



Successful
Growth

Quality

Research
& Development

Customer
Relationships

Gabriel India Ltd

Result Update Presentation

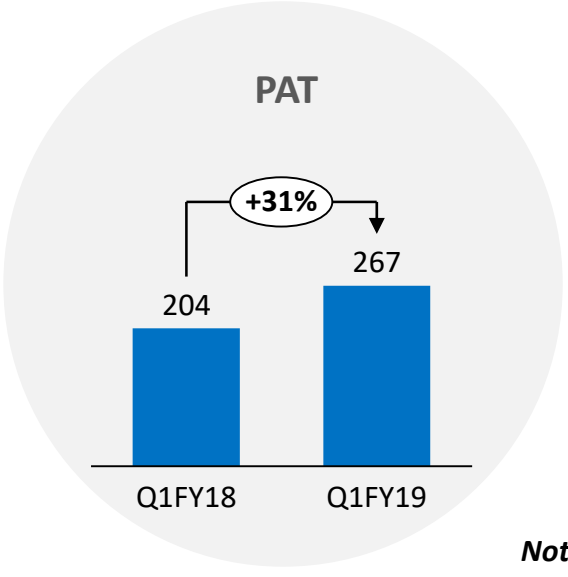
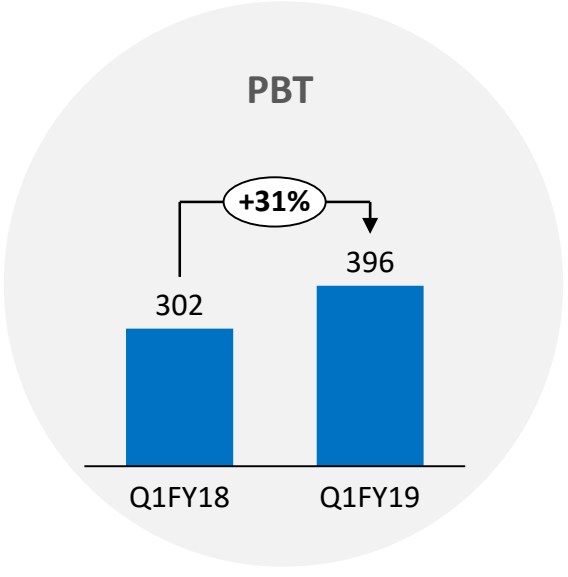
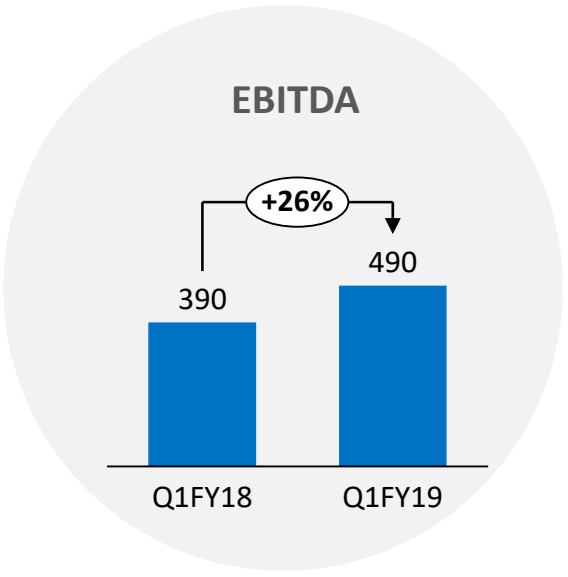
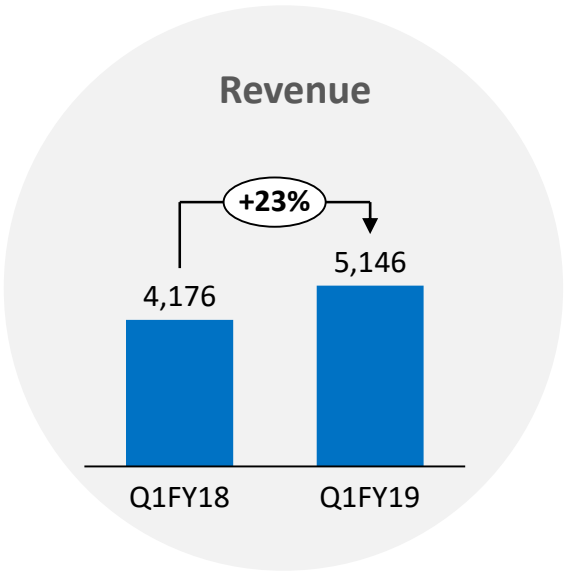
Q1FY19

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(Rs. Mn)
% on Y-o-Y basis



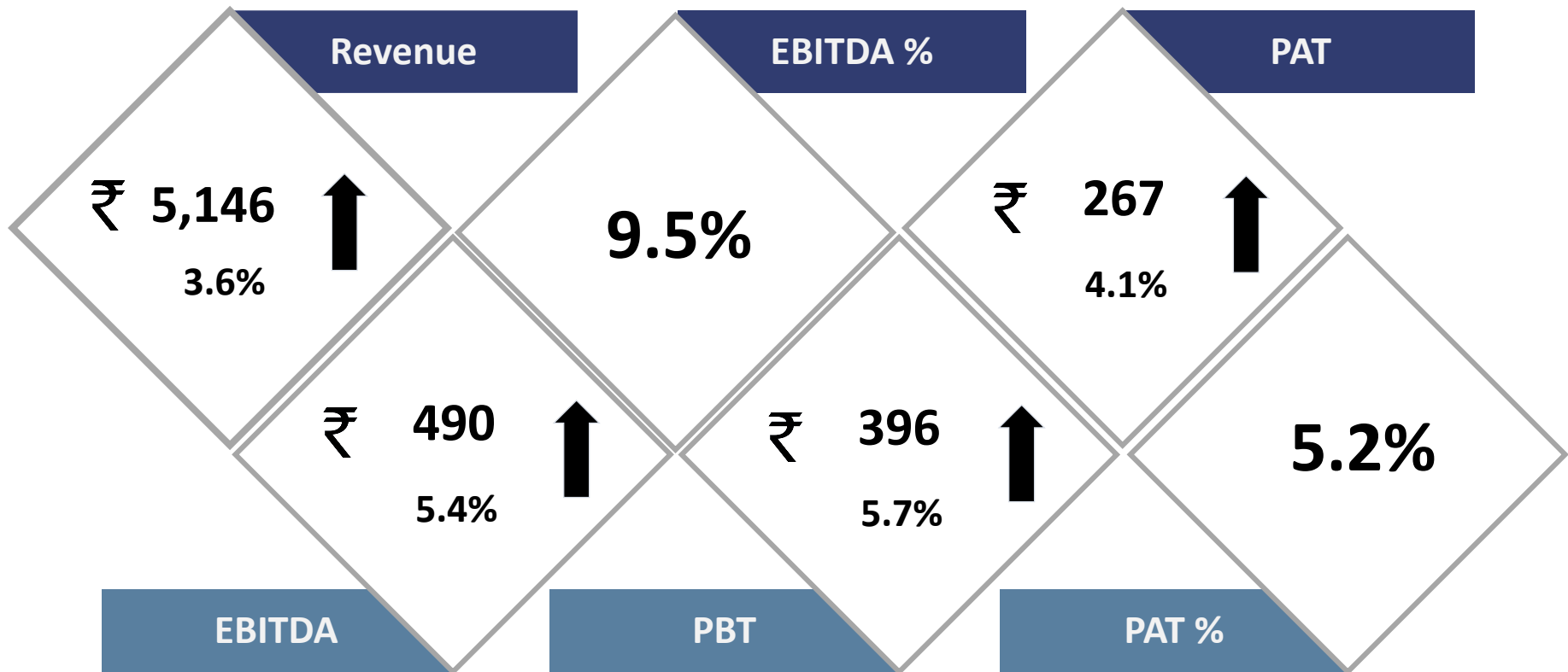
Key Highlights

Revenue: Revenue led by Higher Volumes across all the segments

PAT: Improved profitability due to control of expenses

Note: Q1FY19 compared with Q1FY18 as per INDAS

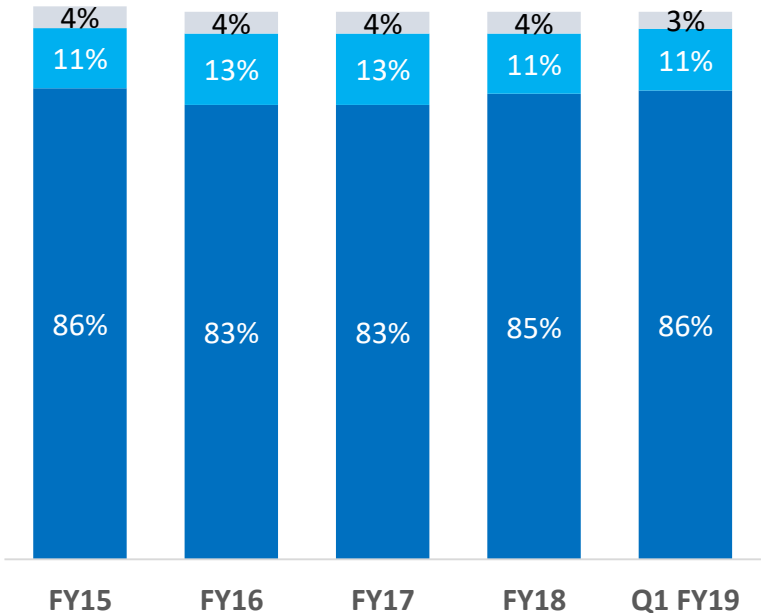
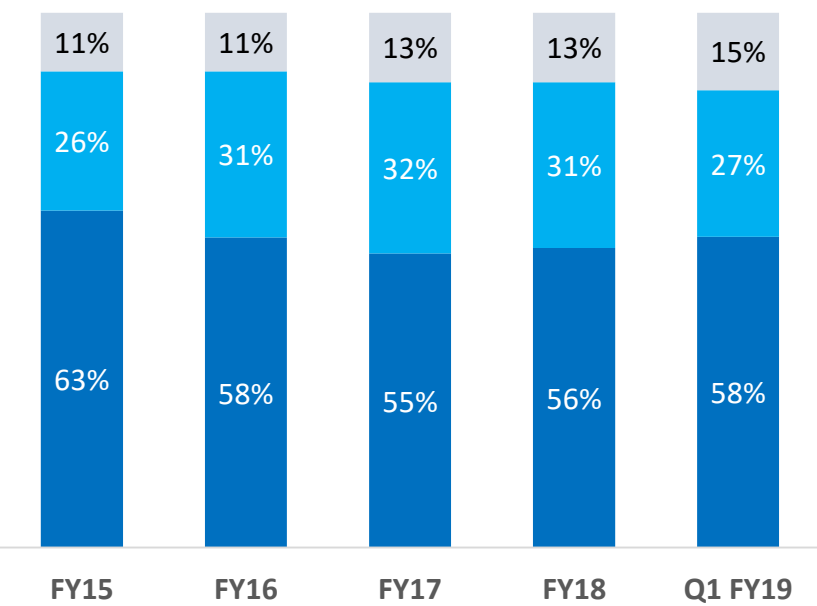
(Rs. Mn)
% on Q-o-Q basis



Note: Q1FY19 compared with Q4FY18 as per INDAS

Segment – Mix

Channel – Mix



- 2W/3W
- Passenger Vehicles
- Commercial Vehicles

- OE
- Replacement
- Export

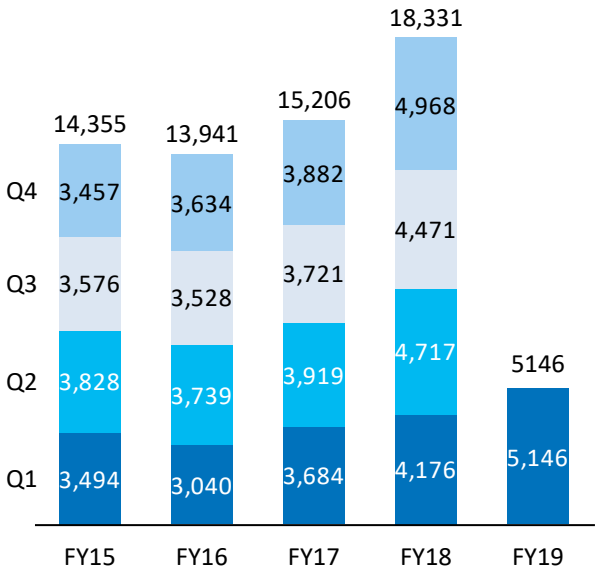
Note: FY17, FY18 & Q1FY19 data are as per INDAS

Rs. Mn	Q1FY19	% of Revenue	Q1FY18	% of Revenue	Y-o-Y%	Q4FY18	% of Revenue	Q-o-Q%	FY18	% of Revenue
Revenue (net of excise duty)	5,146	100.0%	4,176	100.0%	23.2%	4,968	100.0%	3.6%	18,331	100.0%
Raw Material	3,672	71.4%	2,976	71.3%		3,546	71.4%		13,106	71.5%
Employee Expenses	398	7.7%	317	7.6%		361	7.3%		1,377	7.5%
Other Expenses	586	11.4%	492	11.8%		596	12.0%		2,136	11.7%
EBITDA	490	9.5%	390	9.3%	25.6%	466	9.4%	5.4%	1,713	9.3%
Other Income	19	0.4%	16	0.4%		23	0.5%		71	0.4%
Interest	8	0.1%	7	0.2%		7	0.1%		29	0.2%
Depreciation	106	2.1%	96	2.3%		107	2.1%		383	2.1%
PBT	396	7.7%	302	7.2%	30.9%	374	7.5%	5.7%	1,372	7.5%
Exceptional Items						0				
PBT After Exceptional Items	396	7.7%	302	7.2%	30.9%	374	7.5%	5.7%	1,372	7.5%
Tax	128	2.5%	98	2.3%		117	2.4%		429	2.3%
PAT	267	5.2%	204	4.9%	30.9%	257	5.2%	4.1%	942	5.1%
Other Comprehensive Income	-27		13			13			38	
Total Comprehensive Income	241	4.7%	218	5.2%	10.5%	270	5.4%	-10.9%	981	5.4%
Cash PAT	373	7.3%	301	7.2%	24.1%	364	7.3%	2.6%	1,325	7.2%

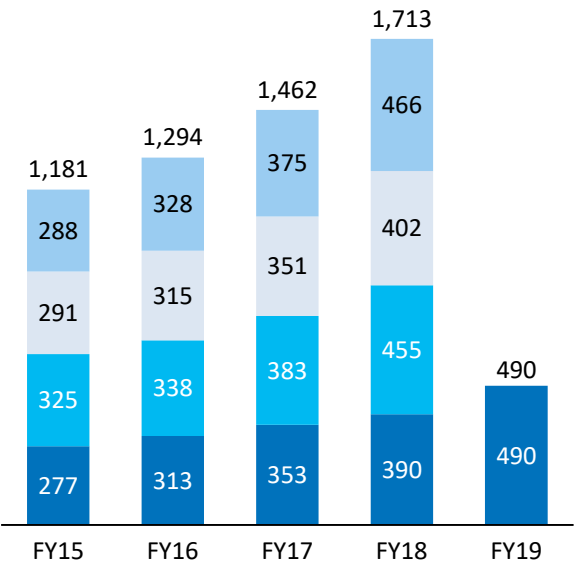
Data are as per INDAS

GABRIEL

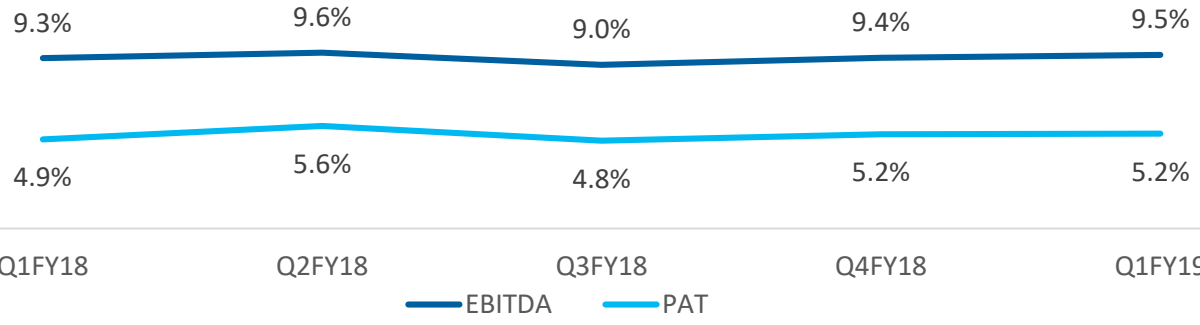
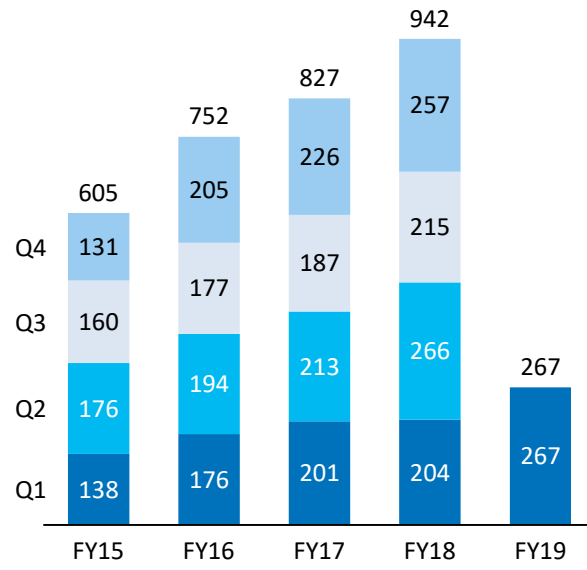
Revenue



EBITDA



PAT



Note: FY17, FY18 & Q1FY19 data are as per INDAS

(Rs.Mn)

Ranked among Top 100 Companies to work for in India (4th time in row) & best companies to work for in Auto Component Industry

- CRISIL Long term ratings :
- Long Term Rating : Improved from AA '-' to AA with Stable Outlook
 - Fixed Deposit Rating : Improved from FAA to FAA+ with Stable Outlook

Anand Management fee increased to 2% from 1.5 %, incorporated in Q1FY19 results

Won a Key business Y1K from Maruti Suzuki for Passenger Car Business Unit (PCBU)

New Assembly Facility Inaugurated at Hosur to serve TVS Motors



Gabriel India awarded with “Sustainability Award – Automotive and Farm Division” from Mahindra for our outstanding efforts in FY18



Gabriel Aurangabad Team won Gold Quality Award from Bajaj Auto for the third time in a row

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2018

Ranked among Top 100 Companies to work for in India (4th time in row) & best companies to work for in Auto Component Industry



2017

Ranked among Top 100 Companies to work for in India



2016

Gabriel India Ranked #3 in Auto Component Industry
Rank #70 among Top 100 Companies to work for in India



2015

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



2012

Gabriel India Ranked #3 in Auto Component Industry
Recognized among the Best Companies in its Industry

GABRIEL



Annual Vendor Meet – UDAAN 2018



Visit of Mr M. Shitara - Chairman & MD, India Yamaha Motors



'Certificate Of Appreciation' for Business Excellence through Learning & Development in BML Munjal Awards 2018 by Hero Enterprise

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VW Ameo Cup 2018

Way of Life!

GEAR UP FOR SEASON 4

JKTYRE
Presents

Team SUZUKI
GIXXER CUP

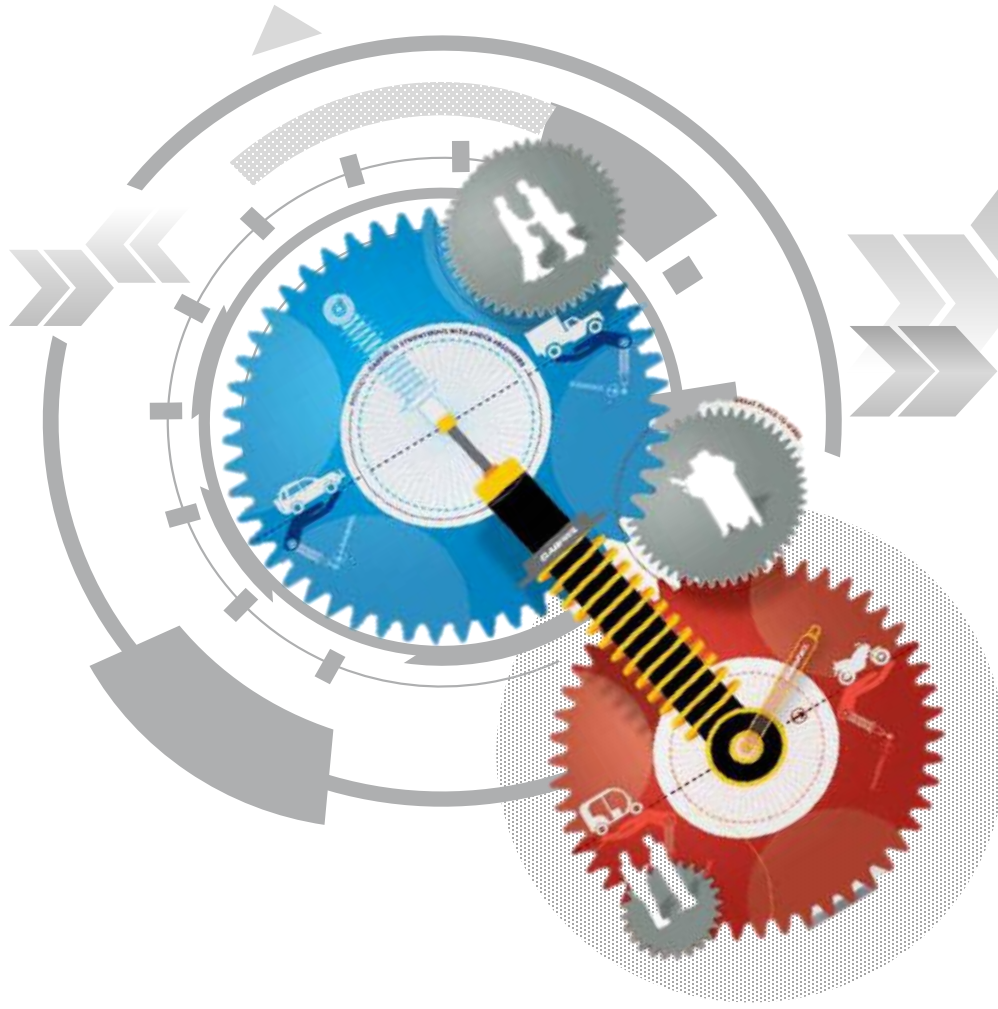
ROAD TO
RealBall
MOTUL
Rookies Cup
R
ROOKIES CUP

Scan here for more details

JULY '18 6 th - 8 th	AUG-SEP '18 31 st - 2 nd	OCTOBER '18 12 th - 14 th	NOVEMBER '18 16 th - 18 th
Kari Motor Speedway, Coimbatore	Kari Motor Speedway, Coimbatore	Kari Motor Speedway, Coimbatore	Buddh International Circuit, Greater Noida

Rite safe. Wear a helmet. | www.suzukigixxercup.in | www.suzukimotorcycle.co.in

Suzuki Gixxer Cup 2018



Business Overview

GABRIEL

Experienced
& Professional Management



Incorporated
The company, Gabriel India, in 1961

Pioneers
of Shock Absorber manufacturing in India



Innovation

Strong R&D with over 58 patents filed in
Products & Processes



Only Player Present in all Segment
2/3 Wheelers, Passenger Cars and Commercial
Vehicles with diversified OEM Base



Strategically Located

Strong manufacturing Capabilities built
across India



Significant Presence in all channels of sales
OE, Aftermarket and Exports



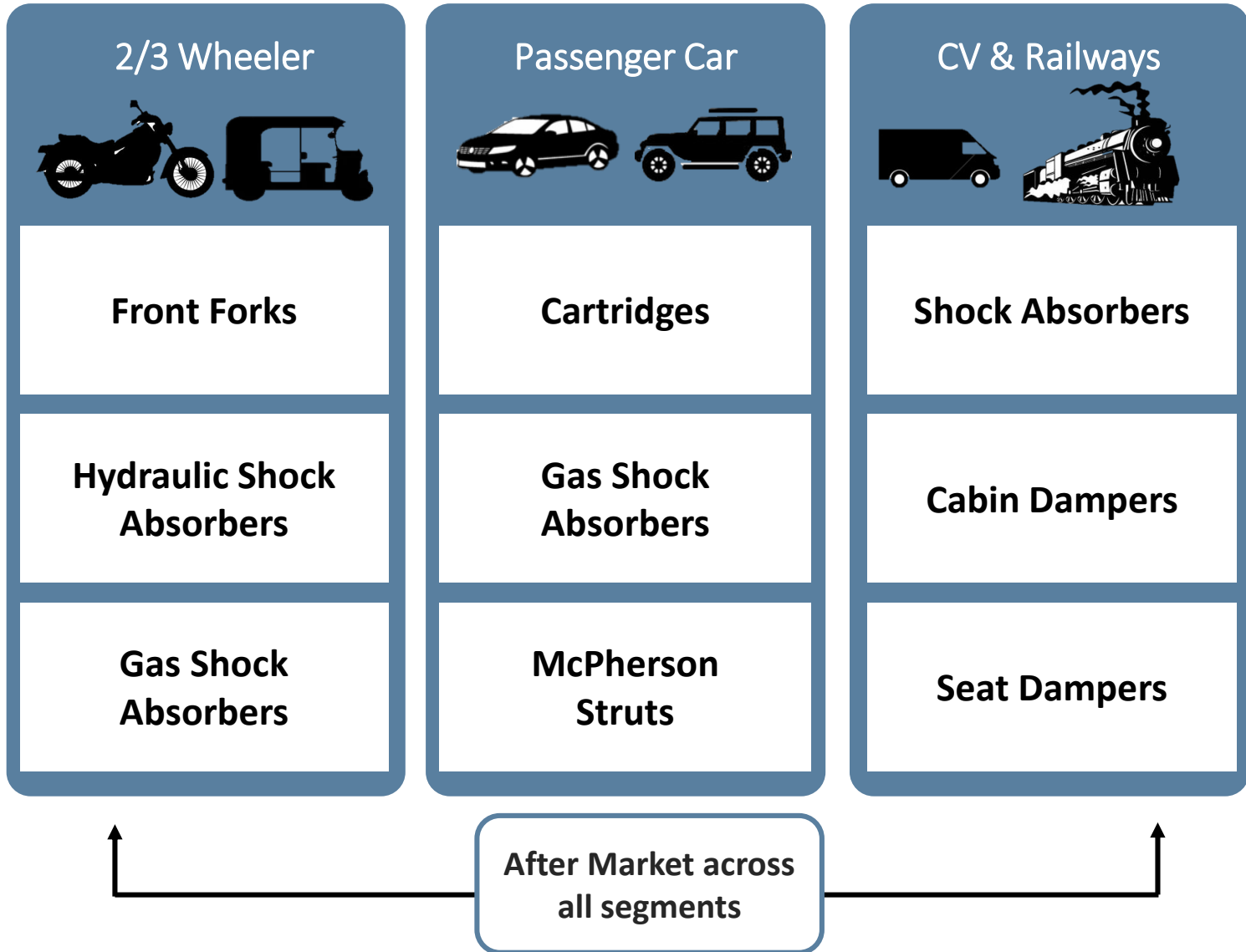
Received the "Golden Peacock
Eco Innovation Award" in the
year 2012

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

Ranked as a "Great Place to Work"
in Auto Component Industry for
last four years consistently



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GABRIEL

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

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

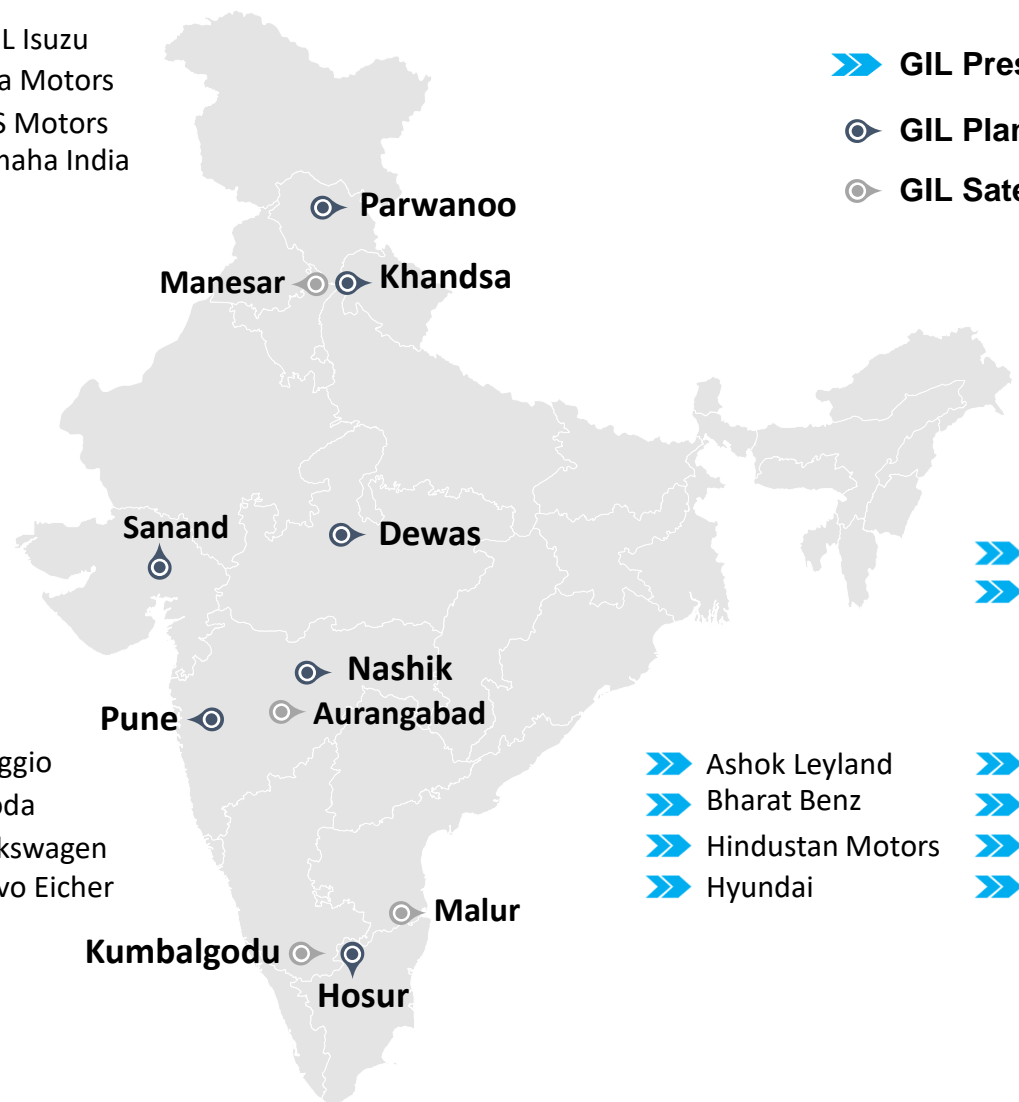
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

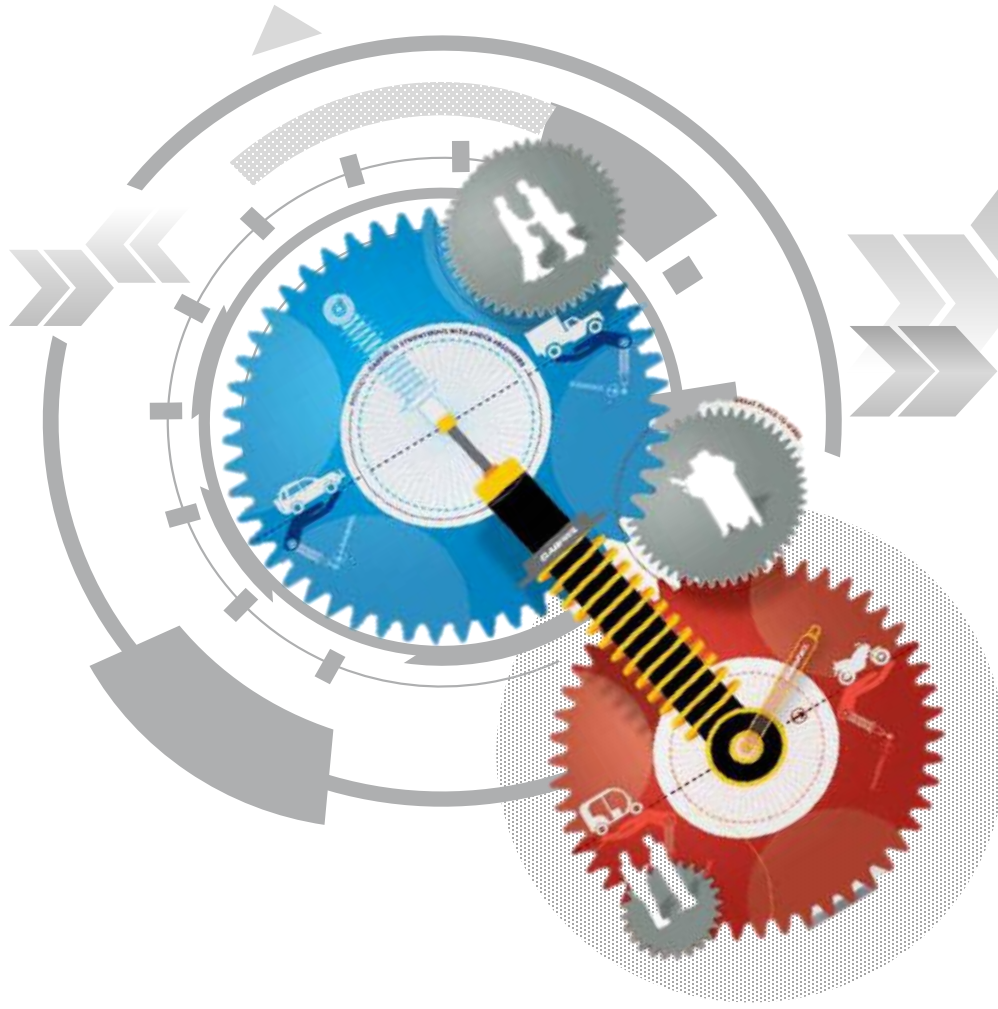
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

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

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

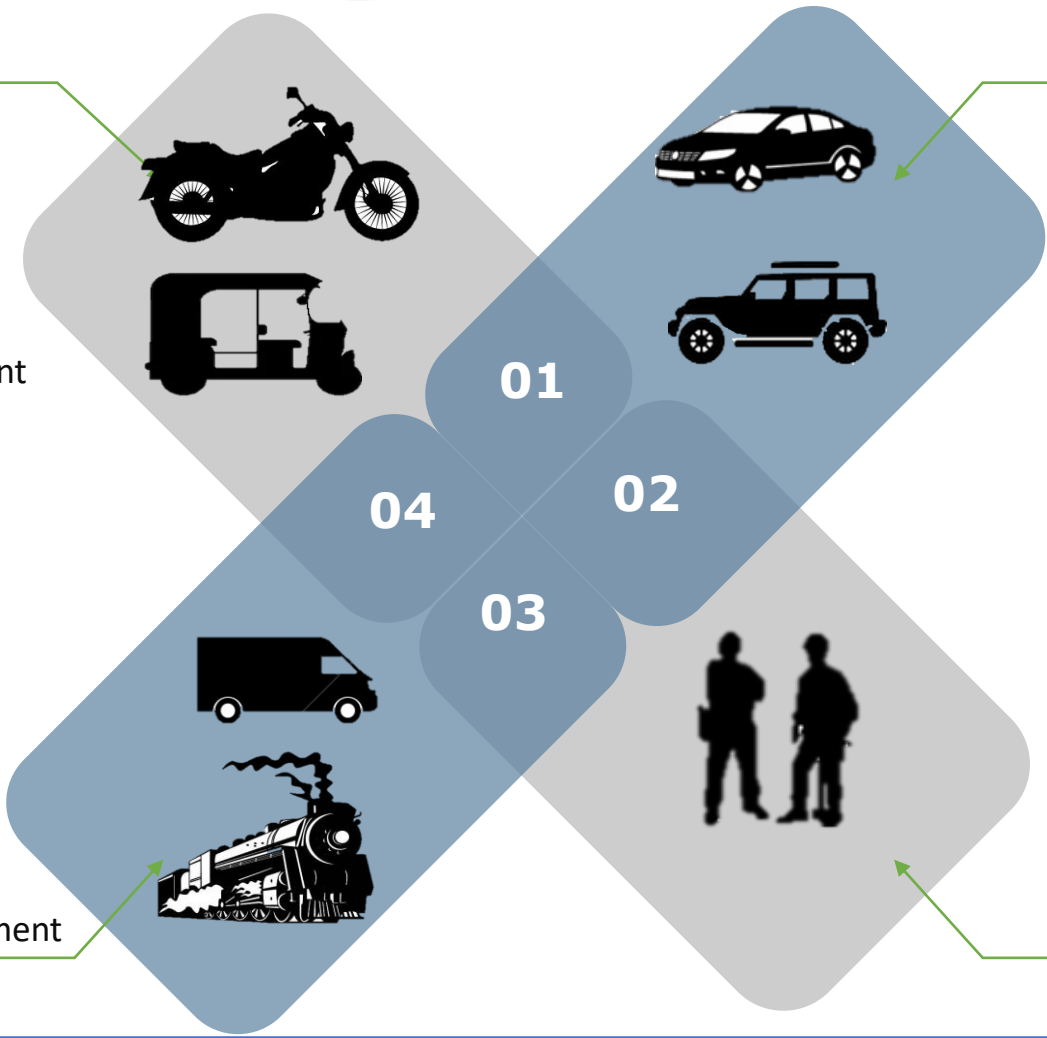


*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Strategy Going Ahead

GABRIEL



2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement

Passenger Car

- Product Innovation
- Improving Market Share

CV & Railways

- Product Technology
- New Product Devolvement

Aftermarket

- Product Development
- Expanding Reach

**To derive benefits from Customer & Product Focus,
Export Push and After market expansion**

GABRIEL

2/3 Wheeler



TVS 

BAJAJ 

HONDA 

SUZUKI 

genZe
by Mahindra

PIAGGIO
VEHICLES PVT. LTD.

YAMAHA 

ROYAL ENFIELD

Mahindra 

Passenger Car



MARUTI SUZUKI 

Way of Life!

Ford 

TATA 

TOYOTA
Quality Revolution 

RENAULT 

GM 

Mahindra 

HYUNDAI 

HONDA
The Power of Dreams

CV & Railways



TATA 

Mahindra 

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

ISUZU 

MAN 

INDIAN RAILWAYS 

FORCE MOTORS 

ASHOK LEYLAND 

DAIMLER



- Debt Reduction
- Break Even Point (BEP) Reduction
- Simplification of Parts
- Automation

- Exports Focus
- Inorganic Growth
- Global Manufacturing Footprint
- Customer Focus

- Improvement in quality
- R & D Focus
- Sustainable Manufacturing
- Innovation Culture

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