

Date: 21st October 2024

To,

The Listing Compliance Department National Stock Exchange of India Limited, Exchange Plaza, Plot no. C/I, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai - 400051.

Script Code: CROWN

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of investor presentation for the Financial Results of the Company for the Q2′FY25 ended 30th September 2024.

Kindly take note of the same.

Thanking you.

Yours faithfully,

FOR, CROWN LIFTERS LIMITED

KARIM K JARIA
CHAIRMAN & MANAGING DIRECTOR
DIN: 00200320

CIN: L74210MH2002PLC138439



CROWN LIFTERS LIMITED

INVESTOR PRESENTATION OCTOBER 2024

Q2 AND H1 FY24-25



SAFE HARBOUR

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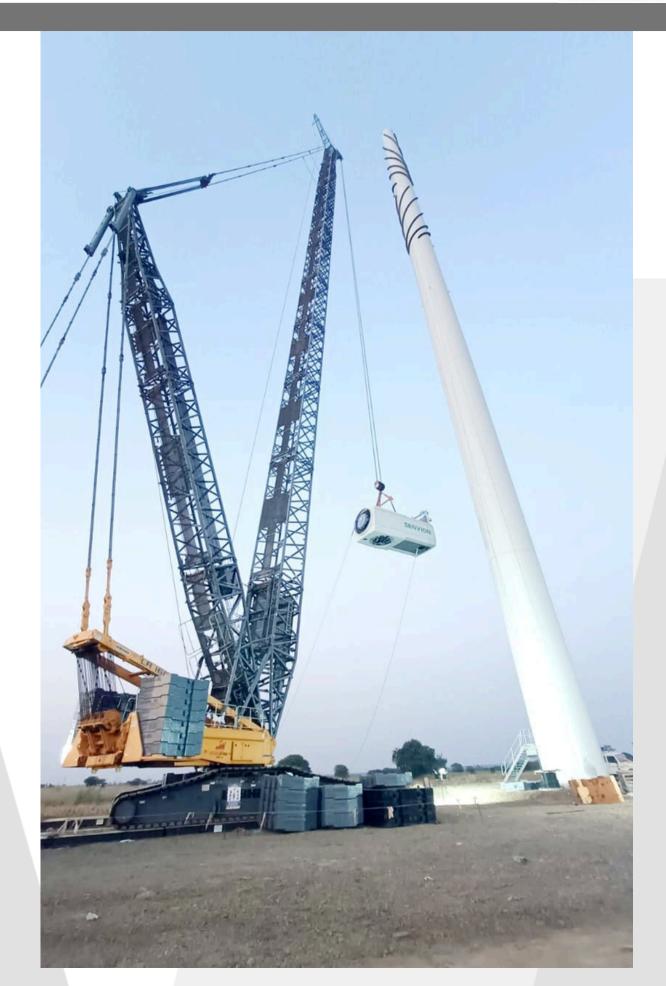


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FINANCIAL HIGHLIGHTS

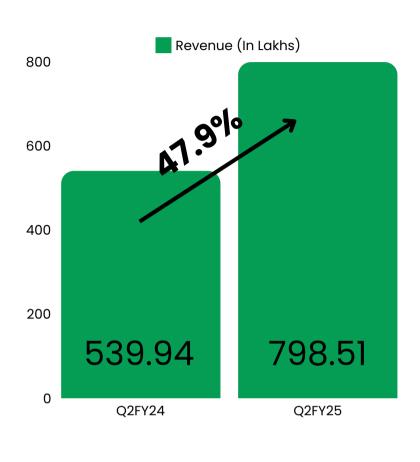
- Q2 Financial Performance
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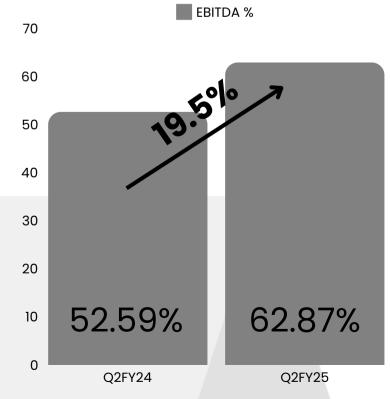


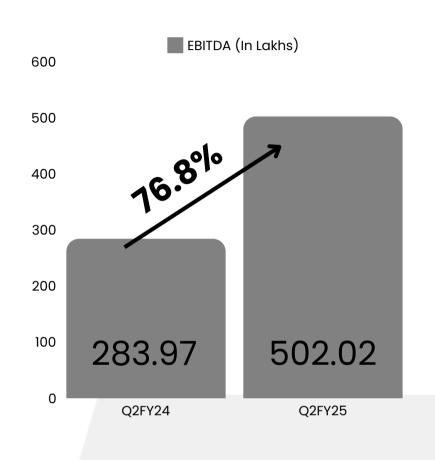


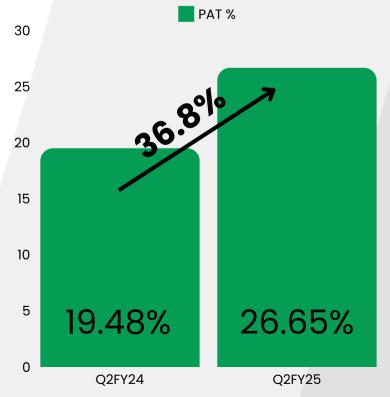


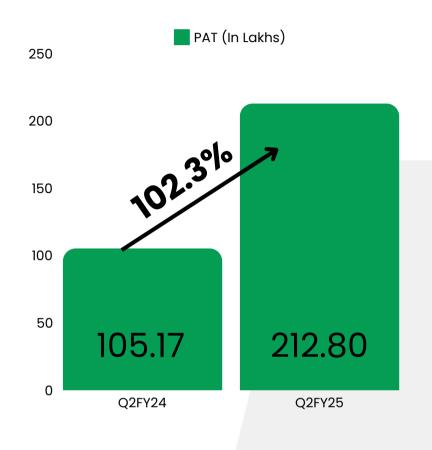
CONSISTENT YEAR ON YEAR PERFORMANCE

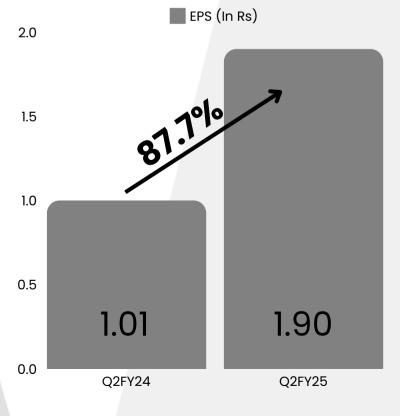












INCOME STATEMENT



Particulars (In Lakhs)	Q2 FY25	Q2 FY 24	YOY%	Q1 FY 25	QOQ%	H1 FY25	H2 FY24	нон%	FY 2024
	30.09.24	30.09.23		30.06.24		30.09.24	30.09.23		31.03.2024
Net Sales	798.51	539.94	47.9%	793.30	0.66%	1591.81	1063.06	49.7%	2886.78
Total Expenditure	296.94	255.97		371.14		668.08	542.08		1297.22
EBITDA & Exceptional Item	501.57	283.97		422.16		923.73	520.98		1589.56
Exceptional Item	0.45	0.00		1228.04		1228.49	0.00		0.04
EBITDA	502.02	283.97	76.8%	1650.20	-69.6%	2152.22	520.98	313.1%	1589.6
EBITDA Margin [%]	62.87%	52.59%	19.5%	208.02%	-69.8%	3380.71	520.98	548.9%	55.06%
Depreciation	140.19	137.56		127.2		267.39	240.43		688.64
PBIT	361.83	146.41	147.1%	1523		1884.83	280.55	571.8%	900.96
Interest	76.62	41.24		61.06		137.68	58.3		162.92
Profit Before Tax	285.21	105.17	171.2%	1461.94	-80.5%	1747.15	222.25	686.1%	738.04
TAX	34.17	0.00		25.61		59.78	0.00		160
Deffered Tax	38.24	0.00		340.67		378.91	0.00		27.25
Profit After Tax	212.80	105.17	102.3%	1095.66	-80.6%	1308.46	222.25	488.7%	550.79
PAT Margin %	26.65	19.48	36.8%	138.11	-80.7%	82.20	20.91	293.2%	19.08
Paid Capital	1122.33	1041.00		1122.33		1122.33	1041.00		
Reported Earning Per Share [Rs.]	1.90	1.01	87.7%	9.76	-80.6%	11.66	2.13	446.1%	5.28

BALANCE SHEET



Particulars (In Lakhs)	H1FY25	FY24
EQUITY	(Unaudited)	(Audited)
Share Capital	1,122.33	1,122.33
Other Equity	3,793.42	2,484.96
LIABILITIES		
Non-Current Liabilities		
Borrowings	3,175.05	2,093.18
Trade Payables	5512.3	3,920.98
Deferred-tax Liabilities (Net)	642.58	263.67
Others	0	0
Current Liabilities		
Borrowings	887.97	792.69
Trade Payables	142.56	121.84
Other Current Liabilities	39.34	34.31
Provisions	29.08	25.14
Current Tax Liabilities (Net)	7.02	10.21
TOTAL EQUITY AND LIABILITIES	15,351.65	10,869.31

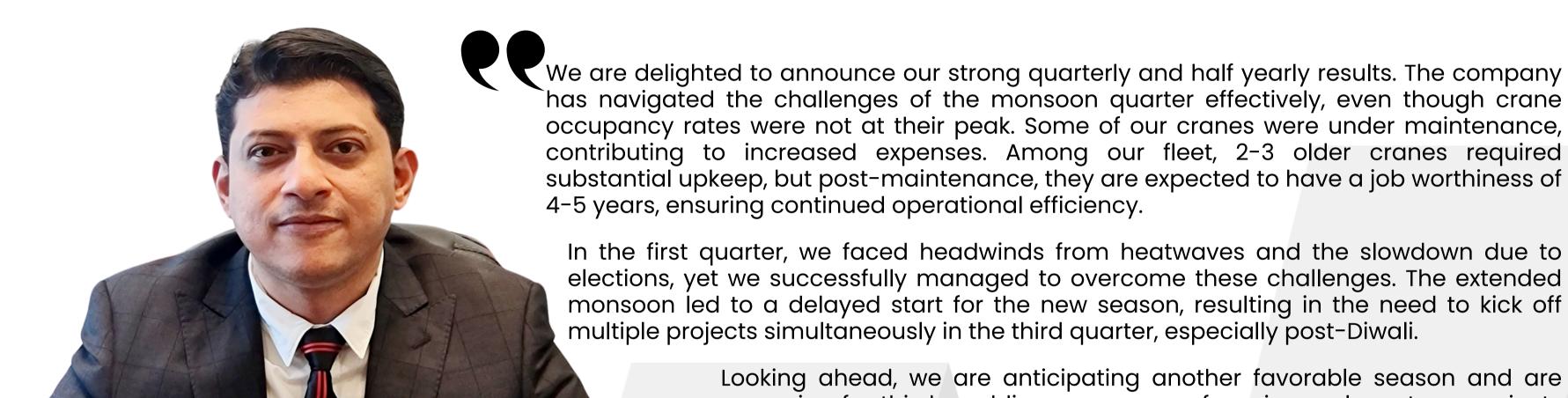
Particulars (In Lakhs)	H1FY25	FY24
ASSETS	(Unaudited)	(Audited)
NON-CURRENT ASSETS		
Property, Plant and Equipment	10,651.38	7,286.93
Capital work-in-progress	0.00	0.00
Investment Property	0.00	0.00
Financial Assets	0.00	0.00
Trade Receivables	0.47	2.37
Loans and Advances	3.15	9.17
Deferred tax assets (net)	0.00	0.00
CURRENT ASSETS		
Inventories	0.00	0.00
Financial Assets		
i) Investments	0.00	0.00
ii) Trade Receivables	1,084.26	820.48
iii) Cash and Cash Equivalents	2,547.81	1,926.81
iv) Bank Balances other than (iii) above	0.00	0.00
v) Loans and Advances	9.42	2.22
vi) Others (to be specified)	0.00	0.00
Current Tax Assets (Net)	1,031.28	791.78
Other Current Assets	23.88	29.55
TOTAL ASSETS	15,351.65	10,869.31

CROWN LIFTERS

FROM THE CHAIRMAN'S DESK

Mr.Karim K Jaria

Chairman & Managing Director



Looking ahead, we are anticipating another favorable season and are preparing for this by adding new cranes, focusing on long-term projects that promise better returns on investment (ROI). Additionally, we are working towards strengthening our infrastructure by developing smaller parking nodes and expanding our office space.

For current financial year our capex target is 55-60 crores out of which we have already done 43 crores. Additional new capex will be backed by warrants fund and debt.

These efforts aim to enhance our operational capabilities and bolster our professional strength, positioning us well for future growth.



ABOUT US

- Company Overview
- Products
- Clientele
- Projects Key Milestones
- Management







COMPANY OVERVIEW

Founded in 1984, Crown Lifters Ltd is a professional construction equipment hire company with a fleet of cranes including crawler cranes with lattice boom, all terrain cranes with telescopic boom, rough terrain, pilling rigs, man lifts, and others.

Active Cranes

+30

Active Projects

+12

Rentals

~30-36%

Active Industries

- Refinery
- Steel
- Power
- Cement
- Green Energy
- Ports
- Infrastructure

Active Clients

- Reliance Industries
- Larsen & Turbo
- Tata Projects
- Ultratech Cement
- JSW
- AM/NS
- Others



+10

Active Sectors

+10

Employees Engaged

+100









VISION

To become India's most preferred supplier of construction equipment servicing all industrial sectors by offering competitive technological edge.

MISSION

To provide the widest and technologically modernised range of construction equipment to the Infrastructure Industry ably supported by trained experts and a process-oriented approach. We will continue to value our relationships and remain true and fair with all our stakeholders.





OUR EXPERTISE

- Crawler
- Truck Mounted

Lattice Boom Cranes Telescopic Boom Cranes

- Man Lifts
- Scissor Lift
- Spider Lift

- All Terrain
- Truck Mounted
- Rough Terrain
- Crawler
- Pick & Carry
- Telehandler

Aerial Work
Platform

Piling Excavation And More...

- Piling Rig
- Vibro Hammer
- Excavator
- Generator

It's not the load we lift... It's the expertise we have.





SECTORS WE SERVE



- Refineries
- Steel
- Cement
- Fabrication

- Bridges
- Metros
- Bullet Train
- Coastal Road

Industries

Infrastructure

istries Ene

Energy

- Wind
- Solar
- Thermal
- Nuclear



- Railway Station
- Building Towers
- Storage
- Water/Gas pipeline
- Breakwater
- Pile drive /
- Dredging

It's not the load we lift... It's the sectors we serve.

B&F

& Others





OUR CLIENTS































































KEY MILESTONES

- Introduced 300 MT crane in the fleet in 2010
- First import of brand new cranes from China
- CMD elected as President for All India Crane Owners Association in 2015
- SME Listing
- Introduced 750 MT Crane

- Migrated to Mainboard
 - Turned Debt Free

2021-2022

- Recorded highest ever turnover
- Introduced truck crane range
- Completed 4 decades of service to the industry
- Company achieved target of 5-6 years average age of fleet down from almost 15 years average age from years ago

2024

2010-2015

2016

2023

• Introduced 800 MT

Crane

CROWN LIFTER

OUR MANAGEMENT

Mr.Jaria has an extensive background in the crane and construction industry, with **over 32 years of leadership experience** as the Chairman and Managing Director of Crown Lifters Ltd. His responsibilities include the import and export of cranes for both domestic use and international trade, showcasing significant expertise in this area. A well known figure in the industry circle from engineering companies, manufacturers, suppliers, transporters, workforce and financers.

Since 1998, he started importing cranes from the developed countries for Crown Lifters and also for trade. He is well known with international crane suppliers, contractors and corporates with whom he did the business of buying and selling cranes and parts. This network helps him keep updated with global equipment trade. He has also completed his diploma in International Trade Management.

He has also held prominent positions in the **Crane Owner's Association of India, serving as the Honorary President** from September 2015 to September 2017. Additionally, he contributed to the housing sector by holding roles as an Honorary Executive Committee Member at both Bianca Co-op Housing Society Ltd. from 2012 to 2017, and Raheja Plaza Premises Co-op Society Ltd. from June 2015 to August 2016.

His career reflects a deep commitment to the crane and construction sectors, with experience spanning across leadership, development, and governance roles.

Mr.Karim K Jaria
Chairman & Managing Director



BUSINESS MODEL

- Business Flow
- Product Categories







BUSINESS FLOW

Crane Management

Procurement

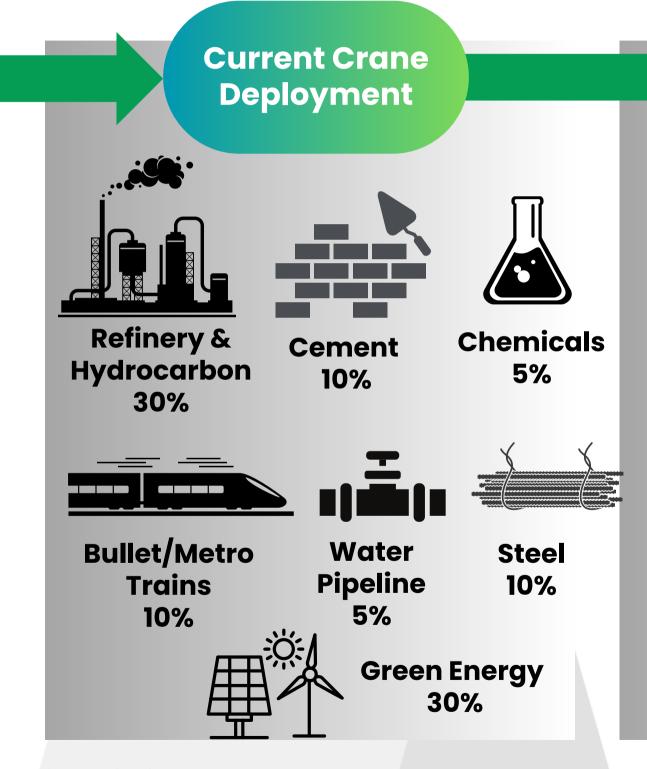
• We import our crane inventory

Fleet Mix

- New Cranes: 90%
- Old Cranes: 10%
- Average age of fleet 5-6 years

Asset Inventory

- Product Category: Construction Equipment Renting Service
- Owned Cranes: 22
- Third Party: 10



Crane Churning

Cranes Engagement %

• +90% of Fleet

Projects Churn Timeline

• Depends upon project type and size, completion timeline, location between two jobs, crane size, etc.

Lead Time

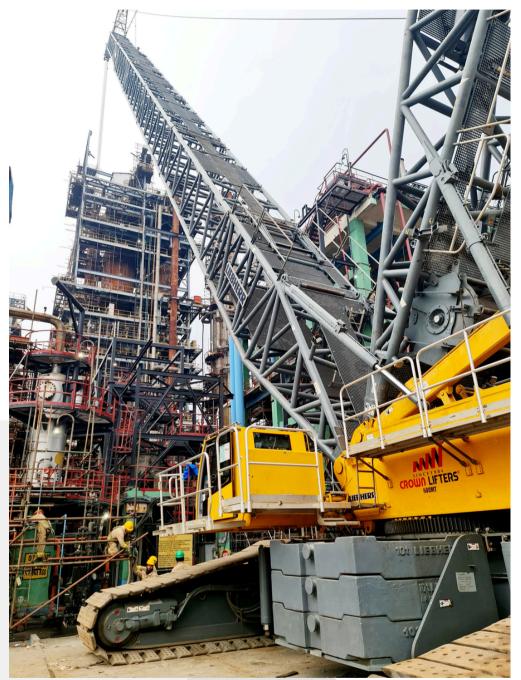
- ~90% of cranes are always engaged due to infra boom
- ~10% of cranes are in maintenance & transportation due to project churn

Procurement involves **identifying crane demand** based on various project announcements, followed by **negotiations** with manufacturers and financiers. Upon **receipt of a work order, the crane is delivered to the client site,** where the job is executed as per the project requirements.



GROWTH DRIVERS

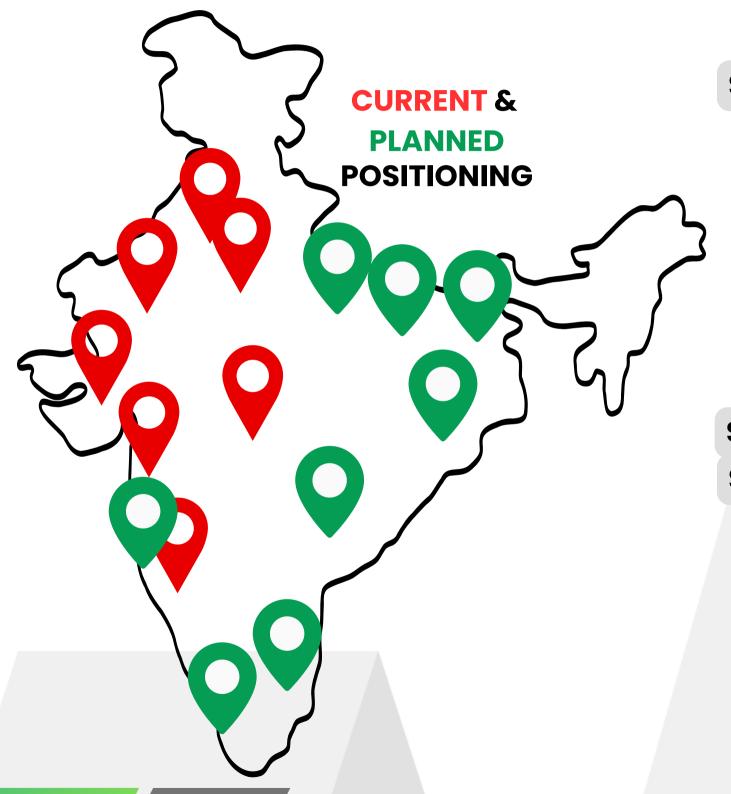
- Expanding Geographies
- Government Focussed Sectors
- Industry Growth
- Higher Volumes
- Operation Optimisation
- Key Strengths







EXPANDING GEOGRAPHIES



CURRENT

STATE PRESENCE

- Haryana
- Delhi
- Madhya Pradesh
- Gujarat
- Maharastra
- Rajasthan
- Karnataka

SCOPE TO SCALE STATE PRESENCE

- Orissa
- Tamil Nadu
- Goa
- Kerala
- Uttar Pradesh
- Bihar
- West Bengal
- Andhra Pradesh

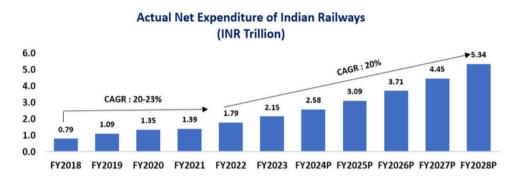
States	Share in Capex as per FY24BE	Budget Estimates (BE), FY24 (Rs crore)	Actuals FYTD24, (Rs crore)	Capex as % of BE, FYTD24	Capex as % of BE, FYTD23	
Telangana	4.2	37,525	33,992	90.6	45.5	
Madhya Pradesh	6.1	54,056	41,867	77.5	65.4	
Bihar	3.4	30,357	22,677	74.7	58.3	
Kerala	1.6	14,618	10,520	72	67.3	
Haryana	2.6	23,007	16,263	70.7	47.9	
Andhra Pradesh	3.5	31,061	20,942	67.4	24	
limachal Pradesh	0.6	5,202	3,389	65.1	66.1	
Tamil Nadu	5.1	45,646	28,480	62.4	52.9	
Meghalaya	0.5	4,461	2,671	59.9	45	
Odisha	5.8	51,683	29,694	57.5	58.2	
Jharkhand	2.4	21,705	12,210	56.3	41	
Rajasthan	4.7	41,759	21,957	52.6	43.6	
runachal Pradesh	0.6	5,584	2,919	52.3	34.8	
Assam	2.9	25,785	13,201	51.2	34.6	
Uttar Pradesh	17.6	1,56,315	78,180	50	40.3	
Gujarat	7.9	70,101	32,555	46.4	56.8	
West Bengal	3.8	34,026	15,203	44.7	35.1	
Karnataka	6.6	58,328	23,967	41.1	74.3	
Uttarakhand	1.8	16,421	6,689	40.7	41.6	
Maharashtra	10.8	96,157	36,047	37.5	33.4	
Mizoram	0.2	1,697	574	33.9	13.5	
Punjab	1.2	10,355	3,393	32.8	34.2	
Chhattisgarh	3.4	30,568	9,981	32.7	52.2	
Tripura	0.5	4,438	1,358	30.6	25.4	
Nagaland	0.9	7,986	1,879	23.5	77.2	
Manipur	1.1	10,014	983	9.8	12.8	
Total	99.8	7,32,540				

*Source: India Briefing



GOVERNMENT FOCUS ON VARIOUS SECTORS

Railways



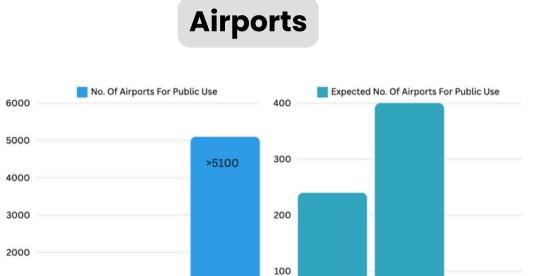
Source: Annual Reports of Ministry of Railways

Capital Outlay for the Railway sector (INR Trillion)



Source: Union Budgets
Note: BE- Budgeted Estimate, A – Actuals, RE – Revised Estimate

Rail National Plan Vision - 2030



30-240 b

India

400 by

China

Low Growth

Expected

India has 179 airports as of March 2024, up from 138 in March 2014.

Govt aims for 220 airports in the next few years.

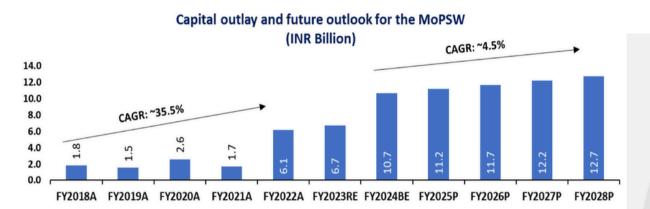
259

AAI plans Rs.25,000 Cr investment in infrastructure over 5 years.

Navi Mumbai & Noida airports to open in 2025.

Amrit Kaal Civil Aviation Master Plan aims to position Bharat as South Asia's Leading Aviation Ecosystem.

Ports



Source: Union Budget Documents
Note: A – Actuals, RE - Revised Estimates, BE – Budgeted Estimates, P – Projected

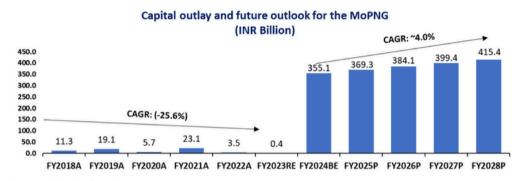
The exponential growth in the ports industry is illustrated by the capital outlay on ports, light houses, shipping and other transport services. The actual capital outlay for MoPSW has increased at a CAGR of 35.5% from INR 1.8 billion in FY2018 to INR 6.1 billion in FY2022. Based on the historical trend and as per FSIAPL's analysis, the capital outlay in the port industry are projected to increase at a CAGR of 4.5% from INR 10.7 billion in FY2024BE to INR 12.7 billion in FY2028P.

There are 802 projects worth investment of INR 5.40 trillion for implementation under the Sagarmala Programme by 2035, out of which, 220 projects worth INR 1.12 trillion have been completed and 231 projects worth INR 2.21 trillion are under implementation.



GOVERNMENT FOCUS ON VARIOUS SECTORS

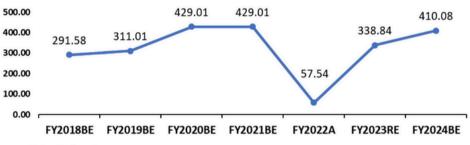
Oil & Gas



Source: Union Budget Documents

Note: A – Actuals, RE - Revised Estimates, BE – Budgeted Estimates, P – Projected

Budgetary allocation for the Oil & Gas sector (INR billion)



Source: Union Budget Documents Note: BE- Budgeted Estimate, A – Actuals, RE – Revised Estimate

The Union Budget allocated INR 410.08 billion for the Ministry of Petroleum and Natural Gas for FY2024. This allocation is 1.4 times the budgetary support of INR 291.58 billion allocated in FY2018.

Solar & Wind

Renewable Energy Mix by Source (GW)

Source	As of March 2022	As of May 2023	Target for 2030
Wind Power	40.35	42.86	140
Solar Power	53.99	67.07	280
Biomass Power	10.20	10.24	10
Small Hydro	4.84	4.94	70
Waste-to-Energy	0.477	0.55	(No target)
Total	109.88	125.69	500

Source: Indian Central Electricity Authority

As of May 31st, 2023, data from India's Ministry of New and Renewable Energy shows that India's installed renewable energy capacity reached 179 GW, of which solar and wind comprised 67 GW and 43 GW, respectively. The remainder is composed of small hydro, biomass, and other sources.

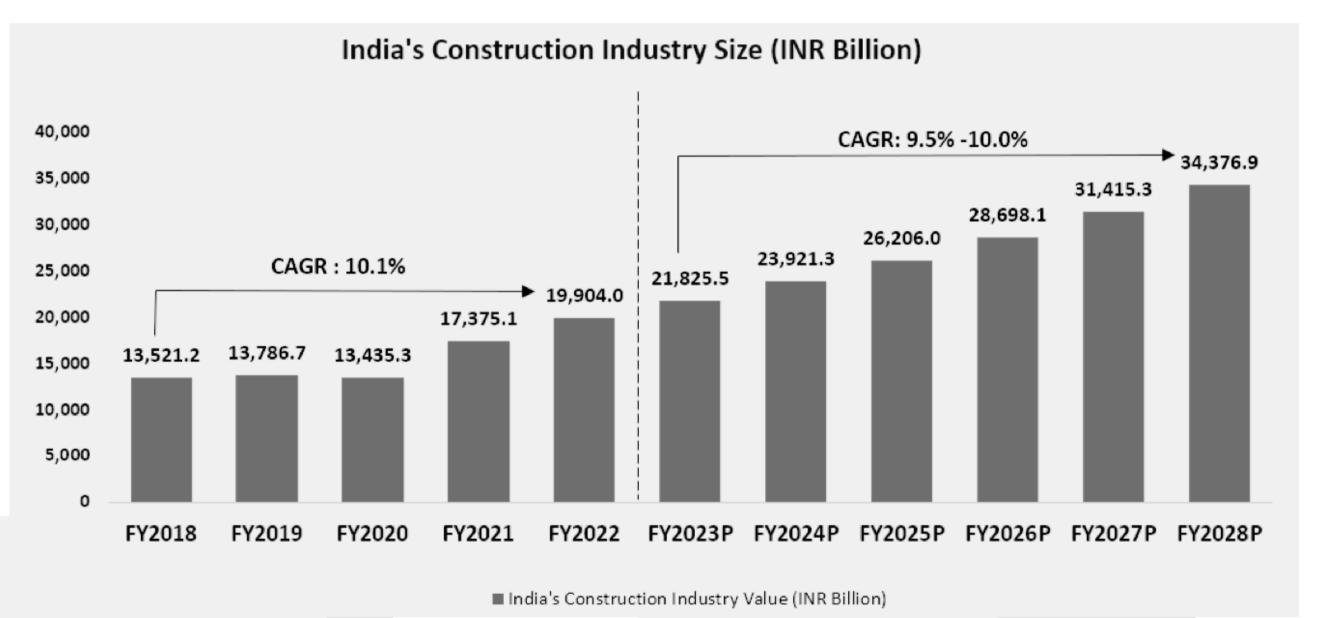
The gap between India's installed renewable energy capacity and the actual electricity production from non-fossil fuel sources is due to the intermittent nature of the renewable energy sources such as wind and solar.

Growth Our Crane Rental Industry goes parallel these end user industry growth.



INDUSTRY ON RISE

The worldwide crane rental market is estimated to be around USD 50-60 billion dollars. The estimation for India comes to around USD 1.5-2 billion which is poised for a significant growth due to boom in domestic construction industry.

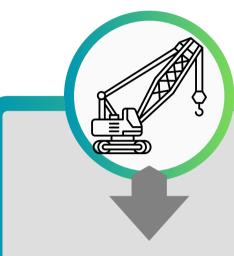




*Source: EPC World



FOCUS ON INCREASING VOLUMES



Mid Size Cranes

Introducing mid sized cranes to increase our footprints.



Higher Margins

Rental yields are better with quick turnaround time with mid-size cranes and used for long-term projects.



Diversification

Offering various kinds of equipment in line with our expertise helps us target more sectors and clients in different states.



Higher Churn

Due to boom in the infrastructure industry, we get more and more opportunities to buy equipment. The more the equipment, the lesser our fixed cost distribution.



More Projects

Metro, Bullet Trains, Coastal Roads, Airports, Ports, etc are being announced in plenty. The demand for small to mid-size cranes comes in huge numbers in this sector, hence we plan to capture market share as much as possible.

1

2

3

4

5



OPTIMISING OPERATIONS FOR BETTER MARGINS

Cyclical Play

Placing cranes at sites strategically after analysing projects and cycles of the user industry respectively.



Political Stability

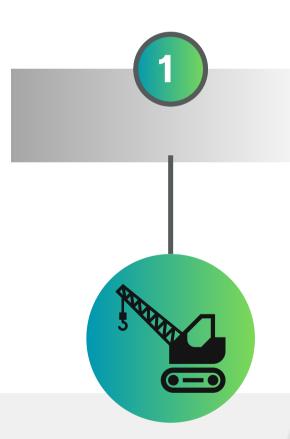
It plays an important role as tenders and budget allocations might go on hold for our customers due to political uncertainties.



Project Timeline

Clarity on project timelines leading to better decision making in ordering new cranes versus utilising the older ones.

Longer the timeline - higher the rental yields - higher ROI - Low cost due to less churn between projects





State Budget

Analysing state budgets and finance availability to avoid delayed project completion timelines and faster crane churning and turnaround time.



Weather

Placing cranes strategically to the stable weather locations to keep them safe and utilise completely.





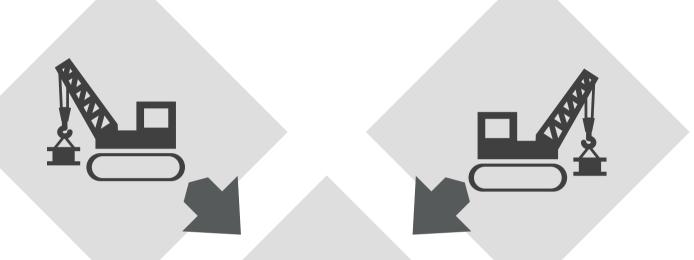


OUR KEY STRENGTHS

O1 Strong in house maintenance support

03

Quick turnaround time in starting equipment in the event of breakdown saves clients from huge production losses



Strengths



Part and accessories back up and supplier network

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02

Experienced staff coupled with younger and modern fleet - combines to give good overall experience to clients and repeated business to the company



ANNEXURES

- Our Project GalleryRecognitions







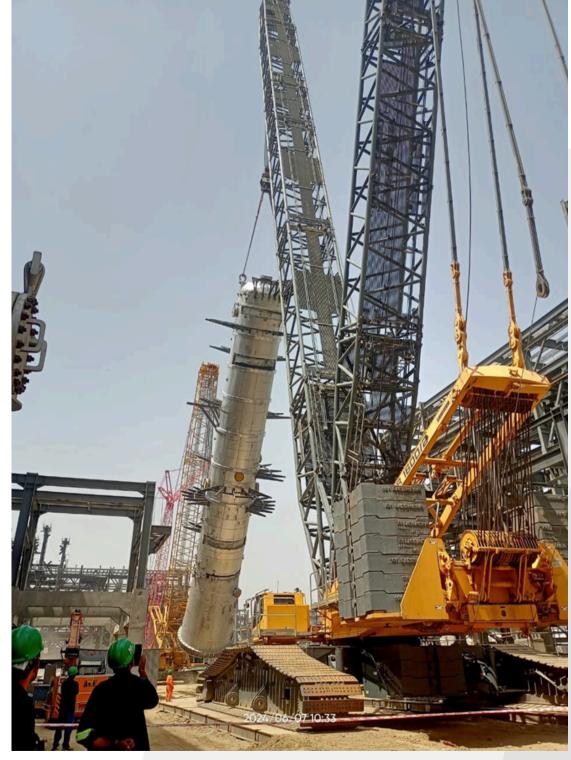
OUR CRANES





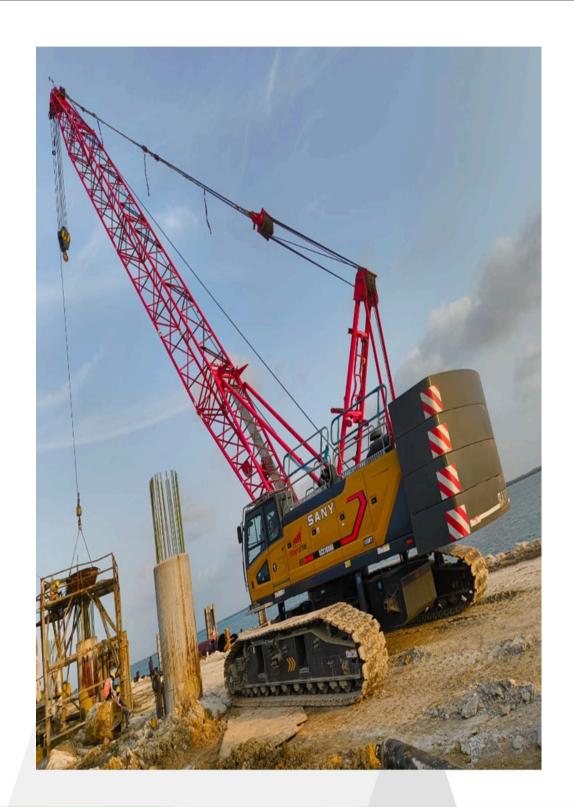








OUR CRANES









OUR CRANES











RECOGNITIONS



Crown Lifters Ltd. has been recognized by L&T Energy Hydrocarbon's Modular Fabrication Facility at A M Naik Heavy Engineering Complex in Hazira for their exemplary performance in Health, Safety, and Environment (HSE) compliance.

The company achieved an outstanding score of 39.60 out of 40 in the HSE performance evaluation for the year 2023.

This prestigious recognition highlights Crown Lifters' commitment to maintaining the highest standards of safety and operational excellence in the supply of material handling equipment on hire.



THANKYOU!

CROWN LIFTERS LIMITED



Ms. Pooja Shirke cs@crownlifters.com www.crownlifters.com

INVESTOR RELATIONS



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Ms.Palak Agarwal
palak@twentyeighthconsulting.com