Kubota
Escorts Kubota Limited

Years of Prosperity and Trust...

+Years of Spreading Prosperity. Impacting Lives.

March 2026

Founder -Escorts

Escorts Kubota Limited

"Bringing world's best to India and giving India's best to the world"

"People read newspaper for news; I read to understand what I can do for **my country**"

H P Nanda
(1917 – 1999)

BELIEFS

Spreading Prosperity, Impacting Lives

Create Institutions for serving society

Use power of innovation for exceeding customer expectations

Passionate about developing leaders

DEDICATED TO NATION BUILDING

Escorts Kubota Limited : Overview

(Formerly Escorts Limited)

EKL Journey Video – CLICK HERE

Escorts Partners with **Kubota Corporation, Japan** For Future Growth…

Escorts Kubota Limited

EKL as strategic development base for affordable products and leading innovation

Combining strengths to create advanced and affordable Farm Mechanization solutions for the world

Create Synergies

KBT Global Expertise → Creating Specialized Products for World ← EKL Agile Product Development

1890 - Current

Over 215 years of Excellence & Expertise

1944 - Current

Kubota Corporation

Since its founding in 1890, Kubota has moved forward step-by-step, contributing to solutions to social issues.

We will continue to confront challenges concerning food, water and the environment, to help provide a future for this beautiful planet and the people who live on it.

About Kubota Corporation

Kubota
Escorts Kubota Limited

Consolidated revenue of JPY ~3 trillion (USD 20 Billion).

Businesses Developed in

Over 120 Countries

The Kubota products that are researched, produced, and sold at our global sales offices and plants are now at work in more than 120 Areas.

Overseas Revenue Ratio

About 79 %

In 21 years, our overseas revenue ratio has grown from 30 to 79%.
We are achieving steady growth as a global company.

EKL At a Glance

Escorts Kubota Limited

80+ Years Of Prosperity and Trust

6 Plant in India & **1** Plant in Poland

1 R&D Centre & Corporate Office

15K+ No. of Employees

Escorts Kubota Finance Limited — Captive Finance company

More than **2.6 Mn** Equipment Sold

Exporting to **80+** Countries

1,600+ Pan India Dealers & Over **1,250** Branches

For Kubota, Farmtrac, Powertrac & Escorts Brand

9,000+ Pan India Registered Spare Part Retailers

10,500+ Pan India Registered Workshop Mechanics

Spreading Prosperity, Impacting Lives.

Current Business

Escorts Kubota Limited

Agri Machinery Products (83%)

Tractor Business

Agri Solutions Business

Engines Business

Spare Parts & Service Business

Global Part Centre

Construction Equipment (17%)

Material handling

Earth Moving

Road Compaction

(xx%) = FY25 Business Division Revenue share to EKL Revenue

Agri Machinery Products

Escorts Kubota Limited

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

↑ DOMESTIC TRACTOR INDUSTRY

Escorts Kubota Limited

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.

From Premium to Value:
A Portfolio That Covers Every Customer

Escorts Kubota Limited

ENTRY	MASS	ENTRY PREMIUM	PREMIUM
POWERTRAC			
	FARMTRAC		
		Kubota	

POWERTRAC

Fuel Efficient with cost competitiveness & application focus

FARMTRAC

Powerful, Premium Feel & Application Suitability

Kubota

Technology, Versatile & Comfortable

Domestic Segmentation

Escorts Kubota Limited

Channel Expansion

Escorts Kubota Limited

FY25

FT Dealer

PT Dealer

Kubota Dealer

Channel Network: Coverage

- 661 Districts
- 5,623 Tehsils

Aspiration

Dealers to become a multi-brand owner

Expanding Channel Reach Pan India

Dealer Network EKL – 1.5X

Retail Finance

Escorts Kubota Limited

EKFL Captive Finance Along with Partner with various banks and NBFCs

Recent Products Launch

5 variants across the 39 HP to 52 HP category

Recent Products Launch

Escorts Kubota Limited

Market Segmentation : 31-50 HP

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

Recent Products Launch

Escorts Kubota Limited

Japanese Technology for Indian agriculture

KUBOTA

MU 4201

EXPORT MARKET SIZE & OPPORTUNITY

Escorts Kubota Limited

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

Escorts Kubota Limited

Expand EKL Brands via KBT Global Channel

Compact Segment	FARMTRAC POWERTRAC E-KUBOTA
Utility Segment	
Narrow Segment	

X → 2X new Products across Segment

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

Global Channel Expansion: Leverage KBT Channel

Escorts Kubota Limited

- Leverage KBT Global channel
- Strengthen EKL channel presence with FT/PT/EK brands
- Both KBT and EKL to streamline distribution network globally
- Aim to launch our business through KBT sales companies in North America in foreseeable future

Agri Solution Offering

Escorts Kubota Limited

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

Tractor Powered

Rotavators

Straw Reaper

Super Seeder

MB Plough

Kubota

Escorts Kubota Limited

MistTrac 600 Tractor-Trailed orchard sprayer

Self Powered

KNP-6W Rice Transplanter
Walk behind model

PADDY HARVESTER

KA8 Ride on Rice Transplanter

Recently Introduced

Escorts Kubota Limited

Pro-588i-G

Harvester

Sustainable alternatives to stubble burning that enhance rice harvesting efficiency and promote climate-smart agriculture

Rice Transplanter

KA-6

KA-8

Efficient | Operator Comfort | Precision-driven

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

Spare Parts & Service Division

Escorts Kubota Limited

Kubota

Kubota Genuine Parts

K3R
A Kubota Brand

K3R, Second Line Parts

Construction Equipment

PRODUCT SEGMENTATION

Escorts Kubota Limited

Source: ICEMA

Construction Equipments

Escorts Kubota Limited

1) Material Handling

2) Earth Moving

3) Road Construction

Escorts Kubota Limited

Recently Launched/Introduced

BLX75
Backhoe Loader

Hydra 72
Concept showcased

Hydra 12

Kubota U22-3
Mini Excavator

↑ EKL KEY FINANCIAL METRICS …

Escorts Kubota Limited

OPERATIONAL REVENUE (₹ Cr.)

EBITDA (₹ Cr.) %

* From Continuing operations including amalgamating companies

Reported PAT (₹ Cr.) %

EPS (₹)

Standalone Numbers

% represent to Operating Revenue

Shows From Divested operations

Social Initiatives by EKL CSR

Escorts Kubota Limited

Escorts Kubota Advanced Farming Institute

At Kurukshetra and Bengaluru, the Institute has model farms, skill development facilities, and services for sustainability projects, such as biogas plants.

Model Farm Development

Farmer Training

Extension Farm

ESG @ EKL

Escorts Kubota Limited

- Increase Gender Diversity
- Carbon Neutral by 2050
- Maintain Highest Governance Standard
- Net Water Positive by 2030
- Zero Landfill Waste by 2027
- Rely More on Renewable Energy

* EKL ESG Rating/score from NSE 69

Way forward

Escorts Kubota Limited

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

Escorts Kubota Limited

Nikhil Nanda

Akira Kato

Nitasha Nanda

Bharat Madan

Executive, Non-Independent Directors

Hardeep Singh

Nobushige Ichikawa

Hitoshi Sasaki

Satoshi Suzuki

Non Executive Director

Sunil Kant Munjal

Tanya Dubash

Harish N. Salve

Ravindra Chandra Bhargava

Vimal Bhandari

Reema Nanavaty

Dr. Rupinder Singh Sodhi

Kinji Saito

Independent Directors

Management Team

Escorts Kubota Limited

Nikhil Nanda

Chairman and Managing Director

Akira Kato

Deputy Managing Director
Chief Officer, Corporate Planning Division

Bharat Madan

Whole Time Director & Chief financial officer
Chief Officer, Corporate Planning Division

Amit Singhal

Chief Officer, Human Resource & General Affairs

Hisashi Tsukatani

Chief Officer, R&D Division

Takayuki Okada

Chief Officer, Quality Assurance Division

Kenji Ennyu

Chief Officer, Operation Division

Neeraj Mehra

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

Rajan Chugh

Chief Officer, Tractor Business (KBT Sales) & Agri-Solutions Business Division

Yuki Amano

Chief Officer, Tractor Business Division (Export)

Sanjeev Bajaj

Chief Officer, Construction Equipment Business

Dhiraj Tiwary

Chief Officer, Service & Spare Parts Business Division

Kohei Kawabe

Chief Officer, Engine Business Division

Shareholding Pattern

Escorts Kubota Limited

Shareholding Trend in %	Dec'2024	Mar'2025	June'2025	Sept'2025	Dec'2025
Promoters	68.04	68.04	68.04	68.04	68.04
Institutions#	16.10	16.56	16.65	17.07	17.45
Public	14.18	13.72	13.64	13.23	12.85
Non-Promoter Non-Public	1.68	1.68	1.67	1.66	1.66
Total	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**

FPI/Financial Institutions/ Banks/Insurance Companies/QIB/AIF

Top 10 Shareholders As on 31-12-2025	
Name	**% to Equity**
Kubota Corporation	54.07
Har Parshad and Company Private Limited	9.59
HDFC Mutual Fund (PAN Consolidated Holding)	6.61
Escorts Employees Benefit And Welfare Trust - (Trustee - Anil Kumar Chandrashekaran)	1.66
Big Apple Clothing Private Limited	1.58
Rekha Jhunjhunwala	1.53
AAA Portfolios Private Limited	1.51
Nikhil Nanda	1.08
Investor Education and Protection Fund Authority	0.71
SBI Life Insurance Co. Ltd.	0.62
Total	**78.94**

% rounded off to nearest double decimal

Safe Harbor

Escorts Kubota Limited

Certain statements in this document may 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.

Accounting standard: Financials in presentation are as per IndAS.
All numbers are rounded off to nearest decimal

Narrations

- **EKL** - Escorts Kubota Limited
- **EKFL** – Escorts Kubota Finance 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.

"Only those who will risk going too far can possibly find out how far one can go..."

धन्यवाद | ご視聴ありがとうございました。 | Thank you