



Date: 10<sup>th</sup> February, 2025

To,  
The Deputy Manager,  
Department of Corporate Services,  
National Stock Exchange Limited,  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai-400051

REF: SCRIP CODE: CROWN      ISIN: INE491V01019

**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 Un-Audited Financial Results of the Company for the Q3'FY25 ended 31<sup>st</sup> December 2024.

This shall also be uploaded on the website of the Company.

You are requested to take the same on record.

Thanking You,

Yours Faithfully,

For, CROWN LIFTERS LIMITED

ACS Pooja Shirke  
Company Secretary & Compliance Officer

Place: Mumbai

Date: 10<sup>th</sup> February 2025

**CROWN LIFTERS LIMITED**

104, Raheja Plaza, Shah Industrial Estate, Veera Desai Road, Andheri (W), Mumbai - 400053, India.

Tel: +91 22 40062829 | Email: [cs@crownlifters.com](mailto:cs@crownlifters.com) | [www.crownlifters.com](http://www.crownlifters.com)

CIN: L74210MH2002PLC138439



# **CROWN LIFTERS LIMITED**

***INVESTOR PRESENTATION  
FEBRUARY 2025***

**Q3 & 9M FY24-25**

# SAFE HARBOUR

This presentation and the accompanying slides (the “Presentation”) are solely for information purpose and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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This presentation may contain certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to several risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, Company’s ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, Company’s ability to manage its business operations, government policies and actions, regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.



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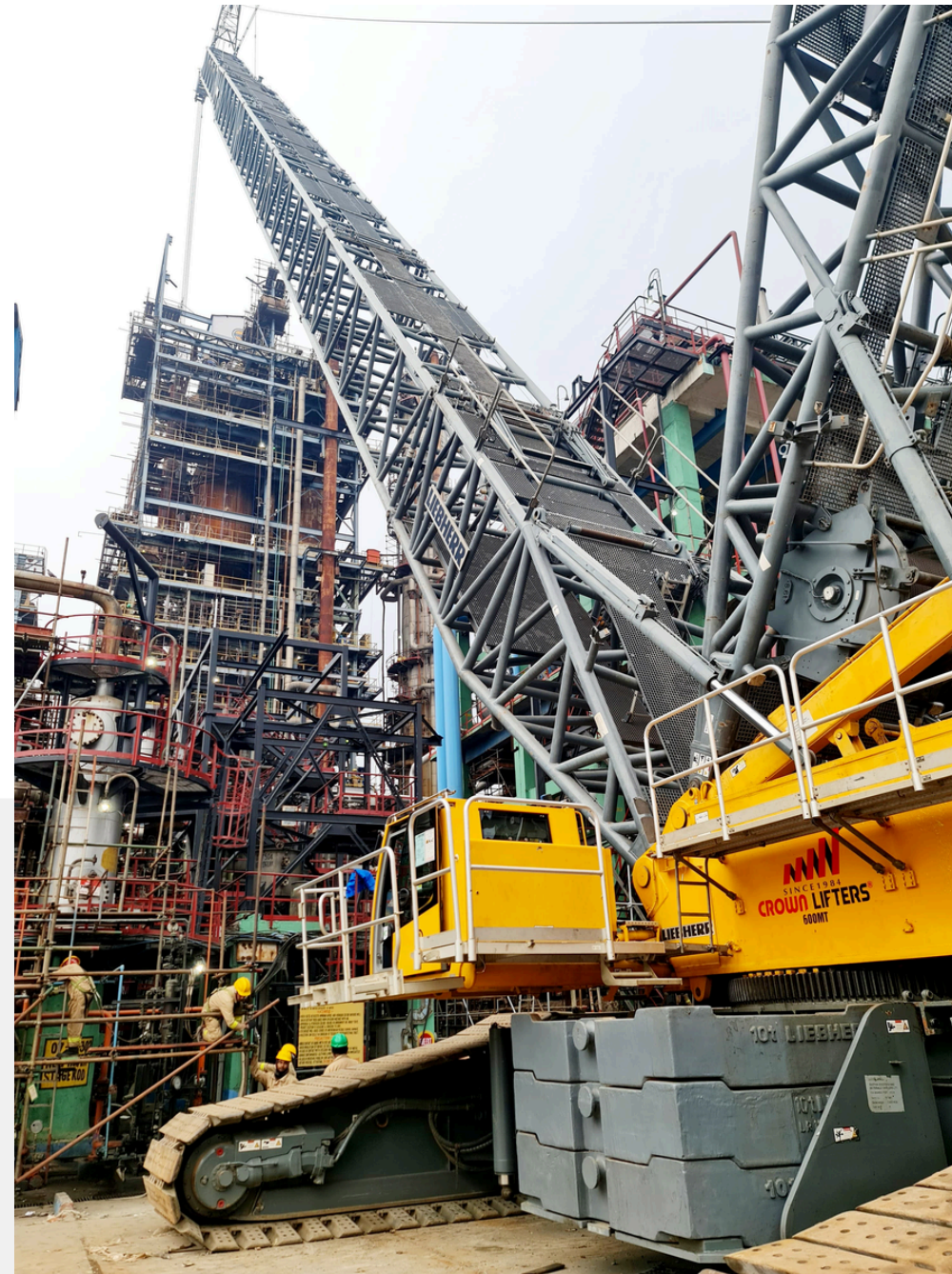
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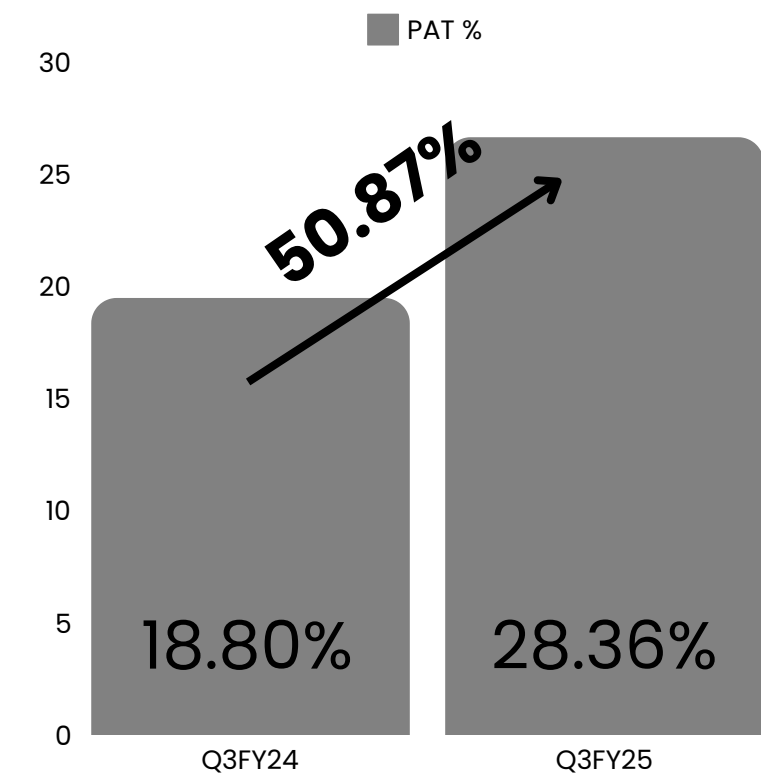
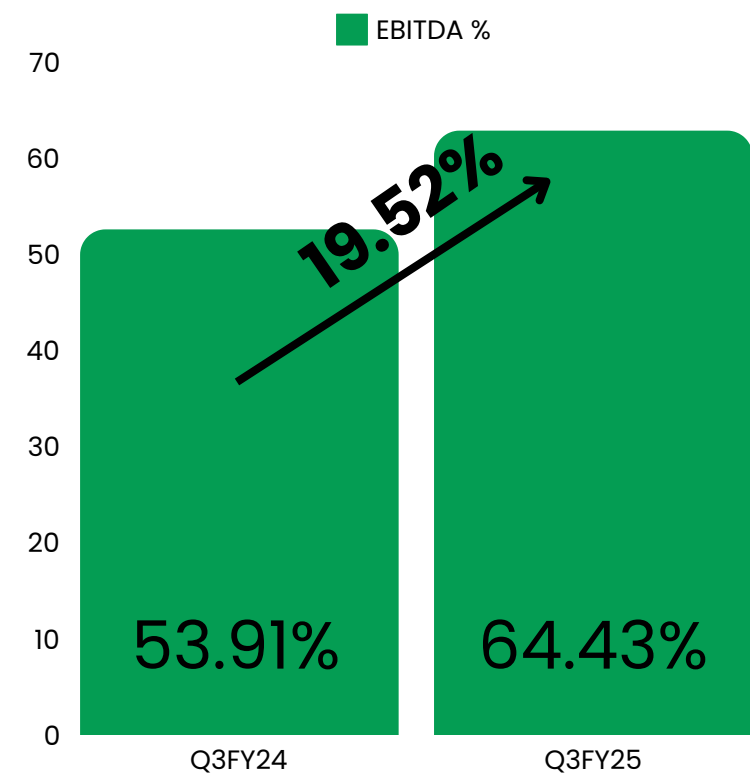
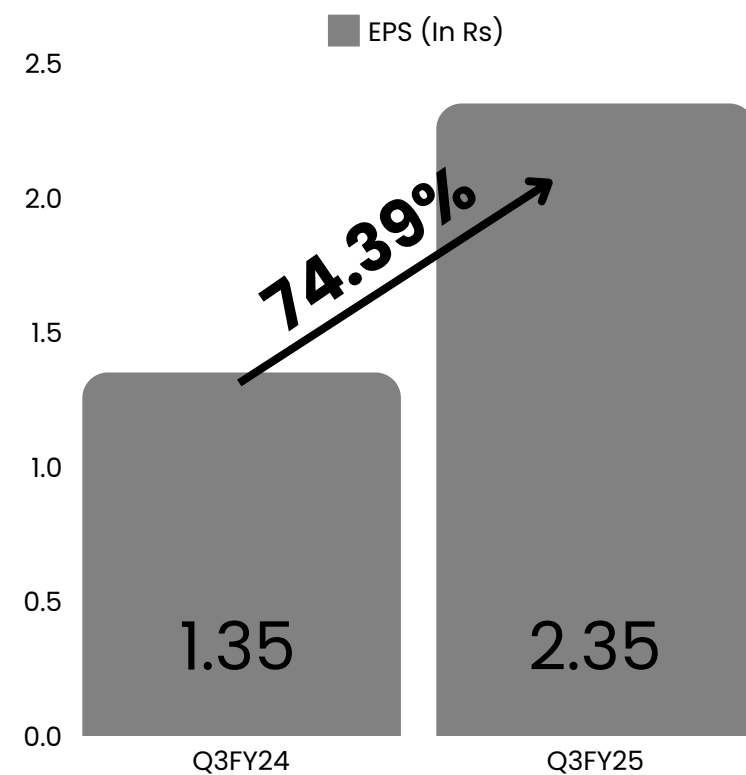
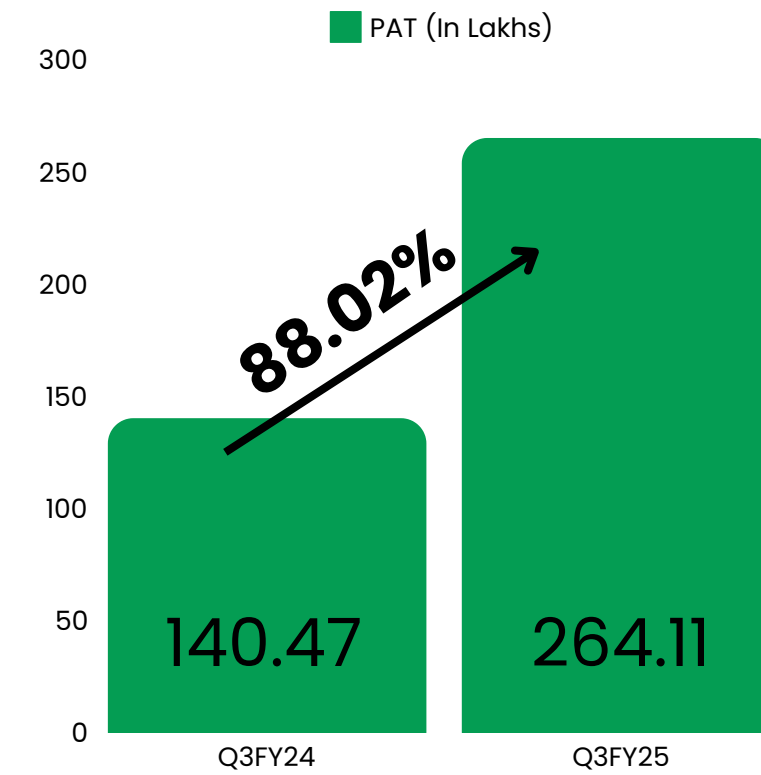
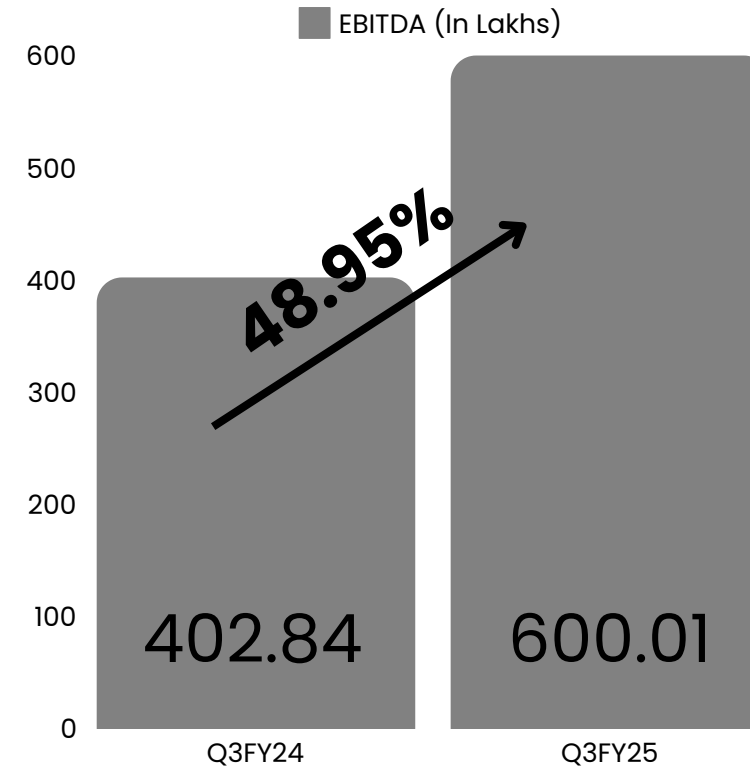
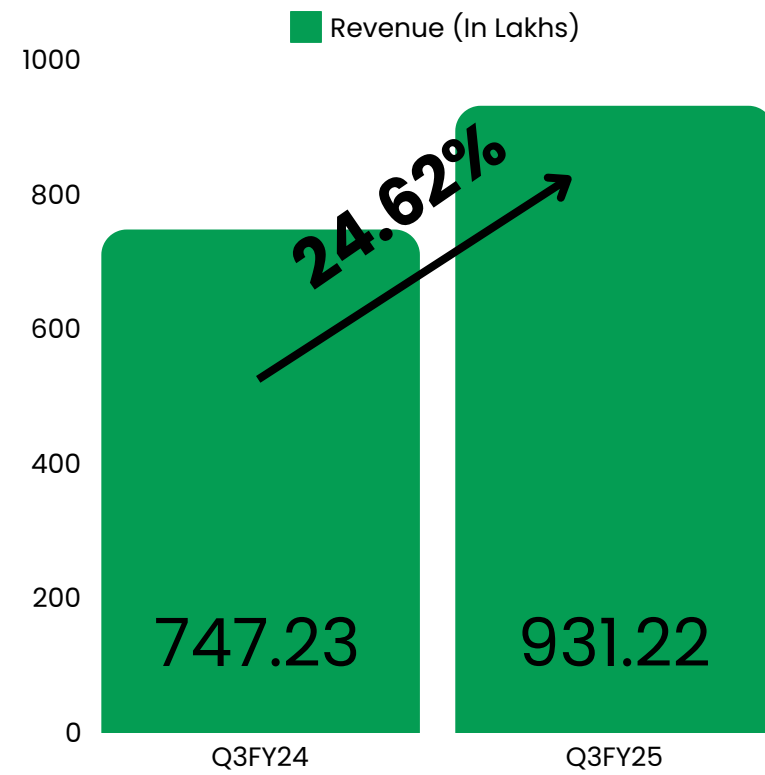


# FINANCIAL HIGHLIGHTS

- *Q3 Financial Performance*
- *Income Statement*
- *Balance Sheet*



# CONSISTENT YEAR ON YEAR PERFORMANCE



# INCOME STATEMENT

In Lakhs

Particulars (In Lakhs)	Q3 FY25	Q2 FY25	QOQ%	Q3 FY 24	YOY%	9M FY25	9M FY24	9M YOY%	FY 2024
	31.12.24	30.09.24		31.12.23		31.12.24	31.12.23		31.03.2024
<b>Net Sales</b>	<b>931.22</b>	<b>798.51</b>	<b>16.62%</b>	<b>747.23</b>	<b>24.62%</b>	<b>2,523.03</b>	<b>1,810.29</b>	<b>39.37%</b>	<b>2886.78</b>
<b>Total Expenses</b>	331.21	296.94		344.39		999.29	886.47		1297.22
<b>EBITDA</b>	600.01	501.57		402.84		1,523.74	923.82		1589.56
<b>Exceptional Items</b>	-	0.45		-		1,228.49	-		0.04
<b>EBITDA &amp; Exceptional items</b>	<b>600.01</b>	<b>502.02</b>	<b>19.52%</b>	<b>402.84</b>	<b>48.95%</b>	<b>2,752.23</b>	<b>923.82</b>	<b>197.92%</b>	<b>1589.6</b>
<b>EBITA Margin %</b>	<b>64.43%</b>	<b>62.87%</b>	<b>2.49%</b>	<b>53.91%</b>	<b>19.52%</b>	<b>109.08%</b>	<b>51.03%</b>	<b>113.76%</b>	<b>55.06%</b>
<b>Depreciation</b>	162.66	140.19		221.79		430.06	462.22		688.64
<b>PBIT</b>	437.35	361.83	20.87%	181.05	141.56%	2,322.17	461.60	403.07%	900.96
<b>Interest</b>	84.41	76.62		40.59		222.09	98.89		162.92
<b>Profit Before Tax</b>	352.94	285.21	23.75%	140.47	151.26%	2,100.08	362.71	479.00%	738.04
<b>Current Tax</b>	49.11	34.17		-		108.89	-		160
<b>Deffered Tax</b>	39.72	38.24		-		418.63	-		27.25
<b>Profit After Tax</b>	<b>264.11</b>	<b>212.80</b>	<b>24.11%</b>	<b>140.47</b>	<b>88.02%</b>	<b>1,572.56</b>	<b>362.71</b>	<b>333.56%</b>	<b>550.79</b>
<b>PAT Margin %</b>	<b>28.36%</b>	<b>26.65%</b>	<b>6.42%</b>	<b>18.80%</b>	<b>50.87%</b>	<b>62.33%</b>	<b>20.04%</b>	<b>211.08%</b>	<b>19.08%</b>
<b>Paid Capital</b>	1122.33	1122.33		1041.00		1122.33	1041.00		
<b>Reported Earning Per Share [Rs.]</b>	<b>2.35</b>	<b>1.90</b>	<b>24.11%</b>	<b>1.35</b>	<b>74.39%</b>	<b>14.01</b>	<b>3.48</b>	<b>302.14%</b>	<b>5.28</b>

# BALANCE SHEET

In Lakhs

Particulars (In Lakhs)	HIFY25	FY24
<b>EQUITY</b>	<b>(Unaudited)</b>	<b>(Audited)</b>
Share Capital	1,122.33	1,122.33
Other Equity	3,793.42	2,484.96
<b>LIABILITIES</b>		
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
<b>Current Liabilities</b>		
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
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>15,351.65</b>	<b>10,869.31</b>

Particulars (In Lakhs)	HIFY25	FY24
<b>ASSETS</b>	<b>(Unaudited)</b>	<b>(Audited)</b>
<b>NON-CURRENT ASSETS</b>		
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
<b>CURRENT ASSETS</b>		
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
<b>TOTAL ASSETS</b>	<b>15,351.65</b>	<b>10,869.31</b>



# FROM THE CHAIRMAN'S DESK



**Mr. Karim K Jaria**

**Chairman & Managing Director**

“ We are pleased to report a strong performance in Q3 of the 2024-25 financial year. Following the post-monsoon season, we experienced a surge in project inquiries, leading to the redeployment of several cranes across states.

We are also excited to announce the acquisition of two new 260 T crawler cranes—one commenced operations in December 2024, while the second was delivered and deployed at the end of January 2025. With our capital expenditures (capex) for the current financial year reaching approximately ₹55 crores, we plan to further expand our fleet by adding smaller cranes within current financial year. Looking ahead to 2025-26, we anticipate another strong year, backed by significant capex investments to enhance our reach across multiple sectors and states.

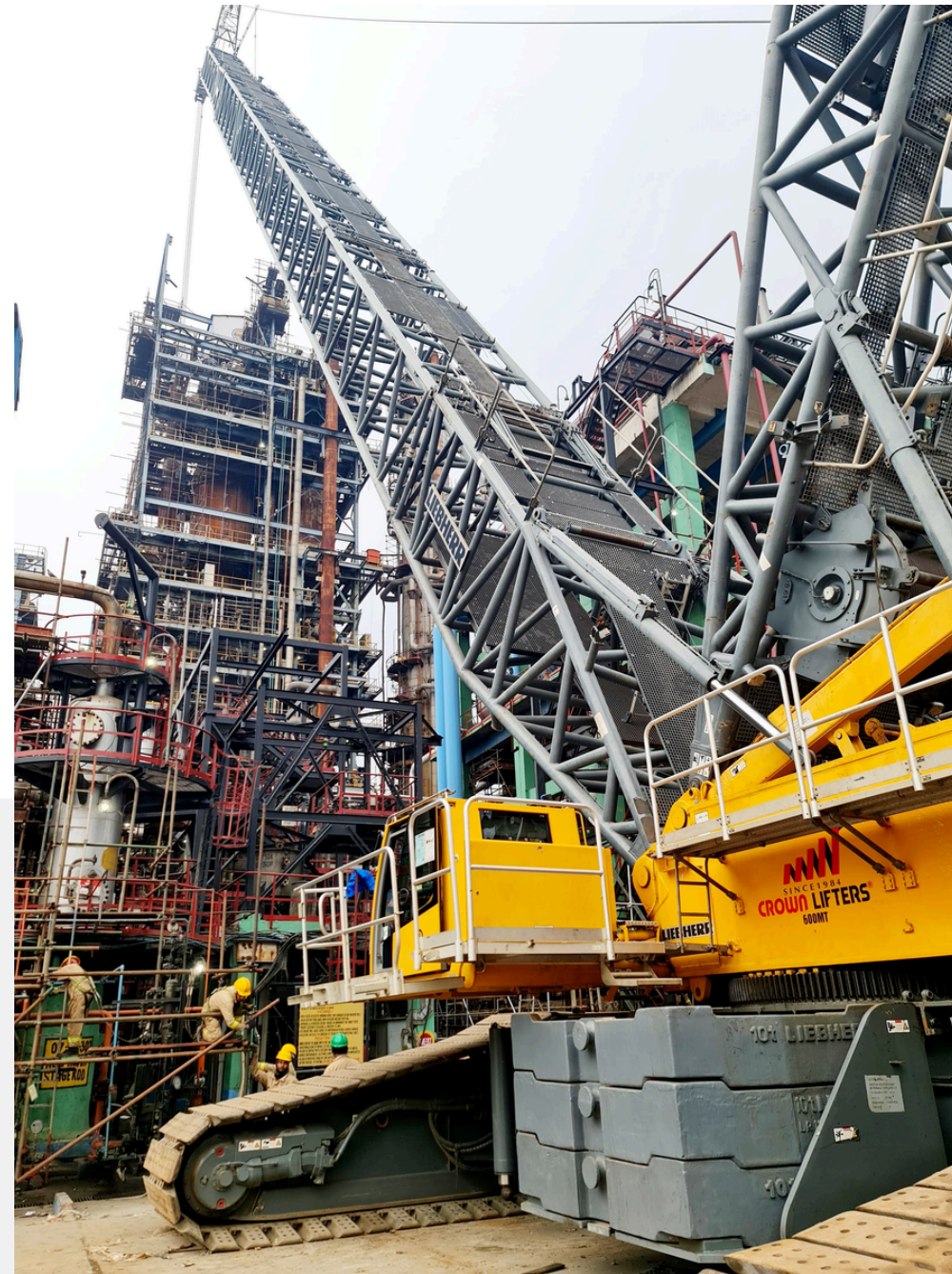
During Q3, we secured a wind project from a prestigious new client, M/s. Serentica Renewables India Private Limited, and we are delighted to rekindle our collaboration with M/s. Shree Cement Limited in the cement sector. Our order book remains solid, and we expect over 90% occupancy in Q4 of FY 2024-25 with improved margins.

In closing, I extend my heartfelt gratitude to our shareholders and stakeholders for their continued trust in Team Crown, as well as to our dedicated team for their relentless efforts in driving Crown to new heights.

”

# 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**  
**+34**

**Active Projects**  
**+11**

**Rentals**  
**~30-36%**

**Active Clients**  
**+10**

**Active Sectors**  
**+10**

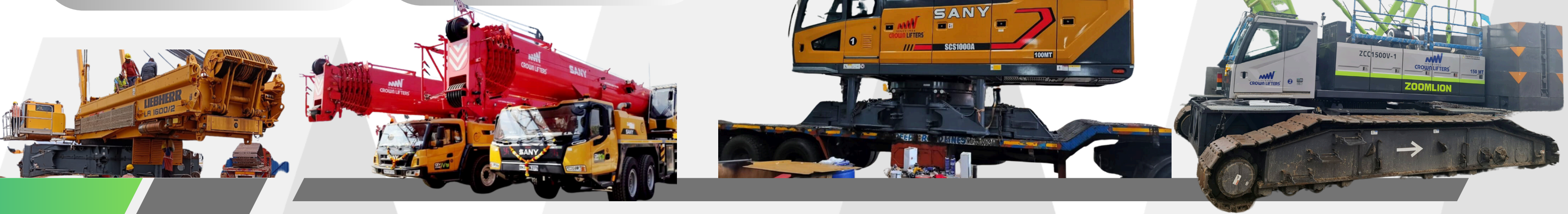
**Employees Engaged**  
**+100**

## Active Industries

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

## Active Clients

- Reliance Industries
- Larsen & Turbo
- Tata Projects
- Ultratech Cement
- Shree Cements
- AM/NS
- Serentica Renewables



# COMPANY OVERVIEW

## 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

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

- Man Lifts
- Scissor Lift
- Spider Lift

## 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

- Oil & Gas
- Refineries
- Steel
- Cement
- Fabrication

## Industries

## Energy

- Wind
- Solar
- Thermal
- Nuclear

- Bridges
- Metros
- Bullet Train
- Coastal Road

## Infrastructure

## B & F & Others

- Airports
- 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.



# 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

2010-  
2015

- SME Listing
- Introduced 750 MT Crane

2016

- Migrated to Mainboard
- Turned Debt Free

2021-  
2022

- Introduced 800 MT Crane

2023

- 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



# OUR MANAGEMENT



**Mr. Karim K Jaria**

**Chairman & Managing Director**

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 financiers.

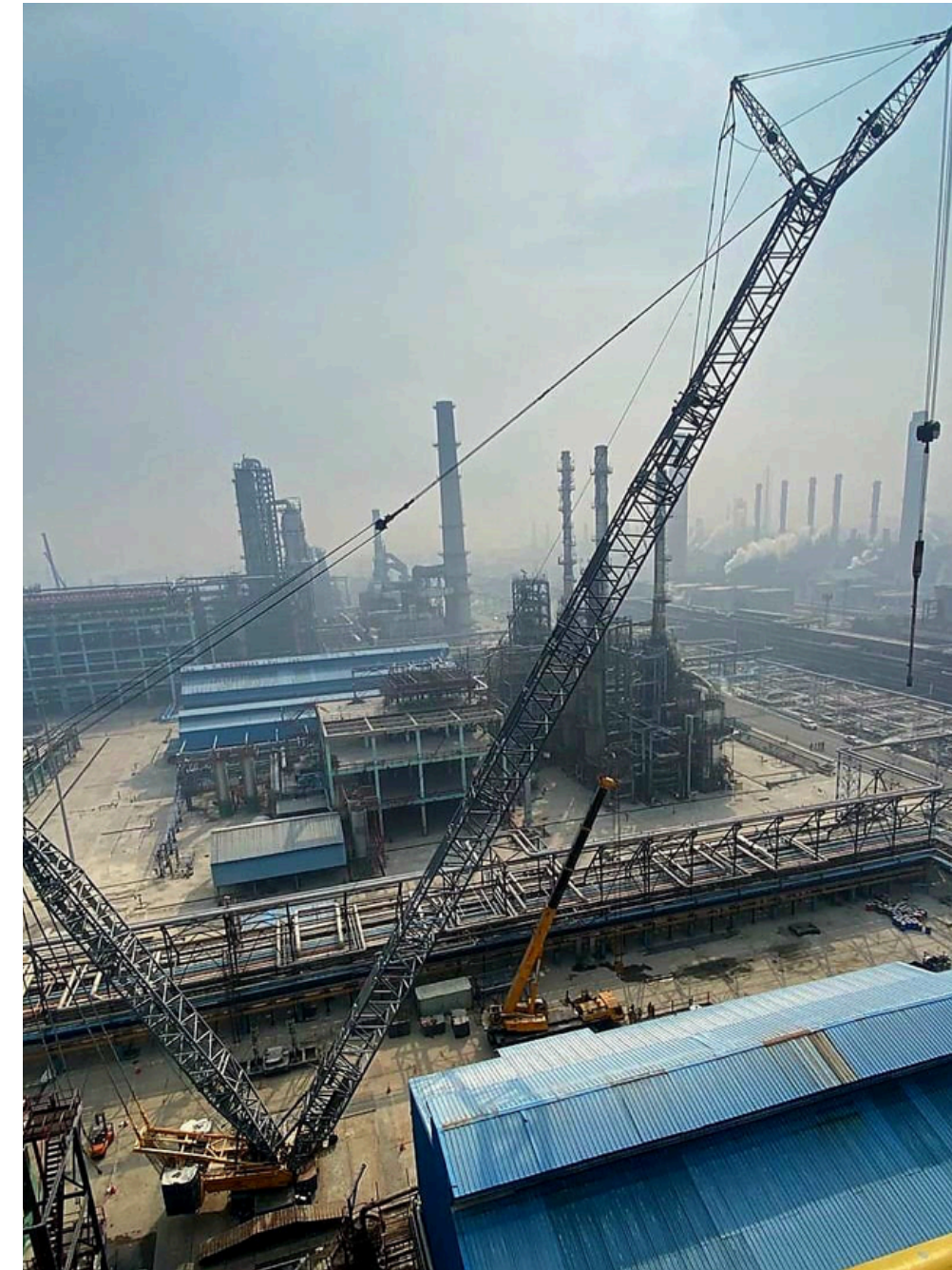
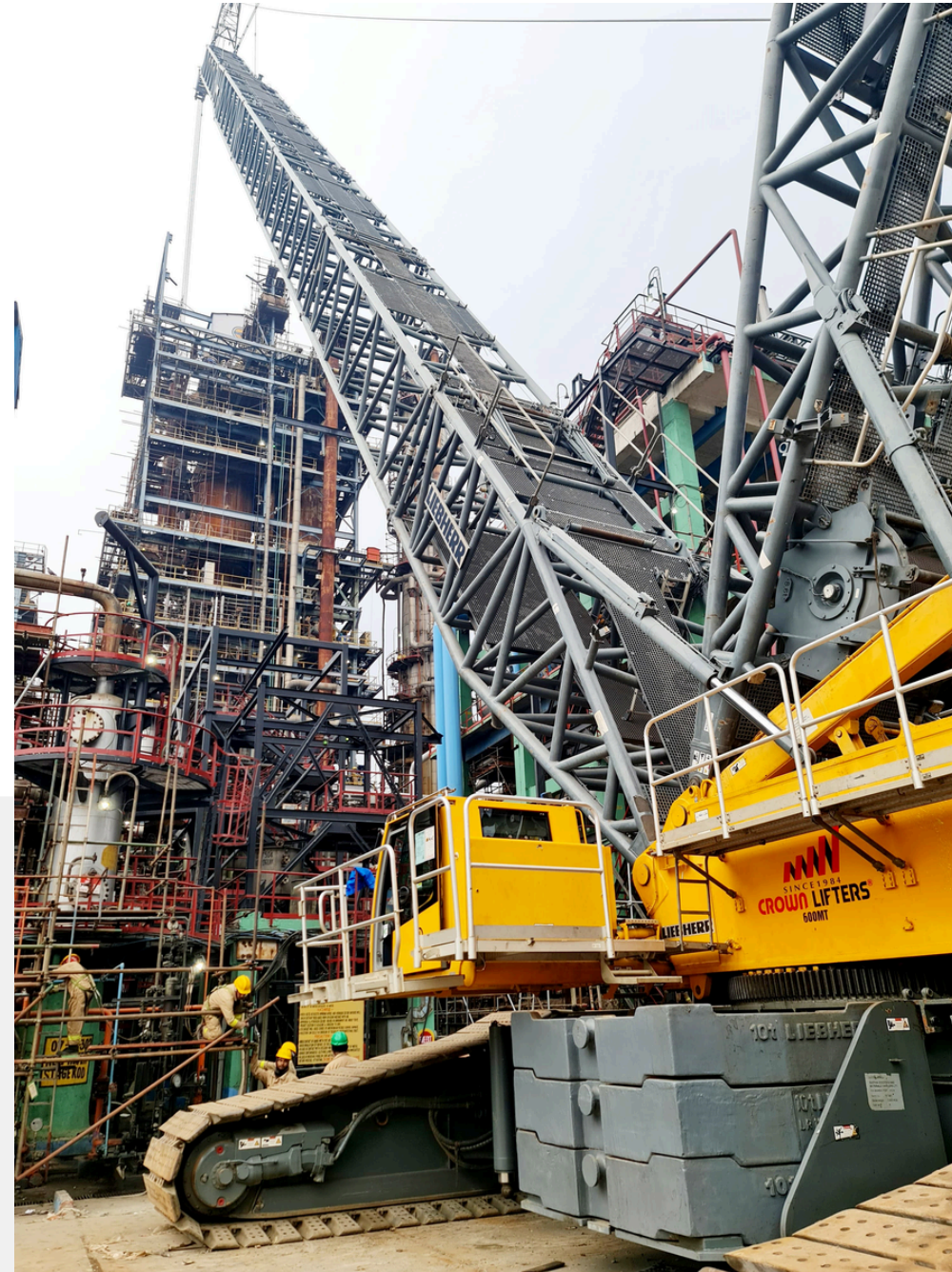
Since 1998, he started importing cranes from the developed countries for Crown Lifters and also for trade. He is well known with international crane suppliers, contractors and corporates with whom he did the business of buying and selling cranes and parts. This network helps him keep updated with global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

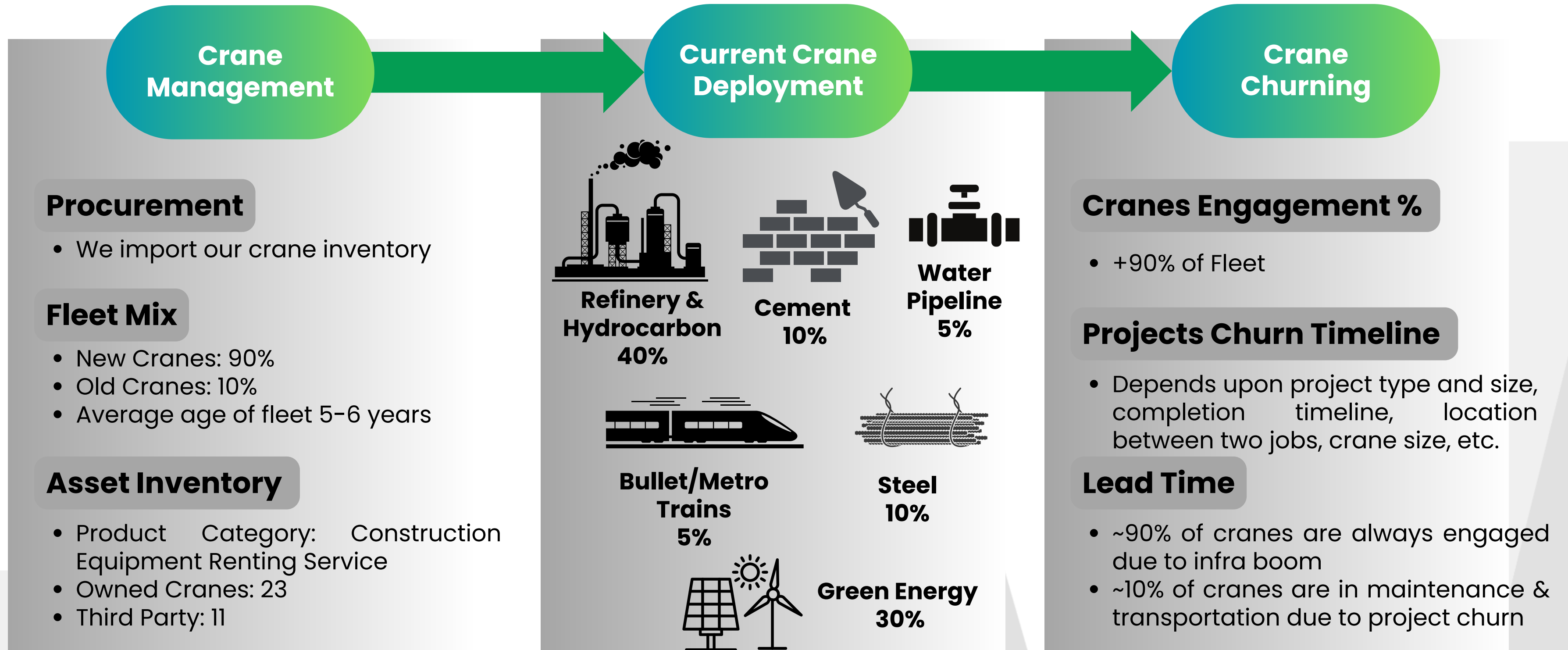
His career reflects a deep commitment to the crane and construction sectors, with experience spanning across leadership, development, and governance roles.

# BUSINESS MODEL

- *Business Flow*
- *Product Categories*



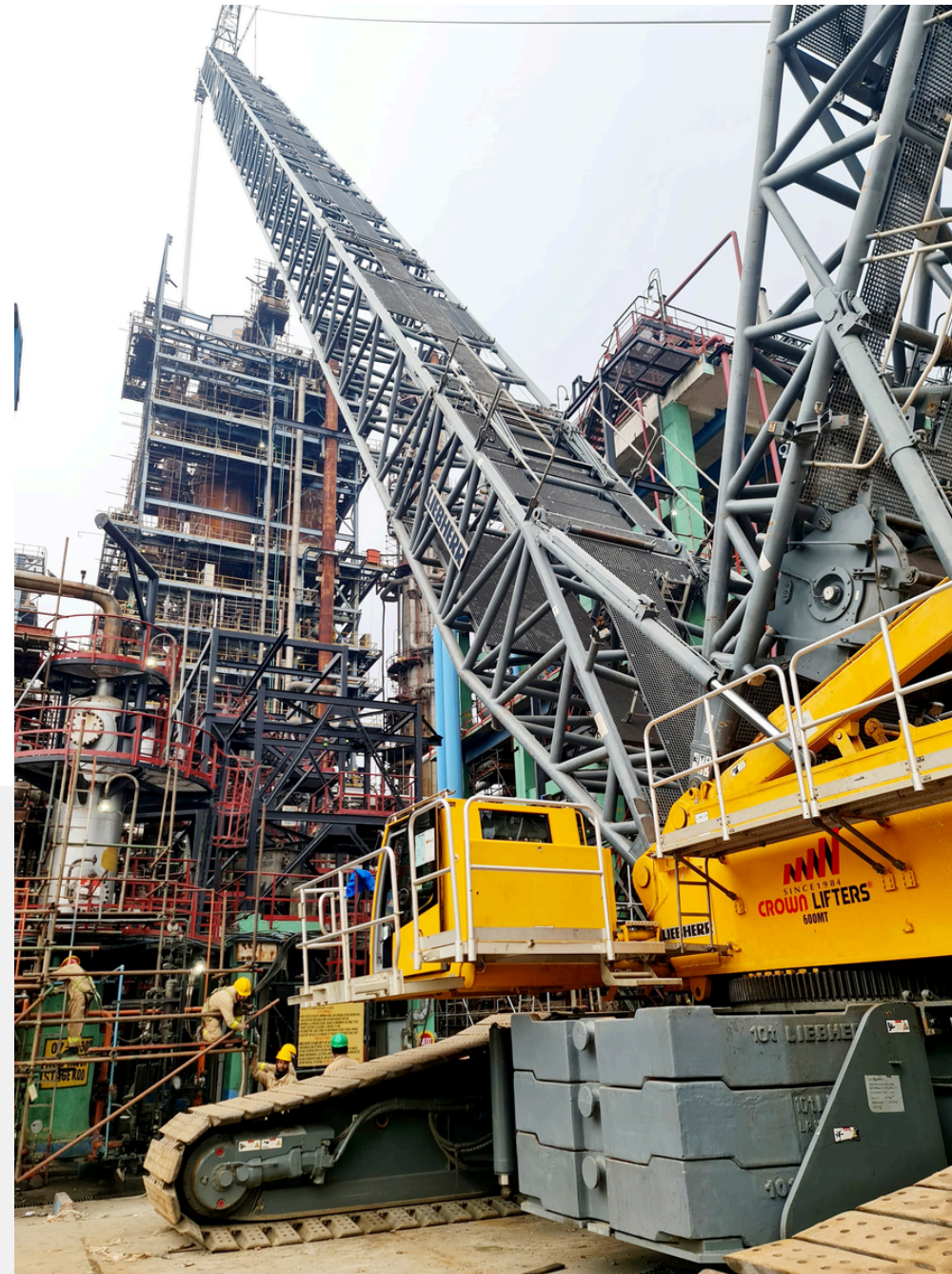
# BUSINESS FLOW



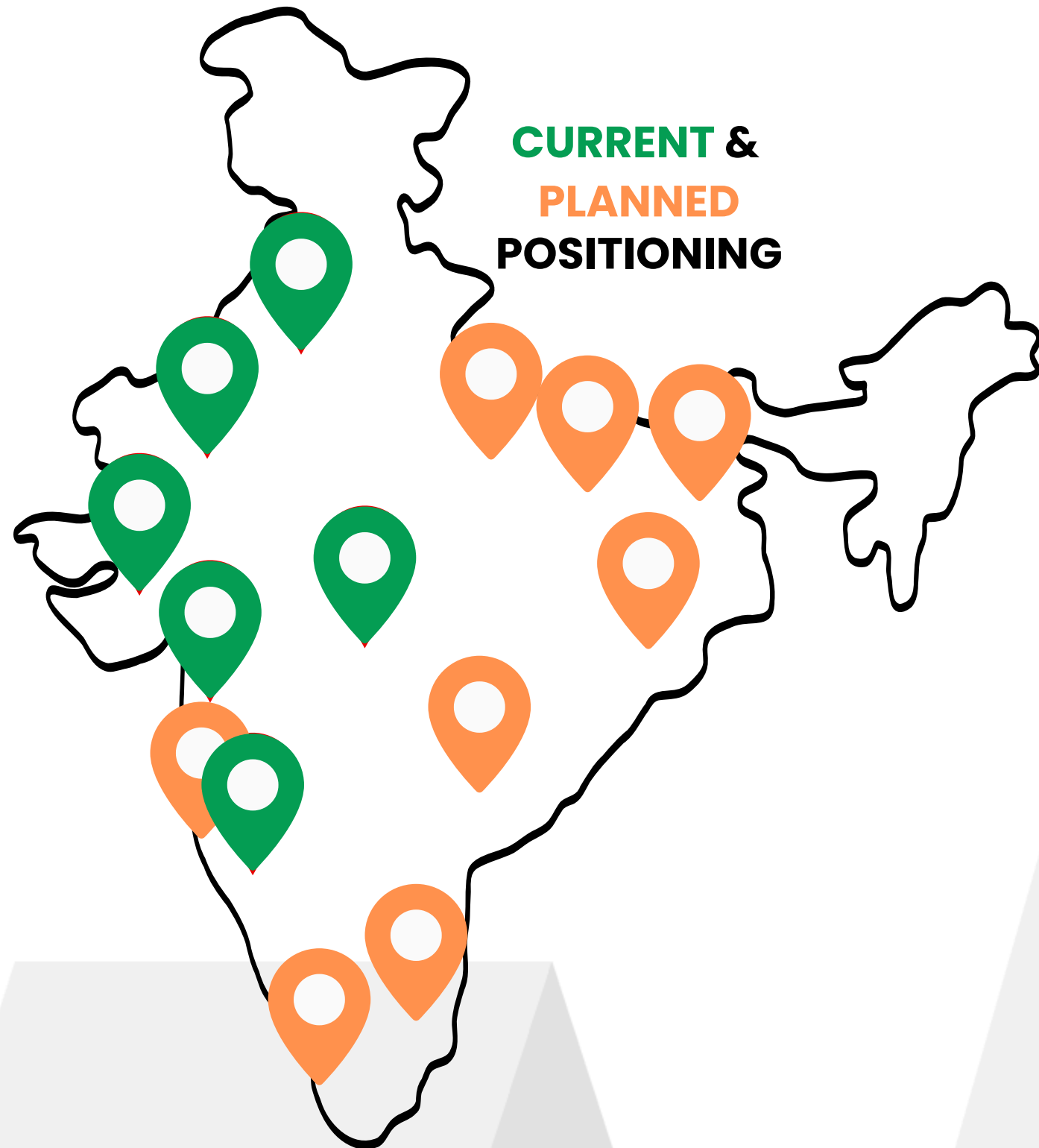
**Procurement** involves **identifying crane demand** based on various project announcements, followed by **negotiations** with manufacturers and financiers. Upon **receipt of a work order, the crane is delivered to the client site**, where the job is executed as per the project requirements.

# GROWTH DRIVERS

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



# EXPANDING GEOGRAPHIES



## CURRENT STATE PRESENCE

- Haryana
- Rajasthan
- Gujarat
- Maharashtra
- Madhya Pradesh
- Chhattisgarh

## SCOPE TO SCALE STATE PRESENCE

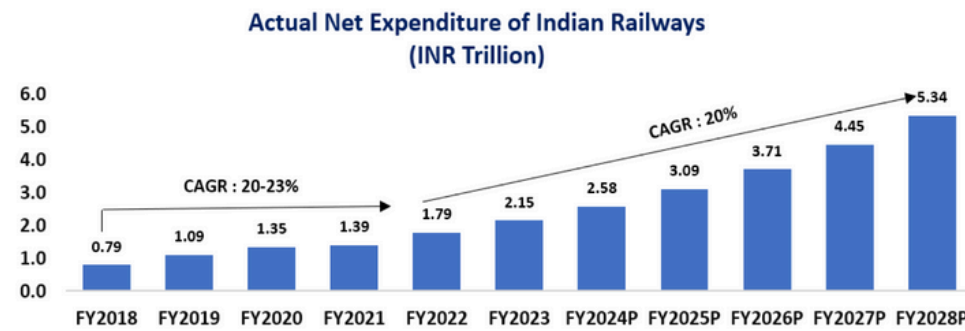
- Uttar Pradesh
- Bihar
- West Bengal
- Andhra Pradesh
- Odhisha
- Goa
- Kerela
- Tamil Nadu

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
Himachal 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
Arunachal 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
<b>Total</b>	<b>99.8</b>	<b>7,32,540</b>			

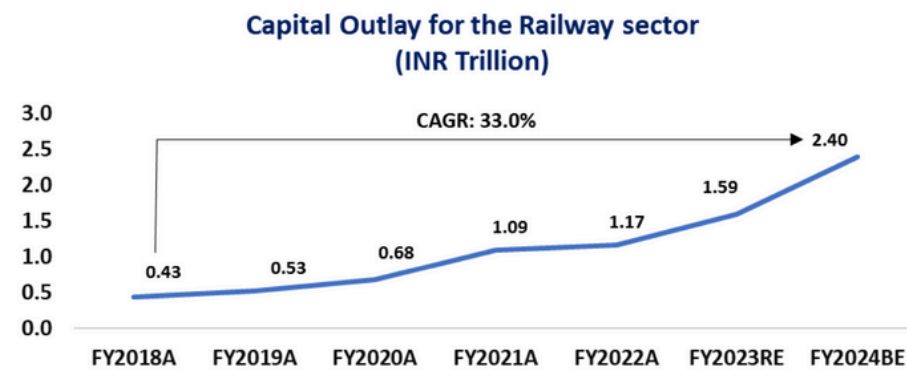
\*Source: India Briefing

# GOVERNMENT FOCUS ON VARIOUS SECTORS

## Railways



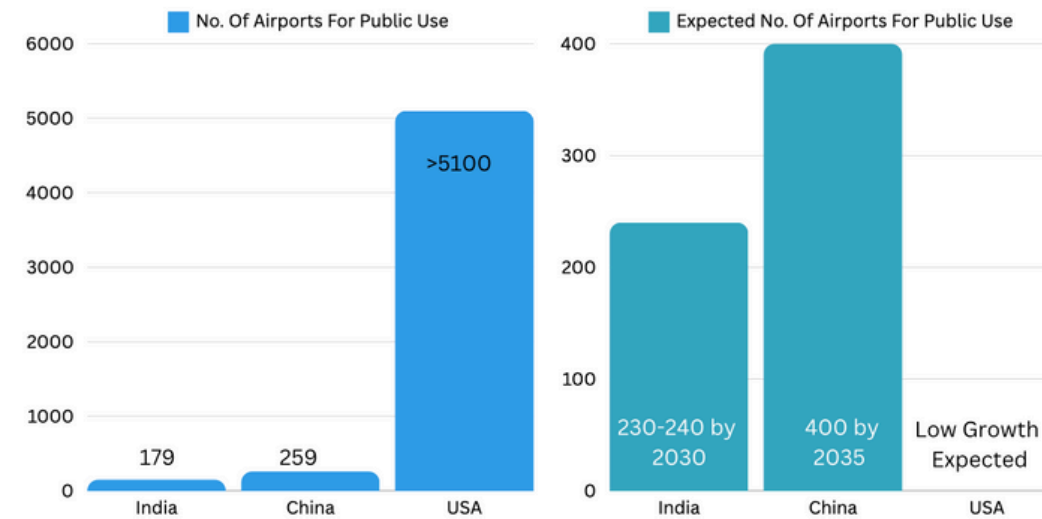
Source: Annual Reports of Ministry of Railways



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

Rail National Plan Vision – 2030

## Airports



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

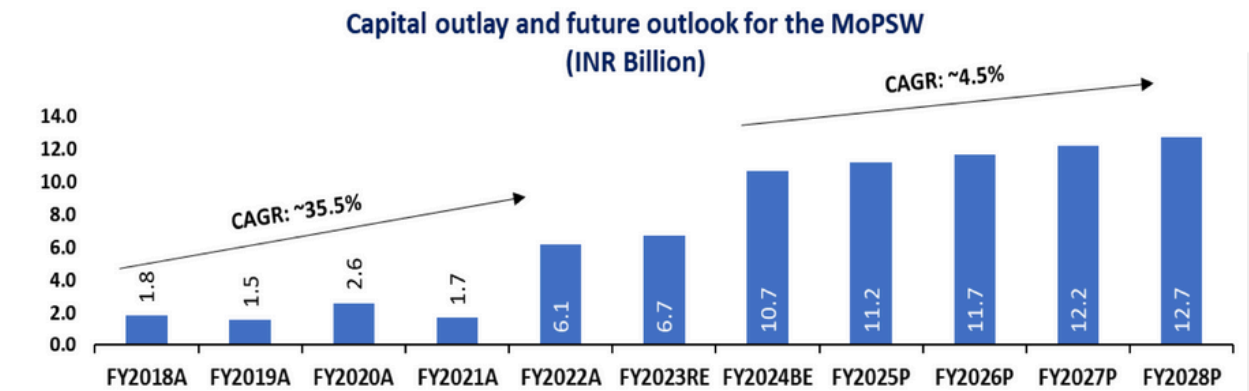
Govt aims for 220 airports in the next few years.

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



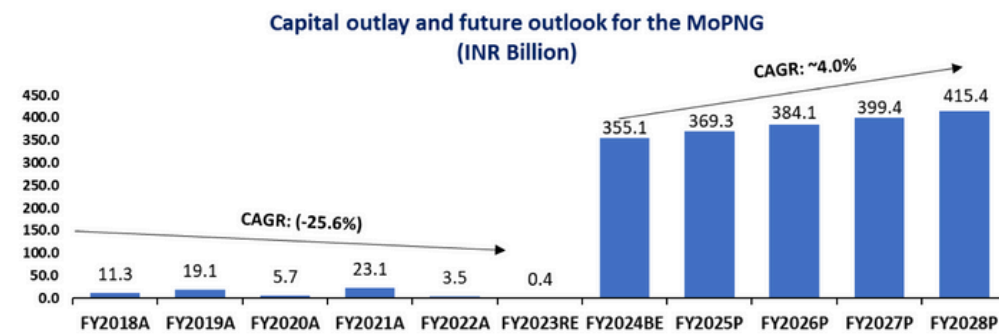
Source: Union Budget Documents  
Note: A – Actuals, RE - Revised Estimates, BE – Budgeted Estimates, P – Projected

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

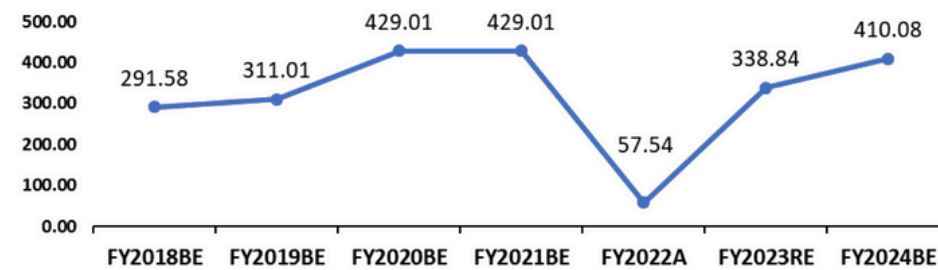
## Oil & Gas



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.

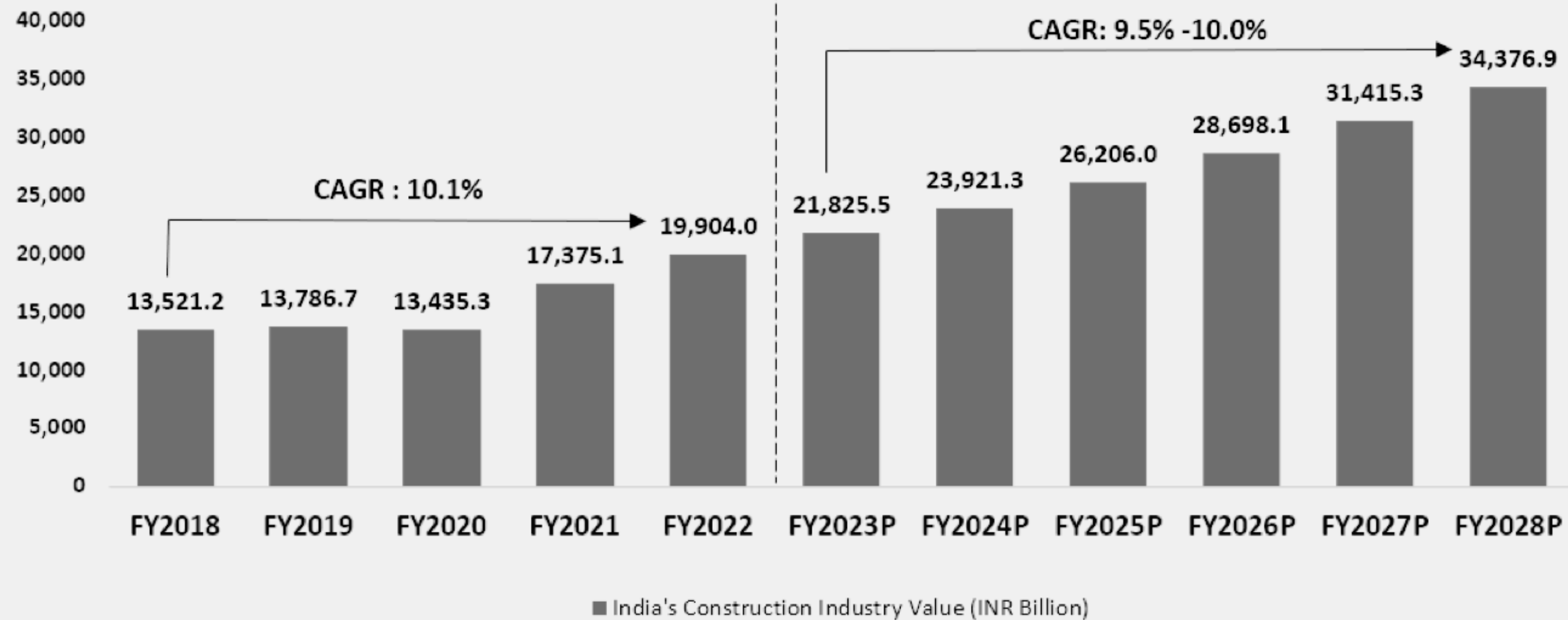
The gap between India's installed renewable energy capacity and the actual electricity production from non-fossil fuel sources is due to the intermittent nature of the renewable energy sources such as wind and solar.

**Growth of Our Crane Rental Industry goes parallel to 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.

India's Construction Industry Size (INR Billion)





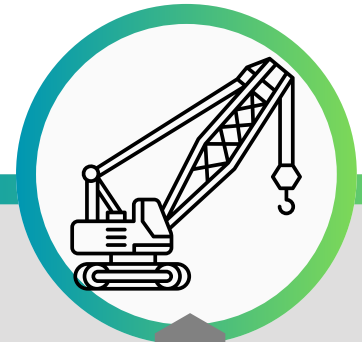
# FOCUS ON INCREASING VOLUMES



## Mid Size Cranes

Introducing mid sized cranes to increase our footprints.

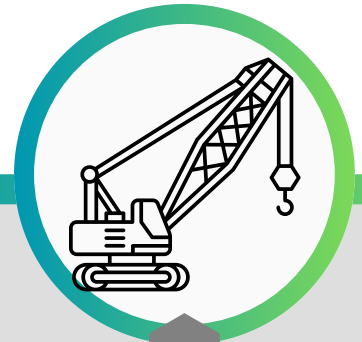
1



## Higher Margins

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

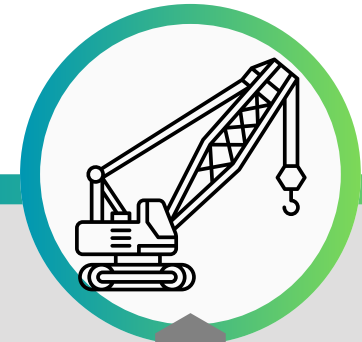
2



## Diversification

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

3



## 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.

4



## 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.

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

1

2

3

4

5



## 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

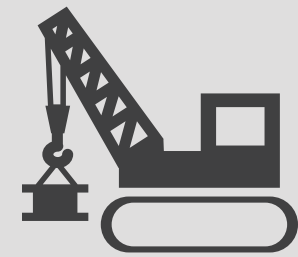
**01** | Strong in house maintenance support



Part and accessories back up and supplier network

**02**

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



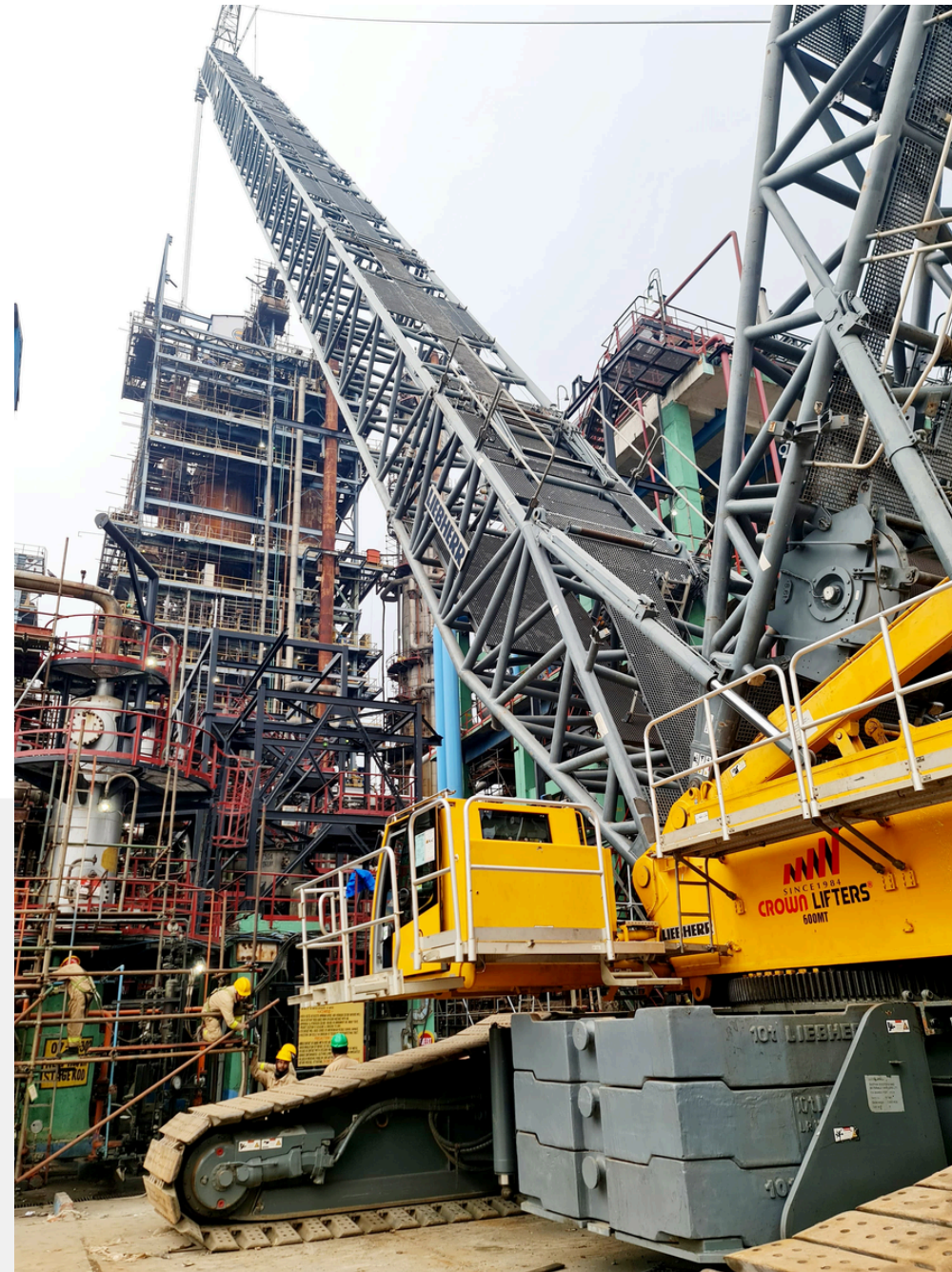
Experienced staff coupled with younger and modern fleet - combines to give good overall experience to clients and repeated business to the company

**04**

**Strengths**

# ANNEXURES

- *Our Project Gallery*
- *Recognitions*



# OUR CRANES



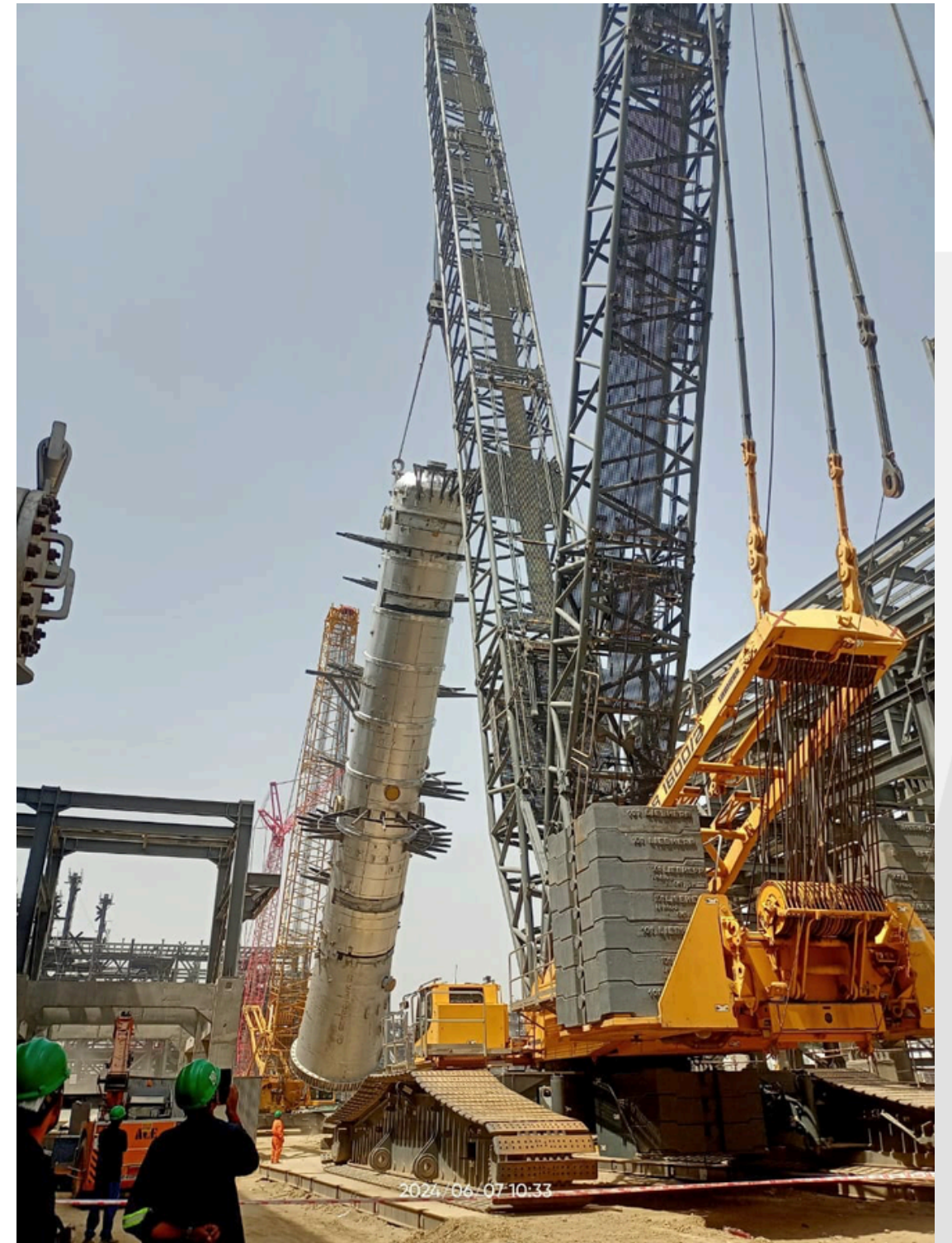
# OUR CRANES



# OUR CRANES

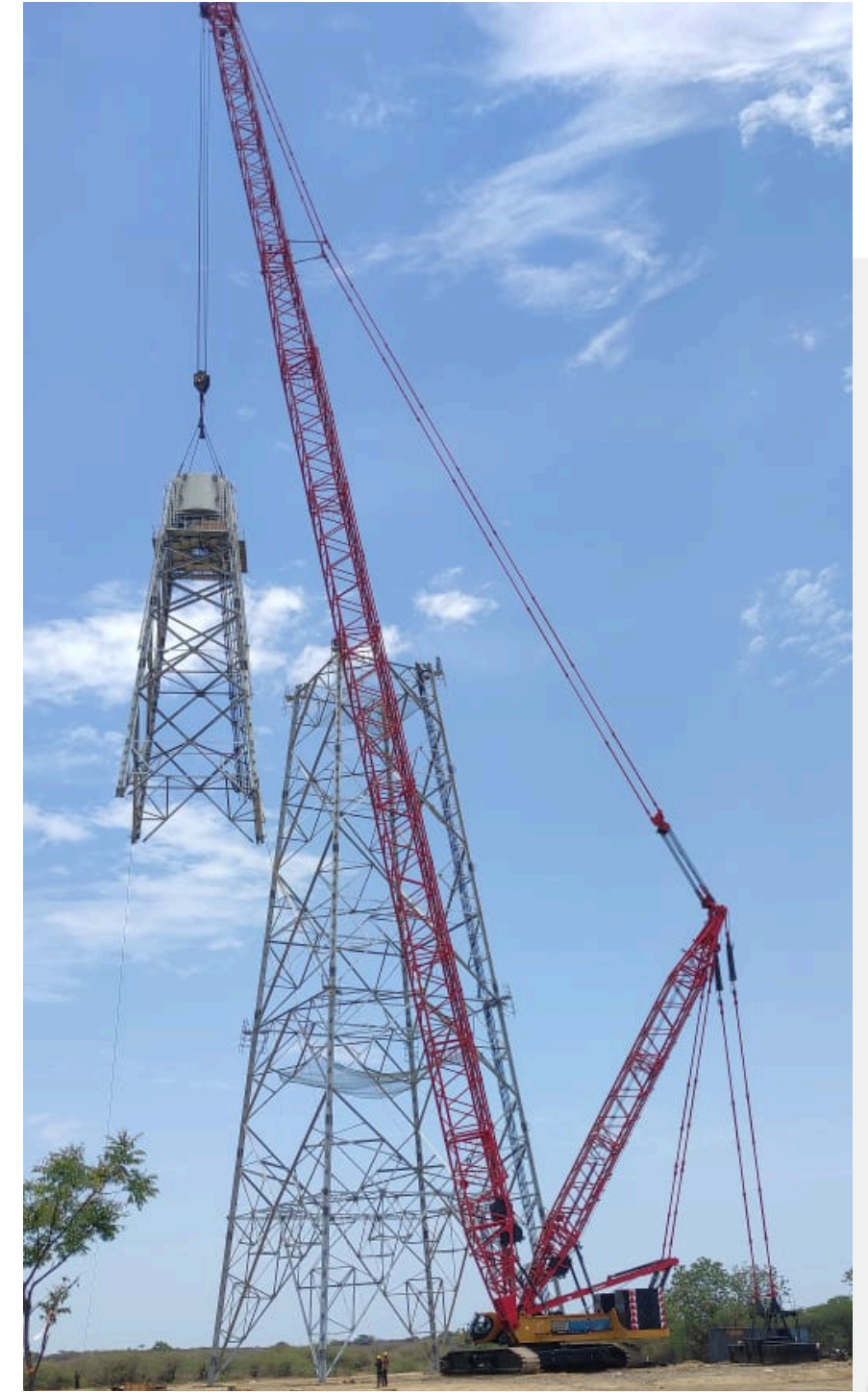


# OUR CRANES





# 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.



# THANK YOU!

## *CROWN LIFTERS LIMITED*



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## *INVESTOR RELATIONS*



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