

February 13, 2018

**BSE Limited**  
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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)

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

Dear Sirs,

We are enclosing herewith the Investor/Result 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**



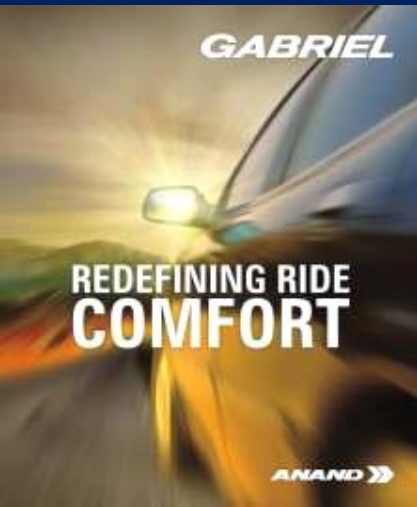
**Nilesh Jain**  
**Company Secretary**



Encl : a/a

# Gabriel India Ltd.

Result Update Presentation – Q3 FY18

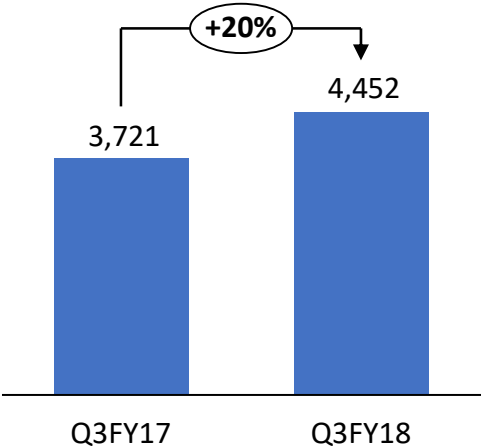


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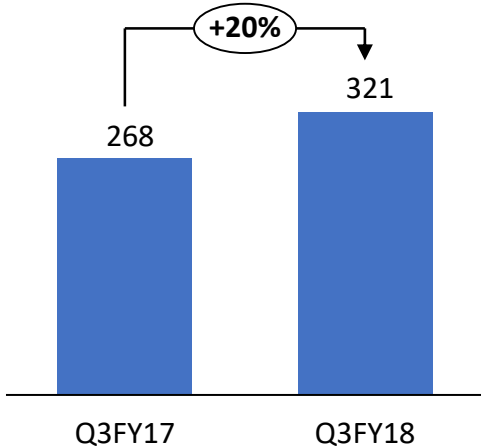
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## Revenue



## PBT

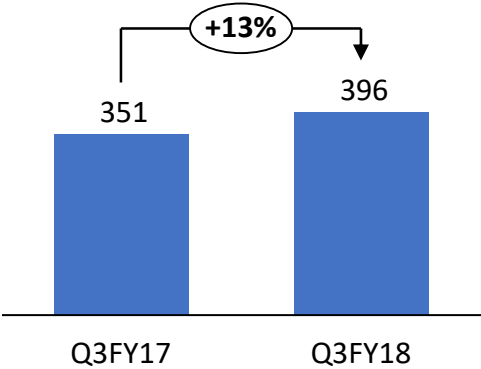


### Key Highlights

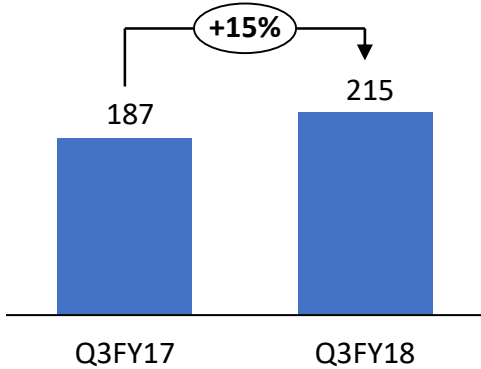
**Revenue:** Revenue led by Higher Volumes across all the segments

**PAT:** Increase in tax expense due to reduction of 35 (2AB) benefit from 200% to 150%

## EBITDA



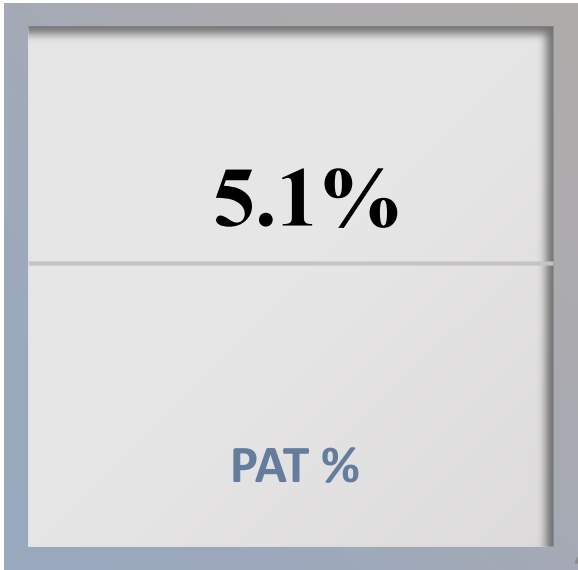
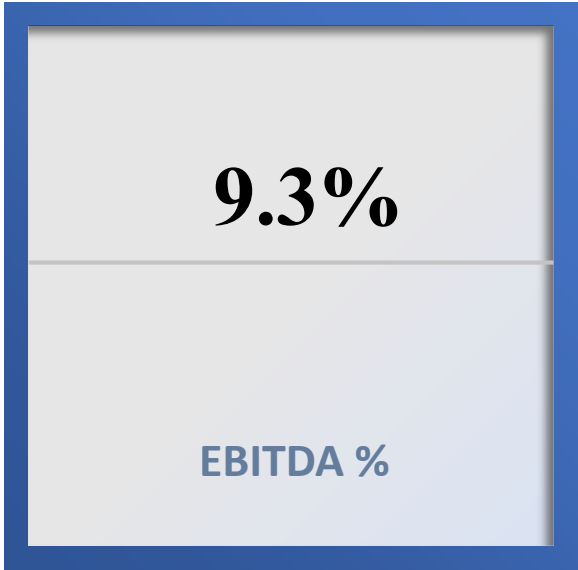
## PAT



Note: Q3FY18 compared with Q3FY17 as per INDAS

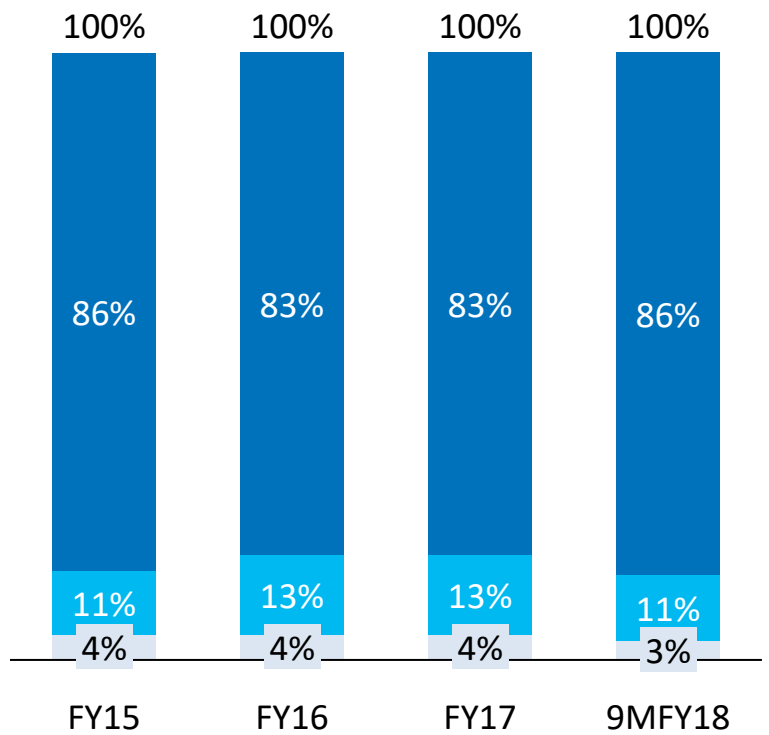
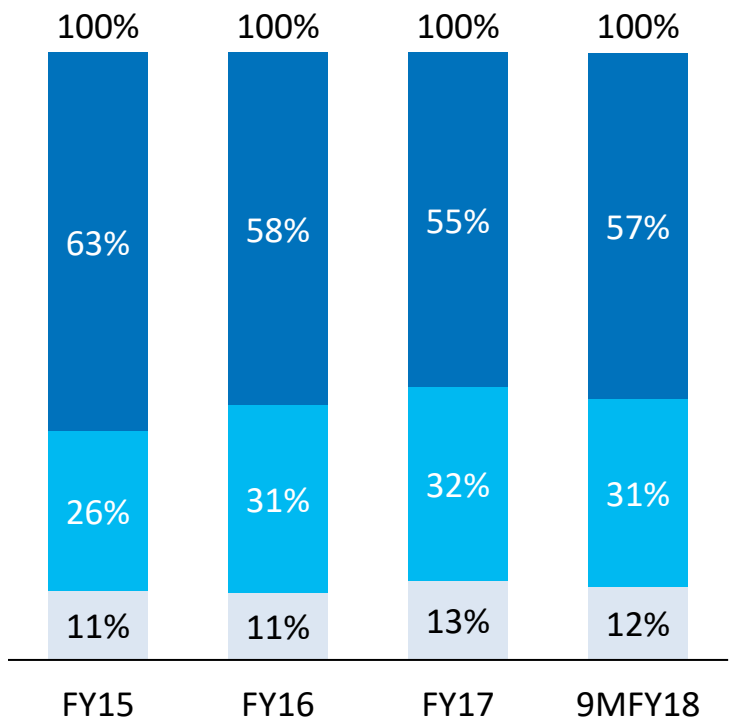
(Rs.Mn)

**GABRIEL**



Segment – Mix

Channel – Mix



- 2W/3W
- Passenger Vehicles
- Commercial Vehicles

- OE
- Replacement
- Export

| Rs. Mn                              | Q3FY18       | % of          | Q3 FY17      | % of          | YoY%         | 9M FY18       | % of Revenue  | 9M FY17       | % of Revenue  | YoY%         |
|-------------------------------------|--------------|---------------|--------------|---------------|--------------|---------------|---------------|---------------|---------------|--------------|
| <b>Revenue (net of excise duty)</b> | <b>4,452</b> | <b>100.0%</b> | <b>3,721</b> | <b>100.0%</b> | <b>19.6%</b> | <b>13,357</b> | <b>100.0%</b> | <b>11,326</b> | <b>100.0%</b> | <b>17.9%</b> |
| Raw Material                        | 3,162        | 71.0%         | 2,633        | 70.8%         |              | 9,561         | 71.6%         | 8,086         | 71.4%         |              |
| Employee Expenses                   | 404          | 9.1%          | 314          | 8.4%          |              | 1,141         | 8.5%          | 930           | 8.2%          |              |
| Other Expenses                      | 490          | 11.0%         | 423          | 11.4%         |              | 1,410         | 10.6%         | 1,223         | 10.8%         |              |
| <b>EBITDA</b>                       | <b>396</b>   | <b>8.9%</b>   | <b>351</b>   | <b>9.4%</b>   | <b>12.8%</b> | <b>1,246</b>  | <b>9.3%</b>   | <b>1,087</b>  | <b>9.6%</b>   | <b>14.6%</b> |
| Other Income                        | 22           | 0.5%          | 11           | 0.3%          |              | 50            | 0.4%          | 37            | 0.3%          |              |
| Interest                            | 5            | 0.1%          | 6            | 0.2%          |              | 22            | 0.2%          | 21            | 0.2%          |              |
| Depreciation                        | 92           | 2.1%          | 88           | 2.4%          |              | 276           | 2.1%          | 263           | 2.3%          |              |
| <b>PBT</b>                          | <b>321</b>   | <b>7.2%</b>   | <b>268</b>   | <b>7.2%</b>   | <b>20.0%</b> | <b>997</b>    | <b>7.5%</b>   | <b>840</b>    | <b>7.4%</b>   | <b>18.7%</b> |
| Tax                                 | 106          | 2.4%          | 81           | 2.2%          |              | 312           | 2.3%          | 240           | 2.1%          |              |
| <b>PAT</b>                          | <b>215</b>   | <b>4.8%</b>   | <b>187</b>   | <b>5.0%</b>   | <b>15.0%</b> | <b>685</b>    | <b>5.1%</b>   | <b>600</b>    | <b>5.3%</b>   | <b>14.2%</b> |
| Other Comprehensive Income          | 7            |               | -16          |               |              | 25            |               | -38           |               |              |
| <b>Total Comprehensive Income</b>   | <b>223</b>   | <b>5.0%</b>   | <b>172</b>   | <b>4.6%</b>   | <b>29.7%</b> | <b>711</b>    | <b>5.3%</b>   | <b>563</b>    | <b>5.0%</b>   | <b>26.3%</b> |
| <b>Cash PAT</b>                     | <b>308</b>   | <b>6.9%</b>   | <b>275</b>   | <b>7.4%</b>   | <b>11.8%</b> | <b>962</b>    | <b>7.2%</b>   | <b>863</b>    | <b>7.6%</b>   | <b>11.4%</b> |

| Impacted Item                    | Impact  |
|----------------------------------|---|
| Investment in Mutual Funds       | <ul style="list-style-type: none"> <li>Measurement of investment in Mutual Funds at fair value through profit and loss</li> </ul>   |
| Investment in Equity Instruments | <ul style="list-style-type: none"> <li>Measurement of investment in Equity Instruments at fair value through profit and loss</li> </ul>   |
| Proposed Dividend                | <ul style="list-style-type: none"> <li>Proposed Dividends to be recognized in the year when they are approved by shareholders in the Annual General Meeting</li> </ul>  |
| Employee Benefits                | <ul style="list-style-type: none"> <li>Actuarial gains and losses on defined benefit obligations to be recorded through OCI</li> <li>Interest cost on net defined benefit obligation would form part of finance cost</li> </ul> |
| Deferred Tax                     | <ul style="list-style-type: none"> <li>Deferred tax impact on above adjustments</li> </ul>  |

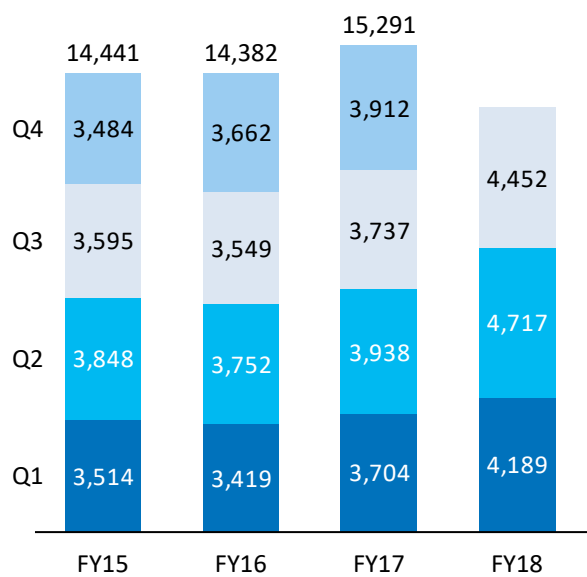


(Rs. Mn)

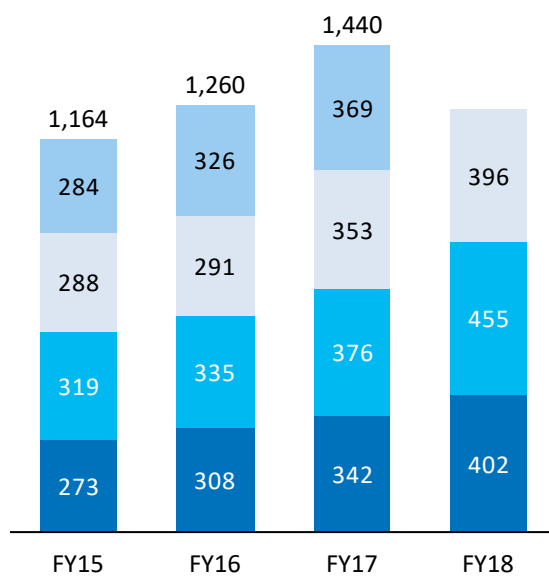
| Particulars                                     | Q3FY17       |
|---|--------------|
| <b>Profit After Tax reported as per I GAAP</b>  | <b>188.3</b> |
| Actuarial loss on employee defined benefit plan | (1.2)        |
| Effect of fair valuation of security deposit    | 0.1          |
| <b>Profit After Tax reported as per Ind AS</b>  | <b>187.2</b> |
| Actuarial gain / loss on defined benefit plans  | 1.8          |
| Change in fair value of cash flow hedge         | (25.6)       |
| Deferred tax adjustment                         | 8.2          |
| <b>Total Comprehensive Income as per Ind AS</b> | <b>171.6</b> |

## GABRIEL

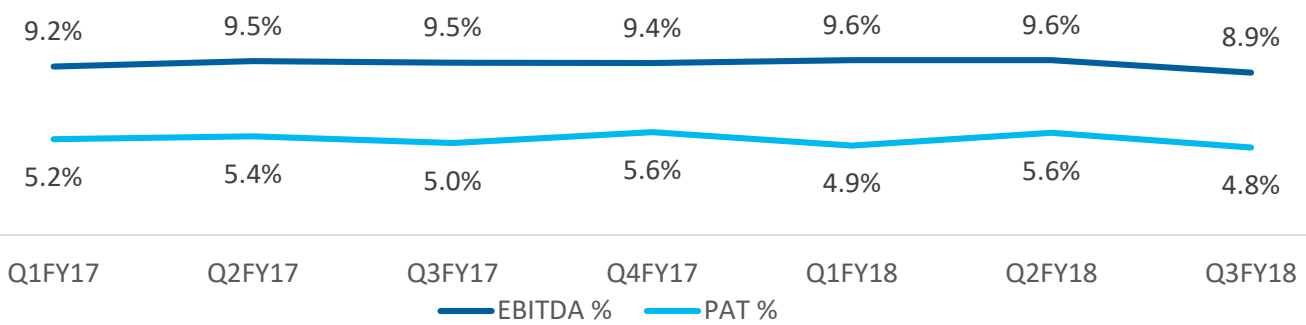
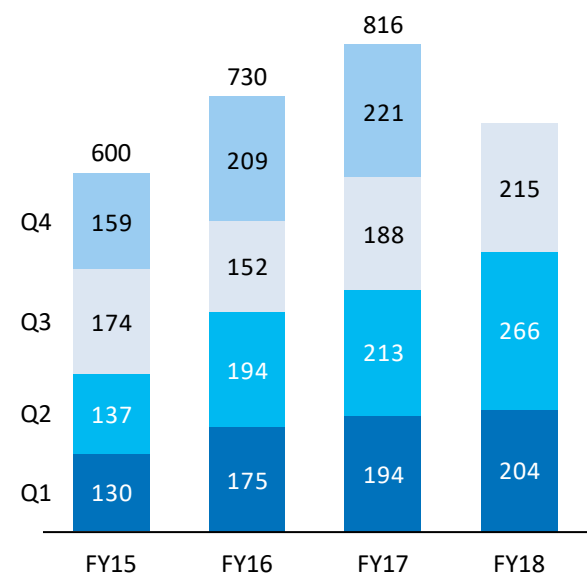
### Revenue



### EBITDA



### PAT



Note: \*Data as per INDAS

(Rs.Mn)

**GABRIEL**



**Supply Excellence Award - SML ISUZU Ltd**



**Gold Award in Health & Safety Category – ACMA Center of Technology (ACT)**



**Gold Award in the International Convention on Quality Control Circles held in Philippines**

**GABRIEL**



Senior management from OEMs along with key dignitaries visited Anand Group Stall

GABRIEL

2017

- Ranked #2 in Auto & Auto Component Industry
- Rank #52 among Top 100 Companies to work for in India

2016

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

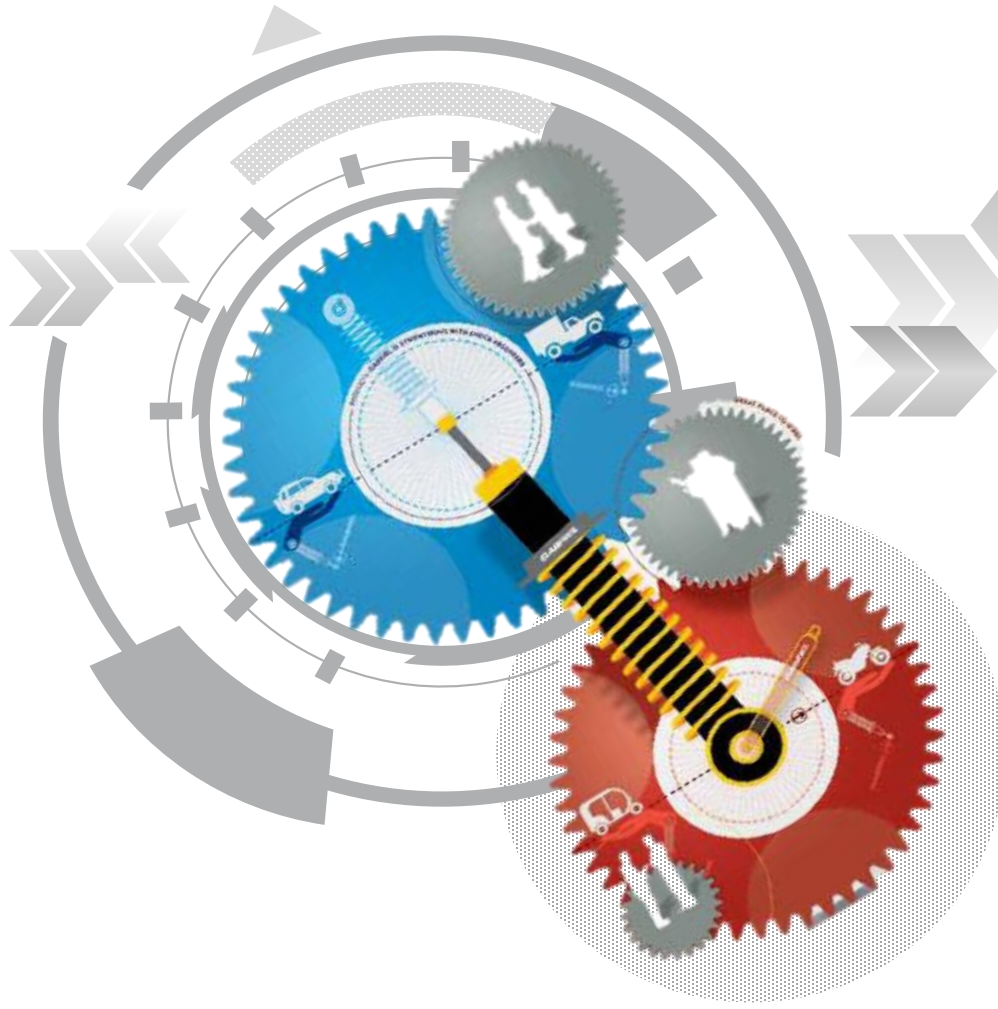
2015

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

2012

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





# 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 43 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



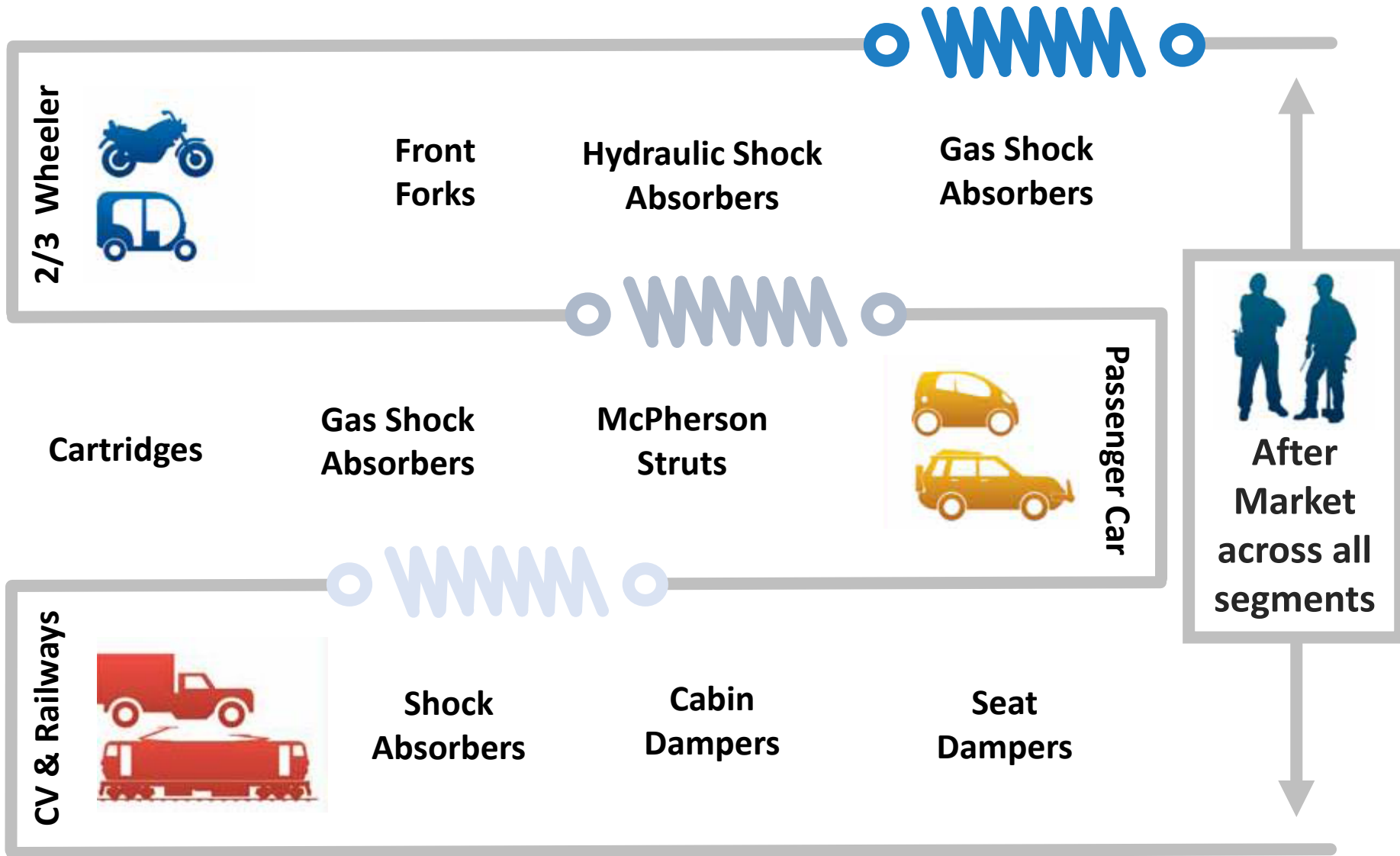
Received the "Golden Peacock Eco Innovation Award" in the year 2012

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

Ranked as a "Great Place to Work" in Auto Component Industry for 2012, 2015, 2016 & 2017



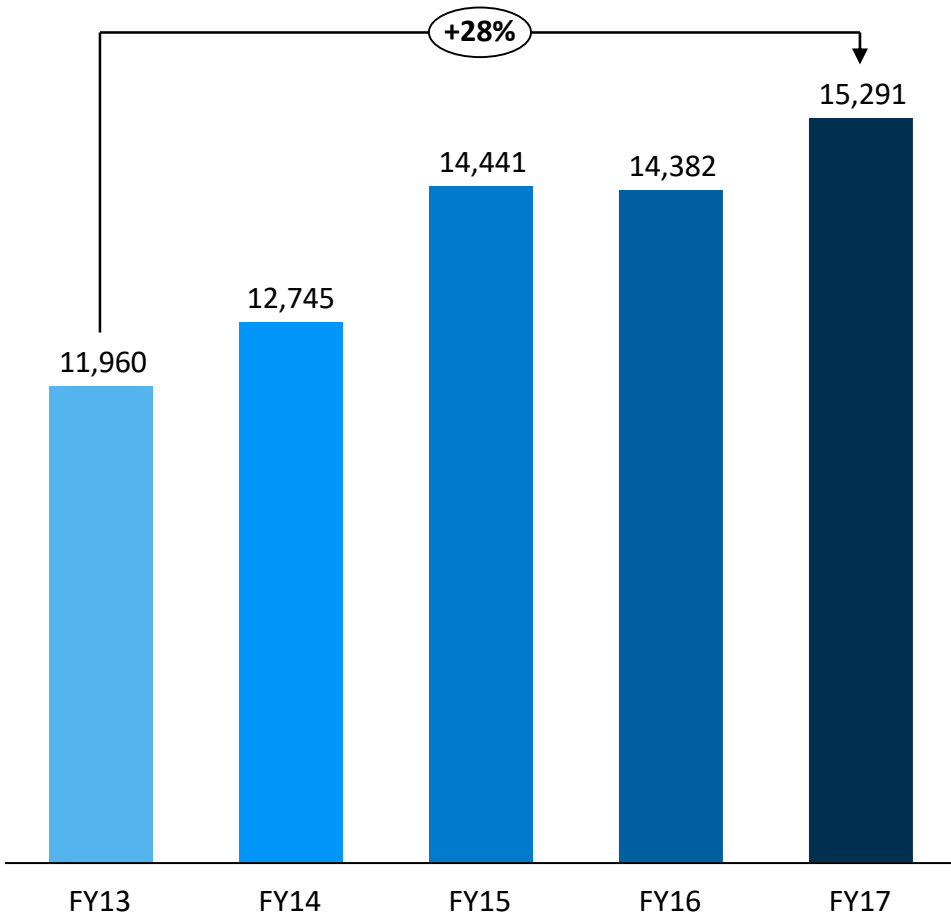
**GABRIEL**



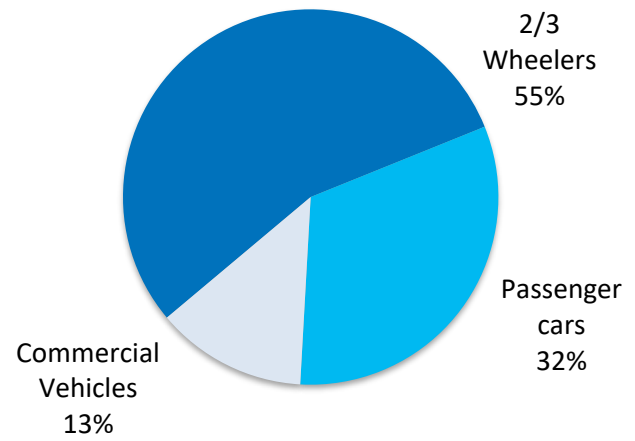


**GABRIEL**

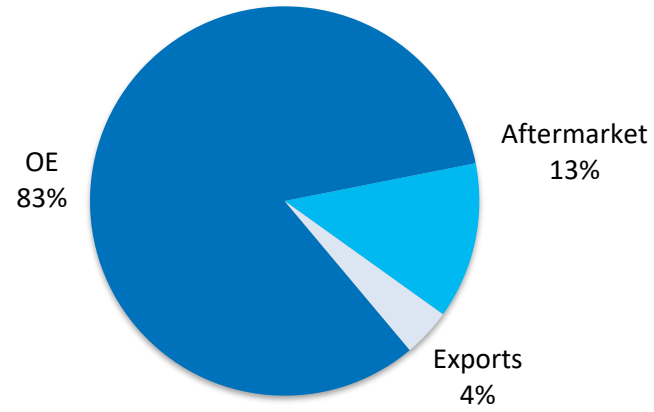
**Revenue (Rs. Mn)**



**Segment Mix: FY17**



**Channel Mix: FY17**



## 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

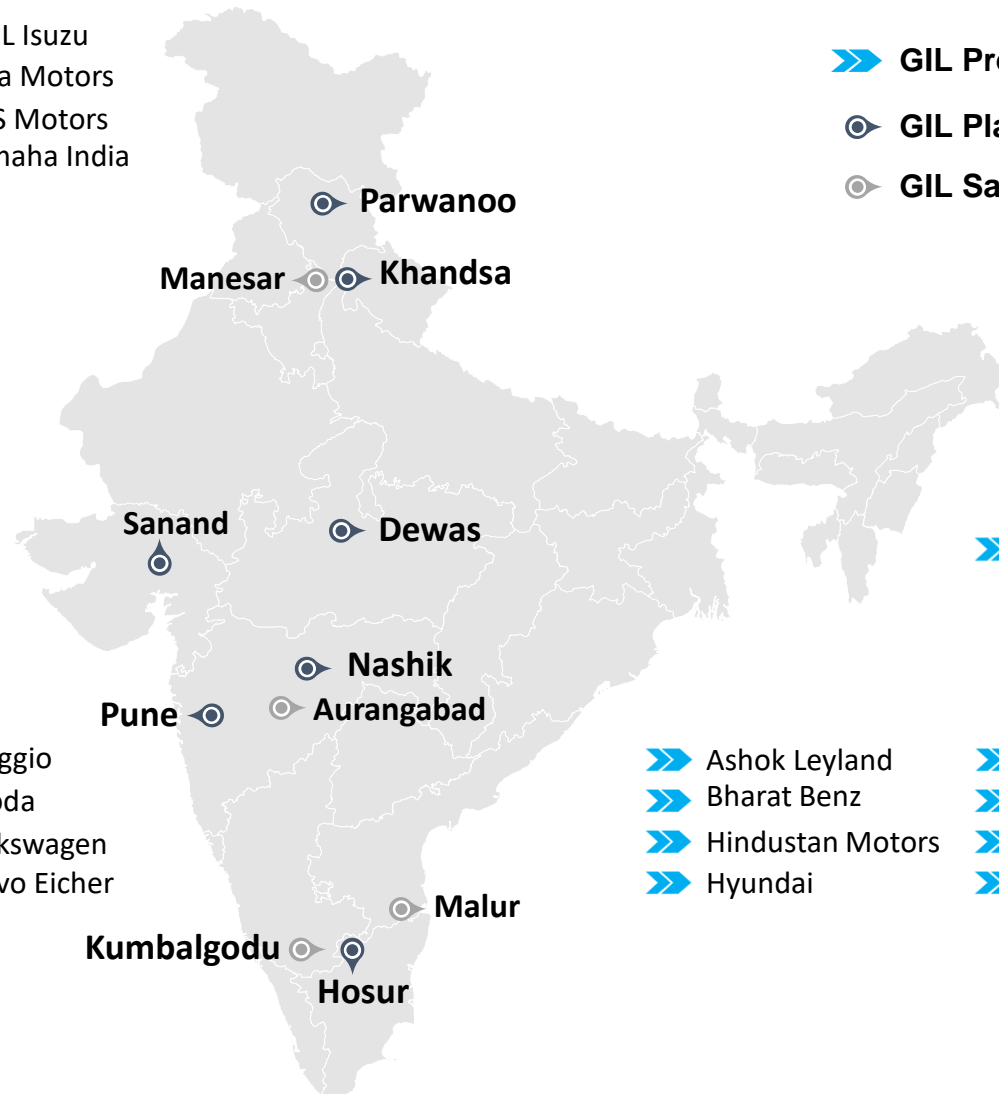
- » Bajaj Auto
- » GM
- » Force Motors
- » FIAT
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

- » Piaggio
- » Skoda
- » Volkswagen
- » Volvo Eicher

» GIL Presence

📍 GIL Plants

📍 GIL Satellite Locations

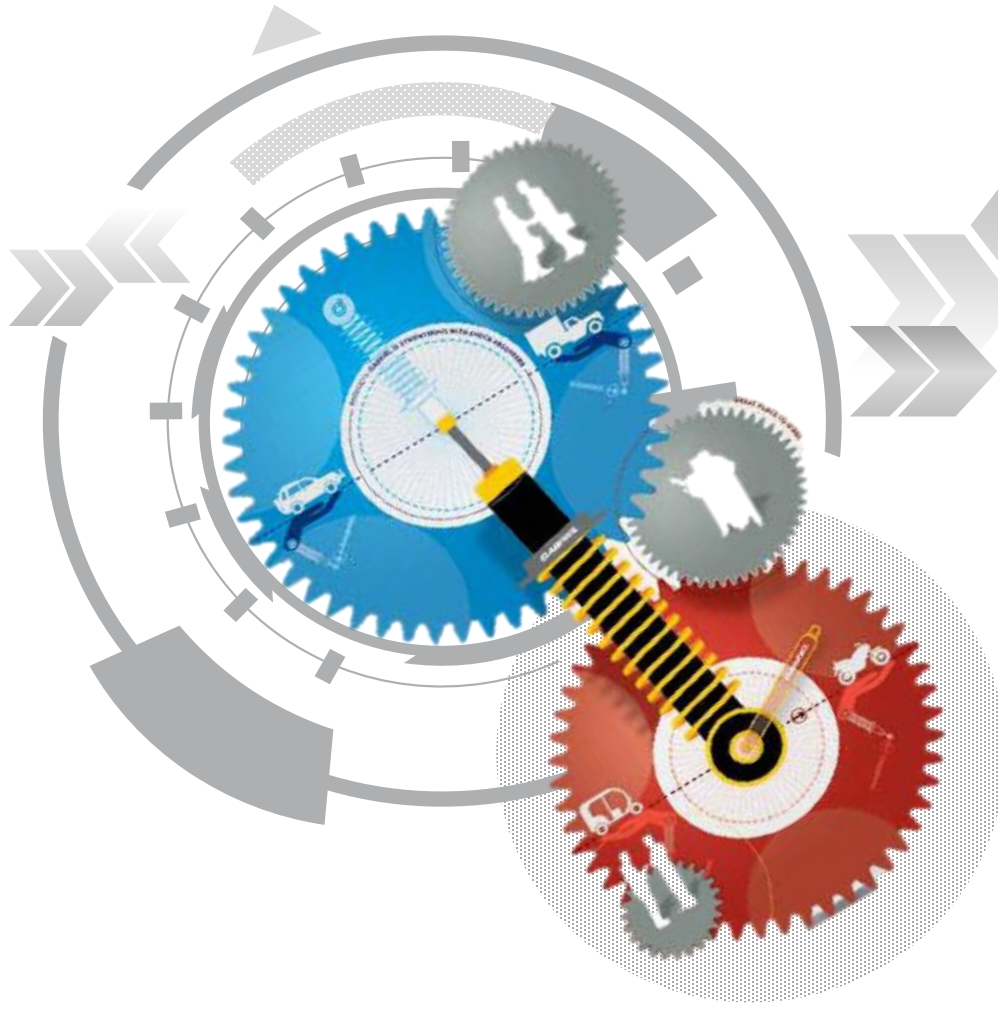


» Hindustan Motors

- » 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



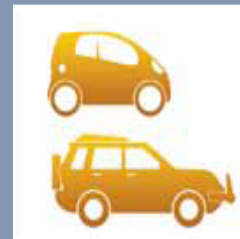
## Aftermarket

- Product Development
- Expanding Reach



## Passenger Car

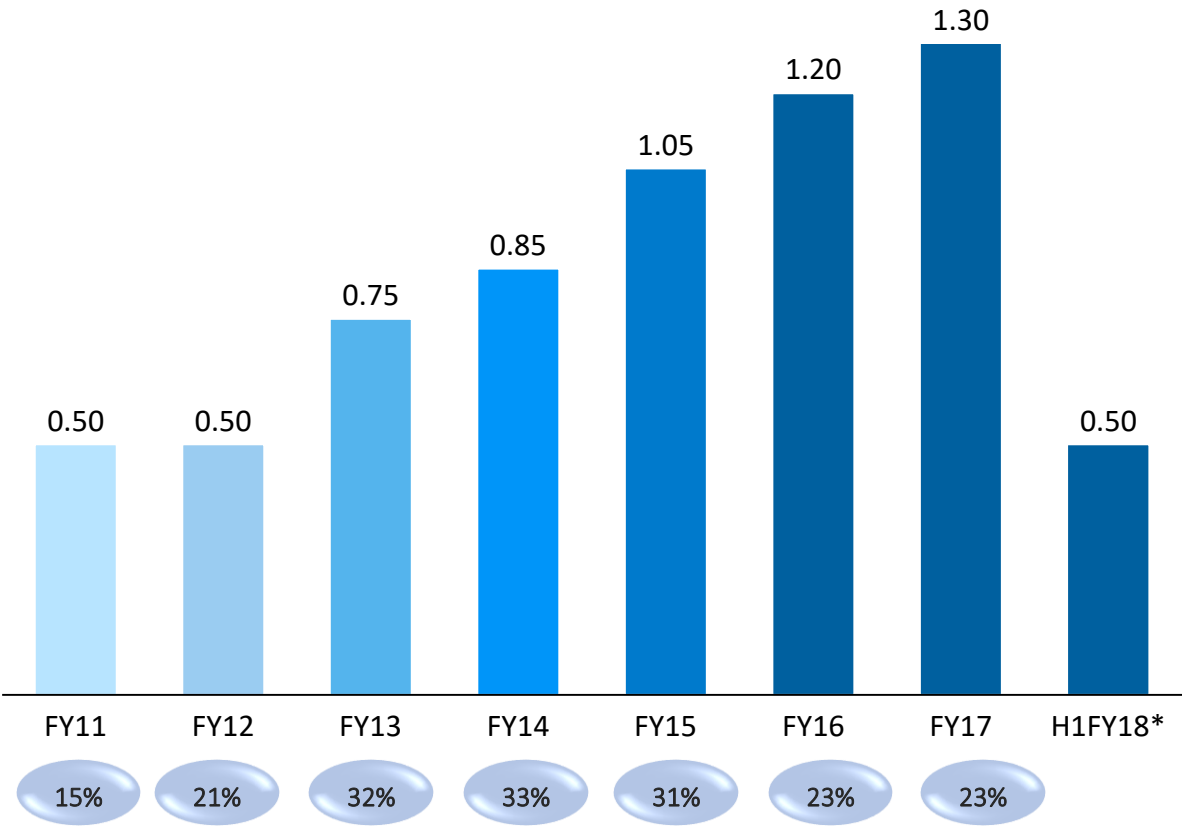
- Product Innovation
- Improving Market Share



**To derive benefits from Customer & Product Focus,  
Export Push and After market expansion**



Dividend Per Share (Rs.)



Pay out Ratio      \*Interim Dividend

- Continuous Dividend since 1998
- Stable Payout Ratio
- Declared Interim Dividend of Re. 0.50 per share, amounting to 50% of Face Value.

**For further information, please contact:****Company :**

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