

TIL Limited Investor Presentation Q1 FY26

August 2025













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TIL Ltd.: At a Glance





1944

CATERPILLAR

1955

Year of Incorporation

Appointed Caterpillar representative in 1944 Year of Listing

Sectors served

- Defence
- Mining
- Ports
- Energy

- Construction
- Railways
- Heavy equipment
- Infrastructure

Customer-centric Approach

Robust market presence with comprehensive aftersales support, training, and a nationwide guickresponse network.



A leading material handling & infrastructure equipment manufacturer

Recognized for its tough, high-quality products, innovative design and skilled craftsmanship

Global alliances

Strategic global alliances with industry leaders Like Grove, Manitowoc, Hyster and Snorkel







Ssnorkel

Market leader in niche products

- **Defence Equipment**
- **Container Handlers**

Cranes

- Forklift Trucks
- ReachStackers

Geographic Expansion

Plans to extend operations globally to regions such as Asia Pacific, South East Asia, Australia and New Zealand.



Wide network

Headquartered in Kolkata with a pan-India network and 5 regional offices located in Kolkata, Chennai, Mumbai, Delhi & Singrauli

2 Manufacturing locations

Kamarhati, Kolkata

State-of-the-art mobile crane manufacturing

Kharagpur, West Bengal

State-of-the-art **ERP-enabled factory**

3 Warehousing complexes

In West Bengal

Dankuni **Taratolla** Kharagpur





Industry Firsts & Achievements

TIL Limited stands out as **India's pioneering crane company**, consistently setting industry standards and achieving many industry firsts, boasting an **Active Fleet of** ~3.000 machines.

1st Ever Purpose-built Mobile Crane Plant

Kamarhati facility, stands as a unique 1st ever and only purpose-built mobile crane manufacturing hub in India



1st Indigenously Manufactured Mobile Crane

1962

Rolls out India's 1st indigenously manufactured mobile crane



1st Rough Terrain Crane

1982

Manufactured India's 1st rough terrain crane



1st 100-tonne Truck-mounted Mobile Crane

1988

Manufactured India's 1st 100-tonne truck-mounted mobile crane



5000th Crane In 2007

2007

5000th crane rolls out of Kamarhati manufacturing plant



1st 75 T truck crane

2011

Built India's 1st 75 T truck crane



1st Maintenance & Repair Contract

MARC

Pioneer in initiating 1st maintenance & repair contract in India with Tata Steel



400th ReachStacker In 2025

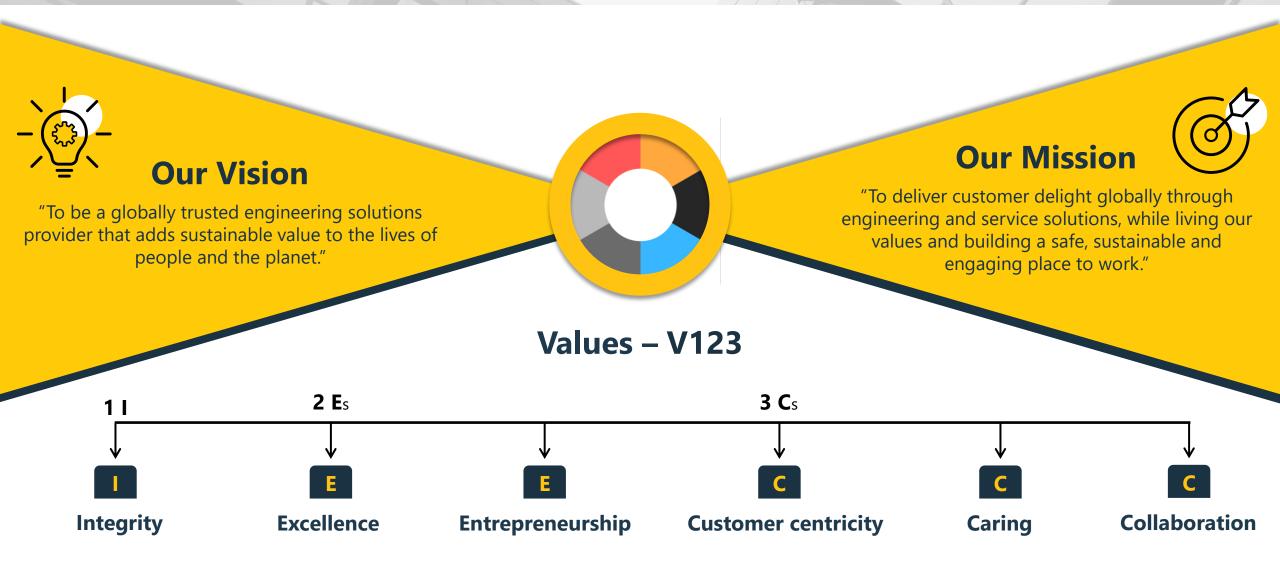
2025

400th Hyster-TIL ReachStacker rolls out of Kharagpur plant



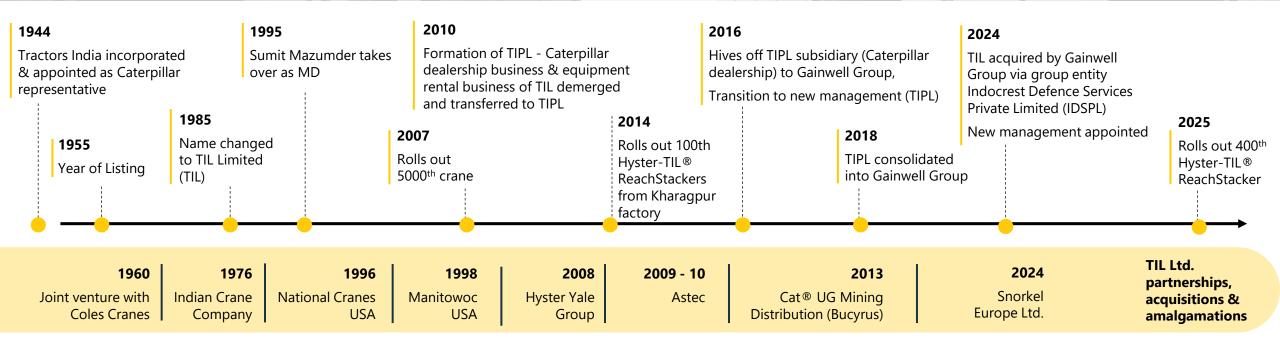


TIL Ltd: Vision & Mission





The TIL Journey: Strategic Tie-ups & Acquisition



Highlights

Gainwell Group, through group entity IDSPL acquires dominant stake in TIL Ltd (TIL)

≒GAINWELL® →

Indocrest Defence Solutions
Private Limited (IDSPL)



Infused ₹ 120 Crore



- > Complete change of management with Gainwell Group promoter Mr. Sunil Kumar Chaturvedi as CMD
- ➤ New management set to revitalize TIL through a series of strategic initiatives.

TIL Tractors India

TIL 2.0: The Inception

Strategic acquisition aimed at

- Addressing financial, succession and operational challenges
- Capitalizing on synergy between Gainwell and TIL
- > Accelerating TIL's growth.



One Year of TIL 2.0: A Look Back

FY25 Achievements **Highest Revenue**

Achieved over the last **5 years**

Highest EBITDA

Achieved over the last **6 years**

Positive EPS

For the **1st time** in last **6 years**

Positive EBITDA Margin

For the **1st time** in last **6 years**

2nd highest number of machines

Manufactured & sold in the last **10 years**

Transformation of TIL Following Acquisition by Gainwell Group and Management Transition







Pioneering Make-in-India Solutions

Gainwell Group is a Make-in-India leader excelling across multiple sectors and fostering infrastructure development through innovative integrated solutions and exceptional service coverage

With exports to multiple countries and prestigious partnerships with brands like Caterpillar and BharatBenz, Gainwell Group is dedicated to nation-building and pioneering sustainable manufacturing practices

10,000+ Projects Done 22,500+ Happy Customers 3,800+ Skilled Employees of 7 nationalities

100+ Global Touchpoints



Sunil Kumar Chaturvedi

Chairman, Gainwell Group

- ➤ A Fellow Chartered Accountant with 2+ decades experience as a member of Civil Services in IAS
- > Served on Bharat Forge Ltd. board as ED and COO for capital goods business

Gainwell Group Promoters

Meena Chaturvedi

Vice Chairperson, Gainwell Group

- > An Educator, Civil Servant (Member) of the Indian Audit and Accounts Service (IAAS)
- > Held the position of CEO, Sahaj e-Village Ltd., SREI Group



Group Businesses

- Construction equipment
- ✓ Mining equipment
- Energy & transport equipment
- Construction technology solutions
- ✓ Equipment manufacturing
- IT infrastructure & software solutions





Gainwell & TIL Ltd – The Next Capital Goods Champion

Planned investment of ~₹ 1,000 crores at overall Group level by Gainwell to fuel expansion, targeting group revenue of \$1 billion within ~5 years

CAT **FGAINWELL Gainwell CAT**

- Leading capital goods distributor for Caterpillar products in construction, mining, energy & transportation
- Total 'solutions for growth' & full-spectrum maintenance services and engineering solutions
- Expertise in delivering premium quality products, specializing in top-tier machinery for global markets
- Unmatched customer support, with online parts access and a hub for knowledge sharing



- ✓ 2.400+ Personnel
- ✓ **5** World class facilities
- ✓ **28,000**+Machines at work
- √ 108+ Locations
- ✓ 3 Component rebuild centres



Gainwell Group

TIL Limited

- TIL stands as Gainwell Group's sole listed entity, with an impressive legacy spanning 80+ years
- Specialising in manufacturing of niche defence products, material handling & infrastructure equipment
- √ 725 Total Workforce
- ✓ 5 Regional Offices
- ✓ **70**+ Different Models in Portfolio (Incl. Defence)
- √ 10+ Countries Catered
- ✓ **84,000 sq.m.** Cumulative Built up area

Industries Served

- Material handling
- Defence
- **Ports**
- Construction & road building
- Steel & mining
- Oil & petrochemicals
- Railways/airport
- Power
- Pharma



Gainwell Engineering

- Gainwell's manufacturing arm with aftermarket strength supported by a robust global dealer and service network
- Exclusive Caterpillar IP license to produce underground soft-rock mining equipment
- Rapidly emerging as a global manufacturing force with presence in 5 international locations
- ✓ 3 World class facilities
- √ 18 Mining equipment models √ 330+ Skilled employees











Product Portfolio Overview

TIL Range

TIL is recognized as a market leader in mobile cranes and the premier manufacturer and provider of material handling solutions.

- > Rough Terrain Cranes
- > Truck Cranes
- > Pick & Carry Cranes
- > Articulating Crane

Manitowoc Range

TIL markets & distributes variety of imported cranes, including wheeled & lattice boom crawler cranes, Grove Range (Manitowoc Crane Group, USA.)

- **□** Grove Range
 - > Rough Terrain Cranes
 - > Truck Mounted Cranes
 - > All Terrain Cranes
 - > Industrial Cranes
- □ Crawler Cranes

Hyster-TIL Range

Exclusive partnership with Hyster-Yale to market extensive lineup of high-capacity forklift trucks, ReachStackers, Empty & Laden Container Handlers.

- > ReachStackers
- > Forklift Trucks
- > **Empty Container Handlers**

Snorkel Range

Partnership with Snorkel Europe to provide high-quality aerial work platforms, telehandlers & material lifts in South Asian Region.

> Boom Lifts

In the next two years, TIL aims to launch 5-6 new product ranges for the non-defence sector while also working with defence agencies on various new initiatives.











Partnership with Manitowoc Crane Group, USA













Grove, USA - World Leader in Mobile crane manufacturing



Technological innovation

- ► Grove leads in technological advancement, offering a unique competitive advantage
- ► Renowned for manufacturing robust & dependable heavy lifting equipment



TIL Exclusive Partnership

- ► Exclusive partnership for manufacture and marketing of broad spectrum of Grove products
- ► Offers full lineup of Wheeled And lattice boom crawler cranes from Manitowoc Crane Group, USA





Partnership with Hyster-Yale













Hyster, USA - World Leader in Reach stackers Big Forklift Trucks & Warehousing Solutions



Synergistic Alliance

► **Hyster-Yale & TIL partnership** exemplifies synergy, uniting two leaders with aligned strategies and technologies



TIL exclusive partnership

- ➤ Exclusive partnerships and licensing agreements to market a wide array of high-capacity forklift trucks, container handlers, and ReachStackers
- ➤ Offerings supported by reliable **product support and customer service**, ensuring high productivity



FY25

- ► Renewed Dealer Sales & Service Agreement (DSSA) with Hyster-Yale Asia-Pacific Pte. Ltd, for a period of 5 years (effective June 1, 2024)
- ▶ New High-capacity Forklift Trucks & Empty Container Handlers now available in India for use in logistics & port operations





Manufacturing Facilities – Kamarhati













2nd crane ever built (1962) restored & repositioned for public display



Kamarhati Facility

Kolkata, West Bengal

Established 1962

Built up area – 26,000 sq.m

Shop floor area – 10,520 sq.m.

Assembly line for cranes from capacity ranging from **10-100 tons**



India's only integrated mobile crane manufacturing facility



1st and only purpose-built mobile crane factory in India - the sole of its kind in the country



Equipped with state-of-the-art facilities, including a fully modern machine shop, fabrication and assembly shops and test bed



Strategically located ~5 km from international airport and within 16 km and 100 km of the Kolkata and Haldia maritime ports, respectively



Engaged primarily in the manufacturing of **specialized equipment for Indian Defence**, **Truck Cranes and Rough Terrain Cranes**





Manufacturing Facilities – Kharagpur





Kharagpur Facility

Changual, Kharagpur, West Bengal

Established 2011

Built up area – 58,000 sq.m

Shop floor area – 21,600 sq.m.

Assembly line to manufacture cranes of **150+ tons** capacity



► State-of-the-art **ERP-enabled** factory



► Produces loaded container handling ReachStackers under license from the Hyster-Yale Group



➤ Designed for **efficient material flow**, adhering to **Demand Flow and Lean Principles**, ensuring a productive and safe working environment



► Conveniently located and equidistant from both, Kolkata, and Jamshedpur, as well as from the 2 maritime ports at Kolkata and Haldia



▶ Primarily involved in production of tyre-mounted container handling equipment



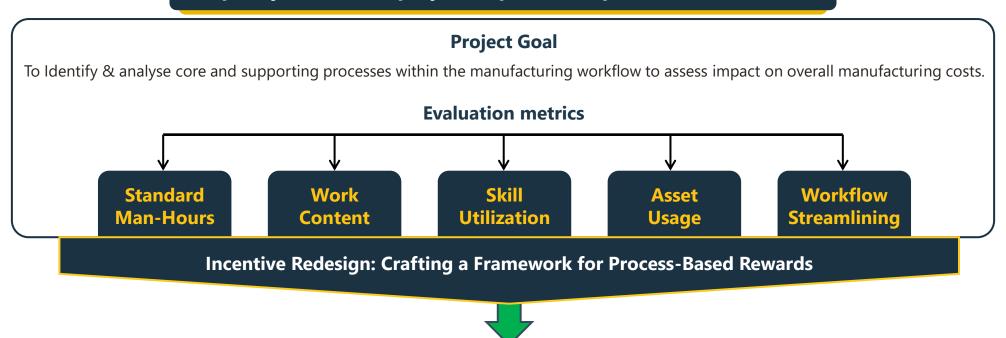
- ▶ 1 MW solar plant installed, fulfilling ~90% of plant's energy requirements
- ► **Significant Savings:** Cost of solar power < 1/2 of state grid electricity
- ▶ Driving financial efficiency while **protecting the environment**





Advancing Manufacturing Efficiency: Capacity Utilization & Process Optimization

Capacity Utilization project in partnership with IIM, Mumbai*



Enhanced workforce motivation

Alignment of incentives with operational goals

Improved Productivity

Q1 FY26 Updates

Rough terrain cranes, previously exclusively manufactured at Kamarhati, are now being produced at the Kharagpur facility as well In addition to Rough terrain cranes, Kharagpur facility will also begin producing new machines

*IIM, Mumbai (earlier NITIE Mumbai)





Manufacturing Facilities: State-of-the-Art Machinery



CNC Plasma cum oxyacetylene cutting





CNC brake press



CNC Floor boring machine



Paint booth



Marquee Clients







Board Of Directors



Sunil Chaturvedi

Chairman and Managing
Director



Alok Kumar TripathiDirector & President



Director - Finance

Ayan Banerjee



Non-Executive Independent Director

Saroj Punhani



General N.B Singh (Retired)

Non-Executive
Independent Director



Amit Mukherjee

Non-Executive
Independent Director

35+ years experience

- ► CA & Former IAS with diverse govt. roles
- ► Executive Director, Bharat Forge 2013.
- ► Led Gainwell's management buyout 2016.

30+ years experience

- ► Engineering graduate & PGDBM.
- ► Former TIL leader, National Product Support Head at Gainwell Group
- ► Expertise in customer engagement & aftermarket.

30+ years experience

► CA with expertise in accounting, tax shaping, Working Capital.
management, transfer pricing, compliance, M&A.

35+ years experience

- ► Former IAAS Officer.
- Held key positions in GOI
 & CAG of India.
- ► Expertise in audit, finance & international relations.

40+ years experience

- ► Indian Army Veteran, DG-EME Corps.
- ▶ Param Vishishtha, Ati Vishishtha, & Vishishtha Seva medal winner.
- ► Expertise in armored vehicles.

30+ years experience

- ► Co-founder , Unigrow Solutions.
- ► Ex-Tata Steel, SAP, HP, Reliance, RPG
- ► Expertise in business & technology domain.





Supported by a Professional Management Team



Pinaki Niyogy

COO & CTO

31+ years experience

- ► Holds a BE Mechanical degree
- ► Former TIL employee with expertise in product development & operations.
- ► Instrumental in introducing Grove & Hyster products.



Kanhaiya Gupta

CFO

25+ years experience

- ▶ BCom. Hons. Holder & CA, CS, CWA
- ▶ Ex Rashmi Metaullics, ACC Cements, IFB
- ► Extensive experience in blue-chip companies & diverse skill set.



Arvind Rishi

All India Head – Sales & Aftermarket

40+ years experience

- ➤ Post-Diploma (Automobile Engineering) & Master's in Material Science
- ▶ Ex Cummins, Greaves, & Gainwell CAT
- ► Extensive experience in energy & transportation sectors with expertise in customer service, sales operations, strategic business development



Shamita Nandi

CHRO

20+ years experience

- ► Holds PG Diploma in Personnel Management.
- ► Seasoned Chief HR Officer
- Ex- Texmaco Rail & Engineering,
 Mjunction services, Barclays



Chandrani Chatterjee

Company Secretary

22+ years experience

- ▶ Range of experience in IT, Manufacturing, Textile & Education Management with expertise in corporate law, legal & governance
- ► ICSI Associate Member & holds a Post Graduate Diploma Business Management



Saikat Bagchi

Head - Supply Chain & Commercial

35+ years experience

- B.E. in Mechanical Engineering,
 MBA (IIM Kolkata)
- ➤ Diverse career spanning roles across project management, supply chain, product & vendor development, sales & marketing, branding & advertising, strategy, operations & sustainable development.



Rishabh P. Nair

Head of Brand, Content & PR

15+ years experience

- ► Post-Graduate Certification in Marketing & Brand Management from MICA Ahmedabad
- ➤ Diverse career spanning roles across marketing, branding, and content management functions for Citrus Pay (Now PayU), CashKaro.com, Cube Wealth & Grip Invest.







Q1 FY26 Key Financial Highlights - Standalone



Total Revenue

₹ 7,071 lakhs

EBITDA

₹ 105 lakhs

PAT

₹ -622 lakhs

- ▶ Revenue was stable at ₹ 7,071 lakhs in Q1 FY26 as compared to ₹ 7,671 lakhs in Q1 FY25 due to current subdued market conditions and adjustments in order book.
- **► EBITDA** stood at ₹ **105 lakhs in Q1 FY26** as compared to ₹ 500 lakhs in Q1 FY25, attributable to increased investments in key manpower hires and changes in product mix, which are anticipated to generate returns in the future.
- ▶ The company will continue to prioritise indigenisation, cost efficiency, and better aftermarket coverage, with new products planned to support future growth.

FY25

Total Revenue

₹ 34,307 lakhs

EBITDA

₹ 4,024 lakhs

PAT

₹ 290 lakhs



Financial Summary (Standalone figures)

₹ lakhs

Particulars		Q1 FY26 *	Q1 FY25	YoY	FY25	FY24	YoY
Revenue from Operations		6,291	6,698	-6%	31,528	6,691	371%
Other Income		780	973	-20%	2,779	200	1290%
Total Revenue	(I)	7,071	7,671	-7.8%	34,307	6,891	398%
Expenses							
Cost of Materials Consumed		4,247	3,469	22%	16,301	4,507	262%
Purchases of Stock-In-Trade		1,220	569	114%	4,290	514	735%
Changes in Inventories of Finished Goods, Stock-In-Trade and	Work-In-Progress	-1,212	683	-	-247	-462	-
Employee Benefits Expense		1,396	975	43%	4,209	3,133	34%
Other Expenses		1,315	1,475	-11%	5,730	6,590	-13%
Total Expenses (Excluding Finance costs & Depreciation)	(II)	6,966	7,171	-3%	30,283	14,282	112%
EBITDA	(III = I - II)	105	500	-79%	4,024	-7,391	-
EBITDA%		1.5%	6.5%		11.7%	-107.3%	
Finance Costs	(IV)	956	622	54%	2,910	2,587	12%
Depreciation and Amortization Expense	(V)	178	171	4%	695	710	-2%
Profit / (Loss) Before Exceptional Items and Tax	(III - IV - V)	-1,029	-293	-	419	-10,688	-
Exceptional Items		0	0	-	0	30,255	-
Profit / (Loss) Before Tax (After Exceptional Items)	(VI)	-1,029	-293	-	419	19,567	-
Total Tax (Benefits) / Expense	(VII)	-407	-187	-	129	-5,825	-
Net Profit / (Loss) for the year	(VI-VII)	-622	-106	-	290	25,392	-

^{*} Figures for the FY 25-26 is provisional and under audit

Note: % *growth rounded off to nearest integer*





Annual Financial Summary (Standalone figures)

₹ lakhs

				₹ lakhs	
Particulars	FY25	FY24	FY23	FY22	
Balance Sheet Highlights					
Equity Share Capital / Other Equity	6,660	1,753	1,003	1,003	
Reserve & Surplus	1,606	1,435	-30,210	-21,309	
Net Worth	8,266	3,188	-29,207	-20,306	
Borrowings	26,883	15,724	40,018	39,849	
Fund Employed	35,149	18,912	10,811	19,543	
PPE and Intangible Assets - Net Carrying Amount	9,859	10,356	10,600	11,860	
Investments	55	68	74	311	
Profit & Loss Highlights					
Revenue from Operations	31,528	6,691	4,383	6,391	
Other Income	2,779	200	1,086	2,535	
Expenses	9,939	9,723	7,075	15,628	
Depreciation/ Amortisation	695	710	895	995	
Profit/(Loss) Before Exceptional Items & Tax	419	-10,688	-9,209	-14,394	
Exceptional Items	0	30,255	-	-25,953	
PBT	419	19,567	-9,209	-40,347	
PAT	290	25,392	-8,828	-41,648	







TIL 2.0: Strategic Vision

Initiatives

Prioritised stakeholder engagement

Strategic financial agility

Efficiency-driven manufacturing overhaul **Product range expansion &** technology transformation

Strategic Outcomes

Enhanced Defence capabilities

Export & Retail Opportunities

Championing **Atmanirbhar Bharat**

Focused Vision

To be a globally trusted engineering solutions provider that adds sustainable value to the lives of people and the planet.





TIL 2.0: Strategic Initiatives



Prioritized Stakeholder Engagement

- TIL Gainwell cross-functional team utilization and knowledge sharing
- Strengthening market reachleveraging Gainwell's wide network
- Proactive vendor grievance resolution
- Prioritizing workforce rejuvenation
- Enhancing aftermarket support practices



Strategic financial agility

- Capital infusion to erase financial hurdles
- Rapid operational improvement
- Cost optimization strategies
- Strong financial management
- Efficient asset utilization and rigorous budget control



Efficiency-driven manufacturing overhaul

- Capitalising on manufacturing synergy between Gainwell and TIL
- Recalibrating manufacturing processes for accelerate product deliveries
- Maximizing capacity utilization
- Commitment to green manufacturing practices
- Core product allocation to designated plants



Product range expansion & technology transformation

- Launch of new-generation products
- Significant technology upgrades
- Digitized, cutting-edge product engineering initiatives
- Predictive maintenance implementation for enhanced service





TIL 2.0: Strategic Outcomes

Enhancing defence capabilities

- **Tailored Solutions** for military excellence.
- Capability & capacity to fulfil strategic and customised needs of Indian Army, Air Force, and Navy.
- TIL will continue to collaborate as a leading defence equipment manufacturer, serving both domestic and export needs.

Capitalising on export & retail opportunities

- TIL's global manufacturing strengths and alliances, combined with India's export initiatives, bolster its **potential for global market expansion**.
- Immense opportunity on Retail segment with productionalization of newer products and categories already in pipeline.
- Hyster's expanded product offerings, with versatile attachments, are launch-ready for productionalization.

Promoting India's selfsufficiency

- Aim for enhancing India's Self-Sufficiency aligning with National Vision for Self-Reliance, Atmanirbhar Bharat and Make in India.
- Reducing Dependency on Imported

 Capital Goods benefiting key strategic industries.





TIL Defence SBU: Pioneering Indigenous Military Production



TIL Defence

Consolidation of defence portfolio

To unify & enhance our expanding range of defence products & services within the current CAPEX allocation.

Accelerating indigenous production

Boosting domestic manufacturing of critical military systems to support national defence initiatives. **Engagement with Tri- Services**

Strengthen partnerships with India's Army, Navy, & Air Force.

Multi-year expansion plan

Implementing an ambitious strategy to enhance capabilities, positioning us as a trusted supplier in domestic & international defence markets.

Leveraging 4 decades of defence innovation & experience





INR 2,000 Crores

Targeted Defence Orders In 5 years



TIL Ltd. Catering to Specialized Defence Needs

TIL caters to **specialised defence products** to fulfil strategic requirements of the Indian Army, Air Force, and Navy.

DRDO-registered with experienced defence R&D design team.

Gainwell's leadership and network to forge strong defence partnerships.

Robust defence orders for specialized automotive, structural, hydraulics, and electronic controls.

















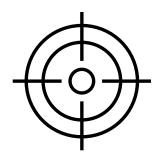




Strong Order Book driven by Specialized Defence

Growth Strategy Anchored by a Substantial order book

Order book primarily includes order for products such as Specialised Defence Equipment, ReachStackers, Cranes and Boom Lifts



Current Order Book

₹ ~100 crores

Order Book Visibility (In pipeline)

₹ ~200 crores



Immense opportunities in below focus Sectors

☐ Niche Defence

□ Infrastructure

☐ Material Handling

- ☐ Mining
- ☐ Construction equipment
- ☐ Airports & Ports

Current Market Scenario

- ✓ Temporary market headwinds driven by macroeconomic issues such as global tariff uncertainties
- ✓ Weakening of the ₹ against the \$
- ✓ Seasonal reduction in demand







Recent ESG Initiatives

TIL appoints Consultivo



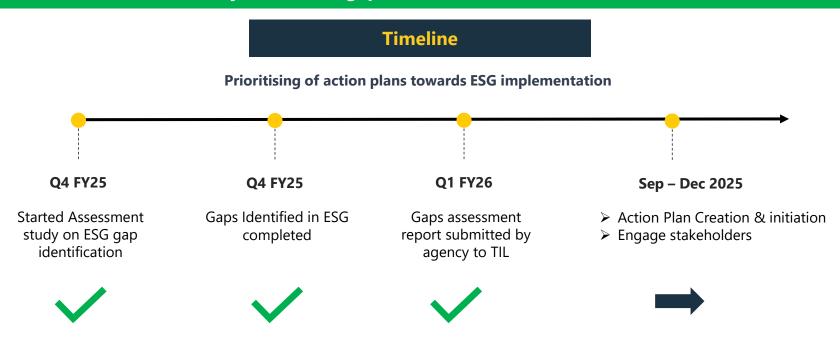
TIL Ltd. appointed Consultivo as consultant for 'ESG Reporting Advisory, Design & Communication' project at TIL.

Consultivo leveraging 15+ years of expertise in sustainability will:

- Identify Gaps in ESG/Sustainability Performance
- □ Determine scope of improvement
- Sustainability Communication Plan

Assessment study on the ESG gap

Review current practices Map data to GRI requirements Gaps identification Development of action plan Areas & Gaps Identification Environment Social Governance





People Initiatives

Environment day celebrations

Commitment to build a cleaner, greener tomorrow



One TIL. One Uniform

Introduced a standardized uniform for all workmen to promote greater inclusivity and encourage teamwork



Educational industrial visit

MBA students (EIILM, Kolkata) at Kamarhati facility



Senior leadership development programme

Mindfulness and Experiential Learning, hosted by BCC&I, XLRI, and IACD



81st Foundation day

Hosting children from CINI Kolkata at Foundation Day

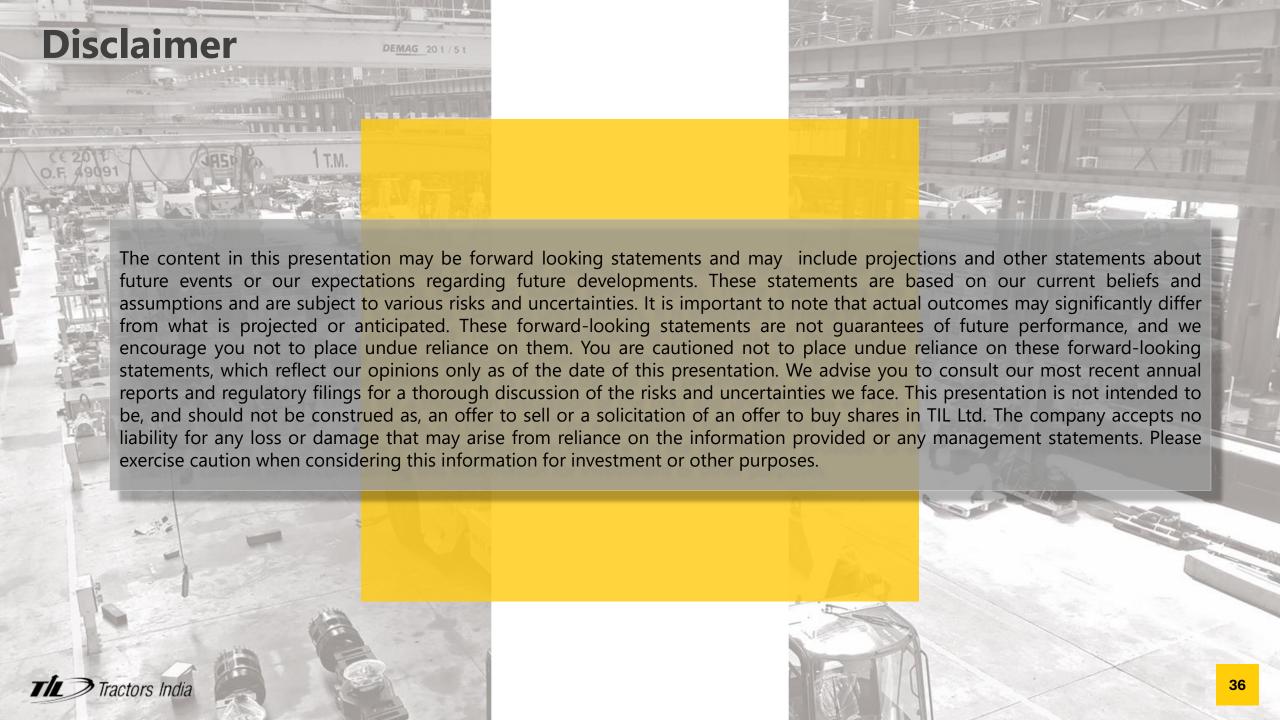


CII Manufacturing Conclave 2025

Participation in CII Manufacturing Conclave 2025 at Taj Bengal, Kolkata









TIL Limited.

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