

Date: August 05, 2022

BSE Limited 25 th Floor, P. J. Towers, Dalal Street, MUMBAI – 400 001 (Company Code: 505714)	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), MUMBAI – 400 051 (Company Code: GABRIEL)
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Sub: Disclosure under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs,

We are enclosing herewith the Investor/Result presentation for the quarter ended June 30, 2022, 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


Niles Jai
Company Secretary



Encl: a/a

Email Id: secretarial@gabriel.co.in

Gabriel India Ltd.

Investor Presentation

4th August 2022



SAFE HARBOR

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OUR RESPONSE TO COVID

Employee Strength: 2538

Number of Locations: 7

**Vaccinated : 2538 nos. (2nd Dose) 100 %
Booster Dose administered to employees**

Daily Monitoring of Health Status

- On time action - reducing the risk of employees getting sick
- Supporting employees & their families reporting sick

Precautions

- Thermal screening for 100% employees once a day
- Access control mechanism to restrict movement
- Vaccination certificate checking at Security gate

COVID Monitoring Officer (CMO) & Plant Crises Management Team (PCMT) || Dedicated role created ||

- Once/ month Covid monitoring meeting with PCMT & CCMT headed by COOs
- 3 ply masks being used
- Maintaining oxygen cylinders, oxygen concentrators and ambulances
- Vaccination drive completed across locations

Disinfection & Sanitization of workplace || Disinfection (1 / wk) ||

- Weekly disinfection - reducing the risk
- Workstation & office sanitization reducing the risk through multiple touch points

SUSTAINED EFFORTS TOWARDS MAKING GABRIEL - SAFEST PLACE TO WORK!!

ANAND COVID CARE || SUPPORT INITIATIVES

ANAND COVID CARE 24*7 HELPLINE

One COVID helpline at Group level available 24*7 to help with admission for COVID infected employees & their family members

GROUP VACCINATION POLICY

Group Vaccination Policy - to ensure all ANAND Group employees are vaccinated for COVID-19 virus thereby ensuring safe & healthy workplace. Cost of vaccination to be borne by the company



POSITIVE PULSE, A WELLNESS INITIATIVE

An initiative to provide our employees the access to personal online counselling support from trained psychologists to deal with difficult situations & build resilience

ANAND SUPPORT FOR EMPLOYEES - WHO PASSED AWAY FIGHTING COVID-19

- Financial Support: Spouse or Parents
- Employment in Group: Spouse or Child
- Medical Insurance: Spouse & dependent children
- Education support: 2 children

GABRIEL ANGELS SUPPORT INITIATIVE

Wellness community to support Gabriel Covid+ members in medical emergency, guidance & provide emotional support in these unprecedented times



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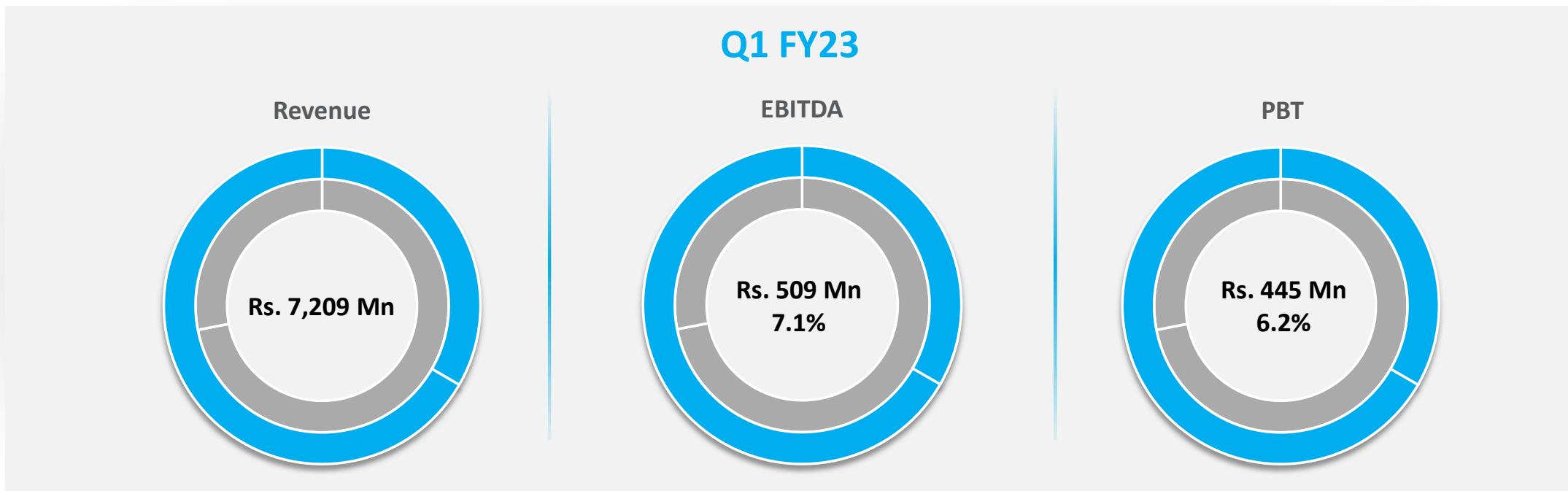
Strategy Going Forward

5



Q1 FY23 Result Update

FINANCIAL HIGHLIGHTS – Q1 FY23



Q4 FY22	Rs. 6,843 Mn
Q1 FY22	Rs. 4,518 Mn

Q4 FY22	Rs. 377 Mn / 5.5%
Q1 FY22	Rs. 232 Mn / 5.1%

Q4 FY22	Rs. 377 Mn / 5.5%
Q1 FY21	Rs. 158Mn / 3.5%

FINANCIAL HIGHLIGHTS – Q1 FY23

Revenue

Rs. 7,209 Mn

as compared to Rs. 4,518 Mn in
Q1 FY22 (Y-o-Y 59.6%)

EBITDA

Rs. 509 Mn (7.1%)

as compared to Rs. 232 Mn in
Q1 FY22 (Y-o-Y 119.3%)

PBT

Rs. 445 Mn (6.2%)

as compared to Rs. 158 Mn
in Q1 FY22 (Y-o-Y 181.3%)

Balance Sheet

Net Cash position of Rs. 2,623 Mn

Cash Flow

Cash Flow from operations to the
tune of Rs. 50 Mn as compared to
Rs. (510) Mn inflow in Q1 FY22

Capex

Capex incurred during the period
Rs. 213 Mn

FINANCIAL TRACK RECORD

P&L (Rs. Mn)	Q1 FY23	Q1 FY22	YoY	Q4 FY22	QoQ	FY22	FY21	YoY
Revenue from Operations	7,209	4,518	59.6%	6,843	5.3%	23,320	16,948	37.6%
Gross Margin (%)	23.5%	24.9%	-1.4%	22.1%	1.4%	23.4%	25.3%	-1.9%
EBITDA Margin (%)	7.1%	5.1%	2.0%	5.5%	1.6%	6.3%	6.0%	0.3%
Net Margin (%)	4.6%	2.7%	1.9%	3.9%	0.7%	3.8%	3.6%	0.2%

Balance Sheet (Rs. Mn)	Q1 FY23	FY22	FY21
Net worth	7,983	7,668	6,963
Gross Debt	107	111	129
Liquid Investments	2,623	2,791	2,687
Fixed Assets	4,130	4,027	3,779

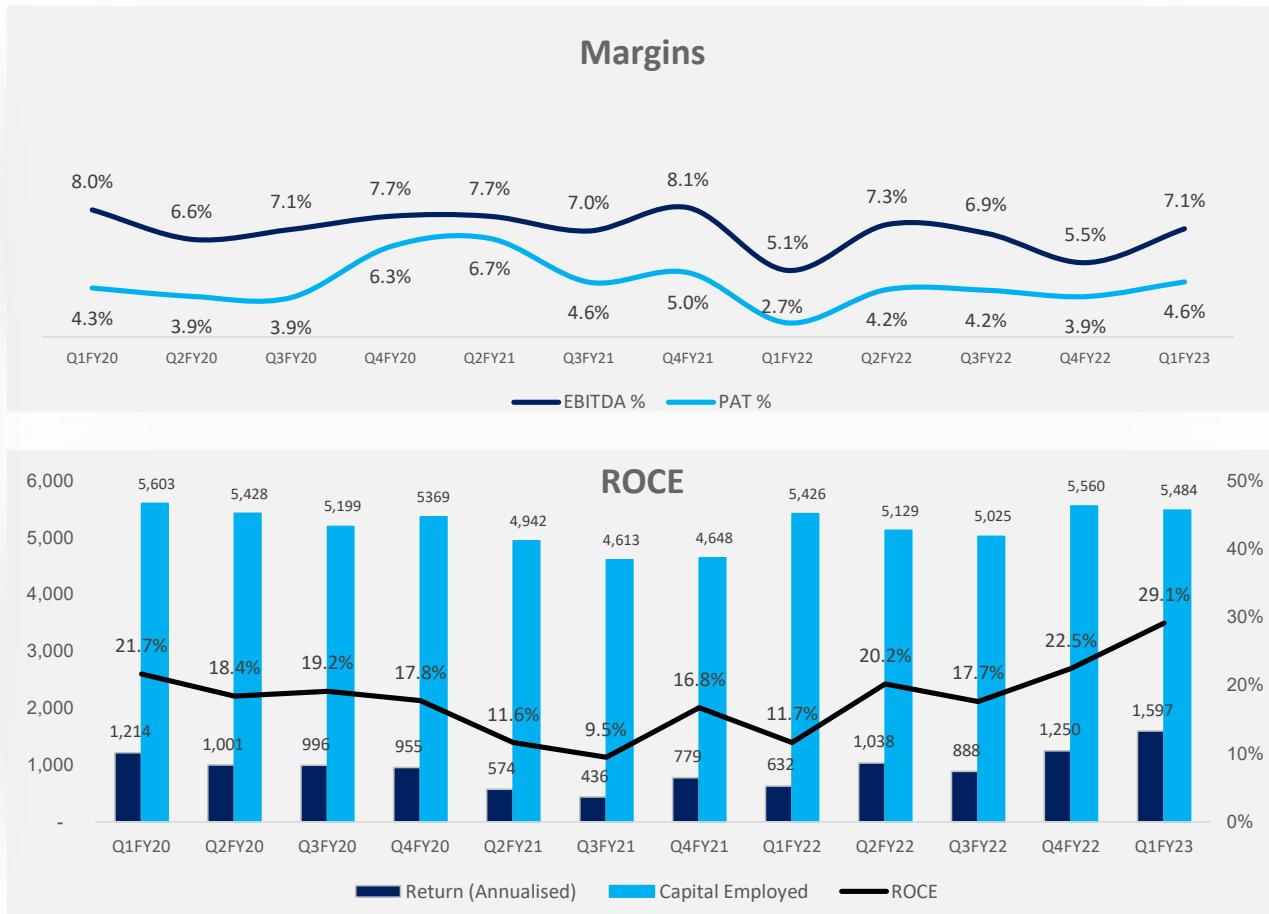
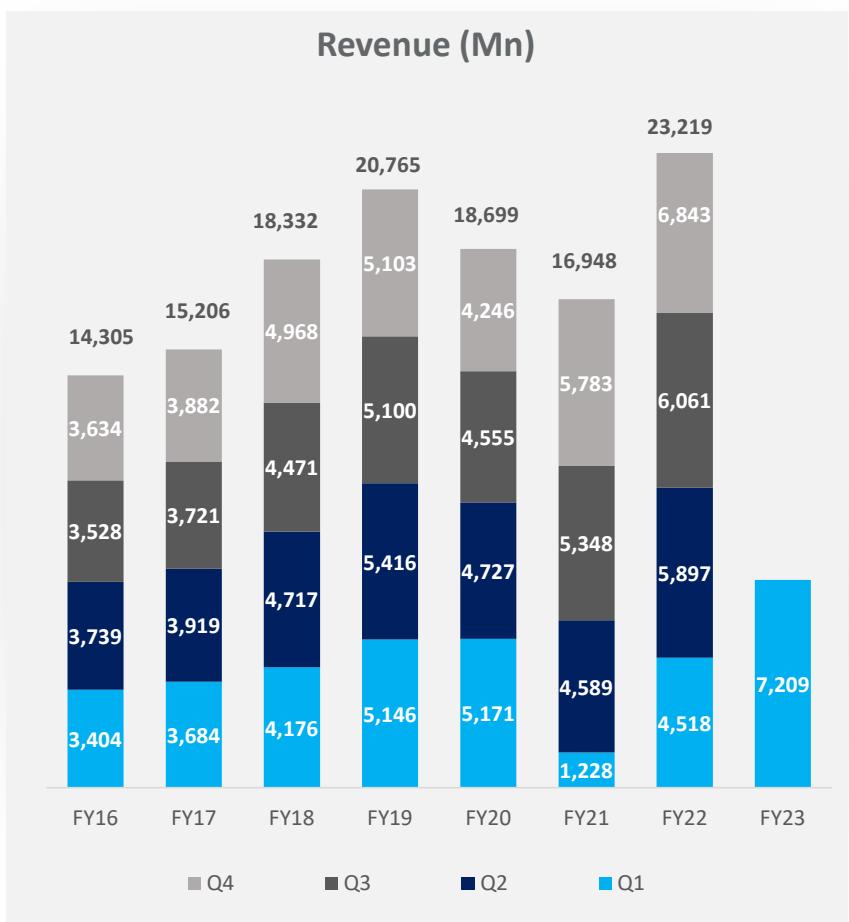
Key Performance Indicators	Q1 FY23	FY22	FY21
Net Working Capital (days)	19	17	19
ROIC (%)	33.6%	26.3%	19.2%
Cash Flow from Operations Inflow/(Outflow)	50	965	2,039

FY22 vs FY21



- Strengthened Net worth
- Maintenance of high liquidity
- Improvement in Working Capital owing to better Debtors Management

Quarterly Performance Trend

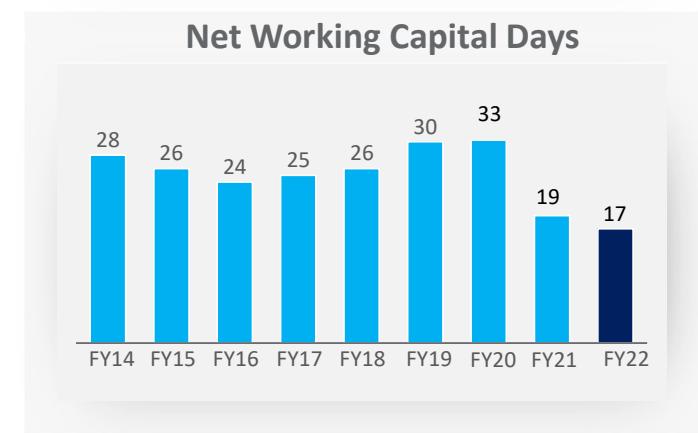
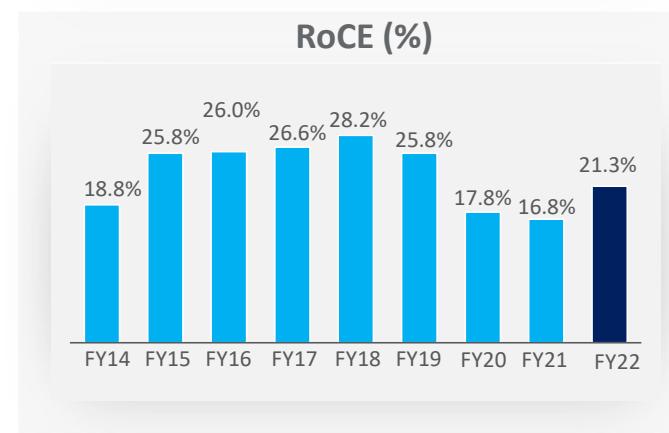
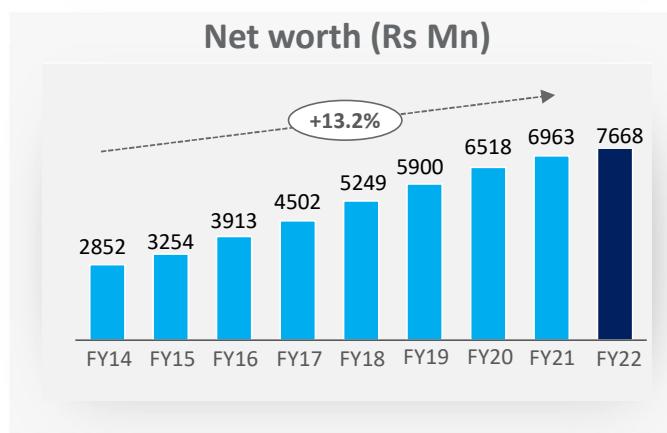
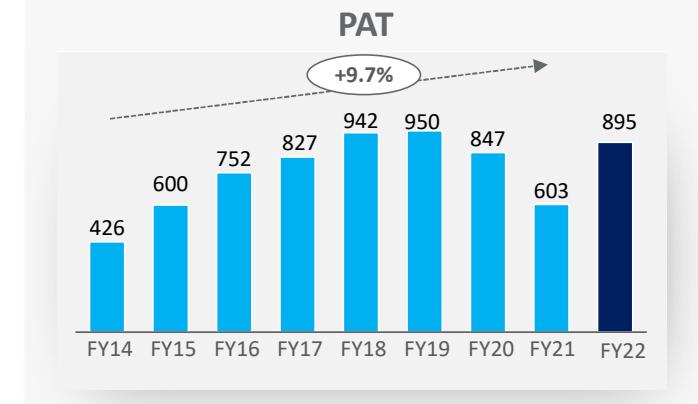
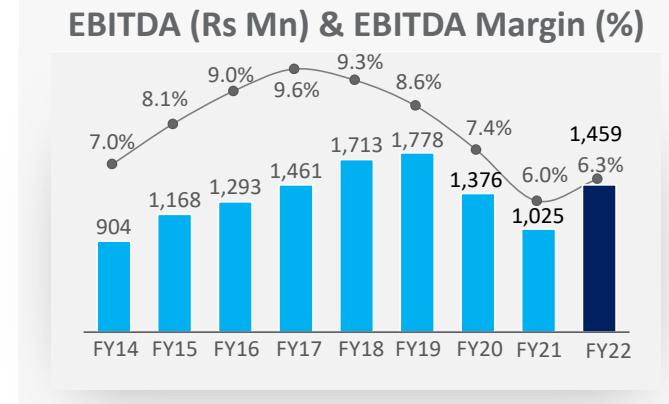
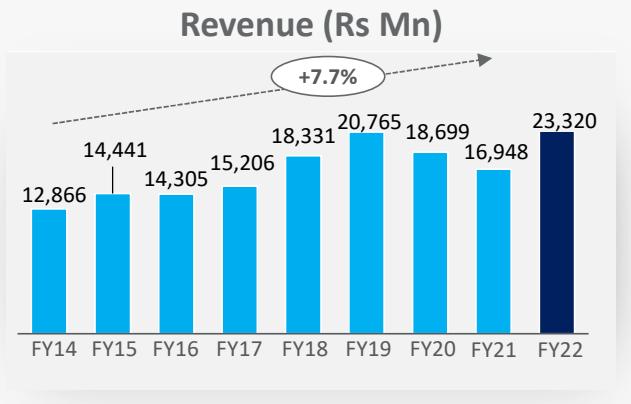


PROFIT & LOSS STATEMENT

Particulars (Rs. Mn)	Q1 FY23	Q1 FY22	YoY	Q4 FY22	Q-o-Q	FY22	FY21	Y-o-Y
Revenue from Operations	7,209	4,518	59.6%	6,843	5.3%	23,320	16,948	37.6%
Raw Material	5,517	3,395		5,334		17,863	12,653	
Employee Expenses	441	393		420		1,597	1,474	
Other Expenses	743	499		712		2,401	1,796	
EBITDA	509	232	119.3%	377	34.8%	1,459	1,025	42.3%
Other Income	61	44		108		262	243	
Interest	14	19		2		43	65	
Depreciation	112	99		107		414	424	
PBT	445	158	181.3%	377	17.9%	1,265	779	62.3%
Tax	116	38		108		369	176	
PAT	329	120	174.3%	269	22.3%	895	603	48.5%
EPS	2.3	0.8		1.9		6.2	4.2	

YOY : Despite of severe pressure on commodity and other inflationary increases, margins have been maintained.

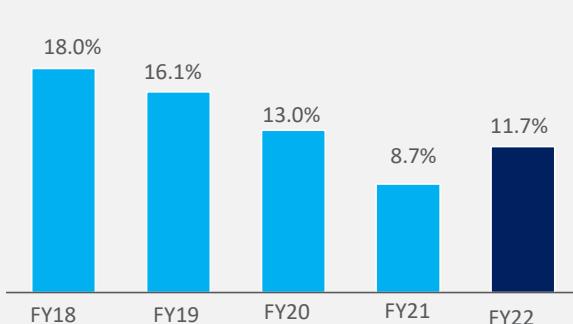
Financial Track Record



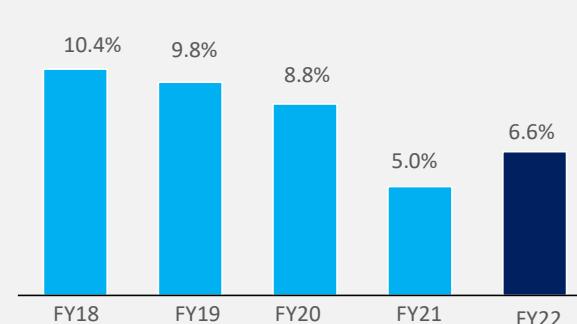
[^]Note: Financials for FY17-22 as per IND-AS

Key Ratios

Return on Equity (%)



Return on Assets (%)



Fixed Asset Turnover (x)



Current Ratio (x)



Debt : Equity Ratio

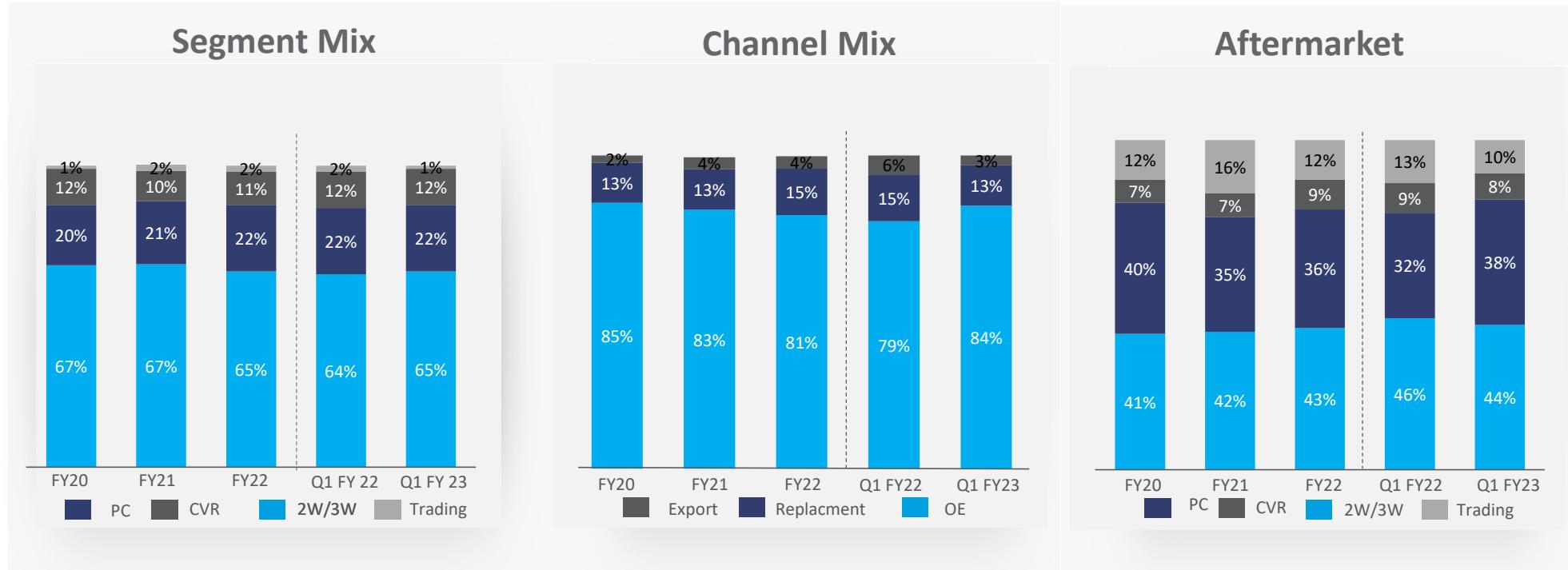


Dividend* (Rs/share) & Pay-out (%)



*Dividend excluding Dividend Distribution Tax

REVENUE MIX (INC. TRADING)



- CV volumes have started improving from Oct'2021
- Improvement in CVR Volumes in Q1 FY23 (12%) compared to Q4 FY22 (11%)
- After market have increased from 12% (Q4 FY22) to 13% (Q1 FY23)

YTD SEGMENT PERFORMANCE – 2W&3W (INCL. AM)

Performance

- Growth was primarily driven by efforts in terms of improving market share with key customers, higher efforts in terms of developing new products and on account of strong acceptance of end products in the market

Recent Launches

- TVS Motors – Raider, Jupiter 125
- Mahindra 2W- Y4,Y5,J201 Bajaj Auto – R107, CNG
- EV customers – Various programs, OLA Electric, Ampere, Ather, Okinawa

Market Update

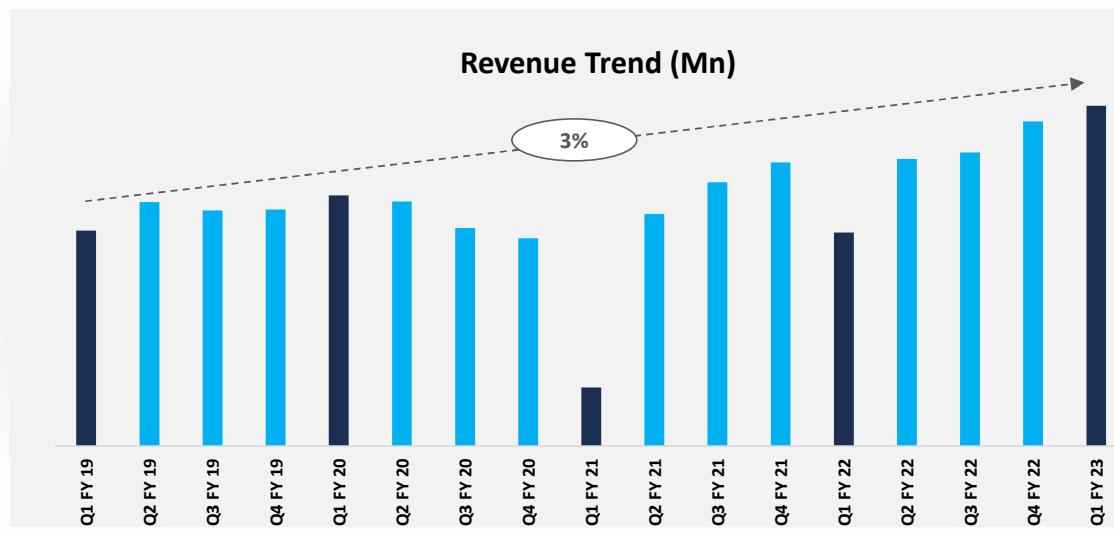
- As per SIAM data, the 2W sales grew by 38% YoY and 3W grew by 6 % YoY respectively in Q1 FY23
- Within the 2W segment, Scooters grew by 81%, Motorcycles grew by 27% and Mopeds grew by 69% in Q1 FY23

Future Development

- Electric Vehicles
- 2W - Okinawa, Ather, Ampere, Hero Electric
- 3W – Bajaj, M&M, TI , Hero Cycles

Top 3 Customers

- TVS Motors, Yamaha, Bajaj Auto



BRAND GABRIEL: WELL- ENTRENCHED AMONGST ALL 2W/3W EV PLAYERS



AMPERE
By GREAVES

KINETIC GREEN
A Better Tomorrow

HEROelectric

ATHER

OLA ELECTRIC



PIAGGIO

TVS

Mahindra
ELECTRIC

13%

Maharashtra's EV sales accounted for 13% of the overall share of EVs registered in June'22

60%

GIL SOB in 2W sales

85%

GIL growth in EV-2W segment FY 21-22 from FY 20-21

Top Models GIL presence

1. Okinawa praise
2. Ampere Magnus-ex
3. Hero optima
4. Ola S1 pro
5. Ather 450x
6. TVS iQube

YTD SEGMENT PERFORMANCE – PASSENGER VEHICLES(INCL. AM)

Performance

- Segment observed growth with new launches within key customers and SUV segment gaining traction

New Program

- Maruti Suzuki: YXA, YFG, YWD, YOM
- Stellantis : CC21, eCC21

Market Update

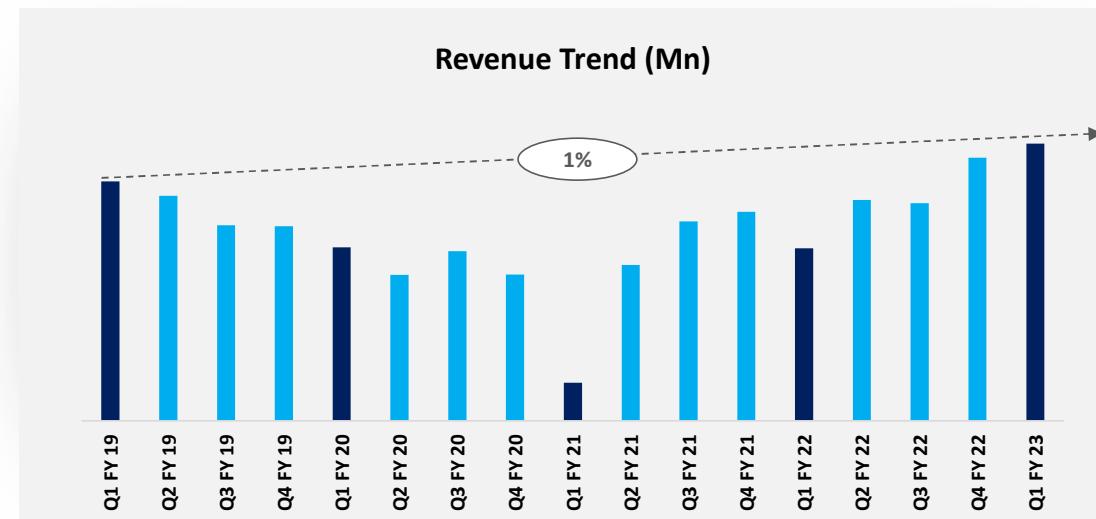
- As per SIAM data, the sale of Passenger Vehicles grew by 33 % in Q1 FY23 over the same period last year
- Within Passenger Vehicles, the sales for Passenger Cars degrew by 17%, Utility Vehicle grew by 52% & Vans grew by 43% YoY in Q1 FY23

Future Development

VW (1), TML (1), Stellantis (1), M&M (1)

Top 3 Customers

- Maruti Suzuki, Volkswagen, Mahindra & Mahindra



YTD SEGMENT PERFORMANCE – COMMERCIAL VEHICLES (INCL. AM & RAILWAYS)

Performance

- Moderate growth coming back slowly reflecting in better production volumes by OEMs

New Program

Ashok Leyland- Phoenix, TML Intra & Mahindra New Bolero

Market Update

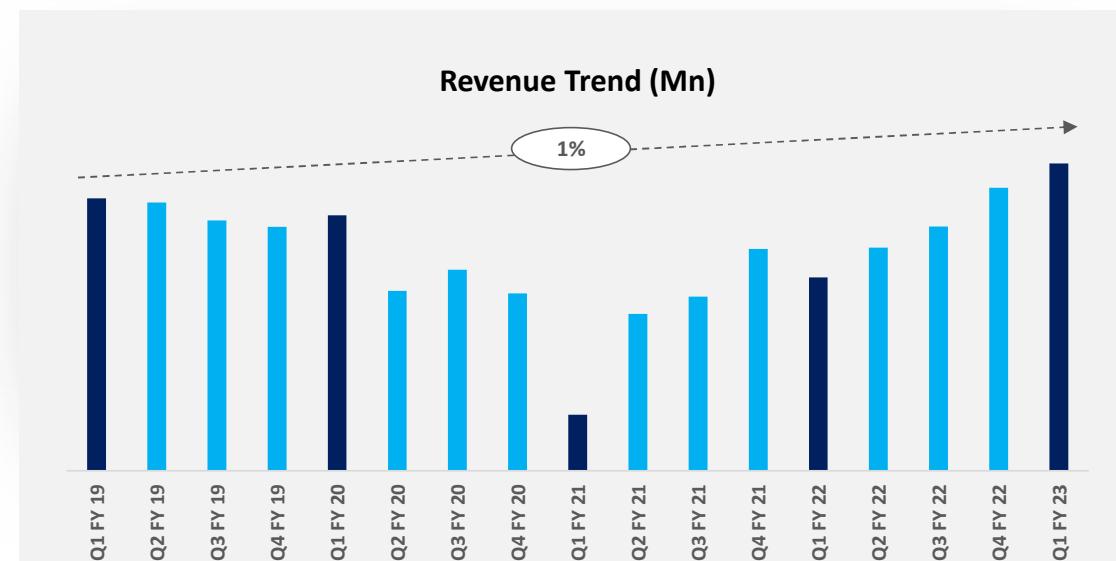
- As per SIAM data, the overall commercial vehicles segment registered a growth of 88% in Q1 FY23 as compared to Q1 FY22
- Medium & Heavy Commercial Vehicles (M&HCVs) sales grew by 114% YoY and Light Commercial Vehicles (LCVs) grew by 77% YoY in Q1 FY23

Future Development

- Volvo, JBM, New EV Customer
- DAF – 2 programs

Top 3 Customers

- Tata Motors, Mahindra & Mahindra, Ashok Leyland



AFTERMARKET

Strong Brand Equity

- Brand "Gabriel" synonymous with shock absorbers
- Leadership since 60 years with market share > 40%

Extensive Distribution Network

- 11 CFA locations & 700+ dealer network
- ~20,000+ retail outlets supported by effective sales force
- Present in the aftermarket segment across six continents

Focus Areas & Outlook

- Develop more products for the core segment
- Increase sales through national channels
- Major focus in B & C class towns
- Leveraging Brand Gabriel by launching new product lines
- Emphasis on Elite Workshop Programme in 22-23 to strengthen the brand
- 4 IT projects Successfully implemented, 2 are in pipeline. Target to become 100% IT enabled in next 2 years
- Focus on Latin American & African markets for Quantum growth in Export's sales

Recent Highlights

- Achieved 50% of growth over Q1 21-22 sales. Highest ever sale recorded in Q1 22-23 – 984 MINR.
- Impressive growth of 78% in Q1 22-23 against Q1 21-22 in PCBU segment.
- Completed successfully 4 IT Enablement projects.

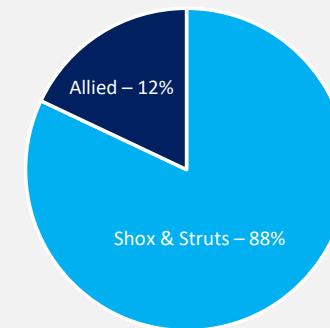
Widest Product Range

- Launched 45 SKU's in Q1 22-23.
- More than 1166 SKUs launched in last 5 years
- Continuous focus on expanding Product Portfolio

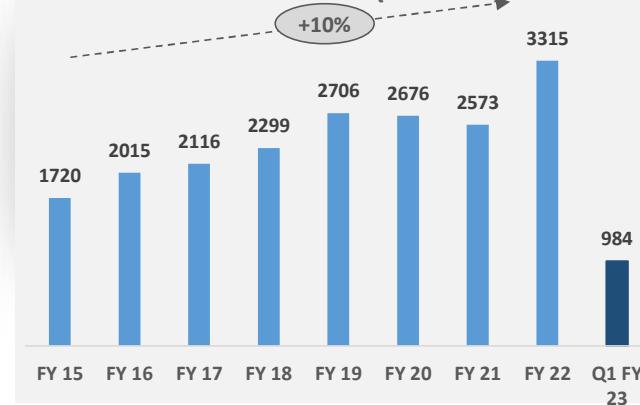
Presence Through Allied Products

- Leveraging Brand Gabriel & Distribution Network for Allied products.
- 18 New Product lines launched successfully in recent years & 4 NPL are in pipeline.

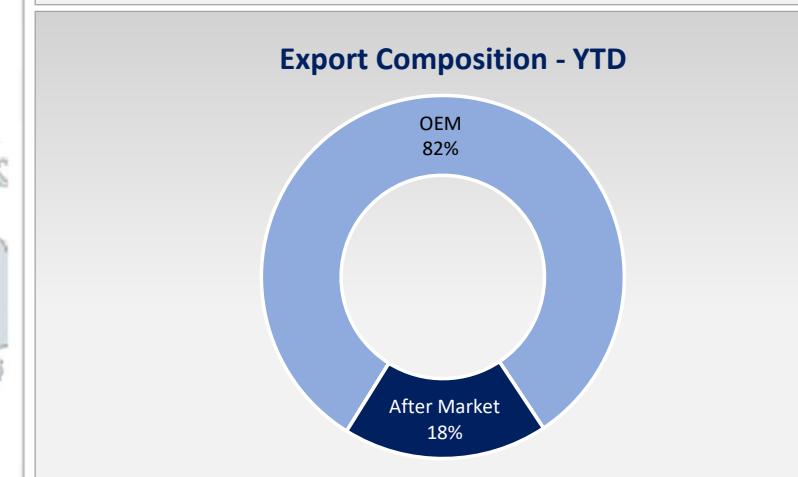
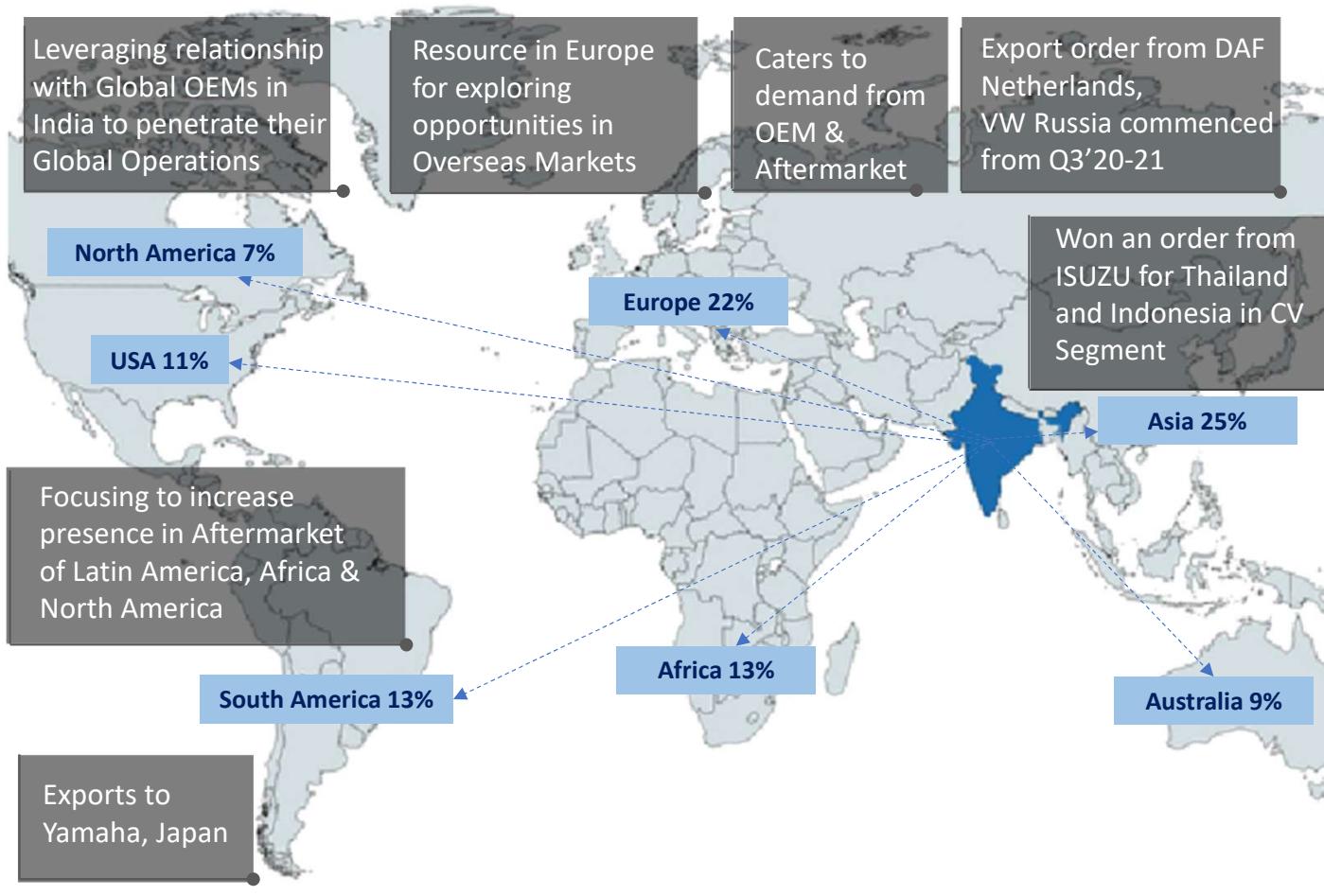
After Market Parts



Aftermarket Sales (Rs. Mn)



CREATING GLOBAL PRESENCE THROUGH EXPORTS



Balance Sheet

Assets (Rs. Mn.)	Mar-22	Mar-21
Non-current assets	4,458	4,175
Current assets	9,073	7,780
Total Assets	13,531	11,955

Equity and Liabilities (Rs. Mn.)	Mar-22	Mar-21
Equity	7,668	6,963
Non-Current Liabilities	403	429
Current liabilities	5,460	4,563
Total Equity and Liabilities	13,531	11,955

- Net Cash stood at Rs 2,791 Mn at the end of Mar'22
- Net Working Capital Days at 17 as compared to 19 same period last year
- Capex for FY22 to the tune of Rs. 668 Mn

Capex for FY22

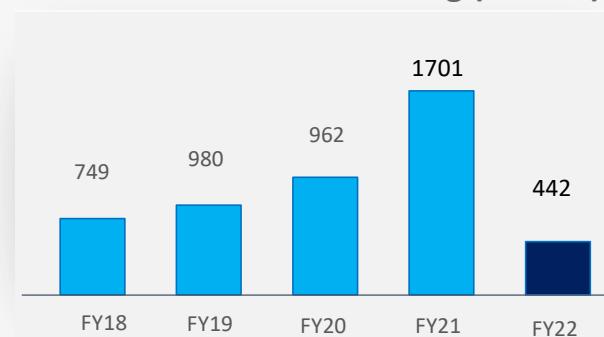
- Hosur for OLA & Nest project
- Chakan - Tech Centre, W601, MQB & ZLD project
- Expansion in Casting Plant - Nest project
- Expansion in Dewas Plant – Rod division & Paint line

Cash Flows

Cash Flow from Operations (Rs. Mn)



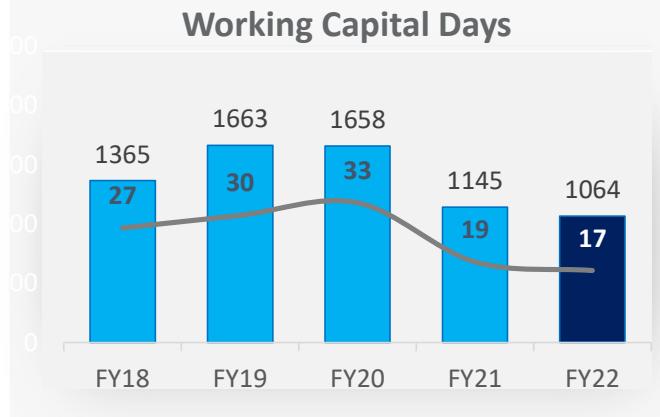
Cash Flow used in Investing (Rs. Mn)



Cash Flow used in Financing (Rs. Mn)



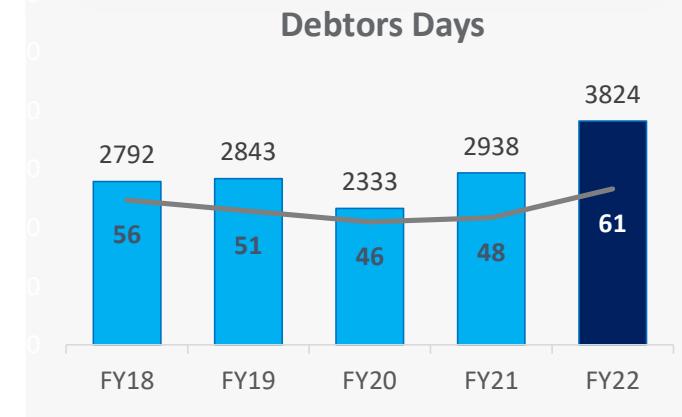
Working Capital Days



Inventory Days

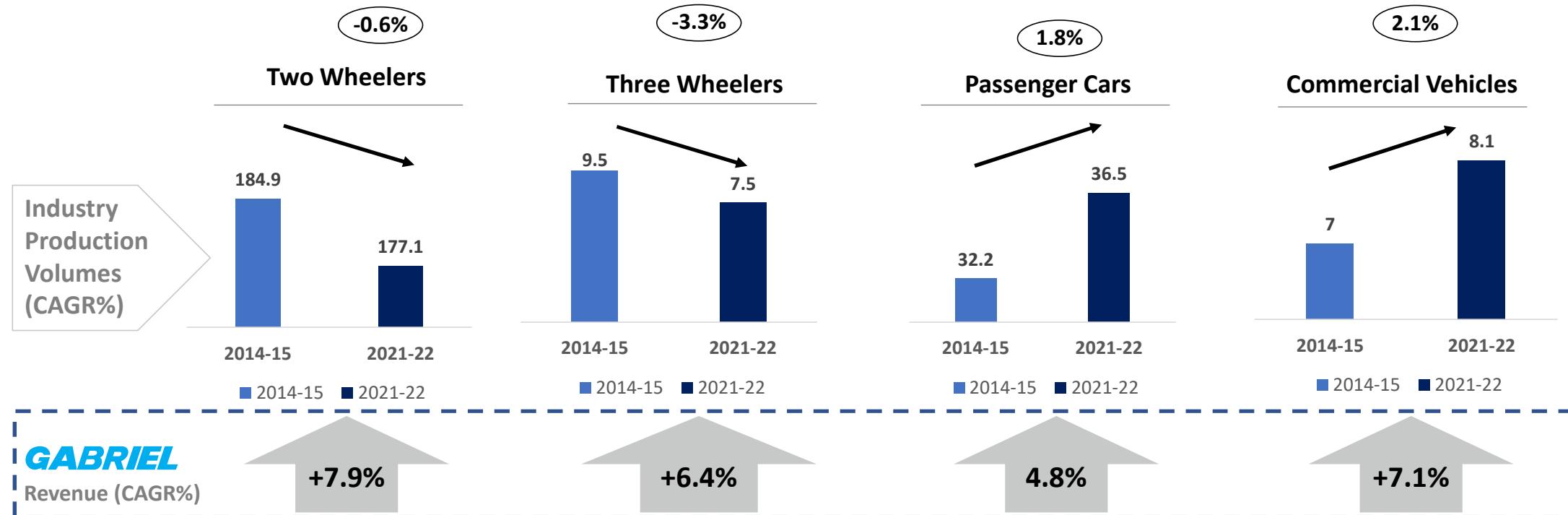


Debtors Days



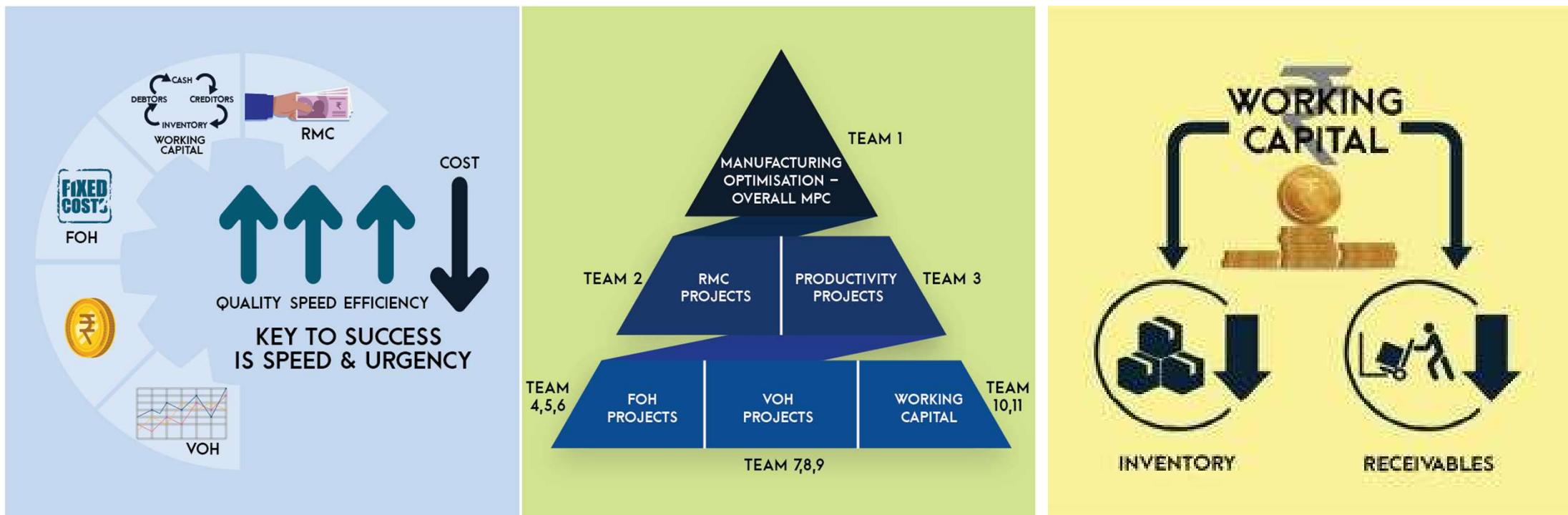
FY 21 - Days calculation basis 274 days (July 20 to Mar 21)

CONSISTENTLY OUTPERFORMING INDUSTRY



Strong R&D and customer focus has enabled wallet share gains and expansion of customer base

CORE 90



CORE 90 COST REDUCTION DRIVE

VISION 2025



To be amongst the Top 5
Shock Absorber Manufacturers
in the world

REDEFINING RIDE COMFORT

Market Leader
FOR 60 YEARS

Exports

Domestic Dominance

Mergers & Acquisitions

Technology

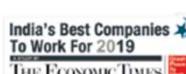


Corporate Overview

GABRIEL AT A GLANCE

Corporate Profile

- Incorporated in 1961
- Pioneer of Ride Control Products in India with state-of-the-art integrated operations
- Strong R&D focus, employing 60 specialists, highest in the industry
- Experienced, professional management team and Board of Directors
- Marquee clientele across all vehicle segments
- Market Leadership in Aftermarket
- Impetus on Sustainability and Environment: 1,896 MT Reduction in Carbon Footprint over last 7 years; 16% of power from renewable sources in FY21 from 0% in FY14
- Consistent dividend track record since '98

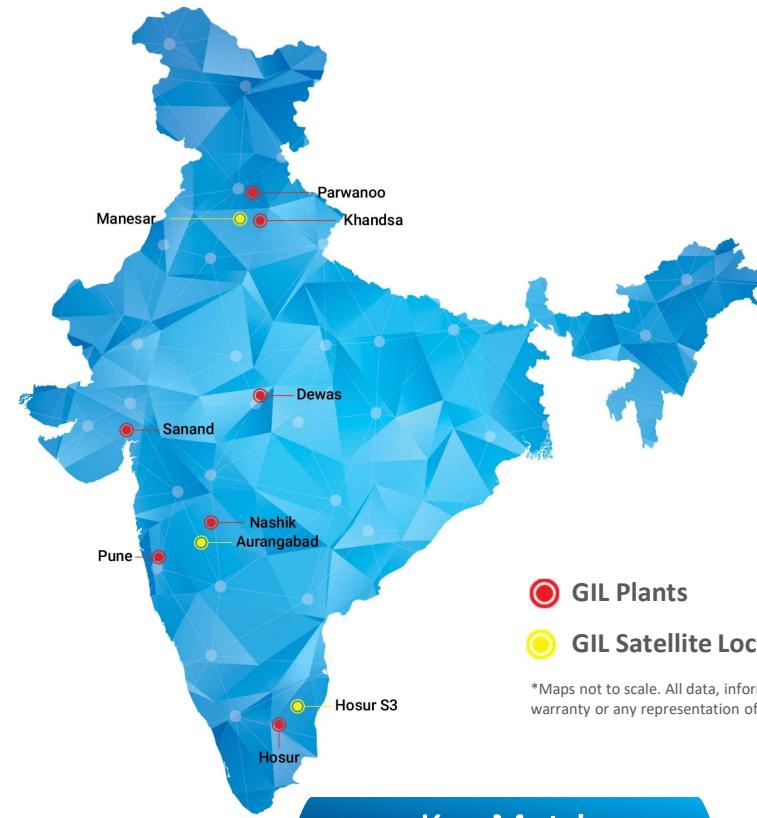


#90
OVERALL

Recognized fifth year in a row

Financial Strength (FY22)

Revenue	PAT	ROCE	Net Cash
INR 23,320 Mn	INR 895 Mn	21%	INR 2,791 Mn



● 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.

Key Metrics

500+

New Product Additions

25

Countries of Presence

7+3 (satellite plants)

Manufacturing Plants

75

Patents Filed

664

Distributors

3,829

Employees (Average)

STRATEGIC MANUFACTURING FOOTPRINT

Plant Location	Segment Served	Commencement Year	Products	Clients
Nashik	2W / 3W	1990	Shock absorbers, front forks	Bajaj Auto, HMSI, Suzuki, Yamaha, Piaggio, M&M, Atul Auto
Hosur	2W / 3W	1997	Shock absorbers, front forks	TVS, HMSI, Royal Enfield, Yamaha, Suzuki, M&M, Ather, OLA
Parwanoo	2W, PV, CV, Aftermarket	2007	Shock absorbers, front forks, struts	TVS, Tata Motors, M&M
Chakan	PV, Railways &2W	1997	Shock absorbers, struts	Volkswagen, M&M, Toyota, Tata Motors, Bajaj Auto, Piaggio, DAF & Indian Railways
Khanda	PV	2007	Shock absorbers, struts	Maruti Suzuki, Honda Cars
Sanand	2W, PV	2010	Shock absorbers, struts (final assembly)	HMSI, Tata Motors
Dewas	OE, Aftermarket and Exports	1992	Shox – Commercial Vehicles	Tata Motors, M&M, Daimler, Force Motors, Ashok Leyland, VECV

Proximity to OEMs Ensures Just-in-Time Supply As Per Demand While Rationalising Logistics Costs

COMPETITIVE ADVANTAGES

Strong Parentage of Anand Group

- Flagship company of ANAND Group, a one-stop solution provider for customers
- Leverage partnerships, systems, processes, governance and sustainability frameworks

6 Decades of Presence

- Home grown ('Atmanirbhar') player with deep understanding of Indian market, road conditions, driver behavior
- Leverage huge knowledge database and highly experienced team
- Sustainable practices demonstrated with strong culture and customer-oriented approach

Strong Focus on R&D and Technology Partnerships

- Best-in-class R&D facilities in the country with 60 specialists providing customized solutions
- End-to-end capabilities from design, development, testing and validation
- Association with global technology partners
- Deep understanding of Indian conditions – Roads, driver discipline & vehicle maintenance

Quality at Competitive Price

- 7 state-of-the-art facilities in proximity to OEMs ensures just-in-time supply as per demand while rationalising logistics costs
- Providing best quality products at reasonable cost

#1 Brand in Aftermarket

- Leadership with market share of >40% in India
- Strong brand recall
- Logistics network comprising 664 dealers and 12,000 retailers

Long Standing Client Relationships

- Only player with meaningful presence across all vehicle segments: 2/3W, PC, CV and Railways segments
- Diversification across products, customers and geographies

RELATIONSHIPS WITH MARQUEE OEM CUSTOMER BASE

2/3 Wheelers



Benelli



**ROYAL
ENFIELD**



TVS



OLA ELECTRIC



Passenger Cars



HONDA



MARUTI SUZUKI

TOYOTA
Quality Revolution

ŠKODA | VOLKSWAGEN
ŠKODA AUTO Volkswagen India Private Limited



SPORT
UTILITY
VEHICLES

CV & Railways



DAIMLER



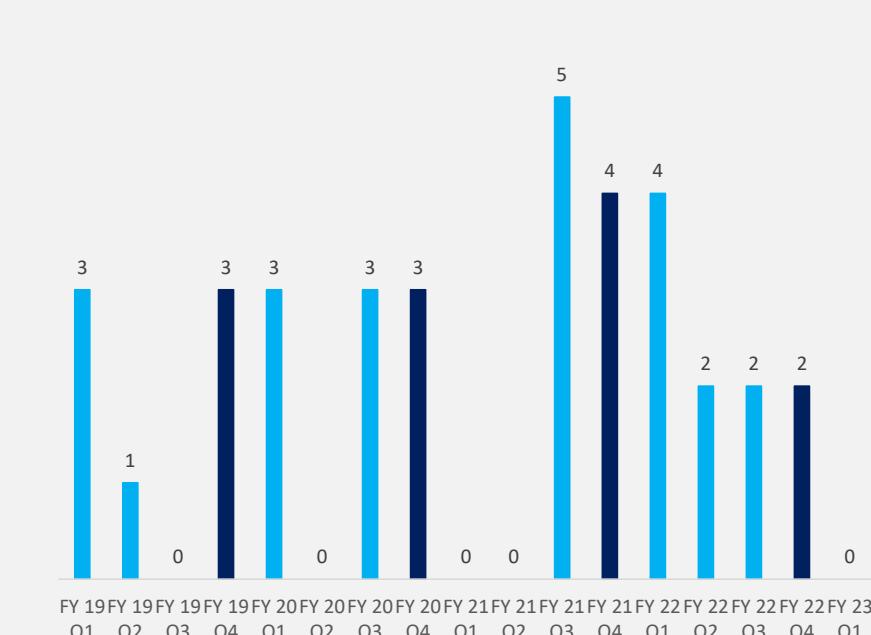
ISUZU **Mahindra**
Rise.



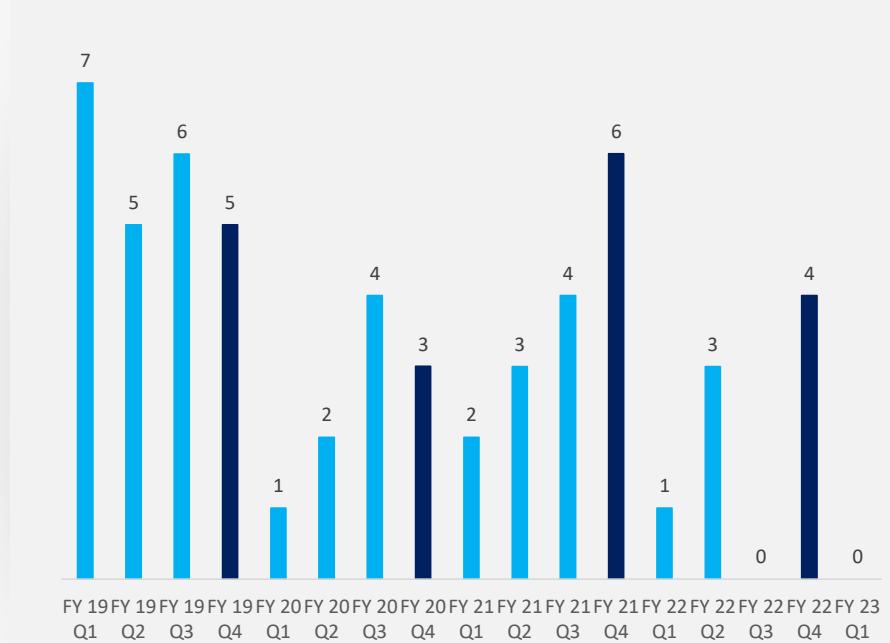
VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

SAFETY DEVELOPMENT

Accident



First Aid

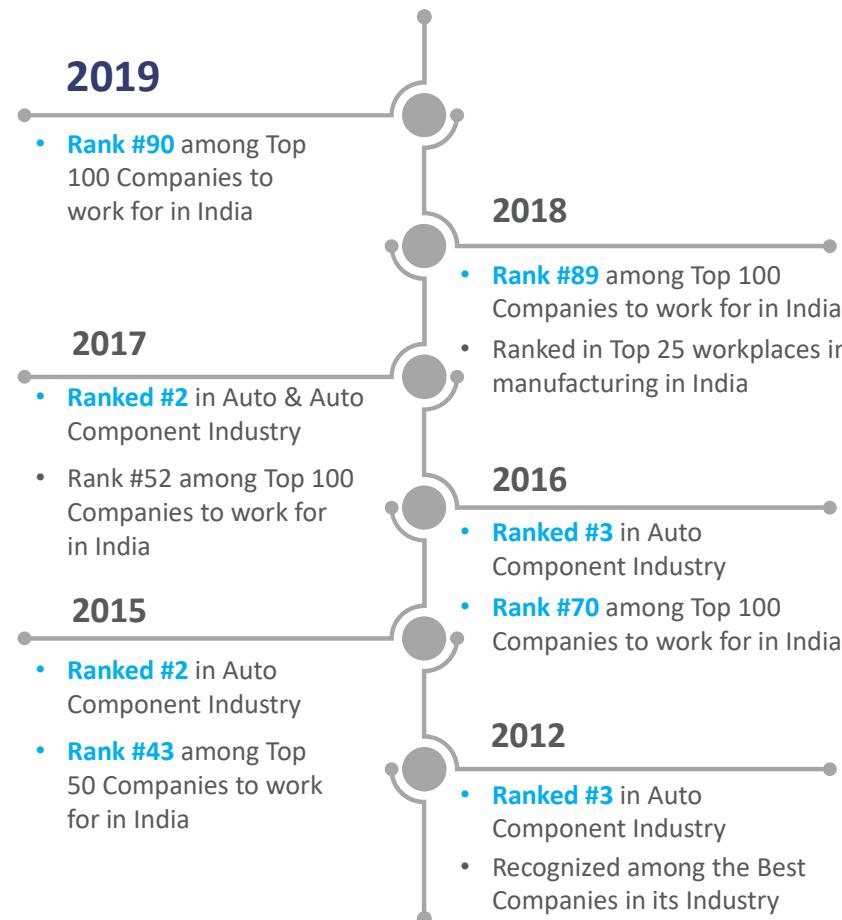


HUMAN RESOURCES



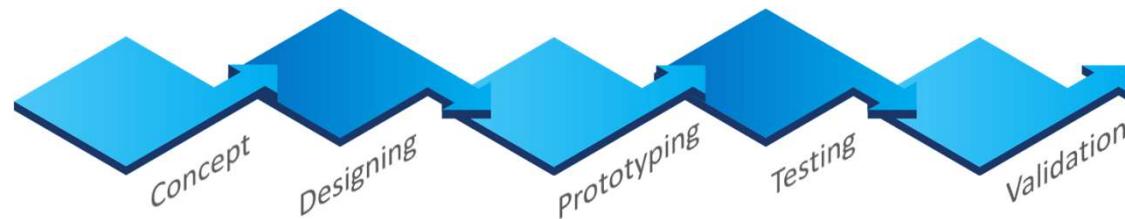
Key Metrics	Mar' 22	Mar'21	Mar'20	Mar'19
Revenue per employee (Rs Cr)	0.58	0.43	0.51	0.53
Average employee experience (person years)	8.0	9.0	8.0	7.0
Investment in training programmes (Rs Cr)	1.05	0.42	2.21	1.45
Employees covered under training programmes (%)	73%	78%	80%	65%

“GREAT PLACE TO WORK” – 5TH CONSECUTIVE YEAR



STRONG IN-HOUSE R&D & TECHNOLOGY PARTNERSHIPS

End-to-End Product Development Capabilities



DSIR Approved state-of-the-art R&D Facilities at Chakan and Hosur

• A strong team of 60+ Specialists

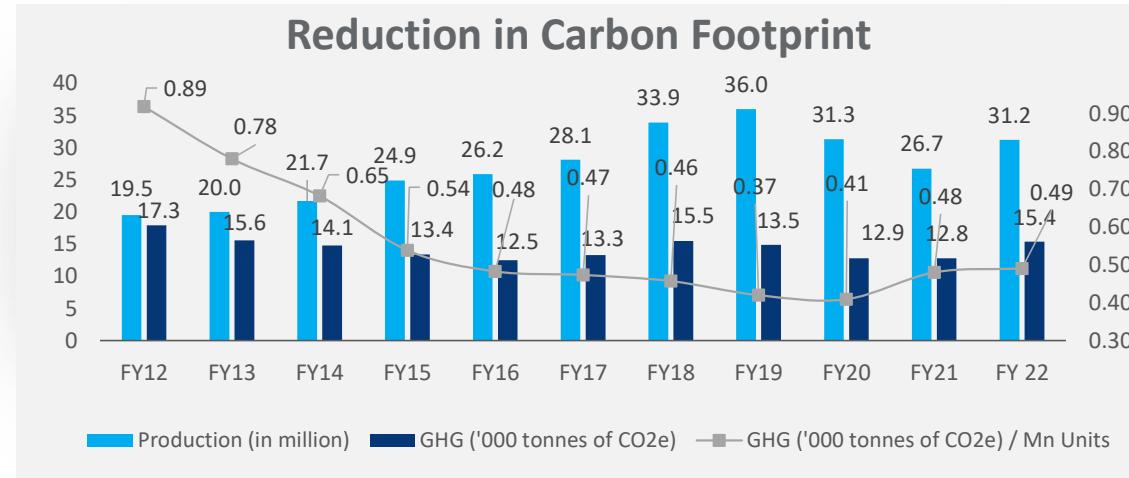
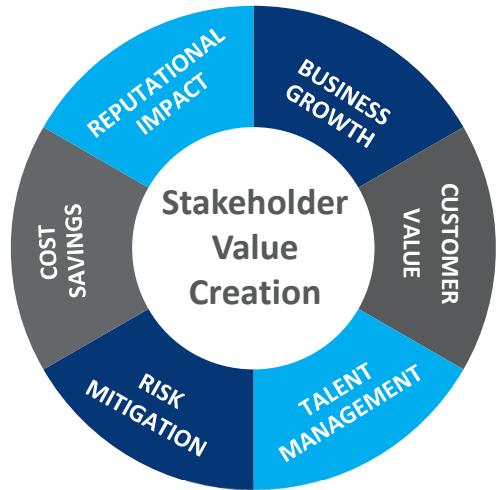
• Over 75 patents filed till date

• Technical Collaborations with KYB Japan
(Passenger Cars) and KONI (Commercial Vehicles)

Key Initiatives

- In-house facility for customers for ride tuning of vehicles
- Advanced damper technology for the enhanced user experience
- CO2 footprint reduction through product light weighting and use of green technologies
- Virtual analysis for structural durability assessment of components
- Implementation of product life cycle management (PLM) to increase the reuse of existing components & to improve productivity
- NVH measurement and reduction techniques to address noise issues in the new generation vehicles

ENVIRONMENTAL SUSTAINABILITY



**“Sustainability Award – Automotive and Farm Division”
from Mahindra in FY18**

- Reducing energy consumption per unit of shock absorber through reduction in manufacturing losses
- 5,462 MT reduction in carbon footprint since FY12
- Invested in solar rooftops across manufacturing plants with a capacity of 1.1 MW
- Invested in group captive wind power plant to source renewable power at Hosur of 3.6 million units annually.
- 16% of power from renewable sources from 0% in FY14

ACHIEVING ENGINEERING EXCELLENCE

Designed & Developed Remote Canister Shock Absorber

Shock Absorbers with Floating Piston

Shock Absorber with Hollow Piston Rod

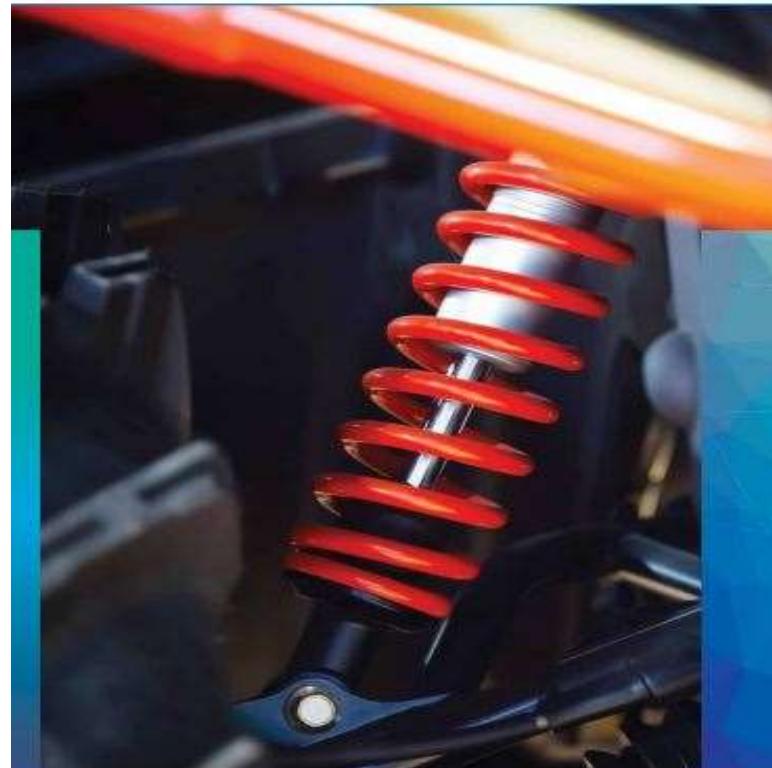
Robotic Assembly line

Laser Welding Technology, Friction Welding Technology, Water based Autophoretic Paint System

Adjustable Electronic-Hydraulic Shock Absorber for a leading SUV vehicle in Aftermarket

Zero Discharge Chrome Plating

Shock Absorbers for High Speed Railway Trains – LHB Coaches



Many Firsts

R&D, INNOVATION AND TECHNOLOGY: ESSENTIAL COMPONENTS FOR STRATEGIC EVOLUTION

At Gabriel India, our constant endeavors towards investing in R&D, innovation and technology are considered integral to our continuous improvement process.

Our R&D technology centres at Hosur and Chakan (recently launched) are recognised by the Department of Scientific and Industrial Research (DSIR), part of the Ministry of Science and Technology.

END-TO-END PRODUCT DEVELOPMENT CAPABILITIES



KEY FOCUS AREAS



75

Patent Filed

60

R&D Specialists

ELEMENTS OF 3-PILLARS



GABRIEL TECH CENTRE: POWERING OUR FUTURE, DRIVING POSSIBILITIES



Technology Collaboration:



Gabriel India Tech Centre at Chakan, Pune, is a world-class Product Engineering & Test facility for automotive shock absorber products in passenger cars, commercial vehicles and railway coaches.

The Technology Centre includes following facilities for research-driven, customer centric innovation.

- Servohydraulic Performance test rigs
- Servohydraulic Durability test rigs
- Customised customer specific test rigs
- Noise, vibration and harshness-checking capability
- Vehicle noise evaluation track
- Corner module test rig
- Data acquisition systems
- Analysis & Simulation software
- Product Data Management (PDM) software
- Mobile Damper Tuning (MDT) facility for vehicle development

CSR INITIATIVES 2021-22

Focus Area	Parwanoo	Gurugram	Dewas	Jawai	Nashik	Rewari
Education	Scholarships: Seven girls (3-7yrs.) to pursue education at ANAND School	-	MEDHAVI Scholarships: Support 11 matriculate girls to complete their Diploma in Mech. Engg.	Provide education to 350+ school students from govt./low grade private schools who are at risk of dropping out due to prolonged school closure on account of the pandemic infrastructure development for School	-	-
Skill Development	-	Skill 500+ female youth and women aged 18 — 55 years in NSDC approved job roles of Asst Beauty Therapist, Self Employed Tailor etc.	Skill 45 youth (male & female) in NSDC's Healthcare Sector Skill Council job role of Home Health Alde and ensure jobs for 80% trained	-	-	Skill 500+ female youth and women aged 18 — 55 years in NSDC approved job roles of Asst. Beauty
Health & Hygiene	Maintain two public parks in partnership with Municipal Council, Parwanoo & Dept. of Forest, Solan	Support CII-ACMA-YBLF in setting up a 50-bed COVID Care Centre	-	Provide mobile medical services as preventive health care to 6000+ rural population living in villages around JAWAI Leopard Camp Provide daily sanitation services of sweeping of village lanes, regular collection and disposal of garbage from 1270 households	Support Govt. Health Facilities to enhance access and availability of drinking water for 272 households of upcoming model village Rohile Construction of dining shed at Tribal Residential School, Village Rohile	-
Community Conservation	-	-	Facilitate bank credit for 50 self help group members to initiate livelihood activity and encourage them to adopt 'Gangama Mandal' form of nutrition farming	-	-	-

Board of Directors



Anjali Singh
Executive Chairperson
Gabriel India



Manoj Kolhatkar
Managing Director
Gabriel India



Atul Jaggi
Deputy Managing Director
Gabriel India



Jagdish Kumar
Group President & Group CFO
ANAND Group



Aditya Vij
Non-Executive
Independent Director



Pradeep Banerjee
Non-Executive
Independent Director

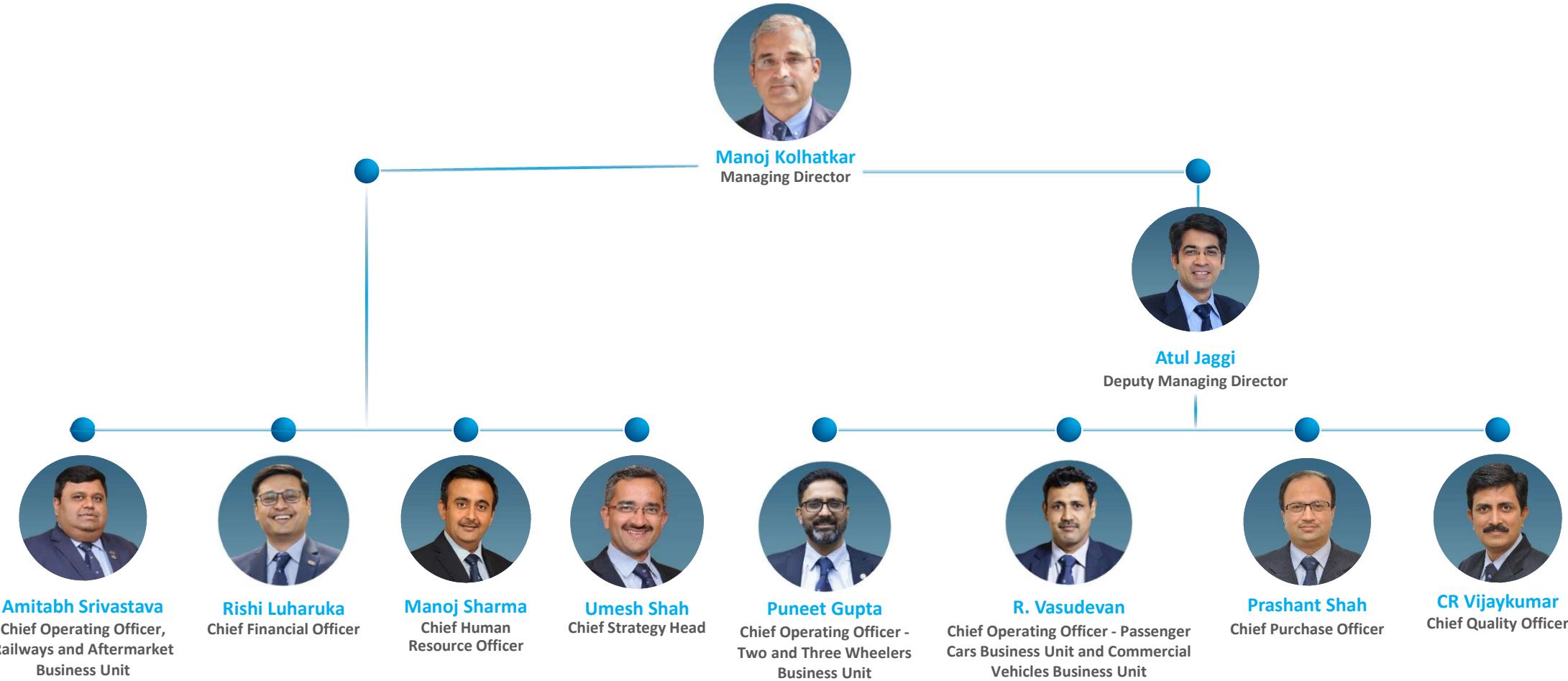


Matangi Gowrishankar
Non-Executive
Independent Director



Pallavi Joshi Bakhru
Non-Executive
Independent Director

EXECUTIVE LEADERSHIP



CUSTOMER AWARDS & ACCOLADES

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

Special Award by Volvo
Eicher Commercial Vehicles
Limited



TOYOTA
ZERO KM PPM and Quality
certification by Toyota Kirloskar
Motor



Best Supplier of the
Year by TVS Motor
Company



Award for New product
Development by Honda Motorcycle
and Scooter India (HMSI)



Periodic Cost Reduction Award By
Suzuki Motor India



ASHOK LEYLAND
Aapki Jeet. Hamari Jeet.

Supplier Samrat National runner
up in Proprietary



Quality Achievement
(10 PPM) Award by
PACCAR Inc



Best Supplier Award for Demand
Fulfillment North

INDUSTRY AWARDS & ACCOLADES



Confederation of Indian Industry

Gold award in Restorative category for presenting a case study at 41st CII National Kai-zen Competition



45th International Convention Gabriel India, Nashik received Platinum Award by ICQCC Dhaka



Automotive Component Manufacturers Association of India

Gold in Manufacturing Excellence in Very Large Category by Automotive Components Manufacturers Association



Automotive Component Manufacturers Association of India

Winner of the Kaizen Competition at National Level by Automotive Components Manufacturers Association



Confederation of Indian Industry

Gold Awards in Low-Cost Automation by Confederation of Indian Industry



QUALITY CIRCLE
FORUM OF INDIA

Gold Award QC Competition by Quality Circle Forum of India



**Strategy
Going Ahead**

GROWTH STRATEGIES



Financial Worthiness

- Debt reduction
- Break even point (BEP) reduction
- Simplification of parts
- Automation

Customer Focus

- Enhancing customer delight and deepening relationships
- Collaboration and product co-development

Aftermarket

- Product development
- Expanding reach
- Exports focus

Technology & Innovation

- Improvement in quality
- R & D focus
- Sustainable manufacturing
- Innovation culture

Customer & Product Focus, Aftermarket Expansion and Export Push

STRENGTHENING FOCUS AREAS



Cultural Transformation

- Increasing organizational competencies and process orientation
- Regular trainings focused on talent development and leadership development with the help of ANAND University
- Promote equal opportunity and diversity
- Internal culture of collaboration, execution and accountability



Sustainability

- Reducing energy consumption per unit
- Using / improving energy efficiency using LED lighting technology at its plants, saving energy & reducing carbon footprint
- Installation of renewable sources of energy at various plants



Financial Robustness

- Leverage brand and diverse product portfolio to drive growth
- Focus on driving operational efficiencies, judicious allocation of capital while maintaining a lean balance sheet



Manufacturing Excellence

- Customer centricity
- Deepening competence, enhancing product quality and expanding product portfolio
- Adopted ANAND House of Quality Culture
- Driving increased asset utilization



Research & Development

- Investments in robust testing infrastructure to enhance value proposition to customers at compelling price
- Collaborations with global technology partners

To be amongst the 'Top 5 shock absorber manufacturers in the world'

For further information, please contact:

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Investor Relations Advisors :

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