



Investor Presentation

Q3 FY26 | February 2026

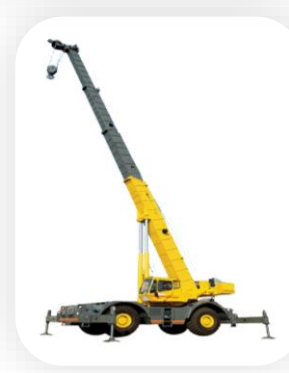




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At a Glance



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



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 **Taratolla** **Kharagpur**





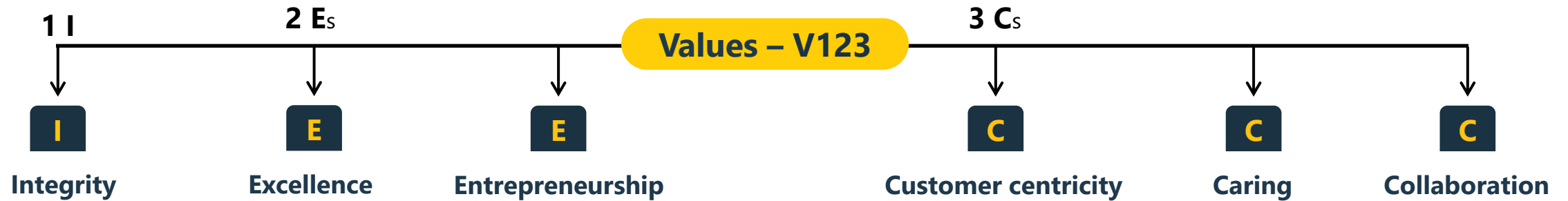
Our Vision

"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."





Transformation & Way Forward



Two Years Of Transformation since Acquisition



Stronger Fundamentals + Expanded Future-ready Portfolio + Leadership Depth

Performance Turnaround

Driven by focused execution and improved business momentum

Strengthened Aftermarket Capabilities

Through service coverage + spares/warehouse excellence

Order Book Momentum

Supported by recent large wins and healthy pipeline visibility

Strengthened Leadership & Management Team

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

Product Innovation Back In Focus

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

Order Book

INR **200+** Crores
Pipeline: INR **400+** Crores

Recent Wins

CONCOR ~ INR **78** Crores
Defence ~ INR **88** Crores
Truck Cranes INR **80** Crores

Operational Readiness Strengthened To Deliver Scale

Through facility upgrades and improving manufacturing efficiency

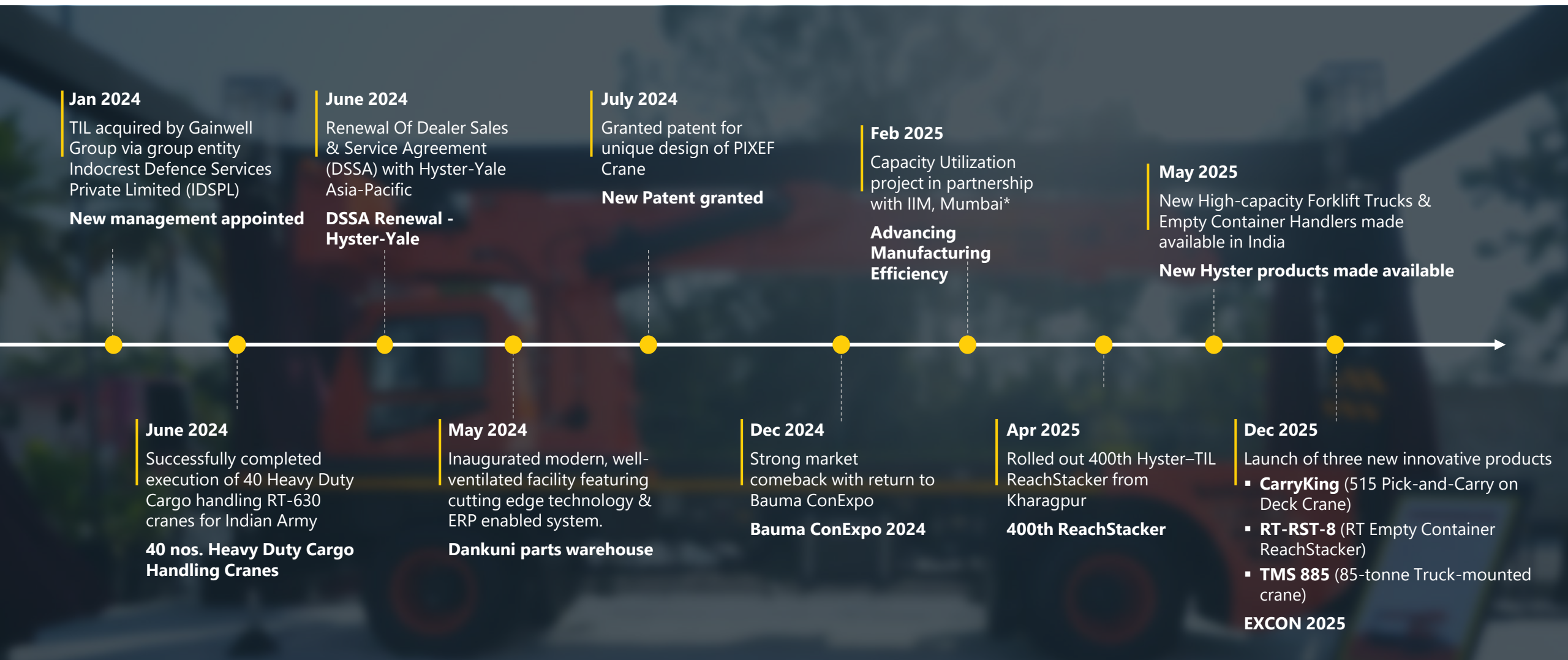
Deepening Indigenous Defence Capabilities

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

Group Synergy & Strategic Consolidation

- Potential to consolidate manufacturing within the Gainwell Group

Transformation Timeline



Performance Turnaround: Key improvements



Transformation of TIL Following Acquisition by Gainwell Group and Management Transition

Key milestones achieved in FY25



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**

What changed?

Focus on operational efficiency
and capacity utilization initiatives

**Positive
EBITDA Margin**

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

**Highest number of
machines**

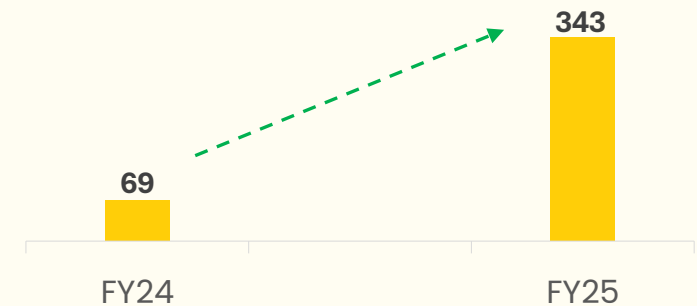
Manufactured & sold in
the last **10 years**

Employee Strength

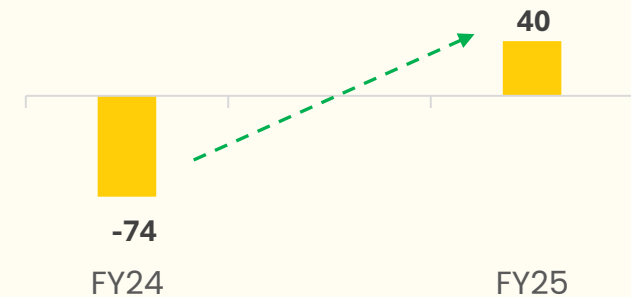
From 660 (FY24) to **720+ (Current)**

Performance improvement

Total Revenue (INR Crores)



EBITDA (INR Crores)



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

Director & President

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

Additional 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
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
- Extensive experience in blue-chip companies such as Rashmi Metallurgics, 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
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 PGDM



Nithyanandan Elumalai
Head of Product Engineering

22+ years experience

- Master's Degree (Design Engineerin) from NTTF Bangalore & Bachelor's Degree in Mechanical Engineering (Madras University)
- Ex - John Deere India, Cummins, CAT India, Plasser India, Atlantis Lab with experience in construction, rail, and heavy equipment



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
Head of Brand, Content & PR

15+ years experience

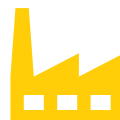
- Post-Graduate Certification in Marketing & Brand Management (MICA Ahmedabad)
- Experience across marketing, branding, content management functions for Citrus Pay (Now PayU), CashKaro.com, Cube Wealth & Grip Invest.

Facility upgrades

Continued improvement initiatives at Kamarhati and Kharagpur highlighted as transformation enablers



Newly revamped admin office (Kamarhati)



1 MW solar plant - Kharagpur

Commitment to Sustainable manufacturing practises fulfilling ~90% of plant's energy requirements



Significant Cost Savings

Driving financial efficiency while **protecting the environment.**



Advancing Manufacturing Efficiency

Capacity utilization program with **IIM Mumbai**, aims to streamline manufacturing processes and boost productivity

Rough Terrain Cranes, previously exclusively manufactured at Kamarhati, are now also being produced at the Kharagpur facility

In addition to Rough Terrain Cranes, ReachStackers, Defence equipment Kharagpur facility will also begin producing new machines

Nationwide Support & Training

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

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

Central Command Center

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



Warehouse-led Excellence

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

Maintenance Contracts

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

Digitized Customer Engagement

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



TIL Limited plans to expand internationally with new products launched at EXCON 2025

This included a Pick-and-carry Crane, an Empty Container Handler ReachStacker, and a Truck Crane

CarryKing 515

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

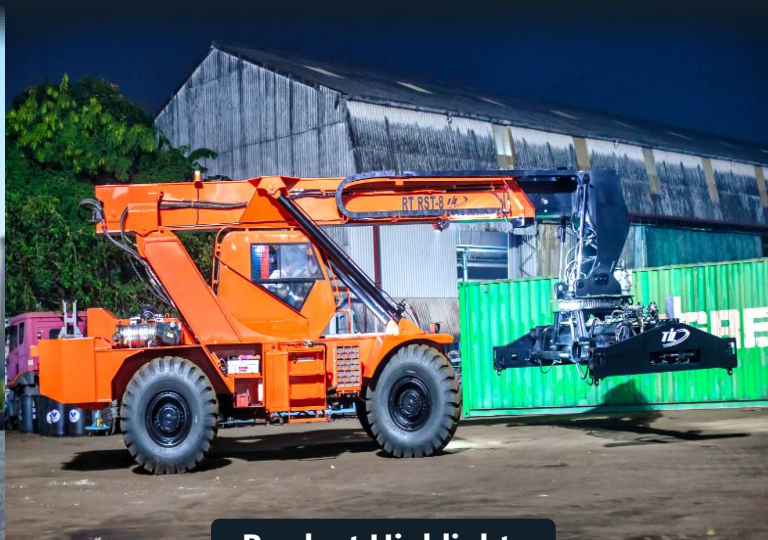


Product Highlights

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

RT-RST-8

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



Product Highlights

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

TMS 885

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



Product Highlights

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

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
- Empty Container Handlers

Marquee Clients

Defence



Mining / Oil / Petroleum



Port/ICD/CFS



Other



Retail opportunities

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

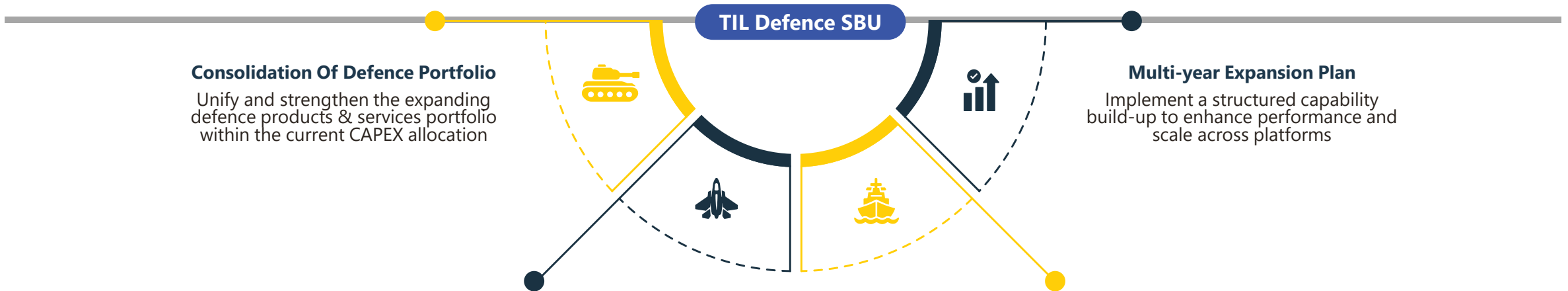
Robust pipeline

Planned accelerated launches of 5-6 new products in next ~2 years, for Retail sector while working with defence agencies on various new initiatives

Export opportunities

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

Defence Growth Engine: Deepened Indigenous Capability



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

Integrity

Excellence

Entrepreneurship

Customer Centricity

Collaboration

Caring

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

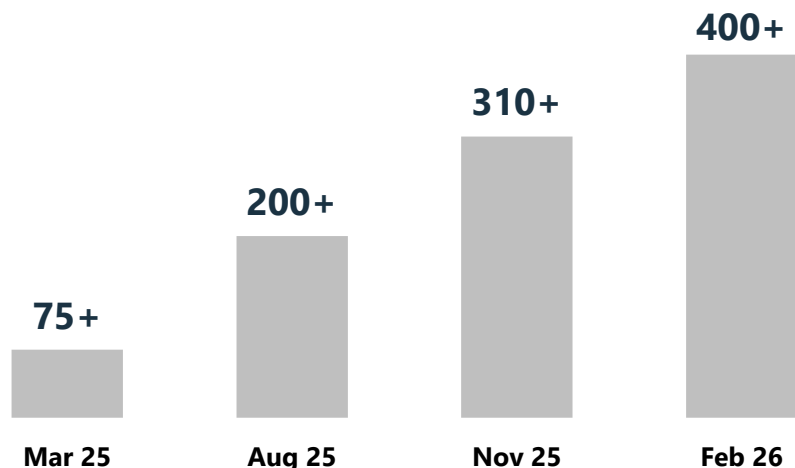
Targeted Defence Orders In 5 years



Growing Order Book Supported By Recent Wins



Order Pipeline (INR Crores)



INR 200+ Crores

Current Order Book



INR 400+ Crores

Order Pipeline

Strong Order Book driven by Specialized Defence

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

Immense opportunities in Sectors such as **Defence, Material Handling, Construction equipment, Infrastructure, Mining, Airports & Ports**

Recent Orders

- INR ~78 Crores by **CONCOR**
- **Defence order:** INR ~88 Crores
- **Truck Cranes:** INR ~80 Crores

Current Market Scenario

- Temporary market headwinds driven by macroeconomic issues but no impact on TIL Limited operations
- Weakening of INR against \$
- Improvement in demand in retail and defence segment

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



Strategic Consolidation: Proposed Aquisition of TCPL



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



Milestone: 600+ Online CNG Compressors delivered to CGD industry; technology transfer partnership with Burckhardt Compression

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



Strategic Alliance with GRAF Industries (Italy) and Sapphire Technologies (USA)

Product Port Folio
Energy 1 - Compressor Station on Single Window (Csw),
Energy 2 LNG Station Equipment
Energy 3 – Hydrogen Station Equipment



Best In Class Energy Efficiency

TIL & TCPL Synergy

- **Expands TIL’s portfolio** into future-ready clean-energy infrastructure adjacency
- **Cross-sell potential** via pan-India presence + customer base
- **Manufacturing + service excellence** can scale TCPL offerings

60% Stake

Plan to increase the stake in the coming quarters

Expanding FootPrint



Certifications: PESO



ISO 16923
(Under process)

Integrity

Excellence

Entrepreneurship

Customer Centricity

Collaboration

Caring

Scale & Operational Excellence

Faster Deliveries Through Manufacturing Excellence

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



Cost Discipline & Financial Efficiency

Strengthen cost discipline via cost optimization, efficient asset utilization and rigorous budget control



Digital Enablement for Predictive Maintenance

Embed digital technologies to enable predictive maintenance and improve customer experience.

Service-led Differentiation (Aftermarket Strength)

Strengthening Service Network & Vendor Partnerships

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 (Dankuni "powerhouse")

Portfolio Expansion (Organic + Inorganic)

Next-Gen Products & Engineering Refresh

Launch new product ranges and refresh engineering across key product lines



Strategic Consolidation

Proposed acquisition of TCPL to broaden future-ready offerings in clean-energy infrastructure adjacency



Digital Enablement for Predictive Maintenance

Export Readiness & New Markets

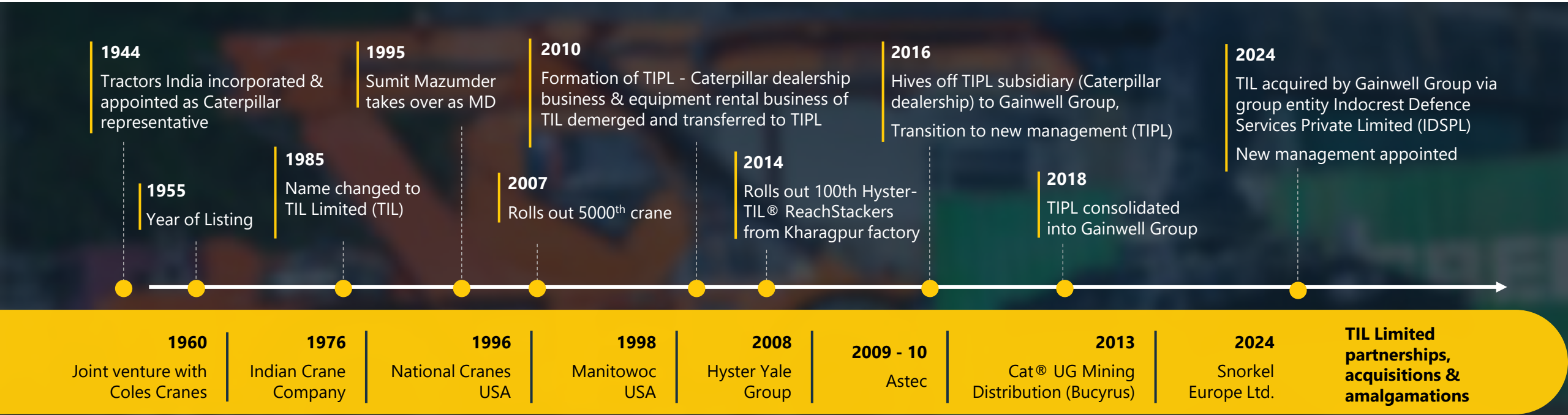


Company Overview

Foundation & Capabilities



The TIL Legacy



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.**



Note: INR 45 Crores towards warrant conversion has taken place subsequently

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



Strategic partnerships



World Leader in Mobile crane manufacturing



- Collaboration for **manufacture & marketing of Grove products**
- Full lineup of **Wheeled And Lattice Boom Crawler Cranes**

TIL Exclusive Partnership

Technological innovation

Grove leads in technological advancement, offering a unique competitive advantage



World Leader in ReachStackers, Big Forklift Trucks & warehousing Solutions



- Exclusive **partnerships & licensing agreements** to market a wide array of Hyster products
- Backed by **dependable support and customer service**, promoting high productivity

TIL Exclusive Partnership

Contract Renewed

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

Two State-of-the-art Manufacturing Facilities

Established 1962

Kamarhati Facility (Kolkata)

**26,000
sq.m**

Built up area

**10,520
sq.m**

Shop floor area

**10 -100 tons
Crane Capacity**

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

Established 2011

Kharagpur Facility (Changul)

**58,000
sq.m**

Built up area

**21,600
sq.m**

Shop floor area

**150+ tons Crane
Capacity**

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 **Tyre-mounted Container Handling Equipment & Loaded Container Handling ReachStackers**
- **Conveniently located** and equidistant from both, Kolkata, and Jamshedpur, as well as from the 2 maritime ports at Kolkata and Haldia



Kamarhati Facility

720+
Employee
strength

~400
Workmen

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



Financial Performance & Business Updates



Q3 FY26 Key Highlights - Standalone



Q3 FY26

₹ 7,577 lakhs

Total Revenue

₹ 376 lakhs

EBITDA

₹ (684) lakhs

PAT

Maintained a strong revenue base of ₹7,577 Lakh in Q3 FY26, over the high base of last year amid severe global economic headwinds

EBITDA stood at ₹ 376 lakhs in Q3 FY26, a 15% QoQ growth in EBITDA sequentially with an EBITDA margin of 5.0%

The company expects Q4FY26 to demonstrate improved business performance driven by order book conversion

9M FY26

₹ 22,793 lakhs

Total Revenue

₹ 808 lakhs

EBITDA

₹ (2,078) lakhs

PAT

Financial Summary (Standalone figures)



₹ lakhs

Particulars	Q3 FY26	Q3 FY25	YoY	9M FY26	9M FY25	YoY
Revenue from Operations	7,323	7,914	-7%	21,441	21,376	0.3%
Other Income	254	384	-34%	1,352	1,844	-27%
Total Revenue (I)	7,577	8,298	-9%	22,793	23,220	-2%
Expenses						
COGS	4,207	5,003	-16%	14,023	14,001	0.2%
Employee Benefits Expense	1,325	1,180	12%	3,962	3,272	21%
Other Expenses	1,669	1,467	14%	4,000	4,070	-2%
Total Expenses (Excluding Finance costs & Depreciation) (II)	7,201	7,650	-6%	21,985	21,343	3%
EBITDA (III = I - II)	376	648	-	808	1,877	-
EBITDA%	5.0%	7.8%	-	3.5%	8.1%	-
Finance Costs (IV)	1130	823	37%	3,156	2,233	41%
Depreciation and Amortization Expense (V)	182	176	3%	540	520	4%
Profit / (Loss) Before Tax (VI)	-936	-351	-	-2,888	-876	-
Total Tax (Benefits) / Expense (VII)	-252	19	-	-810	-190	-
Net Profit / (Loss) for the year (VI-VII)	-684	-370	-	-2,078	-686	-

(* Figures for the FY 25-26 is provisional and under audit)

Note: % growth rounded off to nearest integer

Annual Financial Summary (Standalone figures)



₹ 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



ESG



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

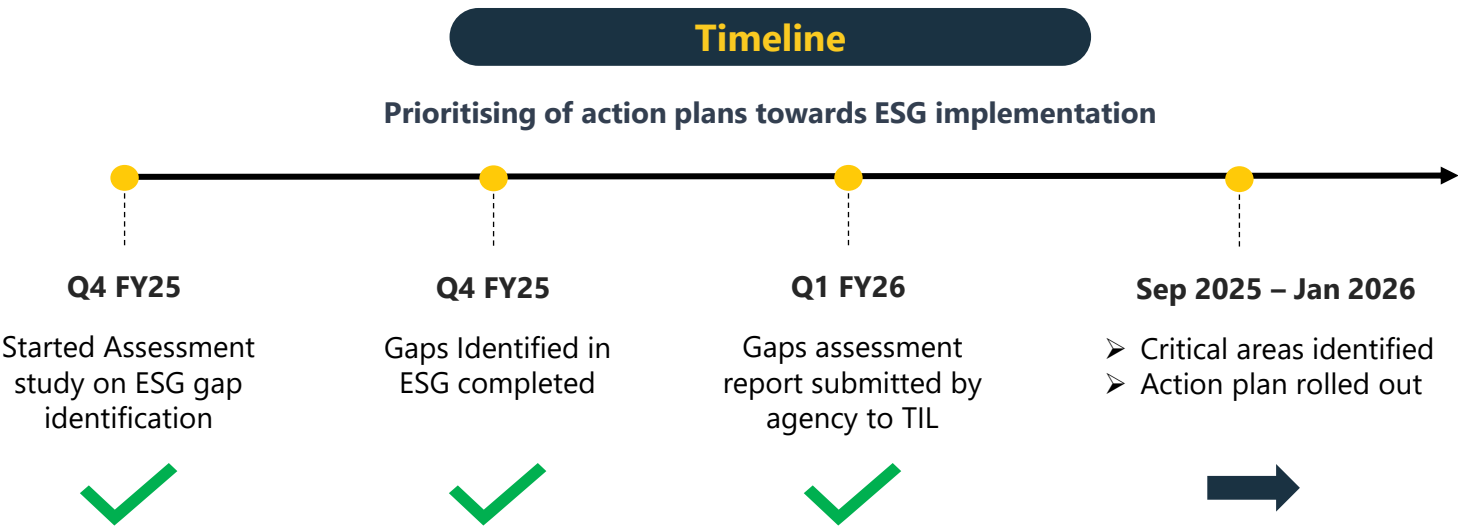
Assessment study on the ESG gap

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



Stakeholder Engagement: People & Customer Initiatives



Partner Engagement

Honoured to host the Hyster-Yale team at Unnati



Industrial visit

Industrial visit with EILM-Kolkata MBA 1st semester students at Kamarhati plant



Republic Day celebrations

Celebrating Republic Day with a flag hoisting ceremony at TIL



Crane Safety Training

Technical Training on Safe Operation and Maintenance



Tata Steel Marathon

Participation in Tata Steel World 25K Kolkata Marathon



Stakeholder Meet

Meet at Taj Yashwantpur, Bangalore with customers, partners and suppliers



Quality & Compliance: Certifications and Standards

BS V Compliance

TIL Limited is complied with Bharat Stage-V (BS-V) emission norms

ISO 9001 Certification



DIN EN ISO 3834-2



ARAI certification

ISO 27001 Certification

Bureau Veritas Quality International



Disclaimer



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THANK YOU



TIL Limited.

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