



**ON YOUR SIDE**



**+Years of Spreading Prosperity. Impacting Lives.**

**May 2026**



# Founder -Escorts

**“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**

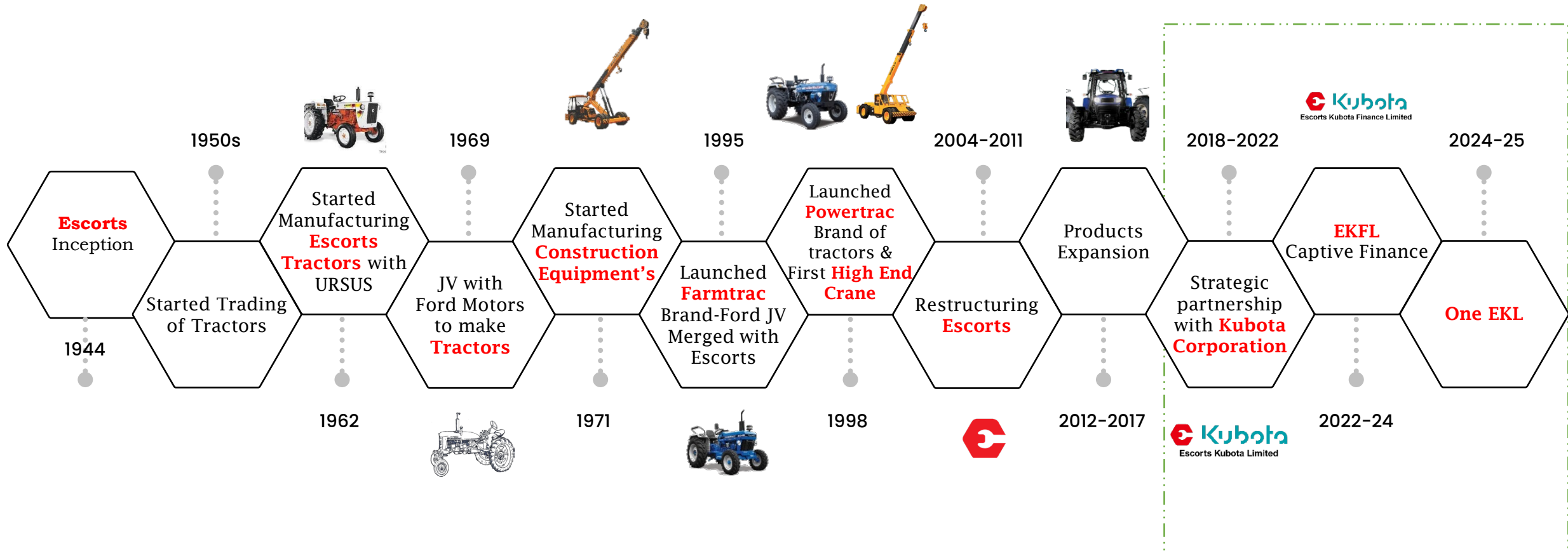
**Passionate about developing leaders**

**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...



**EKL as strategic development base for affordable products and leading innovation**

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



**KBT Global Expertise**

**1890 - Current**

**Create Synergies**



**Creating Specialized Products for World**

**Over 215 years of Excellence & Expertise**



**EKL Agile Product Development**

**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

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.

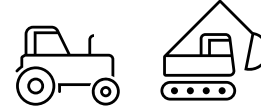




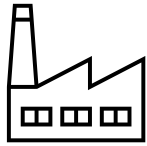
# EKL At a Glance



**80+** Years Of Prosperity and Trust



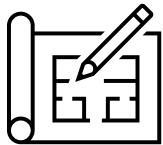
More than **2.6 Mn** Equipment Sold



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



Exporting to **70+** 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

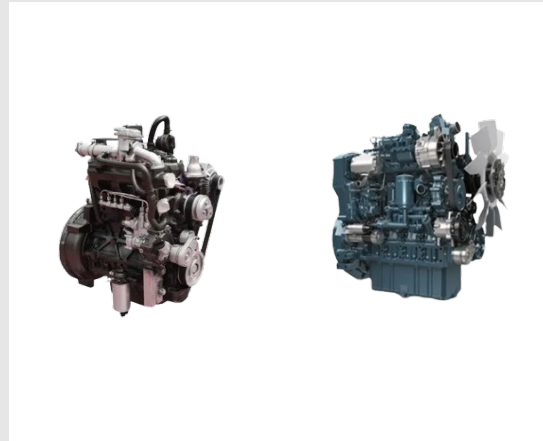
## Agri Machinery Products (85%)



Tractor Business



Agri Solutions Business



Engines Business

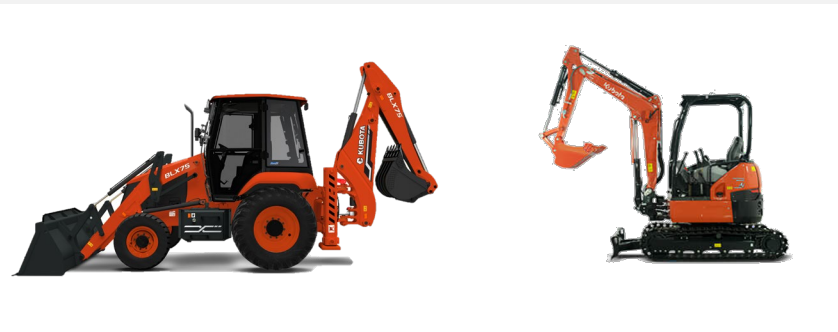
Spare Parts & Service Business

Global Part Centre

## Construction Equipment (15%)



Material handling



Earth Moving



Road Compaction

# Agri Machinery Products

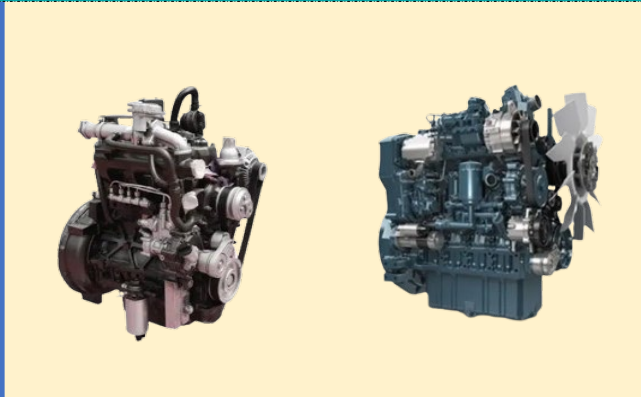
## Tractor Business (81%)



## Non-Tractor Business (19%)



**Agri Solution Business**



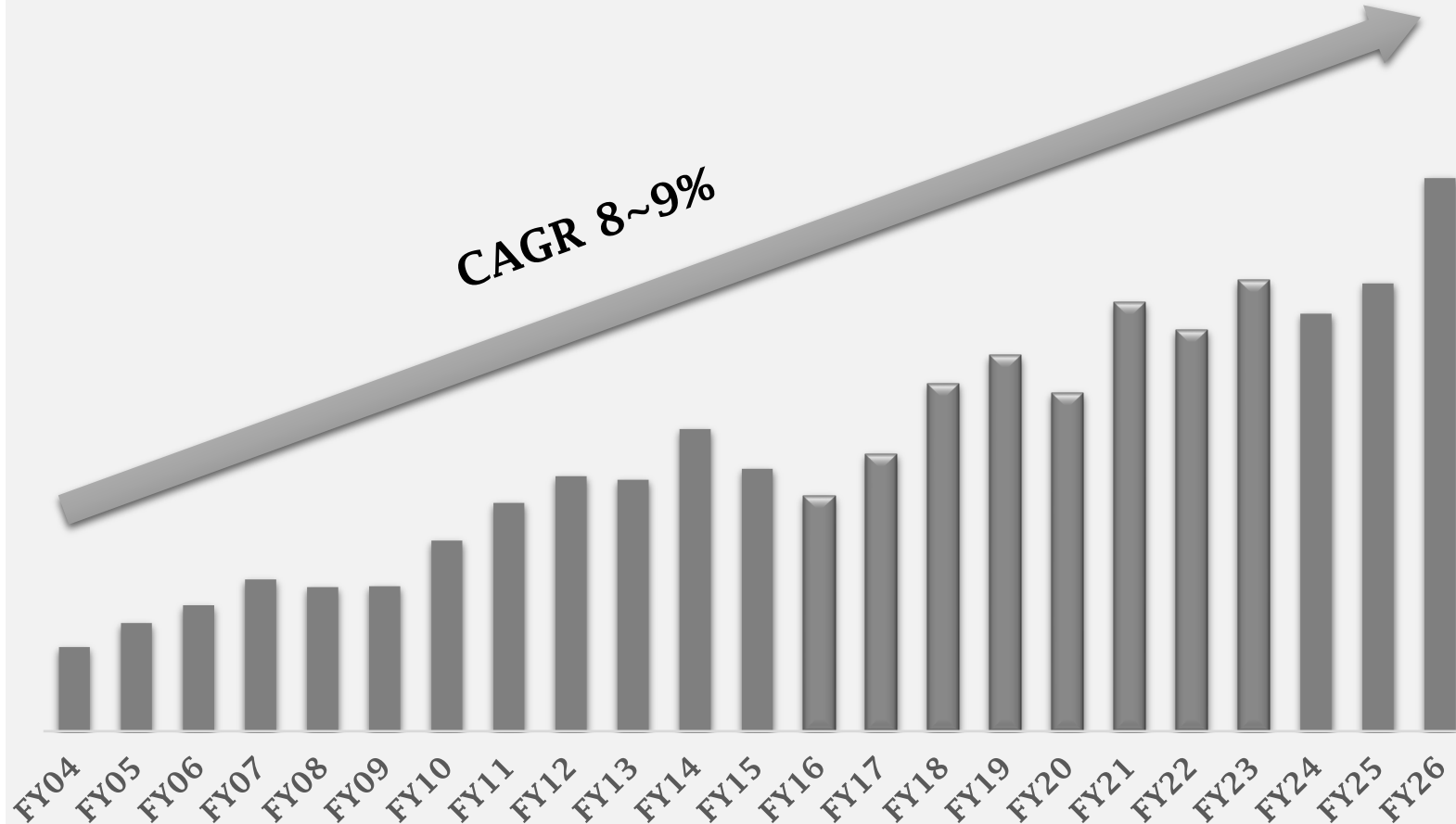
**Engine Business**



**K3RE**  
A Kubota Brand  
Reliable Parts, Value for the Price.

**Spare Parts and Service Business**

# ↑ 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)
- ❖ **1.16 million** units in **FY26**.
- ❖ Customer exchange their tractor in every **6-8 years** in mature markets.

# From Premium to Value: A Portfolio That Covers Every Customer

ENTRY

MASS

ENTRY PREMIUM

PREMIUM

**POWERTRAC**

**FARMTRAC**

**Kubota**

**POWERTRAC**



Fuel Efficient with cost  
competitiveness &  
application focus

**FARMTRAC**



Powerful, Premium Feel &  
Application Suitability

**Kubota**

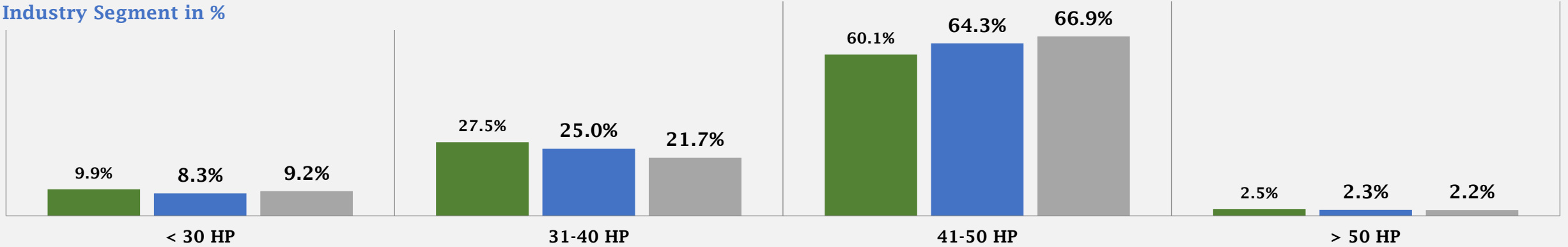


Technology, Versatile &  
Comfortable

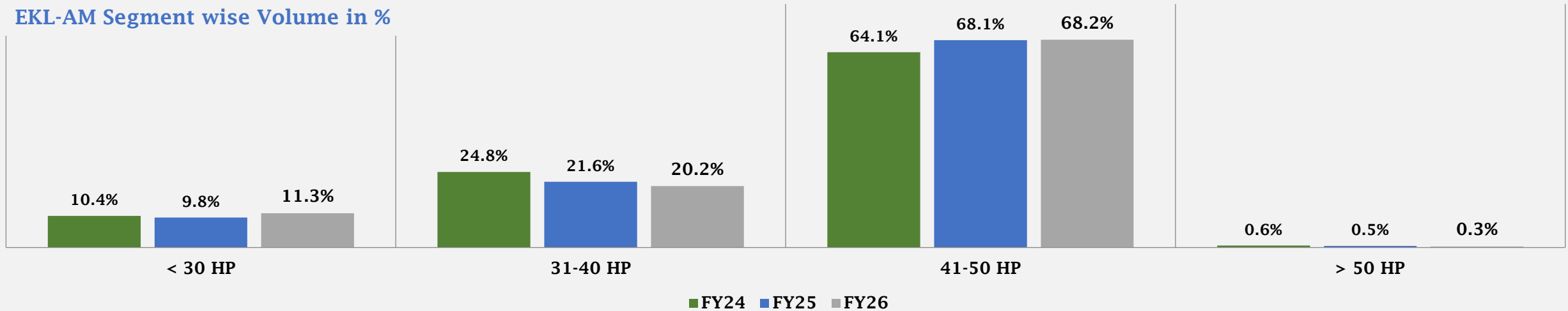


# Domestic Segmentation

Industry Segment in %

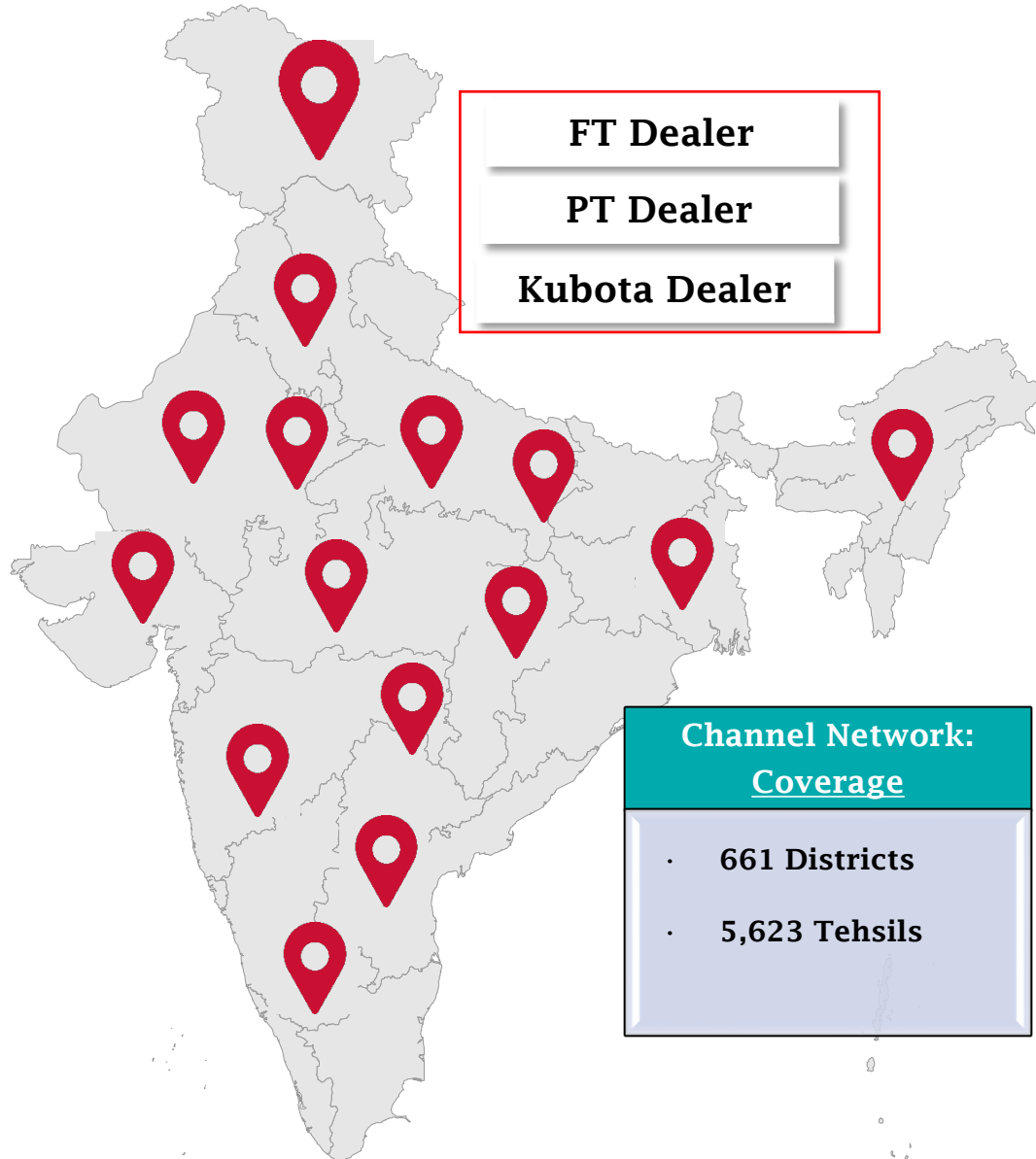


EKL-AM Segment wise Volume in %



# Channel Expansion

FY26



Aspiration

Dealers to become a multi-brand owner

Expanding Channel Reach  
Pan India

Dealer Network  
EKL - 1.5X



# Retail Finance

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

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# Recent Products Launch





## Recent Products Launch

PRESENTING  
**THE ULTIMATE**  
**SHAURYA**



**BORN TO**  
**RISE**  
**IN EVERY CONDITION.**

**BORN TO**  
**ENDURE**  
**LONGER, HARDER DAYS.**

**BORN TO**  
**CONQUER**  
**ANY TERRAIN.**

5 variants across the 39 HP to 52 HP category



## Recent Products Launch

FARMTRAC  
**PROMAXX**

सोच बदल दे



FARMTRAC  
**39**  
**PROMAXX**  
39 HP CAT | 2WD

FARMTRAC  
**42**  
**PROMAXX**  
42 HP - 2WD | 4WD

FARMTRAC  
**45**  
**PROMAXX**  
45 HP - 2WD | 4WD

FARMTRAC  
**47**  
**PROMAXX**  
47 HP - 2WD | 4WD

Market Segmentation : 31-50 HP

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



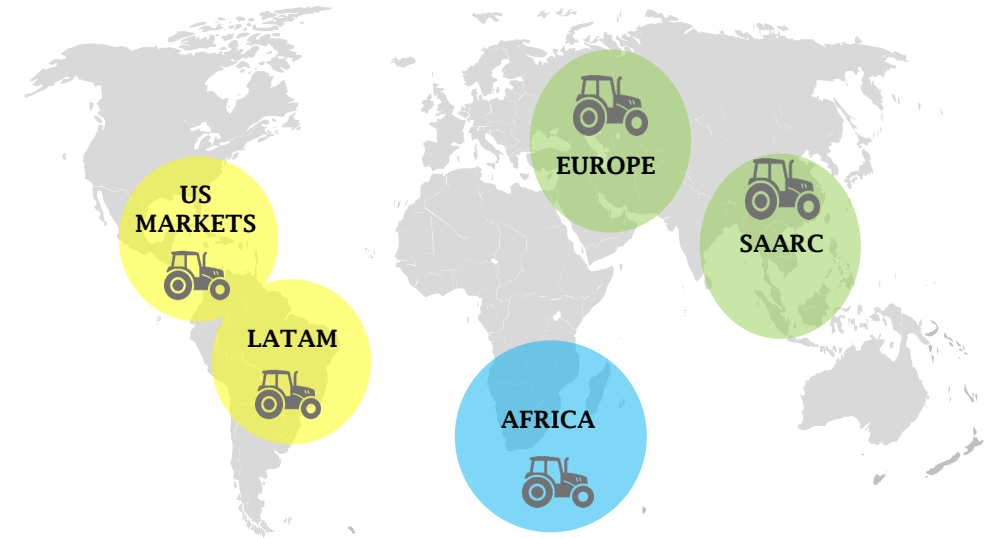
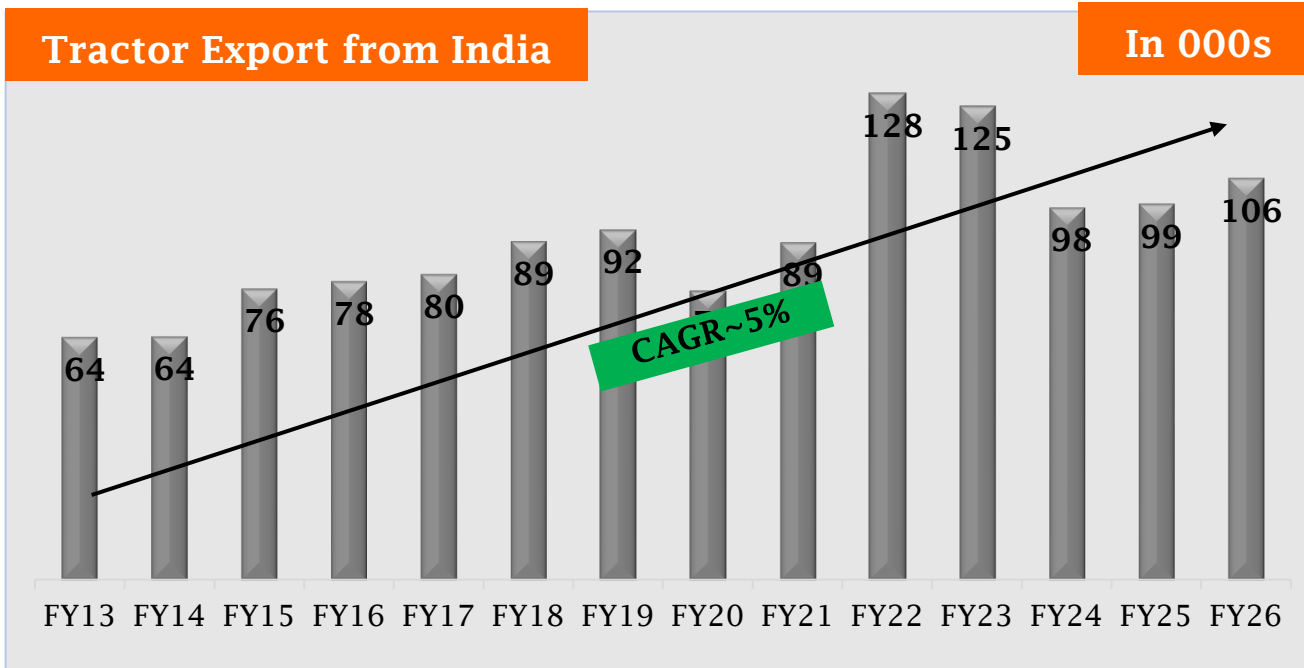
# Recent Products Launch

Japanese Technology for  
Indian agriculture

## KUBOTA MU 4201



# 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

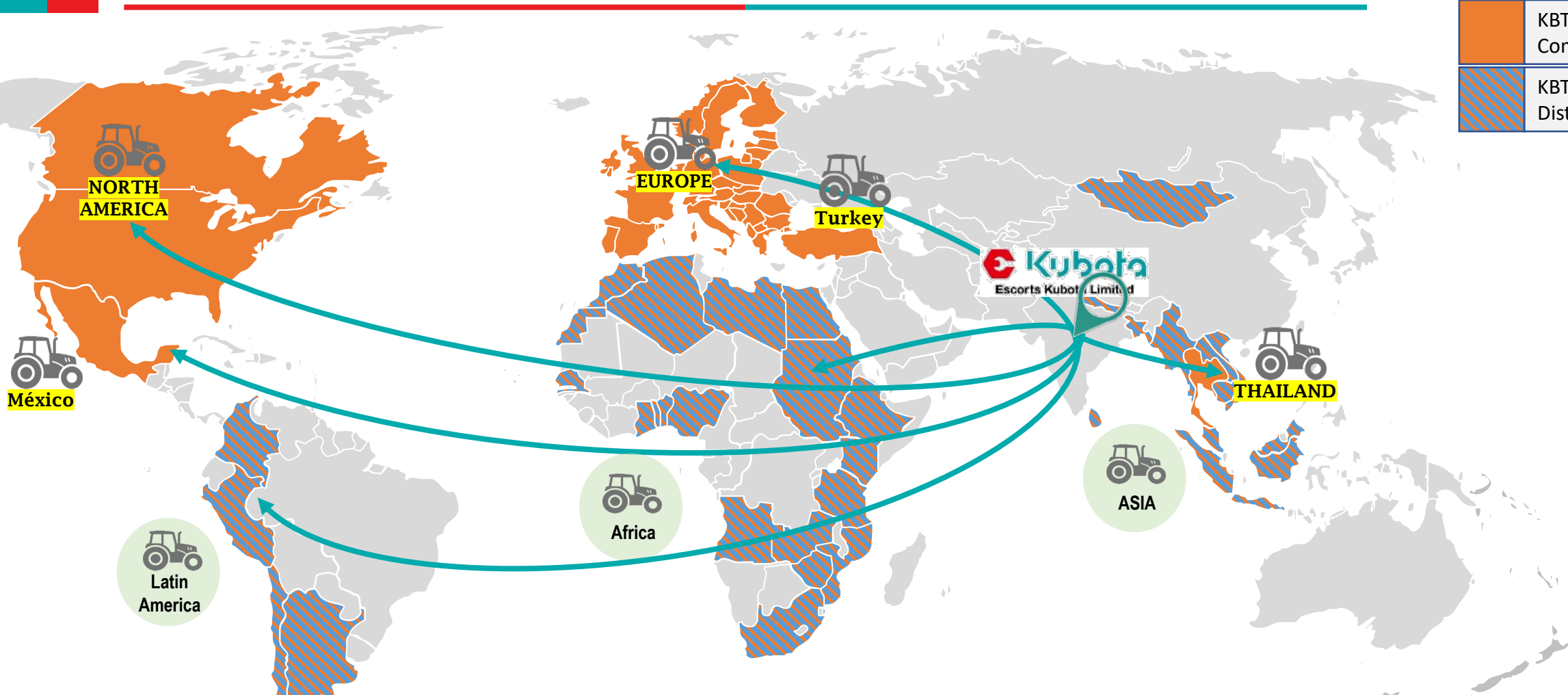
FARMTRAC  
POWERTRAC  
E-KUBOTA



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



- 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



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

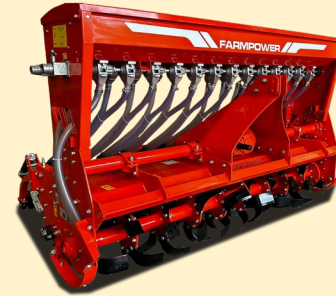
Rotavators



Straw Reaper



Super Seeder



MB Plough

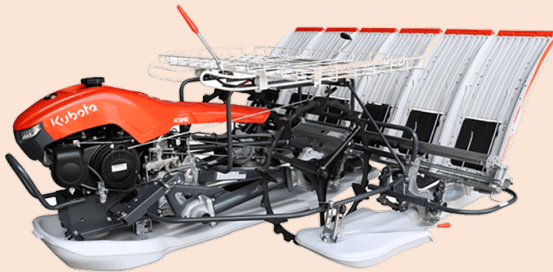



**Escorts Kubota Limited**

MistTrac 600 Tractor-Trailed orchard sprayer



Self Powered



KNP-6W Rice Transplanter  
Walk behind model



PADDY HARVESTER



KA8 Ride on Rice Transplanter



# Recently Introduced

## 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



Kubota Genuine Parts

**K3R!**  
A Kubota Brand

K3R, Second Line Parts



# Construction Equipment

  
Escorts Kubota Limited  
Construction Equipment

PREFERRED PARTNER IN

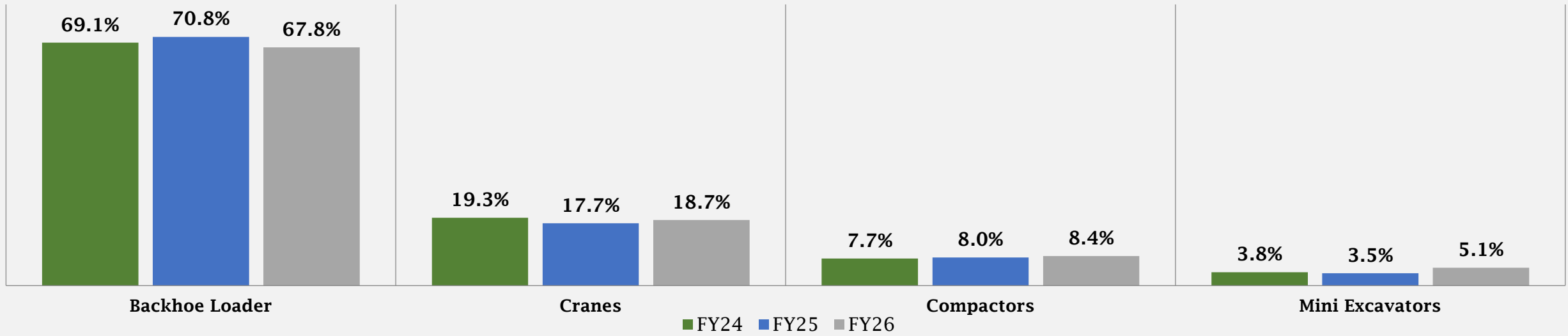
**NATION BUILDING**



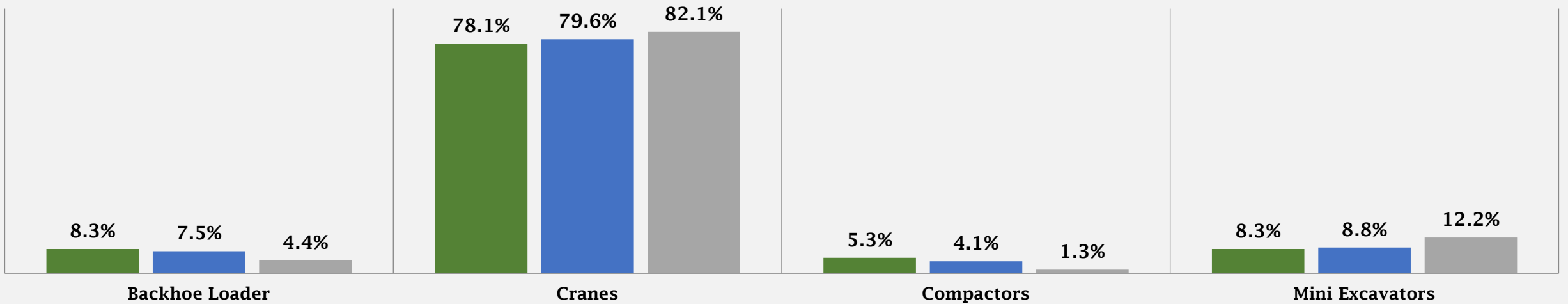


# PRODUCT SEGMENTATION

Served Industry Product segmentation in %



EKL Product segmentation in %





# Construction Equipments

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## 1) Material Handling



## 2) Earth Moving



## 3) Road Construction





## Recently Launched/Introduced

### BLX75

Backhoe Loader



### Hydra 72

Concept showcased



### Hydra 12



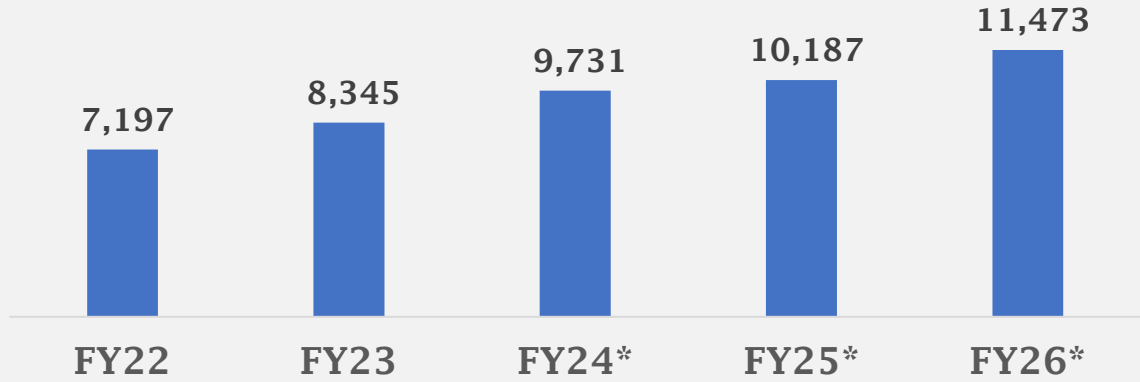
### Kubota U22-3

Mini Excavator

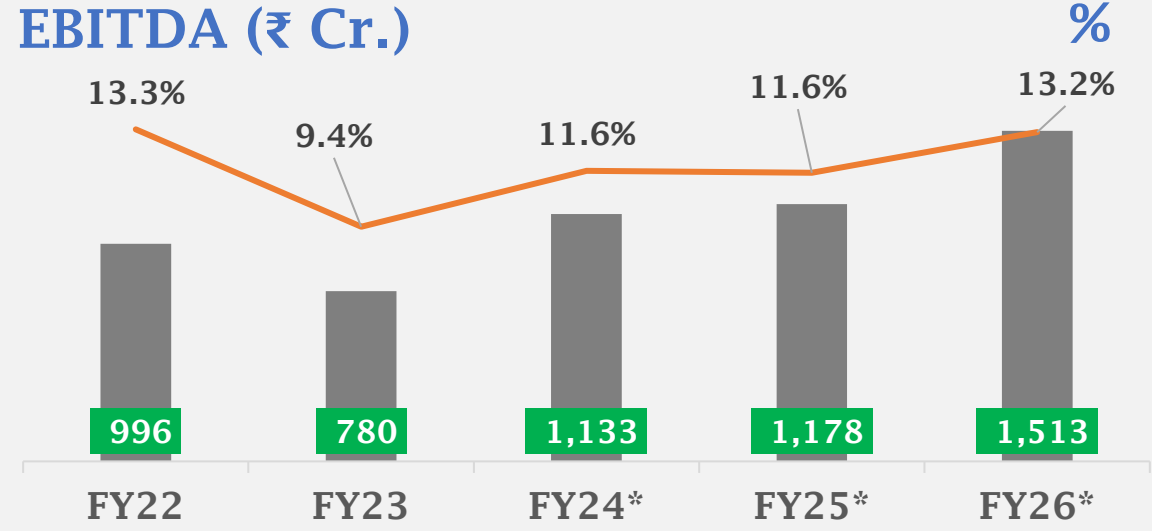


# ↑ EKL KEY FINANCIAL METRICS ...

## OPERATIONAL REVENUE (₹ Cr.)

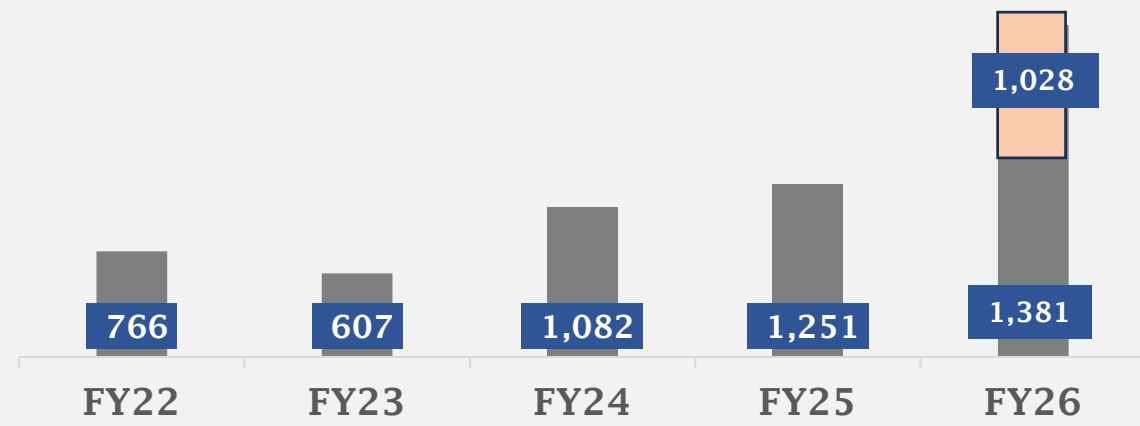


## EBITDA (₹ Cr.)

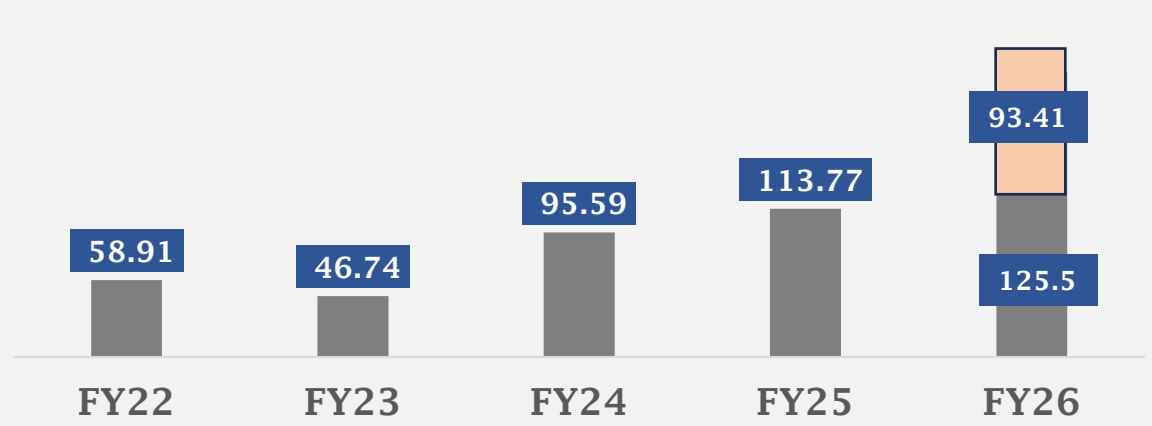


\* From Continuing operations including amalgamating companies

## Reported PAT (₹ Cr.)



## EPS (₹)



# Social Initiatives by EKL CSR

## 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

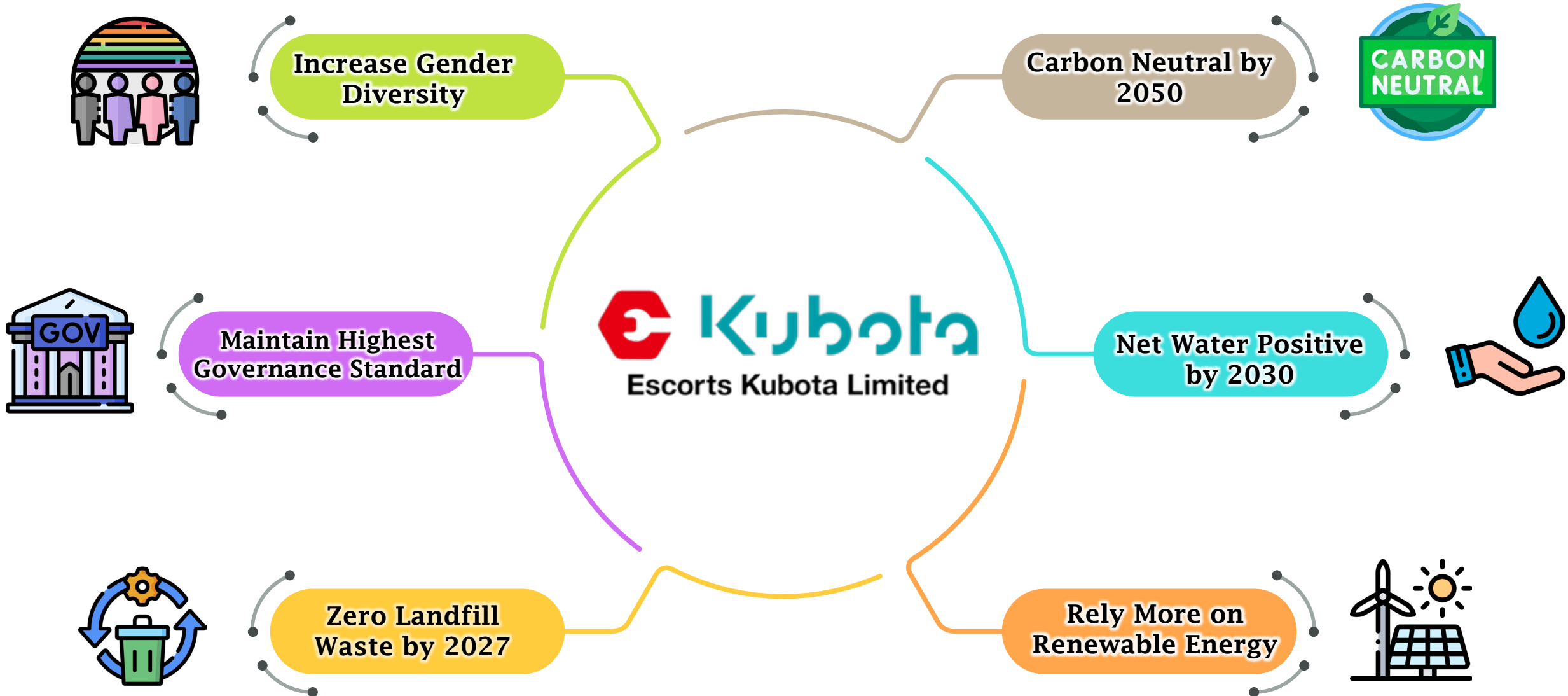


Extension Farm





# ESG @ EKL



# 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



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



**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

Shareholding Trend in %	Mar'2025	June'2025	Sept'2025	Dec'2025	Mar'2026
Promoters	68.04	68.04	68.04	68.04	68.04
Institutions#	16.56	16.65	17.07	17.45	17.37
Public	13.72	13.64	13.23	12.85	12.94
Non-Promoter Non-Public	1.68	1.67	1.66	1.66	1.65
<b>Total</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

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

## Top 10 Shareholders As on 31-03-2026

Name	% to Equity
Kubota Corporation	54.07
Har Parshad and Company Private Limited	9.59
HDFC Mutual Fund (PAN Consolidated Holding)	6.73
Escorts Employees Benefit And Welfare Trust - (Trustee - Anil Kumar Chandrashekar)	1.65
Big Apple Clothing Private Limited	1.58
Rekha Jhunjunwala	1.53
AAA Portfolios Private Limited	1.51
Nikhil Nanda	1.08
Investor Education and Protection Fund Authority	0.69
SBI Life Insurance Co. Ltd.	0.57
<b>Total</b>	<b>79.00</b>



## Safe Harbor

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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

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- **EKL** - Escorts Kubota Limited
- **EKFL** - Escorts Kubota Finance Limited
- **FY** - Fiscal Year represents the 12 months period from 1<sup>st</sup> April to 31<sup>st</sup> March.
- **Q1FY** - Represents the 3 months period from 1<sup>st</sup> April to 30<sup>th</sup> June.
- **Q2FY** - Represents the 3 months period from 1<sup>st</sup> July to 30<sup>th</sup> September.
- **Q3FY** - Represents the 3 months period from 1<sup>st</sup> October to 31<sup>st</sup> December.
- **Q4FY** - Represents the 3 months period from 1<sup>st</sup> January to 31<sup>st</sup> March.
- **9MFY** - Represents the 9 months period from 1<sup>st</sup> April to 30<sup>th</sup> 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.



ON YOUR SIDE

“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