

February 4, 2017

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

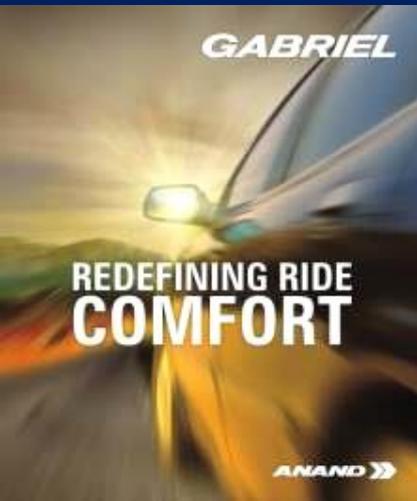
Md. Hameed
f
Nilesh Jain
Company Secretary



Encl : a/a

Gabriel India Ltd.

Result Update Presentation – Q3 FY17



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GABRIEL

Revenue

Rs 3,737 Mn

+5.3%



EBITDA

Rs. 353 Mn

+12.2%



EBITDA Margin%

9.5%

+60 bps



PBT

Rs. 270 Mn

+20.2%



Net Profit

Rs. 188 Mn

+7.3%



Note: Q3 FY17 Compared with Q3 FY16

GABRIEL

Revenue

Rs.11,380 Mn

+6.2%

EBITDA

Rs. 1,071 Mn

+11%

EBITDA Margin%

9.4%

+40 bps

PBT

Rs. 830 Mn

+18.4%

Net Profit

Rs. 595 Mn

+9.6%

Note: 9M FY17 Compared with 9M FY16

01

Revenue led by Higher Volumes in Passenger cars segment.

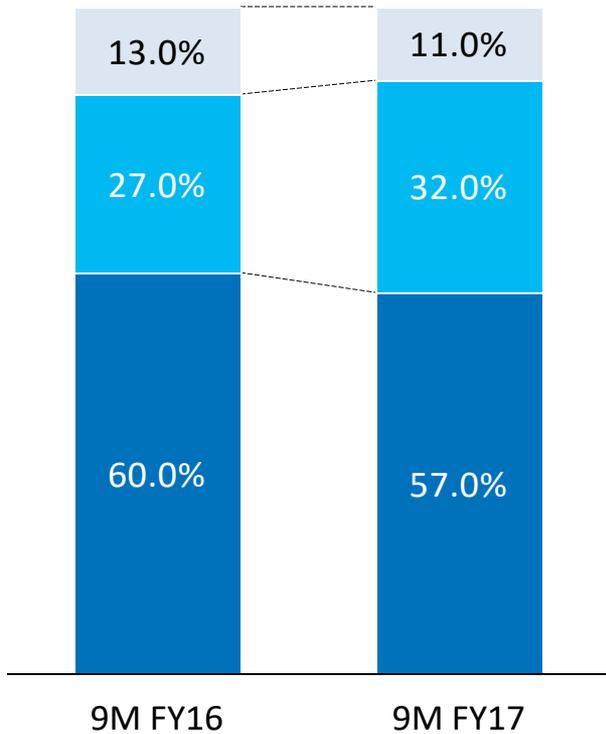
02

Commodity price corrections and segment/product mix have helped to control RMC.

03

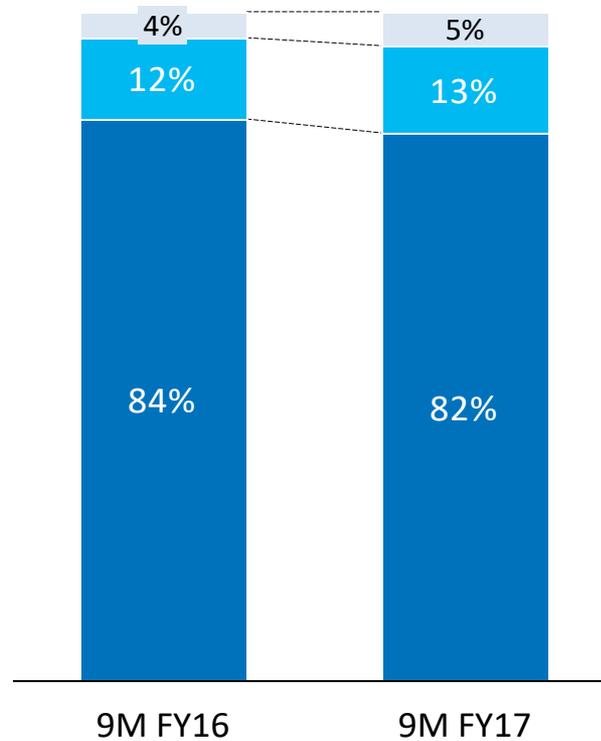
Cost Efficiency and Lower Interest Payouts enabling EBITDA and PBT margins improvement

Segment – Mix



- Commercial Vehicles
- Passenger Car
- 2W

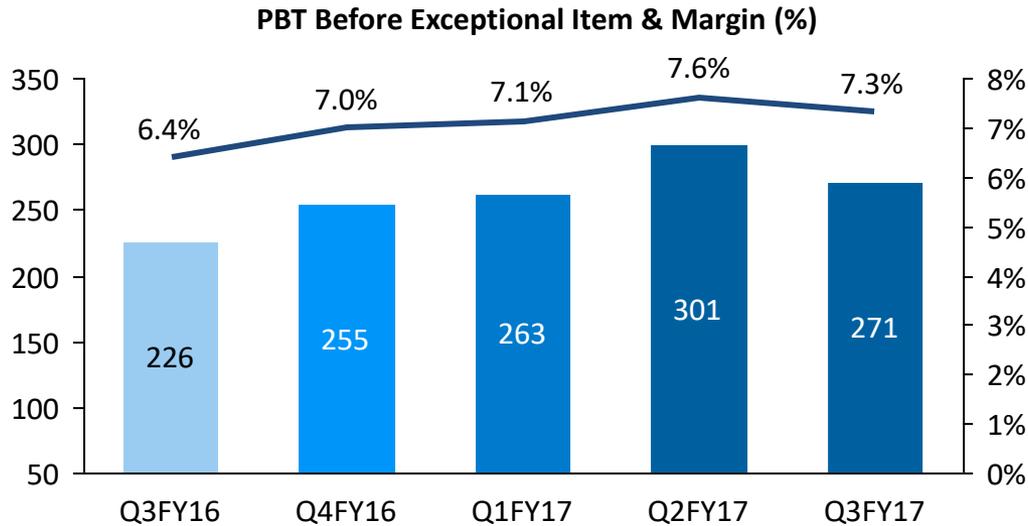
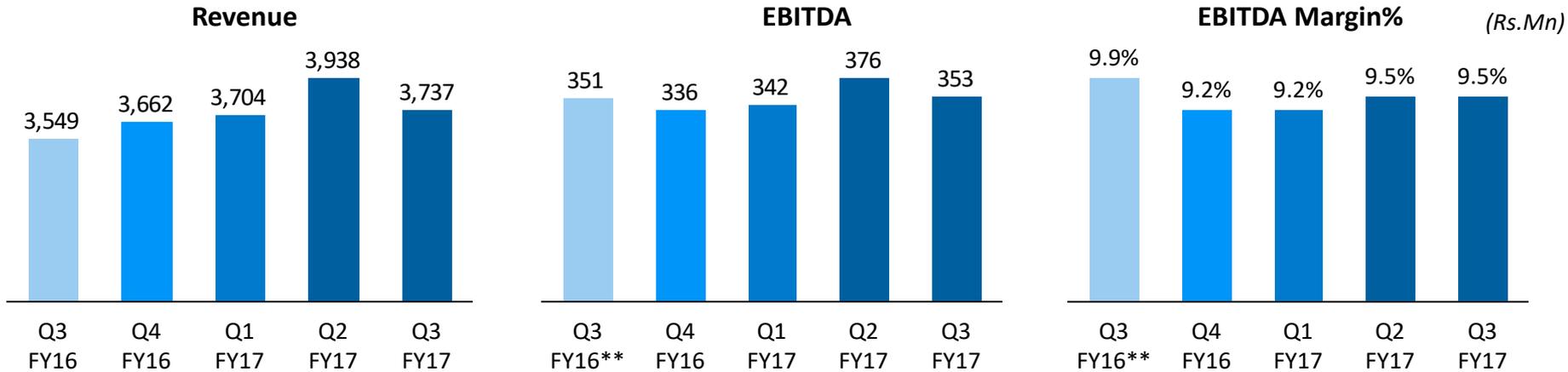
Channel – Mix



- Exports
- Replacement
- OE

Rs. Mn	Q3 FY17	% of revenue	Q3 FY16	% of revenue	YoY%	9M FY 17	% of revenue	9M FY 16	% of revenue	YoY%
Revenue	3,737	100.0%	3,549	100.0%	5.3%	11,380	100.0%	10,720	100.00%	6.2%
Raw Material	2,633	70.5%	2,494	70.3%		8,084	71.0%	7,644	71.3%	
Employee Expenses	312	8.4%	321	9.0%		949	8.3%	871	8.1%	
Other expenses	439	11.7%	420	11.8%		1,275	11.2%	1,240	11.6%	
EBITDA	353	9.5%	315	8.9%	12.2%	1,071	9.4%	965	9.0%	11.0%
Adjusted EBITDA*	353	9.5%	351	9.9%		1,071	9.4%	1,001	9.3%	
Other Income	9	0.3%	3	0.1%		38	0.3%	11	0.1%	
Interest Cost	4	0.1%	6	0.2%		12	0.1%	19	0.2%	
Depreciation	88	2.4%	86	2.4%		263	2.3%	251	2.3%	
PBT before Exceptional items	271	7.3%	226	6.4%		835	7.3%	706	6.6%	
Exceptional items	2	0.0%	2	0.0%		5	0.0%	5	0.0%	
PBT	270	7.2%	224	6.3%	20.2%	830	7.3%	701	6.5%	18.4%
Tax	81	2.2%	49	1.4%		235	2.1%	158	1.5%	
PAT	188	5.0%	176	4.9%	7.3%	595	5.2%	543	5.1%	9.6%
Cash PAT (PAT + Depreciation)	276	7.4%	262	7.4%		858	7.5%	794	7.4%	

* 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.



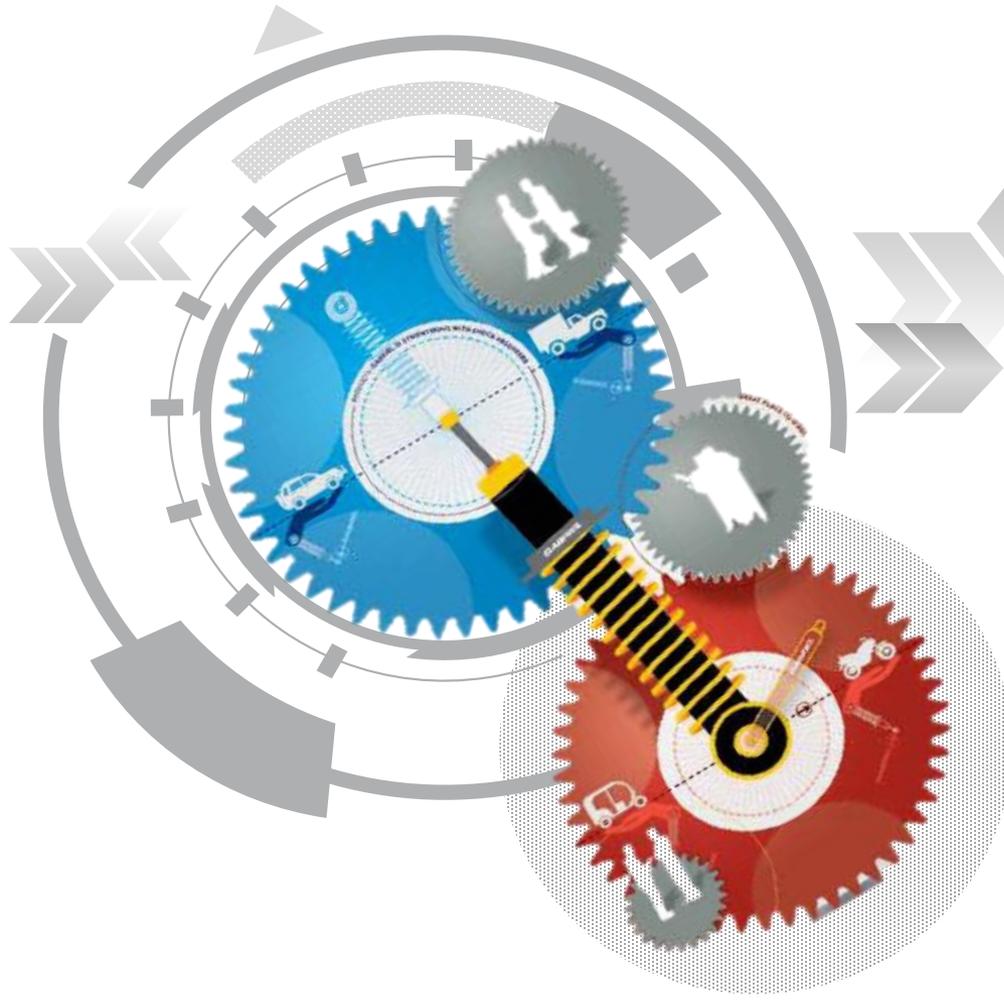
** Adjusted for the one time provision for Employee benefits expense for the quarter and nine months ended 31st December 2015 towards bonus for Rs. 36.26 million arising due to retrospective amendment of Payment of Bonus Act,1965.



TAA (Technology Assistance Agreement) signed off with TORRE (Gabriel South Africa)



Gabriel Parwanoo awarded with prestigious Golden Peacock Award for HR Excellence



Business Overview

GABRIEL

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



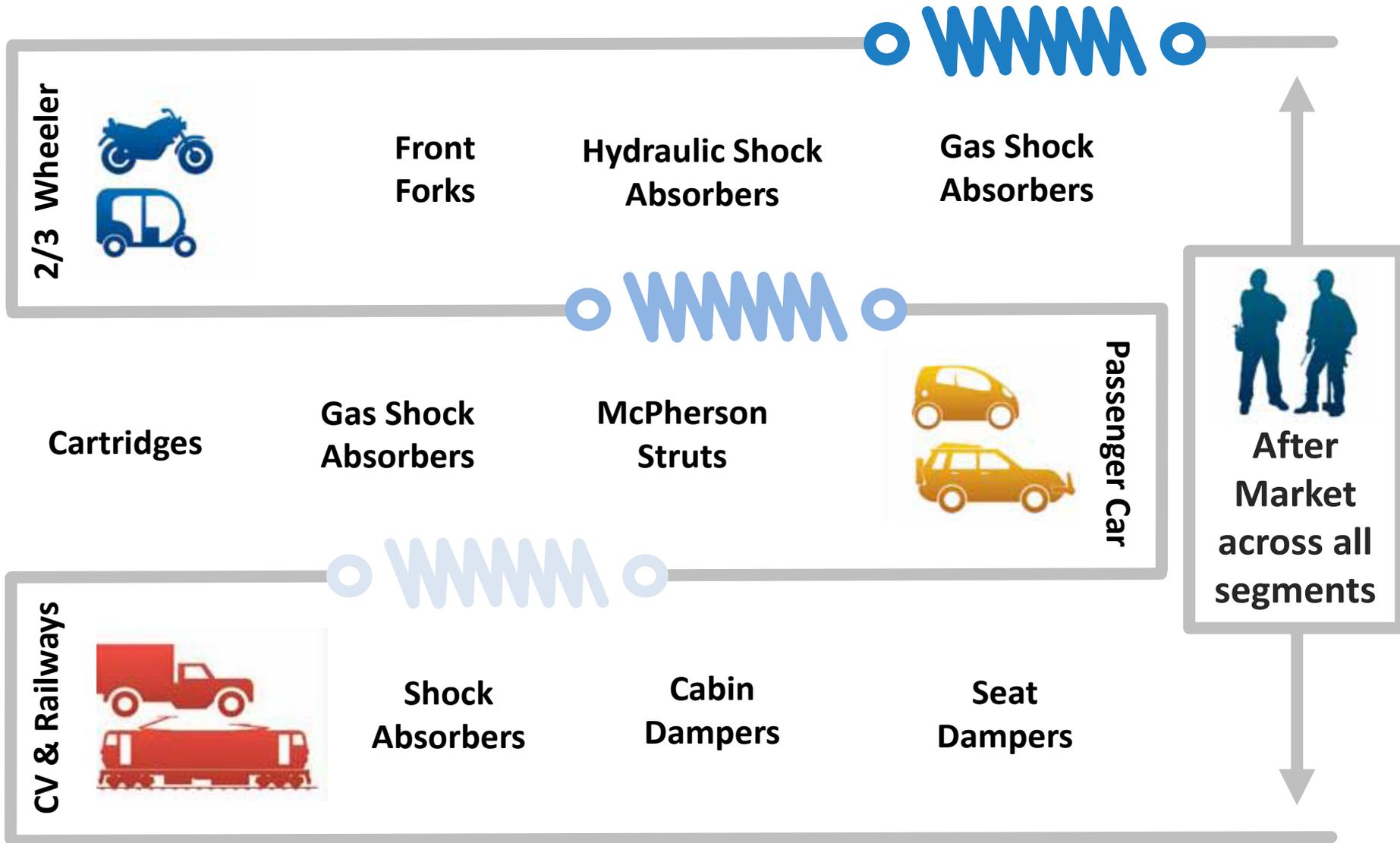
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

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

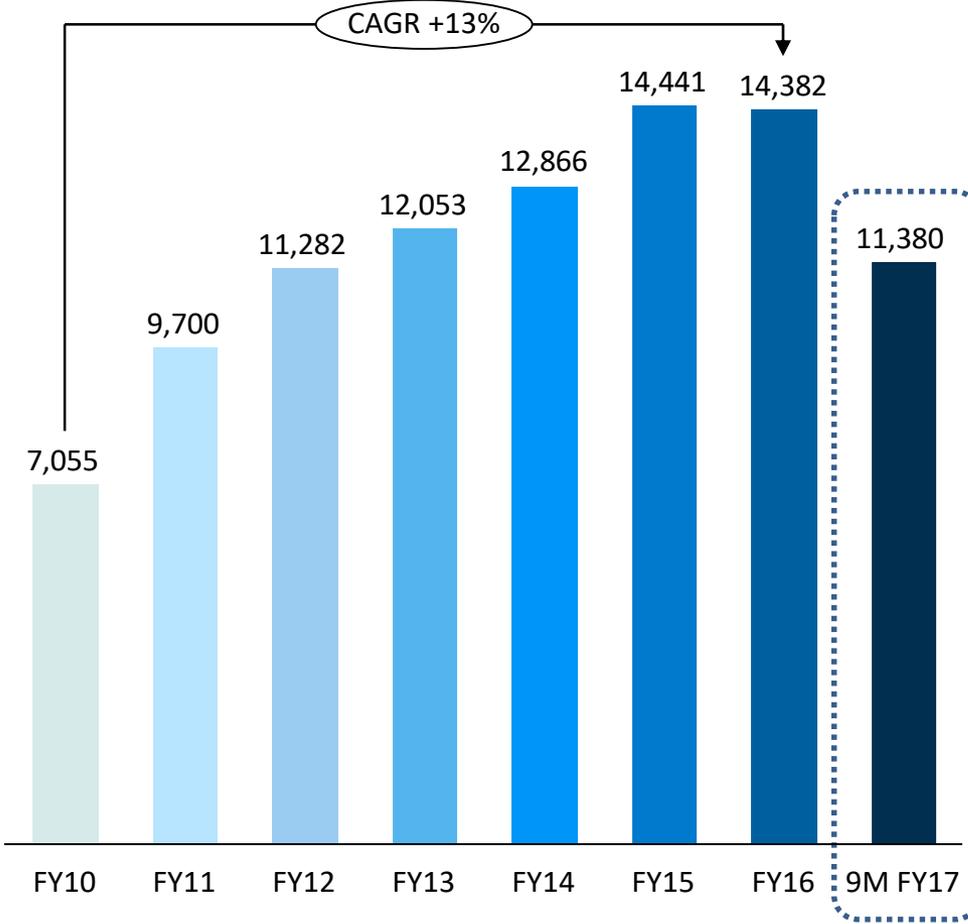


GABRIEL

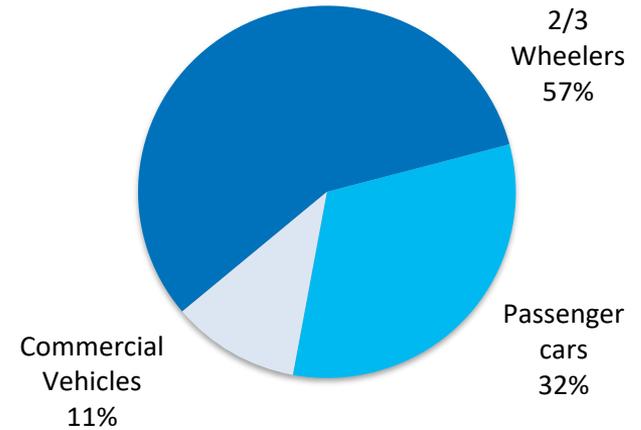


GABRIEL

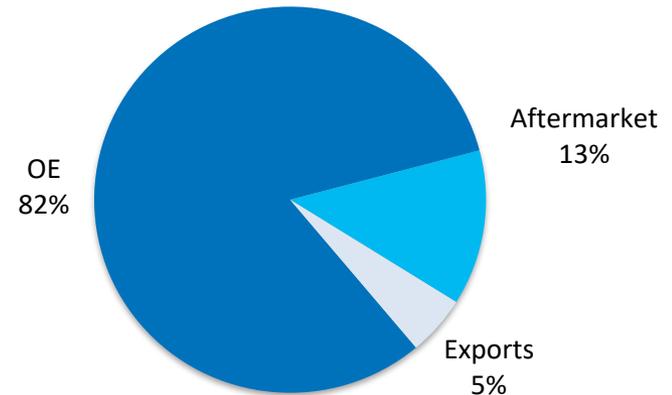
Revenue (Rs. Mn)



Segment - Wise - 9M FY17



Channel - Wise - 9M FY17



Strategic Manufacturing Footprint



GABRIEL

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

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

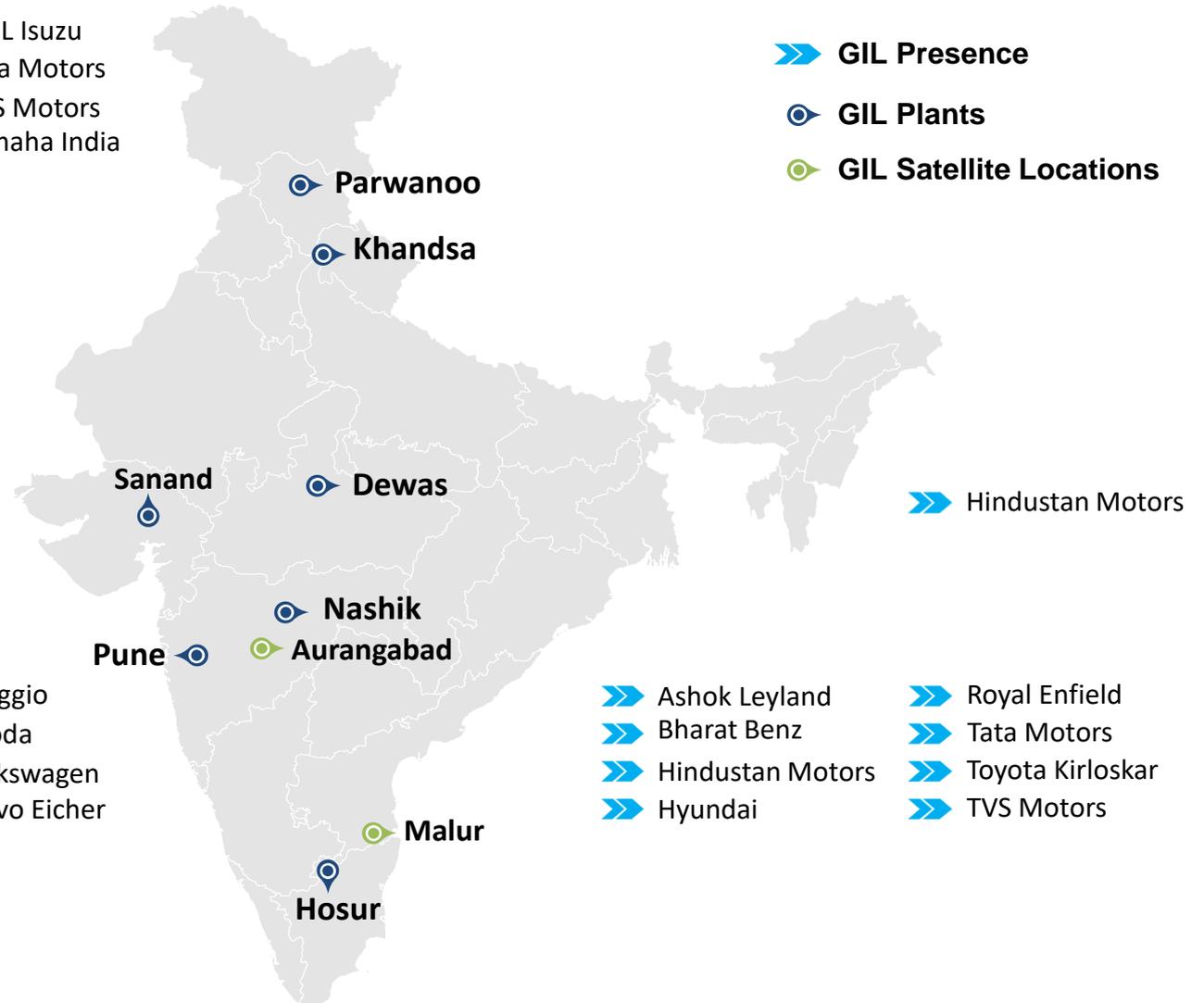
- » **GIL Presence**
- » **GIL Plants**
- » **GIL Satellite Locations**

- » AMW
- » GM
- » Tata Motors
- » Honda Motorcycles

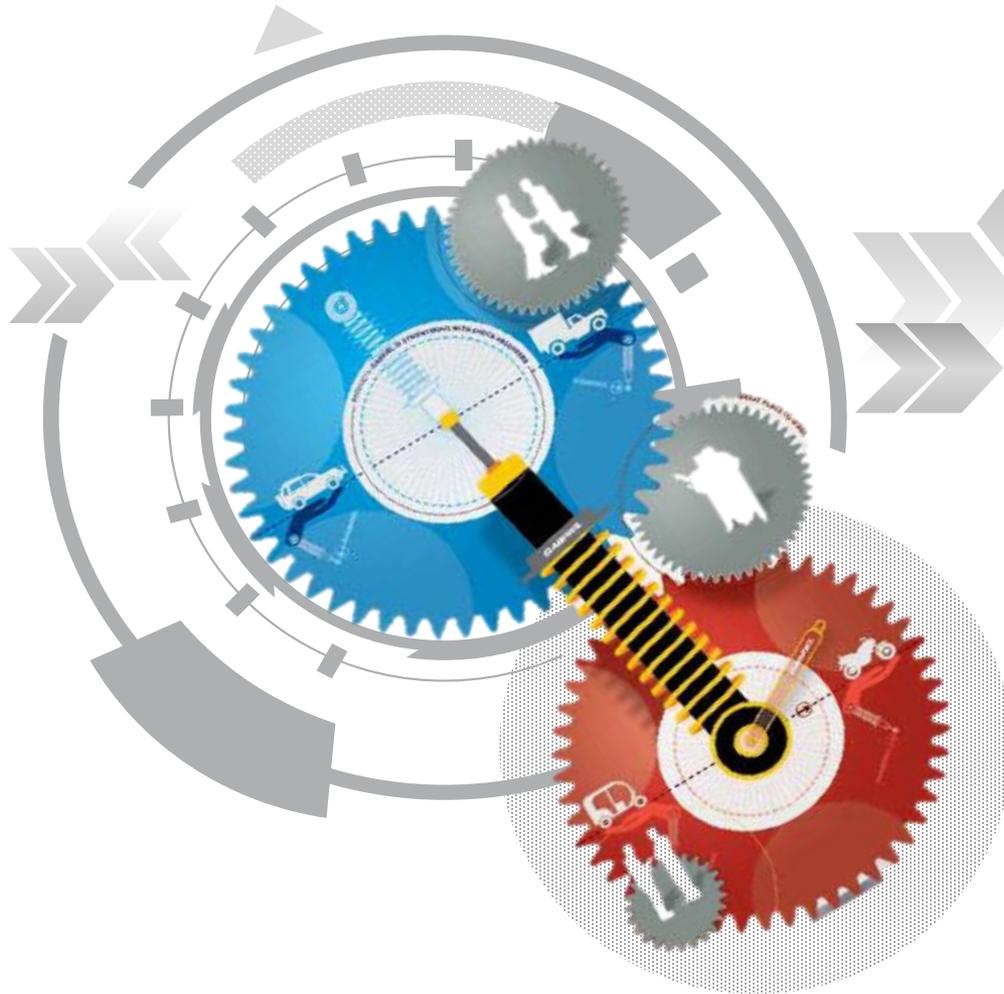
- » Bajaj Auto
- » GM
- » Force Motors
- » FIAT
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

- » 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.



Strategy Going Ahead

2/3 Wheeler

- Quality & Process Technology
- Capacity Enhancement



CV & Railways

- Product Technology
- New Product Development



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:**Company :**

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