

February 19, 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 Sir,

**Sub: Intimation of Schedule of Analyst / Institutional Investor meetings under the
SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015**

Pursuant to Regulation 30(6) 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	Organised by	Place
February 22, 2016	Kotak Securities Limited	Mumbai

We further inform that the copy of the latest Investor Presentation is being uploaded on the website of the Company www.gabrielindia.com and also the same is being attached herewith for your information and also for the information of the members and public at large.

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

Thanking you,

Yours faithfully,

For Gabriel India Limited



Pranvesh Tripathi
Company Secretary

Encl : a/a

Gabriel India Ltd.

Investor Presentation – February 2016



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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the auto ancilliary industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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

"Golden
Peacock
Eco
Innovation
Award in
2012"

Over 16
Product &
Process
Patents

"Great Places To
Work" - Ranked
No.2 in Auto
Component
Industry

Incorporation of Company, Gabriel India, in 1961



Pioneer of Ride Control Products in the country

Established significant presence in all channels of automotive sale,
OE, Aftermarket and Exports

Well diversified OEM Customer Base in every automotive segment,
2/3 Wheelers, Passenger Cars and Commercial Vehicles

Built Strong Manufacturing Capabilities across India

Strong R&D with over 16 patents in Products & Processes

Led by Experienced & Professional Management



Business Overview

Head Office, Pune, India

GABRIEL

2/3 Wheeler



Passenger Car



Commercial Vehicle & Railways



Front Forks

McPherson Struts

Shock Absorbers

Hydraulic Shock Absorbers

Gas Shock Absorbers

Cabin Dampers

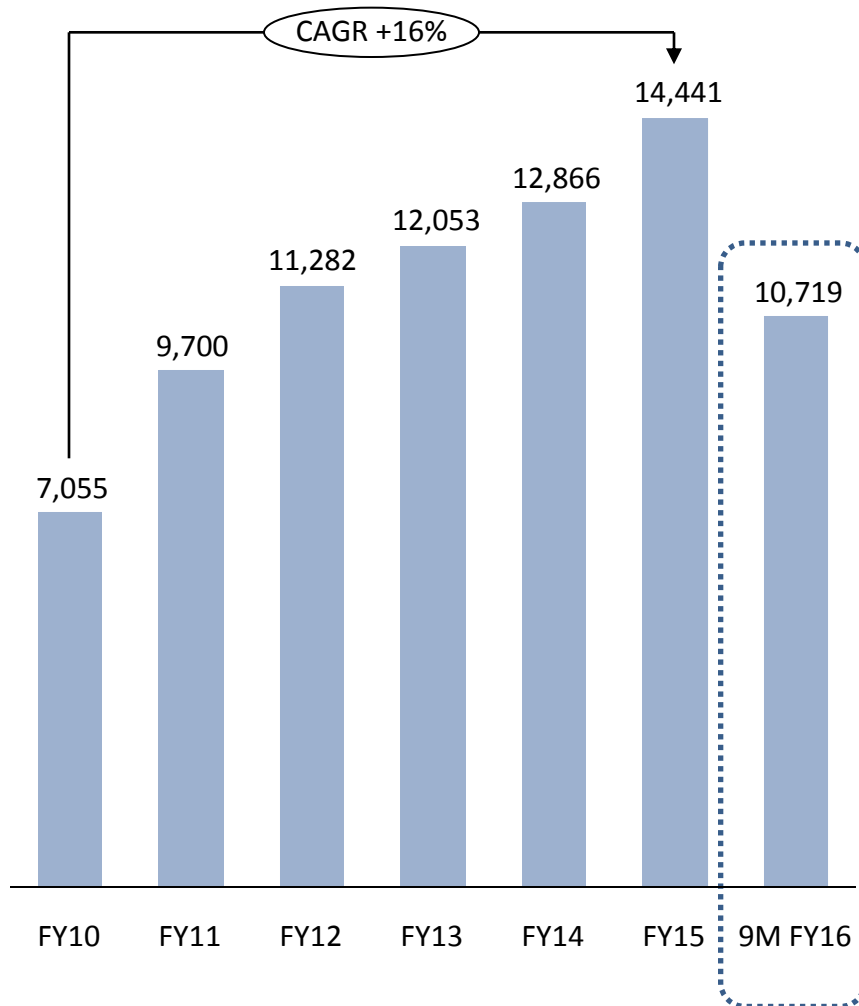
Gas Shock Absorbers

Cartridges

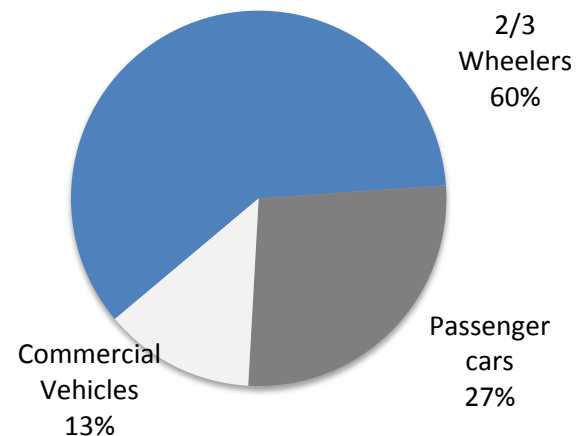
Seat Dampers

AFTER MARKET ACROSS ALL SEGMENTS

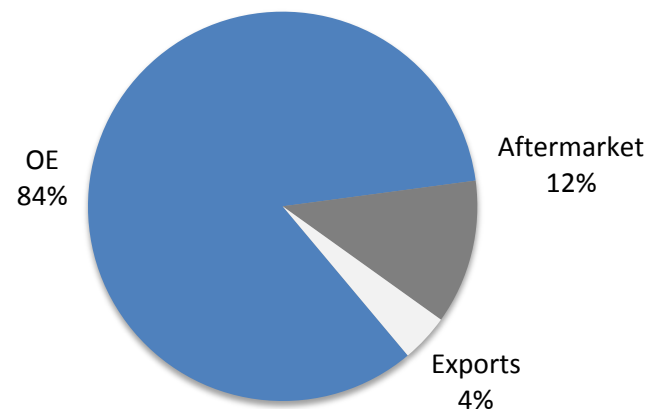
Sales (Rs. Mn)



Segment - Wise - 9M FY16



Channel - Wise - 9M FY16



GABRIEL

2/3 Wheeler



Passenger Car



Commercial Vehicle & Railways



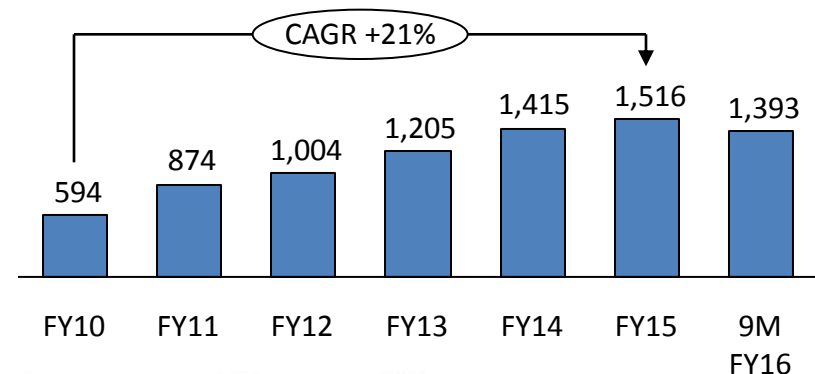
“No” OE Customer accounts for more than 20% of Total sales - *Balanced Portfolio*

- “Gabriel” - Brand synonymous with shock absorbers, with market share of 45%
- Established Pan-India network
 - 17 CFA Locations
 - 300 - 350 dealer network & supported by 5000 retail outlets
- To ensure leading position, offers complete range of ride control products
- More than 500 products launched under “Gabriel” brand in last 5 years

Branding Initiatives

- “Elite Retailer Program” – First of its kind in industry
- With objective to build loyalty amongst retailers & mechanics
- Honouring and embracing brand- loyal / Next Gen Loyalist
- 1st Phase - 500 Retailers Pan India, 2nd Phase : Mechanics

Aftermarket Sales (Rs.Mn)





Supercross

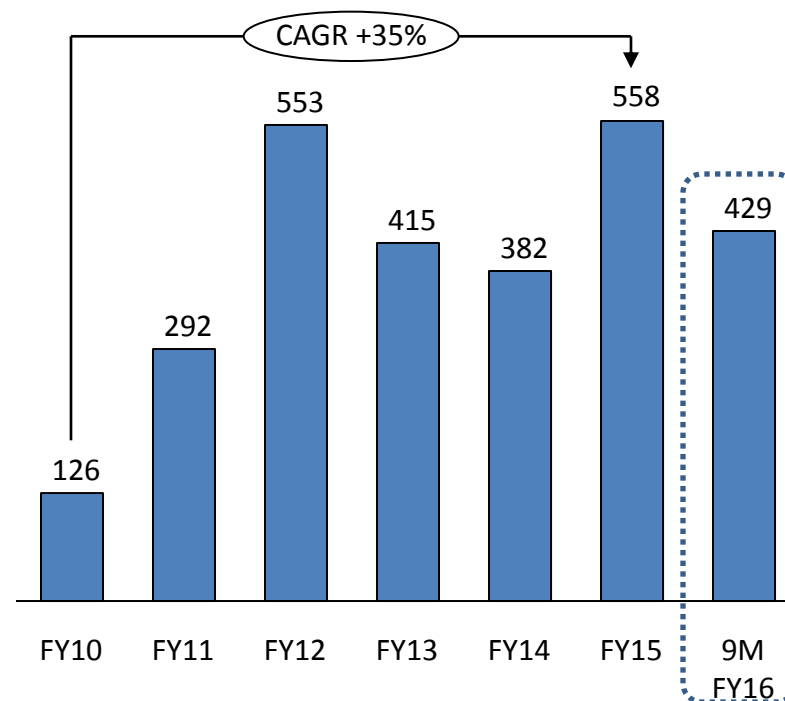
VW Polo R Cup

Campus Branding

Dhaba Branding

- Establishing Network in 8 New Geographies
 - Through Structured Market Research & Systematic approach ingraining seeds of Gabriel India competencies worldwide
 - Created presence across Colombia, Venezuela, USA, Iran, Japan, African markets & Italy
- Services OE and Aftermarket demand
- Dedicated Marketing Team for Exports
- Strengthening Business with Gabriel Colombia
- 4% of Total Sales in FY15

Export Sales (Rs.Mn)



NEW ORDERS

- Won an Exports order from Mahindra GenZe USA for E Scooter - Amphere
- Won an Exports OEM order from ISUZU (Thailand & Indonesia)

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

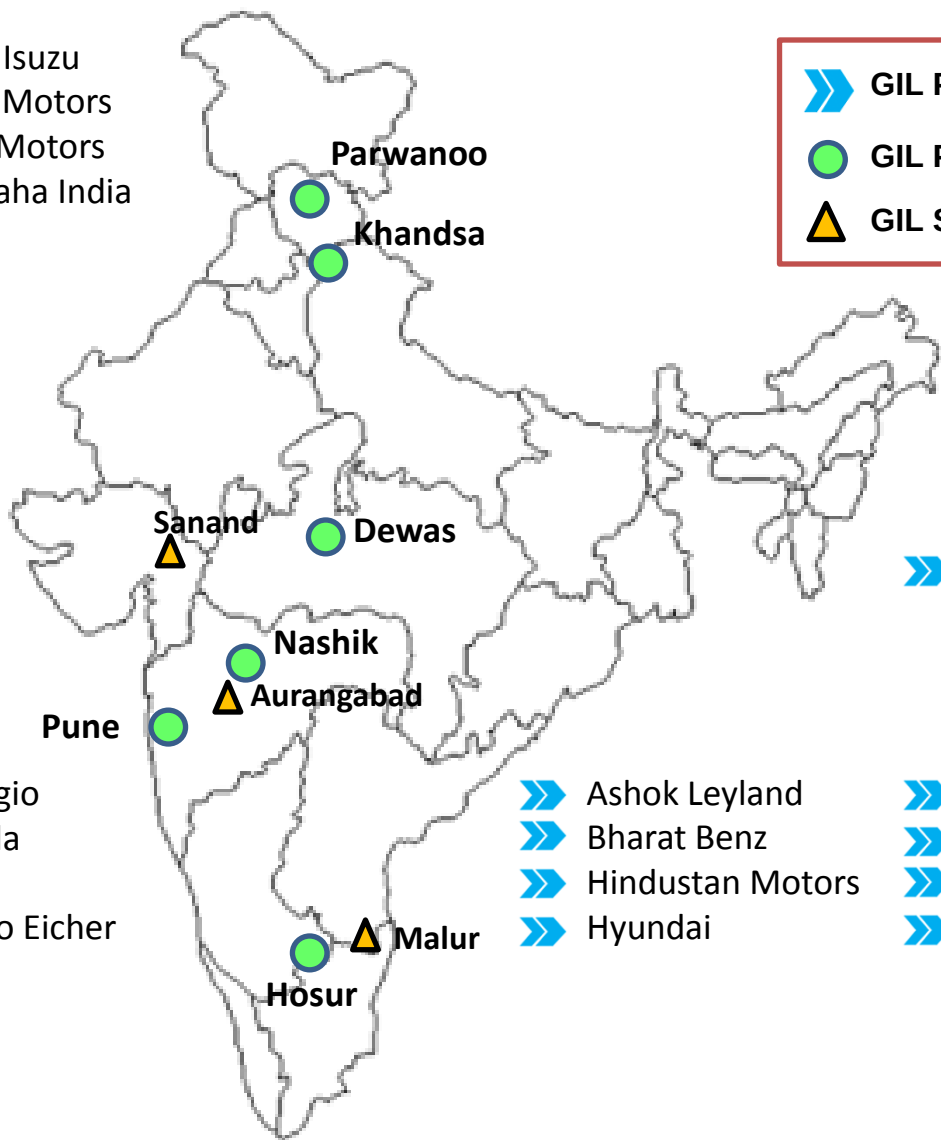
- » Bajaj Auto
- » FIAT
- » Force Motors
- » GM
- » Mahindra
- » Mahindra Trucks & Buses
- » MAN Trucks

- » Piaggio
- » Skoda
- » VW
- » Volvo Eicher

- » Ashok Leyland
- » Bharat Benz
- » Hindustan Motors
- » Hyundai

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

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



- » Hindustan Motors

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2/3 Wheelers

Nashik



Key Features

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

Hosur



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

Parwano



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

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Passenger Cars

Chakan



Client



Key Features

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

Khandasa



Client



Key Features

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

Commercial Vehicle

Dewas



Client



Key Features

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

In-house Research & Development

- Well equipped State-of-the-art R&D centres
 - Chakan, Hosur & Nashik
- Dept of Scientific Industrial Research approved R&D centres for development of Suspension Products
- Most Experienced R & D team in India

Technical Collaborations with Global Leaders

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

Proven Engineering Capabilities - Product

- First to introduce adjustable rear suspension for 2W
- Designed & developed Remote Canister Shock Absorber
- Introduced Front Forks for Performance Bikes
- Co-developed suspensions for Volkswagen Polo & introduced concept of hollow Piston Rods in India

Proven Engineering Capabilities - Process

- 1st to design & develop robotised damper assembly line for 2W
- Crank type damper force testing machine
- Laser welding of outer tube
- In – house equipment design & development for Shox manufacturing

Honored with “Golden Peacock Eco – Innovation Award 2012”

GABRIEL



- **KONI**, Netherland based company and part of New York-based ITT Corp, has more than 150 years of experience in area of Shock Absorber solutions
- Develops, manufactures and markets high class performance shock absorbers for all types of cars and commercial vehicles
- Present in India in luxury vehicles segment with increased focus on growing Indian Luxury bus and CV segment

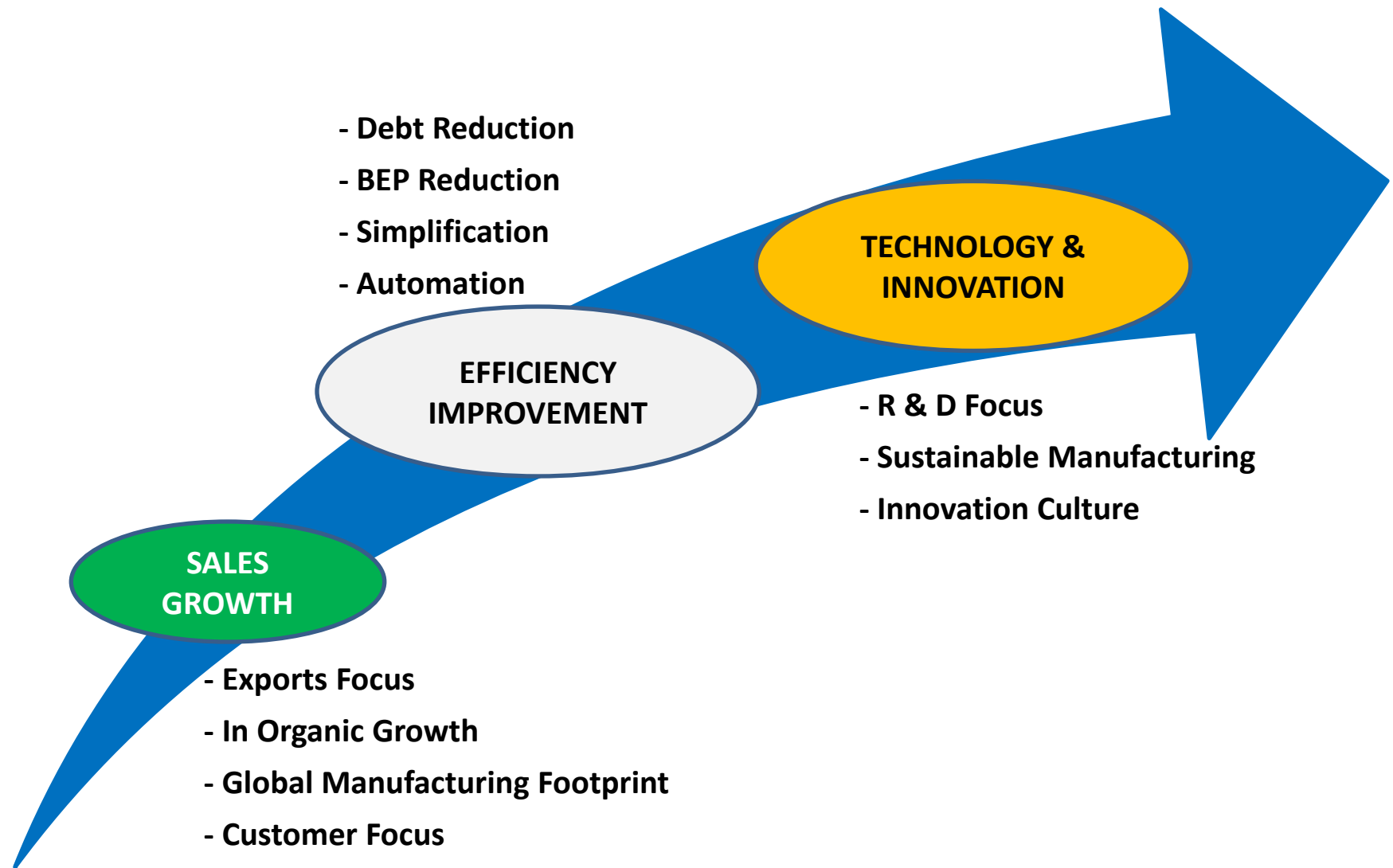
- Under arrangement, KONI will provide technology to design, develop and manufacture innovative damper products for Commercial Vehicles, Buses & Industrial Equipment Suspensions
- Cater to OEMs as well as Aftermarket demand in India, Bangladesh, Sri Lanka, Nepal and Bhutan
- Better products specially designed and suited for the Indian market
- Best possible technology combined with fastest time to market
- Enhance ride & performance of vehicle

...To help deliver high technology automotive products to Indian market in lesser time



Strategy Ahead

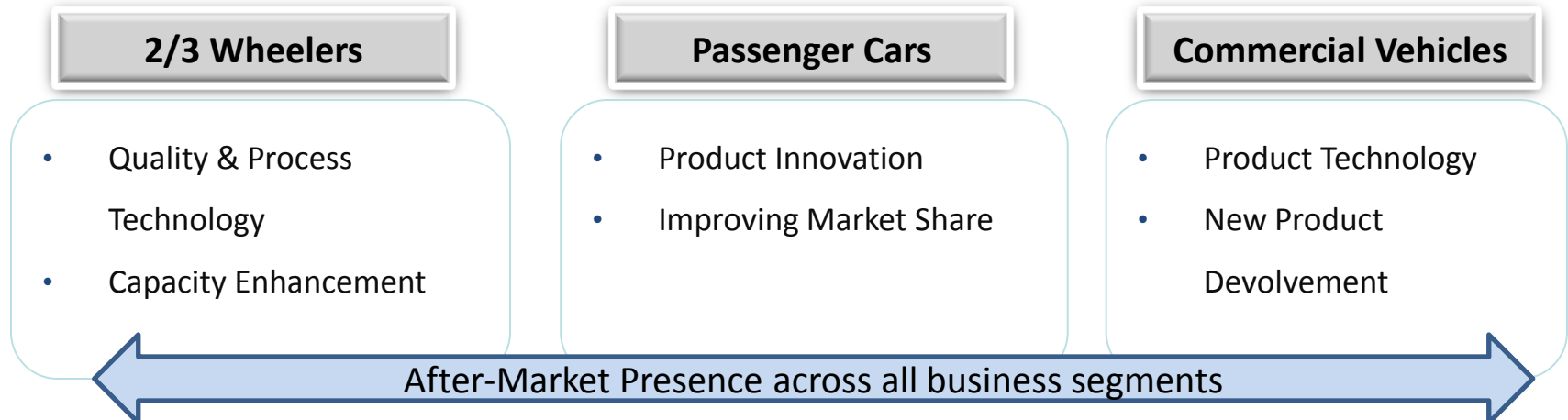
Head Office, Pune, India



SBU Structure for focused approach

- Created Strategic Business Units for each automotive segment : 2Wheelers/ 3Wheelers, Passenger Cars & Commercial Vehicles / Railways and After-Market Channel
- To derive benefits in
 - Customer & Product Focus
 - Export Push
 - After market expansion

Focus Area : SBU-wise





Financial Highlights

Head Office, Pune, India

Quarterly Profit & Loss Highlights



GABRIEL

Rs. Mn	Q3 FY16	% of Sales	Q3 FY15	% of Sales	YoY%	9M FY16	% of Sales	9M FY15	% of Sales	YoY%	FY15
Revenue	3,548	100.0%	3,595	100.0%	(1%)	10,719	100.0%	10,957	100.0%	(2%)	14,441
Raw Material	2,496	70.4%	2,610	72.6%		7,653	71.4%	7,940	72.5%		10,434
Employee Expenses	320*	9.0%	266	7.4%		870*	8.1%	799	7.3%		1,076
Other Expenses	418	11.8%	431	12.0%		1,250	11.7%	1,338	12.2%		1,767
EBITDA	313	8.8%	288	8.0%	9%	946	8.8%	881	8.0%	7%	1,164
Adjusted EBITDA**	350	9.9%	288	8.0%	21%	982	9.2%	881	8.0%	12%	1,164
Other Income	5	0.1%	11	0.3%		30	0.3%	35	0.3%		43
Interest	6	0.2%	14	0.4%		19	0.2%	41	0.4%		55
Depreciation	86	2.4%	78	2.2%		251	2.3%	235	2.1%		311
PBT before Exceptional Item	226	6.4%	207	5.8%	9%	706	6.6%	640	5.8%	10%	841
Exceptional Item	2	0.0%	2	0.0%		5	0.0%	5	0.0%		6
PBT	224	6.3%	206	5.7%		701	6.5%	635	5.8%		835
Tax	49	1.4%	46	1.3%		158	1.5%	164	1.5%		235
PAT	176	4.9%	159	4.4%	10%	543	5.1%	471	4.3%	15%	600
Cash PAT	262	7.4%	237	6.6%	11%	794	7.4%	706	6.4%	13%	912

*Employee benefits expense for the quarter and nine months ended 31st December 2015 includes provision towards bonus of Rs. 36.26 million (including Rs. 21.71 million for the period 1st April 2014 to 31st March 2015) arising due to retrospective amendment of Payment of Bonus Act, 1965.

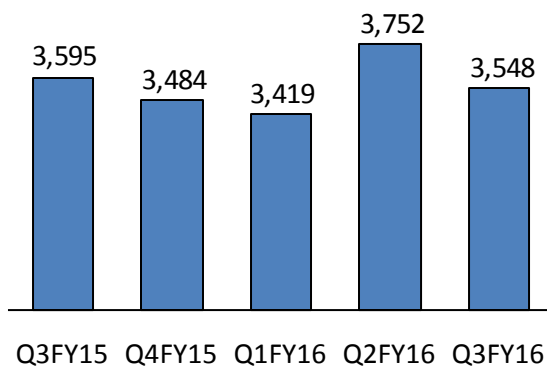
** EBITDA adjusted for provision towards bonus as mentioned above

Quarterly Performance Trend

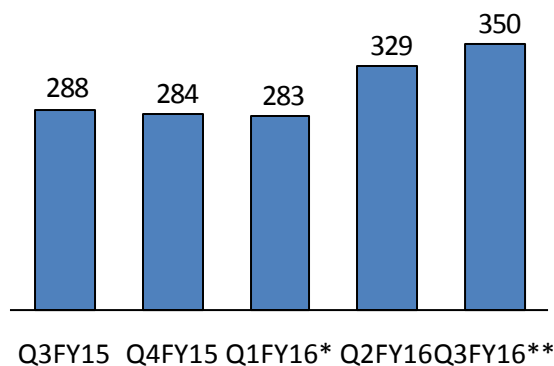


GABRIEL

Revenue

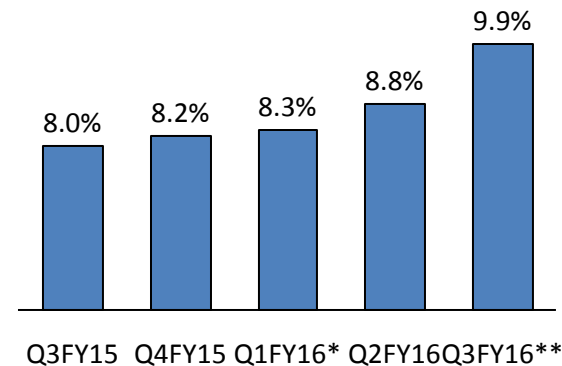


EBITDA

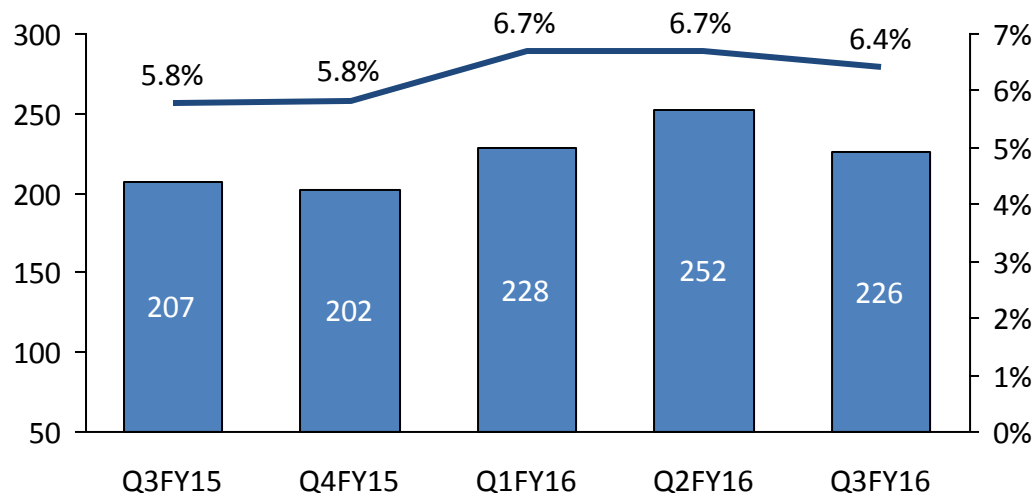


EBITDA Margin%

(Rs.Mn)



PBT Before Exceptional Item & Margin (%)



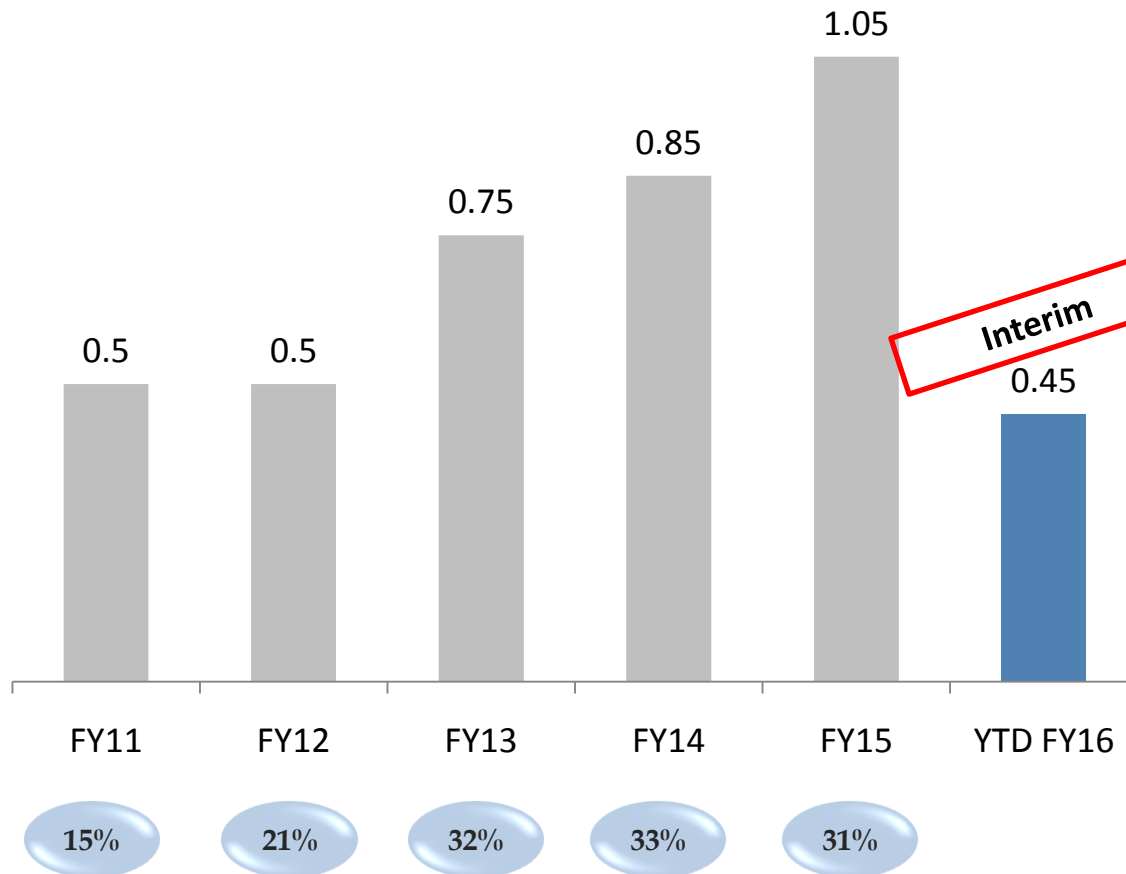
* Adjusted for onetime write back of provision amounting to Rs.21 Million

** 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.

Rs. Mn	Sep-15	Mar-15
Shareholder's Fund	3,544	3,254
Share capital	144	144
Reserves & Surplus	3,400	3,111
Non-current liabilities	279	260
Long term borrowings	82	61
Other non-current liabilities	198	198
Current liabilities	2,552	2,650
Short term borrowings	0	0
Trade Payables	1,845	1,907
Other current liabilities	707	743
Total Liabilities	6,375	6,164

Rs. Mn	Sep-15	Mar-15
Non-current assets	2,973	2,958
Fixed assets	2,676	2,708
Long-term loans and advances	233	226
Other non-current assets	64	24
Current assets	3,402	3,206
Inventories	1,144	1,121
Trade receivables	1,807	1,723
Cash and bank balances	150	39
Short-term loans and advances	299	321
Other current assets	1	1
Total Assets	6,375	6,164

Dividend Per Share (Rs.)



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

 Pay out Ratio

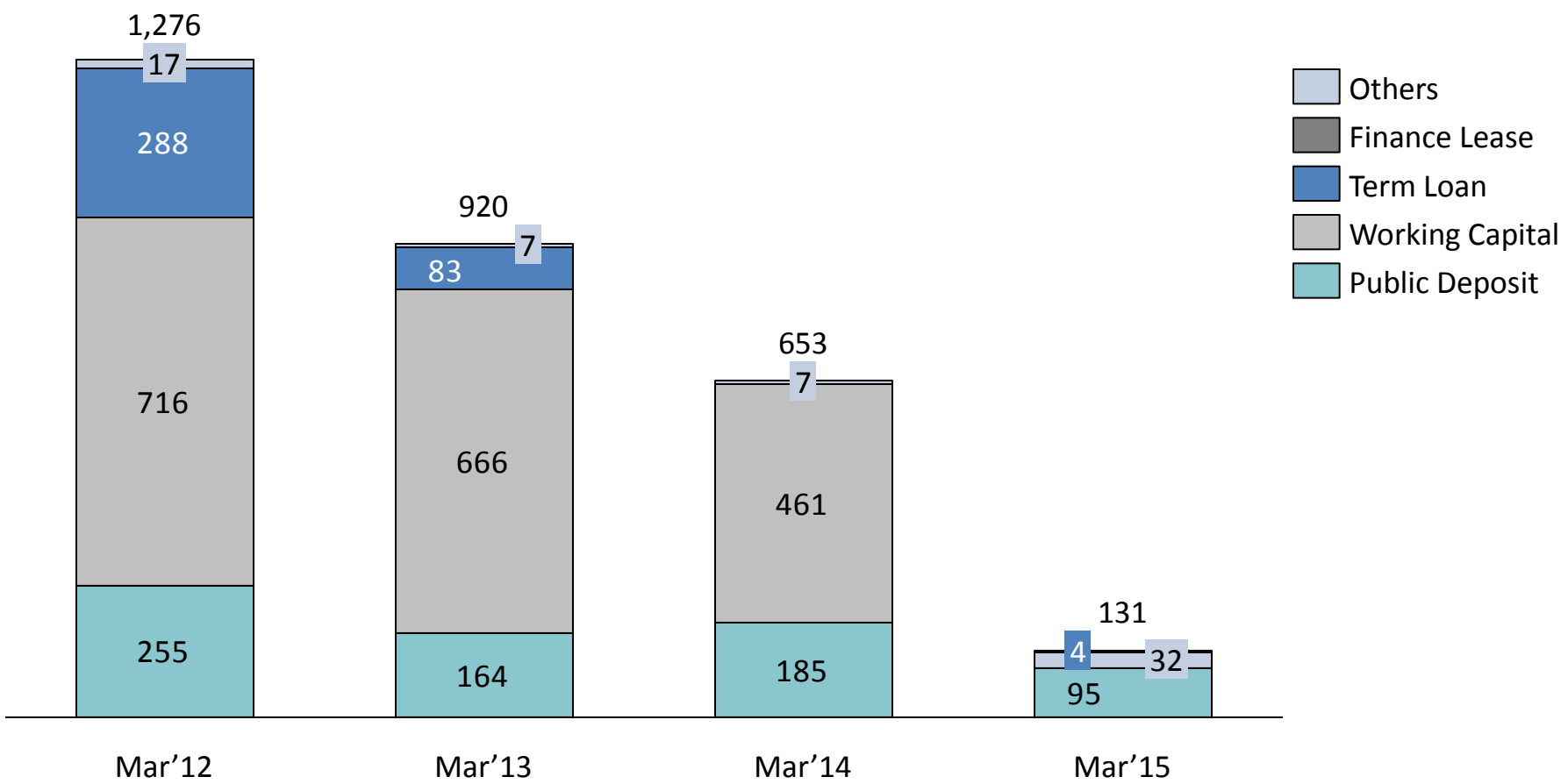
Historical Profit & Loss Highlights



GABRIEL

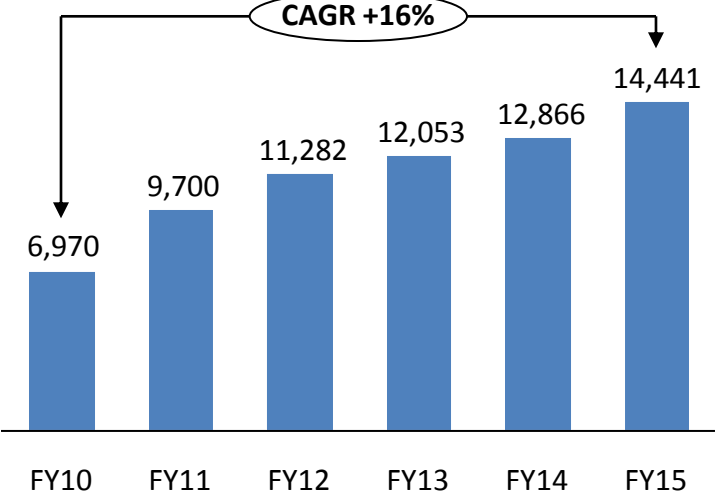
Rs.Mn	FY15	FY14	FY13
Revenue	14,441	12,866	12,053
Raw Material	10,432	9,266	8,644
Employee Expenses	1,075	982	911
Other Expenses	1,769	1,714	1,672
EBITDA	1,164	904	826
<i>Margin</i>	8.1%	7.0%	6.9%
Other Income	43	56	40
Interest & Finance Charges	55	90	123
Depreciation	311	271	273
PBT before Exceptional Item	841	600	471
<i>Margin</i>	5.8%	4.7%	3.9%
Exceptional Item*	6	42	59
PBT	835	558	412
Tax	235	132	30
PAT	600	426	381
<i>PAT Margin</i>	4.2%	3.3%	3.2%
Cash PAT	912	697	654

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



Revenue

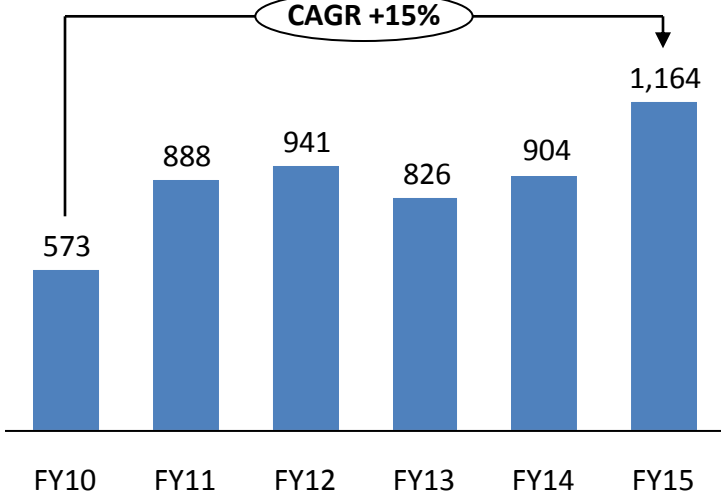
CAGR +16%



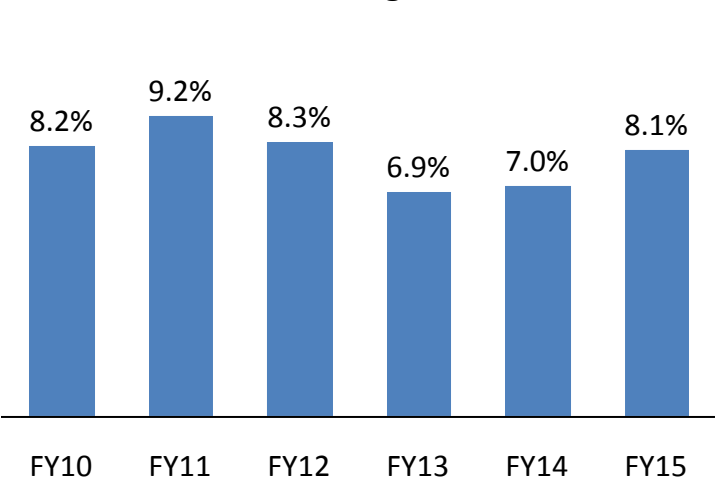
EBITDA

CAGR +15%

(Rs.Mn)

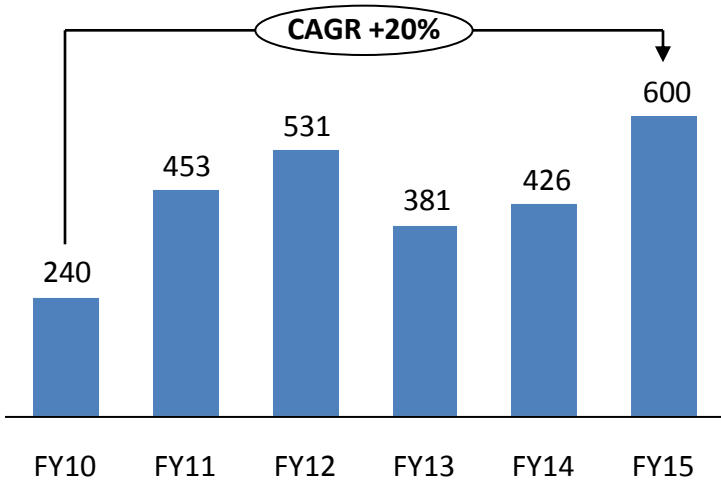


EBITDA Margin%



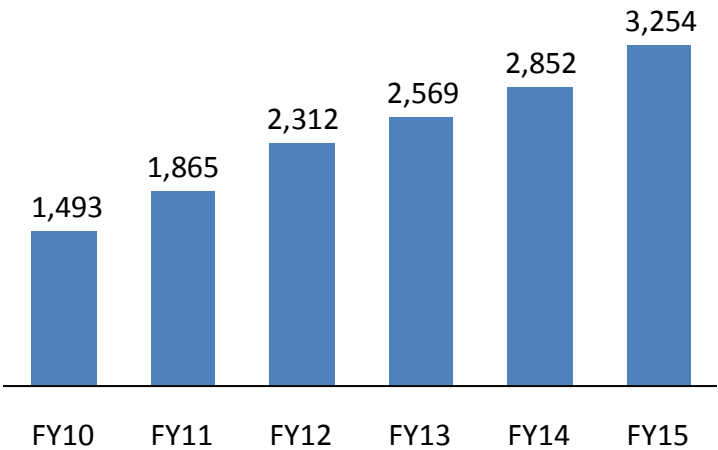
PAT

CAGR +20%

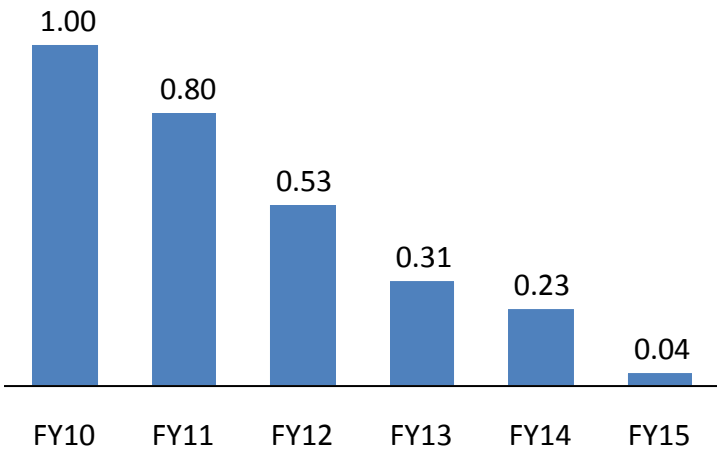


(Rs.Mn)

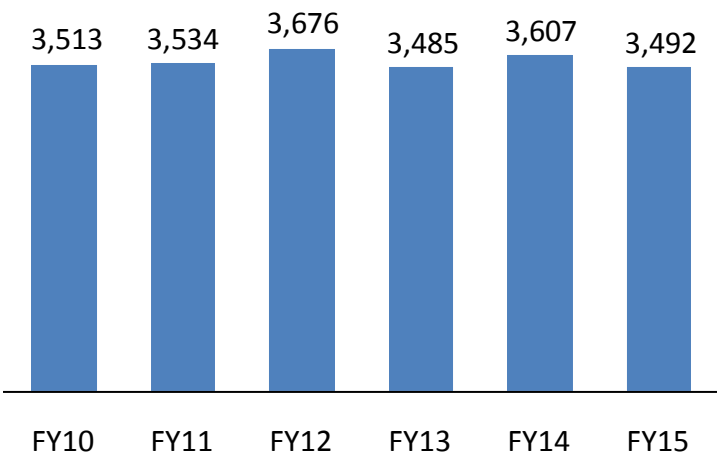
Networth



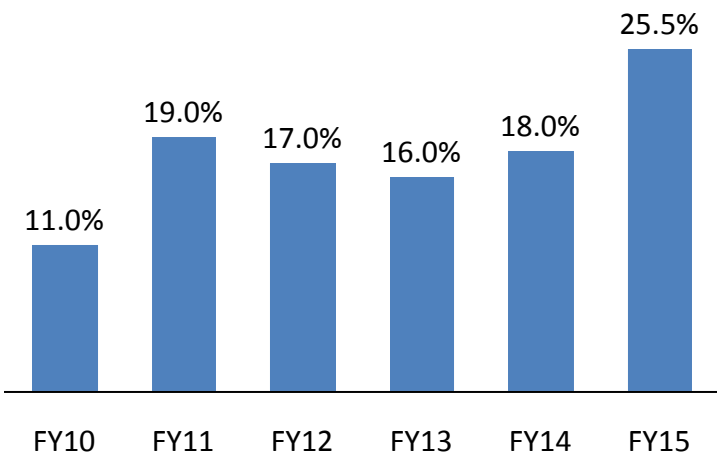
D:E Ratio



Capital Employed



ROCE





Corporate Overview

Head Office, Pune, India

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

1961-1990

- 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

1991 - 2000

- Expanded in all segments with new plants at Parwanoo, Khandsa , Sanand & Malur
- Installed “Dynachrome Automation Machine” for plating, 1st in Asia
- Expanded footprint to China
- State of R&D Centres at Chakan, Hosur & Nashik
- DSIR recognized all R&D Centres

2001 - 2013

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

Mr. Rajendra Abhange, CTO



Mr. Atul Jaggi , COO, TWBU



Mr. Amitabh Srivastava, COO, AMBU



Mr. Sumit Bhatnagar, 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

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