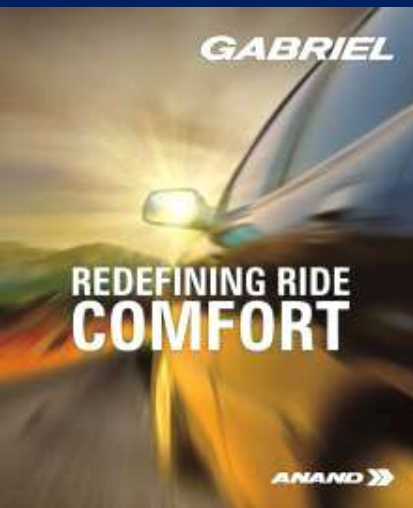


Gabriel India Ltd.

Result Update Presentation – Q1 FY15



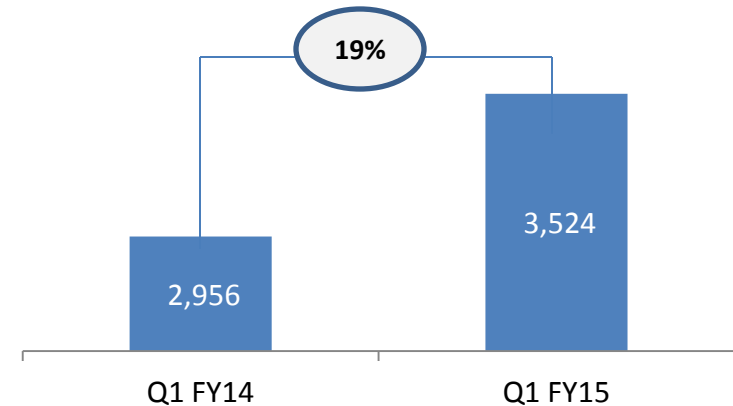
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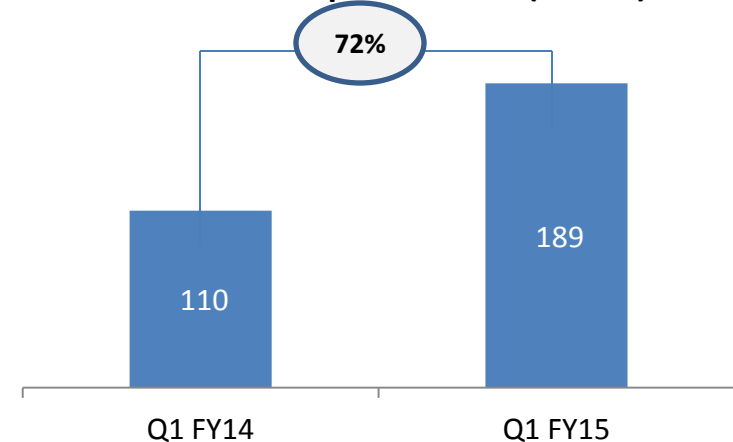
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- Revenue of Rs. 3524 Mn, growth of 19% YoY
 - Mainly driven volumes increase in 2W & PC segments
- EBITDA of Rs. 272 Mn, growth of 38% YoY
- EBITDA margin at 7.7%, expanded by 103 bps YoY
- Profit before Tax at Rs. 187 Mn, growth of 71% YoY
- Profit 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

Revenue (Rs.Mn)



PBT Before Exceptional Item (Rs.Mn)



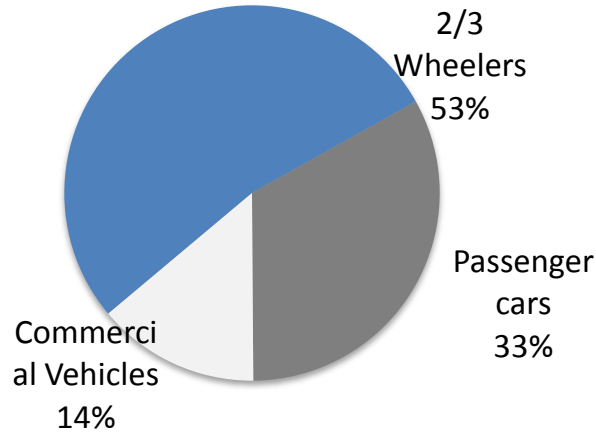
Profit & Loss Highlights

GABRIEL

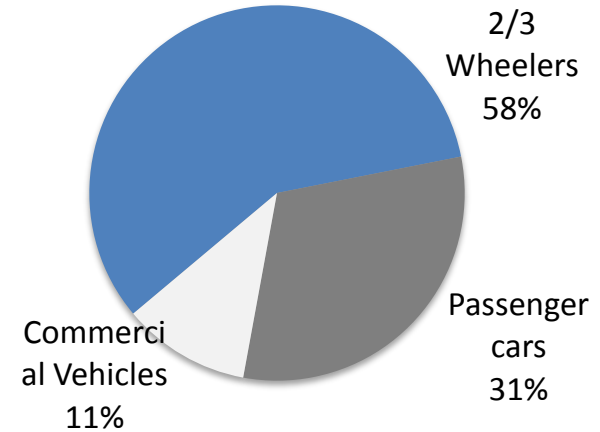


Rs.Mn	Q1 FY15	% of Sales	Q1 FY14	% of Sales	YoY%	Q4 FY14	% of Sales	QoQ%
Revenue	3,524		2,956		19%	3,352		5%
Raw Material	2,553	72.4%	2,102	71.1%		2,395	71.4%	
Employee Expenses	275	7.8%	250	8.4%		238	7.1%	
Other Expenses	424	12.0%	406	13.7%		442	13.2%	
EBITDA	272	7.7%	198	6.7%	38%	277	8.3%	(2%)
Other 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%

Segment – Mix

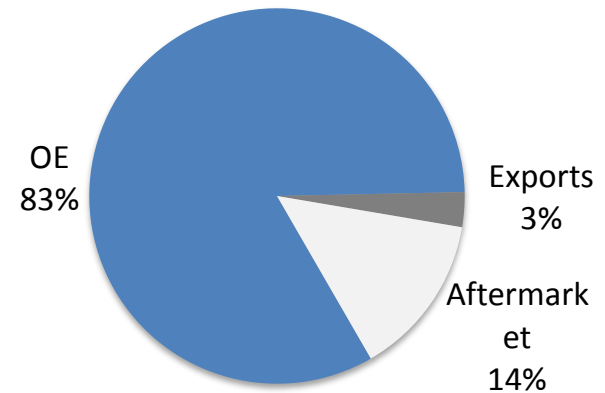
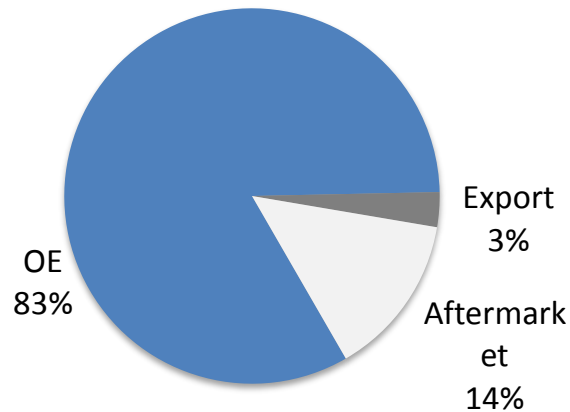


Q1 FY14

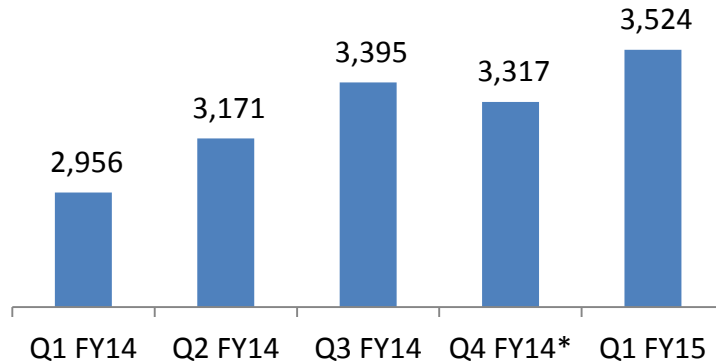


Q1 FY15

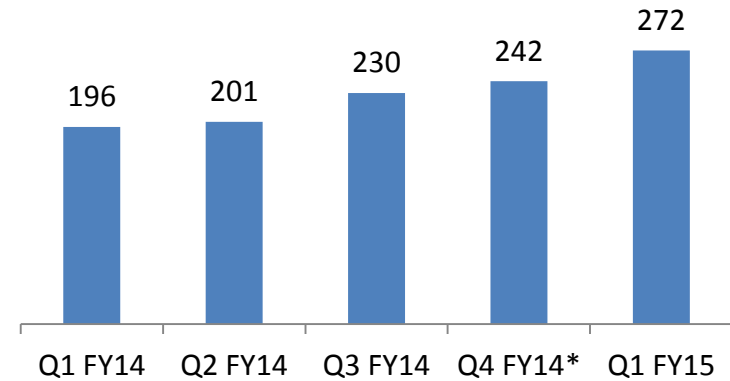
Channel – Mix



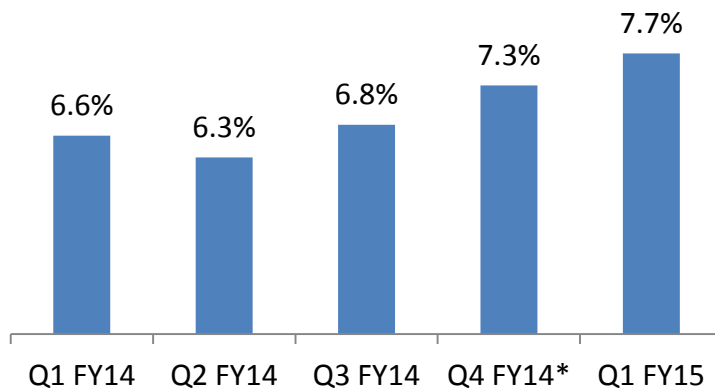
Revenue (Rs.Mn)



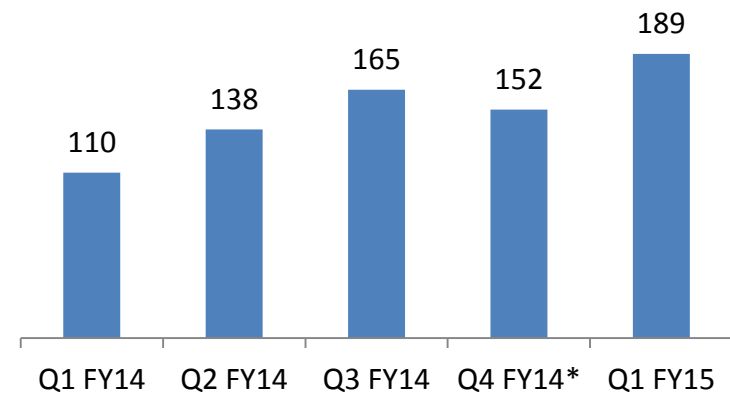
EBIDTA (Rs.Mn)



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

80%
Market
Share in
CV
Segment

51%
Market
Share of
Aftermarke
t 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

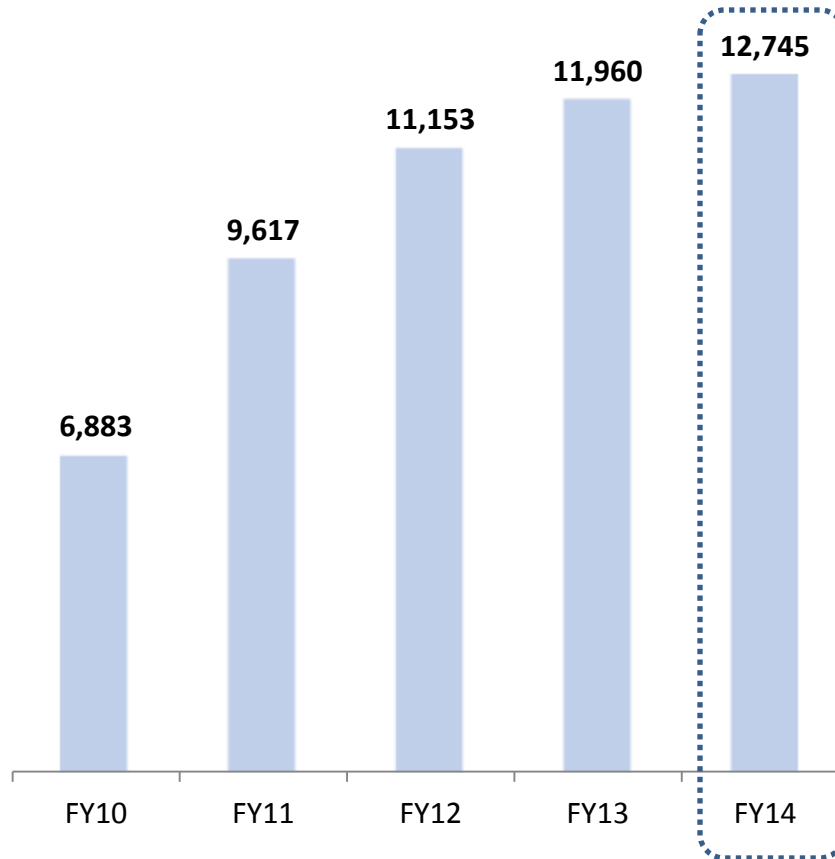
Built strong Manufacturing Capabilities over more than 5 decades

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

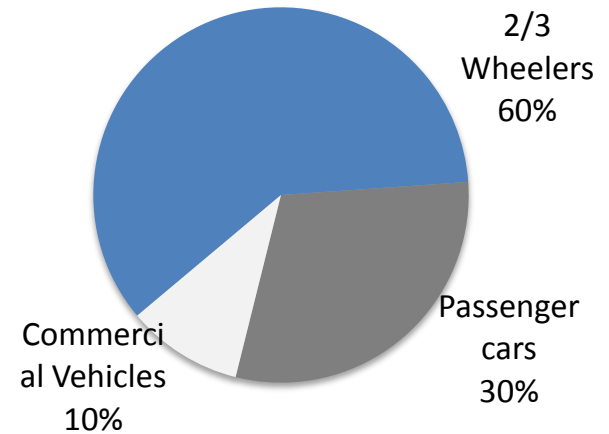
Led by Experienced & Professional Management

GABRIEL**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**

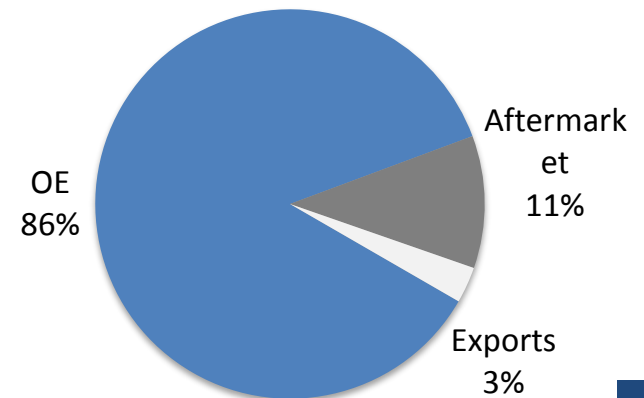
Sales (Rs. Mn)



Segment - Wise : FY14



Channel - Mix : FY14



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

>> SML Isuzu
>> Tata Motors
>> TVS Motors
>> Yamaha India

>> AMW
>> GM
>> Tata Motors
>> Honda Motorcycles

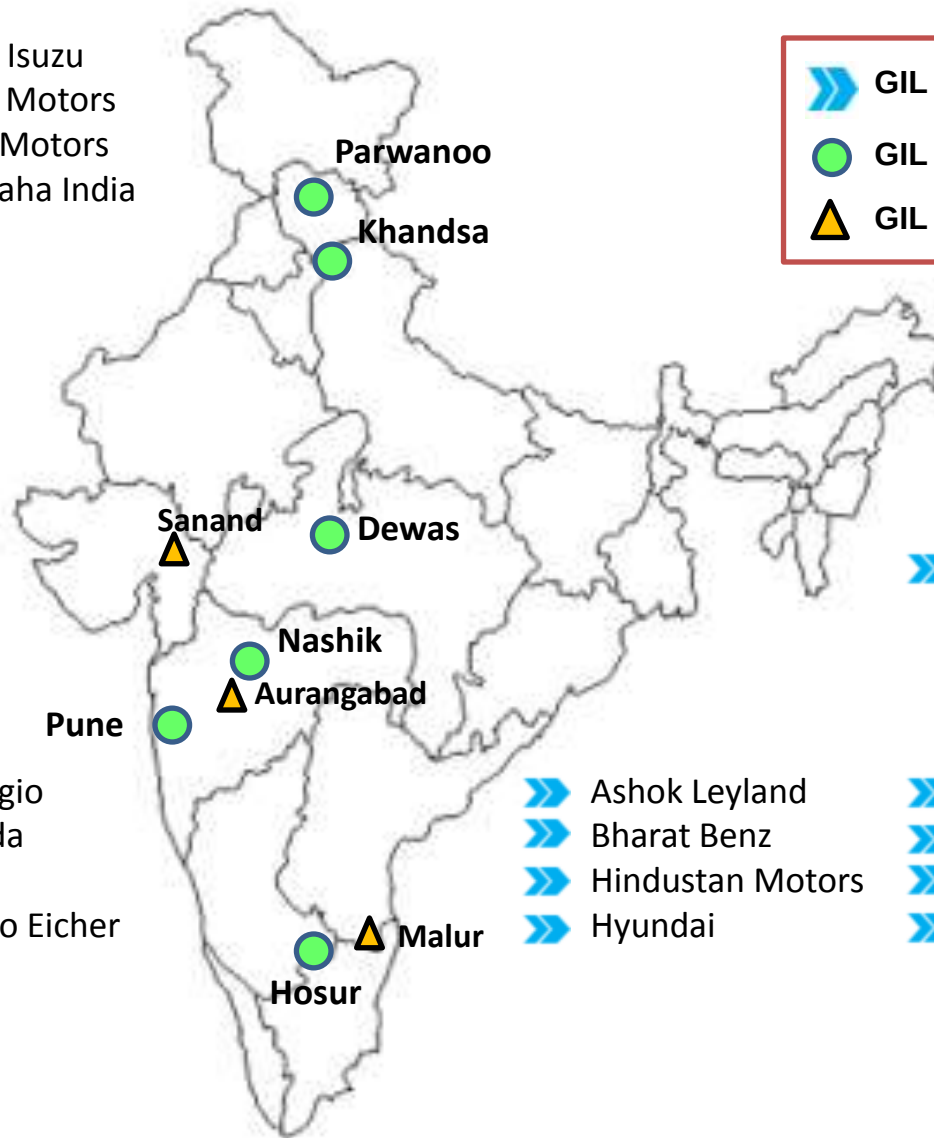
>> Bajaj Auto
>> FIAT
>> Force Motors
>> GM
>> Mahindra
>> Mahindra Trucks & Buses
>> MAN Trucks

>> Piaggio
>> Skoda
>> VW
>> Volvo Eicher

>> Ashok Leyland
>> Bharat Benz
>> Hindustan Motors
>> Hyundai

>> Royal Enfield
>> Tata Motors
>> Toyota Kirloskar
>> TVS Motors

>> GIL Presence
● GIL Plants
▲ GIL Satellite Locations



>> Hindustan Motors

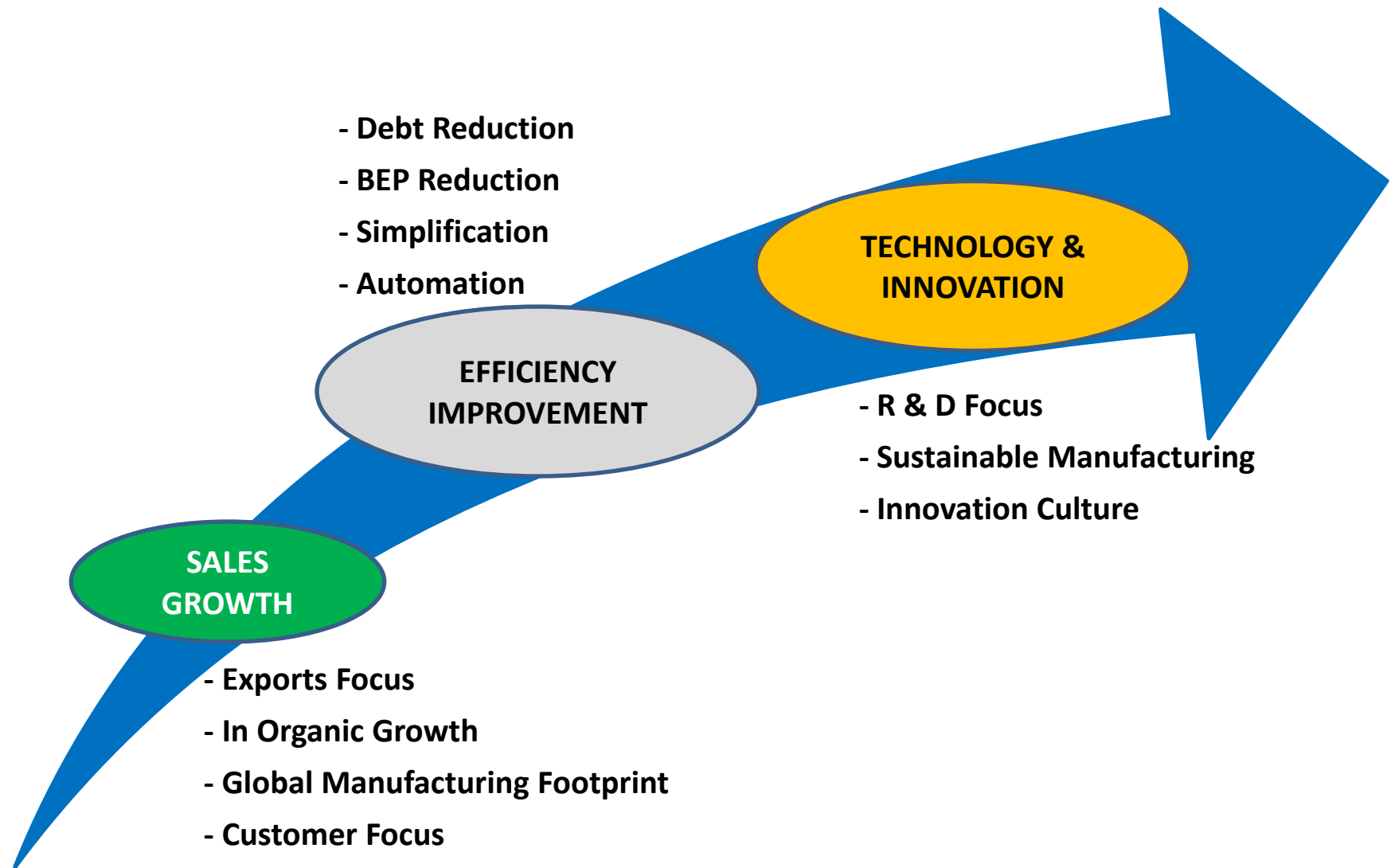
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ANAND >>



Going Ahead

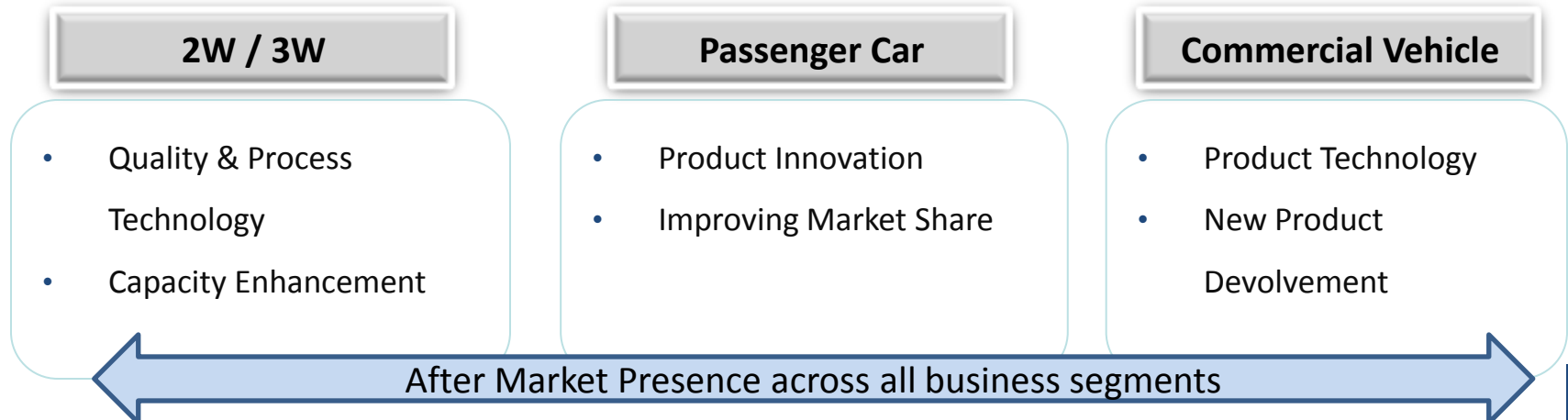
Head Office, Pune, India



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



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