



Escorts Kubota Limited

INVESTOR PRESENTATION

June 2025



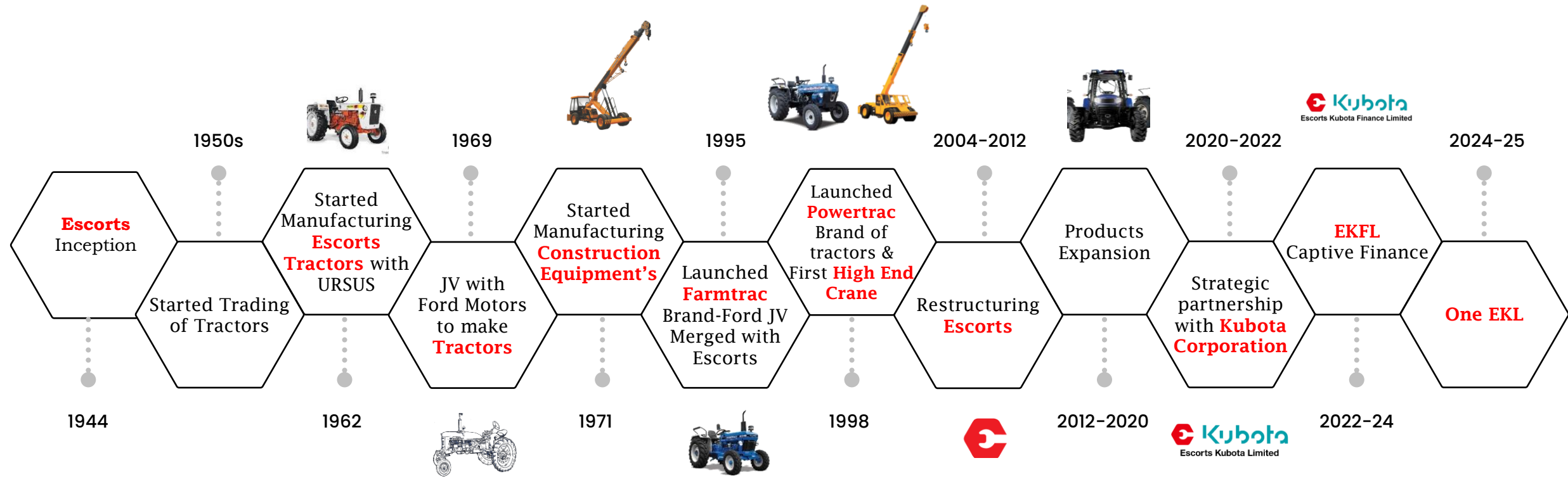
SAFE HARBOR STATEMENT

“Certain statements in this document include forward-looking comments and information concerning the company’s plans and projections for the future, including estimates and assumptions with respect to economic, political, technological, weather, market acceptance and other factors that impact our businesses and customers. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Escorts Kubota Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.”



Escorts Kubota Limited: Overview

(Formerly Escorts Limited)



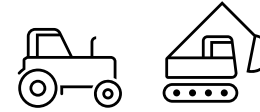
Bringing World's best to India and offering India's best to the world



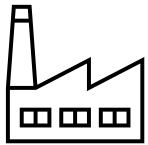
EKL Snapshot



80+ Years Of Prosperity and Trust



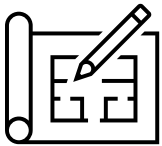
More than **2.5 mm** Equipment Sold



6 Manufacturing Plant



Exporting to **80+** Countries



1 R&D Centre & Corporate Office



1,600+ Pan India Dealers & Over **1,250** Branches
For Kubota, Farmtrac, Powertrac & Escorts Brand



15K+ No. of Employees



9,000+ Pan India Registered Spare Part Retailers



Captive Finance company



10,500+ Pan India Registered Workshop Mechanics

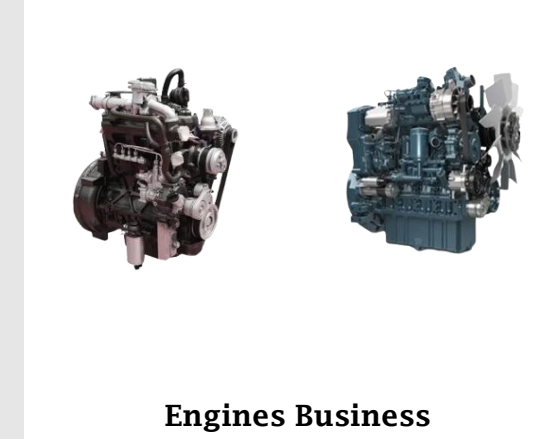


Spreading Prosperity, Impacting Lives.



Current Business

Agri Machinery Products (83%)



Spare Parts & Service Business

Global Part Centre

Construction Equipment (17%)



Agri Machinery Products

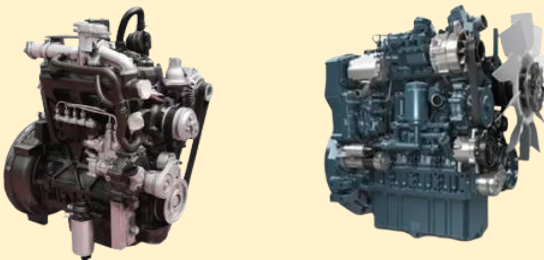
Tractor Business (80%)



Non-Tractor Business (20%)



Agri Solution Business



Engine Business



Spare Parts and Service Business

(xx%) = Approx. Business Revenue share to Agri Machinery Products Revenue in FY25

Tractor Business



EKL Product Portfolio : 3 Brands

KUBOTA
(21 - 55 HP)

*Technology, Versatile &
Comfortable*



FARMTRAC
(26 - 110 HP)

*Powerful, Premium Feel &
Application Suitability*

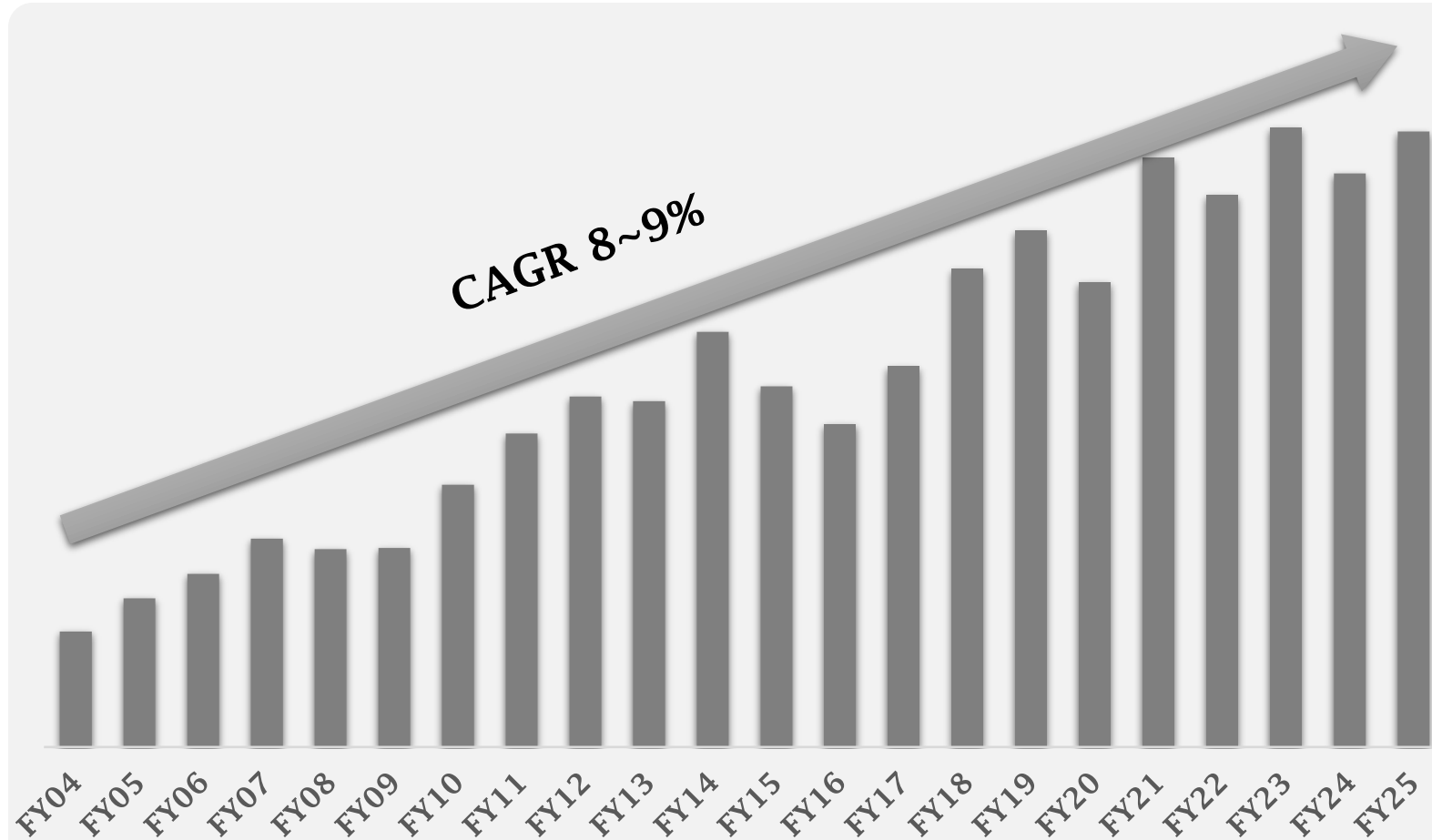


POWERTRAC
(11 - 90 HP)

*Fuel Efficient with Cost
competitiveness & Application focus*



↑ DOMESTIC TRACTOR INDUSTRY



Increasing Trend towards Mechanisation

Minimum Support Prices for Key Crops

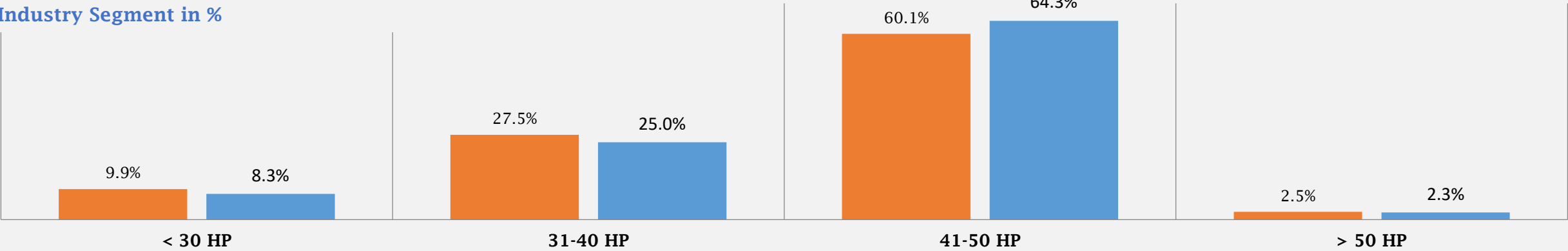
Scarcity of Labour

Ease of Credit Availability from Govt.

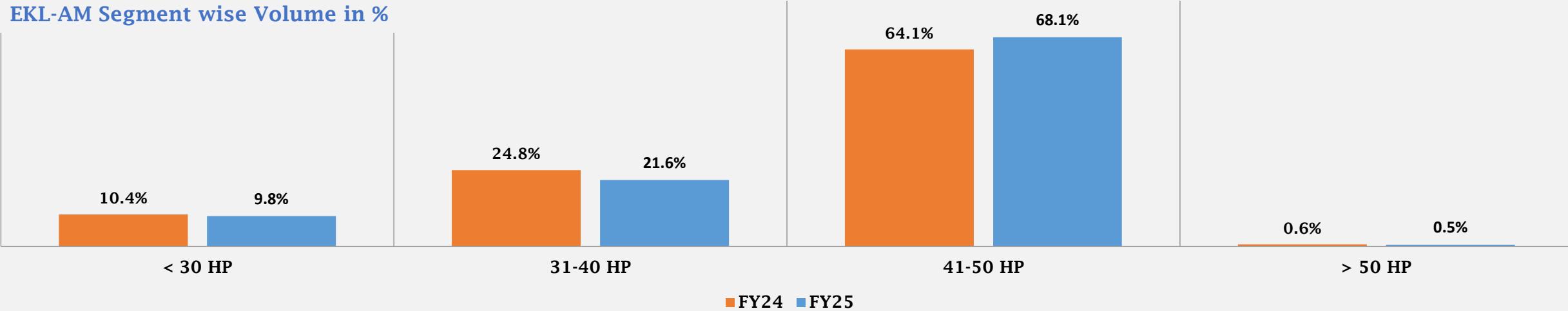
- ❖ India is the **largest** manufacturer of farm equipment (in terms of volume)
- ❖ **0.94 million** units in **FY25**.
- ❖ Customer exchange their tractor in every **6-8 years** in mature markets.

Domestic Segmentation

Industry Segment in %

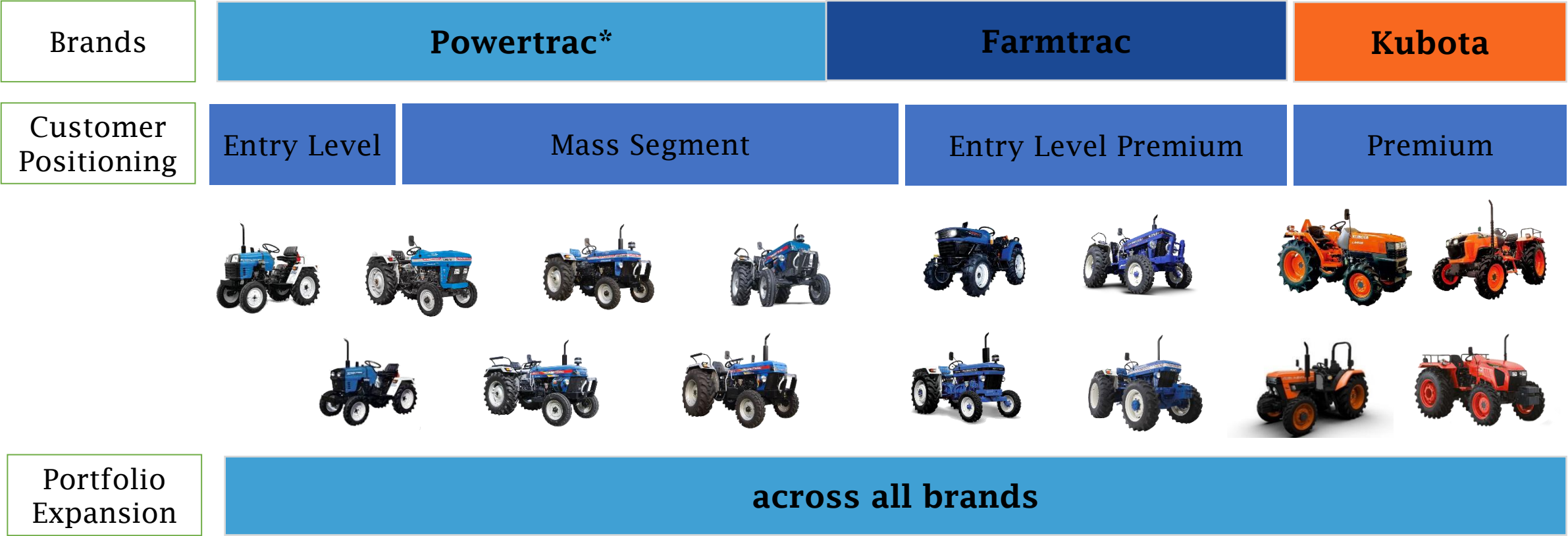


EKL-AM Segment wise Volume in %



Product Positioning

Right Positioning of Brands to Cover all Segments



* Powertrac includes Steeltrac & Digitrac

Recent Products Launch

FARMTRAC
PROMAXX

सोच बदल दे



Market Segmentation : 31-50 HP

PROMAXX delivers exceptional performance with advanced technology and a sleek design, offering superior comfort and versatility for various applications

FARMTRAC *WORLDMAXX*



FARMTRAC

60

WORLDMAXX

50 HP CAT - 2WD | 4WD

FARMTRAC

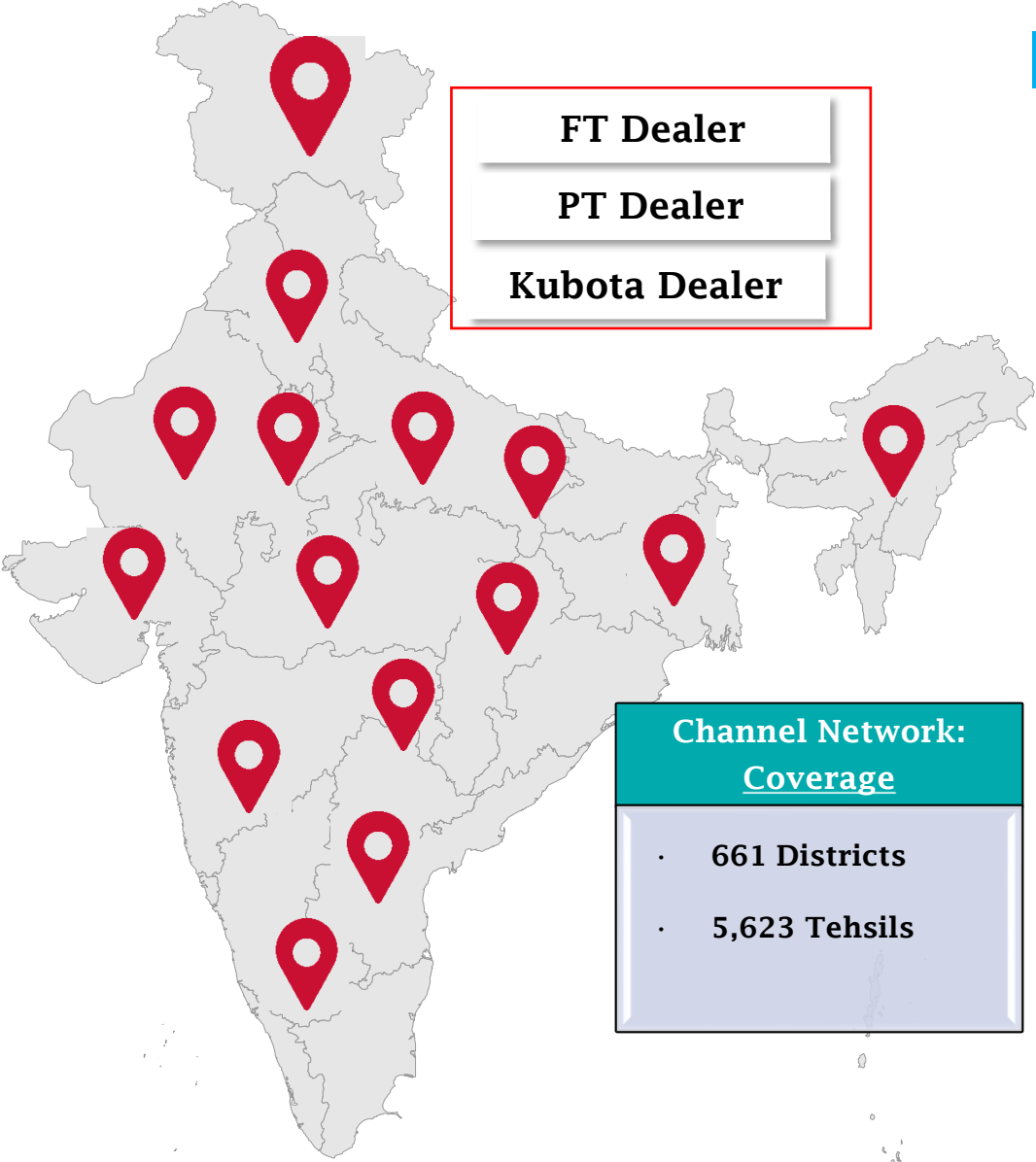
6055

WORLDMAXX

55 HP CAT - 2WD | 4WD



Channel Expansion

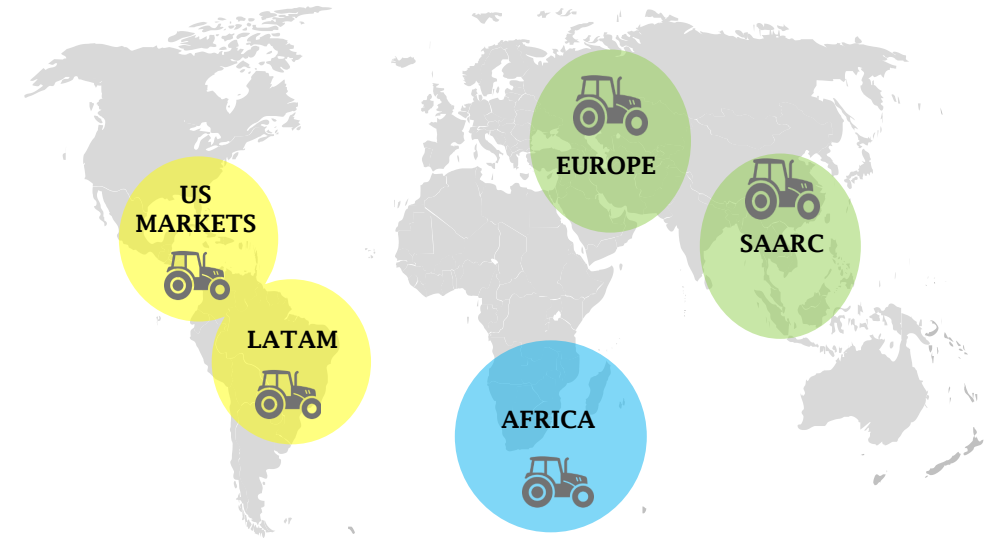
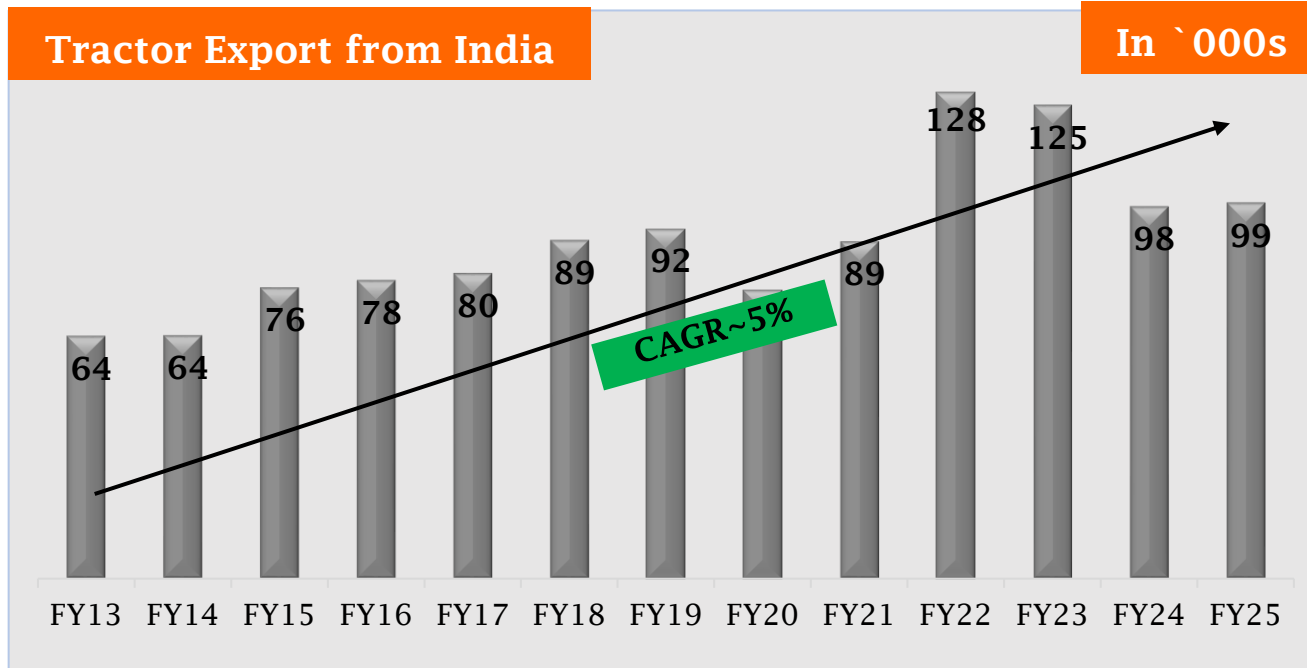




**EKFL Captive Finance Along with
Partner with various banks and NBFCs**



EXPORT MARKET SIZE & OPPORTUNITY



Tractor Exports from India expected to grow by CAGR 5~7%

Main Market under 120 HP Tractors

Hobby/Garden farming in Market (like USA)



Global Product Offering



Expand EKL Brands via KBT Global Channel

Compact Segment

Utility Segment

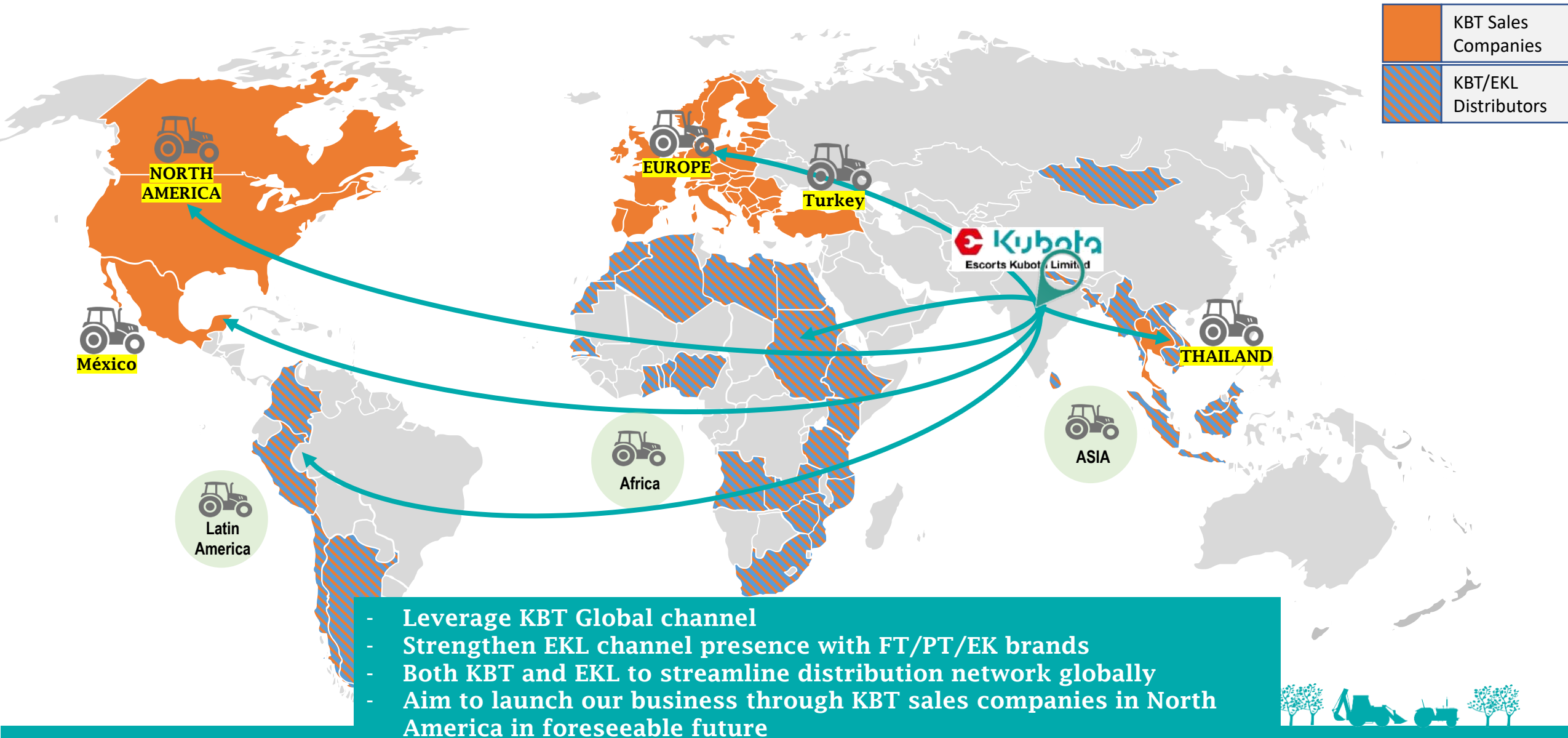
Narrow Segment

FARMTRAC
POWERTRAC
E-KUBOTA



Improve & Expand product range in all tractor segments up to 110 HP across addressable market

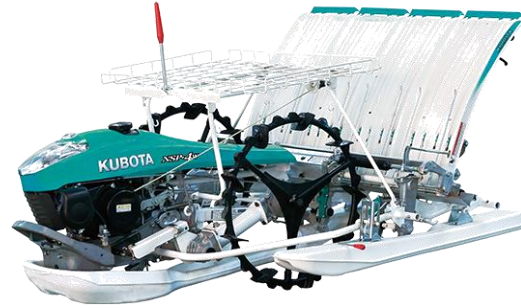
Global Channel Expansion: Leverage KBT Channel



Agri Solution Business



Agri Solution Offering



Evolve from Track-type leader to the most Dominant Harvester Manufacturer in India.

Product Range & Technology

Rotary Tillers

Orchard Sprayer

Mini-Round Baler

Plough

Power tillers

Self-propelled sprayer



Supply Chain & Distribution Network

Expansion project to be taken with Kubota Group companies



Rotavators



Straw Reaper



Super Seeder



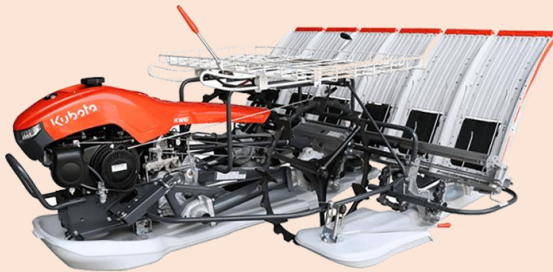
MB Plough



MistTrac 600 Tractor-Trailed orchard sprayer



Rice Transplanter & Harvester - Product line



**KNP-6W 6 row
Walk behind model**



PADDY HARVESTER



SPV-8 8 row Ride On model



Engine Business



Engine Business

Engine Business



Brands

Escorts

Kubota

Power Output Range

7.5 to 58.5 kVA

10 to 55 kilowatt

Customer

Genset OEMs

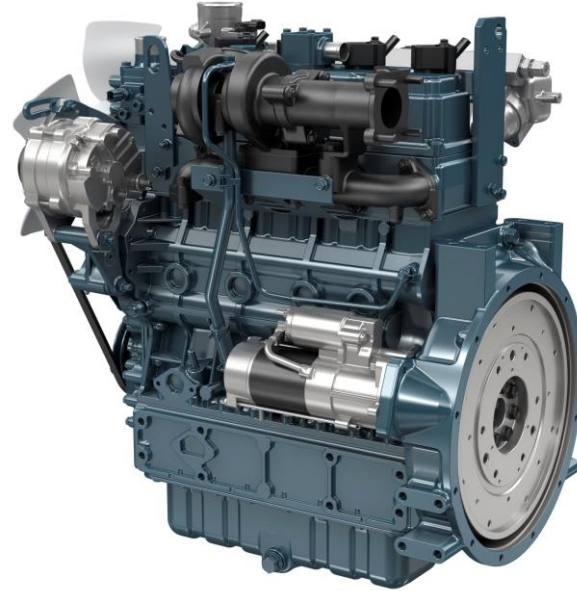
Construction Machinery OEMs



Recent Products Showcase

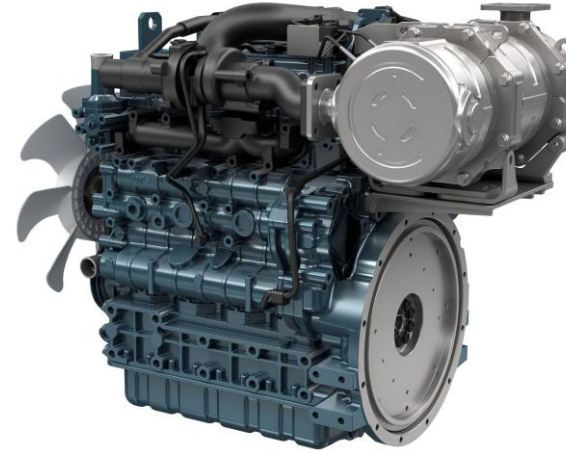


E4.391
CEV BSV norms



WG3800-H
(Hydrogen engine)
For carbon neutral machines

US EPA/CARB & EU Emission Norms



V3307-CR-T-E4



V2403-CR-T-E4



Service & Spare Parts Business



Spare Parts & Service Division



Kubota Genuine Parts

K3R!
A Kubota Brand

K3R, Second Line Parts



Spare Parts and Service



Global Sourcing

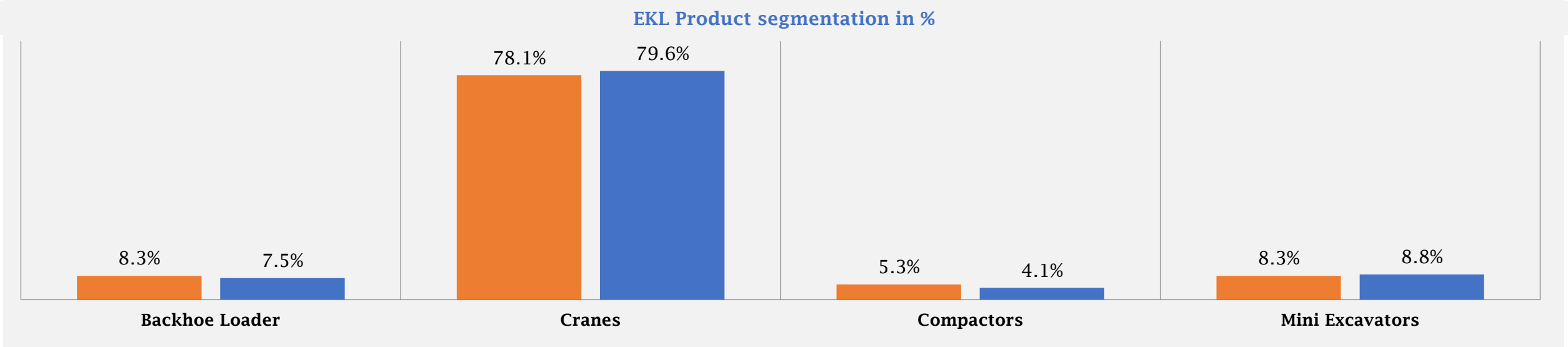
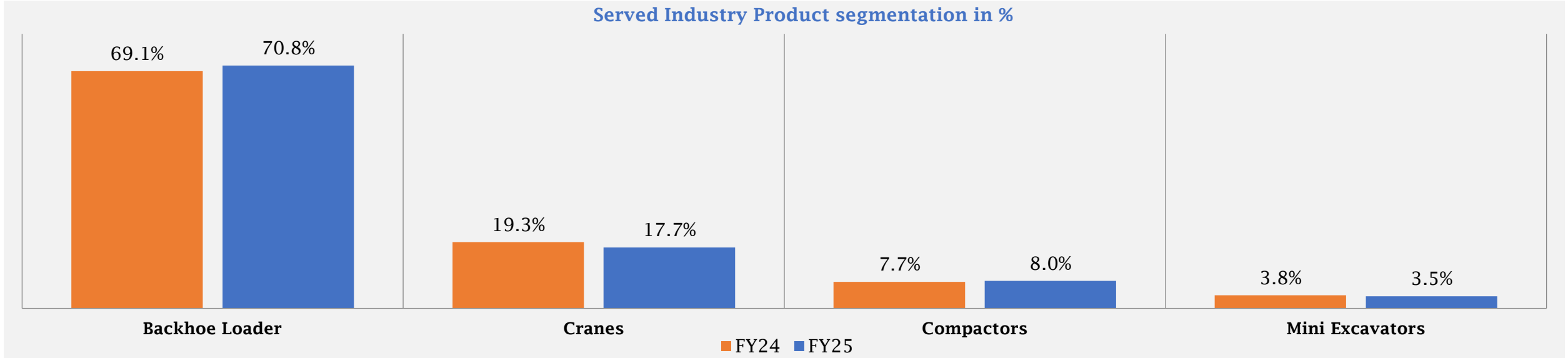


Construction Equipment

PREFERRED PARTNER IN
NATION BUILDING



PRODUCT SEGMENTATION



PRODUCT PORTFOLIO

1) Material Handling



2) Earth Moving



3) Road Construction



Recent Products

BLX75 Backhoe Loader



Performance | Operator Comfort | Reliability

Hydra 12



Performance | Operator Comfort | Reliability



Recent Products Upgrade



CEV Stage V compliant product range



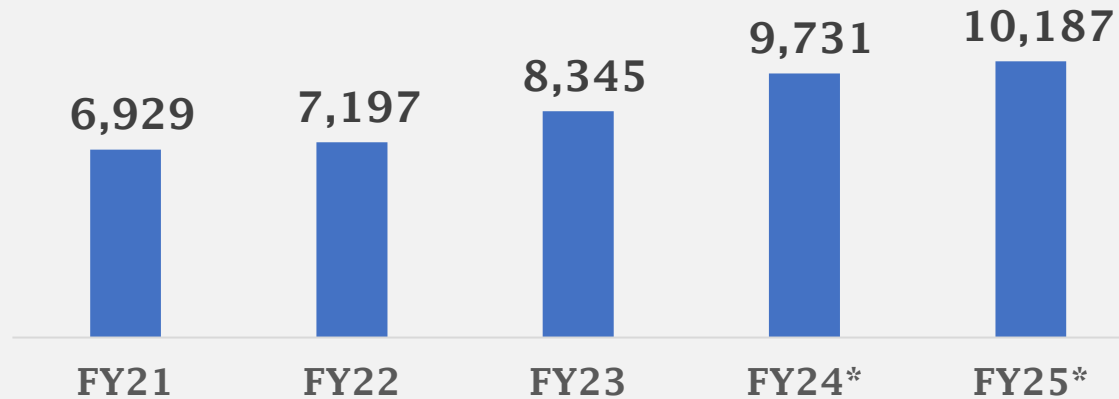
Escorts Kubota Limited

Financials Highlights

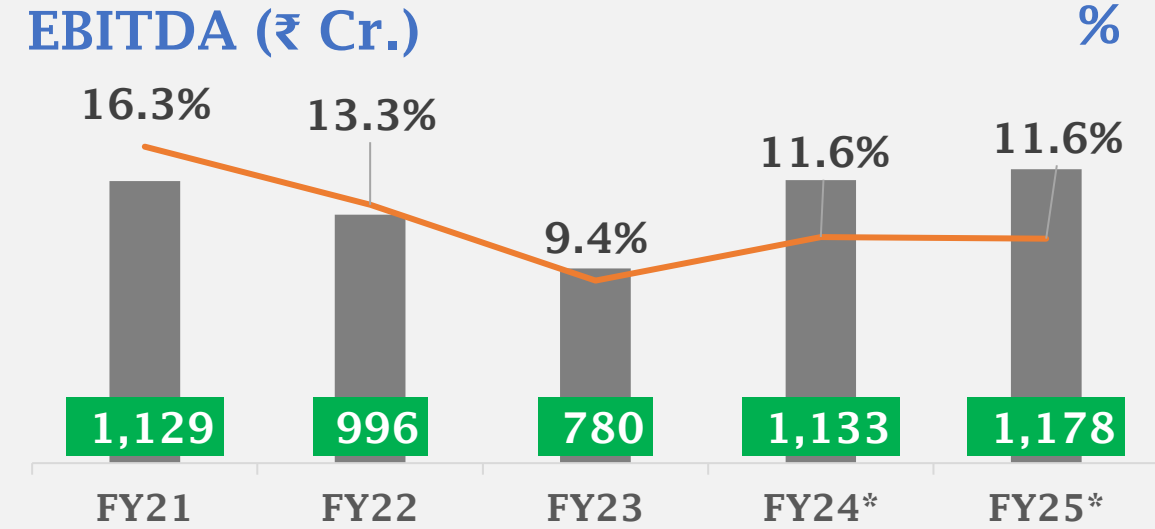


↑ KEY FINANCIAL METRICS ...

OPERATIONAL REVENUE (₹ Cr.)

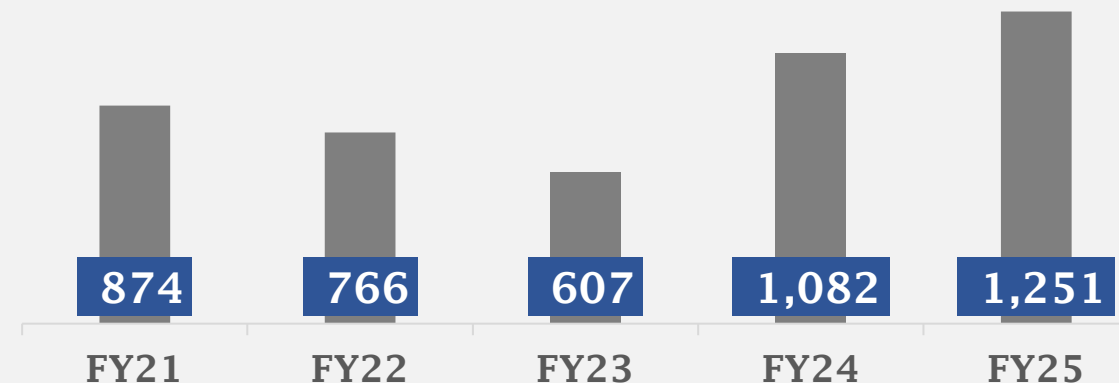


EBITDA (₹ Cr.)



* From Continuing operations including amalgamating companies

Reported PAT (₹ Cr.)



EPS (₹)



Please Note

1. The National Company Law Tribunal, Chandigarh Bench (NCLT) has approved the Scheme of Amalgamation of Escorts Kubota India Private Limited and Kubota Agricultural Machinery India Private Limited (Amalgamating Companies) with Escorts Kubota Limited (Amalgamated Company). The certified copy of the approval was received by the company on August 29, 2024, and filed with the Registrar of Companies on **September 1, 2024**. In order to reflect the Scheme's impact from the appointed date of April 1, 2023, the Company has restated FY24 reported numbers. Accordingly, numbers reported here for the current as well as FY24 include numbers of the amalgamating companies also.
2. The Board of the Directors of the Company on October 23, 2024 has approved the sale/ transfer of its division engaged in the business of manufacturing, assembly, sales, servicing, research and development of railway equipment products including parts thereto ("RED Business") as a going concern, on a 'slump sale' basis, as defined under Section 2(42C) of the Income-tax Act, 1961. During the quarter, the RED business has been disclosed under discontinued operations and previous periods are also reclassified in terms of Ind As 105 "Non-current assets held for sale and discontinued operations". Continuing operations now consist of the Agri Machinery and Construction Equipment segments from FY25 onwards.



Way forward

To become the total solution provider to solve the issues of society for a sustainable world.

Aspiration

Comprehensive Solution Provider, to Indian farming sector

Leadership in India Led Tractor Exports

Significant play in Implements Business

No.1 brand that contributes to Nation-Building and urbanization

Strategic hub for world

Enablers

Brands & Product Enhancement

Innovation

Digital Transformation

Channel Expansion

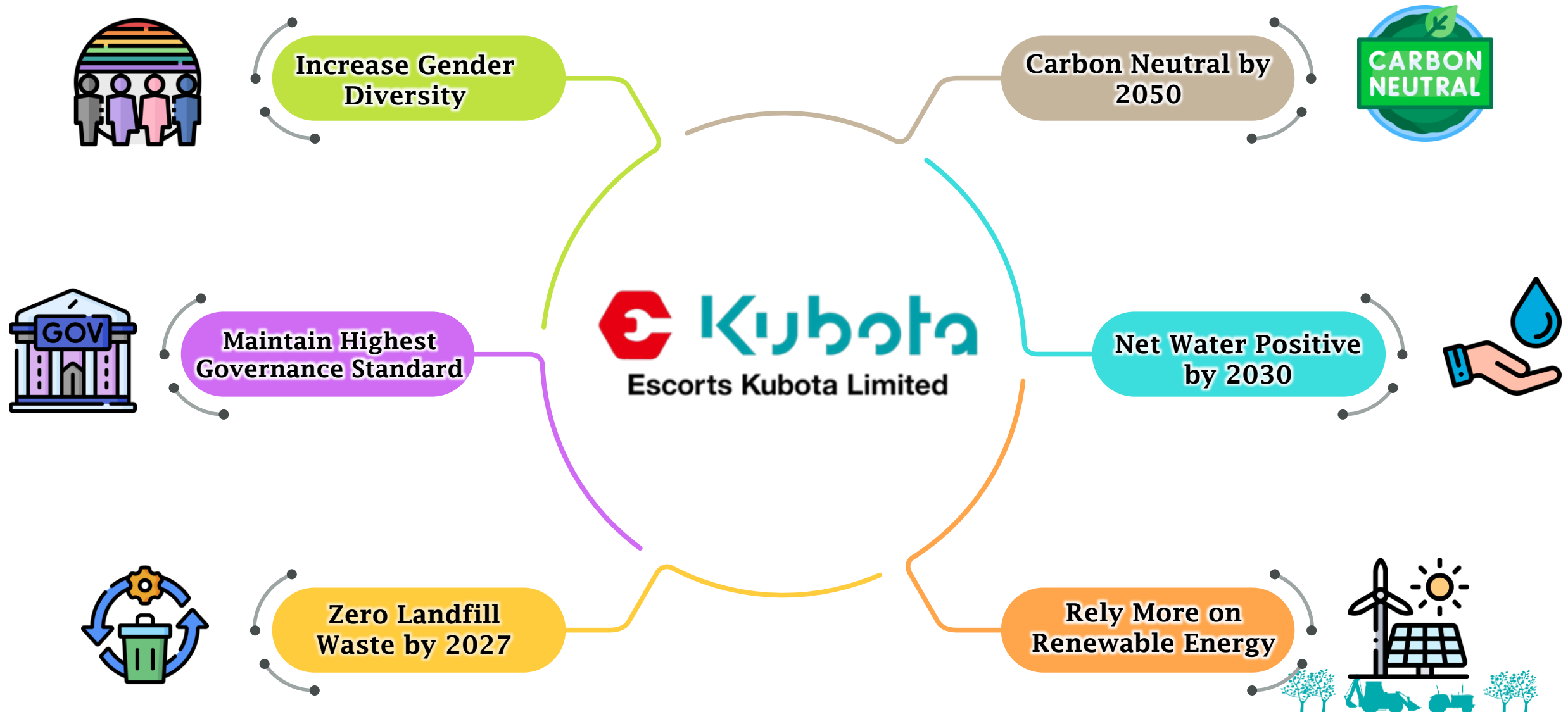
Collaborating with Kubota Group Companies

Capital Allocation

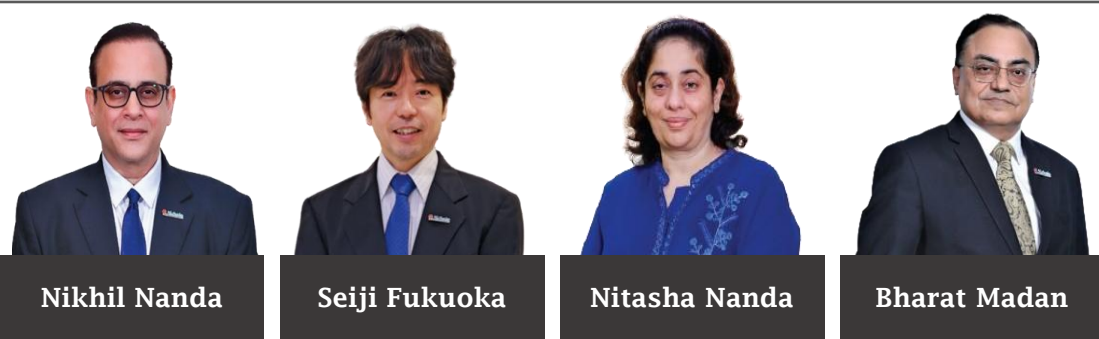
Culture Transformation

ESG





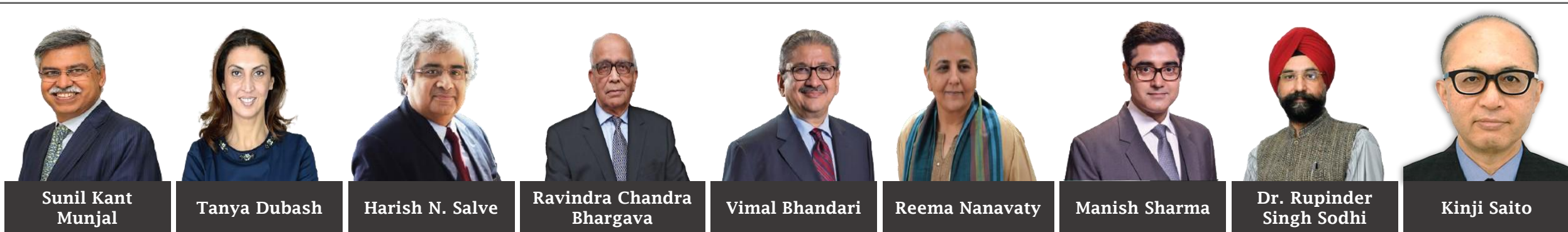
Vibrant Board of Directors



Executive, Non-Independent Directors



Non-Executive, Non-Independent Directors



Independent Directors



Diversified Management Team



Nikhil Nanda
Chairman and
Managing Director



Seiji Fukuoka
Deputy Managing
Director



Bharat Madan
Whole Time
Director & Chief
financial officer



Akira Kato
Chief Officer,
Corporate Planning
Division



Amit Singhal
Chief Officer,
Human Resource &
General Affairs



Hisashi Tsukatani
Chief Officer, R&D
Division



Kenji Ennyu
Chief Officer,
Operation Division



Bundo Ryo
Chief Officer,
Quality Assurance
Division



Neeraj Mehra
Chief officer, Tractor
Business Division
(Farmtrac &
Powertrac Brand)



G.S. Grewal
Chief Officer,
Tractor Business
Division
(Kubota Brand)



Yuki Amano
Chief Officer,
Tractor Business
Division
(Export)



Sanjeev Bajaj
Chief Officer,
Construction
Equipment Business



Kohei Kawabe
Chief Officer,
Engine Business
Division



Rajan Chugh
Chief Officer, Agri-
Solutions Business
Division



Dhiraj Tiwary
Chief Officer,
Service & Spare Parts
Business Division



Shareholding

Shareholding Trend in %	Mar'2024	June'2024	Sept'2024	Dec'2024	Mar'2025
Promoters & Promoters Group	67.64	67.64	68.04	68.04	68.04
Institutions#	15.61	16.81	16.54	16.10	16.56
Public	14.89	13.82	13.72	14.18	13.72
Non Promoter Non Public	1.86	1.73	1.70	1.68	1.68
Total	100.00	100.00	100.00	100.00	100.00

Top 10 Shareholders As on 31-03-2025	
Name	% to Equity
Kubota Corporation	54.07
Har Parshad and Company Private Limited	9.59
HDFC Mutual Fund (PAN Consolidated Holding)	5.45
Escorts Employees Benefit And Welfare Trust - (Trustee - Anil Kumar Chandrashekar)	1.68
Big Apple Clothing Private Limited	1.58
Estate of Late Mr. Rakesh Jhunjhunwala	1.53
AAA Portfolios Private Limited	1.51
Nikhil Nanda	1.08
Investor Education and Protection Fund Authority	0.69
ICIC Prudential Midcap Fund (Pan consolidated Holding)	0.62
Total	77.80



Narrations

- **EKL** - Escorts Kubota Limited
- **FY** - Fiscal Year represents the 12 months period from 1st April to 31st March.
- **Q1FY** - Represents the 3 months period from 1st April to 30th June.
- **Q2FY** - Represents the 3 months period from 1st July to 30th September.
- **Q3FY** - Represents the 3 months period from 1st October to 31st December.
- **Q4FY** - Represents the 3 months period from 1st January to 31st March.
- **9MFY** - Represents the 9 months period from 1st April to 30th December.
- **QoQ** - Represents Quarter on Quarter
- **YoY** - Represents Year on Year
- **AM** - Agri Machinery Products
- **CE** - Construction Equipment
- **RED** - Railway Equipment Division
- **BHL** - Backhoe Loader
- **IndAS** - Indian Accounting Standards
- **NPD** - New Product Developed
- **PnC** - Pick & Carry Crane
- **NSE** - National Stock Exchange of India
- **BSE** - Bombay Stock Exchange
- **EBIDTA** - Earnings Before Interest, Depreciation & Taxes
- **EBIT** - Earnings Before Interest & Taxes
- **PBT** - Profit Before Tax
- **PAT** - Profit After Tax
- **ROE** - Return on Equity, Calculated as PAT divided by Average capital employed.
- **ROCE** - Return on Capital Employed, calculated as EBIT divided by Average capital Employed for the quarter.



THANK
YOU |



Contact Details

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