Investor Presentation

Q1 FY27 | August 2026

Table of Content

1. At a Glance
2. Financial Performance & Business Updates
3. Transformation & Way Forward
4. Company Overview
5. ESG

TIL Limited: 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

Sectors Served

- ✓ Defence
- ✓ Mining
- ✓ Ports
- ✓ Energy
- ✓ Construction
- ✓ Railways
- ✓ Heavy equipment
- ✓ Infrastructure

Customer-centric Approach

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

Global Alliances

Strategic global alliances with industry leaders Like Grove (Manitowoc) and Hyster

GROVE by Manitowoc · Manitowoc · HYSTER

Market Leader In Niche Products

- ✓ Defence Equipment
- ✓ Cranes
- ✓ Container Handlers
- ✓ ReachStackers

Wide Network

Headquartered in Kolkata with a pan-India network and 4 regional offices located in Kolkata, Chennai, Mumbai and Delhi

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 **Taratala** **Kharagpur**

TIL Limited: Vision & Mission

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

1 I
- I – Integrity

2 Es
- E – Excellence
- E – Entrepreneurship

3 Cs
- C – Customer centricity
- C – Caring
- C – Collaboration

Financial Performance & Business Updates

TIL Limited: Strong Q1 FY27 Performance

	TIL Standalone	Tulip Compression Pvt Ltd (TCPL)	Q1 FY27 Consolidated#
Revenue	**INR 7,861 Lakhs** ↑ 25% YoY Growth Order execution, new product commercialisation, aftermarket	**INR 3,852 Lakhs** Part period only, from May 2026*	**INR 11,713 Lakhs** ↑ 86% YoY Growth Reported revenue from operations
EBITDA	**INR 339 Lakhs** ↑ 223% YoY Growth	**INR 396 Lakhs**	**INR 732 Lakhs** ↑ 597% YoY Growth
PAT	**INR -716 Lakhs**	**INR 174 Lakhs**	**INR -545 Lakhs**
Net Worth	**INR 24,893 Lakhs**	**INR 2,254 Lakhs**	**INR 27,206 Lakhs**

- ***Q1 FY27** consolidated revenue captures only the period from TCPL acquisition completion in **May 2026**, so the contribution is materially below a full-quarter run-rate
- **Q2 FY27** will be the first quarter carrying TCPL revenues for the **full three months**

#TIL Overseas Ltd included along with TCPL

Standalone to Consolidated: The Full Build Up

₹ lakhs

Particulars	TIL (standalone) Q1 FY27	TCPL Q1 FY27*	Consolidated Q1 FY27#
Revenue from Operations	7,861	3,852	11,713
YoY Growth	*25%*	-	*86%*
Other Income	31	1	32
Total Revenue	**7,892**	**3,853**	**11,745**
EBITDA	**339**	**396**	**732**
EBITDA%	**4.3%**	**10.3%**	**6.2%**
Finance Costs	1,050	117	1,167
Depreciation and Amortization Expense	209	45	254
Profit / (Loss) Before Exceptional Items and Tax	**-920**	**234**	**-689**
Exceptional Items	-42	-	-42
Profit / (Loss) Before Tax (After Exceptional Items)	**-962**	**234**	**-731**
Total Tax (Benefits) / Expense	-246	60	-186
Net Profit / (Loss) for the year	**-716**	**174**	**-545**

*Part period only, from May 2026

#TIL Overseas Ltd included along with TCPL

% growth rounded off to nearest integer

Financial Summary (Consolidated)

₹ lakhs

Particulars	Q1 FY27	Q1 FY26	YoY	Q4 FY26	QoQ
Revenue from Operations	11,713	6,291	*86%*	10,884	*8%*
Other Income	32	780	*-96%*	60	*-47%*
Total Revenue	**11,745**	**7,071**	***66.1%***	**10,944**	***7%***
Expenses					
COGS	6,940	4,256	*63%*	6,614	*5%*
Employee Benefits Expense	1,753	1,396	*26%*	1,270	*38%*
Other Expenses	2,320	1,314	*77%*	2,011	*15%*
Total Expenses (Excluding Finance costs & Depreciation)	**11,013**	**6,966**	***58%***	**9,895**	***11%***
EBITDA	**732**	**105**	***597%***	**1,049**	***-30%***
EBITDA%	**6.2%**	**1.5%**	**470 bps**	**9.6%**	**-340 bps**
Finance Costs	1,167	956	*22%*	1,470	*-21%*
Depreciation and Amortization Expense	254	178	*43%*	195	*30%*
Profit / (Loss) Before Exceptional Items and Tax	**-689**	**-1,029**	**-**	**-616**	**-**
Exceptional Items	-42	0	-	-558	-
Profit / (Loss) Before Tax (After Exceptional Items)	**-731**	**-1,029**	**-**	**-1,174**	**-**
Total Tax (Benefits) / Expense	-186	-407	-	-177	-
Net Profit / (Loss) for the year	**-545**	**-622**	**-**	**-997**	**-**

Note: Q1 FY27 includes TIL Overseas Ltd. and TCPL; Q1 FY26 and Q4 FY26 include only TIL Overseas Ltd., without TCPL's contribution.

% growth rounded off to nearest integer

Q1 FY27 Business Highlights

Strategic Acquisition

Tulip Compression Private Limited Acquisition (TCPL)

Strategic acquisition enabling end-to-end CNG, LNG & Hydrogen manufacturing entry into clean energy

Industry Recognition

Neo Wealth Hurun Stars of the East 2026

Mr. Sunil Chaturvedi, Chairman & Managing Director of TIL Ltd was felicitated at the inaugural Neo Wealth Hurun Stars of the East 2026 for his outstanding leadership and contribution to business growth

Equity Infusion

Funding growth with equity

Rights issue at INR 165/share subscribed ~1.4x; shares listed on BSE & NSE in April 2026

Raised ~INR 150 crore in April 2026, utilized towards repayment of short-term borrowings and working capital

Supported by INR 60 crore promoter infusion through share warrants during FY26

Project & Incentive Milestones

COD Agreements

Tripartite Change of Domicile agreements completed for KMT & KGP

Incentive Scheme

New incentive scheme launched from April 2026 to drive performance

Q1 FY27 Business Highlights

Record ReachStacker Sales

Operational Momentum

Achieved record quarterly Reachstacker sales of 9 units, marking the best performance since the management transition.

CONCOR O&M Order

Expanding Service Portfolio

Secured O&M orders worth over ₹2 Cr from CONCOR, strengthening the services and aftermarket business.

Air Force Order Executed

Successful Project Execution

Successfully fulfilled the delivery of 68 units of N80 machines for the Indian Air Force.

Transformation & Way Forward

Two Years Of Transformation since Acquisition

Stronger Fundamentals + Expanded Future-ready Portfolio + Leadership Depth

Performance Stabilised, Positioned for Growth

Driven by focused execution and strengthening business momentum, poised for growth

Strengthened Leadership & Management Team

- Board reinforced with the addition of **Anurag Srivastava** (Non Exec Director) and **Vijay Singh Chauhan** (Independent Director)
- Management Team now includes **P. S. Vombatkere** (Head of Naval Defence) and **Rajib Lochan Datta** (Head of Product Engineering)

Operational Readiness Strengthened To Deliver Scale

Through facility upgrades and improving manufacturing efficiency

Resilient Performance in a Challenging Year

Sustained positive EBITDA, scaled and manpower machine deployments, progressed TCPL acquisition, and strengthened internal processes despite ongoing macro economic challenges

Product Innovation Back In Focus

With new launches and strong market interest TIL has created a Comprehensive Product Portfolio



Deepening Indigenous Defence Capabilities

Consolidated defence portfolio, accelerating indigenous production through a multi-year growth plan

Healthy Order Book

TIL Limited

Orders in Hand

INR 211 Crores

Prime Products – Rs 187 Cr, Aftermarket – Rs 24 Cr

Order Pipeline

INR 373 Crores

Prime Products – Rs 356 Cr, Aftermarket – Rs 17 Cr

CURRENT ORDER BOOK POSITION*

TCPL

Orders in Hand

INR 328 Crores

Prime Products – Rs 219 Cr, Aftermarket – Rs 109 Cr

Order Pipeline

INR 117 Crores

Prime Products – Rs 95 Cr, Aftermarket – Rs 22 Cr

Order in Hand - orders for which company has PO in hand

Order in Pipeline - orders in which company has become L1 / tenders where company has submitted bid / tenders expected / enquiries received

*Execution period varies from product to product and customer to customer

Transformation Timeline

Jan 2024
TIL acquired by Gainwell Group via group entity Indocrest Defence Services Private Limited (IDSPL)
New management appointed

June 2024
Successfully completed execution of 40 Heavy Duty Cargo handling RT-630 cranes for Indian Army
40 nos. Heavy Duty Cargo Handling Cranes

June 2024
Renewal Of Dealer Sales & Service Agreement (DSSA) with Hyster-Yale Asia-Pacific
DSSA Renewal - Hyster-Yale

May 2024
Inaugurated modern, well-ventilated facility featuring cutting edge technology & ERP enabled system.
Dankuni parts warehouse

July 2024
Granted patent for unique design of PIXEF Crane
New Patent granted

Dec 2024
Strong market comeback with return to Bauma ConExpo
Bauma ConExpo 2024

Feb 2025
Capacity Utilization project in partnership with IIM, Mumbai*
Advancing Manufacturing Efficiency

Apr 2025
Rolled out 400th Hyster–TIL ReachStacker from Kharagpur
400th ReachStacker

May 2025
New High-capacity Forklift Trucks made available in India
New Hyster products made available

Dec 2025
Unveiling of three new innovative products
- **CarryKing515** (Pick and Carry on Deck Crane)
- **RT RST-8** (RT Empty Container ReachStacker)
- **TMS 885** (85-tonne Truck-mounted crane)

EXCON 2025

May 2026
Strategic acquisition enabling end-to-end CNG, LNG & Hydrogen manufacturing entry into clean energy
Tulip Compression Private Limited Acquisition (TCPL)

TCPL Acquisition: Strengthening Future Growth

Tulip Compression Private Limited (TCPL), established in 2017, headquartered in Delhi is a fast-growing company in India's clean energy sector

What TCPL brings

Clean-energy equipment portfolio spanning compression, storage and specialized systems across CNG, LNG and Hydrogen ecosystems

Integrated Clean Energy Solutions

Packaging Infrastructure
15 Bay Compressor & CNG / LNG Dispenser Packaging Facility with 5 Test Bays: Located at Greater Noida

Pan India Presence

Solutions

- Compressor Station on Single Window (CssW)
- Energy Recovery solutions
- LNG & H2 Products

Best In Class Energy Efficiency

Milestones

- **650+ Online CNG Compressors delivered** to CGD industry
- Transfer of Technology from **Burckhardt Compression**
- Strategic alliances with **GRAF Industries** (Italy) and **Sapphire Technologies** (USA)
- Accumulated pan India presence covering **15+ states and 150+ districts**
- Enhanced **production** throughput by **50%**

Expanding FootPrint

Certifications: PESO, ISO 16923*, SONCAP

*Formal compliance secured, certification in process

Strategic Growth Pillars

Material Handling Solutions

Driving industrial productivity through comprehensive equipment solutions

- Wide range of material handling products including Pick-and Carry On-Deck Cranes, Empty Container Handlers, Forklifts, and ReachStackers
- Serves construction, mining, logistics, ports and industrial sectors
- Strong distribution network and customer support capabilities

Customized Defence Solutions

Supporting national defence through specialized engineering expertise

- Design and manufacturing of mission-critical defence equipment
- Capability to develop customized solutions for strategic applications
- Focused on indigenization and long-term defence opportunities

Clean Energy Solutions

Enabling the transition towards cleaner and sustainable energy ecosystems

- Solutions across CNG, LNG and Hydrogen value chains
- Compression, storage and specialized energy equipment portfolio
- Benefiting from increasing investments in clean energy infrastructure

Aftermarket Focus

Delivering lifecycle support and enhancing customer asset productivity

- Genuine spare parts supply and maintenance services
- Comprehensive AMC, O&M, refurbishment and field support offerings
- Recurring revenue stream backed by a large installed equipment base

Serving India's industrial, defence and energy transformation through integrated engineering solutions.

Strengthened Governance: Board of Directors

Sunil Kumar Chaturvedi
Chairman and Managing Director

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

Alok Kumar Tripathi
Executive Director & Chief Executive Officer

30+ years experience
- Engineering graduate & PGDBM
- National Product Support Head at Gainwell
- Expertise in customer engagement & aftermarket

Ayan Banerjee
Director - Finance

30+ years experience
- CA with expertise in accounting, tax shaping, Working Capital. management, transfer pricing, compliance, M&A

Saroj Punhani
Non-Executive Independent Director

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

General N.B Singh (Retired)
Non-Executive Independent Director

40+ years experience
- Indian Army Veteran, DG-EME Corps
- Param Vishishtha, Ati Vishishtha, & Vishishtha Seva medal winner, Expertise in armored vehicles

Amit Mukherjee
Non-Executive Independent Director

30+ years experience
- Co-founder , Unigrow Solutions
- Ex-Tata Steel, SAP, HP, Reliance, RPG
- Expertise in business & technology domain

Anurag Srivastava
Non-Executive Director

20+ years experience
- Earlier worked at PWC (Partner), Warehousing Corporation, MSME, Biswa Bangla and as a District Magistrate in Darjeeling and Bardhaman and in IAS

Vijay Singh Chauhan
Independent Director

30+ years experience
- Held positions in Senior Govt & advisory roles such as JNCH Mumbai, the Air Cargo Complex Mumbai, ICD Tughlakabad
- Advised institutions such as Asian Development Bank, World Bank, USAID

Supported by an Enhanced Professional Management Team

Pinaki Niyogy
Chief Growth and Technology Officer

32+ years experience

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

Kanhaiya Gupta
Chief Financial Officer

25+ years experience

- BCom. Hons. Holder & CA , CS, CWA
- Extensive experience in blue-chip companies such as Rashmi Metaullics, ACC Cements, IFB

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 with expertise in customer service, sales, strategic business development

Shamita Nandi
Chief Human Resource Officer

20+ years experience

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

Chandrani Chatterjee
Company Secretary

24+ years experience

- Range of experience in IT, Manufacturing, Textile & Education Management with expertise in corporate law, legal & governance
- ICSI Associate Member & holds a PGDM

Rajib Lochan Datta
Head of Manufacturing Operations

20+ years experience

- Bachelor of Engineering Degree (Operations Research & Marketing) from XLRI &
- Ex - Tata Hitachi Construction Machinery, PwC India, and Gainwell Commosales with experience in construction equipment, manufacturing, and consulting

P. S. Vombatkere
Head of Naval Defence

35+ years experience

- M.Tech in Controls, Guidance & Instrumentation (IIT Madras), B.Tech Electrical Engineering (Naval College of Engineering), Business Management Programme for Defence Officers (IIM Mumbai)
- Ex - Indian Navy with experience in marine power systems, electrical propulsion, design & development, quality assurance

Saikat Bagchi
Head - Supply Chain & Commercial

35+ years experience

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

Rishabh P. Nair
Sr. GM– Brand Marketing, Govt Affairs and NPI

15+ years experience

- Post-Graduate Certification in Marketing & Brand Management (MICA Ahmedabad)
- Experience across marketing, branding, content management functions for Citrus Pay (Now PayU), CashKaro.com, Cube Wealth & Grip Invest.

Strengthened Aftermarket Capabilities

Nationwide Support & Training

Robust after-sales support with quick response network and training initiatives

Continuous inspections & service support; **240+ Inspections** in FY26

Warehouse-led Excellence

Dankuni - ERP-integrated warehouse with WMS-driven real-time tracking and speedy fulfilment

Dedicated Toll Free Hotline

New toll-free call center has been established for TIL customers

Maintenance Contracts

TIL's **customer support agreements and Service Contracts** help improve machine productivity by quickly identifying issues, leading to fewer repairs & less downtime

Central Command Center

Adopting advanced technologies such as Real time monitoring & IOT to optimize sales & backend operations, ensuring streamlined workflows and improved productivity

Digitisation & Technolgy Enablement

Dedicated digital platforms including WhatsApp, email, website for sales and service to foster stronger customer relationships, providing seamless access to information and support

Market Momentum: Strong Return-to-Market (Bauma | EXCON)

Bauma ConExpo 2024

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

Strong market comeback with **return to Bauma ConExpo after 8 years**

EXCON 2025

TIL Limited made a dynamic return to EXCON 2025, spotlighting a customer-focused product lineup and refreshed leadership direction. From versatile material handling to advanced machines for infrastructure, ports, and logistics,

EXCON 2025: New Products Driving Market Interest

Expanding product portfolio with new products launched at EXCON 2025

Strong Momentum Across New Product Launches, Products Successfully deployed at customer sites for field testing

CarryKing 515

India's first Pick and Carry On Deck Crane; built for compact, demanding job sites

Engineered and fully patented in India, featuring 360° continuous slew, it lifts, carries, and transports loads on deck, replacing multiple support vehicles

Operational at customer sites, undergoing field trials in Eastern India, with nationwide demonstrations planned

RT RST-8

Rough Terrain Empty Container ReachStacker designed for uneven yards and long shifts

Engineered for high productivity in container yards (paved or unprepared ground) and port terminals

RT RST 8 Operational in high activity CFS in Southern India

TMS 885

85-tonne heavy-duty Truck-mounted Crane for enhanced reach and versatility

Powerful 85-tonne Truck Crane engineered for high-performance lifting across construction, infrastructure, industrial maintenance, energy sectors

Delivered & operational at customer site Western India

Strong Traction at Leading Industry Exhibitions

Positive market response to newly launched products

Robust customer interest and visibility across key product categories

Continuous Product Enhancement & Variant Development

Prototypes showcased earlier have been refined post customer inputs

New & upgraded variants targeted for launch by FY28

Creating a Comprehensive Product Portfolio

TIL Range

- Truck Cranes
- Rough Terrain Cranes
- Rough Terrain Empty Container ReachStacker
- Pick & Carry Cranes
- Articulating Crane

Manitowoc Range

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

Hyster-TIL Range

- ReachStackers
- Forklift Trucks

Marquee Clients

Defence
- भारत डायनामिक्स लिमिटेड BHARAT DYNAMICS LIMITED
- बी ई एम एल beml NEW FRONTIERS. NEW DREAMS
- Indian Army

Mining / Oil / Petroleum
- कोल इंडिया Coal India
- ओएनजीसी ONGC
- Reliance
- कॉनकॉर CONCOR

Port/ICD/CFS
- DP WORLD
- adani

Other
- एनटीपीसी NTPC
- UltraTech CEMENT
- TATA STEEL

Retail opportunities

Leverage TIL expertise in retail segments with entry into newer segments and product categories

Robust pipeline

Planned accelerated launches of 5-6 new products & variants in next ~2 years, for Retail and Defence sectors

Export opportunities

Evaluating opportunities globally to EMEA regions including Asia Pacific, South East Asia, GCC markets, Australia & New Zealand

Defence Growth Engine: Deepened Indigenous Capability

Consolidation Of Defence Portfolio
Unify and strengthen the expanding defence products & services portfolio within the current CAPEX allocation

Multi-year Expansion Plan
Implement a structured capability build-up to enhance performance and scale across platforms

Accelerating Indigenous Production
Boost domestic manufacturing of critical military systems to support national defence initiative

Engagement With Tri-services
Strengthen partnerships with India's Army, Navy, & Air Force.

Key Growth Drivers

- **DRDO-registered** with an experienced defence R&D design team
- **Robust defence orders** across specialised automotive, structural, hydraulics and electronic controls
- **Rising defence needs,** increasing interest in Indian defence equipment, and indigenous production push
- **Proven program execution** with a track record of supplying specialised, mission-critical defence equipment

Targeting INR 2,000 Crores Defence Orders

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

Leveraging 4 decades of defence innovation & experience → **INR 2,000 Crores** **Targeted Defence Orders by 2031**

Backed by Group Synergy Advantage

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 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

Great Place To Work® Certified INDIA

- ✓ **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 & infrastructure equipment

- ✓ **840** Total Workforce
- ✓ **4** 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 including in West Virginia US and New South Wales, Australia
- ✓ **30+** Skilled employees
- ✓ **18** Mining equipment models

Integrity Excellence Entrepreneurship Customer Centricity Collaboration Caring

Supported by Strong multi-segment growth

Opportunities in large diversified segments

9.12%
CAGR
(Mobile Crane 2025 – 2034)

All Terrain / Crawler / Truck Cranes

- **~1,000+ units** market, driven by infrastructure demand
- Chinese OEM dominated
- TIL **entry opportunity** through localization & partnerships

High-growth segment with entry opportunity

~13,000 Units Annually (Market Size)

Pick & Carry Cranes

- **Large, established segment** with strong construction usage
- **90% Duopoly-led market**
- Opportunity to **disrupt** via niche targeting & differentiated next generation pick and carry on deck cranes

Scope to disrupt duopoly structure

TIL has
50% market share

Rough Terrain Cranes

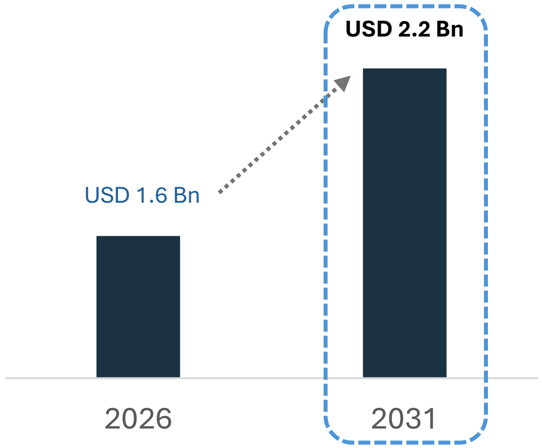
- **#1 position** ahead of Chinese OEMs, Escorts, Terex
- **Competitive** but **favorable** landscape
- **Strong base** to **scale further** growth

Market leadership with scale advantage

Source: Off Highway Reports, Imarc

Diversified End-Markets Driving Sustained Demand

Volume-driven growth supporting core business



Indian Crane Market

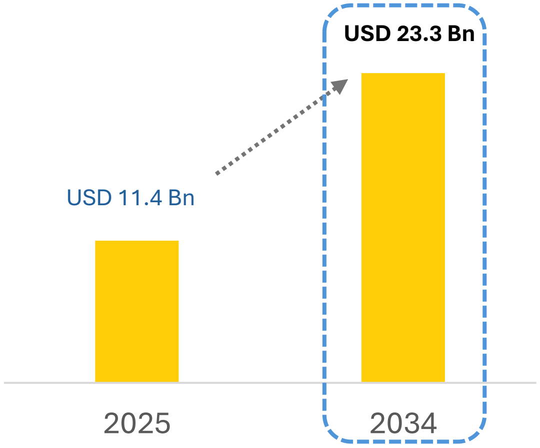
6.7% CAGR

Crane Segment

- **Core segment strength:** Mobile cranes dominate (~63%) while crawler cranes are the fastest-growing (~8.6% CAGR).
- **Infra-driven demand:** Construction (~57% share) remains the key demand driver supported by large projects.

Source: Mordor Intelligence

High-growth adjacency expanding opportunity



Indian Material Handling Market

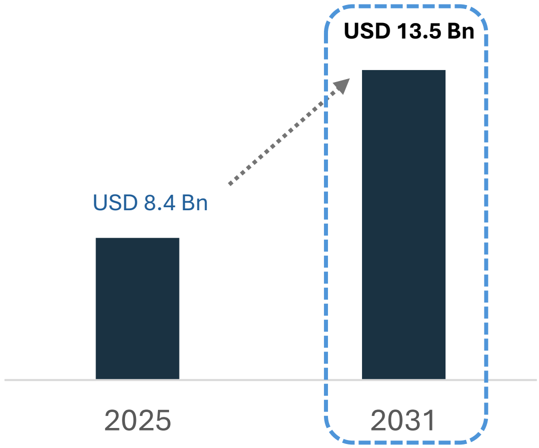
7.8% CAGR

Material Handling Segment

- **Cranes core segment:** Cranes & lifting equipment contribute ~28.6%, driven by construction and heavy industries.
- **Demand drivers:** Growth supported by industrialization, logistics expansion, and infrastructure investments.

Source: imarc

Primary demand driver for equipment segment



Indian Construction Equipment Market

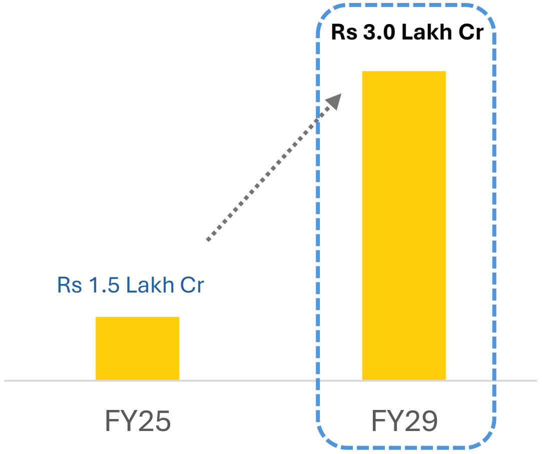
~8% CAGR

Infrastructure Segment

- **Infra push:** Large-scale projects (Gati Shakti, metro, transport) driving equipment demand.
- **Strong investments**: ₹11.21 lakh crore capex and ~$1.4 tn spend supporting long-term growth.

Source: IBEF

Fastest-growing, policy-supported opportunity



Indian Defence Market

~18% CAGR

Defence Segment

- **Rising private participation:** Private sector share reached ~23% of production and ~45% of exports, expanding opportunities.
- **Export boost:** Defence exports grew to ~₹38,400 crore (FY26) with a ₹50,000 crore target by FY29, driven by localization policies.

Source: Fortune India

Diversified growth across core, adjacent, and emerging segments, with strong policy and infrastructure tailwinds

Clean Energy: The Demand Backdrop

TCPL is positioned against India's gas infrastructure build-out rather than the equipment capex cycle

City Gas Distribution

CGD network expansion across authorised geographies continues to drive demand for compression and dispensing equipment at new and upgraded retail outlets.

Natural Gas In The Energy Mix

Policy support for raising the share of natural gas in India's primary energy mix sustains multi-year investment in gas transportation and retail infrastructure.

Energy Recovery

Growing focus on energy efficiency in gas transmission and distribution networks is creating opportunities for turboexpander systems that recover pressure energy and generate additional power.

LNG For Heavy Mobility

Long-haul trucking and industrial users adopting LNG create demand for station equipment and cryogenic storage, an adjacency TCPL already serves.

Hydrogen Readiness

The National Green Hydrogen Mission establishes a longer-dated opportunity in refuelling and handling equipment, where TCPL has an early product presence.

Way Forward: Executing the Next Phase of Growth

Scale & Operational Excellence

Faster Deliveries
Accelerate product deliveries through manufacturing process revamp, productivity and capacity utilization focus

Financial Efficiency
Strengthen cost discipline via cost optimization, efficient asset utilization & rigorous budget control

Digital Enablement
Embed digital technologies to enable predictive maintenance and improve customer experience

Service-led Differentiation (Aftermarket Strength)

Strengthening Network
Build a stronger aftermarket backbone via nationwide support + training, customer-centric response system and Leverage stronger vendor relationships

Improve spares fulfilment and uptime enablement through ERP/WMS-enabled warehousing

Portfolio Expansion (Organic + Inorganic)

Next-Gen Products
Launch new product ranges and refresh engineering across key product lines

Strategic Consolidation
Acquisition of TCPL to broaden future-ready offerings in clean-energy infrastructure adjacency

Geographic Expansion
Export Readiness & New Markets

FY27 Strategic Focus Areas

- COGS reduction across core product lines
- Commercialisation of new products + Aggressive retail push
- Enhancement of rebuild & repair infra and localized parts warehousing
- Increased focus on defence orders & new project pipeline
- Connected asset ecosystem via digital integration

Company Overview

Foundation & Capabilities

The TIL Legacy

1944
Tractors India incorporated & appointed as Caterpillar representative

1955
Year of Listing

1985
Name changed to TIL Limited (TIL)

1995
Sumit Mazumder takes over as MD

2007
Rolls out 5000th crane

2010
Formation of TIPL - Caterpillar dealership business & equipment rental business of TIL demerged and transferred to TIPL

2014
Rolls out 100th Hyster-TIL® ReachStackers from Kharagpur factory

2016
Hives off TIPL subsidiary (Caterpillar dealership) to Gainwell Group,
Transition to new management (TIPL)

2018
TIPL consolidated into Gainwell Group

2024
TIL acquired by Gainwell Group via group entity Indocrest Defence Services Private Limited (IDSPL)
New management appointed

2026
TIL acquired Tulip Compression Private Limited (TCPL)

TIL Limited partnerships, acquisitions & amalgamations

1960	1976	1996	1998	2008	2009 - 10	2013	2024	2026
Joint venture with Coles Cranes	Indian Crane Company	National Cranes USA	Manitowoc USA	Hyster Yale Group	Astec	Cat® UG Mining Distribution (Bucyrus)	Snorkel Europe Ltd.	Tulip Compression Ltd

Acquisition Highlights

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

- **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.**

GAINWELL GROUP SOLUTIONS FOR GROWTH → **Indocrest Defence Solutions Private Limited (IDSPL)** → Infused **INR 120 Crores** + Infused **INR 60 Crores**

Warrants proceeds

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 ~3,200 machines**

1^{st} Indigenously Manufactured Mobile Crane

1962

Rolls out India's 1^{st} indigenously manufactured mobile crane

1^{st} Rough Terrain Crane

1982

Manufactured India's 1^{st} rough terrain crane

1^{st} 100-tonne Truck-mounted Mobile Crane

1988

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

5000^{th} Crane In 2007

2007

5000^{th} crane rolls out of Kamarhati manufacturing plant

1^{st} 75 T truck crane

2011

Built India's 1^{st} 75 T truck crane

1st Maintenance & Repair Contract

MARC

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

400^{th} ReachStacker In 2025

2025

400^{th} Hyster-TIL ReachStacker rolls out of Kharagpur plant

World's 1st Rough Terrain Empty Container ReachStacker

2026

World's 1st Rough Terrain Empty Container ReachStacker (4 wheel drive & steer)

Two State-of-the-art Manufacturing Facilities

Established 1962

Kamarhati Facility (Kolkata)

26,000 sq.m	10,520 sq.m	10 -100 tons Crane Capacity
Built up area	Shop floor area	Assembly line

- 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 a fully modern **machine shop, fabrication & assembly shops and test bed.**
- Engaged primarily in manufacturing of **Truck Cranes, Rough Terrain Cranes & Specialized equipment for Indian Defence**
- **Strategically located** ~5 km from international airport, within 16 km & 100 km of Kolkata and Haldia maritime ports, respectively

Kharagpur Facility

Kamarhati Facility

840
Overall Employee strength across TIL

Established 2011

Kharagpur Facility (Changual)

58,000 sq.m	21,600 sq.m	150+ tons Crane Capacity
Built up area	Shop floor area	Assembly line

- State-of-the-art **ERP-enabled** factory
- Designed for **efficient material flow**, adhering to **Demand Flow and Lean Principles**
- Primarily involved in production of **Truck Cranes, Defense and Rought Terrain cranes & ReachStackers**
- **Conveniently located** and equidistant from both, Kolkata, and Jamshedpur, as well as from the 2 maritime ports at Kolkata and Haldia

State-of-the-Art Machinery


CNC Plasma Cum Oxyacetylene Cutting


CNC Brake Press

CNC Bending


External Internal Auto Weld M/C


CNC Floor Boring Machine


Paint Booth

ESG

Recent ESG Initiatives

TIL appoints Consultivo

TIL 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

LEED Certification

Initiated LEED certification, with defined processes set for active monitoring in H1 FY27

Assessment study on the ESG gap

Key Steps in GRI Gap Assessment

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

Areas & Gaps Identification

Environment | **Social** | **Governance**

Timeline

Prioritising of action plans towards ESG implementation

Q4 FY25

Started Assessment study on ESG gap identification & Gaps Identified

H1 FY26

- Action Plan Creation & initiation
- Engage stakeholders

H2 FY26

- Critical areas identified
- Action Plan rolled out
- Ready for implementation in FY27

Q1 FY27

- Six-month data monitoring program initiated
- Evaluating digital solutions for centralized monitoring and corrective actions

Stakeholder Engagement: People & Customer Initiatives

National Safety Week 2026

Celebrated the 55th National Safety Week, March 2026

Safety Training

Job-Specific Electrical Safety Training for both management and workers

Football Fever

Sporting jerseys, challenges & friendly competitions

Women Self-defence training

Dedicated Self-defense training session for women

Shareholder Factory Visit

Shareholder Factory Visit 2026 at Kharagpur with the CMD

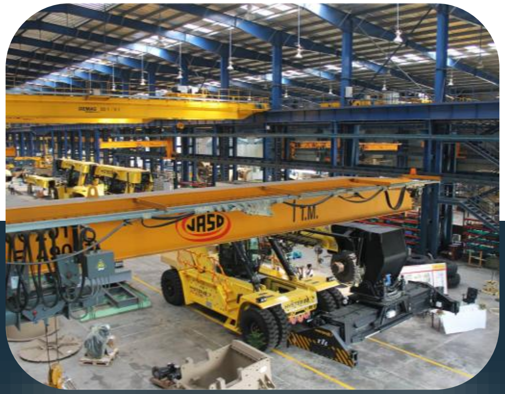
World Environment Day

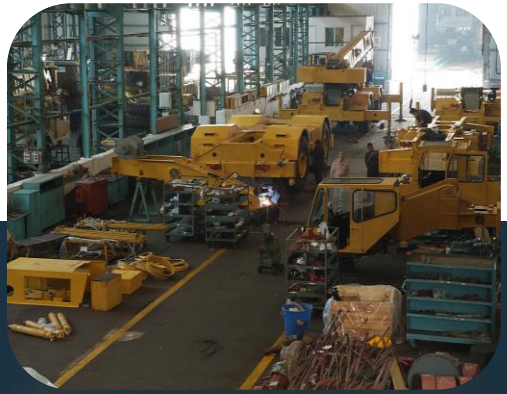
“Adopt a Tree” program, for celebrating World Environment Day

Quality & Compliance: Certifications and Standards

BS V Compliance	ISO 9001 Certification	DIN EN ISO 3834-2
TIL Limited is complied with Bharat Stage-V (BS-V) emission norms	ISO 9001:2015	ISO 3834

ARAI certification	ISO 27001 Certification	Bureau Veritas Quality International
ARAI® Progress through Research	International Organization for Standardization ISO 27001	ISO 9001 BUREAU VERITAS Certification; UKAS QUALITY MANAGEMENT 008





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THANK YOU

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