

August 13, 2019

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(Company Code: 505714)

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E),
MUMBAI – 400 051
(Company Code: GABRIEL)

Sub: Disclosure under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs,

We are enclosing herewith the investor presentation to be disclosed to the Stock exchanges under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take the above information on record and kindly acknowledge the receipt.

Thanking you,

Yours faithfully,

For Gabriel India Limited


Nilesh Jain
Company Secretary



Encl : a/a

Email id: secretarial@gabriel.co.in



**Successful
Growth**

Quality

**Research
& Development**

**Customer
Relationships**

Gabriel India Ltd

Result Update Presentation

Q1FY20

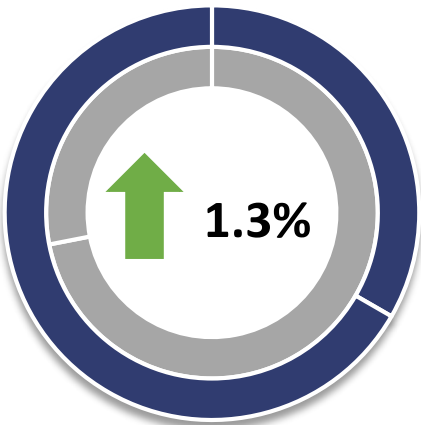
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on Q-o-Q basis

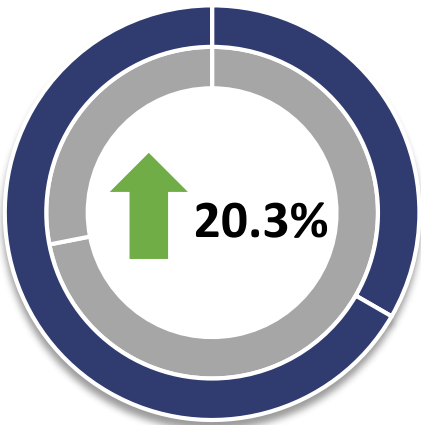
Revenue



5,171

Rs. Mn

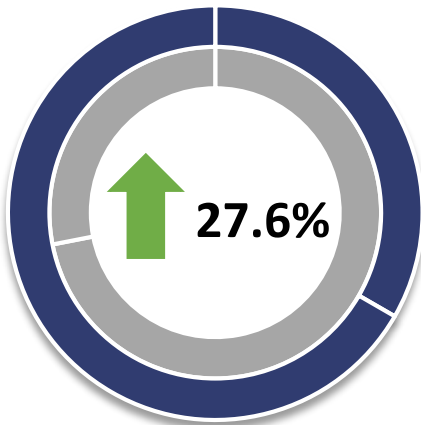
EBITDA



412

Rs. Mn

PAT



221

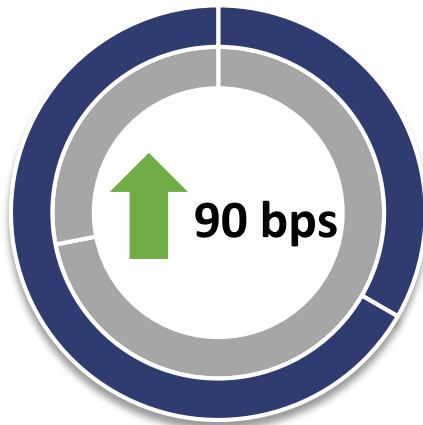
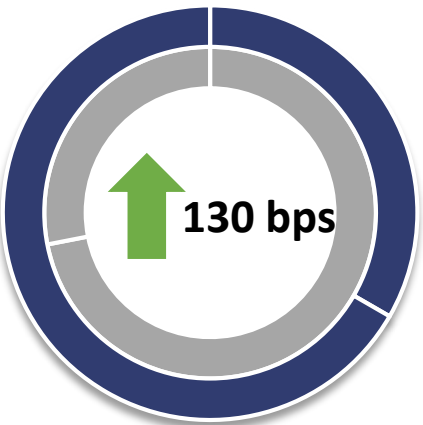
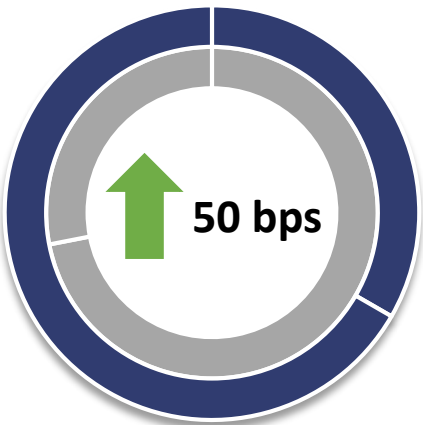
Rs. Mn

on Q-o-Q basis

Gross Profit

EBITDA

PAT



26.6%

8.0%

4.3%

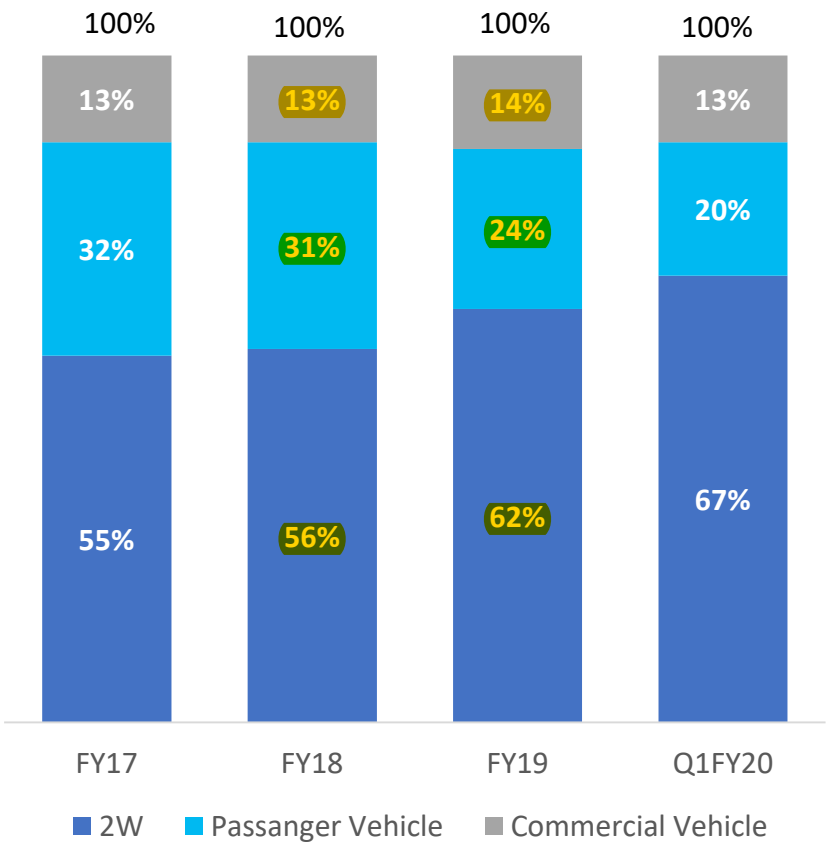
%

%

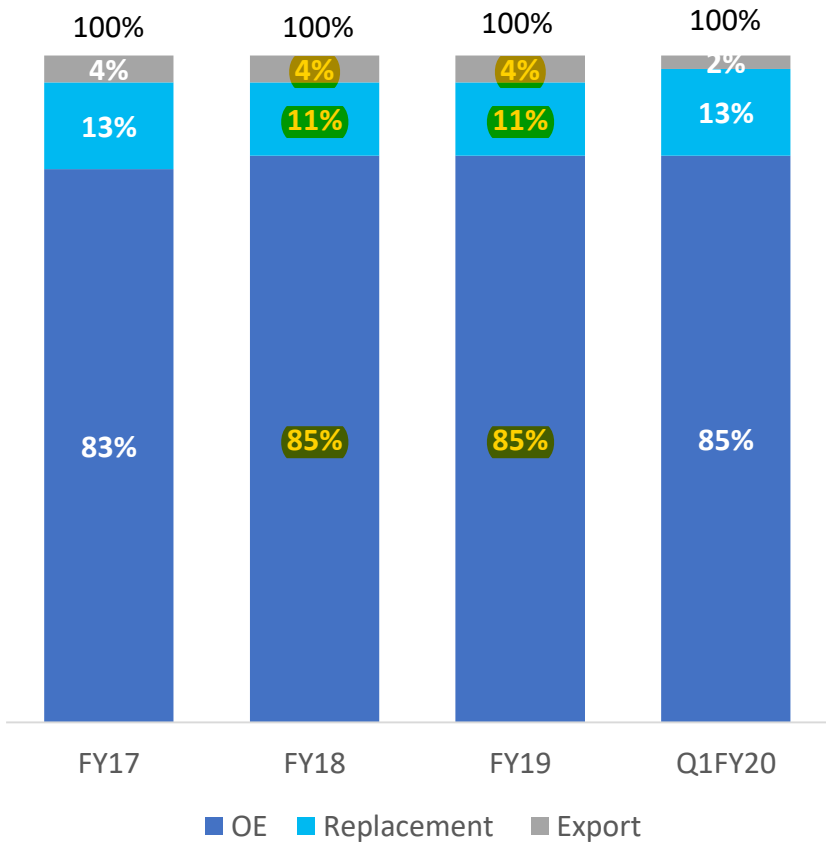
%

Rs. Mn	Q1FY20	% of Revenue	Q1FY19	% of Revenue	YoY%	Q4FY19	% of Revenue	QoQ%	FY19	% of Revenue
Revenue from Operations	5,171	100.0%	5,146	100.0%	0.5%	5,103	100.0%	1.3%	20,765	100.0%
Raw Material	3,796	73.4%	3,672	71.4%		3,774	73.9%		15,070	72.6%
Employee Expenses	404	7.8%	398	7.7%		374	7.3%		1,540	7.4%
Other Expenses	558	10.8%	586	11.4%		612	12.0%		2,376	11.4%
EBITDA	412	8.0%	490	9.5%	-15.8%	343	6.7%	20.3%	1,778	8.6%
Other Income	17	0.3%	19	0.4%		27	0.5%		92	0.4%
Interest	8	0.1%	8	0.1%		8	0.2%		29	0.1%
Depreciation	105	2.0%	106	2.1%		105	2.0%		411	2.0%
PBT	318	6.1%	395	7.7%	-19.7%	257	5.0%	23.4%	1,431	6.9%
Tax	97	1.9%	128	2.5%		84	1.7%		481	2.3%
PAT	221	4.3%	267	5.2%	-17.4%	173	3.4%	27.6%	950	4.6%
Other Comprehensive Income	-14		-27			4			-48	
Total Comprehensive Income	207	4.0%	240	4.7%	-14.0%	177	3.5%	16.8%	902	4.3%
Cash PAT	325	6.3%	373	7.2%	-12.7%	278	5.4%	17.3%	1,360	6.6%

Segment – Mix



Channel – Mix

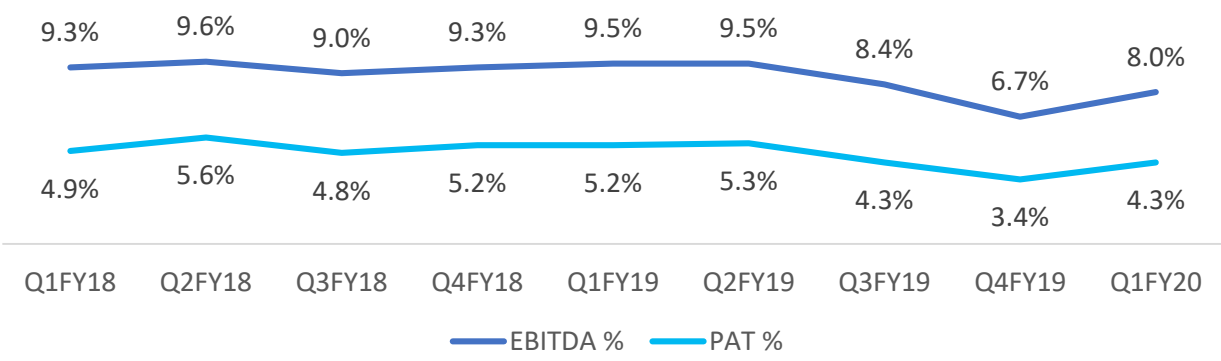
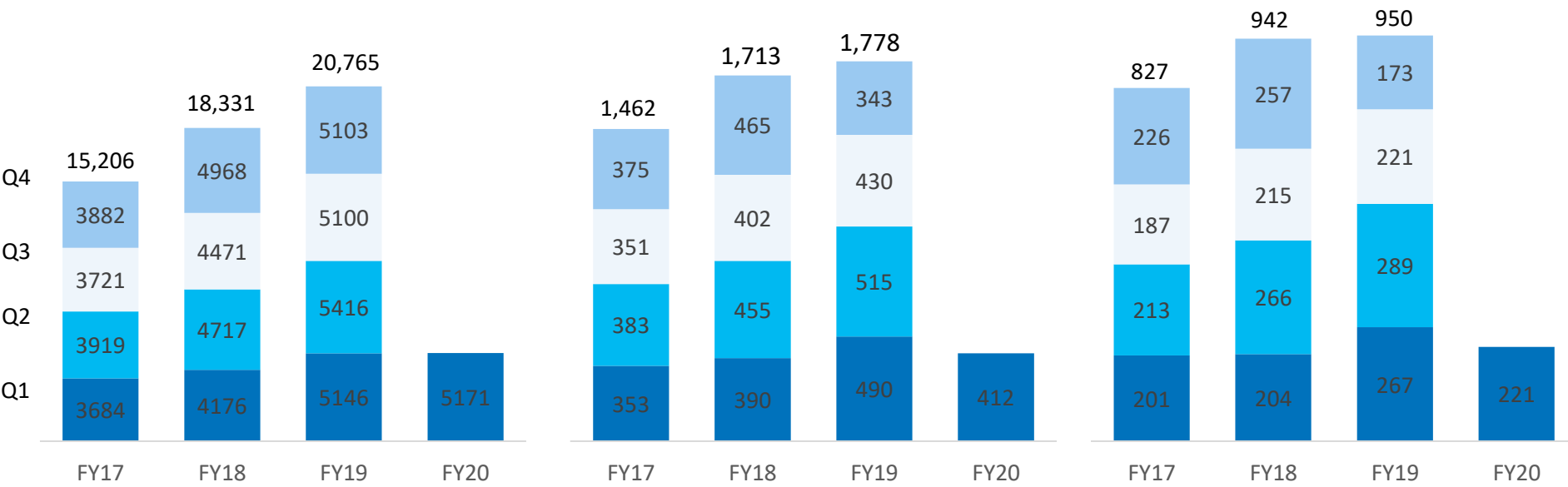


GABRIEL

Revenue

EBITDA

PAT



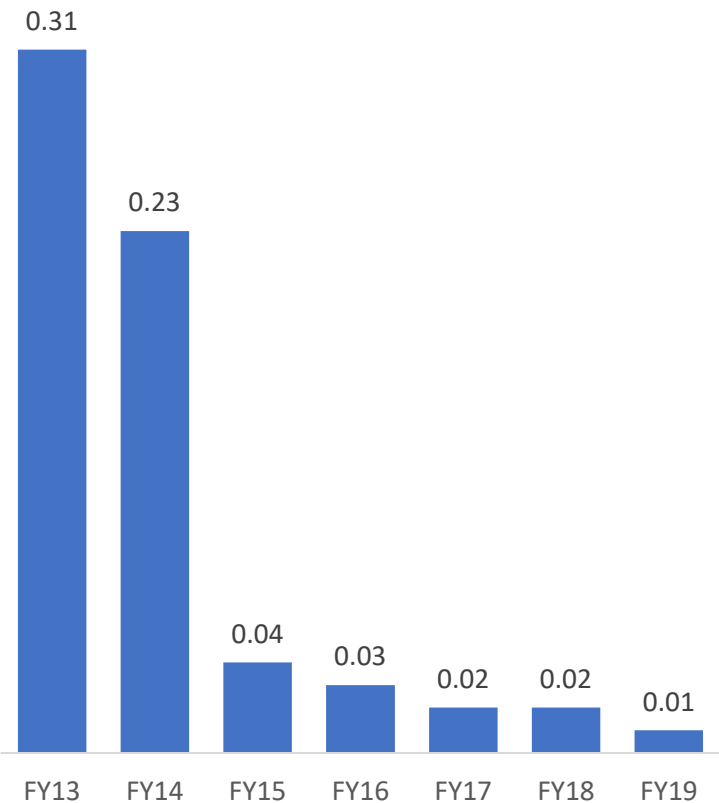
(Rs.Mn)

ASSETS (Rs. Mn.)	Mar-19	Mar-18
Non-current assets	3,969	3,417
Property, Plant and Equipment	2,955	2,926
Capital work-in-progress	538	78
Investment Property	22	23
Intangible Assets	30	38
Financial Assets		
Investments	0	0
Loans	14	15
Others	74	163
Non-Current Tax Assets (net)	279	120
Other non-current assets	58	53
Current assets	5,722	5,613
Inventories	1,653	1,491
Financial Assets		
Investments	468	623
Trade receivables	2,843	2,792
Cash and cash equivalents	48	180
Other bank balances	438	220
Loans	4	4
Others	32	83
Other Current Assets	236	221
TOTAL ASSETS	9,692	9,030

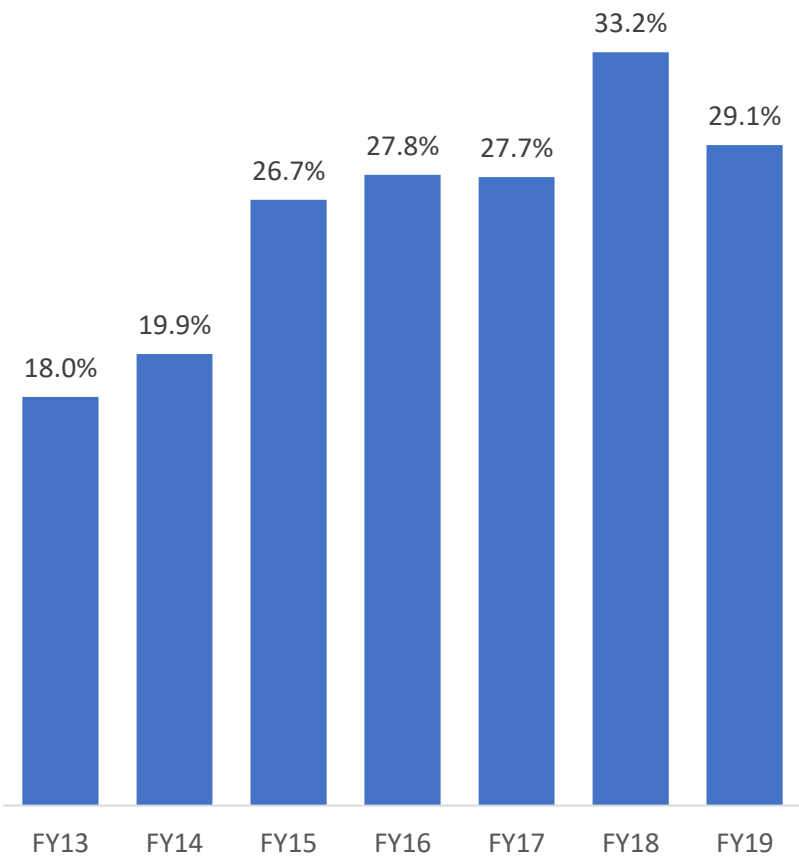
EQUITY AND LIABILITIES (Rs. Mn.)	Mar-19	Mar-18
EQUITY	5,900	5,249
Equity Share Capital	144	144
Other Equity	5,756	5,105
Non-Current Liabilities	435	388
Financial Liabilities		
Borrowings	70	72
Provisions	125	117
Deferred tax liabilities (net)	191	198
Other non current liabilities	49	-
Current liabilities	3,356	3,393
Financial Liabilities		
Trade Payables	2,610	2,650
Other Financial Liabilities	502	460
Other current liabilities	81	121
Provisions	163	161
TOTAL EQUITY AND LIABILITIES	9,692	9,030

Liquid Investments as on 31st March 2019 at Rs.880 Mil

D:E Ratio (x)



ROIC* (%)



* Invested capital excluding Cash & Bank balances, Mutual Fund investments and returns thereon

GABRIEL

2019

- **Rank #90** among Top 100 Companies to work for in India

2018

- **Rank #89** among Top 100 Companies to work for in India
- Ranked in Top 25 workplaces in manufacturing in India

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



GABRIEL



India's Best Companies to Work for –
5th time in a row (Rank-90)



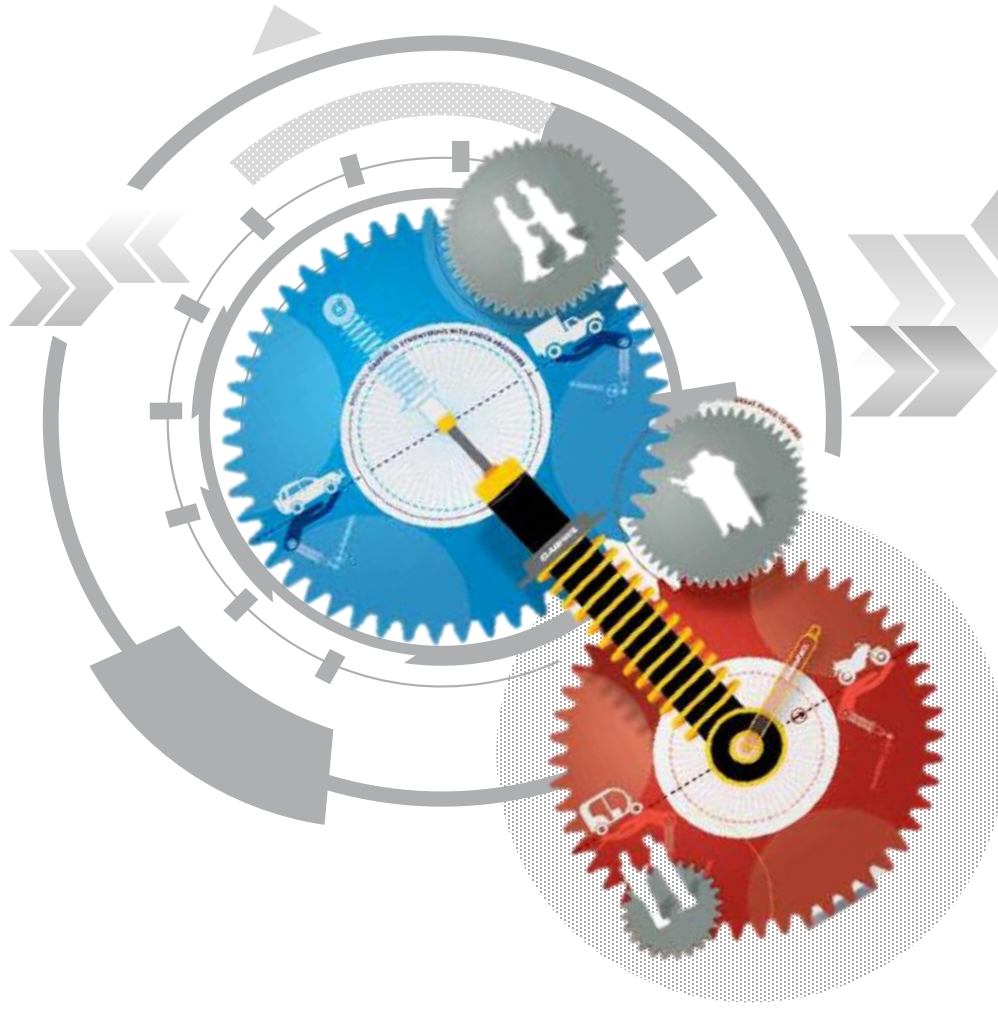
Award from Toyota Kirloskar for Best
Environment Promotion Supplier – Pune
Region



Best Support for Vehicle Off-Road by Tata
Motors, CVBU



Cost Reduction Award from Suzuki
Motorcycles



Business Overview

GABRIEL

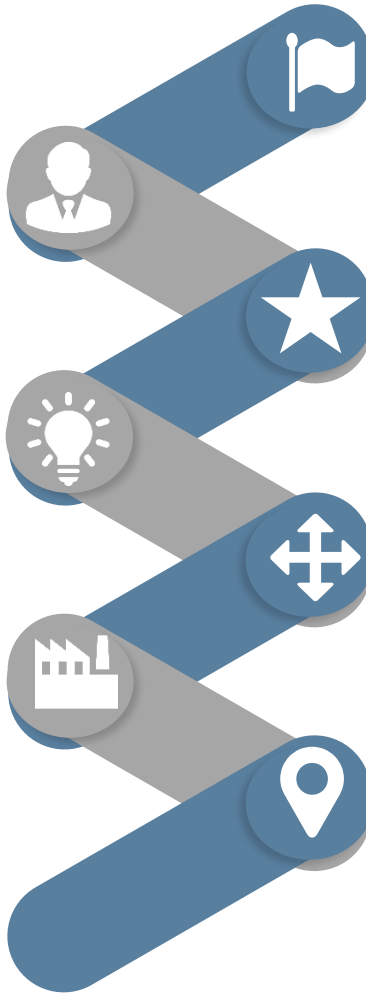
Experienced
& Professional Management

Innovation

Strong R&D with over 75 patents filed in
Products & Processes

Strategically Located

Strong manufacturing Capabilities built
across India



Incorporated

The company, Gabriel India, in 1961

Pioneers

of Shock Absorber manufacturing in India

Only Player Present in all Segment

2/3 Wheelers, Passenger Cars and Commercial
Vehicles with diversified OEM Base

Significant Presence in all channels of sales

OE, Aftermarket and Exports

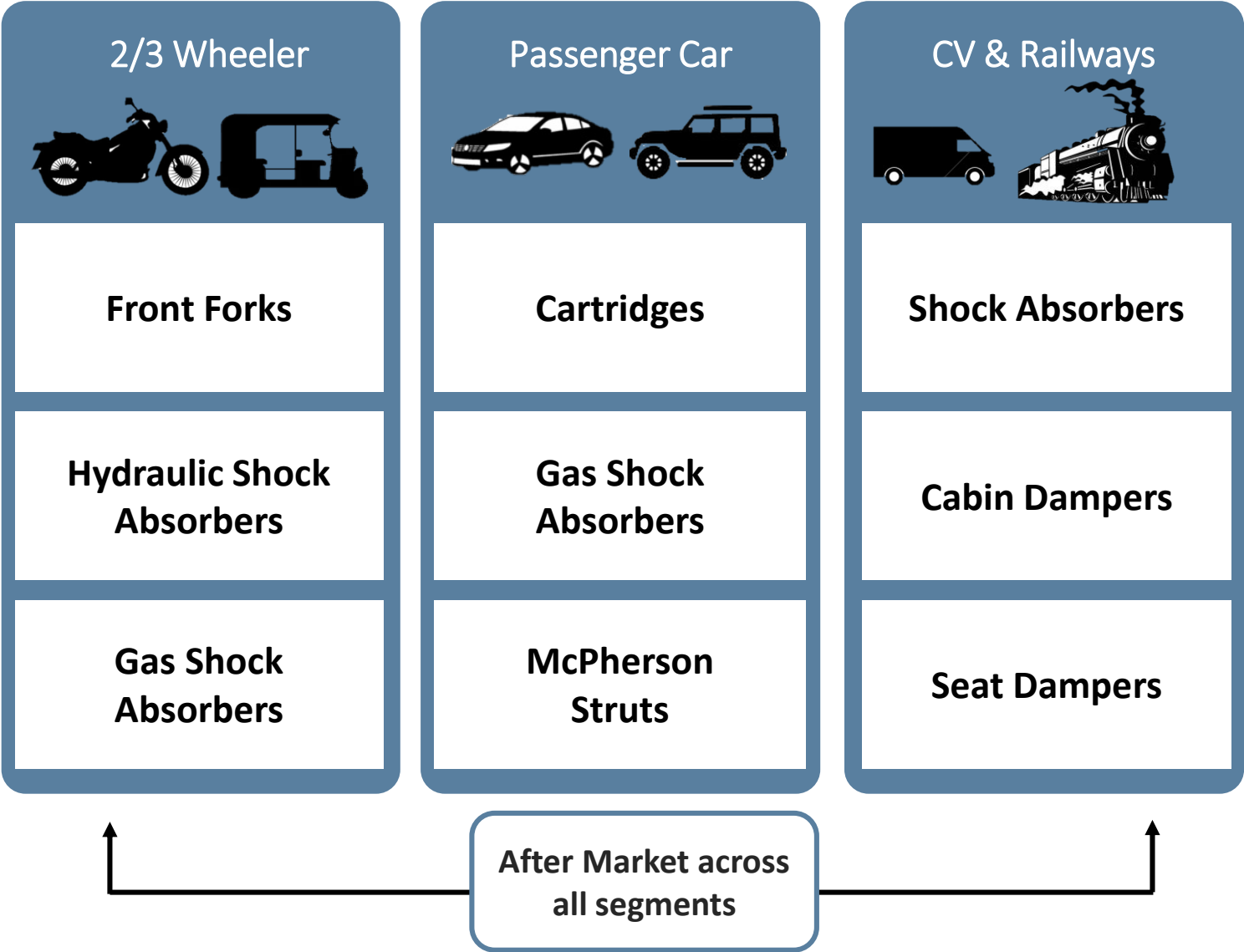


Received the “Golden Peacock
Eco Innovation Award” in the
year 2012

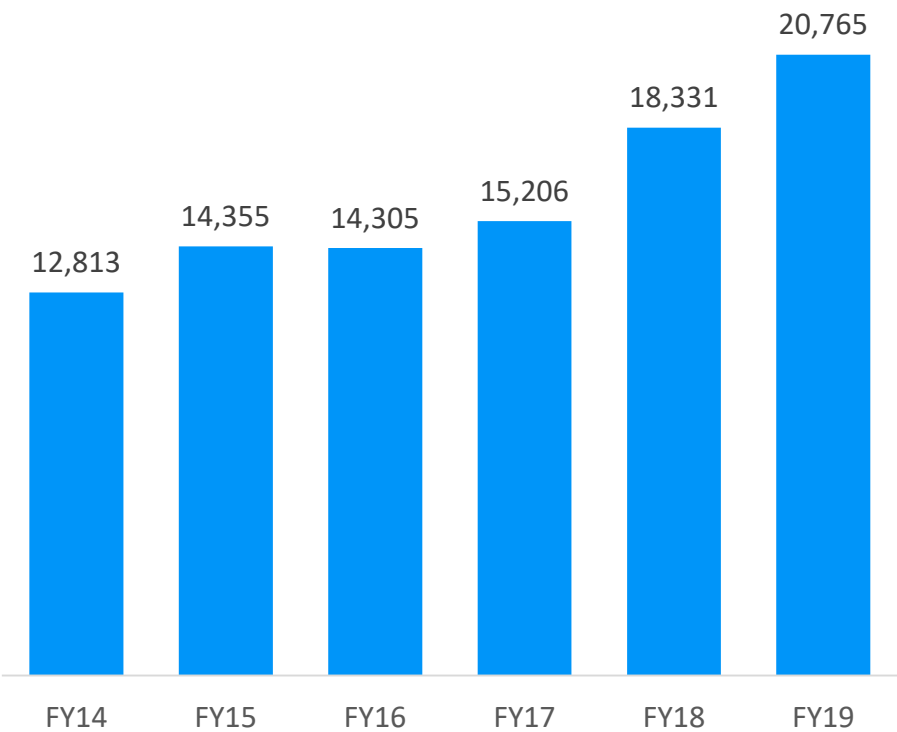
No “OEM” accounts for
more than 20% of sales

Ranked as a “Great Place to Work”
in Auto Component Industry for
last four years consistently

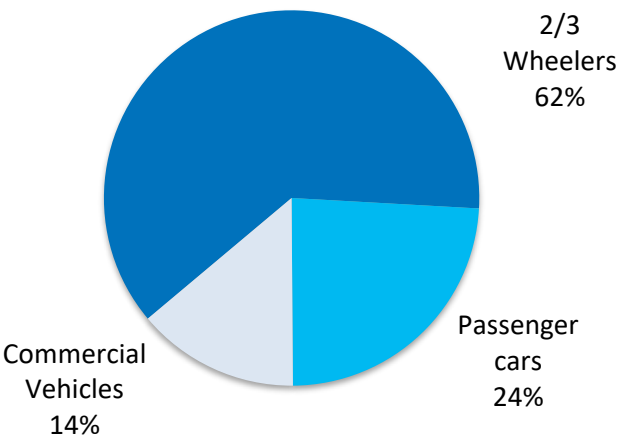




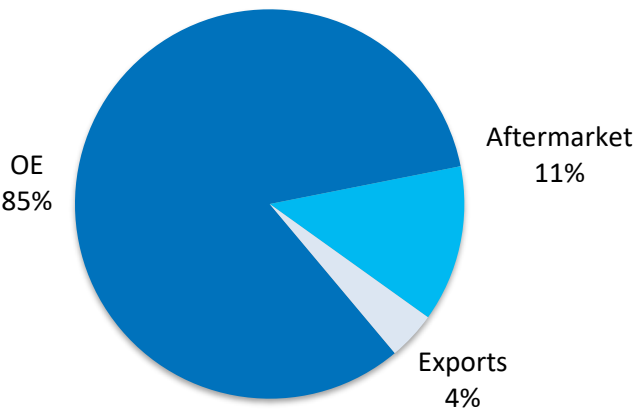
Revenue (Rs. Mn)



Segment Mix: FY19

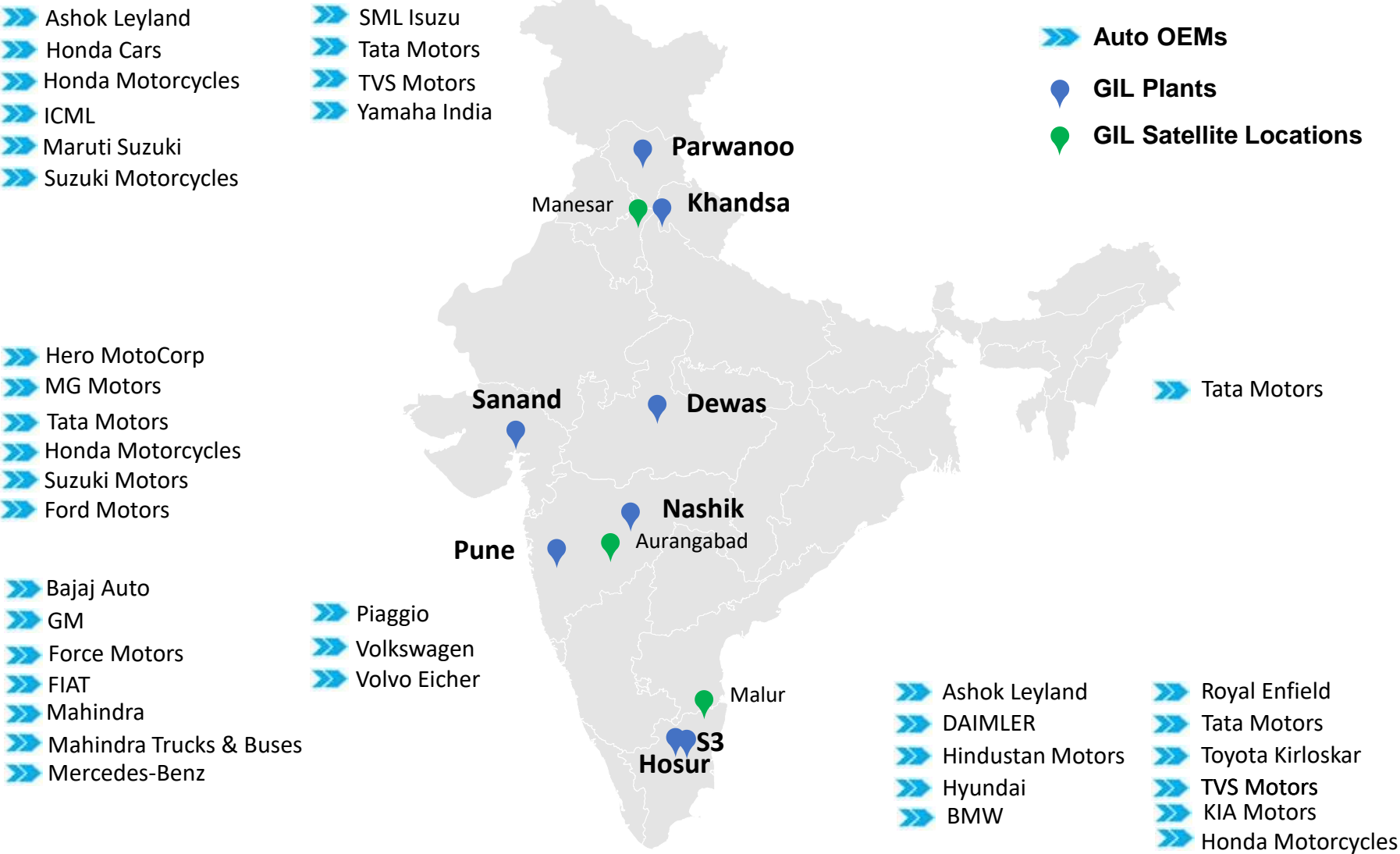


Channel Mix: FY19

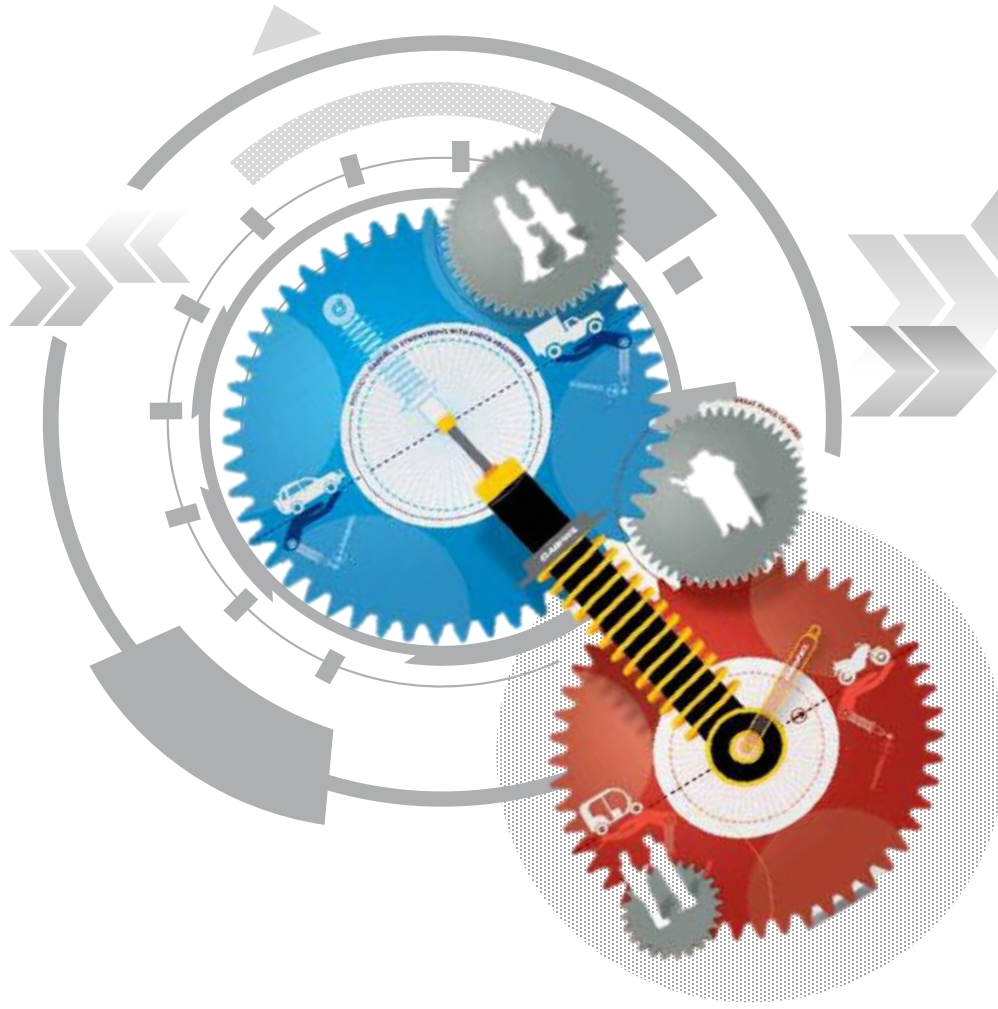


Note: FY17, FY18 & FY19 data are as per INDAS

GABRIEL

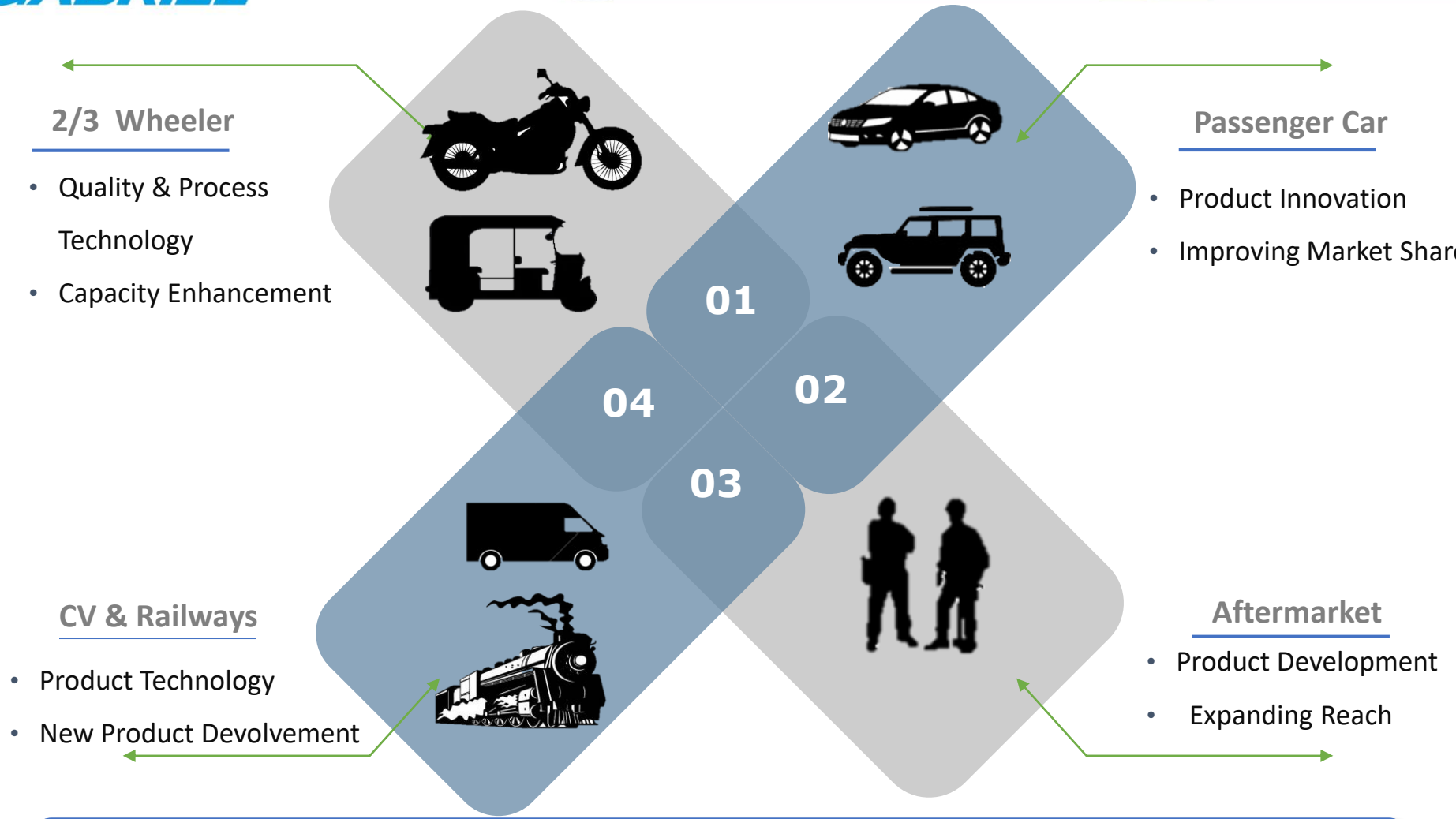


*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Strategy Going Ahead

GABRIEL



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

GABRIEL

2/3 Wheeler



Passenger Car



CV & Railways





- Debt Reduction
- Break Even Point (BEP) Reduction
- Simplification of Parts
- Automation

- Exports Focus
- Inorganic Growth
- Global Manufacturing Footprint
- Customer Focus

- Improvement in quality
- R & D Focus
- Sustainable Manufacturing
- Innovation Culture

For further information, please contact:

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