

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.in8th 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: PRESS RELEASE

Enclosed please find the Press Release dated 8th November, 2024 of TIL Limited. 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 Reports Q2FY25 Results

Operational excellence resulted in Sustainable Revenue and EBITDA Growth

Highlights

- Revenue remains stable at ₹72.5 Cr, indicative of regularising business activities after the new management's takeover
- EBITDA has grown to ₹7.3 Cr from ₹5.0 Cr an increase of 45.8% over the previous sequential quarter spurred by a better product mix and cost optimisation.
- Orderbook continues to be healthy at ₹214 Cr (Sep 2024) - including new orders worth ₹105 Cr post takeover

Kolkata, India, 08/11/2024: Today, TIL Limited (NSE: TIL), a cornerstone in India's material handling and infrastructure equipment manufacturing sector, have announced their Q2 FY25 Results.

The company's recent partnership with Snorkel Europe Limited and renewal of its Distribution Sales and Service Agreement (DSSA) with Hyster-Yale Asia-Pacific further reinforces its commitment to serving diverse industries while strengthening its market position.

Under the leadership of Chairman and Managing Director, Mr. Sunil Kumar Chaturvedi and President, Mr. Alok Kumar Tripathi the company continues to strengthen its market position while demonstrating significant operational improvements.

Quarterly Financial Highlights

Particulars (In crore)	Q2FY25	Q1FY25	Q-o-Q %	Q2FY24	Y-o-Y %
Revenue	72.5	76.7	-5.5%	20.3	257.0%
EBITDA	7.3	5.0	45.8%	-11.1	-
EBITDA %	10.1%	6.5%	-	-54.8%	-
PBT	-2.3	-2.9	-	-21.9	-
PAT	-2.1	-1.1	-	-20.3	-

Speaking about the results, **Sunil Kumar Chaturvedi, Chairman & Managing Director, TIL Limited** said, "Our Q2 performance reflects the successful implementation of our strategic initiatives and operational excellence programs. The 45.8% improvement in EBITDA and stable revenue demonstrate our commitment to cost optimisation while maintaining product quality. The 10.1% EBITDA margin this quarter and a healthy orderbook of ₹214 crore provides strong visibility for future growth. As we continue to strengthen our global alliances and leverage our technical expertise, TIL stands poised to play an increasingly vital role in India's infrastructure development. The remarkable turnaround in profitability within just two quarters of new management validates our strategic direction and positions us well for sustained growth in India's rapidly evolving industrial landscape."

Alok Tripathi, President, TIL Limited added, "The second quarter results demonstrate our ability to execute our strategic vision effectively. Our operational expenses have been well-controlled through systematic cost optimisation initiatives, without compromising on product quality or service excellence. The improvement in our current ratio to 1.23 reflects stronger working capital management, while our successful old debt collection of ₹20.2 crore strengthens our balance sheet position. Our DSO days stood at 120 days, which is the lowest in the past 5 years. The robust order book, new orders worth ₹105.0 crore since post takeover till September 2024, showcases strong market confidence in TIL's products and



capabilities. As we move forward, we remain committed to leveraging our rich history and technical expertise to drive innovation and meet evolving industry needs."

TIL Limited's remarkable quarterly performance is underpinned by its comprehensive product portfolio and manufacturing excellence. The company's offerings span four strategic categories, each representing the pinnacle of engineering and reliability in their respective segments. The indigenous TIL Range showcases the company's home-grown innovation in material handling solutions, while strategic alliances with global leaders have enabled the successful development and manufacturing of Manitowoc Cranes through collaboration with Grove Worldwide and Manitowoc Crane Group.

The Hyster-TIL Range, developed in partnership with Hyster® (a division of Hyster-Yale Group, Inc.), and Snorkel aerial work platforms and telehandlers round out the company's robust product lineup, ensuring comprehensive solutions for diverse industry needs. TIL's manufacturing excellence is further enhanced by its extensive pan-India presence through strategically located regional offices. This network enables the delivery of superior aftermarket support, a crucial factor in maximising equipment uptime and performance for customers across various sectors. The combination of advanced manufacturing capabilities, strategic global partnerships, and comprehensive service support has positioned TIL Limited as a trusted partner in India's infrastructure development journey.

About TIL Limited:

Established in 1944, TIL Limited (TIL) is one of India's leading material handling and infrastructure equipment manufacturers recognized for its tough and high-quality products, innovative design, and skilled craftsmanship. With its headquarters nestled in the city of Kolkata, TIL maintains a strategic footprint across India with regional offices located in the nation's key urban centres. Since its inception, the company has been an integral partner in India's infrastructure development, boasting a rich history and market expertise. In eight decades of its proud legacy, TIL has left an indelible imprint on various signature infrastructure projects of the nation.

Headquartered in Kolkata, TIL has regional offices in Delhi, Mumbai and Chennai and area offices across the country. The Company has two factories in Eastern India –a fully integrated Plant at Kamarhatty and a state-of-the-art Plant at -Kharagpur, West Bengal. The R and D centres at both the factories are equipped with the latest software and cutting-edge technologies to enhance design excellence. Both certified under ISO 9001: 2015 and DIN EN ISO 3834 –two international quality management system standards.

Industries Served: Material Handling, Ports, Construction and Road Building, Mining, Oil and Petrochemicals, Steel, Railways/Airport, Power, Pharma and Defence. Global alliances are with the Manitowoc Company, Inc. of USA and Hyster® (a part of Hyster-Yale Group, Inc.) of USA. As a responsible corporate citizen, TIL has been engaged in numerous CSR initiatives aimed at the betterment of society, community, and environment.

For media enquiries, please connect with:

Phalguni Singh
Confiance Communications
Email: phalguni.confiance@gmail.com
Mobile: +91 9619253484

Rishabh P Nair
Head Of Brand, Content & PR, TIL Limited
Email: rishabh.nair@tilindia.com

For investor related queries, please connect with:

Vikash Verma, EY
Email: Vikash.verma1@in.ey.com
Mobile: +91 9664009029

Sumedh Desai, EY
Email: sumedh.desai@in.ey.com
Mobile: +91 9869776652