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**How do you assess the current market demand for slew cranes in India and globally, particularly for high-risk lifting applications?**

In India, the demand for slew cranes is witnessing steady growth, driven by infrastructure expansion and government-led initiatives. There is a growing preference in specific applications such as mining, refineries, metro construction, railways, ports, and greenfield projects, where precision lifting is critical. Slew cranes offer enhanced load placement accuracy in complex environments, contributing to safer and more efficient operations. Moreover, programmes like the National Infrastructure Pipeline, Bharatmala, and Sagarmala are further supporting this increasing demand, particularly for equipment that performs reliably under challenging conditions.

**Which key sectors are driving demand for your products (e.g., metro rail, high-rise construction, refineries, wind energy, shipyards, heavy industrial projects)?**

At TIL Limited, our cranes serve a broad and growing range of sectors, each with its own lifting complexity and safety requirements. Metro rail networks, highways, and smart city developments are driving demand for cranes with enhanced load-bearing capabilities and greater manoeuvrability in confined urban environments. In the industrial segment, refineries, ports, oil and gas facilities, and mining operations require cranes capable of handling heavier loads while maintaining precise control and stability. We can also see growing traction in renewable energy and multi-modal connectivity projects, where the scale and nature of lifts demand equipment that combines reliability with advanced safety systems.

All cranes at TIL Limited incorporate controlled slewing mechanisms designed for precision lifting, making them well-suited to diverse operational challenges — from accurate load placement in refineries to heavy-duty lifting in mining and efficient repositioning on metro construction sites.

**What market trends are shaping the evolution of new-age slew cranes? What are the key technological advancements incorporated in your latest slew crane models?**

Several converging trends are reshaping the slew crane segment. There is a clear and growing emphasis on operational safety, with international players prioritising advanced control systems, improved stability, and compliance with increasingly stringent global safety standards. At the same time, the growing scale and complexity of construction projects — high-rise buildings, metro networks, smart cities — is driving demand for cranes with higher lifting capacities and greater manoeuvrability. Digitisation is another defining trend.

At TIL Limited, our response to these trends is embedded in our product design. Our mobile cranes are equipped with interlocks that prevent overloading, advanced Load Moment Indicators (LMI) that give operators real-time visibility of critical parameters, and telematics systems that enable performance monitoring in the field. Also, our response to the growing need for compact, versatile equipment that can operate efficiently in confined job sites, our Rough Terrain Cranes comes with 4x4 wheel drive and four-wheel steering.

TIL Limited has recently launched innovative, fully indigenous machines including the CarryKing 515, which is a pick-and-carry on deck crane, TMS 885 - truck crane, and RT RST-8 - rough terrain empty container ReachStacker. These are focused on safer operations,

higher efficiency, and versatile performance across challenging working conditions. TIL will continue to expand this range and is set to introduce more advanced models in the coming years.

**How is telematics integration improving operational efficiency, remote diagnostics, and fleet management?**

Telematics is increasingly central to how TIL Limited's customers operate and manage their equipment. Our telematics solutions enable real-time performance monitoring, giving operators and fleet managers visibility into how each crane is performing — whether on a single project site or across a distributed fleet. This shift from reactive to data-driven maintenance and operations reduces unplanned downtime, helps identify performance anomalies before they escalate, and supports more efficient deployment of equipment across projects.

By identifying performance anomalies early, telematics supports better maintenance planning and more efficient equipment deployment. For example, in large infrastructure projects such as metro construction, fleet managers can track crane utilisation and idle time in real time, ensuring optimal allocation of machines across sites — ultimately improving asset utilisation and reducing overall operational costs.

**What specific design features make your slew cranes suitable for high-risk lifting operations?**

Safety in high-risk lifting environments is built into TIL cranes at the design level, not added as an afterthought. All TIL products are engineered with a higher Factor of Safety (FoS) and incorporate built-in redundancies to prevent catastrophic failures — a critical requirement in applications such as refinery maintenance, mining operations, and large-scale civil

construction. Features such as controlled slewing mechanisms and dynamic braking systems help reduce load swing and improve control, enabling safer and more stable operations even in demanding conditions.

All TIL cranes comply with international and national safety standards and undergo rigorous testing under our ISO 9001:2015 certified quality assurance process. Additionally, ARAI certification applies to key vehicular parameters such as braking, steering, and noise — supporting on-road compliance and operational reliability of mobile equipment.

**How do your cranes ensure stability and precision in confined spaces or high-wind conditions?**

Stability and precision in constrained or adverse conditions are addressed at multiple levels in TIL's product design. Our Rough Terrain Cranes are engineered specifically for confined job sites where conventional crane structures would require far more space to operate. Their compact footprint enables safe, efficient lifting in environments where space is at a premium.

For load precision, features such as controlled slewing mechanisms help reduce load swing and improve control, which is especially important in restricted environments or when visibility is limited. Our dynamic braking system further supports controlled load handling by minimising unintended displacement during operations.

During outrigger-supported operations, TIL cranes are designed to enable load repositioning within rated load conditions and operating limits, ensuring both operational flexibility and adherence to safe lifting practices in complex site conditions.

**How do you see digitalization, automation, and sustainability shaping the future of high-risk lifting equipment?**

On the digital front, the integration of IoT, data analytics, and telematics is transforming how cranes are monitored, maintained, and managed. Real-time performance data is enabling predictive maintenance, reducing unplanned downtime, and improving asset utilisation across fleets. As these capabilities evolve, automation is expected to play an increasingly important role — not by replacing skilled operators, but by enhancing their decision-making through data-driven insights, real-time alerts, and improved precision control systems.

Sustainability is an equally important driver. There is a growing demand for equipment designed to reduce emissions and increase energy efficiency. This is shaping both product development roadmaps and procurement criteria across the industry.

**What is your outlook for this segment over the next 3–5 years?**

Beyond volume, the nature of demand is also evolving. Customers are increasingly specifying cranes that offer not just lifting capacity, but advanced safety systems, digital integration, and lower total cost of ownership. As India's infrastructure ambitions grow in scale and complexity, the requirement for high-performance, safe, and technologically advanced lifting equipment will only intensify. We see this as both a significant market opportunity and a responsibility — to ensure that the equipment deployed on India's most critical projects meets the highest standards of reliability and safety. ■