

January 29, 2016

BSE Limited

25th 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)

Dear Sirs,

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

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

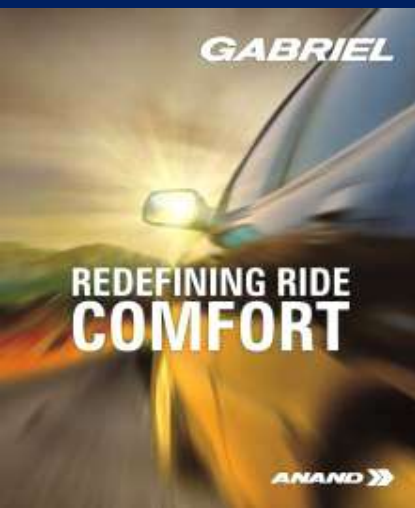


Pranvesh Tripathi
Company Secretary

Encl : a/a

Gabriel India Ltd.

Result Update Presentation – Q3FY16



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-1% 

Revenue

Rs.3,548 Mn

21% 

EBITDA *

Rs.350 Mn

10% 

PAT

Rs.176 Mn

11% 

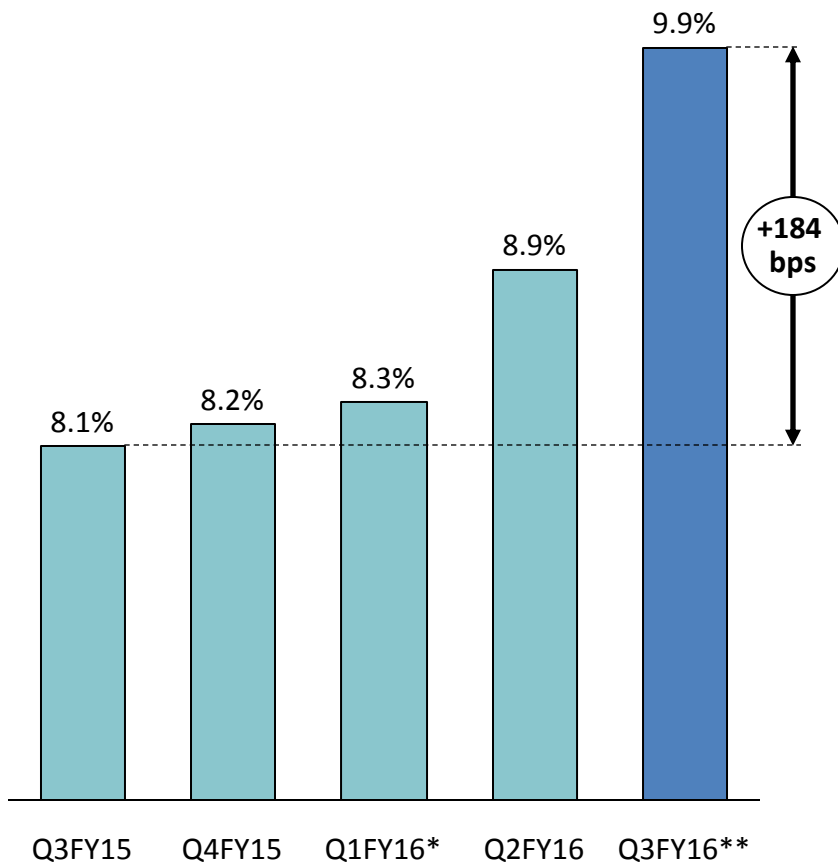
Cash PAT

Rs.262 Mn

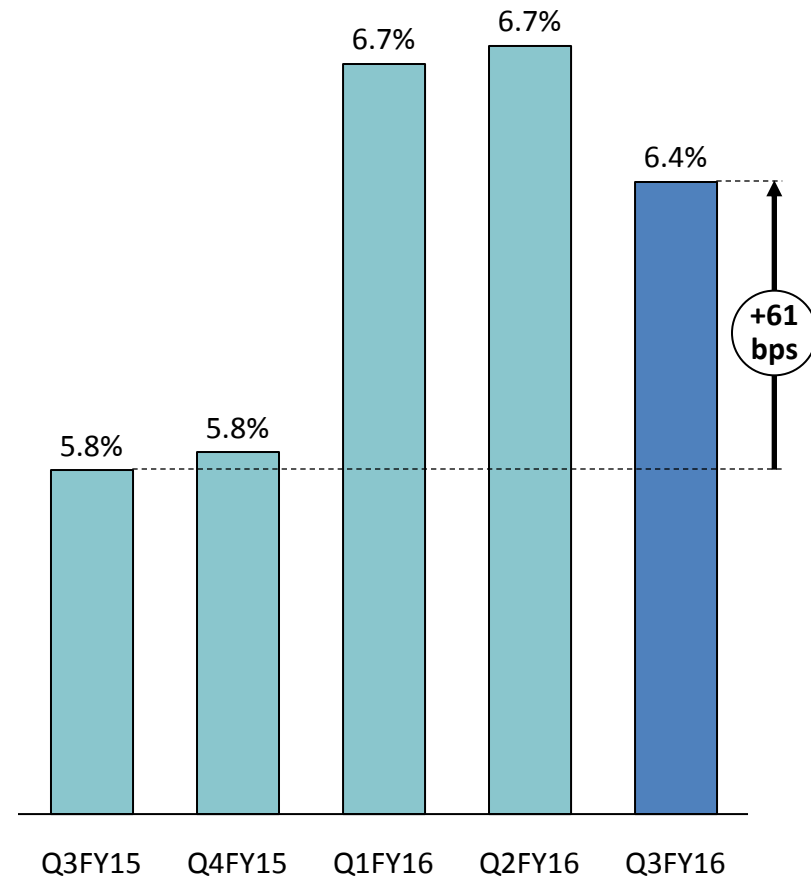
Note: Q3 FY16 Compared with Q3 FY15

* Adjusted for the one time provision for Employee benefits expense for the quarter and nine months ended 31st December 2015 towards bonus for Rs. 36.26 million arising due to retrospective amendment of Payment of Bonus Act, 1965.

EBITDA Margin %



PBT Before Exceptional Item Margin %



** EBITDA Adjusted for the one time provision for Employee benefits expense for the quarter and nine months ended 31st December 2015 towards bonus for Rs. 36.26 million arising due to retrospective amendment of Payment of Bonus Act, 1965.

* EBITDA Adjusted for onetime write back of provision amounting to Rs.21 Million

1

Revenue led by
Higher Volumes
in PC, CV
segment and
aftermarket
Channel , partially
compensated
decline in 2W
Volumes

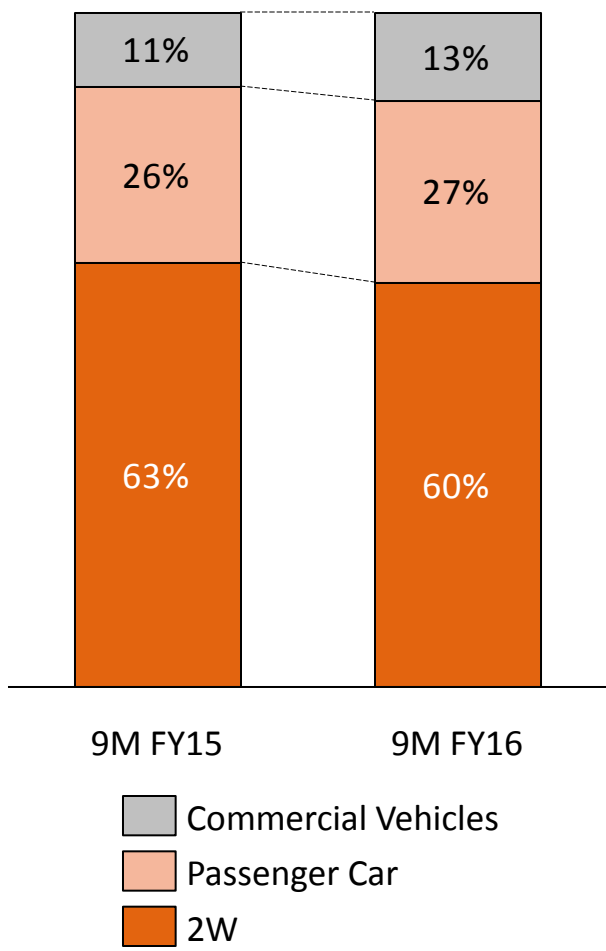
2

Improved
Product Mix and
falling commodity
prices led to
reduction in RMC
Costs

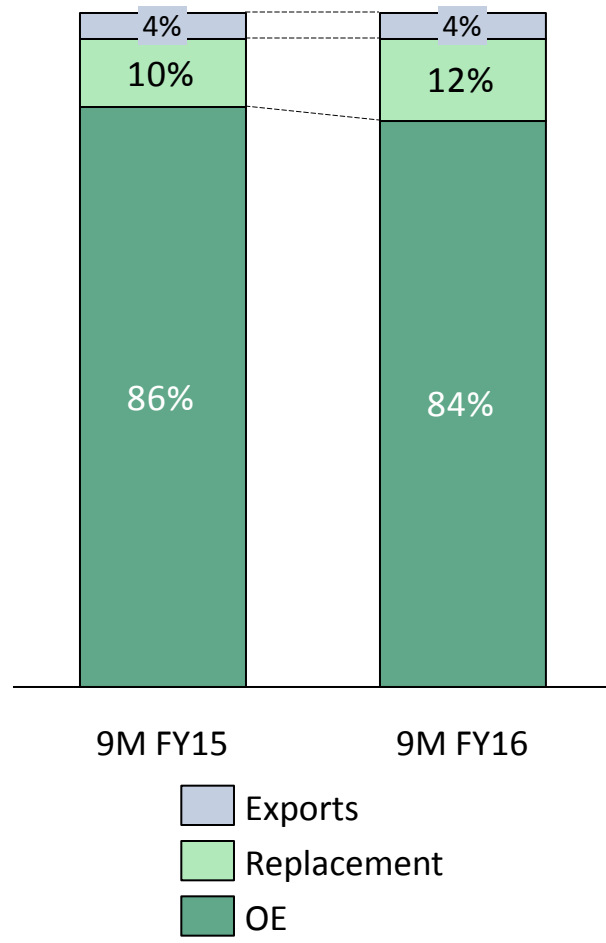
3

Cost Efficiency
and Lower
Interest Payouts
enabling
EBITDA and PBT
margins
improvement

Segment – Mix



Channel – Mix



Profit & Loss Highlights



GABRIEL

Rs. Mn	Q3 FY16	% of Sales	Q3 FY15	% of Sales	YoY%	9M FY16	% of Sales	9M FY15	% of Sales	YoY%	FY15
Revenue	3,548	100.0%	3,595	100.0%	(1%)	10,719	100.0%	10,957	100.0%	(2%)	14,441
Raw Material	2,496	70.4%	2,610	72.6%		7,653	71.4%	7,940	72.5%		10,434
Employee Expenses	320*	9.0%	266	7.4%		870*	8.1%	799	7.3%		1,076
Other Expenses	418	11.8%	431	12.0%		1,250	11.7%	1,338	12.2%		1,767
EBITDA	313	8.8%	288	8.0%	9%	946	8.8%	881	8.0%	7%	1,164
Adjusted EBITDA**	350	9.9%	288	8.0%	21%	982	9.2%	881	8.0%	12%	1,164
Other Income	5	0.1%	11	0.3%		30	0.3%	35	0.3%		43
Interest	6	0.2%	14	0.4%		19	0.2%	41	0.4%		55
Depreciation	86	2.4%	78	2.2%		251	2.3%	235	2.1%		311
PBT before Exceptional Item	226	6.4%	207	5.8%	9%	706	6.6%	640	5.8%	10%	841
Exceptional Item	2	0.0%	2	0.0%		5	0.0%	5	0.0%		6
PBT	224	6.3%	206	5.7%		701	6.5%	635	5.8%		835
Tax	49	1.4%	46	1.3%		158	1.5%	164	1.5%		235
PAT	176	4.9%	159	4.4%	10%	543	5.1%	471	4.3%	15%	600
Cash PAT	262	7.4%	237	6.6%	11%	794	7.4%	706	6.4%	13%	912

*Employee benefits expense for the quarter and nine months ended 31st December 2015 includes provision towards bonus of Rs. 36.26 million (including Rs. 21.71 million for the period 1st April 2014 to 31st March 2015) arising due to retrospective amendment of Payment of Bonus Act, 1965.

** EBITDA adjusted for provision towards bonus as mentioned above

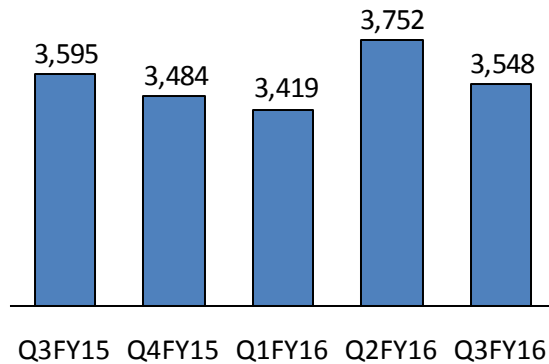
Quarterly Performance Trend



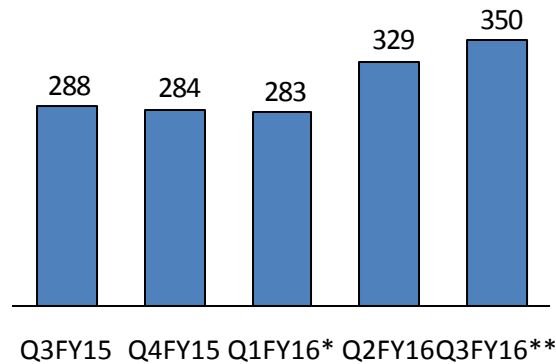
GABRIEL

(Rs. Mn)

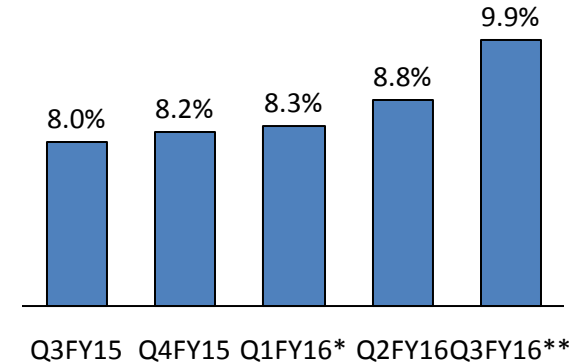
Revenue



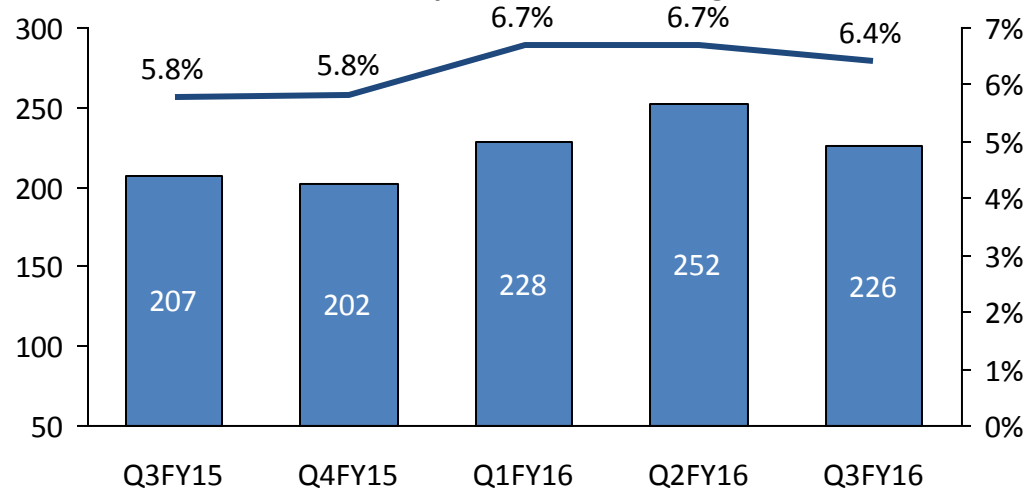
EBITDA



EBITDA Margin%



PBT Before Exceptional Item & Margin (%)



* Adjusted for onetime write back of provision amounting to Rs.21 Million

** Adjusted for the one time provision for Employee benefits expense for the quarter and nine months ended 31st December 2015 towards bonus for Rs. 36.26 million arising due to retrospective amendment of Payment of Bonus Act, 1965.



Business Overview

Head Office, Pune, India



No "OE"
accounts for
more than
20% of
sales



"Golden
Peacock
Eco
Innovation
Award in
2012"



Over 11
Product &
Process
Patents

Incorporation of Company, Gabriel India, in 1961

Pioneer of Ride Control Products in the country

Established significant presence in all channels of automotive sale,
OE, Aftermarket and Exports

Well diversified OEM Customer Base in every automotive segment,
2/3 Wheelers, Passenger Cars and Commercial Vehicles

Built Strong Manufacturing Capabilities across India

Strong R&D with over 16 patents in Products & Processes

Led by Experienced & Professional Management

Pioneer of Ride Control Products...



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

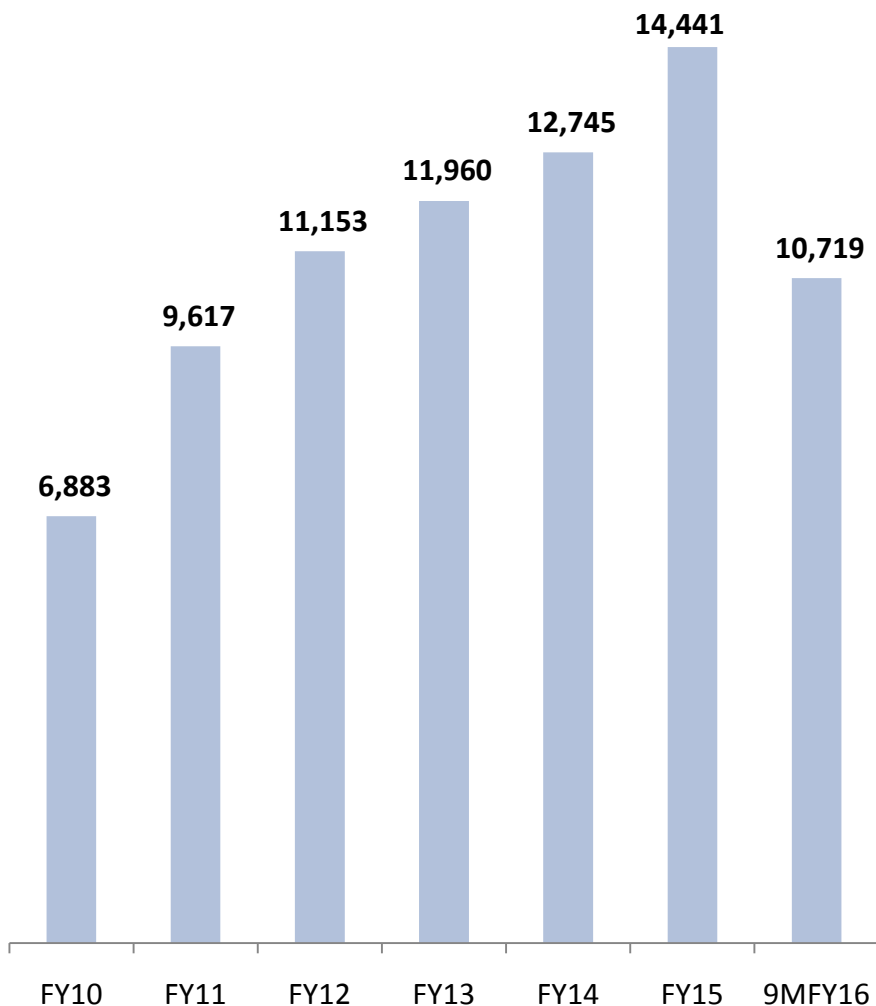
Cartridges

Seat Dampers

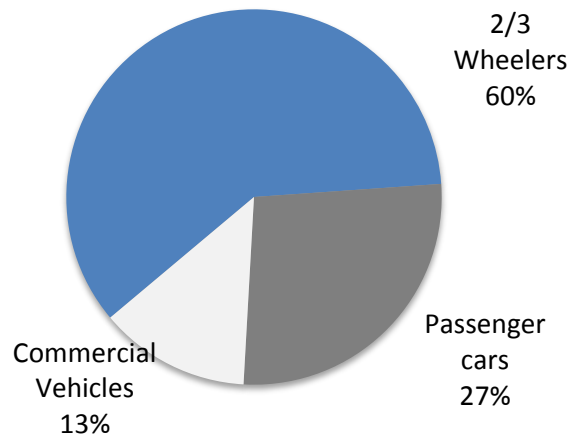
AFTER MARKET ACROSS ALL SEGMENTS

GABRIEL

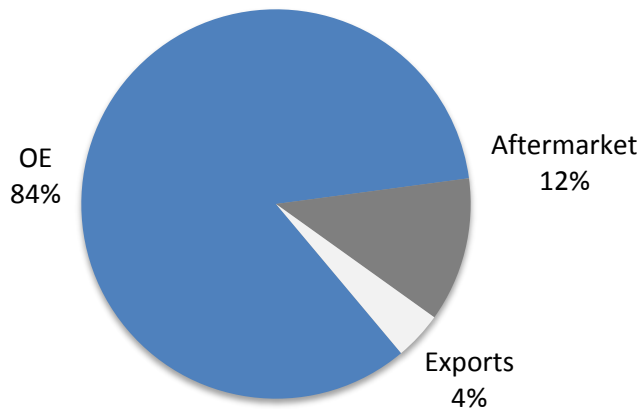
Sales (Rs. Mn)



Segment - Wise – 9M FY16



Channel - Wise - 9M FY16



Strategic Manufacturing Footprint



GABRIEL

- » 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

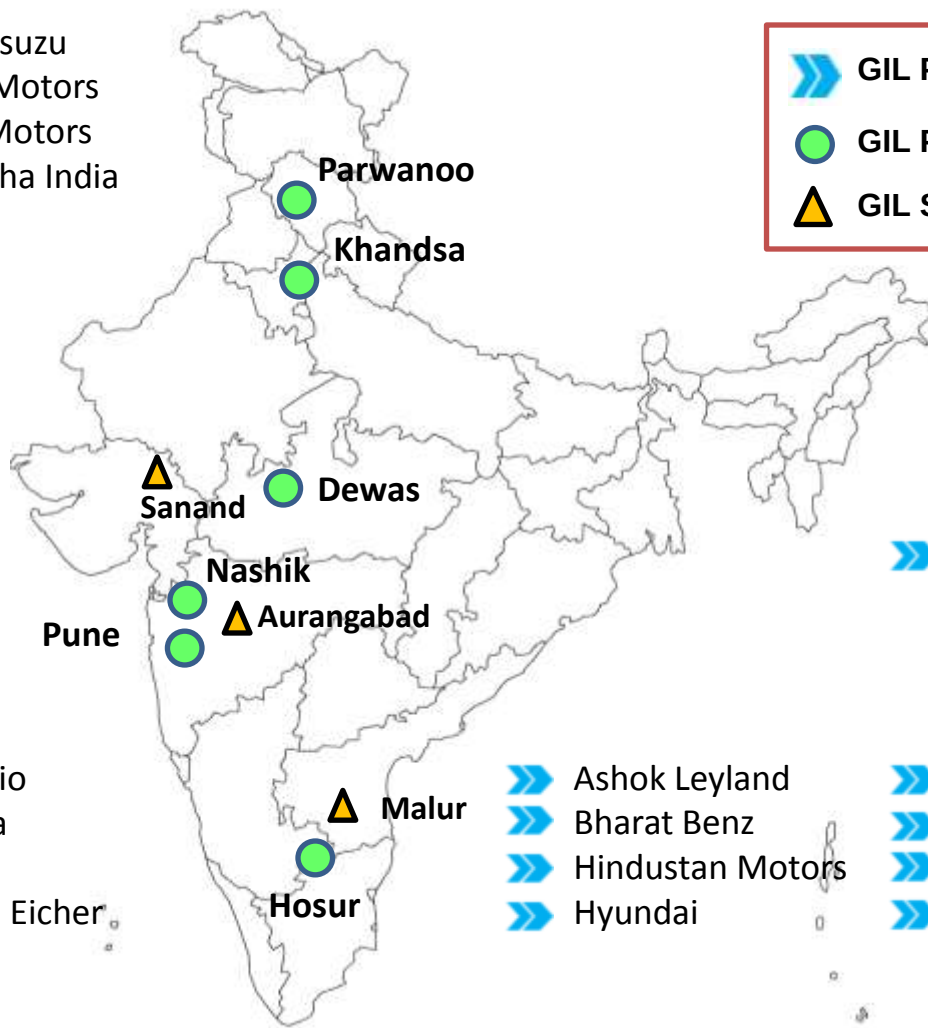
- » Bajaj Auto
- » FIAT
- » Force Motors
- » GM
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

- » 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

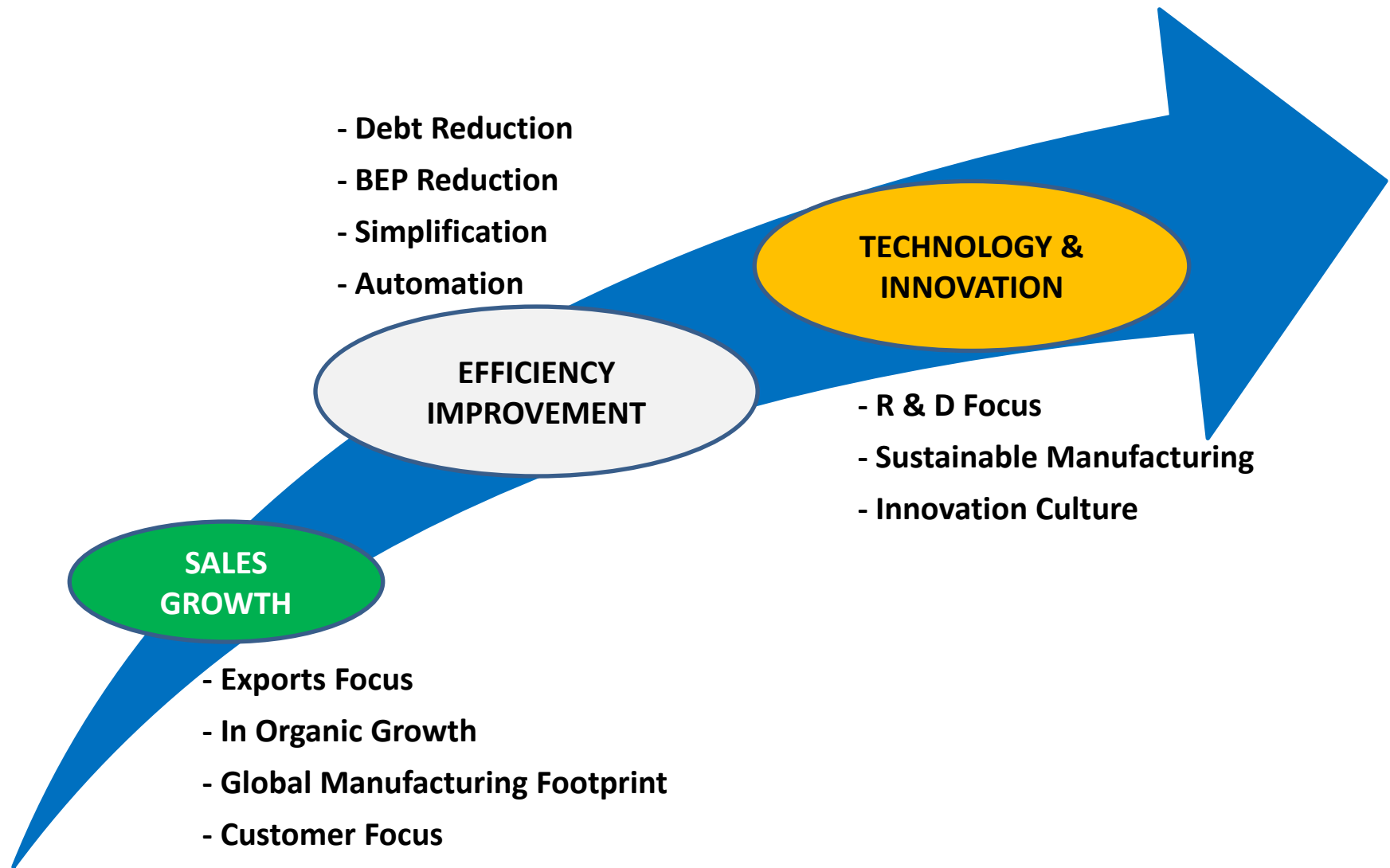


* Map not to the scale



Going Ahead

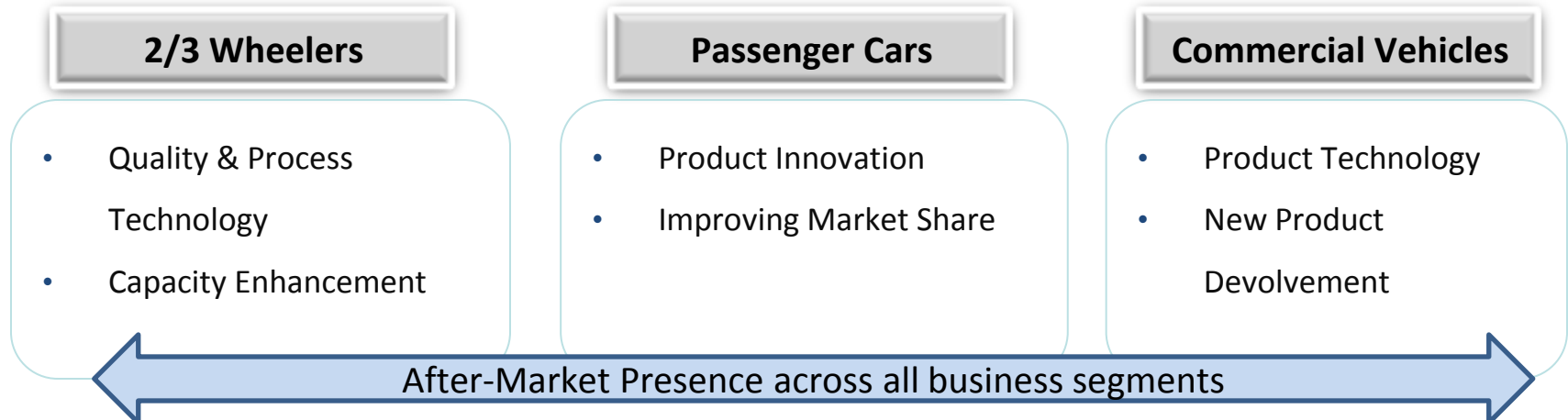
Head Office, Pune, India



SBU Structure for focused approach

- Created Strategic Business Units for each automotive segment : 2Wheelers/ 3Wheelers, Passenger Cars & Commercial Vehicles / Railways and After-Market Channel
- To derive benefits in
 - Customer & Product Focus
 - Export Push
 - After market expansion

Focus Area : SBU-wise



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