

Gabriel India Ltd.

Result Update Presentation – Q3 FY17



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Revenue

Rs 3,737 Mn

+5.3%

EBITDA

Rs. 353 Mn

+12.2%

EBITDA Margin%

9.5%

+60 bps

PBT

Rs. 270 Mn

+20.2%

Net Profit

Rs. 188 Mn

+7.3%

Note: Q3 FY17 Compared with Q3 FY16

Revenue

Rs.11,380 Mn

+6.2%

EBITDA

Rs. 1,071 Mn

+11%

EBITDA Margin%

9.4%

+40 bps

PBT

Rs. 830 Mn

+18.4%

Net Profit

Rs. 595 Mn

+9.6%

Note: 9M FY17 Compared with 9M FY16

Total Solution Provider

faurecia

FEDERAL-MOGUL
POWERTRAIN

GABRIEL

Haldex

Henkel

OPOWER

MAHLE

Mando

SNS Foundation

DANA SPICER

SUJÁN

TAKATA

01

Revenue led by Higher Volumes in Passenger cars segment.

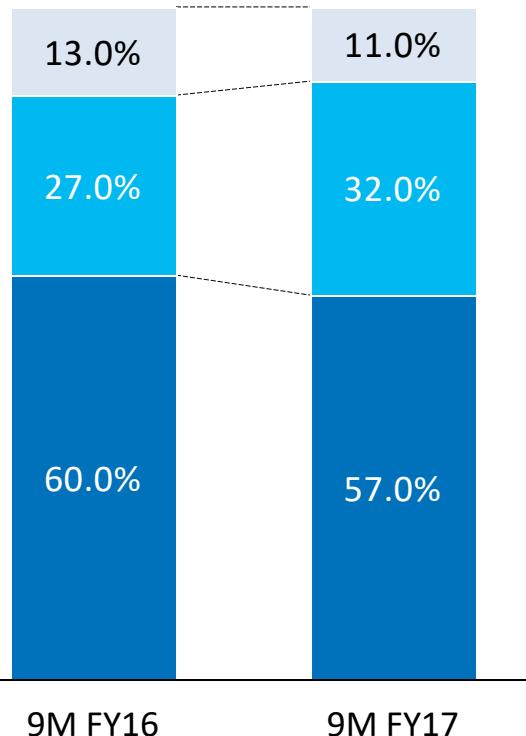
02

Commodity price corrections and segment/product mix have helped to control RMC.

03

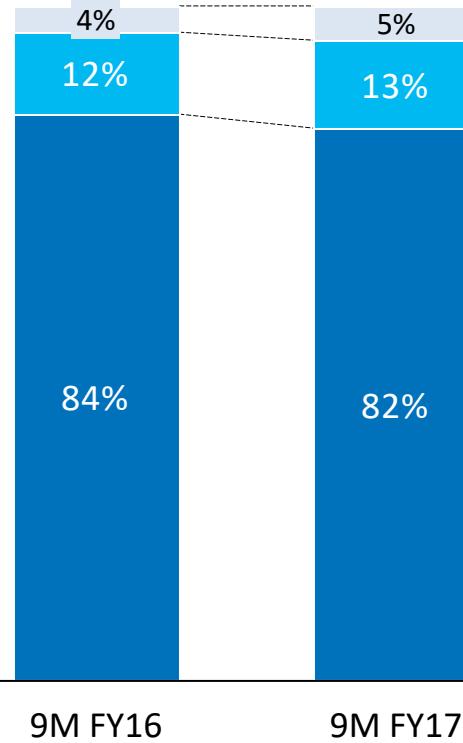
Cost Efficiency and Lower Interest Payouts enabling EBITDA and PBT margins improvement

Segment – Mix



Commercial Vehicles
 Passenger Car
 2W

Channel – Mix



Exports
 Replacement
 OE

Profit & Loss Highlights

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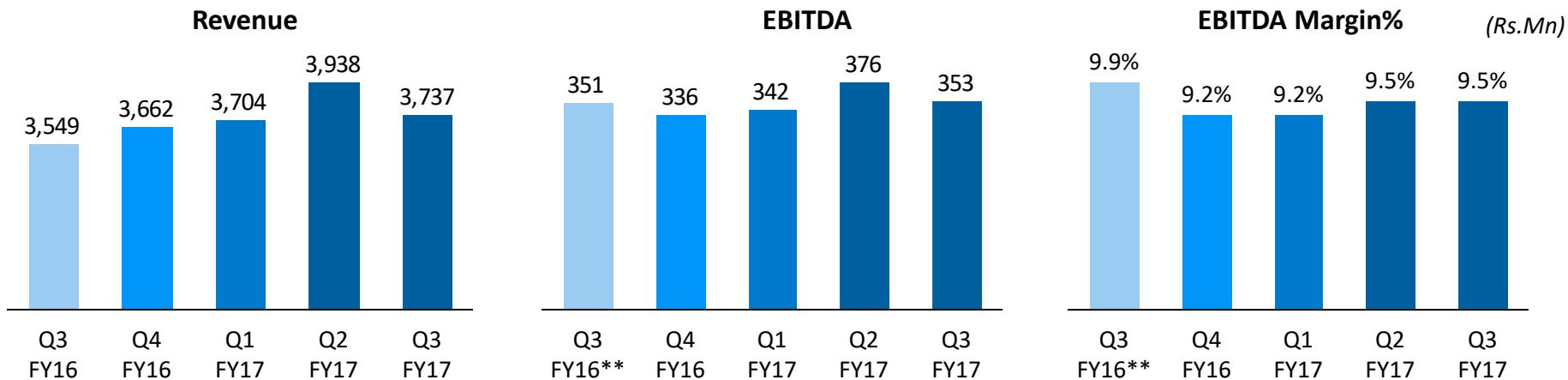
Rs. Mn	Q3 FY17	% of revenue	Q3 FY16	% of revenue	YoY%	9M FY 17	% of revenue	9M FY 16	% of revenue	YoY%
Revenue	3,737	100.0%	3,549	100.0%	5.3%	11,380	100.0%	10,720	100.00%	6.2%
Raw Material	2,633	70.5%	2,494	70.3%		8,084	71.0%	7,644	71.3%	
Employee Expenses	312	8.4%	321	9.0%		949	8.3%	871	8.1%	
Other expenses	439	11.7%	420	11.8%		1,275	11.2%	1,240	11.6%	
EBITDA	353	9.5%	315	8.9%	12.2%	1,071	9.4%	965	9.0%	11.0%
Adjusted EBITDA*	353	9.5%	351	9.9%		1,071	9.4%	1,001	9.3%	
Other Income	9	0.3%	3	0.1%		38	0.3%	11	0.1%	
Interest Cost	4	0.1%	6	0.2%		12	0.1%	19	0.2%	
Depreciation	88	2.4%	86	2.4%		263	2.3%	251	2.3%	
PBT before Exceptional items	271	7.3%	226	6.4%		835	7.3%	706	6.6%	
Exceptional items	2	0.0%	2	0.0%		5	0.0%	5	0.0%	
PBT	270	7.2%	224	6.3%	20.2%	830	7.3%	701	6.5%	18.4%
Tax	81	2.2%	49	1.4%		235	2.1%	158	1.5%	
PAT	188	5.0%	176	4.9%	7.3%	595	5.2%	543	5.1%	9.6%
Cash PAT (PAT + Depreciation)	276	7.4%	262	7.4%		858	7.5%	794	7.4%	

* 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.

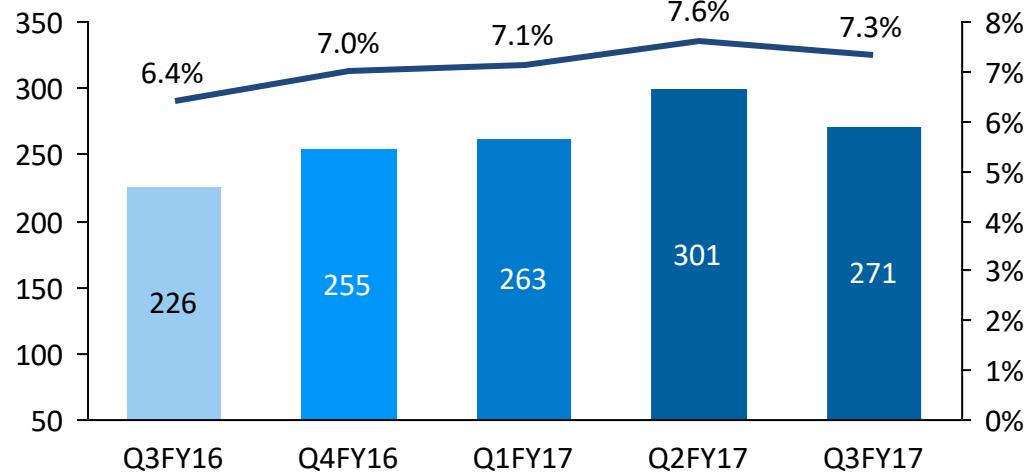
Quarterly Performance Trend

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PBT Before Exceptional Item & Margin (%)



** 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.



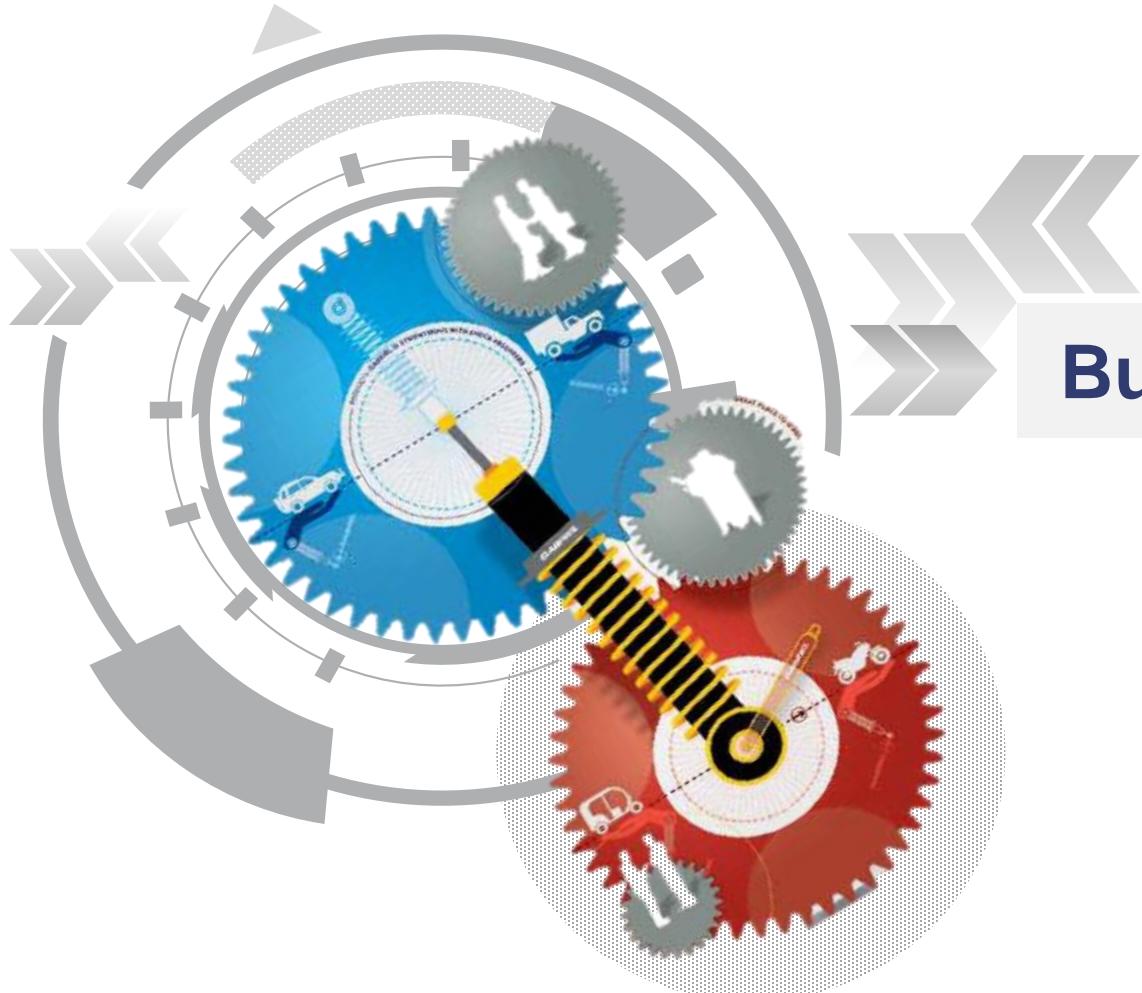
TAA (Technology Assistance Agreement) signed off with TORRE (Gabriel South Africa)



Gabriel Parwanoo awarded with prestigious Golden Peacock Award for HR Excellence



Gabriel Dewas won Third price – FICCI Quality systems Excellence award in large scale category



Business Overview

Experienced
& Professional Management

Incorporated
The company, Gabriel India, in
1961

Pioneers
Of Shock Absorber
manufacturing in India

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

Strategically Located
Strong manufacturing
Capabilities built across
India

GABRIEL

Significant Presence in all
channels of sales
OE, Aftermarket and Exports

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



2/3 Wheeler



Front Forks

Hydraulic Shock Absorbers

Gas Shock Absorbers

Cartridges

Gas Shock Absorbers

McPherson Struts



Passenger Car

CV & Railways



Shock Absorbers

Cabin Dampers

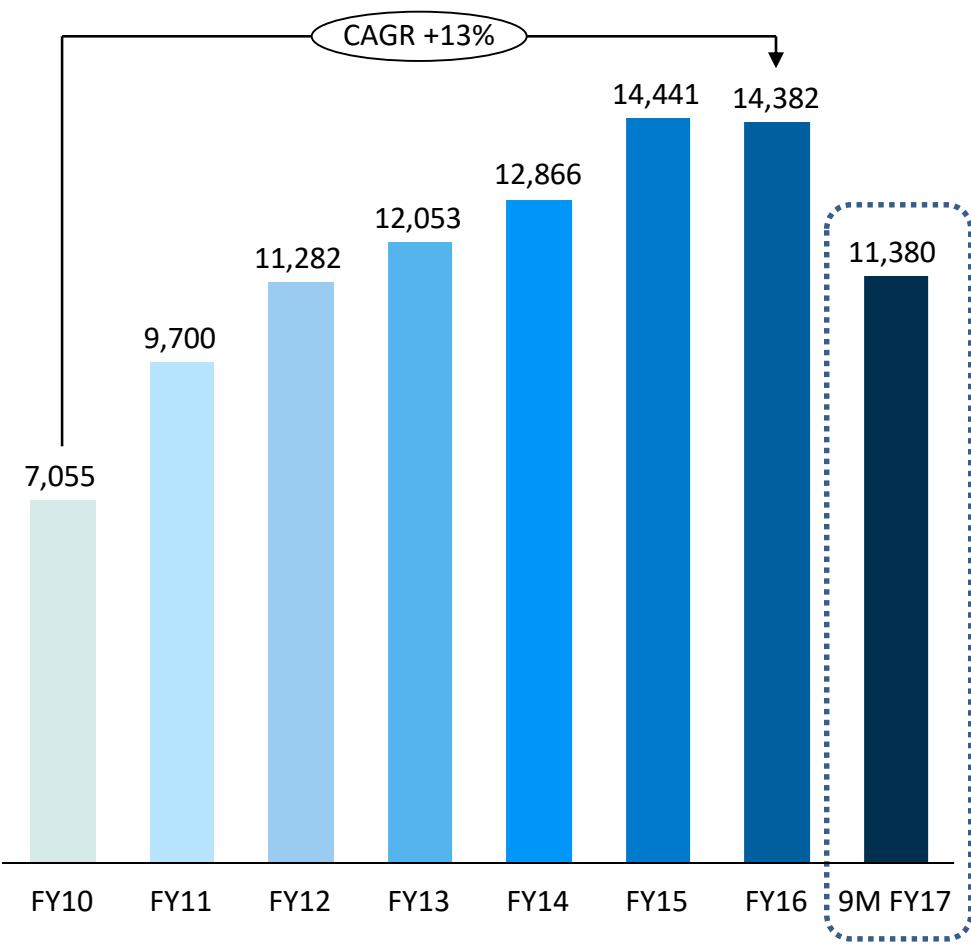
Seat Dampers



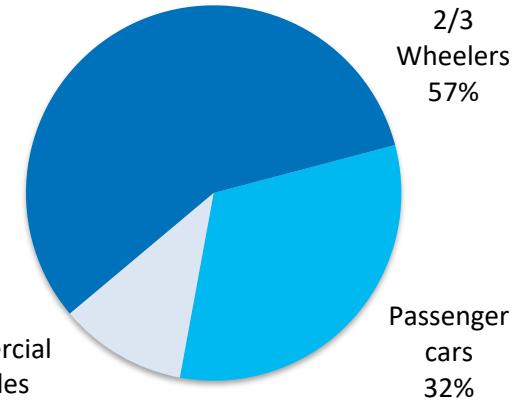
After Market across all segments



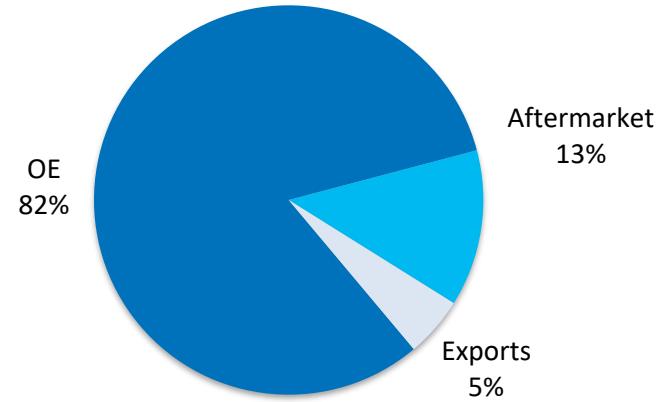
Revenue (Rs. Mn)



Segment - Wise - 9M FY17



Channel - Wise - 9M FY17



Strategic Manufacturing Footprint

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

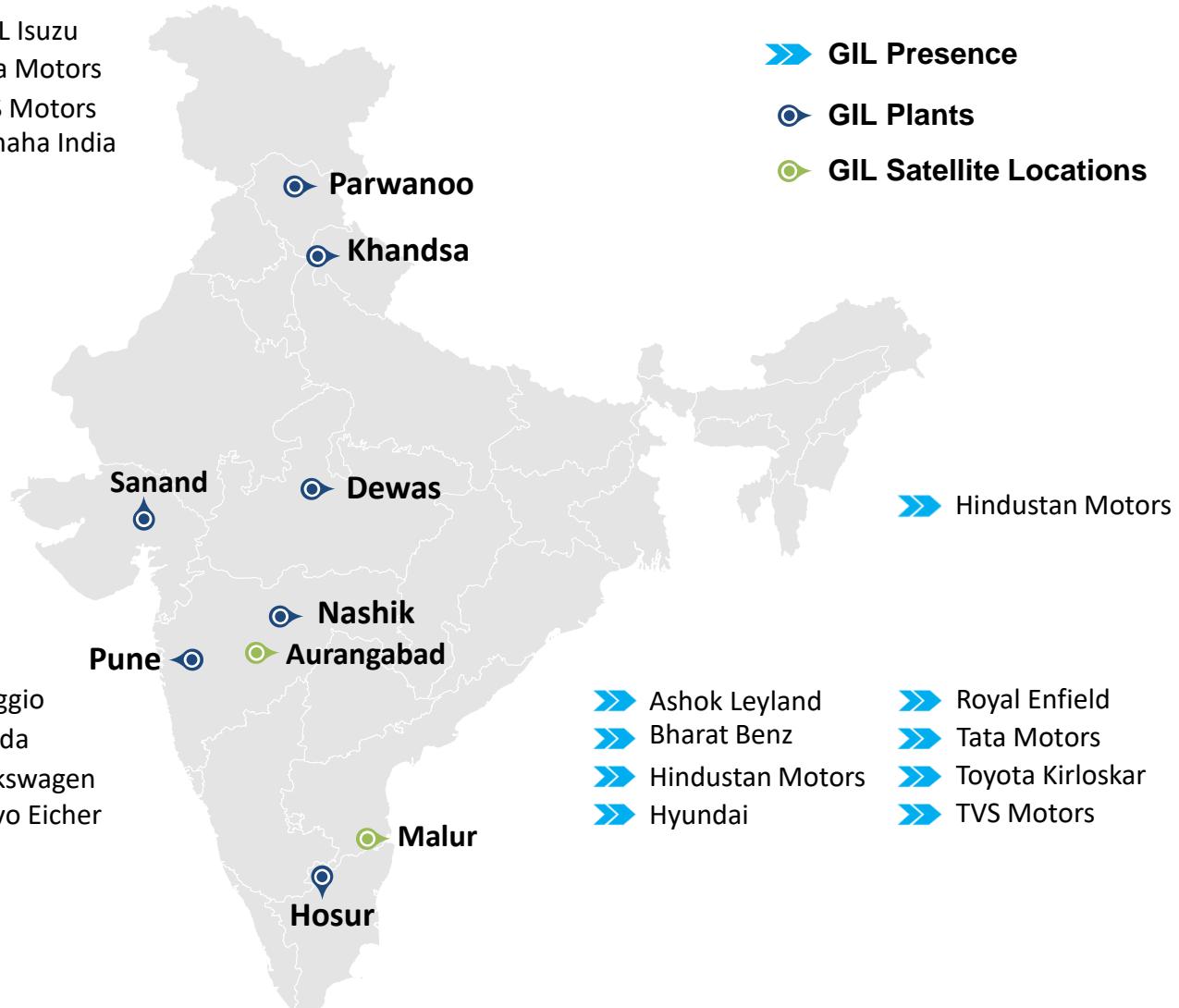
- AMW
- GM
- Tata Motors
- Honda Motorcycles

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

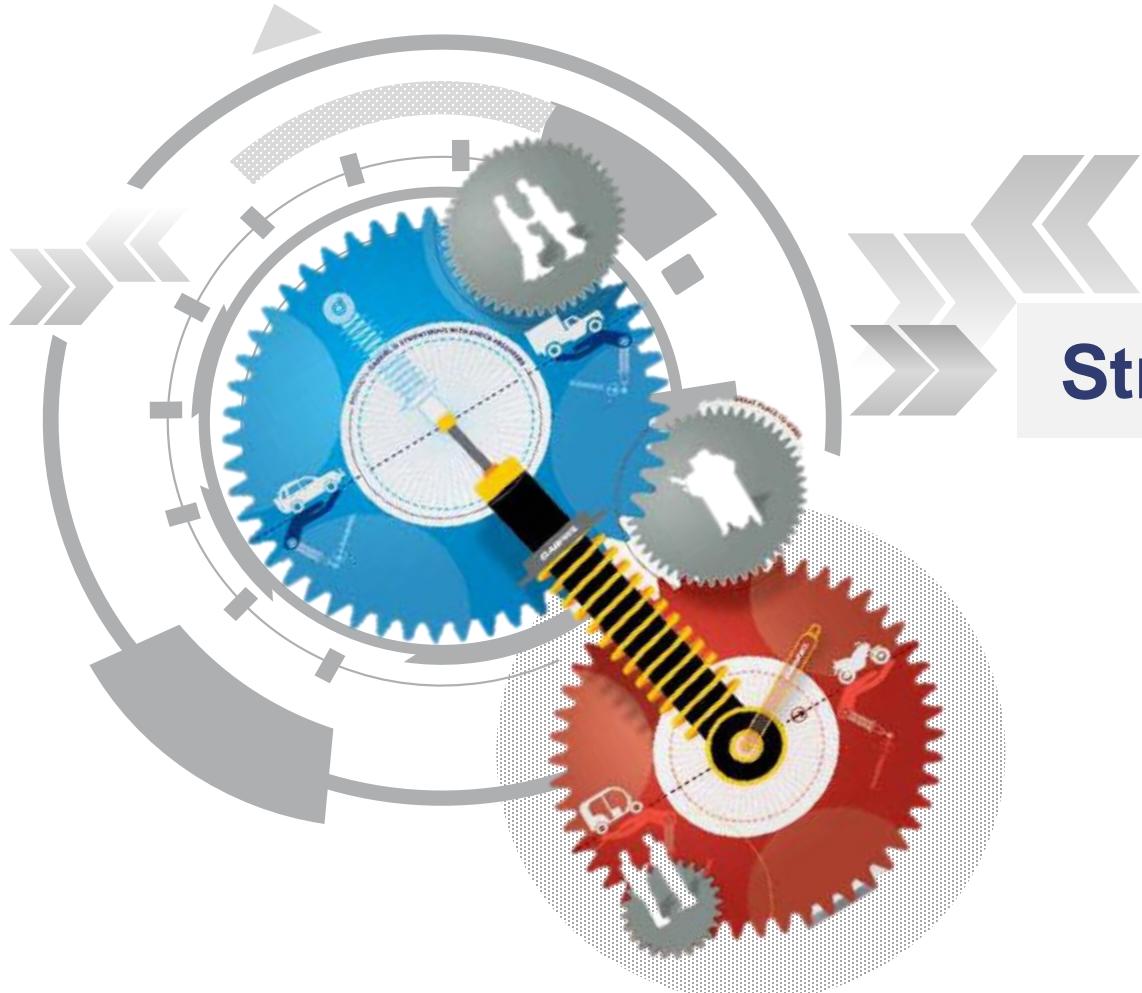
- SML Isuzu
- Tata Motors
- TVS Motors
- Yamaha India

- Piaggio
- Skoda
- Volkswagen
- Volvo Eicher

- GIL Presence
- GIL Plants
- GIL Satellite Locations



*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



Aftermarket

- Product Development
- Expanding Reach



CV & Railways

- Product Technology
- New Product Development

Passenger Car

- Product Innovation
- Improving Market Share

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



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