

CAPABLE · SCALABLE · SUSTAINABLE

GABRIEL

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TOTAL SALES
FY2017
₹15,130
MILLION

GROWTH IN SALES
6%
FY2017

PROFIT BEFORE TAX
FY2017
₹1,108
MILLION

EBITDA GROWTH
11.4%
FY2017



The strength of a company is based on the power of its processes, agility of its business strategy and prudence of its financial decisions.

It is the proven ability of a business to balance these aspects consistently, that leads to success. The onus is then on the business to set a higher target and outperform its earlier wins. This determination leads to sustained value creation for all stakeholders. This also is the natural progression of a market leader. A leader who can boast of a legacy.

Yet a legacy does not sprout overnight. It is consciously crafted over years of hard-work and commitment. It needs to be nurtured with the appropriate impetus. We at Gabriel

India understand this and build on this belief each day. Our long-standing partnerships with the best in the automobile industry is a testimony to our capability.

We have transformed ourselves from a single product manufacturer to a name that delivers high quality and high performance products, supported strongly by a skilled and diversified workforce. Our unrivalled manufacturing and distribution abilities have been scaled up for seamless delivery of products to our customers. With a business strategy that

centres on keeping this legacy alive, we are addressing market, technical and social trends, including limiting emissions to promote climate protection. We not only see this as an opportunity for growth, but also as an obligation to design our products and contribute our share in making mobility as environmentally friendly as possible.

GABRIEL AT A GLANCE

Gabriel India Limited is the flagship company of the ANAND Group and a leading name in the Indian auto component industry. The Company provides a wide range of ride control products including shock absorbers, struts and front forks, across all segments i.e. 2 & 3-Wheelers, Passenger Cars, Commercial Vehicles and Railways.

Established in 1961, it has a strong legacy of high quality and innovative offerings. Today, it has a significant presence across Original Equipment Manufacturers (OEM's), Aftermarket and Exports market. It has three state-of-the-art R&D centres located at Chakan, Hosur and Nashik, to develop new products, further optimizing product performance and capability.

Gabriel has technical collaborations with KYB Corporation, Japan; KYBSE, Spain; Yamaha Motor Hydraulic Systems, Japan and KONI B.V., The Netherlands.

OUR VISION

Gabriel India shall be a global manufacturing and marketing company of ride control products, respected by customers and other stakeholders for our benchmarked performance in product engineering, quality, cost, delivery and speed of response. We shall earn and sustain the status of being the "Preferred Supplier" of ride control products from our customers.

AN OVERVIEW OF ANAND GROUP

ANAND Group is India's leading manufacturer of the widest range of automotive components in the Indian automotive industry. The Group supplies to every major vehicle and engine manufacturer in India.

Over the last six decades, it has formed alliances with leading global automotive companies from USA, Europe, Japan and Korea to manufacture high quality products across a wide range of solutions. Today, the Group comprises of 16 Joint Ventures and 7 Technical Collaborations. It offers products and solutions in Engine Parts, Filtration, Steering, Suspension and Braking parts, Safety Products, Emission Control Systems, Thermal Management, Engineered Fluids and Drivetrain.

The Group recorded a sales turnover of ₹ 84 billion in 2016 and is targeting to achieve ₹ 150 billion by 2020. The Group also has a sizable Exports and Aftermarket presence. Today, the Group comprises of 19 companies spread across 61 locations and 11 states in the country.

ANAND also has a diversification in the area of luxury hotels through SUJÁN Luxury, which consists of 5 properties, 4 of which are members of Relais & Châteaux.



INTRODUCING GABRIEL

GABRIEL BUSINESS UNITS



2 & 3-WHEELERS

PRODUCTS OFFERED

- Front forks
- Gas & hydraulic shock absorbers

MAJOR OEM CUSTOMERS

- Atul Auto
- Bajaj Auto
- Honda Motorcycle and Scooter
- India Yamaha Motor
- Mahindra 2 & 3-Wheelers
- Piaggio
- Royal Enfield
- Suzuki Motorcycle
- TVS Motor Company
- UM Lohia Two Wheelers Pvt. Ltd. (UML)

MANUFACTURING UNITS

- Nashik (Maharashtra)
- Hosur (Tamil Nadu)
- Parwanoo (Himachal Pradesh)
- Sanand (Gujarat)



PASSENGER CARS

PRODUCTS OFFERED

- McPherson struts
- Shock absorbers
- Cartridges

MAJOR OEM CUSTOMERS

- General Motors
- Honda Cars
- Mahindra
- Maruti Suzuki
- Renault
- Tata Motors
- Toyota Kirloskar Motor
- Volkswagen

MANUFACTURING UNITS

- Khandsa (Haryana)
- Chakan (Maharashtra)
- Sanand (Gujarat)



COMMERCIAL VEHICLES AND RAILWAYS

PRODUCTS OFFERED

- Shock absorbers
- Cabin dampers
- Seat dampers

MAJOR OEM CUSTOMERS

- AMW Motors
- Ashok Leyland
- DAIMLER
- Force Motors
- Indian Railways
- ISUZU
- Mahindra Truck and Bus Division
- MAN Trucks
- SML ISUZU
- Tata Motors
- Volvo Eicher Commercial Vehicles
- Wheels India

MANUFACTURING UNITS

- Dewas (Madhya Pradesh)
- Chakan (Maharashtra)
- Parwanoo (Himachal Pradesh)



AFTERMARKET

PRODUCTS OFFERED

- Front forks
- Shock absorbers for 2 & 3-Wheelers, Passenger Cars & Commercial Vehicles
- Struts for Passenger Cars
- Front fork components, Oil seal, Front fork oil, Wheel rims, Gas springs, Coolants, 4W bush kits
- Suspension bush kits
- Tyres & Tubes - 2 & 3 Wheelers

MAJOR MARKETS

- India
- Top 5 Exports market includes Bangladesh, Sri Lanka, Egypt, U.A.E. & Australia.

DISTRIBUTION NETWORK

- 19 Carrying and Forwarding Agents (CFA)
- 500 dealers
- 10,000 retailers

FOOTPRINT & CUSTOMERS



CUSTOMERS


 **ASHOK LEYLAND**
 **AMW**
 **BAJAJ**
DAIMLER
 **FORCE
MOTORS**
 **Ford**
 **General Motors**
 **HONDA**
 **HONDA**
 **HYUNDAI**

ISUZU
Mahindra
Rise.

 **Mando**
MARUTI SUZUKI
 **PIAGGIO**
 **RENAULT**
ROYAL ENFIELD
**SML
ISUZU**
 **SUZUKI**
 **TATA**
 **TOYOTA**
TVS 

 **Volkswagen**
 **VE COMMERCIAL VEHICLES**
A VOLVO GROUP AND ISUZU MOTORS JOINT VENTURE

 **WHEELS INDIA LIMITED**
 **YAMAHA**

-  GIL PLANTS
-  GIL SATELLITE LOCATIONS
-  HEAD OFFICE
-  R & D CENTRES

KEY HIGHLIGHTS OF THE YEAR

Q1

APR - JUN 2016



Gabriel was felicitated for
**LONG STANDING
PARTNERSHIP**

by Royal Enfield at vendor
meet, Chennai

Total number of Aftermarket
tyre dealers in India crosses

100

An exclusive tyre showroom
opened at Gorakhpur,
Uttar Pradesh



Conducted
TECHNOLOGY DAY

at General Motors, Bengaluru
showcasing our products and
technology

Q2

JUL - SEP 2016



**AWARDS AND
RECOGNITION**

Won "Silver Trophy"
in Human Resources
(as special category) &
"Bronze Trophy" in Supplier
Development at National
Conference of ACMA,
New Delhi

**NEW
PLANT**

Commissioned a
Satellite Plant at
Kumbalgodu to serve
TVS Motors, Mysore

**DEDICATED RESOURCE
AT GERMANY**

Appointed a dedicated resource for Exports
at Germany office for Europe, North
America & Latin America

**NEW EXPORT
MARKETS**

Entered into new export markets of
Honduras, Guatemala and Kenya for
Aftermarket business.

Q3

OCT - DEC 2016



AWARDS AND RECOGNITION

- Khandsa plant received “Certificate of Merit” from Ministry of Power for the good work done in Energy conservation
- Parwanoo plant felicitated with the prestigious “Golden Peacock” award for HR Excellence by the Institute of Directors (IOD), India
- Khandsa, Dewas, Parwanoo and Chakan plants, won “Par Excellence” award from Quality Circle Forum of India in Quality Circle & Kaizen categories



Conducted
TECHNOLOGY DAY
at DAIMLER India & Ashok
Leyland showcasing our
products and technology

EXPORTS OF MACHINES

Started export of Special
Purpose Machines to Torre
Parts & Components
(Owner of Gabriel Brand in
South Africa)

Q4

JAN - MAR 2017



AWARDS AND RECOGNITION

- Ranked 52nd amongst “India’s Top 100 Great Places to Work” by Great Place to Work®. Recognized third year in a row
- Received various awards from top OEMs like “Price Competitiveness” award from Suzuki Motorcycles; “Zero PPM Quality” award from Toyota Kirloskar and “Gold Quality” award from UM Lohia Two Wheelers Pvt. Ltd. (UML)

NEW PLANT

Commissioned a
Satellite Plant at
Manesar to serve
2-Wheeler segment

NEW LAUNCHES

- Became a technology provider by signing a Technology Assistance Agreement (TAA) with Torre Parts & Component (Gabriel South Africa)
- Started commercial supply of Linke Hofmann Busch (LHB) Shock Absorbers to Indian Railways

Conducted
TECHNOLOGY DAY
at Maruti Suzuki, Tata Motors
– Lucknow and Bajaj Auto
showcasing our products
and technology

