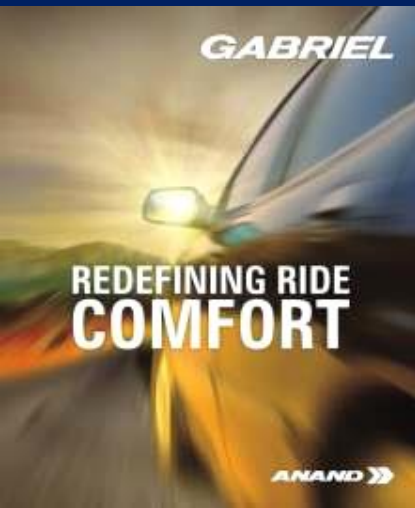


Gabriel India Ltd.

Result Update Presentation – Q3 FY18

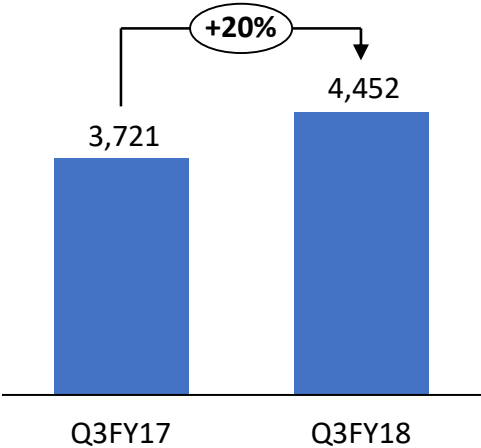


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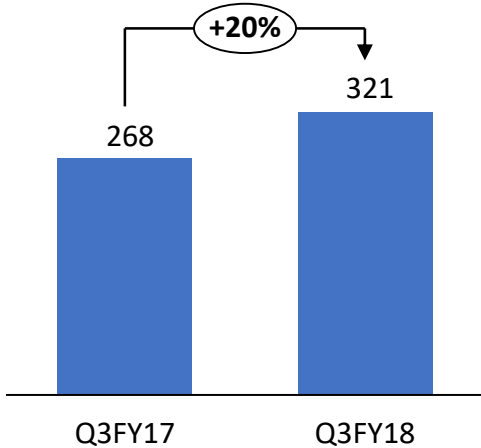
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Revenue



PBT

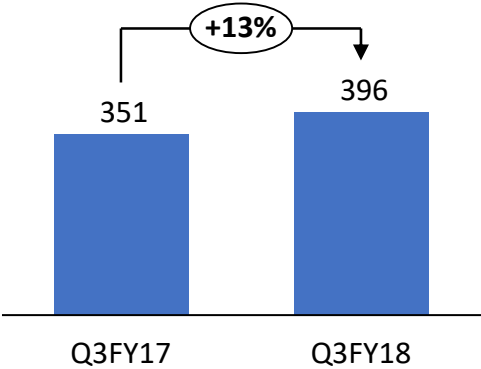


Key Highlights

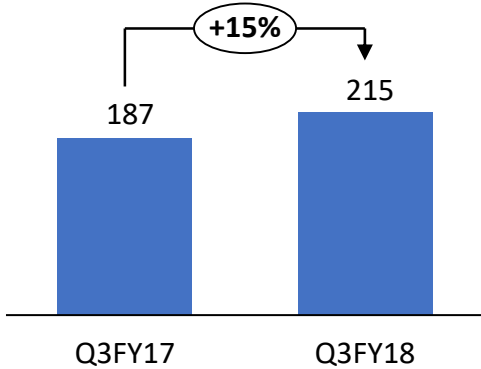
Revenue: Revenue led by Higher Volumes across all the segments

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

EBITDA



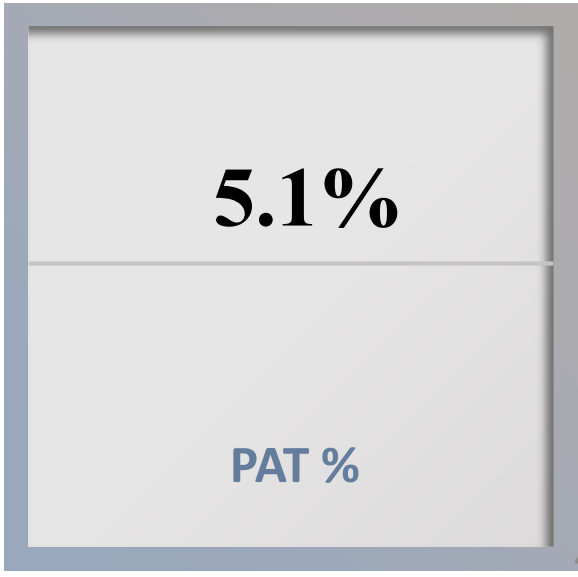
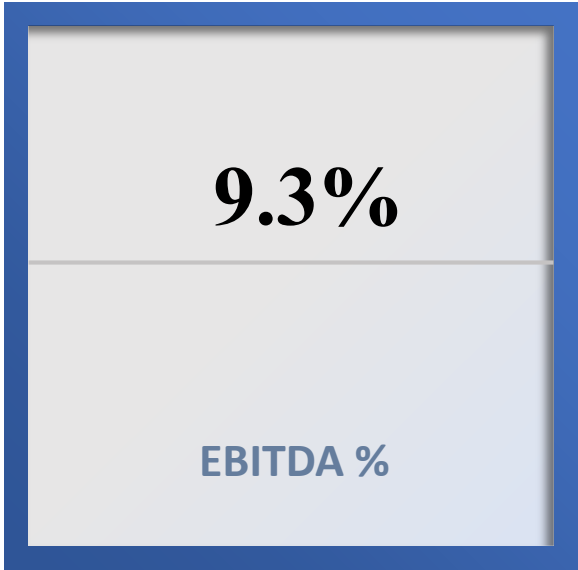
PAT



Note: Q3FY18 compared with Q3FY17 as per INDAS

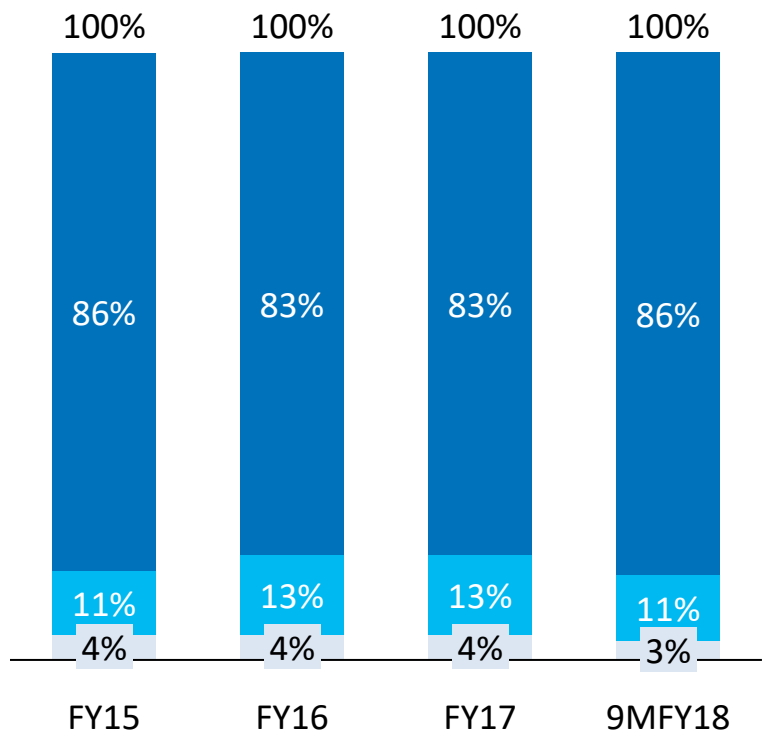
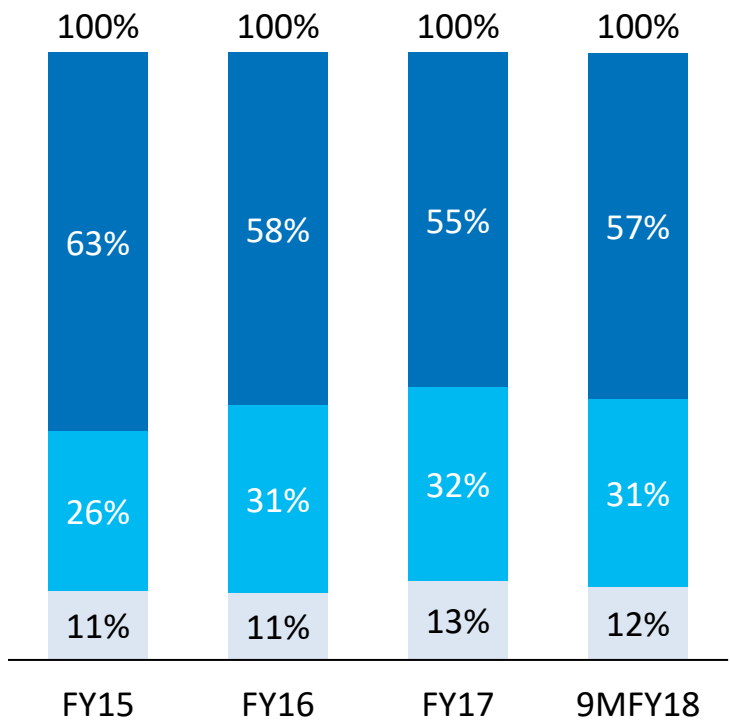
(Rs.Mn)

GABRIEL



Segment – Mix

Channel – Mix



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

- OE
- Replacement
- Export

Rs. Mn	Q3FY18	% of	Q3 FY17	% of	YoY%	9M FY18	% of Revenue	9M FY17	% of Revenue	YoY%
Revenue (net of excise duty)	4,452	100.0%	3,721	100.0%	19.6%	13,357	100.0%	11,326	100.0%	17.9%
Raw Material	3,162	71.0%	2,633	70.8%		9,561	71.6%	8,086	71.4%	
Employee Expenses	404	9.1%	314	8.4%		1,141	8.5%	930	8.2%	
Other Expenses	490	11.0%	423	11.4%		1,410	10.6%	1,223	10.8%	
EBITDA	396	8.9%	351	9.4%	12.8%	1,246	9.3%	1,087	9.6%	14.6%
Other Income	22	0.5%	11	0.3%		50	0.4%	37	0.3%	
Interest	5	0.1%	6	0.2%		22	0.2%	21	0.2%	
Depreciation	92	2.1%	88	2.4%		276	2.1%	263	2.3%	
PBT	321	7.2%	268	7.2%	20.0%	997	7.5%	840	7.4%	18.7%
Tax	106	2.4%	81	2.2%		312	2.3%	240	2.1%	
PAT	215	4.8%	187	5.0%	15.0%	685	5.1%	600	5.3%	14.2%
Other Comprehensive Income	7		-16			25		-38		
Total Comprehensive Income	223	5.0%	172	4.6%	29.7%	711	5.3%	563	5.0%	26.3%
Cash PAT	308	6.9%	275	7.4%	11.8%	962	7.2%	863	7.6%	11.4%

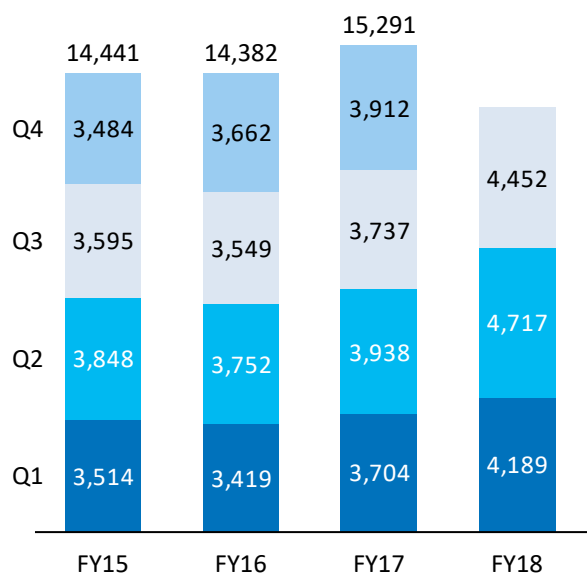
Impacted Item	Impact
Investment in Mutual Funds	<ul style="list-style-type: none"> Measurement of investment in Mutual Funds at fair value through profit and loss
Investment in Equity Instruments	<ul style="list-style-type: none"> Measurement of investment in Equity Instruments at fair value through 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

(Rs. Mn)

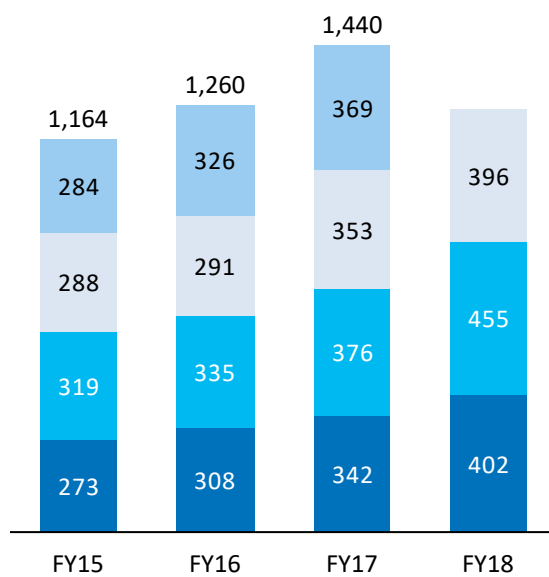
Particulars	Q3FY17
Profit After Tax reported as per I GAAP	188.3
Actuarial loss on employee defined benefit plan	(1.2)
Effect of fair valuation of security deposit	0.1
Profit After Tax reported as per Ind AS	187.2
Actuarial gain / loss on defined benefit plans	1.8
Change in fair value of cash flow hedge	(25.6)
Deferred tax adjustment	8.2
Total Comprehensive Income as per Ind AS	171.6

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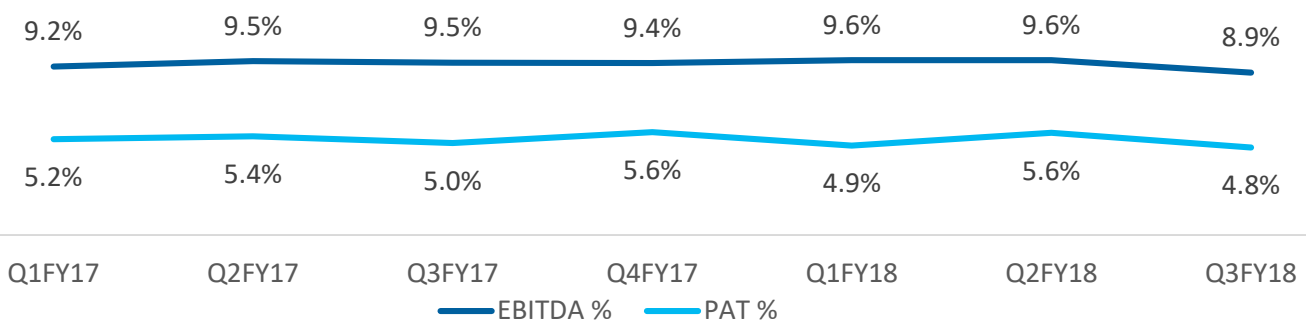
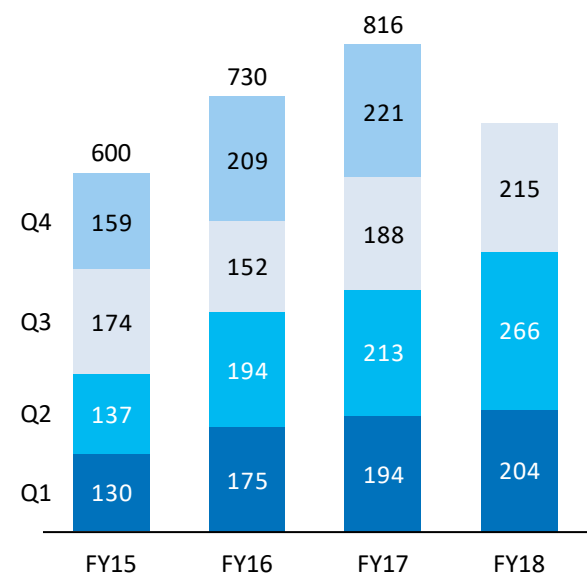
Revenue



EBITDA



PAT



Note: *Data as per INDAS

(Rs.Mn)

GABRIEL



Supply Excellence Award - SML ISUZU Ltd



Gold Award in Health & Safety Category – ACMA Center of Technology (ACT)



Gold Award in the International Convention on Quality Control Circles held in Philippines

GABRIEL



Senior management from OEMs along with key dignitaries visited Anand Group Stall

GABRIEL

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

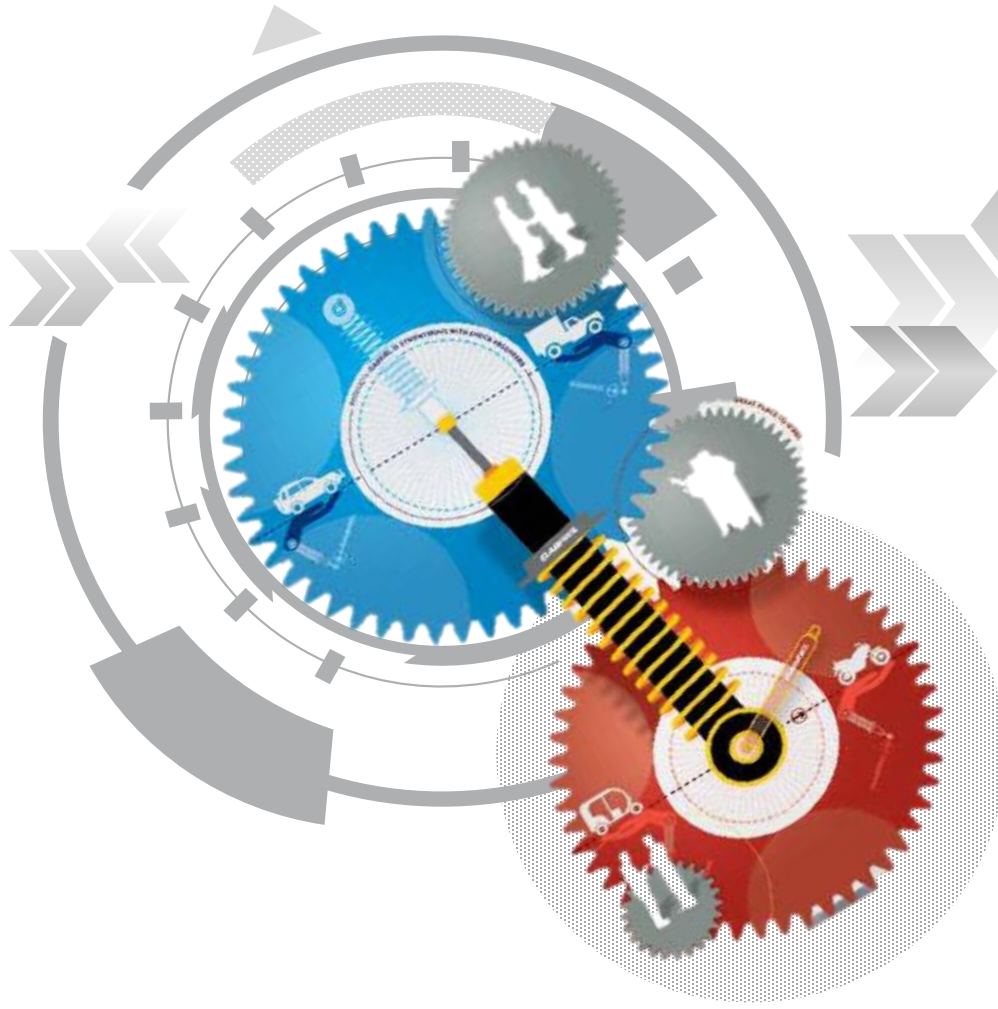
2015

- 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





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 43 patents filed in Products & Processes



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



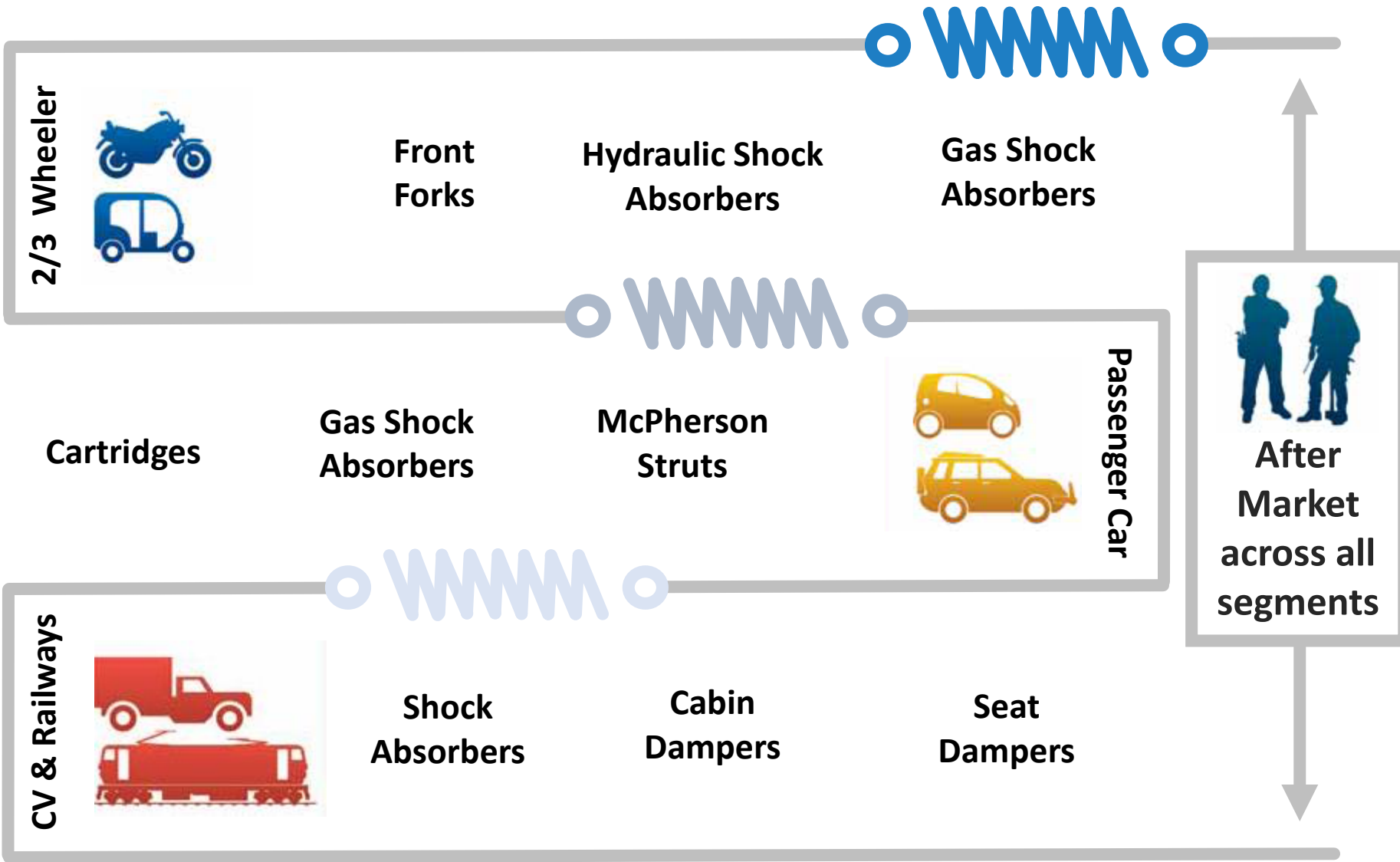
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

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

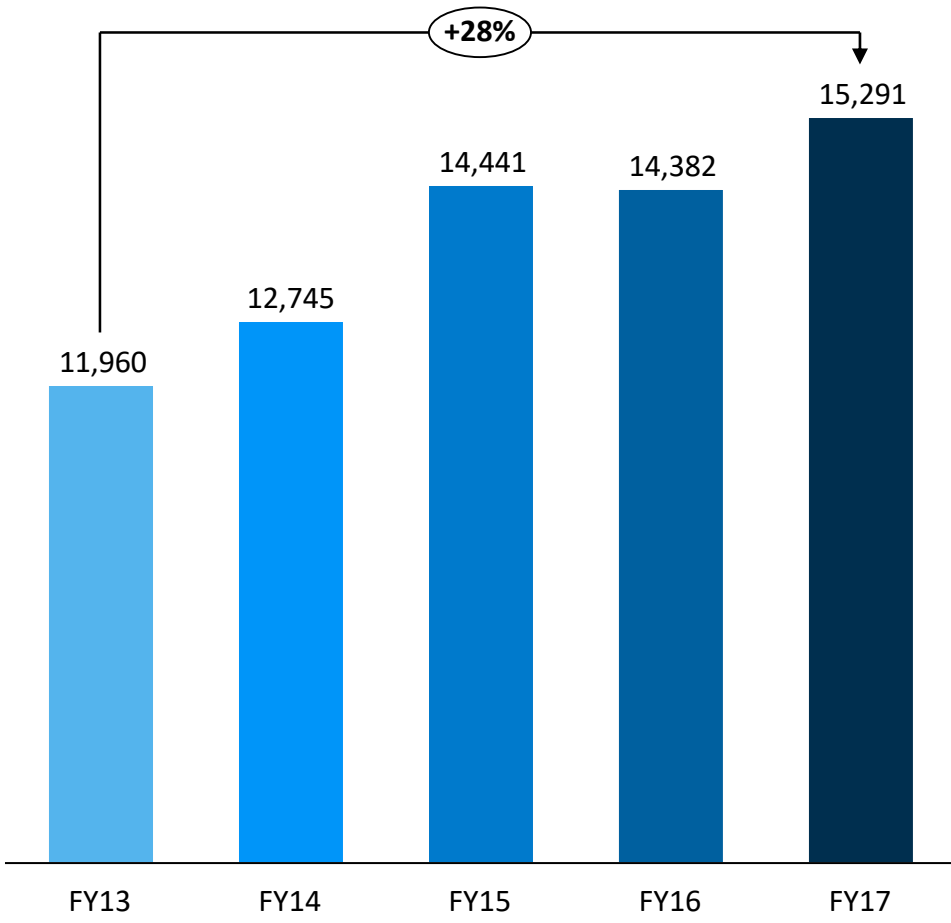


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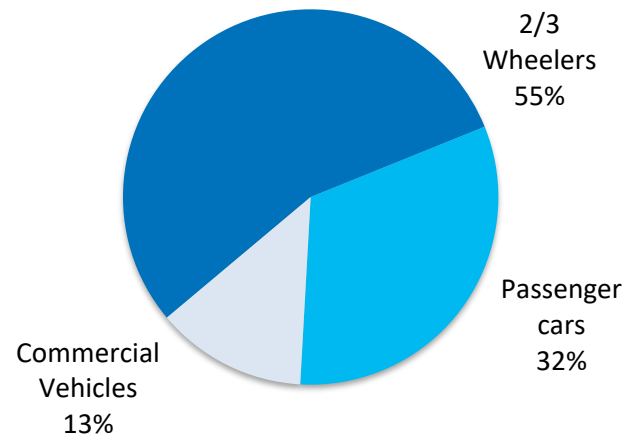


GABRIEL

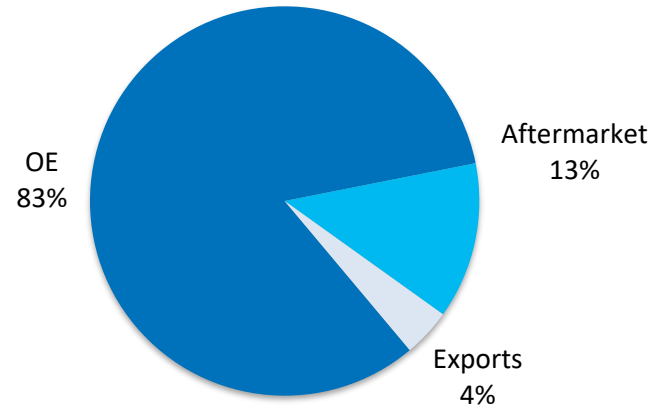
Revenue (Rs. Mn)



Segment Mix: FY17



Channel Mix: FY17



GABRIEL

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

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

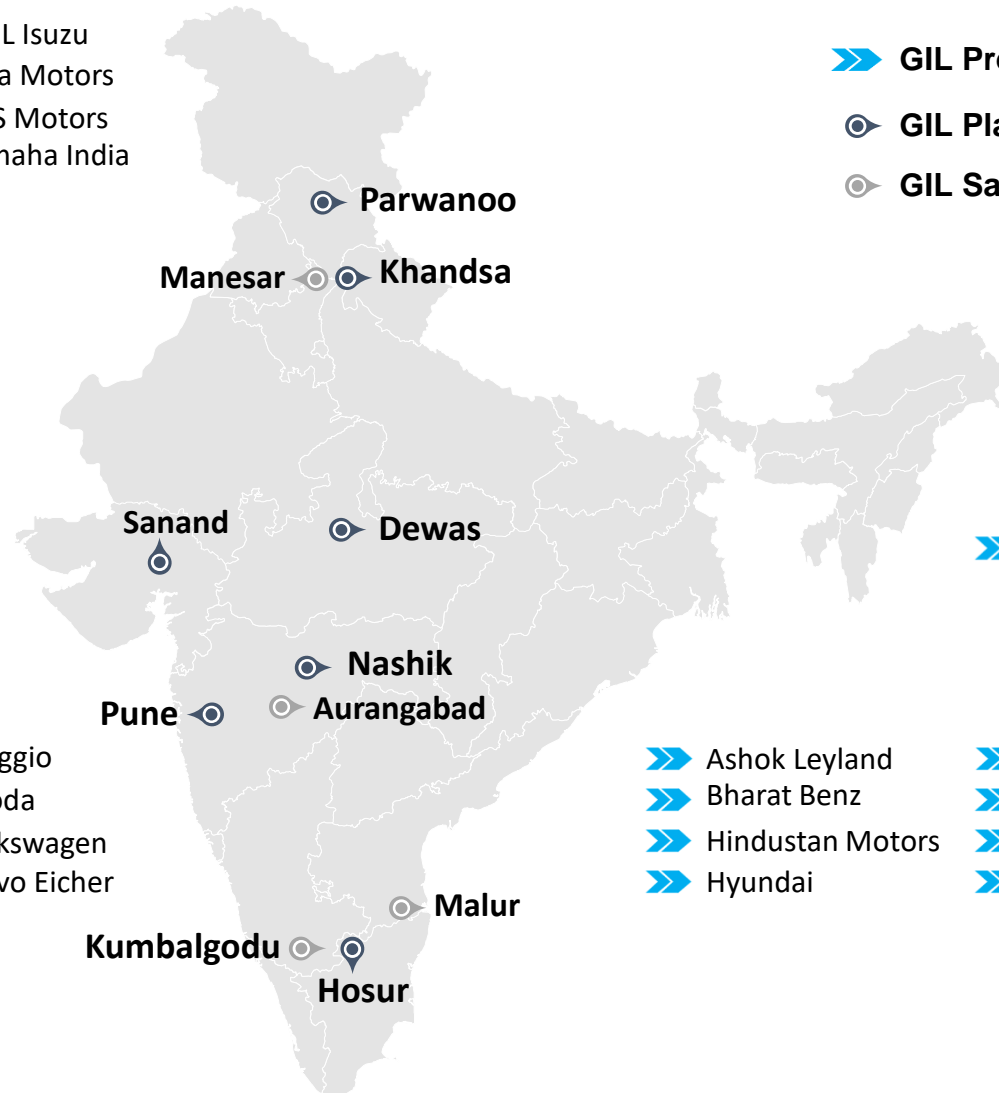
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

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

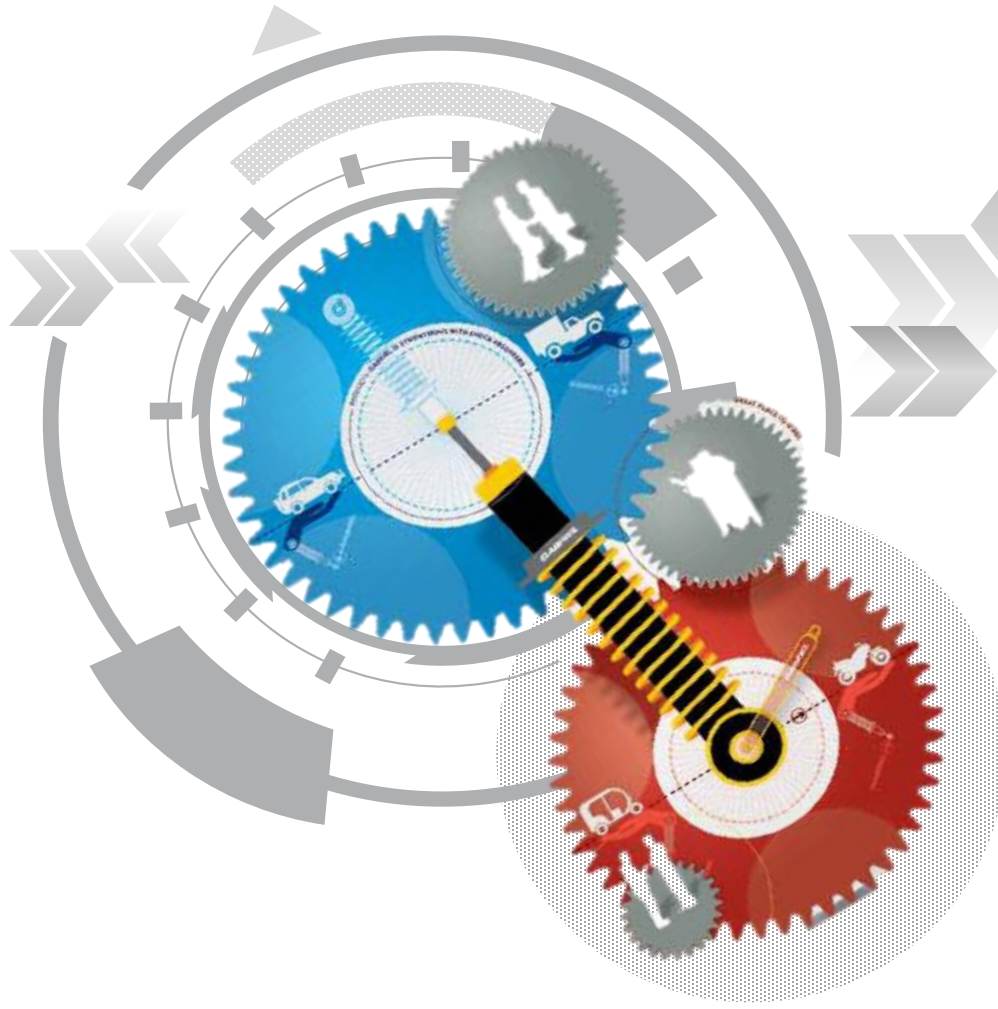
- » Bajaj Auto
- » GM
- » Force Motors
- » FIAT
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

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

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



*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

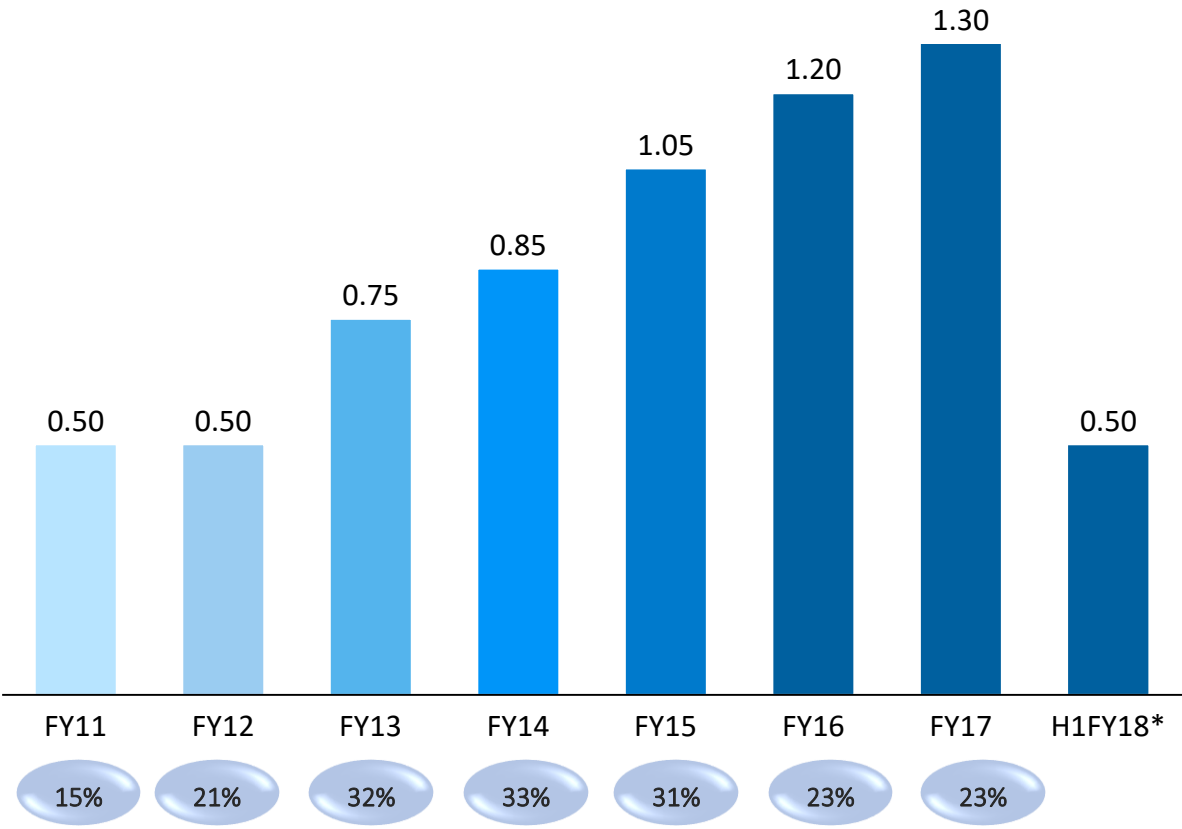
- Product Innovation
- Improving Market Share



**To derive benefits from Customer & Product Focus,
Export Push and After market expansion**



Dividend Per Share (Rs.)



Pay out Ratio *Interim Dividend

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

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

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