

CROSSING A
MILESTONE OF ₹

20
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CR



GABRIEL INDIA – A SNAPSHOT

25

COUNTRIES WITH
SALES PRESENCE

11

MANUFACTURING
FACILITIES

3,943

EMPLOYEE BASE

75

NUMBER
OF PATENTS
FILED

378

NEW PRODUCTS ADDED
TO PORTFOLIO

664

DISTRIBUTOR NETWORK

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MANUFACTURING EXCELLENCE



13.1%

REVENUE GROWTH,
FY2018-19

2,052.37

₹ CR, REVENUE
(FY2018-19)

9.8%

REVENUE CAGR
OVER FY2015-19

8.6%

EBITDA MARGIN
FY2018-19

86

₹ CR, REVENUE EARNED FROM
NEW PRODUCT LAUNCHES,
FY2018-19

2,086

₹ CR, MARKET
CAPITALISATION AS ON
MARCH 31, 2019
(RANK – 564 AT NSE)



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MISSION ₹2,000 CR REVENUE AND HOW GABRIEL INDIA ACHIEVED IT



**Gabriel India's
Mission ₹2,000
Cr**
was launched
in 2014.

Established in 1961, Gabriel India Limited evolved over five decades to be recognised as one of the leading manufacturer of shock absorbers in India.

The Company embarked on an ambitious and challenging mission in 2014 to surpass ₹2,000 Cr revenue by 2019 from ₹1,274 Cr in 2014.

This coincided with Mrs. Anjali Singh taking over as the Executive Chairperson of Gabriel India in 2014.

She brought with her years of experience as Executive Chairperson, ANAND Supervisory Board, ANAND Group.

She rejuvenated and galvanised the entire Gabriel India fraternity to take on the challenge, which was not just a financial one but also the beginning of a roadmap for Gabriel India 'To be amongst the top 5 shock absorber manufacturers in the world' by 2025.

Since the Company had grown revenues 6.6% and 12.2% during FY2013-14 and FY2014-15 respectively, it now needed to grow revenues at a five-year 7% CAGR to achieve its challenging target. Gabriel India recognised key focus areas to be addressed to achieve this ambitious mission.

- Cultural Transformation: Effectively groom all the employees resulting in a mind-set change
- Manufacturing Excellence: Graduate into a world-class automotive components manufacturer
- Research and Development: Move from being product manufacturer to ride control specialist
- Financial Robustness: Achieve growth by monitoring cost, leveraging net worth and staying cash-rich
- Environmental Sustainability: Emerge as an environmentally-responsible corporate entity

Over the next five years, delivering customer delight and attaining world-class quality levels continued to be the key drivers for Gabriel India to achieve the mission.

Initiatives undertaken in five years

Under the guidance of its Managing Director, Mr. Manoj Kolhatkar, Gabriel India brought a new perspective to the way it started conducting its business.

It strengthened the governance framework by not only increasing the proportion of Independent Directors in its Board but also inducting industry stalwarts.

It resolved to build a company that would be a 'Great Place To Work'. It recruited, empowered, trained and retained talented professionals along with creating various employee engagement initiatives.

It kick-started a movement towards achieving continuous improvement in shop floor and product quality standards through stringent audits and Standard Operating Procedures for every employee to adhere to.

It reinforced emphasis on R&D by increasing the number of R&D professionals and raising the proportion of revenues invested in R&D from 0.13% to 0.78% in 5 years.

It brought about various reforms to achieve financial prudence. It formulated initiatives to improve debt-to-equity ratio, rationalise inventory costs and improve earnings per share.

It reinforced environmental responsibility in all its processes. It focused on reducing carbon footprint, moderating grid energy consumption and using renewable energy as an alternative.

Achieving mission through sustained growth

Gabriel India reported improvements across various levels during the last five years.

It was recognised as one of "India's Top 100 Great Places to Work" by Great Place to Work® institute. It featured 5 times in the Top 100 list.

It evolved from being a shock absorber manufacturer to a holistic provider of ride control products.

It graduated from being a consumer of technologies to an exporter of ride control solutions across the globe. The number of patents filed increased from 7 to 75 in five years.

It evolved into becoming a respected partner for customers, engaged in product co-development.

The number of countries where it sold its products increased from 18 to 25. The number of points-of-sale in the Indian aftermarket segment increased from 477 to 664.

It strengthened revenues more qualitatively than quantitatively. CRISIL Limited upgraded company's long-term rating from CRISIL AA-/Positive to CRISIL AA/ Stable for bank loan facilities and from FAA/Positive to FAA+/Stable for Fixed Deposits.

The proportion of power consumed that was generated from renewable sources increased from 0% to 17%. The number of lives improved within the communities near the various Gabriel India manufacturing facilities increased substantially in the last 5 years.

The result: In doing so, the Company demonstrated its ability towards achieving a sustained growth and ₹2,000 Cr revenue. It also emerged as one of the top ten shock absorber companies in the world.

Working towards a new Vision

At Gabriel India, the growth story has only just begun.

It has transformed into an organisation that is ready to match the best of companies in the world within the auto component industry and maintain healthy relationships with all its stakeholders.

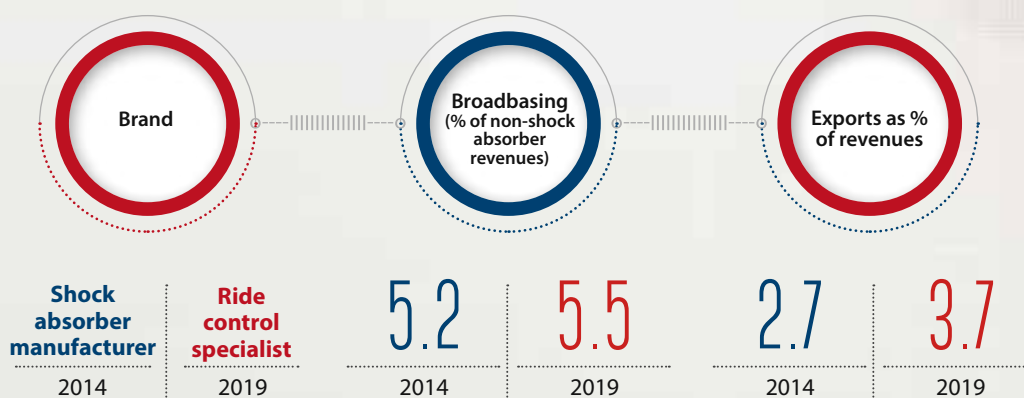
To further corroborate this potential, Gabriel India rewrote its vision statement this year – "To be amongst the top 5 shock absorber manufacturers in the world".



GABRIEL INDIA'S DYNAMIC TRANSFORMATION FY2014-19

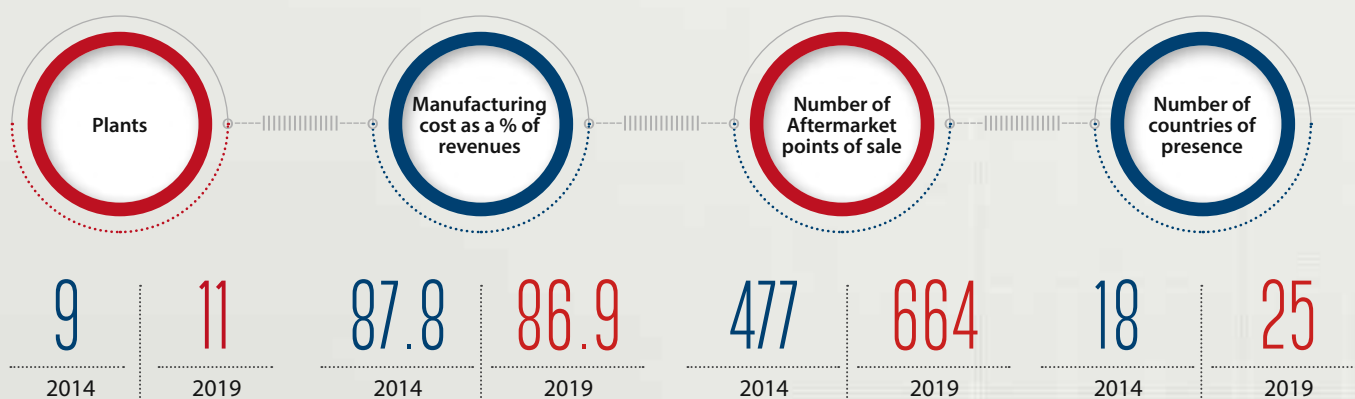
CROSSING A MILESTONE OF ₹2,000 CR

STRATEGIC



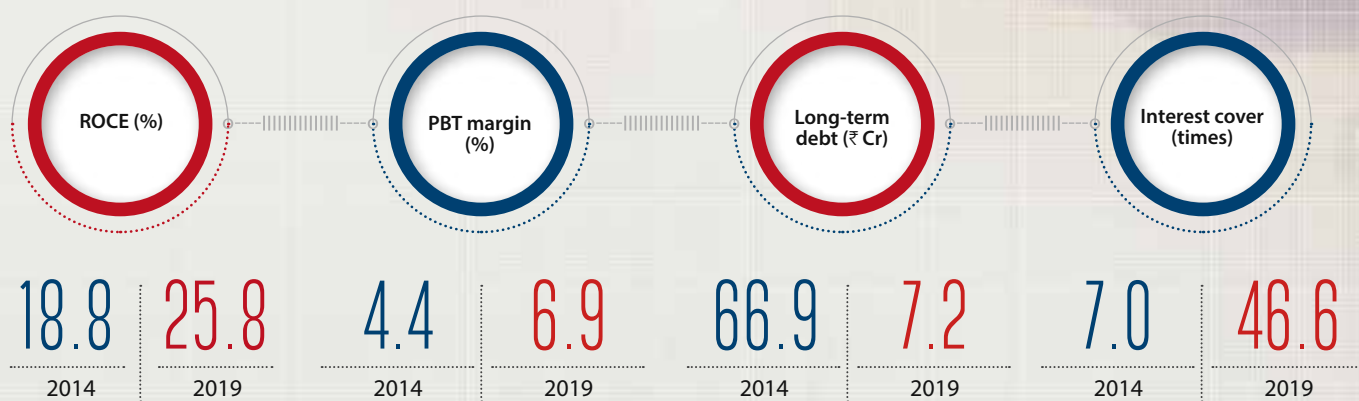
MANUFACTURING

CUSTOMERS



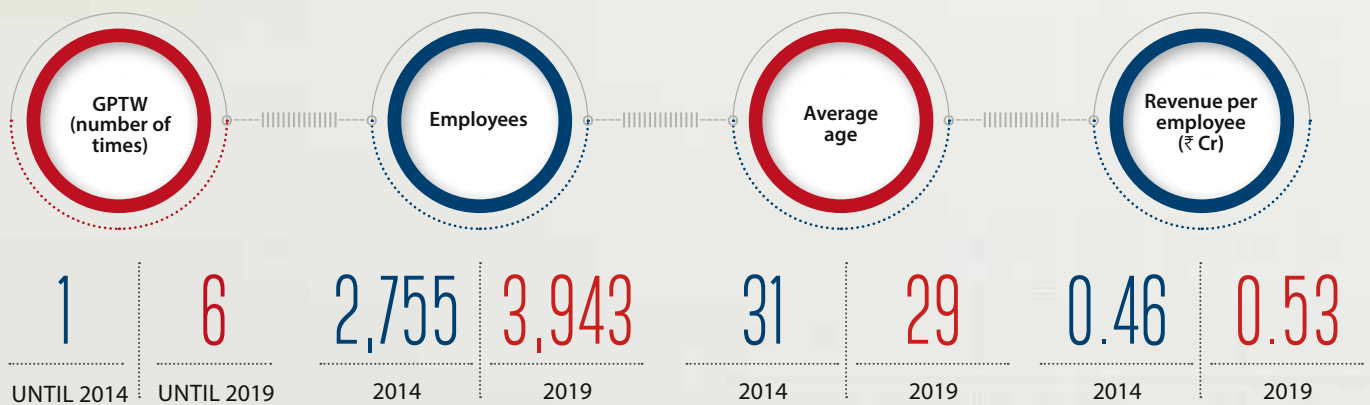


FINANCIALS



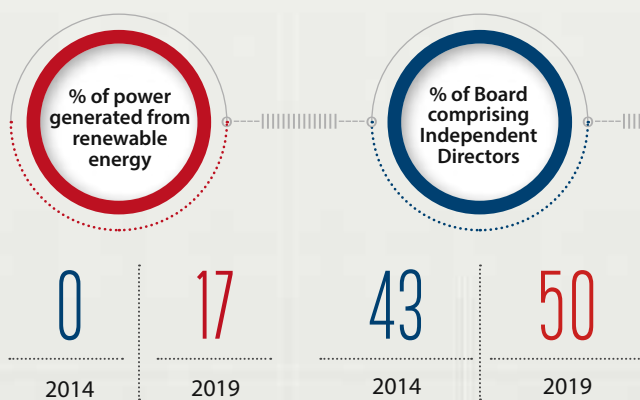


PEOPLE

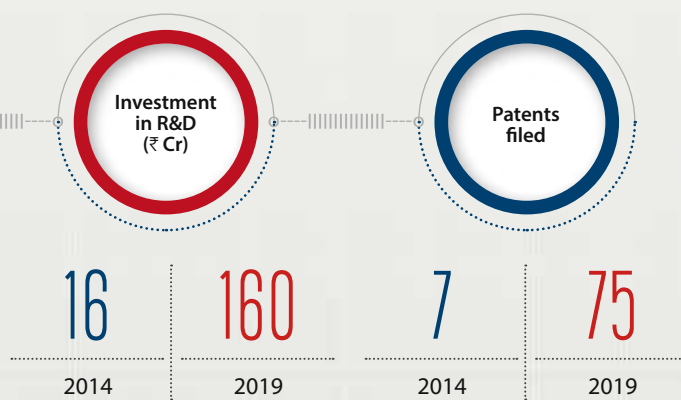




GOVERNANCE AND RESPONSIBILITY

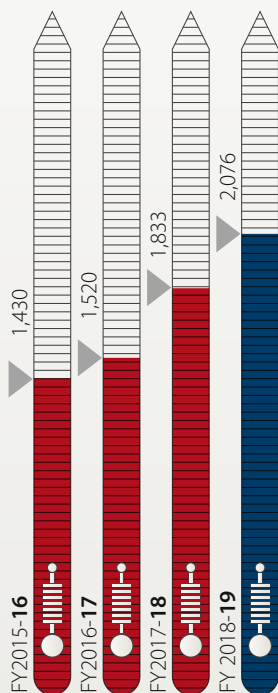


KNOWLEDGE

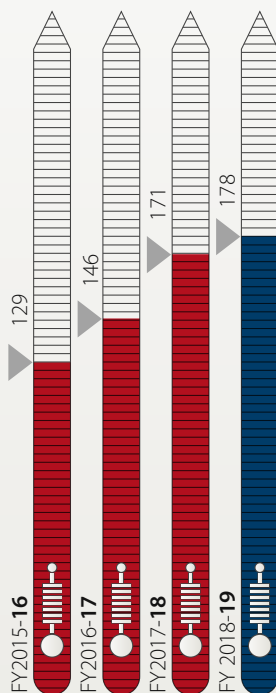


OUR PERFORMANCE OVER THE YEARS

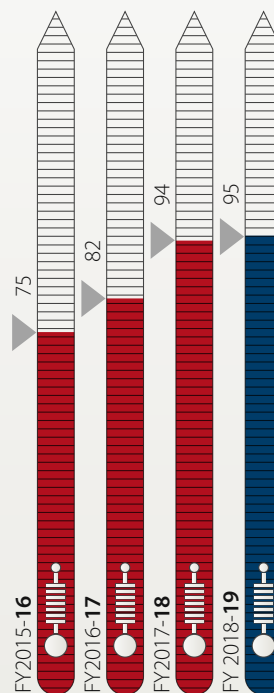
Revenue from operations (₹ Cr)



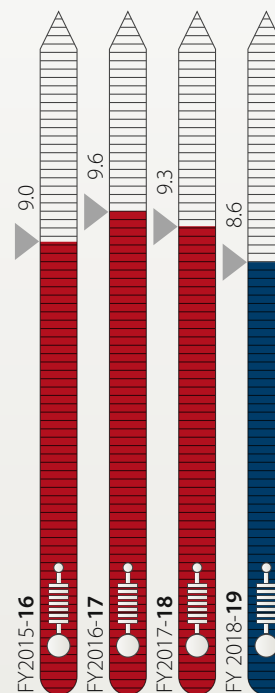
EBITDA (₹ Cr)



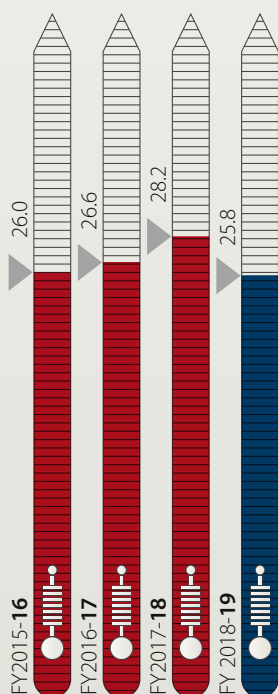
Net profit (₹ Cr)



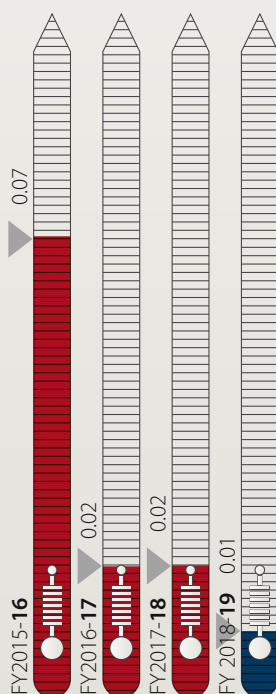
EBITDA margin (%)



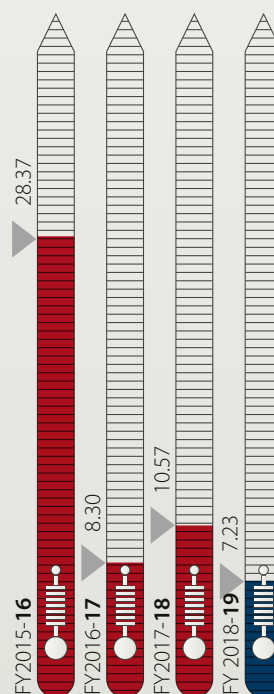
ROCE (%)



Gearing (times)



Debt cost (₹ Cr)



Interest cover (times)

