



Successful
Growth

Quality

Research
& Development

Customer
Relationships

Gabriel India Ltd

Result Update Presentation

Q1FY20

This presentation and the accompanying slides (the “**Presentation**”), **has been prepared by Gabriel India Limited (the “Company”), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.**

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

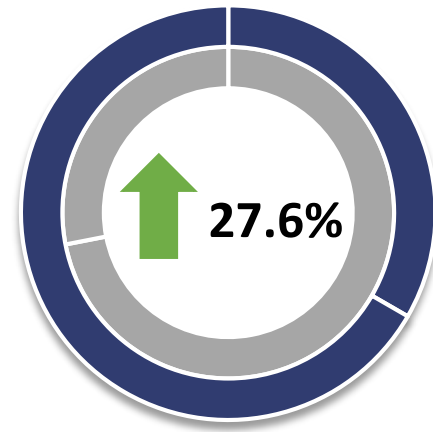
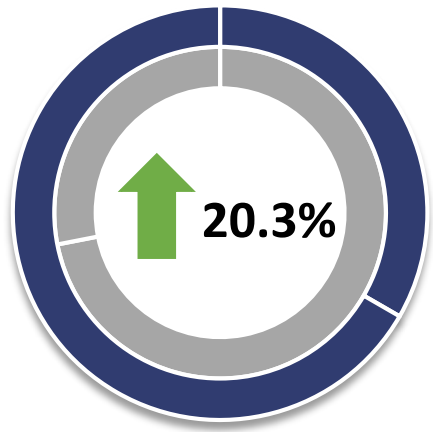
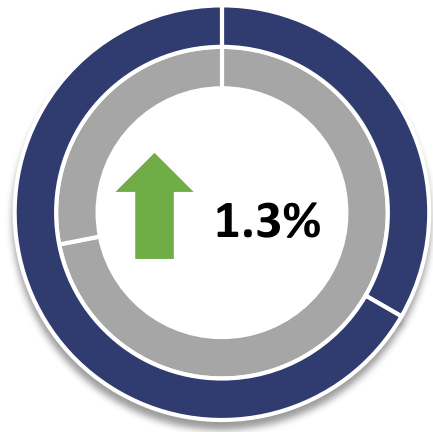
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancillary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

on Q-o-Q basis

Revenue

EBITDA

PAT



5,171

412

221

Rs. Mn

Rs. Mn

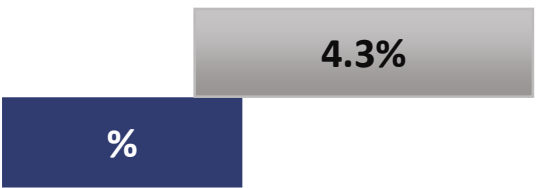
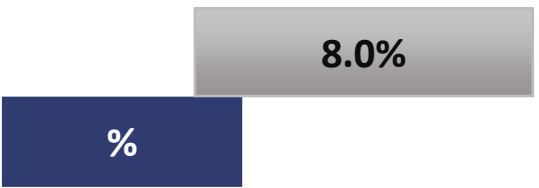
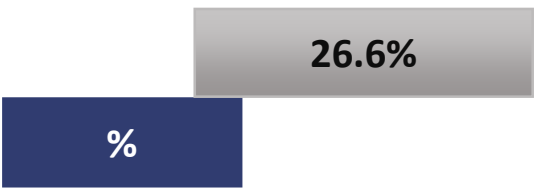
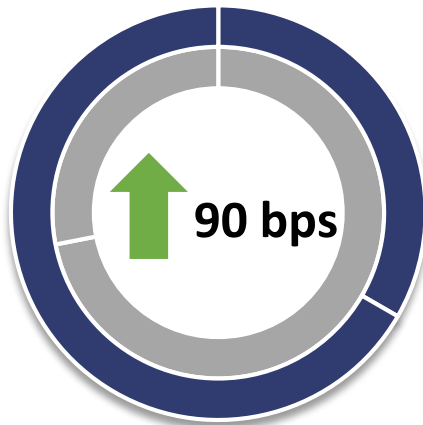
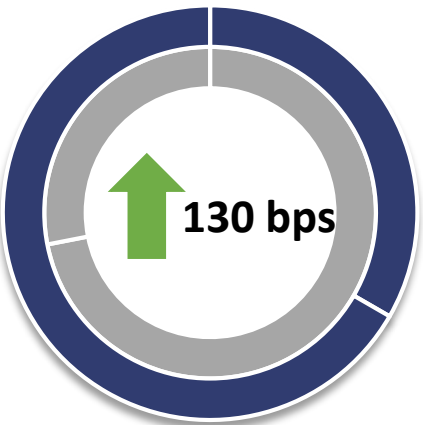
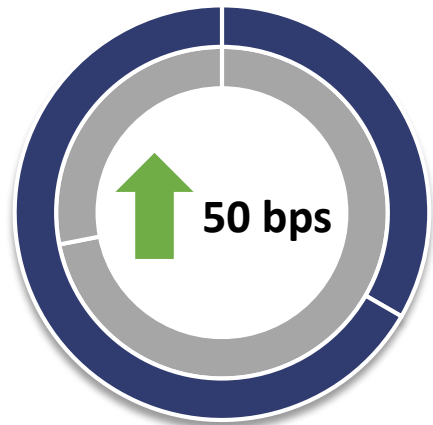
Rs. Mn

on Q-o-Q basis

Gross Profit

EBITDA

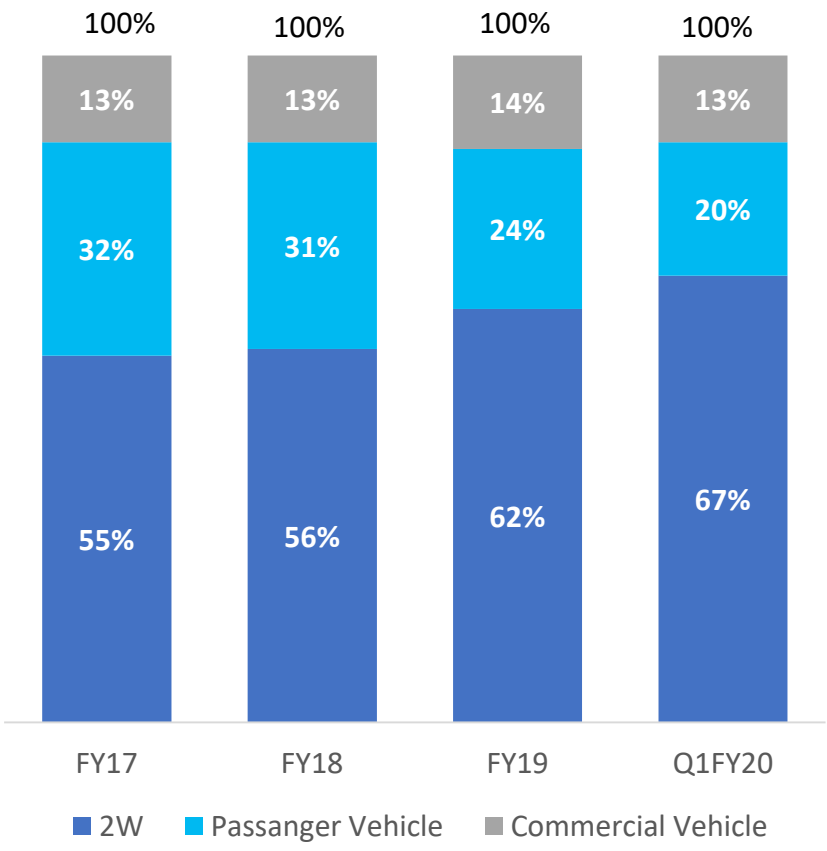
PAT



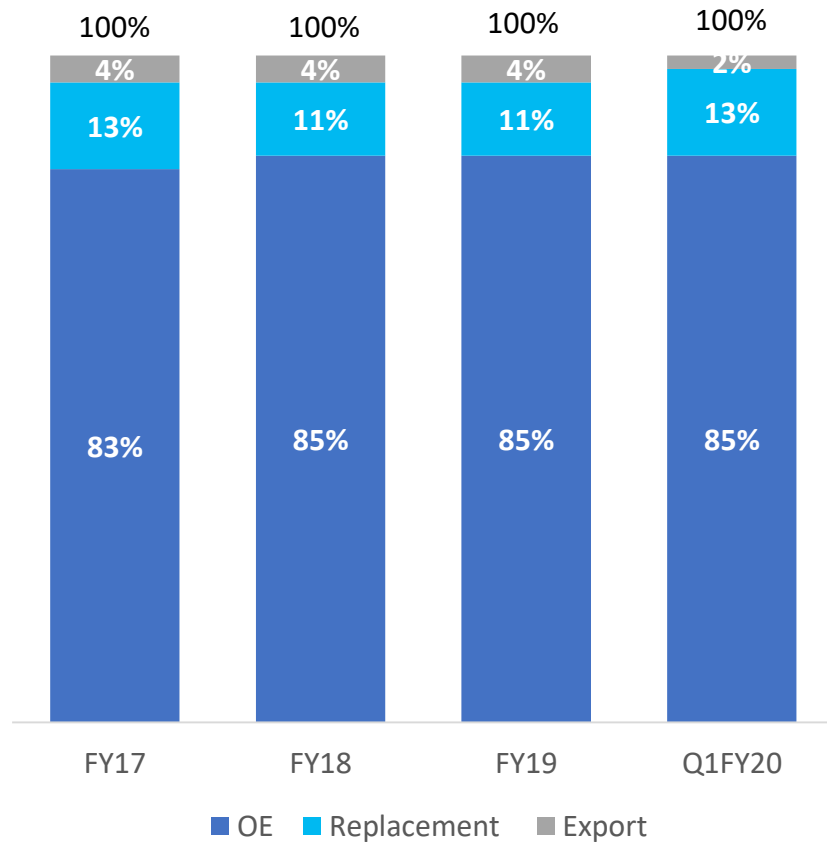
Rs. Mn	Q1FY20	% of Revenue	Q1FY19	% of Revenue	YoY%	Q4FY19	% of Revenue	QoQ%	FY19	% of Revenue
Revenue from Operations	5,171	100.0%	5,146	100.0%	0.5%	5,103	100.0%	1.3%	20,765	100.0%
Raw Material	3,796	73.4%	3,672	71.4%		3,774	73.9%		15,070	72.6%
Employee Expenses	404	7.8%	398	7.7%		374	7.3%		1,540	7.4%
Other Expenses	558	10.8%	586	11.4%		612	12.0%		2,376	11.4%
EBITDA	412	8.0%	490	9.5%	-15.8%	343	6.7%	20.3%	1,778	8.6%
Other Income	17	0.3%	19	0.4%		27	0.5%		92	0.4%
Interest	8	0.1%	8	0.1%		8	0.2%		29	0.1%
Depreciation	105	2.0%	106	2.1%		105	2.0%		411	2.0%
PBT	318	6.1%	395	7.7%	-19.7%	257	5.0%	23.4%	1,431	6.9%
Tax	97	1.9%	128	2.5%		84	1.7%		481	2.3%
PAT	221	4.3%	267	5.2%	-17.4%	173	3.4%	27.6%	950	4.6%
Other Comprehensive Income	-14		-27			4			-48	
Total Comprehensive Income	207	4.0%	240	4.7%	-14.0%	177	3.5%	16.8%	902	4.3%
Cash PAT	325	6.3%	373	7.2%	-12.7%	278	5.4%	17.3%	1,360	6.6%

GABRIEL

Segment – Mix



Channel – Mix

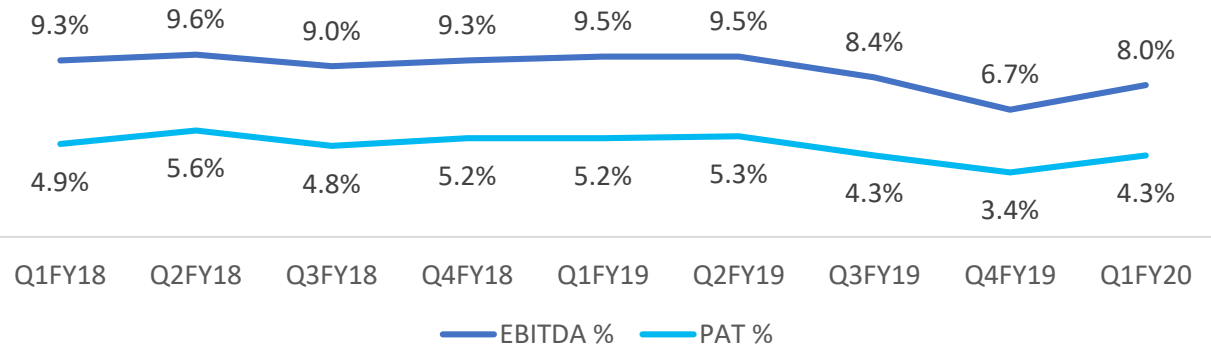
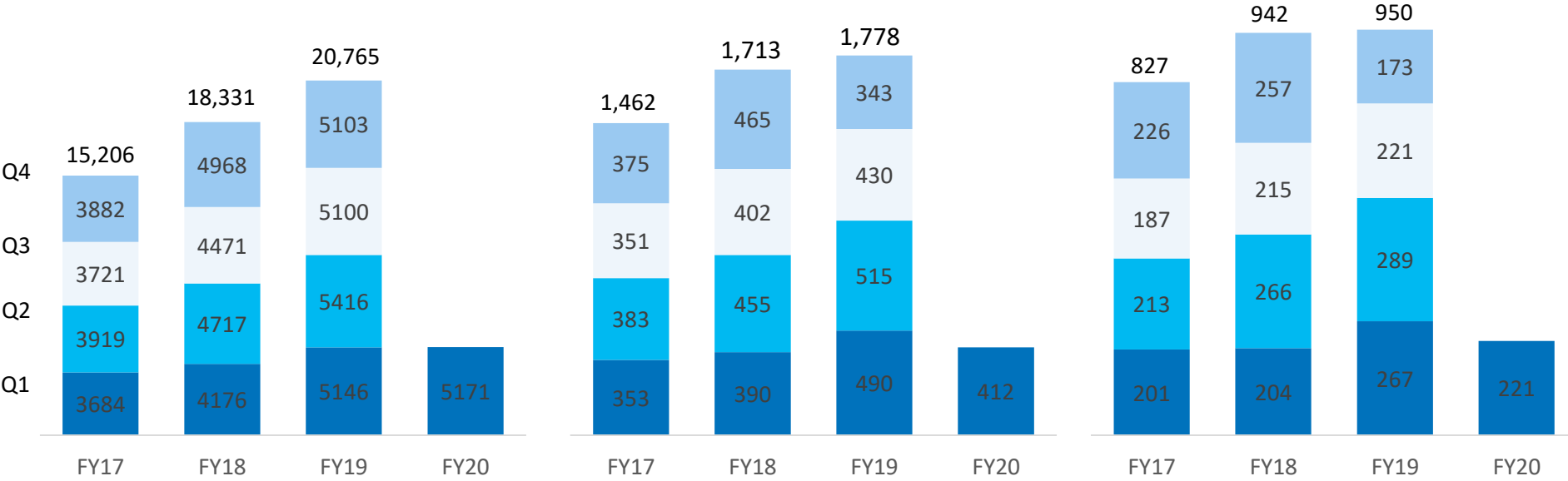


GABRIEL

Revenue

EBITDA

PAT



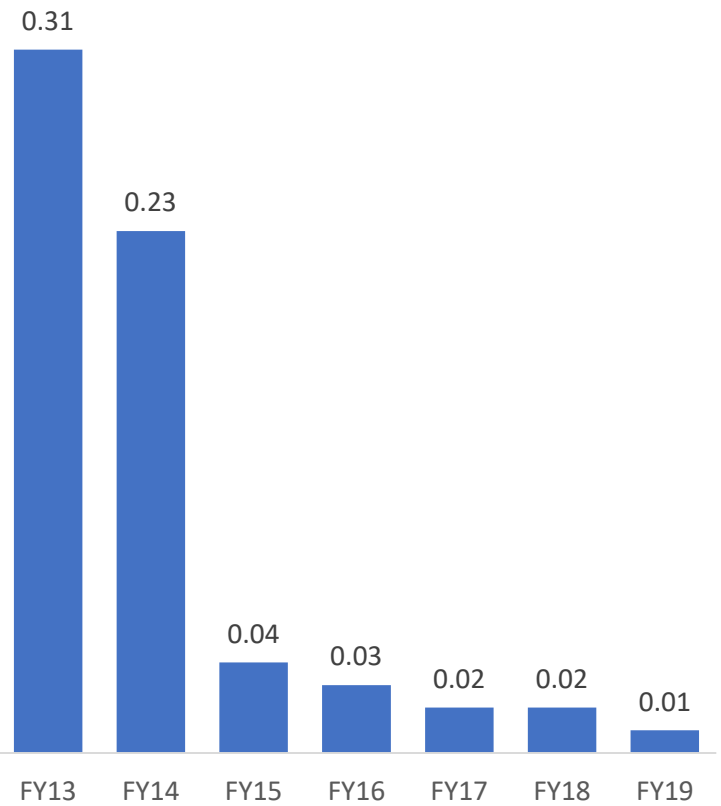
(Rs.Mn)

ASSETS (Rs. Mn.)	Mar-19	Mar-18	EQUITY AND LIABILITIES (Rs. Mn.)	Mar-19	Mar-18
Non-current assets	3,969	3,417	EQUITY	5,900	5,249
Property, Plant and Equipment	2,955	2,926	Equity Share Capital	144	144
Capital work-in-progress	538	78	Other Equity	5,756	5,105
Investment Property	22	23	Non-Current Liabilities	435	388
Intangible Assets	30	38	Financial Liabilities		
Financial Assets			Borrowings	70	72
Investments	0	0	Provisions	125	117
Loans	14	15	Deferred tax liabilities (net)	191	198
Others	74	163	Other non current liabilities	49	-
Non-Current Tax Assets (net)	279	120	Current liabilities	3,356	3,393
Other non-current assets	58	53	Financial Liabilities		
Current assets	5,722	5,613	Trade Payables	2,610	2,650
Inventories	1,653	1,491	Other Financial Liabilities	502	460
Financial Assets			Other current liabilities	81	121
Investments	468	623	Provisions	163	161
Trade receivables	2,843	2,792	TOTAL EQUITY AND LIABILITIES	9,692	9,030
Cash and cash equivalents	48	180			
Other bank balances	438	220			
Loans	4	4			
Others	32	83			
Other Current Assets	236	221			
TOTAL ASSETS	9,692	9,030			

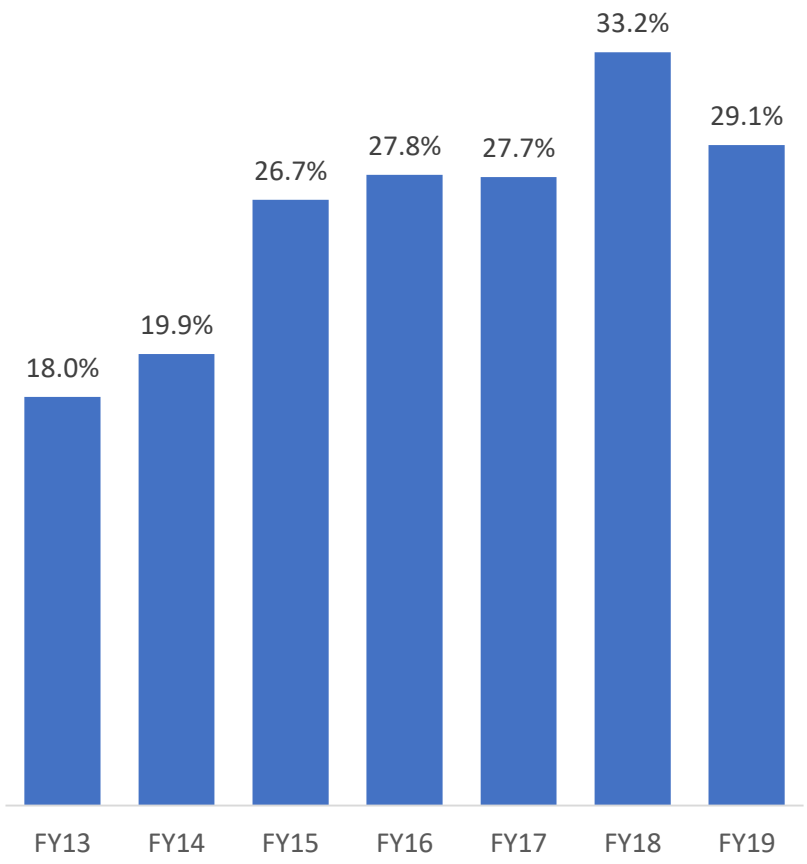
Liquid Investments as on 31st March 2019 at Rs.880 Mil

GABRIEL

D:E Ratio (x)



ROIC* (%)



* Invested capital excluding Cash & Bank balances, Mutual Fund investments and returns thereon

GABRIEL

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



GABRIEL



India's Best Companies to Work for – 5th time in a row (Rank-90)



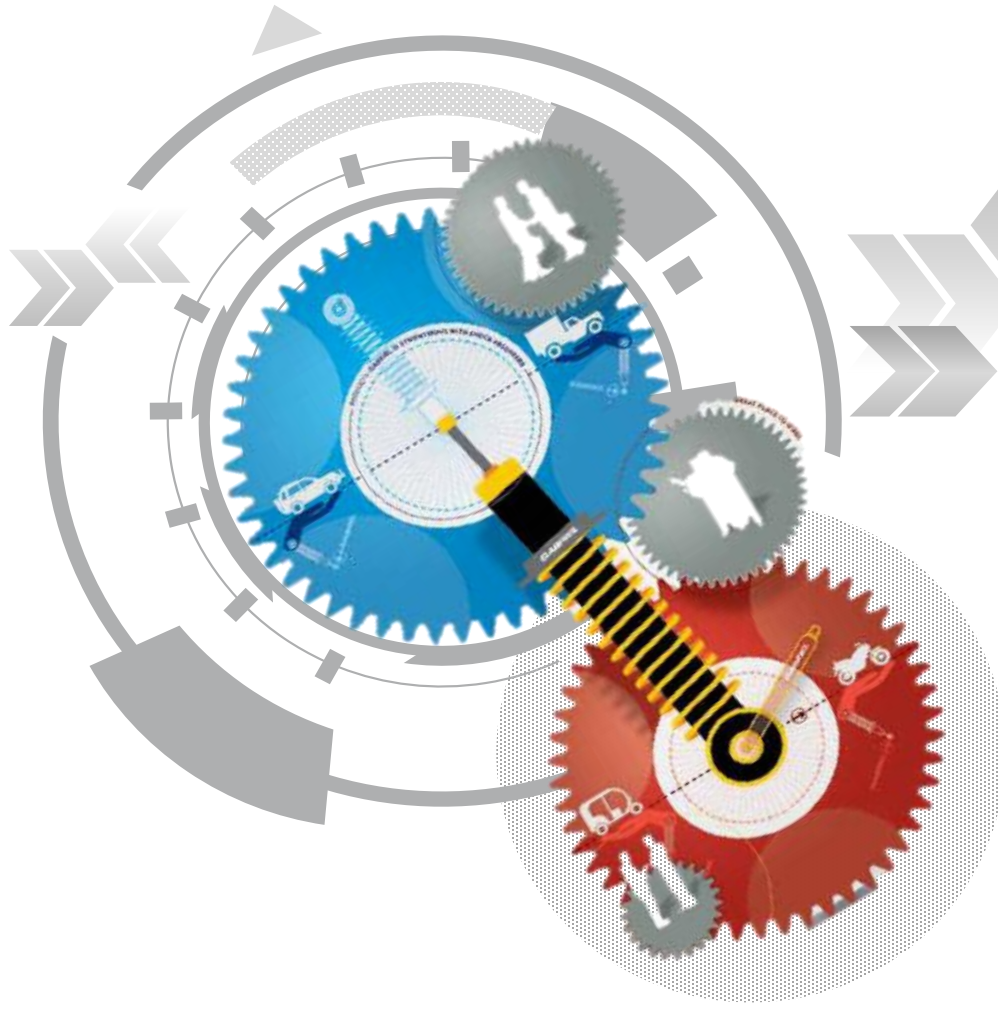
Award from Toyota Kirloskar for Best Environment Promotion Supplier – Pune Region



Best Support for Vehicle Off-Road by Tata Motors, CVBU



Cost Reduction Award from Suzuki Motorcycles



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 75 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



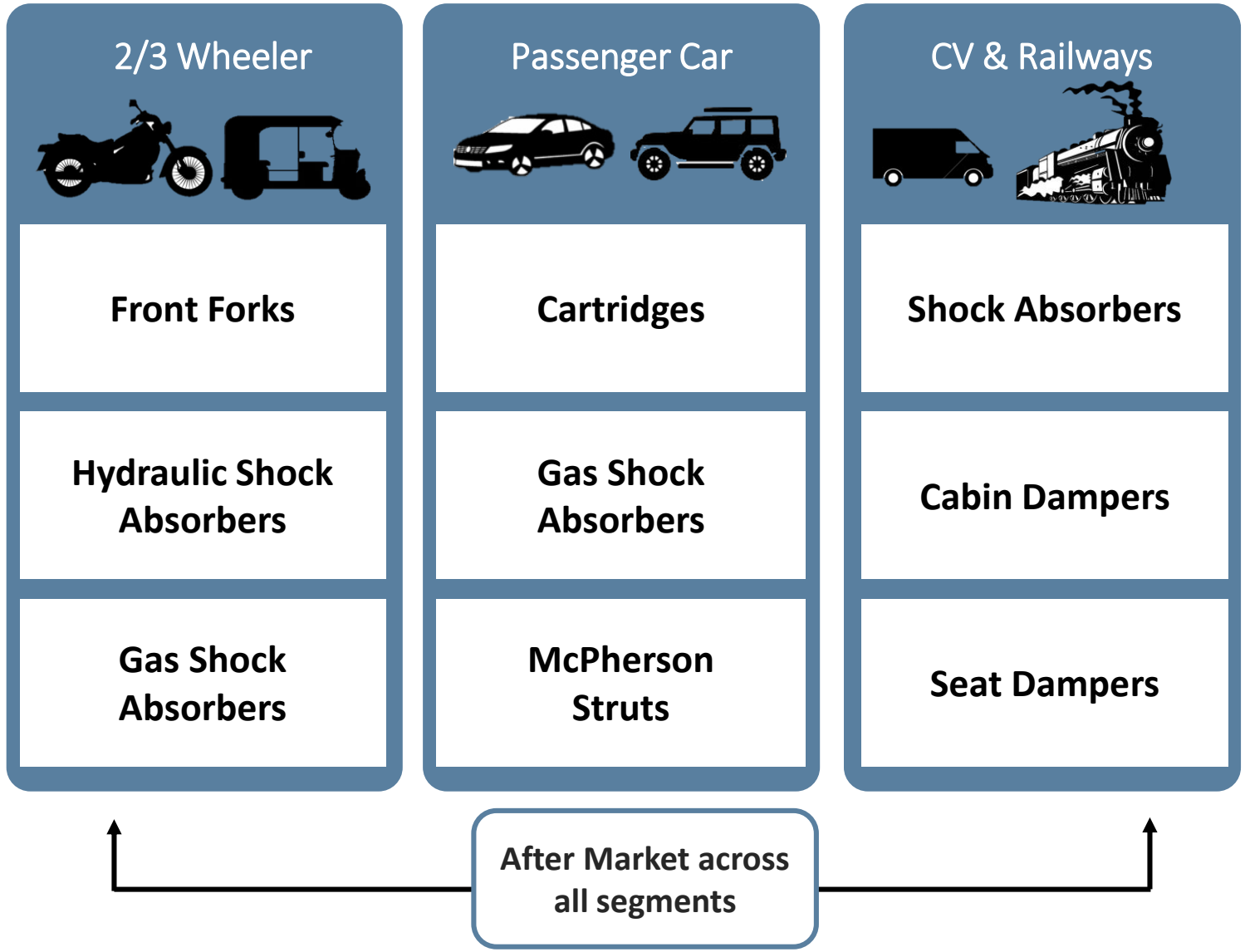
Received the "Golden Peacock
Eco Innovation Award" in the
year 2012

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

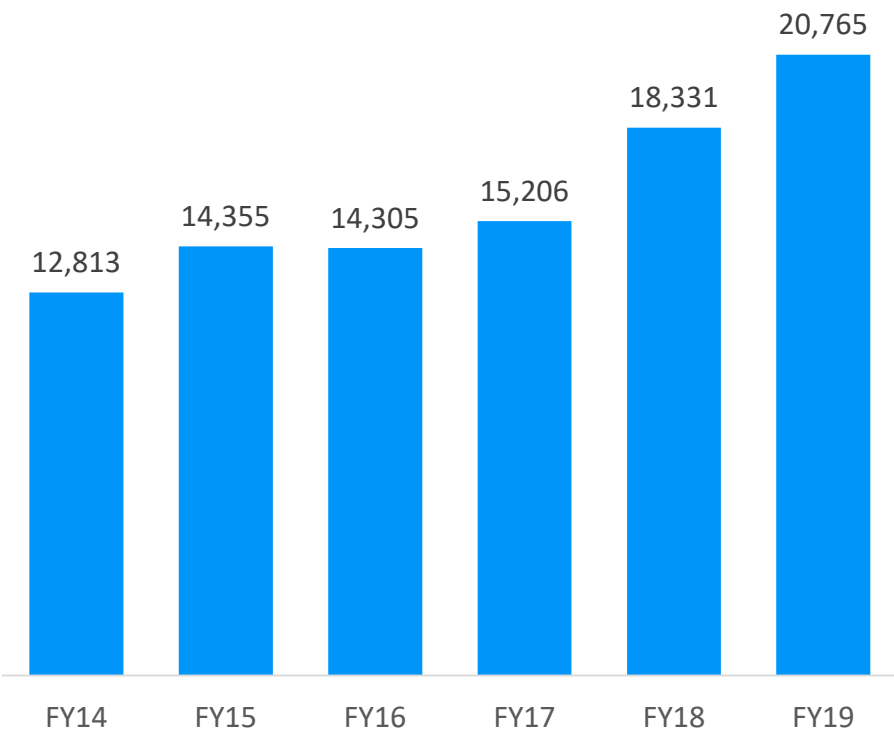
Ranked as a "Great Place to Work"
in Auto Component Industry for
last four years consistently



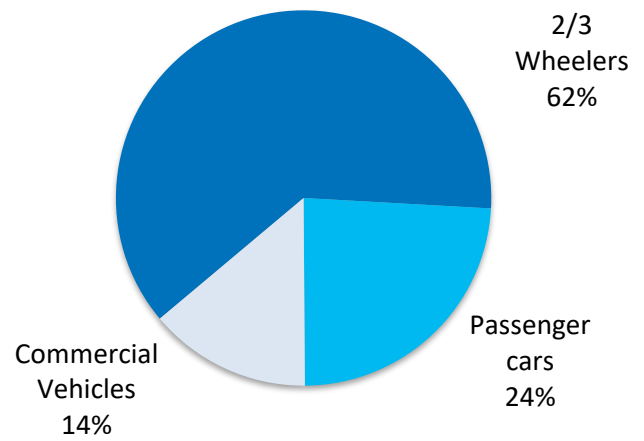
GABRIEL



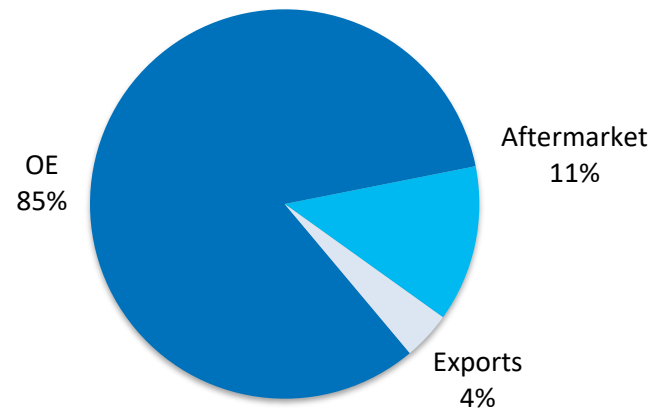
Revenue (Rs. Mn)



Segment Mix: FY19



Channel Mix: FY19



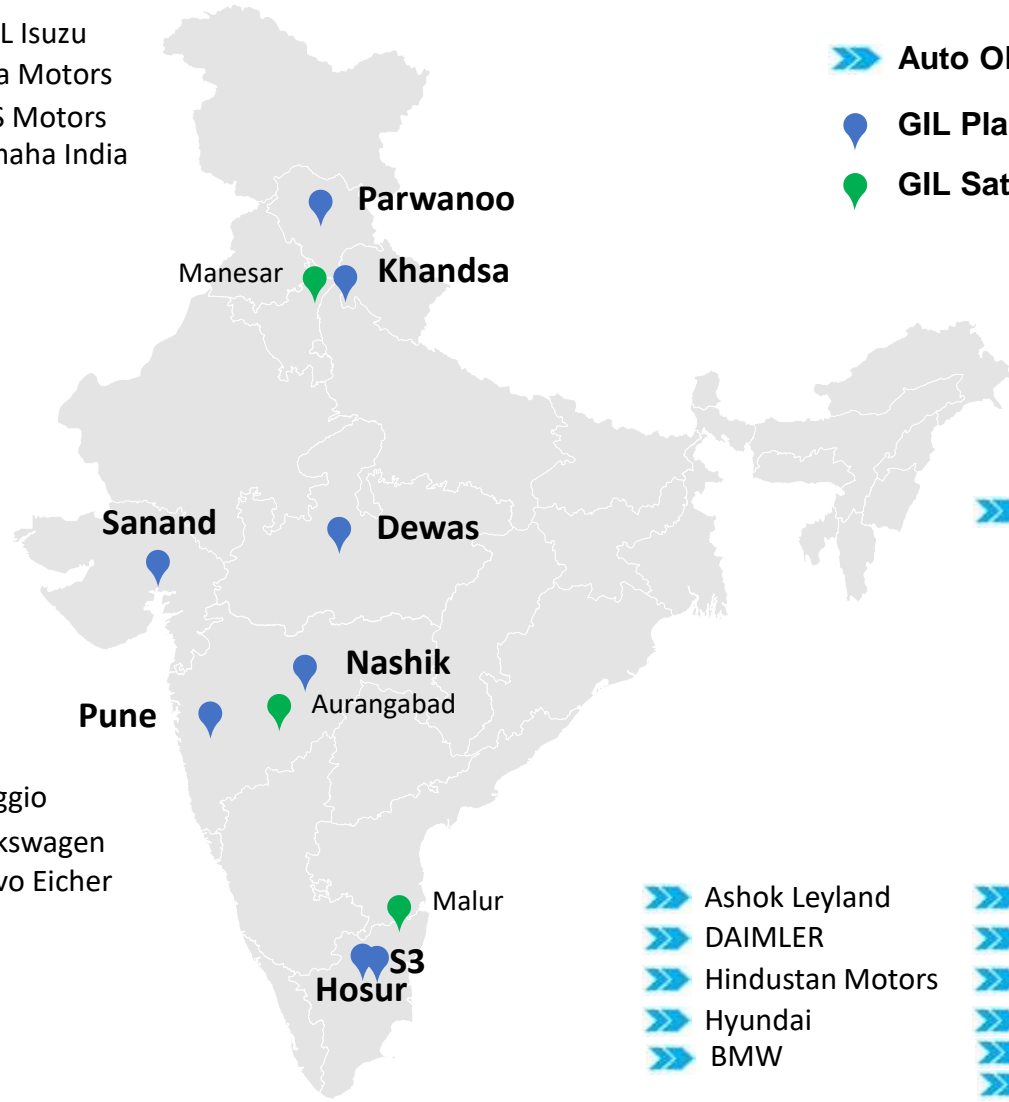
Note: FY17, FY18 & FY19 data are as per INDAS

GABRIEL

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

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

- » Auto OEMs
- » GIL Plants
- » GIL Satellite Locations



- » Hero MotoCorp
- » MG Motors
- » Tata Motors
- » Honda Motorcycles
- » Suzuki Motors
- » Ford Motors

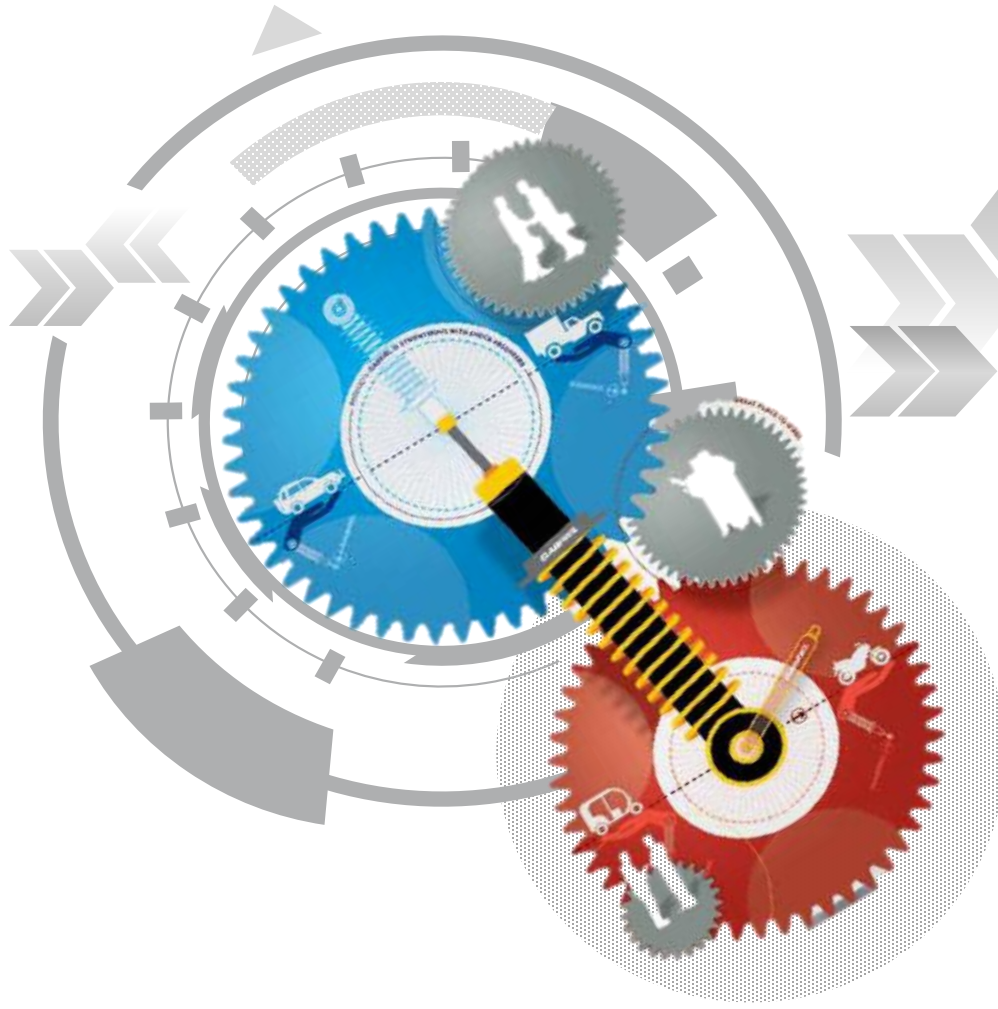
» Tata Motors

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

- » Piaggio
- » Volkswagen
- » Volvo Eicher

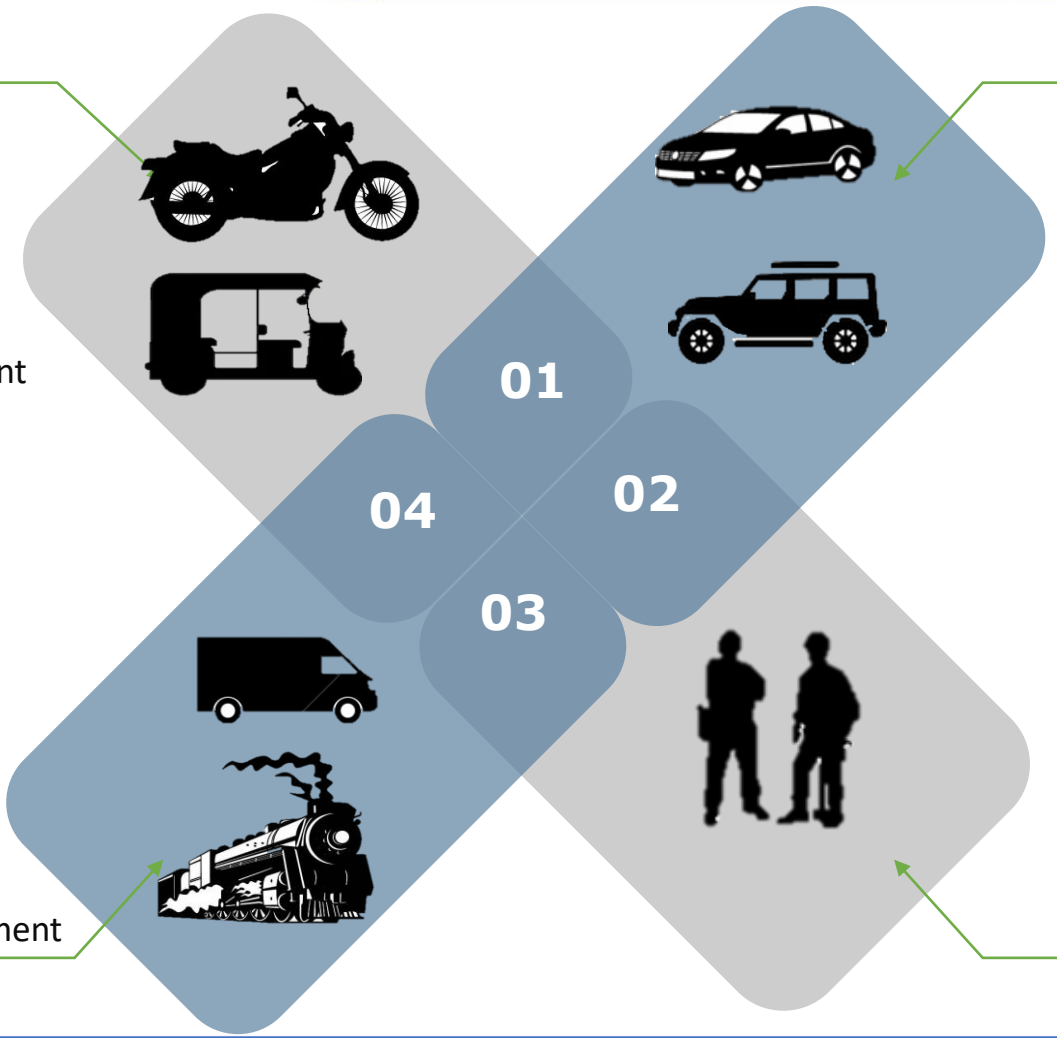
- » Ashok Leyland
- » DAIMLER
- » Hindustan Motors
- » Hyundai
- » BMW
- » Royal Enfield
- » Tata Motors
- » Toyota Kirloskar
- » TVS Motors
- » KIA Motors
- » Honda Motorcycles

*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

YAMAHA

HONDA

ROYAL ENFIELD

SUZUKI

Mahindra

PIAGGIO VEHICLES PVT. LTD.

ATUL AUTO LTD.

Passenger Car



MARUTI SUZUKI

Way of Life!

TATA

Mahindra

VW

TOYOTA
Quality Revolution

RENAULT

PSA GROUPE

HONDA
The Power of Dreams

CV & Railways



TATA

Mahindra

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

FORCE MOTORS

MAN

ASHOK LEYLAND

DAIMLER

DAF

ISUZU

INDIAN RAILWAYS



- 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

For further information, please contact:**Company :**

Gabriel India Ltd.
CIN : L34101PN1961PLC015735
Mr. Manoj Kolhatkar
Manoj.Kolhatkar@gabriel.co.in

www.gabrielindia.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN : U74140MH2010PTC204285
Mr. Jigar Kavaiya / Ms. Neha Shroff
jigar.kavaiya@sgapl.net / neha.shroff@sgapl.net

+91-9920602034 / +91-7738073466

www.sgapl.net