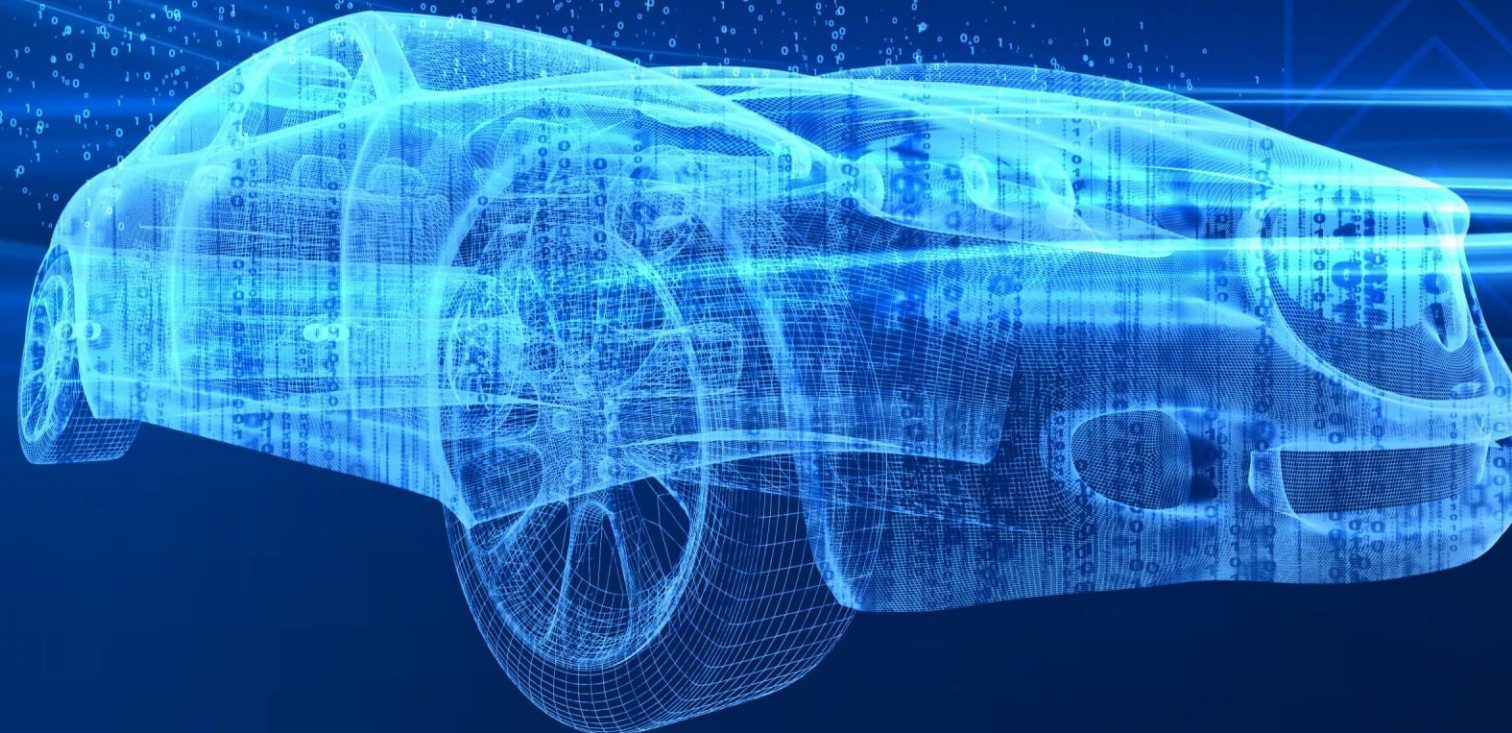


Gabriel India Limited

Investor Presentation

July 2025



SAFE HARBOR

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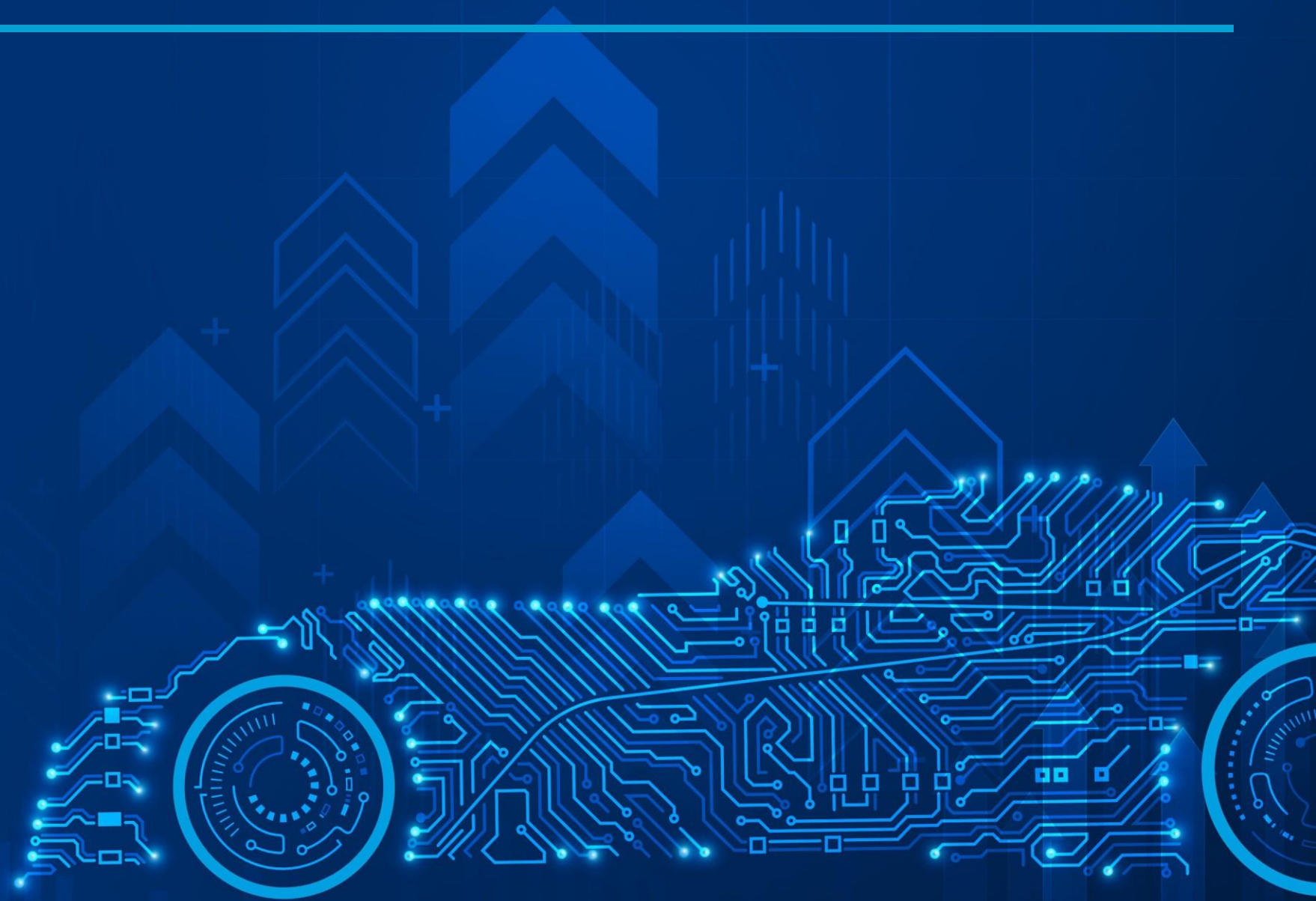
TABLE OF CONTENTS

01 Q1FY26 Result Update

02 Corporate Overview

03 Business Overview

04 Strategy Going Forward



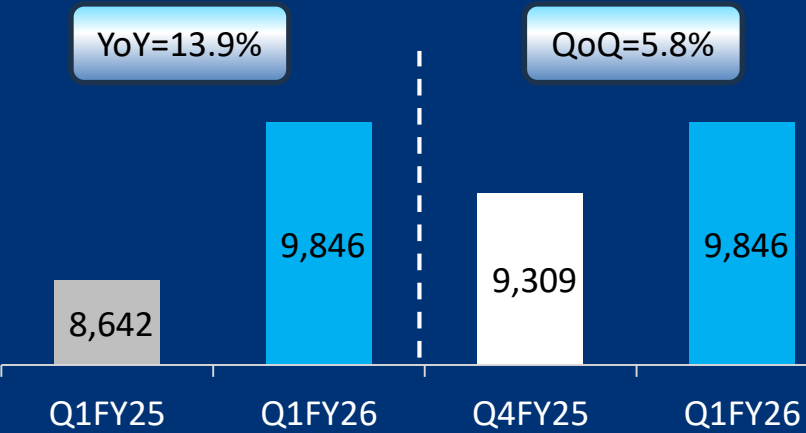


Q1FY26 Standalone Results Update

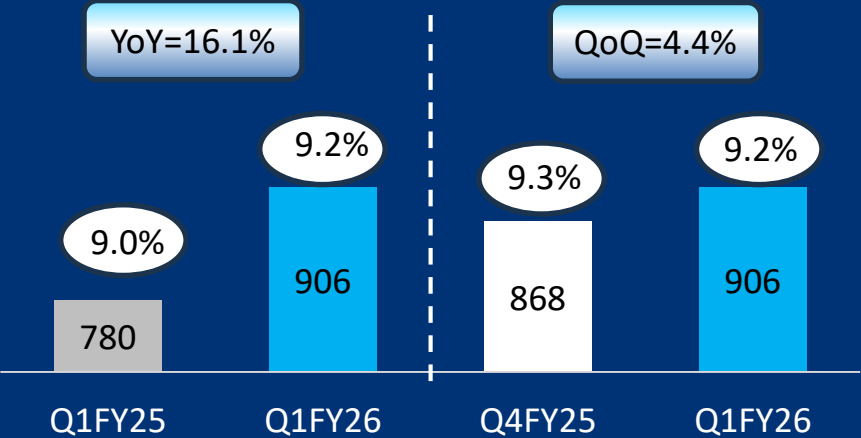
STANDALONE FINANCIAL HIGHLIGHTS – Q1FY26

Quarterly

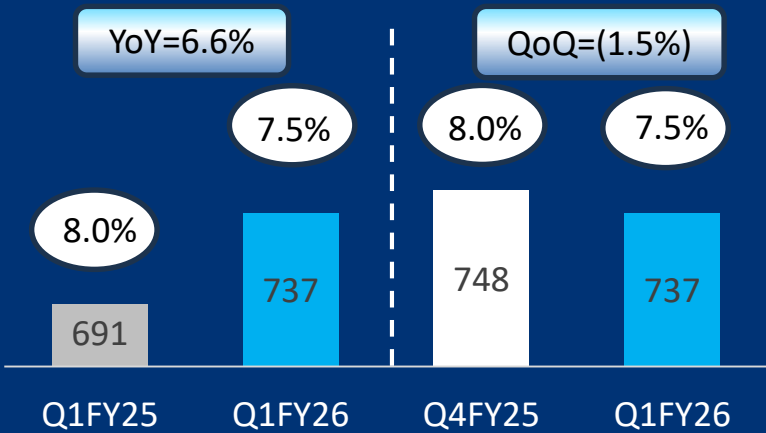
Revenue (Rs. Mn) and revenue growth (%)



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

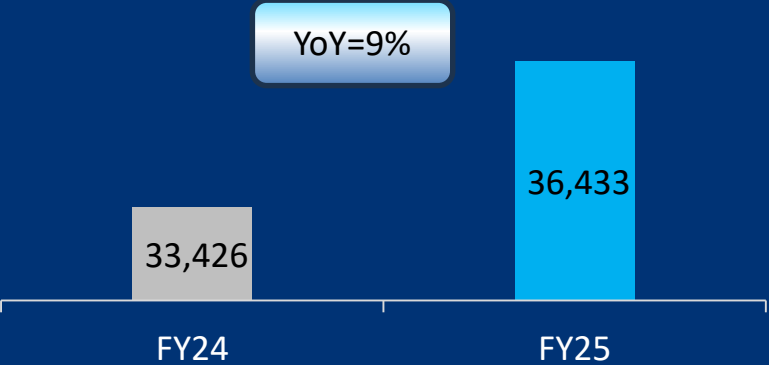


PBT (Rs. Mn) and PBT margin (%)

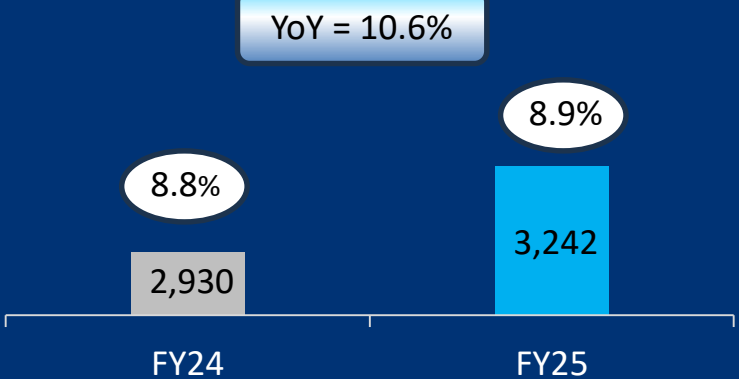


Annual

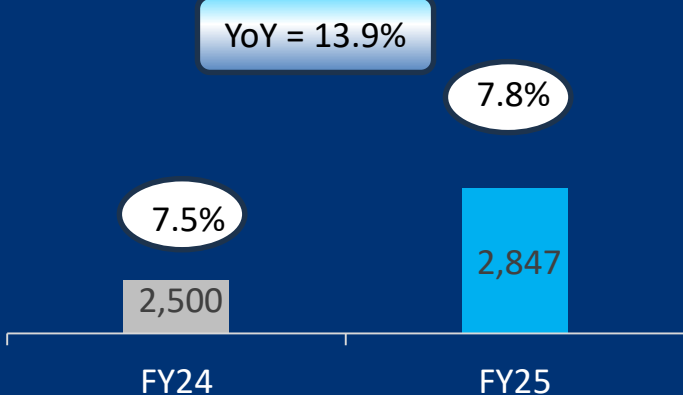
Revenue (Rs. Mn) and revenue growth (%)



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 – Q1FY26

Q1FY26

Balance Sheet

Net cash position of Rs. 3,057 Mn as compared to Rs. 3,084 Mn in Q4FY25

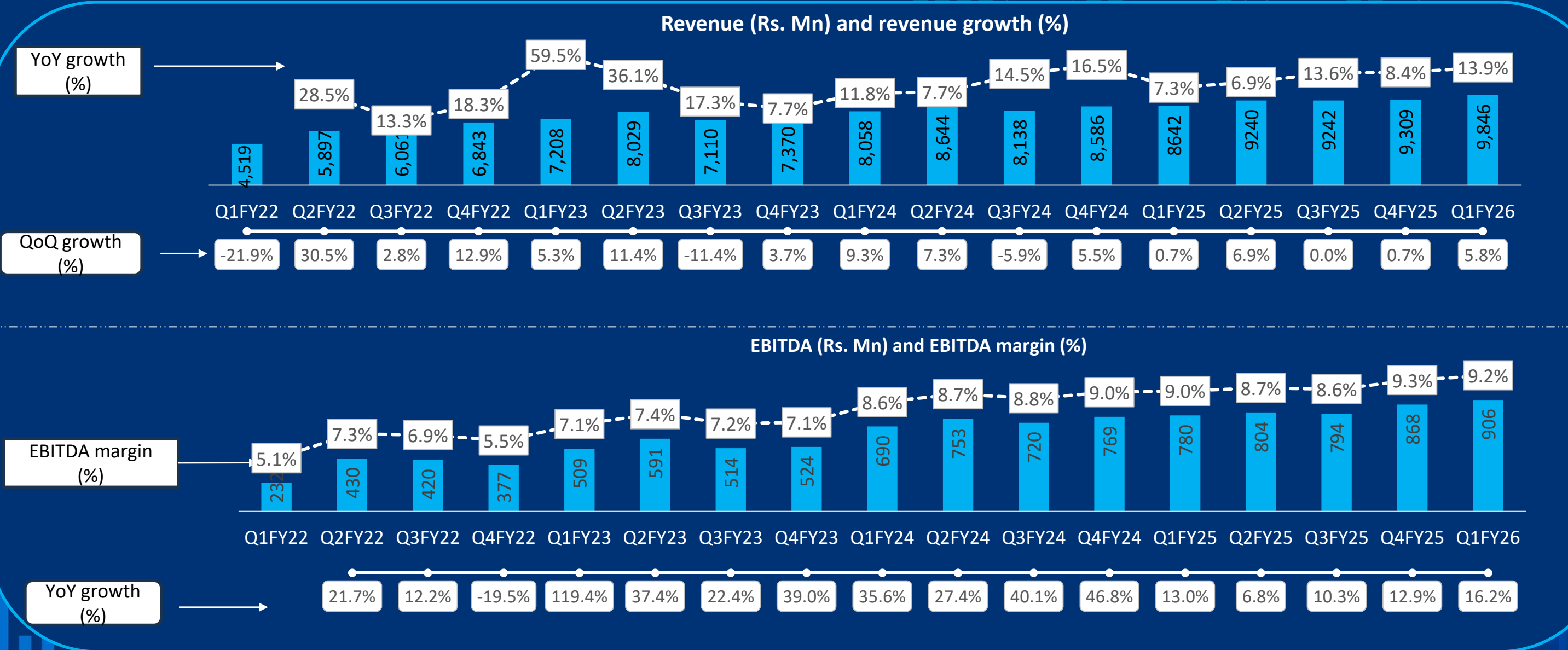
Cash Flow

Cash Flow from operations to the tune of Rs. 502 Mn as compared to Rs. 348 Mn inflow in Q4FY25

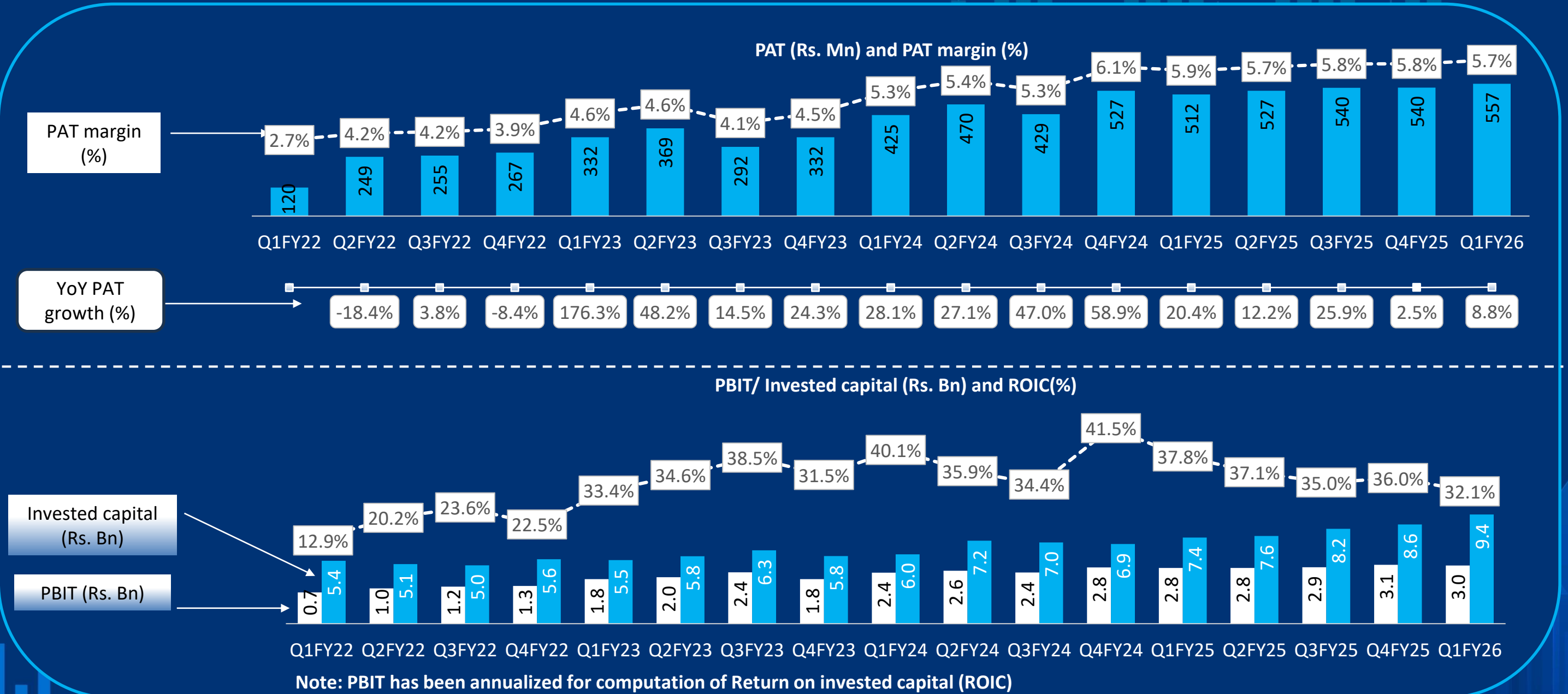
Capex

Capex incurred during the period Rs. 746 Mn as compared to Rs. 329 Mn in Q4FY25.

STANDALONE QUARTERLY PERFORMANCE TREND

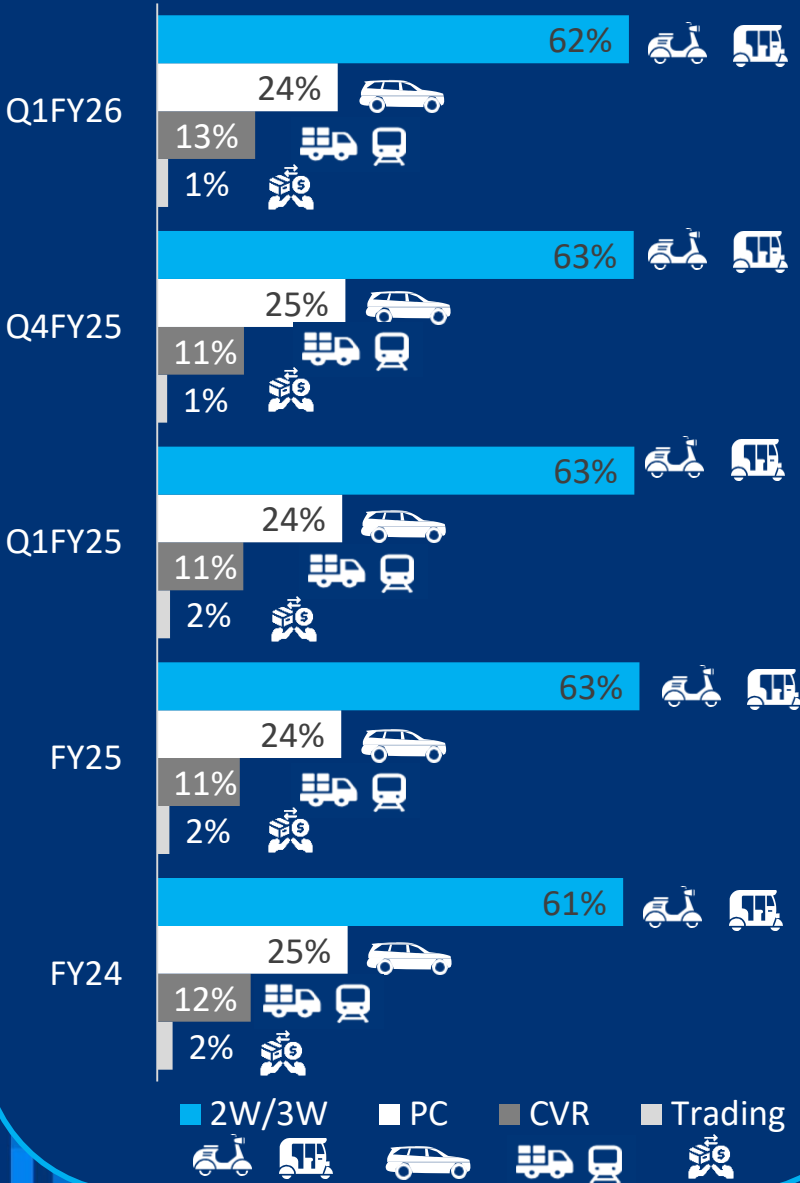


STANDALONE QUARTERLY PERFORMANCE TREND

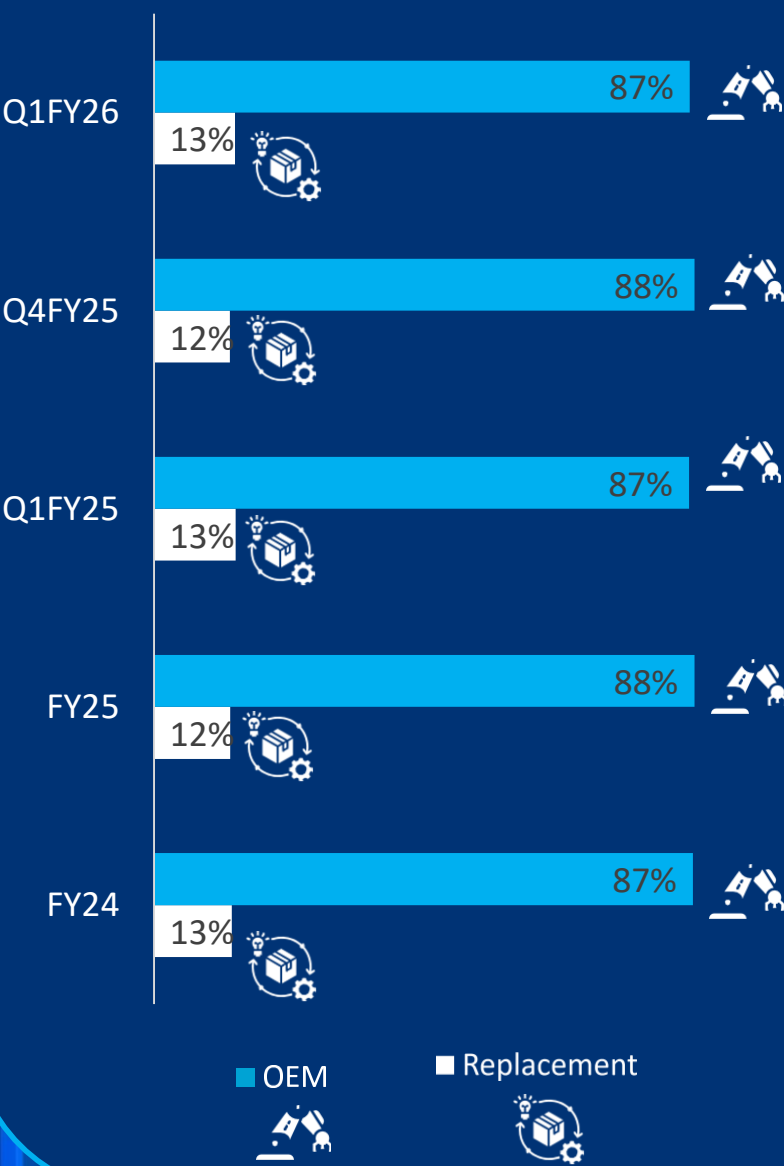


REVENUE MIX (INCLUDING TRADING)

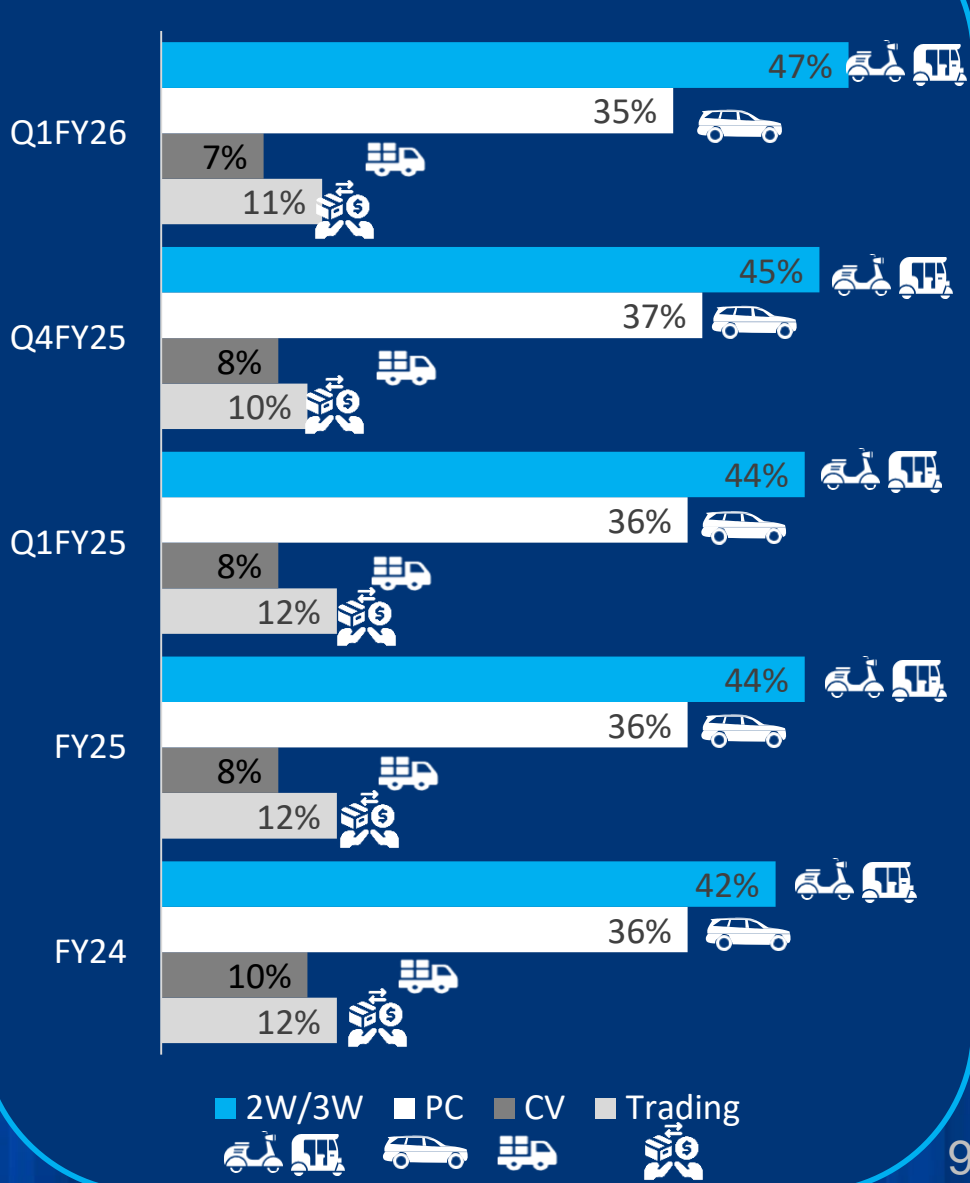
Segment Mix



Channel Mix



Aftermarket Mix



BALANCE SHEET

Assets (Rs. Mn)	Jun-25	Mar-25	Mar-24
Non-current assets	6,764	6,179	5,577
Current assets	12,338	11,681	10,543
Total Assets	19,102	17,860	16,120

Equity and Liabilities (Rs. Mn)	Jun-25	Mar-25	Mar-24
Equity	12,178	11,567	10,086
Non-Current Liabilities	581	350	356
Current liabilities	6,343	5,943	5,678
Total Equity and Liabilities	19,102	17,860	16,120

- Net Cash stood at Rs. 3,057 Mn at the end of Jun-25 as compared to Rs. 3,084 Mn at end of Mar-25.
- Net working capital days at 29 days at end of Jun-25 as compared to 29 days at end of Mar-25. This is owing to high inventory at Chakan-2, plant acquired on 1st Apr-25. In a quarter, this is expected to revert to normalized levels.
- Capex for Q1FY26 to the tune of Rs. 746 Mn compared to Rs. 302 Mn in Q1FY25. Major capex spent on growth initiatives specifically on Chakan 2 plant.

VISION

TO BE
AMONGST THE

TOP 5

SHOCK ABSORBER
MANUFACTURERS IN THE WORLD

REDEFINING
RIDE COMFORT



EXPORTS

MERGERS & ACQUISITIONS

DOMESTIC DOMINANCE

TECHNOLOGY ADVANCEMENT

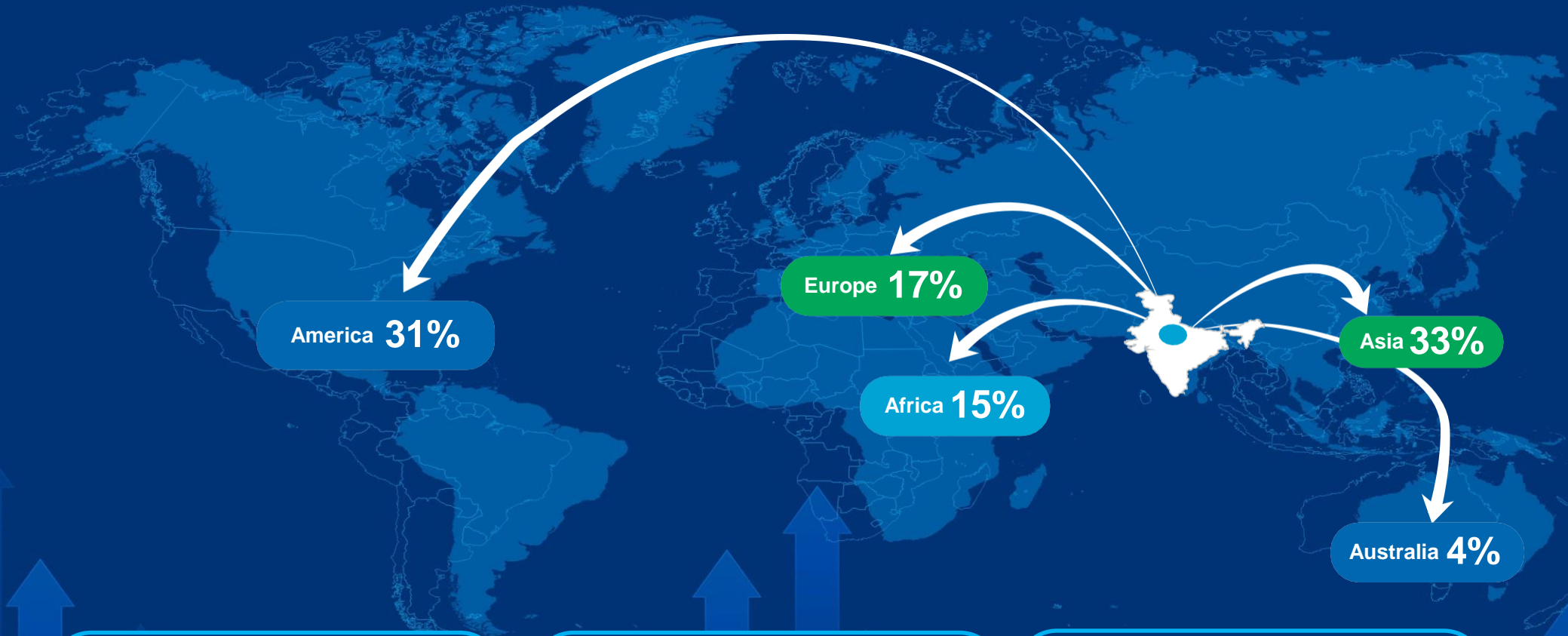
OUR STRATEGIC BUSINESS DRIVERS



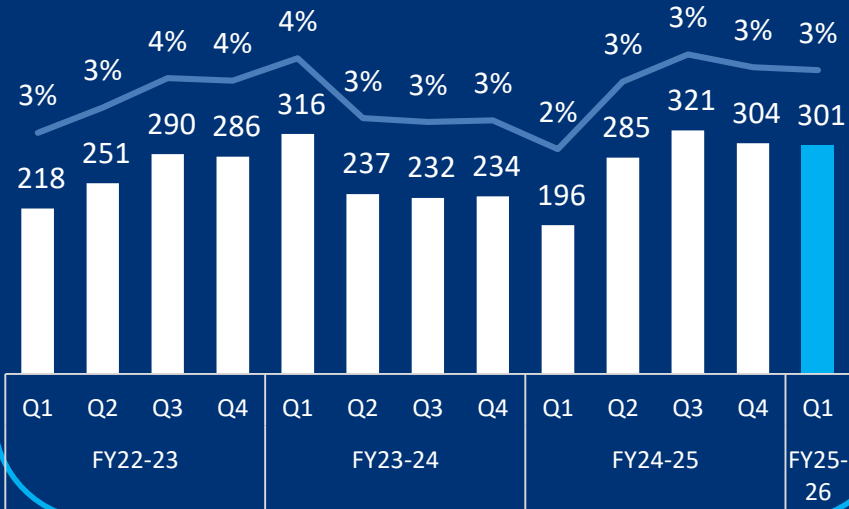
EXPORTS



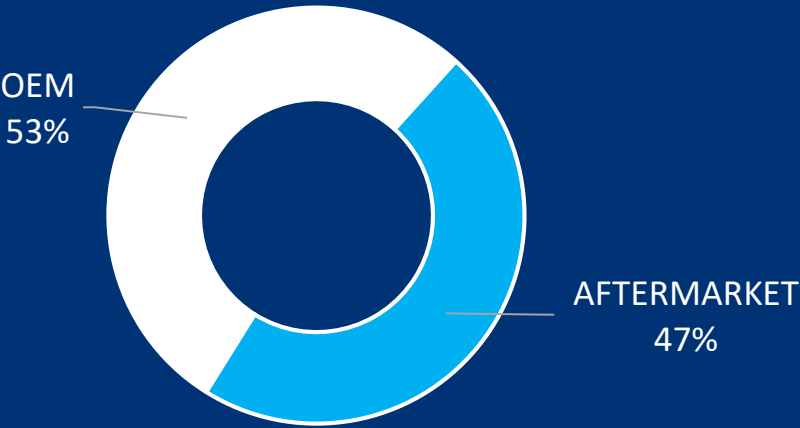
ELEVATING GLOBAL PRESENCE THROUGH EXPORTS YTD



Export Revenues (Rs. Mn) and % of total revenues



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 Q1FY27
- Consistent supply to DAF (Netherlands and Brazil) and ISUZU (Thailand and Indonesia)
- RFQs from major global CV OEMs





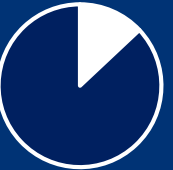
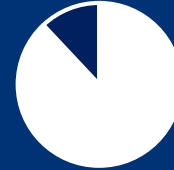
OUR STRATEGIC BUSINESS DRIVERS



**DOMESTIC
DOMINANCE**



GIL PERFORMANCE ACROSS SEGMENTS

Segment	Q1FY26 Market performance (As per SIAM)	Q1FY26 GIL performance	New Programs	Top Customers	Total Sales contribution	Market Share
2W/ 3W (including Aftermarket)	2W Industry: 0.7% YoY growth in production <ul style="list-style-type: none"> - Scooters grew 5.8% YoY - Motorcycles declined 1.3% YoY - Mopeds declined 8.3% YoY 3Ws Industry: 9.8% YoY growth	<ul style="list-style-type: none"> - Sales: 12.4% YoY growth - Key drivers: TVS and HMSI 	<ul style="list-style-type: none"> - Ultraviolette Concept X (SOP) - Ola Gen 3 (SOP) - LOI received from TVS and River Mobility for their new programs. 	<ul style="list-style-type: none"> - TVS - Suzuki - HMSI 	 62% to Total sales	 32% Market share
Passenger Vehicles (including Aftermarket)	PV Industry: 3.4% YoY growth <ul style="list-style-type: none"> - Cars declined 5.9% YoY - Utility Vehicles grew 9.0% YoY - Vans grew 2.1% YoY 	<ul style="list-style-type: none"> - Sales: 11.1% YoY growth - Key drivers: Mainly strong traction in Utility Vehicles 	<ul style="list-style-type: none"> - LOI received from MSIL for their new programs. 	<ul style="list-style-type: none"> - MSIL - M&M - Skoda Volkswagen 	 24% to Total Sales	 25% Market share
Commercial Vehicles (including Aftermarket and Railways)	CV Industry: 2.6% YoY growth <ul style="list-style-type: none"> - Medium and Heavy Commercial vehicles (M&HCVs) grew 8.3% YoY - Light Commercial Vehicles (LCVs) degrew 0.7% YoY 	<ul style="list-style-type: none"> - Sales: 29.1% YoY growth. 	<ul style="list-style-type: none"> - TML Coral and Intra V70 (SOP) - VECV: 3.5/3.9T (SOP) - LOI received from AL and M&M for their new programs. 	<ul style="list-style-type: none"> - AL - M&M - TML 	 13% to Total Sales	 88% Market share

AL-Ashok Leyland; HMSI- Honda Motorcycle and Scooters India; M&M- Mahindra & Mahindra Limited; MSIL- Maruti Suzuki India Limited; TML-Tata Motors Limited; VECV-Volvo Eicher Commercial Vehicles

Balancing figure in total sales contribution represents the trading revenues.

WELL- ENTRENCHED AMONG ALL EMERGING SEGMENT PLAYERS

Segment	Presence with Major OEMs	GIL Q1FY26 Performance	
2W/3W EV Players	<div><div></div><div></div></div>	<div><p>62%</p><p>GIL market share in E2Ws at 62% (74% in FY25)</p></div> <div><p>Flat GIL E2W sales</p></div>	
Utility Vehicles/ SUV-Coupe	<div></div>	<div><p>61%</p><p>Share of utility vehicle sales in GIL PV business (65% in FY25)</p></div> <div><p>27%</p><p>GIL share of business in total utility vehicle sales(27% in FY25)</p></div>	

GABRIEL ADVANCES INTO FUTURE MOBILITY-EBIKES

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

Upcoming Developments



- New fork (patent filed)
- Cargo Bike Fork

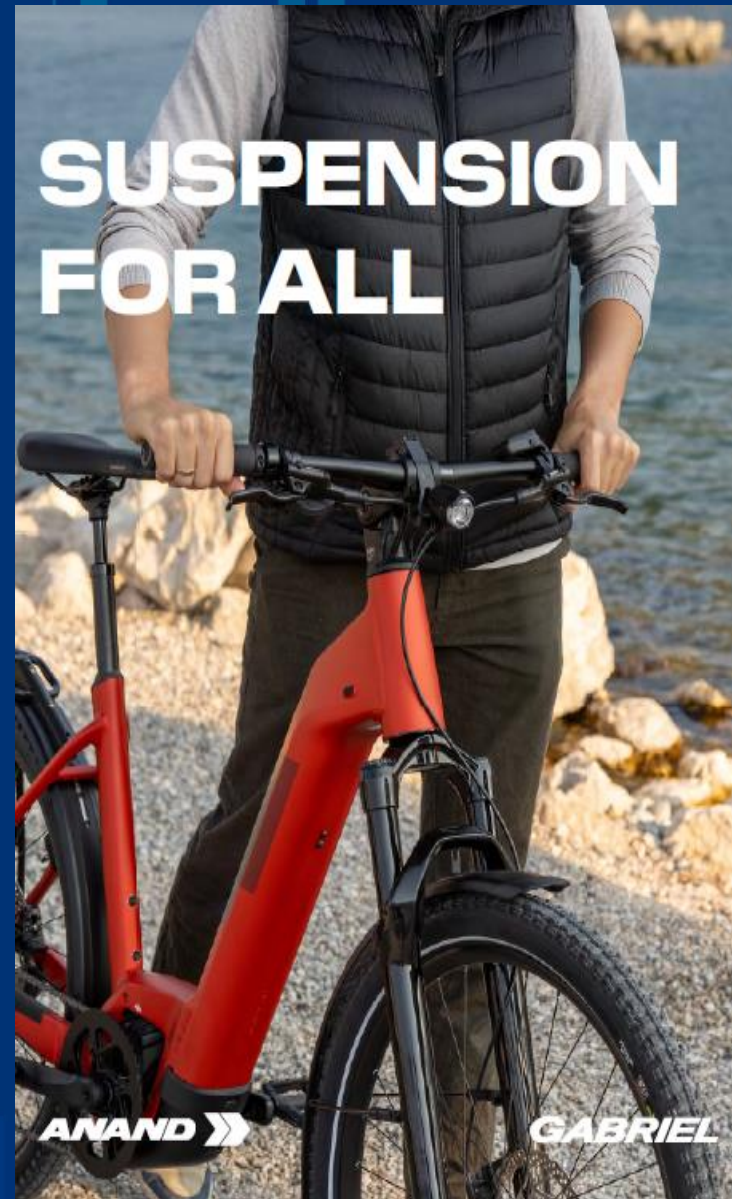
Gabriel Bikes in International Press

Magazine: SAZ Bikes
Edition: June 2025



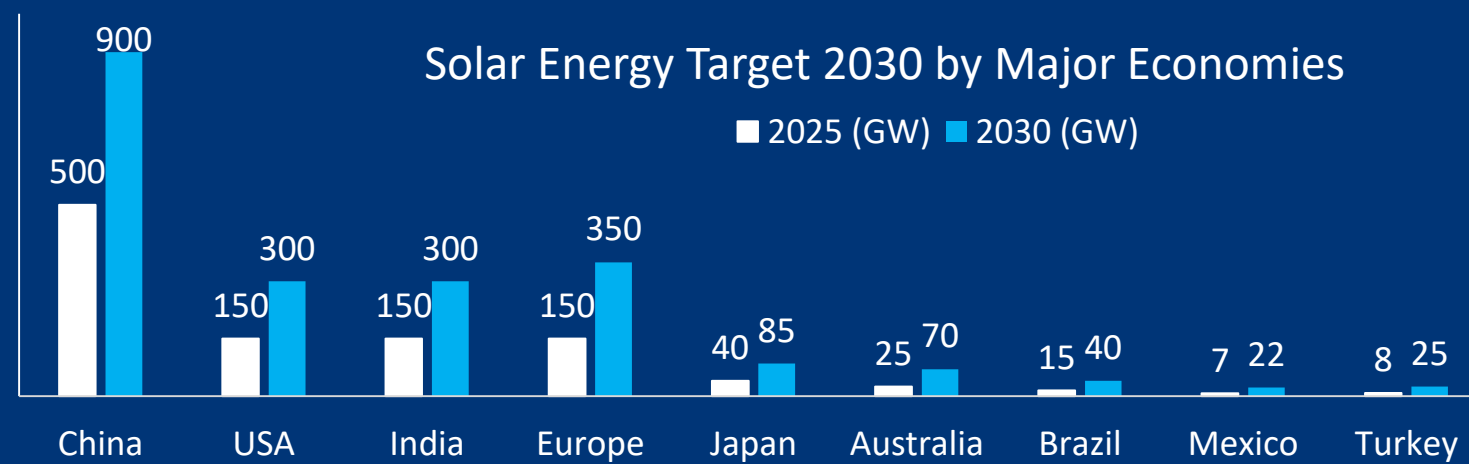
Cooperations for Clean Integration

As a premium supplier of lights, **Supernova [Hall 12.1 / D19]** has grown its OE business with the ascent of e-bikes. This shows in two partnerships. Developed with **Ergotec [Hall 12.0 / B24]**, the Universal Interface is a cut-away at the center of the handlebar's clamping area. This recess can be used to mount Supernova's tiny Starstream Mini light, various light mounts or a USB-C charging port. The second cooperation is with Gabriel India Limited for a dropper post with a built-in tail light.



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; domestic 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



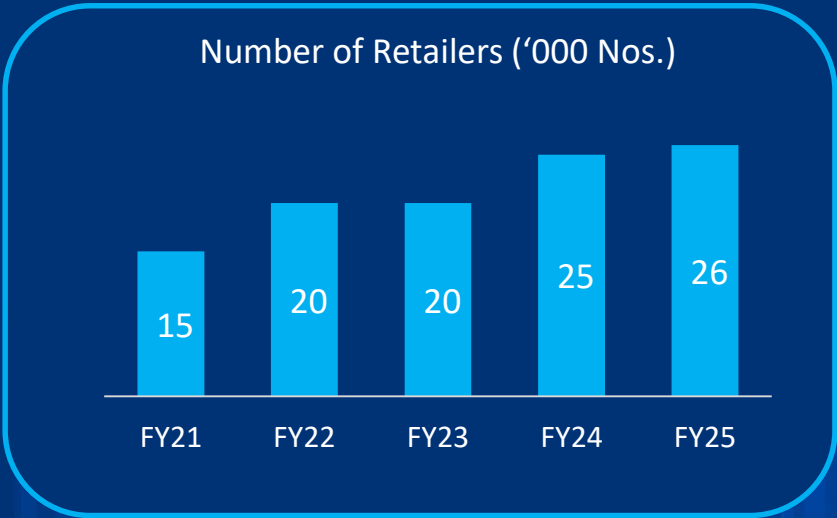
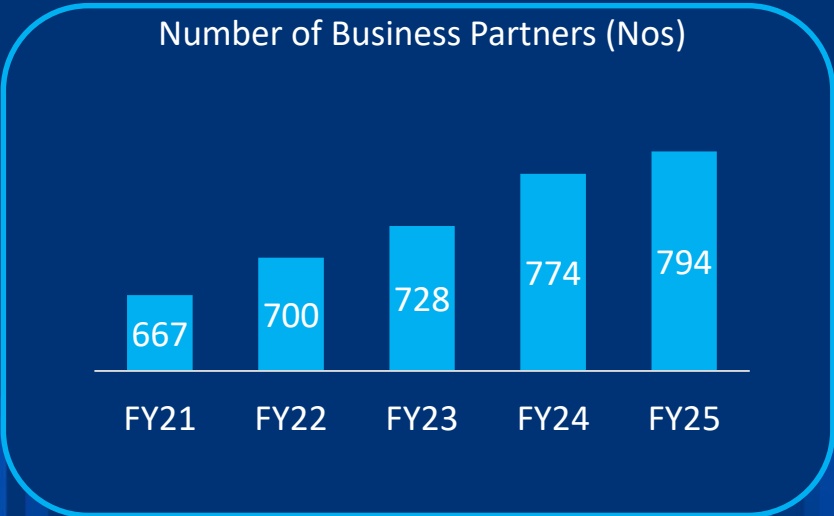
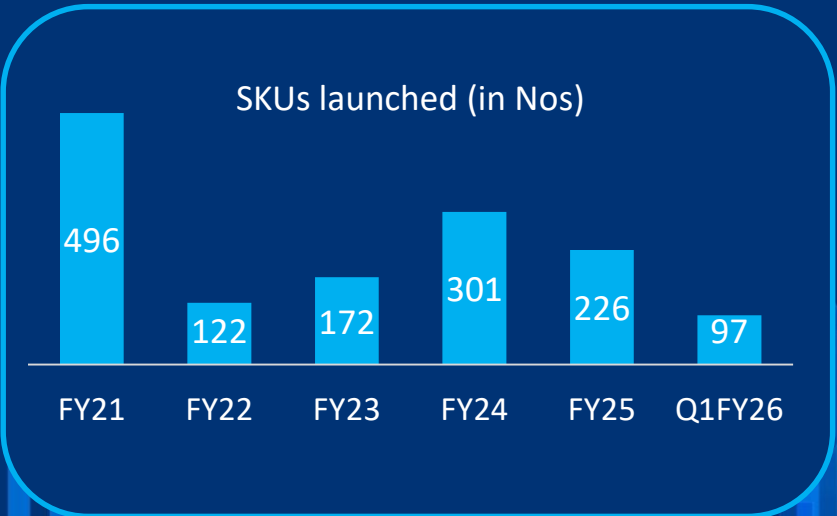
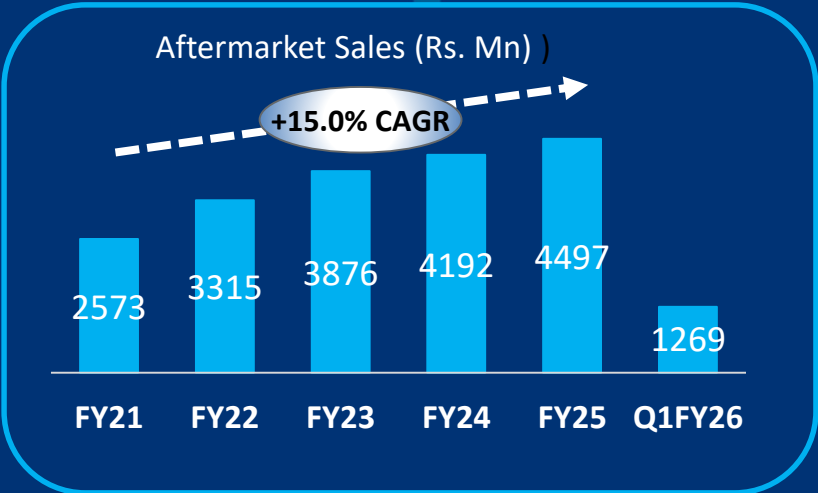
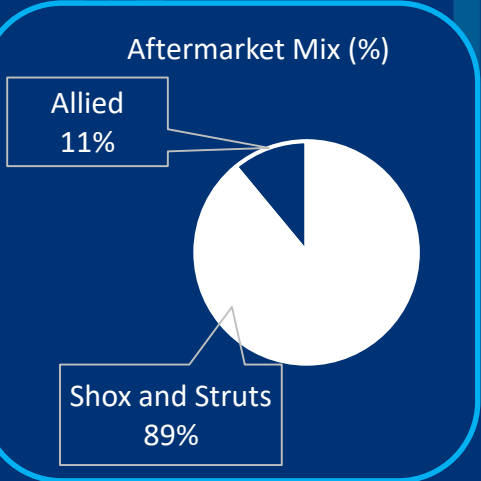
VED SASSO

SIEMENS

AFTERMARKET

Q1FY26 Performance and Outlook:

- Achieved 12% YoY sales growth over Q1FY25.
- **Launched new product line-3W trailing arm**
- Launched 97 SKU's in Q1FY26.
- Major focus in B & C class towns.
- Focus on Latin American, Australia & African markets for growth in exports.



OUR STRATEGIC BUSINESS DRIVERS



**MERGER &
ACQUISITION**



IGSSPL (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

As per the Joint Venture agreement between Inalfa Roof Systems B.V., of the Netherlands ('Inalfa') and the Company, the shareholding of Inalfa and the Company in Inalfa Gabriel Sunroof Systems Private Limited would be in the ratio of 51:49. The execution of the agreement was subjected to certain pre-requisite approvals from Ministry of Heavy Industries, Government of India for which an application was made by Inalfa. Authorities vide communication dated August 14, 2024 had rejected the application made by Inalfa. The Company is currently evaluating the same and will provide updates to the stock exchange in the due course.



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 and accounted in its Standalone business.



Manufacturing Plant



Plant inauguration



Plant inauguration

BUSINESS RESTRUCTURING - STRATEGIC RATIONALE



Transformation of Gabriel (through itself or through its investments)

- Transformation of Gabriel (through itself or through its investments) from single product suspension manufacturing company into a diversified, technology driven mobility solutions provider, reducing the product concentration risk by entry into newer segments
- Enable direct collaboration with foreign strategic partners for investment and development of new technologies
- Achieve synergies through economies of scale, shared resources etc.



Domestic Dominance and Global Presence

- Expansion of customer base and increase in market share for existing customers and aftermarket segment, solidifying its leadership position
- Enhance supply chain synergies through exports and new customer acquisition by leveraging global relationships of foreign strategic partners
- Larger product portfolio open-up possibilities to focus and enhance after market presence; fortify / improve customer relationships



Simplification of Group Structure

- This Scheme will consolidate the business of the Demerged Undertaking of AIPL in automotive components and products like Drive Train products including transmissions for EVs, Body in White and NVH Products and solutions, brass and steel synchroniser rings, aluminium forgings, brake fluids, radiator coolants and diesel exhaust fluids (DEF) / Ad-Blue for 2W, 3W and 4W vehicles and trucks and PU and PVC based adhesives in Gabriel.
- Making Gabriel the main engine for growth of automotive businesses

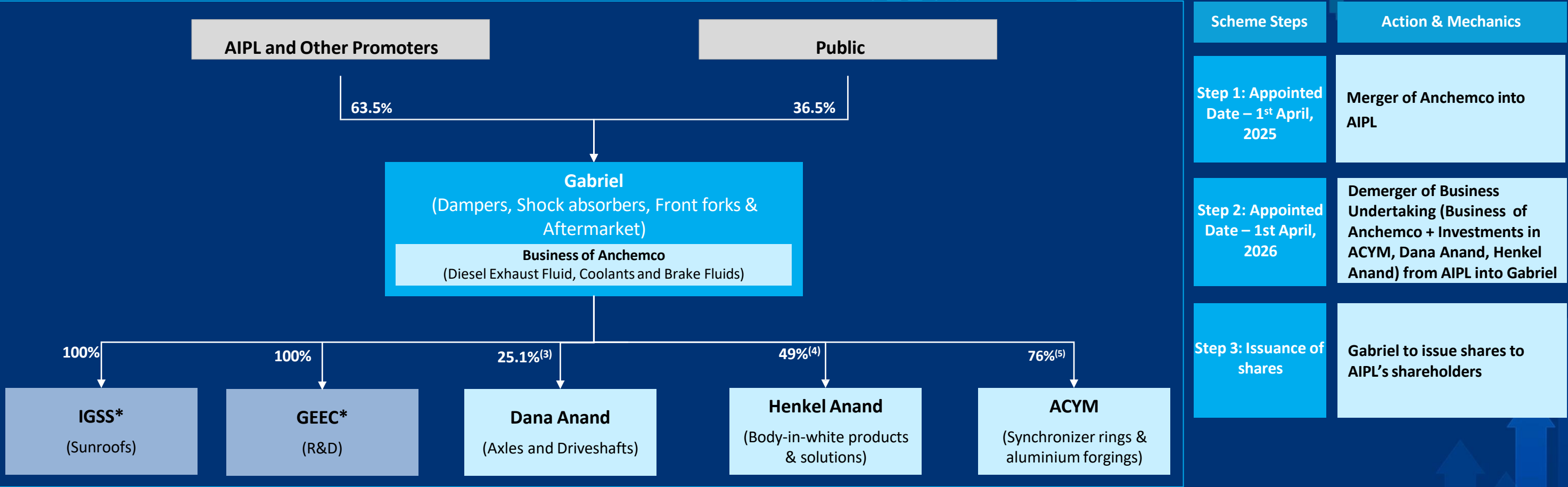


Responding to Shareholders' concerns and Value Creation

- Addressing investor queries on product diversification and M&A strategy by bringing existing matured JVs under Gabriel's fold
- Increased scale of Gabriel without any leverage or cash outlay
- Accretion in EPS by INR 7 per share (~ 41%) for FY25⁽¹⁾ and improved cashflows leading to wealth creation for shareholders
- Enhanced ability to raise funds for future organic and inorganic growth

Note: Calculated on based on economic interest held by Gabriel (post implementation of scheme)

BUSINESS RESTRUCTURING - TRANSACTION MECHANICS



1. 74.9% will continue to be held by JV partner Dana World Trade Corp., USA
2. 51% will continue to be held by JV partner Henkel AG & Co, Germany
3. 24% held by JV partner CY Myutec Co. Ltd, Korea

* Existing subsidiaries

JV BETWEEN GABRIEL AND JINHAP

GABRIEL



JINHAP

An affiliate of JINOS



About JINHAP

Global Player in Auto and Industrial Fastener Technology
and
Precision Forged Products



Year founded: 1978



Headquarter: Daejeon, South Korea



Revenue: ~ 594 Bn KRW (~USD 435 Mn) in CY24



Employees: ~1200



Plant locations: 3 plants in South Korea, 1 in China and 1 in USA

DETAILS OF THE TRANSACTION



- JV announced between Gabriel India Limited (GIL) and JINHAP Korea (an affiliate of JINOS) to enter the business of fasteners.
- GIL would be investing Rs. 268 Mn by way of cash which would lead GIL holding 51% in the JV and making Jinhap Automotive India Private Limited (JA IPL) subsidiary of Gabriel India.
- The transaction is expected to see completion by 31st October 2025.



Rationale of this transaction:

- Entry into fasteners to address anchor customer's localization needs.
- Addressing larger fasteners market beyond anchor customers.

Automotive fasteners



Precision forged products



CONSOLIDATED PROFIT & LOSS STATEMENT

Consolidated P&L

- Gabriel India Limited
- Inalfa Gabriel Sunroof Systems Private Limited
- Gabriel Europe Engineering Centre

Particulars (Rs. Mn)	Q1FY26	Q4FY25	Q1FY25	FY25	FY24
Revenue from operations	10,984	10,732	9,466	40,634	34,026
<i>Raw material % to sales</i>	73.1%	73.8%	74.2%	74.1%	75.0%
<i>Employee expenses % to sales</i>	6.7%	5.9%	6.4%	6.2%	6.2%
<i>Other expenses % to sales</i>	10.3%	10.0%	9.8%	10.0%	10.2%
EBITDA	1,084	1,098	908	3,917	2,926
EBITDA %	9.9%	10.2%	9.6%	9.6%	8.6%
<i>Other income % to sales</i>	0.6%	0.4%	0.7%	0.6%	0.6%
<i>Interest % to sales</i>	0.3%	0.3%	0.2%	0.3%	0.2%
<i>Depreciation % to sales</i>	2.3%	2.2%	2.0%	2.0%	1.8%
PBT	814	874	760	3,242	2,438
PBT %	7.4%	8.1%	8.0%	8.0%	7.2%
Tax	195	231	184	792	651
PAT	620	644	576	2,450	1,787
PAT %	5.6%	6.0%	6.1%	6.0%	5.3%
EPS	4.31	4.48	4.01	17.05	12.44

Note: EBITDA computed based on operating income & operating expense
Foreign exchange fluctuation (net) 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

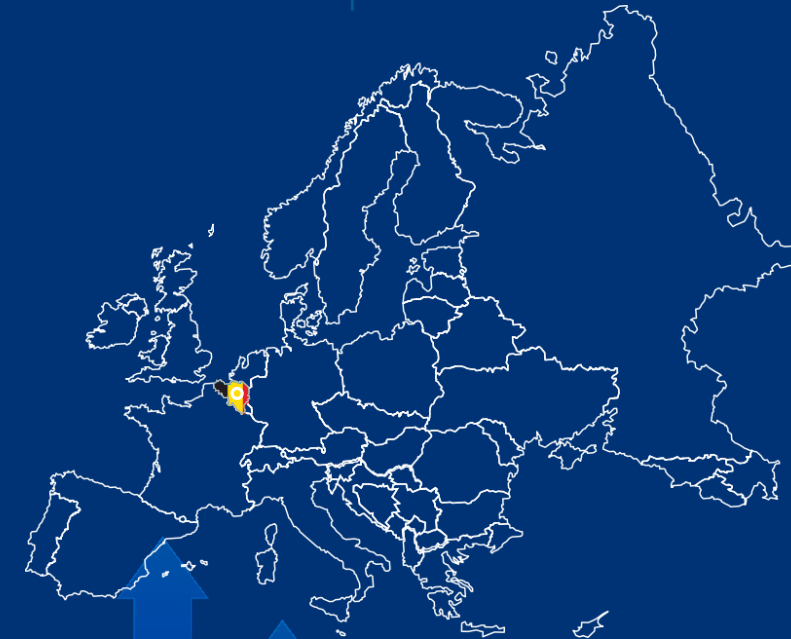
NVH damper test rig Comfort and
NVH assessments

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

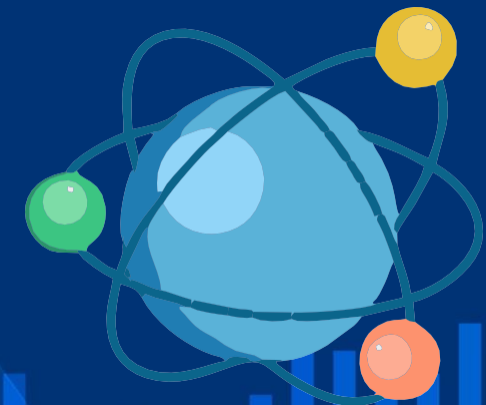


Hosur, Tamil Nadu

TECHNOLOGICAL
COLLABORATION/
ASSISTANCE



PATENTS FILED TILL DATE - 87
PATENTS GRANTED TILL DATE - 32



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.

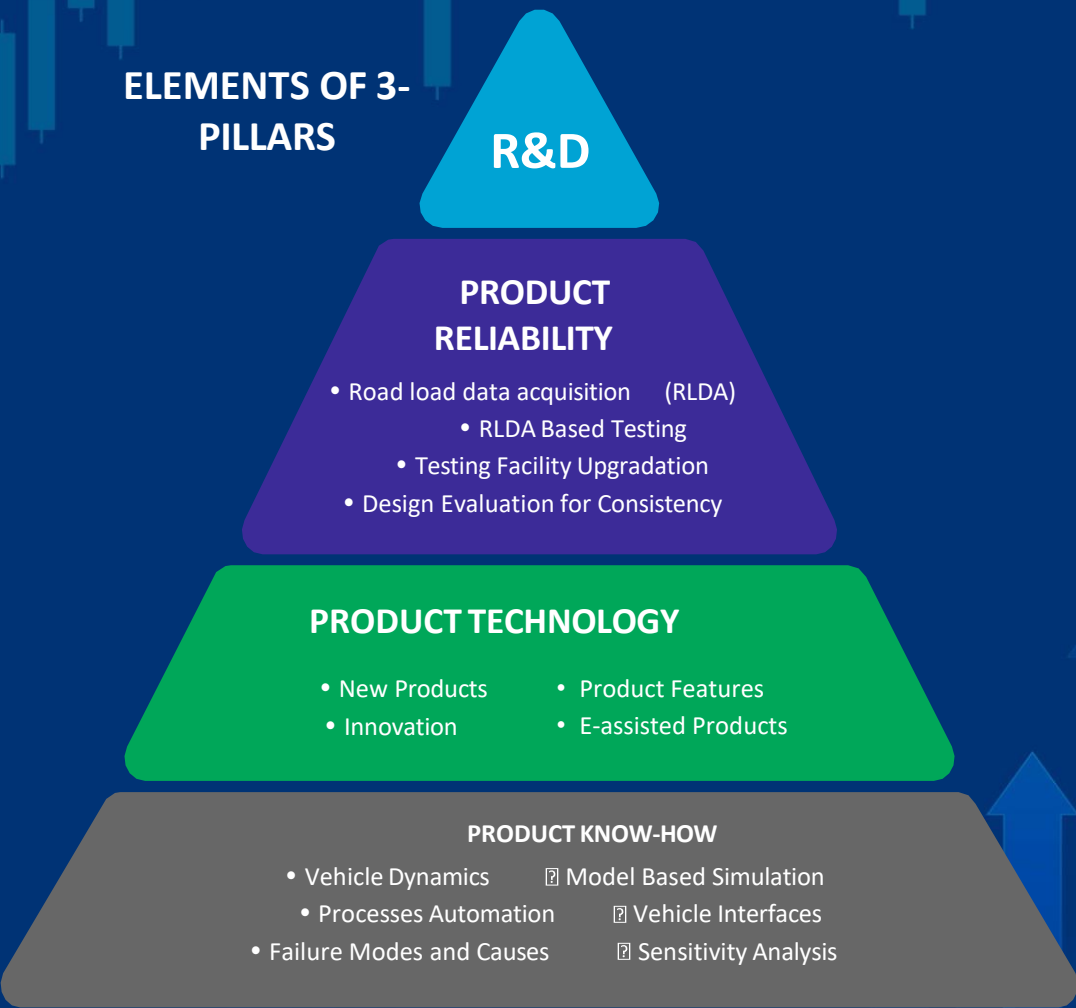
END-TO-END PRODUCT DEVELOPMENT CAPABILITIES



KEY FOCUS AREAS



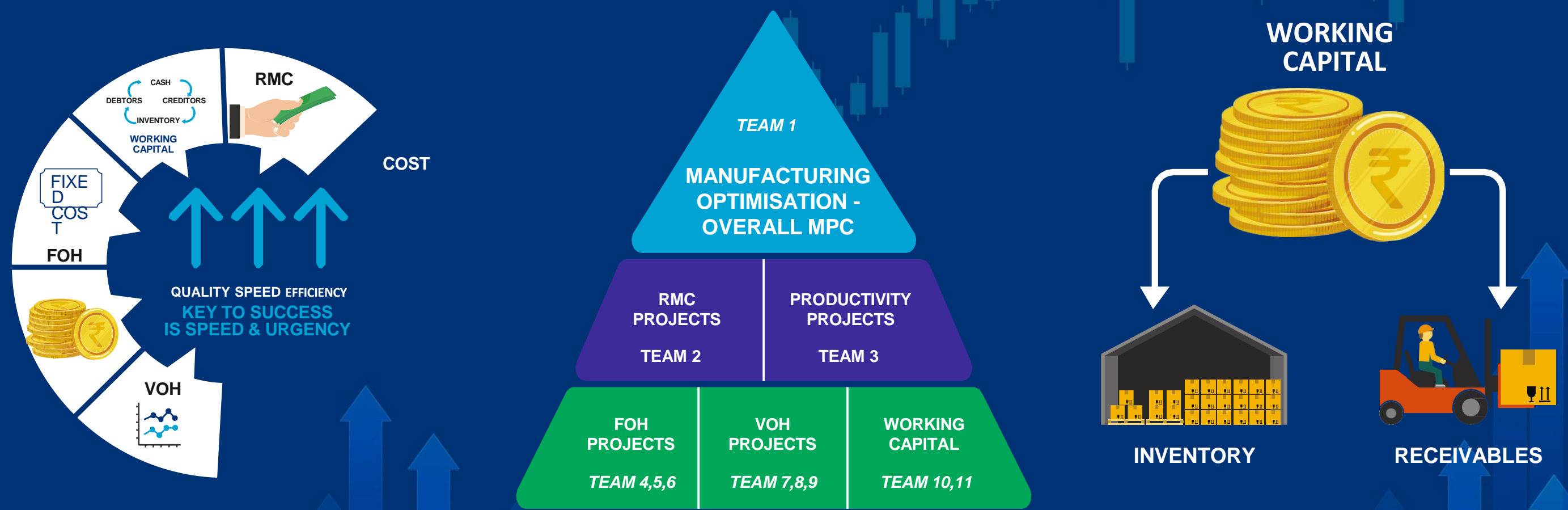
ELEMENTS OF 3-PILLARS



72 R&D Specialists

87 Patents Filed

CORE 90 (COST REDUCTION IN 90 DAYS)



CORE 90 COST REDUCTION DRIVE

AWARDS & ACCOLADES DURING Q1FY26



GIL received 'Excellence in Quality' award from Ather Energy



GIL received 'Environmental Initiatives Winner' award from Suzuki Motorcycles



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
(USD 428 MN)
SALES 2024-25

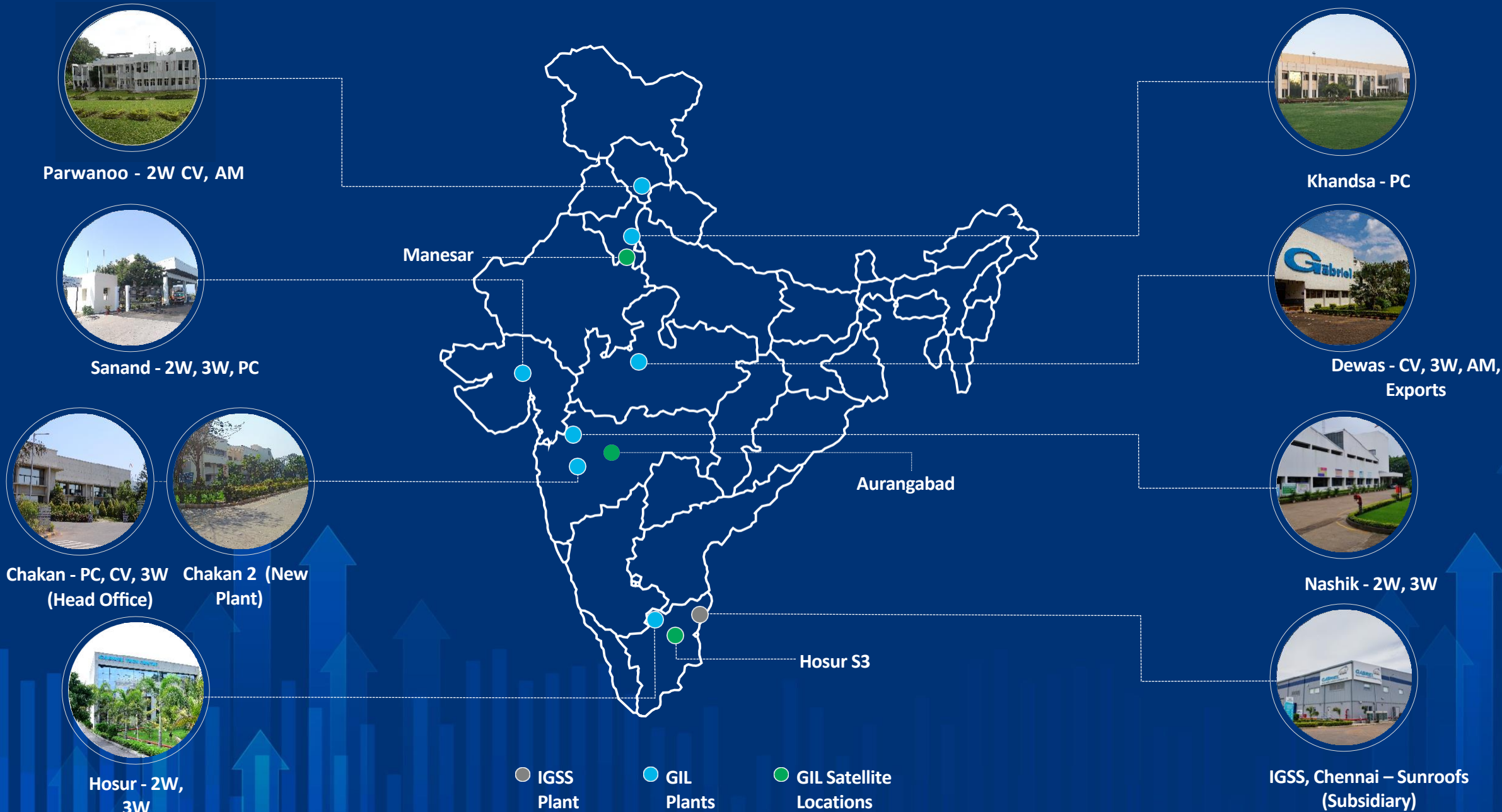
25
COUNTRIES OF
PRESENCE

8
MANUFACTURING
FACILITIES

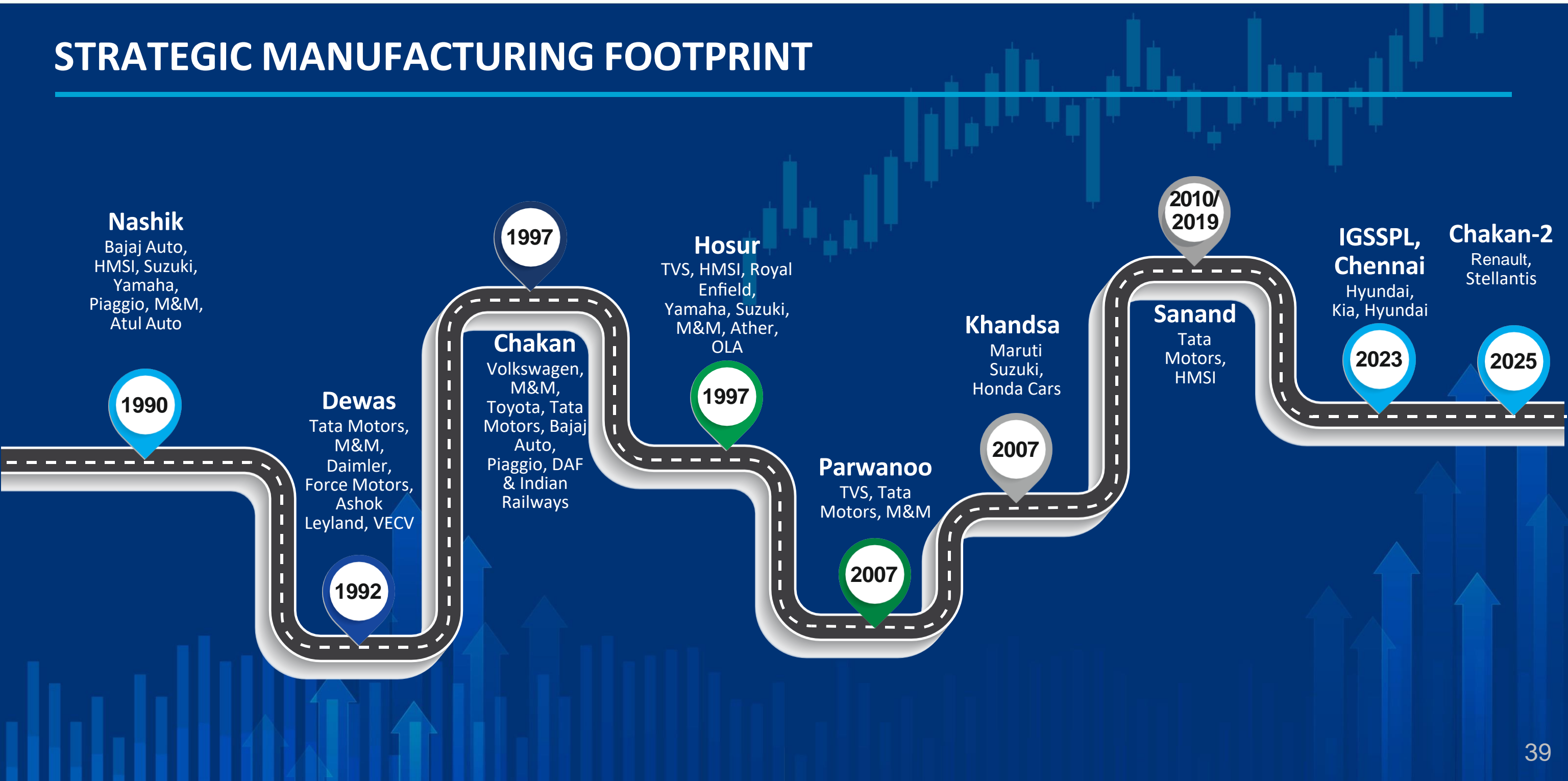
3
SATELLITE
PLANTS

4,800+
EMPLOYEES

GABRIEL AT A GLANCE



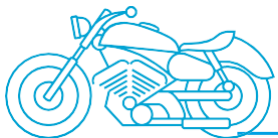
STRATEGIC MANUFACTURING FOOTPRINT



COMPETITIVE ADVANTAGES



RELATIONSHIPS WITH MARQUEE OEM CUSTOMER BASE



Two & Three Wheelers



ATUL AUTO LIMITED



Mahindra

OLA ELECTRIC



PIAGGIO VEHICLES PVT. LTD.



SUZUKI



Passenger Cars



HONDA

MARUTI SUZUKI



SPORT UTILITY VEHICLES



RENAULT



STELLANTIS



SKODA VOLKSWAGEN
SKODA AUTO Volkswagen India Private Limited



TATA



TOYOTA
Quality Revolution



Commercial Vehicles & Railways



ASHOK LEYLAND

DAIMLER



ISUZU



Mahindra
Rise.



VE COMMERCIAL VEHICLES
A VOLVO GROUP AND Eicher MOTORS JOINT VENTURE

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	5 out of 7 plants achieved zero waste to landfill	5 out of 7 plants achieved zero waste to landfill
Water Stewardship	To achieve water-neutral operations by 2027	45%	25%
Climate Resilience	50% of the energy needs are to be met from renewable sources by 2027	17%	15.65%
	Carbon neutral operations by 2027	32.54%	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	18.15	7
Responsible Procurement	To audit all Tier I suppliers in by 2027	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

- Since 2014, 8K+ government school students benefited from infra projects under GIL CSR
- **28 scholarships** : 18 for diploma engineering & 10 for education at ANAND School (100% females)



Skill Development

- 146 youth graduated from multiple NSDC approved skilling courses: 275 are under training
- Family income increased by 49% after youth skilled at SNSF joined employment or started a business



Health & Hygiene

- The proposed Water ATM installation in Thoduthepalli village, 3.3 Km from GIL, Hosur aims to improve access to safe drinking water for 150 families & reduce incidences of waterborne diseases like diarrhea & vomiting.



Community & Environment

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

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



Anand Sontakke
Chief Operating Officer



Amitabh Srivastava
Chief Operating Officer-
Railways and Aftermarket



R. Vasudevan
Chief Marketing Officer



Mohit Srivastava
Chief Financial Officer



Prashant Shah
Chief Purchase
Officer



Koen Reybrouck
Chief Technical Advisor



Vinod Razdan
Chief Human Resources



Abdul Wahid
Head-Quality

FOR FURTHER INFORMATION, PLEASE CONTACT:

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Company website:

<https://www.anandgroupindia.com/gabrielindia>

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285

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