

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](mailto:secretarial@gabriel.co.in)



# **Gabriel India Ltd**

Result Update Presentation

Q1FY20

**Customer  
Relationships**

**Research  
& Development**

**Successful  
Growth**

**Quality**

**Customer  
Relationships**

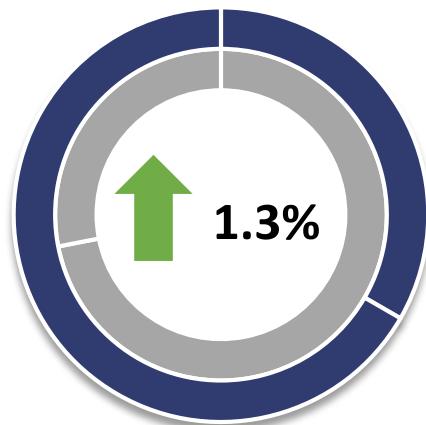
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on Q-o-Q basis

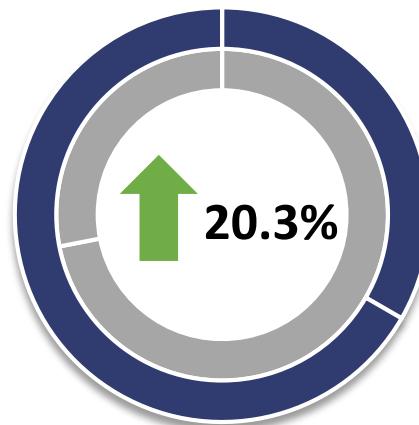
## Revenue



5,171

Rs. Mn

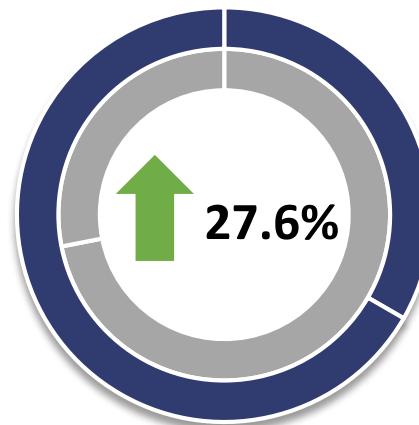
## EBITDA



412

Rs. Mn

## PAT

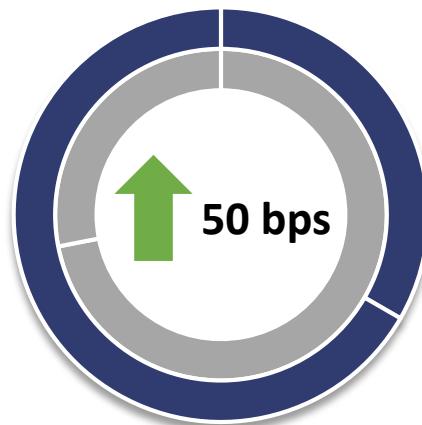


221

Rs. Mn

on Q-o-Q basis

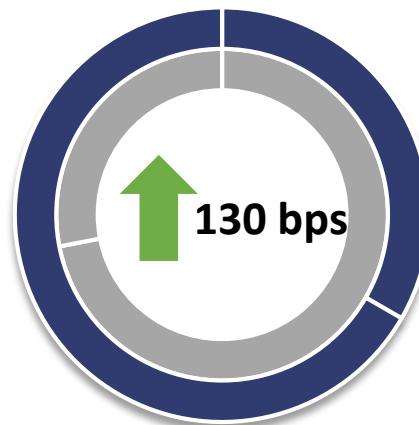
## Gross Profit



26.6%

%

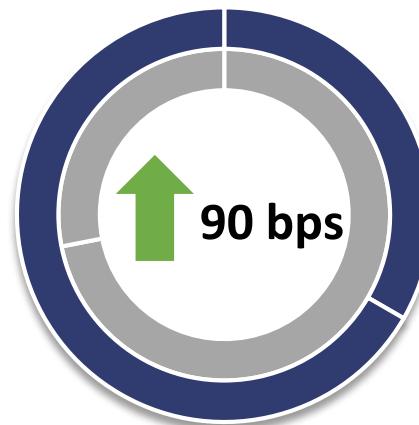
## EBITDA



8.0%

%

## PAT

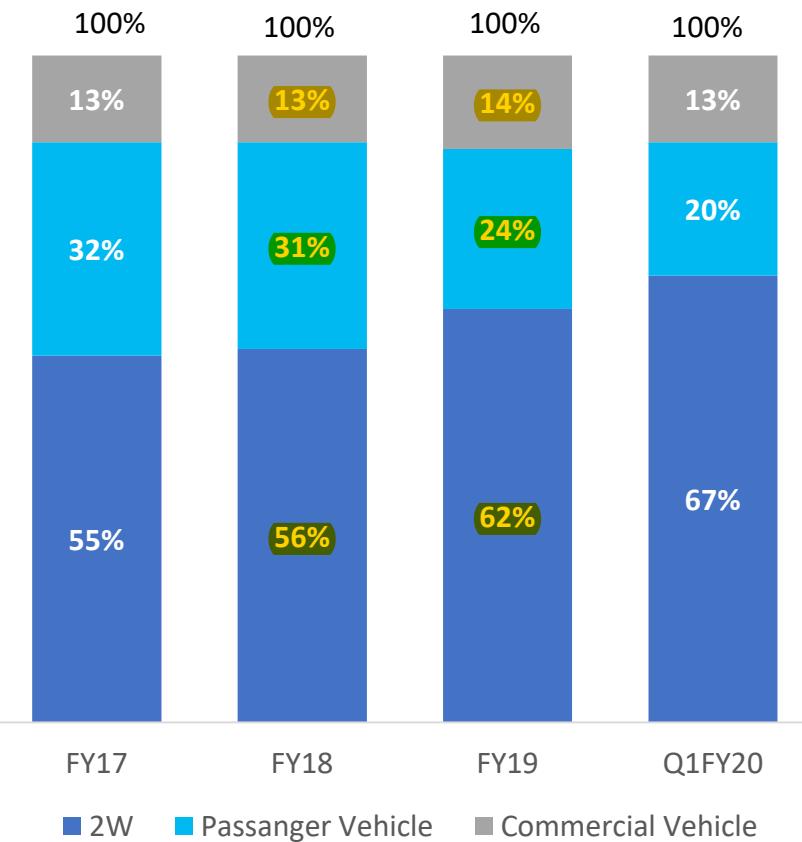


4.3%

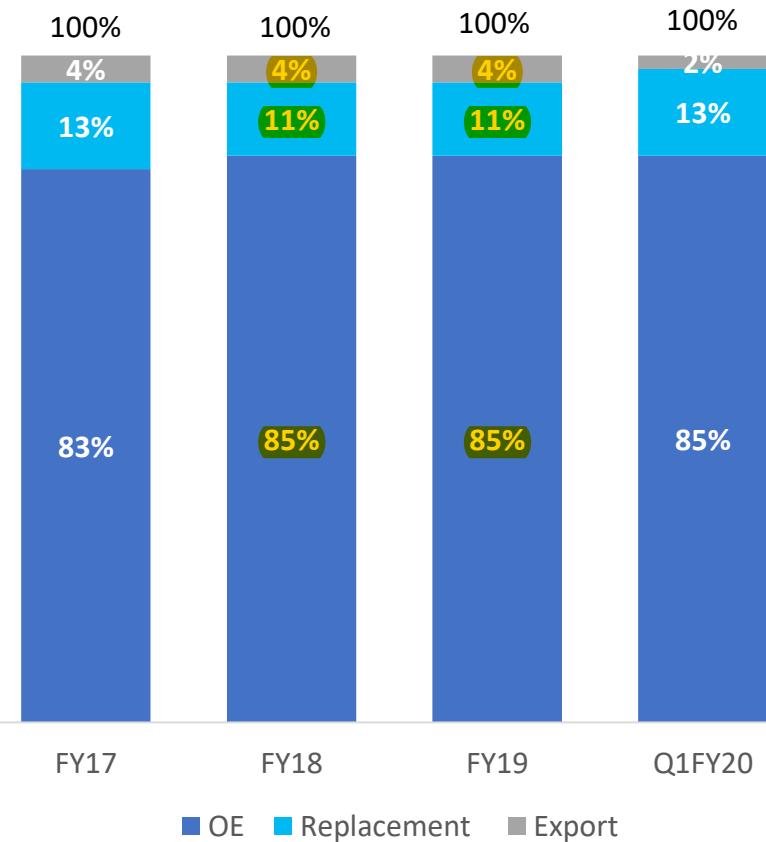
%

Rs. Mn	Q1FY20	% of Revenue	Q1FY19	% of Revenue	YoY%	Q4FY19	% of Revenue	QoQ%	FY19	% of Revenue
<b>Revenue from Operations</b>	<b>5,171</b>	<b>100.0%</b>	<b>5,146</b>	<b>100.0%</b>	<b>0.5%</b>	<b>5,103</b>	<b>100.0%</b>	<b>1.3%</b>	<b>20,765</b>	<b>100.0%</b>
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%		2376	11.4%
<b>EBITDA</b>	<b>412</b>	<b>8.0%</b>	<b>490</b>	<b>9.5%</b>	<b>-15.8%</b>	<b>343</b>	<b>6.7%</b>	<b>20.3%</b>	<b>1,778</b>	<b>8.6%</b>
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%
<b>PBT</b>	<b>318</b>	<b>6.1%</b>	<b>395</b>	<b>7.7%</b>	<b>-19.7%</b>	<b>257</b>	<b>5.0%</b>	<b>23.4%</b>	<b>1,431</b>	<b>6.9%</b>
Tax	97	1.9%	128	2.5%		84	1.7%		481	2.3%
<b>PAT</b>	<b>221</b>	<b>4.3%</b>	<b>267</b>	<b>5.2%</b>	<b>-17.4%</b>	<b>173</b>	<b>3.4%</b>	<b>27.6%</b>	<b>950</b>	<b>4.6%</b>
Other Comprehensive Income	-14		-27			4			-48	
<b>Total Comprehensive Income</b>	<b>207</b>	<b>4.0%</b>	<b>240</b>	<b>4.7%</b>	<b>-14.0%</b>	<b>177</b>	<b>3.5%</b>	<b>16.8%</b>	<b>902</b>	<b>4.3%</b>
<b>Cash PAT</b>	<b>325</b>	<b>6.3%</b>	<b>373</b>	<b>7.2%</b>	<b>-12.7%</b>	<b>278</b>	<b>5.4%</b>	<b>17.3%</b>	<b>1,360</b>	<b>6.6%</b>

## Segment – Mix



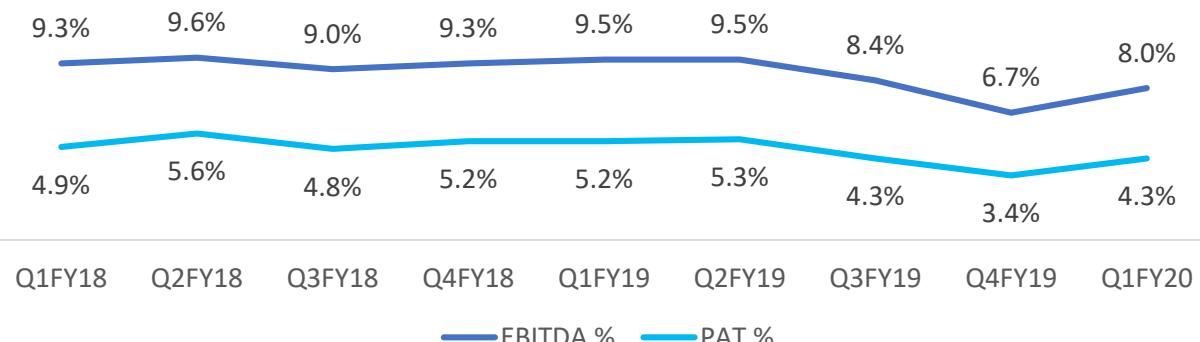
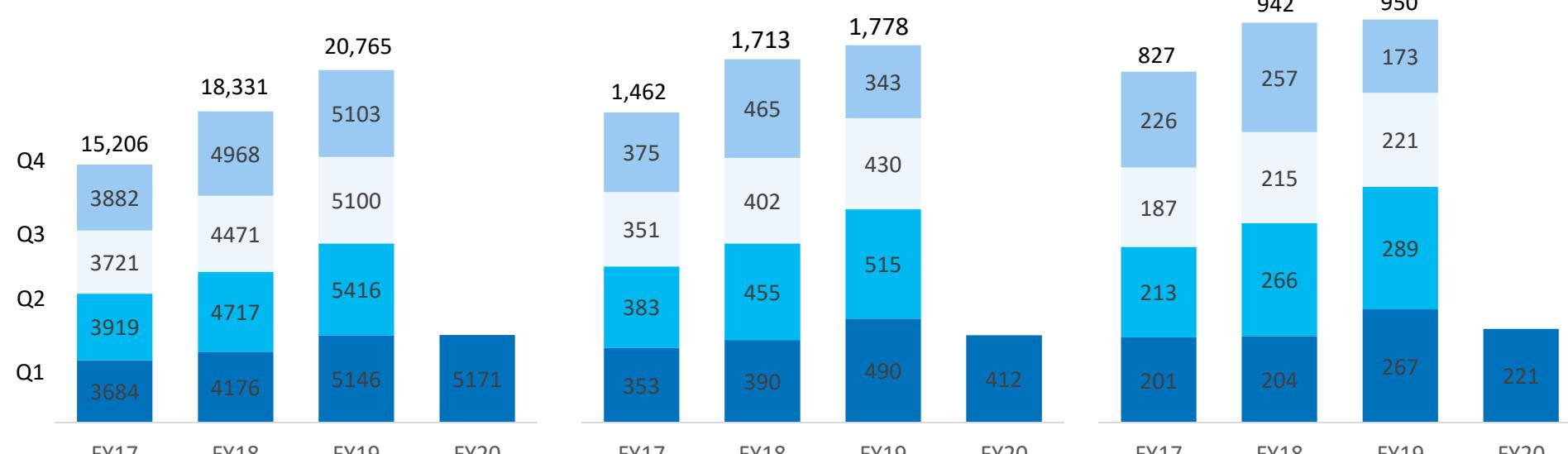
## Channel – Mix



### Revenue

### EBITDA

### PAT



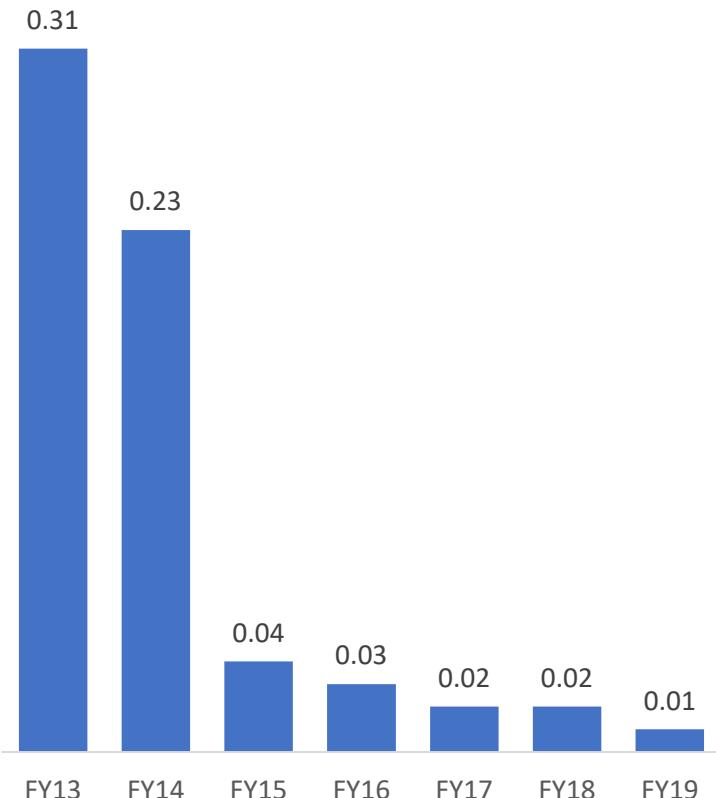
(Rs.Mn)

ASSETS (Rs. Mn.)	Mar-19	Mar-18
<b>Non-current assets</b>	<b>3,969</b>	<b>3,417</b>
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
<b>Current assets</b>	<b>5,722</b>	<b>5,613</b>
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
<b>TOTAL ASSETS</b>	<b>9,692</b>	<b>9,030</b>

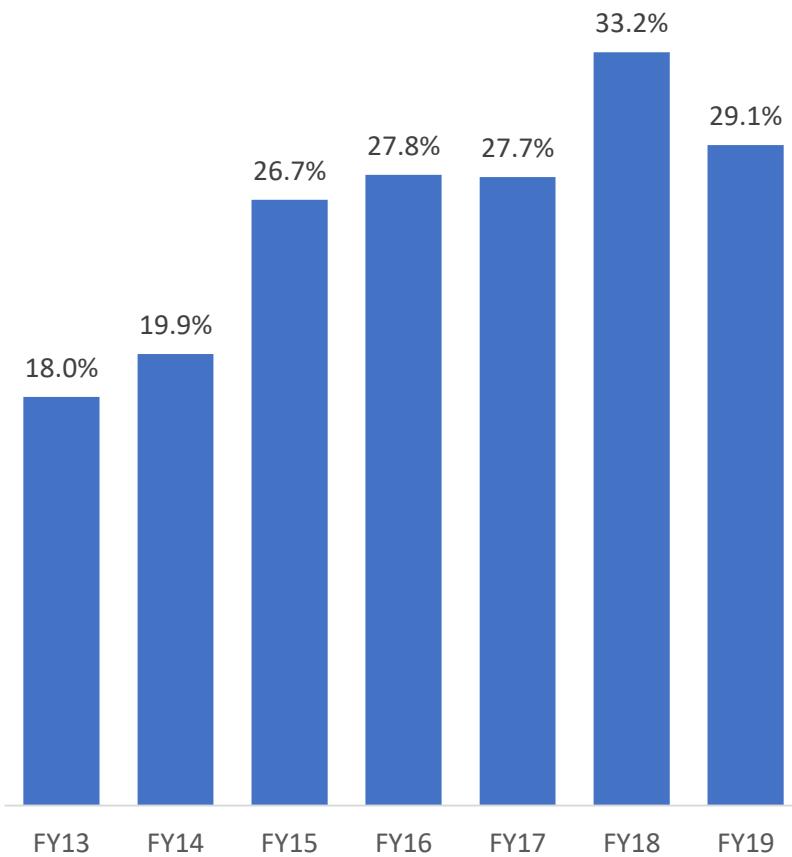
EQUITY AND LIABILITIES (Rs. Mn.)	Mar-19	Mar-18
<b>EQUITY</b>	<b>5,900</b>	<b>5,249</b>
Equity Share Capital	144	144
Other Equity	5,756	5,105
<b>Non-Current Liabilities</b>	<b>435</b>	<b>388</b>
Financial Liabilities		
Borrowings	70	72
Provisions	125	117
Deferred tax liabilities (net)	191	198
Other non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

Liquid Investments as on 31<sup>st</sup> March 2019 at Rs.880 Mil

## D:E Ratio (x)



## ROIC\* (%)



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

**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





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



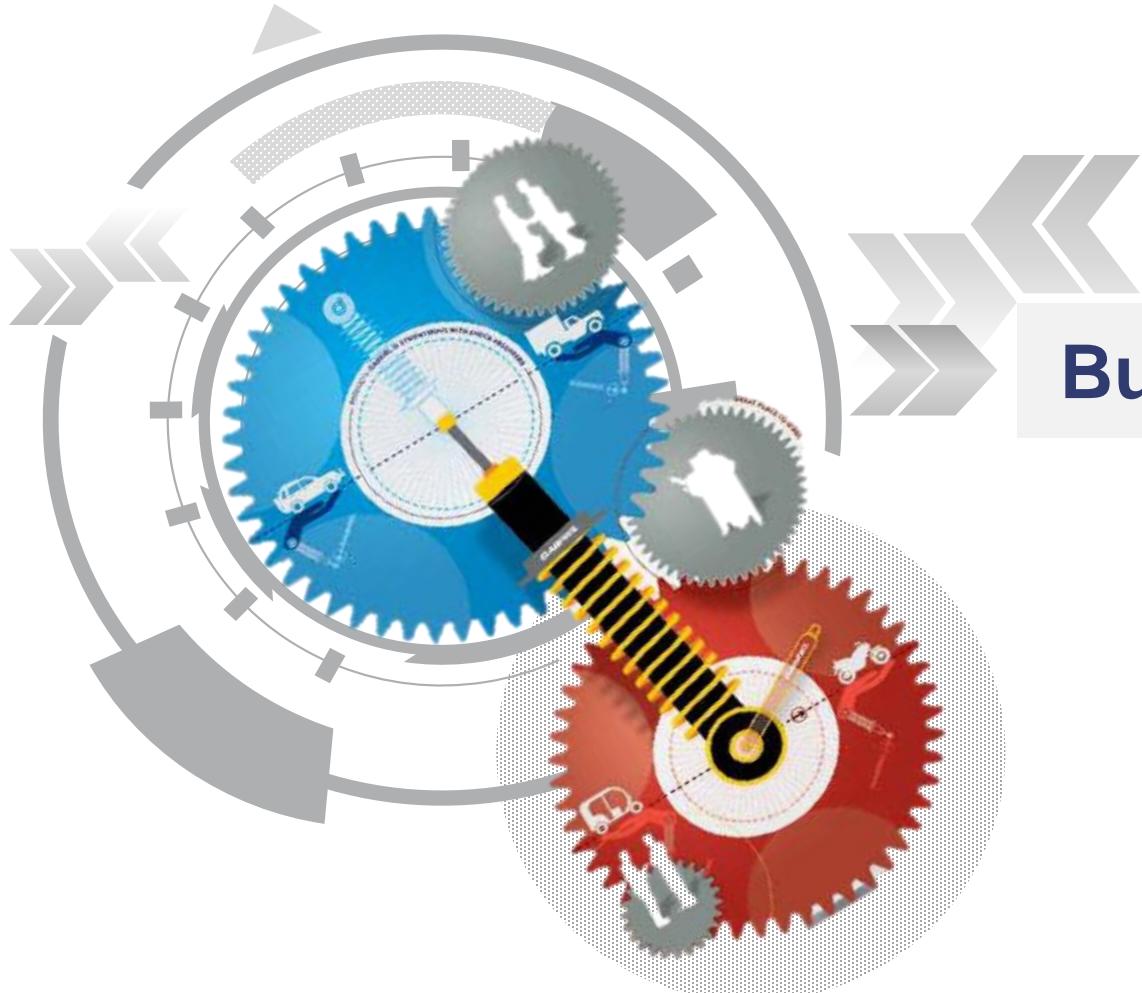
**Best Support for Vehicle Off-Road by Tata  
Motors, CVBU**

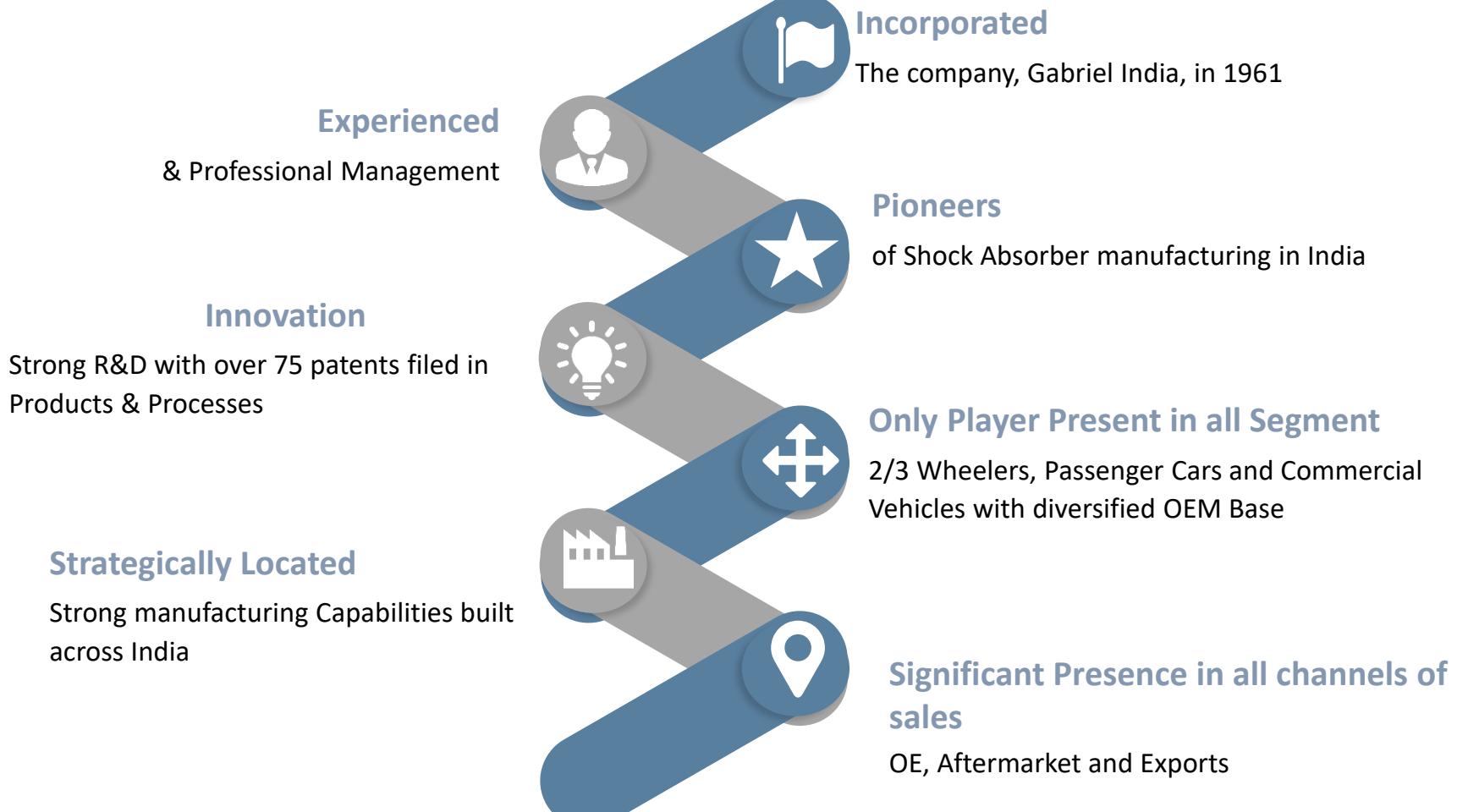


**Award from Toyota Kirloskar for Best  
Environment Promotion Supplier – Pune  
Region**



**Cost Reduction Award from Suzuki  
Motorcycles**



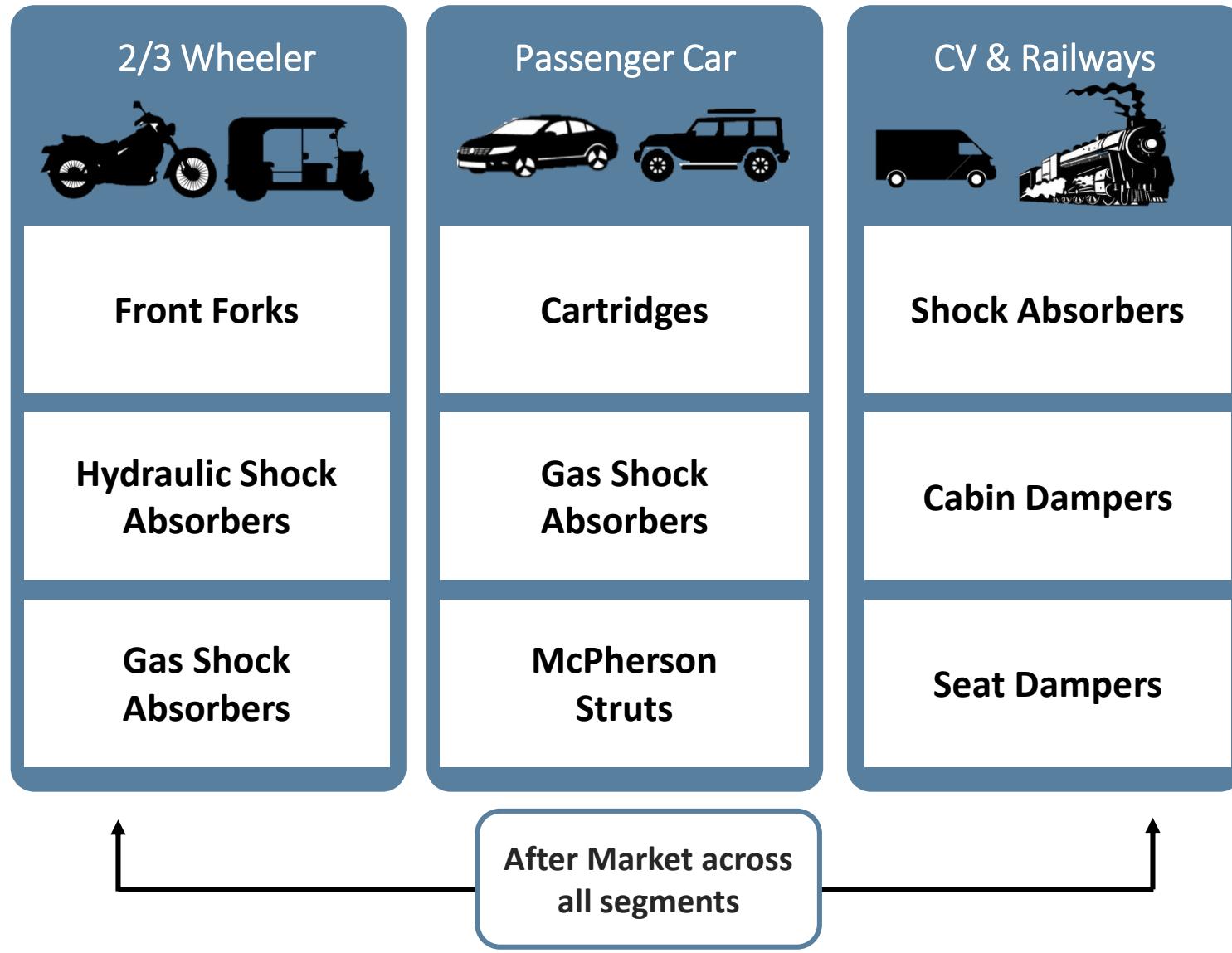


Received the “Golden Peacock Eco Innovation Award” in the year 2012

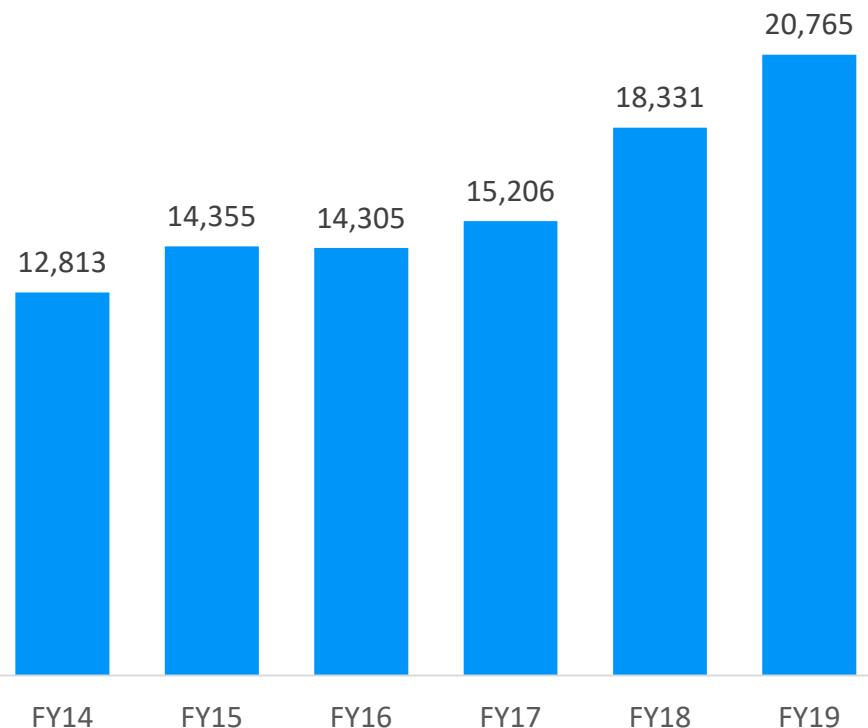
No “OEM” accounts for more than 20% of sales

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

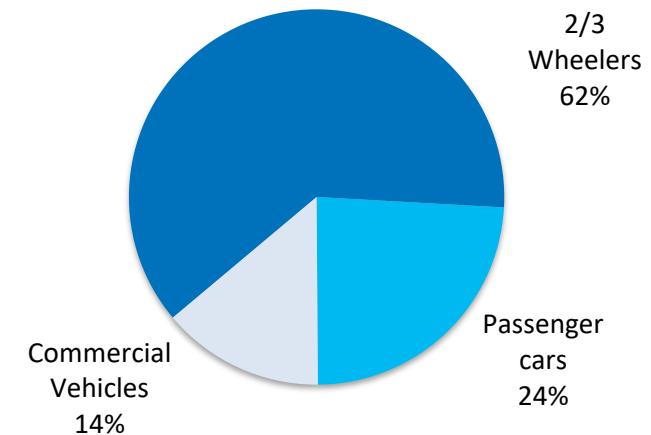




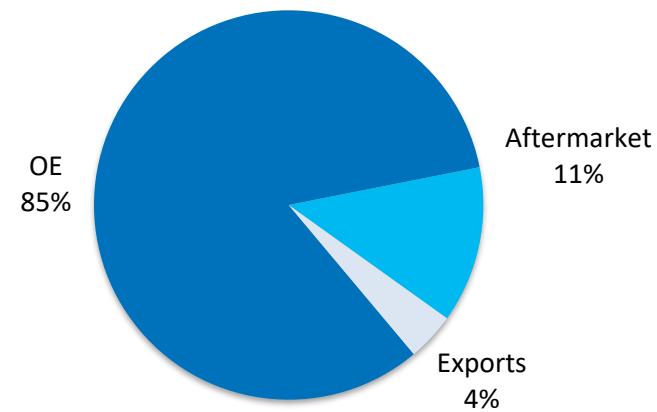
### Revenue (Rs. Mn)



### Segment Mix: FY19



### Channel Mix: FY19



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

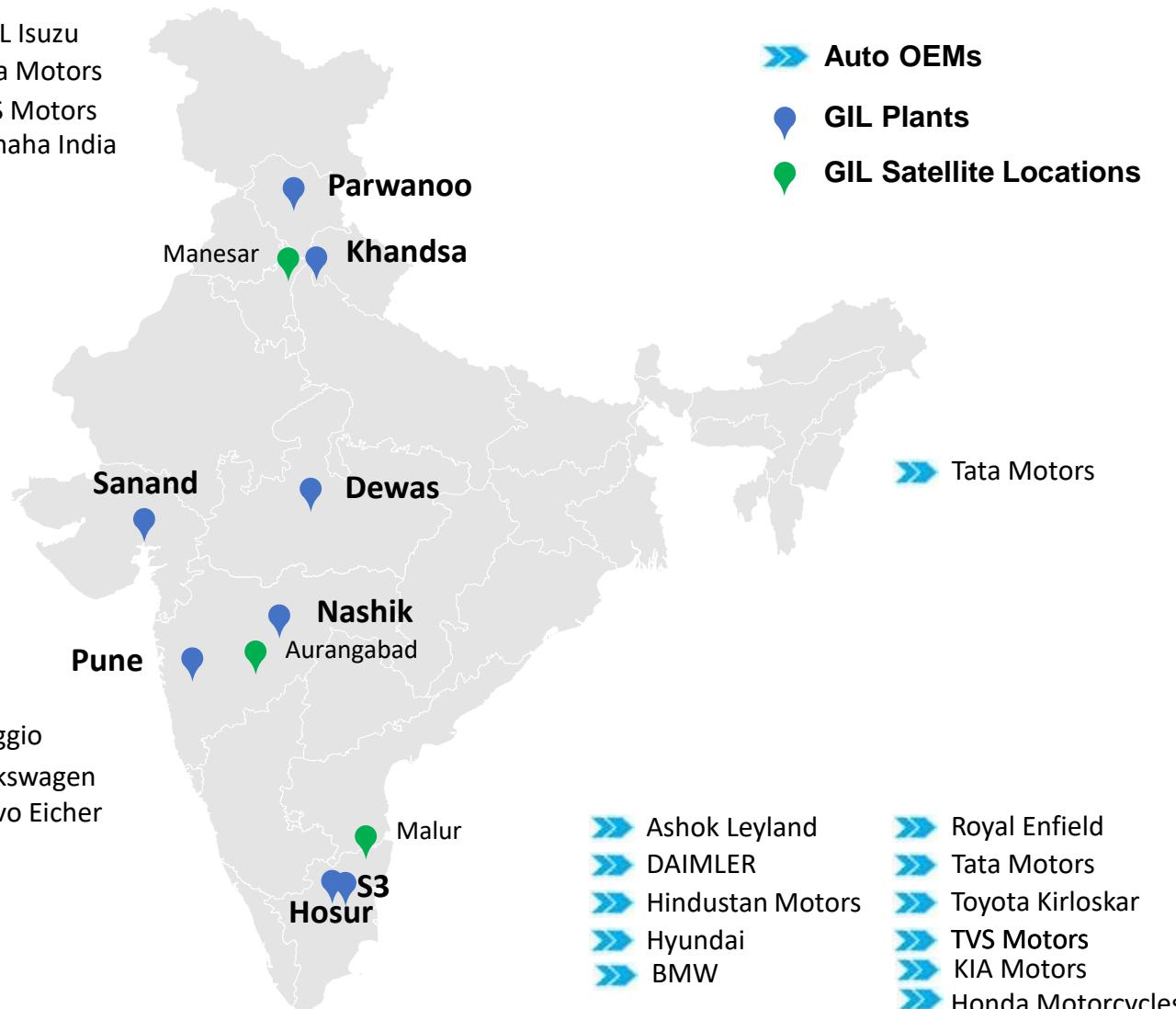
- Ashok Leyland
- Honda Cars
- Honda Motorcycles
- ICML
- Maruti Suzuki
- Suzuki Motorcycles

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

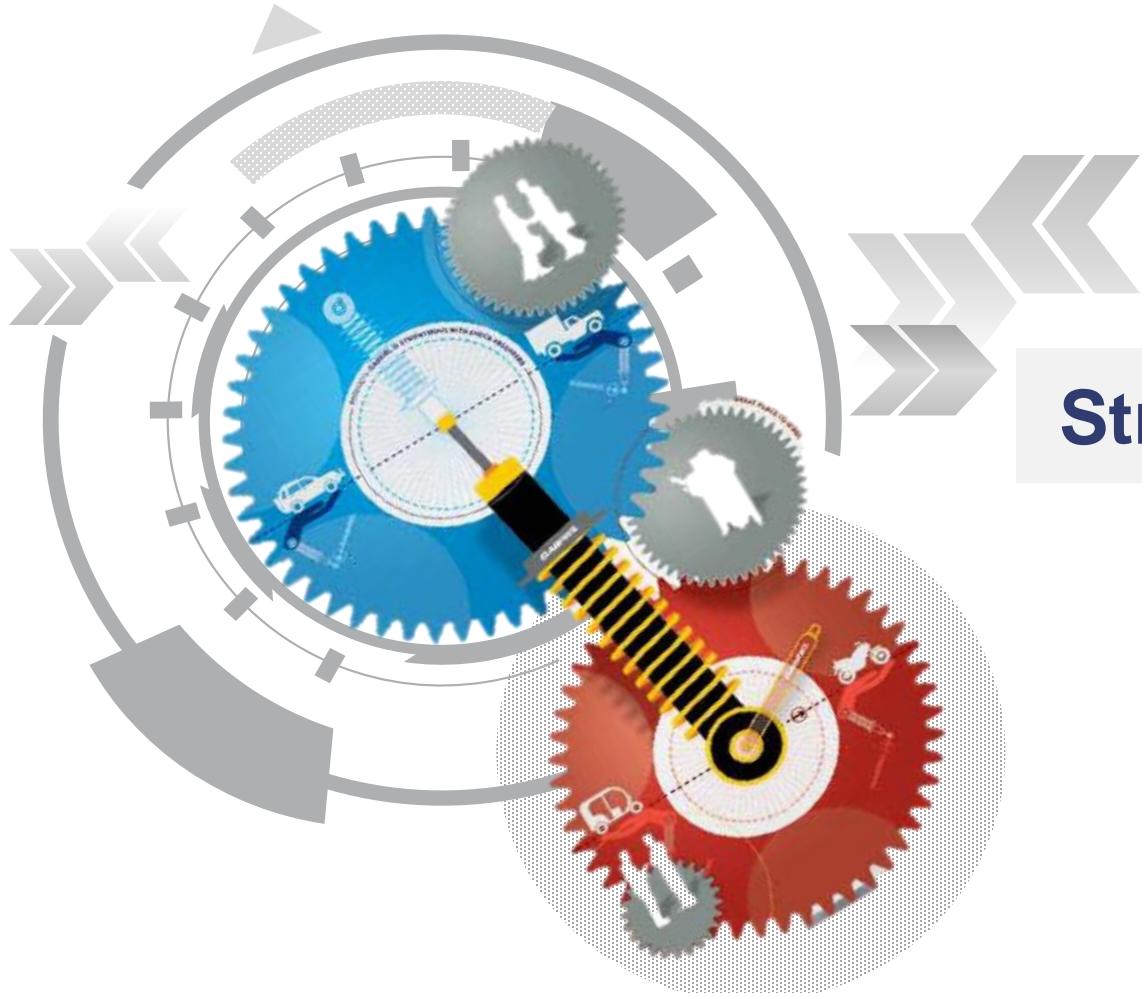
- Hero MotoCorp
- MG Motors
- Tata Motors
- Honda Motorcycles
- Suzuki Motors
- Ford Motors

- Bajaj Auto
- GM
- Force Motors
- FIAT
- Mahindra
- Mahindra Trucks & Buses
- Mercedes-Benz

- Piaggio
- Volkswagen
- Volvo Eicher



\*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



01

### Passenger Car

- Product Innovation
- Improving Market Share



02

### CV & Railways

- Product Technology
- New Product Development



03

### Aftermarket

- Product Development
- Expanding Reach



04

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

2/3 Wheeler



Passenger Car



Way of Life!



CV & Railways



**VE COMMERCIAL VEHICLES**  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE



**ASHOK LEYLAND**

**DAIMLER**



**ISUZU**





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