

February 05, 2026

To,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400001  
**BSE Symbol: INDOFARM**  
**BSE Scrip Code: 544328**

To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, 5th Floor  
Plot No. C/1, "G" Block  
Bandra-Kurla Complex  
Bandra (E), Mumbai – 400 051  
**NSE Symbol: INDOFARM**

Dear Sir/Madam,

**Subject: Investor Presentation for the Analysts/ Institutional Investor Meeting to be held for Financial Results of quarter and nine months ended 31st December, 2025.**

This is in continuation to our intimation dated February 05, 2026 wherein we had informed regarding an Earnings Call scheduled with Analysts / Investors on Thursday, February 12, 2026 at 04:00 p.m. (IST) to discuss the Un-audited Financial Results for the quarter and nine months ended 31st December, 2025.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation of the Company.

The same is also being made available on the website of the Company at [www.indofarm.in](http://www.indofarm.in).

We request you to take the above on record.

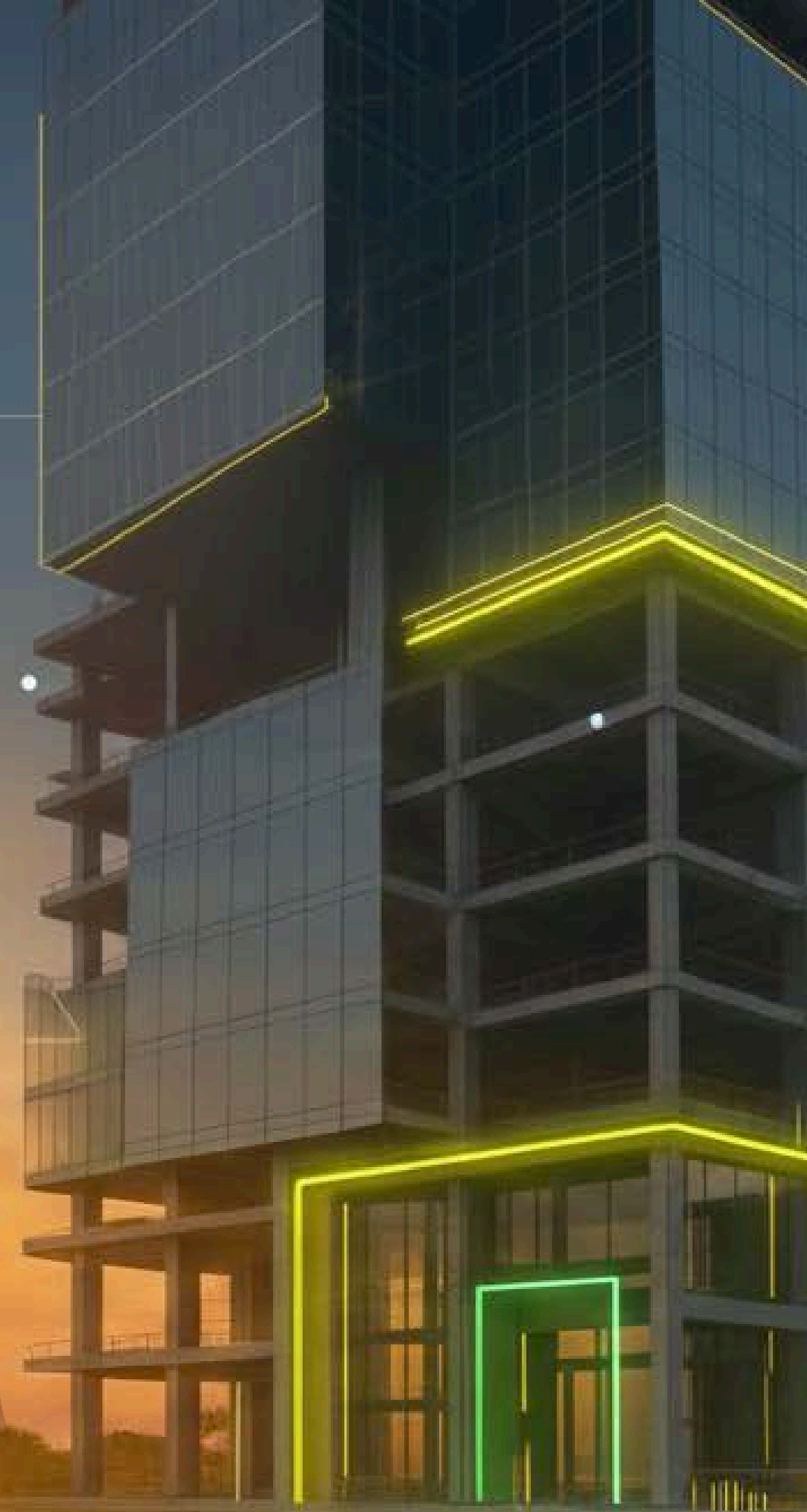
Thanking you,  
Yours faithfully,  
For **Indo Farm Equipment Limited**

**Navpreet Kaur**  
**Company Secretary & Compliance Officer**  
**M. No. 8353**

**Encl: As above**



INVESTOR PRESENTATION  
Q3 & 9MFY26





# ABOUT COMPANY

Established in 1994 and headquartered in **Chandigarh**, Indo Farm Equipment Limited is a **ISO 9001:2015** certified leading manufacturer of **pick & carry cranes (9–30 tons), tractors (16–110 HP)**.

Operating from its advanced manufacturing facility in Baddi, Himachal Pradesh, Indo Farm delivers **high-quality products** under “**Indo Farm**” and “**Indo Power**” brands across India and over **30 export markets** worldwide. The company is supported by a **wide dealer network** comprising **200+** tractor and **25+** crane dealers, serving key Indian states and global customers.



## Operational Snapshot

**100+**  
Acres land bank

**65+**  
Acres existing and upcoming manufacturing facilities

**30+**  
Export countries

## Dealers

**25+**  
Crane dealers

**200+**  
Tractor dealers

## Installed Capacity per Annum

**1,280**  
Cranes

**12,000**  
Tractors

## Financial Metrics for Nine months period of FY25–26 Consolidated

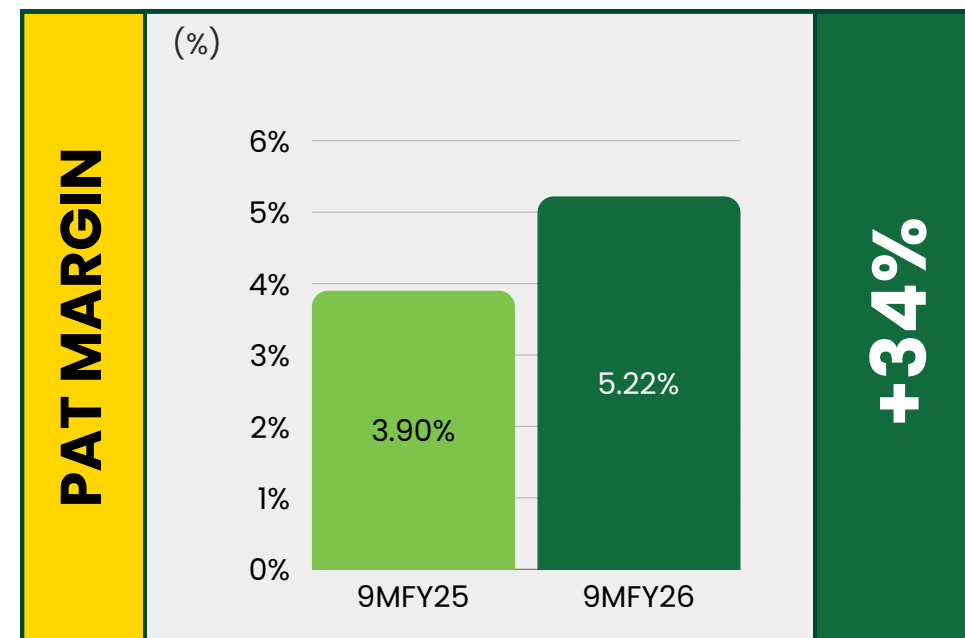
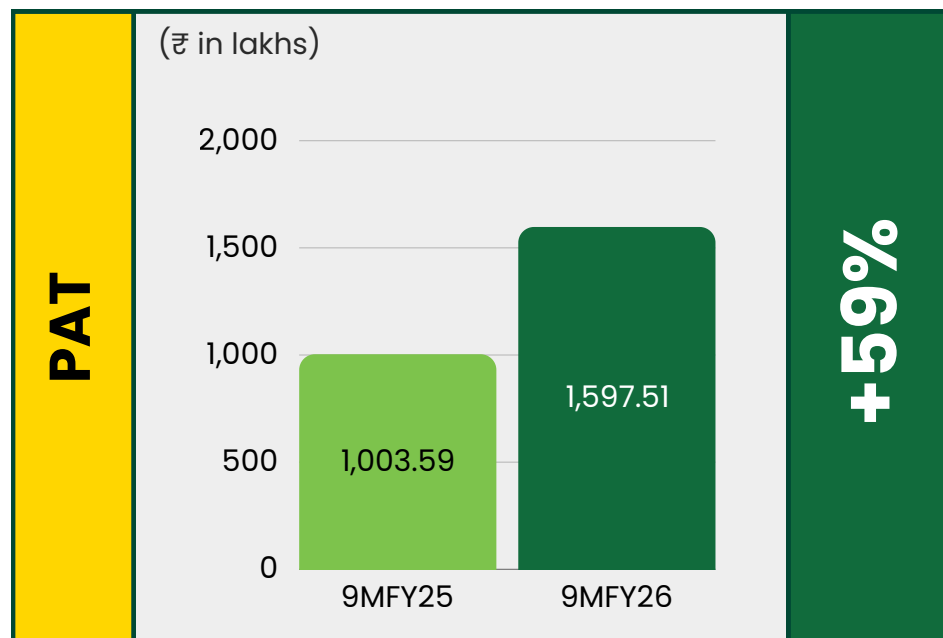
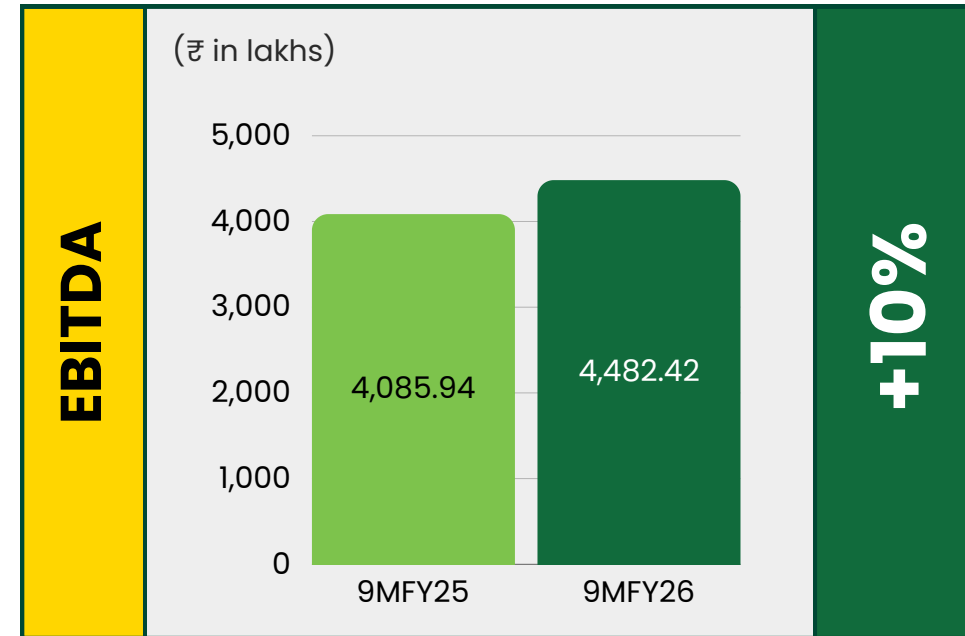
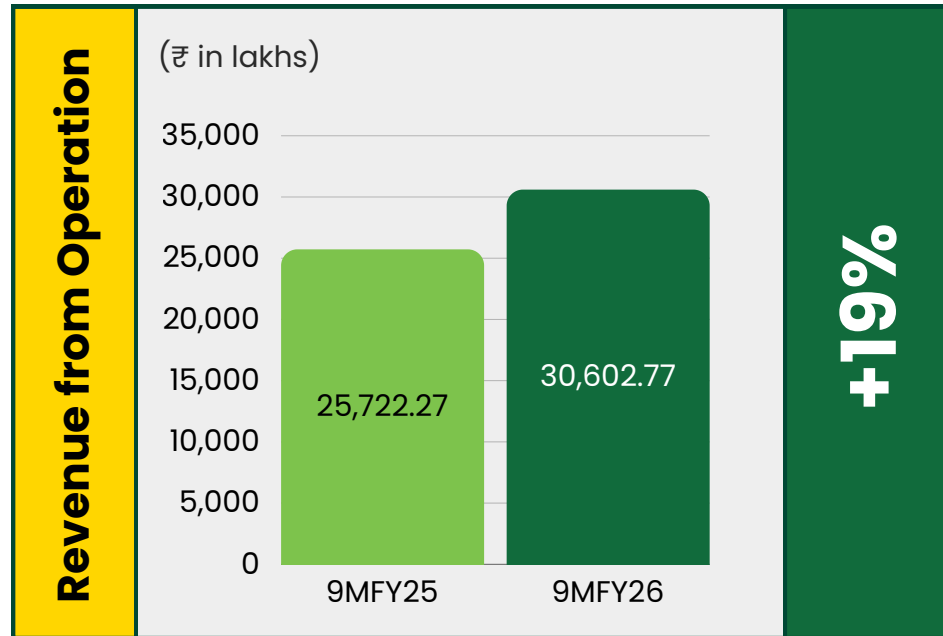
**₹30602.77 lakhs**  
Revenue from operation

**₹4482.42 lakhs**  
EBITDA

**₹1597.51 lakhs**  
Profit after tax



# KEY HIGHLIGHTS



\*Figures are from consolidated statement



# RECENT UPDATE ON THE NEW FACILITY




## NEW PICK & CARRY CRANE PROJECT - BHUD SITE, BADDI




### Status

Project momentum has regained in the current quarter (Q3 FY26). The expected commencement of commercial production is anticipated to commence in Q1 FY27.


## CURRENT PROGRESS



The **civil construction work at Bhud Site**, is in **progress** as per approved plans, timelines, and specifications.



The civil works of the **main shed including the Pre Engineered Building (PEB)** shed and related works are expected **to be completed by March 2026**.



**Orders for major machinery** have been placed, and **procurement is in progress** as per the approved project plan.



# PRODUCT PORTFOLIO

## Hydraulic Mobile Cranes



### Key Features of the Pick & Carry Cranes

- CABIN WITH BETTER ERGONOMICS
- CABIN WITH FOUR-SIDE VISIBILITY
- HEAVY DUTY WINCH & HEAVY DUTY DRAG WINCH
- HIGH GROUND CLEARANCE
- HIGH TORQUE ENGINES
- HEAVY DUTY TRANSMISSION
- LESS MAINTENANCE AND FUEL CONSUMPTION
- AIR BRAKES
- SAFE LOAD INDICATOR
- HYDRAULIC OUTRIGGER

## Agricultural tractors



### Key Features of the Tractors

- EFFICIENT ENGINE
- HIGH BACK-UP TORQUE
- HIGH PULLING POWER
- CONSTANT MESH GEAR BOX
- OIL IMMERSED BRAKES
- HIGH CAPACITY HYDRAULIC LIFT

# INDUSTRIES WE SERVE



## Agriculture



## Construction and infrastructure



## Rural & Infrastructure Equipment Finance



# MANUFACTURING UNIT



## Deep Backward Integration

Key Parts of Cranes- Major components manufactured in-house~ 65%+ in value terms.

- Rear transmission housing
- Front transmission housing
- Transmission Gears
- Fabricated components
- Clutch housing
- Crane cabin
- Chassis, Yoke, Counter- weight
- Hydraulic Cylinder
- Winch
- Brake drums
- Outriggers

Key Parts of Tractors- major components manufactured in-house ~40% in value terms

- Engine Block & Engine Head
- Rear transmission housing
- Front transmission housing
- Transmission Gears
- Hydraulic housing & components
- Clutch housing
- Front axle bracket
- Fenders & Bonnet- Complete Sheet Metal
- Front axle beam including 4 wheel drive
- Axle tubes
- Flywheel housing & Flywheel



# MANUFACTURING FACILITY



**Foundry Division- Casting Line**



**Cylinder Block Machining Centre**



**Gear Shop**



**Assembly Line- Tractor**



**Assembly Line- Crane**



**Sheet Metal Shop**



**Pre-Delivery Inspection- Tractors**



**Pre-Delivery Inspection- Cranes**



# GEOGRAPHICAL FOOTPRINT

Indo Farm exports its products to over **30 countries**

Within India, Indo Farm operates through a comprehensive network comprising:

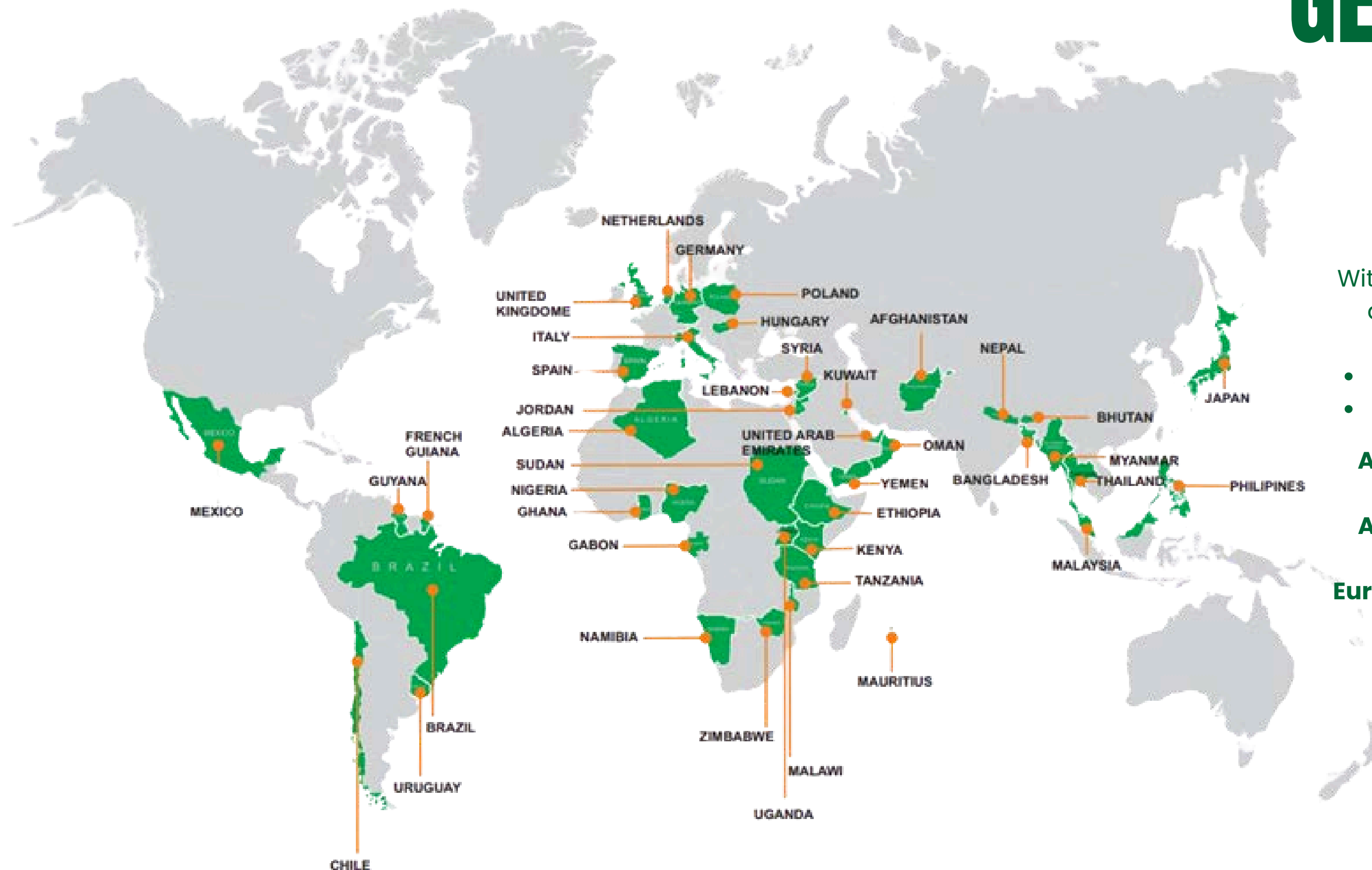
- **6 regional offices**
- **225+ dealers**

**Asia:** Afghanistan, Bangladesh, Bhutan, Jordan, Kuwait, Myanmar, Nepal, Syria

**Africa:** Algeria, Ethiopia, Gabon, Ghana, Kenya, Mauritius, Sudan

**Europe:** Belgium, Germany, Hungary, Italy

**South America:** Brazil, Chile





# REPUTED SUPPLIERS



**TATA MOTORS**

**MRF**



**VE COMMERCIAL VEHICLES**  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

**TATA STEEL**



**BOSCH**



Sundram Fasteners Limited

**GNA**  
group

**karloskar**  
Oil Engines

CK BIRLA GROUP

**nbc**  
flexible solutions

**KANSAI  
NEROLAC**  
PAINTS LIMITED



**APAR**

Tomorrow's solutions today

**TRELLEBORG**

**SPARK MINDA**

The Ashok Minda Group

**CARRARO**



STEEL STRIPS GROUP

Steel Strips Wheels Limited

Wheeling Towards Excellence



# INDUSTRY OVERVIEW

## PICK-AND-CARRY CRANES SECTOR (INDIA)



↑ **USD 1.58 Bn (2026) →  
USD 2.18 Bn (2031)**  
Market Size

**CAGR** ↑  
**6.70%**  
CAGR (2026–2031)

### Key Growth Drivers:

- **Infrastructure push:** Smart Cities, Bharatmala, Make in India.
- **Urbanization** in manufacturing, logistics, real estate.

(Source: Mordor Intelligence).



## TRACTORS SECTOR (INDIA)

**USD 9.4Bn (2025) →  
USD 15.9Bn (2034)** ↑  
Market Size

### Key Growth Drivers:

- **Farm mechanization**, precision farming, and construction use.
- **Government subsidies**, rural credit, and infrastructure projects.
- **Favorable monsoons** boosting rural incomes (9% YoY sales growth in Jun 2025: 77,214 units).

**CAGR** ↑  
**6.05%**  
CAGR (2026–2034)

(Source: Imarc Group).



# INVESTMENT RATIONALE

## Strong Product Portfolio

Complete range: Tractors (20–100 HP) in 2WD/4WD+ construction equipment (9–30 tons)  
~100% product range availability; ~80% global market coverage

## Strong Entry Barrier

Capital-intensive sector with 1,800+ components per tractor; 1,000+ per crane  
Long development cycles; compliance with evolving emission norms  
Skilled labor and brand building: Strategic, gradual process

## Integrated Manufacturing

In-house production of key components (engines, hydraulics)  
40% tractor + 60% crane components manufactured internally  
Vertically integrated cost advantage

## Favorable Industry Landscape

Tractor market is expected to grow at 8–9% CAGR & construction equipments at 5–7% CAGR  
Strong tailwinds from farm mechanization and infrastructure growth



## Experienced Leadership

First-generation promoter + second-generation operations team  
Skilled management supporting sustainable growth

## R&D and Innovation

In-house R&D develops new products and technologies  
Engine tech exports to Lister Petter; partnerships with Zeto globally  
Continuous innovation pipeline

## Diverse Product Range

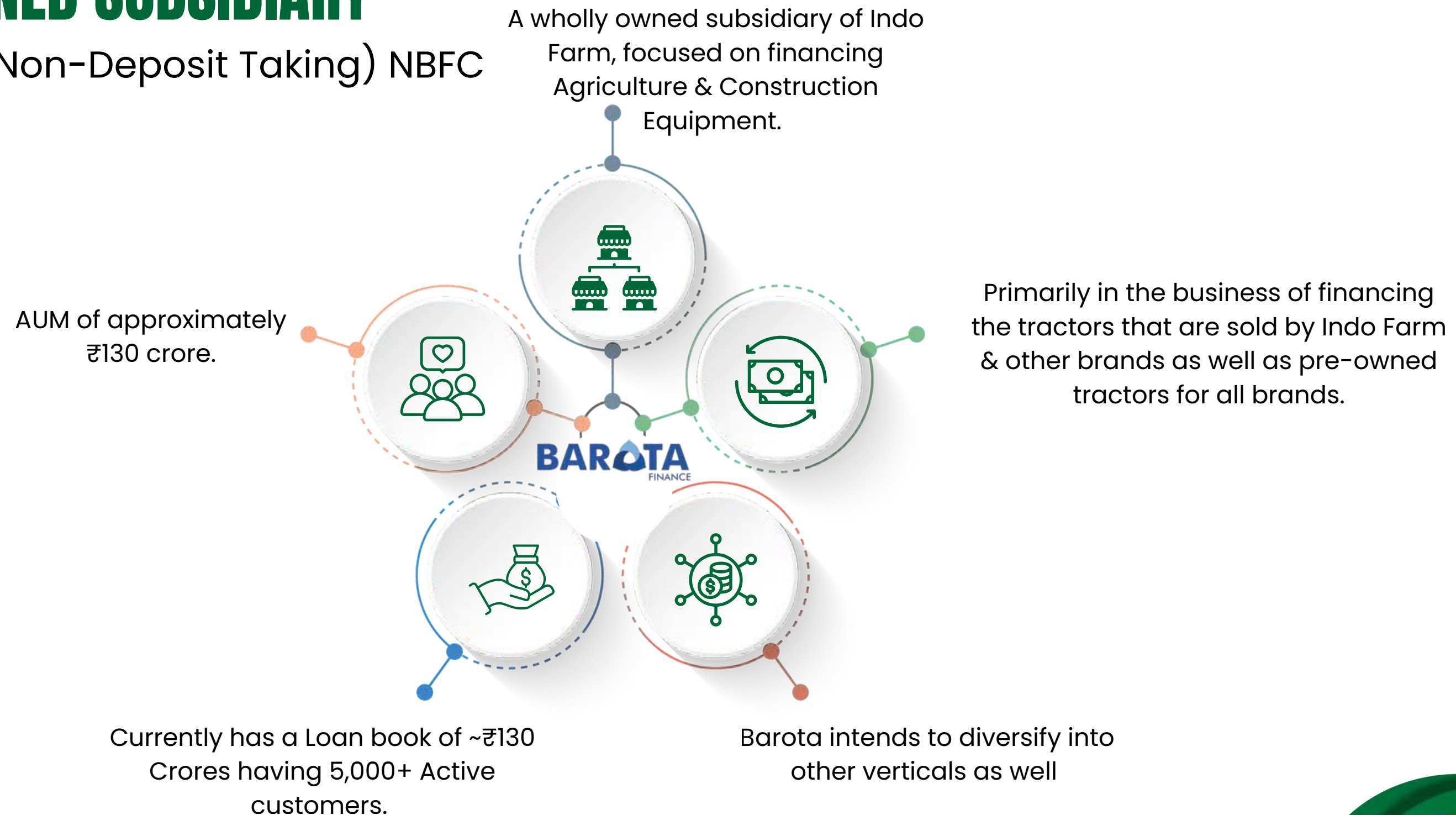
20–100 HP tractors (2WD/4WD); construction equipment (9–30 tons); market depth across segments



# BAROTA FINANCE LTD

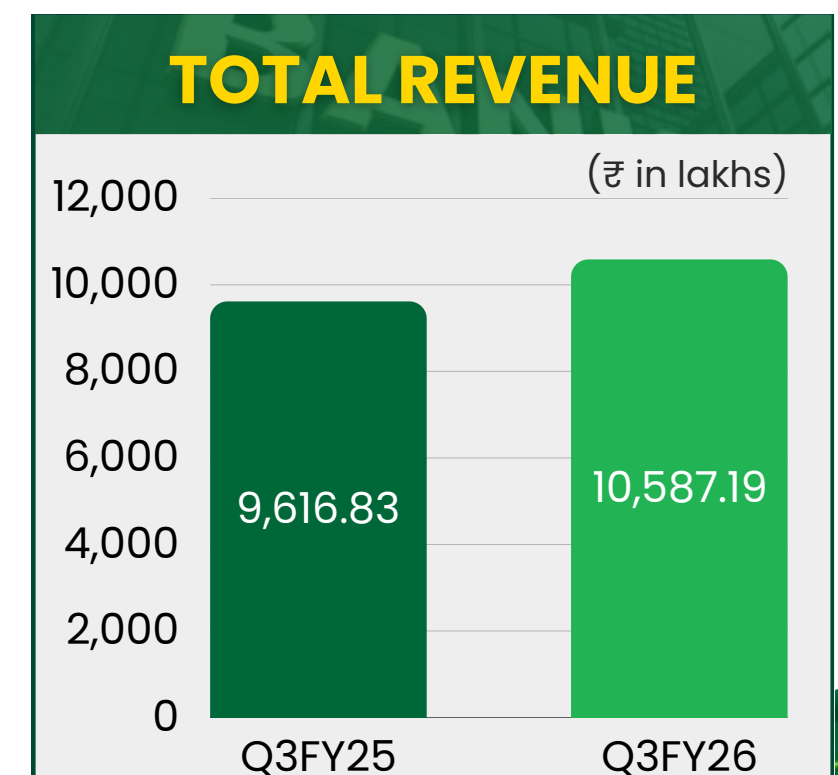
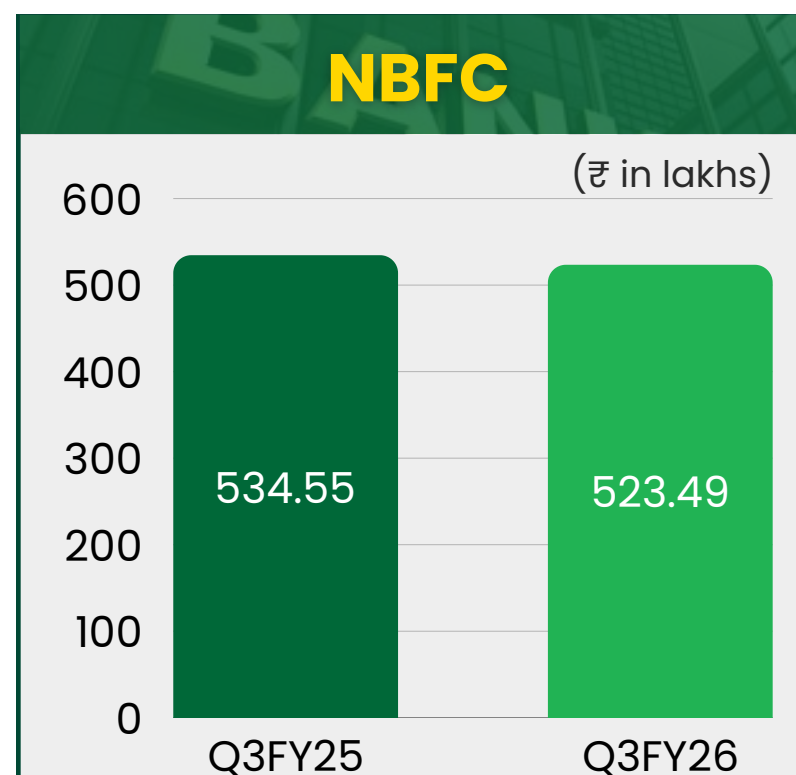
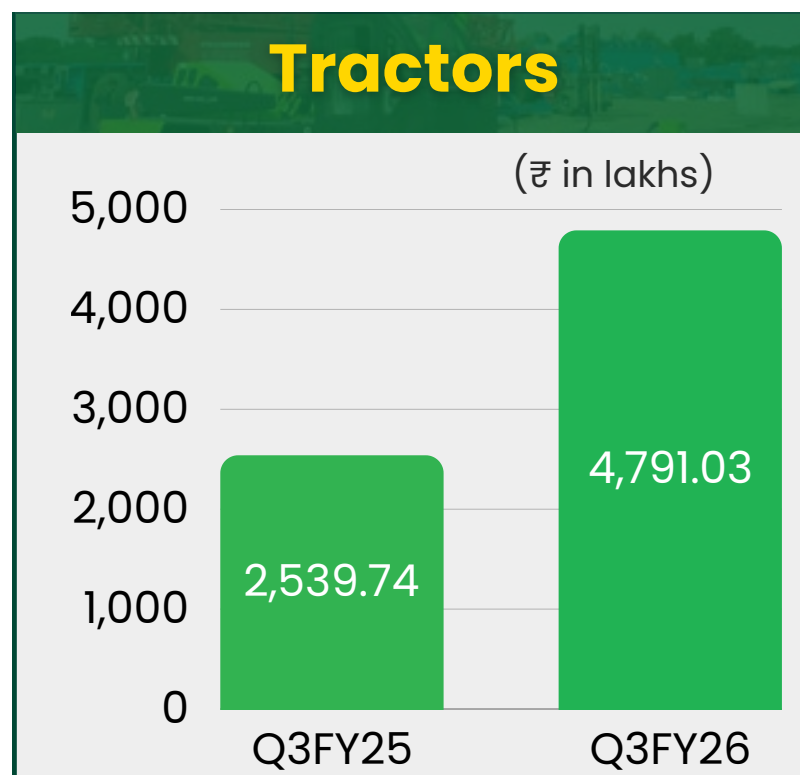
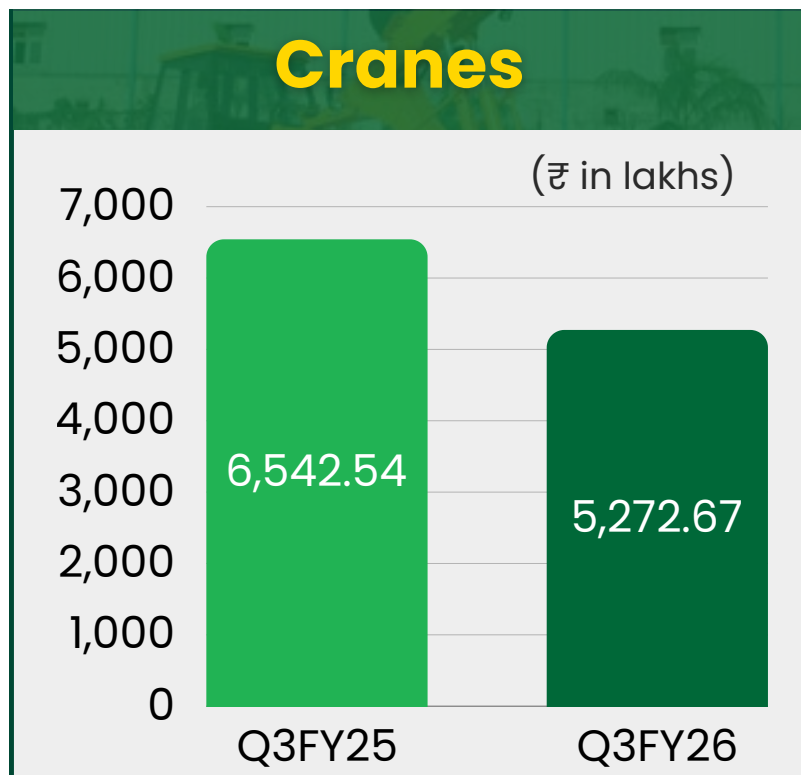
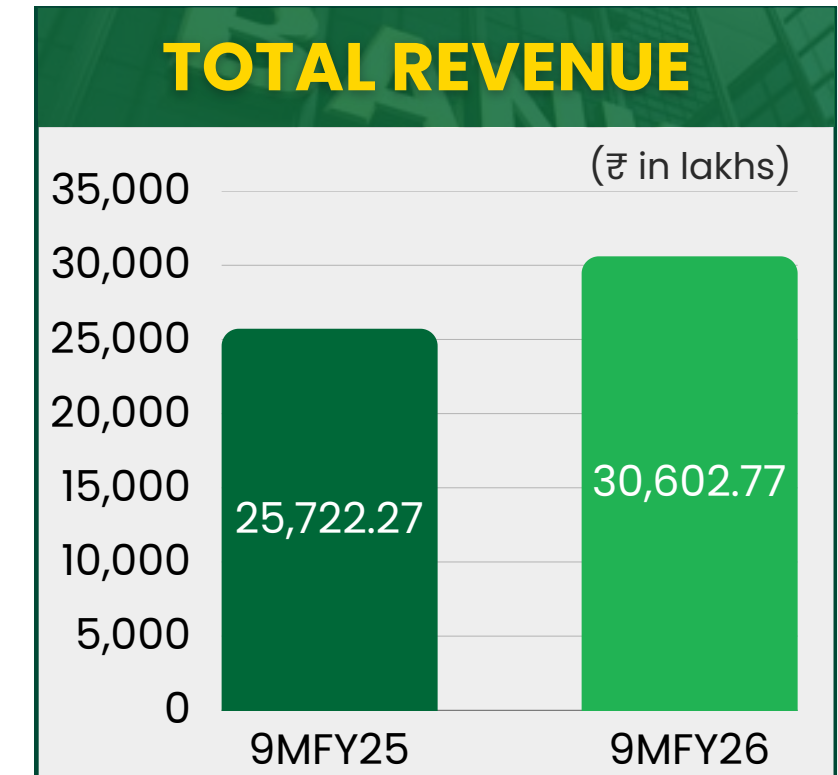
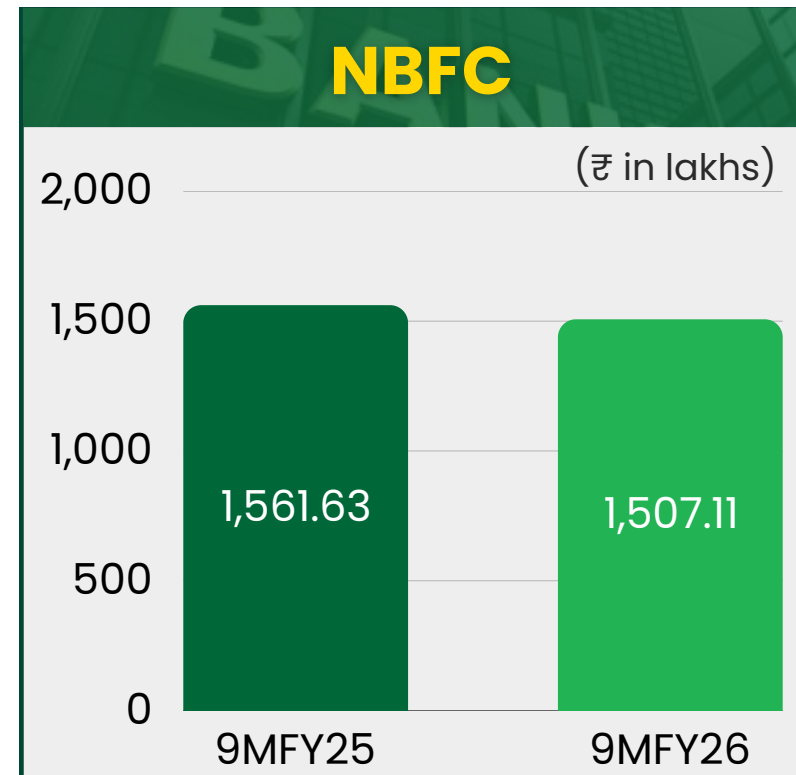
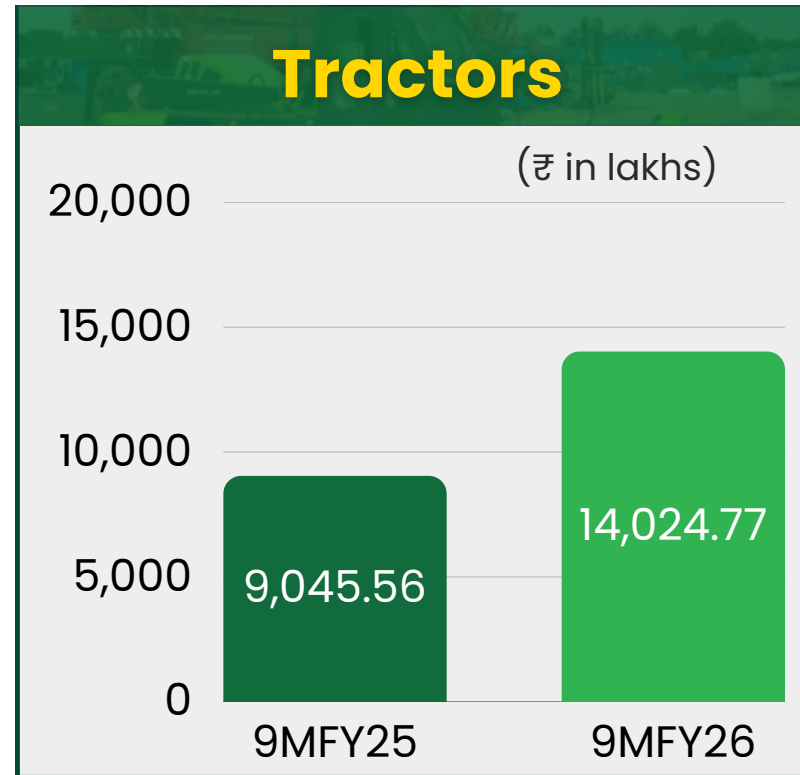
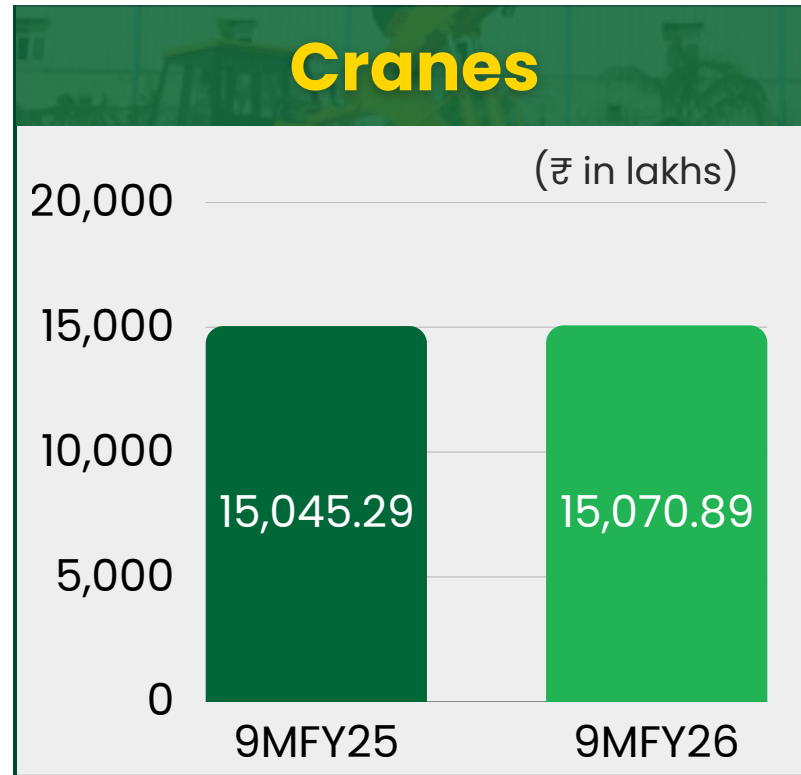
## WHOLLY OWNED SUBSIDIARY

RBI-registered (Non-Deposit Taking) NBFC



# SEGMENT-WISE REVENUE BREAKDOWN

\*Based on Consolidated Figures





# PROFIT & LOSS

(₹ in lakhs)

Particulars	Q3FY26	Q2FY26	Q3FY25	QoQ%	YoY%	9MFY26	9MFY25	YoY%	FY25
Revenue From Operations	10,587.19	10,389.47	9,616.83	1.90%	10.09%	30,602.77	25,722.27	19%	38,718.92
Other Income	175.99	185.61	13.53	-5.18%	1200.70%	536.99	100.94	432%	262.17
Total Income	10,763.18	10,575.08	9,630.36	1.78%	11.76%	31,139.76	25,823.21	21%	38,981.10
Total expenditure	9,235.26	9,112.46	8,133.19	1.35%	13.55%	26,657.34	21,737.27	23%	32,891.80
<b>EBITDA</b>	<b>1,527.93</b>	<b>1,462.62</b>	<b>1,497.17</b>	<b>4.46%</b>	<b>2.05%</b>	<b>4,482.42</b>	<b>4,085.94</b>	<b>10%</b>	<b>6,089.29</b>
Finance Cost	437.96	441.38	652.92	-0.77%	-32.92%	1,320.54	1,875.43	-30%	2,391.27
Depreciation	304.25	304.25	275.11	0.00%	10.59%	907.28	781.02	16%	1,081.48
<b>PBT</b>	<b>785.71</b>	<b>716.98</b>	<b>569.15</b>	<b>9.58%</b>	<b>38.05%</b>	<b>2,254.60</b>	<b>1,429.49</b>	<b>58%</b>	<b>2,616.54</b>
Tax	230.06	218.49	170.96	5.30%	34.57%	657.09	425.90	54%	261.86
<b>Profit After tax</b>	<b>555.64</b>	<b>498.49</b>	<b>398.18</b>	<b>11.46%</b>	<b>39.55%</b>	<b>1,597.51</b>	<b>1,003.59</b>	<b>59%</b>	<b>2,354.68</b>
EBITDA%	14.43%	14.08%	15.57%	2.51%	-7.30%	14.65%	15.88%	-8%	15.73%
PAT%	5.25%	4.80%	4.14%	9.38%	26.76%	5.22%	3.90%	34%	6.08%
EPS									
Basic	1.16	1.04	1.01	-	-	3.32	2.54	-	5.70
Diluted	1.16	1.04	1.01	-	-	3.32	2.54	-	5.70

# FUTURE OUTLOOK

## GROWTH OUTLOOK – FY26

### Revenue Growth Expectations:

- Overall FY26 revenue ~25%
- Tractor segment ~50%
- Crane segment ~10%

### Profitability standalone:

- EBITDA margin: 12.50% – 13.00%

## GROWTH OUTLOOK – FY27

**Overall FY27 revenue:**  
20–25% growth targeted  
(Excluding new crane facility)







# THANK YOU



**Head Office & Plant :**

Export Promotion Industrial Park, Phase-II,  
Baddi - 173 205, District Solan, H.P. (India)

**Registered Office :**

SCO 859, NAC Manimajra,  
Chandigarh-Kalka Road, Chandigarh-  
160 101



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+91 80006 85556 | +91 89051 81853



ir@finportal.in.com

**Meeting Request**

