Escorts Kubota Limited

August 04, 2025

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001

BSE – 500495

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai – 400051

NSE - ESCORTS

Sub: Copy of Earning Presentation

Dear Sir/ Ma'am,

Please find enclosed herewith the copy of the Earning Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the quarter ended on June 30, 2025.

Kindly take the same on record.

Thanking you,
Yours faithfully,
for **Escorts Kubota Limited**

ARVIND KUMAR
Digitally signed by ARVIND KUMAR
Date: 2025.08.04 14:28:36 +05'30'

Arvind Kumar
Company Secretary

Encl.: As above

Escorts Kubota Limited

Q1 FY26 | EARNING PRESENTATION

4th August 2025

BSE: 500495 | NSE: ESCORTS

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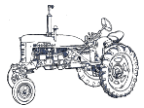
Escorts Kubota Limited: Overview

(Formerly Escorts Limited)

1944 — **Escorts** Inception

1950s — Started Trading of Tractors

1962 — Started Manufacturing **Escorts Tractors** with URSUS



1969 — JV with Ford Motors to make **Tractors**

1971 — Started Manufacturing **Construction Equipment's**

1995 — Launched **Farmtrac** Brand-Ford JV Merged with Escorts

1998 — Launched **Powertrac** Brand of tractors & First **High End Crane**

2004-2012 — Restructuring **Escorts**

2012-2020 — Products Expansion

2020-2022 — Strategic partnership with **Kubota Corporation**

2022-24 — **EKFL** Captive Finance

2024-25 — **One EKL**

Bringing World's best to India and offering India's best to the world

EKL Snapshot

Escorts Kubota Limited

80+ Years Of Prosperity and Trust

6 Manufacturing Plant

1 R&D Centre & Corporate Office

15K+ No. of Employees

Escorts Kubota Finance Limited — Captive Finance company

More than 2.5 mm 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.

Q1 Standalone Highlights – Q1FY26 YoY

Escorts Kubota Limited

Particulars	Industry Growth	EKL Growth	Variance
Domestic Tractor Volume	9.2%	-1.9%	-11.1%
Export Tractor Volume	2.7%	80.3%	77.6%
Total Tractor Volume	**8.7%**	**0.7%**	**-8.0%**
PNC Volume	-28.9%	-26.2%	2.7%
BHL Volume	-12.2%	-43.5%	-31.3%
Mini Excavator	8.3%	63.2%	54.8%
Compactor Volume	-4.3%	-13.5%	-9.1%
Served Construction Equipment Volume*	**-14.2%**	**-23.7%**	**-9.5%**

*Served Construction Equipment include- PNC Cranes, Backhoe loaders, Mini Excavators and Compactors

% rounded off to nearest single decimal

Q1 Standalone Highlights (Continuing Operations)

EKL at a Glance

30,581
Tractors Volumes
0.7% (Y-o-Y)
14.8% (Q-o-Q)

1,055
Construction Equipment's Volume
-23.7% (Y-o-Y)
-38.6% (Q-o-Q)

₹ 2,483.4 Crore
Revenue from Operations
-2.9% (Y-o-Y)
2.2% (Q-o-Q)

₹ 325.0 Crore
EBIDTA
2.6% (Y-o-Y)
11.0% (Q-o-Q)

₹ 417.9 Crore
Profit Before Tax and Exceptional Items
19.3% (Y-o-Y)
16.6% (Q-o-Q)

₹ 1,400.2 Crore
Profit After Tax
(Including Discontinued Operations)
361.3% (Y-o-Y)
370.7% (Q-o-Q)

Up Down

% rounded off to nearest single decimal

Q1 Standalone Highlights – P&L at a Glance

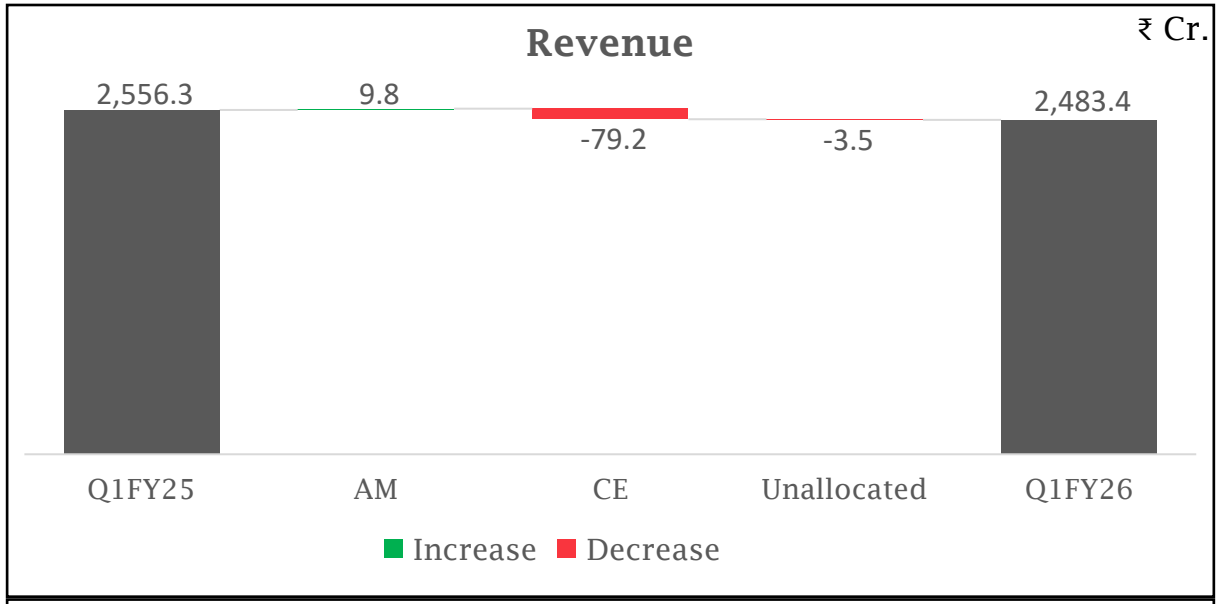
Escorts Kubota Limited

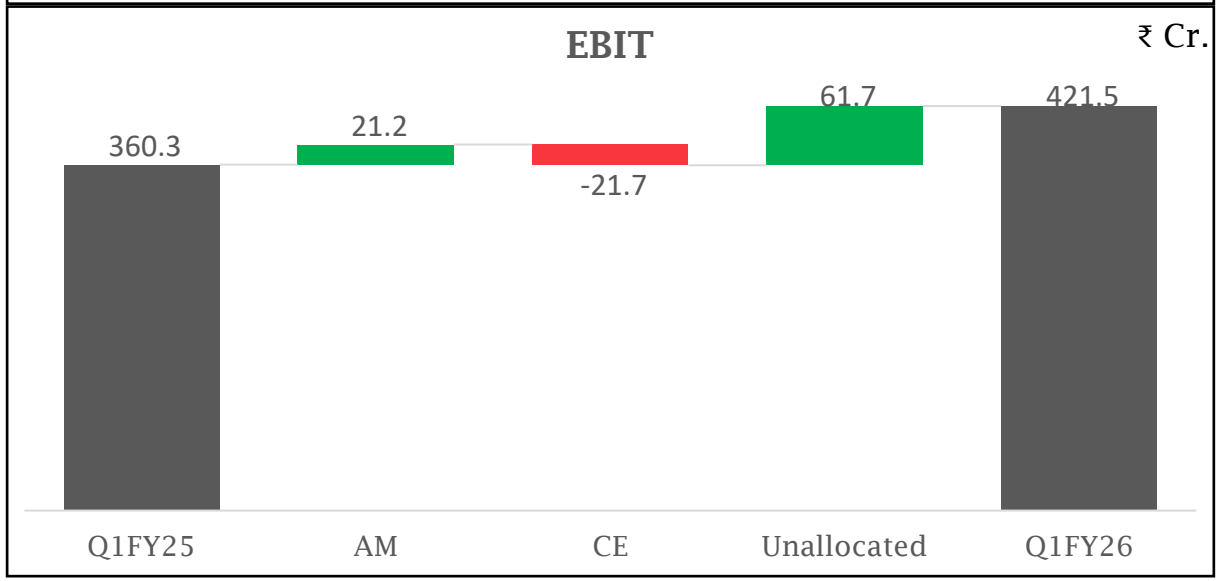
	Particulars	Unit	Q1FY26	Q1FY25	Q4FY25	YoY (Change)	QoQ (Change)
Continuing Operations	Revenue from Operations	₹ Cr.	2,483.4	2,556.3	2,430.3	-2.9%	2.2%
	Material Cost	%	69.1	70.8	69.4	-165 bps	-25 bps
	Manpower Cost	%	7.4	6.8	8.2	62 bps	-78 bps
	EBIDTA	₹ Cr.	325.0	316.9	292.9	2.6%	11.0%
	EBIDTA Margin	%	13.1	12.4	12.1	69 bps	104 bps
	Other Income	₹ Cr.	155.6	102.4	131.6	52.0%	18.2%
	PBT Excluding Exceptional Items	₹ Cr.	417.9	350.2	358.3	19.3%	16.6%
	PAT	₹ Cr.	372.6	266.2	250.7	40.0%	48.6%
	EPS	₹	33.87	24.23	22.79	39.8%	48.6%
Discontinued Operations	PBT	₹ Cr.	1,203.1	50.1	62.7	2303.2%	1820.3%
	PAT	₹ Cr.	1,027.6	37.3	46.8	2653.6%	2095.8%
	EPS	₹	93.42	3.40	4.26	2647.6%	2093.0%
Total	PAT	₹ Cr.	1,400.2	303.5	297.5	361.3%	370.7%
	EPS	₹	127.29	27.63	27.05	360.7%	370.6%

● Positive ● Negative

Q1 - YoY Revenue down by 2.9%; EBIT up by 17.0%

(Continuing Operations)





Revenue Key Highlights

- Tractor Sales up by 0.7% at **30,581** units
- Construction Equipment Sales down by 23.7% at 1,055 units

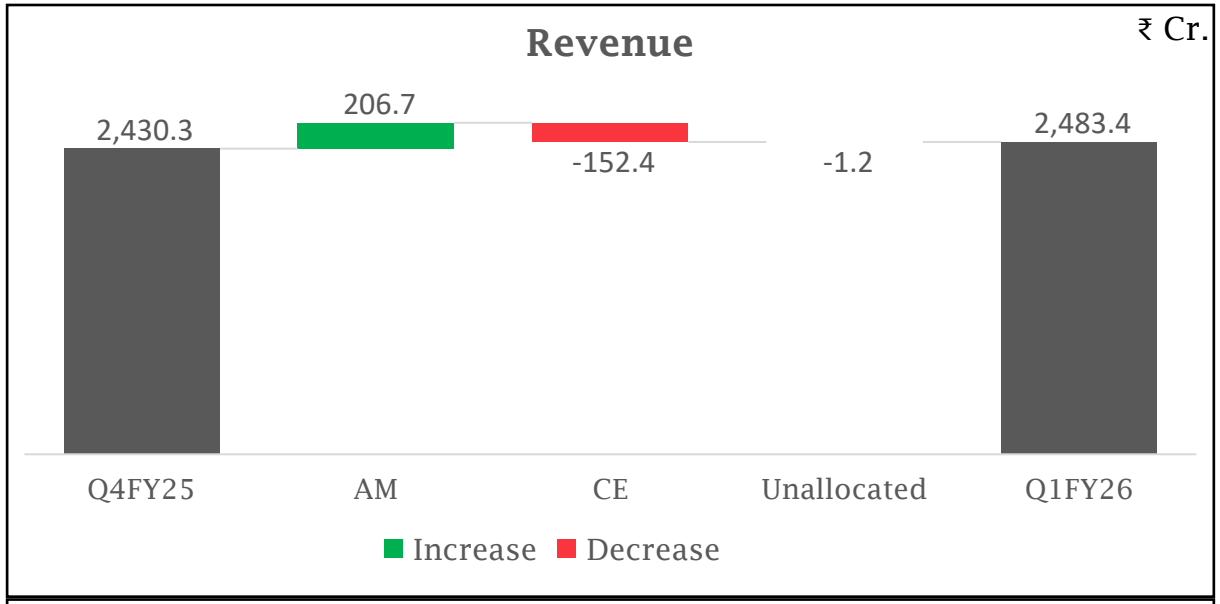
EBIT Key Highlights

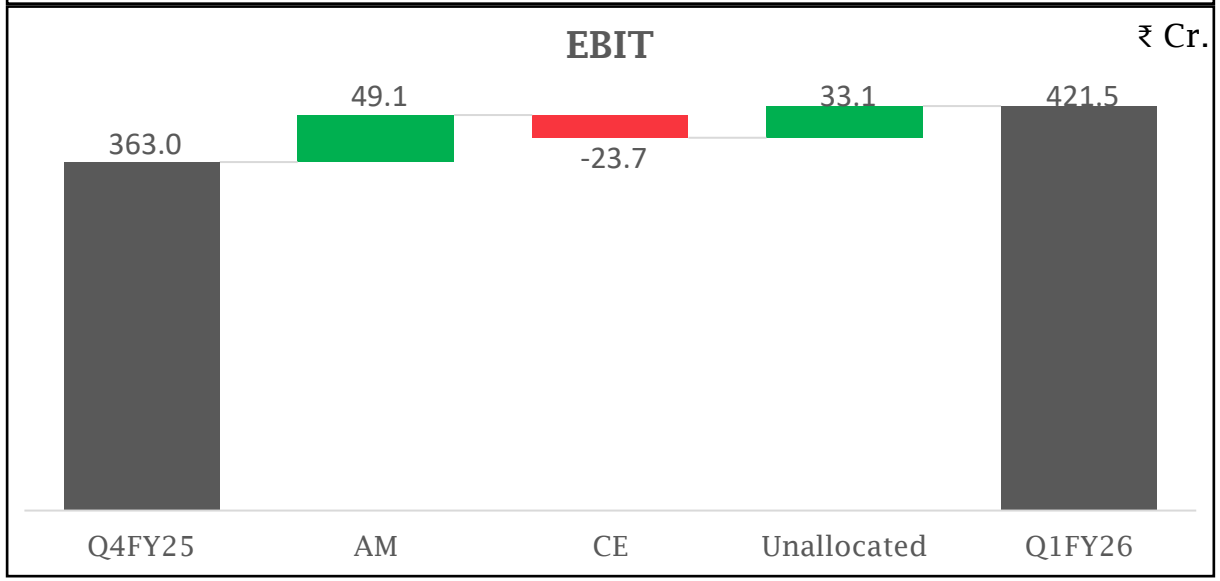
- Lower Material Cost

Q1 - QoQ Revenue up by 2.2%; EBIT up by 16.1%

(Continuing Operations)

Escorts Kubota Limited





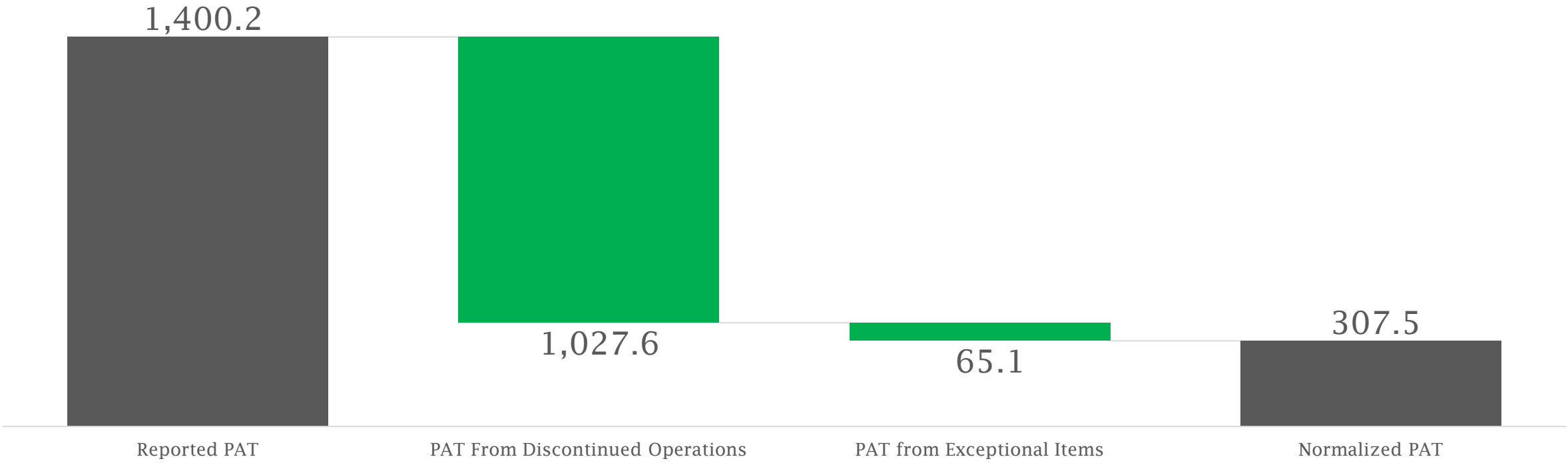
Revenue Key Highlights

- Tractor Sales up by 14.8% at 30,581 units
- Construction Equipment Sales down by 38.6% at 1,055 units

EBIT Key Highlights

- Operating leverage in Agri Machinery Products
- Lower Material Cost

Q1FY26 PAT:-



Exceptional items

For the quarter ended Jun 30, 2025 represents gain on sale of certain land and building to Sona BLW Precision Forgings Limited (Sona Comstar) pursuant to agreement dated February 10, 2025.

In ₹ Cr.

Q1FY26 Standalone Highlights –EKL at a Glance

Escorts Kubota Limited

₹ 127.29

Earning Per Share

16.3%

Return on Capital Employed
(Annualized)

50.5%

Return on Equity
(Annualized)

~70%
Capacity Utilization

Tractors

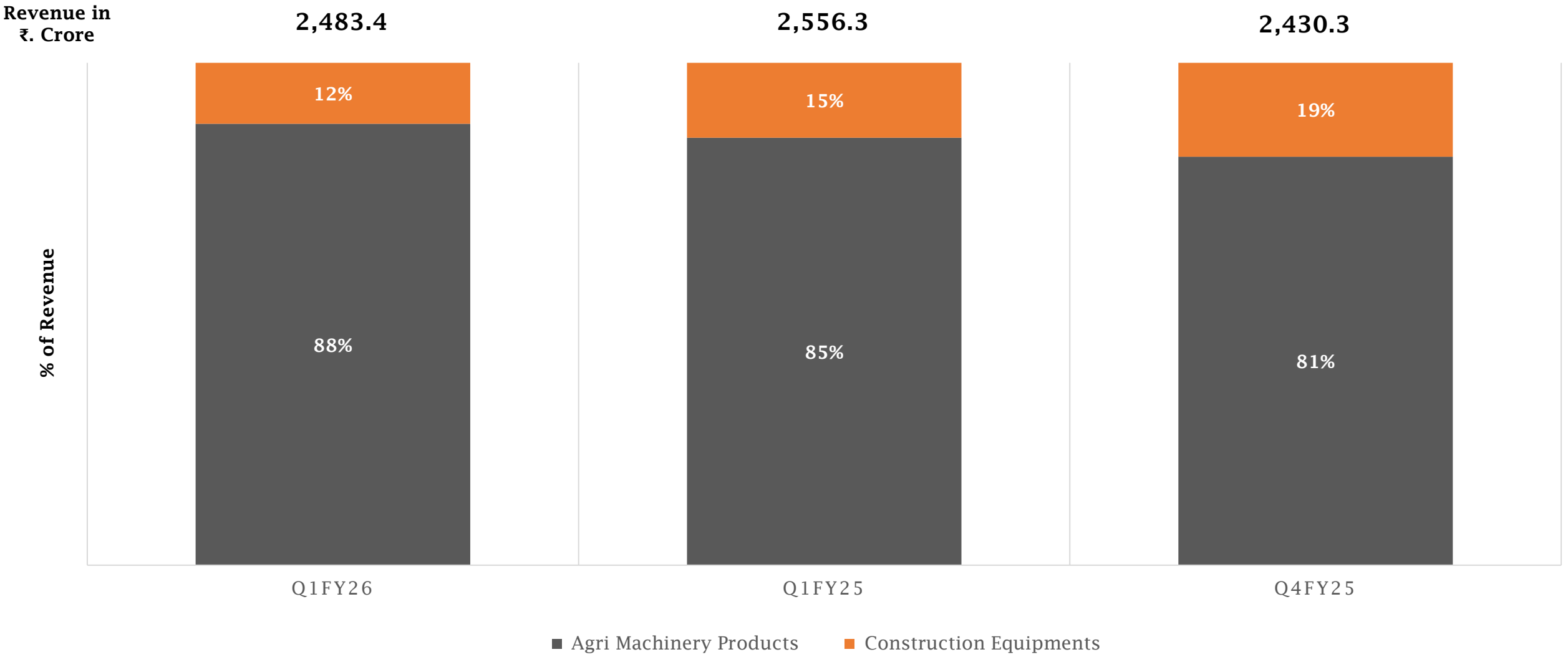
~30%
Capacity Utilization

Construction Equipment

Low Production due to clearance of inventory of old emission norms.

Segment Wise Performance

Segmental Revenue Contribution



XX% Segmental Contribution to total Operating revenue

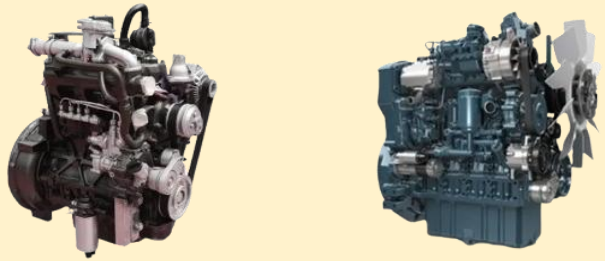
Agri Machinery Products

Escorts Kubota Limited

Tractor Business

Non-Tractor Business

Agri Solution



Engine

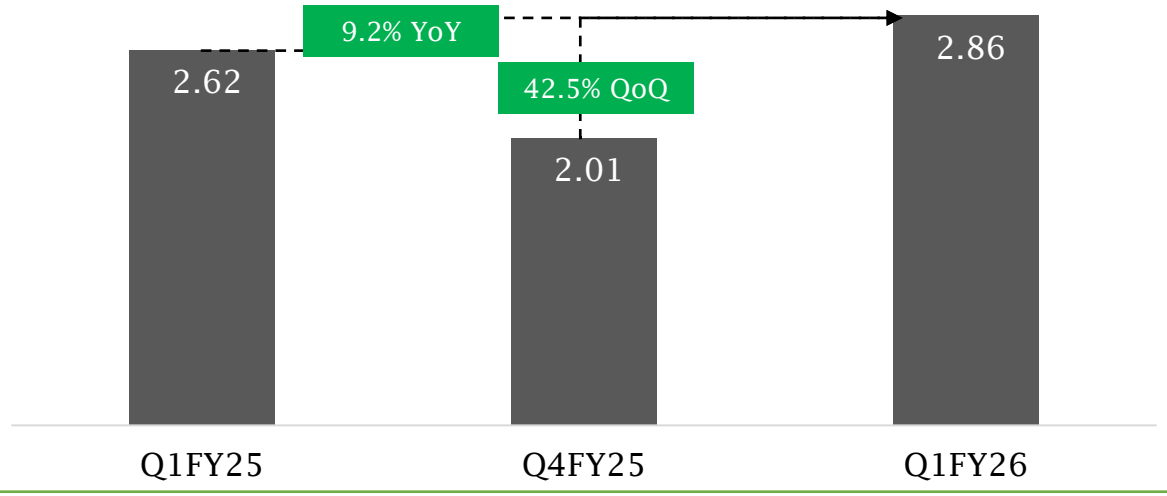
Spare Parts and Service

Global Sourcing

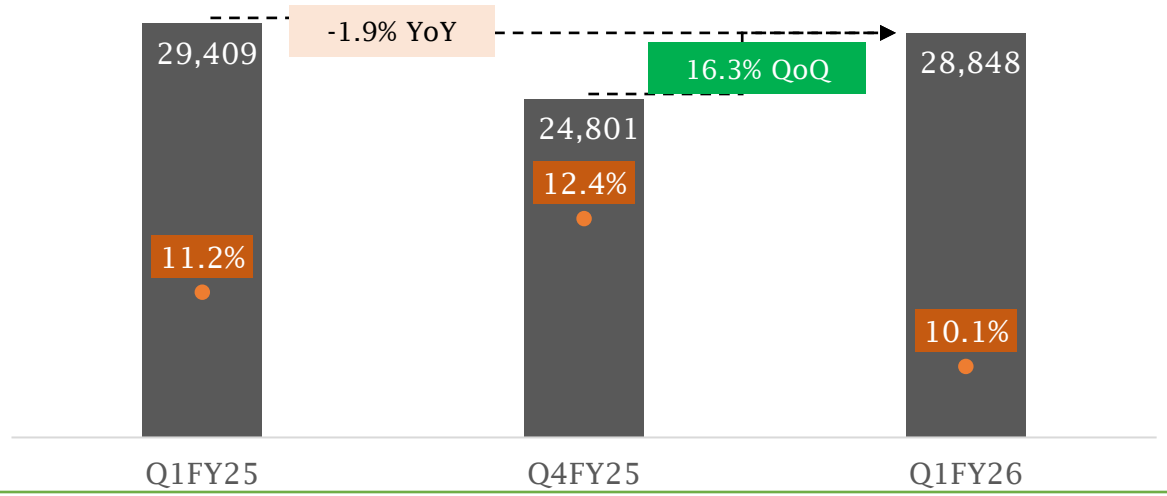
Tractor Industry and EKL Tractor Business

Escorts Kubota Limited

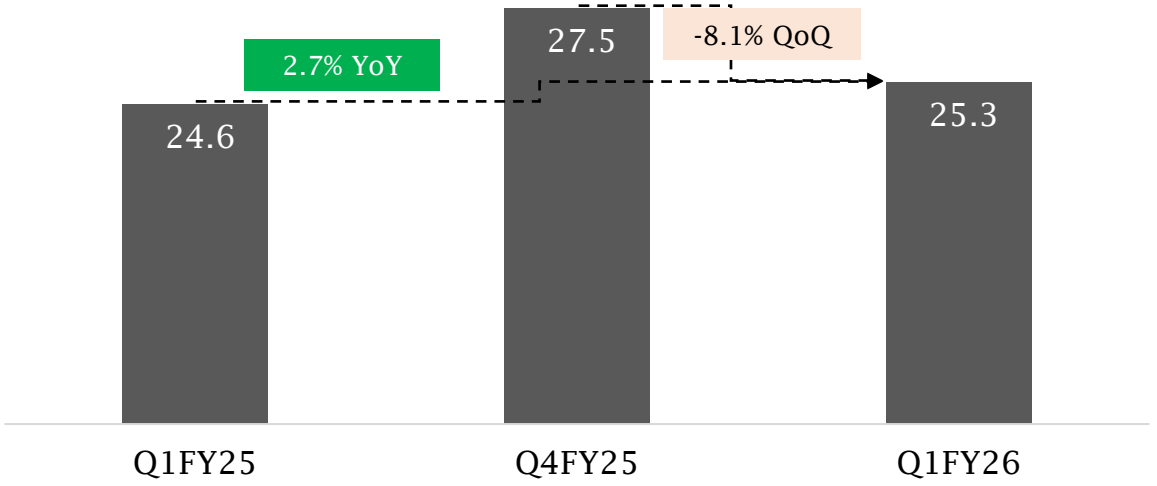
Domestic Industry (in Lakhs)



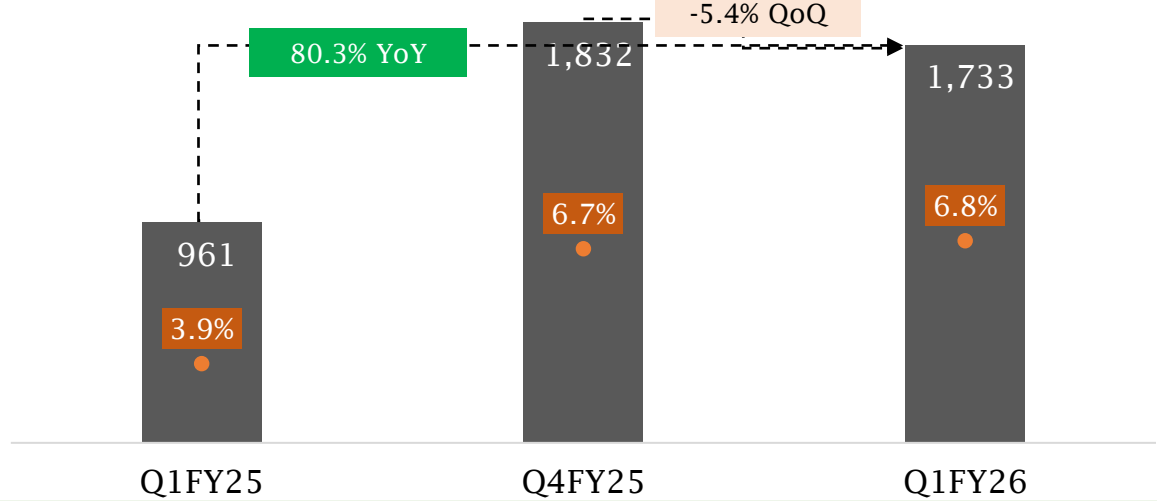
EKL Domestic Volume (Nos.)



Export Industry (in '000s)



EKL Export Volume (Nos.)



Agri Machinery Products – Segment Performance

Escorts Kubota Limited

Particulars	Unit	Q1FY26	YoY (Change)	QoQ (Change)
Revenue	₹ Cr.	2,181.5	0.4%	10.5%
EBIT	%	12.6%	-6 bps	97 bps
Capacity Utilization Tractors	%	~70	↑	↑
ROCE (Annualized)	%	40.5%	↑	↑

- **Exclusive Dealers** for EKL Brands of tractor in India at end of June 2025 ~ 1,600.
- **Less than 40 HP : Greater than 40 HP Tractor Sales Ratio** in Q1FY26 at 36:64 as against 36:64 YoY and 33:67 QoQ.
- **Non-Tractor : Tractor Revenue Ratio** in Q1FY26 at 18:82 as against 19:81 YoY and 19:81 QoQ.
- **Export through Kubota channel** of total Export volume ~52% in Q1FY26.

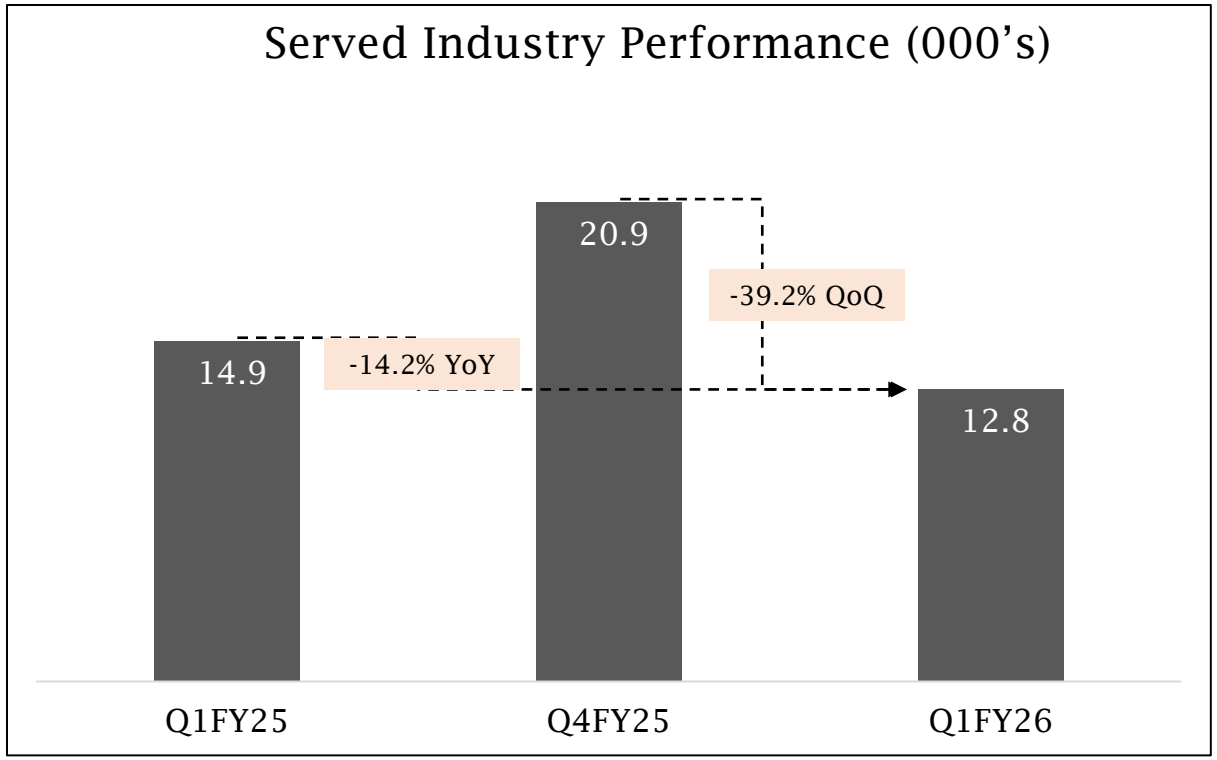
↑ Up ↓ Down

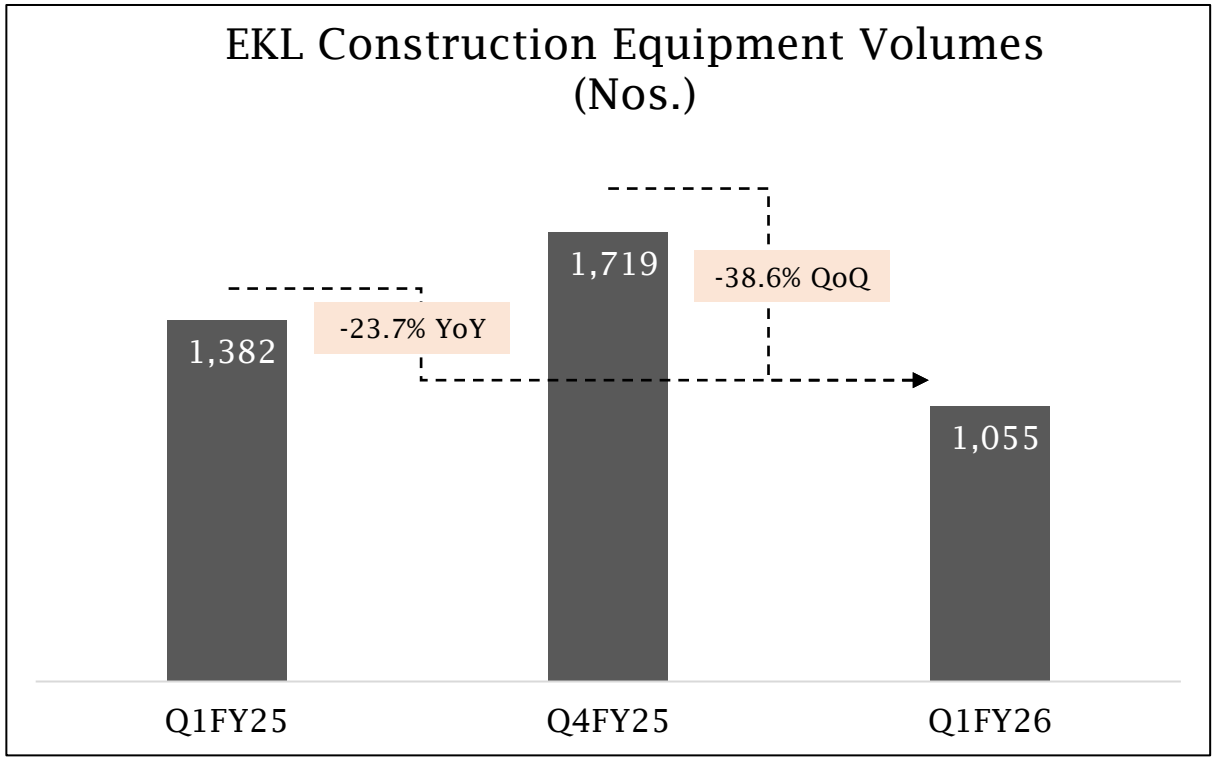
Construction Equipments

Kubota
Escorts Kubota Limited
Construction Equipment

Construction Equipment Business Performance

Escorts Kubota Limited





BHL Industry down by 12.2% YoY

PnC Industry down by 28.9% YoY

Mini Excavator up 8.3% YoY

Compactors Industry down by 4.3% YoY

Growth

De-Growth

rounded off to nearest single decimal

Construction Equipments Performance

Escorts Kubota Limited

Particulars (EKL)	Unit	Q1FY26	YoY (Change)	QoQ (Change)
PNC SOM	%	41.0%	↑	↑
Mini Excavator SOM	%	18.8%	↑	↓
Compactor SOM	%	3.8%	↓	↓
BHL SOM	%	0.8%	↓	↑
Capacity Utilization*	%	~30%	↓	↔
Revenue	₹ Cr.	301.5	-20.8%	-33.6%
EBIT	%	5.8%	-449 bps	-328 bps
ROCE (Annualized)	%	46.7%	↓	↓

↑ Up ↓ Down ↔ Par

Standalone Financial Results

* Capacity varies across product category.

% rounded off to nearest single decimal

Shareholding Pattern

Escorts Kubota Limited

Shareholding Trend in %	June'2024	Sept'2024	Dec'2024	Mar'2025	June'2025
Promoters	67.64	68.04	68.04	68.04	68.04
Institutions#	16.81	16.54	16.10	16.56	16.65
Public	13.82	13.72	14.18	13.72	13.64
Non-Promoter Non-Public	1.73	1.70	1.68	1.68	1.67
Total	**100.00**	**100.00**	**100.00**	**100.00**	**100.00**

In September 2024 quarter 13,79,493 equity shares allotted under the Scheme of Amalgamation as approved by National Company Law Tribunal, Chandigarh Bench.

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

Q1 Consolidated Highlights – P&L at a Glance

Escorts Kubota Limited

	Particulars	Unit	Q1FY26	Q1FY25	Q4FY25	YoY (Change)	QoQ (Change)
Continuing Operations	Revenue from Operations	₹ Cr.	2,500.1	2,573.7	2,444.9	-2.9%	2.3%
	Material Cost	%	69.1%	70.8%	69.4%	-166 bps	-24 bps
	Manpower Cost	%	7.5%	6.9%	8.4%	65 bps	-83 bps
	EBIDTA	₹ Cr.	321.4	315.1	287.5	2.0%	11.8%
	EBIDTA Margin	%	12.9%	12.2%	11.8%	61 bps	110 bps
	Other Income	₹ Cr.	156.1	103.0	132.5	51.6%	17.8%
	PBT Excluding Exceptional Items	₹ Cr.	413.9	348.0	352.6	18.9%	17.4%
	PAT	₹ Cr.	369.5	264.4	271.6	39.8%	36.0%
	EPS	₹	33.59	24.06	24.70	39.6%	36.0%
Discontinued Operations	PBT	₹ Cr.	1,203.1	50.1	62.7	2303.2%	1820.3%
	PAT	₹ Cr.	1,027.6	37.3	46.8	2653.6%	2095.8%
	EPS	₹	93.42	3.40	4.26	2650.8%	2093.0%
Total	PAT	₹ Cr.	1,397.1	301.7	318.4	363.1%	338.8%
	EPS	₹	127.01	27.46	28.96	362.6%	338.6%

Positive
Negative

% rounded off to nearest single decimal

Please Note

1. The National Company Law Tribunal, Chandigarh Bench (NCLT) has approved the Scheme of Amalgamation of Escorts Kubota India Private Limited and Kubota Agricultural Machinery India Private Limited (Amalgamating Companies) with Escorts Kubota Limited (Amalgamated Company). The certified copy of the approval was received by the company on August 29, 2024, and filed with the Registrar of Companies on **September 1, 2024**. In order to reflect the Scheme's impact from the appointed date of April 1, 2023, the Company has restated previously reported numbers. Accordingly, numbers reported here for the current as well as previous period(s) include numbers of the amalgamating companies also.

2. The Board of the Directors of the Company on October 23, 2024 has approved the sale/ transfer of its division engaged in the business of manufacturing, assembly, sales, servicing, research and development of railway equipment products including parts thereto (“RED Business”) as a going concern, on a ‘slump sale’ basis, as defined under Section 2(42C) of the Income-tax Act, 1961, for a lump sum cash consideration of ₹ 1,600 Crores without values being assigned to the individual assets and liabilities in such sale/ transfer, to Sona BLW Precision Forgings Limited (Sona Comstar). The said business was a reportable segment as "Railway equipments" as per the requirements of Ind AS 108, "Operating Segments" till September 30, 2024. Subsequently, the said business has been disclosed under discontinued operations and previous periods are also reclassified in terms of Ind AS 105 "Non-current assets held for sale and discontinued operations". During the quarter ended Jun 30, 2025, the company transferred the RED Business to Sona Comstar upon completion of conditions precedent as specified in the business transfer agreement (BTA).

Narrations

- **EKL** - Escorts Kubota Limited
- **FY** – Fiscal Year represents the 12 months period from 1st April to 31st March.
- **Q1FY25** – Represents the 3 months period from 1st April 2024 to 31st June 2024.
- **Q4FY25** – Represents the 3 months period from 1st January 2025 to 31st March 2025.
- **Q1FY26** – Represents the 3 months period from 1st April 2025 to 31st June 2025.
- **FY25** – Represents the 12 months period from 1st April 2024 to 31st March 2025.
- **FY26** – Represents the 12 months period from 1st April 2025 to 31st March 2026.
- **QoQ** – Represents Quarter on Quarter
- **YoY** – Represents Year on Year
- **LY** – Represents Last Year
- **CY** – Represents Current Year
- **FT** – Farmtrac **PT** - Powertrac **KBT** - Kubota
- **AM** – Agri Machinery Products Segment
- **CE** – Construction Equipment Segment
- **RED** – Railway Equipment Segment
- **BHL** – Backhoe Loader
- **SOM** – Share of Market
- **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.
- **FTES** - Farmtrac Tractors Europe SP Z.o.o
- **ADICO** - Adico Escorts Agri Equipment Private Limited.

Safe Harbor

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

THANK YOU

Escorts Kubota Limited

Contact Details

Prateek Singhal
Investor Relations & ESG
Escorts Kubota Ltd.
(CIN: L74899HR1944PLC039088)
Corporate Centre
15/5 Mathura Road, Faridabad – 121003
Email - Investor.relation@escortskubota.com | Phone: +91 129 2564921 | www.escortskubota.com