

**TIL Limited**

CIN : L74999WB1974PLC041725

Registered Office:

1, Taratolla Road, Garden Reach

Kolkata-700 024

Ph : 6633-2000, 6633-2845

Fax : 2469-3731/2143

Website: www.tilindia.in

11<sup>th</sup> November, 2024

The Manager,  
Listing Department  
National Stock Exchange of India Ltd.,  
Exchange Plaza, C-1, Block - G,  
Bandra Kurla Complex, Bandra (E),  
Mumbai 400 051

The Secretary,  
Listing Department  
BSE Ltd.,  
P.J. Towers,  
Dalal Street, Fort,  
Mumbai 400001.

Stock Code: TIL

Scrip Code: 505196

Dear Sir/Madam,

**Subject: INVESTOR PRESENTATION**

Enclosed please find the Presentation as circulated to the investors of the Company. This is for your information and record under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking you,

Yours faithfully,

For **TIL LIMITED****CHANDRANI CHATTERJEE  
COMPANY SECRETARY**

Encl: As above



# TIL Limited Investor Presentation Q2 FY25

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Nov 2024





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# Company Overview



# TIL Ltd. : At a Glance

## A Leading Material Handling & Infrastructure Equipment Manufacturer

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

### 8-decade Legacy

1944

Year of Incorporation

**CATERPILLAR**

Appointed Caterpillar Representative in 1944

1955

Year of Listing

### Market Leader in Niche Products

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



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

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

### Global alliances

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

**GROVE**<sup>®</sup>  
by **Manitowoc**

**Manitowoc**<sup>®</sup>



### Customer-centric Approach

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

## Cutting-Edge Manufacturing Facilities

Strategically located Manufacturing facilities complemented by a sophisticated warehouse.

2

### Manufacturing Locations

**Kamarhati, Kolkata**  
State-of-the-art Mobile Crane Manufacturing

**Kharagpur, West Bengal**  
State-of-the-art ERP-enabled Factory

3

### Warehousing Complexes

In West Bengal

**Dankuni**

**Taratolla**

**Kharagpur**



# Industry Firsts & Achievements

TIL Limited stands out as India's pioneering crane company, consistently setting industry standards and achieving many industry firsts.

## 1st Ever Purpose-built Mobile Crane Plant

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



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

1962

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



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

1982

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



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

1988

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



## 1<sup>st</sup> Caterpillar Rental Store

2005

Inaugurates India's 1<sup>st</sup> Caterpillar rental store in Delhi



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

2007

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



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

2011

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



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

MARC

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







## Our Vision

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



## Our Mission

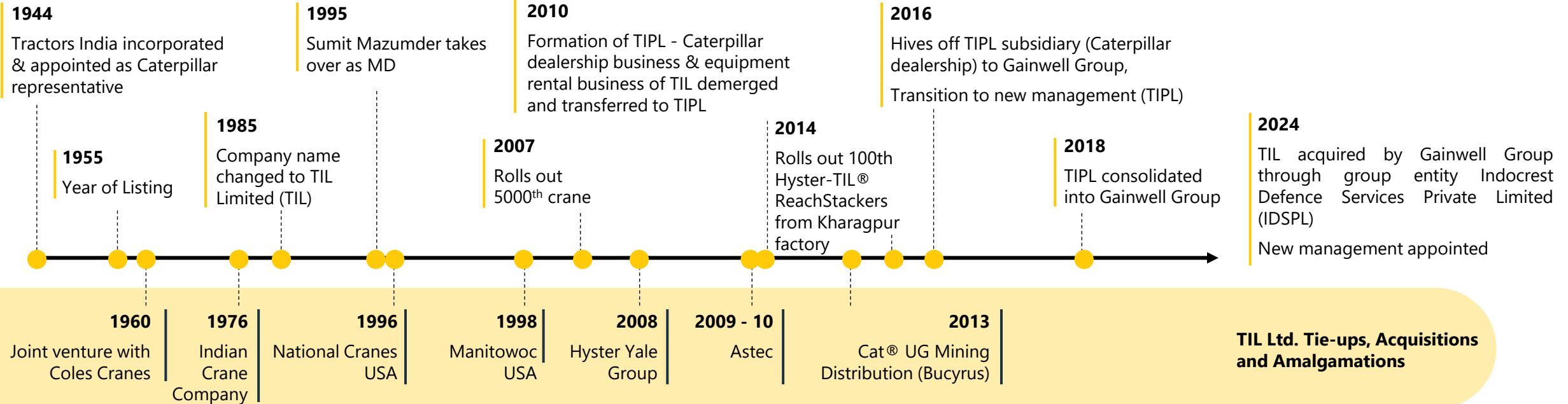
"To deliver customer delight globally through engineering and service solutions, while living our values and building a safe, sustainable and engaging place to work."

## Values – V123





# The TIL Journey : Strategic Tie-ups & Acquisition



## Highlights

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

**GAINWELL®**

Indocrest Defence Solutions Private Limited (IDSPL)

Infused  
₹ 120 Crore

**TIL** Tractors India

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

**TIL** Tractors India

## TIL 2.0: The Inception

### Strategic acquisition aimed at

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

## Shaping India's Infrastructure Landscape

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

## Excellence in Integrated Solutions

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

## Pioneering Sustainable Nation-Building

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

10,000+  
Projects Done

22,500+  
Happy Customers

3,400+ Skilled Employees  
of 7 nationalities

100+ Global  
Touchpoints



**Sunil Kumar Chaturvedi**  
Chairman, Gainwell Group

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

## Gainwell Group Promoters

**Meena Chaturvedi**  
Director, Gainwell Group

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



### Businesses

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



# Gainwell & TIL Ltd – The Next Capital Goods Champion

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

## Gainwell Group



### Gainwell CAT

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



- ✓ **2,400+** Personnel
- ✓ **5** World Class Facilities
- ✓ **28,000+** Machines at Work
- ✓ **108+** Locations
- ✓ **3** Component Rebuild Centres



### TIL Limited

- ◆ TIL stands as Gainwell Group's sole listed entity, with an impressive legacy spanning 80+ years.
- ◆ Specialising in manufacturing of niche defence products, material handling and infrastructure equipment.
- ✓ **660** Total Workforce
- ✓ **5** Regional Offices
- ✓ **49** Different Models in Portfolio
- ✓ **10+** Countries Catered
- ✓ **32,500+ Sq. Mt.** Cumulative Shop Floor Area

#### Industries Served

- |   |   |
|---|---|
| <input type="checkbox"/> Material Handling            | <input type="checkbox"/> Steel & Mining       |
| <input type="checkbox"/> Defence                      | <input type="checkbox"/> Oil & Petrochemicals |
| <input type="checkbox"/> Ports                        | <input type="checkbox"/> Railways/Airport     |
| <input type="checkbox"/> Construction & Road Building | <input type="checkbox"/> Power                |
|   | <input type="checkbox"/> Pharma               |



### Gainwell Engineering

- ◆ Gainwell's manufacturing arm with aftermarket strength supported by a robust global dealer and service network.
- ◆ Exclusive Caterpillar IP license to produce underground soft-rock mining equipment.
- ◆ Rapidly emerging as a global manufacturing force with presence in 5 international locations.
- ✓ **3** World Class Facilities
- ✓ **18** Mining Equipment Models
- ✓ **150+** Skilled Employees



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

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

**CATERPILLAR®**

**1944**

TIL Limited appointed as the representative of Caterpillar.

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



## Product Category



Construction Machinery



Surface Mining



Underground Mining



Diesel Generator



Industrial OEM



Marine



Oil & Gas



Solar Power



**TIL** Tractors India

**1976**

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



**2010**

Caterpillar dealership business transferred to TIPL.



**2016**

TIPL consolidated into Gainwell Group as Gainwell Commosales Pvt Ltd.



02

# Business OVERVIEW



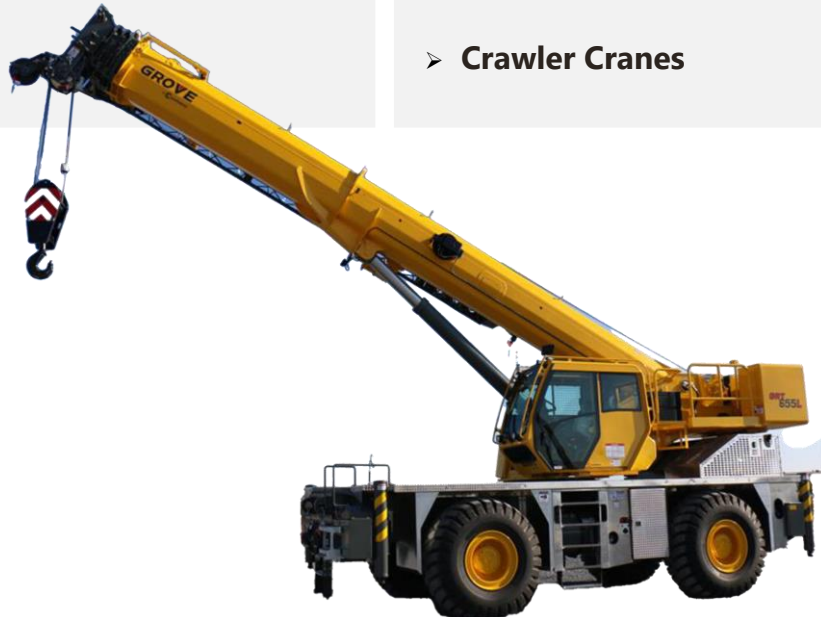


# Product Portfolio Overview

## TIL Range

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

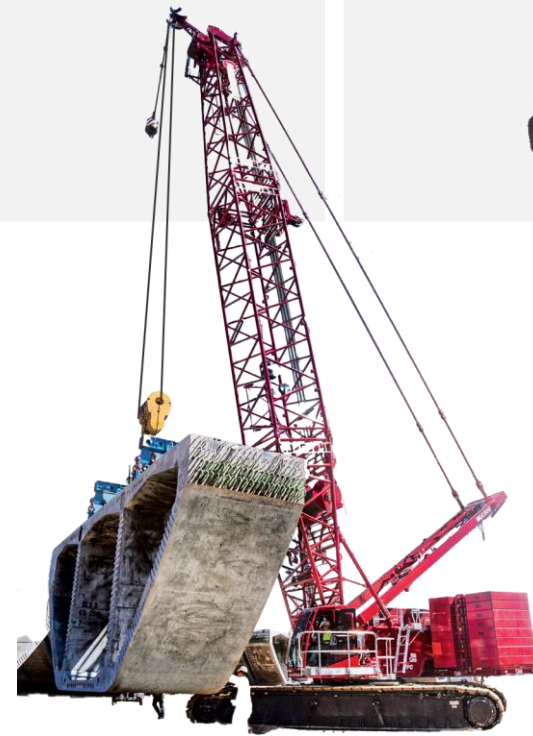
- **Rough Terrain Cranes**
- **Truck Cranes**
- **Pick & Carry Cranes**



## Manitowoc Range

TIL markets and distributes a variety of imported cranes in India, including Wheeled & Lattice Boom Crawler Cranes, Grove Range From Manitowoc Crane Group, USA.

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



## Hyster-TIL Range

Exclusive partnership with Hyster-Yale to market extensive lineup of High-capacity Forklift Trucks, ReachStackers, Empty & Laden Container Handlers.

- **ReachStackers**
- **Forklift Trucks**





# Partnership with Manitowoc Crane Group, USA

**GROVE**<sup>®</sup>  
by **Manitowoc**

**Manitowoc**<sup>®</sup>



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



## Technological innovation

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



## TIL Exclusive Partnership

- ▶ Exclusive partnership for manufacture and marketing of broad spectrum of Grove products
- ▶ Offers full lineup of Wheeled And Lattice Boom Crawler Cranes from Manitowoc Crane Group, USA.

# Partnership with Hyster-Yale



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



## Synergistic Alliance

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



## TIL exclusive partnership

- ▶ **Exclusive partnerships and licensing agreements** to market a wide array of High-Capacity Forklift Trucks, Container Handlers, and ReachStackers
- ▶ Offerings supported by reliable **product support and customer service**, ensuring high productivity.
- ▶ **Renewed Dealer Sales & Service Agreement (DSSA)** with Hyster-Yale Asia-Pacific Pte. Ltd, for a period of 5 years (effective June 1, 2024).



# Manufacturing Facilities – Kamarhati

## Kamarhati Facility

Kolkata, West Bengal

Established 1962

Built up area – 26,000 sq.m

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

Shop floor area – 10,520 sq.m.



India's **only integrated mobile crane manufacturing facility.**



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



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



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



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





# Manufacturing Facilities – Kharagpur

## Kharagpur Facility

Changual, Kharagpur, West Bengal

Established 2011

Built up area – 58,000 sq.m

Shop floor area – 21,600 sq.m.

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



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



▶ Produces **loaded container handling ReachStackers** under license from the **Hyster-Yale** Group.



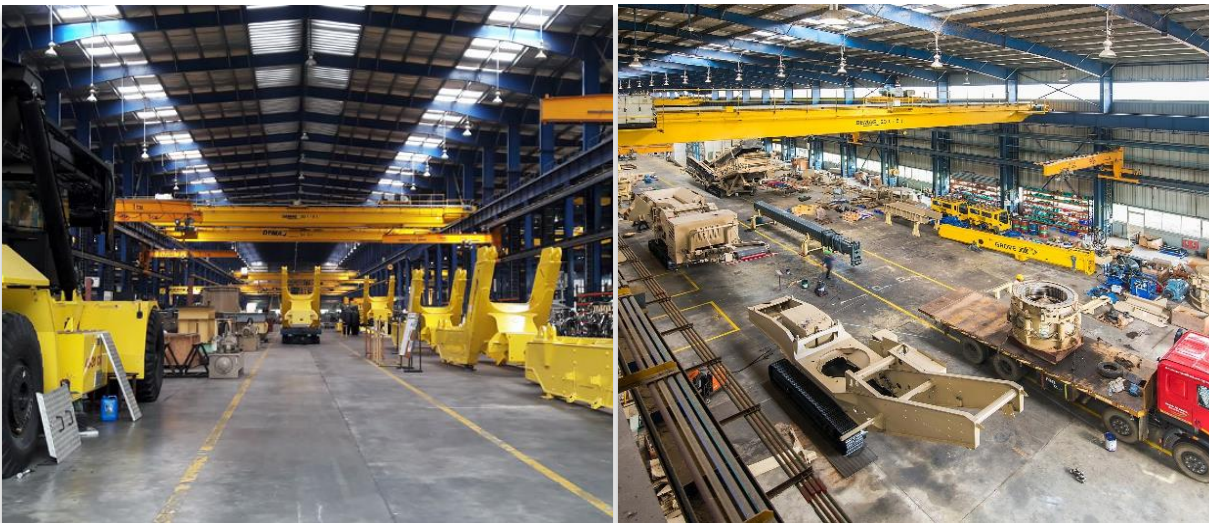
▶ Designed for **efficient material flow**, adhering to **Demand Flow and Lean Principles**, ensuring a productive and safe working environment.



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



▶ Primarily involved in production of **Tyre-mounted Container Handling Equipment**.





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



CNC Plasma cum Oxyacetylene cutting



CNC Brake Press



Heavy Fabrication workshop



External Internal Auto weld m/c



CNC Floor Boring machine



Paint Booth



# Marquee Clients

## Defence



## Mining / Oil / Petroleum



## Port/ICD/CFS



## Others







# Board Of Directors



**Sunil Chaturvedi**

Chairman and Managing Director



**Alok Kumar Tripathi**

Director & President



**Ayan Banerjee**

Director - Finance



**Saroj Punhani**

Non-Executive Independent Director



**General N.B Singh (Retired)**

Non-Executive Independent Director



**Amit Mukherjee**

Non-Executive Independent Director

**35+ years experience**

- ▶ CA & Former IAS with diverse govt. roles
- ▶ Executive Director, Bharat Forge 2013.
- ▶ Led Gainwell's Management Buyout 2016.

**30+ years experience**

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

**30+ years experience**

- ▶ CA with expertise in Accounting, Tax Shaping, Working Capital. Management, Transfer Pricing, Compliance, M&A.

**35+ years experience**

- ▶ Former IAAS Officer.
- ▶ Held key positions in GOI & CAG of India.
- ▶ Expertise in Audit, Finance & International Relations.

**40+ years experience**

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

**30+ years experience**

- ▶ Co-founder , Unigrow Solutions.
- ▶ Ex-Tata Steel, SAP, HP, Reliance, RPG
- ▶ Expertise in Business & Technology domain.

# Supported by a Professional Management Team



**Pinaki Niyogy**

COO & CTO

31+ years experience

- ▶ Holds a BE Mechanical degree
- ▶ Former TIL employee with expertise in Product Development & Operations.
- ▶ Instrumental in introducing Grove & Hyster products.



**Kanhaiya Gupta**

CFO

23+ years experience

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



**Sumit Biswas**

Associate VP - Sales

25+ years experience

- ▶ Graduate in Metallurgical Engineering & Middle Management Programme at IIM Ahmedabad
- ▶ Instrumental in elevating Material Handling Solutions (MHS) at TIL.



**Shamita Nandi**

CHRO

20+ years experience

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



**Rishabh P. Nair**

Head of Brand, Content & PR

14+ years experience

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



**Chandrani Chatterjee**

Company Secretary

22+ years experience

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



**Saikat Bagchi**

Head - Supply Chain & Commercial

34+ years experience

- ▶ B.E. in Mechanical Engineering, MBA (IIM Kolkata)
- ▶ Diverse career spanning roles across Project Management, Supply Chain, Vendor Development, Product Development, Sales & Marketing, Branding & Advertising, Strategy, Operations & Sustainable development.





# 03

## Performance Highlights and Business Updates

# Q2 FY25 - Business Update: The Strategic TIL-Snorkel Partnership

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

### TIL Snorkel agreement

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



### Knowledge Sharing

Snorkel to provide product range along with knowledge and support

### Geographical coverage

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



### Estimated Revenue Contribution

**Incremental Revenue by FY28**

**~₹ 200 crore**

### Benefits

#### Product Expansion

New products categories suited to India's growing demand for bespoke equipment

- ❑ Aerial work platforms
- ❑ Telehandlers
- ❑ Material lifts



### Vision Alignment

Aligns with TIL's vision of becoming a globally trusted engineering solutions provider that adds sustainable value



# Q2 FY25 Key Highlights - Standalone

**Total Income**

**₹ 7,251 lakhs**

**EBITDA**

**₹ 729 lakhs**

**PAT**

**₹-210 lakhs**

- ▶ Standalone quarterly revenue from operations reported a significant surge of 257%, climbing to ₹ 7,251 lakhs in Q2 FY25 from ₹ 2,031 lakhs in Q2 FY24 as a result of the continuous expansion of operations.
- ▶ EBITDA has maintained its upward trajectory since becoming positive in the last quarter. EBITDA stood at ₹ 729 lakhs in Q2 FY25 driven by a strong operational performance, enhanced utilization of capacities, and the acquisition of new contracts.

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



- ▶ Renewed DSSA for **exclusive distribution rights** for Hyster® products in designated territories.
- ▶ TIL commits to **sales support and after-sales service** for heightened customer satisfaction.
- ▶ Leverage Hyster-Yale's expertise for better **maintenance and parts solutions**.
- ▶ **Continuous training & skill development for TIL teams** to stay updated with industry advancements.

## New parts warehouse

**Dankuni, West Bengal**

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

**Built up area – 5,000 sq.ft**

## New Patent granted

**PIXEF crane**

- ❑ Granted patent for unique design of PIXEF Crane.
- ❑ Plans to relaunch PIXEF Crane with additional features.

# Financial Highlights (Standalone figures)

₹ lakhs

Particulars	Q2 FY25	Q2 FY24	YoY	Q1 FY25	QoQ	H1 FY25	H1 FY24	YoY
Revenue from Operations	6,764	1,996	239%	6,698	1%	13,462	2,342	475%
Other Income	487	35	1291%	973	-50%	1,460	42	3,376%
<b>Total Revenue</b>	<b>7,251</b>	<b>2,031</b>	<b>257%</b>	<b>7,671</b>	<b>-5%</b>	<b>14,922</b>	<b>2,384</b>	<b>526%</b>
<b>Expenses</b>								
Cost of Materials Consumed	3,619	1,651	119%	3,469	4%	7,088	1,937	266%
Purchases of Stock-In-Trade	506	95	433%	569	-11%	1,075	270	298%
Changes in Inventories of Finished Goods, Stock-In-Trade and Work-In-Progress	152	-531	-	683	-	835	-703	-
Employee Benefits Expense	1,117	769	45%	975	15%	2,092	1,543	36%
Finance Costs	788	901	-13%	622	27%	1,410	1,844	-24%
Depreciation and Amortization Expense	173	173	-	171	1%	344	370	-7%
Other Expenses	1,128	1,160	-3%	1,475	-24%	2,603	2,251	16%
<b>Total Expenses</b>	<b>7,483</b>	<b>4,218</b>	<b>77%</b>	<b>7,964</b>	<b>-6%</b>	<b>15,447</b>	<b>7,512</b>	<b>106%</b>
<b>EBITDA</b>	<b>729</b>	<b>-1,113</b>	<b>-</b>	<b>500</b>	<b>-</b>	<b>1,229</b>	<b>-2,914</b>	<b>-</b>
<b>Profit / (Loss) Before Exceptional Items and Tax</b>	<b>-232</b>	<b>-2,187</b>	<b>-</b>	<b>-293</b>	<b>-</b>	<b>-525</b>	<b>-5,128</b>	<b>-</b>
Exceptional Items	0	0	-	0	-	-	2,888	-
<b>Profit / (Loss) Before Tax ( After Exceptional Items)</b>	<b>-232</b>	<b>-2,187</b>	<b>-</b>	<b>-293</b>	<b>-</b>	<b>-525</b>	<b>-2,240</b>	<b>-</b>
<b>Net Profit / (Loss) After Tax</b>	<b>-210</b>	<b>-2,028</b>	<b>-</b>	<b>-106</b>	<b>-</b>	<b>-316</b>	<b>-1,933</b>	<b>-</b>



# Annual Financial Highlights (Standalone figures)

₹ lakhs

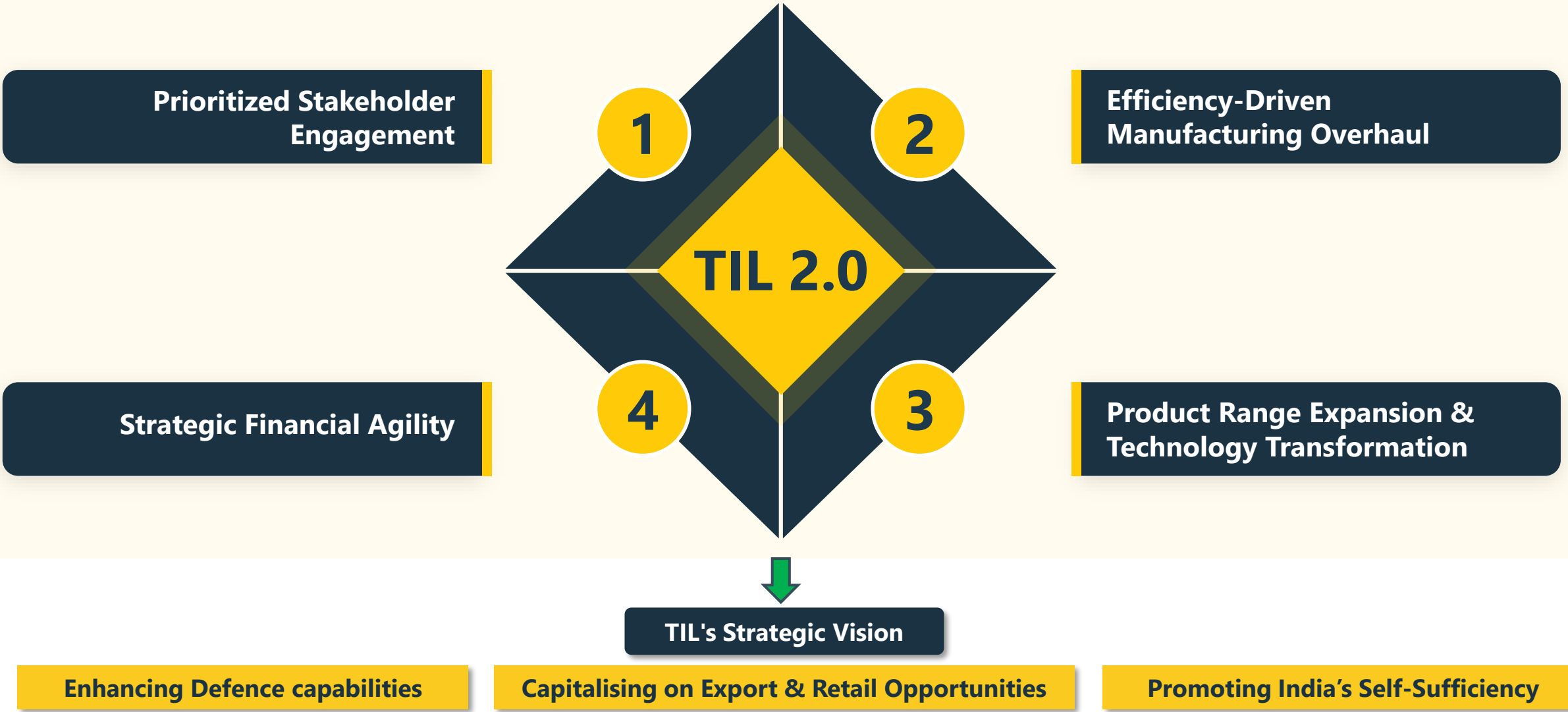
Particulars	FY23-24	FY22-23	FY21-22
<b>Balance Sheet Highlights</b>			
Equity Share Capital / Other Equity	1,753	1,003	1,003
Reserve & Surplus	1,435	-30,210	-21,309
<b>Net Worth</b>	<b>3,188</b>	<b>-29,207</b>	<b>-20,306</b>
Borrowings	15,724	40,018	39,849
Fund Employed	18,912	10,811	19,543
PPE and Intangible Assets - Net Carrying Amount	10,356	10,600	11,860
Investments	68	74	311
<b>Profit &amp; Loss Highlights</b>			
<b>Revenue from Operations</b>	<b>6,691</b>	<b>4,383</b>	<b>6,391</b>
Other Income	200	1,086	2,535
Expenses	9,723	7,075	15,628
Depreciation/ Amortisation	710	895	995
<b>Profit/(Loss) Before Exceptional Items &amp; Tax</b>	<b>-10,688</b>	<b>-9,209</b>	<b>-14,394</b>
Exceptional Items	30,255	-	-25,953
PBT	19,567	-9,209	-40,347
<b>PAT</b>	<b>25,392</b>	<b>-8,828</b>	<b>-41,648</b>

04

## TIL 2.0 - Strategic Vision







# TIL 2.0 - New beginnings. Endless possibilities



## Prioritized Stakeholder Engagement

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



## Strategic Financial Agility

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



## Efficiency-Driven Manufacturing Overhaul

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



## Product Range Expansion & Technology Transformation

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



# TIL's Strategic Vision: Aligned with National Goals

## Enhancing Defence capabilities

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

## Capitalising on Export & Retail Opportunities

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

## Promoting India's Self-Sufficiency

- ◆ **Aim for enhancing India's Self-Sufficiency** aligning with National Vision for Self-Reliance, *Atmanirbhar Bharat* and *Make in India*
- ◆ Reducing Dependency on Imported Capital Goods **benefiting key strategic industries.**



# TIL Ltd. Catering to Specialized Defence Needs

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

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

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

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





# Strong Order Book driven by Specialized Defence

## Growth Strategy Anchored by a Substantial Order Book

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

## Immense opportunities in below Focus Sectors

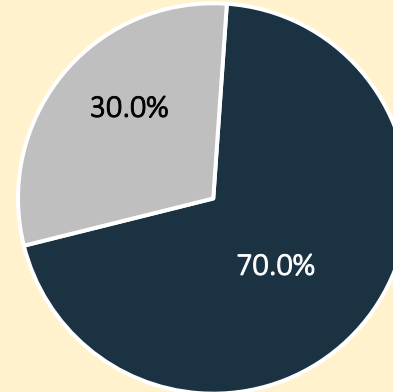
- ☐ Niche Defence
- ☐ Infrastructure
- ☐ Material Handling
- ☐ Mining
- ☐ Construction equipment
- ☐ Airports & Ports

## Order Book

₹ ~214 crores

Order Book status as on 30<sup>th</sup> Sep 2024

## Order Book Break up



As on 30<sup>th</sup> Sep 2024

- Defence + PSUs
- Other

Supported by positive macroeconomic and sectoral environment

## Favorable opportunities

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

## Order Book Visibility (In pipeline)

₹ ~60 crores



**TID** Tractors India

**05**

**ESG**







# Sustainable Excellence: Gainwell's ESG Initiatives



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

## Investments in Green facilities

UNNATI - Asia's first LEED 4 Platinum Green Building with sustainable features like Radiant Cooling, Solar Rooftop, and Rainwater Harvesting.



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Constructing new facilities with eco-friendly principles.  
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Multiple locations+ rebuild centre ISO 9001:2015 certified.  
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## Smart Iron and Digital Strength

**Customer-centric Advanced Digital Solutions** to enhance equipment management and performance.

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Utilization of advanced technology to **reduce costs and fuel consumption**.  
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**Digital backend support** for robust equipment functionality.

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Launch of an **online sales and 360-degree machine virtual viewing** platform.  
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Integrated model providing **precise servicing timelines & pre-emptive issue resolution**.  
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Appointed Consultivo as consultant for Gap assessment report + ESG report 2024 leveraging their 15 years of expertise in sustainability.

## Green Supply Chain



Plans for sustainable supply chain via LNG powered trucks.



Collaboration for EV services for internal employees.

### All electric

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



## Diversity, Equity and Inclusion

### Diversity Goal #D12

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



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**DEI Council**, established for audits, training, and LGBTQI+ and disability inclusion strategies.  
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**Inclusive policies and strategies**, to support LGBTQI+ communities and people with disabilities.



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**Introduced adoption leave** & committed to diversifying paternity & maternity leave options.  
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# Nurturing People, Planet, & Prosperity

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

## Education

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

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



## Health

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

**Antyoday Anath Ashram:** Nutritional support to orphanage children.

**Dignity Foundation:** Assisting with food procurement for the elderly in need.

## Skill Development

**Training** delivered by Gainwell's master operators and technical experts.

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



## Empowerment Philosophy

Successfully trained 200+ youth as equipment operators

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Trained over 60 technicians

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Achieved 90%+ placement rate for trained individuals

## Flood Relief

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

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





# Disclaimer

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**THANK  
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