



# TIL Limited Investor Presentation Q4 & FY25

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May 2025





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01

## Company Overview

**TIL** Tractors India





# TIL Ltd. : At a Glance

## A Leading Material Handling & Infrastructure Equipment Manufacturer

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

### 8-decade Legacy

1944

Year of Incorporation

**CATERPILLAR**

Appointed Caterpillar Representative in 1944

1955

Year of Listing

### Market Leader in Niche Products

- ✓

Defence Equipment
- ✓

Cranes
- ✓

ReachStackers
- ✓

Container Handlers
- ✓

Forklift Trucks



## Wide Network with Strategic Global Alliances & Client-Centric Solutions

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

### Global alliances

Strategic global alliances with industry leaders Like Grove, Manitowoc & Hyster.



### Customer-centric Approach

Robust market presence with comprehensive after-sales support, training, and a nationwide quick-response network.

### Geographic Expansion

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

## Cutting-Edge Manufacturing Facilities

Strategically located Manufacturing facilities complemented by a sophisticated warehouse.

### 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**





# TIL 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 1<sup>st</sup> ever and only purpose-built mobile crane manufacturing hub in India



## 1<sup>st</sup> Indigenously Manufactured Mobile Crane

1962

Rolls out India's 1<sup>st</sup> indigenously manufactured mobile crane



## 1<sup>st</sup> Rough Terrain Crane

1982

Manufactured India's 1<sup>st</sup> Rough Terrain Crane



## 1<sup>st</sup> 100-tonne Truck-mounted Mobile Crane

1988

Manufactured India's 1<sup>st</sup> 100-tonne Truck-mounted Mobile crane



## 5000<sup>th</sup> Crane In 2007

2007

5000<sup>th</sup> crane rolls out of Kamarhati manufacturing plant



## 1<sup>st</sup> 75 T truck crane

2011

Built India's 1<sup>st</sup> 75 T Truck Crane



## 1<sup>st</sup> Maintenance & Repair Contract

MARC

Pioneer in initiating 1<sup>st</sup> maintenance & repair contract in India with Tata Steel



## 400<sup>th</sup> ReachStacker In 2025

2025

400<sup>th</sup> Hyster-TIL ReachStacker rolls out of Kharagpur plant







## Our Vision

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



## Our Mission

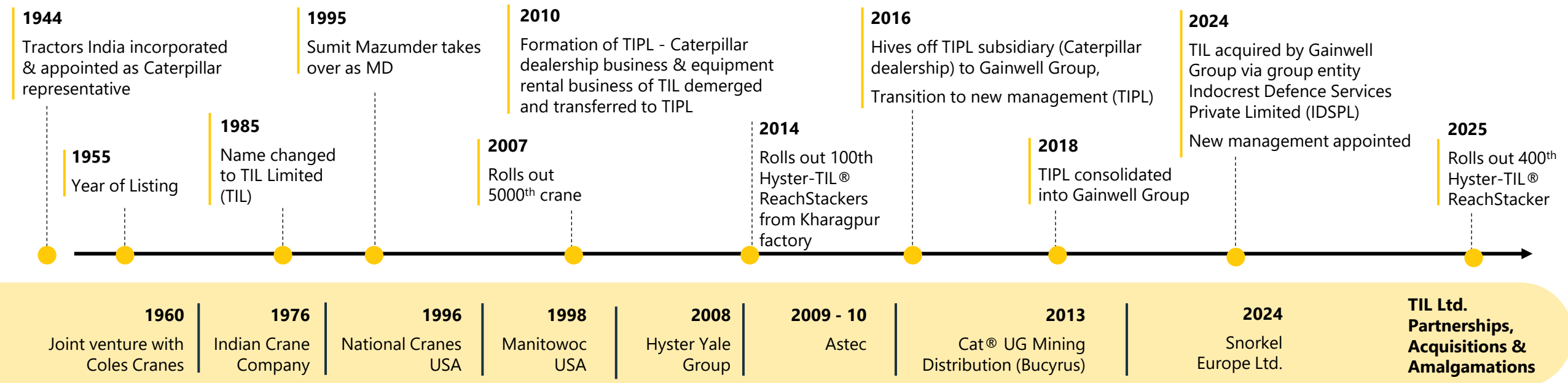
"To deliver customer delight globally through engineering and service solutions, while living our values and building a safe, sustainable and engaging place to work."

## Values – V123





# 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

**TIL** Tractors India

- **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.



# TIL's Business Transformation

## FY25 Achievements

### Highest Revenue

Achieved over the last 5 years

### Highest EBIDTA

Achieved over the last 6 years

### Positive EPS

For the **1<sup>st</sup> time** in last 6 years

### Positive EBIDTA Margin

For the **1<sup>st</sup> time** in last 6 years

### 2<sup>nd</sup> highest number of machines

Manufactured & sold in the last 10 years

## Transformation of TIL Following Acquisition by Gainwell Group and Management Transition

FY24

₹ 69 Cr

Total Revenue

FY25

₹ 343 Cr

₹ (74 Cr)

EBITDA

₹ 40 Cr

58

No of machines Manufactured & Sold

242

1,061 days

Inventory Days

227 days

201 days

Debtor Days

156 days

660

Employee strength

725

## Shaping India's Infrastructure Landscape

Gainwell Group, a Make-in-India powerhouse, excels in sectors like mining, construction, energy, defence, railways, and heavy equipment.

## Excellence in Integrated Solutions

Offers innovative products for infrastructure development delivering superior value through integrated solutions and exceptional service coverage.

## Pioneering Sustainable Nation-Building

Deeply committed to nation-building, playing a key role in India's infrastructure development pioneering sustainable manufacturing.

**10,000+**  
Projects Done

**22,500+**  
Happy Customers

**3,400+ 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



## Businesses

- ✓ Construction Equipment
- ✓ Mining Equipment
- ✓ Energy & Transport Equipment
- ✓ Construction Technology solutions
- ✓ Equipment Manufacturing



# 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

## Gainwell Group



### 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



### 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 and infrastructure equipment.
- ✓ **725** Total Workforce
- ✓ **5** Regional Offices
- ✓ **55** Different Models in Portfolio
- ✓ **10+** Countries Catered
- ✓ **32,500+ Sq. Mt.** Cumulative Shop Floor Area

#### Industries Served

- |                                |                        |
|--------------------------------|------------------------|
| ❑ Material Handling            | ❑ Steel & Mining       |
| ❑ Defence                      | ❑ Oil & Petrochemicals |
| ❑ Ports                        | ❑ Railways/Airport     |
| ❑ Construction & Road Building | ❑ 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
- ✓ **150+** Skilled Employees





# Caterpillar Association: Pioneering Self-Reliance in Capital Goods for India

- TIL-Caterpillar partnership since 1944, continued by Gainwell from 2016.
- Enhances India's self-sufficiency and reduces import dependency.

**CATERPILLAR®**

**1944**

TIL Limited appointed as the representative of Caterpillar.

Started operation in 6 Church Lane, Calcutta (Kolkata) as Caterpillar dealer.



**TIL** Tractors India **CAT**

**GAINWELL** **CAT**

## Product Category



Construction Machinery



Surface Mining



Underground Mining



Diesel Generator



Industrial OEM



Marine



Oil & Gas



Solar Power



**TIL** Tractors India

**1976**

Extended footprint beyond India to Nepal, Sikkim, Bhutan, Myanmar.



**2010**

Caterpillar dealership business transferred to TIPL.



**2016**

TIPL consolidated into Gainwell Group as Gainwell Commosales Pvt Ltd.



# 02

 Tractors India

## Business Overview





# 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.



**TIL** Tractors India







# Partnership with Manitowoc Crane Group, USA

**GROVE®**  
by **Manitowoc**

**Manitowoc®**



**Grove, USA - World Leader in Mobile Crane Manufacturing**



## Technological innovation

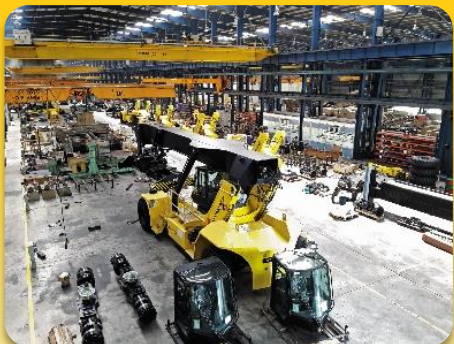
- ▶ Grove leads in technological advancement, offering a unique competitive advantage
- ▶ Renowned for manufacturing robust & dependable heavy lifting equipment.



## 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**

## Recent Update

- **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



## 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.**



**1<sup>st</sup> and only purpose-built** mobile crane factory in India - the sole of its kind in the country.



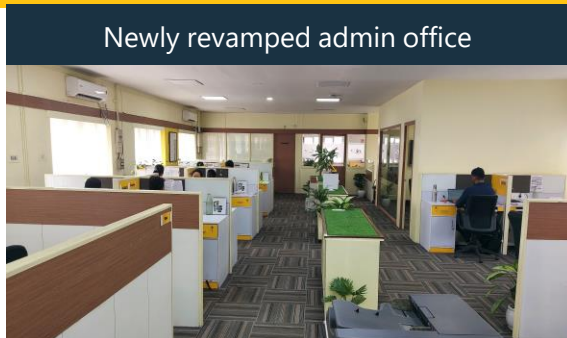
Equipped with state-of-the-art facilities, including a fully modern **machine shop, fabrication and assembly shops and test bed.**



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

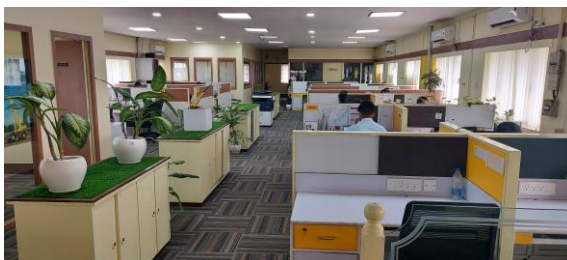


Engaged primarily in the manufacturing of **specialized equipment for Indian Defence, Truck Cranes and Rough Terrain Cranes.**



Newly revamped admin office

2<sup>nd</sup> crane ever built (1962) restored & repositioned for public display



# 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.



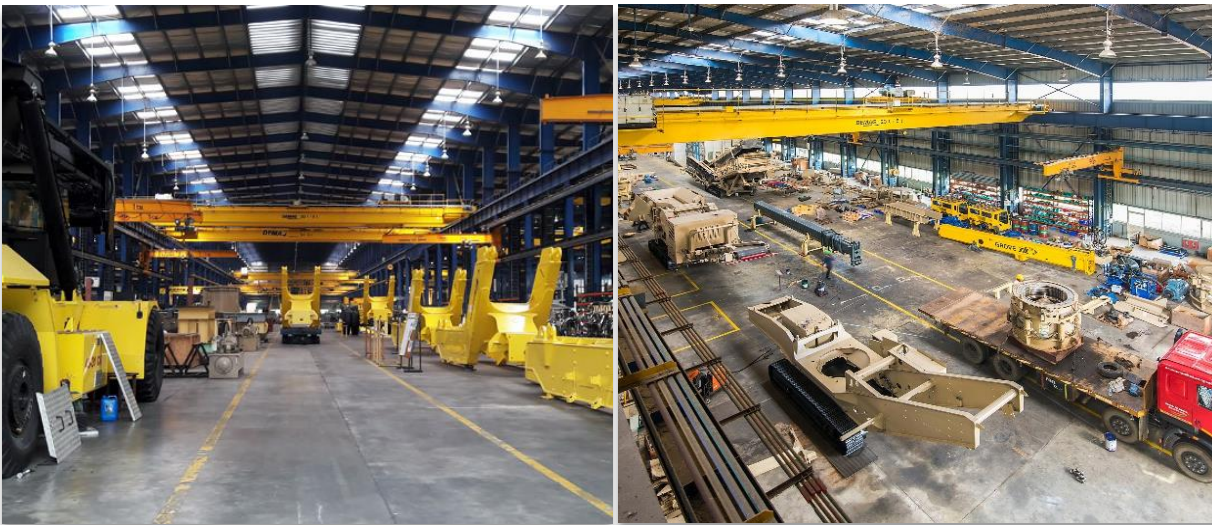
► **Conveniently located** and equidistant from both, Kolkata, and Jamshedpur, as well as from the 2 maritime ports at Kolkata and Haldia.



► 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**.

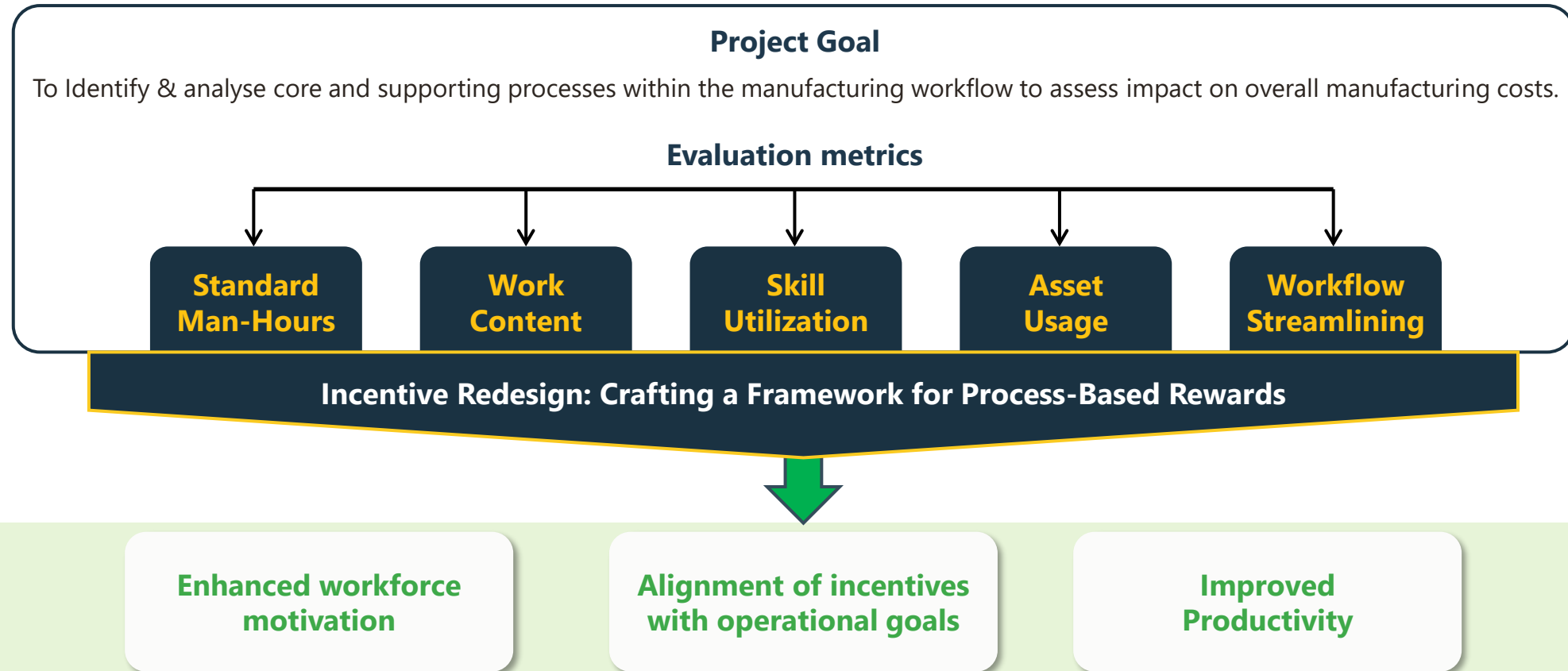






# Advancing Manufacturing Efficiency: Capacity Utilization & Process Optimization

## Capacity Utilization project in partnership with IIM, Mumbai\*



**FY25  
Updates**

Rough terrain cranes, previously exclusively manufactured at Kamarhati, are now also being produced at the Kharagpur facility

\*IIM, Mumbai (earlier NITIE Mumbai)

# Manufacturing Facilities: State-of-the-Art Machinery



CNC Plasma cum Oxyacetylene cutting



CNC Brake Press



Heavy Fabrication workshop



External Internal Auto weld m/c



CNC Floor Boring machine



Paint Booth





# Marquee Clients

## Defence



## Mining / Oil / Petroleum



## Port/ICD/CFS



## Others





# Board Of Directors



**Sunil Chaturvedi**

Chairman and Managing Director



**Alok Kumar Tripathi**

Director & President



**Ayan Banerjee**

Director - Finance



**Saroj Punhani**

Non-Executive Independent Director



**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

34+ 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.

# 03

## Performance Highlights and Business Updates

**TL** Tractors India





# Q4 FY25 Key Business Updates – Product, Safety & Service Initiatives

## Recent Hyster-TIL Updates

### Renewed Agreement

Renewed Dealer Sales & Service Agreement (DSSA) with Hyster-Yale Asia-Pacific Pte. Ltd, for a period of 5 years (effective June 1, 2024).

### New products made available

New High-capacity Forklift Trucks & Empty Container Handlers now available in India for use in logistics & port operations.



### 400th Hyster-TIL ReachStacker rolls out of Kharagpur plant



## ARAI certification



Each TIL crane undergoes thorough testing, adhering to ISO 9001:2015 standards for quality and consistency.

ARAI certification guarantees exceptional safety, brake performance, steering control, and minimized noise levels.

## Robust After Sales Support

Sales team conducted free inspections & service support for **200+ machines** in 3 months.

## Dedicated toll free hotline

New toll-free call center has been established for TIL customers, providing round-the-clock support.



# FY25 Key Business Updates - Bauma ConExpo India 2024

TIL proudly returns to Bauma CONEXPO INDIA under the Gainwell Group umbrella

## Grand Inauguration at Bauma 2024



Grand inauguration of TIL's stall by **Hon'ble Minister of Road Transport and Highways of India, Shri Nitin Gadkari**.

## Launch of N80A articulating crane

Specialized for defence, now available to retail customers.



## Hyster TIL ReachStacker showcase

A testament to Collaborative innovation & excellence in India's material handling and construction equipment sectors.



## Introduction of Snorkel A62JRT into India's Aerial Work Platform market

### Snorkel A62JRT

Designed for diverse Indian terrains.







# FY25 Key Business Updates

## Agreement with Snorkel Europe to become official Sales & Service partner in South Asian Region

Partnership agreement signed between **Mr. Sunil Kumar Chaturvedi, CMD** - TIL Ltd & **Mr. Craig Revell**, Business Development Director, Middle East & India, Snorkel Europe Ltd.



TIL becomes **Official Sales & Service partner\*** Northern & Eastern India, Andaman & Nicobar Islands, Nepal & Bhutan.



Incremental  
Revenue by FY28

~₹ 200 crore

## Order update: 40 nos. Heavy Duty Cargo Handling Cranes

TIL successfully completed execution of 40 Heavy Duty Cargo handling RT-630 cranes for the Indian Army.



## New parts warehouse – Dankuni

**Dankuni, West Bengal**

Inaugurated a modern, well-ventilated facility with strategic location, featuring cutting-edge technology & ERP enabled system.

**Built up area – 5,000 sq.ft**



# Q4 & FY25 Key Financial Highlights - Standalone

Q4 FY25

Total Income

₹ 11,087 lakhs

EBITDA

₹ 2,147 lakhs

PAT

₹ 976 lakhs

- **Standalone quarterly revenue** reported a remarkable **increase of 240% YoY**, climbing to **₹ 11,087 lakhs in Q4 FY25** as compared to ₹ 3,257 lakhs in Q4 FY24 and ₹ 8,298 lakhs in Q3 FY25 as a result of the ongoing product range expansion, process optimisation efforts, and operational expansion
- **EBITDA** has further improved to **₹ 2,147 lakhs in Q4 FY25** as compared to ₹ (2,696) lakhs in Q4 FY24 and ₹ 648 lakhs in Q3 FY25. This was driven by a robust operational performance, better capacity utilisation, and better capacity utilisation
- **EBITDA margin** for Q4 FY25 stood at **19.4%**.

FY25

Total Income

₹ 34,307 lakhs

EBITDA

₹ 4,024 lakhs

PAT

₹ 290 lakhs





# Financial Summary (Standalone figures)

₹ lakhs

Particulars	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	10,152	3,143	223%	7,914	28%	31,528	6,691	371%
Other Income	935	114	720%	384	143%	2,779	200	1290%
<b>Total Revenue (I)</b>	<b>11,087</b>	<b>3,257</b>	<b>240.4%</b>	<b>8,298</b>	<b>34%</b>	<b>34,307</b>	<b>6,891</b>	<b>398%</b>
<b>Expenses</b>								
Cost of Materials Consumed	4,370	2,009	118%	4,843	-10%	16,301	4,507	262%
Purchases of Stock-In-Trade	2,669	173	1443%	546	389%	4,290	514	735%
Changes in Inventories of Finished Goods, Stock-In-Trade and Work-In-Progress	-696	-67	-	-386	-	-247	-462	-
Employee Benefits Expense	937	784	20%	1,180	-21%	4,209	3,133	34%
Other Expenses	1,660	3,054	-46%	1,467	13%	5,730	6,590	-13%
<b>Total Expenses (Excluding Finance costs &amp; Depreciation) (II)</b>	<b>8,940</b>	<b>5,953</b>	<b>50%</b>	<b>7,650</b>	<b>17%</b>	<b>30,283</b>	<b>14,282</b>	<b>112%</b>
<b>EBITDA (III = I - II)</b>	<b>2,147</b>	<b>-2,696</b>	<b>-</b>	<b>648</b>	<b>231%</b>	<b>4,024</b>	<b>-7,391</b>	<b>-</b>
<b>EBITDA Margin (%)</b>	<b>19.4%</b>	<b>-</b>	<b>-</b>	<b>7.8%</b>	<b>-</b>	<b>11.7%</b>	<b>-</b>	<b>-</b>
Finance Costs (IV)	677	524	29%	823	-18%	2,910	2,587	12%
Depreciation and Amortization Expense (V)	175	168	4%	176	-1%	695	710	-2%
<b>Profit / (Loss) Before Exceptional Items and Tax (III - IV - V)</b>	<b>1,295</b>	<b>-3,388</b>	<b>-</b>	<b>-351</b>	<b>-</b>	<b>419</b>	<b>-10,688</b>	<b>-</b>
Exceptional Items	0	13,377	-	0	-	0	30,255	-
<b>Profit / (Loss) Before Tax ( After Exceptional Items) (VI)</b>	<b>1,295</b>	<b>9,989</b>	<b>-</b>	<b>-351</b>	<b>-</b>	<b>419</b>	<b>19,567</b>	<b>-</b>
Total Tax (Benefits) / Expense (VII)	319	-6,877	-	19	-	129	-5,825	-
<b>Net Profit / (Loss) for the year (VI-VII)</b>	<b>976</b>	<b>16,866</b>	<b>-</b>	<b>-370</b>	<b>-</b>	<b>290</b>	<b>25,392</b>	<b>-</b>

Note: % growth rounded off to nearest integer



# Annual Financial Summary (Standalone figures)

₹ lakhs

Particulars	FY25	FY24	FY23	FY22
<b>Balance Sheet Highlights</b>				
Equity Share Capital / Other Equity	6,660	1,753	1,003	1,003
Reserve & Surplus	1,606	1,435	-30,210	-21,309
<b>Net Worth</b>	<b>8,266</b>	<b>3,188</b>	<b>-29,207</b>	<b>-20,306</b>
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
<b>Profit &amp; Loss Highlights</b>				
<b>Revenue from Operations</b>	<b>31,528</b>	<b>6,691</b>	<b>4,383</b>	<b>6,391</b>
Other Income	2,779	200	1,086	2,535
Expenses	9,939	9,723	7,075	15,628
Depreciation/ Amortisation	695	710	895	995
<b>Profit/(Loss) Before Exceptional Items &amp; Tax</b>	<b>448</b>	<b>-10,688</b>	<b>-9,209</b>	<b>-14,394</b>
Exceptional Items	0	30,255	-	-25,953
PBT	419	19,567	-9,209	-40,347
<b>PAT</b>	<b>290</b>	<b>25,392</b>	<b>-8,828</b>	<b>-41,648</b>

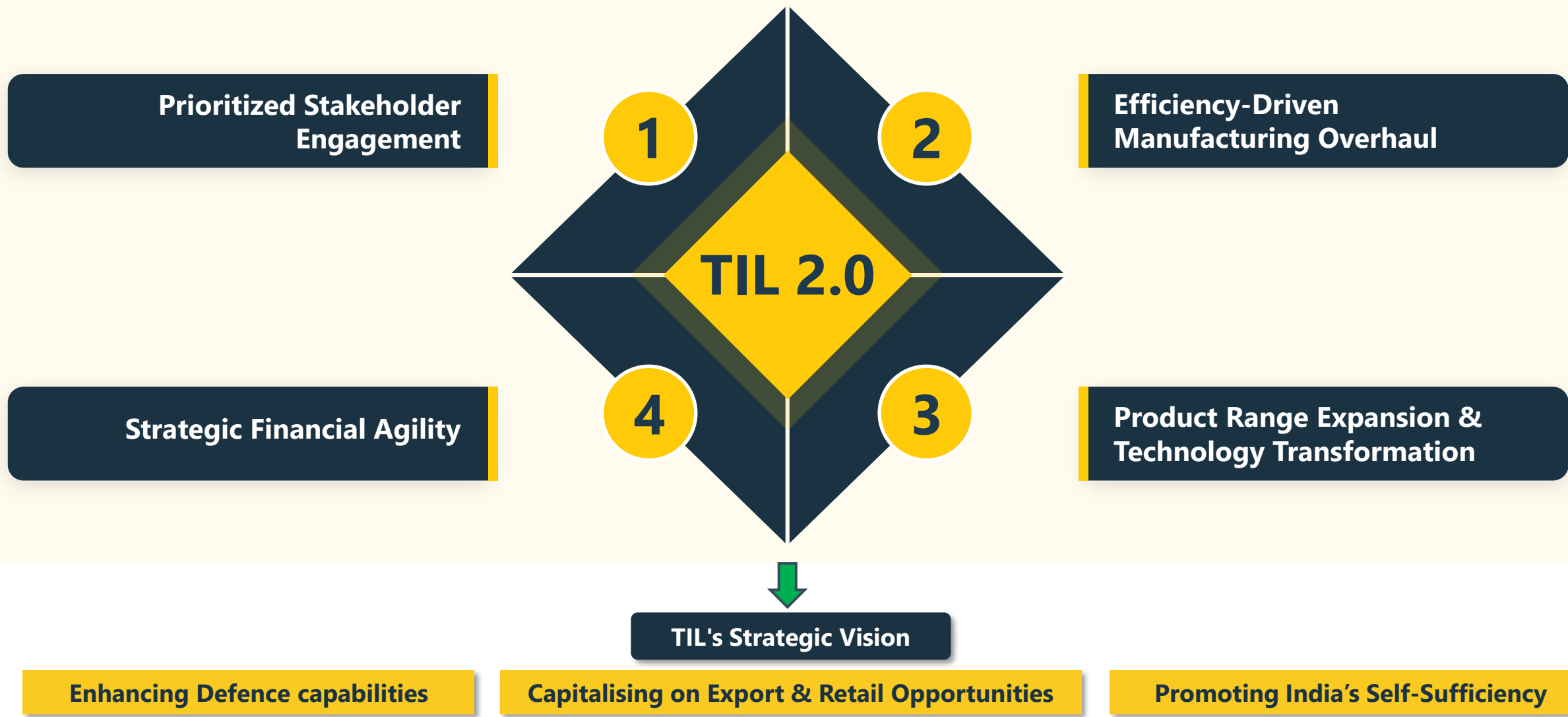


## TIL 2.0 - Strategic Vision





# TIL 2.0: Strategic Vision





# TIL 2.0 - New beginnings. Endless possibilities



## Prioritized Stakeholder Engagement

- ◆ TIL - Gainwell cross-functional team utilization and knowledge sharing
- ◆ Strengthening market reach leveraging 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's Strategic Vision: Aligned with National Goals

## 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 Self-Sufficiency

- ◆ **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 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.

### Order Book

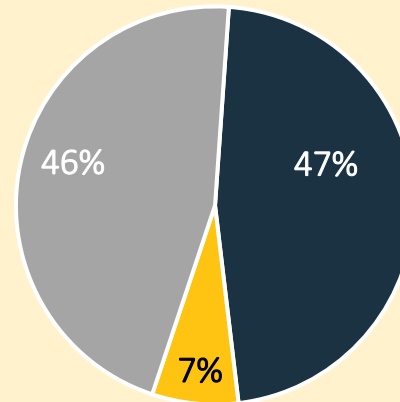
₹ ~80 crores

Order Book status as on 31<sup>st</sup> Mar 2025

### Order Book Visibility (In pipeline)

₹ 75+ crores

### Order Book Break up



■ Defence ■ Other ■ Retail

As on 31<sup>st</sup> Mar 2025

## Immense opportunities in below Focus Sectors

- ❑ Niche Defence
- ❑ Infrastructure
- ❑ Material Handling
- ❑ Mining
- ❑ Construction equipment
- ❑ Airports & Ports

Supported by positive macroeconomic and sectoral environment

## Favorable opportunities

- ✓ Positive macro environment and market sentiment
- ✓ Infrastructure development a key focus of Government
- ✓ Construction & maintenance equipment for Renewable Energy Initiatives
- ✓ Potential to serve as feeder industry for large-scale fabrication, forging, providing critical components and specialized services.



05

ESG







# Sustainable Excellence: Gainwell's ESG Initiatives

Gainwell Group is integrating ESG practices into TIL Ltd, reflecting a commitment to its existing sustainable and responsible business operations.

Leveraging advanced digital solutions and technology, **Smart Iron** offers **customer-centric services to reduce costs and fuel consumption**, backed by digital support for equipment functionality and an immersive online sales platform.

## Investments in Green facilities

1000 kWp Solar plant installed at TIL Limited's Kharagpur facility.



Constructing new facilities with eco-friendly principles.

UNNATI - Asia's first LEED 4 Platinum Green Building with sustainable features like radiant cooling, solar rooftop, rainwater harvesting.

## Green Supply Chain



Plans for sustainable supply chain via LNG powered trucks.



Collaboration for EV services for internal employees.

All electric



Achieved 2000+ km, all-electric rail transport of 38 machines in 4 days, eliminating fuel use.

## Diversity, Equity and Inclusion

Diversity Goal #D12



Aiming to increase women's representation, including hiring an all-women trainee batch and creating women-centric roles. (Total strength aim >12%).

DEI Council, established for audits, training, & LGBTQI+ and disability inclusion strategies.

Inclusive policies and strategies, to support LGBTQI+ communities & people with disabilities.

Introduced adoption leave & committed to diversifying paternity & maternity leave options.



## 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 conducted in Q4 and the path ahead

### Key Steps in GRI Gap Assessment

- ➡ Review current practices
- ➡ Map data to GRI requirements
- ➡ Gaps identification
- ➡ Development of action plan

### Areas & Gaps Identification

<b>Environment</b>	Absence of environment management policy, hazardous waste management, monitoring consumption material & energy consumption
<b>Social</b>	Employment records, safety initiatives, occupational health services, workers participation, non-discrimination records
<b>Governance</b>	Climate change risk, financial implications, anti-corruption procedures, records of liabilities, infrastructure investments, support services, awareness trainings.

### Next Steps

Creation of action Plan



Engage stakeholders for support



## Women Empowerment

Celebrating the remarkable women of TIL Limited for their dedication and hard work.



Breaking barriers & shifting perceptions, women at TIL Limited contribute across all roles, from shop floors to engineering bays.



## Safety First

National Safety Week



Kamarhati & Kharagpur trams are dedicated to upholding high workplace safety standards.

Committed to preventing accidents and ensuring a safe working environment.

Focused on creating a healthy and inclusive workplace for all employees.

## Operation & Safety Workshop



Conducted session on "Operation, Maintenance, and Safety of RT740B (40 Ton) and RT 880 (75 Ton) TIL Cranes" at CETI Barkakana.

High participation from CCL candidates, guided by service In-Charge and service Engineer.

Key takeaways included crane operations, maintenance practices, and safety protocols.



# Empowering Communities Through Culture & Education

## Group Finance Meet

1st **Group Finance Meet**, at Kharagpur facility symbolizing the spirit of unity across TIL Ltd and the Gainwell Group.



## Informational Tours

Welcoming college **students to experience our equipment** & highlighting crucial role of TIL in developing innovative material handling solutions.



## Promoting Culture

Celebrating India's **rich heritage** in classical music at Behala Classical Festival

Inspiring younger generations while preserving the **timeless art forms** that represent our cultural legacy.



## Coffee Table Magazine

[Click to access Coffee Table Magazine](#)





# Nurturing People, Planet, & Prosperity

**CSR Vision:** Drive socio-economic progress through health, education, and skill development initiatives, with community involvement. Over the past 6 years, initiatives have positively affected 60,000 lives through sustainable change.

## Tata Steel Marathon

TIL showcased **exceptional dedication** at the Tata Steel Marathon 2024 in Kolkata.

Contribution to an (NGO) as part of the event.



## Health

**Medical camps** offering preventive healthcare, training, free medication.

**Nutritional support & Assistance for food procurement**



## Skill Development

**Training** delivered by master operators & technical experts.

**CSR-driven Skill Development** for upskilling underprivileged youth.



## Education

**Premasree:** Educational and vocational support for visually impaired children.

**Gainwell Shishu Siksha Vikas Yojna:** Scholarships, aid for underprivileged children.



## Flood Relief

Reached out to **families affected by floods** in West Bengal.

**Distributed food and groceries** to 85 families in need.



## Empowerment Philosophy

**Successfully trained** 60+ technicians, 200+ youth as equipment operators.

Achieved **90%+ placement rate** for trained individuals.





# Disclaimer

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# THANK YOU



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