

May 23, 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.

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.

We request you to take the above on record.

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

Navpreet Kaur
Company Secretary & Compliance Officer
Membership No. F8353

Encl: As Above



INVESTOR PRESENTATION

Q4 FY 2026

Building Strength. Powering Growth.
Delivering Value.



Trusted Legacy
Decades of reliability
and trust



Engineered Excellence
Innovative solutions
built for performance



Driving Growth
Expanding possibilities.
Creating long-term value.



www.indofarm.com

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 **225+** 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



225+
Tractor Dealers

Installed Capacity per Annum



1,280
Cranes



12,000
Tractors

Financial Metrics FY26 Consol.



Revenue from Operation ₹44,002.05 lakhs



EBITDA ₹6,461.82 lakhs



Profit After Tax ₹2,469.35 lakhs



PRODUCT PORTFOLIO



HYDRAULIC MOBILE CRANES

 Cabin with better ergonomics	 Cabin with four-side visibility	 Heavy-duty winch & heavy-duty drag winch	 High ground clearance	 High-torque engines
 Lower maintenance and fuel consumption	 Air brakes	 Safe load indicator	 Hydraulic outrigger	 Heavy-duty transmission



AGRICULTURAL TRACTORS

 Efficient Engine	 High Back-up Torque	 High Pulling Power	 Constant Mesh Gear Box	 Oil Immerse Brakes	 High Capacity Hydraulic Lift
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INDUSTRIES WE SERVE



AGRICULTURE

Empowering farmers with reliable and efficient machinery.



CONSTRUCTION AND INFRASTRUCTURE

Enabling progress through strong lifting solutions and equipment.



RURAL & INFRASTRUCTURE EQUIPMENT FINANCE

Making advanced equipment accessible through flexible financing solutions.

MANUFACTURING UNIT



Deep Backward Integration

Manufacturing critical components in-house, enhancing quality control, cost efficiency and supply chain resilience.



CRANES

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



65%

CRANE COMPONENTS

Manufactured In-House

% in value terms



40%

TRACTOR COMPONENTS

Manufactured In-House

% in value terms



TRACTORS

- 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



3-Coordinate Measuring Machine



Gear Shop



Press Shop



Tractor Assembly Line



**Tractor Final Testing
& Pre-Delivery Inspection**



Crane Assembly Line



**Crane - Final Testing
& Pre-Delivery Inspection**

INDUSTRY OVERVIEW



Tractor Sector (India)

Market Size

USD 9.4Bn → USD 15.9Bn
2025 → 2034

CAGR
6.05%
2025 - 2034

Key Growth Drivers:



Farm mechanization, precision farming, and construction use.



Government subsidies, rural credit, and infrastructure projects.



Favorable monsoons, boosting rural incomes

(Source: Imarc Group)



Pick-and-Carry Cranes Sector (India)

Market Size

USD 1.58 Bn → USD 2.18 Bn
2026 → 2031

CAGR
6.70%
2026 - 2031

Key Growth Drivers:



Infrastructure push
Smart Cities, Bharatmala, Make in India.



Urbanization
in manufacturing, logistics, real estate.

(Source: Mordor Intelligence)



Tower Crane Sector (India)

Market Size

USD 897.79 Mn → USD 1.395 Bn
2025 → 2035

CAGR
4.5%
2025 - 2035

Key Growth Drivers:



Rapid **urbanization** & vertical construction in metro and tier-1 cities.



Government focus on smart cities, metro rail, highways, and infrastructure development.



Increasing adoption of **advanced and automated** tower cranes with better safety and efficiency.

(Source: Market Research Future)

REPUTED SUPPLIERS

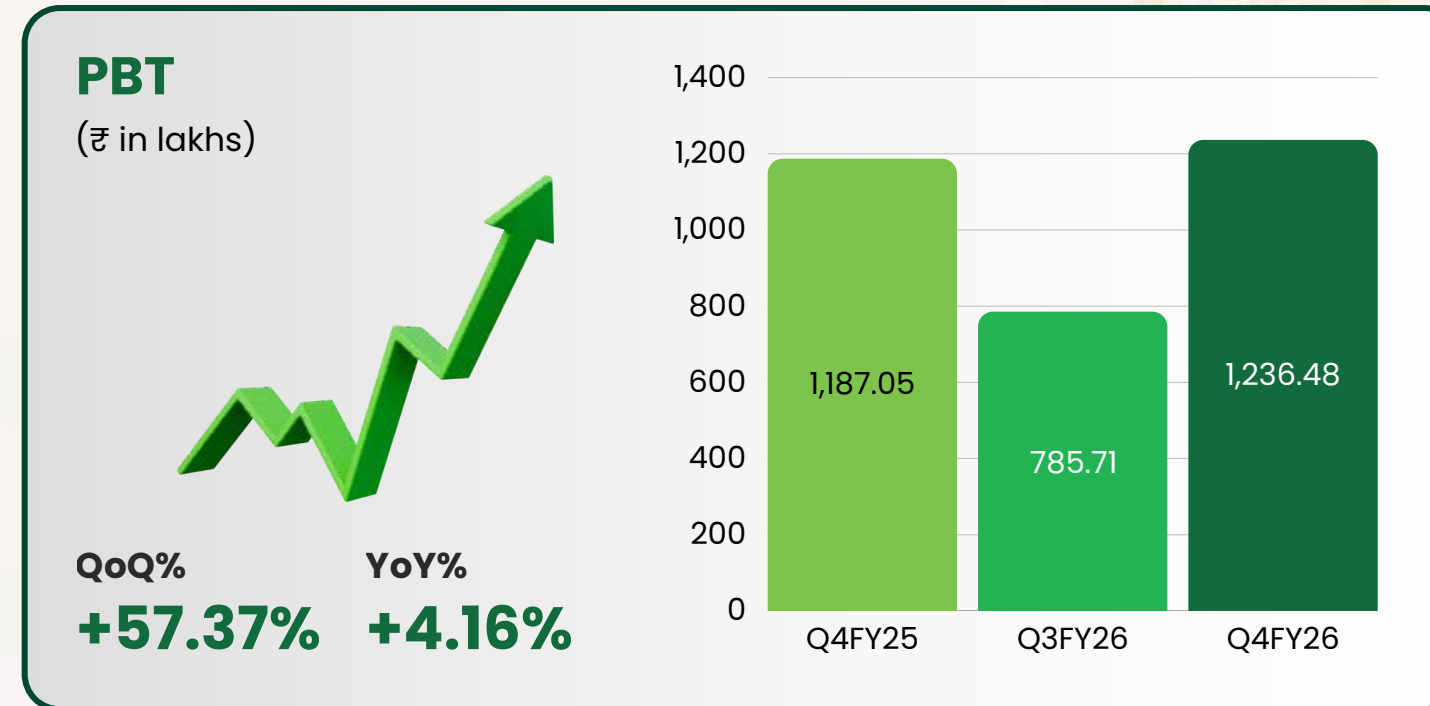
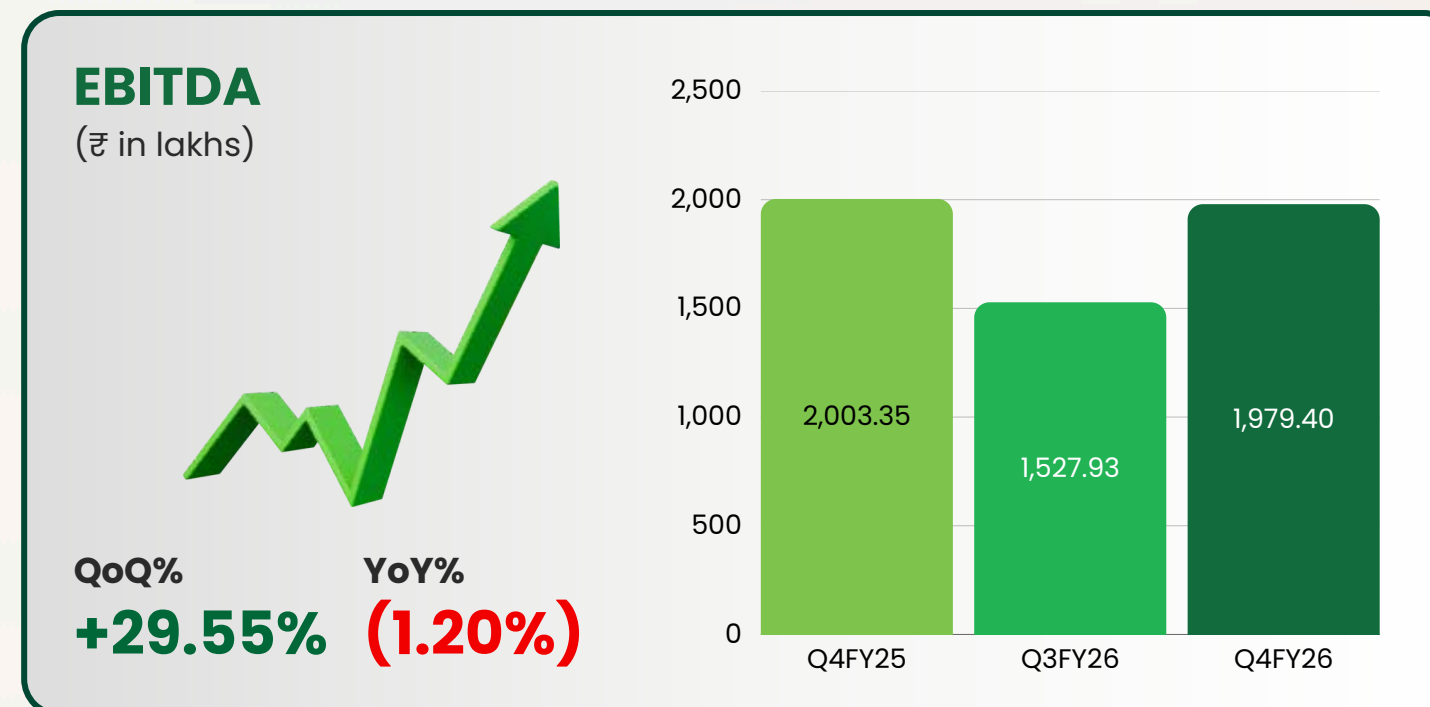


Sundram Fasteners Limited



QUARTERLY PERFORMANCE

All figures are on a consolidated basis and represented in ₹ Lakhs.



YEARLY PERFORMANCE

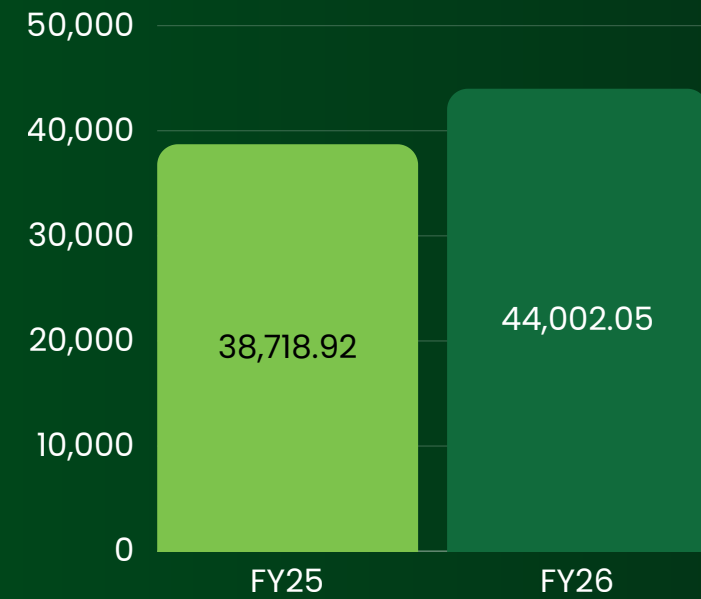
All figures are on a consolidated basis and represented in ₹ Lakhs.

Revenue from Operation

(₹ in lakhs)



YoY%
+13.64%

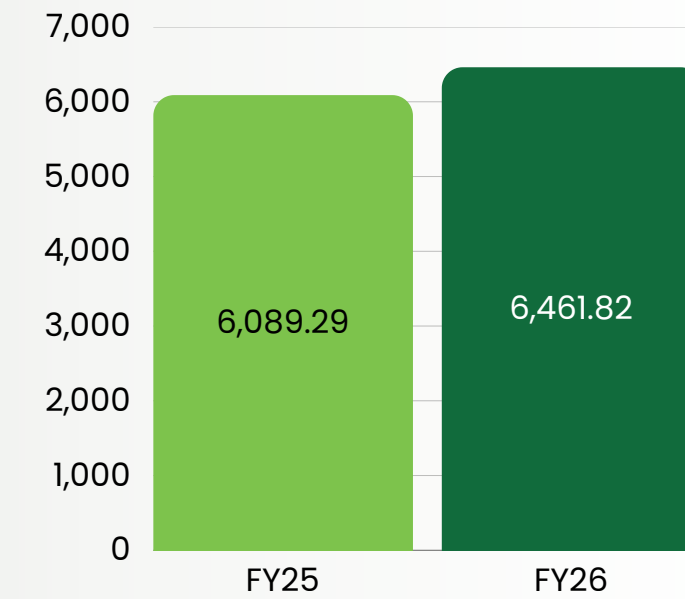


EBITDA

(₹ in lakhs)



YoY%
+6.12%

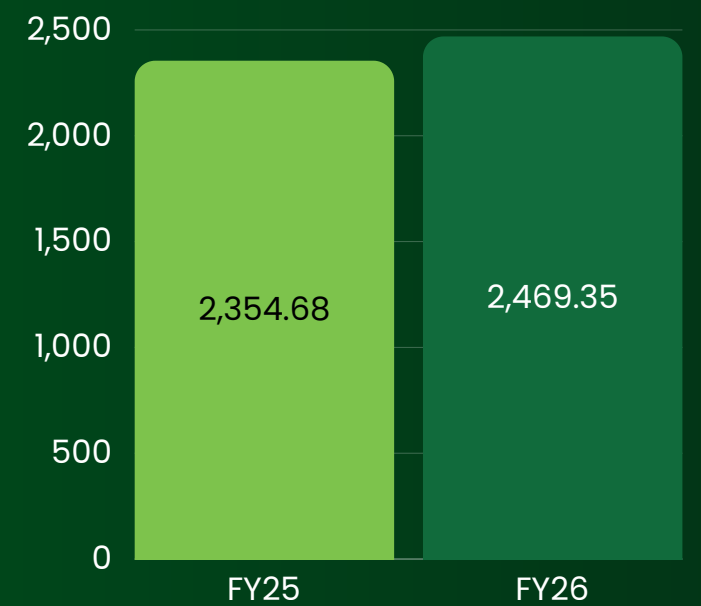


PAT

(₹ in lakhs)



YoY%
+4.87%

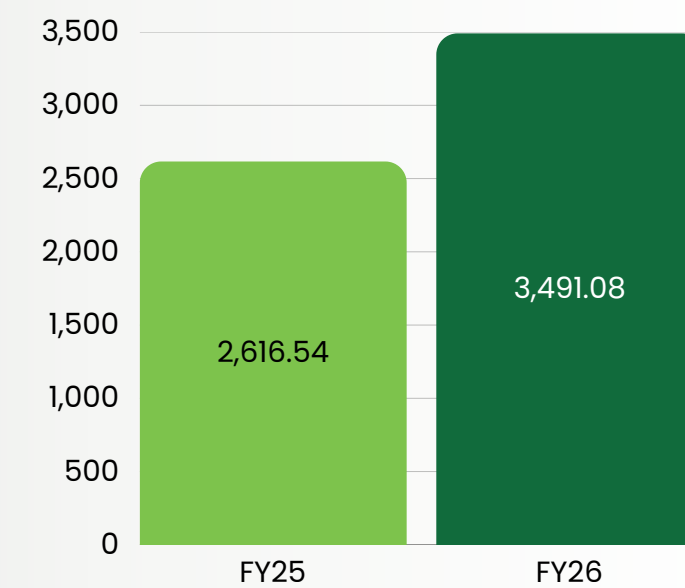


PBT

(₹ in lakhs)



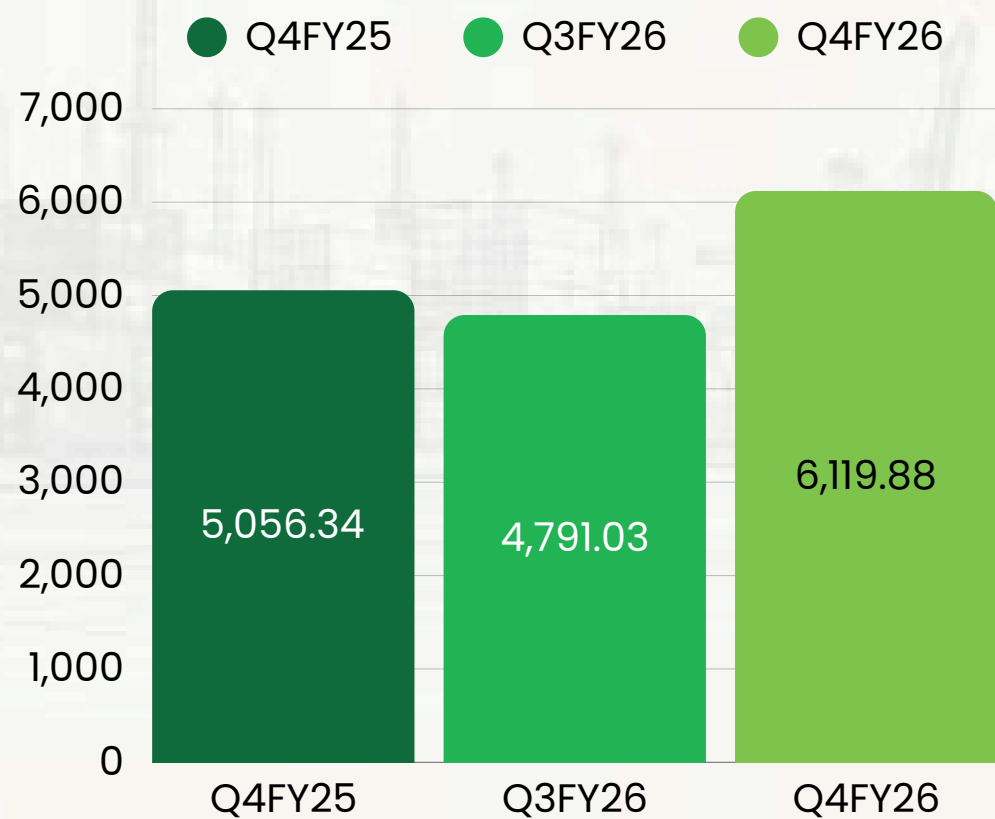
YoY%
+33.42%



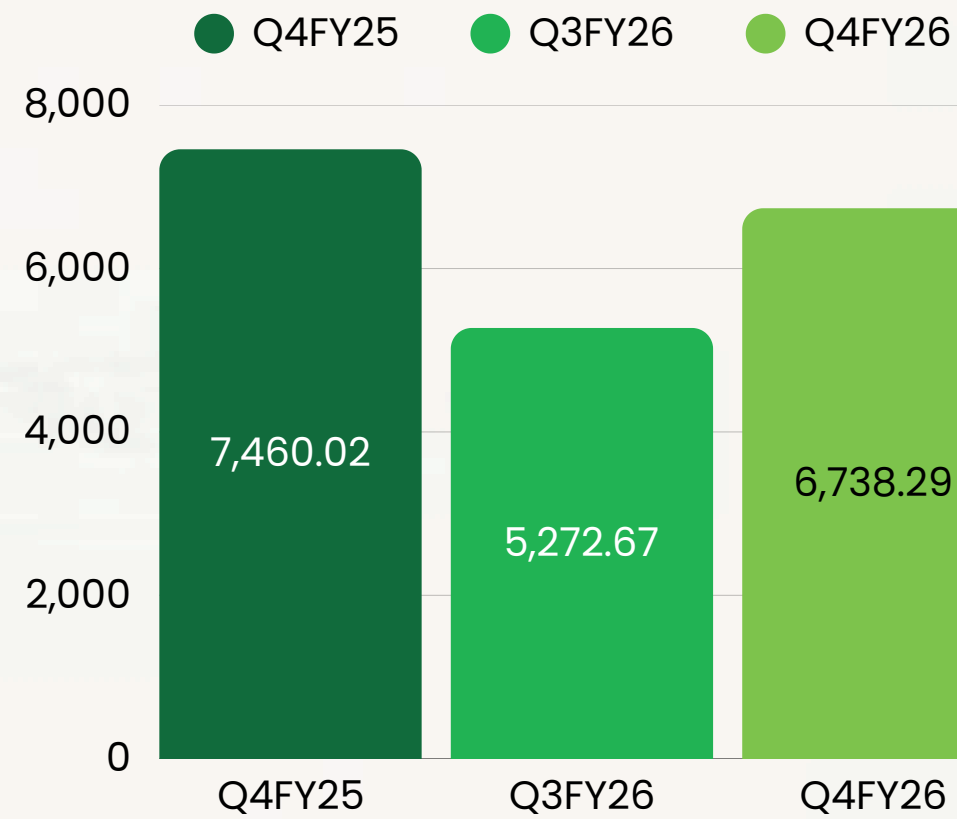
REVENUE BIFURCATION



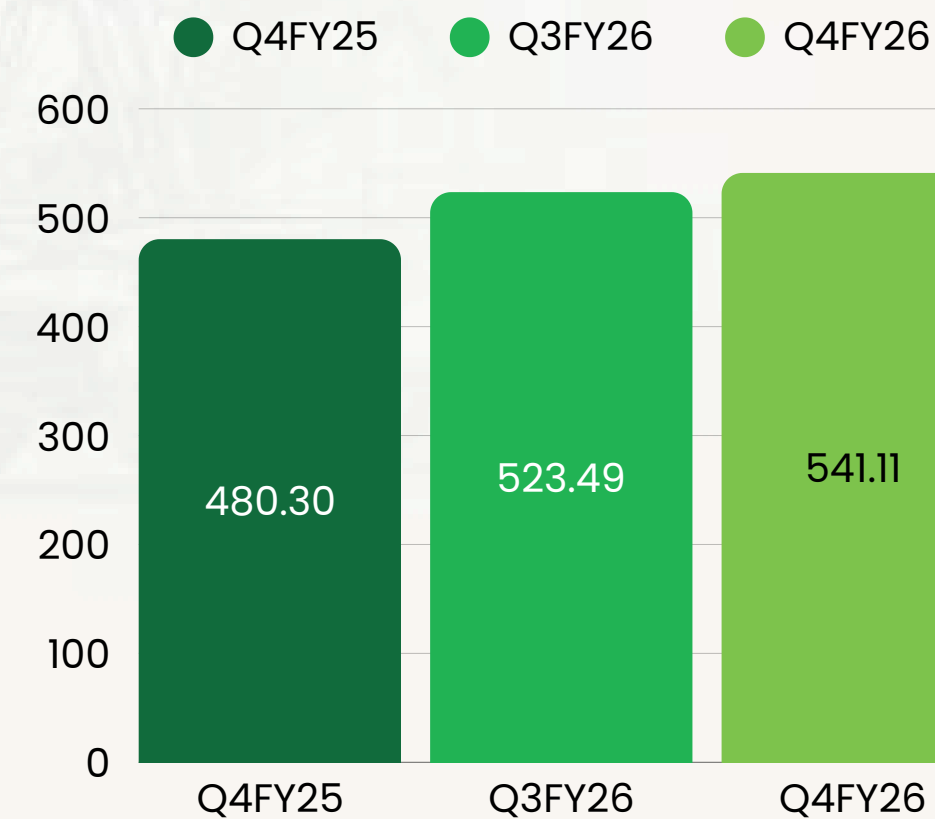
TRACTOR



CRANES



NBFC



All figures are represented in ₹ Lakhs.

GROWTH ENABLERS



TRACTOR DIVISION: DRIVING EFFICIENCY & PROFITABILITY IN THE TRACTOR DIVISION THROUGH HIGHER CAPACITY UTILISATION



Improving tractor industry demand expected to support volume-led growth opportunities



Significant scope for capacity utilisation improvement, enabling better operating leverage and fixed-cost absorption



Higher utilisation levels expected to strengthen margins, profitability, and overall return ratios over the medium term



Positive Outlook

As the Company's oldest and well-established business segment, the Tractor Division continues to provide steady operational support and remains an important contributor to the Company's long-term growth journey.



UPDATE ON NEW CRANE PROJECT



New Pick & Carry Crane Project

Bhud Site, Baddi



Status

Project erectioning is in full swing, expected to start Commercial production in the Q2FY27



CURRENT PROGRESS



The civil **construction work** at Bhud Site, **is in full swing.**



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



Orders for major machinery have been **placed**, and procurement is in progress.



TOWER CRANES: ENTERING A HIGH-GROWTH MARKET



TECHNOLOGY ACQUIRED

Advanced manufacturing technology acquired from China. Successfully **developed and tested** our first **Tower Crane prototype**.



VALIDATION COMPLETE

Cleared comprehensive evaluations across **structural integrity, operational efficiency, reliability** and **safety**, meeting the highest industry benchmarks



PRODUCTION READY

With testing now complete, we are fully geared for **commercial production** commencing in Q2.



BUILT FOR A GROWING INDIA

Purpose-built for **India's** booming housing market, with a sharp focus on **affordable housing projects** in **Metro** and **Tier II cities**.



WHY THIS MATTERS

India's construction sector is expanding at an unprecedented pace, and quality tower cranes remain a significantly underpenetrated segment. By combining proven global technology with competitive domestic manufacturing, we are uniquely positioned to capture this opportunity and deliver high-performance, cost-efficient solutions to a market that is ready and waiting.

BAROTA FINANCE LTD

Wholly owned subsidiary

RBI-registered (Non-Deposit Taking)
NBFC



₹135+ Cr
AUM



5000+
Active Customers



A wholly owned subsidiary of Indo Farm, focused on financing Agriculture & Construction Equipment.



Primarily in the business of financing the tractors that are sold by Indo Farm & other brands as well as pre-owned tractors for all brands.



Currently has a Loan book of ~₹135 Crores having 5,000+ Active customers.



Barota intends to diversify into other verticals as well

INVESTMENT RATIONALE



Strong Entry Barrier

Capital-intensive industry with 1,800+ components per tractor/crane, long product cycles, strict compliance norms, and strong brand positioning creating high entry barriers.



Integrated Manufacturing

Strong in-house manufacturing of key components like engines and hydraulics, improving quality control, operational efficiency, cost optimization and also supporting faster new product developments.



Favorable Industry Landscape

Backed by rising mechanization and infrastructure spending, the tractor industry and construction equipment, both are having huge potential to grow in our country.



Strong Product Portfolio

Diversified portfolio across 20-100 HP tractors and construction equipment, supported by growing domestic reach and export presence.



Experienced Leadership

Led by first-generation promoters and supported by a second-generation operations team with strong industry experience and execution capabilities.



R&D and Innovation

Focused R&D and technology partnerships driving continuous product innovation, feature enhancement, and expansion into advanced equipment categories.



Diverse Product Range

Balanced presence across tractors and construction equipment segments, enabling diversified revenue streams and broader market opportunities.



STATEMENT OF PROFIT AND LOSS

All figures are on a consolidated basis and represented in ₹ Lakhs.

Particulars	Q4FY26	Q3FY26	QoQ%	Q4FY25	FY 2025-26	FY 2024-25	YoY%
Revenue from Operations	13,399.28	10,587.19	26.56%	12,996.66	44,002.05	38,718.92	13.64%
Other Income (Net)	117.16	175.99	(33.43%)	161.23	654.15	262.17	149.51%
Total Income	13,516.44	10,763.18	25.58%	13,157.88	44,656.20	38,981.10	14.56%
Operating expense	11,537.04	9,235.26	24.92%	11,154.53	38,194.38	32,891.80	16.12%
EBITDA	1,979.40	1,527.93	29.55%	2,003.35	6,461.82	6,089.29	6.12%
EBITDA margin	14.77%	14.43%	2.36%	15.41%	14.69%	15.73%	(6.62%)
Depreciation & Amortisation Cost	317.94	304.25	4.50%	300.46	1,225.23	1,081.48	13.29%
Finance Cost	424.98	437.96	(2.96%)	515.84	1,745.52	2,391.27	(27.00%)
PBT	1,236.48	785.71	57.37%	1,187.05	3,491.08	2,616.54	33.42%
Tax	364.64	230.06	58.50%	(164.04)	1,021.73	261.86	290.18%
PAT	871.84	555.65	56.91%	1,351.09	2,469.35	2,354.68	4.87%
PAT Margin	6.51%	5.25%	23.98%	10.40%	5.61%	6.08%	(7.72%)

BALANCE SHEET

All figures are on a consolidated basis and represented in ₹ Lakhs.

Particulars	31/03/2026	31/03/2025
Equity		
Equity Share Capital	4,805.16	4,805.16
Other Equity	50,843.01	48,329.56
Total Equity	55,648.17	53,134.72
Non-Current Liabilities		
Borrowings	4,451.43	5,780.09
Other Financial Liabilities	449.56	404.58
Lease Liability	91.29	110.31
Deferred Tax Liability	410.08	29.59
Provisions	848.4	220.4
Total Non-Current Liabilities	6,250.76	6,544.97
Current Liabilities		
Borrowings	10,376.72	11,417.69
Trade Payables – MSME	320.35	280.87
Trade Payables – Others	2,816.57	2,968.40
Other Financial Liabilities	1,117.43	1,078.36
Lease Liability	35.27	35.1
Other Current Liabilities	149.67	115.91
Provisions	165.82	524.03
Income Tax Liabilities (Net)	154.06	89.16
Total Current Liabilities	15,135.89	16,509.53
Total Equity and Liabilities	77,034.82	76,189.22

Particulars	31/03/2026	31/03/2025
Non-Current Assets		
Property, Plant & Equipment	20,201.54	20,682.55
Capital Work-in-Progress	2,944.78	918.19
Other Intangible Assets	880.24	672.49
Investments	25.23	17.28
Loans	8,321.37	7,424.36
Other Financial Assets	141.14	255.11
Other Assets	153.68	102.68
Total Non-Current Assets	32,667.98	30,072.65
Current Assets		
Inventories	17,912.47	17,296.55
Trade Receivables	11,976.71	10,777.15
Cash and Cash Equivalents	7,317.04	5,959.63
Bank Balances Other than Cash Equivalents	301.20	5,113.67
Loans	5,434.18	5,808.88
Income Tax Assets	26.73	26.73
Other Assets	1,398.51	1,133.96
Total Current Assets	44,366.83	46,116.56
Total Assets	77,034.82	76,189.22

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



THANK YOU



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