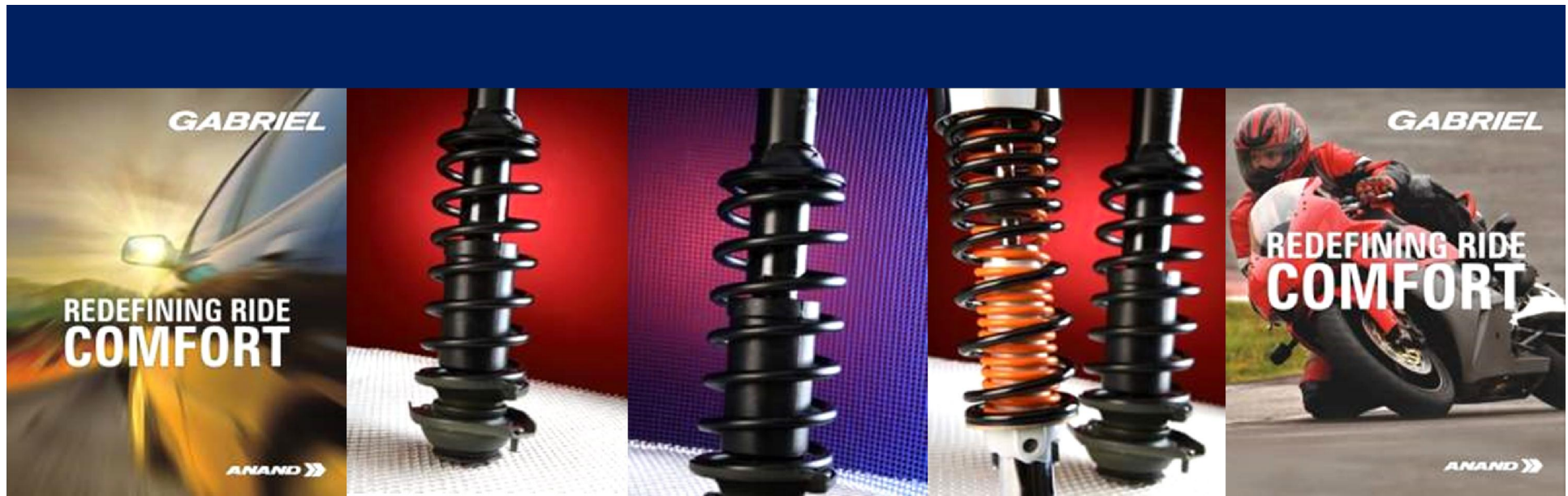


Gabriel India Ltd.

Result Update Presentation – Q2 FY18



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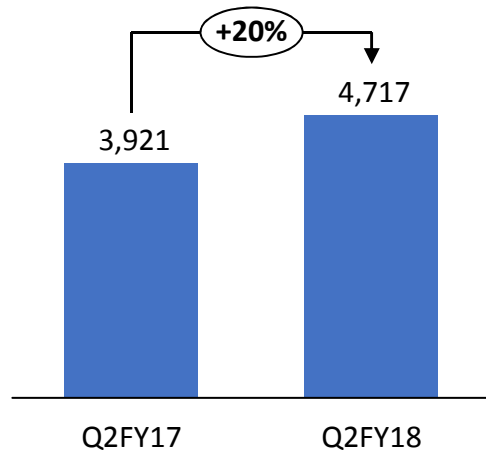
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Strong Performance continues in Q2FY18

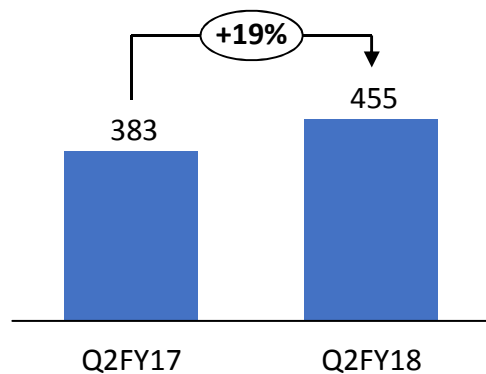


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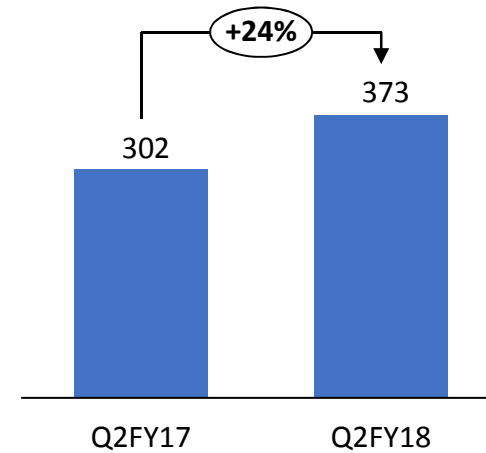
Revenue



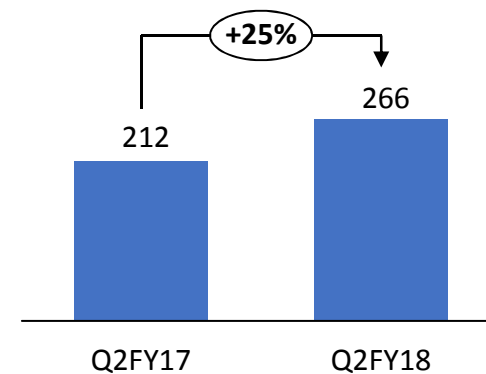
EBITDA



PBT



PAT



Key Highlights

Revenue: Revenue led by Higher Volumes across the segments.

PAT: Increase in tax expense due to reduction of 35 (2AB) benefit from 200% to 150%

Note: Q2FY18 compared with Q2FY17 as per INDAS

(Rs.Mn)

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₹ 8,906 mn ↑

+17.1%

Revenue

₹ 845 mn ↑

+14.9%

EBITDA

9.5%

EBITDA %

₹ 676 mn ↑

+18.1%

PBT

₹ 470 mn ↑

+13.8%

PAT

5.3%

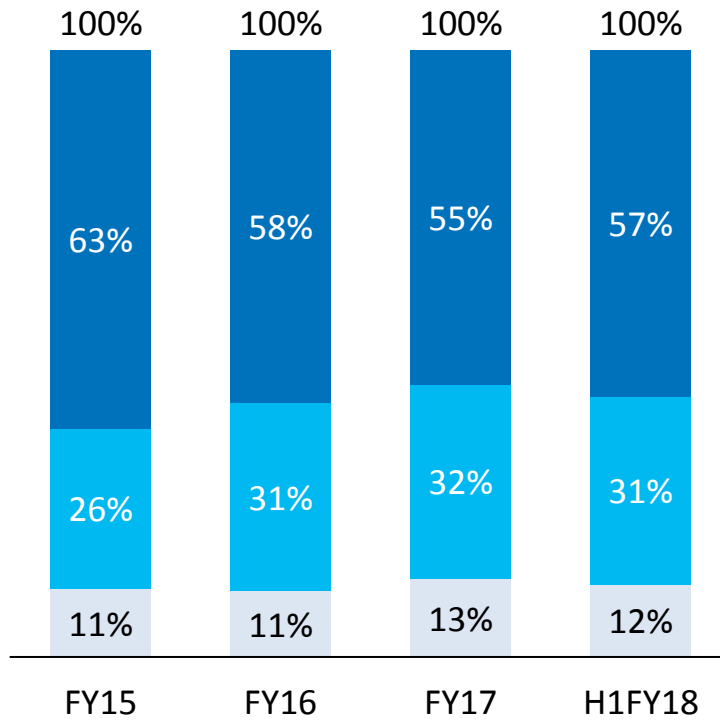
PAT %

Revenue Mix

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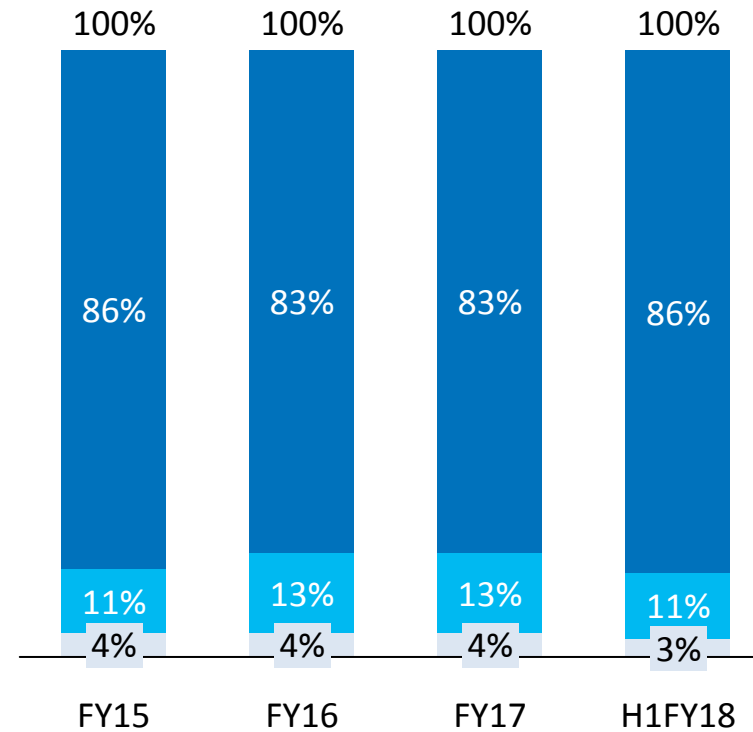


Segment – Mix



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

Channel – Mix



- OE
- Replacement
- Export

Profit & Loss Highlights

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Rs. Mn	Q2FY18	% of Revenue	Q2 FY17	% of Revenue	YoY%	H1 FY18	% of Revenue	H1 FY17	% of Revenue	YoY%
Revenue (net of excise duty)	4,717	100.0%	3,921	100.0%	20.3%	8,906	100.0%	7,605	100.0%	17.1%
Raw Material	3,423	72.6%	2,807	71.6%		6,399	71.9%	5,453	71.7%	
Employee Expenses	379	8.0%	305	7.8%		737	8.3%	616	8.1%	
Other Expenses	461	9.8%	426	10.9%		925	10.4%	802	10.5%	
EBITDA	455	9.6%	383	9.8%	18.7%	845	9.5%	735	9.7%	14.9%
Other Income	16	0.3%	13	0.3%		32	0.4%	27	0.4%	
Interest	9	0.2%	6	0.1%		16	0.2%	15	0.2%	
Depreciation	88	1.9%	89	2.3%		184	2.1%	175	2.3%	
PBT	373	7.9%	302	7.7%	23.7%	676	7.6%	572	7.5%	18.1%
Tax	108	2.3%	89	2.3%		206	2.3%	159	2.1%	
PAT	266	5.6%	212	5.4%	25.0%	470	5.3%	413	5.4%	13.8%
Other Comprehensive Income	4		-8			18		-22		
Total Comprehensive Income	270	5.7%	204	5.2%	32.3%	488	5.5%	391	5.1%	24.8%
Cash PAT	354	7.5%	301	7.7%	17.4%	654	7.3%	588	7.7%	11.2%

Major areas of change to adoption of Ind AS

Impacted Item	Impact
Investment in Mutual Funds	<ul style="list-style-type: none"> Measurement of investment in Mutual Funds at fair value through profit and loss
Investment in Equity Instruments	<ul style="list-style-type: none"> Measurement of investment in Equity Instruments at fair value through profit and loss
Proposed Dividend	<ul style="list-style-type: none"> Proposed Dividends to be recognized in the year when they are approved by shareholders in the Annual General Meeting
Employee Benefits	<ul style="list-style-type: none"> Actuarial gains and losses on defined benefit obligations to be recorded through OCI Interest cost on net defined benefit obligation would form part of finance cost
Deferred Tax	<ul style="list-style-type: none"> Deferred tax impact on above adjustments

Impact on profit on account of Ind AS

ANAND 

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(Rs.Mn)

Particulars	Q2FY17
Profit After Tax reported as per I GAAP	212.8
Actuarial loss on employee defined benefit plan	4.6
Gain of fair valuation of Equity Shares in HDFC Ltd.	(5.0)
Effect of fair valuation of security deposit	0.1
Profit After Tax reported as per Ind AS	212.5
Actuarial gain / loss on defined benefit plans	(7.0)
Change in fair value of cash flow hedge	(5.7)
Deferred tax adjustment	4.4
Total Comprehensive Income as per Ind AS	204.2

Balance Sheet

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(Rs.Mn)

ASSETS	30-Sep-17
Non-current assets	3,196
Property, Plant and Equipment	2,738
Capital work-in-progress	65
Investment Property	23
Intangible Assets	48
Financial Assets	
Investments	0
Loans	18
Others	198
Non-Current Tax Assets (net)	47
Other non-current assets	59
Current assets	5,022
Inventories	1,294
Financial Assets	
Investments	491
Trade receivables	2,776
Cash and cash equivalents	59
Other bank balances	100
Loans	8
Others	5
Other Current Assets	289
TOTAL ASSETS	8,218

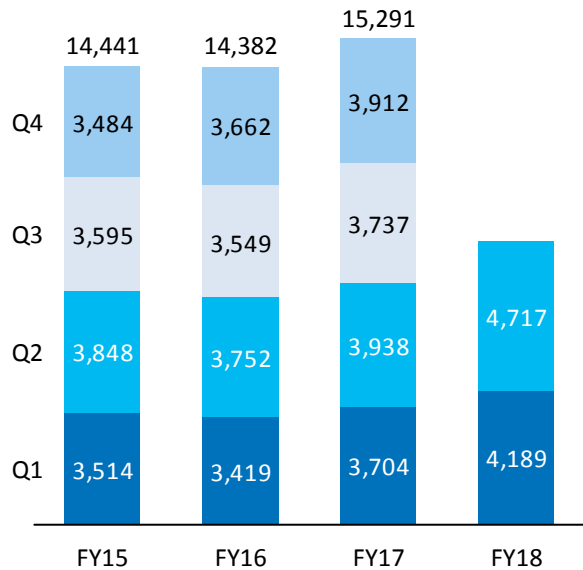
EQUITY AND LIABILITIES	30-Sep-17
EQUITY	4,840
Equity Share Capital	144
Other Equity	4,697
Non-Current Liabilities	334
Financial Liabilities	
Borrowings	79
Provisions	101
Deferred tax liabilities (net)	154
Current liabilities	3,044
Financial Liabilities	
Trade Payables	2,381
Other Financial Liabilities	282
Other current liabilities	201
Provisions	180
TOTAL EQUITY AND LIABILITIES	8,218

Quarterly Performance Trend

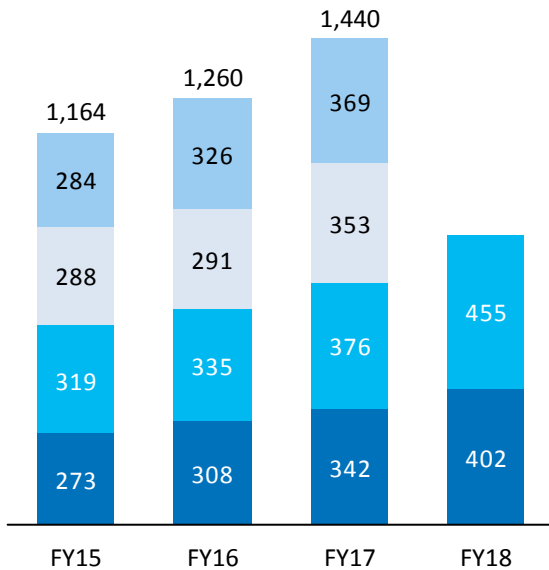


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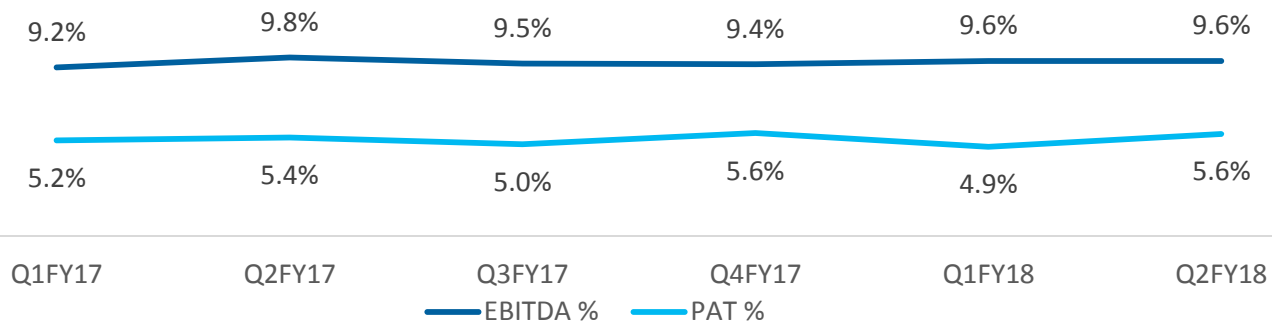
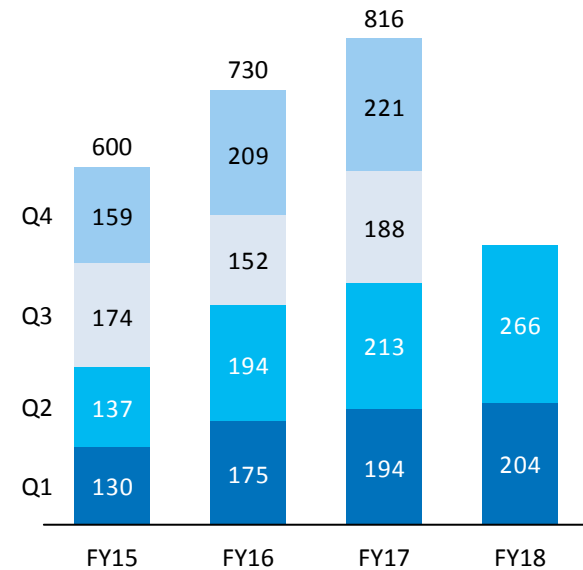
Revenue



EBITDA



PAT



Note: *Data as per INDAS

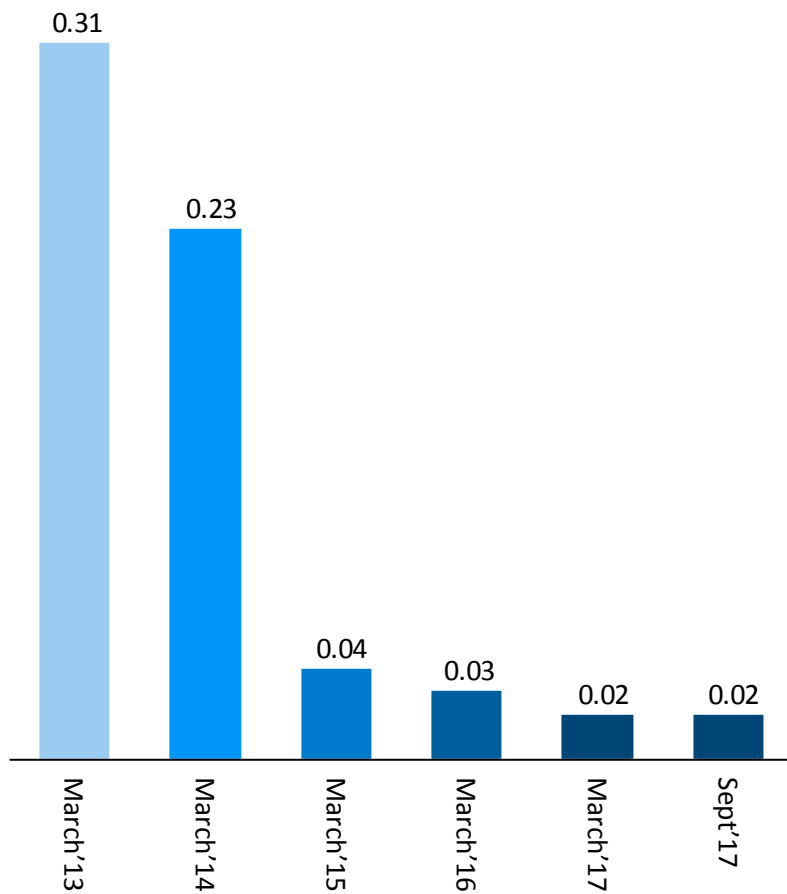
(Rs.Mn)

Strong Balance Sheet

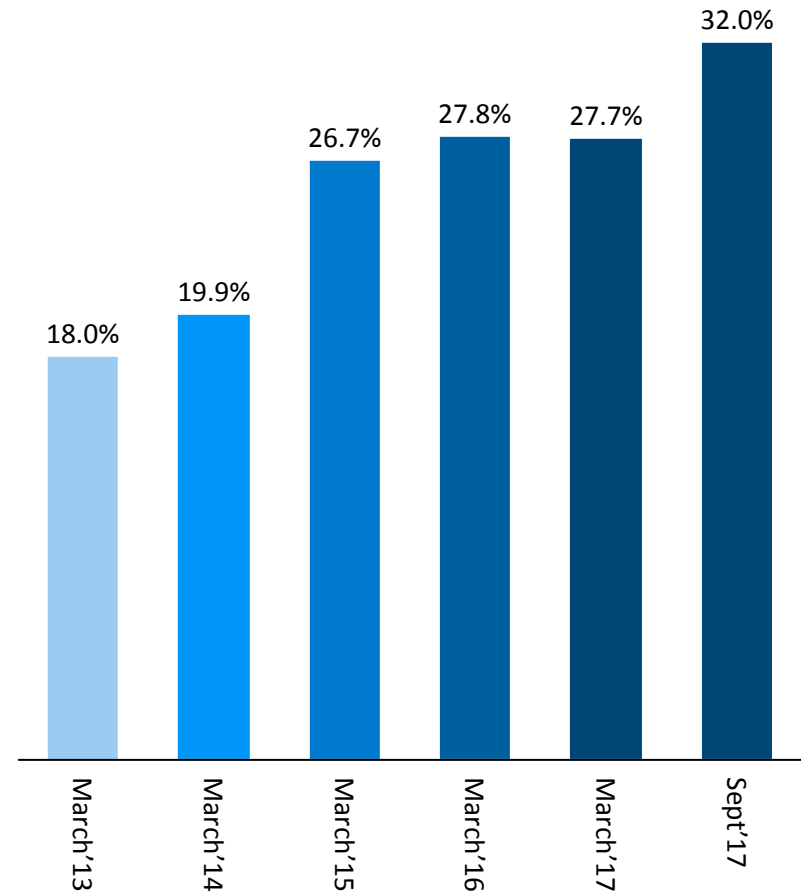
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D:E Ratio



ROIC* (%)



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

“Great Place to Work”



GABRIEL

2017

- Ranked #2 in 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 Khandsa plant received Certificate of Appreciation for Good Practices in Safety Systems by FICCI



Gabriel Khandsa felicitated by Hon'ble Chief Minister of UP Shri Yogi Adityanath for Encouraging Women participation in workforce

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Gabriel Khandsa won 3 Gold Awards at Quality Forum of India – Delhi Chapter



Gabriel Parwanoo won 1 Gold Award at Quality Forum of India – Delhi Chapter



GIL Dewas received certificate of appreciation from Powerdown Australia for supplying Quality shock absorber

Branding Activities

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GABRIEL





Propelling the
PALTAN
towards glory

GABRIEL
Shocks . Struts . Front Forks

Co-Partner



 **BROADCAST 1**

 SkillTree
GLOBAL KNOWLEDGE CONSORTIUM

GABRIEL

YOUR COMFORT. OUR COMMITMENT.



Sponsorship of
Indian Team for
Polo World Cup at
Australia



 **BROADCAST 1**
presents

 **WORKPLACE EXCELLENCE SEASON 2**

Original Telecast:
Saturday, 26th August 7:00 pm

&

Repeat Telecast:
Sunday 3rd September 5:00 pm.

ONLY ON 

ACYM

ANSYS CO



faurecia
inspiring mobility

FEDERAL-MOGUL
POWERTRAIN

GABRIEL

Haldex

Henkel

POWER

MAHLE
Power by performance

Mando

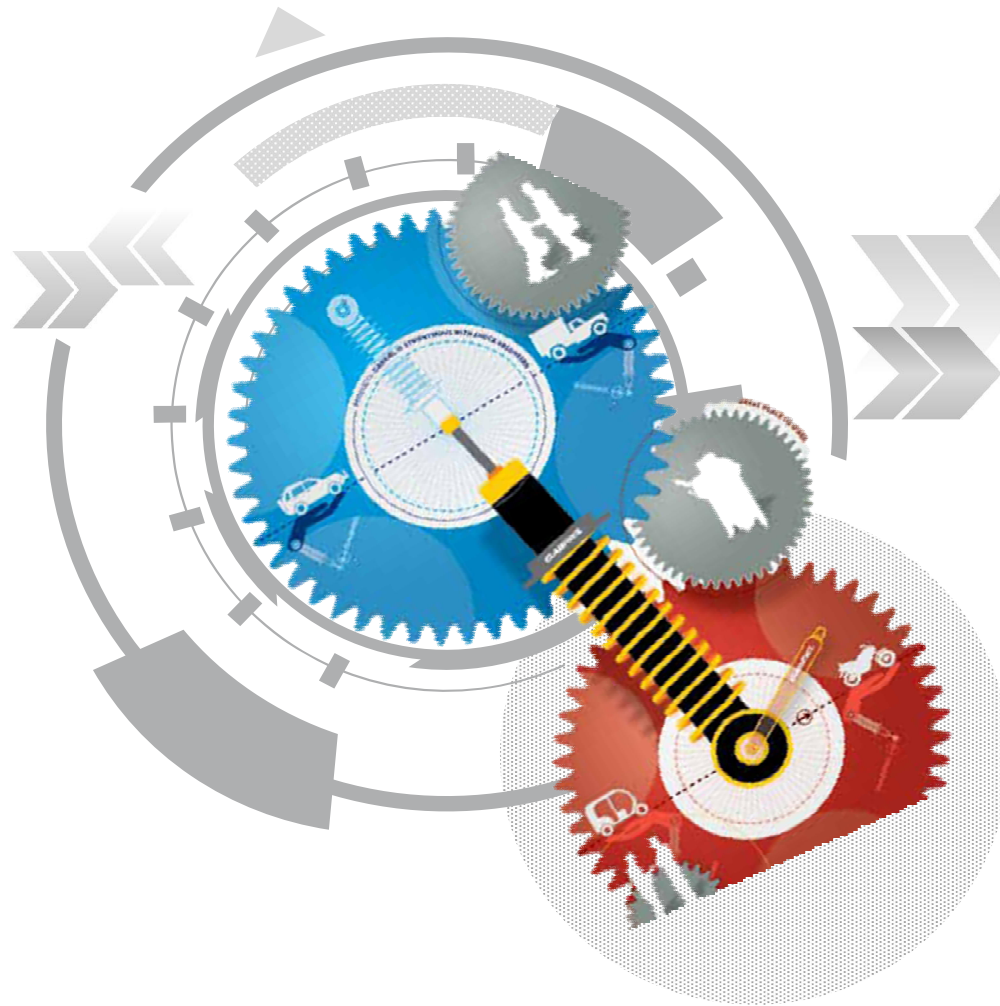
SNS Foundation

SPICER

SUJÁN

15
TAKATA

Valeo



Business Overview

Incorporated

The company, Gabriel India, in 1961

Experienced
& Professional Management



Pioneers

Of Shock Absorber manufacturing in India

Innovation

Strong R&D with over 43 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

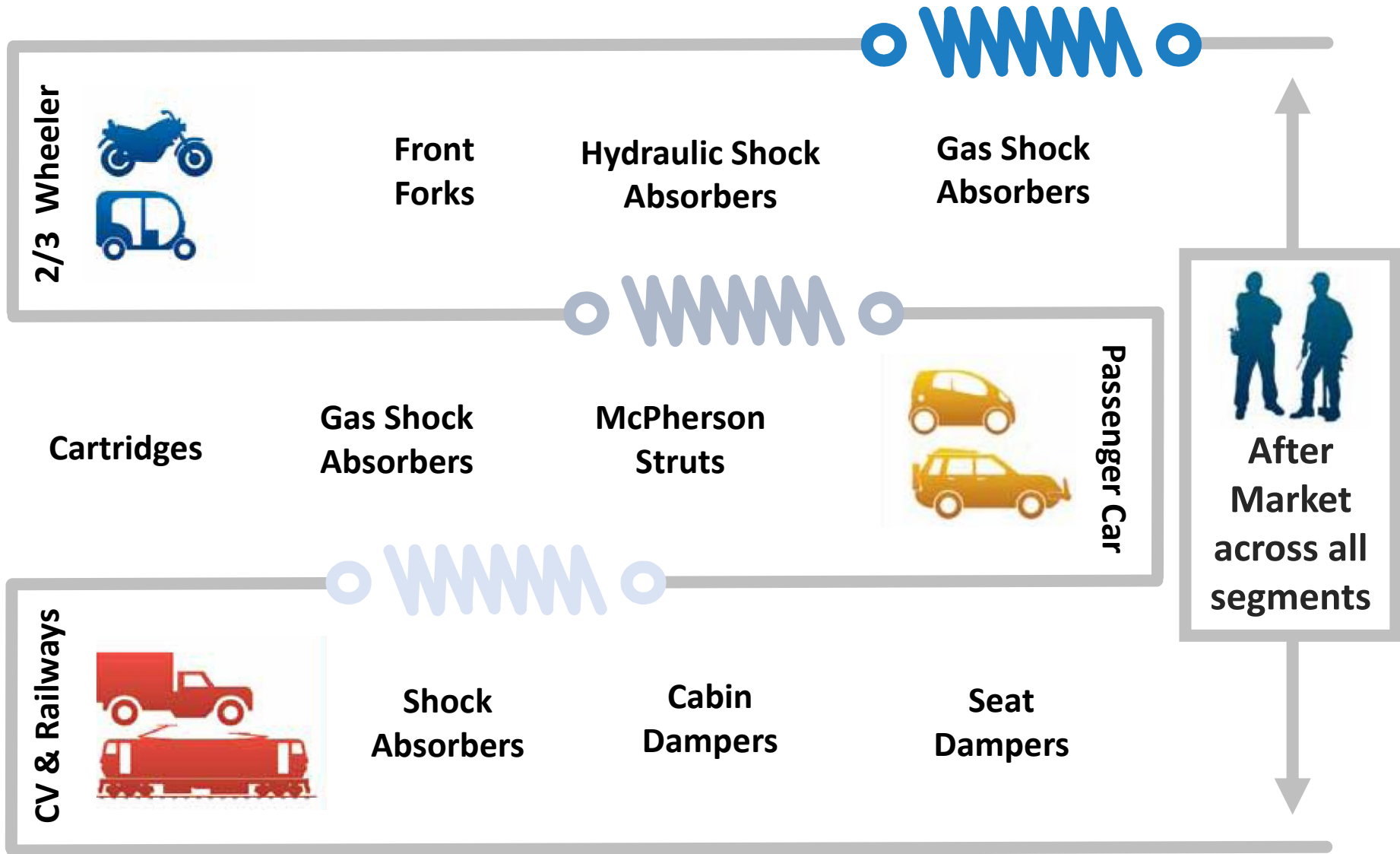


Received the "Golden Peacock Eco Innovation Award" in the year 2012

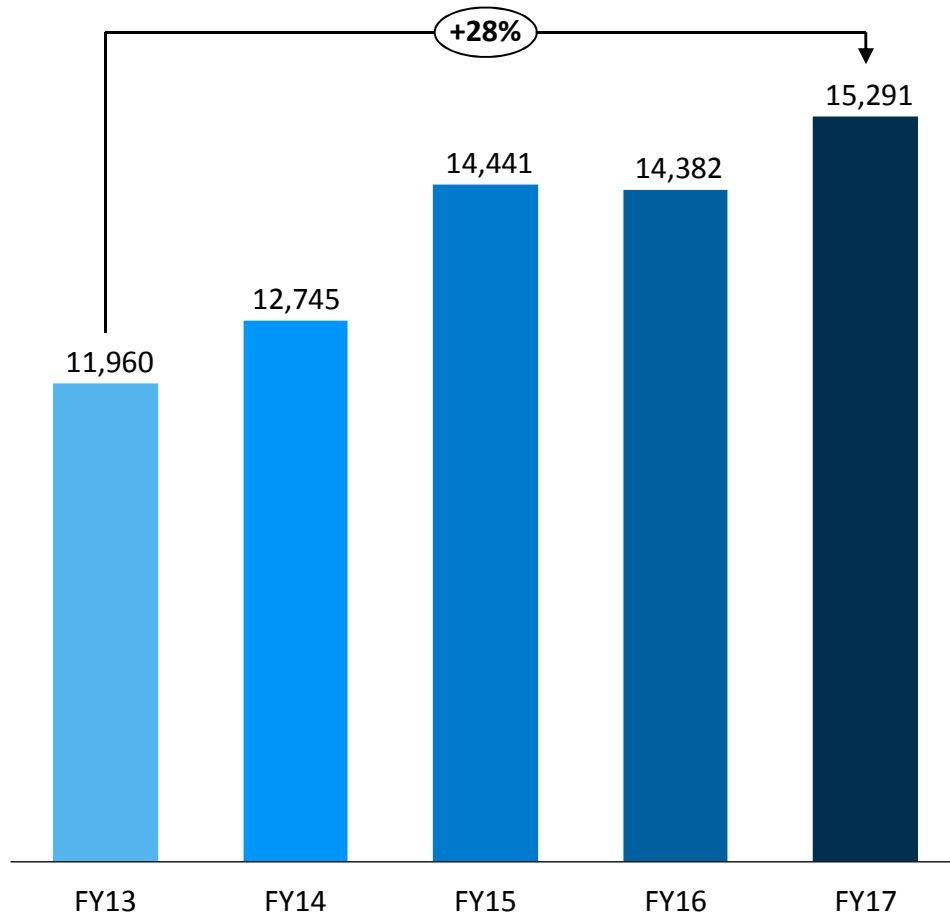
No "OEM" accounts for more than 20% of sales

Ranked "Great Place to Work" in Auto Component Industry for 2012, 2015, 2016 & 2017

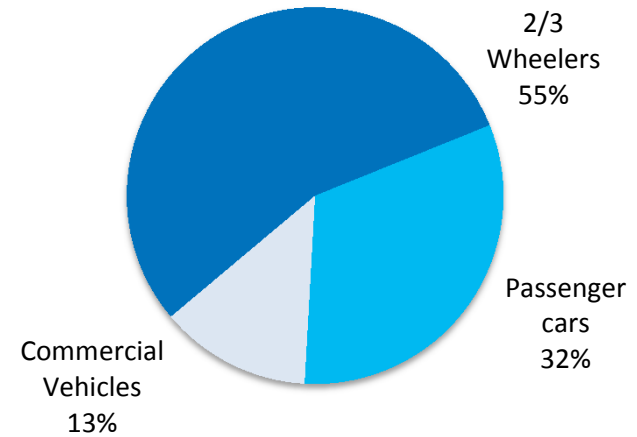




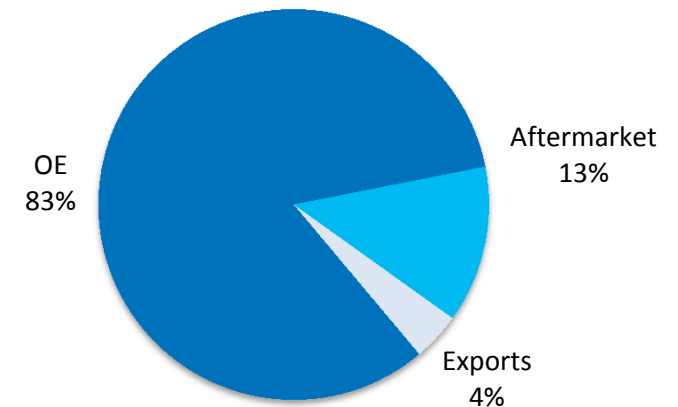
Revenue (Rs. Mn)



Segment-Wise: FY17



Channel-Wise: FY17



Strategic Manufacturing Footprint



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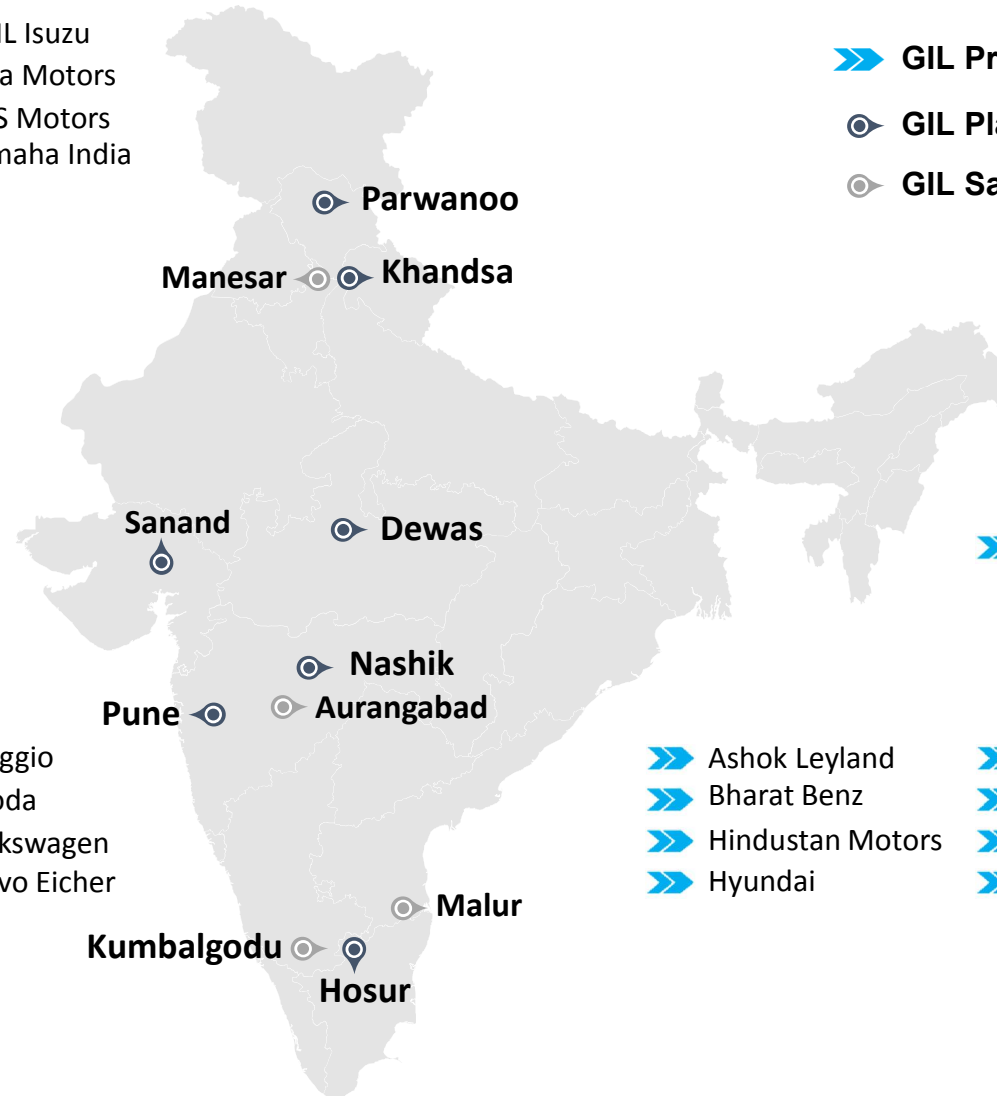
- » Ashok Leyland
- » Honda Cars
- » Honda Motorcycles
- » ICML
- » Maruti Suzuki
- » Suzuki Motorcycles

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

» GIL Presence

- 📍 GIL Plants
- 📍 GIL Satellite Locations

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



- » Hindustan Motors

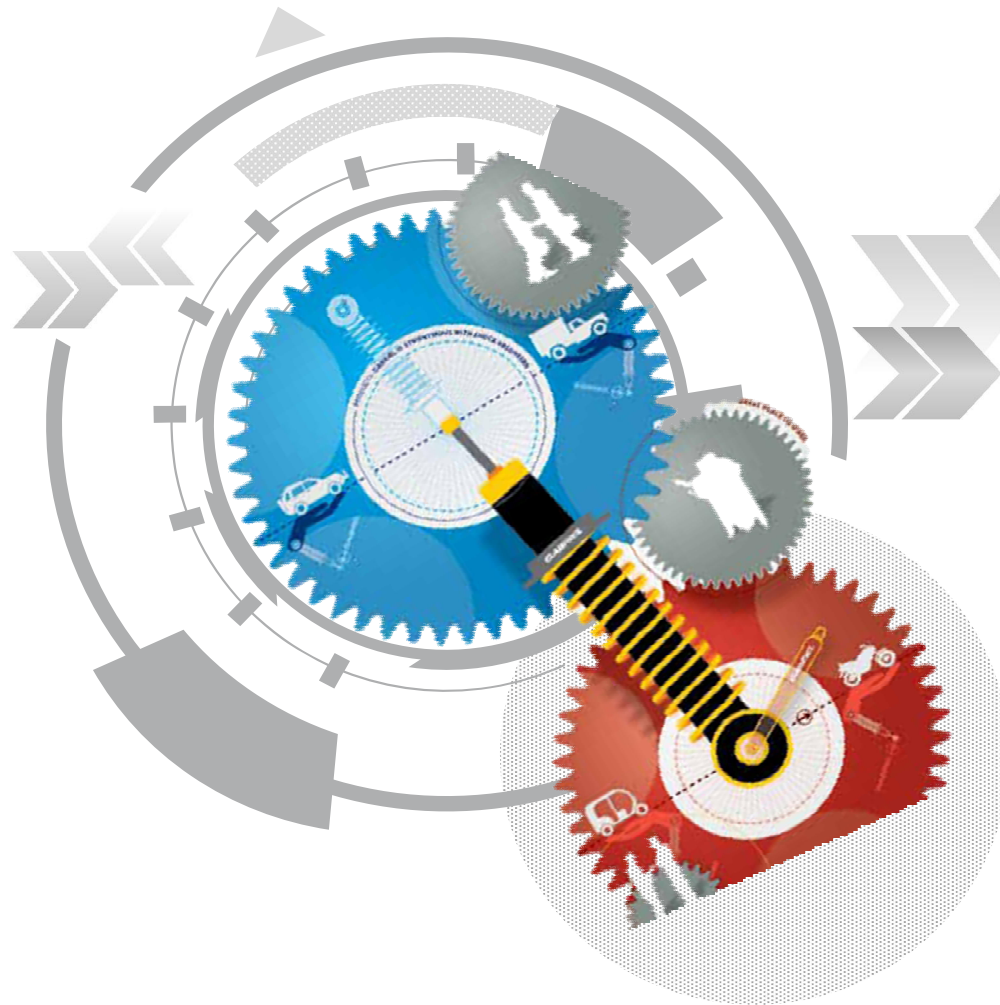
- » Bajaj Auto
- » GM
- » Force Motors
- » FIAT
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

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

- » Ashok Leyland
- » Bharat Benz
- » Hindustan Motors
- » Hyundai

- » Royal Enfield
- » Tata Motors
- » Toyota Kirloskar
- » TVS Motors

*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 Development



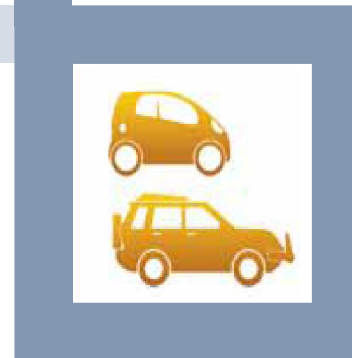
Aftermarket

- Product Development
- Expanding Reach



Passenger Car

- Product Innovation
- Improving Market Share



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

Sales Growth

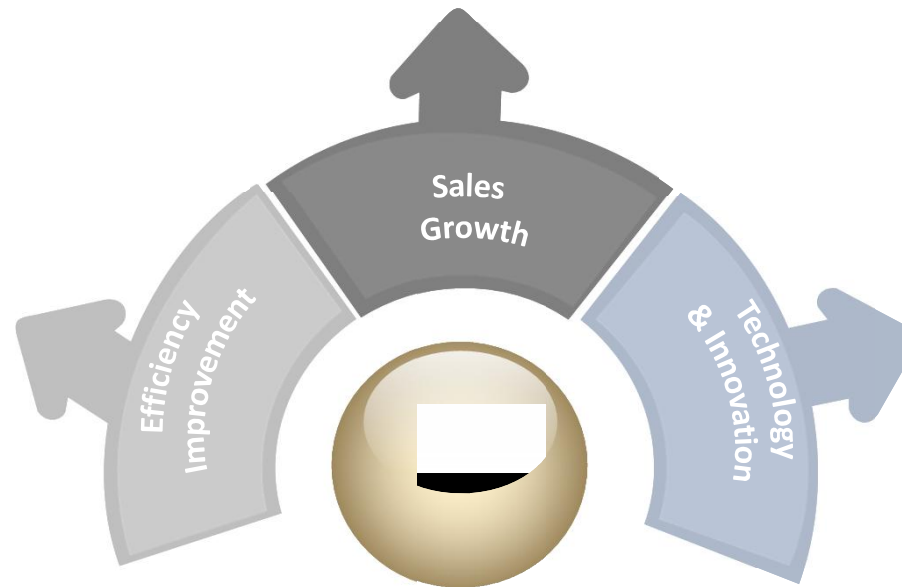
- Exports Focus
- Inorganic Growth
- Global Manufacturing Footprint
- Customer Focus

Efficiency Improvement

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

Technology & Innovation

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

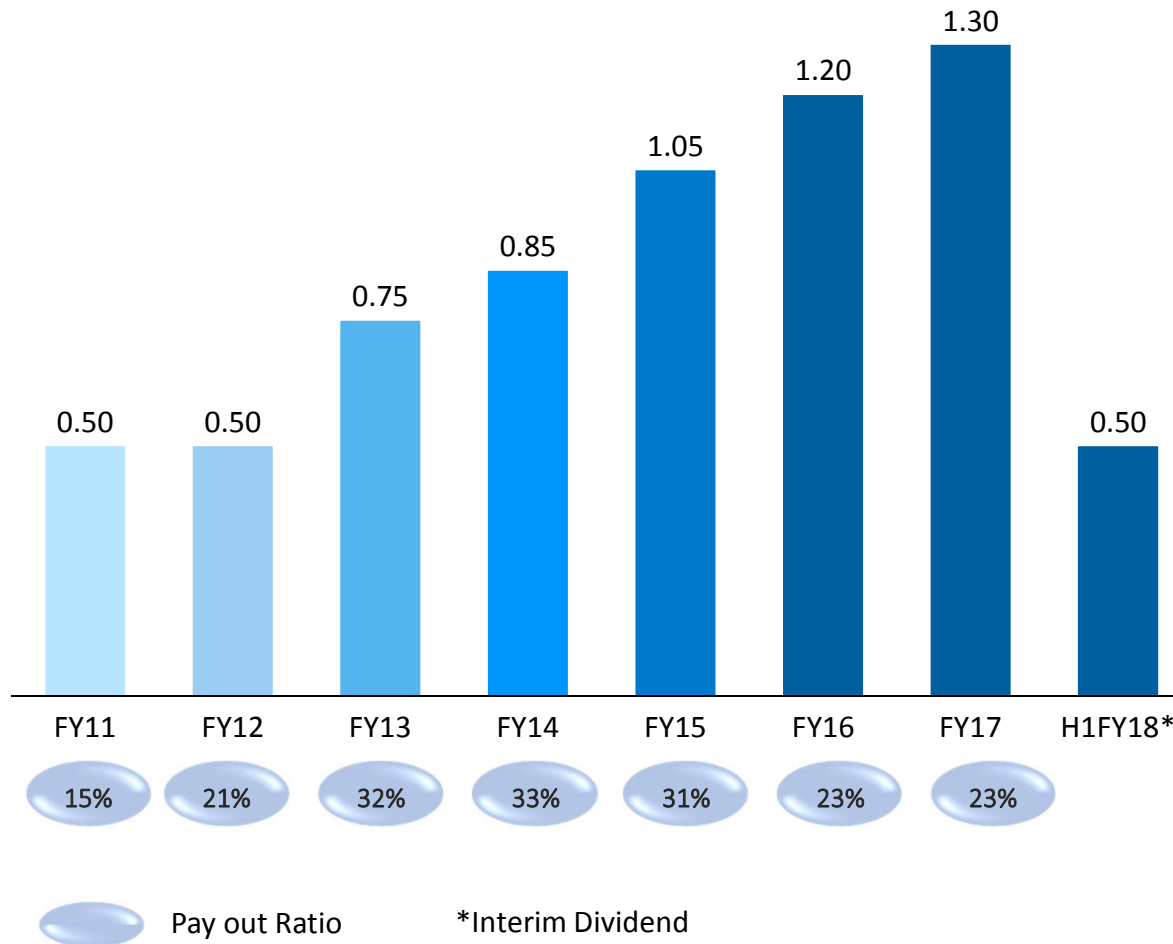


Improving Dividend Profile

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Dividend Per Share (Rs.)



- Continuous Dividend since 1998
- Stable Payout Ratio
- Declared Interim Dividend of Rs. 0.50 per share, amounting to 50% of Face Value.

For further information, please contact:

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