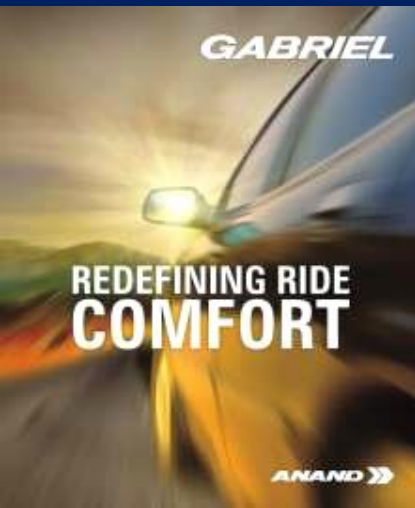


Gabriel India Ltd.

Investor Presentation – May 2016



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

"Golden
Peacock
Eco
Innovation
Award in
2012"

Over 21
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 21 patents in Products & Processes

Led by Experienced & Professional Management

Gabriel India ranked "Great Place to Work" in Auto Component Industry
for 2012 & 2015



Business Overview

Head Office, Pune, India

GABRIEL

2/3 Wheeler



Passenger Car



Commercial Vehicle & Railways



Front Forks

McPherson Struts

Shock Absorbers

Hydraulic Shock Absorbers

Gas Shock Absorbers

Cabin Dampers

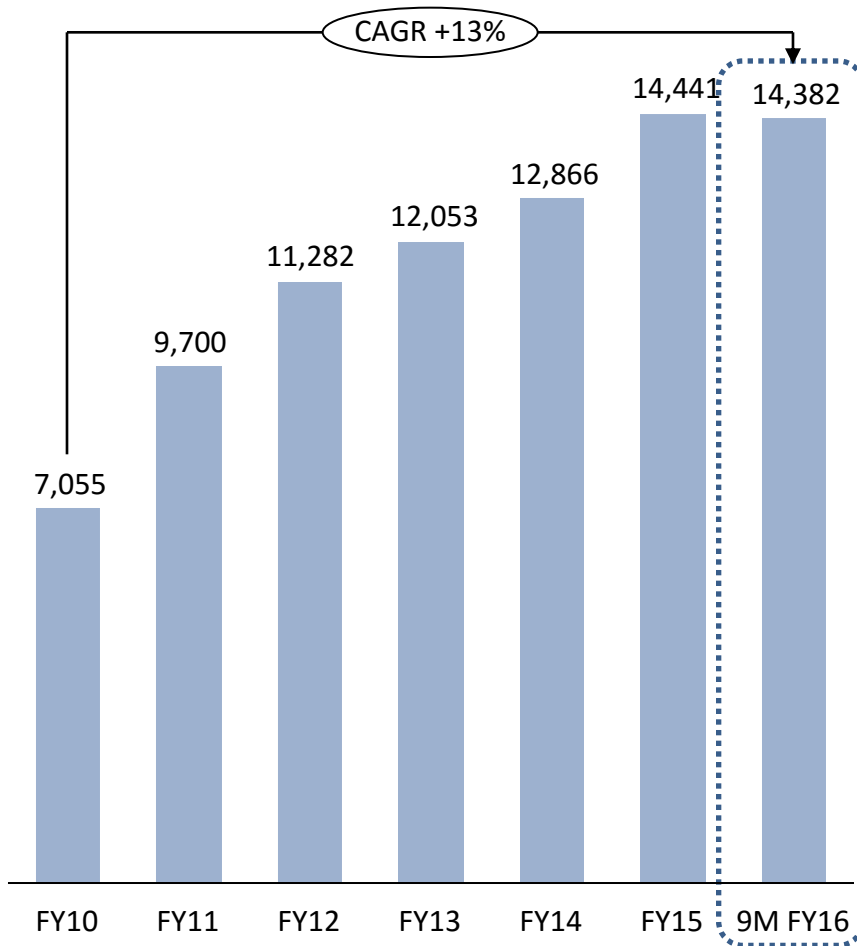
Gas Shock Absorbers

Cartridges

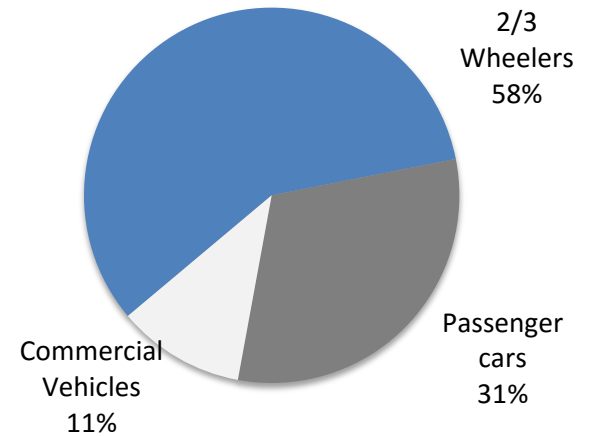
Seat Dampers

AFTER MARKET ACROSS ALL SEGMENTS

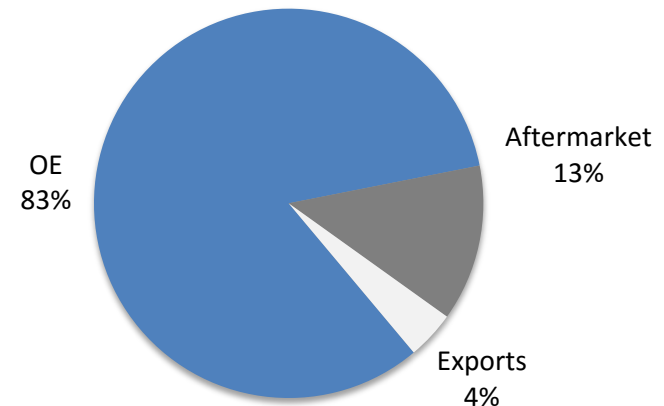
Sales (Rs. Mn)



Segment - Wise - FY16



Channel - Wise - FY16



GABRIEL

2/3 Wheeler



Passenger Car



Commercial Vehicle & Railways



“No” OE Customer accounts for more than 20% of Total sales - *Balanced Portfolio*

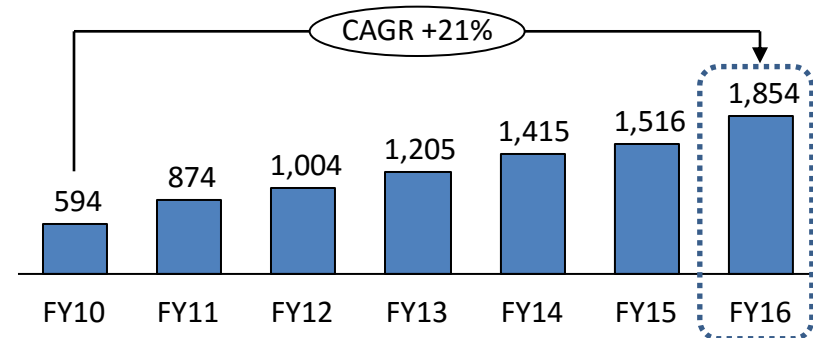
GABRIEL

- “Gabriel” - Brand synonymous with shock absorbers, with market share of 45%
- Established Pan-India network
 - 17 CFA Locations
 - 300 - 375 dealer network & supported by 6000 retail outlets
- To ensure leading position, offers complete range of ride control products
- More than 500 products launched under “Gabriel” brand in last 5 years

Branding Initiatives

- “Elite Retailer Program” – First of its kind in industry
- With objective to build loyalty amongst retailers & mechanics
- Honouring and embracing brand- loyal / Next Gen Loyalist
- 1st Phase - 500 Retailers Pan India, 2nd Phase : Mechanics

Aftermarket Sales (Rs.Mn)



GABRIEL

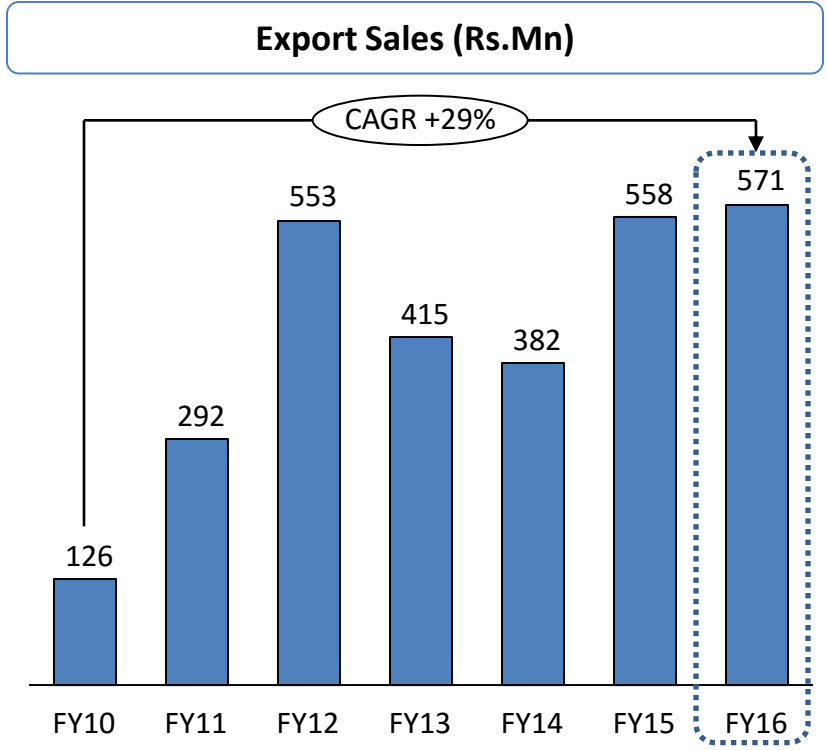


Branding at Bus Shelters at Pune

Campus Branding

Hoardings/Umbrella Distribution/ VW Vento Cup

- Establishing Network in 8 New Geographies
 - Through Structured Market Research & Systematic approach ingraining seeds of Gabriel India competencies worldwide
 - Created presence across Colombia, Venezuela, USA, Iran, Japan, African markets & Italy
- Services OE and Aftermarket demand
- Dedicated Marketing Team for Exports
- Strengthening Business with Gabriel Colombia
- 4% of Total Sales in FY16



NEW ORDERS

- Won an Exports order from Mahindra GenZe USA for E Scooter - Amphere
- Won an Exports OEM order from ISUZU (Thailand & Indonesia)

Strategic Manufacturing Footprint

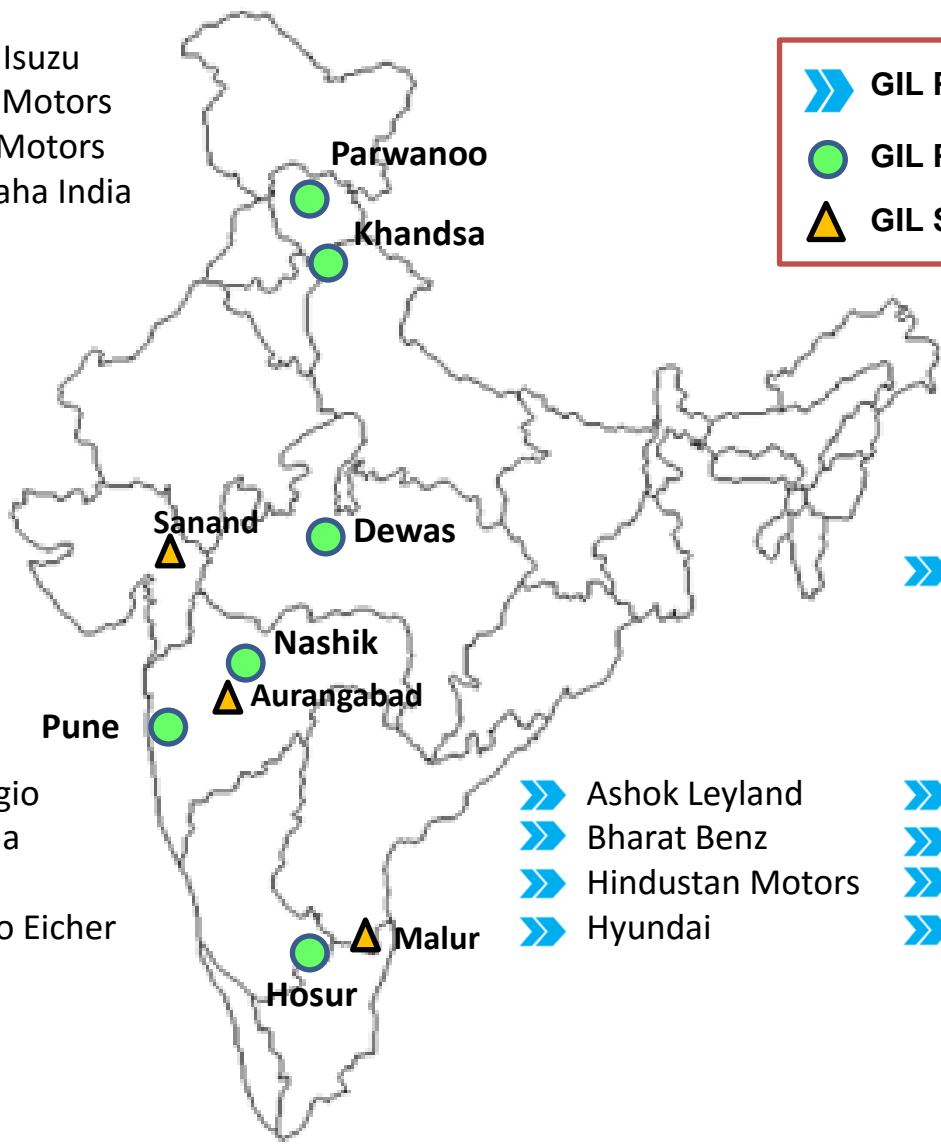


GABRIEL

- » 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

» Hindustan Motors

- » 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

GABRIEL

2/3 Wheelers

Nashik



Key Features

- Commenced production in 1990
- Products: Shock Absorbers & Front Forks
- TC with Yamaha Motors Hydraulic System

Hosur



- Commenced production in 1997
- Products: Shock Absorbers & Front Forks
- TC with KYB Japan & Yamaha Motors Hydraulic System

Parwano



- Commenced production in 2007
- Segment Served: 2Wheelers, Passenger Cars, Commercial Vehicles and Aftermarket
- Products: Shock Absorbers, Struts and Front Forks

GABRIEL

Passenger Cars

Client

Key Features

Chakan



- Commenced production in 1997
- Segment Served : Passenger Cars, Utility Vehicles and Railway
- Products: Shock Absorbers & Struts

Khandasa



- Commenced production in 2007
- Products: Shock Absorbers & Struts
- TC with KYB Japan

Commercial Vehicle

Client

Key Features

Dewas



- Commenced production in 1992
- Segment Served : OE, Aftermarket and Exports
- Products: Shox – Commercial Vehicles

In-house Research & Development

- Well equipped State-of-the-art R&D centres
 - Chakan, Hosur & Nashik
- Dept of Scientific Industrial Research approved R&D centres for development of Suspension Products
- Most Experienced R & D team in India



- #### Proven Engineering Capabilities - Product
- First to introduce adjustable rear suspension for 2W
 - Designed & developed Remote Canister Shock Absorber
 - Introduced Front Forks for Performance Bikes
 - Co-developed suspensions for Volkswagen Polo & introduced concept of hollow Piston Rods in India

- #### Proven Engineering Capabilities - Process
- 1st to design & develop robotised damper assembly line for 2W
 - Crank type damper force testing machine
 - Laser welding of outer tube
 - In – house equipment design & development for Shox manufacturing

Technical Collaborations with Global Leaders

- KYB Japan – Passenger Cars
- KYBSE Spain – Passenger Cars & Commercial Vehicles
- Yamaha Motor Hydraulic System Company - 2 /3 Wheelers
- KONI – Luxury Commercial Vehicle & Buses

Honored with “Golden Peacock Eco – Innovation Award 2012”

GABRIEL



- **KONI**, Netherland based company and part of New York-based ITT Corp, has more than 150 years of experience in area of Shock Absorber solutions
- Develops, manufactures and markets high class performance shock absorbers for all types of cars and commercial vehicles
- Present in India in luxury vehicles segment with increased focus on growing Indian Luxury bus and CV segment



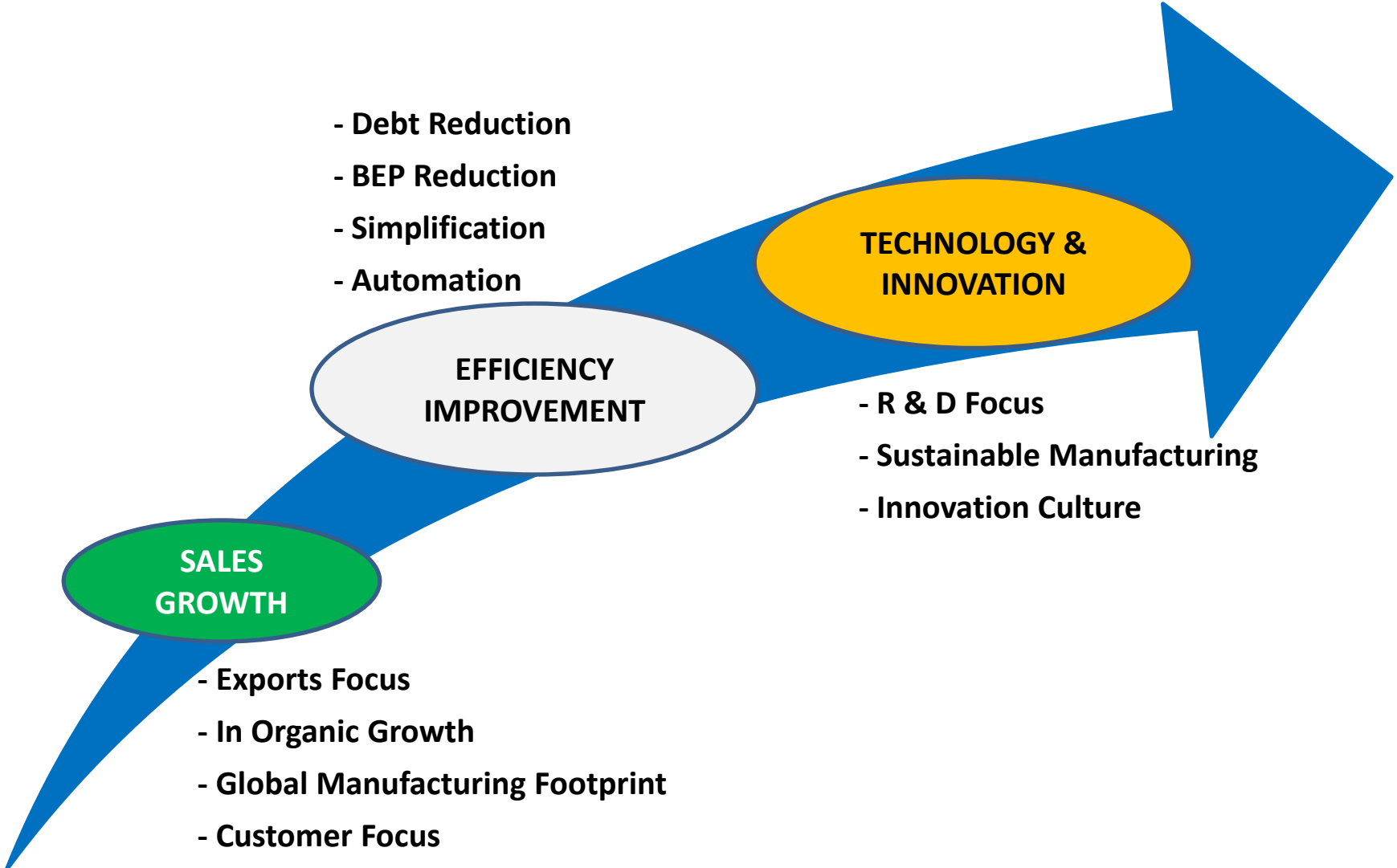
- Under arrangement, KONI will provide technology to design, develop and manufacture innovative damper products for Commercial Vehicles, Buses & Industrial Equipment Suspensions
- Cater to OEMs as well as Aftermarket demand in India, Bangladesh, Sri Lanka, Nepal and Bhutan
- Better products specially designed and suited for the Indian market
- Best possible technology combined with fastest time to market
- Enhance ride & performance of vehicle

...To help deliver high technology automotive products to Indian market in lesser time



Strategy Ahead

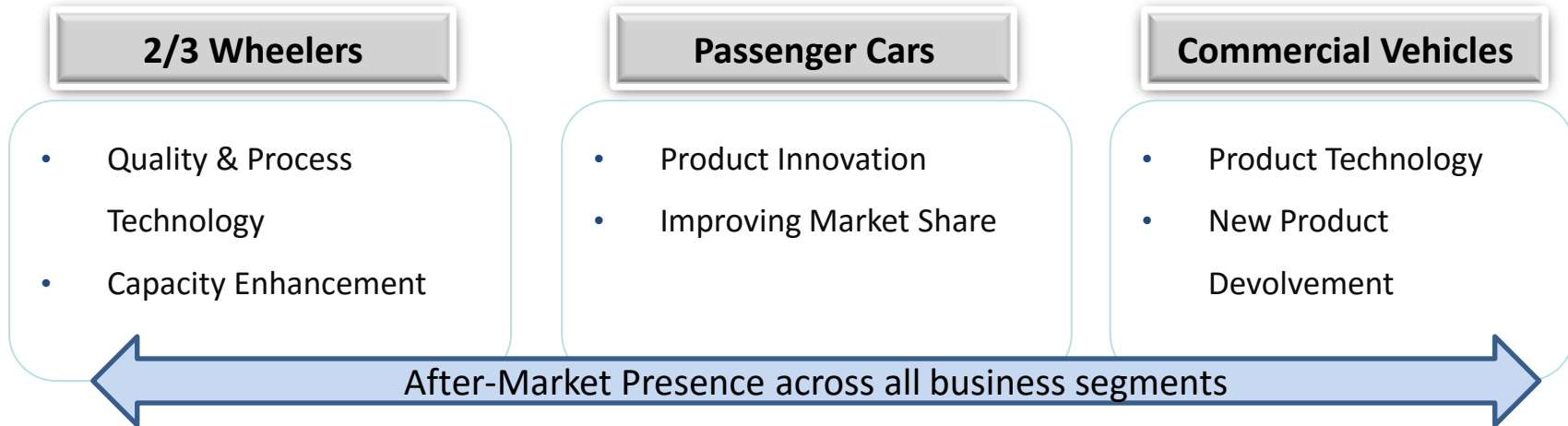
Head Office, Pune, India



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





Financial Highlights

Head Office, Pune, India

Quarterly Profit & Loss Highlights



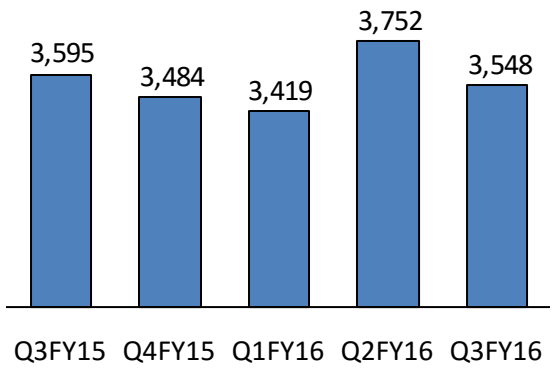
GABRIEL

Rs. Mn	Q4 FY16	% of Sales	Q4 FY15	% of Sales	YoY%
Revenue	3,662	100.0%	3,484	100.0%	5%
Raw Material	2,628	71.8%	2,494	71.6%	
Employee Expenses*	279	7.6%	277	7.9%	
Other Expenses	428	11.7%	428	12.3%	
EBITDA	326	8.9%	285	8.2%	15%
Adjusted EBITDA**	331	9.0%	285	8.2%	16%
Other Income	15	0.4%	7	0.2%	
Interest	6	0.2%	14	0.4%	
Depreciation	81	2.2%	76	2.2%	
PBT before Exceptional Item	255	7.0%	202	5.8%	26%
Exceptional Item	2	0.0%	2	0.0%	
PBT	253	6.9%	200	5.8%	
Tax	44	1.2%	71	2.0%	
PAT	209	5.7%	130	3.7%	62%
Cash PAT	290	7.9%	206	5.9%	41%

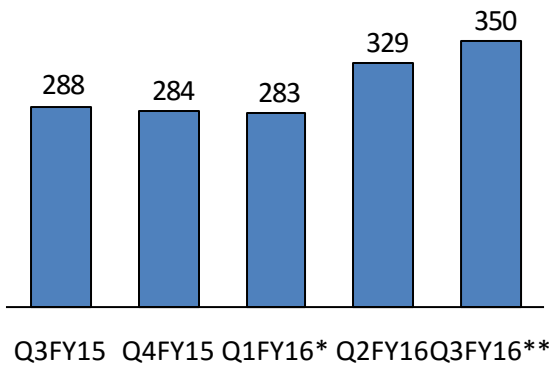
** EBITDA adjusted for one time items of royalty reversal Rs 21 million and provision towards bonus as mentioned above.

GABRIEL

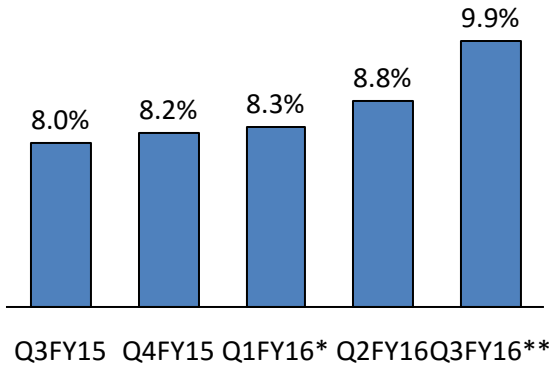
Revenue



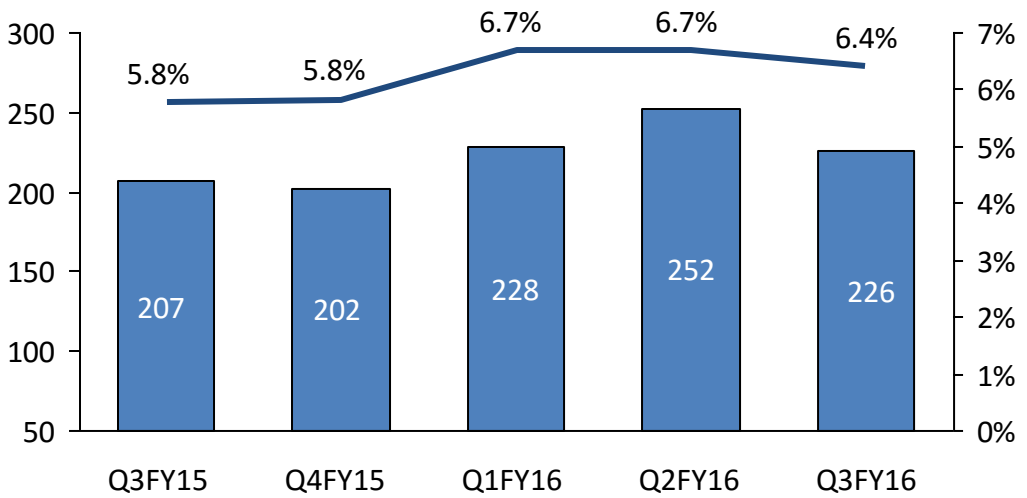
EBITDA



EBITDA Margin% (Rs.Mn)



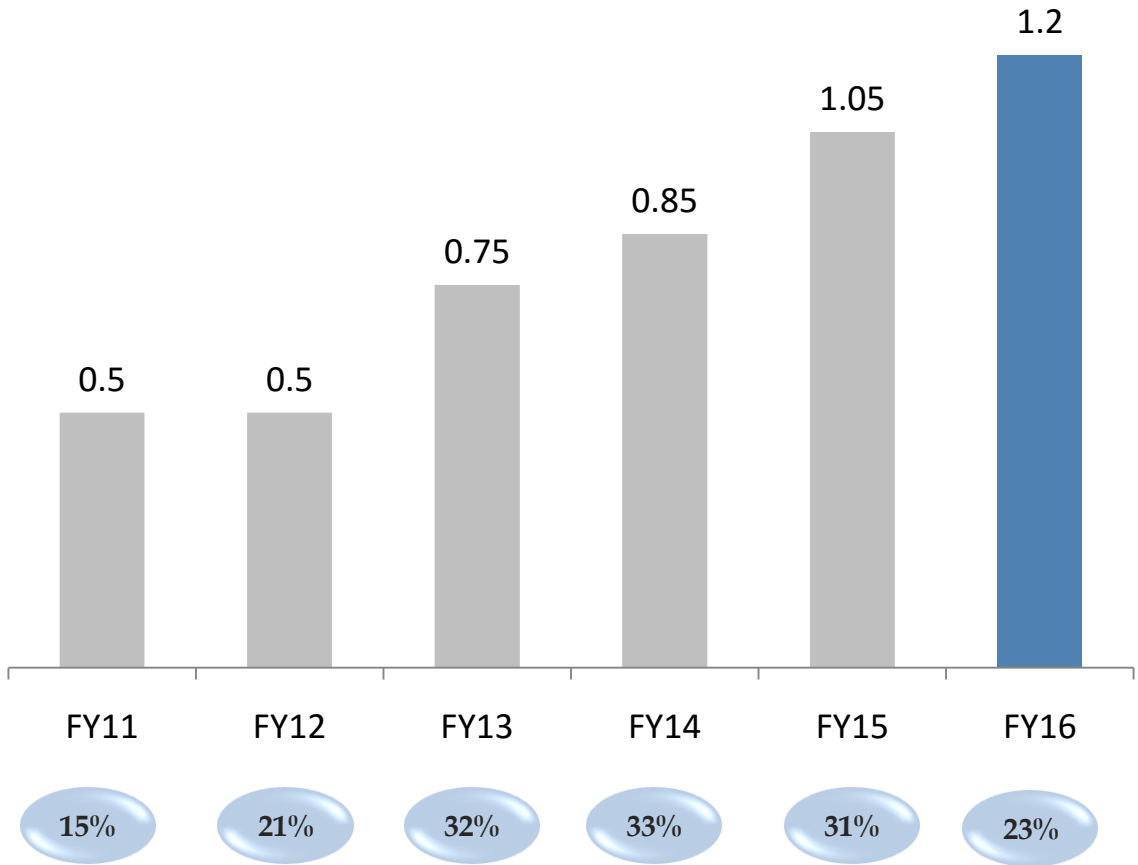
PBT Before Exceptional Item & Margin (%)



* 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.

Dividend Per Share (Rs.)



Pay out Ratio

- Continuous Dividend since 1998
- Stable Payout Ratio
- Declared Final Dividend of Rs. 0.75 per share, amounting to 75% of Face Value.
- Total Dividend of Rs.1.20 per share of Re.1 each

Historical Profit & Loss Highlights



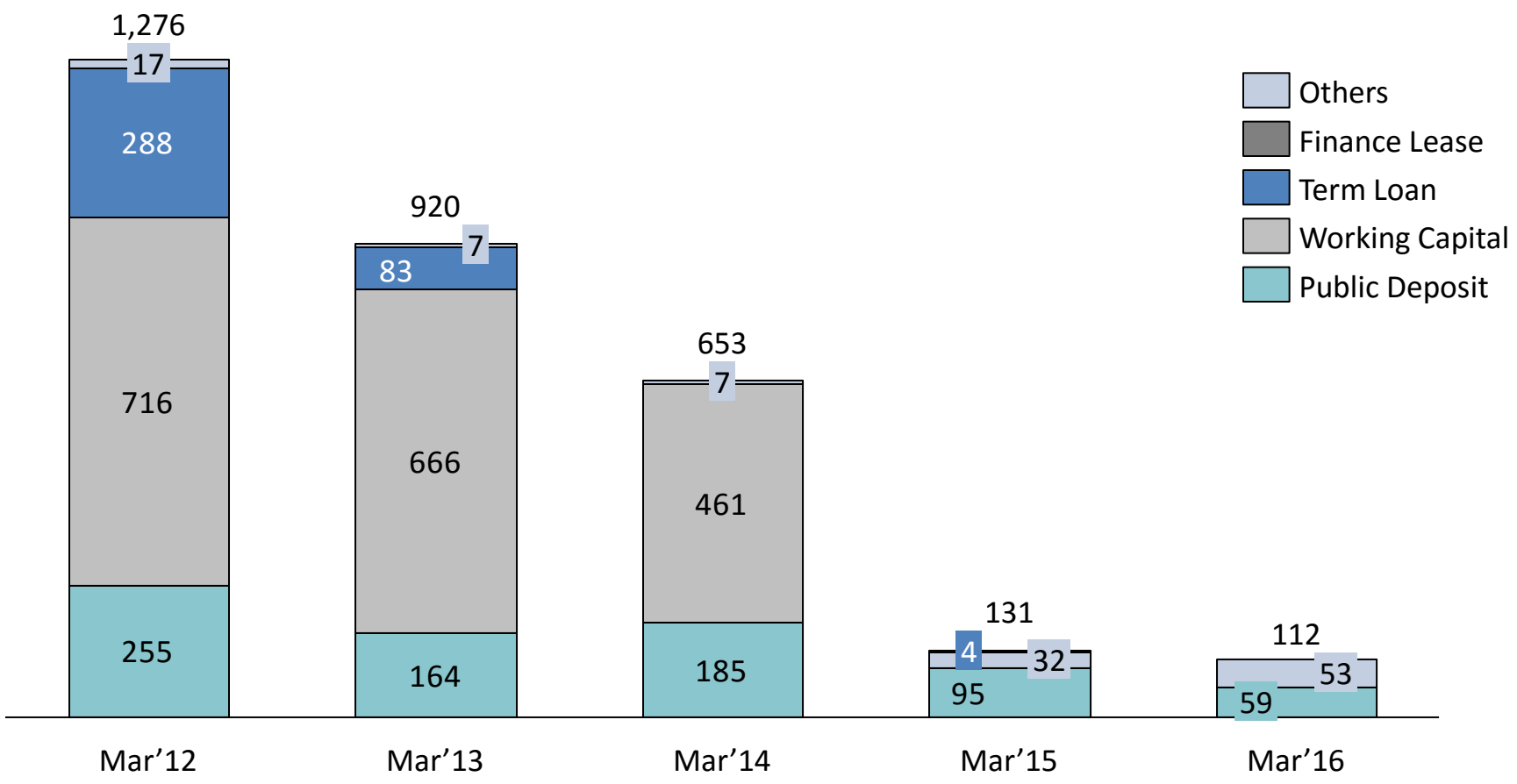
GABRIEL

Rs.Mn	FY16	FY15	FY14	FY13
Revenue	14,382	14,441	12,866	12,053
Raw Material	10,282	10,432	9,266	8,644
Employee Expenses	1,150	1,075	982	911
Other Expenses	1,674	1,769	1,714	1,672
EBITDA	1,276	1,164	904	826
<i>Margin</i>	9.0%	8.1%	7.0%	6.9%
Other Income	42	43	56	40
Interest & Finance Charges	25	55	90	123
Depreciation	332	311	271	273
PBT before Exceptional Item	961	841	600	471
<i>Margin</i>	6.7%	5.8%	4.7%	3.9%
Exceptional Item*	6	6	42	59
PBT	955	835	558	412
Tax	203	235	132	30
PAT	752	600	426	381
<i>PAT Margin</i>	5.2%	4.2%	3.3%	3.2%
Cash PAT	1,084	912	697	654

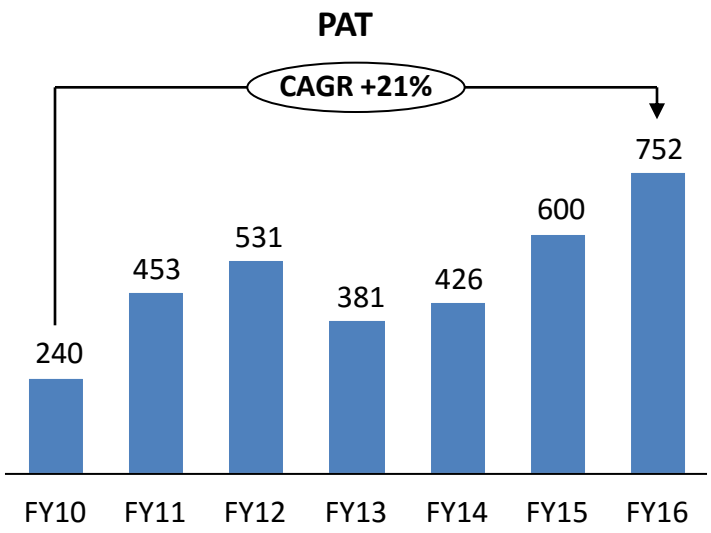
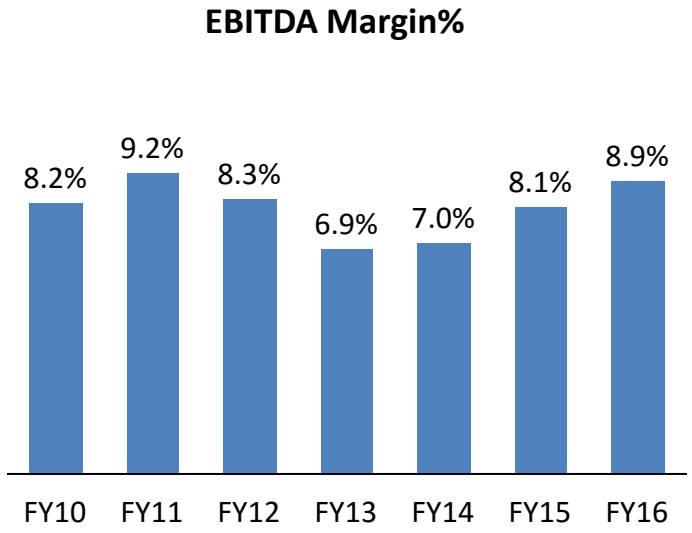
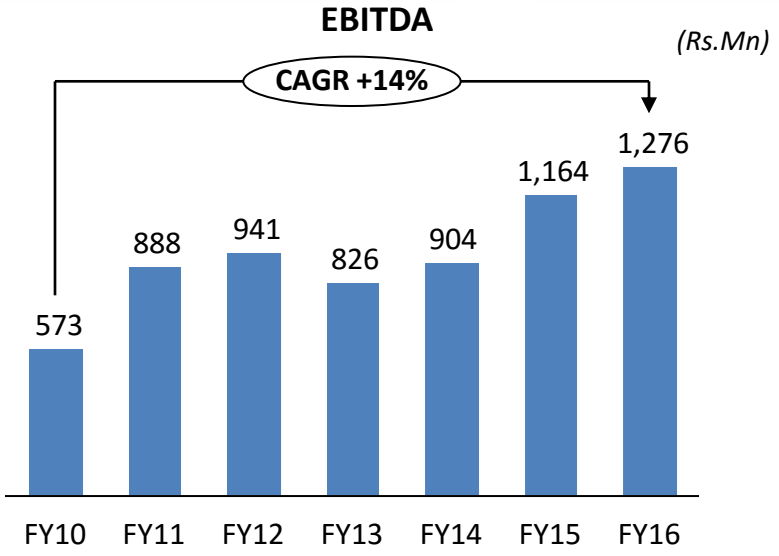
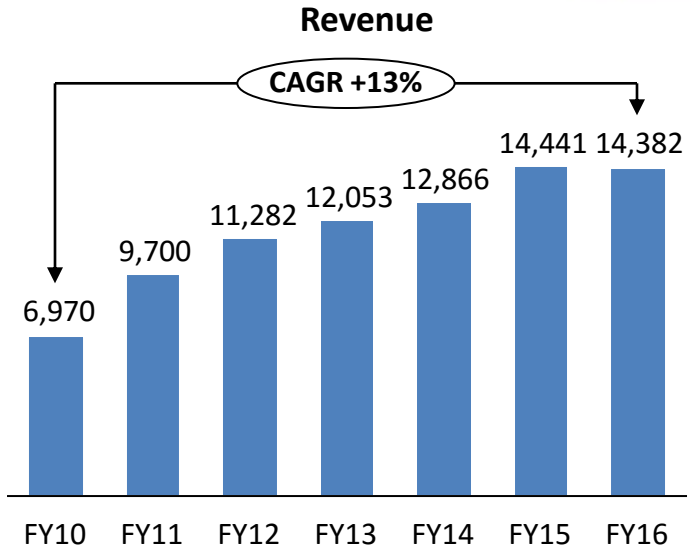
* Exceptional Item includes provision made on re-assessment of disputed liabilities towards rates & taxes

Rs. Mn	Mar-16	Mar-15
Shareholder's Fund	3,799	3,254
Share capital	144	144
Reserves & Surplus	3,656	3,111
Non-current liabilities	277	260
Long term borrowings	81	61
Other non-current liabilities	197	198
Current liabilities	2,640	2,674
Short term borrowings	362	315
Trade Payables	1,781	1,907
Other current liabilities	497	453
Total Liabilities	6,716	6,188

Rs. Mn	Mar-16	Mar-15
Non-current assets	2,997	2,958
Fixed assets	2,746	2,708
Long-term loans and advances	236	226
Other non-current assets	14	24
Current assets	3,719	3,230
Inventories	1,107	1,121
Trade receivables	1,924	1,748
Cash and bank balances	362	39
Short-term loans and advances	290	309
Other current assets	36	13
Total Assets	6,716	6,188

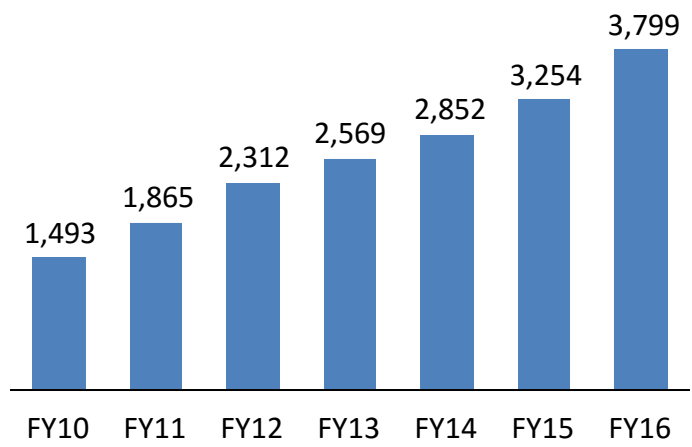


GABRIEL

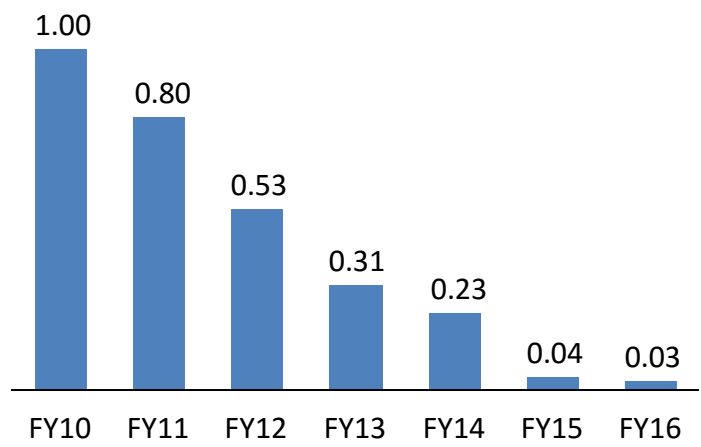


(Rs.Mn)

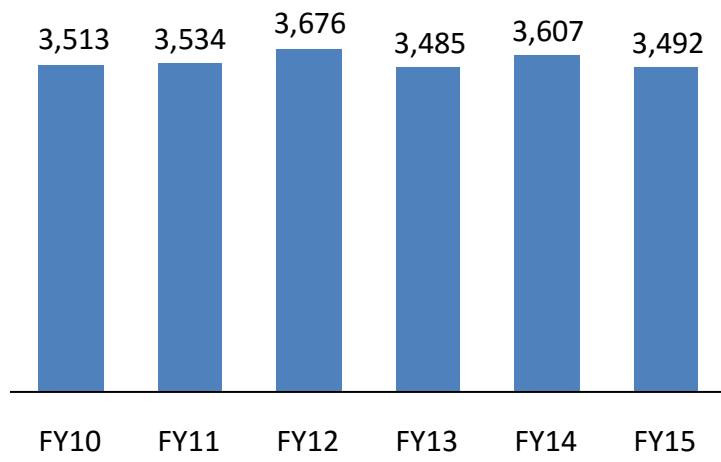
Networth



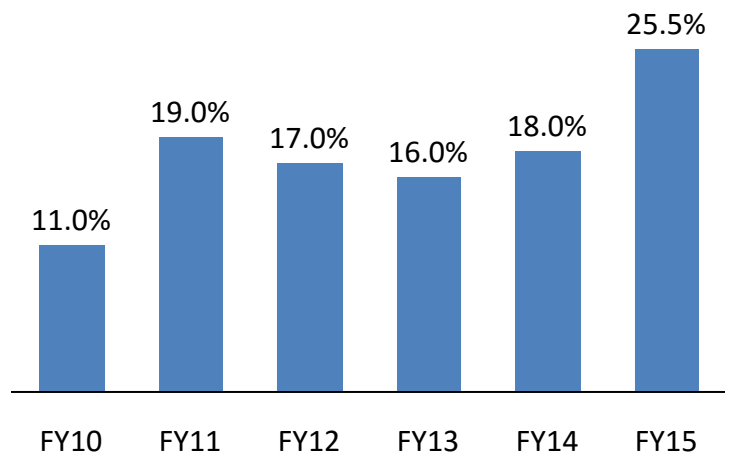
D:E Ratio



Capital Employed



ROCE





Corporate Overview

Head Office, Pune, India

- Incorporated Gabriel India in 1961
- Serviced Commercial Vehicles segment from plant in Mulund
- In House design centre followed by in house SPM design center

1961-1990

- Single Unit Manufacturing to Multi Location segment wise manufacturing : Passenger cars segment with plant at Chakan & launch of McPherson Struts & Gas shock Absorbers, 2W segment with Plant in Nashik & Hosur, CV segment with plant at Dewas
- OE Model – First time in Auto Industry

1991 - 2000

- Expanded in all segments with new plants at Parwanoo, Khandsa , Sanand & Malur
- Installed “Dynachrome Automation Machine” for plating, 1st in Asia
- Expanded footprint to China
- State of R&D Centres at Chakan, Hosur & Nashik
- DSIR recognized all R&D Centres

2001 - 2013

Mr. Deepak Chopra – Group CEO, Anand Group



- Chartered Accountant & Company Secretary, with 37 years of experience across Industries
- Associated with Anand Group since 1976
- Rich experience in Finance, Tax, Operations, Secretarial, and Project Management

Mr. Manoj Kolhatkar – MD, Gabriel India



- B.E. Mechanical & DBM, with more than 25 years of experience in Automotive industry
- Associated with Gabriel India since 2011
- Prior to this, served in TATA Group in senior roles for 22 years

Mr. Rajendran Arunachalam – CFO, Gabriel India



- Qualified CPA (USA) and Degree in Management from BITS Pilani
- Associated with Gabriel India since Nov' 2013
- More than 20 years of experience in areas Finance, Treasury across various industries

Mr. Rajendra Abhange, CTO



Mr. Atul Jaggi , COO, TWBU



Mr. Amitabh Srivastava, COO, AMBU



Mr. Sumit Bhatnagar, COO, PCBU



Mr. Umesh Shah , COO, CVRBU



Mrs. Anjali Singh – Chairperson, Gabriel India

- Joined Anand Group in 2005
- Studied Business Management at University of Westminster, UK, and Fine Arts at Central Martin's School of Arts and Design, UK
- Also serves as Chairperson, Supervisory Board, Anand Group since 2011

Mr. Jagdish Kumar – Group President & Group CFO, Anand Group

- Joined Anand Group in September 2015
- Over 29 years of cross cultural experience of running business at Asia Pacific level as well leading Strategic Planning efforts for Asia-Pacific at Global Companies like Du Pont, BILT, TCS

Mr. Pradipta Sen – Non Executive Independent Director

- President for India, Middle East and Africa region of Emerson, Fortune 500 conglomerate
- Prior to joining Emerson, Mr. Sen spent 16 years with General Electric, USA in leadership roles
- Also sits on the Boards of various Emerson subsidiary companies like Emerson Process Management India Pvt Ltd, Emerson Climate Technologies Ltd

Mr. Aditya Vij – Non Executive Independent Director

- Over 3 decades of experience in the corporate world with a proven track record of developing and turning around businesses in various leadership positions.
- Served as the Chief Executive Officer at Fortis Healthcare Limited from July, 2011 to November, 2014. He joined Fortis Healthcare from Punj Lloyd where he held the position of Group President – Defence
- Prior to Punj Lloyd, Mr. Aditya Vij had a distinguished innings of 18 years with General Motors, across five countries in Europe and Asia. He served as an Executive Director of Sales, Marketing and After-Sales at General Motors Europe AG

Mr. Atul Khosla – Non Executive Independent Director

- Founding Partner for Oliver Wyman (the leading global consultancy) in India
- Actively involved in higher education and research in India, and founding trustee of Shoolini University at Solan, Himachal Pradesh
- B.Tech from the Indian Institute of Technology at Kanpur and MBA from the Jamnalal Bajaj Institute of Management Studies, Mumbai

GABRIEL



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

- “Overall Cost Reduction” Award from Suzuki Motorcycles for 2015-16
- FICCI Quality System Excellence Award for Manufacturing 2015
- Gold Trophy in the Excellence in HR (Special) Category by ACMA
- “Strong Commitment to HR Excellence” by CII
- State level Quality Award under Automobile Category for Make in India concept
- Bronze Award in International Convention on Quality Circle (ICQC) at South Korea
- Western region HMSI QC Champion Award
- 1st Rank in Honda Cars Quality Circle & Kaizen competition



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

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