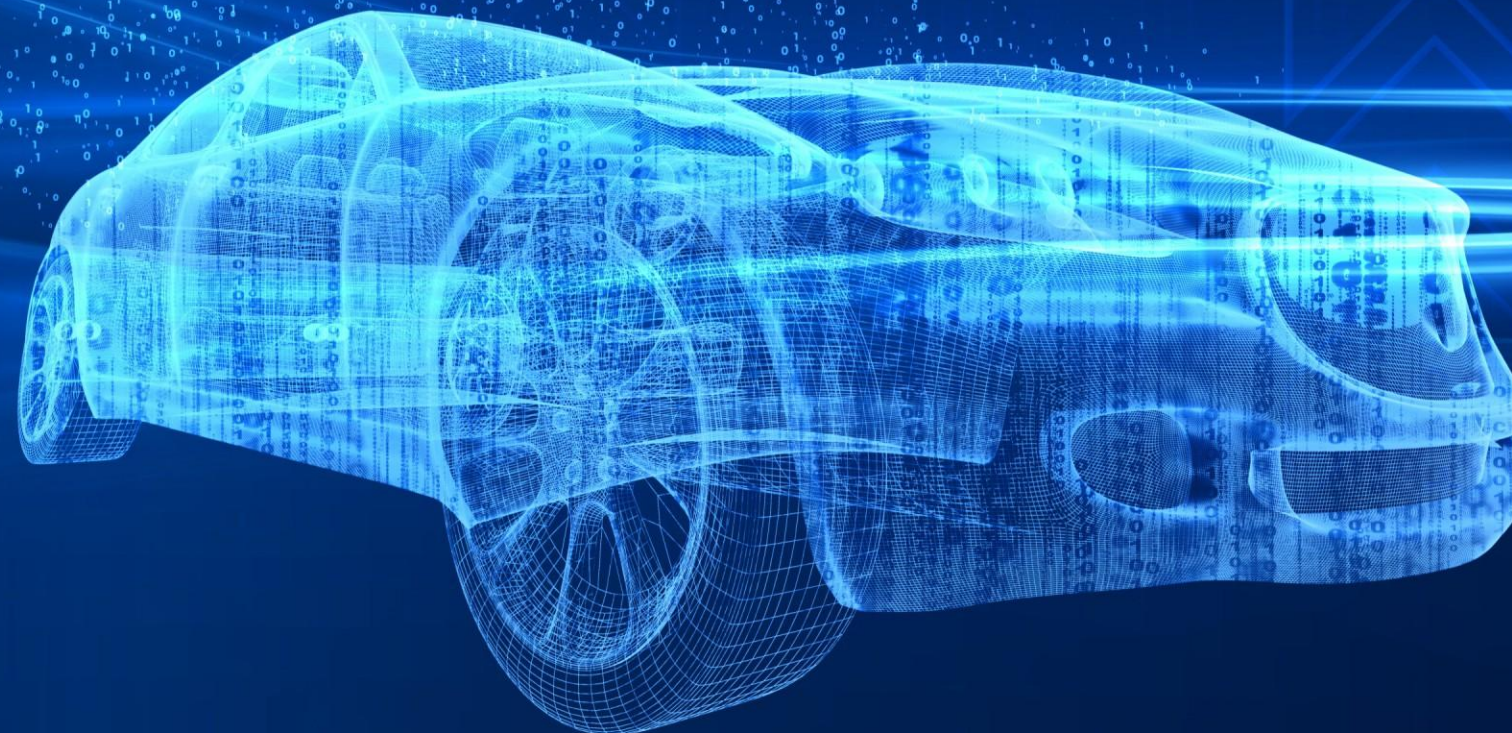


Gabriel India Limited

Investor Presentation

May 2025



SAFE HARBOR

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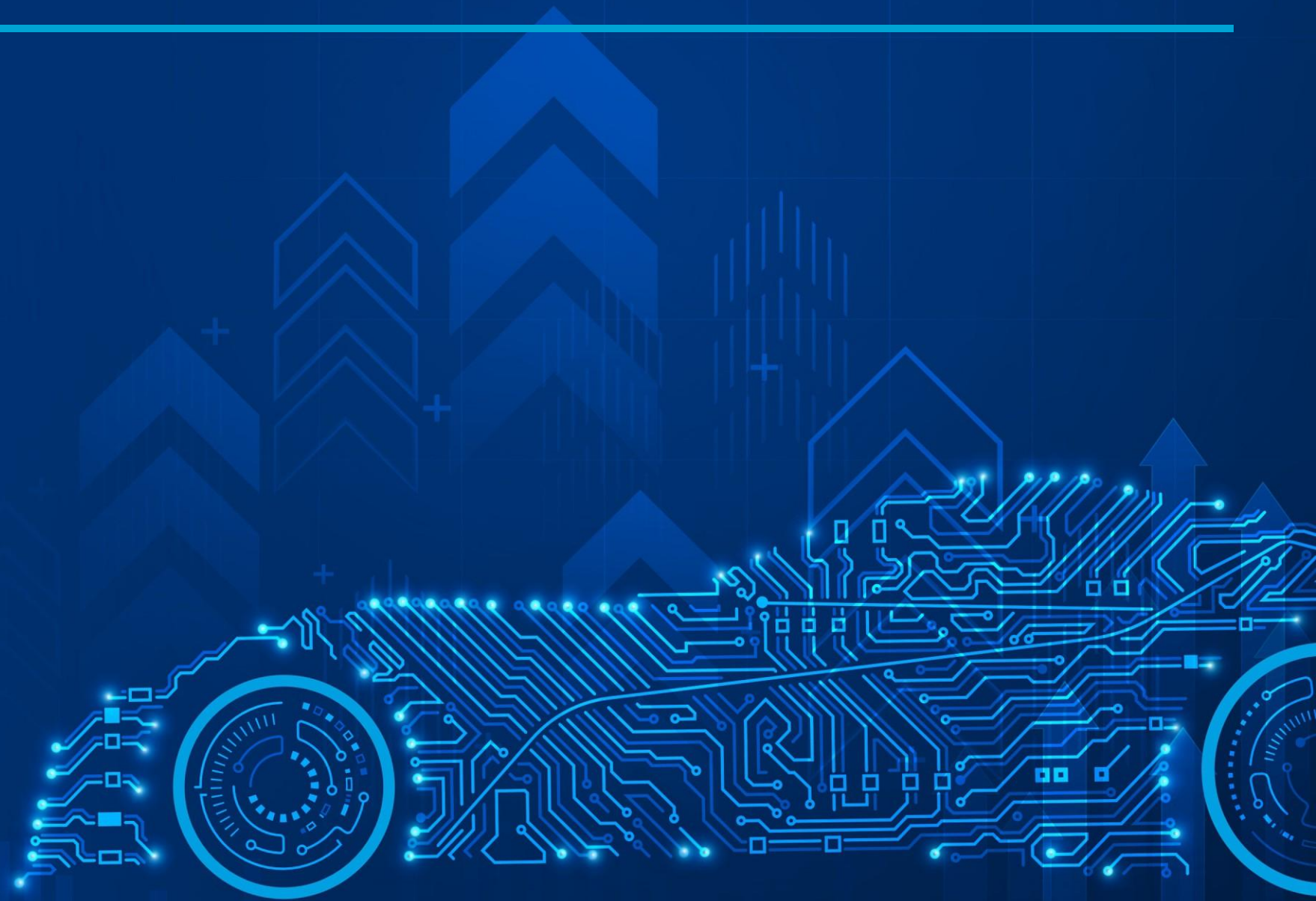
TABLE OF CONTENTS

01 Q4 & FY25 Result Update

02 Corporate Overview

03 Business Overview

04 Strategy Going Forward

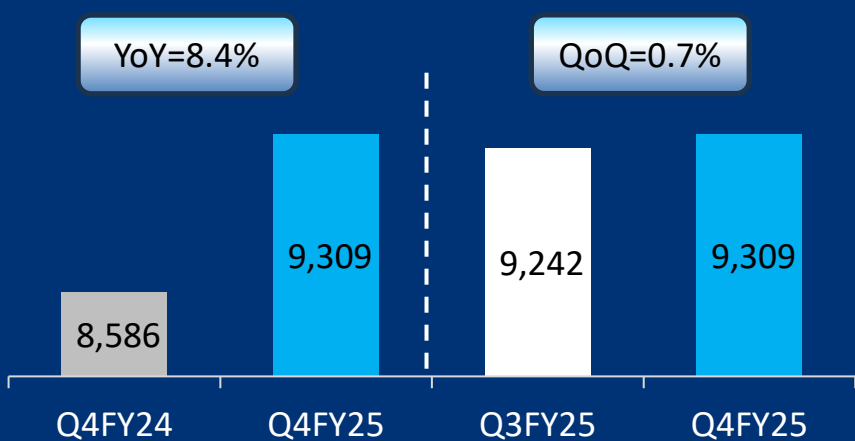




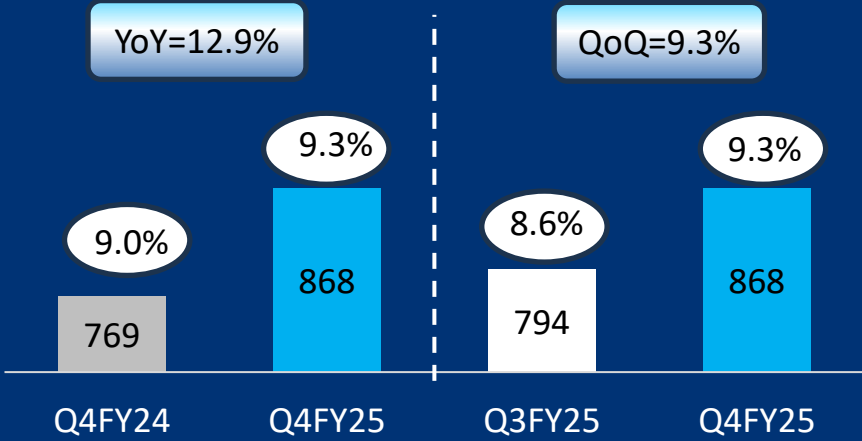
Q4 & FY25 Standalone Results Update

STANDALONE FINANCIAL HIGHLIGHTS – Q4FY25/FY25

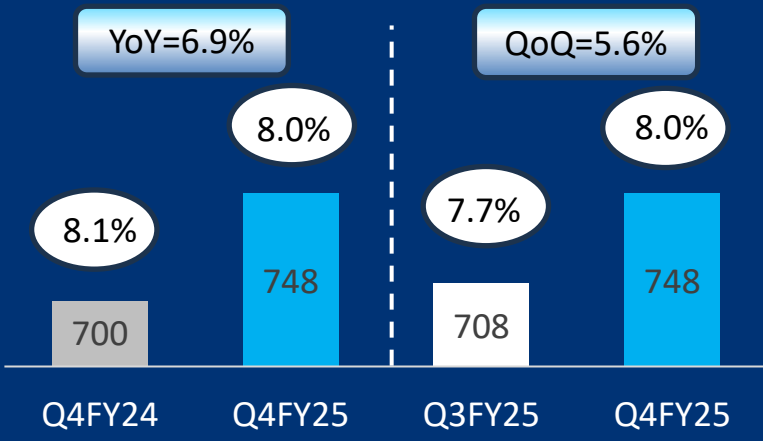
Revenue (Rs. Mn) and revenue growth (%)



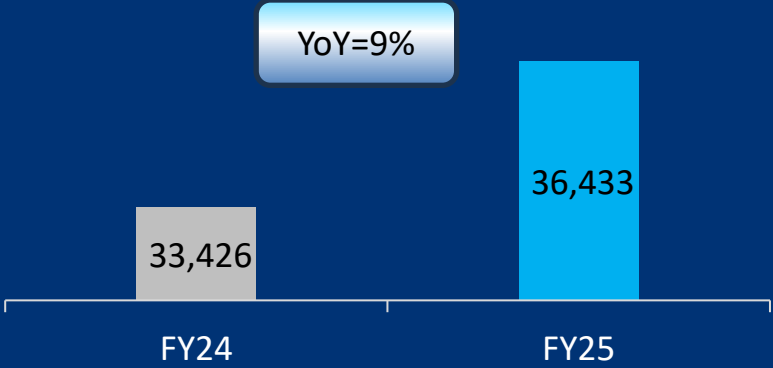
EBITDA (Rs. Mn) and EBITDA margin (%)



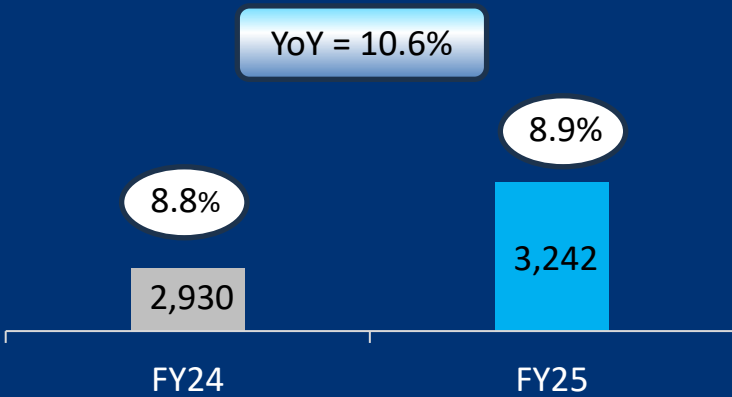
PBT (Rs. Mn) and PBT margin (%)



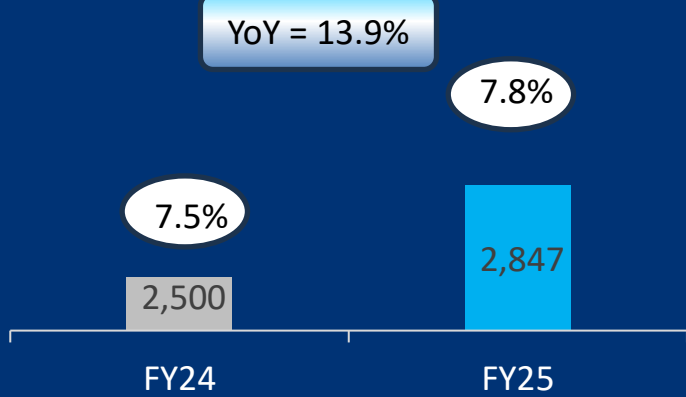
Revenue (Rs. Mn) and revenue growth (%)



EBITDA (Rs. Mn) and EBITDA margin (%)



PBT (Rs. Mn) and PBT margin (%)



Denotes growth (%)

Note: EBITDA computed based on operating income & operating expense

STANDALONE FINANCIAL HIGHLIGHTS – Q4FY25/FY25

Q4FY25

Balance Sheet

Net cash position of Rs. 3,084 Mn as compared to Rs.2,995 Mn in Q4FY24

Cash Flow

Cash Flow from operations to the tune of Rs.348 Mn as compared to Rs.1,018 Mn inflow in Q4 FY24

Capex

Capex incurred during the period Rs.329 Mn as compared to Rs. 303 Mn in Q4FY24

FY25

Balance Sheet

Net cash position of Rs. 3,084 Mn as compared to Rs.2,995 Mn in FY24

Cash Flow

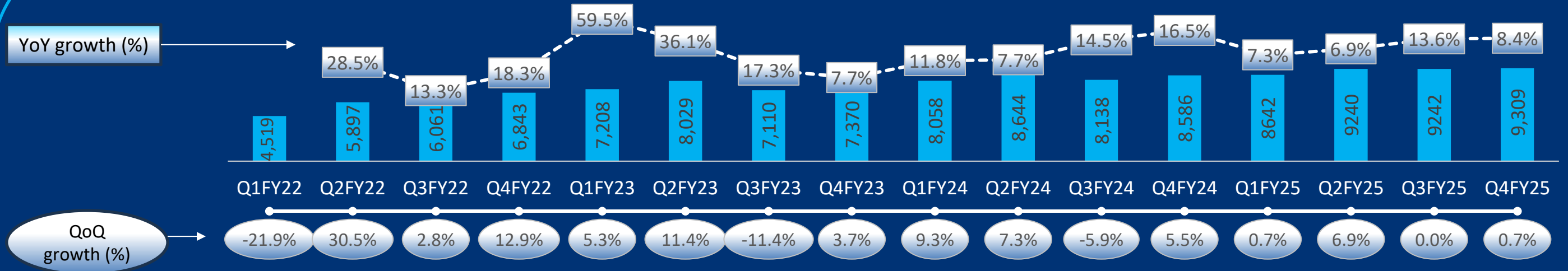
Cash Flow from operations to the tune of Rs.1,465 Mn as compared to Rs.1,889 Mn inflow in FY24

Capex

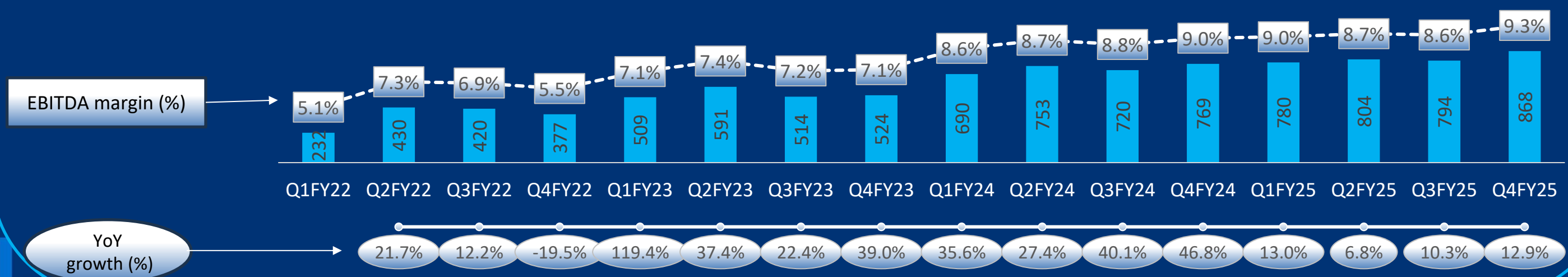
Capex incurred during the period Rs.1,281 Mn compared to Rs.830 Mn in FY24

STANDALONE QUARTERLY PERFORMANCE TREND

Revenue (Rs. Mn) and growth (%)

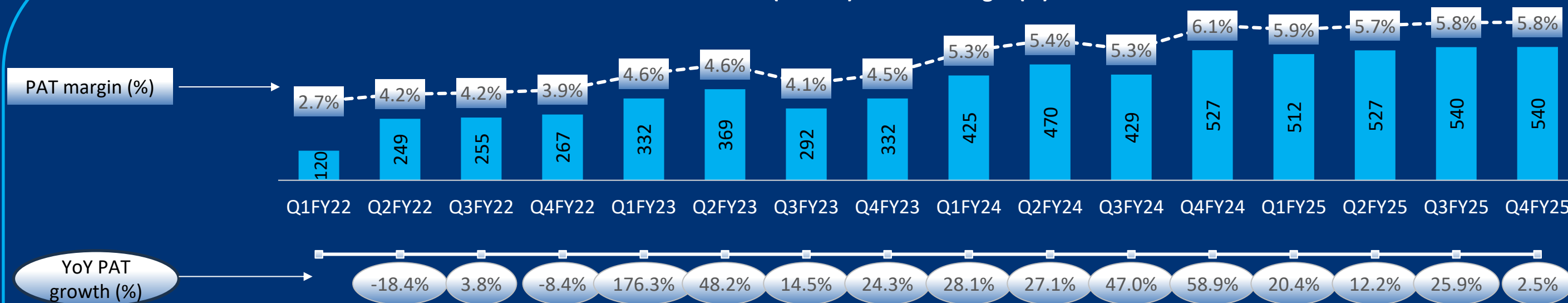


EBITDA (Rs. Mn) and margin (%)

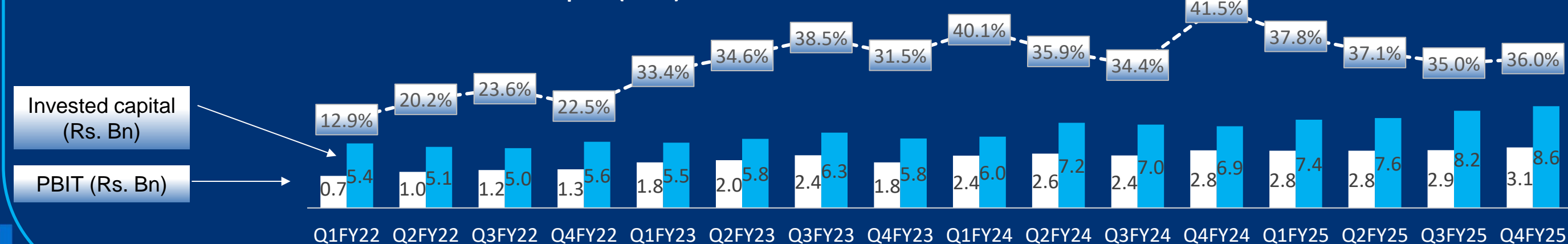


STANDALONE QUARTERLY PERFORMANCE TREND

PAT (Rs. Mn) and PAT margin (%)

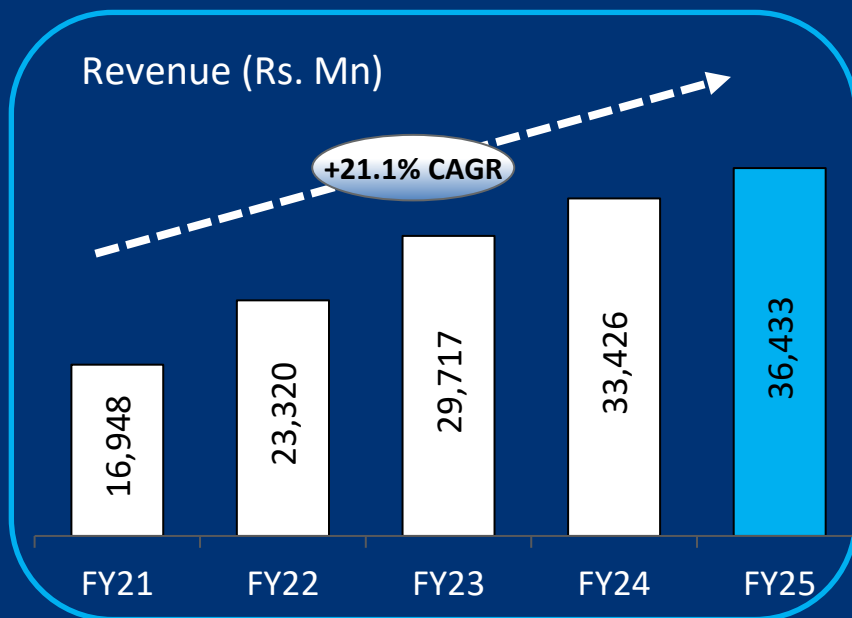


Return on invested capital (ROIC) in %

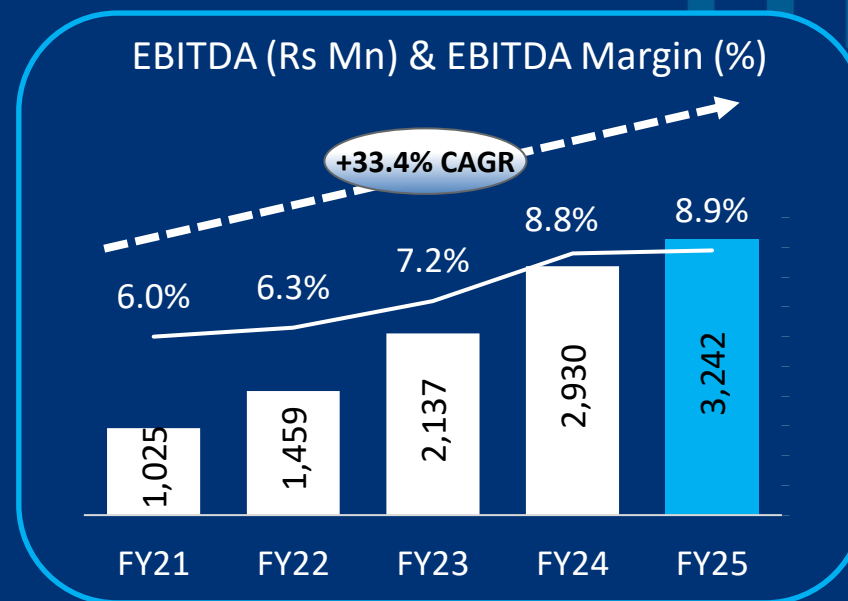


STANDALONE FINANCIAL TRACK RECORD

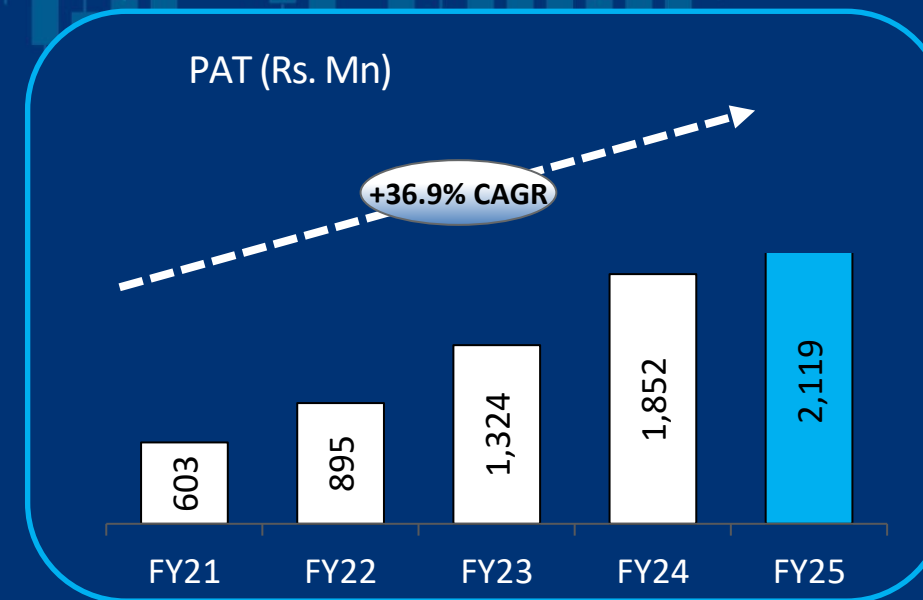
Revenue (Rs. Mn)



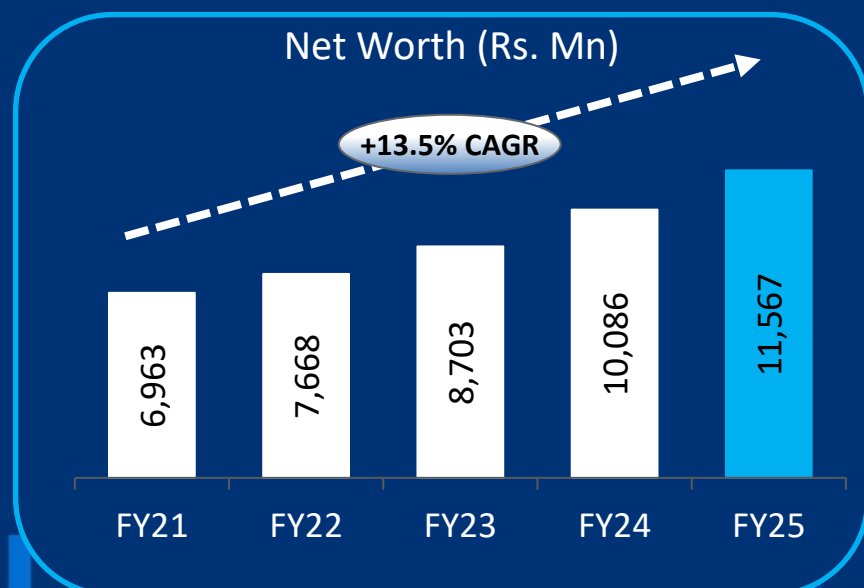
EBITDA (Rs Mn) & EBITDA Margin (%)



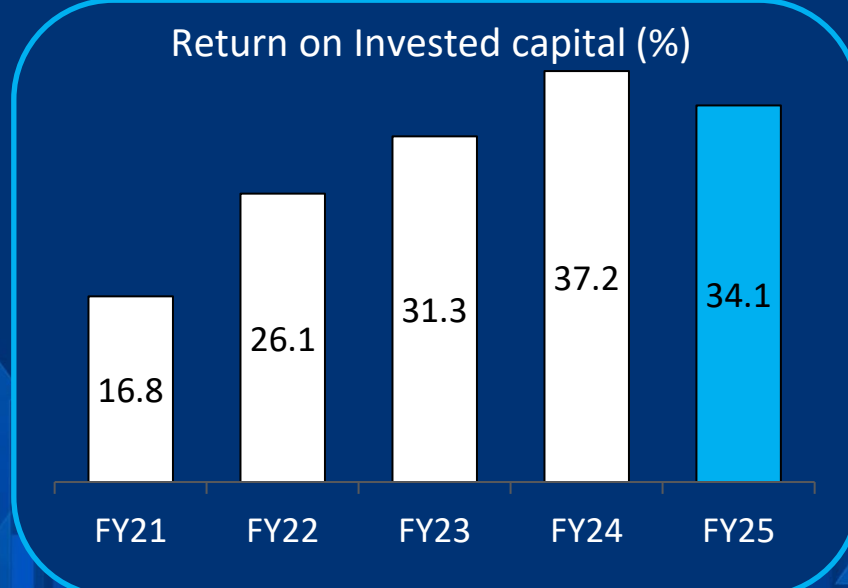
PAT (Rs. Mn)



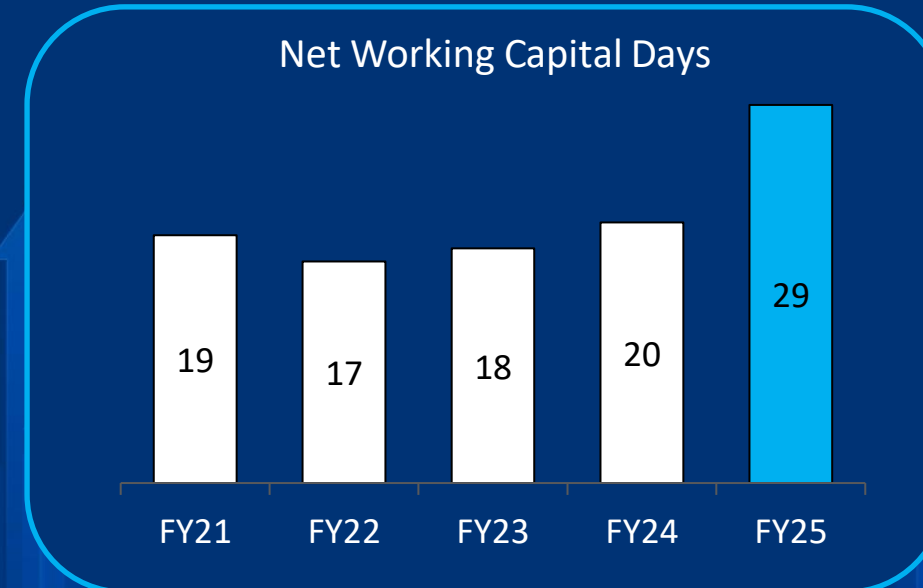
Net Worth (Rs. Mn)



Return on Invested capital (%)

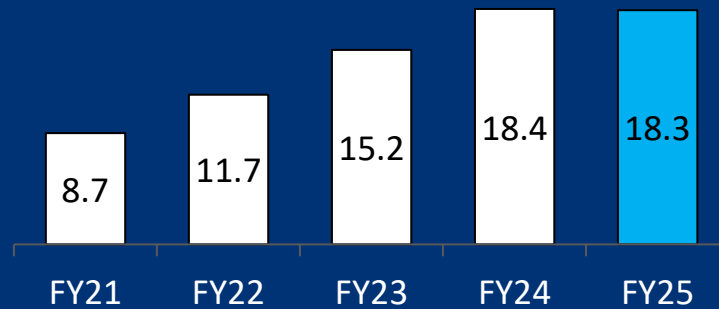


Net Working Capital Days

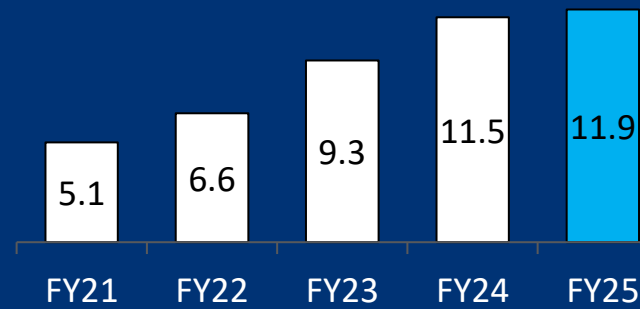


KEY RATIOS

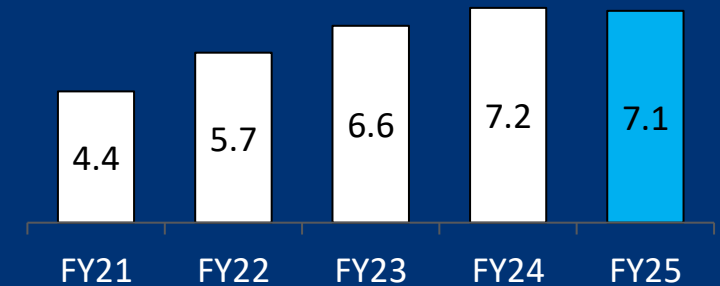
Return on Equity (%)



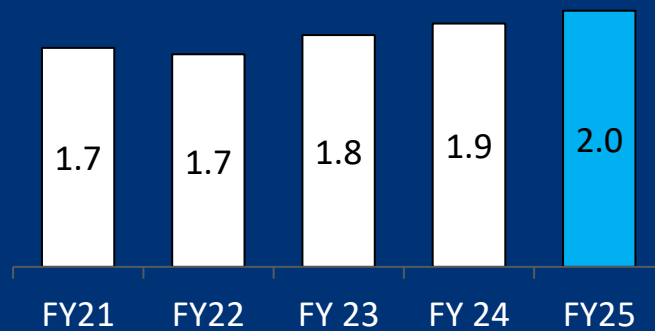
Return on Assets (%)



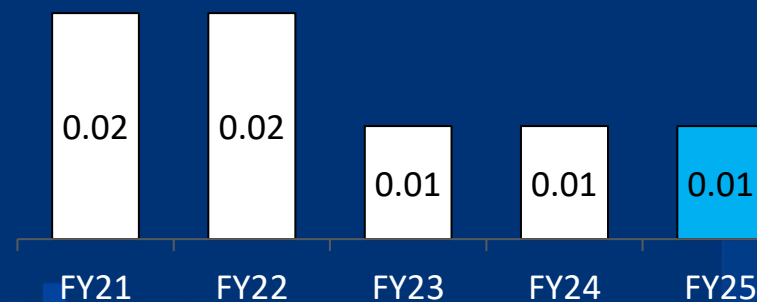
Fixed Asset Turnover (x)



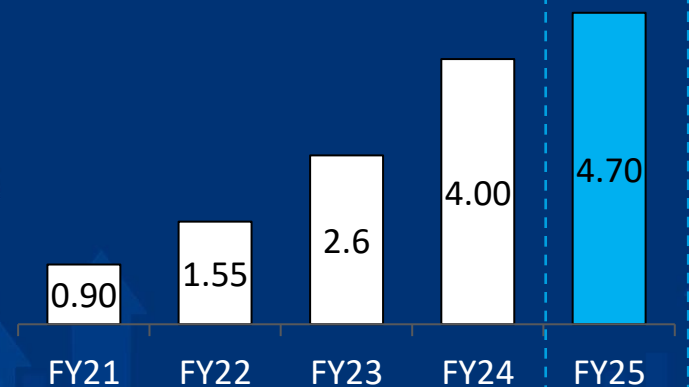
Current ratio (x)



Debt : Equity Ratio



Dividend (Rs/share) & payout

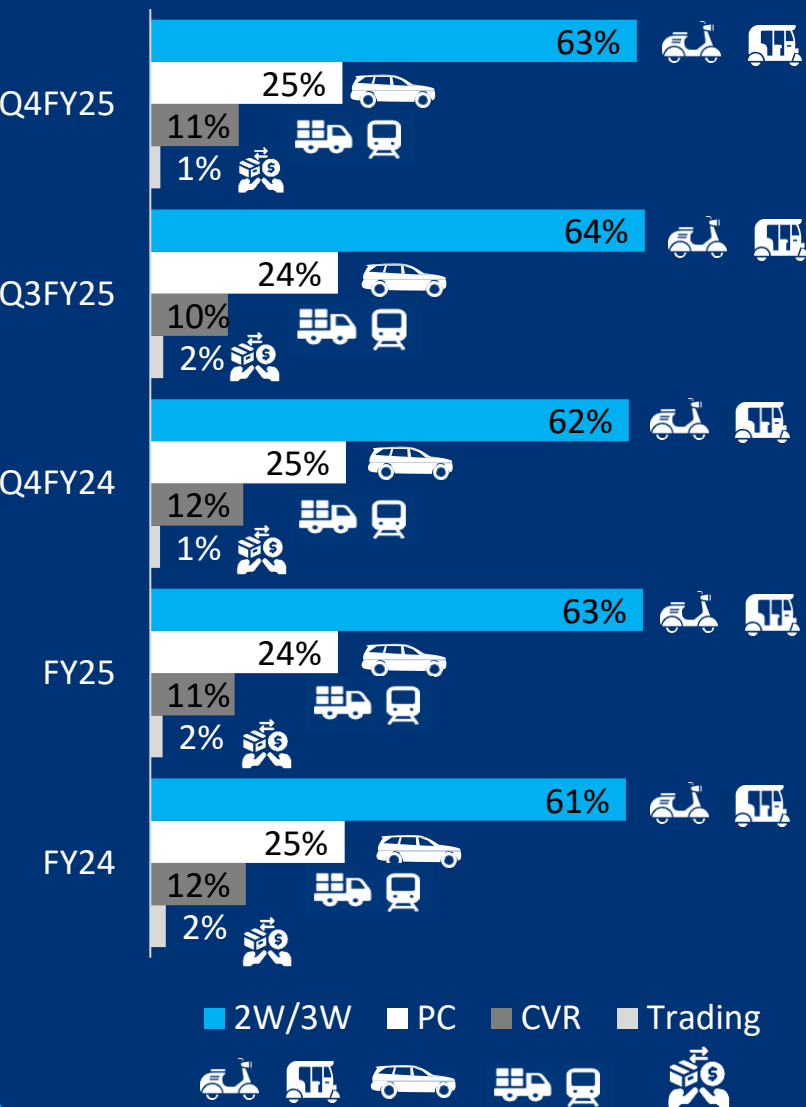


Payout Ratio

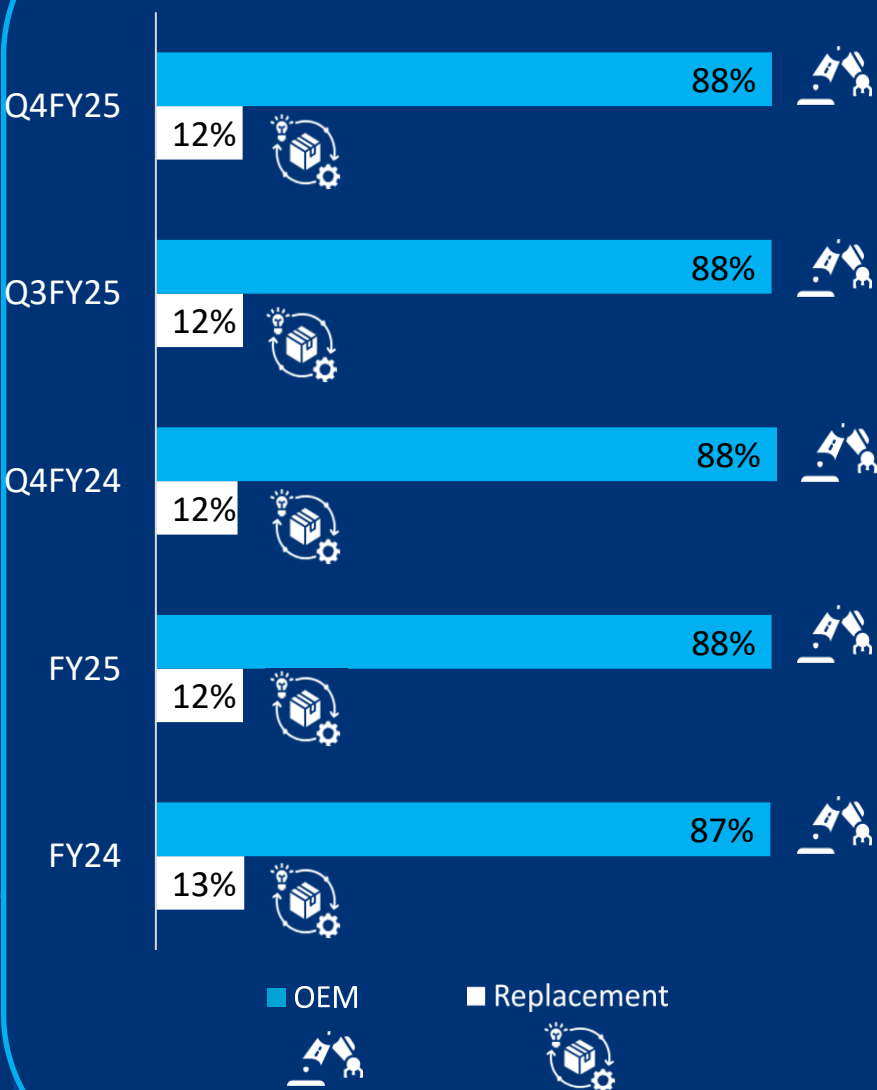


REVENUE MIX (INCLUDING TRADING)

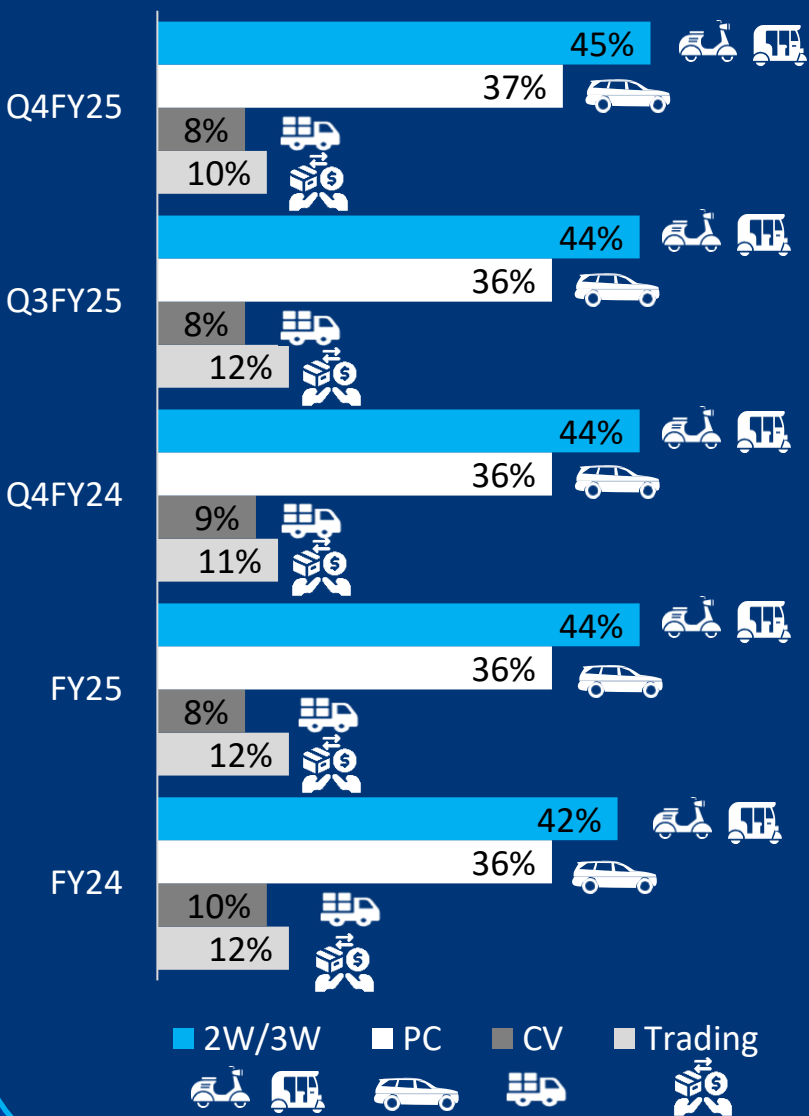
Segment Mix



Channel Mix



Aftermarket Mix



BALANCE SHEET

Assets (Rs. Mn)	Mar-25	Mar-24	Mar-23
Non-current assets	6,179	5,577	4,857
Current assets	11,681	10,543	9,423
Total Assets	17,860	16,120	14,280

Equity and Liabilities (Rs. Mn)	Mar-25	Mar-24	Mar-23
Equity	11,567	10,086	8,703
Non-Current Liabilities	350	356	384
Current liabilities	5,943	5,678	5,193
Total Equity and Liabilities	17,860	16,120	14,280

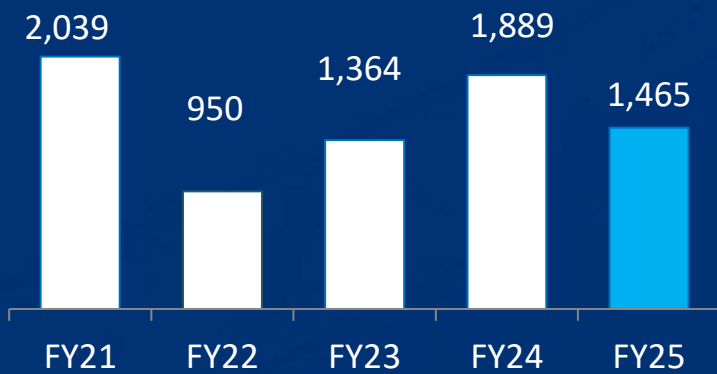
FY25 capex spend in key areas

- Growth : 65%
- Replacement : 10%
- Automation : 6%
- Infrastructure : 5%
- Sustainability : 3%
- R&D : 2%
- Others : 9%

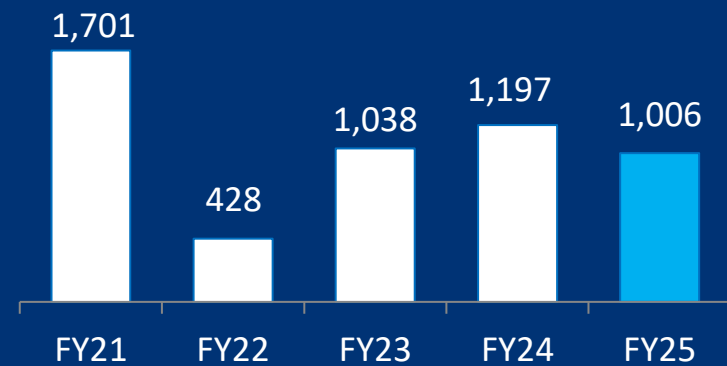
- Net Cash stood at Rs 3,084 Mn at the end of Mar-25.
- Net Working Capital Days at 29 at the end of Mar-25 as compared to 20 days at end of Mar-24. This is owing to company moving from an older version of SAP to latest cloud based version. In a quarter, it is expected to revert to normalized levels.
- Capex for FY25 to the tune of Rs. 1,281 Mn compared to Rs.830 Mn in FY24.

CASH FLOWS

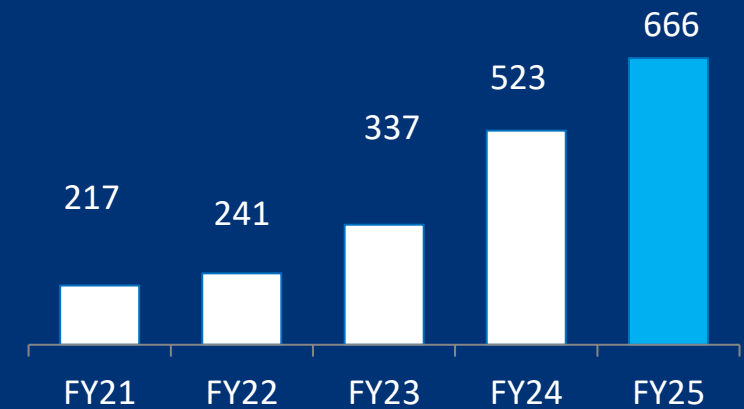
Cash Flow from Operations (Rs. Mn)



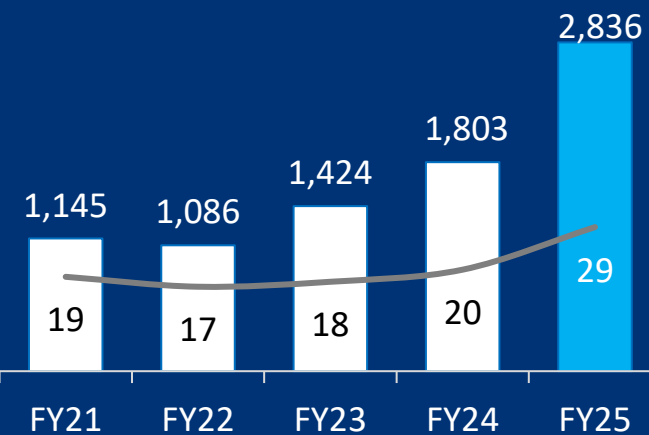
Cash Flow used in Investing (Rs. Mn)



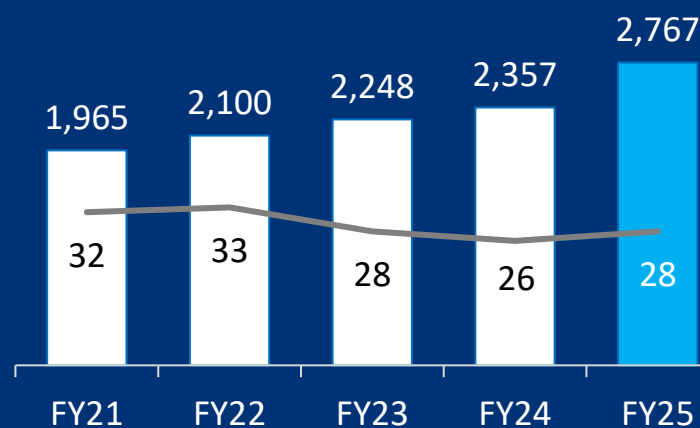
Cash Flow used in Financing (Rs. Mn)



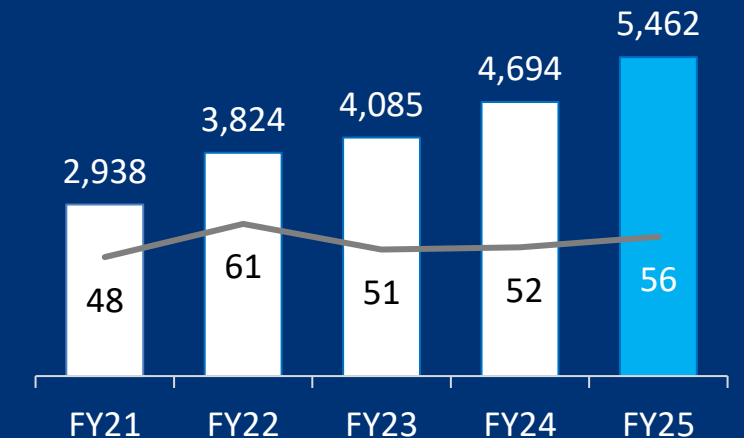
Working Capital (in Rs. Mn) and days



Inventory (in Rs. Mn) and days



Debtor (in Rs. Mn) and days



VISION

TO BE
AMONGST THE

TOP 5

SHOCK ABSORBER
MANUFACTURERS IN THE WORLD

REDEFINING
RIDE COMFORT



EXPORTS

MERGERS & ACQUISITIONS

DOMESTIC DOMINANCE

TECHNOLOGY ADVANCEMENT

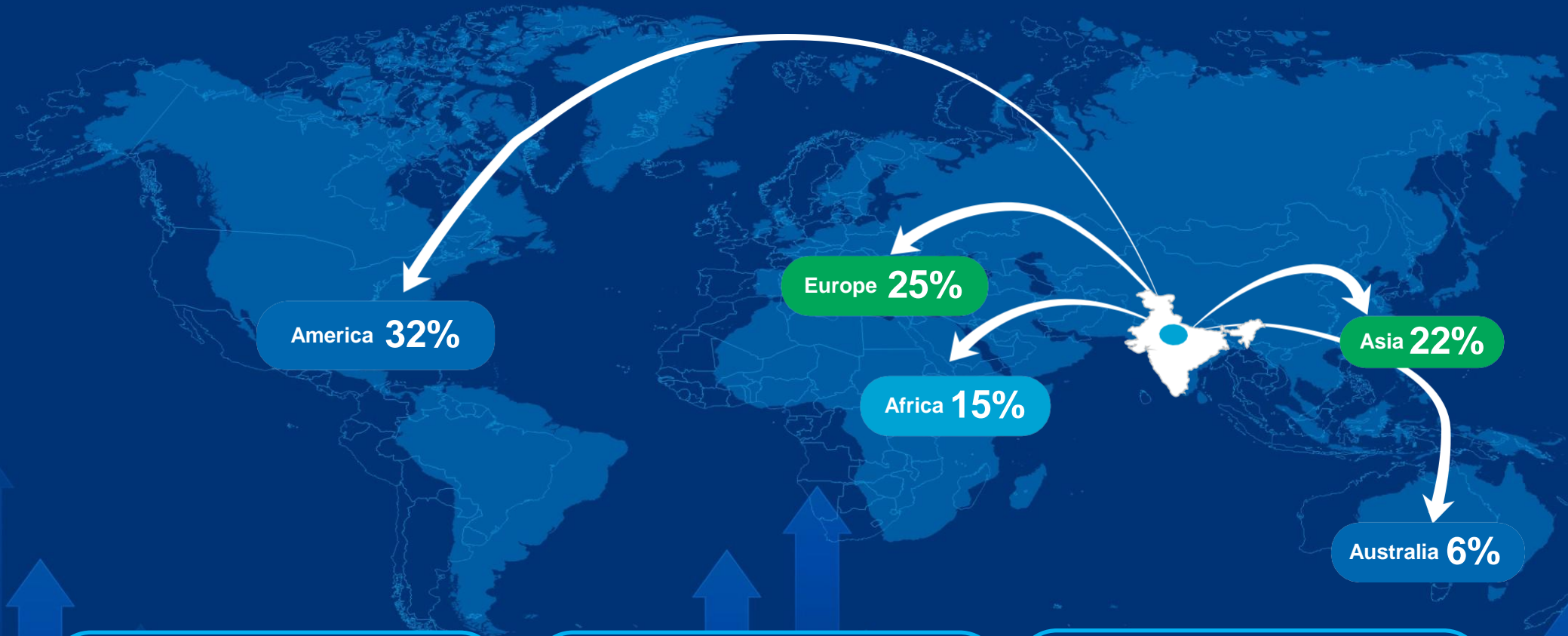
OUR STRATEGIC BUSINESS DRIVERS



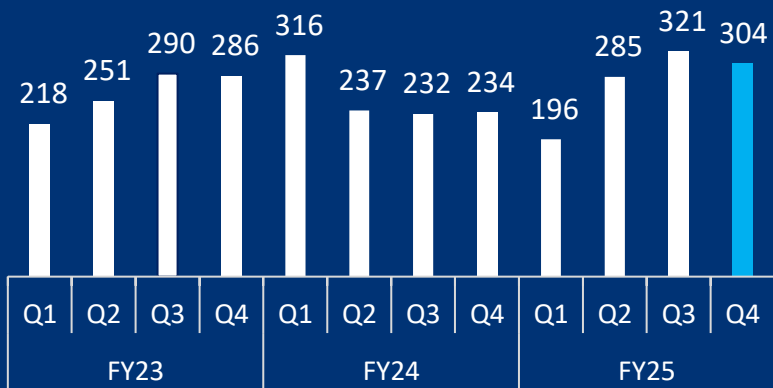
EXPORTS



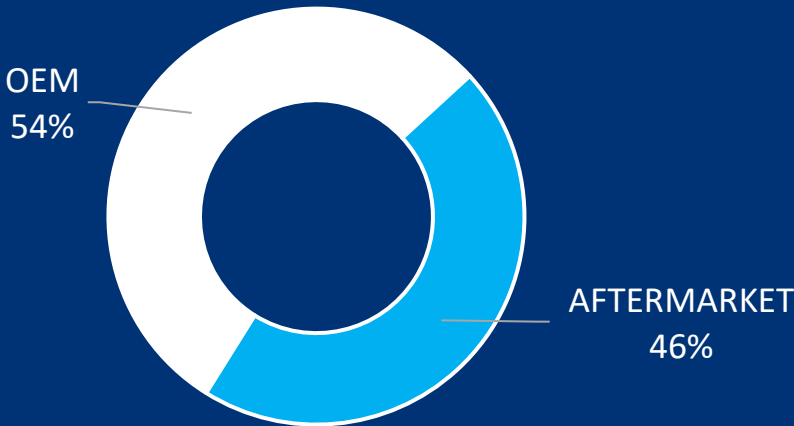
ELEVATING GLOBAL PRESENCE THROUGH EXPORTS



Export Sales (in Rs. Mn) - Quarter



Export Composition YTD (in %)



- Leveraging relationship with Global OEMs in India to penetrate their Global Operations
 - Focusing to increase presence in Aftermarket of Latin America, Africa & North America
- Focus on aftermarket and OEM customers
 - Manufacturing of solar dampers expected from FY26
- Consistent supply to DAF Netherlands and ISUZU (Thailand and Indonesia)
 - RFQs from major global CV OEMs

OUR STRATEGIC BUSINESS DRIVERS



**DOMESTIC
DOMINANCE**



Segment	FY25 Market Share performance (As per SIAM)	FY25 GIL performance	New Programs	Top Customers	Total Sales contribution	Market Share
2W/ 3W (including Aftermarket)	2W Industry: 11.3% YoY growth in production <ul style="list-style-type: none"> - Scooters grew 16.4% YoY - Motorcycles grew 9.1% YoY - Mopeds grew 7.4% YoY 3Ws Industry: 5.4% YoY growth	<ul style="list-style-type: none"> - Sales: 12.2% YoY growth - Key drivers: TVS and HMSI 	<ul style="list-style-type: none"> - TVS Apache 200 4V - TVS Jupiter CNG 	<ul style="list-style-type: none"> - TVS - Suzuki - HMSI 	 63% to Total sales	 30% Market share
Passenger Vehicles (including Aftermarket)	PV Industry: 3.3% YoY growth <ul style="list-style-type: none"> - Cars declined 11.6% YoY - Utility Vehicles grew 13.6% YoY - Vans grew 7.9% YoY 	<ul style="list-style-type: none"> - Sales: 4.7% YoY growth - Key drivers: Mainly strong traction in Utility Vehicles 	<ul style="list-style-type: none"> - Skoda Kylaq - TML Curvv EV 	<ul style="list-style-type: none"> - MSIL - M&M - Skoda - Volkswagen 	 25% to Total Sales	 24% Market share
Commercial Vehicles (including Aftermarket and Railways)	CV Industry: 3.3% YoY degrowth <ul style="list-style-type: none"> - Medium and Heavy Commercial vehicles (M&HCVs) remained flat YoY - Light Commercial Vehicles (LCVs) degrew 5% YoY 	<ul style="list-style-type: none"> - Sales: 4.3% YoY degrowth 	<ul style="list-style-type: none"> - M&M UPP E1 & A301 - TML- Steering damper, Coral & Intra - AL DOST XL Plus 	<ul style="list-style-type: none"> - AL - M&M - TML 	 11% to Total Sales	 88% Market share

WELL- ENTRENCHED AMONG ALL EMERGING SEGMENT PLAYERS

Segment	Presence with Major OEMs	GIL FY25 Strong Performance	
2W/3W EV Players		 <div>74%</div> <div>GIL market share in E2Ws at 74%</div>	 <div>11%</div> <div>GIL market share in E3Ws at 11%</div>
		 <div>20% YoY growth in E2W sales</div>	 <div>62% YoY growth in E3W sales</div>
Utility Vehicles/ SUV-Coupe		 <div>65%</div> <div>65% share of utility vehicle sales in GIL PV business</div>	 <div>27%</div> <div>27% GIL share of business in total utility vehicle sales</div>

GABRIEL ADVANCES INTO FUTURE MOBILITY-EBIKES

- Two Fork models ready for customer demonstrations and testing.
- Discussions in process with potential customers.

Upcoming Developments



1. New fork (patent applied)
2. Cargo Bike Fork

Gabriel Bikes in International Press

SAZ BIKE Stellenmarkt | Newsletter | Abonnement | Mediadaten | Archiv | Showrooms

Handel | **Hersteller** | Markt & Politik | Messen & Kongresse | Prolog

Mobilität | Nachhaltigkeit | Eurobike | SAZbike Akademie | Rückrufe | Lokaler Handel | B...

Indischer Spezialist für Federung möchte Fahrradbranche aufmischen

Gabriel India Limited, nach eigenen Angaben einer der weltweit führenden Hersteller von Federungslösungen, plant den Einstieg in den europäischen Fahrradmarkt. Ziel ist es, innovative Lösungen für Federgabeln und Dämpfer anzubieten.




Gabriel India Limited (GIL) beliefert eine Vielzahl internationaler und indischer Fahrzeughersteller mit leistungsstarken Federungssystemen für Motorräder, Pkw, Nutzfahrzeuge und Hochgeschwindigkeitszüge. Die jahrzehntelange Erfahrung in

[SAZ Bike](#)

CHASSIS SPECIALIST

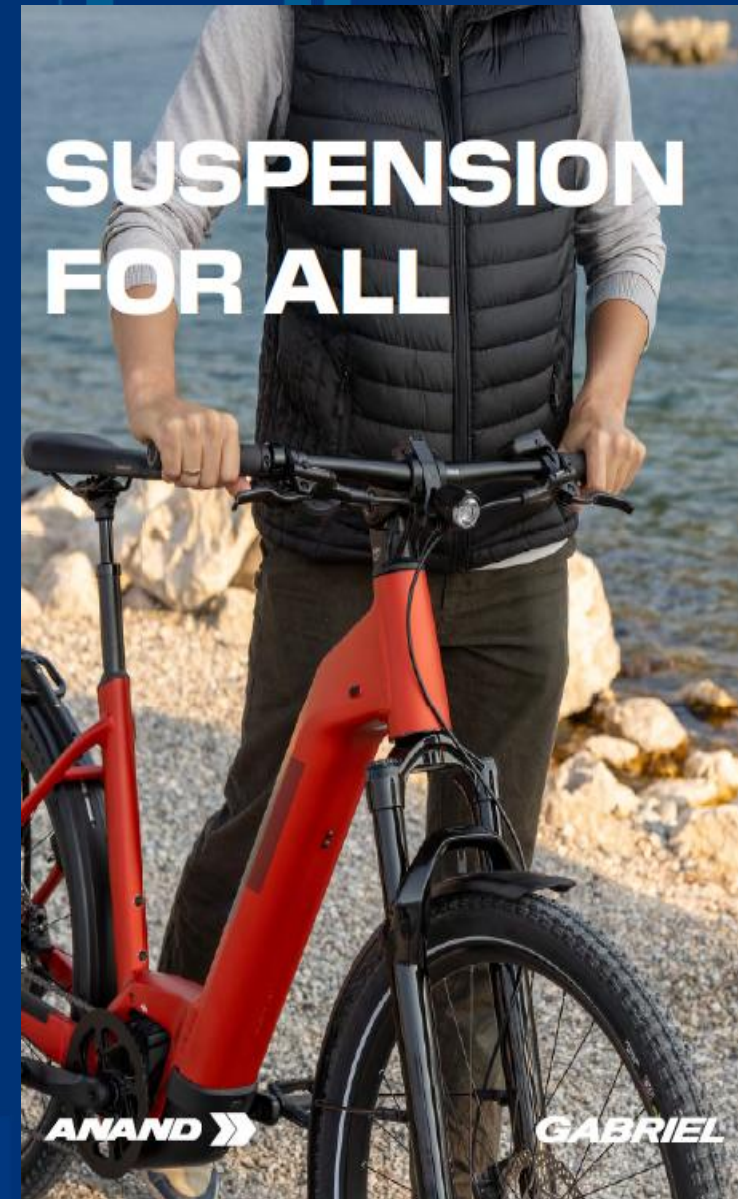
Indian supplier with ambitions in Europe

Even though things are currently rather slow, global demand for bicycles and e-bikes is expected to increase in the medium term. That's why a suspension specialist from India is now introducing the first suspension forks for e-bikes and mountain bikes.



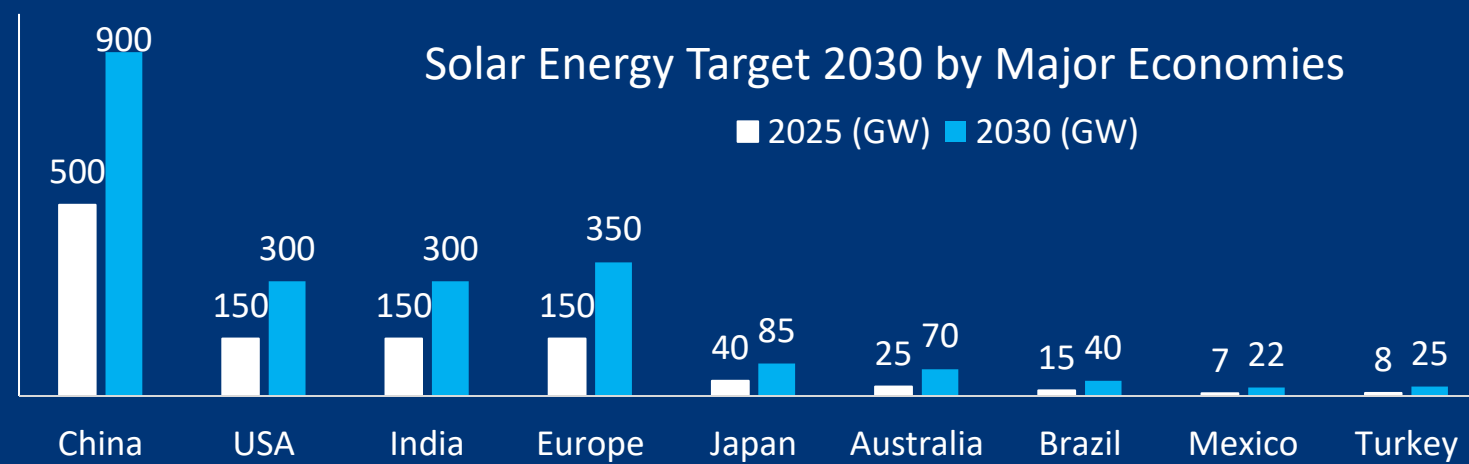
With around 12 million bicycles sold annually, India's domestic bicycle market is large. However, the majority of these bikes cost less than 100 euros and are technically at the level of the 1970s. However, some manufacturers in India are showing ambitions to produce higher-quality products for export. For example, Hero Cycles has been producing envirolo's continuously variable transmission hubs in the New Delhi region for several years. With Gabriel, a new player is now entering the scene - new, at least in the bicycle industry. As a company of the broadly diversified Anand Group with annual sales of

[Indischer Zulieferer mit Ambitionen in Europa | velobiz.de](#)



GABRIEL ENTRY INTO SOLAR DAMPERS

- As solar energy continues to play a crucial role in the global shift towards sustainable practices, the reliability and durability of solar panels become paramount.
- **Solar Tracker** - It is a device deployed along with solar panels, to direct it towards the sun. Trackers not only maximize the energy capture but also boost efficiency of overall power generation process.
- Solar damper market is estimated at USD326 Mn in 2025 which is expected to grow at a CAGR of 14.9% (2025-30).
- **Dampers** : Help to reduce motion, preventing damage to the tracker and ensuring stable operation.
- **Orders won**: 2 export customers and 1 domestic customer; SOP expected from FY26.



Source of data-mordorintelligence.com



GABRIEL PRESENCE- RAILWAYS



1978

Conventional Coach

Shox – 2
Variant 4
Nos / Coach

2007

EMU Coach

Shox – 8
Variant 8
Nos / Coach

2016

LHB Coach

Shox – 6
Variant 18
Nos / Coach

2019

Train 18 Coach

Shox – 4 Variant
20 Nos / Coach

2021

Electric Locomotive

Shox – 4 Variant
20 Nos / Coach

2022

Vande Bharat Coach

Shox – 4
Variant 20
Nos / Coach

2024

Siemens E Loco

Shox – 4 Variant
20 Nos / Coach
Under Approval

Government OEM



ICF



RCF



MCF



ALL ZONAL RAILWAYS



PLW



BLW



CLW

Private OEM



EC BLADE & TOOLS



Powered to Deliver Perfection



VED SASSO

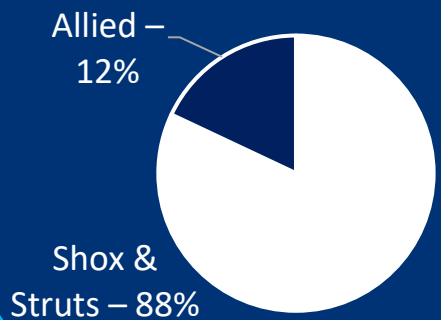
SIEMENS

AFTERMARKET

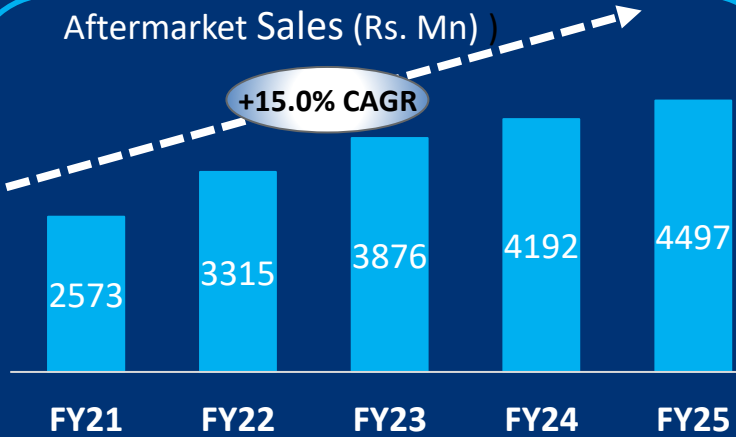
FY25 Performance and Outlook:

- Achieved 7% YoY sales growth in FY25.
- **Launched new product line-alloy wheel for motorcycles.**
- Launched 226 SKUs in FY25.
- Major focus in B & C class towns.
- Focus on Latin American, Australia & African markets for growth in exports.

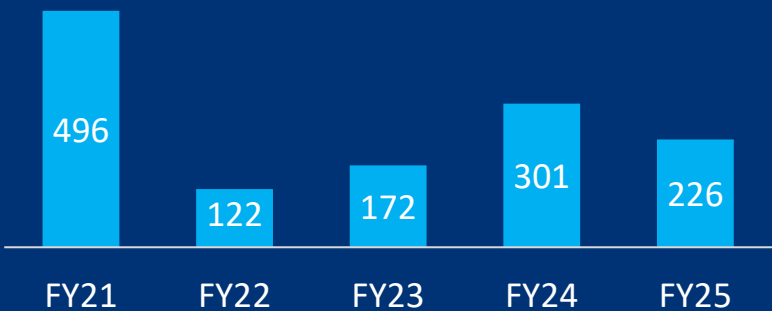
Aftermarket Parts Sales Mix (%)



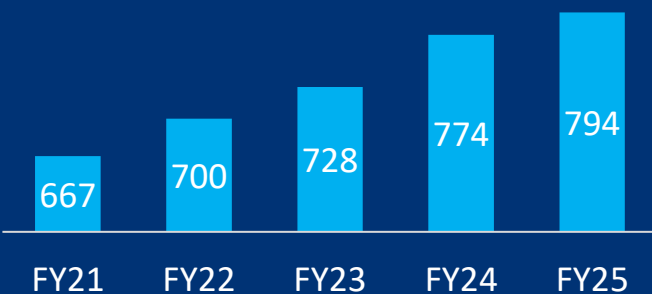
Aftermarket Sales (Rs. Mn)



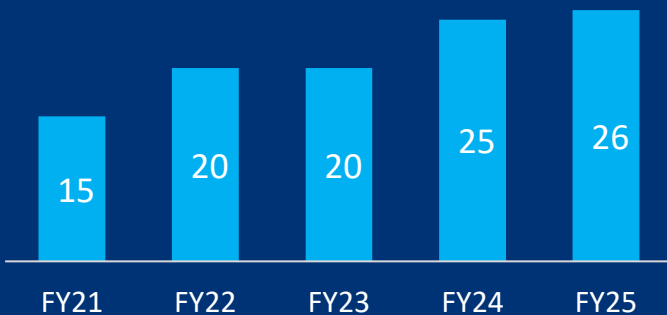
SKUs Launched (Nos)



Number of Business Partners (Nos)



Number of Retailers ('000 Nos.)



OUR STRATEGIC BUSINESS DRIVERS



**MERGER &
ACQUISITION**



IGSSPL PLANT (Inalfa Gabriel Sunroof Systems)



Entered into a JV with Netherland based Inalfa Roof systems in May'23. Inalfa is world no. 2 in automobile sunroof systems.



- 2 in every 5 utility vehicles now have a sunroof with penetration as high as 70% in some models.
- Domestic sunroof industry is expected to grow at a CAGR of 16% (FY24-27)



Setup a plant in Chennai with an annual production capacity of 200,000 sunroofs for anchor customers Hyundai and Kia. Second line of another 2,00,000 units would be operational from 2HCY25 at same location.



Aspiration to hit Rs. 10 Bn in revenues by 2030



Manufacturing Plant



Assembly Line



PU Line

Asset Purchase Agreement



Asset purchase agreement (APA) between MMAS (Marelli Motherson Auto Suspension) and GIL with the aim of solidifying GIL's market position in suspension.



License agreement and technical assistance agreement signed with Marelli Suspension system Italy.



- Acquired additional capacity of 3.2 Mn shock absorbers and 1 Mn gas springs.
- Since all the conditions precedents of the aforesaid transaction are duly completed, GIL has now completed transaction on April 1,2025.



Manufacturing Plant



Plant inauguration



Plant inauguration

CONSOLIDATED PROFIT & LOSS STATEMENT

Consolidated P&L

• Gabriel India Limited

• Inalfa Gabriel Sunroof Systems Private Limited

• Gabriel Europe Engineering Centre

Particulars (Rs. Mn)	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
Revenue from operations	10,732	10,166	9,170	40,634	34,026
<i>Raw material % to sales</i>	73.8%	74.3%	75.3%	74.1%	75.0%
<i>Employee expenses % to sales</i>	5.9%	6.4%	6.1%	6.2%	6.2%
<i>Other expenses % to sales</i>	10.0%	10.1%	9.8%	10.0%	10.2%
EBITDA	1,098	925	805	3,917	2,926
EBITDA %	10.2%	9.1%	8.8%	9.6%	8.6%
<i>Other income % to sales</i>	0.4%	0.8%	0.6%	0.6%	0.6%
<i>Interest % to sales</i>	0.3%	0.3%	0.3%	0.3%	0.2%
<i>Depreciation % to sales</i>	2.2%	1.9%	1.9%	2.0%	1.8%
PBT	874	785	664	3,242	2,438
PBT %	8.1%	7.7%	7.2%	8.0%	7.2%
Tax	231	184	173	792	651
PAT	644	601	490	2,450	1,787
PAT %	6.0%	5.9%	5.3%	6.0%	5.3%
EPS	4.48	4.18	3.41	17.05	12.44

Note: EBITDA computed based on operating income & operating expense

Foreign exchange fluctuation (net) and non-operating expenses are part of other Income

TECHNOLOGICAL ADVANCEMENT



TECHNOLOGICAL
ADVANCEMENT

GABRIEL EUROPE ENGINEERING CENTRE (GEEC)

R&D Competencies

Advanced Damper design

Material expertise Damper

Control Logics

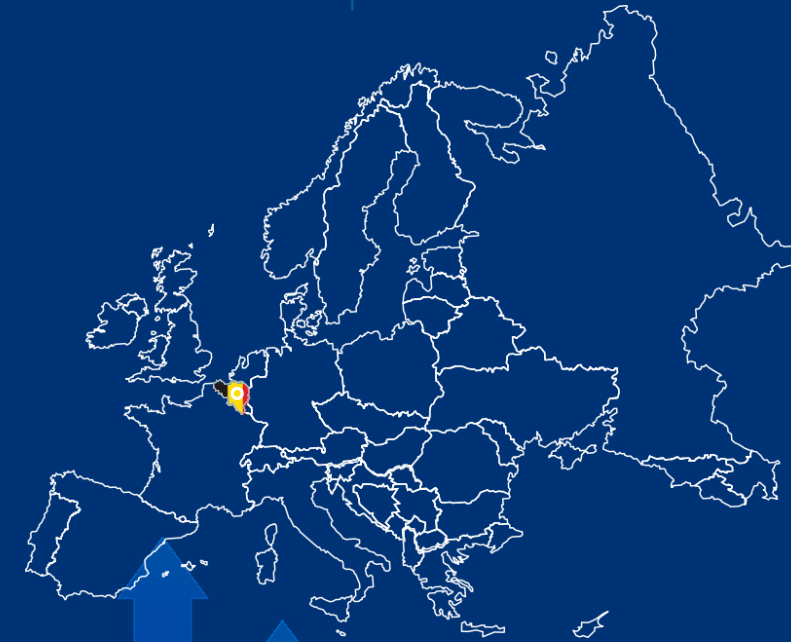
NVH damper test rig Comfort and
NVH assessments

Vehicle dynamics on car and
virtual engineering

R&D Location for Gabriel



Belgium





GABRIEL PUNE TECH CENTRE: “IGBC” CERTIFIED GREEN BUILDING

GABRIEL TECH CENTRE: POWERING OUR FUTURE, DRIVING POSSIBILITIES



Chakan, Maharashtra

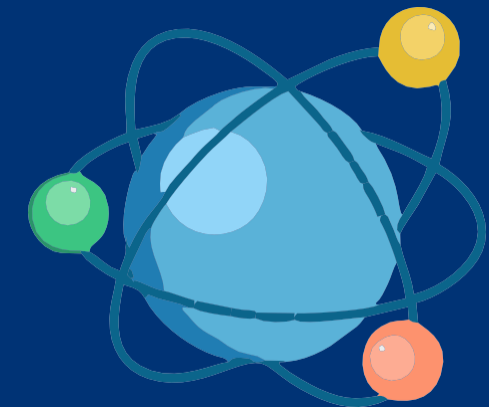


Hosur, Tamil Nadu

TECHNOLOGICAL COLLABORATION



PATENTS FILED - 85 GRANTED - 27



ACHIEVING ENGINEERING EXCELLENCE

MANY FIRSTS

Laser Welding Technology, Friction Welding Technology, Water based Autophoretic Paint System

Shock Absorbers for High Speed Railway Trains – LHB & Vande Bharat Coaches

Shock Absorbers with Floating Piston

Robotic Assembly line

Adjustable Electronic-Hydraulic Shock Absorber for a leading SUV vehicle in Aftermarket

Designed & Developed Remote Canister Shock Absorber

Shock Absorber with Hollow Piston Rod

Zero Discharge Chrome Plating

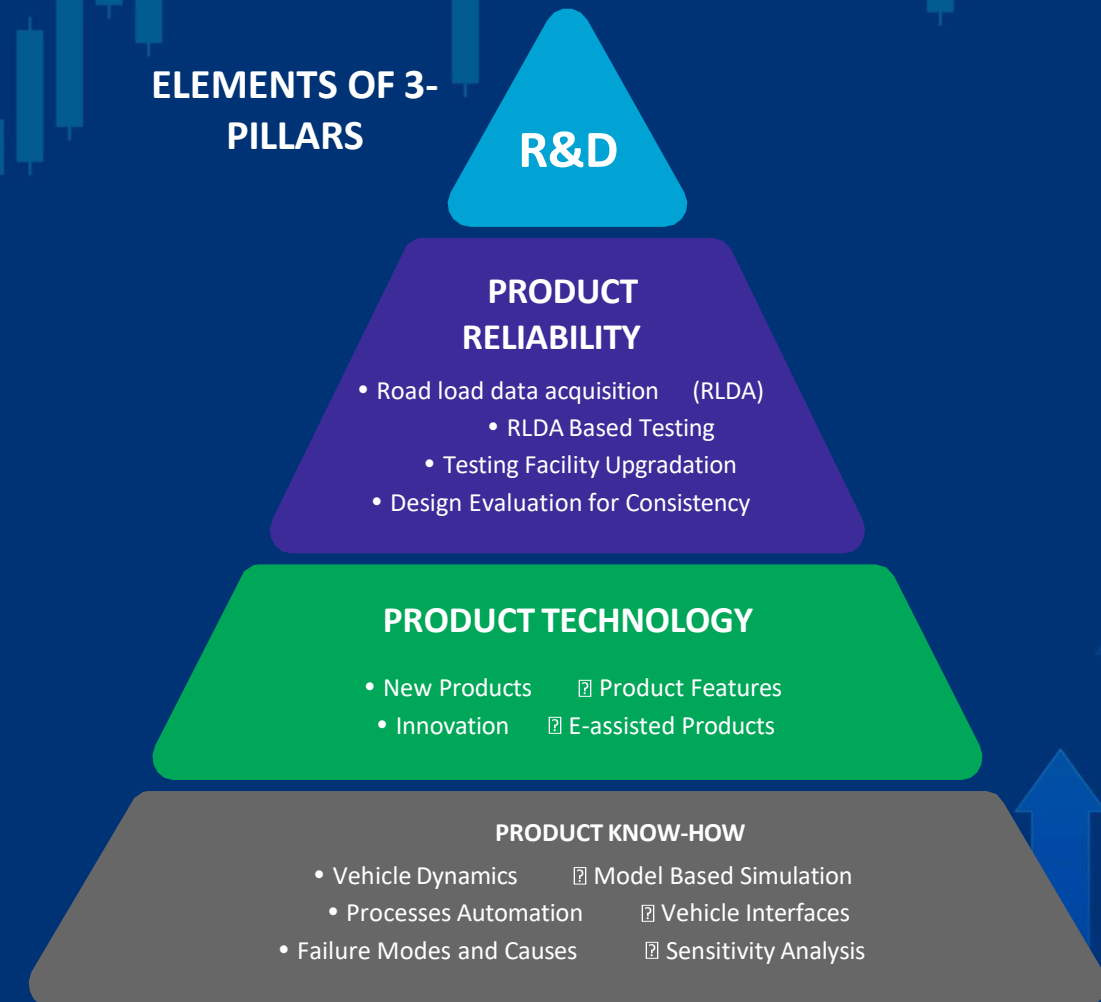


R&D, INNOVATION AND TECHNOLOGY: ESSENTIAL COMPONENTS FOR STRATEGIC EVOLUTION

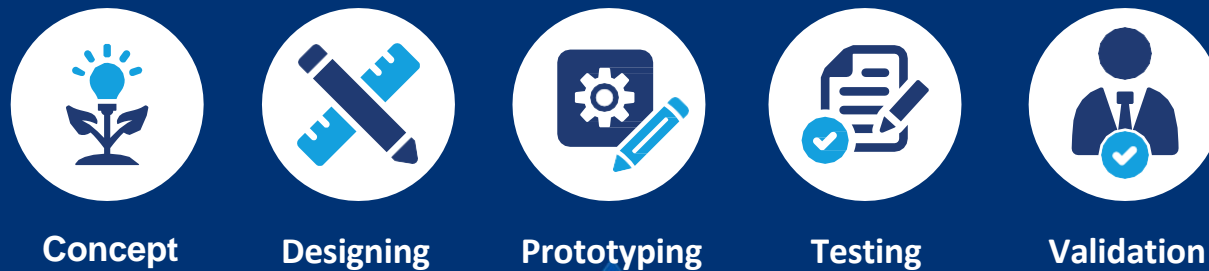
At Gabriel India, our constant endeavors towards investing in R&D, innovation and technology are considered integral to our continuous improvement process.

Our R&D technology centers at Hosur and Chakan (recently launched) are recognized by the Department of Scientific and Industrial Research (DSIR), part of the Ministry of Science and Technology.

ELEMENTS OF 3-PILLARS



END-TO-END PRODUCT DEVELOPMENT CAPABILITIES



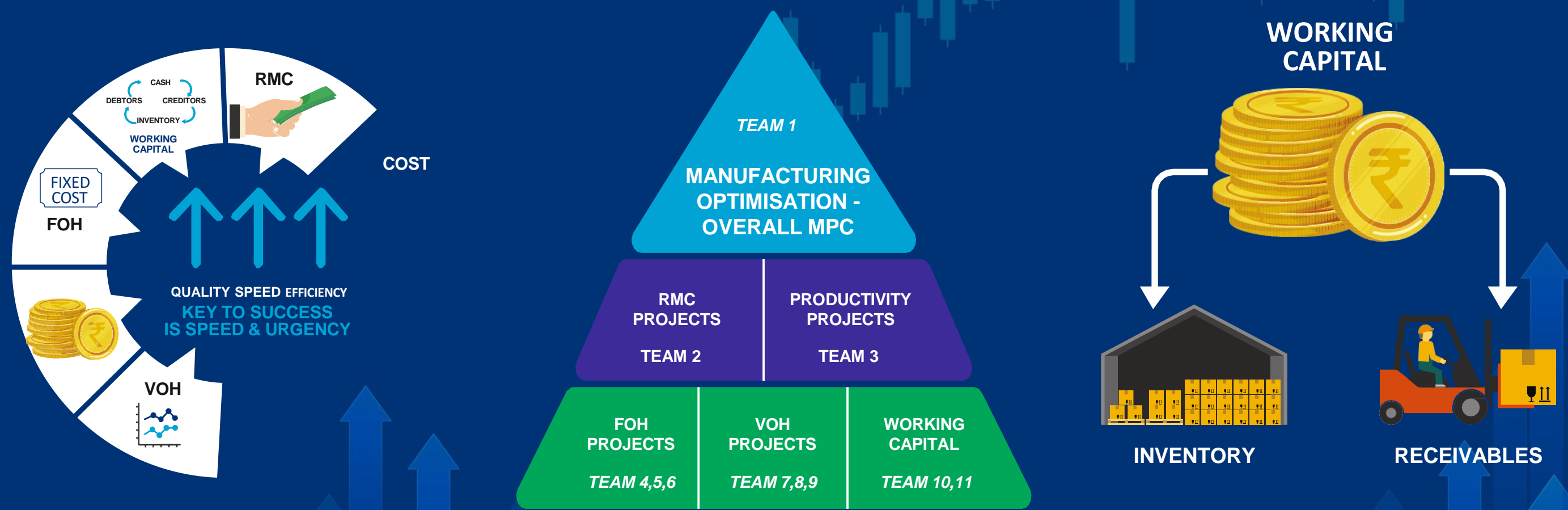
KEY FOCUS AREAS



72 R&D Specialists

85 Patents Filed

CORE 90 (COST REDUCTION IN 90 DAYS)



CORE 90 COST REDUCTION DRIVE

AWARDS & ACCOLADES



GIL received recognition for its Environmental Initiatives by Honda Motorcycles and Scooters India.



GIL's Railway Division was honoured 'Services to Railway' award at the 6th rail analysis Innovation & Excellence Summit 2025.

AWARDS & ACCOLADES



Anand Group was recognized for its Sustainability Efforts by Maruti Suzuki India Ltd. at their Vendor Conference



Inalfa Gabriel Sunroof Systems awarded 'Best Localization' by Hyundai Motor India Ltd.



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: 17% of power from renewable sources from 0% in FY14
- Consistent dividend track record since FY 85-86

Financial Strength (FY25) of the Standalone Business

Revenue	PAT	ROIC	Net Cash
Rs.36,433 Mn	Rs.2,119 Mn	34%	Rs.3,084 Mn



Rs.36,433 MN
(USD428 MN)
SALES 2024-25

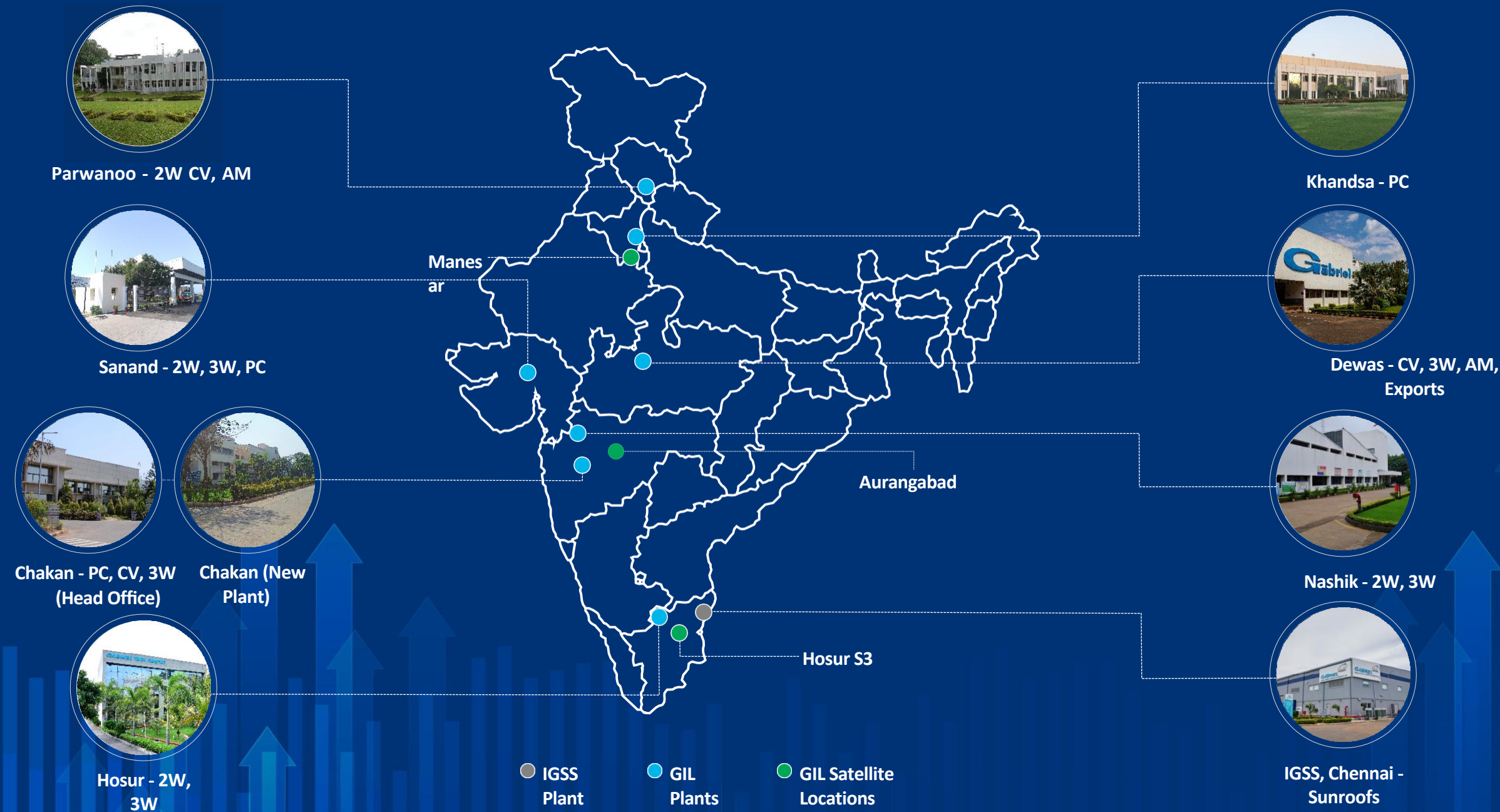
25
COUNTRIES OF
PRESENCE

8
MANUFACTURING
FACILITIES

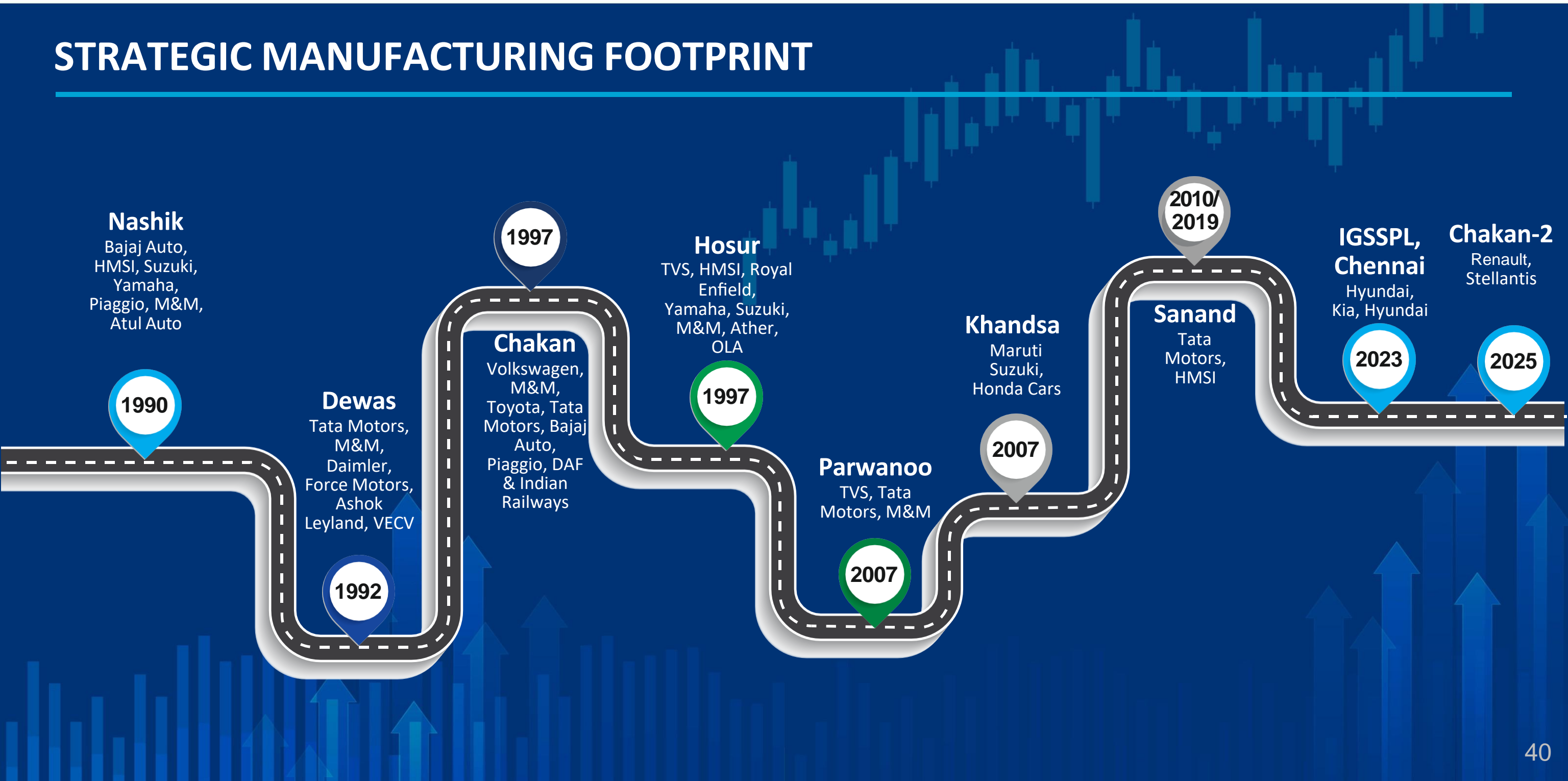
3
SATELLITE
PLANTS

4,800+
EMPLOYEES

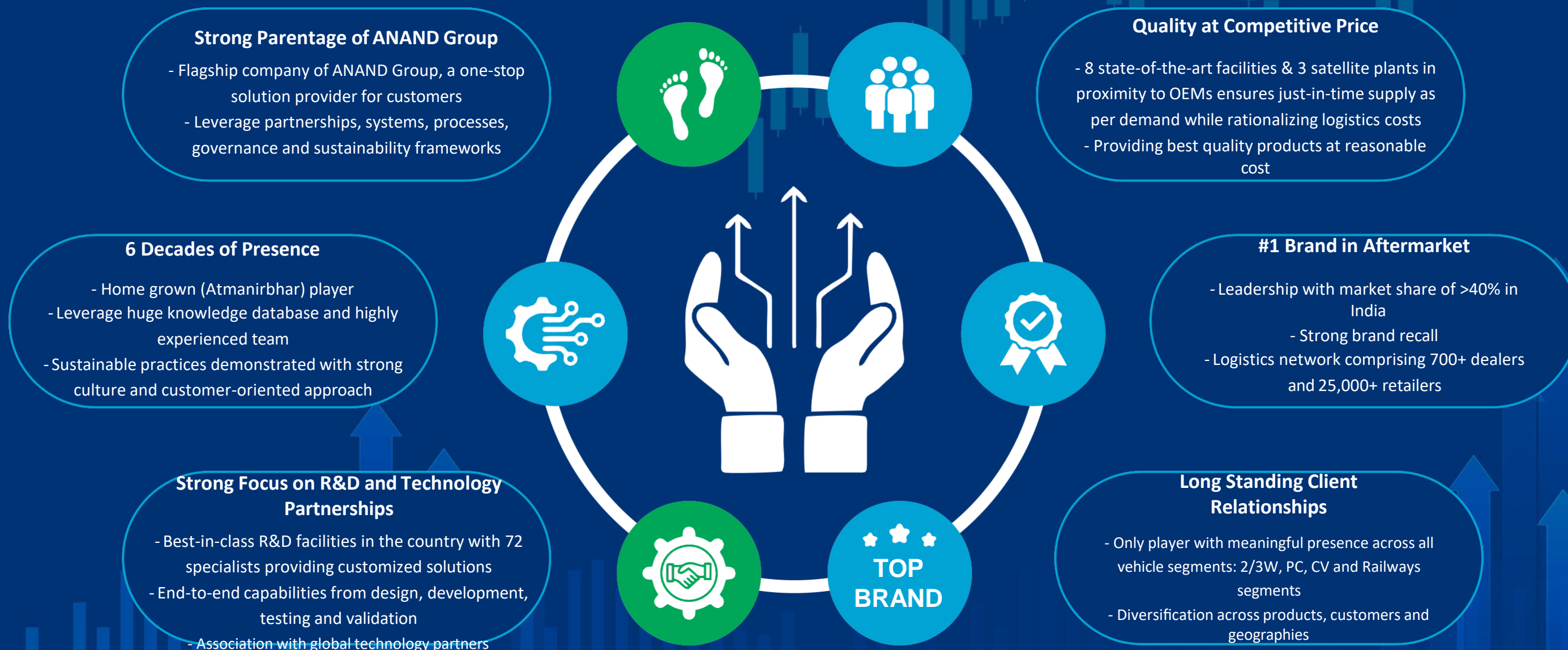
GABRIEL AT A GLANCE



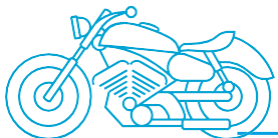
STRATEGIC MANUFACTURING FOOTPRINT



COMPETITIVE ADVANTAGES



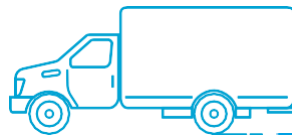
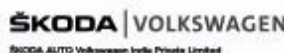
RELATIONSHIPS WITH MARQUEE OEM CUSTOMER BASE



Two & Three Wheelers



Passenger Cars



Commercial Vehicles & Railways



OEM customer names arranged as per alphabetical order

HUMAN RESOURCES



Key Metrics	FY25	FY24	FY23	FY22	FY21
Average employee experience (person years)	7.9	8.0	8.0	8.0	8.0
Investment in training programs (Rs. Mn)	22.0	24.8	19.4	10.5	4.2
Employees covered under training programs	100%	87%	70%	73%	78%

SUSTAINABILITY MISSION



TO BE CARBON & WATER NEUTRAL BY 2027
WITH ZERO WASTE TO LANDFILL

SUSTAINABILITY

Focus area	Ambition	Status FY25	Status FY24
Waste Management/ Waste Stewardship	All sites to achieve zero waste to landfill (ZWTL) status by 2027	6 out 7 plants achieved zero waste to landfill	6 out 7 plants achieved zero waste to landfill
Water Stewardship	To achieve water-neutral operations by 2025	45%	25%
Climate Resilience	50% of the energy needs are to be met from renewable sources by 2025	17%	15.65%
	Carbon neutral operations by 2025	38%	31.4%
Occupational Health and Safety	Zero injuries	14 Lost Time & 17 Recordable Injuries	5 Lost Time & 4 Recordable Injuries
	To achieve 36 safety training hours per employee by 2027	19	7
Responsible Procurement	To audit all Tier I suppliers in by 2025	96%	90.2%

CORPORATE SOCIAL RESPONSIBILITY (CSR)

The SNS Foundation (SNSF), established in 1976, serves as the CSR arm of the ANAND Group and operates as an independent non-profit organization. It aligns its initiatives with the United Nations' Sustainable Development Goals (SDGs), focusing on empowering communities through social transformation. Gabriel India supports SNSF's efforts across its four key thematic areas:



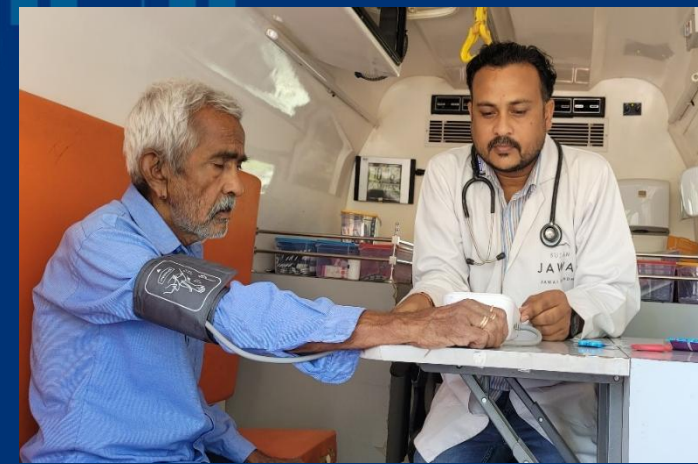
Education

- Impacted 2700+ government school students by improving their learning outcomes - 51% are females
- 1,610 government school students benefited from infrastructure projects
- **26 scholarships awarded:** 16 for diploma engineering & 10 for education at ANAND School (100% females)



Skill Development

- 838 youth skilled across multiple NSDC approved skilling courses.
- Family incomes increased by 48% after SNSF-trained youth gained employment or started a business



Health & Hygiene

- Supporting 20k population in Jawai rural an unserved area w.r.t. primary health care
- 13,012 free OPDs conducted by mobile medical van across 09 villages in Jawai region (Rajasthan)
- 47% were females of the total 13,012 OPDs conducted.



Community & Environment

- 1,968 rural women in 181 groups facilitated to access bank loans and start micro-enterprises.
- Rs. 6.32 Mn of bank loans facilitated.
- 03 Public Parks are maintained in Parwanoo having 3.2k plants
- Renewable energy and rainwater harvesting projects undertaken.

BOARD OF DIRECTORS



Anjali Singh
Executive Chairperson Gabriel India



Mahendra K Goyal
Group President & Group CEO ANAND Group



Atul Jaggi
Managing Director Gabriel India



Mahua Acharya
Non-Executive Independent Director



Pallavi Joshi Bakhru
Non-Executive Independent Director



BVR Subbu
Non-Executive Independent Director

EXECUTIVE LEADERSHIP



Atul Jaggi
Managing Director Gabriel India



Anand Sontakke
Chief Operating officer



Amitabh Srivastava
Chief Operating Officer-
Railways and Aftermarket



R. Vasudevan
Chief Marketing Officer



Rishi Luharuka
Chief Financial Officer &
Head Strategy &
Sustainability



Prashant Shah
Chief Purchase
Officer



Koen Reybrouck
Chief Technical Advisor



Vinod Razdan
Chief Human Resources



Abdul Wahid
Head-Quality

FOR FURTHER INFORMATION, PLEASE CONTACT:

Company:

Gabriel India Ltd.
CIN : L34101PN1961PLC015735

Mr. Nilesh Jain
secretarial@gabriel.co.in

Company website:
www.gabrielindia.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285

Mr. Jigar Kavaiya / Pratik Shah
jigar.kavaiya@sgapl.net/
p.s.shah@sgapl.net

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