

Gabriel India Limited
GABRIEL

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November 14, 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

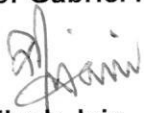
We are enclosing herewith the investor presentation to be disclosed to the Stock exchanges under Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

Encl : a/a



Gabriel India Ltd.

Result Update Presentation – Q2 FY17



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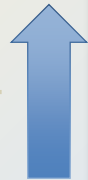
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Revenue

Rs. 3,938 Mn

+5%



EBITDA

Rs. 376 Mn

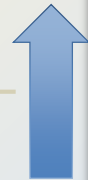
+13%



EBITDA Margin%

9.5%

+60 bps



PBT

Rs. 300 Mn

+19%



Net Profit

Rs. 213 Mn

+10%



Note: Q2 FY17 Compared with Q2 FY16

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Note: H1 FY17 Compared with H1 FY16

01

Revenue led by Higher Volumes
across all the segments

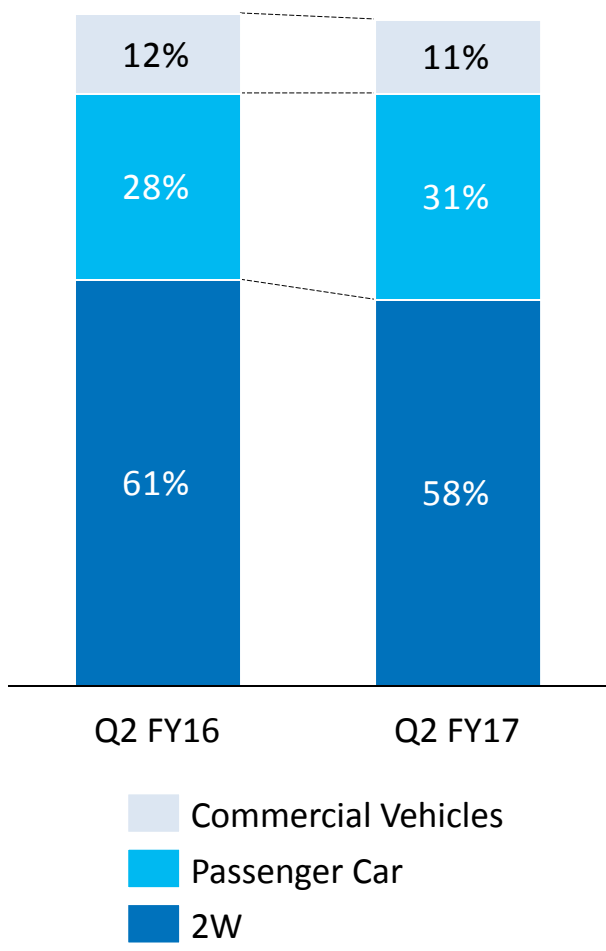
02

Improved Product Mix has helped to
control RM Cost

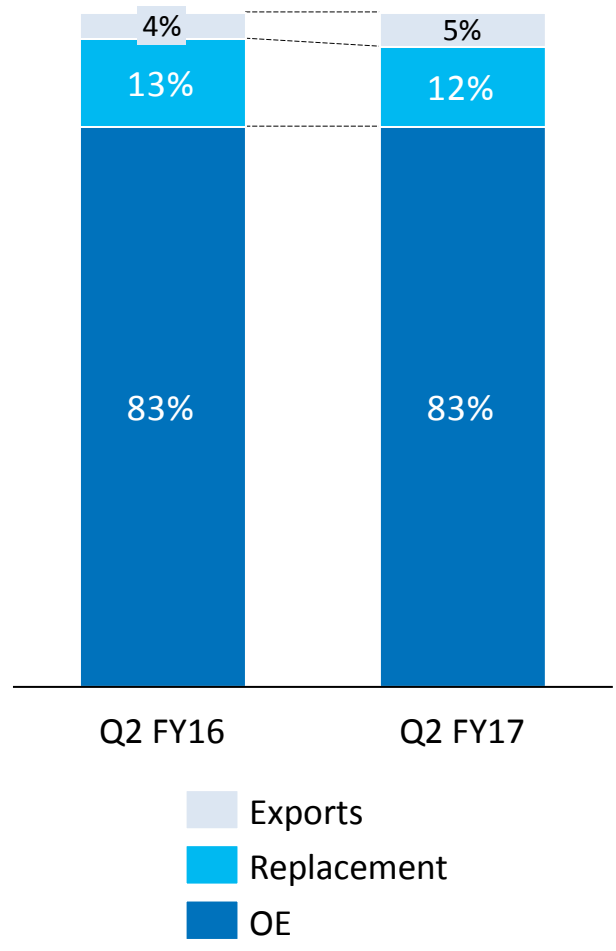
03

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

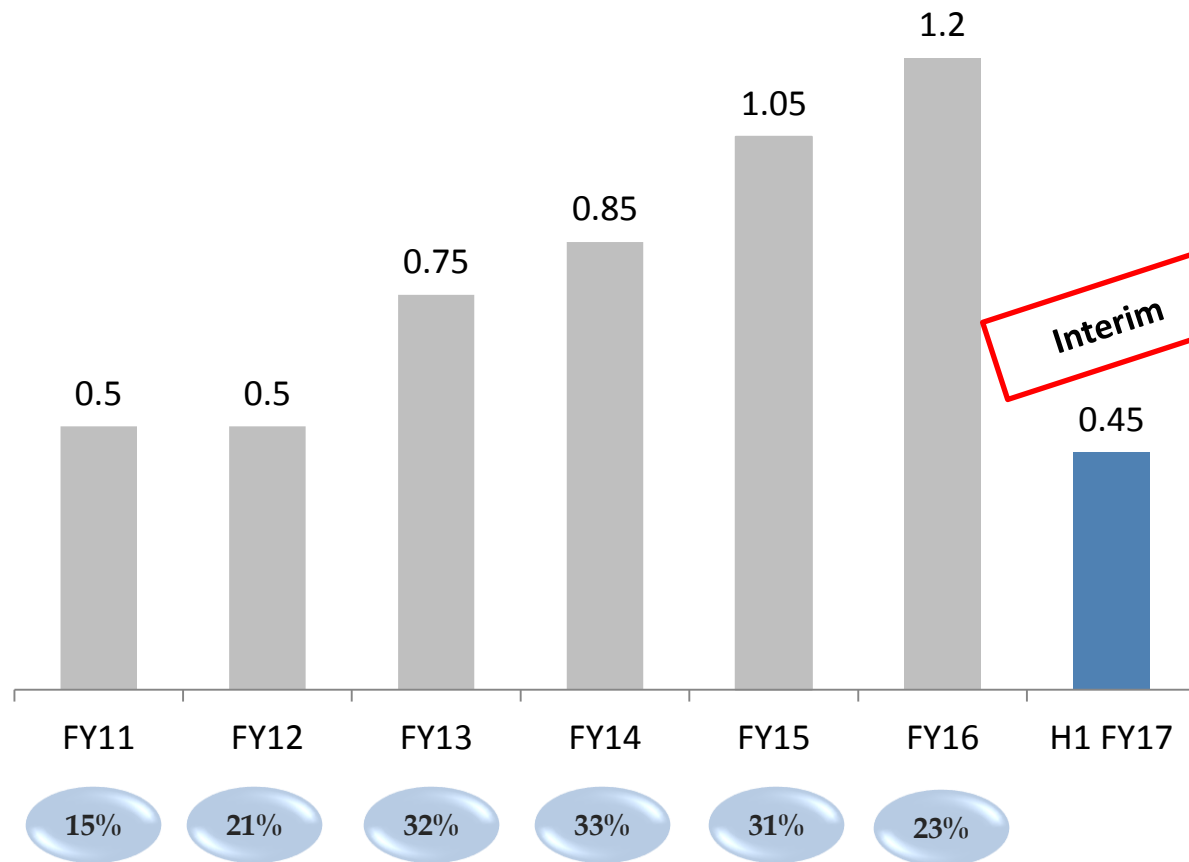
Segment – Mix



Channel – Mix



Dividend Per Share (Rs.)



- Continuous Dividend since 1998
- Stable Payout Ratio
- Declared Interim Dividend of Rs. 0.45 per share, amounting to 45% of Face Value.

 Pay out Ratio

Rs. Mn	Q2 FY17	% of Revenue	Q2 FY16	% of Revenue	H1 FY17	% of Revenue	H1 FY16	% of Revenue
Revenue	3,938	100.0%	3,752	100.0%	7,642	100.0%	7,171	100.0%
Raw Material	2,807	71.3%	2,690	71.7%	5,450	71.3%	5,150	71.8%
Employee Expenses	313	7.9%	285	7.6%	637	8.3%	551	7.7%
Other Expenses	442	11.2%	444	11.8%	837	10.9%	829	11.6%
EBITDA	376	9.5%	334	8.9%	718	9.4%	641	8.9%
Other Income	17	0.4%	7	0.2%	29	0.4%	17	0.2%
Interest	3	0.1%	6	0.2%	8	0.1%	13	0.2%
Depreciation	89	2.3%	83	2.2%	175	2.3%	165	2.3%
PBT before Exceptional Item	301	7.6%	252	6.7%	564	7.4%	480	6.7%
Exceptional Item	2	0.0%	2	0.0%	3	0.0%	3	0.0%
PBT	300	7.6%	251	6.7%	561	7.3%	477	6.7%
Tax	87	2.2%	58	1.5%	154	2.0%	110	1.5%
PAT	213	5.4%	193	5.1%	407	5.3%	368	5.1%
Cash PAT	301	7.7%	276	7.3%	582	7.6%	532	7.4%

* Cash PAT = PAT + Depreciation

Balance Sheet Highlights



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Rs. Mn	30.09.2016	31.03.2016
Shareholder's Fund	4,111	3,799
Share capital	144	144
Reserves & Surplus	3967	3,656
Non-current liabilities	295	275
Long term borrowings	80	81
Other Long term liabilities	215	194
Current liabilities	2,812	2,642
Short term borrowings	0	0
Trade Payables	2,027	1,781
Other current liabilities	785	861
Total Liabilities	7,218	6,716

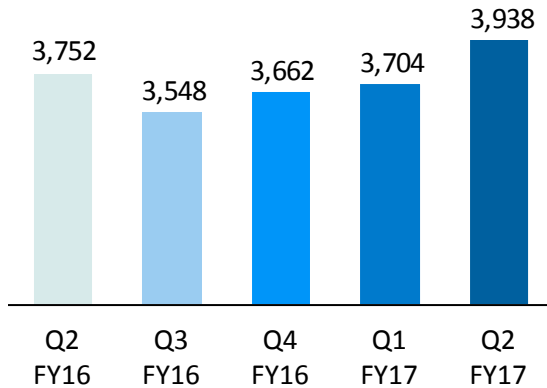
Rs. Mn	30.09.2016	31.03.2016
Non-current assets	2,955	2,997
Fixed assets	2,698	2,746
Long-term loans and advances	256	236
Non-current Investments	0	0
Other non-current assets	0	14
Current assets	4,263	3,720
Current Investments	135	0
Inventories	1,256	1,107
Trade receivables	2,113	1,924
Cash and bank balances	448	362
Short-term loans and advances	287	290
Other current assets	24	36
Total Assets	7,218	6,716

Quarterly Performance Trend

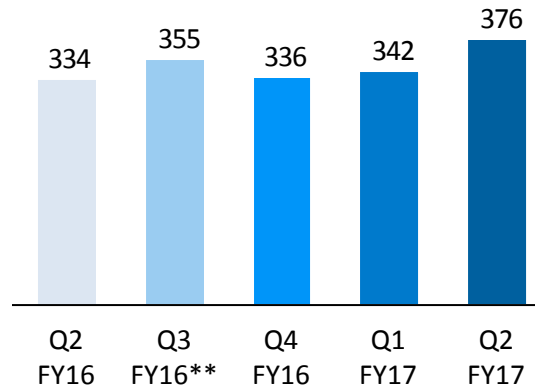


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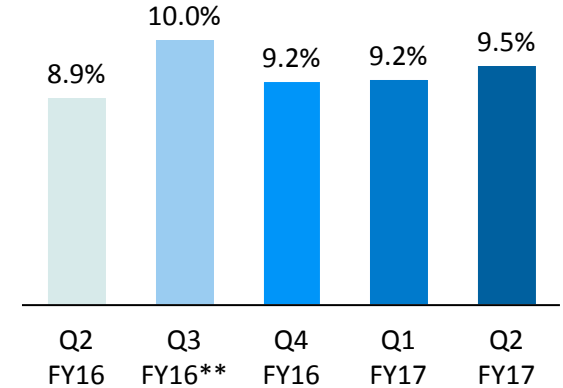
Revenue



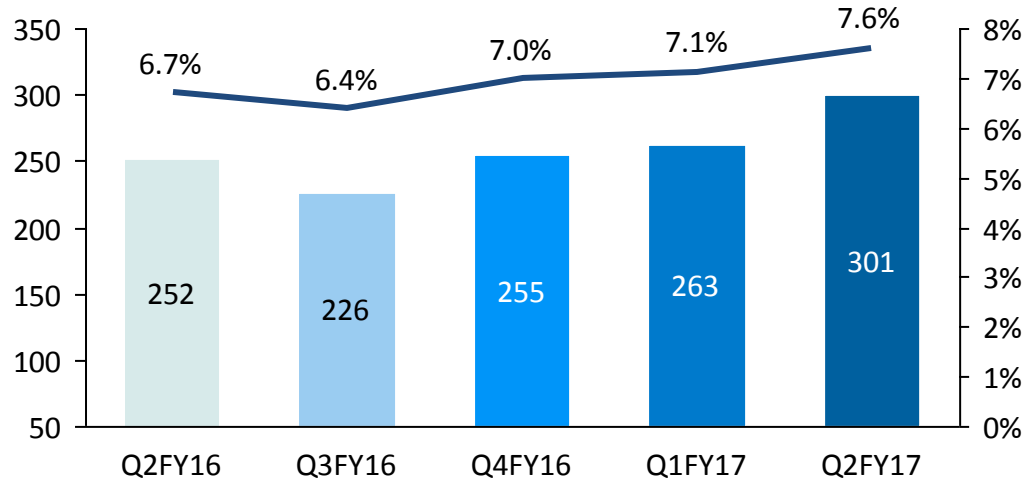
EBITDA[#]



EBITDA Margin%[#]



PBT Before Exceptional Item & Margin (%)



**** 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.

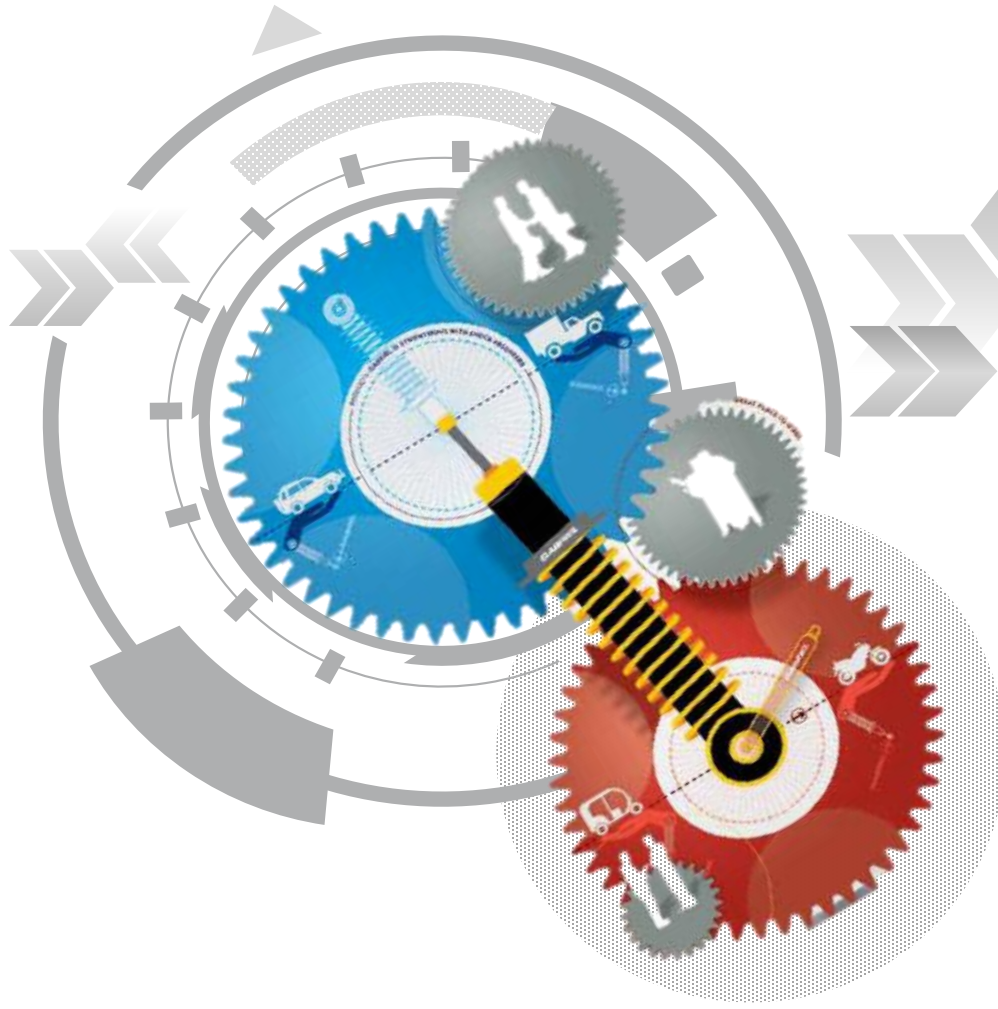


Gabriel won 2 awards at annual ACMA (Automotive Component Manufacturers Association of India) conference in Delhi for the year 2016 :

- 1. Gabriel-Parwanoo won the Silver Trophy in HR Excellence**
- 2. Gabriel-Pune won the Bronze Trophy in Supplier Development**



**Gabriel Parwanoo Quality Circle Team
"Lakshya" has won the Gold Award at the
International Quality Circle Competition,
held in Bangkok**



Business Overview

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

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



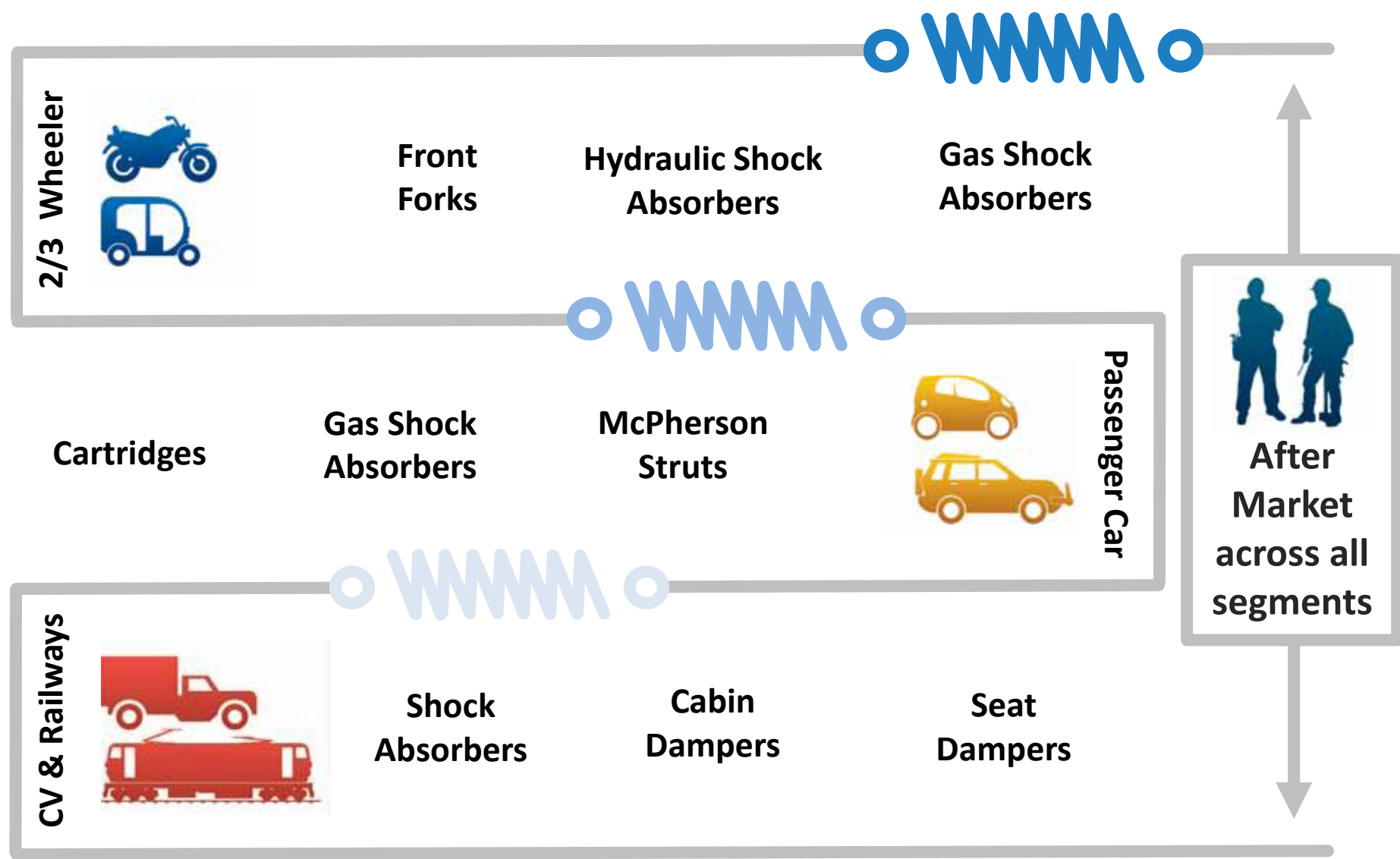
Received the “Golden Peacock
Eco Innovation Award” in the
year 2012

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

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

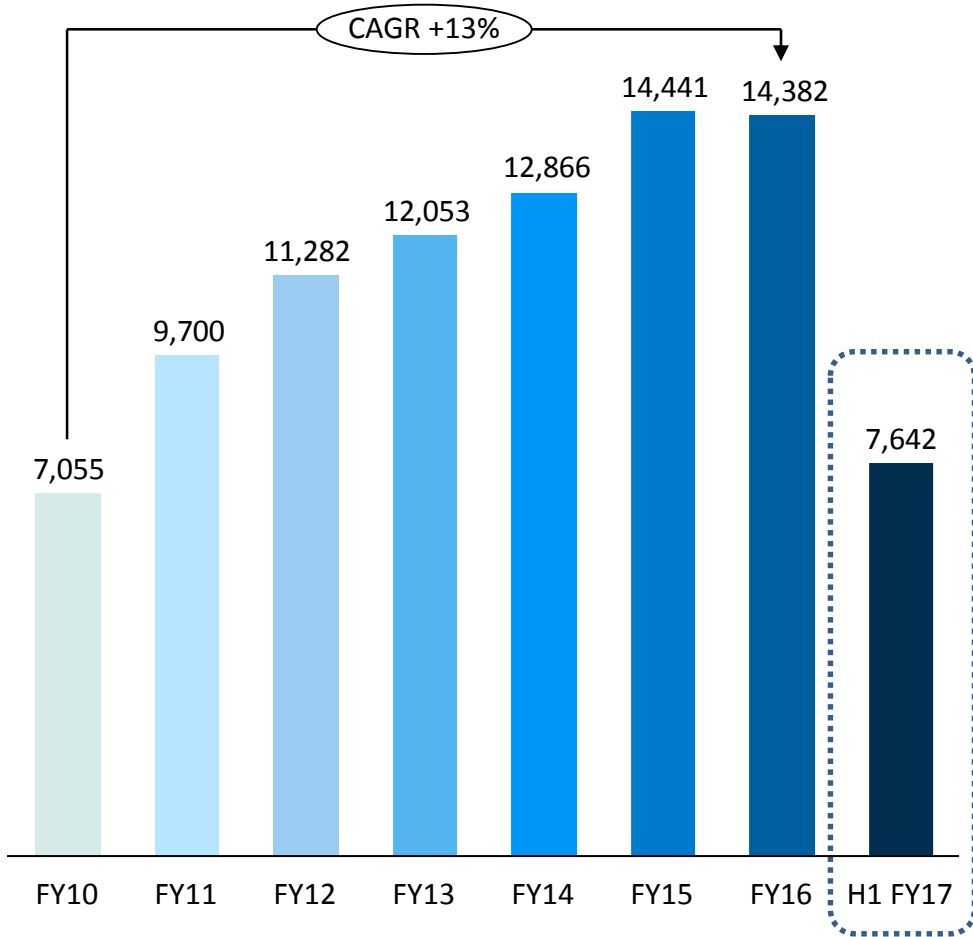


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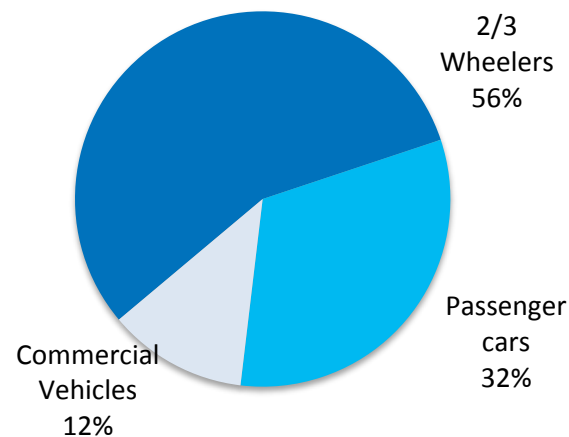


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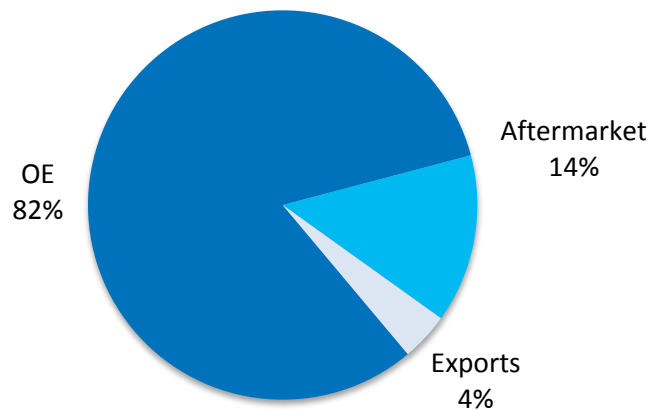
Revenue (Rs. Mn)



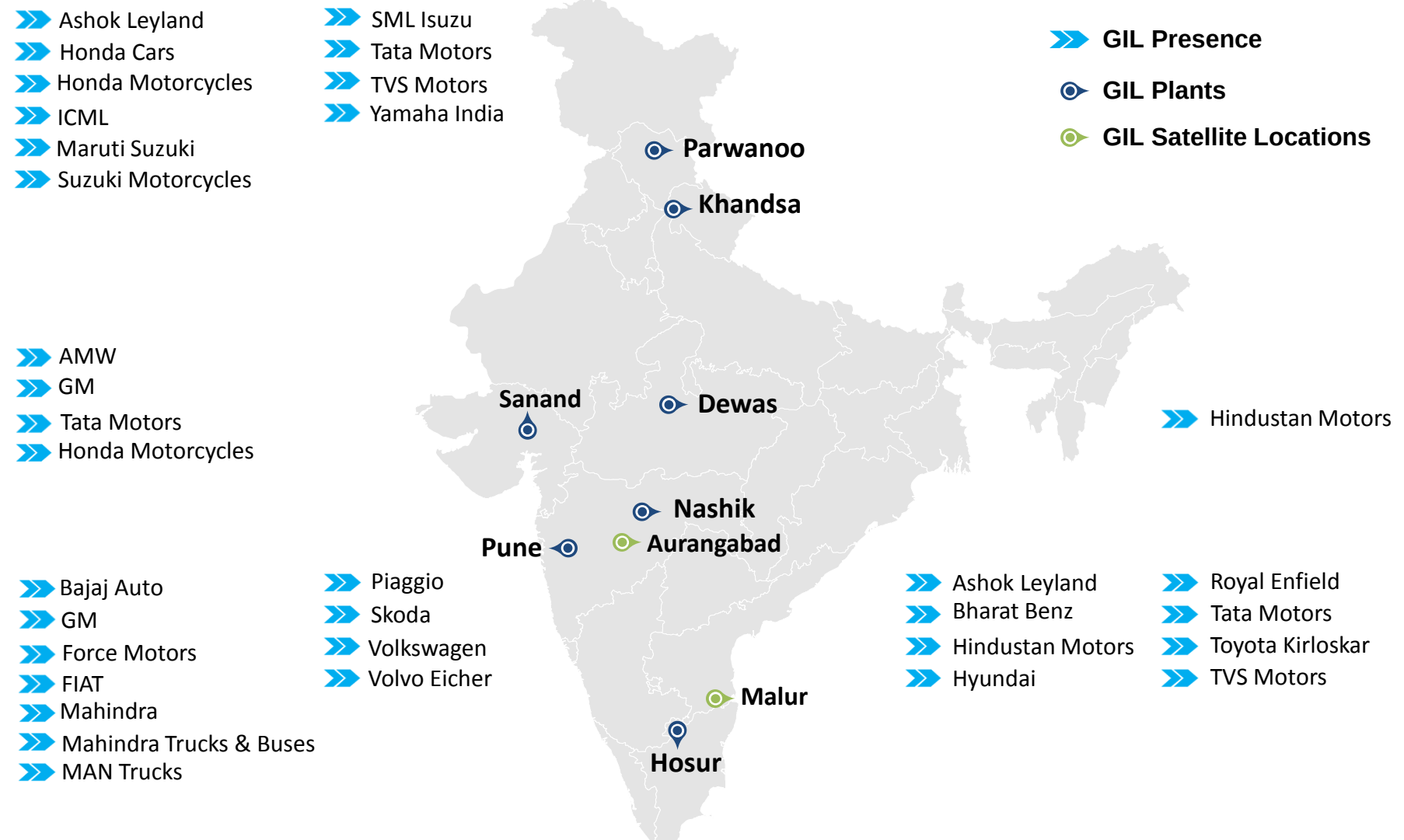
Segment - Wise - H1 FY17



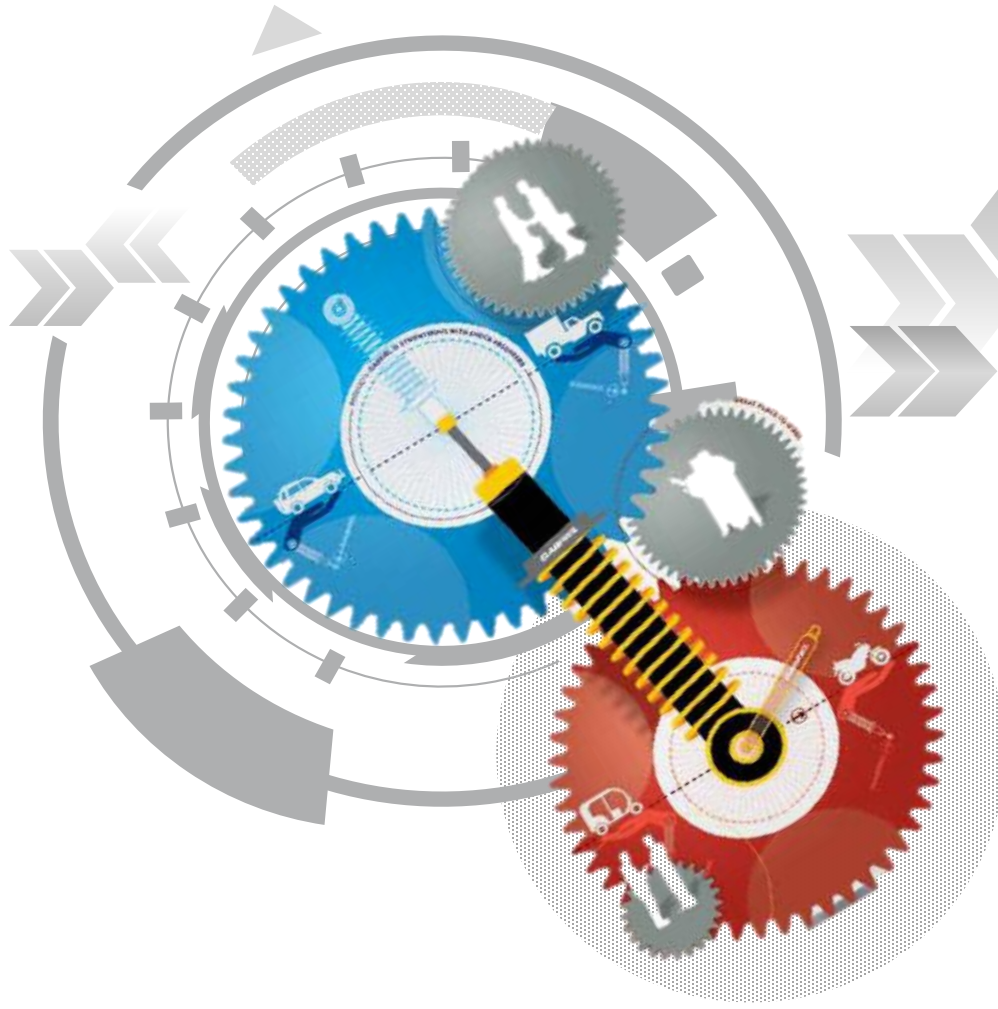
Channel - Wise - H1 FY17



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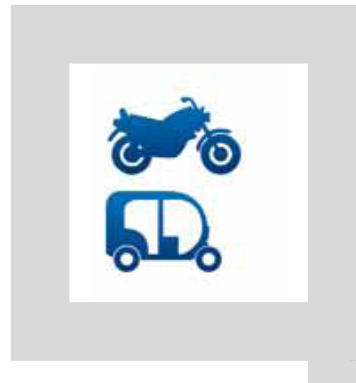
*Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Strategy Going Ahead

2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement



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**



For further information, please contact:

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