

March 15, 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,

Subject: Intimation of Schedule of Analyst / Institutional Investor meetings under the Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015

Pursuant to the relevant provisions of SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015, we would like to inform you that the officials of the Company will be attending the following Conference of institutional investors:

Date	Event	Organised by	Place
March 16, 2017	Axis Capital 3rd Annual Auto Conference	Axis Capital Limited	Mumbai

Also, please find attached the copy of Investor Presentation – March 2017 for the information of Company's Shareholders and the public at large. The copy of the Investor Presentation has also been uploaded on the website of the Company www.gabrielindia.com. The said presentation will be shared with Investors at the conference.

Kindly note that changes may happen due to exigencies on the part of Host / Company.

Thanking you,

Yours faithfully,

For Gabriel India Limited


Nilesht Jain
Company Secretary



Encl : a/a

GABRIEL

ANAND 

Gabriel India Ltd.

Investor Presentation – March 2017



ANSYSO ACYM  faurecia  FEDERAL-MOGUL POWERTRAIN GABRIEL Haldex  Henkel  OPOWER MAHLE Power by performance Mando  SNS Foundation  DANA SPICER SUJAN  TAKATA Valeo

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Introduction

GABRIEL

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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

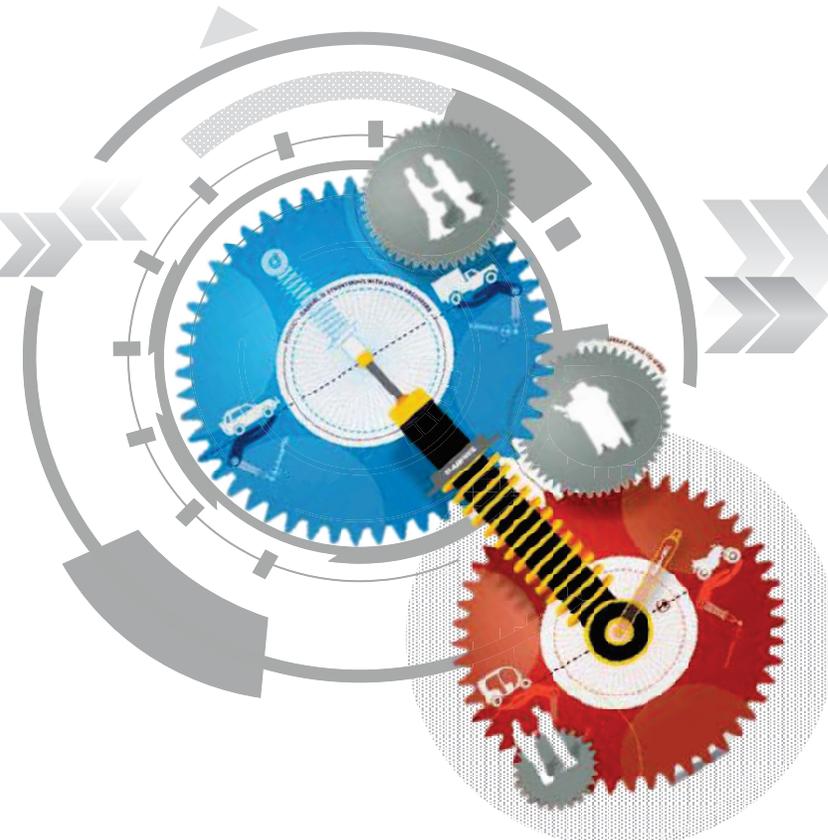


Awarded with prestigious "Golden Peacock Award" for HR Excellence

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

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



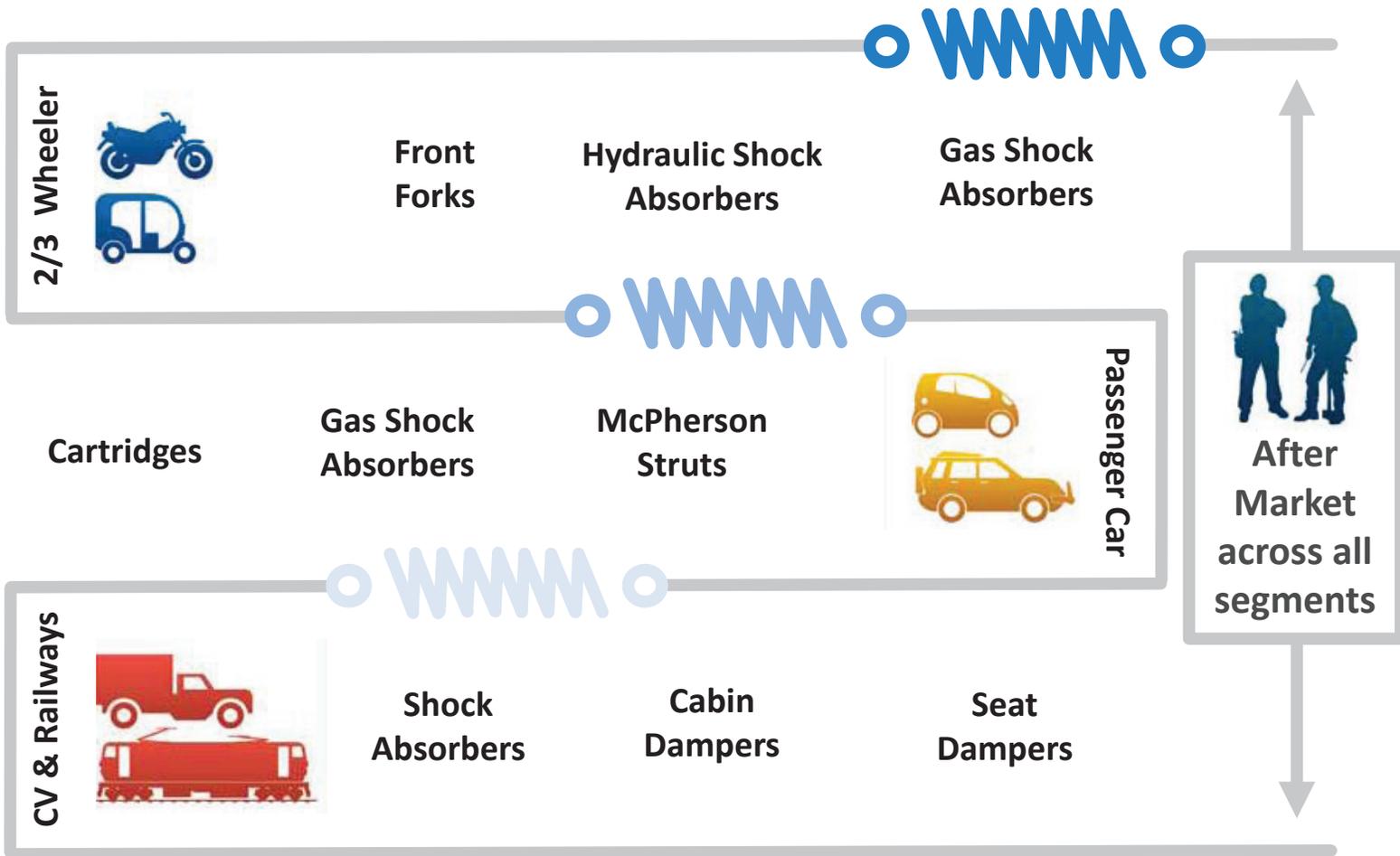


Business Overview

Pioneer of Ride Control Products...



GABRIEL

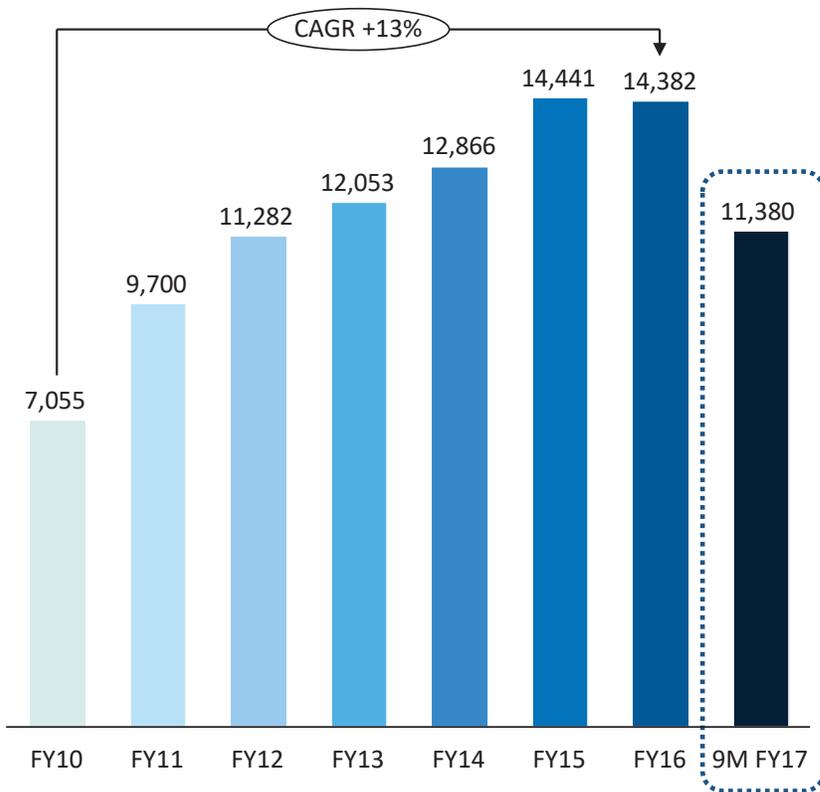


...with Diversified Revenue-Mix

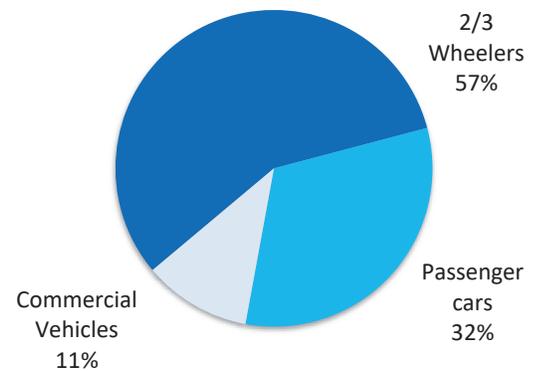


GABRIEL

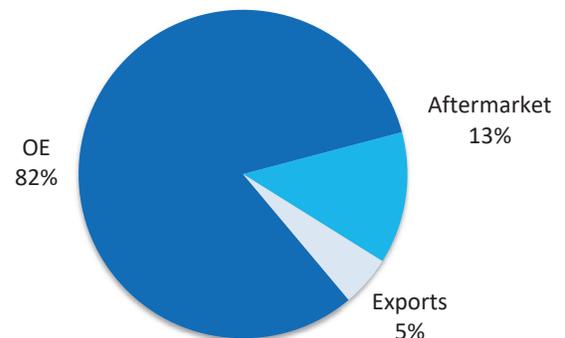
Revenue (Rs. Mn)



Segment - Wise - 9M FY17



Channel - Wise - 9M FY17



... & "No" OEM accounting for >20% of Sales

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GABRIEL

2/3 Wheeler

Passenger Car

CV & Railways





... Strongly supported by Aftermarket Presence



GABRIEL



Brand "Gabriel"

- Brand "Gabriel" synonymous with shock absorbers and struts
- Market Share of ~45%



Extensive Distribution Network

- 19 CFA Locations & 375 Dealer Network
- ~6000 Retail Outlets supported by highly trained Sales Force



Widest Product Range

- More than 500 products launched in last 5 years
- Continuous focus on expanding Product Portfolio



Presence through Allied Products

- Leveraging Brand Strength & Distribution Network
- New Products like Radiator Coolants, Oil Seals, Tyres & Wheel Rim introduced successfully



Recent Launches

- Launched 1st Adjustable Electronic-Hydraulic Shock Absorber for leading SUV

Strengthening Retailer Connect...



GABRIEL

First-of-its-Kind Program
to build loyalty among Retailers & Mechanics

Aiming to connect with
retailer emotionally, and
understand their
specific needs

Key initiative to
strengthen brand
"Gabriel" and connect
with Retailers



Targets to reach another
1,500 by 2018

In 1st phase, Honouring
and embracing 500
premier retailers pan-
India

In 2nd phase, plans to
reach out to mechanics
and establish relationship

... Reinforcing Brand “Gabriel”



GABRIEL

**Hoardings/
Umbrella
Distribution/
Branding at Bus
Shelters**



**Campus
Branding**



**OEM Managed
Sports events**



Creating Global Presence through Exports



Leveraging relationship with Global OEMs in India to penetrate their Global Operations

Dedicated Marketing team for exploring opportunities in Overseas Markets

Caters to demand from OEM & Aftermarket

Exports to developed markets of North America, Europe, Australia and Asia-Pacific Region

Focusing to increase presence in Aftermarket of South East Asian Countries

Export order from Mahindra GenZe USA for eScooter Amphere

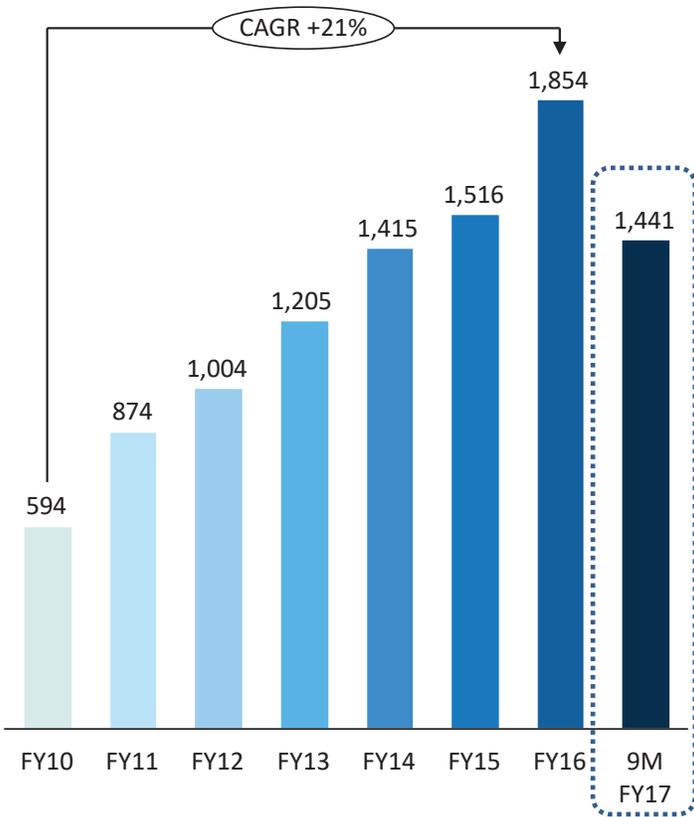
Won export order from ISUZU for Thailand and Indonesia in CV Segment

Signed an agreement with Gabriel South Africa to provide technology on products & processes

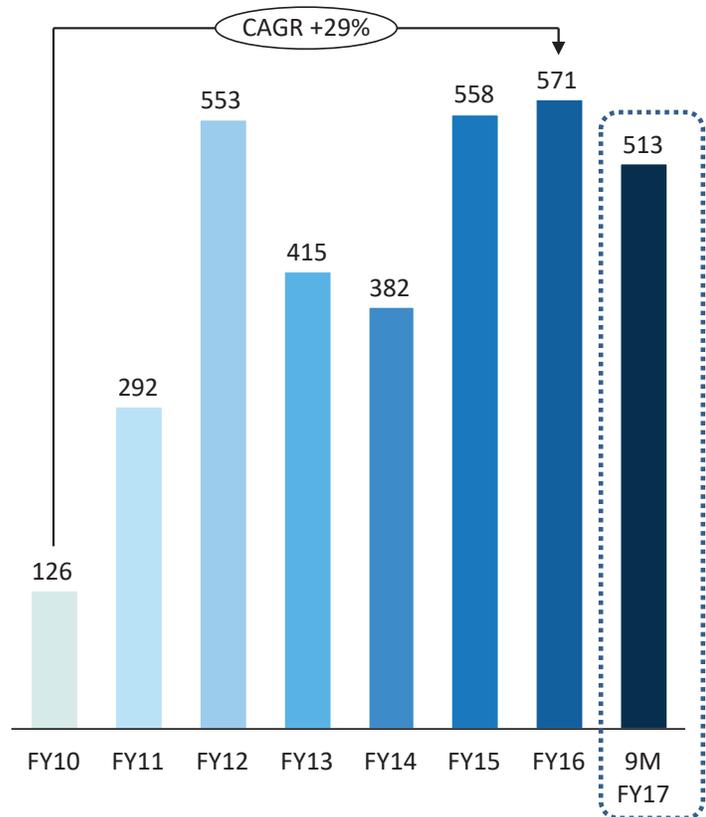
Aftermarket & Exports – Improving Performance **ANAND**

GABRIEL

Aftermarket Sales (Rs Mn)



Export Sales (Rs. Mn)



Strategic Manufacturing Footprint



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

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

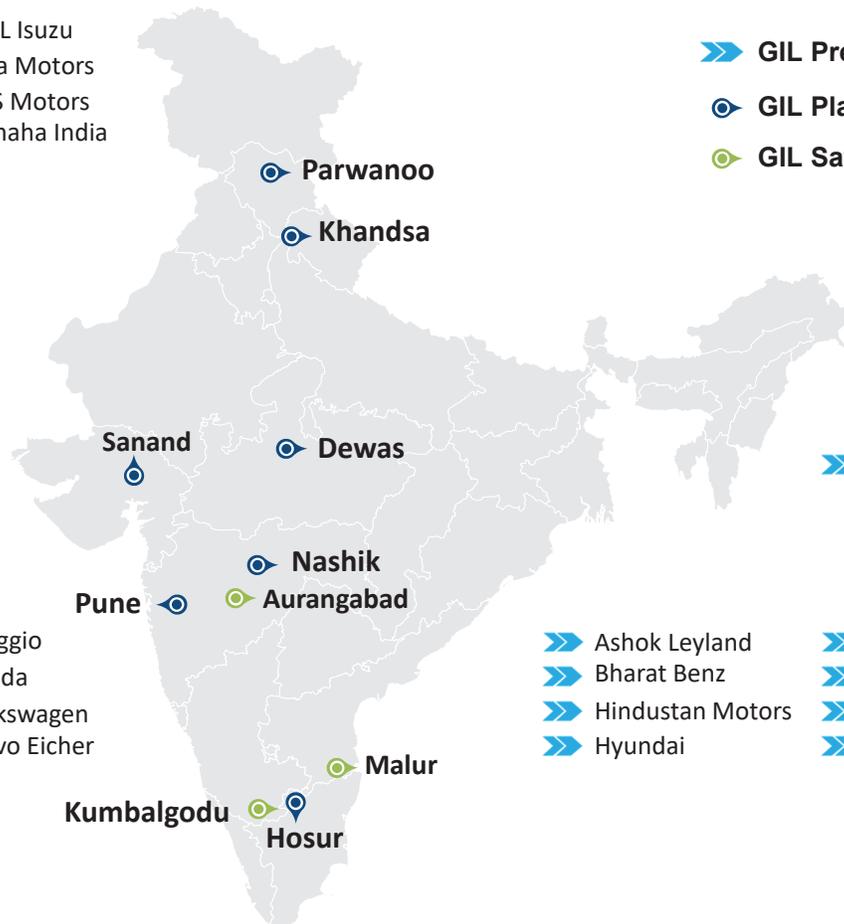
- » GIL Presence
- » GIL Plants
- » GIL Satellite Locations

- » 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.

... Manufacturing Facilities



GABRIEL

2/3 Wheelers



Key Features

- Commenced production in 1990
- Products: Shock Absorbers & Front Forks
- TC with Yamaha Motors Hydraulic System

Clientele



- Commenced production in 1997
- Products: Shock Absorbers & Front Forks
- TC with KYB Japan & Yamaha Motors Hydraulic System



- Commenced production in 2007
- Segment Served: 2Wheelers, Passenger Cars, Commercial Vehicles and Aftermarket
- Products: Shock Absorbers, Struts and Front Forks



... Manufacturing Facilities



GABRIEL

Passenger Cars



Key Features

- Commenced production in 1997
- Segment Served : Passenger Cars, Utility Vehicles and Railway
- Products: Shock Absorbers & Struts

Clientele



- Commenced production in 2007
- Products: Shock Absorbers & Struts
- TC with KYB Japan



- Commenced production in 2010
- Segment Served : Passenger Car & 2Wheelers
- Products: Shock Absorbers & Struts (Final Assembly)



... Manufacturing Facilities



GABRIEL

CV & Railways



Dewas

Key Features

- Commenced production in 1992
- Segment Served : OE, Aftermarket and Exports
- Products: Shox – Commercial Vehicles

Clientele



Strong In-house R&D & Global Technology Partners **ANAND**

GABRIEL

Key Principles of R&D

- Developing light weight products at competitive costs
- Developing products that will last longer with reduced replacement cycle
- Manufacturing of affordable embedded electronics for key products

DSIR Approved R&D Centres

Well equipped state-of-the-art

- Chakan
- Hosur
- Nashik

Possess capabilities for end-to-end product development

- Conceptualizing
- Designing
- Prototyping
- Testing
- Validation

Technical Collaborations with Global Partners

- KYB Japan – Passenger Cars
- KYBSE Spain – Passenger Cars & Commercial Vehicles
- Yamaha Motor Hydraulic System Company- 2 /3 Wheelers
- KONI – Luxury Commercial Vehicle & Buses

Focus on Shortening lead time for testing

- Invested in own Test Track at Hosur Plant
- In-house facility for customers for ride tuning of vehicles

Achieving Engineering Excellence



GABRIEL

First time in India -
Shock Absorbers
with Floating Piston

Designed &
developed Remote
Canister Shock
Absorber

First to Develop
Adjustable Electronic-
Hydraulic Shock
Absorber for a leading
SUV vehicle in
Aftermarket

First time in India -
Shock Absorber with
Hollow Piston Rod

**Proven Engineering
Capabilities –
PRODUCT &
PROCESS**

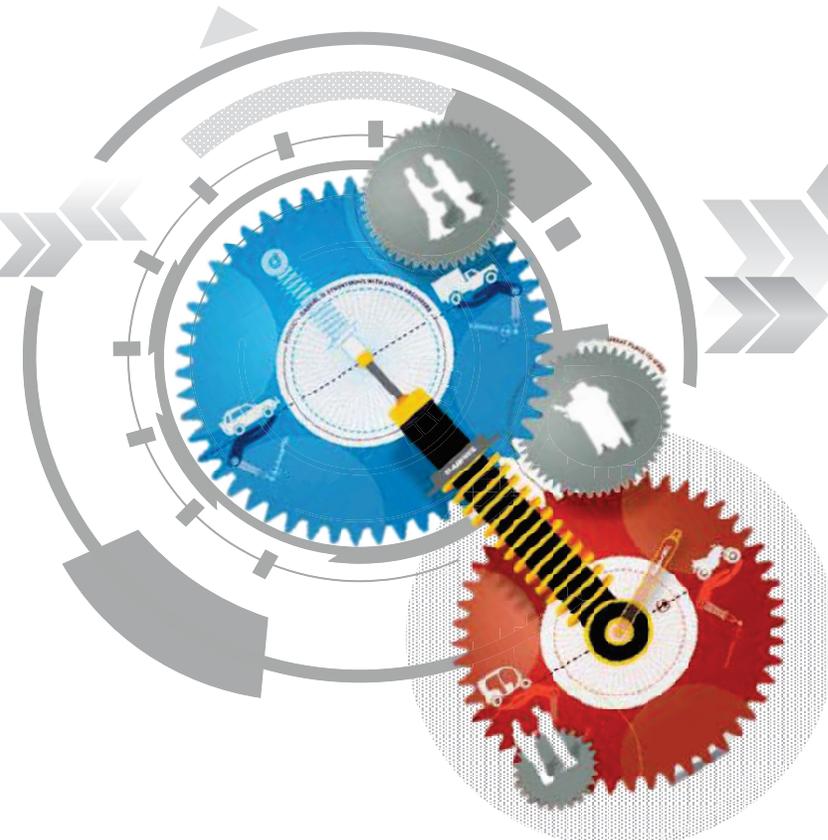
First Indian Company to
indigenously develop
Shock Absorbers for
High Speed Railway
Trains

Zero Discharge Chrome
Plating

India's 1st Robotic
Assembly line

Laser Welding
Technology, Friction
Welding Technology,
Water based
Autophoretic paint
system

Honored with "Golden Peacock Eco – Innovation Award 2012"



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**



Financial Highlights

Profit & Loss Highlights

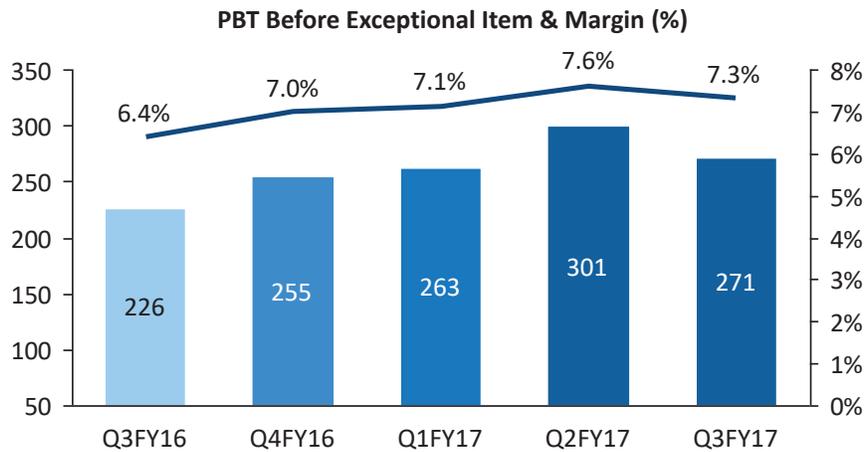
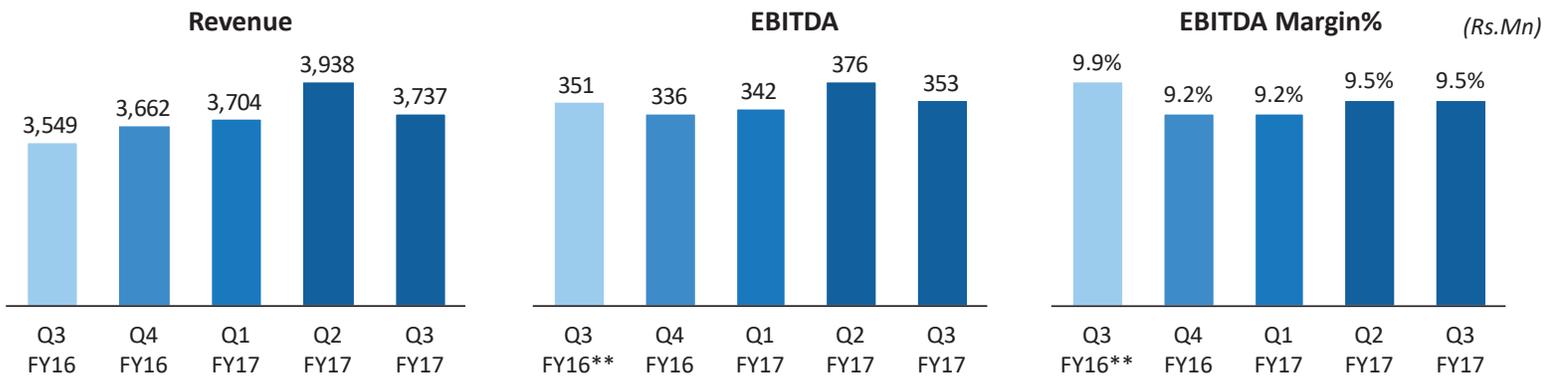
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Rs. Mn	Q3 FY17	% of revenue	Q3 FY16	% of revenue	YoY%	9M FY 17	% of revenue	9M FY 16	% of revenue	YoY%
Revenue	3,737	100.0%	3,549	100.0%	5.3%	11,380	100.0%	10,720	100.00%	6.2%
Raw Material	2,633	70.5%	2,494	70.3%		8,084	71.0%	7,644	71.3%	
Employee 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%	

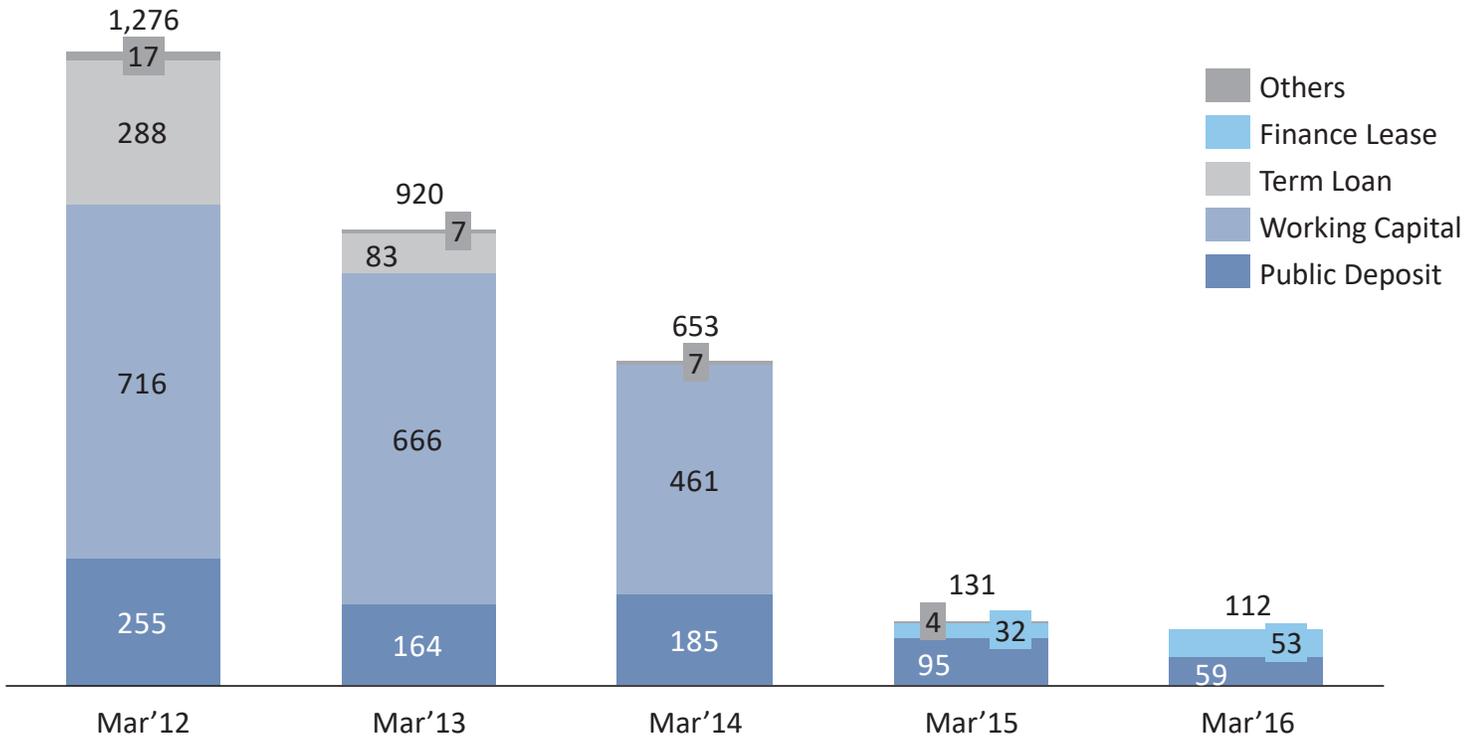
* Adjusted for the one time provision for Employee benefits expense for the quarter and nine months ended 31st December 2015 towards bonus for Rs. 36.26 million arising due to retrospective amendment of Payment of Bonus Act, 1965.

Quarterly Performance Trend



** 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.

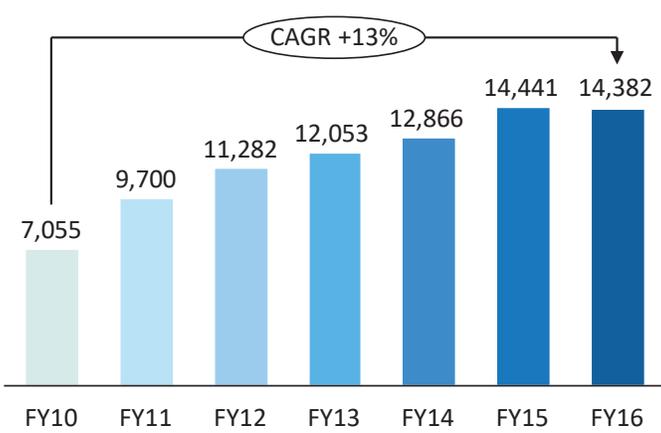
Reduction in Borrowings



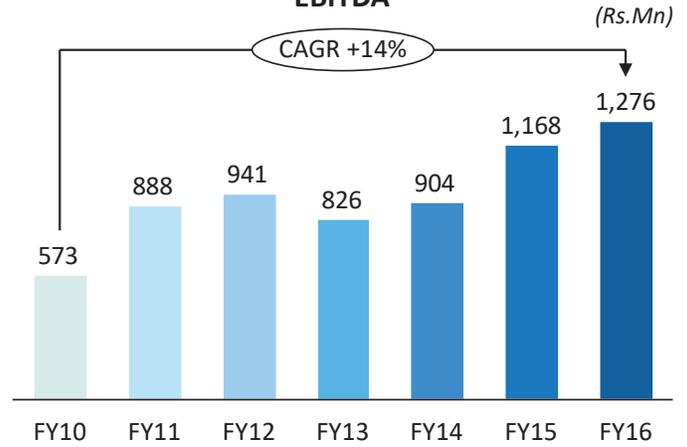
Annual Performance Trend



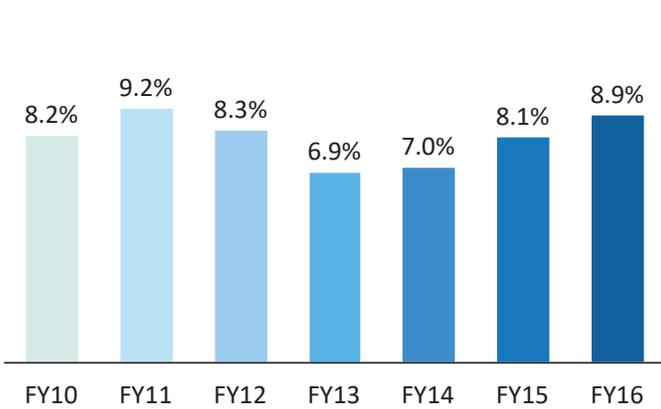
Revenue



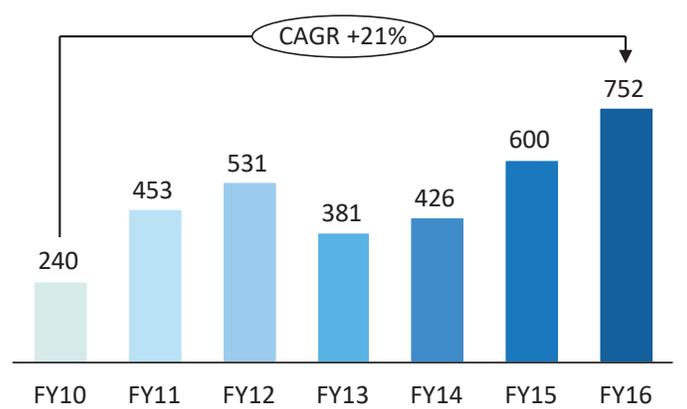
EBITDA



EBITDA Margin%



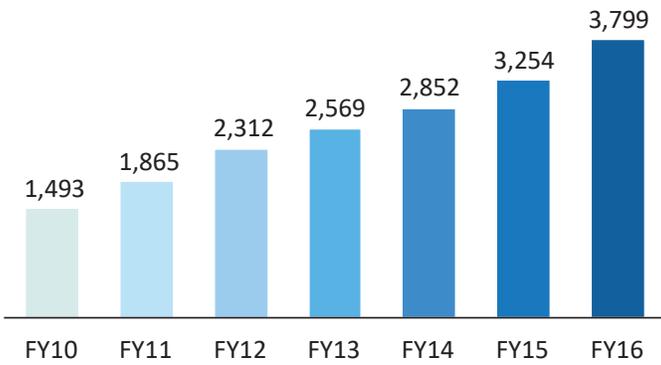
PAT



Annual Performance Trend

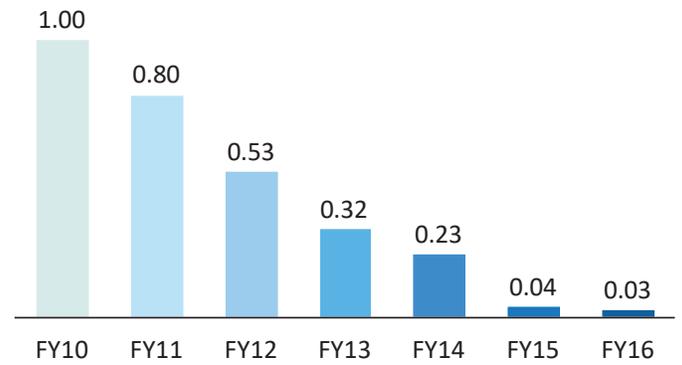


Networth

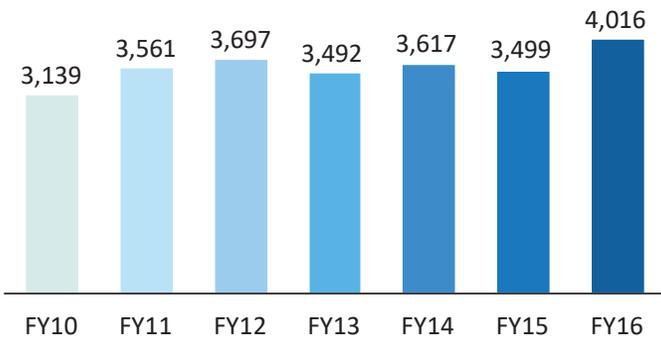


Debt:Equity

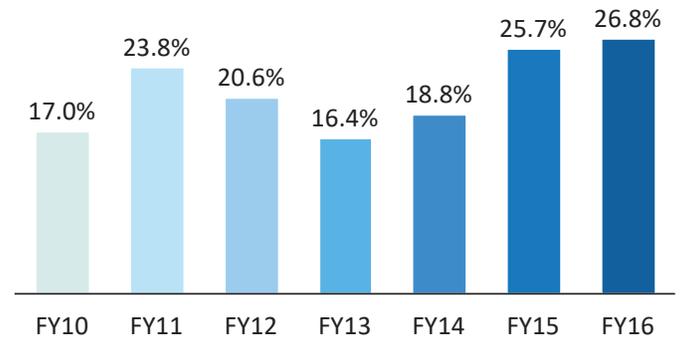
(Rs.Mn)



Funds Employed



ROCE



Historical Profit & Loss Highlights



GABRIEL

Rs.Mn	FY16	FY15	FY14	FY13
Revenue	14,382	14,441	12,866	12,053
Raw Material	10,282	10,434	9,266	8,644
Employee Expenses	1,150	1,077	982	911
Other Expenses	1,674	1,762	1,714	1,672
EBITDA	1,276	1,168	904	826
<i>Margin</i>	9.0%	8.1%	7.0%	6.9%
Other Income	42	43	56	40
Interest & Finance Charges	25	55	90	123
Depreciation	332	311	271	273
PBT before Exceptional Item	961	841	600	471
<i>Margin</i>	6.7%	5.8%	4.7%	3.9%
Exceptional Item*	6	6	42	59
PBT	955	835	558	412
Tax	203	235	132	30
PAT	752	600	426	381
<i>PAT Margin</i>	5.2%	4.2%	3.3%	3.2%
Cash PAT**	1,084	912	697	654

* Exceptional Item includes provision made on re-assessment of disputed liabilities towards rates & taxes

** Cash PAT = PAT + Depreciation

Balance Sheet Highlights

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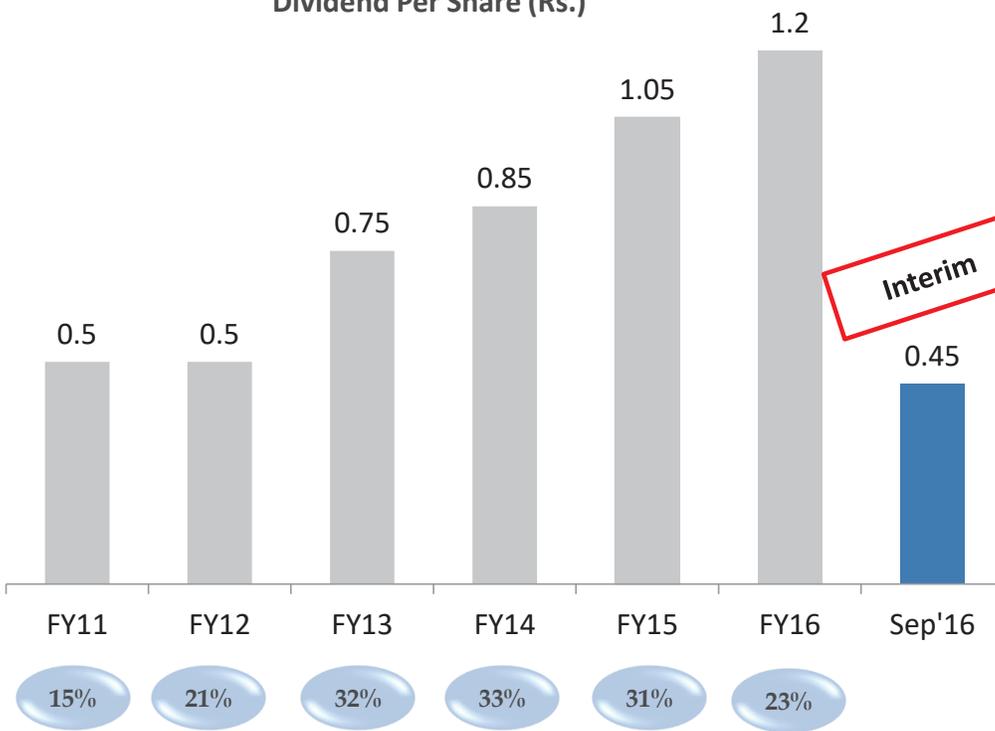
Rs. Mn	Mar-16	Mar-15
Shareholder's Fund	3,799	3,254
Share capital	144	144
Reserves & Surplus	3,656	3,111
Non-current liabilities	277	260
Long term borrowings	81	61
Other non-current liabilities	197	198
Current liabilities	2,640	2,674
Short term borrowings	362	315
Trade Payables	1,781	1,907
Other current liabilities	497	453
Total Liabilities	6,716	6,188

Rs. Mn	Mar-16	Mar-15
Non-current assets	2,997	2,958
Fixed assets	2,746	2,708
Long-term loans and advances	236	226
Other non-current assets	14	24
Current assets	3,719	3,230
Inventories	1,107	1,121
Trade receivables	1,924	1,748
Cash and bank balances	362	39
Short-term loans and advances	290	309
Other current assets	36	13
Total Assets	6,716	6,188

Improving Dividend Profile



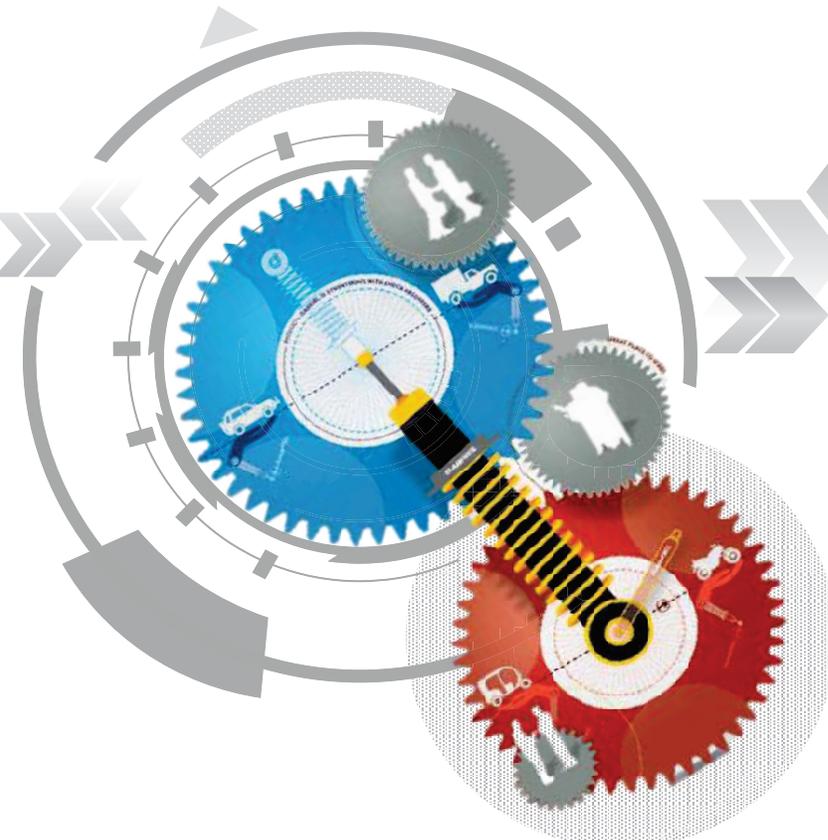
Dividend Per Share (Rs.)



Interim

- 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



Corporate Overview

1961-1990

- Incorporated Gabriel India in 1961
- Serviced Commercial Vehicles segment from plant in Mulund
- In House design centre followed by in house SPM design center

1991 - 2000

- Single Unit Manufacturing to Multi Location segment wise manufacturing : Passenger cars segment with plant at Chakan & launch of McPherson Struts & Gas shock Absorbers, 2W segment with Plant in Nashik & Hosur, CV segment with plant at Dewas
- OE Model – First time in Auto Industry

2001 - 2010

- Exports to Yamaha (Japan) Commenced
- Sets up the Parwanoo facility, manufactures shock absorbers for Commercial Vehicles and 2-Wheelers, struts for Passenger Cars and front forks for motorcycles
- Entry into Suzuki Motorcycles
- Business awarded for Yamaha 'New Gen' motorcycles

2011-2012

- 2011 R&D Facility at Hosur & Nashik recognized by DSIR
- Supply commenced to Volkswagen India
- Strengthens Aftermarket through highly successful loyalty programme

2013 - 2014

- With key focus on R&D, launches a full-fledged new 2-Wheeler R&D centre in Hosur
- Expanded presence in China with inauguration of China office
- To enhance product and customer focus, Strategic Business Units (SBUs) based on product sectors were formed each headed by a COO

2015- 2016

- Received an approval to manufacture Linke- Hofmann-Busch (LHB) Dampers from Indian Railways for high-speed Trains
- Aftermarket business achieves a record sales of INR 200 Cr
- Great Place to Work® recognizes Gabriel as 43rd best place to work in India and 2nd in the Indian Auto Component industry for 2015

Led by Experienced Professionals



Mr. Deepak Chopra – Group CEO, Anand Group



- Chartered Accountant & Company Secretary, with 37 years of experience across Industries
- Associated with Anand Group since 1976
- Rich experience in Finance, Tax, Operations, Secretarial, and Project Management

Mr. Manoj Kolhatkar – MD, Gabriel India



- B.E. Mechanical & DBM, with more than 25 years of experience in Automotive industry
- Associated with Gabriel India since 2011
- Prior to this, served in TATA Group in senior roles for 22 years

Mr. Rajendran Arunachalam – CFO, Gabriel India



- Qualified CPA (USA) and Degree in Management from BITS Pilani
- Associated with Gabriel India since Nov' 2013
- More than 20 years of experience in areas Finance, Treasury across various industries

Led by Experienced Professionals



Mr. Rajendra Abhange, CTO



Mr. Atul Jaggi , COO, TWBU



Mr. Amitabh Srivastava, COO, AMBU



Mr. Sarabjit Singh, COO, PCBU



Mr. Umesh Shah , COO, CVRBU



Mrs. Anjali Singh – Chairperson, Gabriel India

- Joined Anand Group in 2005
- Studied Business Management at University of Westminster, UK, and Fine Arts at Central Martin's School of Arts and Design, UK
- Also serves as Chairperson, Supervisory Board, Anand Group since 2011

Mr. Jagdish Kumar – Group President & Group CFO, Anand Group

- Joined Anand Group in September 2015
- Over 29 years of cross cultural experience of running business at Asia Pacific level as well leading Strategic Planning efforts for Asia-Pacific at Global Companies like Du Pont, BILT, TCS

Mr. Pradipta Sen – Non Executive Independent Director

- President for India, Middle East and Africa region of Emerson, Fortune 500 conglomerate
- Prior to joining Emerson, Mr. Sen spent 16 years with General Electric, USA in leadership roles
- Also sits on the Boards of various Emerson subsidiary companies like Emerson Process Management India Pvt Ltd, Emerson Climate Technologies Ltd

Mr. Aditya Vij – Non Executive Independent Director

- Over 3 decades of experience in the corporate world with a proven track record of developing and turning around businesses in various leadership positions.
- Served as the Chief Executive Officer at Fortis Healthcare Limited from July, 2011 to November, 2014. He joined Fortis Healthcare from Punj Lloyd where he held the position of Group President – Defence
- Prior to Punj Lloyd, Mr. Aditya Vij had a distinguished innings of 18 years with General Motors, across five countries in Europe and Asia. He served as an Executive Director of Sales, Marketing and After-Sales at General Motors Europe AG

Mr. Atul Khosla – Non Executive Independent Director

- Founding Partner for Oliver Wyman (the leading global consultancy) in India
- Actively involved in higher education and research in India, and founding trustee of Shoolini University at Solan, Himachal Pradesh
- B.Tech from the Indian Institute of Technology at Kanpur and MBA from the Jamnalal Bajaj Institute of Management Studies, Mumbai



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

Golden Peacock Award

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Gabriel Parwano awarded with prestigious Golden Peacock Award for HR Excellence



Gabriel Dewas won Third price – FICCI Quality systems Excellence award in large scale category

Awarded with "GREAT PLACE TO WORK"



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



- “Silver Quality Award” from Bajaj Auto
- “Overall Cost Reduction” Award from Suzuki Motorcycles for 2015-16
- 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
- FICCI Quality System Excellence Award for Manufacturing 2015
- Gold Trophy in the Excellence in HR (Special) Category by ACMA
- “Strong Commitment to HR Excellence” by CII
- Bronze Award in International Convention on Quality Circle (ICQC) at South Korea
- 1st Rank in Honda Cars Quality Circle & Kaizen competition



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For further information, please contact:

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rajendran.arunachalam@gabriel.co.in

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Jigar.Kavaiya@sgapl.net / sameer.pardikar@sgapl.net

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