


Investor Presentation

Q4 FY26 | May 2026





Table of Content

At a Glance

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**

Integrity | Excellence | Entrepreneurship | Customer Centricity | Collaboration | Caring

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

FY26 Business Highlights

Strong Order Wins

~₹200 Cr Orders

~₹200 Cr orders secured from CONCOR & Indian Armed Forces for new machine supply

3-year Contract

Multi-year 3-year O&M contract awarded by CONCOR across regions

Industry & Stakeholder Engagement

EXCON 2025

Active participation in EXCON 2025, enhancing market visibility

Plant Visits

Shareholders' plant visit (2026) conducted after a long gap, strengthening engagement

Operational & Digital Transformation

Process Modernization

Significant progress in process modernization with implementation of

- SAP (ERP)
- DarwinBox (HRMS)
- Zoho CRM (Lead Management System)

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

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** (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)

Operational Readiness Strengthened To Deliver Scale

Through facility upgrades and improving manufacturing efficiency

Order Book Momentum

Supported by recent large wins and healthy pipeline visibility

Order Book

As on 31st March

INR ~**274** Crores

Orders in Hand	Order Pipeline
INR ~**116.7** Crores	INR ~**157.1** Crores

Big Wins in FY26

CONCOR ~ INR **97** Crores
Defence ~ INR **110** Crores

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

Strengthened Aftermarket Capabilities

Through service coverage + spares/warehouse excellence

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

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)

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
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
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

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

Nithyanandan Elumalai
Head of Product Engineering

23+ years experience

- Master's Degree (Design Engineering) 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

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
Head of Brand, Content & PR

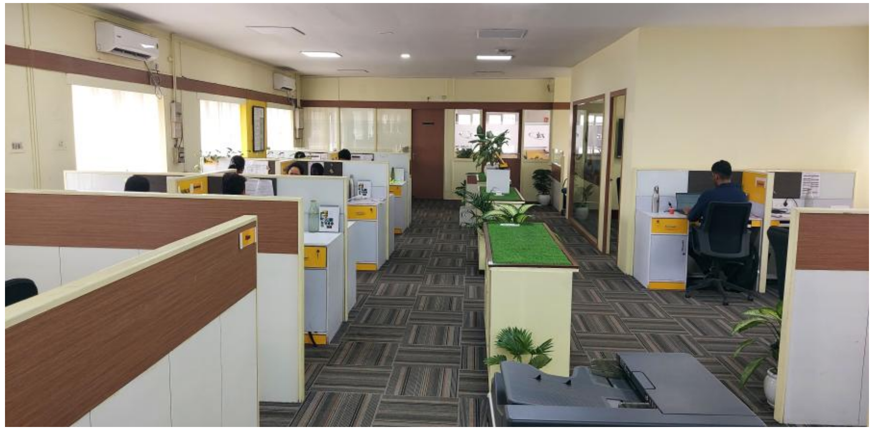
15+ years experience

- 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.

Operational Readiness Strengthened To Deliver Scale

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

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

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

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 rigorous field trials Eastern India

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 variant 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 | **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 & variants in next ~2 years, for Retail and Defence sectors

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

TIL Defence SBU

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 In 5 years

Backed by Group Synergy Advantage

TIL Tractors India

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

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 Tractors India

- 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

- ✓ **~800** 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 ENGINEERING Gain a better tomorrow

- 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

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

Pan India Presence

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

Product Port Folio
Energy 1 - Compressor Station on Single Window (CssW),
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

ISO 16923
(Under process)

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 & differentiation

Scope to disrupt duopoly structure

TIL has **50% market share**

Rough Terrain Cranes

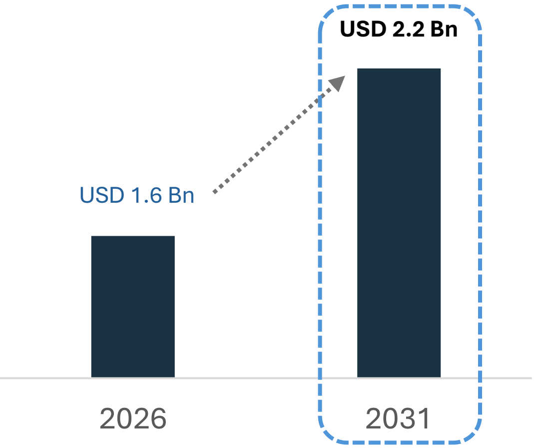
- **#1 position** ahead of Chinese OEMs, Escorts, Terex
- **Competitive** but **favorable** landscape
- **Strong base** to **scale further** growth

Market leadership with scale advantage

Source: Off Highway Reports, Imarc

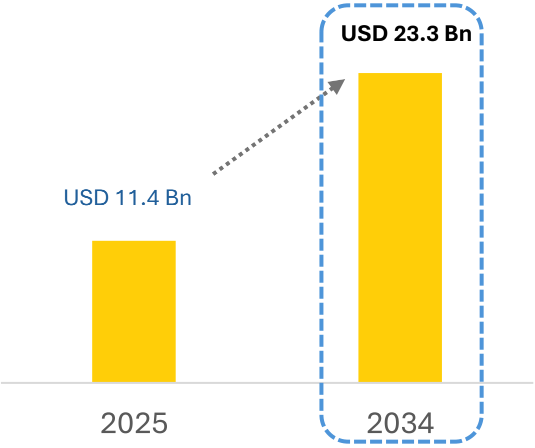
Diversified End-Markets Driving Sustained Demand

Volume-driven growth supporting core business



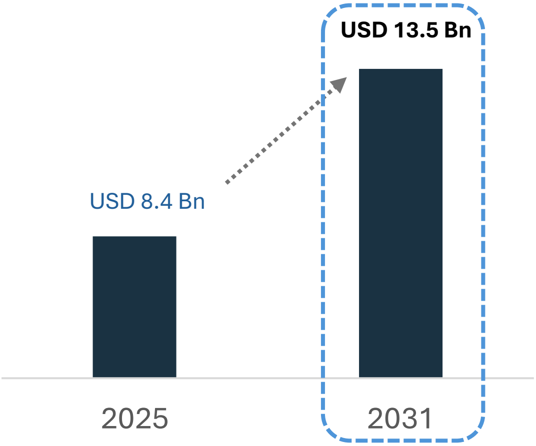
Indian Crane Market

High-growth adjacency expanding opportunity



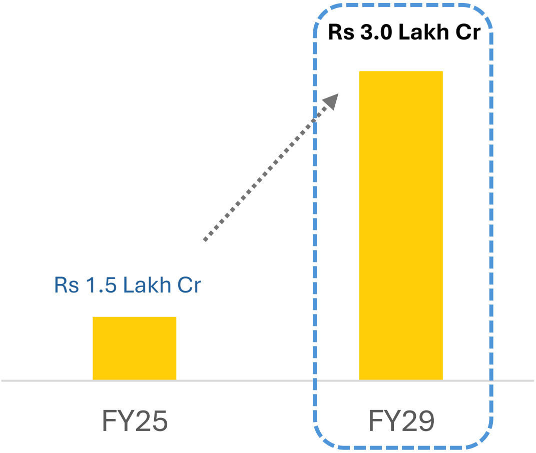
Indian Material Handling Market

Primary demand driver for equipment segment



Indian Construction Equipment Market

Fastest-growing, policy-supported opportunity



Indian Defence 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

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

~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

~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

Way Forward: Executing the Next Phase of Growth

Tractors India

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** through 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**

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

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

Tractors India

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

~800

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

Financial Performance & Business Updates

Q4 & FY26 Key Highlights (Standalone)

Q4 FY26

	₹ 10,943 lakhs	₹ 1,038 lakhs	₹ -1,008 lakhs
Q4 FY26	**₹ 10,943 lakhs** Total Revenue	**₹ 1,038 lakhs** EBITDA*	**₹ -1,008 lakhs** PAT

FY26 reflected ***resilience in a challenging operating environment****, with a consistent strong revenue base*

EBITDA *stood at* ***₹ 1,038 lakhs in Q4 FY26****, a 176% QoQ growth in EBITDA sequentially with an EBITDA margin of 9.5%, supported by improving execution & operational discipline*

TIL enters FY27 with stronger business visibility, backed by a robust order book, a broader growth platform supported by new product launches and improving commercial momentum

FY26

FY26	**₹ 33,736 lakhs** Total Revenue	**₹ 1,846 lakhs** EBITDA*	**₹ -3,086 lakhs** PAT

**EBIDTA excludes exceptional expenses of INR 558 lakhs*

Financial Summary (Standalone figures)

₹ lakhs

Particulars	Q4 FY26	Q4 FY25	YoY	Q3 FY26	QoQ	FY26	FY25	YoY
Revenue from Operations	10,884	10,152	*7%*	7,323	*49%*	32,325	31,528	*3%*
Other Income	59	935	*(94%)*	254	*(77%)*	1,411	2,779	*(49%)*
Total Revenue	**10,943**	**11,087**	***(1%)***	**7,577**	***44%***	**33,736**	**34,307**	***(2%)***
Expenses								
COGS	6,614	6,343	*4%*	*4,207*	*57%*	20,637	20,344	*1%*
Employee Benefits Expense	1,270	937	*36%*	1,325	*(4%)*	5,232	4,209	*24%*
Other Expenses	2,021	1,660	*22%*	1,669	*21%*	6,021	5,730	*5%*
Total Expenses (Excluding Finance costs & Depreciation)	**9,905**	**8,940**	***11%***	**7,201**	***38%***	**31,890**	**30,283**	***5%***
EBITDA	**1,038**	**2,147**	**-**	**376**	**-**	**1,846**	**4,024**	**-**
EBITDA%	**9.5%**	**19.4%**	**-**	**5.0%**	**-**	**5.47%**	**11.70%**	**-**
Finance Costs	1,470	677	*117%*	1,130	*30%*	4,626	2,910	*59%*
Depreciation and Amortization Expense	195	175	*11%*	182	*7%*	735	695	*6%*
Profit / (Loss) Before Exceptional Items and Tax	**(627)**	**1,295**	-	**(936)**	-	**(3,515)**	**419**	-
Exceptional Items	(558)	**-**	-	**-**	-	(558)	**-**	-
Profit / (Loss) Before Tax (After Exceptional Items)	**(1,185)**	**1,295**	-	**(936)**	-	**(4,073)**	**419**	-
Total Tax (Benefits) / Expense	(177)	319	-	(252)	-	(987)	129	-
Net Profit / (Loss) for the year	**(1,008)**	**976**	-	**(684)**	-	**(3,086)**	**290**	-

Note: % growth rounded off to nearest integer

Annual Financial Summary (Standalone figures)

₹ lakhs

Particulars	FY26	FY25	FY24	FY23	FY22
Balance Sheet Highlights					
Equity Share Capital / Other Equity	7,035	6,660	1,753	1,003	1,003
Reserve & Surplus	4,083	1,606	1,435	(30,210)	(21,309)
Net Worth	**11,118**	**8,266**	**3,188**	**(29,207)**	**(20,306)**
Borrowings	36,625	26,883	15,724	40,018	39,849
Fund Employed	47,743	35,149	18,912	10,811	19,543
PPE and Intangible Assets - Net Carrying Amount	9,290	9,859	10,356	10,600	11,860
Investments	48	55	68	74	311
Profit & Loss Highlights					
Revenue from Operations	**32,325**	**31,528**	**6,691**	**4,383**	**6,391**
Other Income	1,411	2,779	200	1,086	2,535
Expenses	11,253	9,939	9,723	7,075	15,628
Depreciation/ Amortisation	735	695	710	895	995
Profit/(Loss) Before Exceptional Items & Tax	**(3,515)**	**419**	**(10,688)**	**(9,209)**	**(14,394)**
Exceptional Items	(558)	-	30,255	-	(25,953)
PBT	(4,073)	419	19,567	(9,209)	(40,347)
PAT	**(3,086)**	**290**	**25,392**	**(8,828)**	**(41,648)**

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

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

Sunshine, Selfies & Sixes

Friendly cricket & fun games with the employees

Women Self-defence training

Dedicated Self-defense training session for women

Shareholder Factory Visit

Shareholder Factory Visit 2026 at Kharagpur with the CMD

TIL Namaste

Induction program, welcoming new team members into the organization

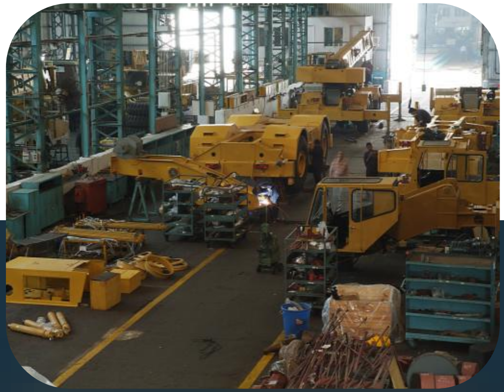
Quality & Compliance: Certifications and Standards

TIL Tractors India

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 1828 UKAS QUALITY MANAGEMENT 008



Integrity Excellence Entrepreneurship Customer Centricity Collaboration Caring

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THANK YOU

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