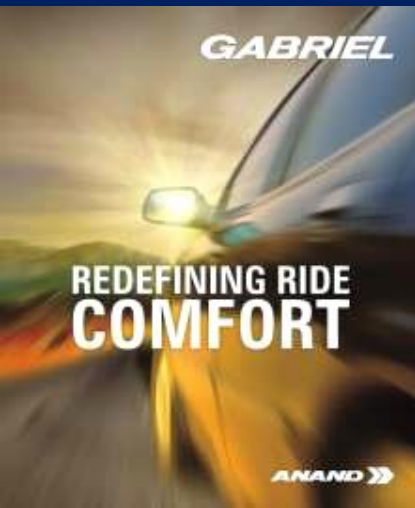


Gabriel India Ltd.

Result Update Presentation – Q1 FY17



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Revenue

Rs. 3,704 Mn

+8%



EBITDA

Rs. 342 Mn

+11%



EBITDA Margin%

9.24%

+24 bps



PBT

Rs. 261 Mn

+15%



Net Profit

Rs. 194 Mn

+11%



Note: Q1 FY17 Compared with Q1 FY16

01 Revenue led by Higher Volumes across all the segments

02 Improved Product Mix and falling commodity prices led to reduction in RMC Costs

03 Cost Efficiency and Lower Interest Payouts enabling EBITDA and PBT margins improvement

04

India's 1st Company to have received an approval from Indian Railways to manufacture Linke - Hofmann-Busch (LHB) Dampers for high-speed trains

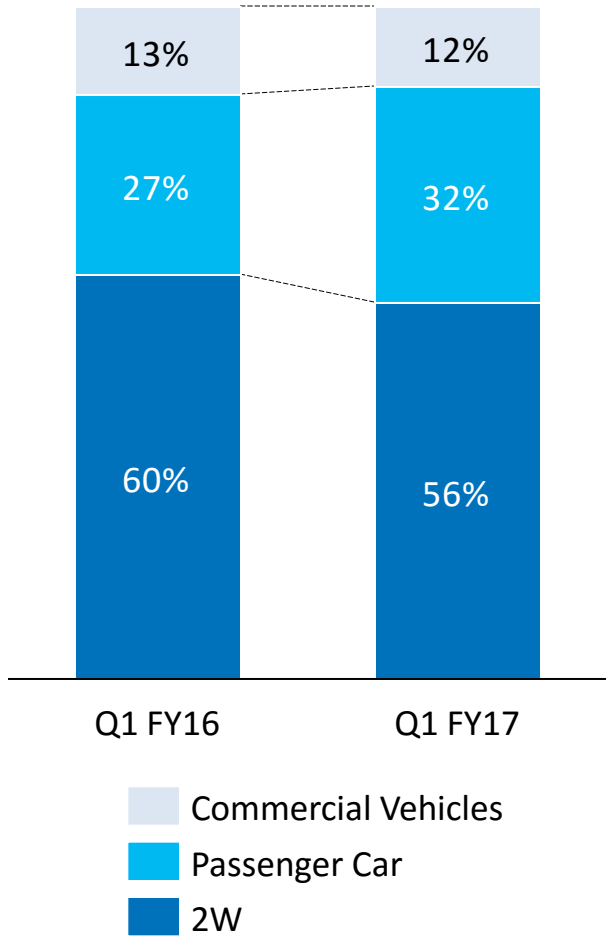
05

Became a "Technology Provider" to Gabriel De Colombia, making it an exporter of products as well as Technical Know-How

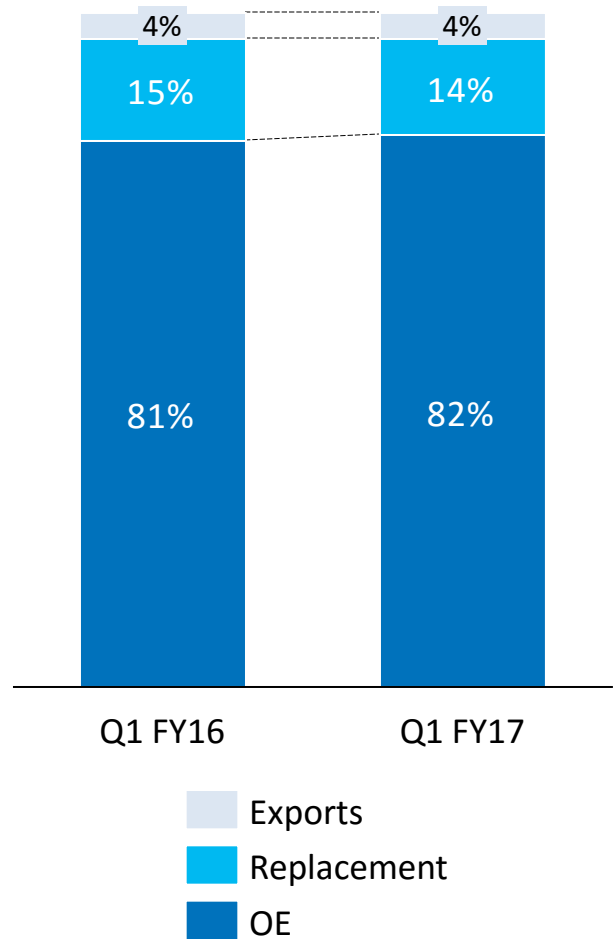
06

Started association with Gabriel South Africa to export customized machines for Shock Absorber manufacturing to Torre South Africa

Segment – Mix



Channel – Mix

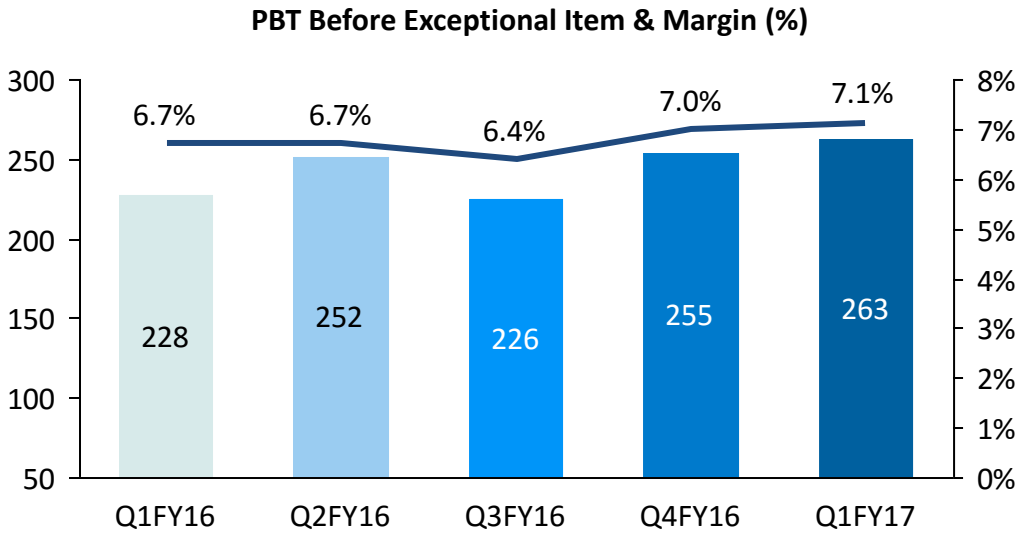
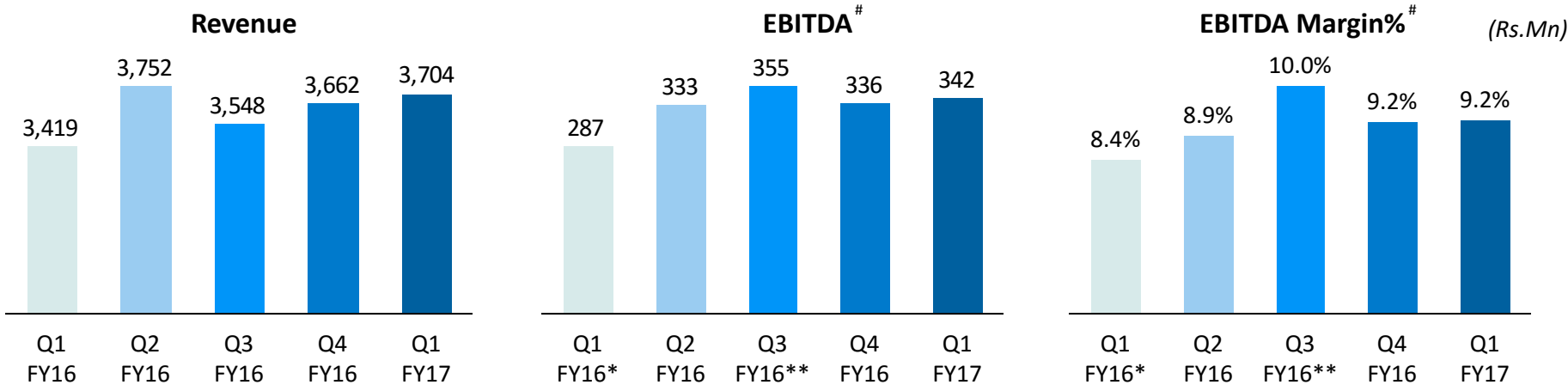


Rs. Mn	Q1 FY17	% of Sales	Q1 FY16	% of Sales	YoY%
Revenue	3,704	100.0%	3,419	100.0%	8%
Raw Material	2,643	71.4%	2,460	72.0%	
Employee Expenses	324	8.8%	266	7.8%	
Other Expenses	394	10.6%	385	11.3%	
EBITDA	342	9.2%	308	9.0%	11%
Adjusted EBITDA	342	9.2%	287**	8.4%	19%
Other Income	12	0.3%	9	0.3%	
Interest	5	0.1%	7	0.2%	
Depreciation	86	2.3%	82	2.4%	
PBT before Exceptional Item	263	7.1%	228	6.7%	15%
Exceptional Item	2	0.0%	2	0.0%	
PBT	261	7.1%	226	6.6%	
Tax	67	1.8%	52	1.5%	
PAT	194	5.2%	175	5.1%	11%
Cash PAT	281	7.6%	257	7.5%	9%

* Cash PAT = PAT + Depreciation

** Adjusted for onetime write back of provision amounting to Rs.21 Million

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* Adjusted for onetime write back of provision amounting to Rs.21 Million

** Adjusted for the one time provision for Employee benefits expense for the quarter and nine months ended 31st December 2015 towards bonus for Rs. 36.26 million arising due to retrospective amendment of Payment of Bonus Act, 1965.

#The change in numbers is due to vendor related credits which were earlier clubbed under other income, but now grouped under material cost.



ANAND Group – 'Business Partner of the Year' by Mahindra



2012

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

2015

- Gabriel India **Ranked #2** in Auto Component Industry
- **Rank #43** among Top 50 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

- “Silver Quality Award” from Bajaj Auto

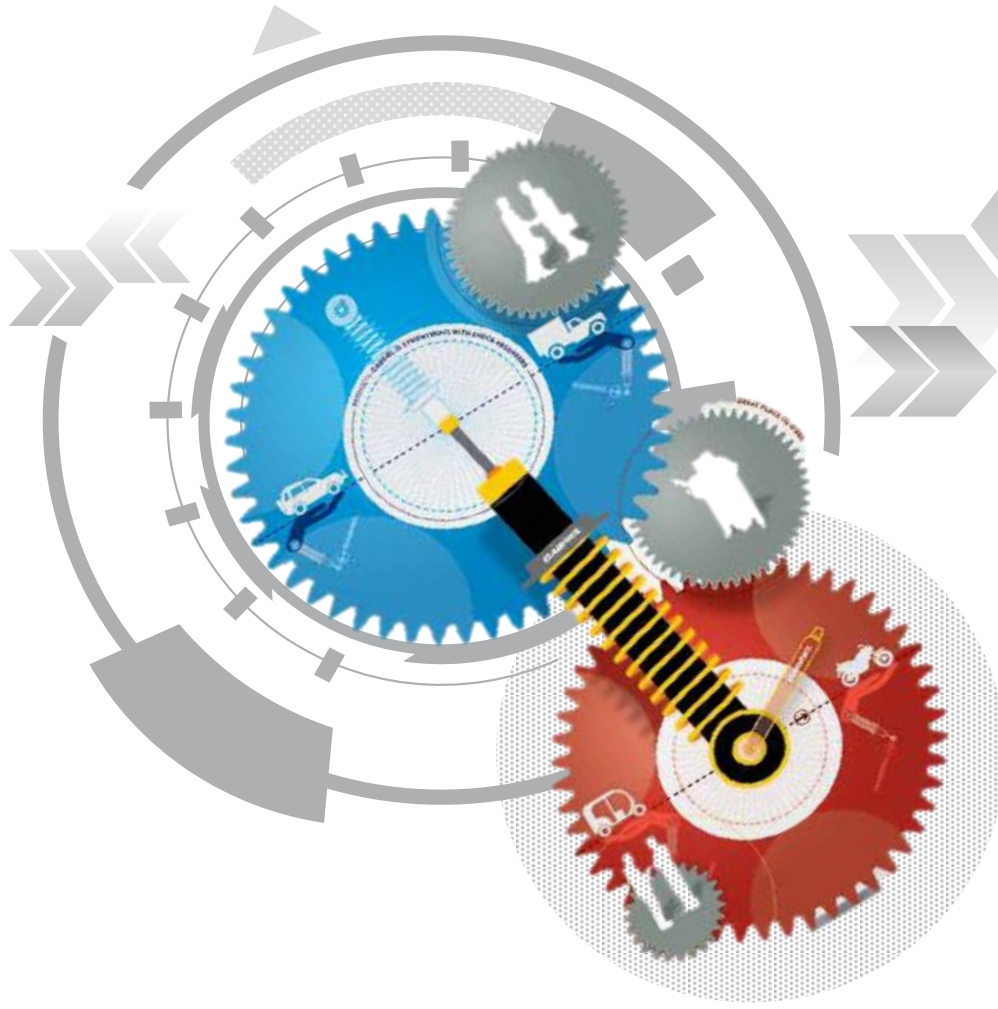


- Felicitated for Long standing partnership with Royal Enfield Motorcycles



- Gabriel Dewas won the **First Prize in the “Safety Category”** of the Manufacturing Today Excellence Summit 2016





Business Overview

GABRIEL

Incorporated

The company, Gabriel India, in 1961

Experienced

& Professional Management



Pioneers

Of Shock Absorber manufacturing in India

Innovation

Strong R&D with over 21 patents filed in Products & Processes



GABRIEL



Significant Presence in all channels of sales

OE, Aftermarket and Exports

Strategically Located

Strong manufacturing Capabilities built across India



Only Player Present in all Segment

2/3 Wheelers, Passenger Cars and Commercial Vehicles with diversified OEM Base



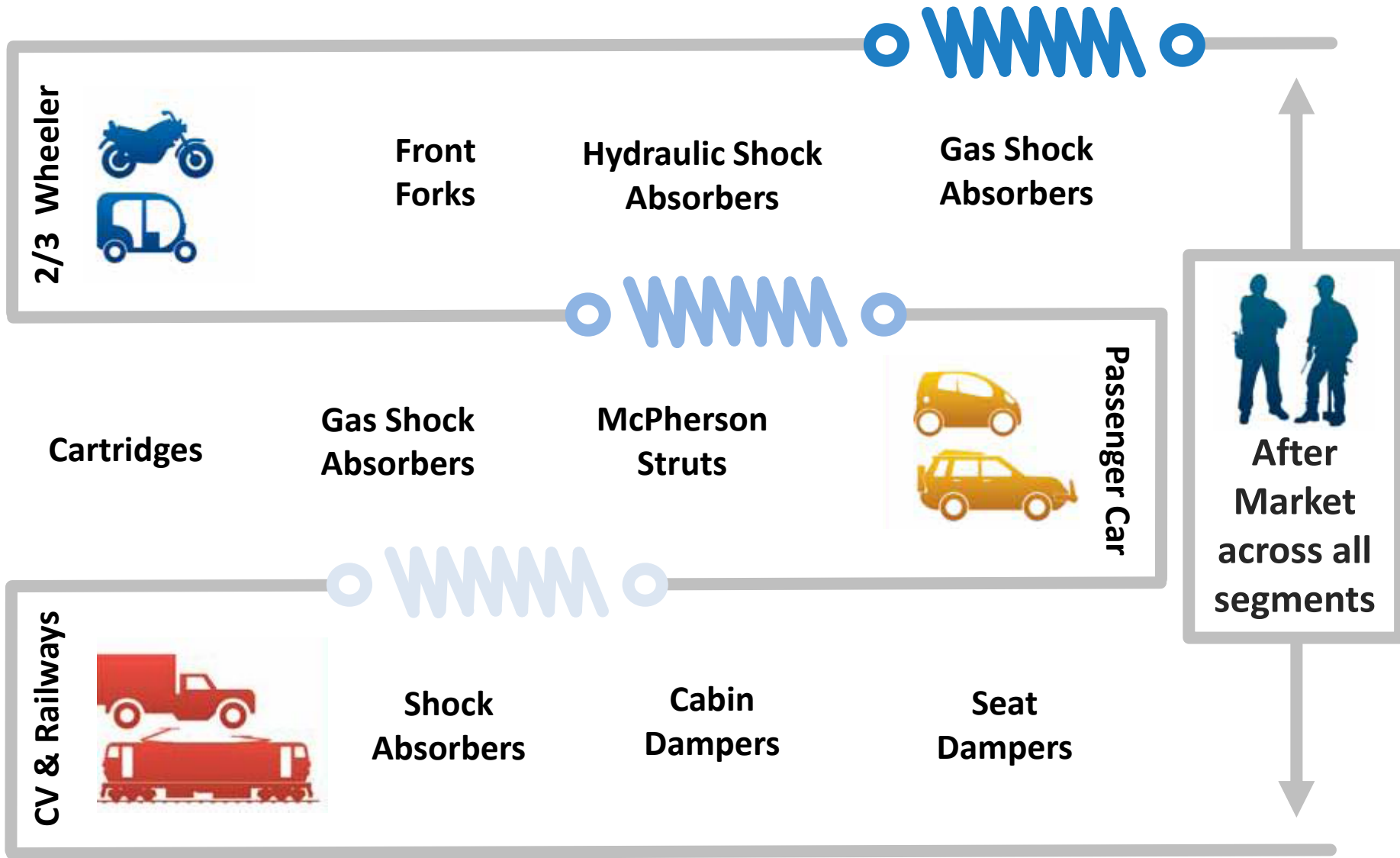
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

Ranked "Great Place to Work" in Auto Component Industry for 2012, 2015 & 2016

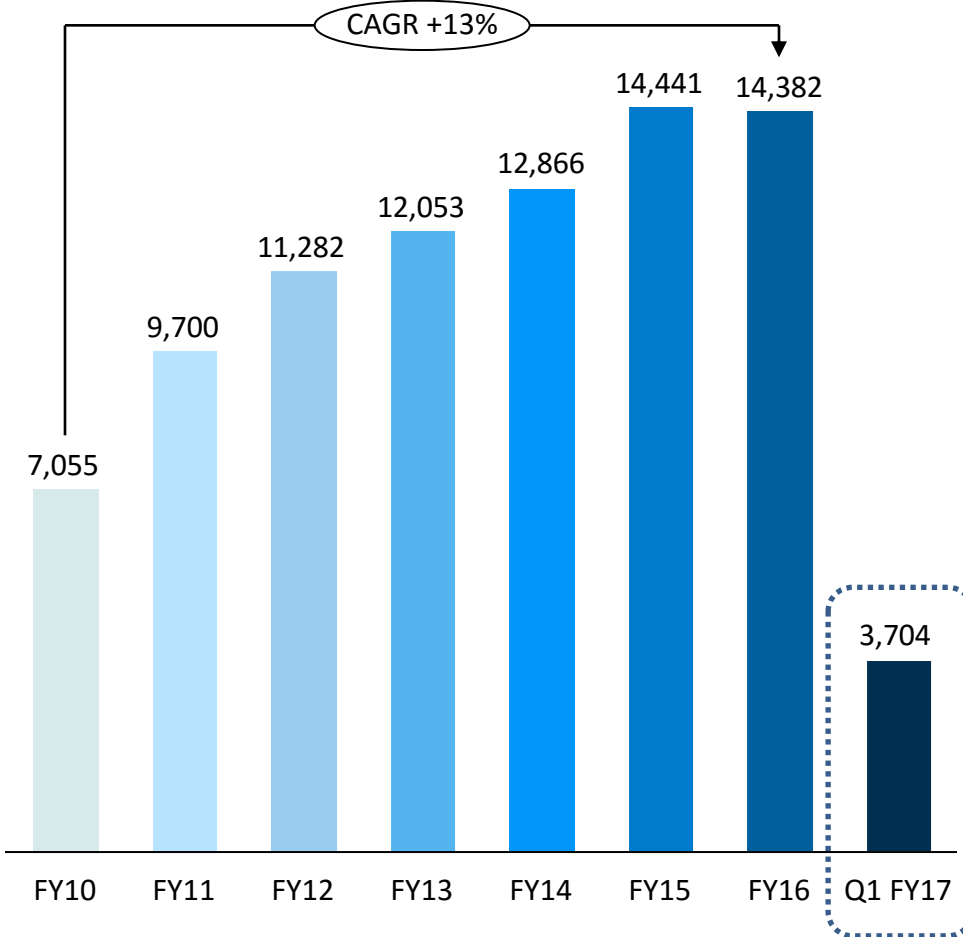


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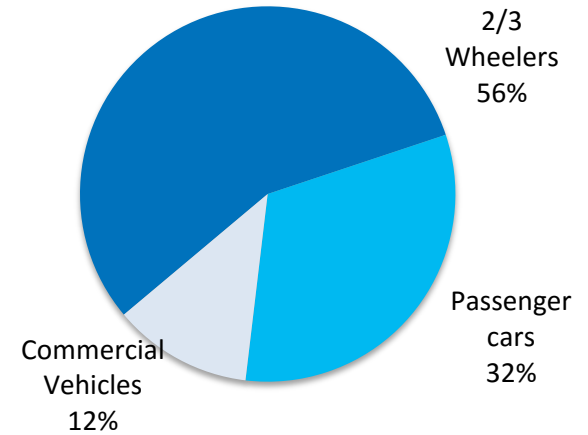


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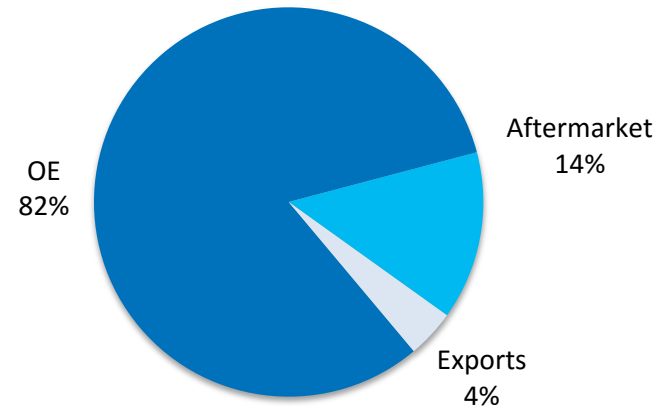
Sales (Rs. Mn)



Segment - Wise - Q1 FY17



Channel - Wise - Q1 FY17



Strategic Manufacturing Footprint



GABRIEL

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

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

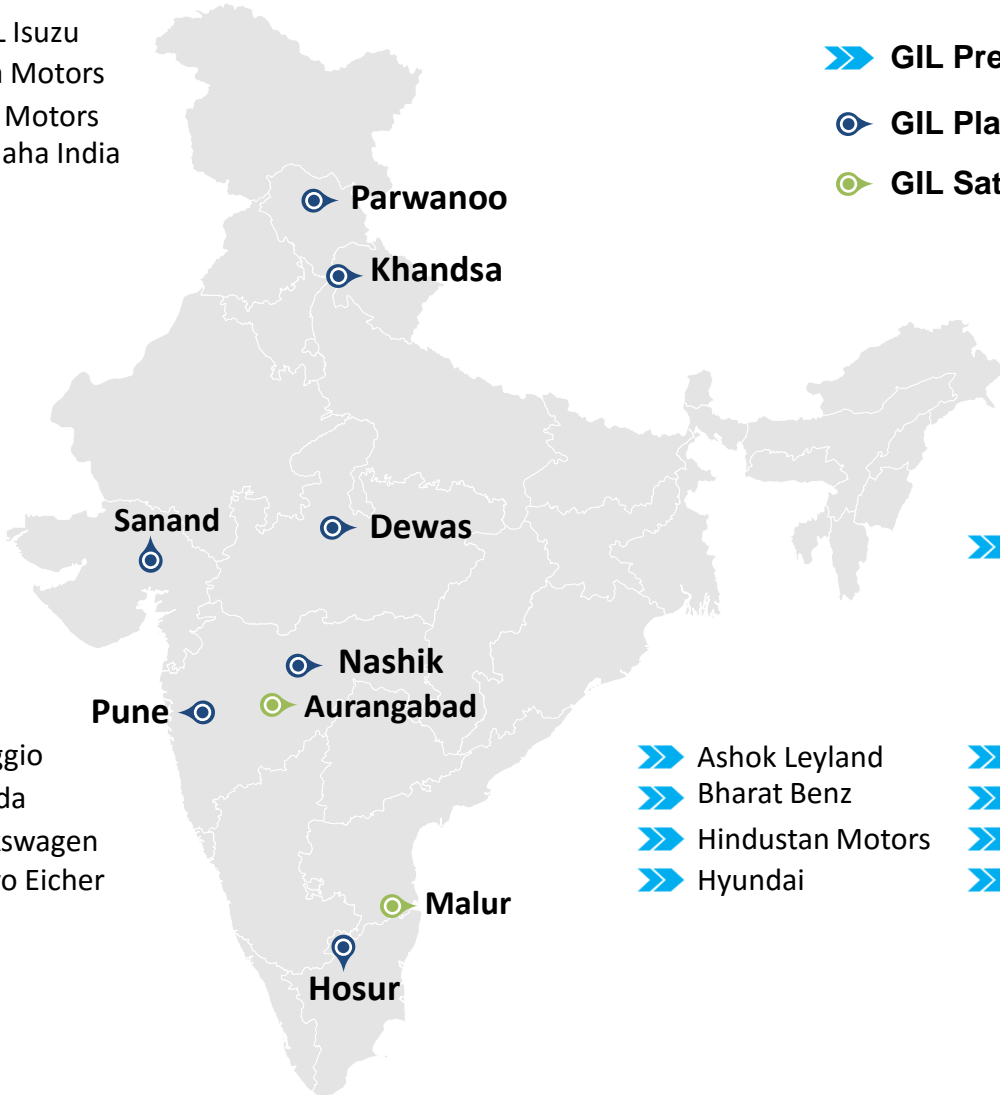
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

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

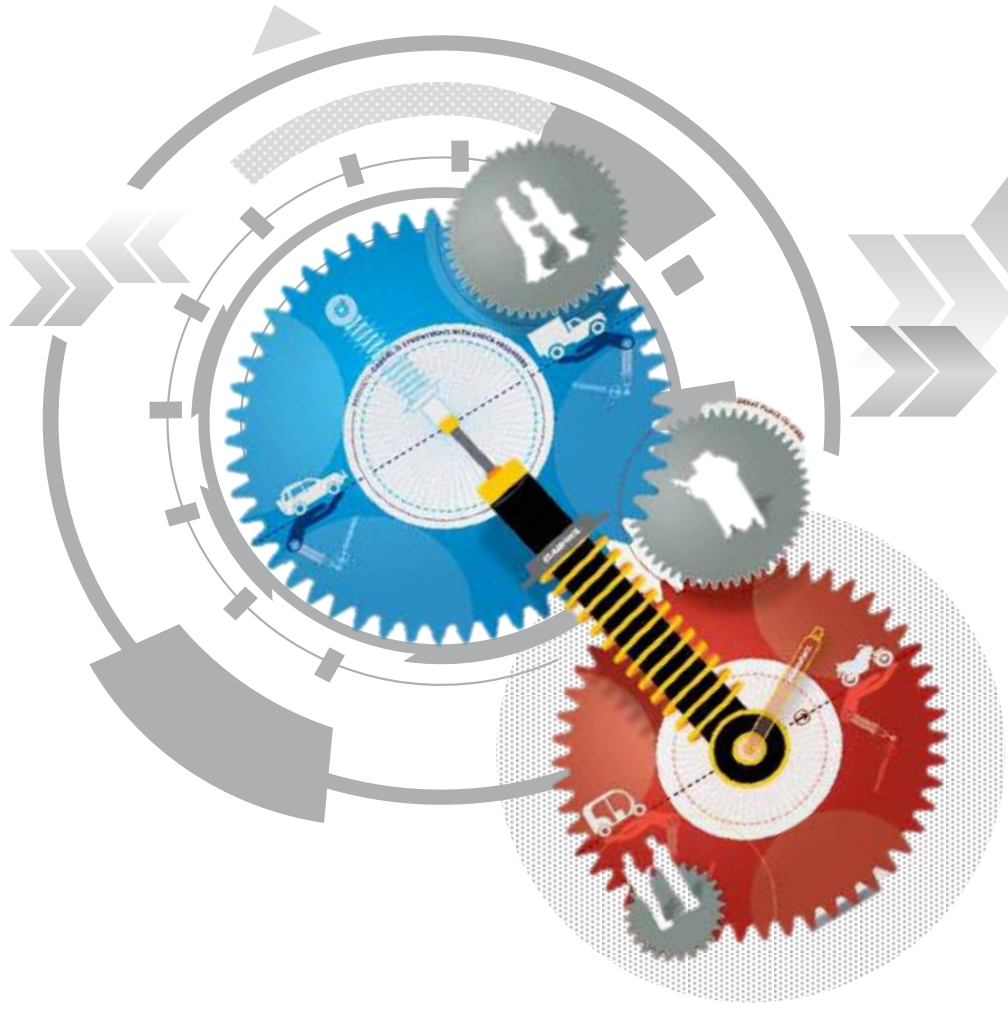
- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

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



» Hindustan Motors

*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

2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement



CV & Railways

- Product Technology
- New Product Devolvement



Aftermarket

- Product Development
- Expanding Reach



Passenger Car

- Product Innovation
- Improving Market Share



To Derive benefits in Customer & Product Focus, Export Push and After market expansion

Efficiency Improvement

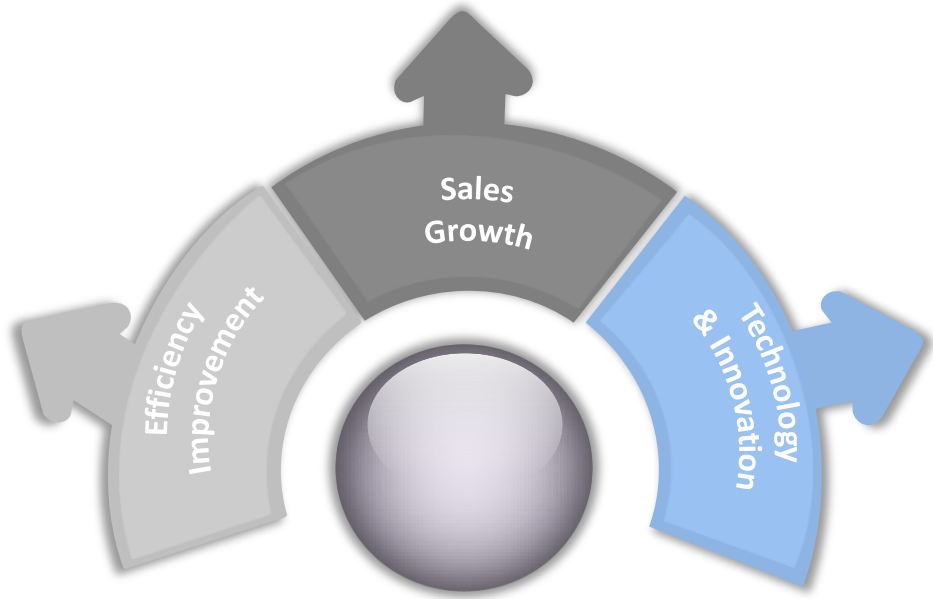
- Debt Reduction
- Break Even Point (BEP) Reduction
- Simplification of Parts
- Automation

Sales Growth

- Exports Focus
- In Organic Growth
- Global Manufacturing Footprint
- Customer Focus

Technology & Innovation

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



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