



Escorts Kubota Limited

July 14, 2023

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 051

National Stock Exchange of India Limited

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

BSE – 500495

NSE – ESCORTS

Sub: Presentation at the 77th Annual General Meeting

Dear Sir/ Ma'am,

Please find enclosed herewith Presentation to be made to the shareholders of the Company at the 77th Annual General Meeting to be held on July 14, 2023, at 12:00 Noon (Indian Standard Time).

This is for your information.

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

Satyendra Chauhan
Company Secretary

Encl.: As Above

Escorts Kubota Limited

(Formerly Escorts Limited)

Corporate Secretarial & Law

Registered Office - 15/5, Mathura Road, Faridabad-121003, Haryana, India

Tel.: +91-129-2250222 | E-mail: corp.secretarial@escortskubota.com | Website: www.escortsgroup.com

Corporate Identification Number L74899HR1944PLC039088

Safe Harbor

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.

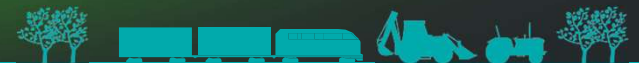




**Spreading Prosperity,
Impacting Lives**

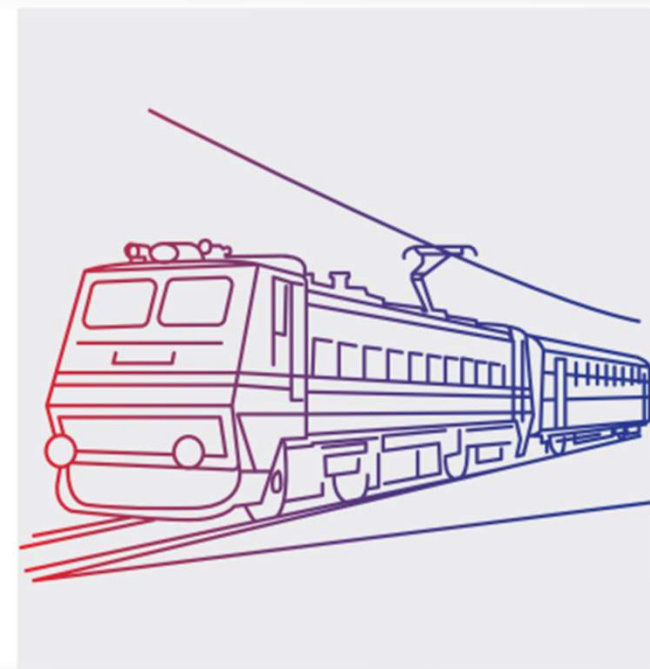


A year of growth and resilience



India growth story





Core sector fundamentals



Leveraging national and global opportunity in Agri and Infrastructure

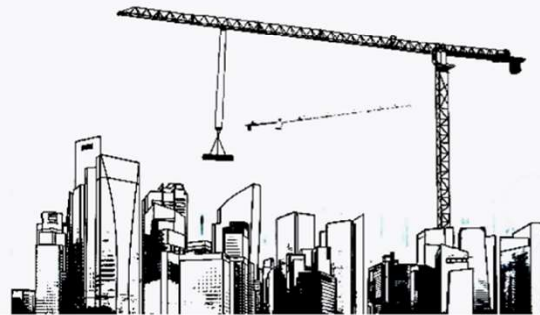
POWERING THE DREAMS OF FARMERS

We will continue to fight against the global food security challenge by helping farmers grow enough food for the entire world.



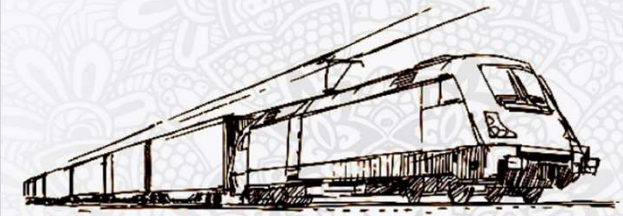
PREFERRED PARTNER IN NATION BUILDING

We will contribute in building the nation with smart and state-of-the-art construction equipment.



ENSURING SAFETY AND COMFORT IN RAIL TRANSPORT

We will create the nation of our dreams by providing safe and comfortable rail transport.

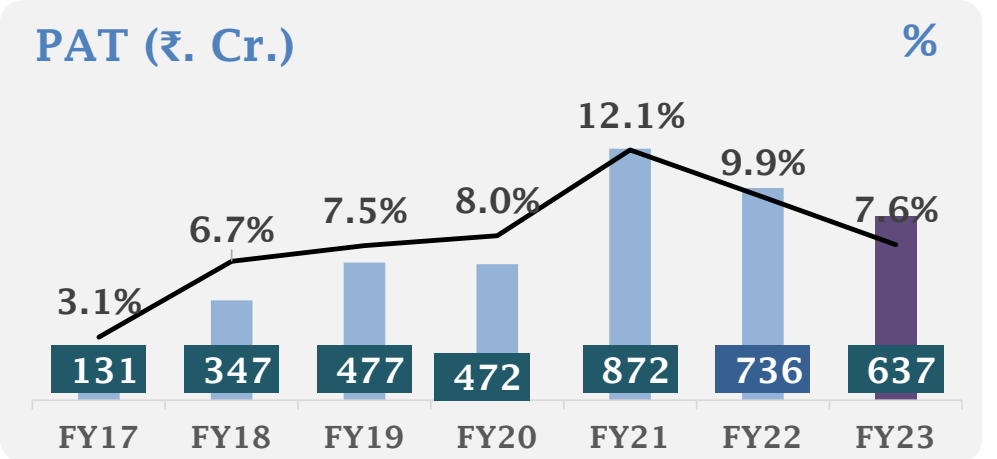
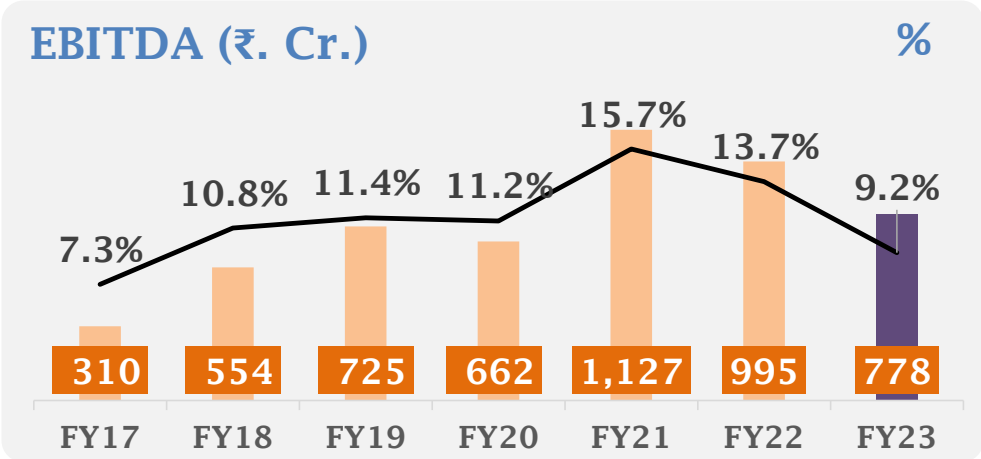
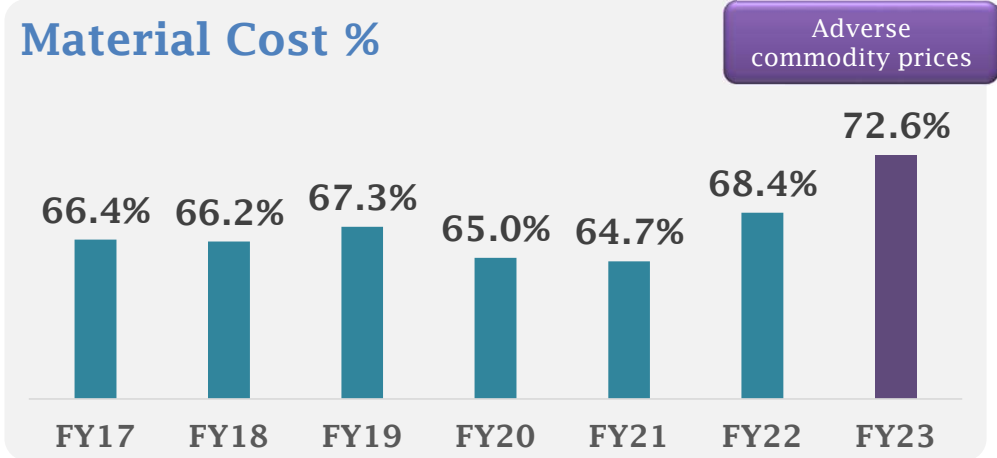
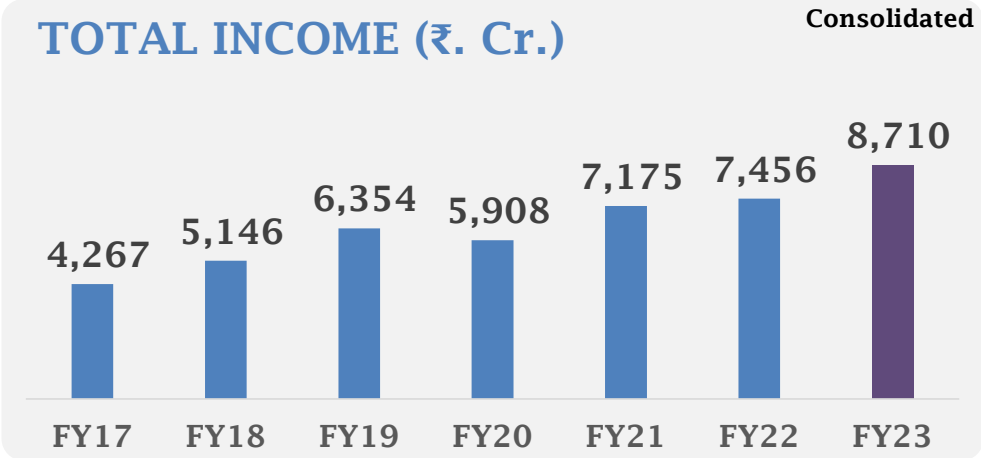


Performing together

A Year of growth and resilience



Group financial performance

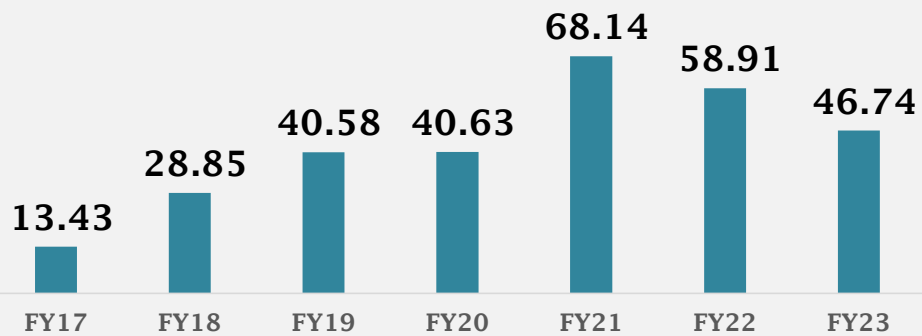


Recommended Total Dividend of 70% per Equity Share

Group financial performance

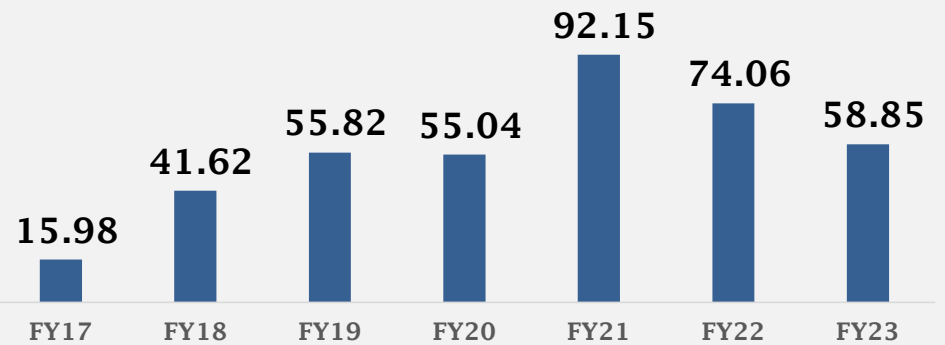
EPS (₹)

Standalone



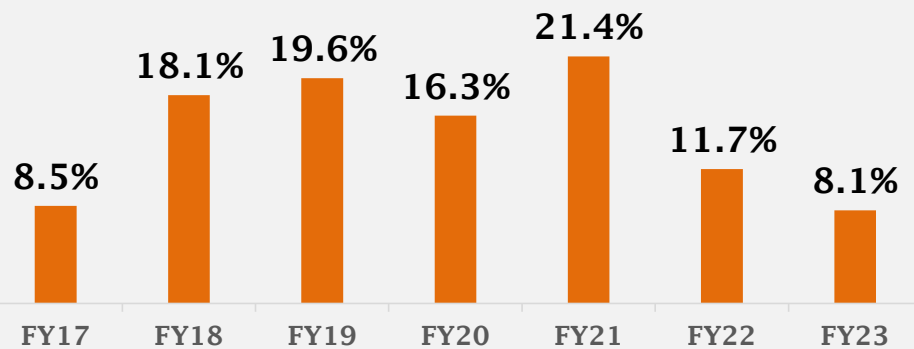
EPS (₹)

Consolidated



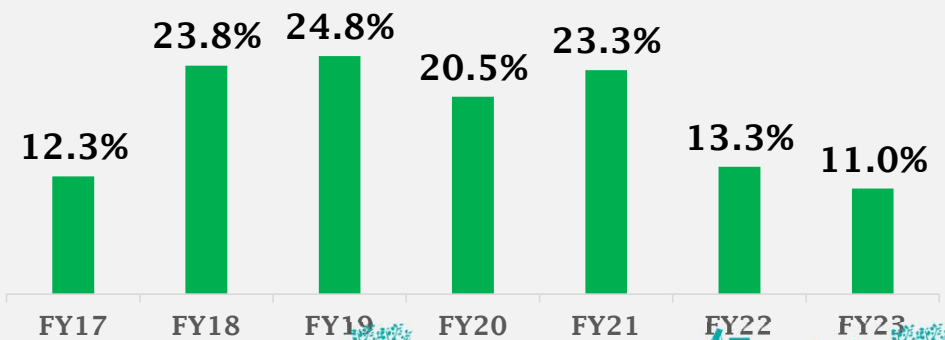
ROE

Consolidated %



ROCE

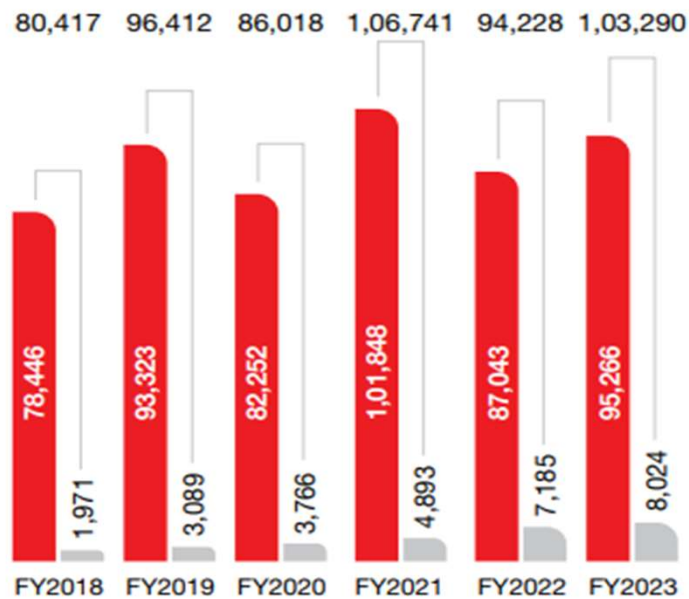
Consolidated %



Agri Machinery Business



Sales Volume - No. of Tractors



Y-O-Y Volume Growth - 9.6 %
Y-O-Y Revenue growth- 13.5 %



Agri Machinery - New products & Technology

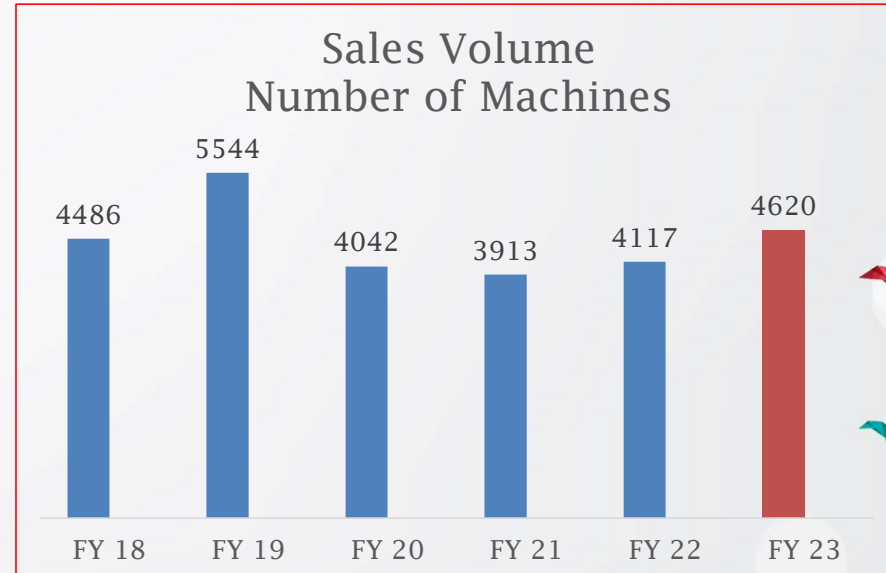
FARMTRAC



POWERTRAC



Construction Equipment Business



Y-O-Y Volume Growth -12.2 %
Y-O-Y Revenue growth- 19.5 %



Construction Equipment - New products in FY 23

MATERIAL HANDLING EQUIPMENT

Safe Crane - TRX 30



Safe Crane - F15 Fighter



Safe Crane - TRX17



EARTHMOVING EQUIPMENT

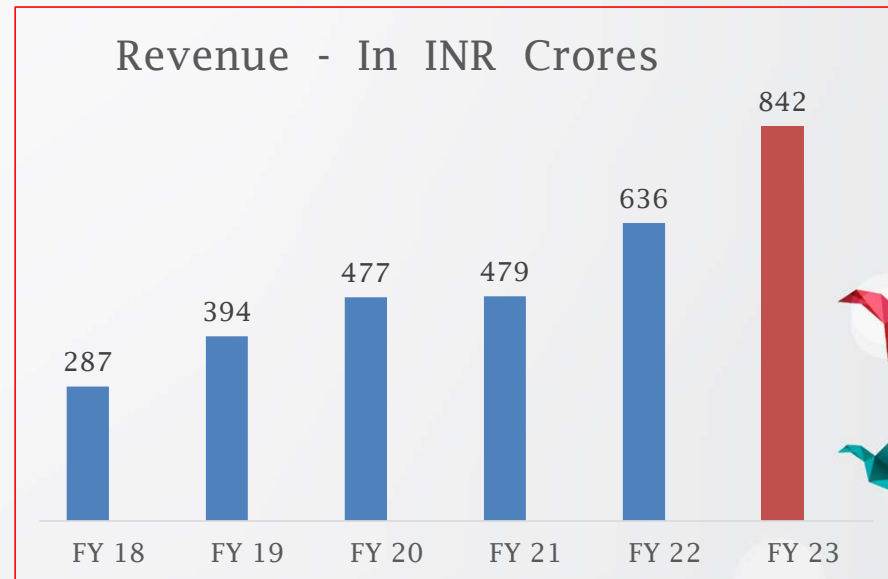
Backhoe - Digmax Super



Backhoe - Jungli HT



Railway equipment business



Y-O-Y Revenue Growth 32.3 %

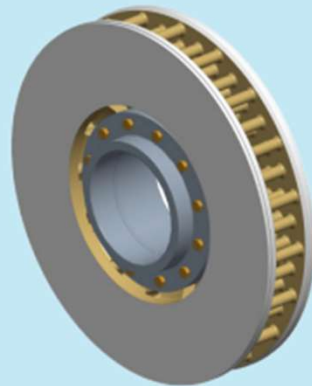


Railway equipment - New products in FY 23

Brake Pad*



Brake Disc*



Metro Dampers*



*Field trial complete



Going forward



Kitao san and Watanabe san



Yuichi Kitao
President and
Representative Director,
Kubota Corporation



Director and Executive Vice
President

Dai Watanabe

GM of Farm and Industrial
Machinery Consolidated Division,
GM of Innovation Center



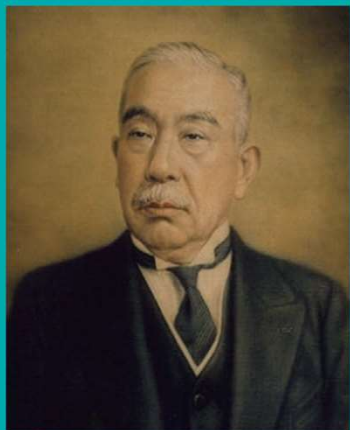


Video message from Kitao san Kubota Corporation

Yuichi Kitao
President and Representative Director
Kubota Corporation



Kubota established in 1890



Spirit of the Founder

“For the prosperity of society,
we need to put all of our efforts into creation.”
“Our products should not only be technically
excellent, but also useful for the good of society.”

Founder: Gonshiro Kubota

For Earth, For Life

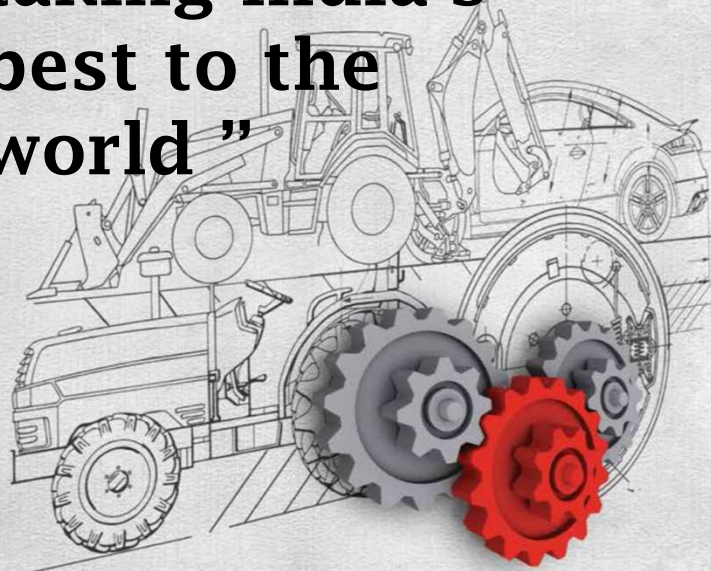



Escorts founded in 1944



Founder : Shri H P Nanda

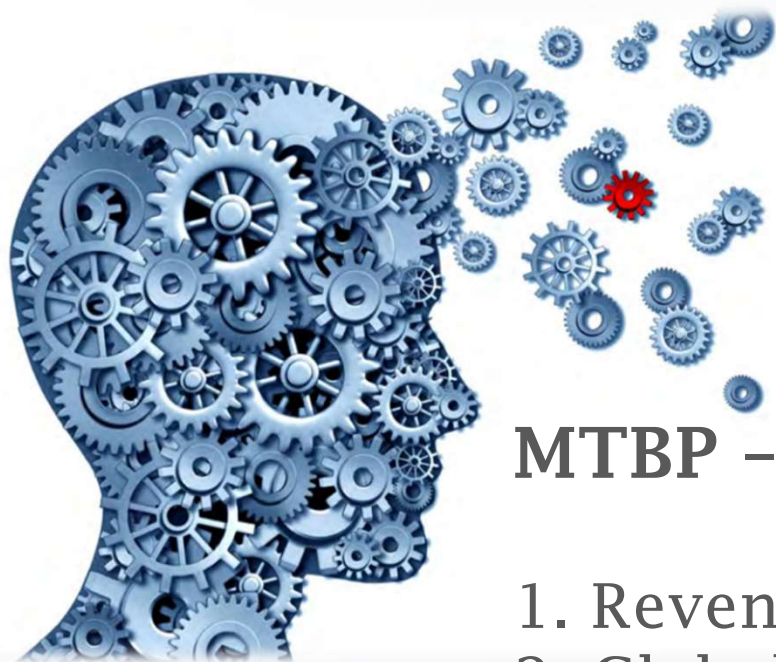
“ bringing the world’s best to India and taking India’s best to the world ”





Vision & Mid Term Business Plan

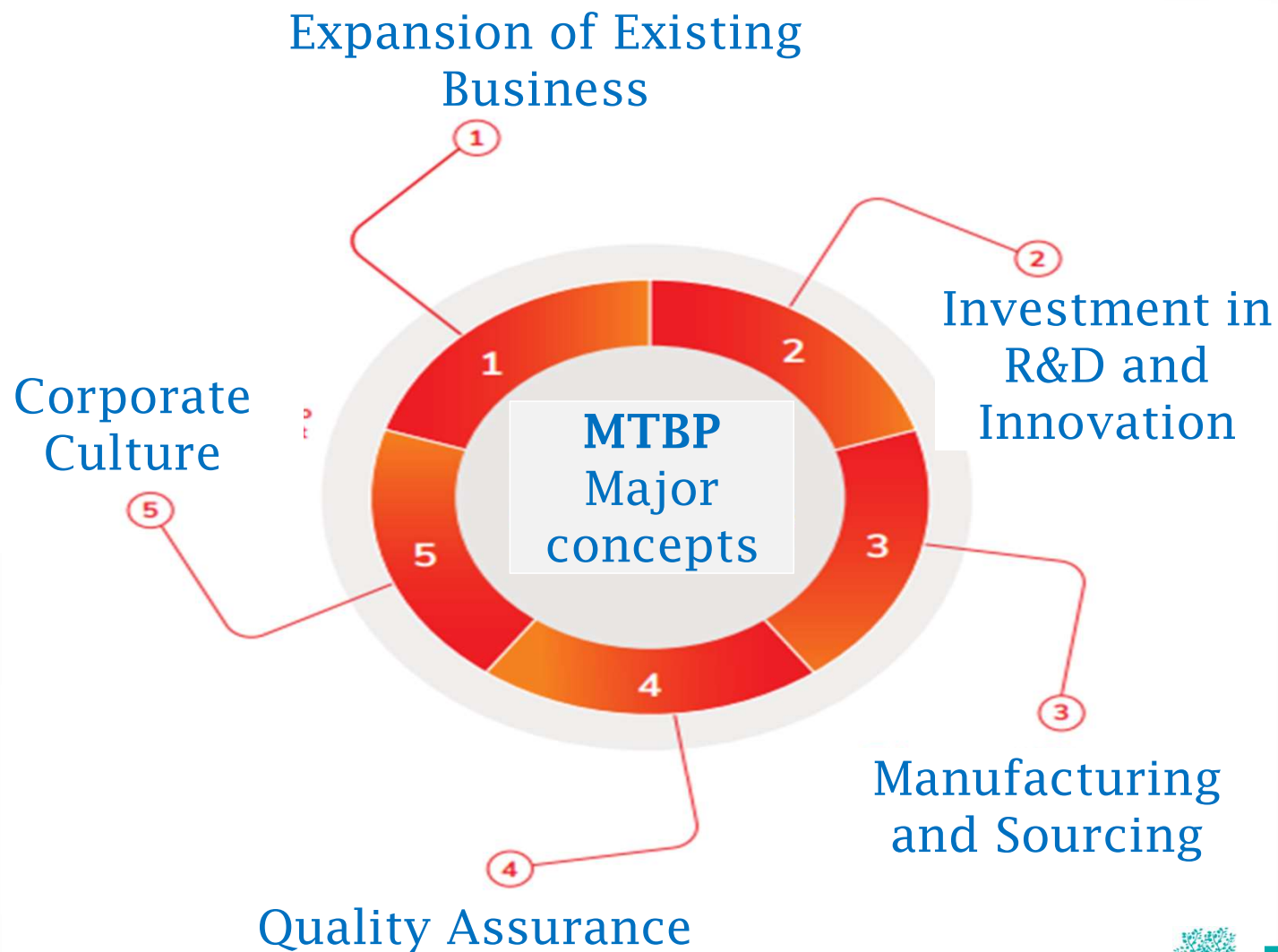


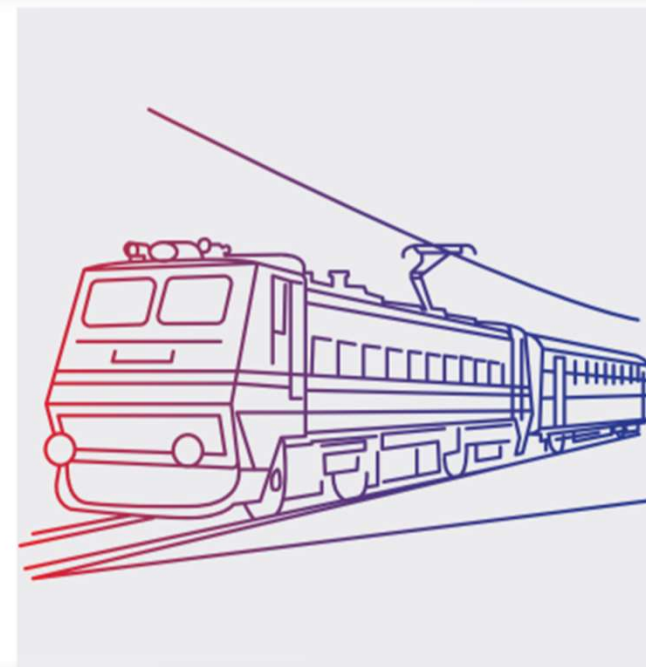


MTBP – Key Imperatives

1. Revenue Growth 2.5 X
2. Global R&D Centre
3. Shared Service Centre within R&D
4. Channel Strength
5. Manufacturing Excellence with KPS
6. Profitable growth for creating Shareholder Wealth







Expansion of existing business



Investment in R&D and Innovation



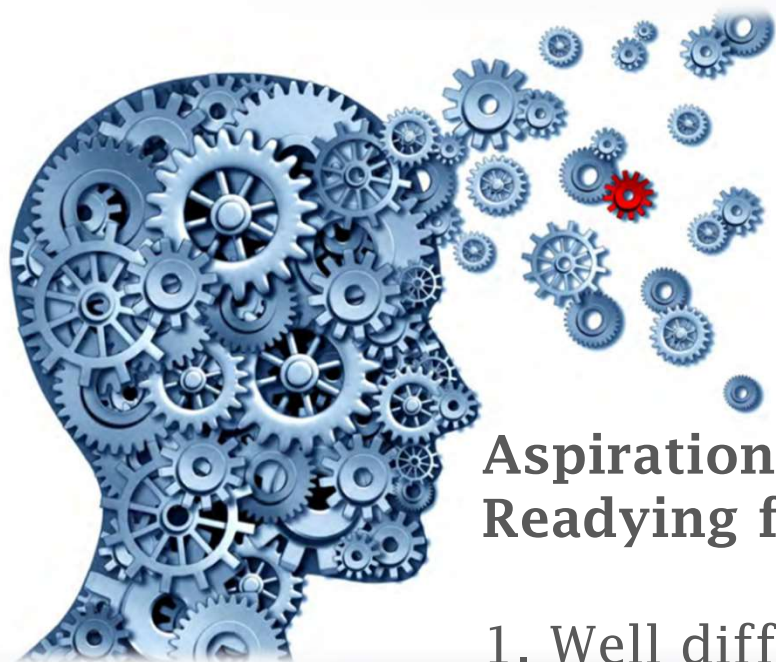
Manufacturing and Sourcing



Quality assurance







Aspirations and enablers Readying for the next phase of growth

1. Well differentiated brand strategy
2. Implements as added portfolio
3. Digital transformation
4. New products
5. Expanding market coverage
6. Leveraging export business
7. Cost efficient and value driven manufacturing



Well differentiated brand strategy

KUBOTA India
(21 - 55 HP)

*Technology, Versatile &
Comfortable*



FARMTRAC
(20 - 110 HP)

*Powerful, Premium Feel &
Application Suitability*



POWERTRAC
(15 - 90 HP)

*Fuel Efficient with Cost
competitiveness & Application focus*



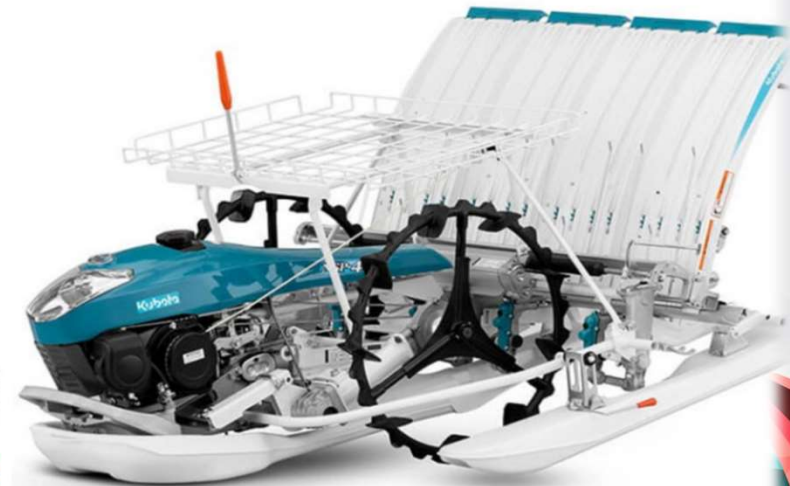
Implements as added portfolio



Boom Sprayer



Harvester



**Rice
Transplanters**



Digital transformation

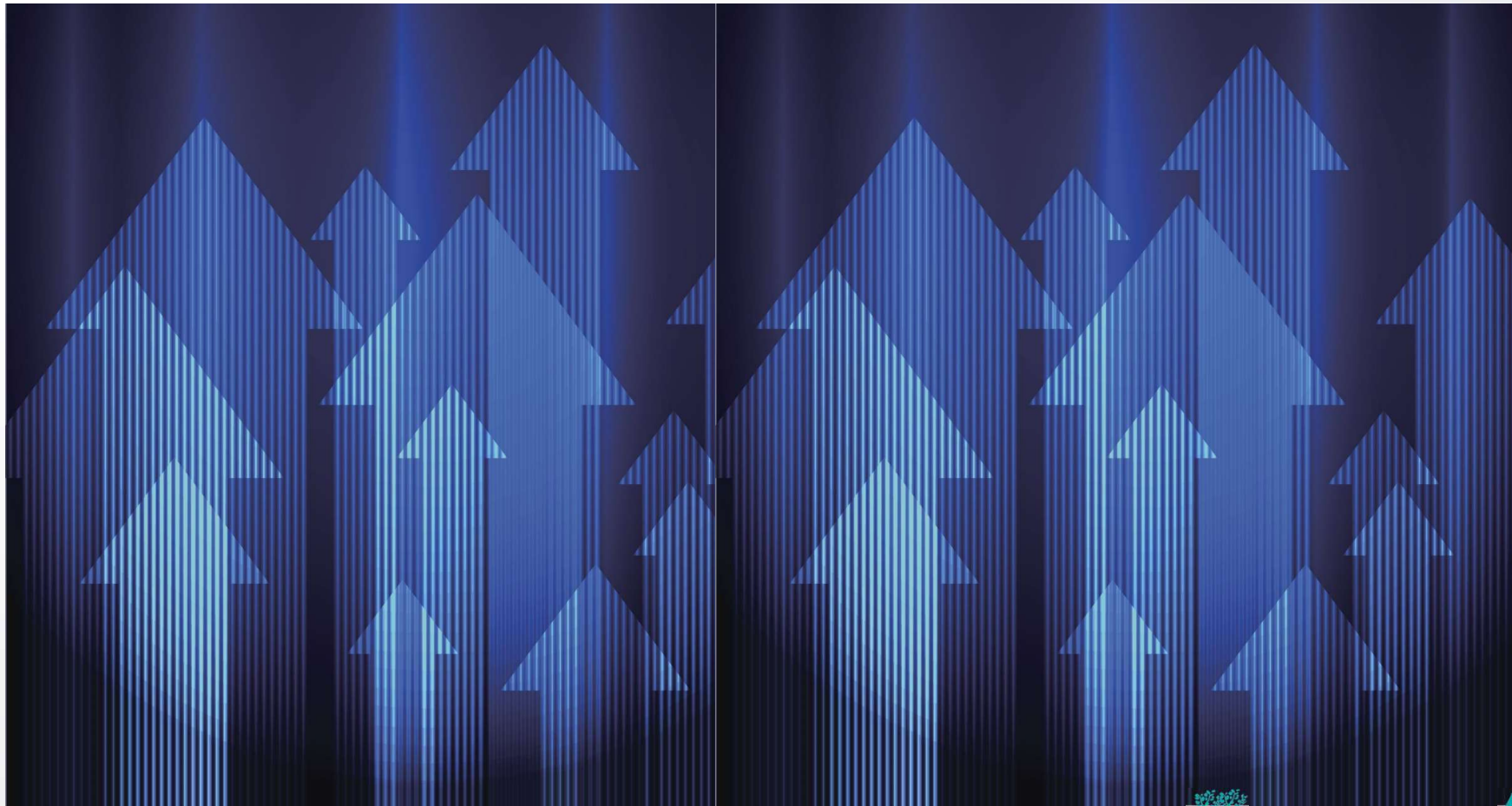


New products

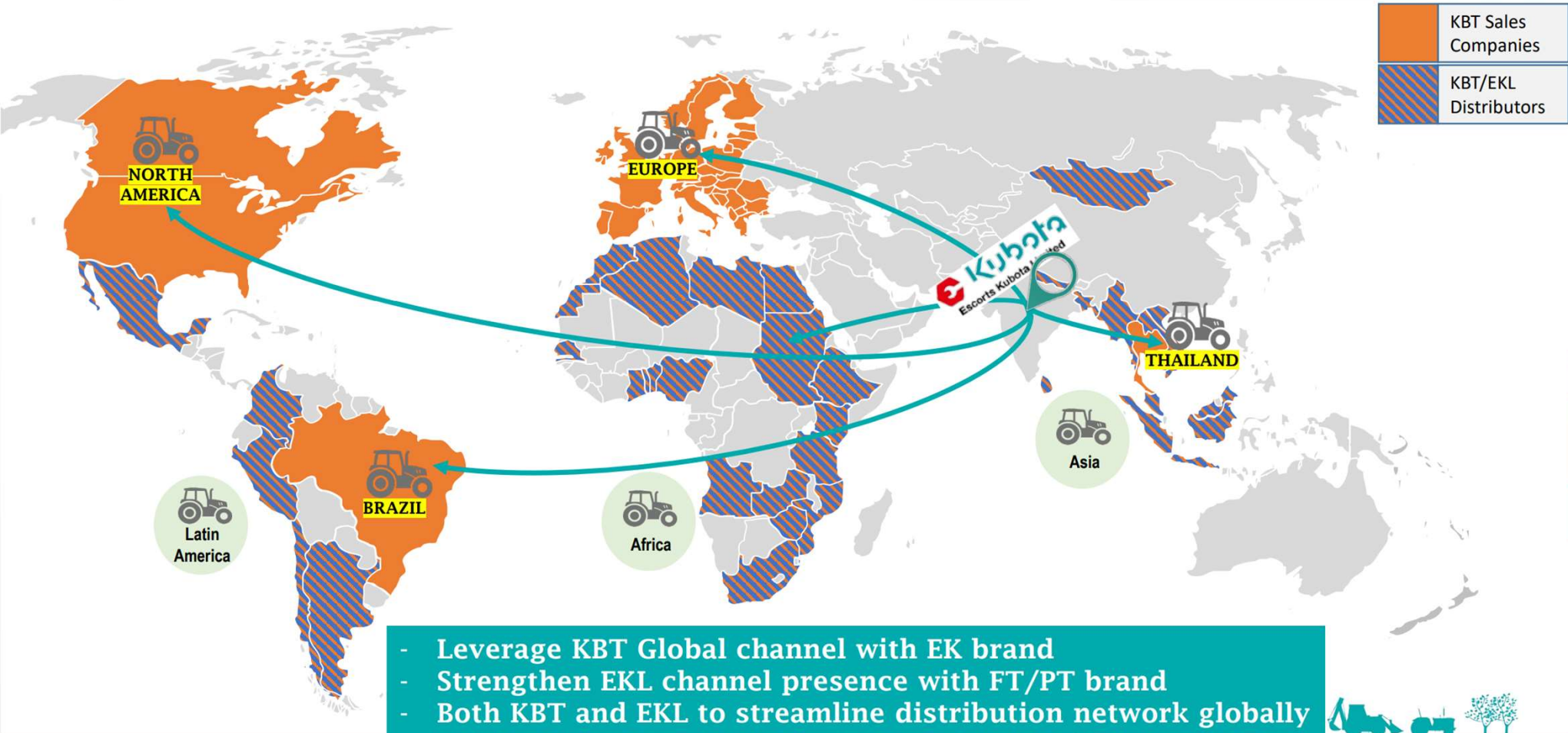
WORLDMAXX



Expanding market coverage



Leveraging export business



Cost efficient and value driven manufacturing



Capital Allocation



Fostering a vibrant and inclusive workplace



ESG (Environment, Social and Governance)



SUSTAINABLE DEVELOPMENT GOALS



Zero waste to landfill by 2026

Water positive by 2030

Carbon neutral by 2050



Empowering the underprivileged (CSR)



Credit rating

AA+

With Stable Outlook
in April 2023

LBBB-
In FY12



Reinforcing our partnership for a better tomorrow



Our Customers





Mr. Nikhil Nanda
Chairman & Managing Director



Mr. Hardeep Singh
Non-Executive Director



Ms. Nitasha Nanda
Whole-Time Director



Dr. Sutanu Behuria
Independent Director



Mr. Yuji Tomiyama
Non-Executive Director



Mr. Seiji Fukuoka
Deputy Managing Director



Mr. Shiro Watanabe
Non-Executive Director



Mr. Ravindra Chandra Bhargava
Independent Director



Mr. Sunil Kant Munjal
Independent Director



Ms. Tanya Dubash
Independent Director



Mr. Harish N. Salve
Independent Director



Mr. Dai Watanabe
Non-Executive Director



Mr. Kenichiro Toyofuku
Independent Director



Mr. Vimal Bhandari
Independent Director



Ms. Reema Rameshchandra Nanavaty



Mr. Yasukazu Kamada
Non-Executive Director



Mr. Manish Sharma
Independent Director



Bharat Madan
Whole Time Director and

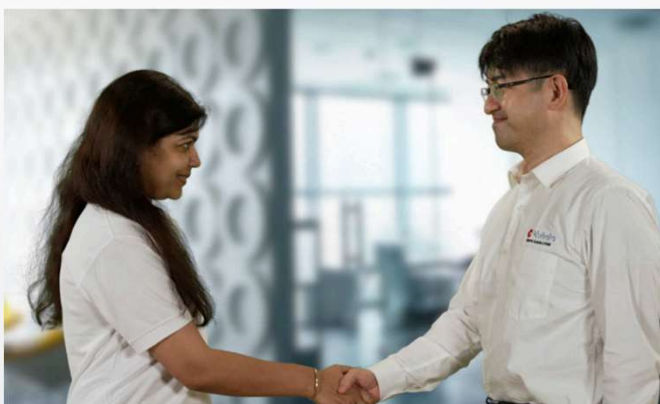
Board of Directors



Business partners



Employees and Union





**THANK
YOU**

Kubota
Escorts Kubota Limited

**On
your
side**

**TODAY,
TOMORROW,
FOREVER**