

**TIL Limited**

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Date: 5<sup>th</sup> August 2024

To,

The Manager,  
Listing Department  
National Stock Exchange of India Ltd.,  
Exchange Plaza, C-1, Block – G,  
Bandra Kurla Complex, Bandra (E),  
Mumbai- 400051

BSE Limited  
Listing Compliance Monitoring Cell,  
24th Floor, P.J. Towers,  
Dalal Street, Mumbai -400001

**Sub: Press release**

Dear Sir/ Madam,

TIL Limited is delighted to announce that on 2<sup>nd</sup> August 2024, TIL has signed a partnership agreement with Snorkel Europe Limited (Snorkel) to become an official Sales and Service partner for them in Northern and Eastern India, Andaman and Nicobar Islands, Nepal and Bhutan.

Snorkel operates multi manufacturing facilities globally. They manufacture a range of equipment like Scissor lifts, Boom lifts, material lifts, mast lifts and Telehandlers. This new partnership will enable TIL to unlock a new category of products and also leverage the wide consumer Base it caters to. This will widen TIL's offerings to customers in India in a variety of sectors.

The partnership agreement was signed by **Mr Sunil Kumar Chaturvedi, Chairman and Managing Director, TIL Limited** and **Mr Craig Revell, Business Development Director, Middle East and India, Snorkel Europe Limited**. This is yet another milestone for TIL as it endeavours to expand its product offerings suited to India's growing demand for bespoke equipment.

Enclosed please find a copy of the press release regarding this new partnership, scheduled to be announced by the Company by this evening.

This is for your kind information and record please.

Yours faithfully,

**TIL Limited**

*Chandrani Chatterjee*  
CHANDRANI CHATTERJEE  
COMPANY SECRETARY



## TIL Limited Signs Partnership Agreement with Snorkel Europe Limited

***Becomes Snorkel Sales & Service partner in Northern and Eastern  
India, Nepal and Bhutan***

**Kolkata, India, 02/08/2024:**

**Today, TIL Limited (NSE: TIL) signed a partnership agreement with Snorkel Europe Limited to become an official Sales and Service partner for Northern and Eastern India, Andaman and Nicobar Islands, Nepal and Bhutan.**

As part of this new partnership, Snorkel will provide their extensive product range along with knowledge and support while TIL will leverage its wide network of customers within India, Nepal and Bhutan to provide high-quality aerial work platforms, telehandlers and material lifts.

TIL has been a formidable player in providing uniquely engineered solutions for material handling, mining, construction and defence sector. TIL's defence sector offerings have been used for decades in tri-services of India's defence establishment. The company is also renowned for its retail equipment including ReachStackers, Rough Terrain Cranes, Truck Mounted Cranes, Pick and Carry Cranes among others.

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The partnership agreement was signed by **Mr Sunil Kumar Chaturvedi, Chairman and Managing Director, TIL Limited** and **Mr Craig Revell, Business Development Director, Middle East and India, Snorkel Europe Limited**. This is yet another milestone for TIL as it endeavours to expand its product offerings suited to India's growing demand for bespoke equipment.

Speaking about the new partnership **Mr Craig Revell, Business Development Director, Middle East and India, Snorkel Europe Limited** said, *"We are excited to have TIL Limited as our Sales & Service partner in India, Nepal and Bhutan. The brand's legacy in the AWP sector, coupled with its highly experienced team make it the ideal partner for Snorkel in this region. We look forward to reaching new customers across TIL's territory and bringing them the robust products that both Snorkel and TIL are known for."*

*"TIL Limited is delighted to embark on this partnership with Snorkel in India, Nepal and Bhutan. Our customers have known us for highly reliable and robust products that can perform in different and demanding working environments safely. The products that Snorkel has to offer to Indian Customers are known globally for the same quality and dependability. We feel this partnership is a natural fit and fulfils the Indian markets demand for safe, powerful and versatile aerial work platforms."* Said **Mr. Alok Tripathi Director and President of TIL Limited**.



This partnership is another step by TIL to serve the diverse needs of its range of customers who are engaged in building and protecting the nation. The move also aligns with the company's vision of becoming a globally trusted engineering solutions provider that adds sustainable value to the lives of people and the planet. This new range of products is likely to add ~ INR 200 crore to TIL's topline by FY 2028.

**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 is engaged in numerous CSR initiatives aimed at the betterment of society, community, and environment.

**About Snorkel:**

Snorkel was founded in 1959. Snorkel operates multi manufacturing facilities globally, a total of They manufacture a range of equipment like Scissor lifts, Boom lifts, material lifts, mast lifts and Telehandlers.

The Snorkel product line is sold and serviced in more than 50 countries worldwide via a network of Sales & Service Partners. It is renowned for innovative high quality long life equipment and has a reputation for its super high quality paint finish.

For media inquiries, please contact:

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