Gabriel India Ltd.

Result Update Presentation – Q1 FY15

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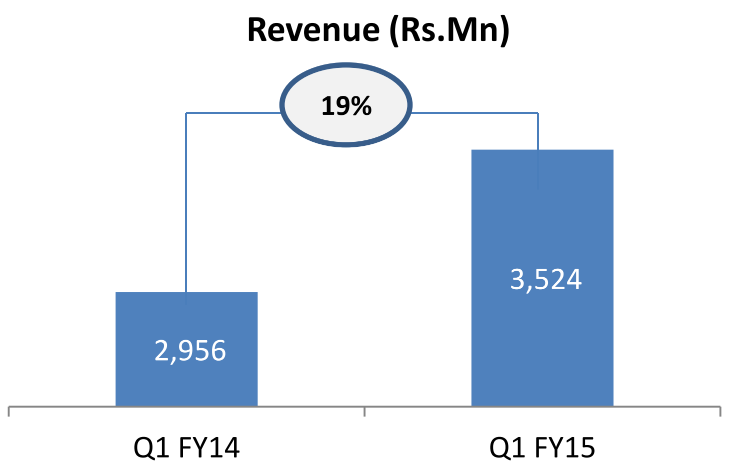
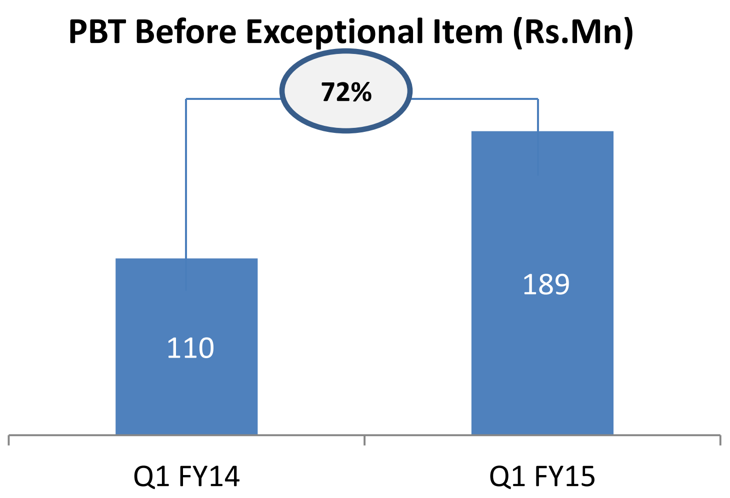
Key Highlights

- Revenue of Rs. 3524 Mn, growth of 19% YoY
  - Mainly driven volumes increase in 2W & PC segments
- EBITDA of Rs. 272 Mn, growth of 38% YoY
- EBITDA margin at 7.7%, expanded by 103 bps YoY
- Profit before Tax at Rs. 187 Mn, growth of 71% YoY
- Profit after Tax of Rs. 137 Mn, growth of 58% YoY
- **Customer Appreciation** : M&M SPD Award & Bajaj Quality Gold Award – 3rd Time in row
- **Branding** : Associate Sponsor for Volkswagen Polo R Cup – Winning the first two rounds



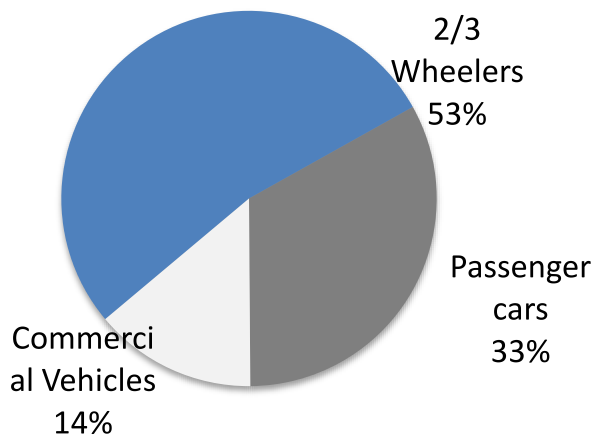


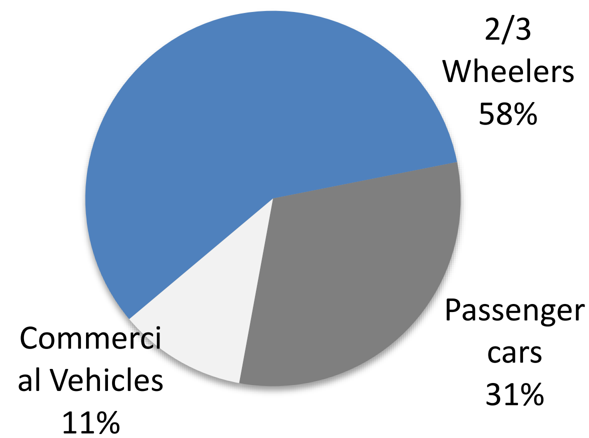
Profit & Loss Highlights

Rs.Mn	Q1 FY15	% of Sales	Q1 FY14	% of Sales	YoY%	Q4 FY14	% of Sales	QoQ%
Revenue	**3,524**		**2,956**		**19%**	**3,352**		**5%**
Raw Material	2,553	*72.4%*	2,102	*71.1%*		2,395	*71.4%*	
Employee Expenses	275	*7.8%*	250	*8.4%*		238	*7.1%*	
Other Expenses	424	*12.0%*	406	*13.7%*		442	*13.2%*	
EBITDA	272	*7.7%*	198	*6.7%*	38%	277	*8.3%*	(2%)
Other Income	14	*0.4%*	5	*0.2%*		-	*0.0%*	
Interest	19	*0.5%*	26	*0.9%*		20	*0.6%*	
Depreciation	79	*2.2%*	68	*2.3%*		70	*2.1%*	
PBT before Exceptional Item	**189**	***5.3%***	**110**	***3.7%***	**72%**	**187**	***5.6%***	**1%**
Exceptional Item	2	*0.0%*	-	*0.0%*		42	*1.3%*	
PBT	187	*5.3%*	110	*3.7%*		145	*4.3%*	
Tax	50	*1.4%*	23	*0.8%*		62	*1.8%*	
PAT	**137**	***3.9%***	**87**	***2.9%***	**58%**	**83**	***2.5%***	**64%**

Revenue Mix

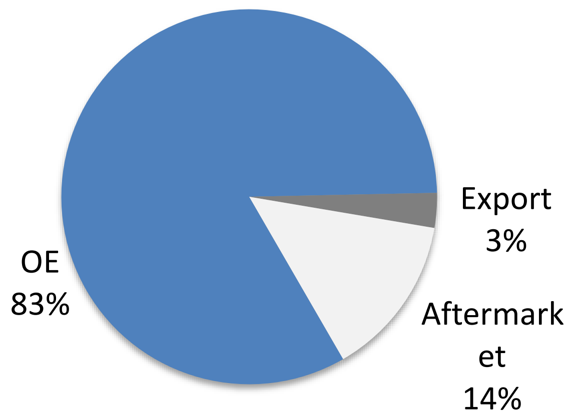
Segment – Mix

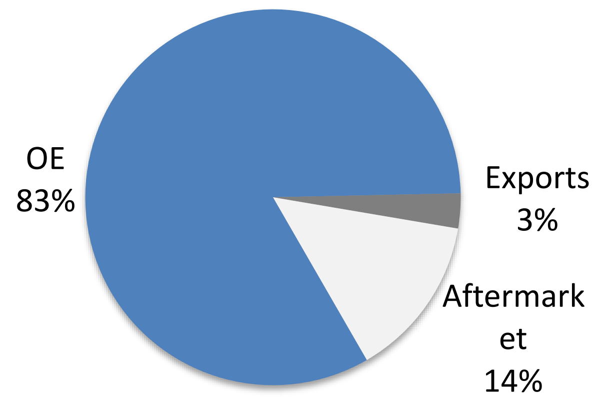




Q1 FY14 **Q1 FY15**

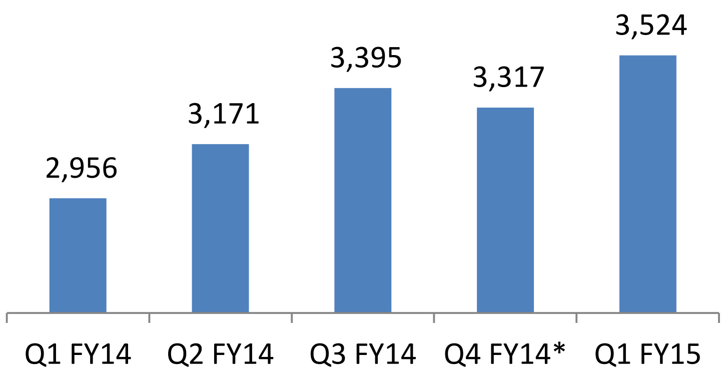
Channel – Mix



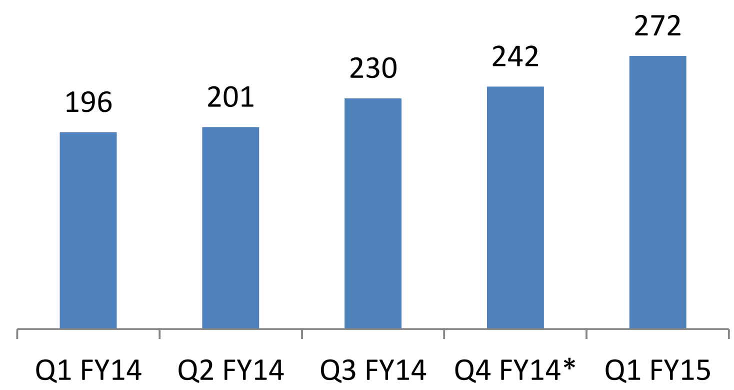


Quarterly Performance Trend

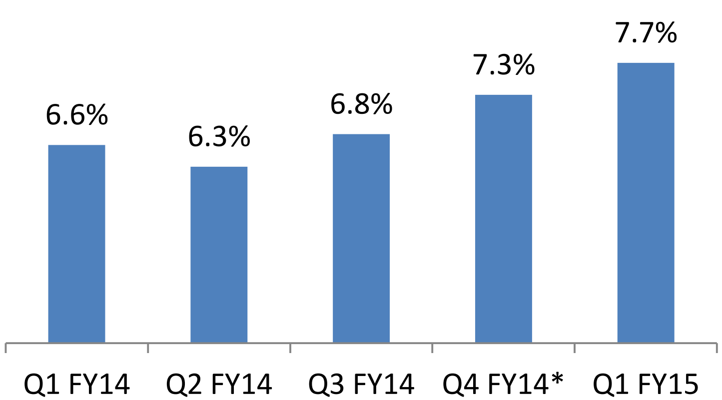
Revenue (Rs.Mn)



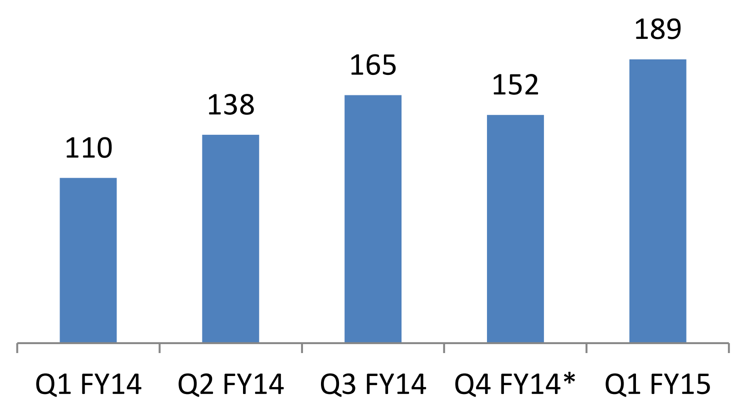
EBIDTA (Rs.Mn)



EBITDA Margin %



PBT before Exceptional Item (Rs.Mn)



** Q4 FY14 – figures adjusted for rs. 35.19 Mn octroi refund under Package Scheme of Incentives 2007*

Business Overview

Head Office, Pune, India

An introduction

80% Market Share in CV Segment

51% Market Share of Aftermarket Segment

29% Market Share of PC Segment

20% Market Share of 2/3 Wheeler Segment

Incorporation of Company, Gabriel India, in 1961

Pioneer of Ride Control Products in the country

Established presence in all channels,
OE, Aftermarket and Exports

Diversified OEM Customer Base in every automotive segment,
2/3 Wheeler, Passenger and commercial Vehicles

Built strong Manufacturing Capabilities over more than 5 decades

Strong R&D with over 11 patents in Products & Processes

Led by Experienced & Professional Management

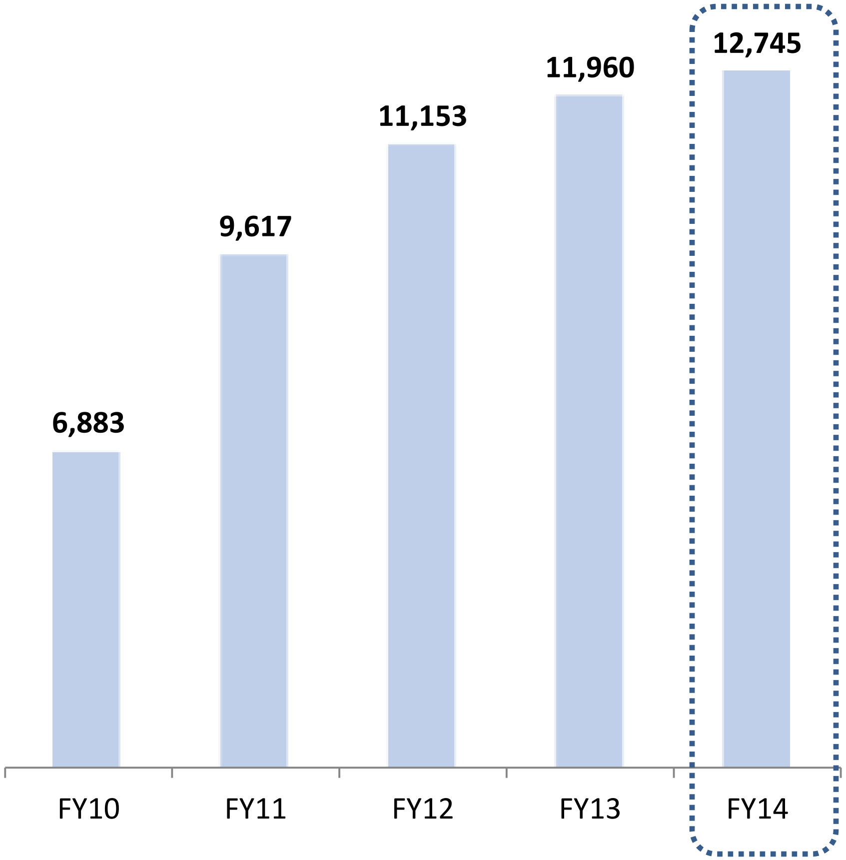
Pioneer of Ride Control Products

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

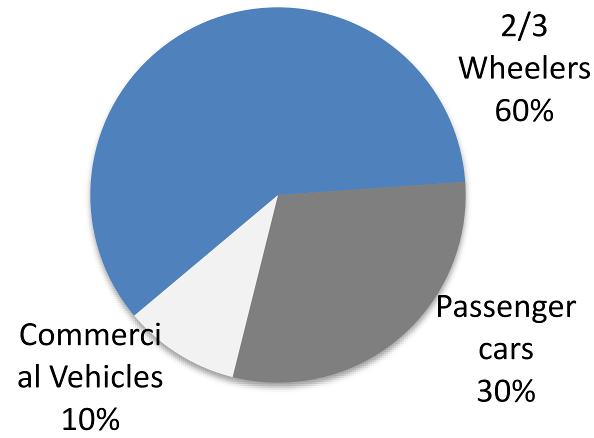
AFTER MARKET ACROSS ALL SEGMENTS

...Significant Revenue Share

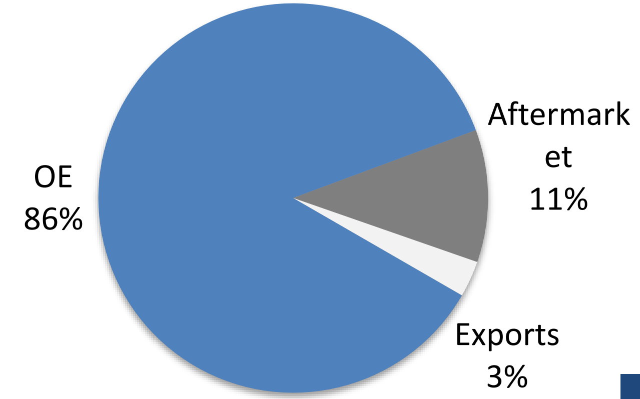
Sales (Rs. Mn)



Segment - Wise : FY14



Channel - Mix : FY14



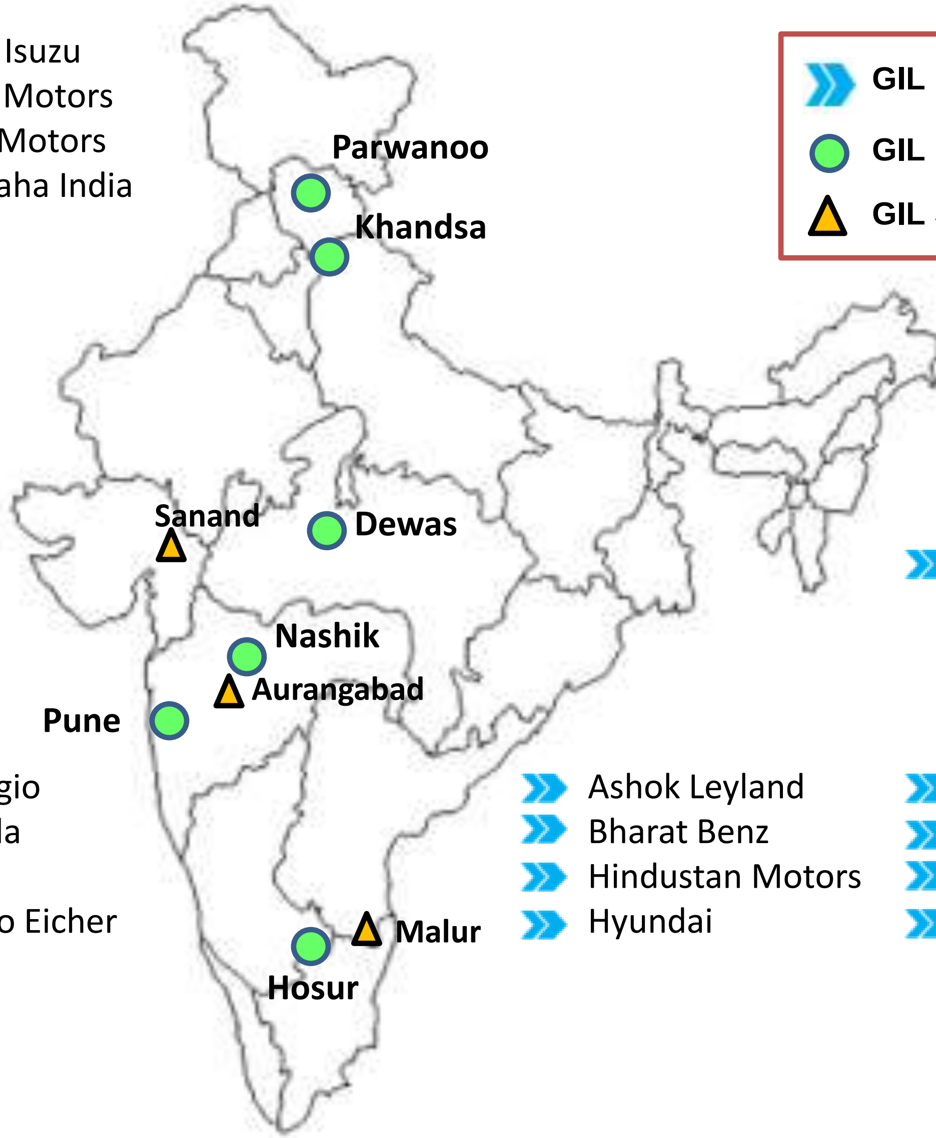
Strategic Manufacturing Footprint

ANAND

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

Going Ahead

Head Office, Pune, India

Strategy to grow…

GABRIEL

ANAND

SALES GROWTH

- Exports Focus
- In Organic Growth
- Global Manufacturing Footprint
- Customer Focus

EFFICIENCY IMPROVEMENT

- Debt Reduction
- BEP Reduction
- Simplification
- Automation

TECHNOLOGY & INNOVATION

- R & D Focus
- Sustainable Manufacturing
- Innovation Culture

… With SBU Approach

SBU Structure for focused approach

- Created Strategic Business Units for each automotive segment : 2W / 3W , Passenger car & Commercial Vehicle
- To derive benefits in
  - Customer & Product Focus
  - Export Push
  - After market expansion

Focus Area

2W / 3W

- Quality & Process Technology
- Capacity Enhancement

Passenger Car

- Product Innovation
- Improving Market Share

Commercial Vehicle

- Product Technology
- New Product Devolvement

After Market Presence across all business segments

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