Gabriel India Limited
GABRIEL

29th Milestone,
Pune-Nashik Highway,
Village Kuruli, Tal : Khed,
Dist. Pune - 410 501 (India)
Tel. :+ 91 - 2135 - 610700, 610757
Fax :+ 91 - 2135 - 610787, 610796
www.anandgroupindia.com

July 30, 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

Nilesh Jain
Company Secretary

GABRIEL INDIA LIMITED PUNE

Encl : a/a

Gabriel India Ltd.

Result Update Presentation – Q1 FY17

Safe Harbour

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Strong Performance in Q1 FY17

GABRIEL

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Revenue

Rs. 3,704 Mn

+8%

EBITDA

Rs. 342 Mn

+11%

EBITDA Margin%

9.24%

+24 bps

PBT

Rs. 261 Mn

+15%

Net Profit

Rs. 194 Mn

+11%

Note: Q1 FY17 Compared with Q1 FY16

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Key Highlights

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01 **Revenue led by Higher Volumes** across all the segments

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

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

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Key Highlights

GABRIEL

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04 **India's 1st Company to have received an approval from Indian Railways** to manufacture Linke - Hofmann-Busch (LHB) Dampers **for high-speed trains**

05 **Became a "Technology Provider" to Gabriel De Colombia**, making it an exporter of products as well as Technical Know-How

06 **Started association with Gabriel South Africa** to export customized machines for Shock Absorber manufacturing to Torre South Africa

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Revenue Mix

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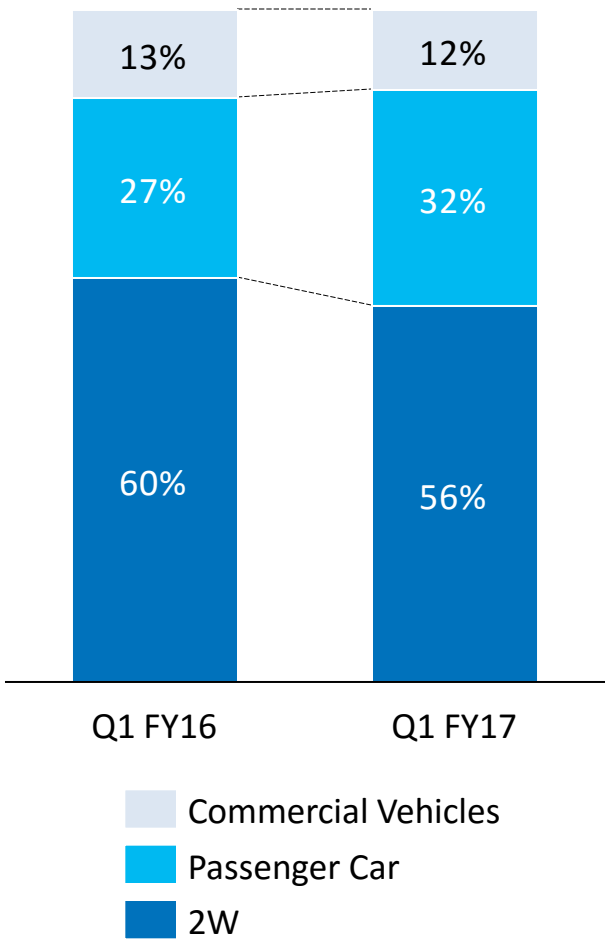
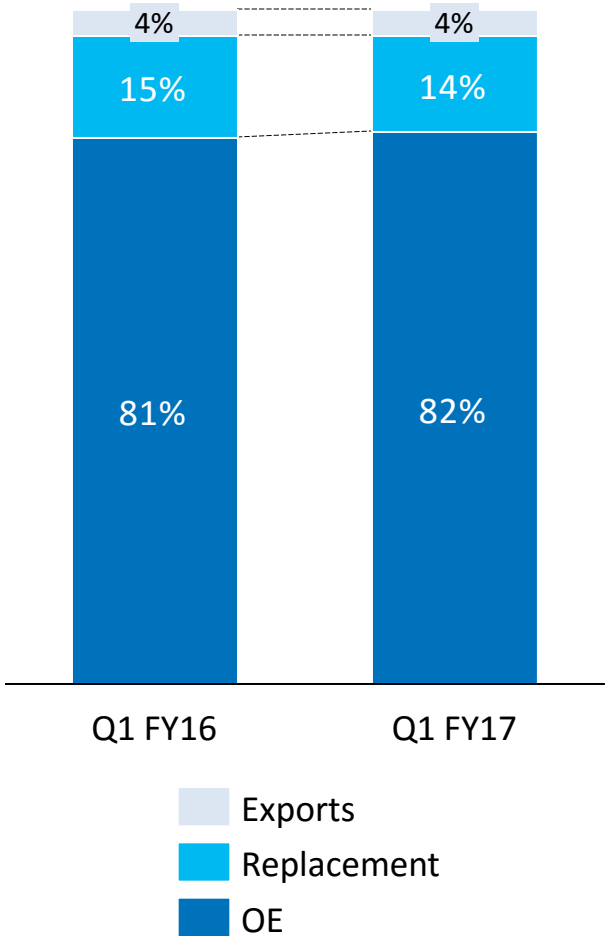
Segment – Mix



Channel – Mix



Profit & Loss Highlights

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Rs. Mn	Q1 FY17	*% of Sales*	Q1 FY16	*% of Sales*	YoY%
Revenue	**3,704**	**100.0%**	**3,419**	**100.0%**	**8%**
Raw Material	2,643	71.4%	2,460	72.0%	
Employee Expenses	324	8.8%	266	7.8%	
Other Expenses	394	10.6%	385	11.3%	
EBITDA	**342**	**9.2%**	**308**	**9.0%**	**11%**
Adjusted EBITDA	**342**	***9.2%***	**287****	***8.4%***	**19%**
Other Income	12	0.3%	9	0.3%	
Interest	5	0.1%	7	0.2%	
Depreciation	86	2.3%	82	2.4%	
PBT before Exceptional Item	**263**	**7.1%**	**228**	**6.7%**	**15%**
Exceptional Item	2	0.0%	2	0.0%	
PBT	261	7.1%	226	6.6%	
Tax	67	1.8%	52	1.5%	
PAT	**194**	**5.2%**	**175**	**5.1%**	**11%**
Cash PAT	**281**	**7.6%**	**257**	**7.5%**	**9%**

** Cash PAT = PAT + Depreciation*

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

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Quarterly Performance Trend

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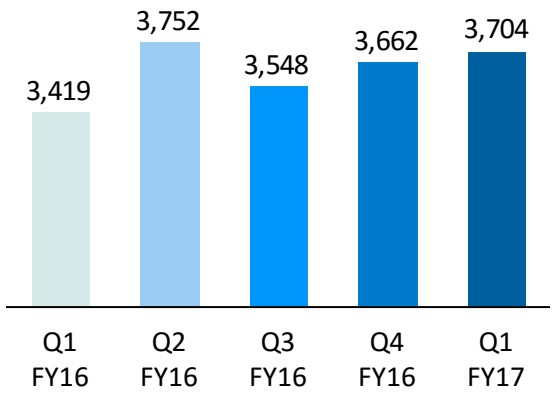
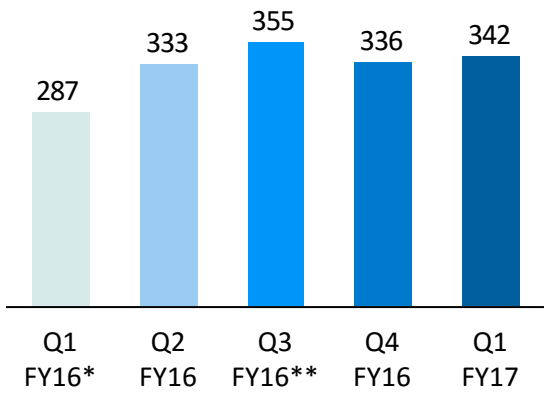
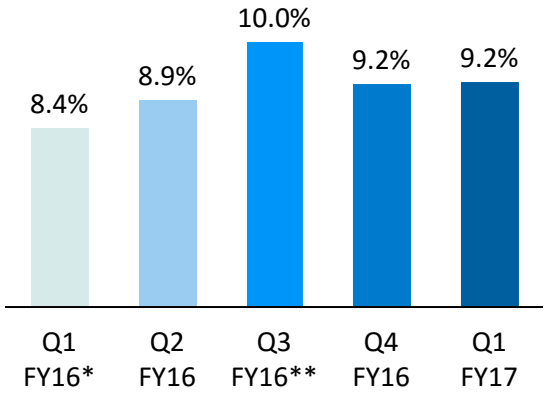
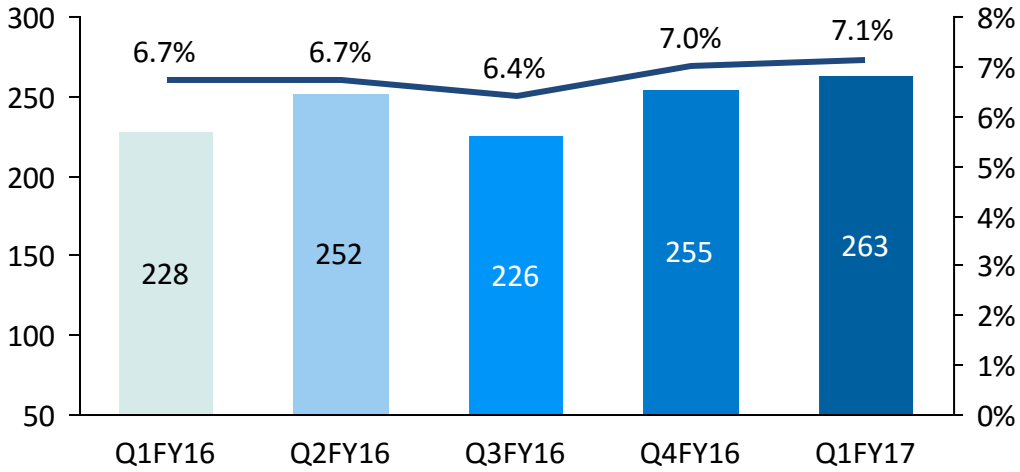
(Rs.Mn)









** 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.*

#The change in numbers is due to vendor related credits which were earlier clubbed under other income, but now grouped under material cost.

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Award from Mahindra

ANAND Group – ‘Business Partner of the Year’ by Mahindra

Awarded with "GREAT PLACE TO WORK"

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2012

- Gabriel India **Ranked #3** in Auto Component Industry
- Recognized among the Best Companies in its Industry

2015

- Gabriel India **Ranked #2** in Auto Component Industry
- **Rank #43** among Top 50 Companies to work for in India

2016

- Gabriel India **Ranked #3** in Auto Component Industry
- **Rank #70** among Top 100 Companies to work for in India

Industry Accolades

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- **"Silver Quality Award"** from Bajaj Auto

- Felicitated for **Long standing partnership with Royal Enfield Motorcycles**

- Gabriel Dewas won the **First Prize in the "Safety Category"** of the Manufacturing Today Excellence Summit 2016

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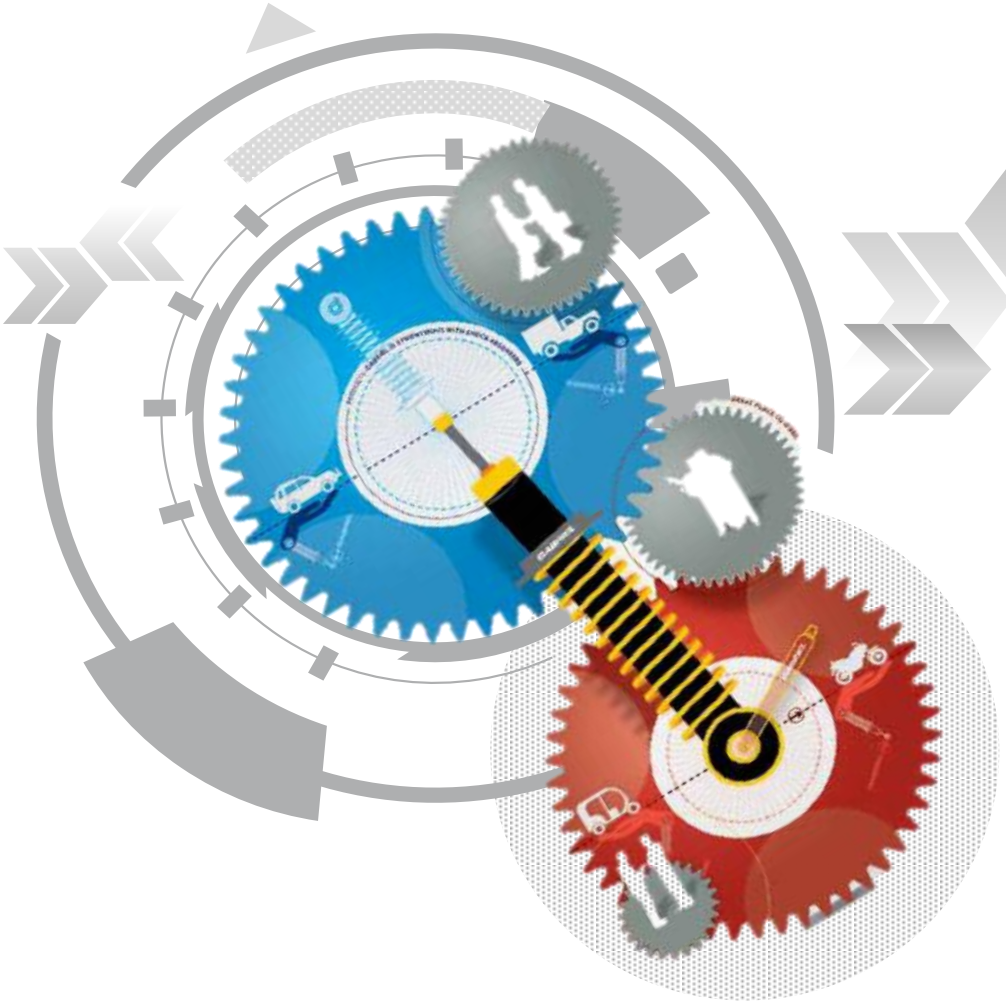

Business Overview

Introduction

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Incorporated

The company, Gabriel India, in 1961

Experienced

& Professional Management

Pioneers

Of Shock Absorber manufacturing in India

Innovation

Strong R&D with over 21 patents filed in Products & Processes

GABRIEL

Significant Presence in all channels of sales

OE, Aftermarket and Exports

Strategically Located

Strong manufacturing Capabilities built across India

Only Player Present in all Segment

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

Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

Ranked "Great Place to Work" in Auto Component Industry for 2012, 2015 & 2016

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Pioneer of Ride Control Products…

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2/3 Wheeler

Front Forks

Hydraulic Shock Absorbers

Gas Shock Absorbers

Passenger Car

Cartridges

Gas Shock Absorbers

McPherson Struts

CV & Railways

Shock Absorbers

Cabin Dampers

Seat Dampers

After Market across all segments

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...with Diversified Revenue-Mix

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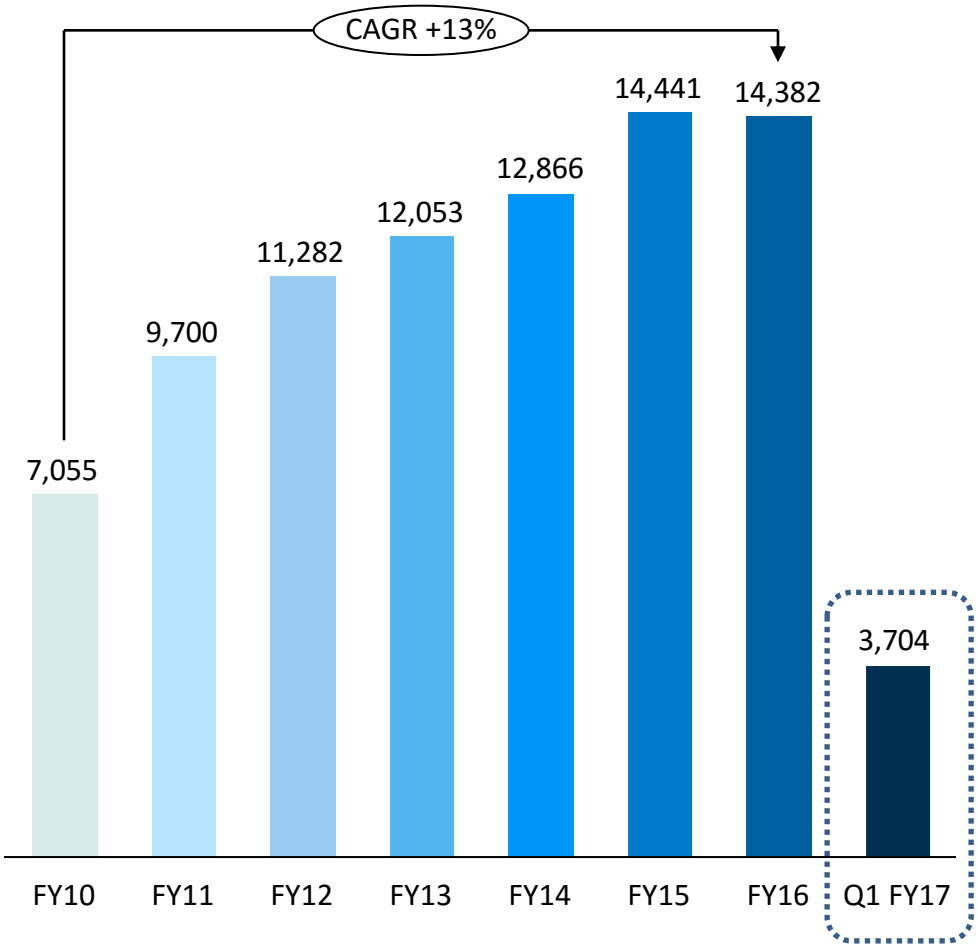
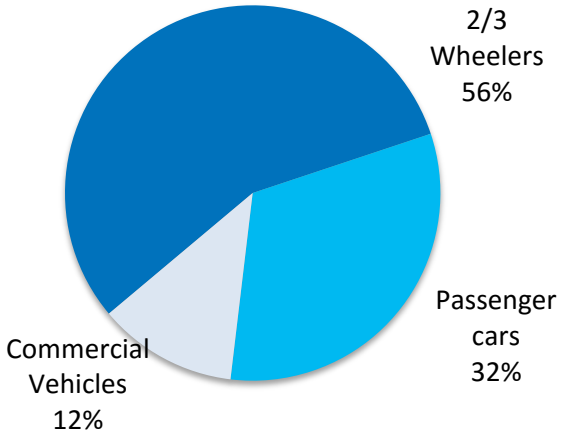
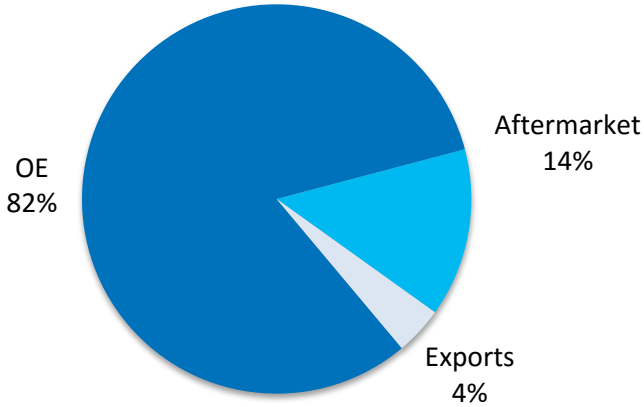
Sales (Rs. Mn)



Segment - Wise - Q1 FY17



Channel - Wise - Q1 FY17



Strategic Manufacturing Footprint

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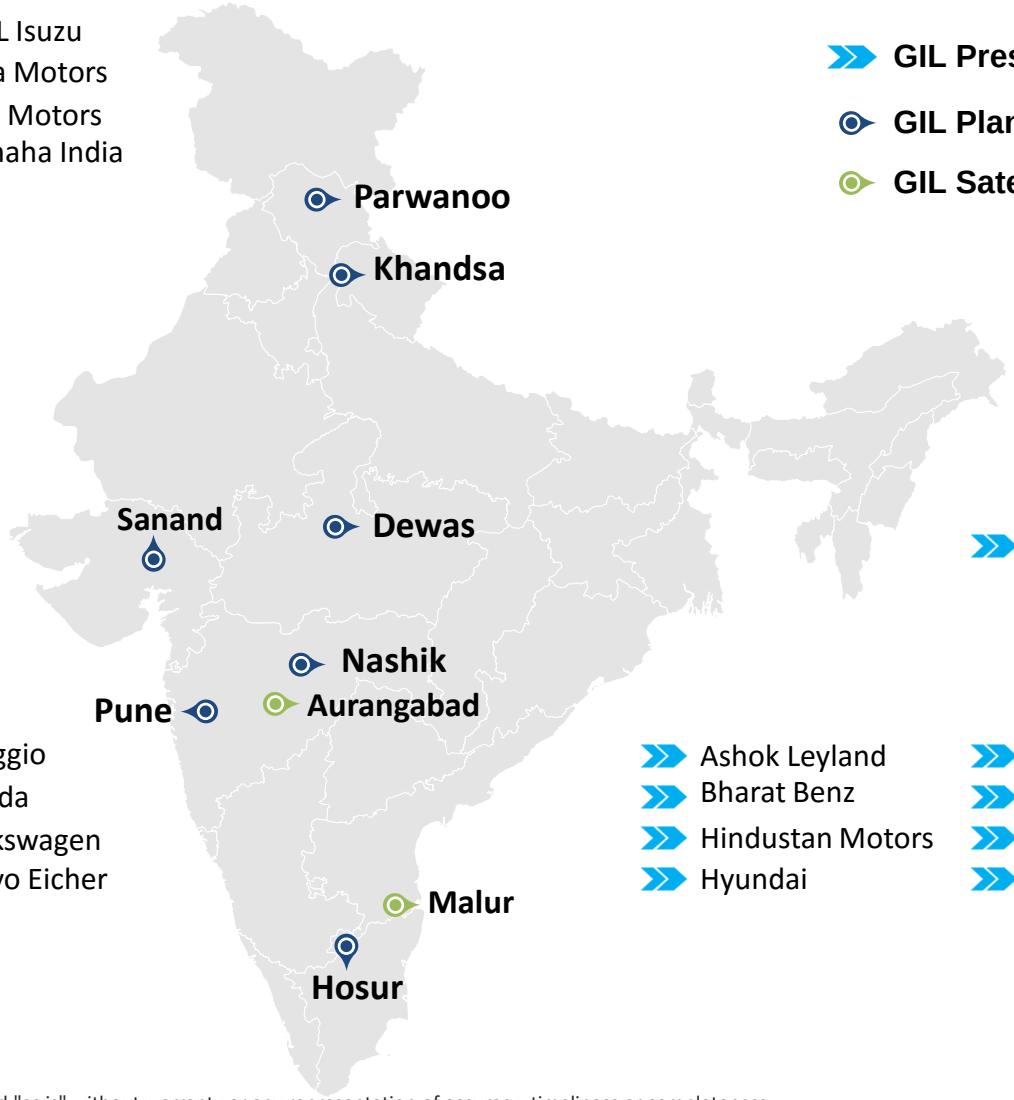
- Ashok Leyland
- Honda Cars
- Honda Motorcycles
- ICML
- Maruti Suzuki
- Suzuki Motorcycles

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

- GIL Presence
- GIL Plants
- GIL Satellite Locations



- AMW
- GM
- Tata Motors
- Honda Motorcycles

- Hindustan Motors

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

- Piaggio
- Skoda
- Volkswagen
- Volvo Eicher

- Ashok Leyland
- Bharat Benz
- Hindustan Motors
- Hyundai

- Royal Enfield
- Tata Motors
- Toyota Kirloskar
- TVS Motors

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

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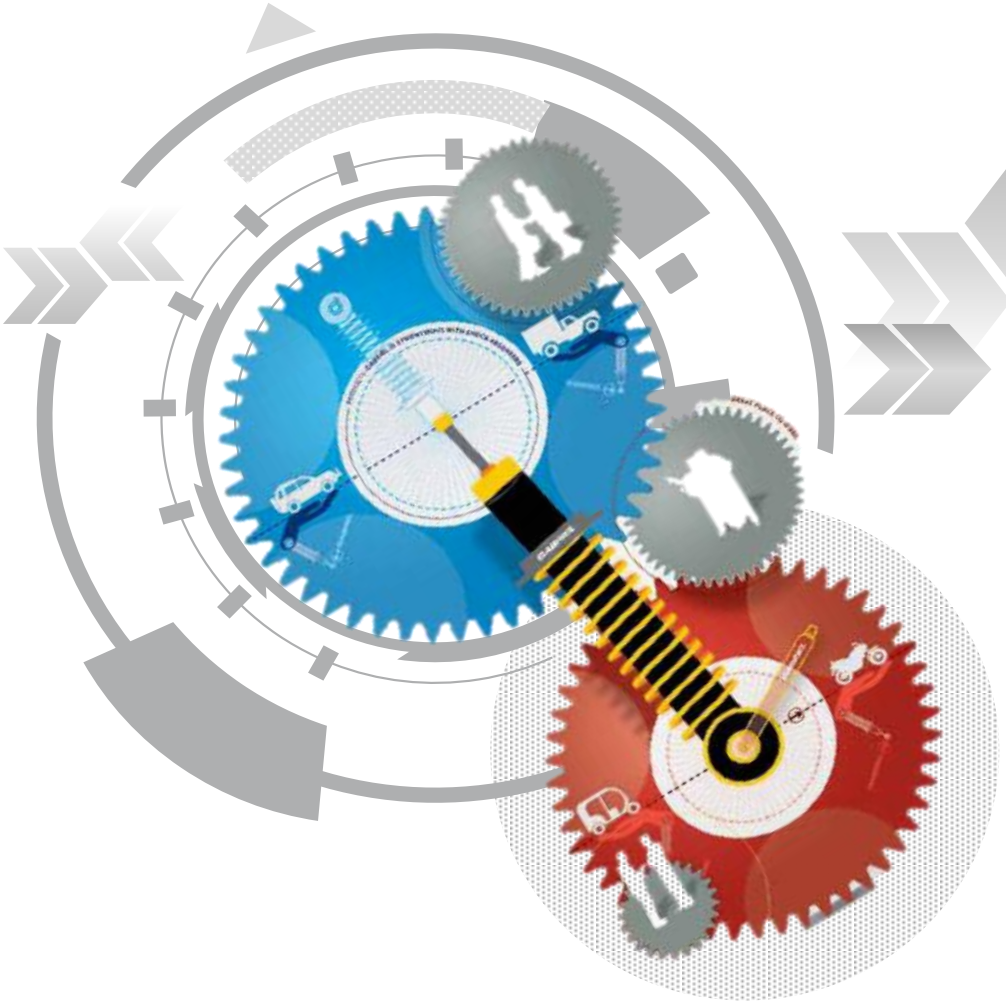

Strategy Going Ahead

Strategic Business Unit Approach…

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2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement

CV & Railways

- Product Technology
- New Product Devolvement

Aftermarket

- Product Development
- Expanding Reach

Passenger Car

- Product Innovation
- Improving Market Share

To Derive benefits in Customer & Product Focus,
Export Push and After market expansion

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… To Drive Growth

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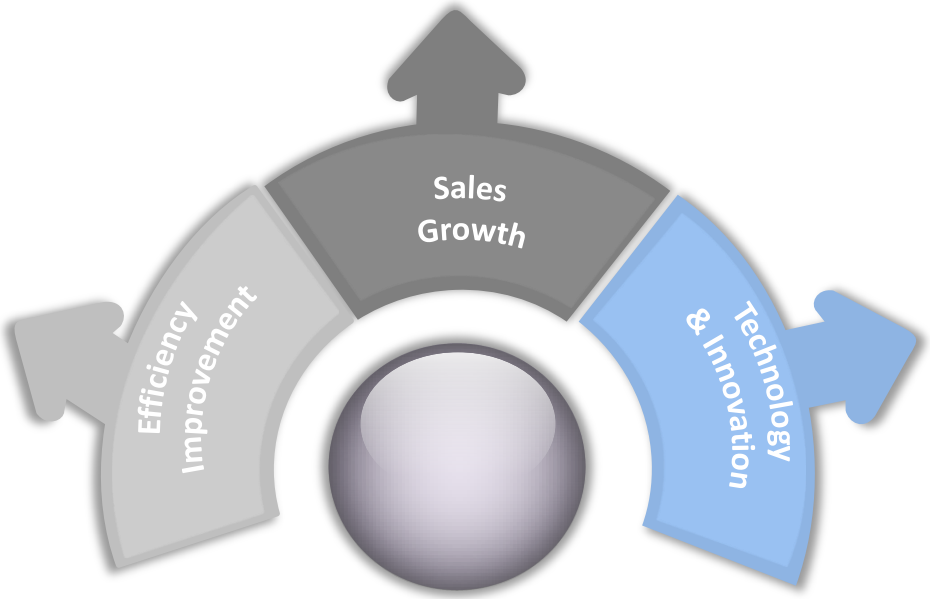
Sales Growth

- Exports Focus
- In Organic Growth
- Global Manufacturing Footprint
- Customer Focus

Efficiency Improvement

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



Technology & Innovation

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

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For further information, please contact:

Company :	Investor Relations Advisors :
Gabriel India Ltd. CIN : L34101PN1961PLC015735 Mr. Rajendran Arunachalam rajendran.arunachalam@gabriel.co.in	Strategic Growth Advisors Pvt. Ltd. CIN : U74140MH2010PTC204285 Ms. Sanjita Ghosh / Mr. Shogun Jain gsanjita@sgapl.net / jshogun@sgapl.net 07738359389 / 07738377756
www.gabrielindia.com	www.sgapl.net