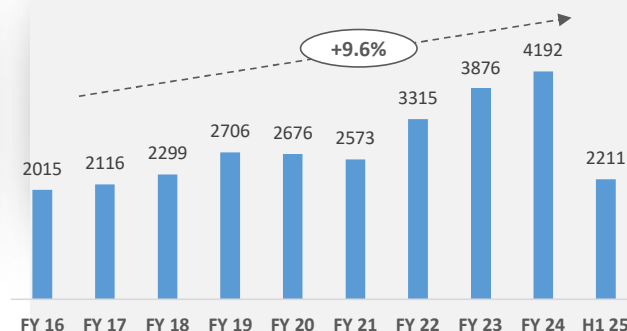
### Focus Areas & Outlook

- 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
- 5 IT projects Successfully implemented, 1 in pipeline. Target to become 100% IT enabled in next 1 year
- Focus on Latin American, Australia & African markets for Quantum growth in Export's sales

### After Market Parts



### Aftermarket Sales (Rs. Mn)



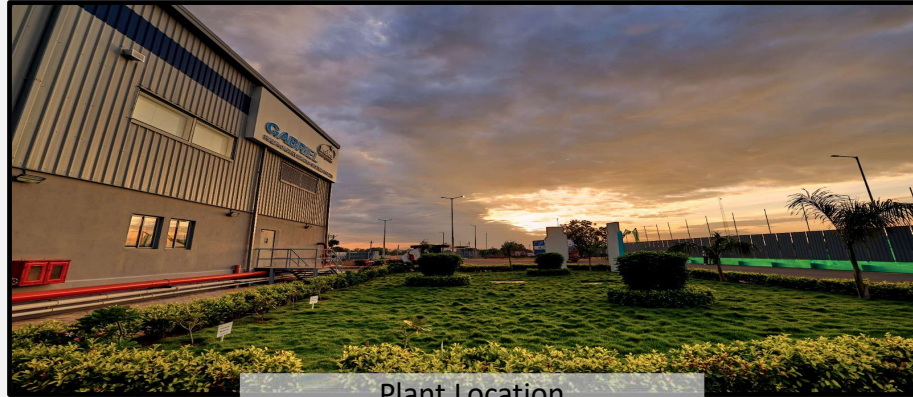
## OUR STRATEGIC BUSINESS DRIVERS



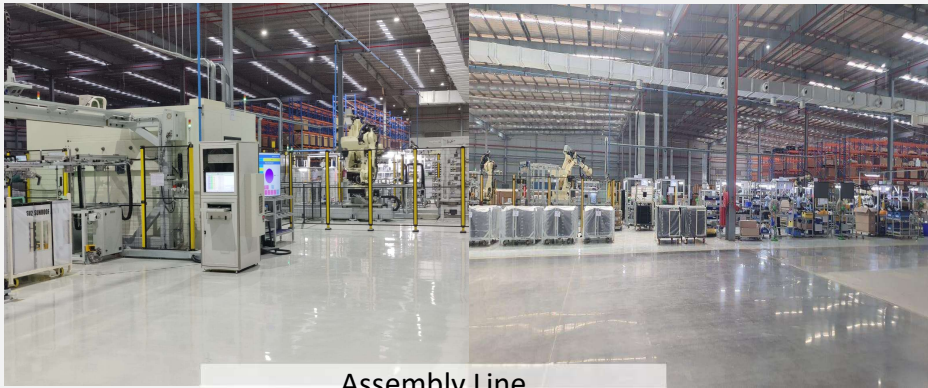
**Merger & Acquisition**



## IGSSPL PLANT



Plant Location



Assembly Line



PU Line

## CONSOLIDATED PROFIT & LOSS STATEMENT

Consolidated P&L	Particulars (Rs. Mn)	Q2 FY25	Q1 FY25
	Revenue from Operations	10,271	9,466
	Raw Material	7,603	7,024
	<b>Raw Material % to Sales</b>	<b>74.0%</b>	<b>74.2%</b>
	Employee Expenses	644	602
	<b>Employee Expenses % to Sales</b>	<b>6.3%</b>	<b>6.4%</b>
	Other Expenses	1,036	932
	<b>Other Expenses % to Sales</b>	<b>10.1%</b>	<b>9.8%</b>
	EBITDA	988	908
	<b>EBITDA %</b>	<b>9.6%</b>	<b>9.6%</b>
	Other Income	48	63
	<b>Other Income % to Sales</b>	<b>0.5%</b>	<b>0.9%</b>
	Interest	20	22
	<b>Interest % to Sales</b>	<b>0.2%</b>	<b>0.2%</b>
	Depreciation	194	188
	<b>Depreciation % Sales</b>	<b>1.9%</b>	<b>2.0%</b>
	PBT	822	760
	<b>PBT %</b>	<b>8.0%</b>	<b>8.0%</b>
	Tax	193	184
	PAT	629	576
	<b>PAT %</b>	<b>6.1%</b>	<b>6.1%</b>
	EPS	4.4	4.0

• Gabriel India Limited

• Inalfa Gabriel Sunroof Systems Private Limited

• Gabriel Europe Engineering Centre

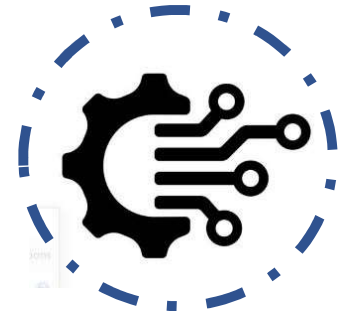
Inalfa Gabriel Sunroof Systems Private Limited	Particulars (MINR)	Q2 FY25	%
	Revenue from Operations	1,031	
	Raw Material	694	67.3%
	Employee Expenses	83	8.1%
	Other Expenses	83	8.1%
	EBITDA	172	16.7%
	Other Income	11	1.1%
	Interest	25	2.4%
	Depreciation	36	3.5%
	PBT	122	11.8%
	Tax	20	1.9%
	PAT	102	9.9%

• Manufacturing Sunroof

• TCA – Inalfa

• Plant in Chennai

## 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



GIL NxG Support from Office at IncubaThor



GEEC Belgian Legal Entity created  
July 14<sup>th</sup> : Court of Commerce



GEEC Extension with prototype workshop  
Jan 2<sup>nd</sup>, 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

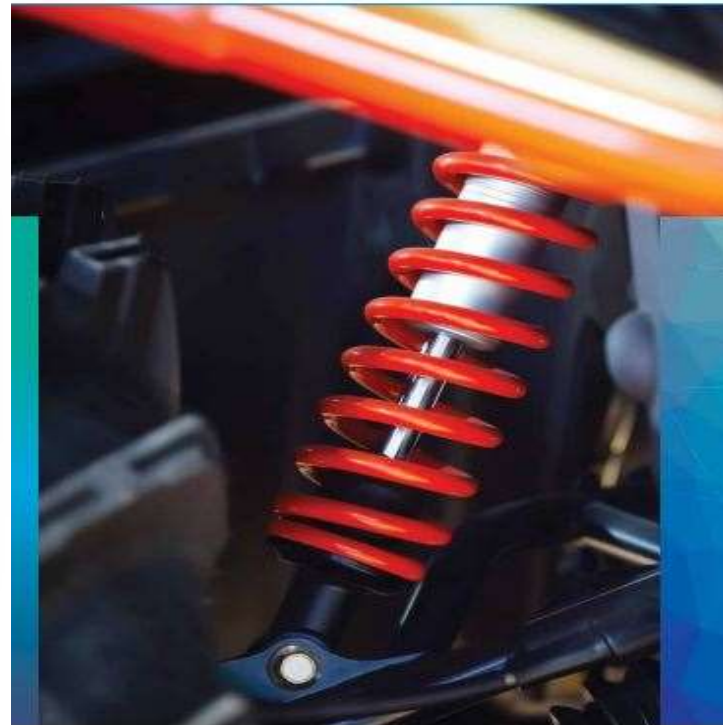
## ACHIEVING ENGINEERING EXCELLENCE

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



60

R&amp;D Specialists

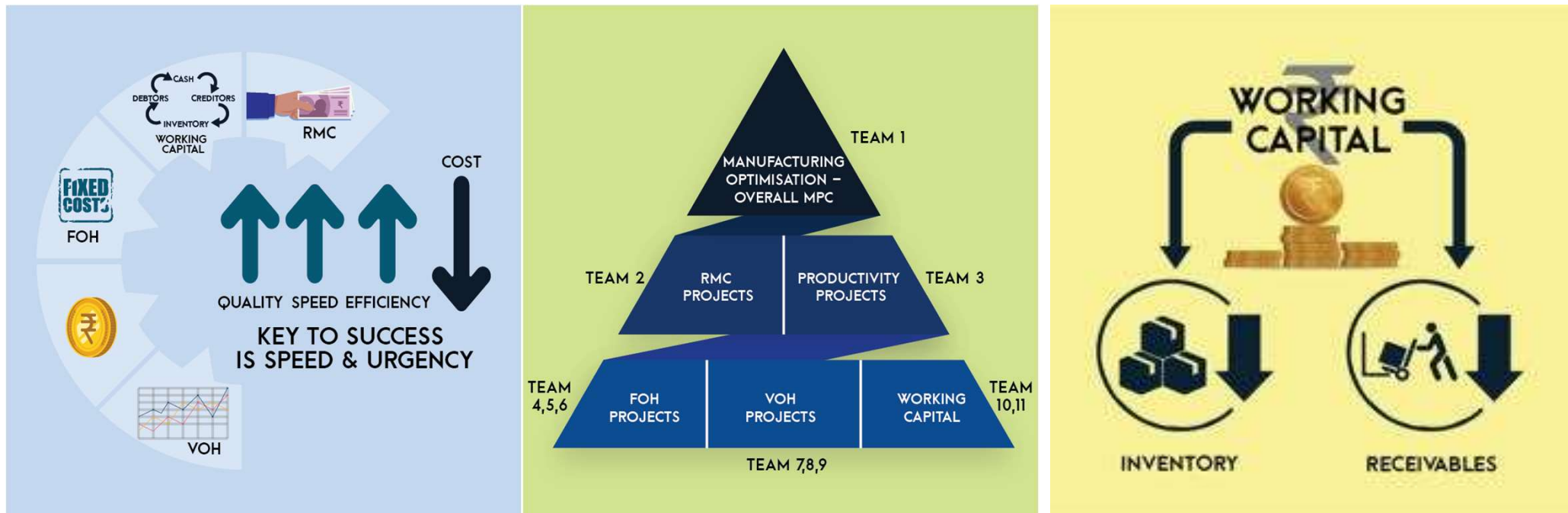
75

Patent Filed

## ELEMENTS OF 3-PILLARS



## CORE 90 (COST REDUCTION IN 90 DAYS)



### CORE 90 COST REDUCTION DRIVE

## Awards & Accolades



Gabriel India Limited (GIL) got nominated for the prestigious “Local Hero” Award at a glittering VW Group Award 2024 event at their Head Quarters in Wolfsburg, Germany (Global level award). GIL was the only Indian supplier to be nominated across all 10 categories

## Awards & Accolades



**Quality Circle Forum of India – “ Three GOLD award” in Energy conservation competition Pune chapter in May-24**



**2<sup>nd</sup> Runner up Award in CII Madhya Pradesh Kaizen competition in Jun-24**





## 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

### Financial Strength (FY24)

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



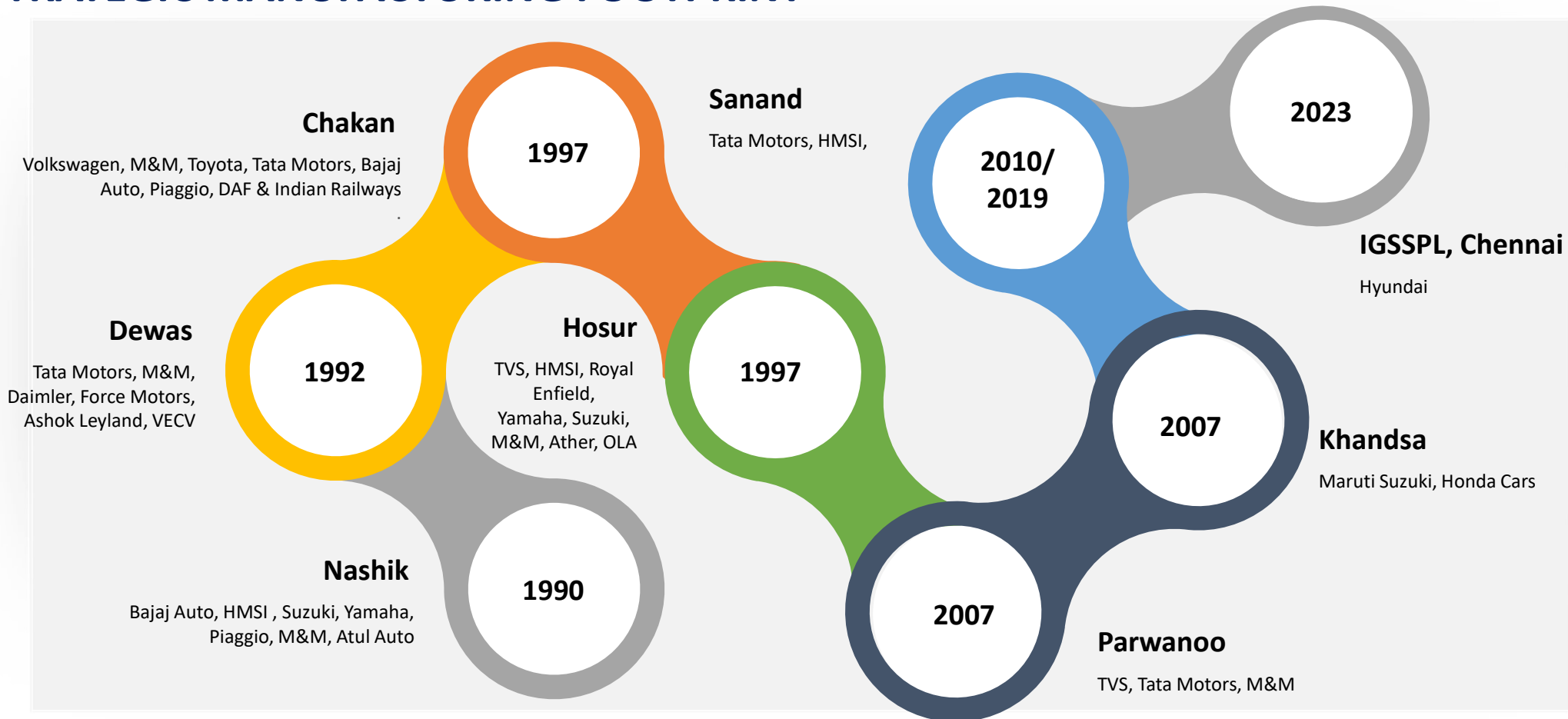
### Key Metrics

500+	25+	664
New Product Additions	Countries of Presence	Distributors
8+3 (satellite plants)	85 (28 Granted)	4,466
Manufacturing Plants	Patents Filed	Employees (Average)

# STRATEGIC MANUFACTURING FOOTPRINT



## 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



OLA ELECTRIC



### Passenger Cars



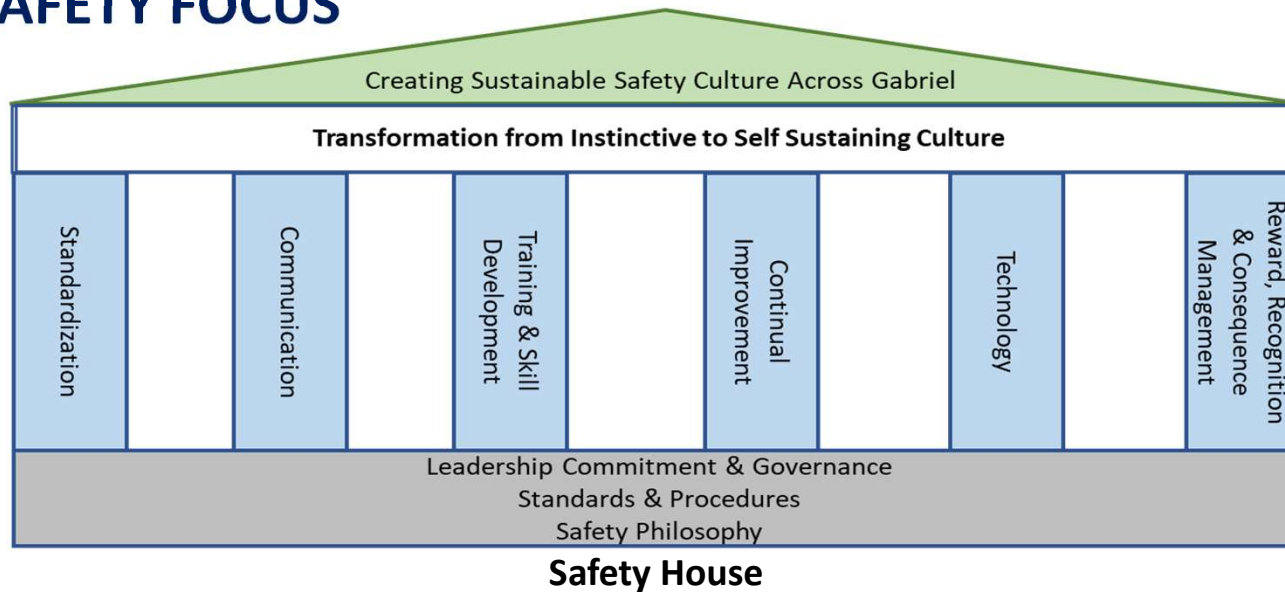
### CV & Railways



DAIMLER



## 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

### 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





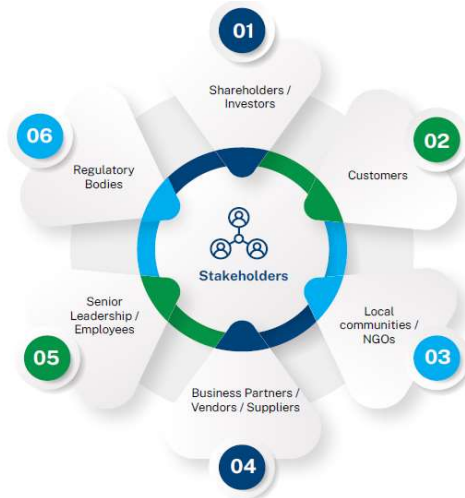
## SUSTAINABILITY MISSION



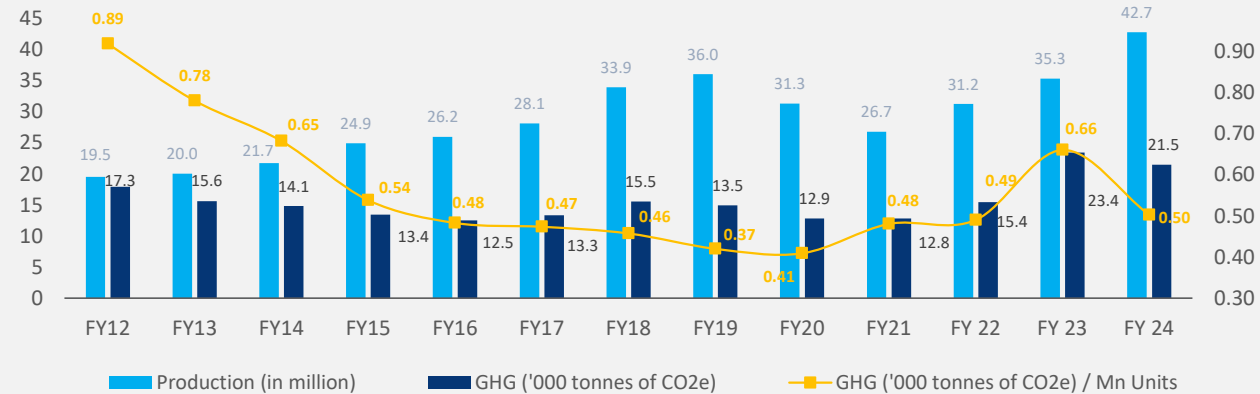
### Mission

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

# SUSTAINABILITY



## Reduction in Carbon Footprint



- 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.
- 16% 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 Launched 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.

## Biodiversity Report 2023-24







### Gabriel launched its first Biodiversity Report for Chakan Plant 2023-24

Gabriel India Limited has proudly published its inaugural Biodiversity Assessment Report for the Chakan Plant, aligned with the GRI Framework 2016.

This comprehensive report underscores our commitment to sustainable practices and the preservation of local ecosystems. By prioritizing biodiversity, we aim to foster a harmonious balance between industrial growth and environmental stewardship.

The study revealed a rich ecosystem at Chakan Plant, identifying 143 species of flora and 32 species of birds. Notably, 3 of these bird species are recognized under Schedule I of Wildlife Protection Act, 1972, and 2 are classified as Endangered by the IUCN.

## CSR INITIATIVES 2023-24

Focus Area	Parwanoo	Gurugram	Rewari	Jawai	Dewas	Nashik	Hosur
 EDUCATION	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)
 SKILL DEVELOPMENT	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)	-	-
 HEALTH & HYGIENE	-	-	-	Provide mobile medical services to 20K unserved population across 9 villages	-	-	-
 COMMUNITY CONSERVATION	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



**Mahendra K Goyal**

Group President & Group CEO  
ANAND Group



**Jagdish Kumar**

Group President & Group CFO  
ANAND Group



**Atul Jaggi**

Managing Director  
Gabriel India



**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



**Atul Jaggi**  
Managing Director



**Amitabh Srivastava**  
Chief Operating Officer,  
Railways and Aftermarket  
Business Unit



**Rishi Luharuka**  
Chief Financial Officer,  
Head Strategy &  
Sustainability



**Vinod Razdan**  
Chief Human  
Resource Officer



**Koen Reybrouck**  
Chief Technical  
Advisor



**Anand Sontakke**  
Chief Operating Officer



**R. Vasudevan**  
Chief Marketing Officer



**Prashant Shah**  
Chief Purchase Officer



**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:

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**Investor Relations Advisors :**

Strategic Growth Advisors Pvt. Ltd.  
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Mr. Jigar Kavaiya / Pratik Shah  
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