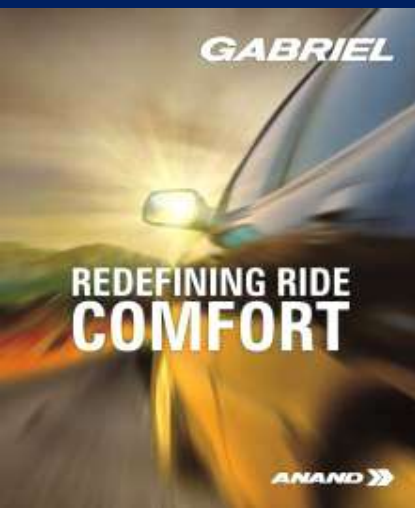


# Gabriel India Ltd.

Result Update Presentation – Q1FY16



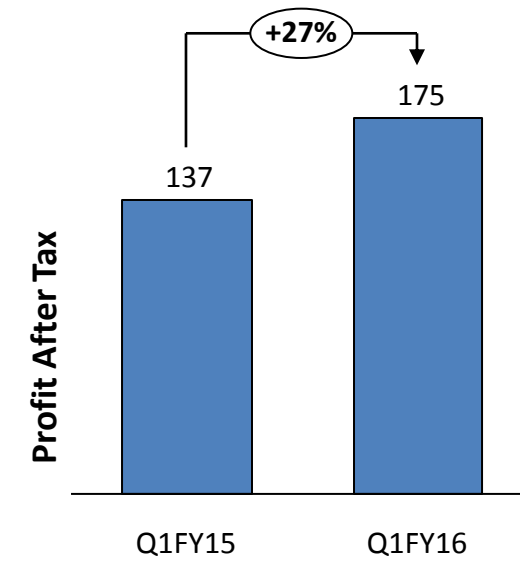
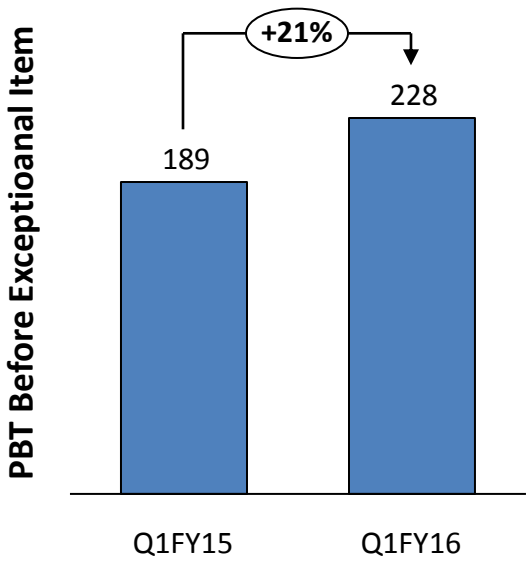
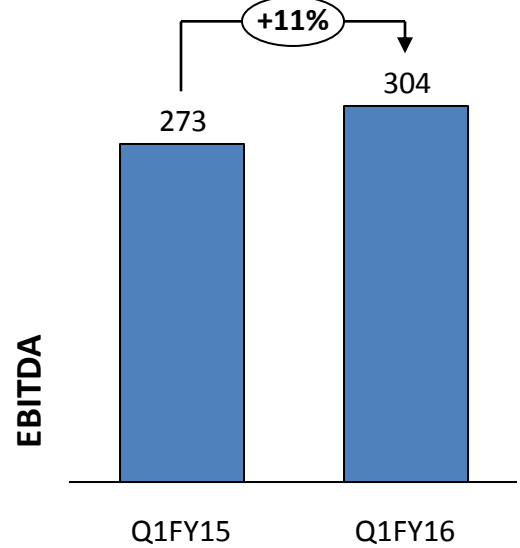
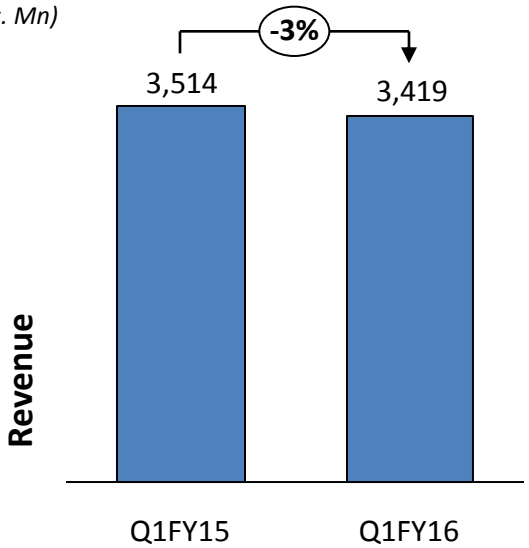
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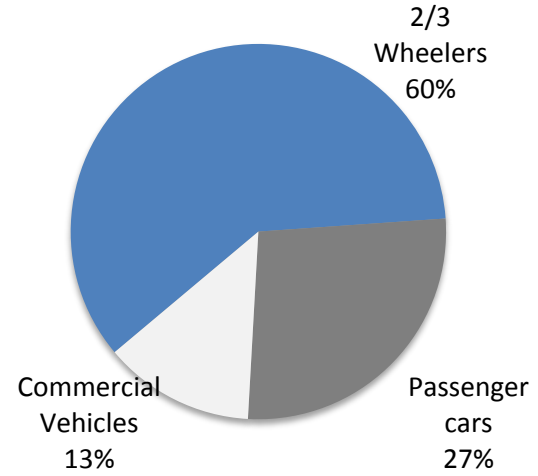
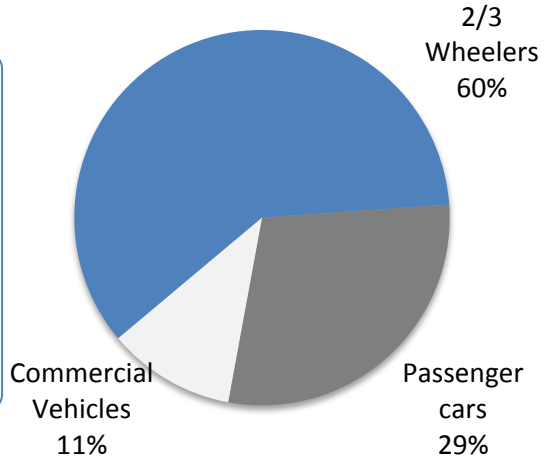
## GABRIEL

(Rs. Mn)



- Revenue driven by:
  - Growth of 12% YoY in Aftermarket sales
  - Revenue from CV segment witnessed strong growth of 15% YoY
  - Marginal impact of slowdown in 2W market
- EBITDA Margin improved by 87 bps YoY
- Profit after Tax grew by 27% yoy aided by improving operating efficiency and reducing finance costs

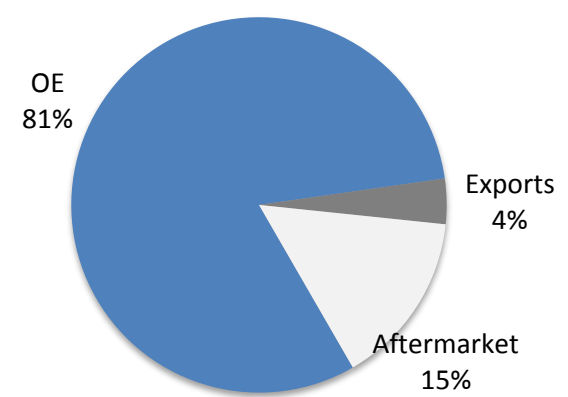
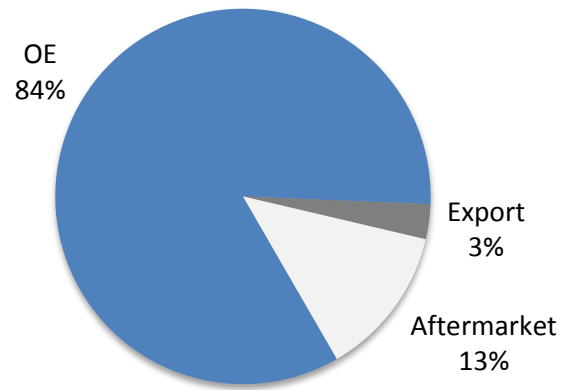
Segment – Mix



Q1FY15

Q1FY16

Channel – Mix



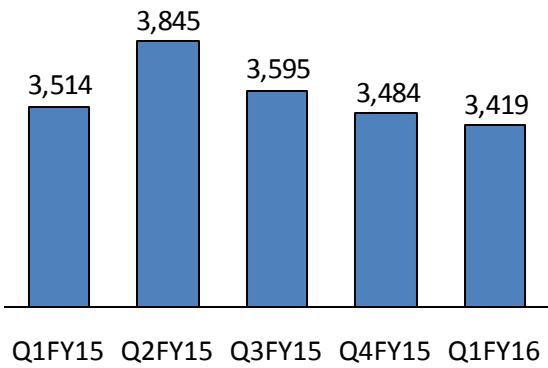
# Profit & Loss Highlights



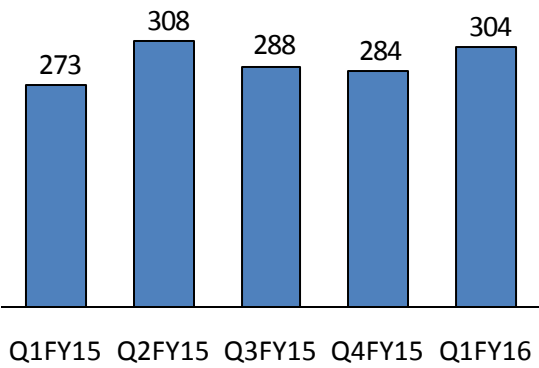
**GABRIEL**

Rs. Mn	Q1 FY16	% of Sales	Q1 FY15	% of Sales	YoY%	FY15	% of Sales
<b>Revenue</b>	<b>3,419</b>	<b>100%</b>	<b>3,514</b>	<b>100%</b>	<b>(3%)</b>	<b>14,441</b>	<b>100.0%</b>
Raw Material	2463	72.0%	2,543	72.4%		10,434	72.3%
Employee Expenses	265	7.8%	262	7.5%		1,076	7.4%
Other Expenses	387	11.3%	435	12.4%		1,767	12.2%
<b>EBITDA</b>	<b>304</b>	<b>8.9%</b>	<b>273</b>	<b>7.8%</b>	<b>11%</b>	<b>1,164</b>	<b>8.1%</b>
Other Income	13	0.4%	13	0.4%		43	0.3%
Interest	7	0.2%	19	0.5%		55	0.4%
Depreciation	82	2.4%	79	2.2%		311	2.2%
<b>PBT before Exceptional Item</b>	<b>228</b>	<b>6.7%</b>	<b>189</b>	<b>5.4%</b>	<b>21%</b>	<b>841</b>	<b>5.8%</b>
Exceptional Item	2	0.0%	2	0.0%		6	0.0%
PBT	226	6.6%	187	5.3%		835	5.8%
Tax	52	1.5%	50	1.4%		235	1.6%
<b>PAT</b>	<b>175</b>	<b>5.1%</b>	<b>137</b>	<b>3.9%</b>	<b>27%</b>	<b>600</b>	<b>4.2%</b>
<b>Cash PAT</b>	<b>257</b>	<b>7.5%</b>	<b>216</b>	<b>6.1%</b>	<b>19%</b>	<b>912</b>	<b>6.3%</b>

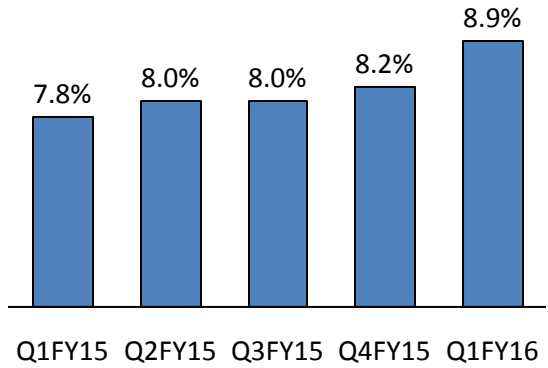
**Revenue**



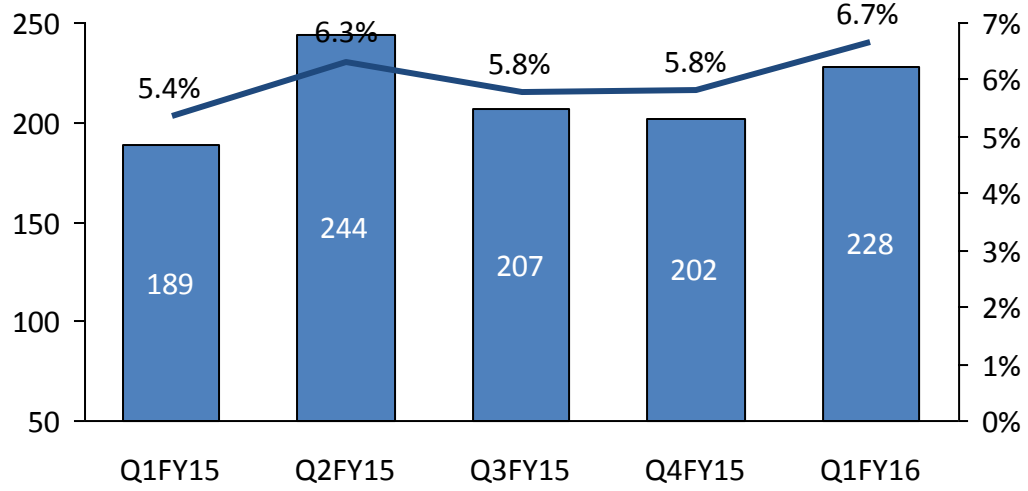
**EBITDA**



**EBITDA Margin% (Rs.Mn)**



**PBT Before Exceptional Item & Margin (%)**





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





**Business Overview**

**Head Office, Pune, India**



No "OE"  
accounts for  
more than  
20% of  
sales

"Golden  
Peacock  
Eco  
Innovation  
Award in  
2012"

Over 11  
Product &  
Process  
Patents

Incorporation of Company, Gabriel India, in 1961



Pioneer of Ride Control Products in the country

Established significant presence in all channels of automotive sale,  
OE, Aftermarket and Exports

Well diversified OEM Customer Base in every automotive segment,  
2/3 Wheelers, Passenger Cars and Commercial Vehicles

Built Strong Manufacturing Capabilities across India

Strong R&D with over 16 patents in Products & Processes

Led by Experienced & Professional Management

**GABRIEL**

**2/3 Wheeler**



**Passenger Car**



**Commercial Vehicle & Railways**



**Front Forks**

**McPherson Struts**

**Shock Absorbers**

**Hydraulic Shock Absorbers**

**Gas Shock Absorbers**

**Cabin Dampers**

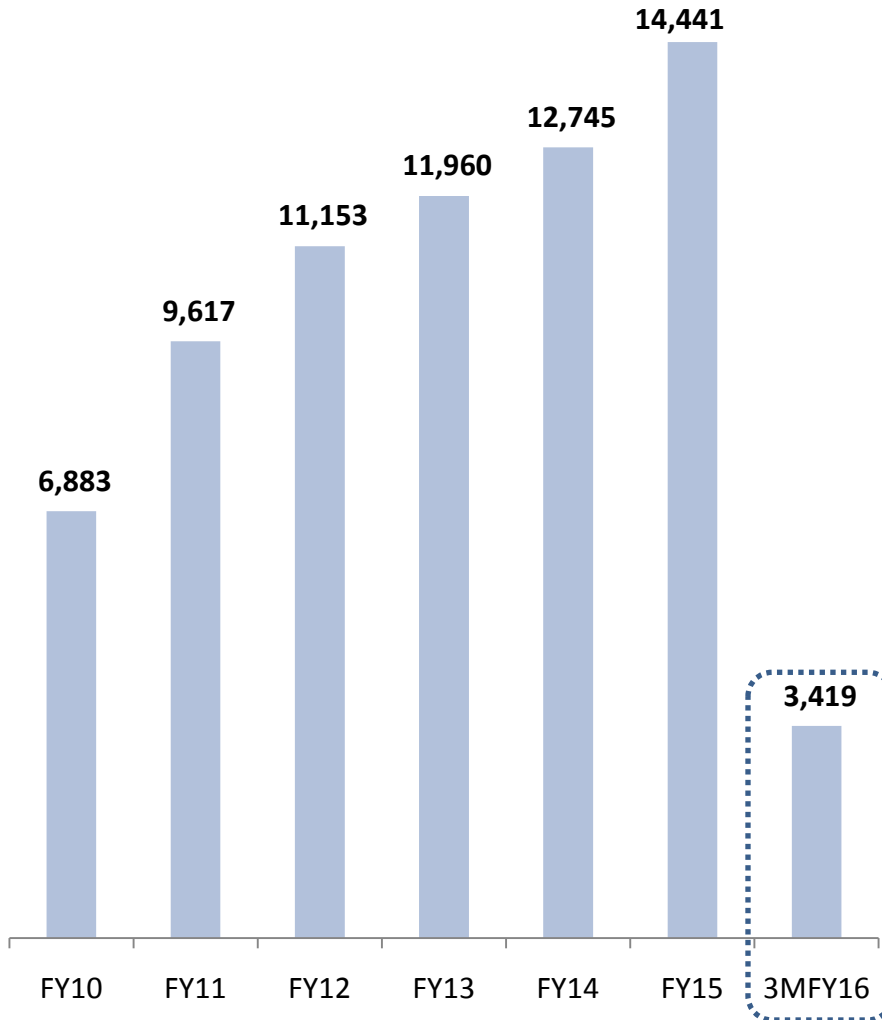
**Gas Shock Absorbers**

**Cartridges**

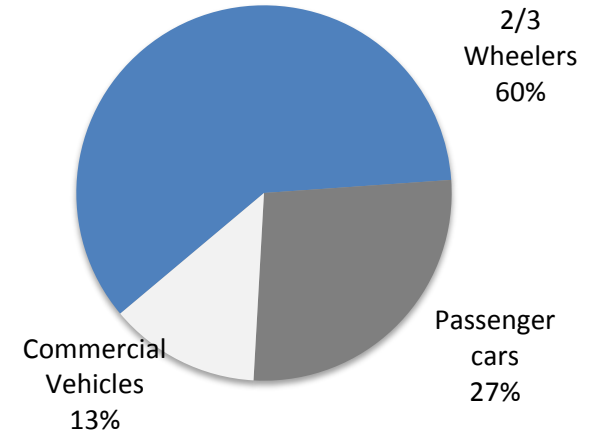
**Seat Dampers**

**AFTER MARKET ACROSS ALL SEGMENTS**

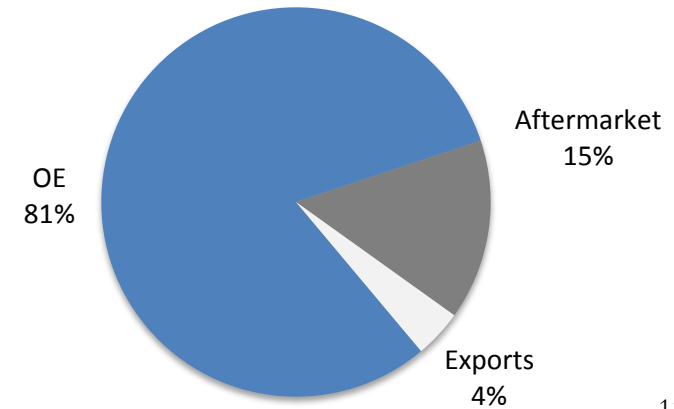
Sales (Rs. Mn)



Segment - Wise – 3MFY16



Channel - Wise - 3MFY16



# Strategic Manufacturing Footprint



**GABRIEL**

- » Ashok Leyland
- » Honda Cars
- » Honda Motorcycles
- » ICML
- » Maruti Suzuki
- » Suzuki Motorcycles

- » SML Isuzu
- » Tata Motors
- » TVS Motors
- » Yamaha India

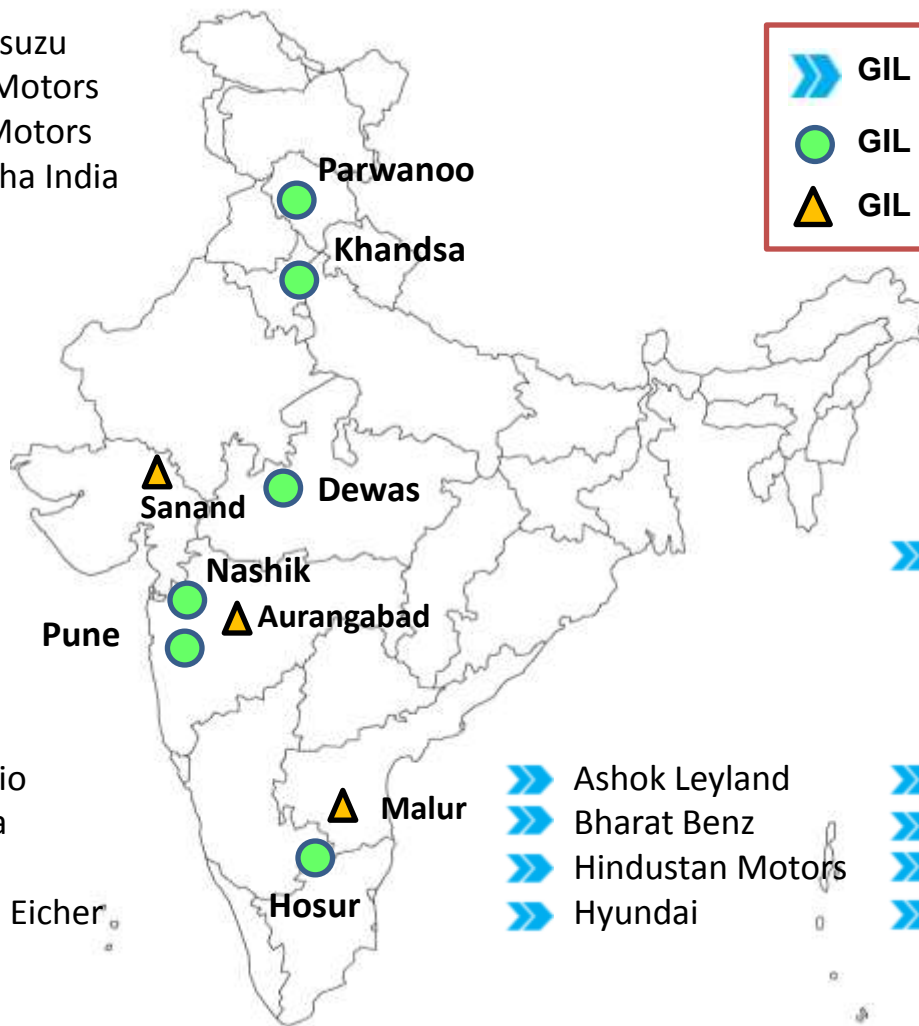
- » GIL Presence
- » GIL Plants
- » GIL Satellite Locations

- » AMW
- » GM
- » Tata Motors
- » Honda Motorcycles

- » Bajaj Auto
- » FIAT
- » Force Motors
- » GM
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

- » Piaggio
- » Skoda
- » VW
- » Volvo Eicher

- » Ashok Leyland
- » Bharat Benz
- » Hindustan Motors
- » Hyundai
- » Royal Enfield
- » Tata Motors
- » Toyota Kirloskar
- » TVS Motors



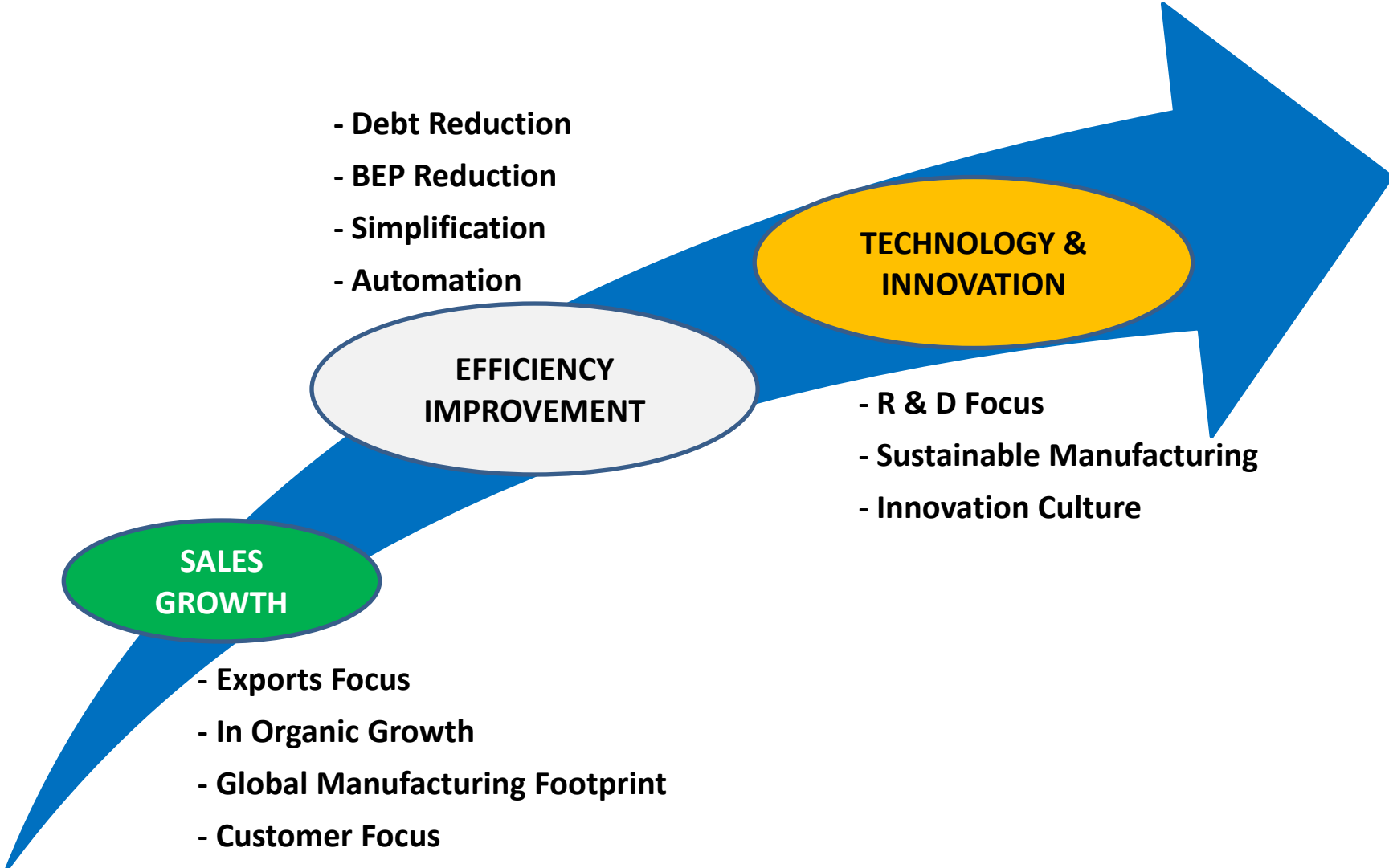
» Hindustan Motors

\* Map not to the scale



**Going Ahead**

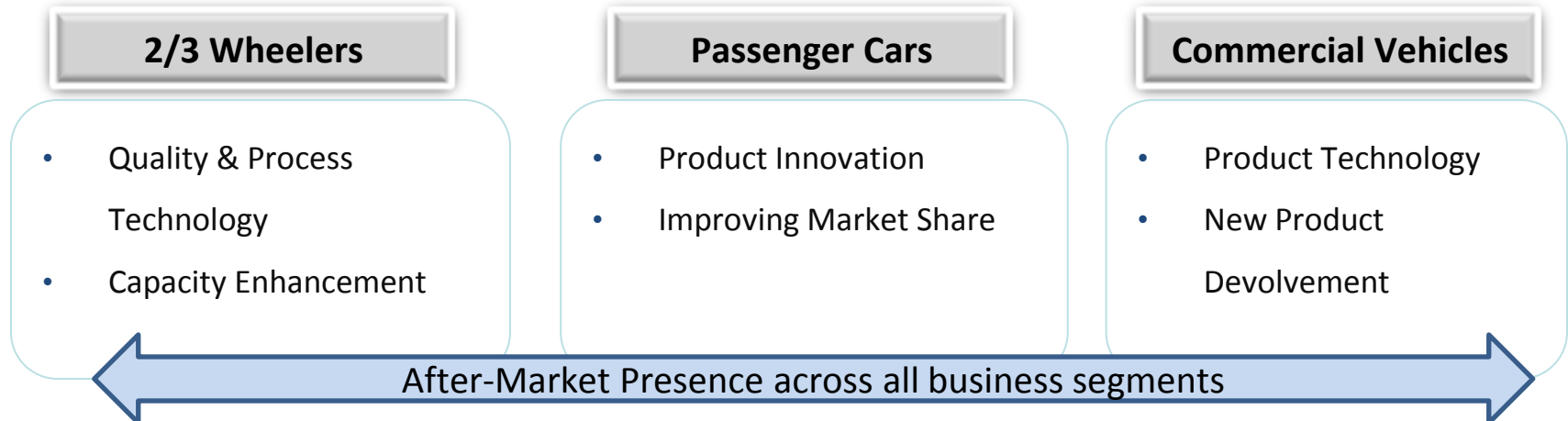
**Head Office, Pune, India**



## SBU Structure for focused approach

- Created Strategic Business Units for each automotive segment : 2Wheelers/ 3Wheelers, Passenger Cars & Commercial Vehicles / Railways and After-Market Channel
- To derive benefits in
  - Customer & Product Focus
  - Export Push
  - After market expansion

## Focus Area : SBU-wise



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