

July 16, 2025

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 051

**BSE – 500495**

**National Stock Exchange of India Limited**

Exchange Plaza, Bandra Kurla Complex,  
Bandra East, Mumbai – 400 051

**NSE – ESCORTS**

**Sub: Presentation at the 79<sup>th</sup> Annual General Meeting**

Dear Sir/ Ma'am,

Please find enclosed herewith Presentation to be made to the shareholders of Escorts Kubota Limited ('Company') at the 79<sup>th</sup> Annual General Meeting to be held on July 16, 2025, at 12:00 Noon (Indian Standard Time).

This is for your information.

Thanking You,  
Yours Faithfully,  
for **Escorts Kubota Limited**

**Arvind Kumar**  
**Company Secretary**

Encl.: As Above



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# Escorts Kubota Limited 79<sup>th</sup> Annual General Meeting

16<sup>th</sup> July 2025

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Powering Sustainable Growth through deeper  
integration and shared excellence

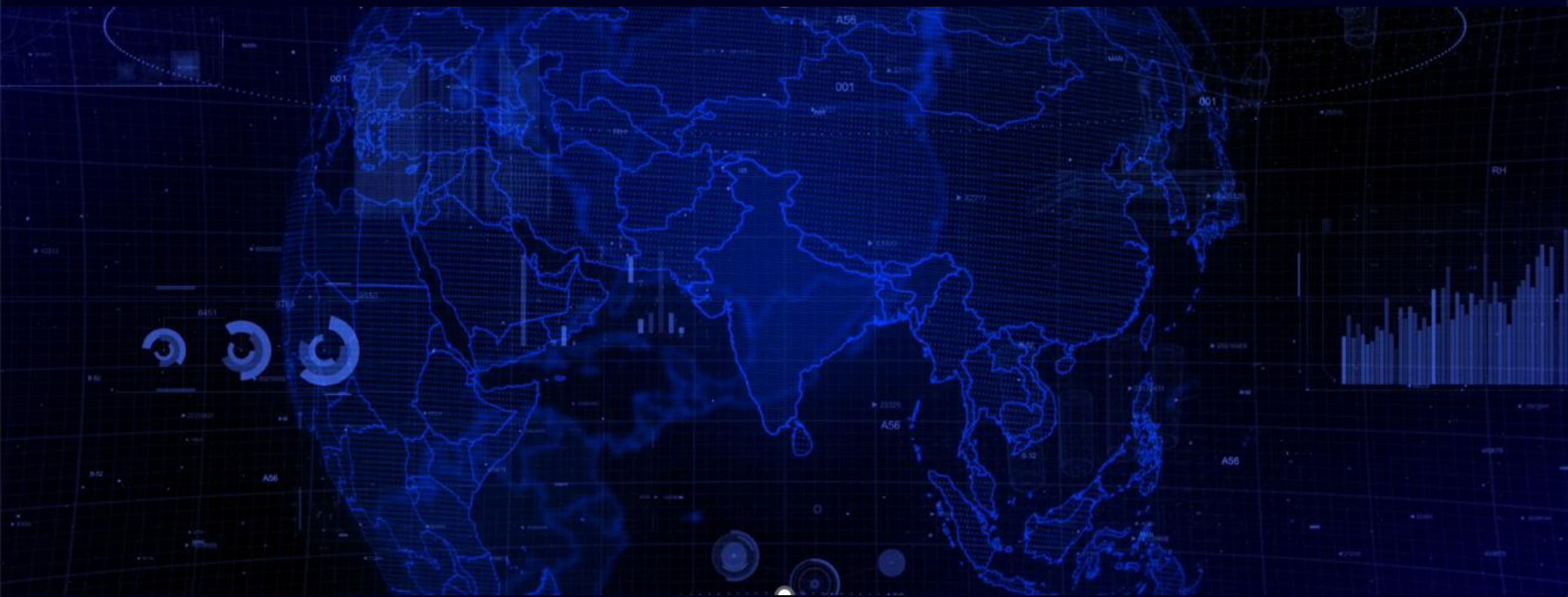
Certain statements in this document include forward-looking comments and information concerning the company's plans and projections for the future, including estimates and assumptions with respect to economic, political, technological, weather, market acceptance and other factors that impact our businesses 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.





# Global Economy

# India Growth Story



# India Growth Story





**Core Sector Fundamentals**



# Core Sector Fundamentals



**Core Sector Fundamentals**



# Core Sector Fundamentals



# Core Sector Fundamentals

साल   
उन्नति और  
विश्वास के...





# 80 Years of Prosperity and Trust



More than 2.5 million Customers



**“Bringing the World’s best to India...**

**And giving India’s best to the world”**





# ONE EKL

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Strategic Synergy  
for a  
Global Edge



# One EKL – Strategic Synergy for a Global Edge



Kubota Agricultural  
Machinery India Pvt Ltd



Escorts Kubota  
India Pvt Ltd

# ONE EKL

**Growth Agenda  
Through Synergy**



**Revenue  
Growth through  
Market Share  
Growth**



**Global R&D  
& Innovation**



**Leverage  
Sales Channel  
Strength**



**Creating  
World  
Factory**



**Leveraging  
Supplier  
Network**




**Strengthening  
Shared Centre  
Capabilities**



Escorts Kubota Limited

# Partnering India's Growth Story

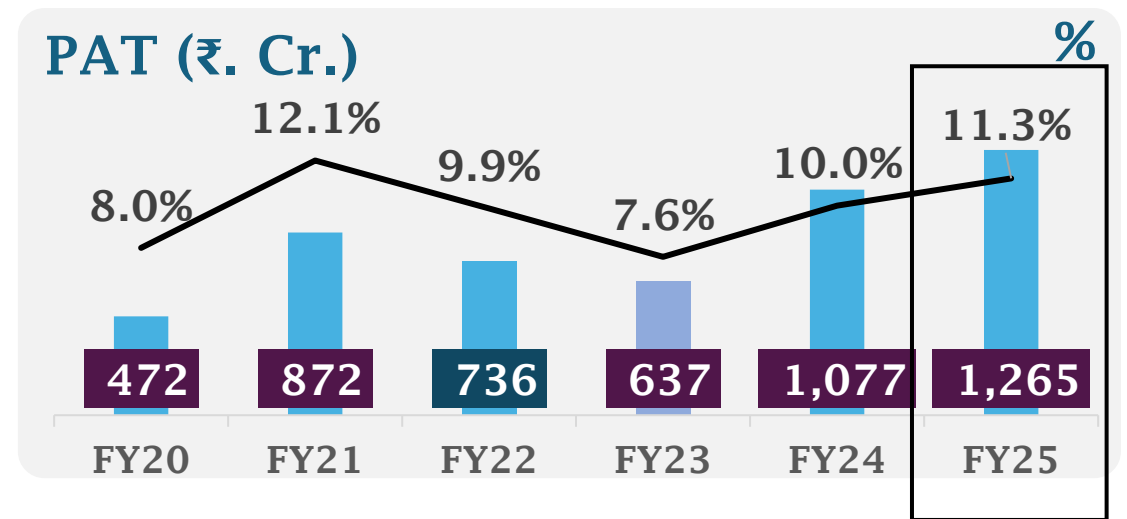
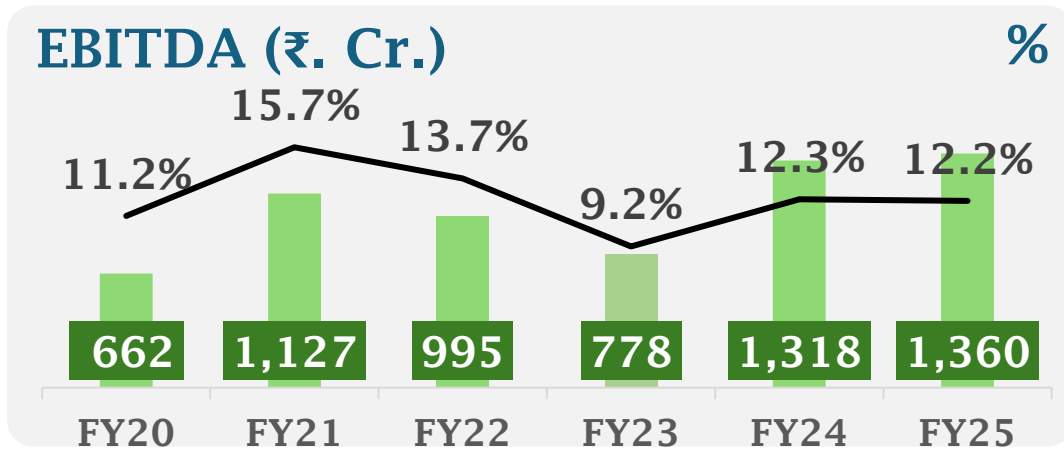
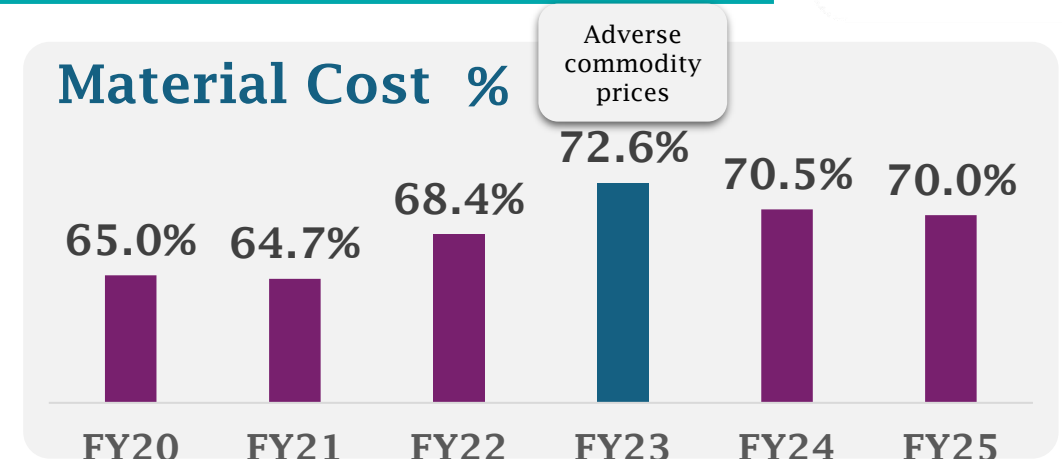
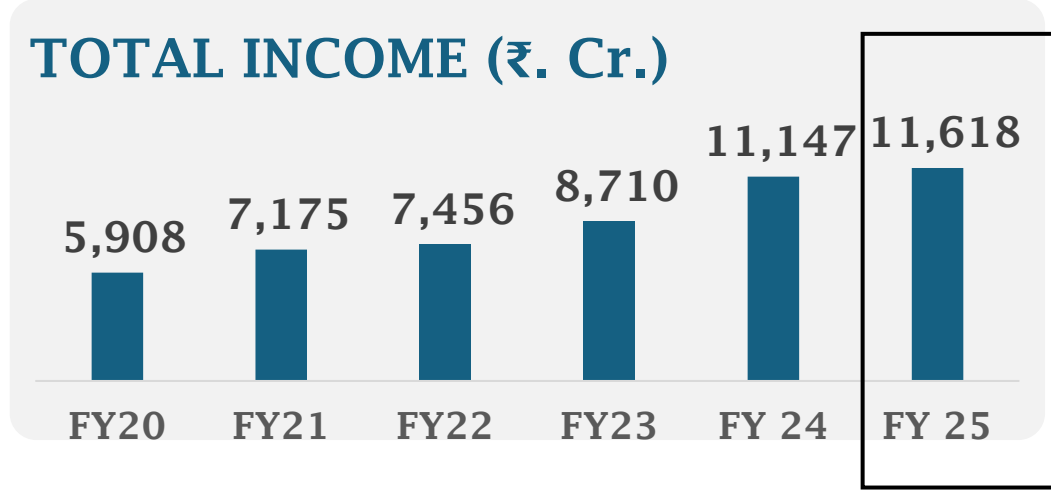




# FY24-25 | An Year of Steady Growth



# EKL Financial Performance\*



\* on consolidated basis (including discontinued operations); Numbers for FY24 and onwards are including merger impact 22



**Total Dividend**  
**280%**

(including 100% per share interim dividend already paid)

**Total Dividend**  
**₹28/- per share**

(including ₹ 10.00 per share interim dividend already paid)

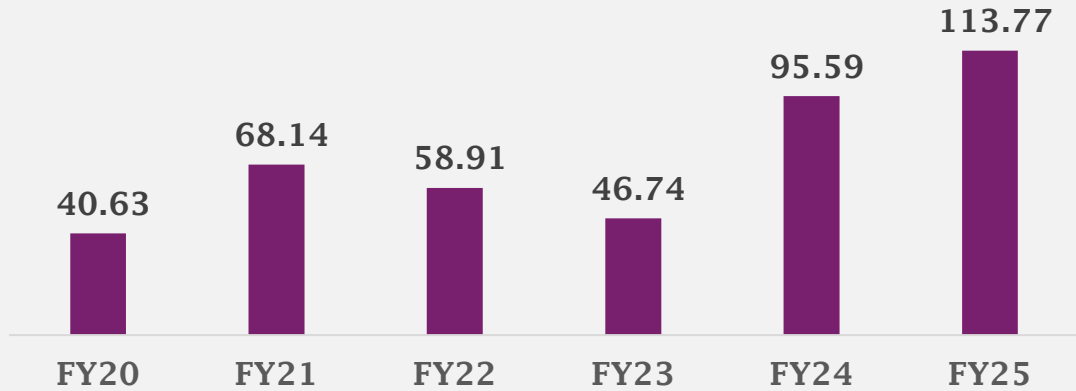




# EKL Financial Performance\*

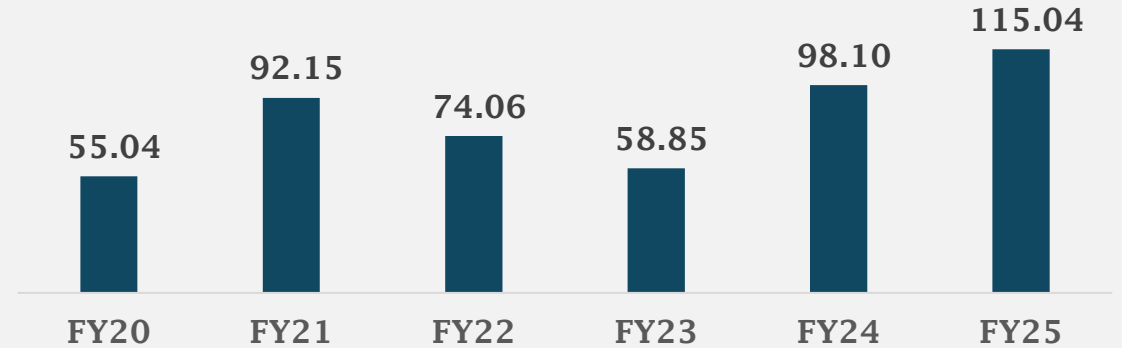
## EPS (₹)

Standalone



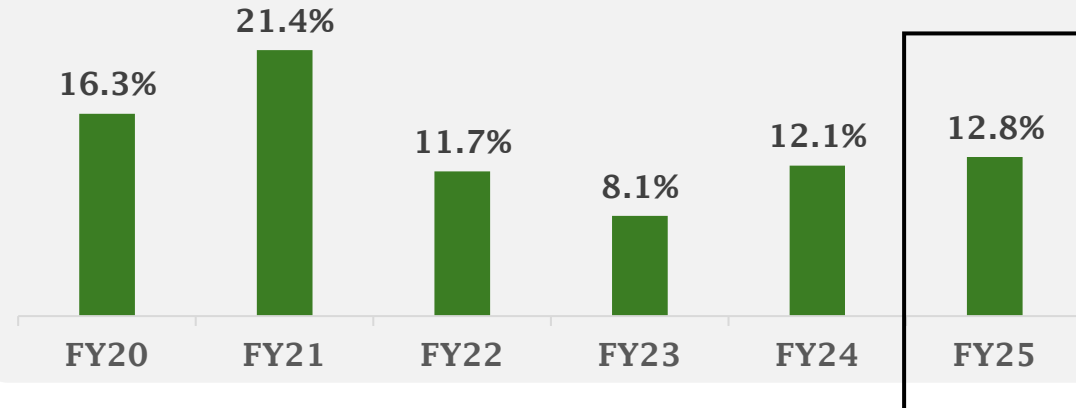
## EPS (₹)

Consolidated



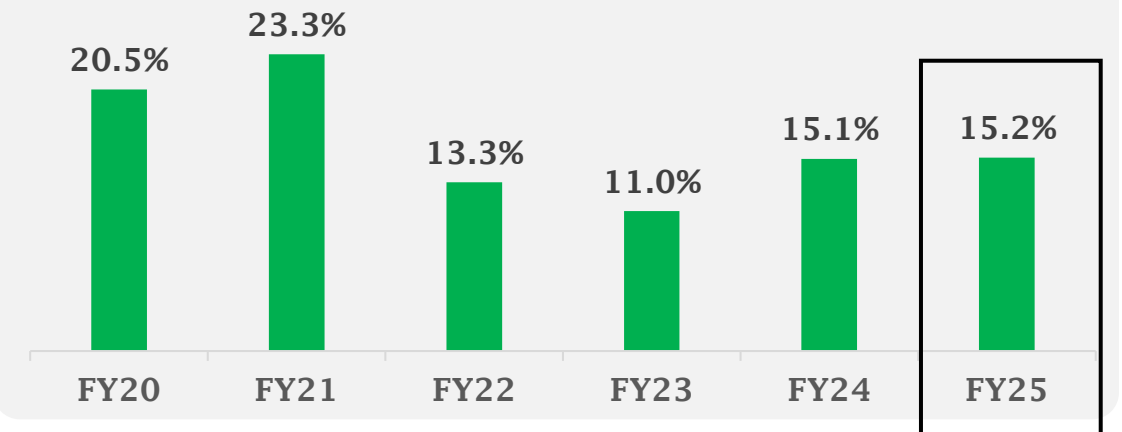
## ROE

Consolidated %



## ROCE

Consolidated %



\* number includes discontinued operations; numbers for FY24 and onwards are including merger impact



# Credit Rating

**LBBB-**  
In FY12



**AA+**

With Stable Outlook  
in April 2025

# Agri Machinery Business



**Sales Volume: 115,554 Tractors**

**Revenue: INR 8447 Crores**

**EBIT Margin: 10.7%**



# Agri Machinery Business – New Products & Technology



## POWERTRAC



Fuel Efficient with cost competitiveness & application focus

## FARMTRAC



Powerful, Premium Feel & Application Suitability

## Kubota



Technology, Versatile & Comfortable

# Agri Machinery Business – New Products & Technology



## FARMTRAC **PROMAXX**



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

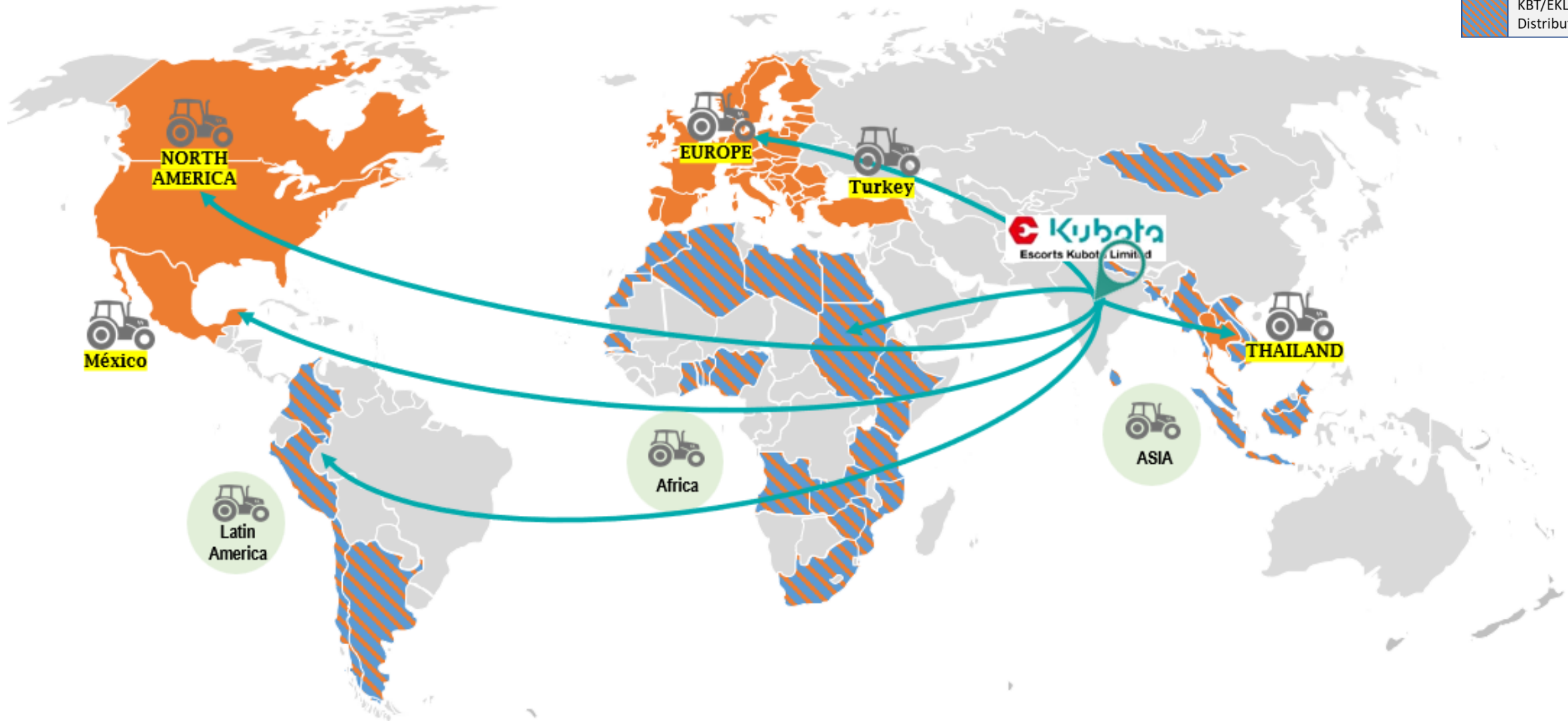
# Agri Machinery Business – New Products & Technology





# Export Business

|   |                      |
|---|----------------------|
|  | KBT Sales Companies  |
|  | KBT/EKL Distributors |



# Non Tractor Business – Agri Solutions



# Non Tractor Business – Engine, Spare Parts, and Service



## CONSTRUCTION EQUIPMENT

Sales Volume : 6,484

Revenue: INR 1730 Crore

EBIT Margin: 9.9%



# Construction Equipment Business – New Products & Technology





# Mini Excavator – A Global Leader





## Railway Equipment Business (Discontinued Operations)

**INR 912.8 Crore**  
REVENUE

**INR 188.7 Crore**  
PBT



# Path to Global Expansion goes through India

## NIKKEI Asia

### Kubota to dig deeper in India, North America with \$3bn R&D buildup

Japan manufacturer to roll out new tractors, loaders under 5-year plan



Kubota's Indian subsidiary Escorts Kubota will oversee development of new basic tractors. (Photo by Hisashi Iwato)

NARUSHI NAKAI  
February 5, 2025 05:21 JST



Yuichi Kitao  
President and Representative Director





## Shingo Hanada

Director – Escorts Kubota Limited

Representative Director and Executive Vice President – Kubota Corporation  
GM of Farm and Industrial Machinery Consolidated Div. , GM of Innovation Centre

# Creating Value through Strategic Focus



**CREATING  
VALUE**



**On  
Your  
Side**



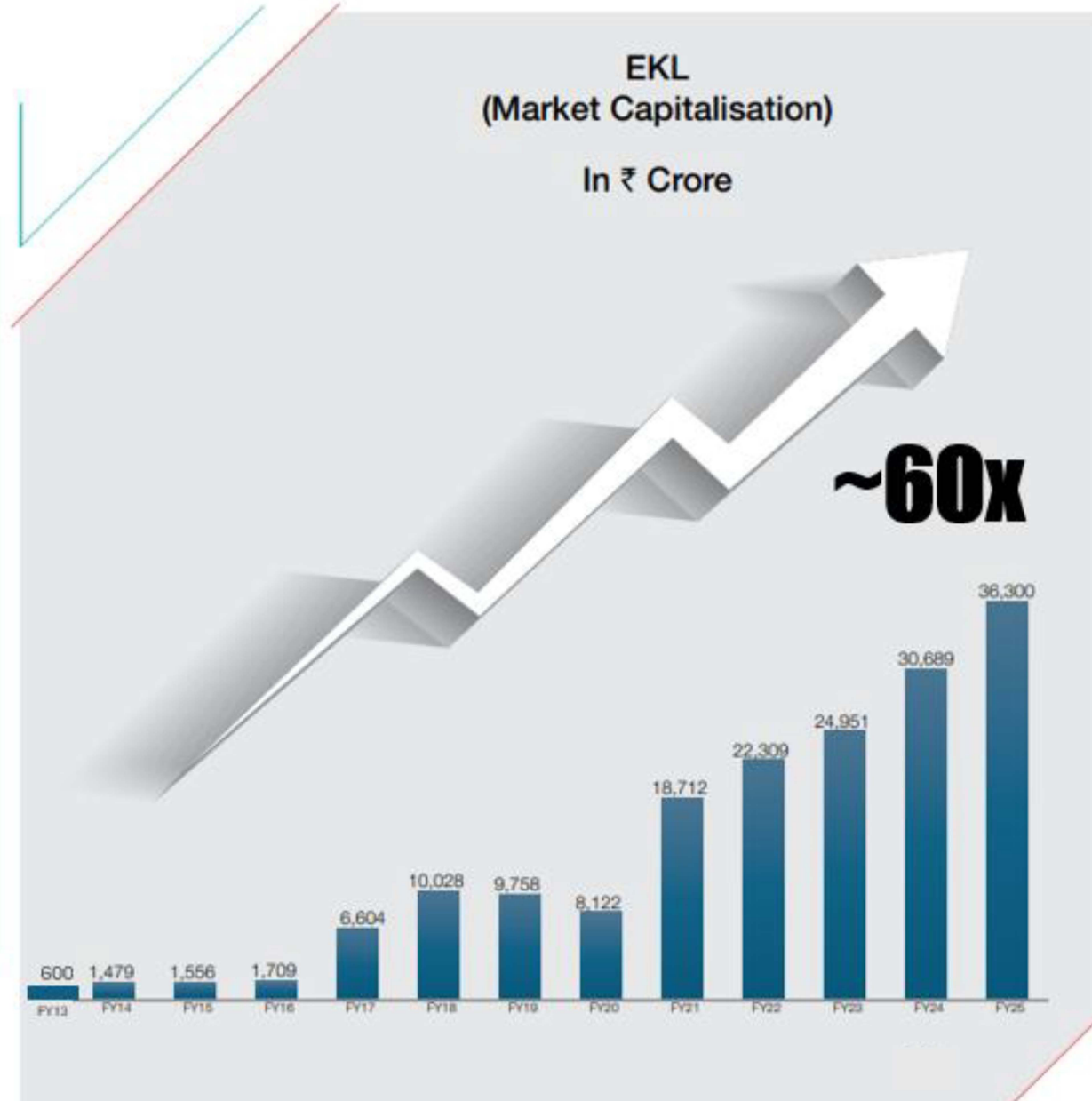


# Customers

Delivering Sustainable Solutions



# Investors | Creating Long Term Value





ALL INDIA TOP DEALER'S MEET  
SHIFT THE LEANSE. SHIFT THE GAME.



ALL INDIA TOP DEALER'S MEET  
SHIFT THE LEANSE. SHIFT THE GAME.

# Dealers

Empowering Growth and Profitability



# Employees : Investing in Talent and Building a stronger Future



# Employees : Investing in Talent and Building a stronger Future



# Employees : Investing in Talent and Building a stronger Future





# Research & Development





## Compact All Terrain Vehicle

# Manufacturing Excellence



# Manufacturing Excellence



# Manufacturing Excellence



# Procurement Excellence



# Escorts Kubota Finance Limited



# Green Field Project





# Transforming Customer Experience through Digital Innovation

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# Reinforcing our Capital Allocation Strategy





# ESG (Environmental, Social & Governance)



# Driving change through commitment to community





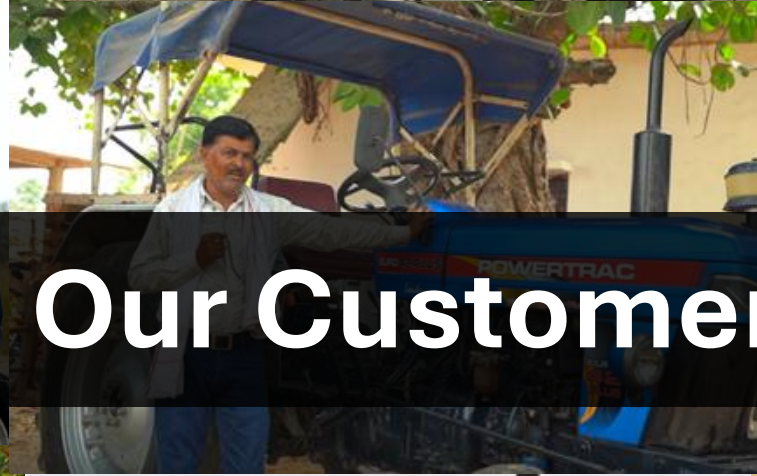
# Escorts Kubota Advanced Farming Institute (EKAFI)





# Closing Note





# Our Customers





# Board of Directors – Driving our Vision and Values

|  |   |   |  |
|--|---|---|--|
|  |  |  |  |
| <b>Nikhil Nanda</b>  | <b>Seiji Fukuoka</b>  | <b>Nitasha Nanda</b>  | <b>Bharat Madan</b>  |
| <b>Executive, Non-Independent Directors</b>                                      |   |   |  |

|   |   |   |   |   |
|---|---|---|---|---|
|  |  |  |  |  |
| <b>Hardeep Singh</b>  | <b>Dai Watanabe</b>   | <b>Shingo Hanada</b>  | <b>Nobushige Ichikawa</b>   | <b>Yasukazu Kamada</b>  |
| <b>Non-Executive, Non-Independent Directors</b>                                     |   |   |   |   |

|   |  |  |   |  |  |  |  |  |
|---|--|--|---|--|--|--|--|--|
|  |  |  |  |  |  |  |  |  |
| <b>Sunil Kant Munjal</b>  | <b>Tanya Dubash</b>  | <b>Harish N. Salve</b>   | <b>Ravindra Chandra Bhargava</b>  | <b>Vimal Bhandari</b>  | <b>Reema Nanavaty</b>  | <b>Manish Sharma</b>   | <b>Dr. Rupinder Singh Sodhi</b>  | <b>Kinji Saito</b>   |
| <b>Independent Directors</b>  |  |  |   |  |  |  |  |  |



# Shareholders and Business Partners



# 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



# Employee and Union





**Thank You**