



Driving Integrated Excellence

TIL Limited Annual Report 2009 -10

Forward-Looking Statement

In this Annual Report, the forward-looking information if any, is for enabling investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccuracies in our assumptions. Should known or unknown risks or our uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected.

We undertake no obligation to publicly update any forward-looking statements, arising as a result of new information, future events or otherwise.

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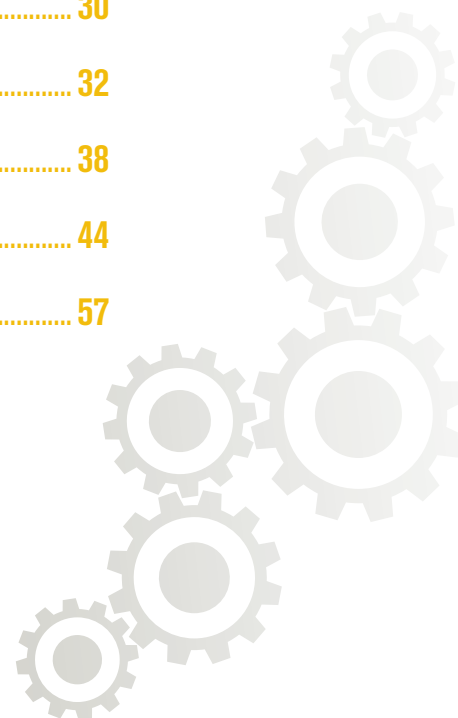
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Corporate Information

Board of Directors

Mr. A. Mazumdar

Chairman

Mr. Sumit Mazumder

Vice Chairman and Managing Director

Mr. S. K. Bhatnagar

Director and President (w.e.f. 1st April, 2010)

Mr. R. L. Gaggar

Solicitor and Advocate

Mr. U. V. Rao

Former Chief Executive and Managing Director - L&T Limited

Mr. G. Swarup

Managing Director of Paharpur Cooling Towers Limited

Dr. T. Mukherjee

Former Dy. Managing Director of TATA Steel Limited

Mr. K. B. Saha

*Nominee of Life Insurance Corporation of India
(w.e.f. 27th October, 2009)*

Company Secretary

Mr. Debashis Nag

Auditors

Price Waterhouse

Bankers

Bank of India

Union Bank of India

ING Vysya Bank Ltd.

State Bank of Bikaner & Jaipur

State Bank of India

State Bank of Hyderabad

Axis Bank Ltd.

CITI Bank N.A.

Registered Office

1, Taratolla Road

Garden Reach

Kolkata 700 024

Telephone: (033) 2469 3732 - 36 (5 Lines)

(033) 6633 2000 / 2845

E-mail: secretarial.department@tilindia.com

Registrar and Share Transfer Agent

C B Management Services (P) Limited

P-22, Bondel Road, Kolkata 700 019

Telephone: (033) 4011 6700 / 4011 6711 / 4011 6718

E-mail: rta@cbmsl.com





India is steadily emerging as the epicenter of opportunities and the focal point of business interest for the world. The government is planning an investment of US\$ 354 billion in the infrastructure sector by 2012, with another US\$150 billion expected to be invested by the private sector. Indian economy is estimated to grow over 8 per cent in 2010, the fastest among major economies in the world, with the country's vast untapped demands and under penetrated markets propelling the growth momentum forward.

Infrastructure development, thus, remains the critical driver to creating economic buoyancy and growth in India.

For TIL, this signifies opportunities-unlimited. We are an organization with zeal to grow and believe that the future depends on what we do in the present. Therefore, in 2009-10 we initiated steps that went beyond delivering a profitable bottom line and were aimed at creating long term value for our stakeholders.

2009-10 was a year when we pursued integrated and holistic excellence by enhancing the gamut of our products and services portfolio, further improving customer centricity, increasing coverage, focusing on growing and nurturing people capabilities and creating better operational efficiencies.

Driving integrated excellence for us is an effort to align our organizational DNA to the evolving market developments, with reinforced consistency and at a more energetic pace of value creation for our stakeholders.



Our Performance Highlights

Rs. 107,989 lacs

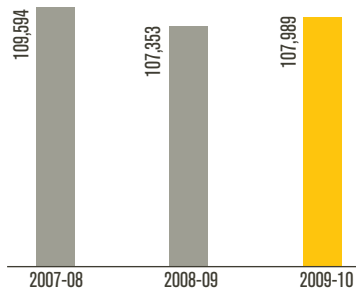
Revenue generated in 2009-10

Rs. 5,953 lacs

Post tax profit reported in 2009-10

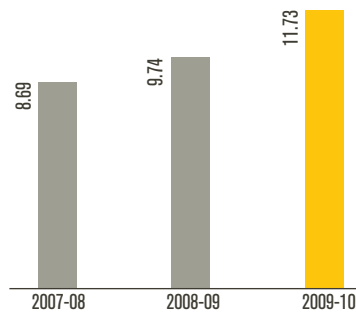
TOTAL REVENUE

(Rs. in lacs)



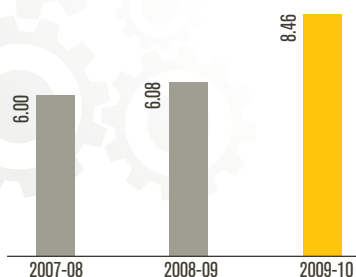
EBIDTA MARGIN

(per cent)



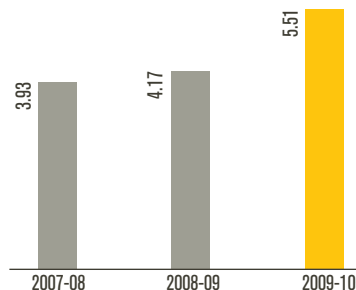
PBT MARGIN

(per cent)



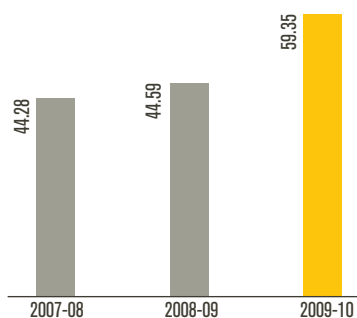
PAT MARGIN

(per cent)

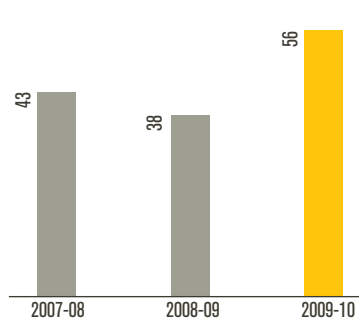


Rs. 59.35**Earnings per share posted in 2009-10****Rs. 6 per share****Proposed dividend in 2009-10****EARNING PER SHARE (EPS)**

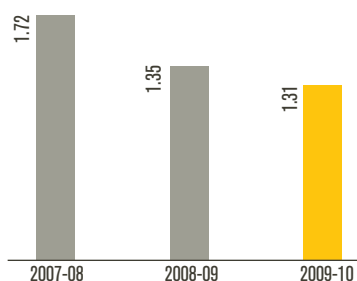
(Rs.)

**DEBTOR DAYS COVER**

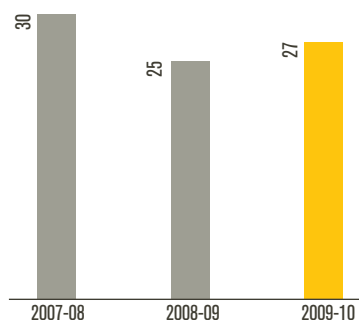
(days)

**TOL/TNW**

(times)

**ROCE**

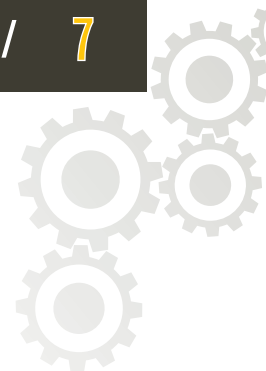
(per cent)



Corporate Identity



Since 1944, TIL has been partnering India's Infrastructure growth with its extensive range of high technology equipment, representing global leaders and offering superior product support and customized solutions with the eventual aim of enhancing customer experience.



Our Vision

A responsible corporate citizen, valued by customers, respected by principals, and worthy of high esteem of all stakeholders. We will achieve this by manufacturing world class products, represent global leaders and build a world class service organization. We will focus on growth opportunities resulting from India's infrastructure build, and leverage rentals and used equipment. The unstinted commitment and relentless contribution of each employee will translate into positive growth every year.

Our Values at Work

Our values are our driving force and represent what we stand for. Over six decades, TIL has professed a value-based culture across the organization. Our values are a source of pride for each of us as we continue to serve our customers with highest standards of ethics and integrity. We remain committed to use our values to the best interest of all our stakeholders. Our values at work are : Leadership, Integrity, Knowledge, Teamwork, Accountability, Transparency and Customer Orientation.

Presence

- Headquartered in Kolkata
- Four regional offices (Kolkata, Delhi, Mumbai and Chennai) and a network of over 60 branches pan India
- Overseas office is in Phuentsholing (Bhutan) and subsidiaries in Nepal, Myanmar and Singapore
- Manufacturing locations are based in Kolkata (Cranes, Reach Stackers and Lorry Loaders) and Sahibabad (Generator Sets)
- A state-of-the-art Component Rebuild Center at Asansol, West Bengal
- Listed on the Kolkata, Mumbai and National Stock Exchanges



Business

MATERIAL HANDLING SOLUTIONS (MHS)

Designs, manufactures and markets a comprehensive range of equipment for material handling, lifting and road building solutions with integrated customer support and after-sales service.

CONSTRUCTION & MINING SOLUTIONS (CMS) AND POWER SYSTEMS SOLUTIONS (PSS)

Both the divisions of CMS and PSS operate as exclusive dealer for Caterpillar products across North and East India, Bhutan, Nepal and Myanmar - selling and servicing an extensive range of Construction and Mining equipment as well as a wide range of Engines and Generator Sets - for continuous and standby applications in diesel, gas and heavy fuel configurations. PSS division of TIL also undertakes turnkey projects and provides after-market support under one umbrella.

Recently, TIL transferred the Caterpillar business consisting of Construction, Mining and Power Systems Solutions to Tractors India Private Limited (TIPL)-a 100% wholly owned subsidiary company of TIL Limited.

RENTALS AND USED EQUIPMENT

TIL brings the global concept of providing Equipment on Rent for Construction, Mining and Power applications. Apart from six Rental stores in Sahibabad, Bhubaneswar, Asansol, Lucknow, Udaipur and Chandigarh, TIL is steadily increasing focus in this segment of business through its other branch outlets. The Rental stores are a 'one stop shop', offering new and relatively new rental equipment with an option to rent or buy.

