



# 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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# Corporate information

## BOARD OF DIRECTORS

**Mr. A. Mazumdar**

*Chairman*

**Mr. Sumit Mazumder**

*Vice Chairman and Managing Director*

**Mr. S. K. Bhatnagar**

*Director and President*

**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*

## COMPANY SECRETARY

**Mr. Sekhar Bhattacharjee**

## 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](mailto: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](mailto:rta@cbmsl.com)

# TIL at a glance



## Corporate Identity

TIL's corporate journey spanning over 67 years is woven with challenges, achievements, resilience, aspirations, and enterprise. Throughout this journey of corporate excellence, TIL has remained committed to India's infrastructure build by providing high technology products and total solutions for its customers creating a positive difference in the space it operates.

As a responsible, valued and respected organization, TIL attributes much of its success and growth to the quality and commitment of close to 1900 employees across 85 locations pan India.

Our Vision provides the direction and aspiration to move forward in our corporate journey; and bonded by our Values at work, Team TIL relentlessly demonstrates a passion for innovation and actions that are customer-driven. Spread across India and the subsidiaries, the goal of the Company is one - *to make customers more profitable.*



## Business

TIL is in the business of serving the infrastructure progress of the nation with its end to end solutions, comprising a broad portfolio of products, technologies and world-class brand alliances along with a wide array of value added services.

TIL operates through its Material Handling Solutions division, Equipment & Project Solutions division and the wholly owned subsidiary - Tractors India Pvt. Ltd. (TIPL) for North and East of India and Bhutan, as well as overseas subsidiaries in Nepal (TNPL), Myanmar (MTL) and Singapore (TILO).

**The Material Handling Solutions (MHS)** division is engaged in design, manufacture and marketing of a comprehensive range of material handling, lifting, port and road building solutions with integrated customer support and after-sales service. The newly formed Equipment & Project Solutions (EPS) vertical focuses on providing 'single-window' solutions in crushing & screening, and offering innovative and eco-friendly asphalt mix technology for road construction. The EPS vertical also manufactures and supplies container handling equipment for Ports.

Manufacturing and technical collaborations are with Manitowoc Crane Group, USA, Grove Worldwide USA, Potain [a part of Manitowoc – USA], Astec Inc., Hyster [a part of NMHG – USA], Paceco Corp – USA [a part of Mitsui Engineering and Shipbuilding - Japan], FAMAK S.A – Poland and Mitsui Miike Machinery Co. Ltd. [a part of the Mitsui Group – Japan].

**The Construction, Mining and Power Systems Solutions (CMS & PSS)** divisions operate under the wholly owned subsidiary TIPL - as the exclusive dealer for Caterpillar range of products across North and East of India as well as Bhutan. TIPL has also entered into association with SEM for medium wheel loaders and SITECH for GPS based connected site solutions.

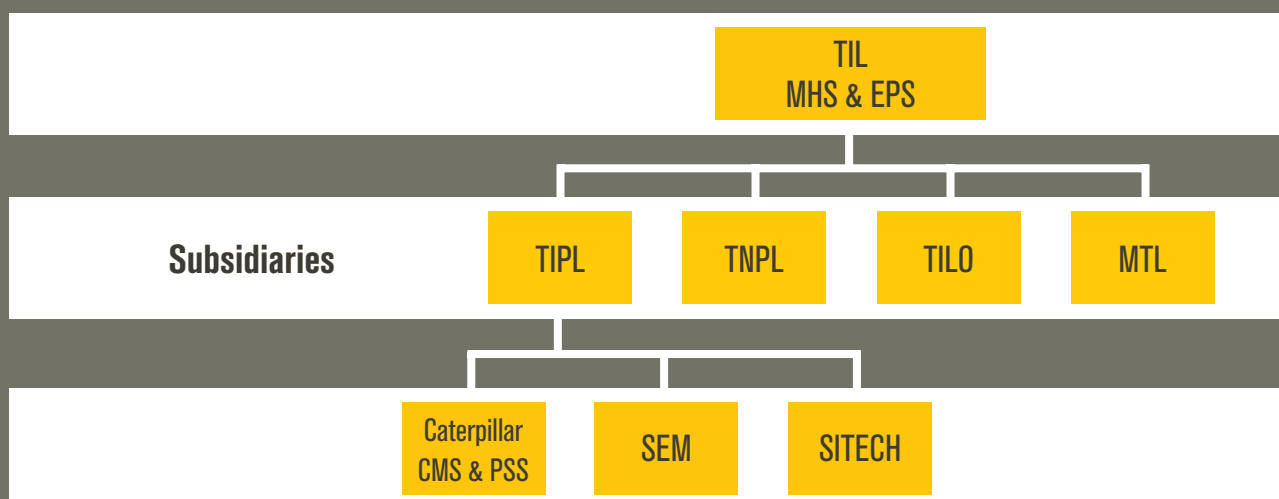
The Company brings the global concept of providing Equipment on Rent for construction, mining and power applications with one stop Rental Stores in Sahibabad, Bhubaneswar, Asansol, Lucknow, Udaipur, and Chandigarh. Also on offer is a wide variety of Used Equipment and Allied products rolled out from the Company's Rental fleet providing affordability coupled with unmatched product support.

The technologically superior products are complemented with services that provide customers with solutions to meet their business-critical needs, helping them to become more sustainable and profitable. The solutions offered by the Company increase productivity, improve operator comfort, meet environmental regulations, provide a longer life, and lower cost per unit of work done.

TIL recognizes the value of training and capability development and the impact it has on improving performance. The Company remains committed towards attuning talent and capabilities of its people through continuous training and development initiatives.

The various 6 Sigma initiatives adopted by TIL in order to improve business process have resulted in growth benefits, cost savings, effectiveness and quality improvements.

Corporate Social Responsibility continues to be an integral part of TIL's Vision. As an organization, TIL is committed in its responsibility towards society, community and environment. Whether it's caring for the safety of our fellow employees, improving the communities in which we live and work, or sustaining the environment we all share, TIL is relentlessly engaged in good corporate citizenship.



# Products

Versatile products for every application and a range that delivers maximum performance and productivity

## Material Handling Solutions (MHS)



Rough Terrain Cranes



Truck Cranes



Lorry Loaders



Truck Mounted Cranes



Crawler Cranes



Tower Cranes



All Terrain Cranes



Reach Stackers



Big Forklift Trucks



Container Handlers

## Equipment & Project Solutions (EPS)



Stationary Plants



Track Plants



High Frequency Screens



Portable Plants



Hot Mix Double Barrel Asphalt Plants



RTG Cranes



Road Headers



ELL Cranes



Mechanical Drive Chain Trenchers



Horizontal Directional Drills



## Construction & Mining Solutions (CMS)



Hydraulic Excavators



Backhoe Loaders



Wheel Loaders



Off-Highway Trucks



Track-Type Tractors



Asphalt Pavers



Vibratory Soil Compactors



Asphalt Compactors



Motor Graders



Wheel Dozers



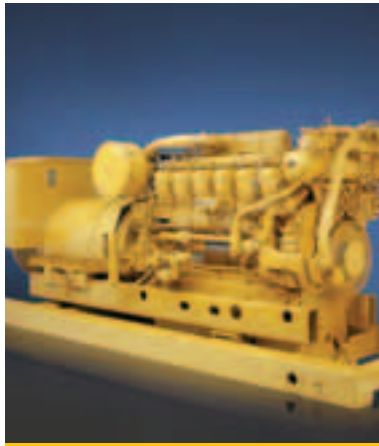
## Power Systems Solutions (PSS)



C175 Diesel Generator Sets



C9 ACERT Engines



3512 B Engines



C32 ACERT Diesel Engines



G 3306 Gas Engines

## Allied Associations



SITECH Technology Solutions



SEM Wheel Loaders



Allmand Lighting Towers

# Total solutions

Product support and services provided by TIL add value and contribute to customers' business success



Pre-purchase Consultancy



Equipment Investment Analysis



24x7 Field Service Management



Scheduled Oil Sampling (S•O•S<sup>SM</sup>) Services



Component Repair & Complete Machine Rebuilds



Rental & Used Equipment Solutions



Customer Support Agreements (CSA) & Maintenance and Repair Contract (MARC)



Maintenance and Operator Training for Customers

# Brands

Global alliances are with the most trusted names in the world

**CATERPILLAR®**

**Manitowoc**

**GROVE**  
by **Manitowoc**

**POTAIN**  
by **Manitowoc**

**ASTEC**

**HYSTER**

**Trimble**  
Authorized Dealer

**SEM**

**Allmand™**

**PACECO® CORP.**

**Famak S.A.** **MITSUBISHI MIIKE**