

Gabriel India Ltd.

Result Update Presentation – Q3FY16




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-1% 


Revenue
Rs.3,548 Mn

21% 

EBITDA *
Rs.350 Mn

10% 

PAT
Rs.176 Mn

11% 

Cash PAT
Rs.262 Mn

Note: Q3 FY16 Compared with Q3 FY15

** 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.*

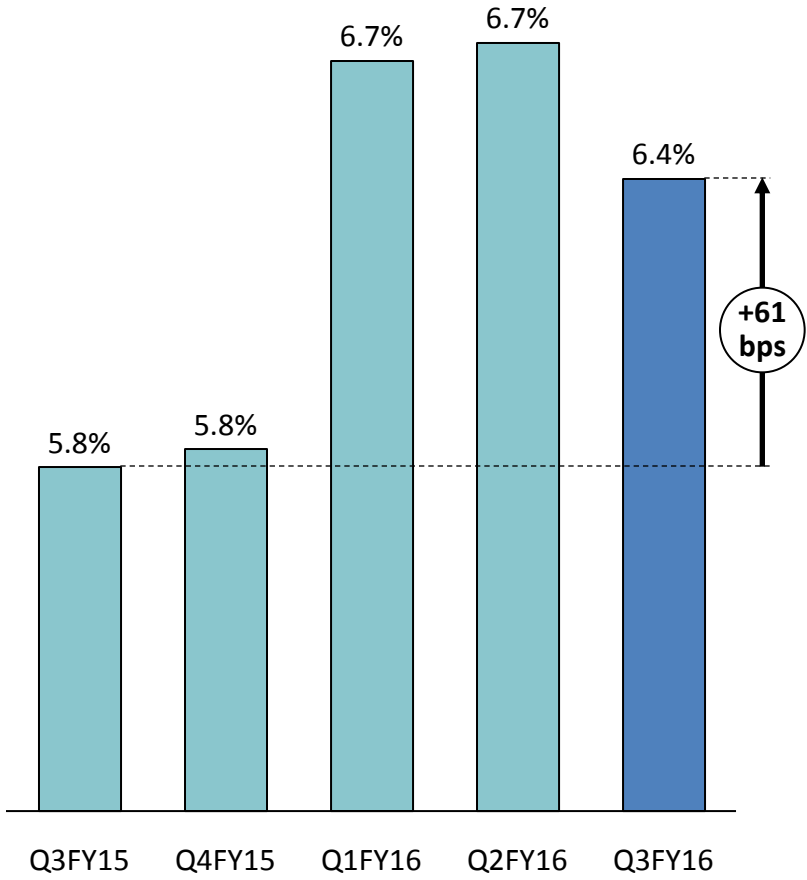
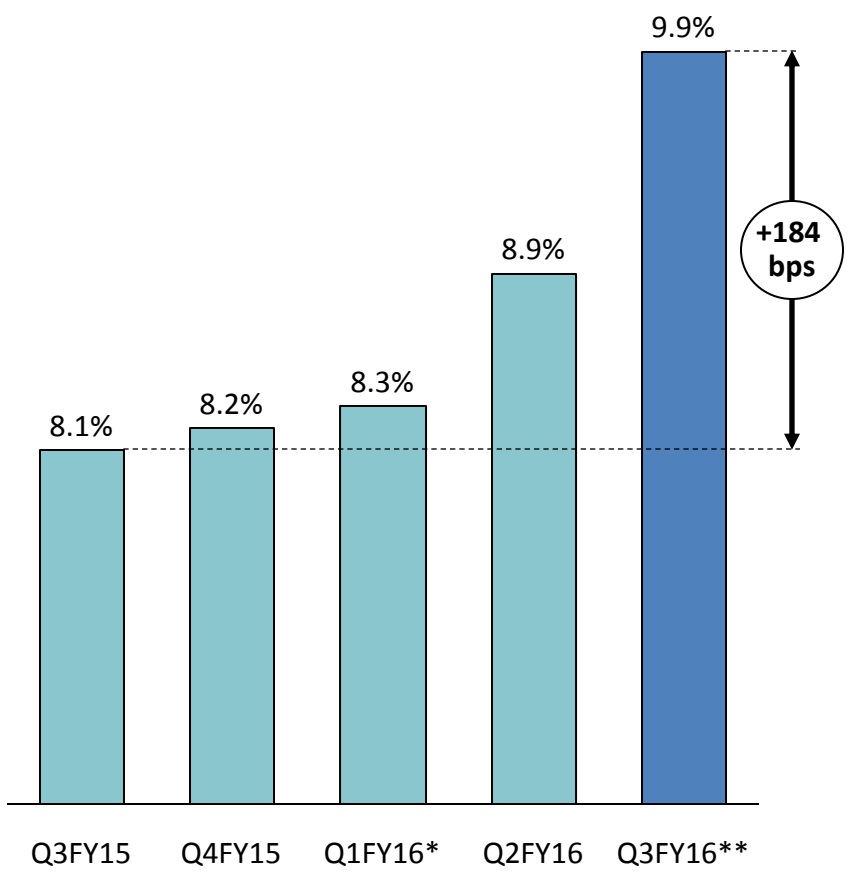
Margin Expansion Continues



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EBITDA Margin %

PBT Before Exceptional Item Margin %



** EBITDA 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.

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

1

Revenue led by Higher Volumes in PC, CV segment and aftermarket Channel, partially compensated decline in 2W Volumes

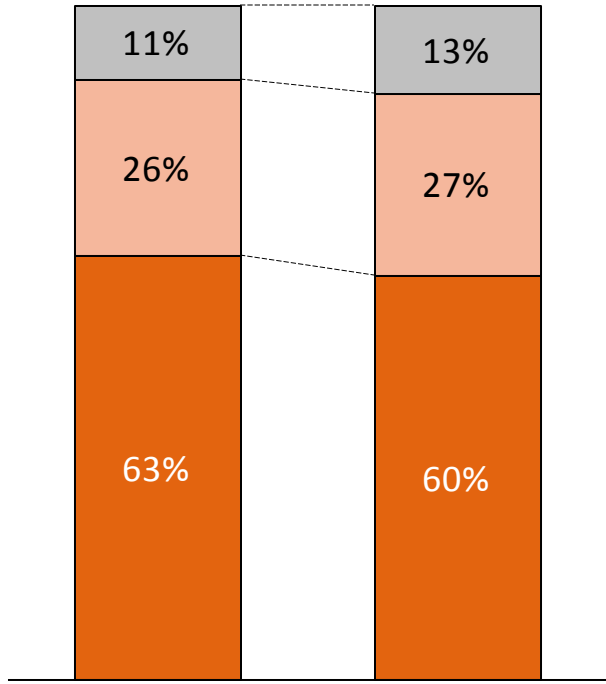
2

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

3

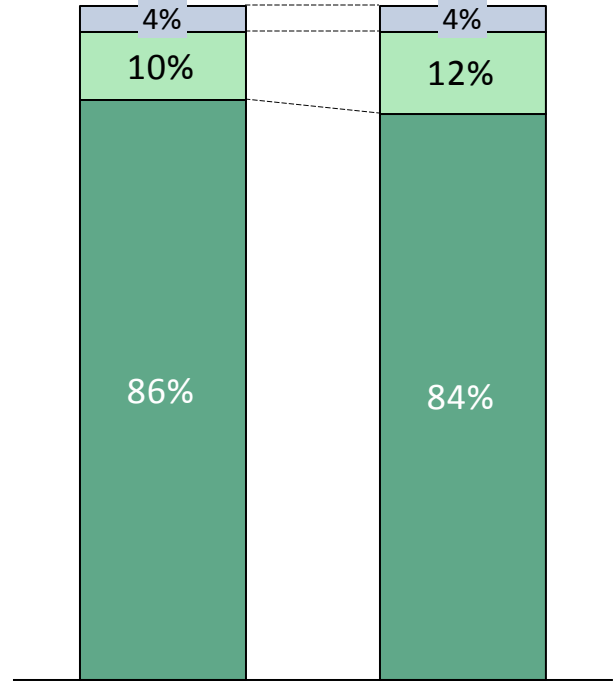
Cost Efficiency and Lower Interest Payouts enabling EBITDA and PBT margins improvement

Segment – Mix



- Commercial Vehicles
- Passenger Car
- 2W

Channel – Mix



- Exports
- Replacement
- OE

Profit & Loss Highlights



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Rs. Mn	Q3 FY16	% of Sales	Q3 FY15	% of Sales	YoY%	9M FY16	% of Sales	9M FY15	% of Sales	YoY%	FY15
Revenue	3,548	100.0%	3,595	100.0%	(1%)	10,719	100.0%	10,957	100.0%	(2%)	14,441
Raw Material	2,496	70.4%	2,610	72.6%		7,653	71.4%	7,940	72.5%		10,434
Employee Expenses	320*	9.0%	266	7.4%		870*	8.1%	799	7.3%		1,076
Other Expenses	418	11.8%	431	12.0%		1,250	11.7%	1,338	12.2%		1,767
EBITDA	313	8.8%	288	8.0%	9%	946	8.8%	881	8.0%	7%	1,164
Adjusted EBITDA**	350	9.9%	288	8.0%	21%	982	9.2%	881	8.0%	12%	1,164
Other Income	5	0.1%	11	0.3%		30	0.3%	35	0.3%		43
Interest	6	0.2%	14	0.4%		19	0.2%	41	0.4%		55
Depreciation	86	2.4%	78	2.2%		251	2.3%	235	2.1%		311
PBT before Exceptional Item	226	6.4%	207	5.8%	9%	706	6.6%	640	5.8%	10%	841
Exceptional Item	2	0.0%	2	0.0%		5	0.0%	5	0.0%		6
PBT	224	6.3%	206	5.7%		701	6.5%	635	5.8%		835
Tax	49	1.4%	46	1.3%		158	1.5%	164	1.5%		235
PAT	176	4.9%	159	4.4%	10%	543	5.1%	471	4.3%	15%	600
Cash PAT	262	7.4%	237	6.6%	11%	794	7.4%	706	6.4%	13%	912

*Employee benefits expense for the quarter and nine months ended 31st December 2015 includes provision towards bonus of Rs. 36.26 million (including Rs. 21.71 million for the period 1st April 2014 to 31st March 2015) arising due to retrospective amendment of Payment of Bonus Act, 1965.

** EBITDA adjusted for provision towards bonus as mentioned above

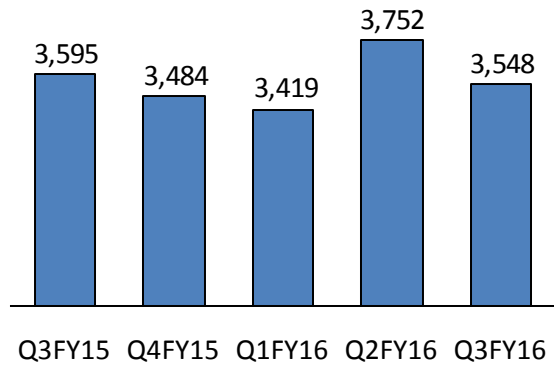
Quarterly Performance Trend



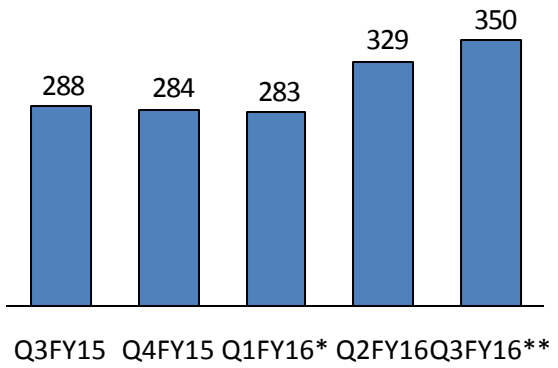
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(Rs. Mn)

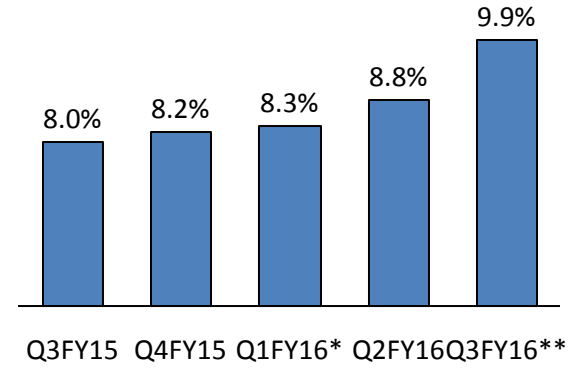
Revenue



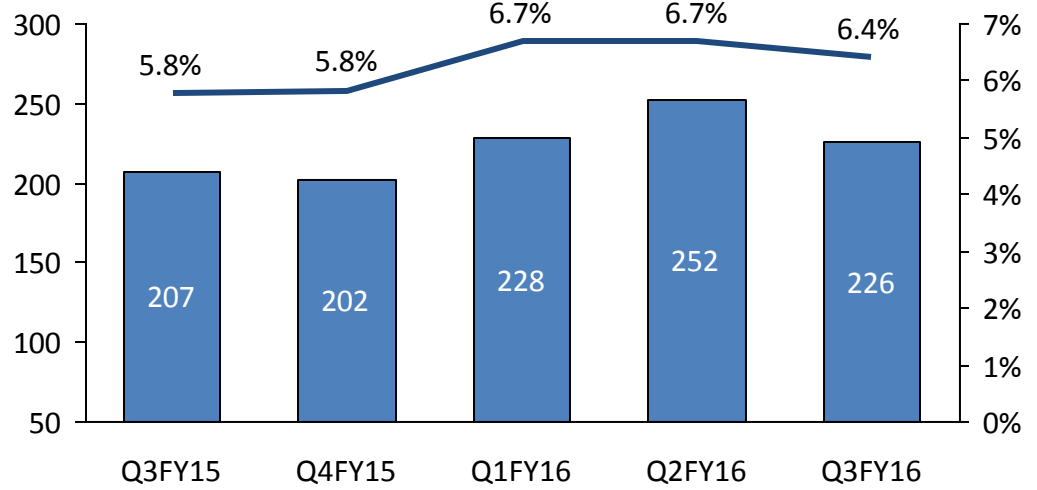
EBITDA



EBITDA Margin%



PBT Before Exceptional Item & Margin (%)



* 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.



Business Overview

Head Office, Pune, India

GABRIEL

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

Pioneer of Ride Control Products...



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**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

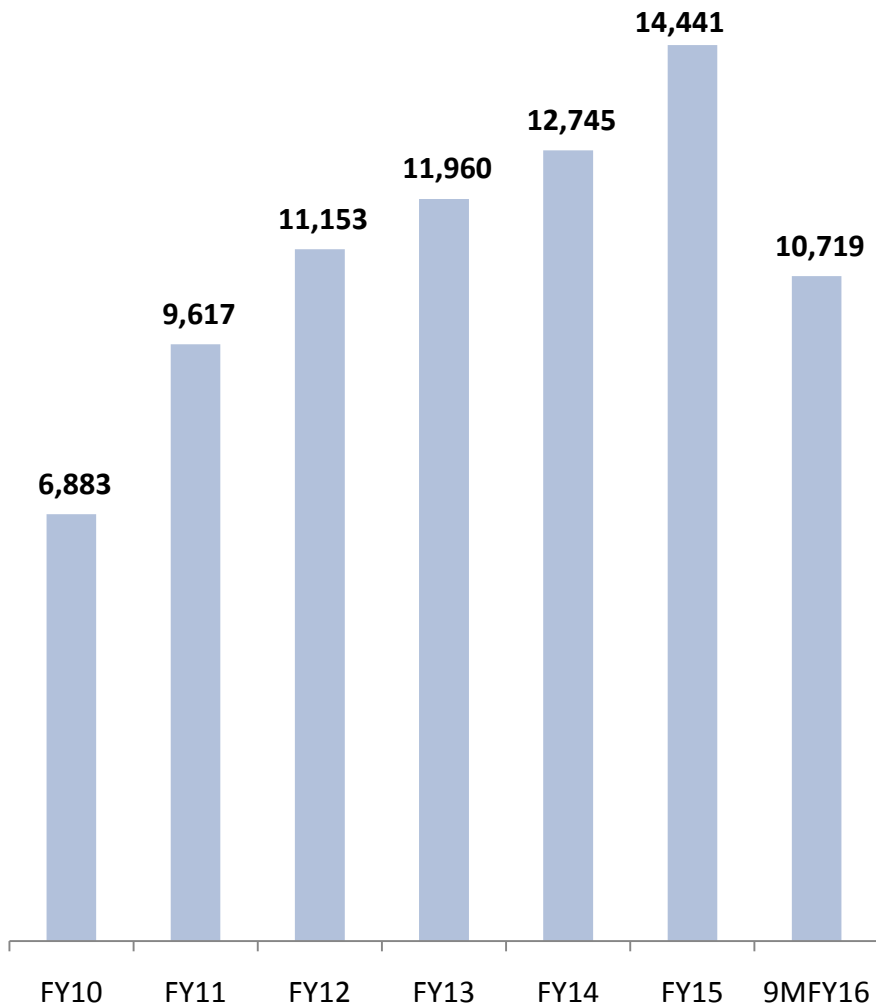
Cartridges

Seat Dampers

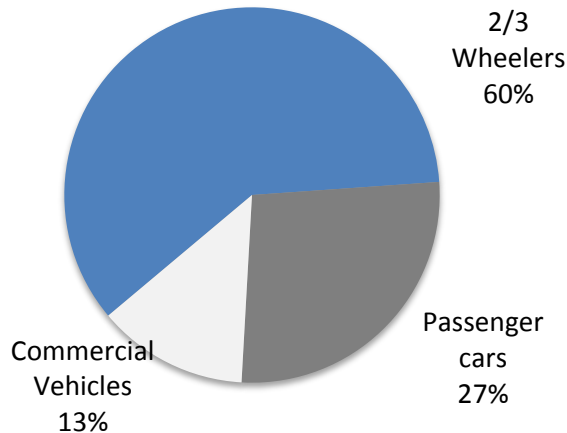
AFTER MARKET ACROSS ALL SEGMENTS

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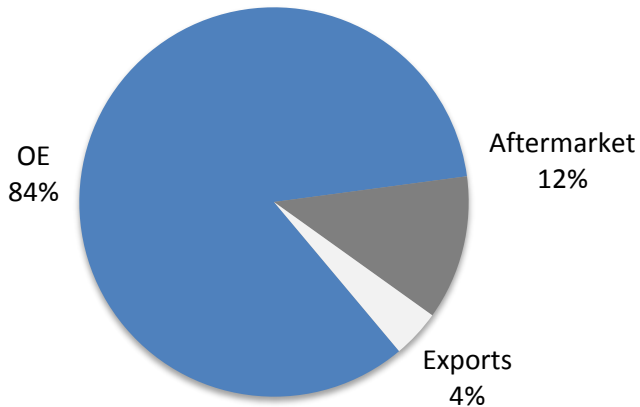
Sales (Rs. Mn)



Segment - Wise – 9M FY16



Channel - Wise - 9M FY16



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

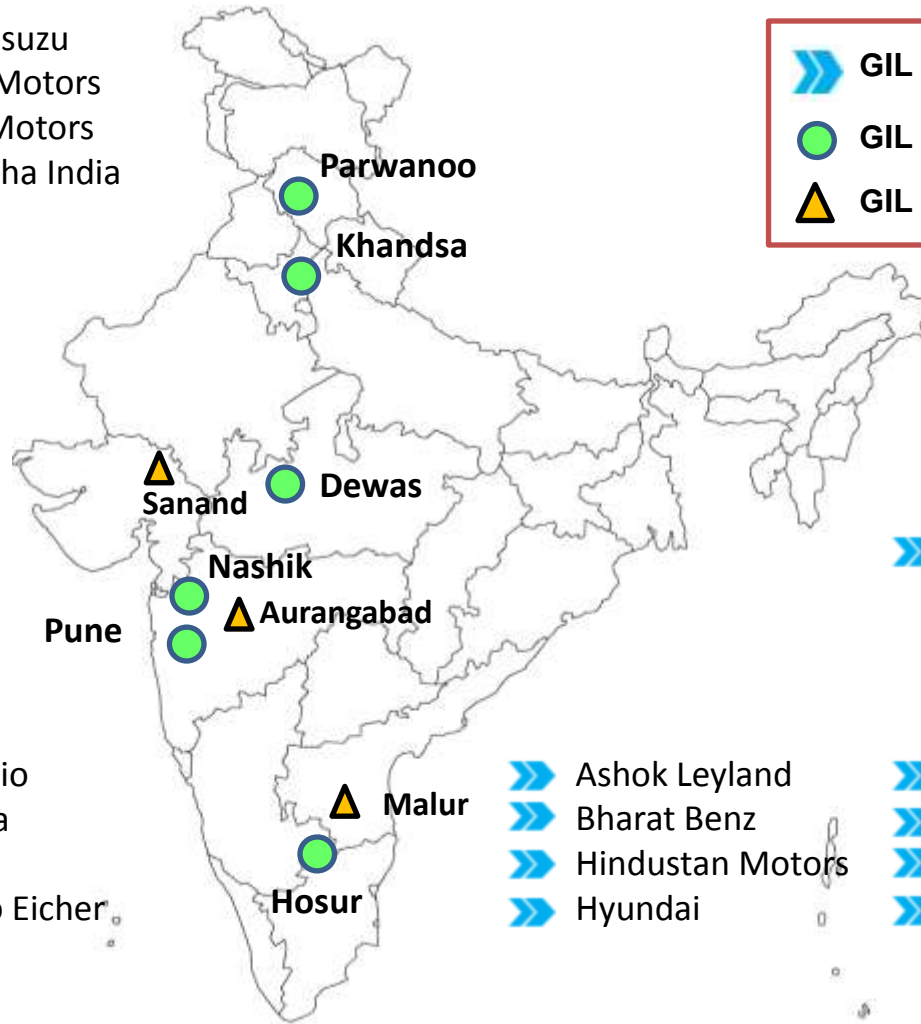
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

- » 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



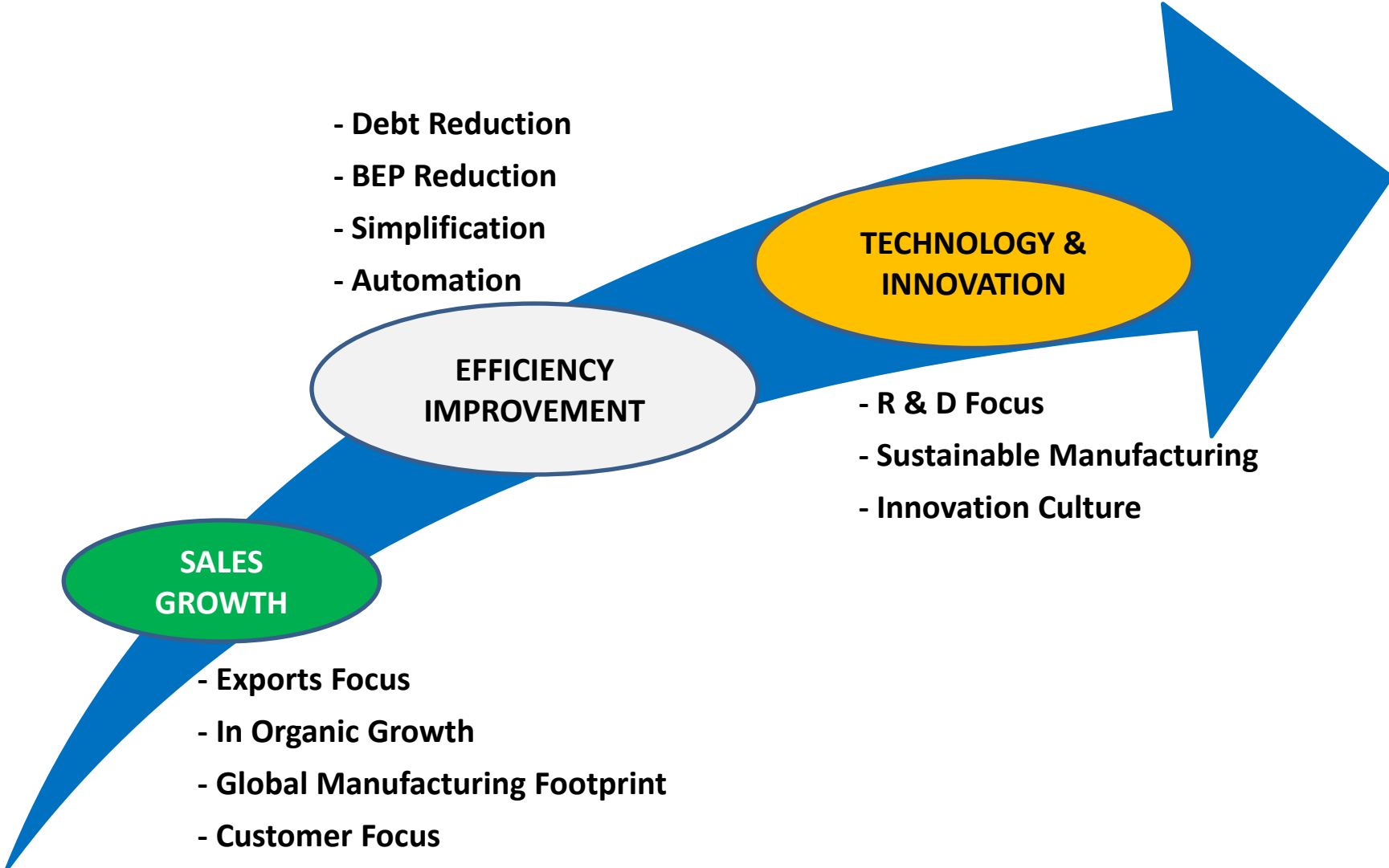
» Hindustan Motors

* 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

2/3 Wheelers

- Quality & Process Technology
- Capacity Enhancement

Passenger Cars

- Product Innovation
- Improving Market Share

Commercial Vehicles

- Product Technology
- New Product Devolvement

After-Market Presence across all business segments

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

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