

GABRIEL

48th Annual Report
2009-10

Gabriel India Limited

COMPANY PROFILE AND FINANCIALS



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GABRIEL INDIA LIMITED

Deep C Anand
Chairman Emeritus

Board of Directors

Prakash Kulkarni
Executive Chairman

Arvind Walia
Managing Director

Russi Jal Taraporevala
Deepak Chopra
Padmini Khare Kaicker
Rajeev Vasudeva
Gurdeep Singh
John Crable

Company Secretary

Anshul Bhargava

Bankers

Axis Bank
Bank of India
ICICI Bank
IndusInd Bank
ING Vysya Bank
Standard Chartered Bank
State Bank of India

Auditors

Price Waterhouse & Co.
Muttha Towers
5th floor, Suite No. 8
Off Airport Road
Yerwada Pune - 411006

Registered office

29th Milestone
Pune-Nashik Highway
Village Kuruli
Taluka Khed
Pune 410 501(Maharashtra)
Tel: 09922908401-04
Fax: 02135-261200
mail: secretarial@gabriel.co.in
www.gabrielindia.com

Chairman Emeritus Offices

1, Sri Aurobindo Marg
New Delhi -110016

Magnet House, N M Marg
Ballard Estate, Mumbai 400 038





COMPANY HIGHLIGHTS

- 2009-10 revenue grew by 34% and profit before tax by 387% over the previous year.
- Company honoured with the ' Best Company 2009' Award by the Anand group.
- Capacity augmentation process in place at all plants, to meet growing requirements of 2010 –11 and beyond.
- Special project to modernize the Chakan plant with latest process technologies was initiated, and is slated to be completed by September 2010.
- 'Dynachrome' Automation machines makes us the best in Asia.
- Process of SAP ERP system implementation commenced and scheduled to start operating by September 2010.
- Thrust on exports led to growth of 16% over the previous year. Exports to Renault Iran also started.
- Maruti Suzuki's 'A Star' being exported to Europe and Japan, is fitted with the Company's struts and shock absorbers.
- The Company consolidated its position in all segments of the Automotive industry - Commercial vehicles, Passenger cars and Two wheelers (Acquisition of new business ensures sustenance of market share in forthcoming years)
- In house R&D and product development capability resulted in development of products for new vehicles.

COMPANY PROFILE

Gabriel India Limited, a leading name in the Indian Auto Component industry, offers the widest range of Ride Control products in the country ranging from Shock Absorbers, Struts and Front Forks catering to Passenger Cars, Utility Vehicles, Commercial Vehicles and Two Wheelers segments. The pioneer of Ride control products in India, 'Gabriel' is a renowned brand synonymous with shock absorbers. Its products have long established a strong presence both in domestic original equipment as well as replacement markets.



The flagship company of the Anand group, Gabriel commenced operations in 1961, with a single plant in Mulund, Mumbai, and has grown manifold since then with six manufacturing facilities spread across the country today. (Pune, Nashik, Hosur, Dewas, Khandsa and Parwanoo)

Gabriel's manufacturing facilities positioned at various locations in the country, facilitate JIT supplies to its customers and ensure requisite support in optimising the availability of material. With a combined capacity of over 20 million Shock Absorbers and Struts, 2.7 million Front Forks, these facilities cater to requirements of all segments of the market, making Gabriel the leading OEM supplier in the country as also to the Defence, Railways & the After market segments in India.



Mr. Arvind Walia, Managing Director Gabriel India (seated right) in discussion with Mr. Deepak Chopra, CEO of the Anand group (seated left)

REDEFINING RIDE COMFORT



Gabriel has two well equipped, high-tech R&D centres located at Chakan and Hosur, geared to develop new products and carry out comprehensive tests, to optimise performance and enhance the capability of its Ride Control products. These facilities provide valuable inputs to all plants of the company. These extend to several areas including noise measurement, value engineering, improving product quality by root cause analysis of customer complaints, as well as cost reduction through localization efforts. The R&D centres also support OEM's with 'Ride-tuning' exercises.



L to R: Mr. Arvind Walia (Managing Director, Gabriel India) & Mr. Prakash Kulkarni (Executive Chairman, Gabriel India) receive the 'Best Company 2009' Award from Mr. Deep.C. Anand, Chairman of the Anand group.

The Company has a Technical collaboration with KYB Corporation, Japan, and KYBSE, Spain. KYB Corporation is a renowned manufacturer of ride control products in Japan, supplying to well known vehicle manufacturers globally. The company also has a collaboration with Yamaha Motor Hydraulic Systems, Japan, a 100% subsidiary of Yamaha Motors, Japan, specializing in the manufacture and sale of shock absorbing components for Two wheeler applications.

The Collaborators extend continuous support to the Company, which helps in offering requirement specific technology solutions to different international OEMs for all three segments of the Automotive Industry.

MANUFACTURING FACILITIES

PASSENGER CARS

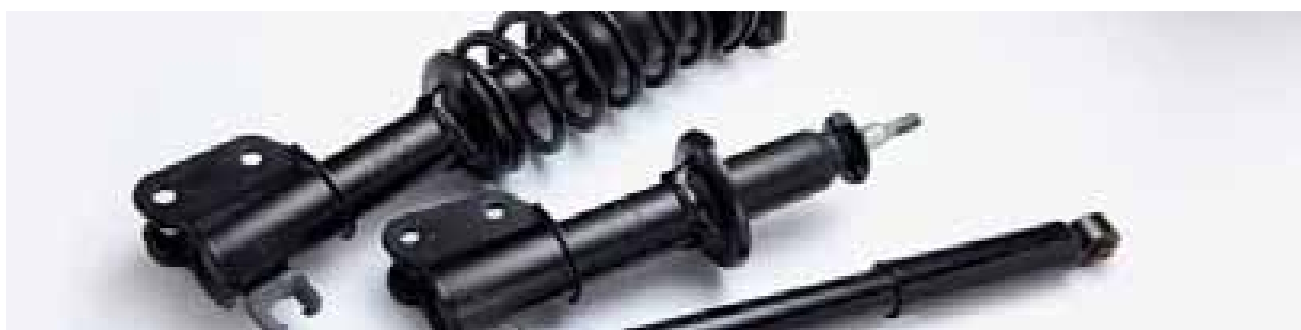


CHAKAN

Commenced Production	1997
Location	Chakan,Pune
Segments serviced	Passenger Cars
Product	Shock absorbers and Struts
Capacity	3.6 million Struts and Shock Absorbers
Major OEM Customers	Tata Motors, Hyundai, Renault, General Motors, Ford, Maruti Suzuki and International customers like Renault and Volkswagen
Quality certifications	TS 16949, ISO 14001 and OHSAS 18001

KHANDSA (GURGAON)

Commenced Production	2008
Location	Khandsa,Gurgaon
Segments serviced	Passenger Cars
Product	Shock absorbers and Struts
Capacity	2.4 million Struts and Shock Absorbers
Major OEM Customers	Maruti Suzuki
Technology highlight	In-house facility for e-coating and chrome plating, based on 'dyna chrome' technology
Quality certifications	ISO TS -16949



MANUFACTURING FACILITIES COMMERCIAL VEHICLES



DEWAS

Commenced Production	1992
Location	Dewas
Segments Serviced	Commercial Vehicles
Product	Shock Absorbers
Capacity	4 million units
Major OEM Customers	Tata Motors, Eicher, M&M, Ashok Leyland, Force Motors TATA-Nano.apart from Exports and After Market requirements.
Quality certifications	Qs9000, ISO14001, OSHAS18001, TS16949 Successfully implemented the TPS system.

CASTING FACILITY

CHAKAN

Commenced Production	2009
Location	Chakan, Pune
Segments serviced	Two Wheelers
Product	Aluminium casting facility providing outer Tubes for Front forks
Capacity	0.6 Million units
Major OEM Customers	Yamaha India



Mr. Masahiro Indue, General Manager Procurement Planning Division; Mr. Hiroshi Hagio, Group Manager, Project Management & Mr. Hitoshi Ando, Senior supervisor from Yamaha Motors visited the Gabriel India, Hosur premises in December 2009.



Senior management team from Volkswagen visits Gabriel, Chakan



Mr. Arvind Walla, MD of Gabriel India receiving the 'Focused Cost Down Award' from Mr. M.M. Singh, MEO, Supply Chain, Maruti Suzuki at the Maruti Suzuki Vendor meet held in Hong Kong. Other dignitaries from Maruti Suzuki India Limited as seen in the picture are (left to right) Mr. Nakanishi, Managing Director; Mr. Bhargava, Chairman and Mr. Maitra, MEO, Supply Chain.

MANUFACTURING FACILITIES TWO WHEELERS



AMBAD

Commenced Production
Location
Segments Serviced

Product
Capacity

Major OEM Customers
Quality certifications

1990
Ambad, Nashik
2 wheelers – motorcycles and Scooters
Shock Absorbers and Front Forks
2.4 million Shock absorbers and 0.6 million Front Forks
Bajaj, Yamaha, Piaggio, Mahindra
Ts16949; Key TPM initiatives in progress

HOSUR

Commenced Production
Location
Segments Serviced
Product
Capacity

Major OEM Customers
Quality certifications

1997
Hosur, Tamil Nadu
Two/Three Wheelers
Shock Absorbers and Front Forks
3.2 Million shock absorbers & 0.7 Million Front Forks
TVS, Suzuki, HMSI and Yamaha
TS 16949, ISO 14001, OHSAS 18001



PARWANOO

Commenced Production
Location
Segments Serviced
Product

Capacity

Major OEM Customers

2007
Parwanoo, Himachal Pradesh
2 wheelers, Commercial vehicles, Passenger cars
Shock absorbers and Struts for Commercial vehicles, Passenger cars and Front forks for 2-wheelers
4.5 Million Shock Absorbers and Struts and 0.7 Million Front Forks
TVSM, Tata Motors Ltd., Mahindra & Mahindra & the After Market



REDEFINING RIDE COMFORT

CORPORATE SOCIAL RESPONSIBILITY



The Company continues to work actively towards the pursuit of excellence as a responsible corporate citizen in its operations. The Company supports social initiatives through field level activities whose demonstration effect helps in fostering the 'spirit of giving' among other corporates and partners in the neighbourhood.

The SNS Foundation, a charitable Trust which has been sanctioned a 100% tax exemption status under section 35 AC of the Income Tax Act of the Government of India, offers to be the custodian of the funds donated for projects or activities specified by the donors. The SNS Foundation's activities are aimed at skills development for

employability and empowerment of women, elementary education of the most neglected categories of children living in slums, mobilising working children into an inclusive programme of education, healthcare and protection from exploitation and imparting vocational training and life-skills for adolescents and youth among its other focus areas of work.

The Company over the years has been supporting development activities among communities in the neighbourhoods in all geographical locations where the Company has manufacturing bases. This has helped in providing employment opportunities for the unemployed youth, especially women.

The Group also runs an educational institution - the 'Himachal Primary School', a hostel for working women and a dispensary for the residents of Parwanoo. Employee participation in the Foundation's activities is integral to the volunteering spirit promoted by the Group.



Vocational training activity in progress by SNS Foundation

