

July 18, 2024

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 78th Annual General Meeting

Dear Sir/ Ma'am,

Please find enclosed herewith Presentation to be made to the shareholders of the Company at the 78th Annual General Meeting to be held on July 18, 2024, 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

Escorts Kubota Limited

(Formerly Escorts Limited)

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

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

Corporate Identification Number L74899HR1944PLC039088

Safe Harbour

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.



Escorts Kubota Limited

78th Annual General Meeting

18 July 2024



Charting a Course for Sustainable and Strong Growth





A Year of Revitalization of Growth





India Growth Story



Core Sector Fundamentals



Partnering
India's
Growth Story

INNOVATION
TO IMPACT

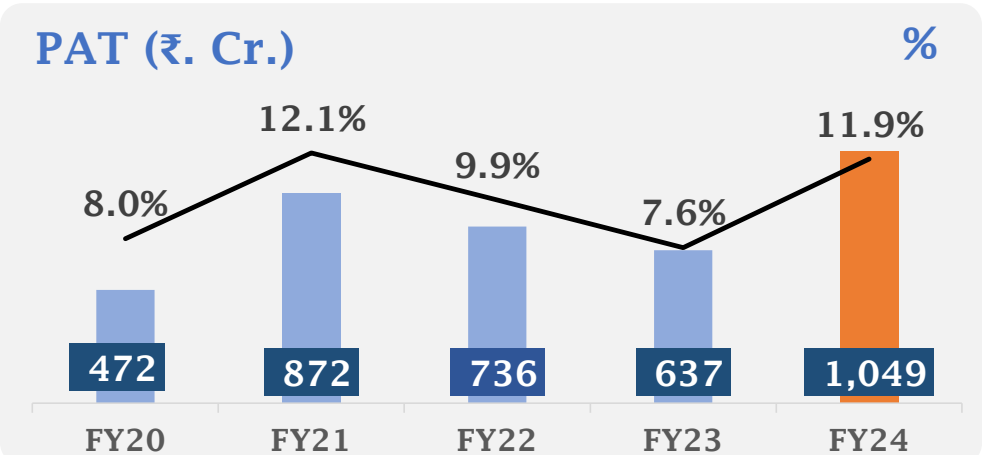
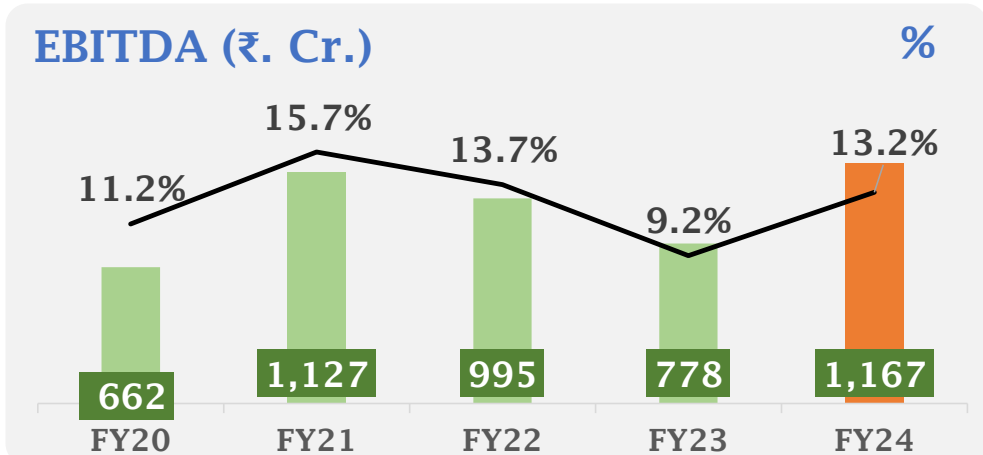
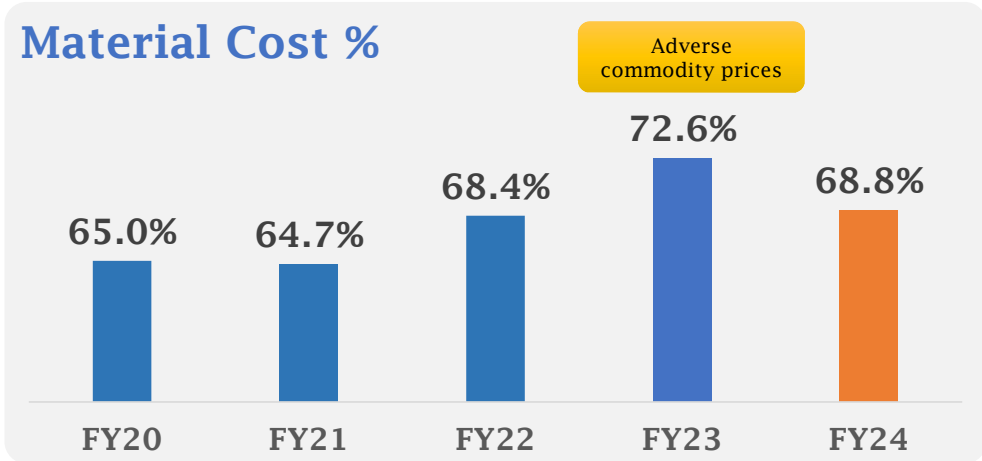
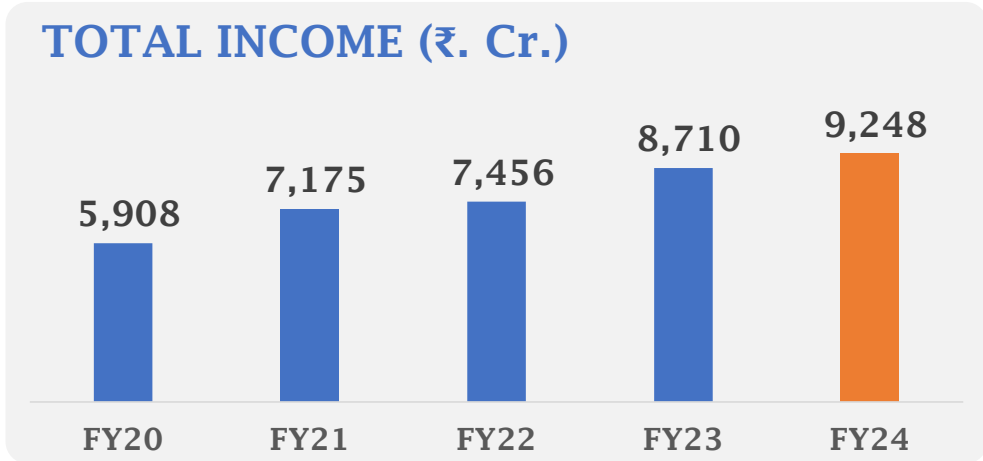


FY 2023-24

**A Year of
Record
Performance**



EKL Financial Performance

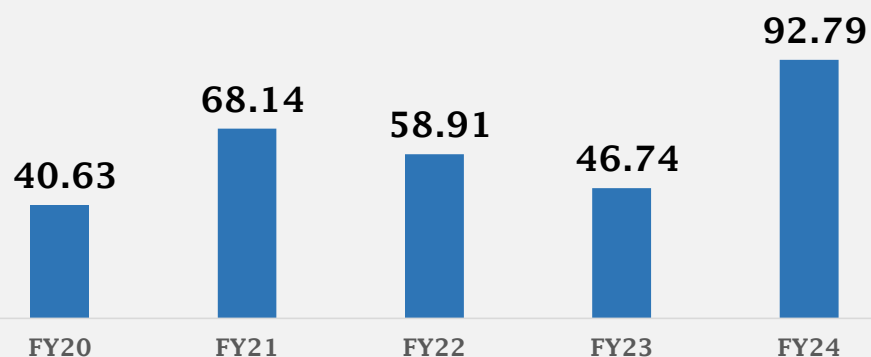


Recommended Total Dividend of 180% per Equity Share

EKL Financial Performance

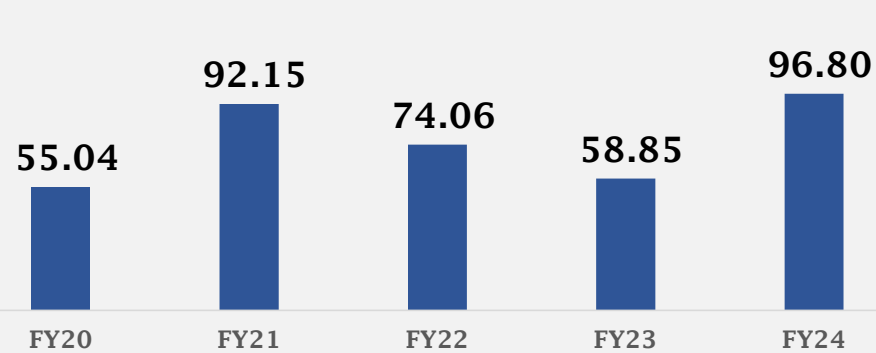
EPS (₹)

Standalone



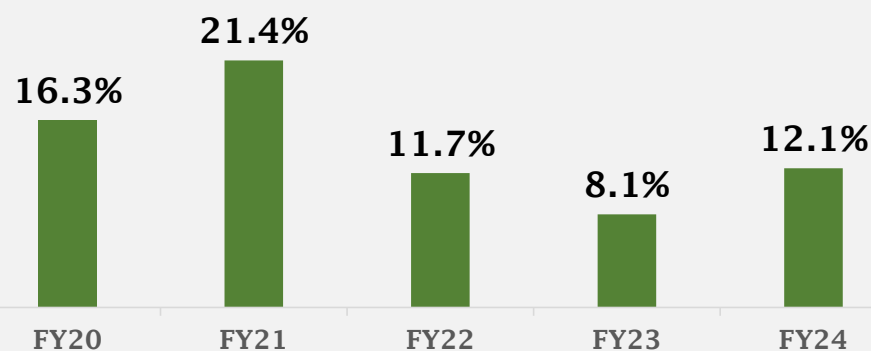
EPS (₹)

Consolidated



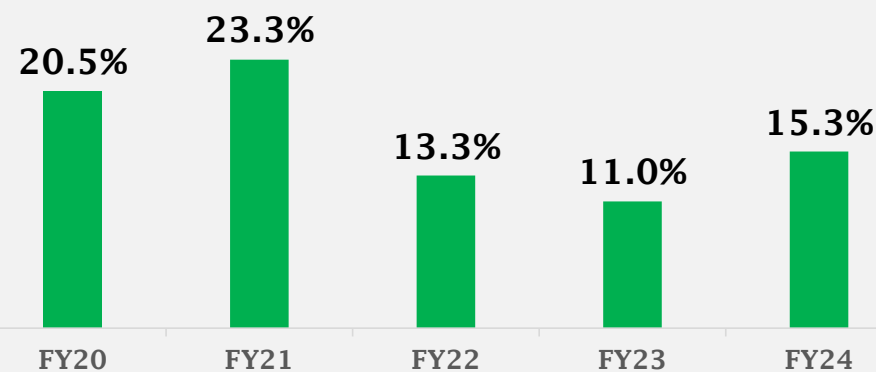
ROE

Consolidated %



ROCE

Consolidated %





Agri Machinery Business

Sales : 95,858 Tractors
Revenue : INR 6110 Crore
EBIT Margin : 12.7 %



Agri Machinery Business New Products



Construction Equipment Business

Sales : 6548 Machines
Revenue : INR 1709.7 Crore
EBIT Margin : 9.3 %





Construction Equipment Business - New Products



Railway Equipment Business

Revenue : INR 950.4 Crore
EBIT Margin : 18.9 %



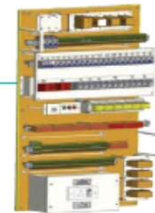
Railway Equipment Business New Products



Brake Pad



Dampers



Electrical Control Panel



Taking forward our Legacy of Value Creation



80 Years of Prosperity and Trust



Kubota Corporation - Global Major Brand

Realizing “Global Major Brand Kubota”

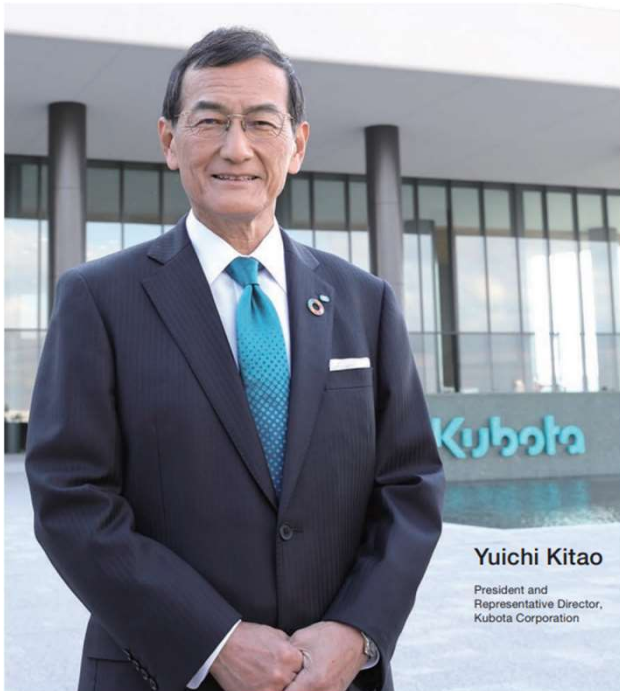
Our vision for
the Kubota Group
in 2030

An “Essentials Innovator
for Supporting Life,”

Committed to a Prosperous Society and
Cycle of Nature



Path to Global Expansion goes through India



COMPANIES

Kubota's path to global expansion goes through India

Japanese tractor maker looks to export to Africa with Indian partner Escorts



Video message from Watanabe san



Director and Executive Vice
President

Dai Watanabe

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



Video message from Watanabe san



Director and Executive Vice
President

Dai Watanabe

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



Mid Term Business Plan

Steering growth towards a sustainable tomorrow

1. Revenue Growth 2.5 X
2. Global R&D Centre
3. Shared Service Centre
4. Leverage Channel Strength
5. Manufacturing Excellence
6. Focus on Profitable Growth





Research and Development



Shared Service

Supporting Kubota's
Product Development
from India



New Products and Technology

12+3 SERIES

4 WHEEL DRIVE

COMPACT SERIES



Implements



Harvester



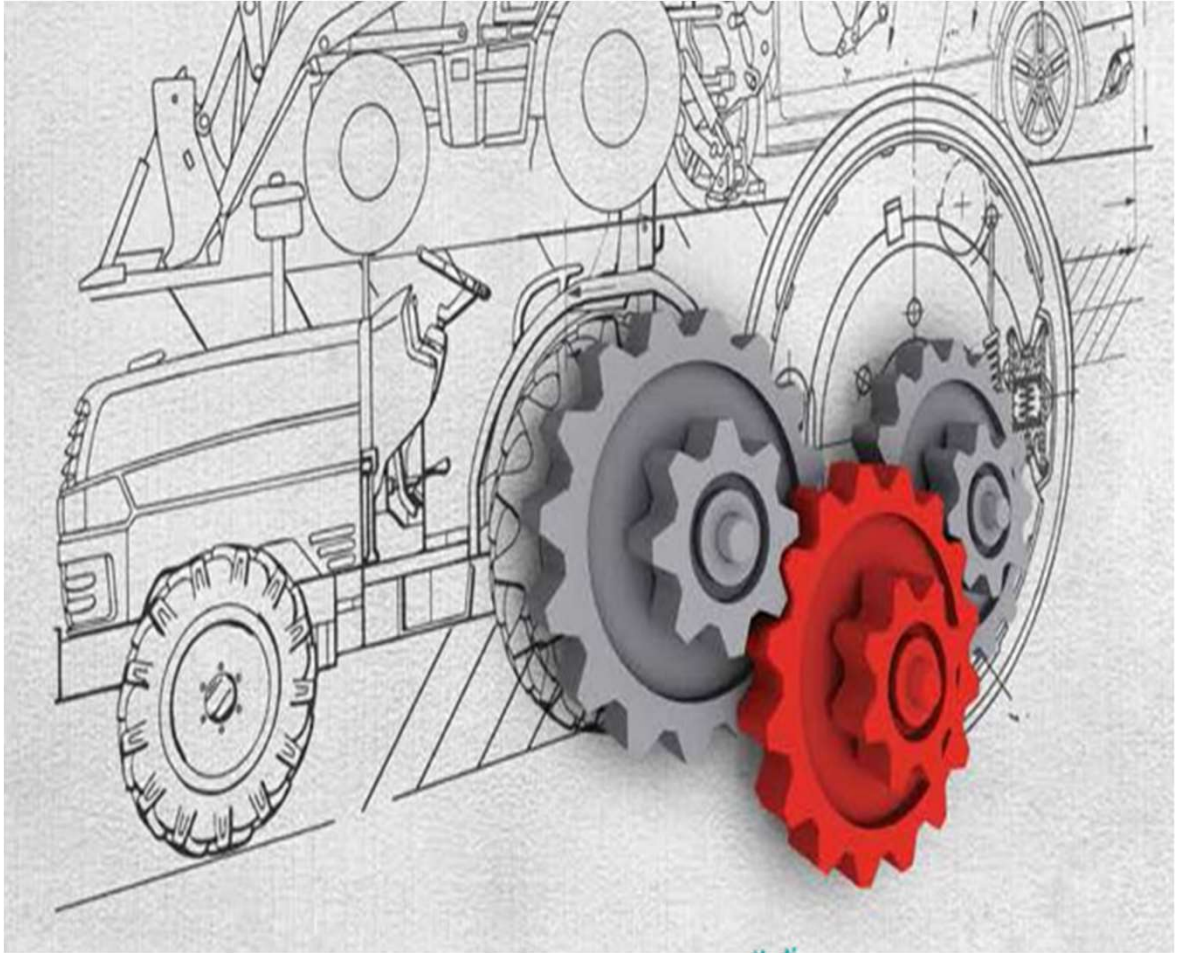
Rice Transplanter



Manufacturing
Excellence
Reinforcing
Quality and Cost
Leadership



Procurement Excellence



Green Field Project



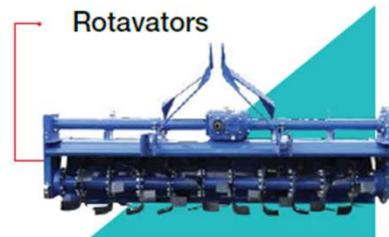
Agri Solutions



Super seeder



Reverse Forward



Rotavators



Sprayers





Restructuring of Agri Machinery Division

Tractor Business Division

Agri Solutions Business Division

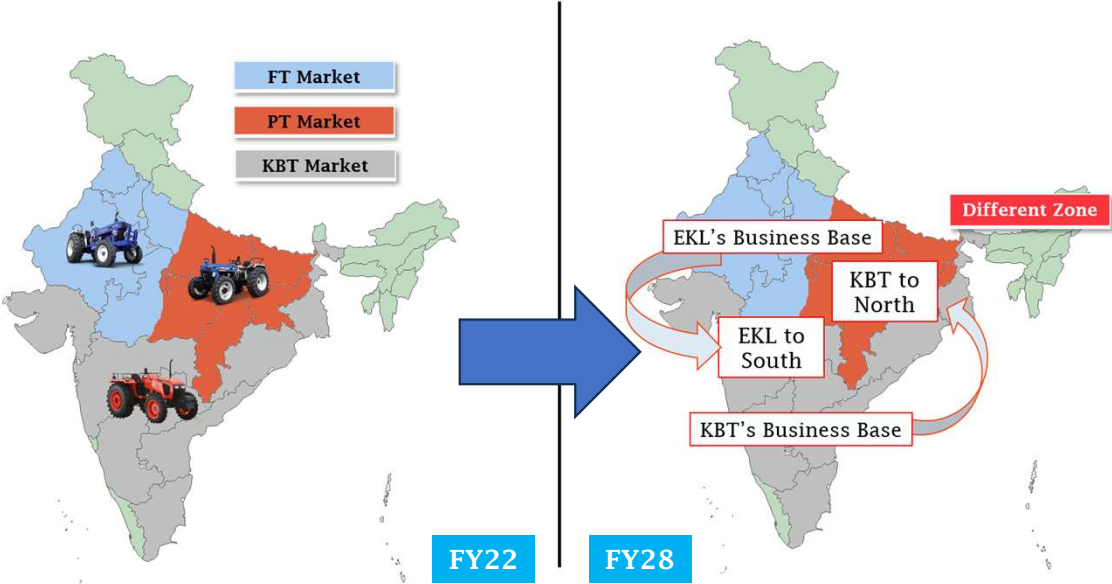
Service and Spare parts Division

Engine Business Division

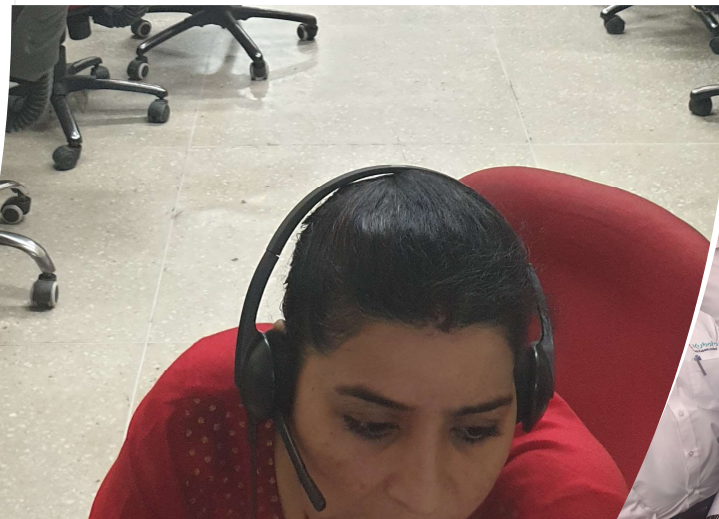


Sales Channel expansion

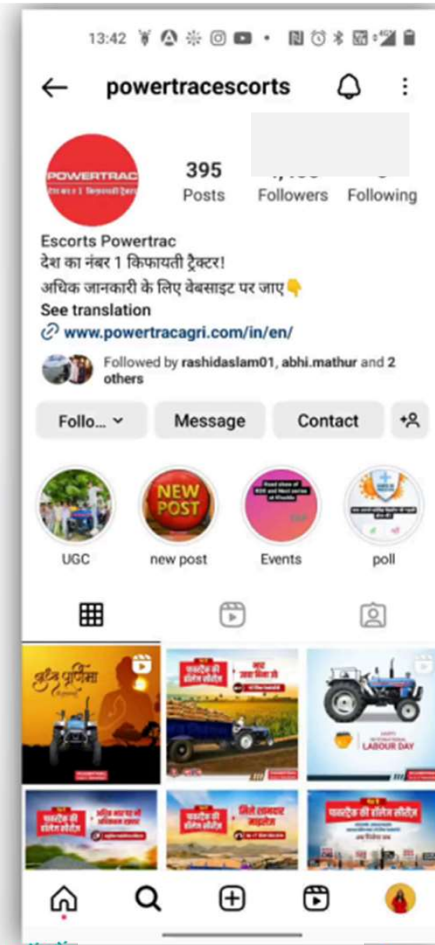
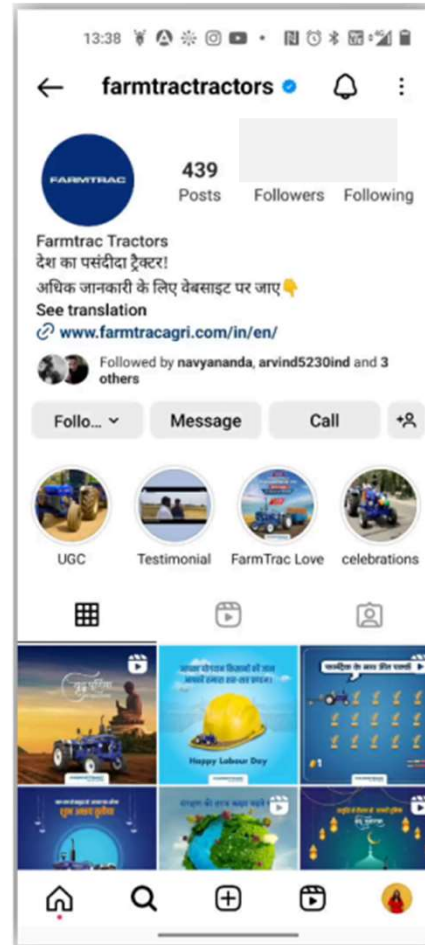
Export under EK brand



Customer
Connect
Delivering
unmatched
value
proposition



Digital Transformation for Sales growth







Capital Allocation



Creating a Culture of Excellence





ESG (Environmental, Social and Governance)

Carbon Neutrality by 2050 : Zero Landfill by 2027 : Water Positive by 2030
Tree Plantation - 25000 by 2025 : Gender Diversity - 7.5 % by 2025
3 x Improvement in Renewable Energy share by 2030



Driving Change through Commitment to Community

Reconstruction and upgrades of
schools in Faridabad region



Village Pond Restoration,
Sadpura, Faridabad



Municipal Waste To
School Benches Project



Menstrual Health & Hygiene
Project, Faridabad



Project Nimaya - Upskilling 700
Girls on 21st Century Work Skills



Escorts Kubota Advanced Farming Institute



Model Farm Development



Farmer Training



Extension Farm



Credit Rating



Coming together for Efficiency, Innovation and Growth



Sales Channel Integration



Employee Integration

Upcoming merger of
Escorts Kubota India Private Limited &
Kubota Agricultural Machinery India Private Limited
Into Escorts Kubota Limited




Our Customers




Board of Directors


Driving our Vision and Values




Mr. Nikhil Nanda
Chairman & Managing Director




Mr. Hardeep Singh
Non-Executive Director




Ms. Nitasha Nanda
Whole-Time Director





Mr. Sunil Kant Munjal
Independent Director




Ms. Tanya Arvind Dubash
Independent Director




Mr. Harish Narinder Salve
Independent Director


 Audit Committee
 Nomination, Remuneration & Compensation Committee




Mr. Dai Watanabe
Non-Executive Director




Mr. Seiji Fukuoka
Deputy Managing Director




Mr. Ravindra Chandra Bhargava
Independent Director




Mr. Kenichiro Toyofuku
Independent Director




Mr. Vimal Bhandari
Independent Director




Ms. Reema Nanavaty
Independent Director




Mr. Yasukazu Kamada
Non-Executive Director




Mr. Manish Sharma
Independent Director




Mr. Bharat Madan
Whole-Time Director & Chief Financial Officer








Dr. Rupinder Singh Sodhi
Independent Director



Mr. Shingo Hanada
Non-Executive Director



Mr. Nobushige Ichikawa
Non-Executive Director

 Stakeholder's Relationship Committee
 Risk Management Committee
 Corporate Social Responsibility Committee
 Chairman  Member



Business Partners



Employees and Union

