



Escorts Kubota Limited

February 8, 2023

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001

National Stock Exchange of India Limited

Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai – 400051

BSE - 500495

NSE - ESCORTS

Sub: Outcome of the Board Meeting of Escorts Kubota Limited pursuant to Regulation 30 and Unaudited Financial Results pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)

Dear Sir/ Madam,

Pursuant to Regulations 30 and 33 of the SEBI Listing Regulations, please note that the Board of Directors of the Company has approved, *inter-alia*, the following matters in their meeting held today i.e. February 8, 2023, commenced at 12:00 Noon and concluded at 14:55 P.M.:

1. Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended December 31, 2022 (Enclosed herewith along with Press Release and Earning Presentation).
2. Limited Review Report (Enclosed herewith).
3. Based on the recommendation of the Nomination, Remuneration and Committee and subject to the approval of shareholders, the Board of Directors has appointed Mr. Bharat Madan (DIN: 00944660), as an Additional Director of the Company, designated as Whole-time Director and Chief Financial Officer, for a period of 5 (Five) years with effect from February 8, 2023.

Further, the requisite disclosures, pursuant to the SEBI Circular CIR/CFD/CMD/4/2015 dated September 9, 2015, are attached as Annexure I.

Kindly take the same on record.

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

Satyendra Chauhan
Company Secretary and Compliance Officer

Encl.: As above

Note: The Equity Shares of the Company were listed on the Delhi Stock Exchange Limited (DSE). However, DSE has been de-recognised and allowed to exit as a stock exchange by SEBI by way of SEBI's Order No. WTM/ SR/ SEBI/ MRD-DSA/ 04/ 01/ 2017 dated 23 January 2017. For avoidance of doubt, the securities of the Company are not listed on DSE owing to DSE having been de-recognised by SEBI.

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: ekl_ex.corpsl@escortskubota.com | Website: www.escortsgroup.com

Corporate Identification Number L74899HR1944PLC039088



Escorts Kubota Limited

Annexure I

S. No.	Particulars	Details
1.	Reason for change viz. appointment, resignation, removal, death or otherwise	Mr. Bharat Madan (DIN: 00944660) has been appointed as an Additional Director, designated as Whole-time Director and Chief Financial Officer of the Company w.e.f. February 8, 2023.
2.	Date of appointment/ cessation (as applicable) & Term of appointment	Mr. Bharat Madan is appointed for a period of 5 (Five) years w.e.f. February 8, 2023.
3.	Brief Profile (in case of appointment)	Mr. Bharat Madan, a fellow Chartered Accountant by qualification of 1988 batch, has over 34 years of rich experience in financial management. He joined the Company in 2005, and has since then looked after the Finance & Accounts, Legal & Secretarial, Tax, IT and Investors Relations functions. Mr. Madan has been the core member of various Management Committees and also played key role in various strategic initiatives involving multiple M&A and business restructuring transactions including recent partnership with Kubota Corporation, Japan. His previous assignment includes his 14 years stint as Financial Controller designated as the Associate Vice President – Finance with Electrolux Kelvinator Limited, Jt Finance Controller with Spectrum Paints and also Vishwanath Singh & Associates.
4.	Disclosure of Relationships between Directors (in case of appointment of a director)	None of the directors are related
5.	It is hereby confirmed that Mr. Bharat Madan is not debarred from holding the office of Director by virtue of any order passed by SEBI or any other authority.	

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Escorts Kubota Limited (Formerly Escorts Limited)

Statement of Standalone Unaudited Financial Results for the quarter and nine months ended December 31, 2022

Particulars	Standalone results					₹ in Crores
	3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the nine months ended		For the year ended
	31-12-2022	30-09-2022	31-12-2021	31-12-2022	31-12-2021	31-03-2022
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Income						
Revenue from operations	2,263.67	1,883.48	1,971.50	6,162.00	5,327.33	7,196.90
Other income	91.28	77.56	25.96	204.28	114.96	168.80
Total income	2,354.95	1,961.04	1,997.46	6,366.28	5,442.29	7,365.70
Expenses						
Cost of materials consumed	1,404.41	1,434.94	1,002.24	4,268.41	3,431.49	4,492.43
Purchases of stock-in-trade	146.17	121.63	128.49	393.64	382.70	508.74
Changes in inventories of finished goods, work-in-progress and stock-in-trade	136.49	(192.77)	244.06	(156.57)	(192.13)	(68.37)
Employee benefits expense	152.68	148.86	132.34	438.44	409.04	528.27
Finance costs	2.64	2.28	3.25	7.51	9.81	12.70
Depreciation & amortisation expense	37.57	36.48	32.52	110.42	96.79	129.75
Other expenses	233.59	218.16	185.74	673.49	552.19	740.30
Total expenses	2,113.55	1,769.58	1,728.64	5,735.34	4,689.89	6,343.82
Profit before exceptional items and taxes	241.40	191.46	268.82	630.94	752.40	1,021.88
Exceptional items (refer note 2)	-	(72.76)	-	(72.76)	-	-
Profit before tax	241.40	118.70	268.82	558.18	752.40	1,021.88
Tax expense						
Current tax	44.17	43.05	62.72	136.41	183.85	242.00
Deferred tax charge/(credit) (refer note 6)	10.83	(12.02)	4.58	0.26	5.11	14.27
Total tax expense	55.00	31.04	67.30	136.67	188.96	256.27
Net profit for the period	186.40	87.66	201.52	421.51	563.44	765.61
Other comprehensive income						
Items that will not be reclassified to profit or loss						
Net changes in fair values of equity instruments carried at fair value through other comprehensive income	(0.16)	0.19	0.21	0.23	0.42	0.24
Re-measurements of defined employee benefit plans	1.41	(1.40)	3.53	2.45	0.21	2.56
Income tax relating to items that will not be reclassified to profit or loss	(0.33)	0.33	(0.91)	(0.64)	(0.10)	(0.67)
Total other comprehensive income	0.92	(0.88)	2.83	2.04	0.53	2.13
Total comprehensive income	187.32	86.78	204.35	423.55	563.97	767.74
Earnings per share of ₹ 10 each :						
	Not annualised	Not annualised	Not annualised	Not annualised	Not annualised	
a) Basic (₹)	14.37	6.76	15.33	32.52	42.75	58.91
b) Diluted (₹)	14.35	6.75	15.30	32.48	42.67	58.71
Paidup equity share capital, equity share of ₹ 10 each	131.94	131.94	122.58	131.94	122.58	131.94
Other equity						7,746.24





Escorts Kubota Limited (Formerly Escorts Limited)

Segment wise revenue, results and capital employed for the quarter and nine months ended December 31, 2022

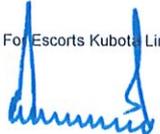
₹ in Crores

Sl. No.	Particulars	Standalone					
		3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the nine months ended		For the year ended
		31-12-2022	30-09-2022	31-12-2021	31-12-2022	31-12-2021	31-03-2022
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Segment revenue:						
	a) Agri machinery products	1,707.99	1,454.86	1,519.31	4,758.61	4,192.99	5,563.74
	b) Construction equipments	306.11	241.89	276.50	794.14	667.29	986.79
	c) Railway equipments	249.29	182.01	173.85	604.65	463.41	636.21
	d) Unallocated	0.28	4.72	1.84	4.60	3.64	10.16
	Total	2,263.67	1,883.48	1,971.50	6,162.00	5,327.33	7,196.90
	Less: Inter segment revenue	-	-	-	-	-	-
	Net segment revenue	2,263.67	1,883.48	1,971.50	6,162.00	5,327.33	7,196.90
2	Segment results:						
	a) Agri machinery products	142.43	121.78	238.16	432.73	644.90	855.98
	b) Construction equipments	6.86	(6.32)	6.78	2.98	12.44	23.87
	c) Railway equipments	32.62	26.64	24.86	82.75	71.63	94.32
	Total	181.91	142.10	269.80	518.46	728.97	974.17
	Less :						
	- Finance costs	2.64	2.28	3.25	7.51	9.81	12.70
	- Exceptional items (refer note 2)	-	72.76	-	72.76	-	-
	- Other unallocable expenditure (Net of unallocable income)	(62.13)	(51.64)	(2.27)	(119.99)	(33.24)	(60.41)
	Total profit before tax	241.40	118.70	268.82	558.18	752.40	1,021.88
3	Segment assets						
	a) Agri machinery products	3,561.43	3,738.22	3,123.36	3,561.43	3,123.36	3,009.91
	b) Construction equipments	342.50	336.34	389.63	342.50	389.63	376.49
	c) Railway equipments	570.12	535.25	365.17	570.12	365.17	374.77
	d) Auto ancillary products (discontinued operation)	0.12	0.12	0.64	0.12	0.64	0.55
	e) Unallocated	5,473.20	5,289.54	3,431.52	5,473.20	3,431.52	5,610.02
	Total	9,947.37	9,899.47	7,310.32	9,947.37	7,310.32	9,371.74
4	Segment liabilities						
	a) Agri machinery products	1,135.78	1,268.06	1,017.37	1,135.78	1,017.37	947.78
	b) Construction equipments	264.57	224.91	217.19	264.57	217.19	236.18
	c) Railway equipments	85.46	136.81	97.90	85.46	97.90	92.85
	d) Auto ancillary products (discontinued operation)	5.13	5.15	6.79	5.13	6.79	6.83
	e) Unallocated	212.88	212.84	177.84	212.88	177.84	209.92
	Total	1,703.82	1,847.77	1,517.09	1,703.82	1,517.09	1,493.56

Notes :

- The above standalone financial results for the quarter and nine months ended December 31, 2022 were reviewed by the Audit Committee and approved by the Board of Directors of the Company in their respective meetings held on February 8, 2023.
- Pursuant to the in-principle approval of the Board of Directors dated September 15, 2022 and the subsequent Share Purchase Agreement dated November 4, 2022 between the Company and Tadano Limited, Japan (Tadano) for sale of 7,27,65,000 equity shares held by the Company in Tadano Escorts India Private Limited (TEIPL), the Company has transferred the said equity shares to Tadano on November 9, 2022 at a consideration of ₹ 0.01 Crores and accordingly TEIPL has ceased to be a Joint Venture of the Company. The loss on sale of the aforesaid equity share amounting to ₹ 72.76 Crores, being, the excess of the carrying value over the aforesaid consideration received has been disclosed as exceptional item for the quarter ended September 30, 2022 and nine months ended December 31, 2022.
- Pursuant to the Business Transfer Agreement dated November 4, 2022 between the Company and TEIPL, for purchase of Rough Terrain (RT) Crane Business and the associated equipment and parts (including spare parts) from TEIPL at a lumpsum cash consideration ₹ 16.59 Crores on a slump sale basis, the related assets and liabilities of the RT Crane Business including certain other assets were transferred to the Company.
- The Board of the Directors of the Company on February 18, 2022 had approved a draft Scheme for Selective Capital Reduction ("Scheme"), under Section 66, Section 52 and other applicable provisions of the Companies Act, 2013, read with the National Company Law Tribunal (Procedure for Reduction of Share Capital of Company) Rules, 2016 ("NCLT Rules") for selective reduction of the share capital of the Company by cancelling and extinguishing 2,14,42,343 Equity Shares, held by the Escorts Benefit and Welfare Trust. The scheme has been cleared by the stock exchanges vide their no observation letters dated June 29, 2022 and has been approved by the shareholders on August 5, 2022. Subsequently, the Scheme was filed with the NCLT, Chandigarh, on August 14, 2022 and the approval is awaited.
- The Board of the Directors of the Company on September 15, 2022 had approved a Scheme for Amalgamation ("Scheme"), under Sections 230 to 232 and other applicable provisions of the Companies Act, 2013, and rules framed thereunder. The Scheme, inter alia, provides for amalgamation of Escorts Kubota India Private Limited and Kubota Agricultural Machinery India Private Limited (Amalgamating Companies) into and with Escorts Kubota Limited (Amalgamated Company). The Scheme is subject to approvals of requisite majorities of the shareholders, creditors, regulatory authorities including stock exchanges and the National Company Law Tribunal, Chandigarh bench (NCLT). The Scheme is pending with the National Stock Exchange Limited and Bombay Stock Exchange for approval, post which the same will be filed with the NCLT for approval.
- Deferred tax charge/(credit) for the quarter ended September 30, 2022 and nine months ended December 31, 2022 includes deferred tax credit of ₹ 18.31 Crores related to exceptional item.
- Previous period figures have been re-grouped/ reclassified wherever necessary, to conform to current period's classification.

For Escorts Kubota Limited


Nikhil Nanda
(Chairman and Managing Director)

Place : Faridabad
Date : 08-02-2023

Escorts Kubota Limited (Formerly Escorts Limited)
Phone: 0129-2250222, Fax: 0129-2250060

E-mail: corp.secretarial@escortskubota.com, Website: www.escortsgroup.com

Registered Office : 15/5, Mathura Road, Faridabad – 121 003, Haryana
CIN - L74899HR1944PLC039088

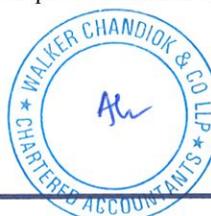


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Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results and Year to Date Results of Escorts Kubota Limited (formerly Escorts Limited) pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Escorts Kubota Limited (formerly Escorts Limited)

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of Escorts Kubota Limited (formerly Escorts Limited) ('the Company') for the quarter ended 31 December 2022 and the year to date results for the period 1 April 2022 to 31 December 2022, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations').
2. The Statement, which is the responsibility of the Company's management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.



Chartered Accountants

Offices in Bengaluru, Chandigarh, Chennai, Gurugram, Hyderabad, Kochi, Kolkata, Mumbai, New Delhi, Noida and Pune

Walker Chandiook & Co LLP is registered with limited liability with identification number AAC-2085 and its registered office at L-41 Connaught Circus, New Delhi, 110001, India

Walker Chandiook & Co LLP

4. Based on our review conducted as above nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013


Ashish Gupta
Partner

Membership No. 504662



UDIN: 23504662BGWGCO9540

Place: New Delhi

Date: 8 February 2023



Escorts Kubota Limited (Formerly Escorts Limited)
Statement of Consolidated Unaudited Financial Results for the quarter and nine months ended December 31, 2022

Particulars	₹ in Crores					
	Consolidated results					
	3 months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the nine months ended		
	31-12-2022	30-09-2022	31-12-2021	31-12-2022	31-12-2021	
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	
				Audited		
Income						
Revenue from operations	2,291.35	1,890.80	1,998.29	6,214.21	5,396.01	7,282.65
Other income	91.68	78.05	26.71	205.25	118.96	173.80
Total income	2,383.03	1,968.85	2,025.00	6,419.46	5,514.97	7,456.45
Expenses						
Cost of materials consumed	1,424.19	1,439.37	1,019.25	4,299.45	3,462.84	4,534.63
Purchases of stock-in-trade	146.26	122.59	128.30	395.10	384.66	510.82
Changes in inventories of finished goods, work-in-progress and stock-in-trade	136.38	(193.68)	241.48	(157.07)	(189.71)	(66.94)
Employee benefits expense	155.96	151.57	136.66	447.22	419.51	541.90
Finance costs	3.48	2.96	3.83	9.64	11.41	14.97
Depreciation and amortisation expense	37.97	36.90	33.10	111.69	98.54	132.06
Other expenses	237.23	221.53	194.08	685.15	571.45	766.83
Total expenses	2,141.47	1,781.24	1,766.70	5,791.18	4,758.70	6,434.27
Profit before share of net profit of investment accounted for using the equity method and tax	241.56	187.61	268.30	628.28	756.27	1,022.18
Share of loss of investments accounted for using equity method	(5.94)	(4.75)	(6.68)	(18.26)	(20.90)	(29.35)
Profit before taxes	235.62	182.86	261.62	610.02	735.37	992.83
Exceptional items (refer note 2)	-	(53.05)	-	(53.05)	-	-
Profit before tax	235.62	129.81	261.62	556.97	735.37	992.83
Tax expense						
Current tax	44.17	43.10	63.01	136.45	184.69	242.81
Deferred tax charge / (credit) (refer note 6)	10.65	(12.09)	4.90	0.33	5.05	14.41
Total tax expense	54.82	31.01	67.91	136.78	189.74	257.22
Net profit for the period	180.80	98.80	193.71	420.19	545.63	735.61
Other comprehensive income						
Items that will not be reclassified to profit or loss						
Net changes in fair values of equity instruments carried at fair value through other comprehensive income	(0.16)	0.19	0.21	0.23	0.42	0.24
Re-measurements of defined employee benefit plans	1.41	(1.40)	3.53	2.45	0.21	2.58
Income tax relating to items that will not be reclassified to profit or loss	(0.33)	0.33	(0.91)	(0.64)	(0.10)	(0.67)
Items that will be reclassified to profit or loss						
Exchange differences on translation of foreign operations	0.73	(0.35)	(0.05)	0.24	(0.03)	(0.07)
Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
Total other comprehensive income	1.65	(1.23)	2.78	2.28	0.50	2.08
Total comprehensive income	182.45	97.57	196.49	422.47	546.13	737.69
Profit attributable to:						
a) Owners of the parent	180.82	98.83	194.19	420.29	545.55	736.47
b) Non-controlling interests	(0.02)	(0.03)	(0.48)	(0.10)	0.08	(0.86)
Other comprehensive income attributable to:						
a) Owners of the parent	1.65	(1.23)	2.78	2.28	0.50	2.08
b) Non-controlling interests	-	-	-	-	-	-
Total comprehensive income attributable to:						
a) Owners of the parent	182.47	97.60	196.97	422.57	546.05	738.55
b) Non-controlling interests	(0.02)	(0.03)	(0.48)	(0.10)	0.08	(0.86)
Earnings per share of ₹ 10 each :	Not annualised	Not annualised	Not annualised	Not annualised	Not annualised	
a) Basic (₹)	16.70	9.14	19.74	38.85	55.48	74.06
b) Diluted (₹)	16.68	9.12	19.67	38.79	55.35	73.73
Paid up equity share capital, equity share of ₹ 10 each	131.94	131.94	122.58	131.94	122.58	131.94
Other equity						7,467.96

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Escorts Kubota Limited (Formerly Escorts Limited)
Segment wise revenue, results and capital employed for the quarter and nine months ended December 31, 2022

Sl. No.	Particulars	Consolidated					₹ in Crores
		3 months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the nine months ended		For the year ended
		31-12-2022	30-09-2022	31-12-2021	31-12-2022	31-12-2021	31-03-2022
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Segment revenue:						
	a) Agri machinery products	1,735.40	1,462.75	1,540.54	4,809.06	4,244.28	5,629.34
	b) Construction equipments	305.11	241.89	276.50	794.14	667.29	986.79
	c) Railway equipments	249.29	182.01	173.85	604.65	463.41	636.21
	d) Unallocated	4.19	5.58	10.96	13.25	27.08	37.79
	Total	2,294.99	1,892.23	2,001.85	6,221.10	5,402.06	7,290.13
	Less: Inter segment revenue	3.64	1.43	3.56	6.89	6.05	7.48
	Net segment revenue	2,291.35	1,890.80	1,998.29	6,214.21	5,396.01	7,282.65
2	Segment results:						
	a) Agri machinery products	144.77	122.11	238.66	438.26	648.88	859.55
	b) Construction equipments	6.86	(6.32)	6.78	2.98	12.44	23.87
	c) Railway equipments	32.62	26.64	24.86	82.75	71.63	94.32
	Total	184.25	142.43	270.30	523.99	732.95	977.74
	Less :						
	- Finance costs	3.48	2.96	3.83	9.64	11.41	14.97
	- Exceptional items (refer note 2)	-	53.05	-	53.05	-	-
	- Other unallocable expenditure (Net of unallocable income)	(54.85)	(43.39)	4.85	(95.67)	(13.83)	(30.06)
	Total profit before tax	235.62	129.81	261.62	556.97	735.37	992.83
3	Segment assets						
	a) Agri machinery products	3,587.89	3,755.25	3,138.33	3,587.89	3,138.33	3,025.15
	b) Construction equipments	342.50	336.34	389.63	342.50	389.63	376.49
	c) Railway equipments	570.12	535.25	365.17	570.12	365.17	374.77
	d) Auto ancillary products (discontinued operation)	0.12	0.12	0.64	0.12	0.64	0.55
	e) Unallocated	5,189.01	5,012.15	3,199.71	5,189.01	3,199.71	5,330.78
	Total	9,689.64	9,639.11	7,093.48	9,689.64	7,093.48	9,107.74
4	Segment liabilities						
	a) Agri machinery products	1,160.46	1,285.18	1,032.47	1,160.46	1,032.47	964.30
	b) Construction equipments	264.57	224.91	217.19	264.57	217.19	236.18
	c) Railway equipments	85.46	136.81	97.90	85.46	97.90	92.85
	d) Auto ancillary products (discontinued operation)	5.13	5.15	6.79	5.13	6.79	6.83
	e) Unallocated	213.58	213.59	217.24	213.58	217.24	211.43
	Total	1,729.20	1,865.64	1,571.59	1,729.20	1,571.59	1,511.59

Notes :

- The above consolidated financial results for the quarter and nine months ended December 31, 2022 were reviewed by the Audit Committee and approved by the Board of Directors of the Company (or "Parent Company") in their respective meetings held on February 08, 2023.
- Pursuant to the in-principle approval of the Board of Directors dated September 15, 2022 and the subsequent Share Purchase Agreement dated November 4, 2022 between the Company and Tadano Limited, Japan (Tadano) for sale of 7,27,65,000 equity shares held by the Company in Tadano Escorts India Private Limited (TEIPL), the Company has transferred the said equity shares to Tadano on November 9, 2022 at a consideration of ₹ 0.01 Crores and TEIPL has ceased to be a Joint Venture of the Company. The loss on sale of the aforesaid equity share amounting to ₹ 53.05 Crores, being, the excess of the carrying value over the aforesaid consideration received has been disclosed as exceptional item for the quarter ended September 30, 2022 and nine months ended December 31, 2022.
- Pursuant to the Business Transfer Agreement dated November 4, 2022 between the Company and TEIPL, for purchase of Rough Terrain (RT) Crane Business and the associated equipment and parts (including spare parts) from TEIPL at a lumpsum cash consideration ₹ 16.59 Crores on a slump sale basis, the related assets and liabilities of the RT Crane Business including certain other assets were transferred to the Company.
- The Board of the Directors of the Company on February 18, 2022 had approved a draft Scheme for Selective Capital Reduction ("Scheme"), under Section 66, Section 52 and other applicable provisions of the Companies Act, 2013, read with the National Company Law Tribunal (Procedure for Reduction of Share Capital of Company) Rules, 2016 ("NCLT Rules") for selective reduction of the share capital of the Company by cancelling and extinguishing 2,14,42,343 Equity Shares, held by the Escorts Benefit and Welfare Trust. The scheme has been cleared by the stock exchanges vide their no observation letters dated June 29, 2022 and has been approved by the shareholders on August 5, 2022. Subsequently, the Scheme was filed with the NCLT, Chandigarh, on August 14, 2022 and the approval is awaited.
- The Board of the Directors of the Company on September 15, 2022 had approved a Scheme for Amalgamation ("Scheme"), under Sections 230 to 232 and other applicable provisions of the Companies Act, 2013, and rules framed thereunder. The Scheme, inter alia, provides for amalgamation of Escorts Kubota India Private Limited and Kubota Agricultural Machinery India Private Limited (Amalgamating Companies) into and with Escorts Kubota Limited (Amalgamated Company). The Scheme is subject to approvals of requisite majorities of the shareholders, creditors, regulatory authorities including stock exchanges and the National Company Law Tribunal, Chandigarh bench (NCLT). The Scheme is pending with the National Stock Exchange Limited and Bombay Stock Exchange for approval, post which the same will be filed with the NCLT for approval.
- Deferred tax charge/(credit) for the quarter ended September 30, 2022 and nine months ended December 31, 2022 includes deferred tax credit of ₹ 18.31 Crores related to exceptional item.
- Previous period figures have been re-grouped/ reclassified wherever necessary, to conform to current period's classification.

Place : Faridabad
Date : 08/02/2023

For Escorts Kubota Limited

Nikhil Nanda
(Chairman and Managing Director)

Escorts Kubota Limited (Formerly Escorts Limited)
Phone: 0129-2250222, Fax: 0129-2250060
E-mail: corp.secretarial@escortskubota.com, Website: www.escortsgroup.com
Registered Office : 15/5, Mathura Road, Faridabad - 121003, Haryana
CIN - L74699HR1944PLC039088



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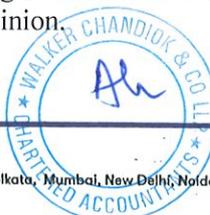
Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results and Year to Date Results of Escorts Kubota Limited (formerly Escorts Limited) pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Escorts Kubota Limited (formerly Escorts Limited)

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of Escorts Kubota Limited (formerly Escorts Limited) ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), its associate and joint ventures (refer Annexure 1 for the list of subsidiaries, associate and joint ventures included in the Statement) for the quarter ended 31 December 2022 and the consolidated year to date results for the period 1 April 2022 to 31 December 2022, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations').
2. This Statement, which is the responsibility of the Holding Company's management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Chartered Accountants

Offices in Bengaluru, Chandigarh, Chennai, Gurugram, Hyderabad, Kochi, Kolkata, Mumbai, New Delhi, Noida and Pune



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We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33 (8) of the Listing Regulation, to the extent applicable.

4. Based on our review conducted and procedures performed as stated in paragraph 3 above and upon consideration of the review reports of other auditors referred to in paragraph 5 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. We did not review the interim financial results of three subsidiaries included in the Statement, whose financial information reflects total revenues of ₹ 48.90 crores and ₹ 126.81 crores, total net profit /(loss) after tax of ₹ 1.14 crores and ₹ (0.23) crores, total comprehensive income of ₹ 1.87 crores and ₹ 0.01 crores, for the quarter and nine months ended on 31 December 2022, respectively. The Statement also includes the Group's share of net loss after tax of ₹ 6.80 crores and ₹ 17.99 crores and total comprehensive loss of ₹ 6.83 crores and ₹ 18.09 crores, for the quarter and nine months ended on 31 December 2022, respectively, as considered in the Statement, in respect of one associate and three joint ventures, whose interim financial results have not been reviewed by us. These interim results have been reviewed by other auditors whose review reports have been furnished to us by the management, and our conclusion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, associate and joint ventures is based solely on the review reports of such other auditors and the procedures performed by us as stated in paragraph 3 above.

Further, of these subsidiaries, associate and joint ventures, one subsidiary is located outside India, whose interim financial results have been prepared in accordance with accounting principles generally accepted in that country and which have been reviewed by other auditors. The Holding Company's management has converted the financial results of such subsidiary from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Holding Company's management. Our conclusion, in so far as it relates to the balances and affairs of this subsidiary is based on the review report of other auditor and the conversion adjustments prepared by the management of the Holding Company and reviewed by us.

Our conclusion is not modified in respect of this/these matter(s) with respect to our reliance on the work done by and the reports of the other auditors.

6. The Statement includes the interim financial results of two subsidiaries, which have not been reviewed/audited by their auditors, whose interim financial results reflects total revenues of ₹ Nil and ₹ 0.02 crores, net loss after tax of ₹ 0.07 crores and ₹ 0.05 crores, total comprehensive loss of ₹ 0.07 crores and ₹ 0.05 crores for the quarter and nine months ended 31 December 2022 respectively as considered in the Statement. The Statement also includes the Group's share of net loss after tax of ₹ Nil and ₹ 0.20 crores, and total comprehensive loss of ₹ Nil crores and ₹ 0.19 crores for the quarter and nine months ended on 31 December 2022 respectively, in respect of one joint venture, based on their interim financial statements, which have not been reviewed/audited by their auditor, and have been furnished to us by the Holding Company's management.



Walker Chandiook & Co LLP

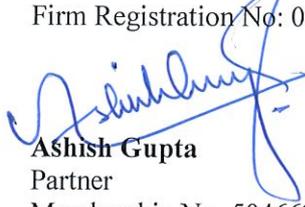
Our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries and joint venture, are based solely on such unaudited/unreviewed interim financial results. According to the information and explanations given to us by the management, these interim financial results are not material to the Group.

Our conclusion is not modified in respect of this matter with respect to our reliance on the financial results certified by the Board of Directors.

For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013


Ashish Gupta

Partner

Membership No. 504662



UDIN: 23504662BGWGCN6930

Place: New Delhi

Date: 8 February 2023

Annexure 1

List of entities included in the Statement

Subsidiaries:

1. Farmtrac Tractors Europe Sp. Z.o.o.
2. Escorts Crop Solutions Limited
3. Escorts Finance Limited
4. Escorts Benefit and Welfare Trust
5. Escorts Benefit Trust

Associate:

1. Escorts Consumer Credit Limited

Joint ventures:

1. Adico Escorts Agri Equipment Private Limited
2. Tadano Escorts India Private Limited (till 15 September 2022)
3. Escorts Kubota India Private Limited
4. Kubota Agricultural Machinery India Private Limited





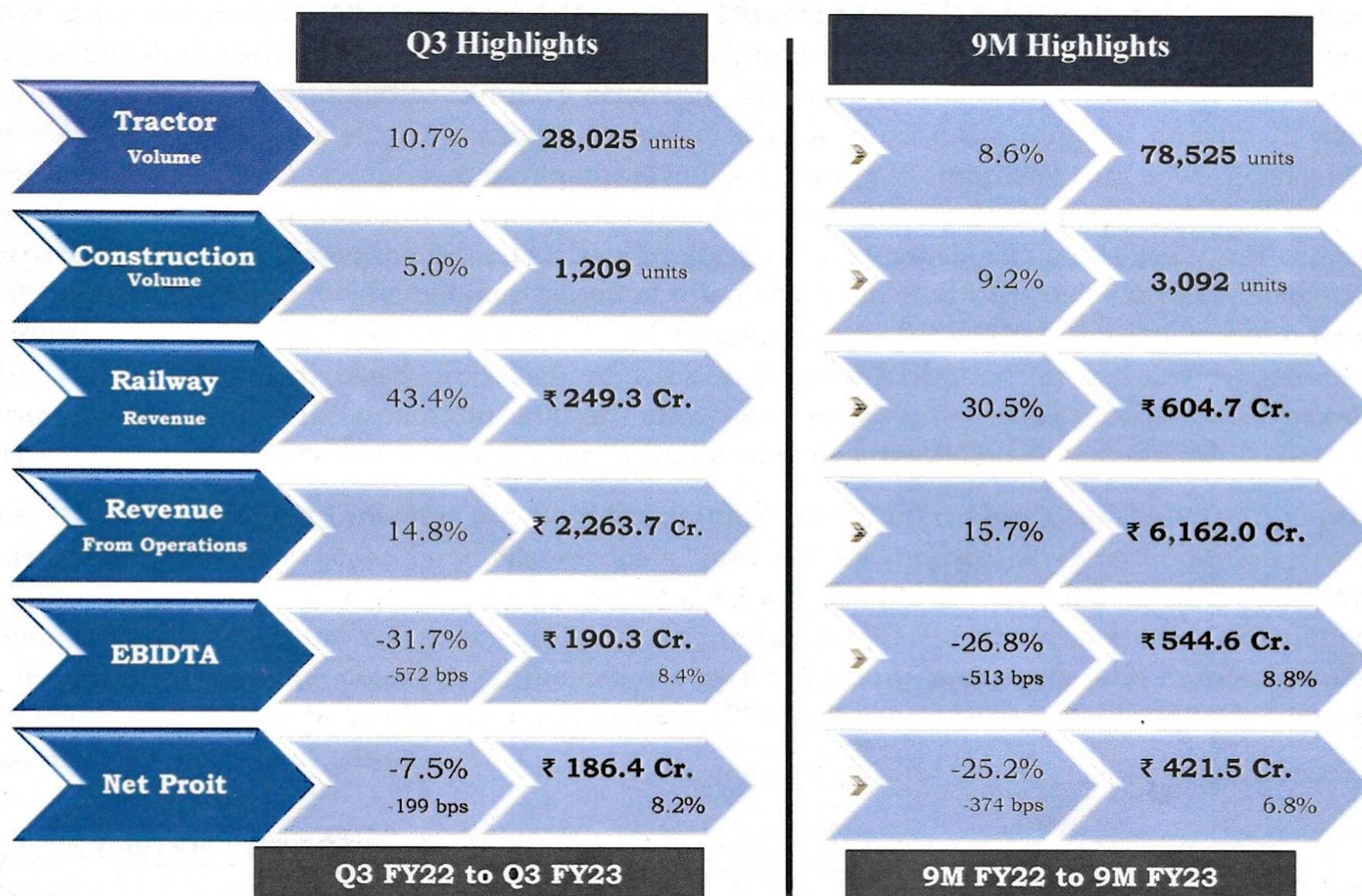
Escorts Kubota Limited

Q3 Standalone Profit Sequentially more than doubled to ₹ 186.4 cr.

(Standalone Profit for 9 months at 421.5 Cr.)

- **Tractor volumes at 28,025 units**
- **Construction Equipment volumes at 1,209 units**
- **EBIDTA at ₹ 190.3 crore**
- **PAT at ₹ 186.4 crore**

New Delhi, February 08, 2023: Escorts Kubota Limited today reported net profit of ₹ 186.4 crore in quarter ended December 31, 2022, as against a profit of ₹ 201.5 crore in corresponding quarter of the previous fiscal and as against ₹ 87.7 crore after exceptional item in sequential quarter, adversely impacted due to unabsorbed inflation and adverse product mix.



Revenue from operations was at ₹ 2,263.7 crores in quarter ended December 2022 as against ₹ 1,971.5 cores in corresponding quarter of the previous fiscal. EBIDTA for the quarter ended December 31, 2022, came at ₹ 190.3 crore as against ₹ 278.6 crore in corresponding quarter of the previous fiscal.

ESCORTS KUBOTA LIMITED
(Formerly Escorts Limited)

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Tel.: +91-129-2250222

E-mail: corp.secretarial@escortskubota.com Website: www.escortsgroup.com

Corporate Identification Number L74899HR1944PLC039088



Escorts Kubota Limited

Revenue from operations was at ₹ 6,162.0 crore in nine months ended December 2022 as against ₹ 5,327.3 crore in the corresponding period last fiscal. The standalone profit before tax and before exceptional item of ₹ 72.8 crore is at ₹ 630.9 crore as against of ₹ 752.4 crore in the corresponding period last fiscal.

At consolidated level revenue from operations was at ₹ 6,214.2 crores as against ₹ 5,396.0 cores in nine months ended December 2021. Consolidated net profit recorded at ₹ 420.2 crore in nine months ended December 31, 2022, as against a profit of ₹ 545.6 crore in corresponding period last fiscal, adversely impacted due to unabsorbed commodity price inflation coupled with an exceptional item of ₹ 53.1 crore on account of impairment of investment in the Joint Venture Tadano Escorts India Private Limited. EPS reported at ₹ 38.85 as against ₹ 55.48 in corresponding period last fiscal.

Speaking on the results, Chairman and Managing Director Mr. Nikhil Nanda said, “There has been positive & continuous growth across businesses, and we feel government spending on core sectors will favour demand across industry segments. We have recently announced our mid-term business plan and all our strategic efforts are directed in achieving the targeted growth. In agri business, rural sentiments continue to remain favourable owing to improved rabi sowing assisted by good monsoon this year. We are witnessing improved demand across products in our construction business too as the infrastructure projects are now moving at a fast pace and expect this demand to continue for the balance period of this fiscal year. Railway business is consistently growing on order book, and we look at a good performance ahead. We will continue to invest in new products, innovative & digitised processes, and wider global distribution for enhanced customer coverage. While inflation impact on margin may take some time to normalise, the overall macroeconomic factors remain favourable for overall economic growth.”

As per Deputy Managing Director, Mr. Seiji Fukuoka, “Our mid-term business plan has mapped opportunities across our core business verticals, and we are hopeful that with our strategic initiatives & operational efficiency across segments, we will be able to achieve desired growth. We will continue to develop product mix and integrate innovation for enhanced customer experience and leverage on growing demand. Enhanced focus on farming prosperity and infrastructure development will always be one of our main focus and we will continue to contribute in the space through our technology offering.”

SEGMENT WISE PERFORMANCE

Agri Machinery Products

Tractor volumes at 28,025 units in quarter ended December 2022 went up by 10.7% as against 25,325 units in the corresponding period last fiscal. Segment revenue went up by 12.4% at ₹ 1,708.0 crore in quarter ended December 2022 as against ₹ 1,519.3 crore in corresponding period last fiscal. In this quarter unabsorbed inflation in the commodities prices and adverse product mix has resulted in lower EBIT margin at 8.3%, as compared to 8.4% in Sequential quarter and 15.7% last year same period.

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Escorts Kubota Limited

For nine months ended December 2022 of current fiscal, tractor volumes went up by 8.6% at 78,525 units as compared to 72,333 units in corresponding period last fiscal. Segment revenue also went up by 13.5% at ₹ 4,758.6 crore in nine months ended December 2022 as against ₹ 4,193.0 crore in corresponding period last fiscal. EBIT margin for nine months ended December 2022 came at 9.1% as compared to 15.4% in the corresponding period last fiscal.

Construction Equipment

Construction equipment sales volume at 1,209 machines in quarter ended December 2022 went up by 5% as against 1,151 machines in corresponding period last fiscal. Segment revenues went up by 10.7% at ₹ 306.1 crore in quarter ending December 2022 as against ₹ 276.5 crore in corresponding period last fiscal. EBIT margin turned positive at 2.2% as against 2.5% in corresponding period last fiscal.

For nine months ended December 2022 of current fiscal, construction equipment volumes went up by 9.2% at 3,092 units as compared to 2,831 units in corresponding period last fiscal. Segment revenue went up by 19.0% at ₹ 794.1 crore in nine months ended December 2022 as against ₹ 667.3 crore in corresponding period last fiscal. EBIT margin for nine months ended December 2022 was at 0.4% as against 1.9% in the corresponding period last fiscal.

Railway Products Division

Revenue for the third quarter at ₹ 249.3 crore in quarter ending December 2022, our ever-highest quarterly revenue, went up by 43.4% as against ₹ 173.9 crore in the corresponding quarter. EBIT margin stood at 13.1% in quarter ended December 2022 as against 14.3% in corresponding period last fiscal.

For nine months ended December 2022 railways products segment revenue went up by 30.5% at ₹ 604.7 crore, highest ever, as against ₹ 463.4 crore in corresponding period last fiscal. EBIT margin for nine months ended December 2022 stood at 13.7% as compared to 15.5% in the corresponding period last fiscal.

Order book for the division, at end of December 2022, was more than ₹ 1,000 crore.

The reviewed accounts of the third quarter and nine months ended 31st December 2022 have been approved by the Board of Directors of Escorts Kubota Limited.

For further information, kindly contact:

Bharat Madan

President Finance, Group Chief Financial Officer & Corporate Head

E-mail: bharat.madan@escortskubota.com

ESCORTS KUBOTA LIMITED

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Escorts Kubota Limited

(Formerly Escorts Limited)

Q3 FY23 | EARNING PRESENTATION

8th February 2023

BSE: 500495 | NSE: ESCORTS



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Escorts Kubota Limited: Overview

(Formerly Escorts Limited)

Escorts Kubota Limited (EKL) A leading engineering conglomerate with a history of over seven decades, steering India's socio-economic growth through pioneering contribution in critical industrial sectors.

Three Business Divisions:

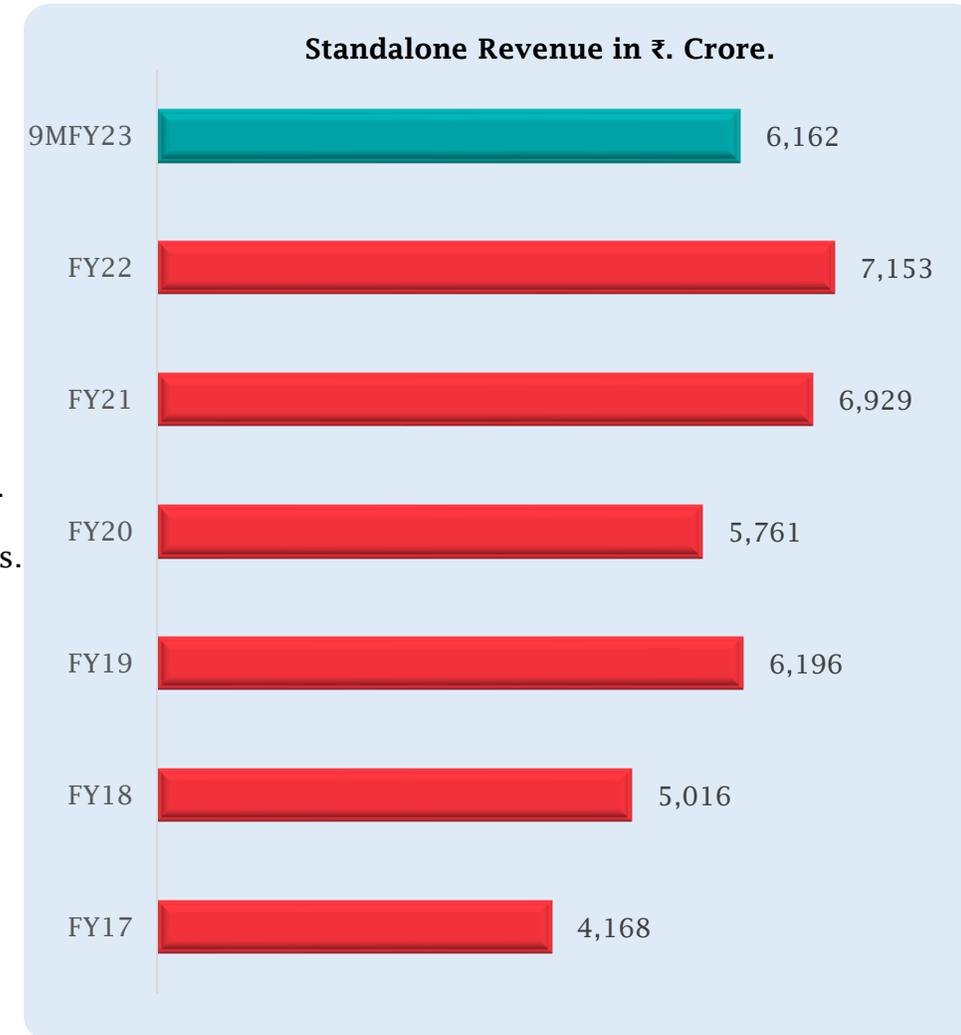
1. **Agri Machinery** - Tractors, Engine, Spare parts and Lubes
2. **Construction Equipment** - Material handing, Road compaction and Earth Moving Equipment.
3. **Railway Equipment** - Brake System, Couplers, Suspension System, Friction & rubber Products.

Headquartered In: Faridabad, Haryana, India

Manufacturing Facilities: 6 Plants* located in Faridabad, Haryana, India

Exchange Listing# : Listed on NSE and BSE

Market Capitalization: ~ Rs26,460 Crores as on 7th February 2023



Q3FY23 YoY Highlights

Particulars	Industry Growth	EKL Growth	Variance
Domestic Tractor Volume	10.5%	12.3%	● 1.8%
Export Tractor Volume	-14.4%	-8.0%	● 6.4%
Total Tractor Volume	7.2%	10.7%	● 3.5%
PNC Volume	34.8%	19.3%	● -15.5%
BHL Volume	29.6%	-25.9%	● -55.5%
Compactor Volume	11.9%	-34.1%	● -46.0%
Served Construction Equipment Volume*	28.9%	5.3%	● -23.5%
Railway Segment Revenue		43.4%	

● Positive ● Neutral ● Negative



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

% rounded off to nearest single decimal

Q3FY23 YoY at a Glance

Particulars	Unit	Q3FY23	Q3FY22	Variance
Domestic Tractor Market Share	%	10.6%	10.4%	● 17 bps
Revenue from Operations	₹ Cr.	2,263.7	1,971.5	● 14.8%
Material Cost	%	74.5	69.7	● 479 bps
Manpower Cost	%	6.7	6.7	● 3 bps
EBIDTA	₹ Cr.	190.3	278.6	● -31.7%
EBIDTA Margin	%	8.4	14.1	● -572 bps
Other Income*	₹ Cr.	91.3	26.0	● 251.6%
PBT	₹ Cr.	241.4	268.8	● -10.2%
PAT	₹ Cr.	186.4	201.5	● -7.5%
EPS	₹	14.37	15.33	● -6.3%

● Positive ● Neutral ● Negative

Standalone Financials *Include non-recurring item of Rs. 12.5 Cr. on account of contract termination recovery from erstwhile Tadano JV % rounded off to nearest single decimal

Q3FY23 YoY at a Glance

28,025
Tractors Volumes

 10.7%

1,209
Construction Equipment's

 5.0%

₹ 249.3 Crore
Revenue from Railway Equipment

 43.4%

₹ 2,263.7 Crore
Revenue From Operations

 14.8%

₹ 190.3 Crore
EBIDTA

 -31.7%

₹ 186.4 Crore
Profit After Tax

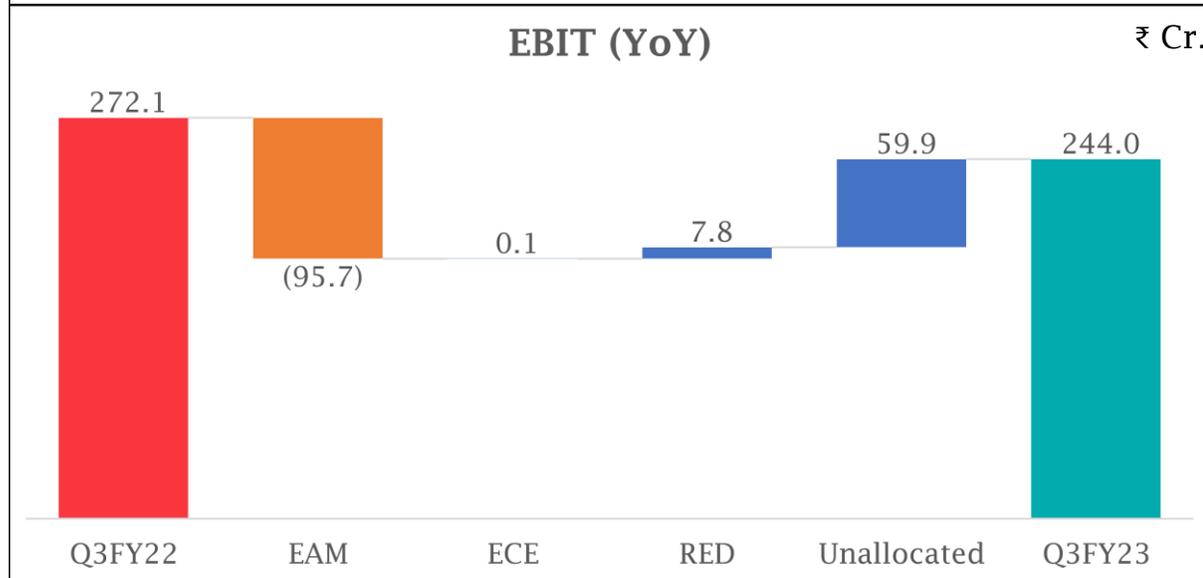
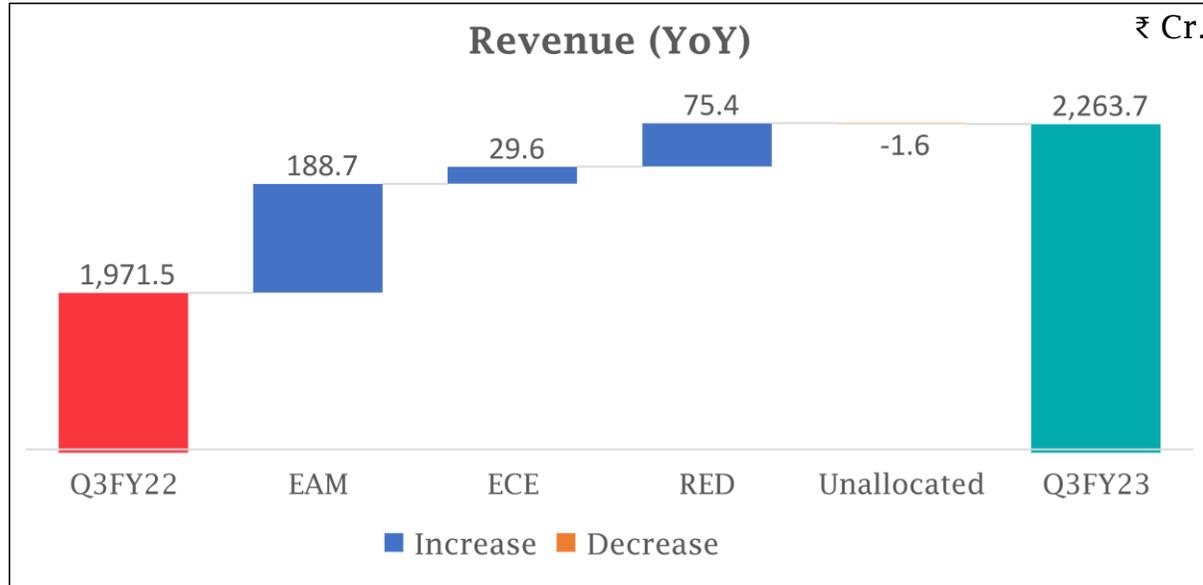
 -7.5%

 Up Year on Year
 Down Year on Year



% rounded off to nearest single decimal

Q3 - YoY Revenue up by 14.8%; EBIT down by 10.3%



Revenue Key Highlights

- Tractor Sales up by 10.7% at 28,025 units
- Construction Equipment Sales up by 5.0% at 1,209 units
- Railway Equipment revenue up by 43.4% at ₹ 249.3 Crore.

EBIT Key Highlights

- Adversely impacted due to
 - Commodity price inflation.
 - Product mix.
 - Price rationalization



Q3FY23 QoQ at a Glance

Particulars	Unit	Q3FY23	Q2FY23	Variance
Domestic Tractor Market Share	%	10.6%	9.7%	● 93 bps
Revenue from Operations	₹ Cr.	2,263.7	1,883.5	● 20.2%
Material Cost	%	74.5	72.4	● 212 bps
Manpower Cost	%	6.7	7.9	● -116 bps
EBIDTA	₹ Cr.	190.3	152.7	● 24.7%
EBIDTA Margin	%	8.4	8.1	● 30 bps
Other Income*	₹ Cr.	91.3	77.6	● 17.7%
PBT Before Exceptional items	₹ Cr.	241.4	191.5	● 26.1%
PAT	₹ Cr.	186.4	87.7	● 112.6%
EPS	₹	14.37	6.76	● 112.6%

● Positive ● Neutral ● Negative

Standalone Financials *Include non-recurring item of Rs. 12.5 Cr. on account of contract termination recovery from erstwhile Tadano JV % rounded off to nearest single decimal

Q3FY23 QoQ at a Glance

28,025
Tractors Volumes

 18.2%

1,209
Construction Equipment's

 31.8%

₹ 249.3 Crore
Revenue from Railway Equipment

 37.0%

₹ 2,263.7 Crore
Revenue From Operations

 20.2%

₹ 190.3 Crore
EBIDTA

 24.7%

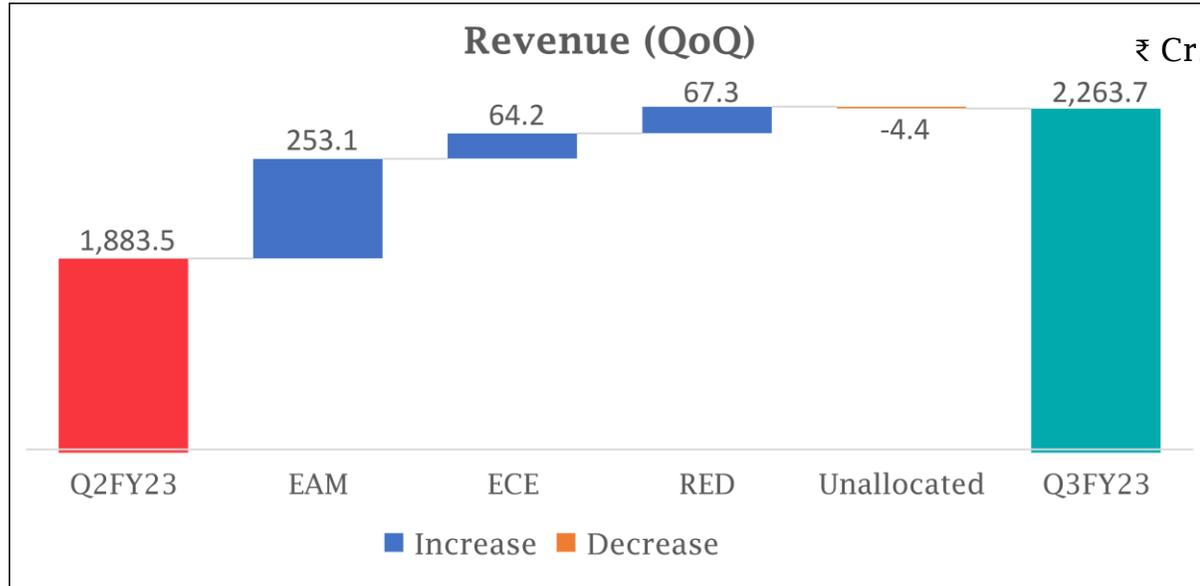
₹ 186.4 Crore
Profit After Tax

 112.6%

 Up Quarter on Quarter
 Down Quarter on Quarter

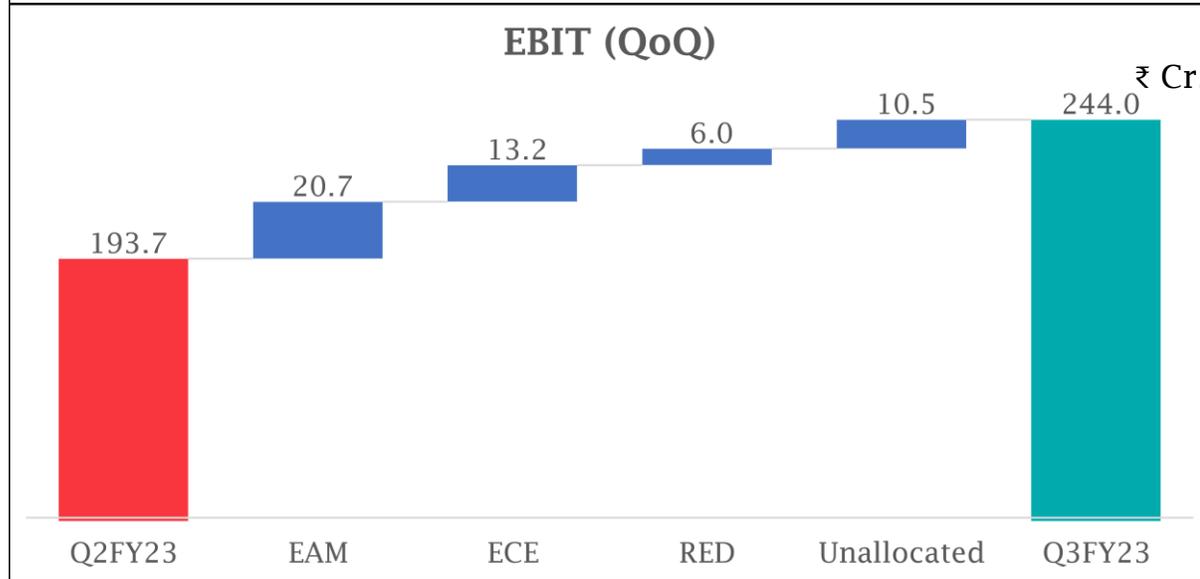


Q3 - QoQ Revenue up by 20.2%; EBIT up by 26.0%



Revenue Key Highlights

- Tractor Sales up by 18.2% at 28,025 units
- Construction Equipment Sales up by 31.8% at 1,209 units
- Railway Equipment revenue up by 37.0% at ₹ 249.3 Crore.



EBIT Key Highlights

- Operating leverage across business segment.



Q3FY23 at a Glance

₹ 14.4

Earning Per Share

12.1%

Return on Capital Employed
(Annualized)

9.3%

Return on Equity
(Annualized)

~85%

Capacity Utilization

Agri Machinery

~45%

Capacity Utilization

Construction Equipment

More than **₹ 1,000 Crore**
Of Order Book

Railway Equipment Division
(as of 31st December 2022)



9MFY23 YoY at a Glance

Particulars	Unit	9MFY23	9MFY22	Variance
Domestic Tractor Market Share	%	9.8%	10.0%	● -22 bps
Revenue from Operations	₹ Cr.	6,162.0	5,327.3	● 15.7%
Material Cost	%	73.1	68.0	● 513 bps
Manpower Cost	%	7.1	7.7	● -56 bps
EBIDTA	₹ Cr.	544.6	744.0	● -26.8%
EBIDTA Margin	%	8.8	14.0	● -513 bps
PBT Before Exceptional items	₹ Cr.	630.9	752.4	● -16.1%
PAT	₹ Cr.	421.5	563.4	● -25.2%
EPS	₹	32.52	42.75	● -23.9%

● Positive ● Neutral ● Negative



9MFY23 YoY at a Glance

78,525
Tractors Volumes

 8.6%

3,092
Construction Equipment's

 9.2%

₹ 604.7 Crore
Revenue from Railway Equipment

 30.5%

₹ 6,162.0 Crore
Revenue From Operations

 15.7%

₹ 544.6 Crore
EBIDTA

 -26.8%

₹ 421.5 Crore
Profit After Tax

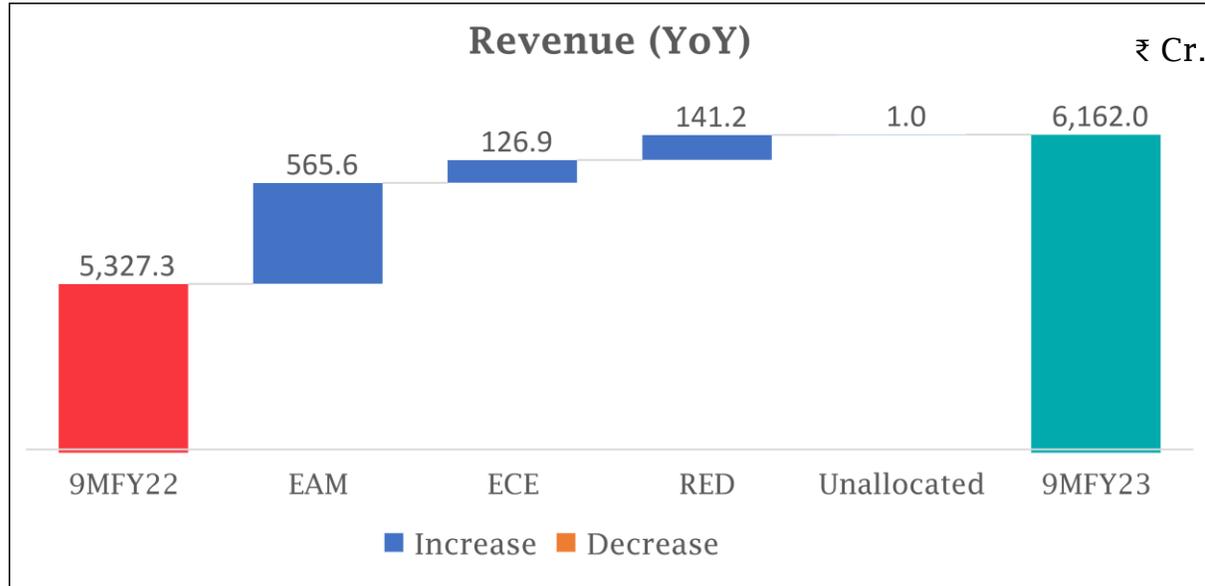
 -25.2%

Impacted due to provision on account of impairment of investment in Tadano Escorts India Private Limited

 Up Quarter on Quarter
 Down Quarter on Quarter

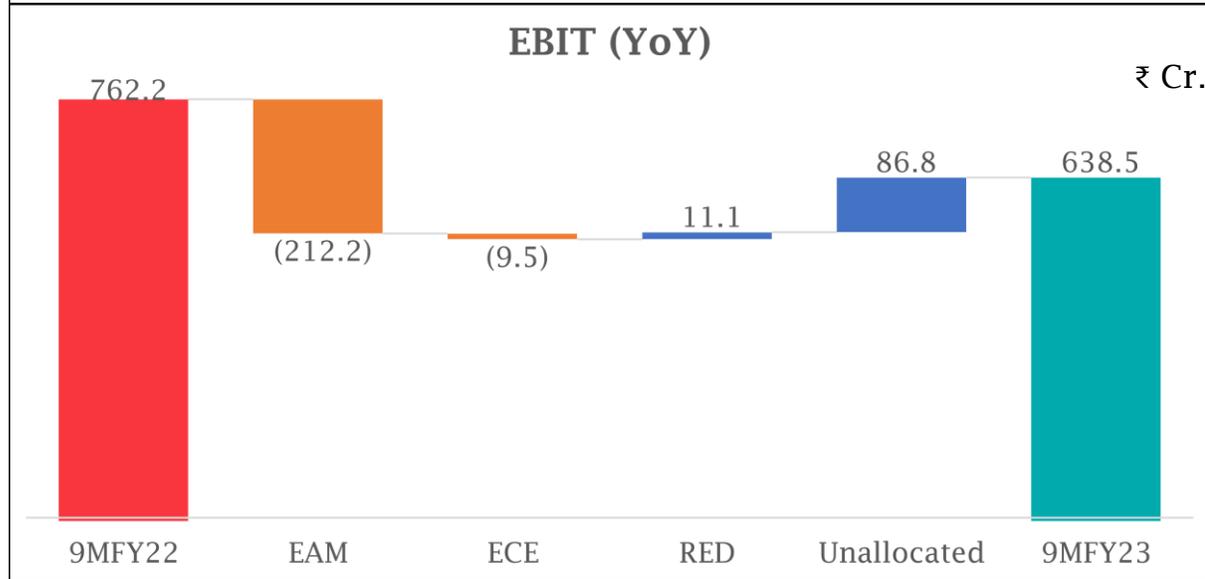


9M - YoY Revenue up by 15.7%; EBIT down by 16.2%



Revenue Key Highlights

- Tractor Sales up by 8.6% at 78,525 units
- Construction Equipment Sales up by 9.2% at 3,092 units
- Railway Equipment revenue up by 30.5% at ₹ 604.7 Crore.



EBIT Key Highlights

- Adversely impacted due to steep inflation in commodity prices coupled with adverse product mix impact and price rationalization.



9MFY23 at a Glance

₹ 32.5

Earning Per Share

10.7%

Return on Capital Employed
(Annualized)

7.0%

Return on Equity
(Annualized)

~90%

Capacity Utilization

Agri Machinery

~40%

Capacity Utilization

Construction Equipment

More than **₹ 1,000 Crore**
Of Order Book

Railway Equipment Division
(as of 31st December 2022)

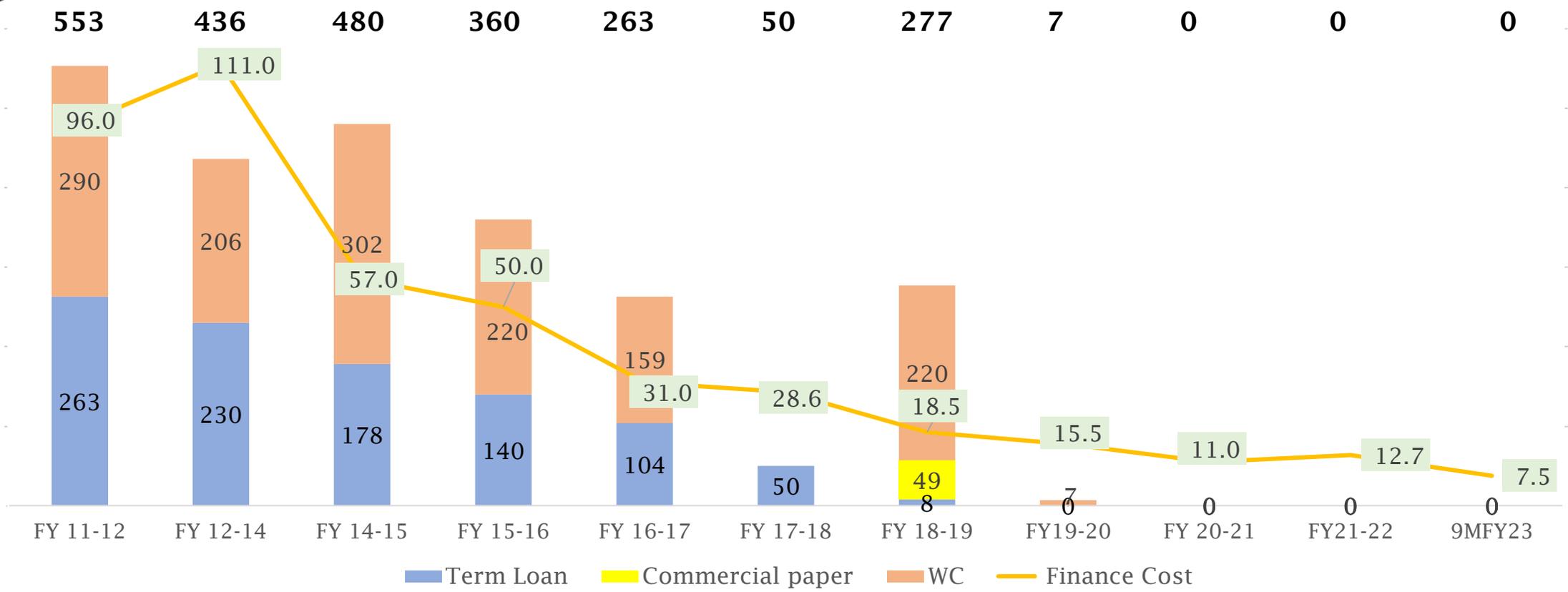


Credit Rating & Debt Profile

Long Term Credit Rating

LBBB- LBBB LBBB+ A- A A+ AA- AA- AA AA AA+

(₹ Crs.)



Please note:-

- Nos. from FY 11-12 to FY 14-15 is as per IGAAP.
- Finance Cost for FY 12-14 is for 18 months.



Management Message



There has been positive & continuous growth across businesses, and we feel government spending on core sectors will favour demand across industry segments. We have recently announced our mid-term business plan and all our strategic efforts are directed in achieving the targeted growth. In Agri business, rural sentiments continue to remain favourable owing to improved rabi sowing assisted by good monsoon this year. We are witnessing improved demand across products in our construction business too as the infrastructure projects are now moving at a fast pace and expect this demand to continue for the balance period of this fiscal year. Railway business is consistently growing on order book, and we look at a good performance ahead. We will continue to invest in new products, innovative & digitised processes, and wider global distribution for enhanced customer coverage. While inflation impact on margin may take some time to normalise, the overall macroeconomic factors remain favourable for overall economic growth.

Nikhil Nanda Chairman and Managing Director

Our mid-term business plan has mapped opportunities across our core business verticals, and we are hopeful that with our strategic initiatives & operational efficiency across segments, we will be able to achieve desired growth. We will continue to develop product mix and integrate innovation for enhanced customer experience and leverage on growing demand. Enhanced focus on farming prosperity and infrastructure development will always be one of our main focus and we will continue to contribute in the space through our technology offering



Mr. Seiji Fukuoka, Deputy Managing Director



Segmental Performance

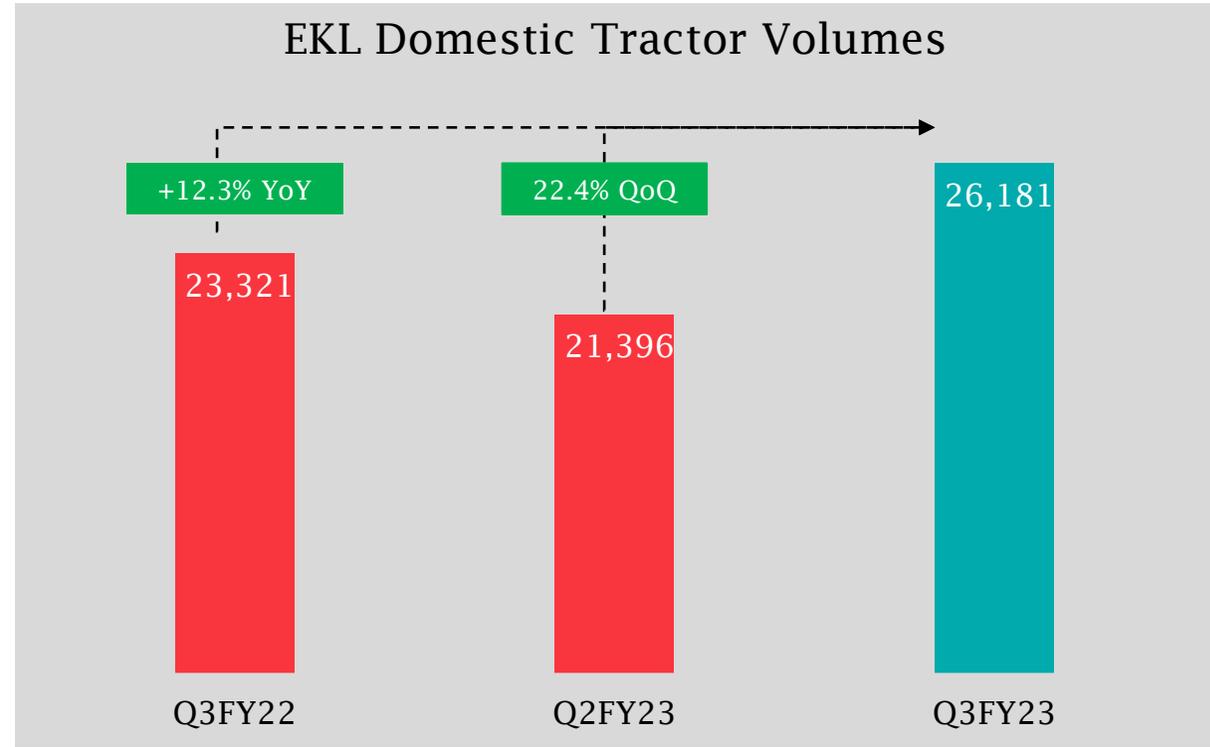
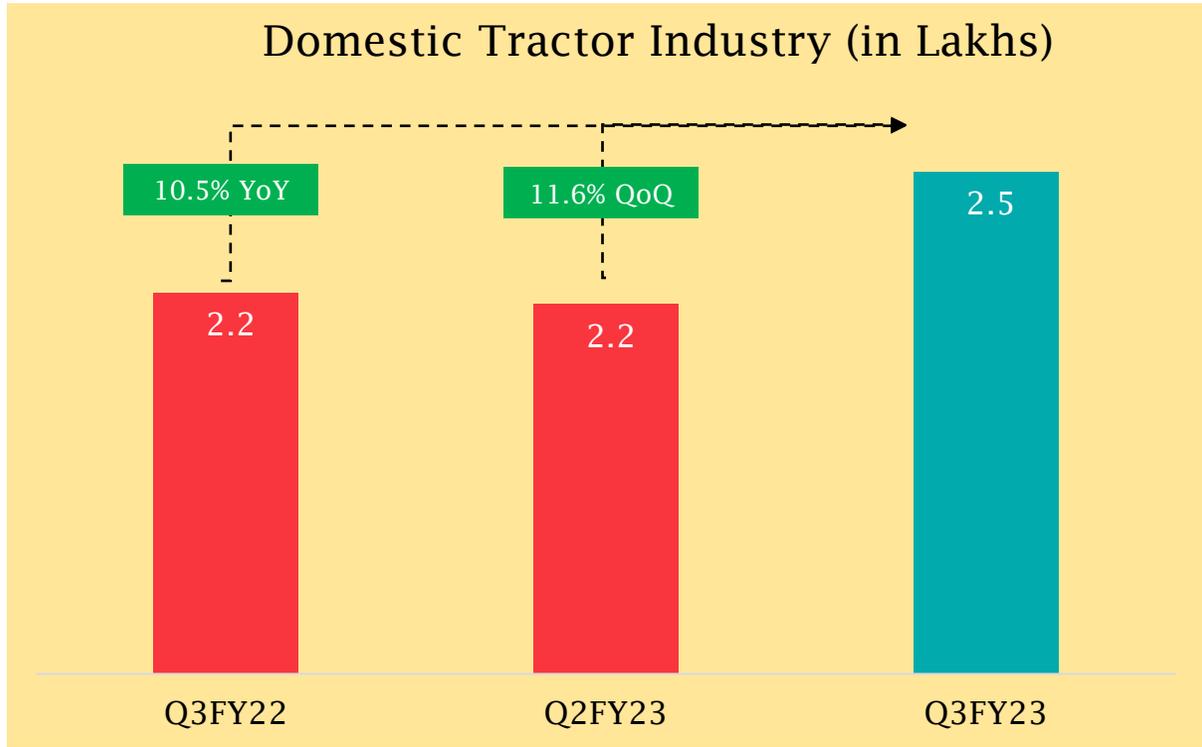


Agri Machinery



Powering The Dreams Of Farmer

Q3 Agri Machinery Domestic Performance



Industry in Strong Regions grew by 7.6% Y-o-Y

Industry in Rest Region grew by 13.5% Y-o-Y

EKL-Tractor In Strong Region grew by 16.7% Y-o-Y

ELK - Tractor In Rest Region grew by 15.2% Y-o-Y

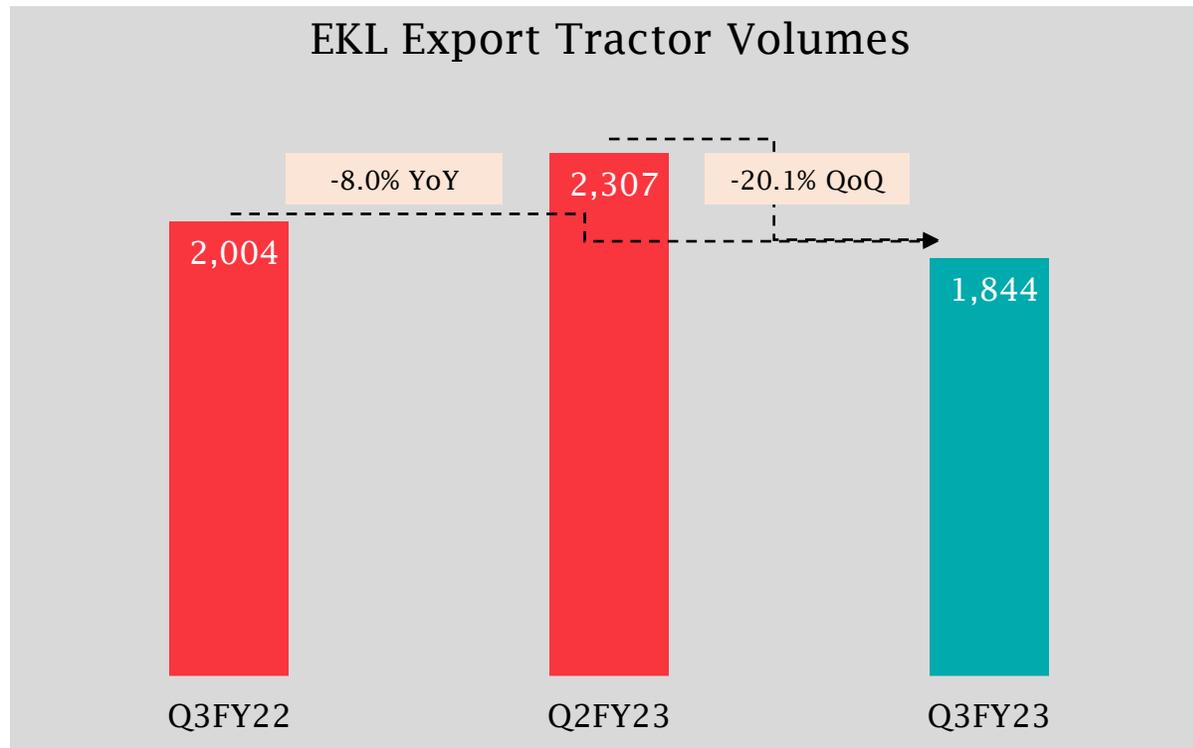
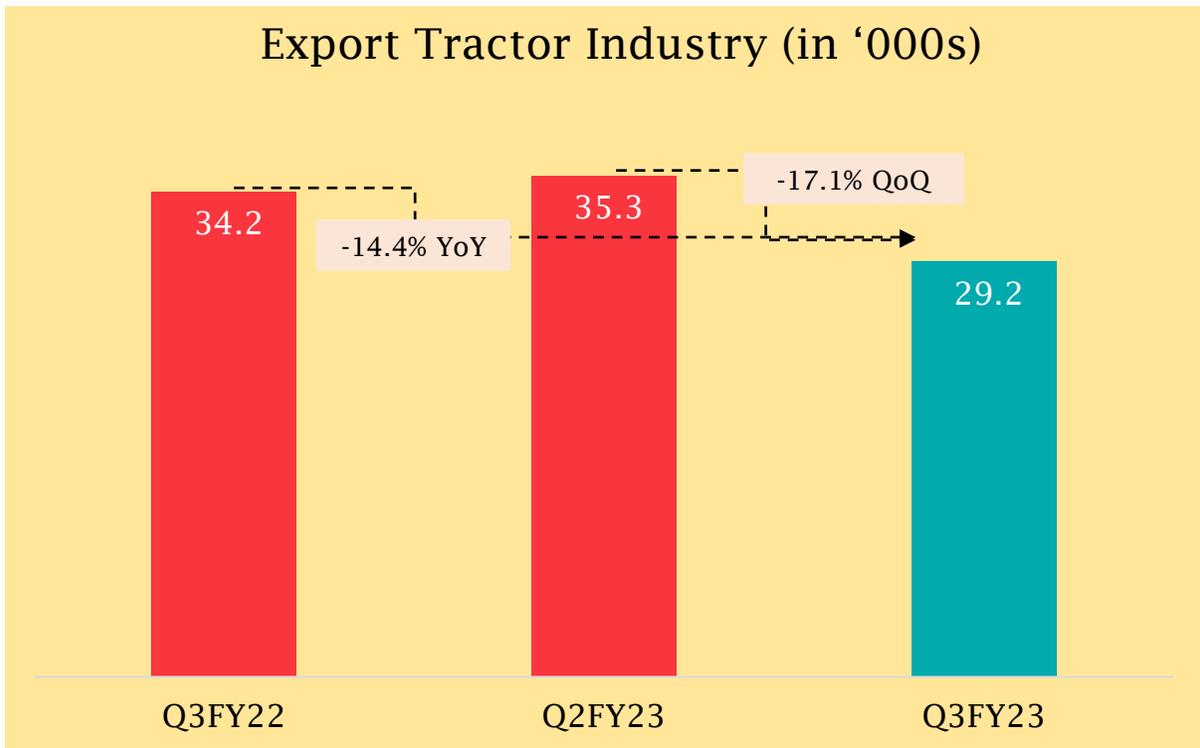
Growth

De-Growth

08-02-2023



Q3 Agri Machinery Export Performance



Export through Kubota channel 30%+ of total Export volume

6.3% Share of Market in Q3FY23, up by 44 bps Y-o-Y

Growth

De-Growth

08-02-2023



% rounded off to nearest single decimal

Agri Machinery Performance at Glance in Q3FY23

₹ 1,708.0 Crore
Segmental Revenue

 **12.4%**
(Y-o-Y)

 **17.4%**
(Q-o-Q)

8.3%
EBIT margin

 **-734 bps**
(Y-o-Y)

 **-3 bps**
(Q-o-Q)

~85%

Capacity Utilization

42:58

Farmtrac : Powertrac Sales Ratio*

40:60
(In Q3FY23)

42:58
(In Q2FY23)

37:63

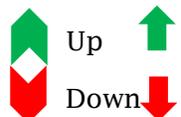
Less than 40 HP : Greater than 40 HP
Sales Ratio*

37:63
(In Q3FY22)

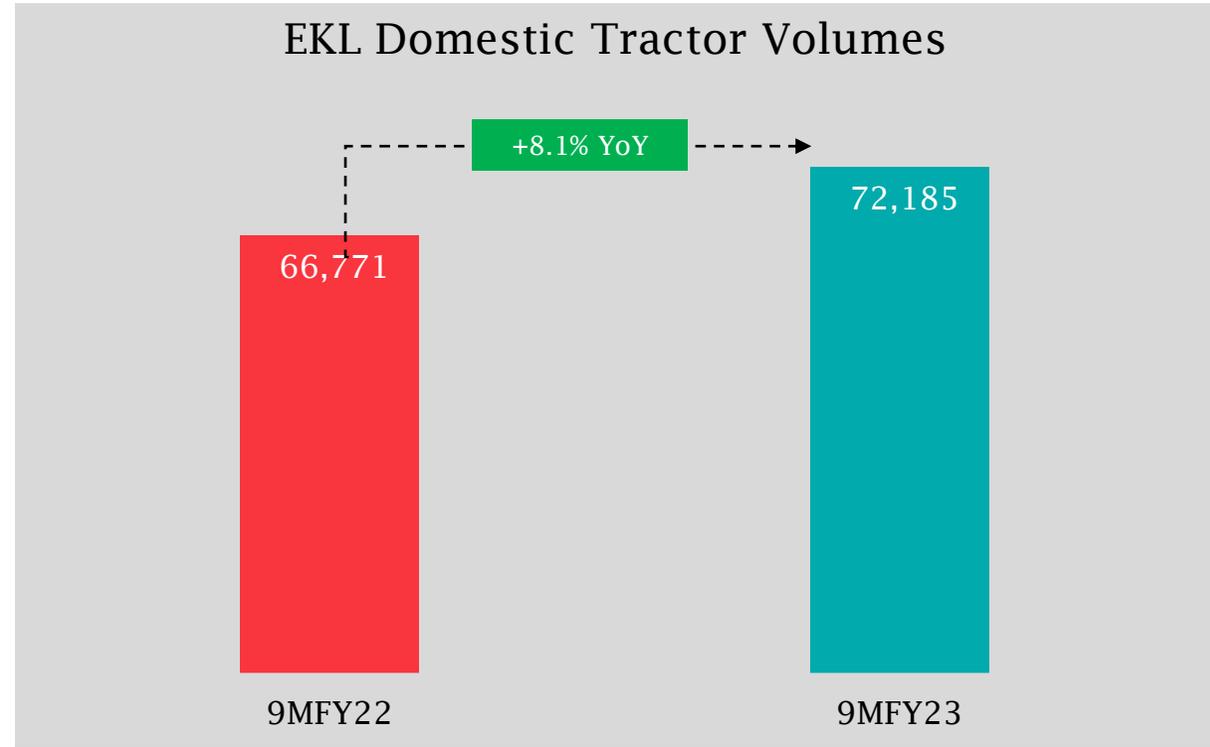
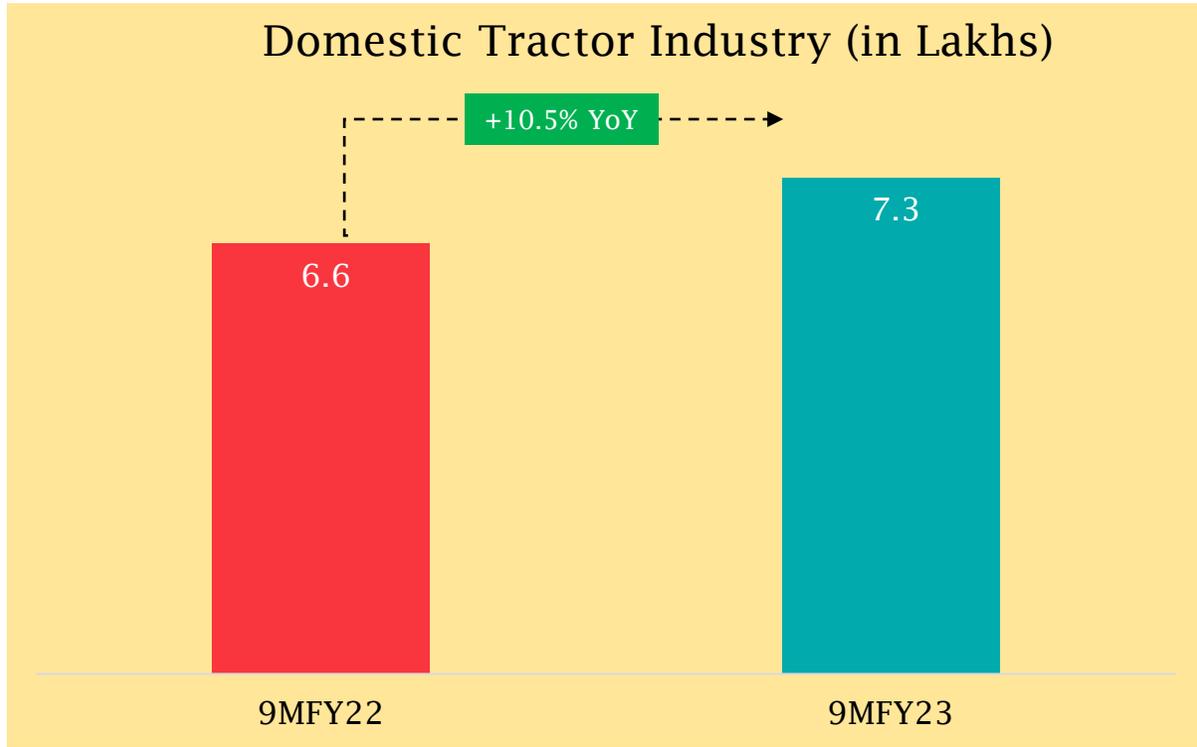
38:62
(In Q2FY23)

26.0%

Return on Capital Employed
(Annualized)



9M Agri Machinery Domestic Performance



Industry in Strong Regions grew by 14.1% Y-o-Y

Industry in Rest Region grew by 7.0% Y-o-Y

EKL-Tractor In Strong Region grew by 9.9% Y-o-Y

ELK - Tractor In Rest Region down by 4.3% Y-o-Y

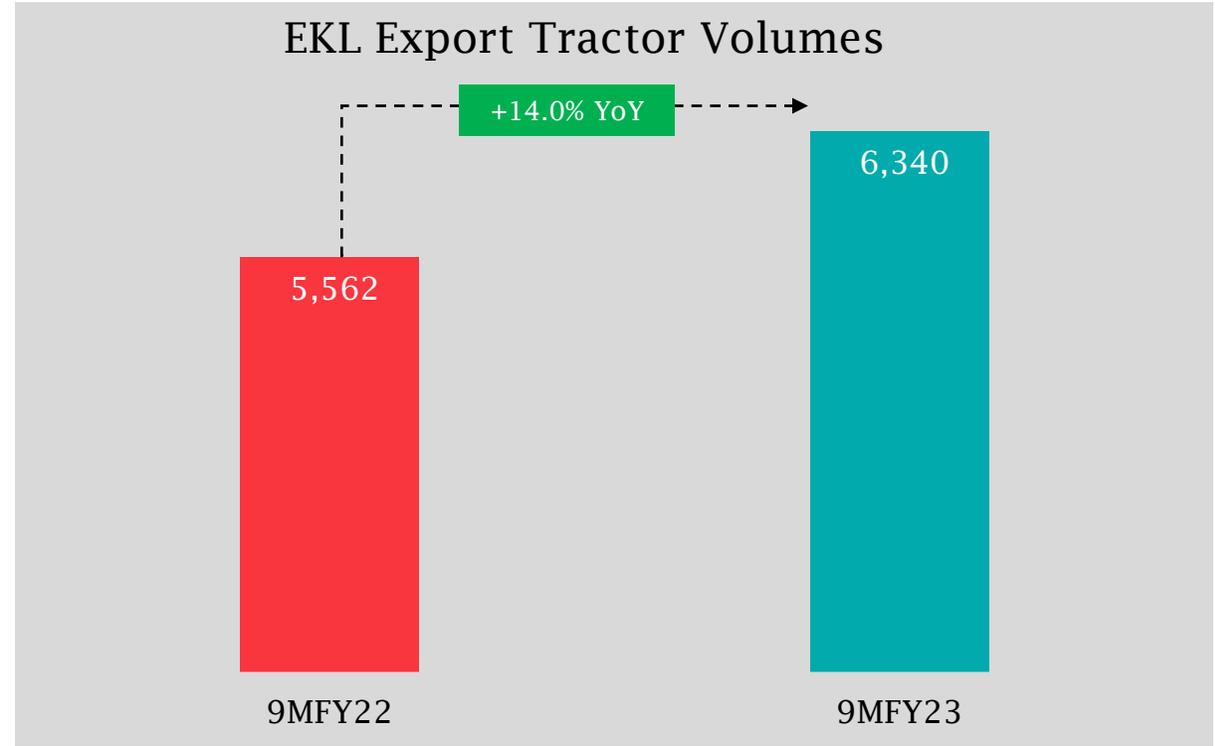
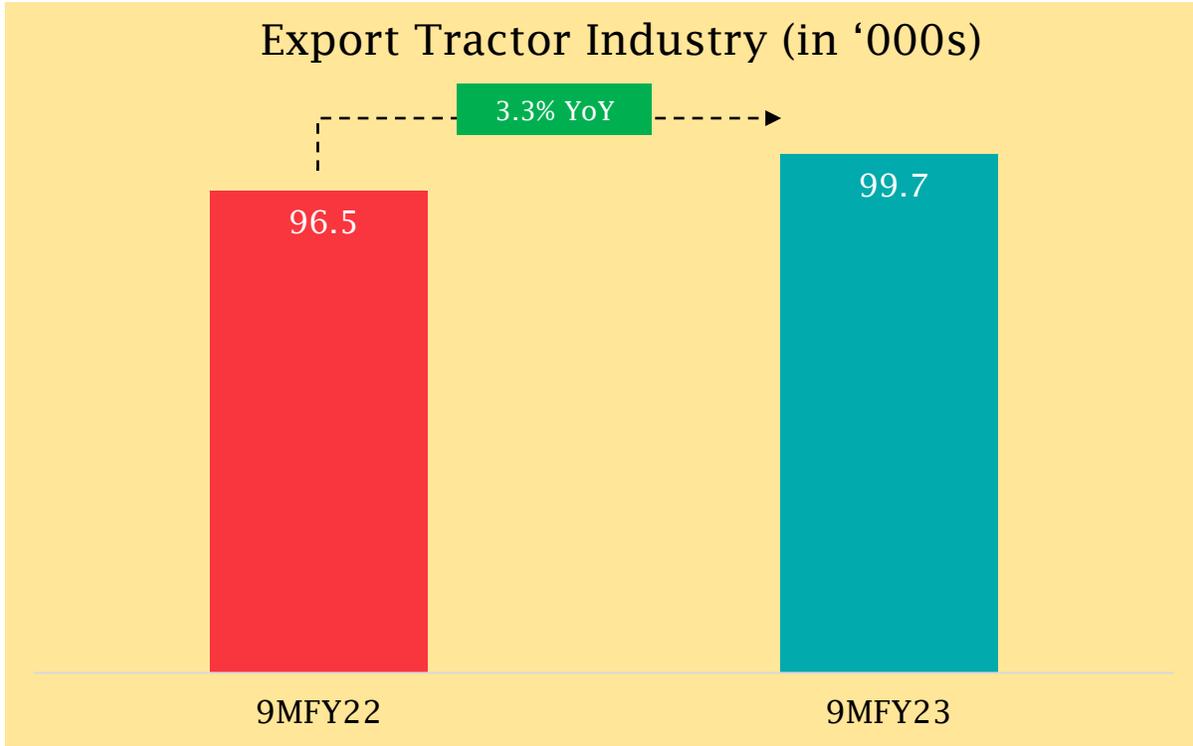
Growth

De-Growth

08-02-2023



9M Agri Machinery Export Performance



Highest Ever 9M Export Sales

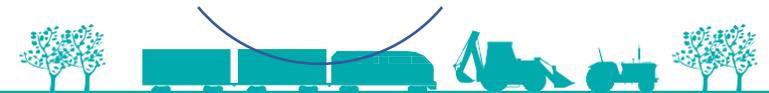
Export through Kubota channel 30%+ of total Export volume

6.4% Share of Market in 9MFY23, up by 60 bps Y-o-Y

Growth

De-Growth

08-02-2023



% rounded off to nearest single decimal

Agri Machinery Performance at Glance in 9MFY23

₹ 4,758.6 Crore
Segmental Revenue

 **13.5%**
(Y-o-Y)

9.1%
EBIT margin

 **-629 bps**
(Y-o-Y)

~90%

Capacity Utilization

41:59

Farmtrac : Powertrac Sales Ratio*

41:59
(In 9MFY22)

38:62

Less than 40 HP : Greater than 40 HP
Sales Ratio*

38:62
(In 9MFY22)

26.9%

Return on Capital Employed
(Annualized)



* Domestic

08-02-2023



% rounded off to nearest single decimal

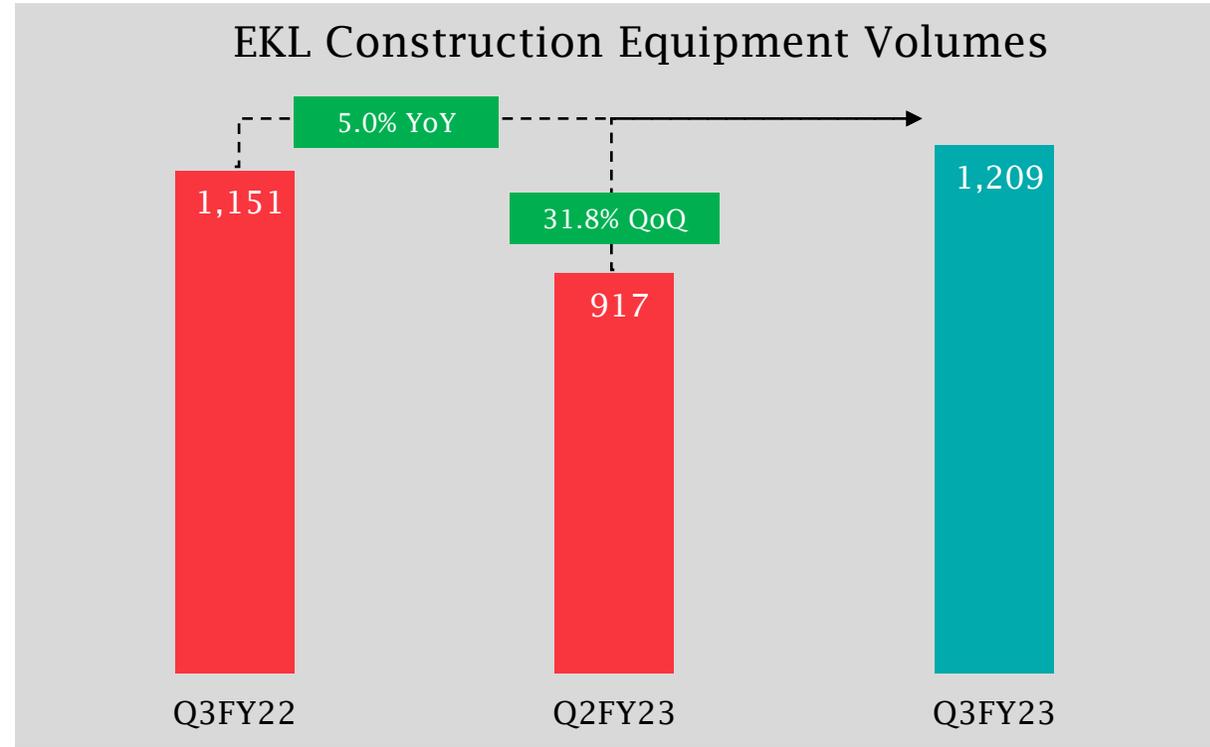
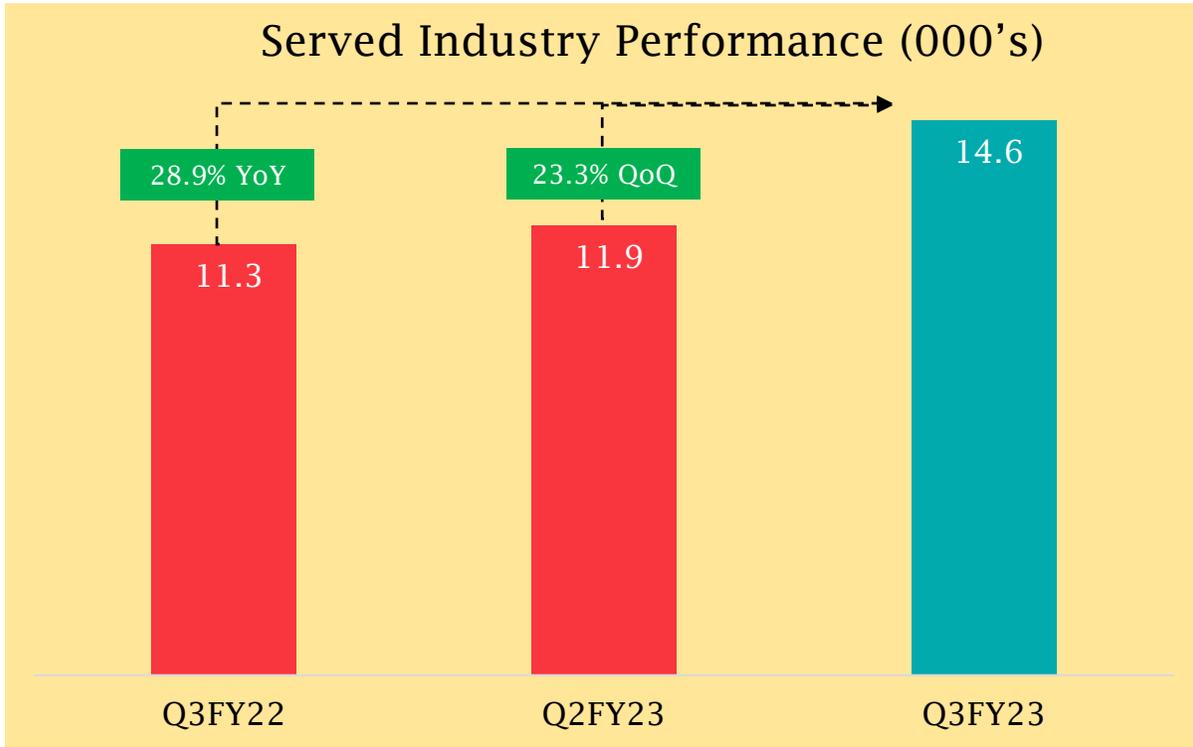
Construction Equipment



**Building a
Better Tomorrow**

Preferred Partner In Nation Building

Q3 - Construction Equipment Performance



BHL Industry up by 29.6% Y-o-Y

PnC Industry up by 34.8% Y-o-Y

Compactors Industry down by 11.9% Y-o-Y

Growth

De-Growth

08-02-2023



% rounded off to nearest single decimal

Construction Equipment Performance at Glance in Q3FY23

₹ 306 Crore
Segmental Revenue

 **10.7%**
(Y-o-Y)

 **26.6%**
(Q-o-Q)

2.2%
EBIT margin

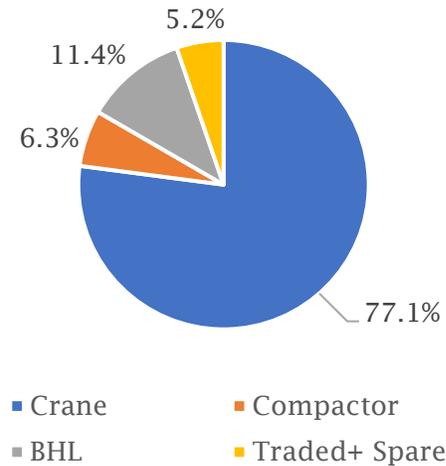
 **-21 bps**
(Y-o-Y)

 **485 bps**
(Q-o-Q)

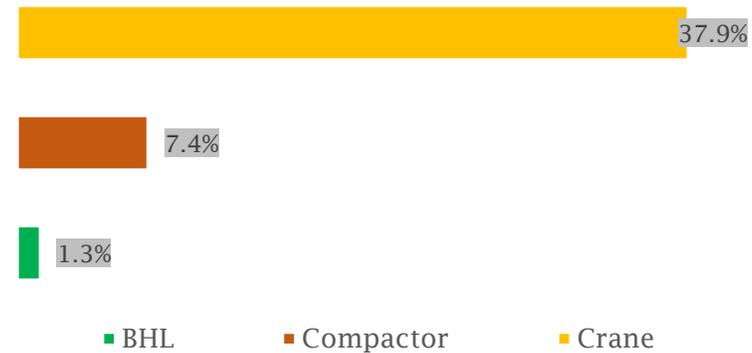
~45%

Capacity Utilization

Revenue Break up



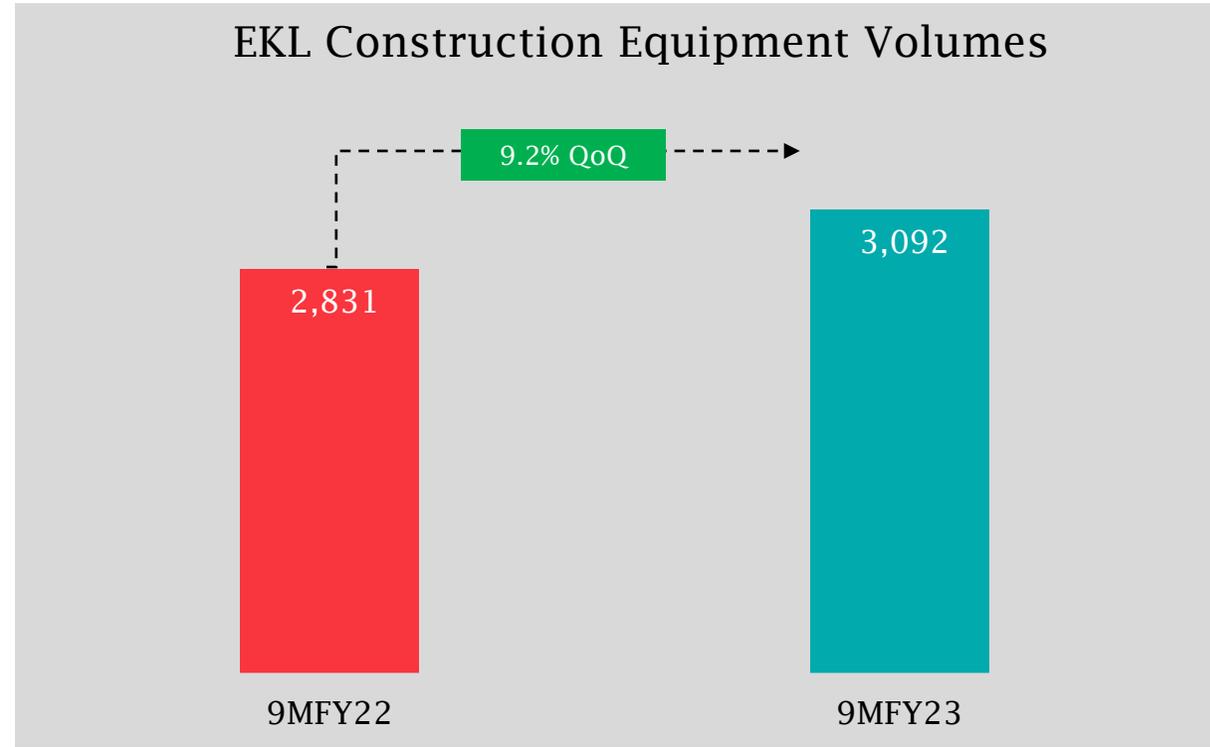
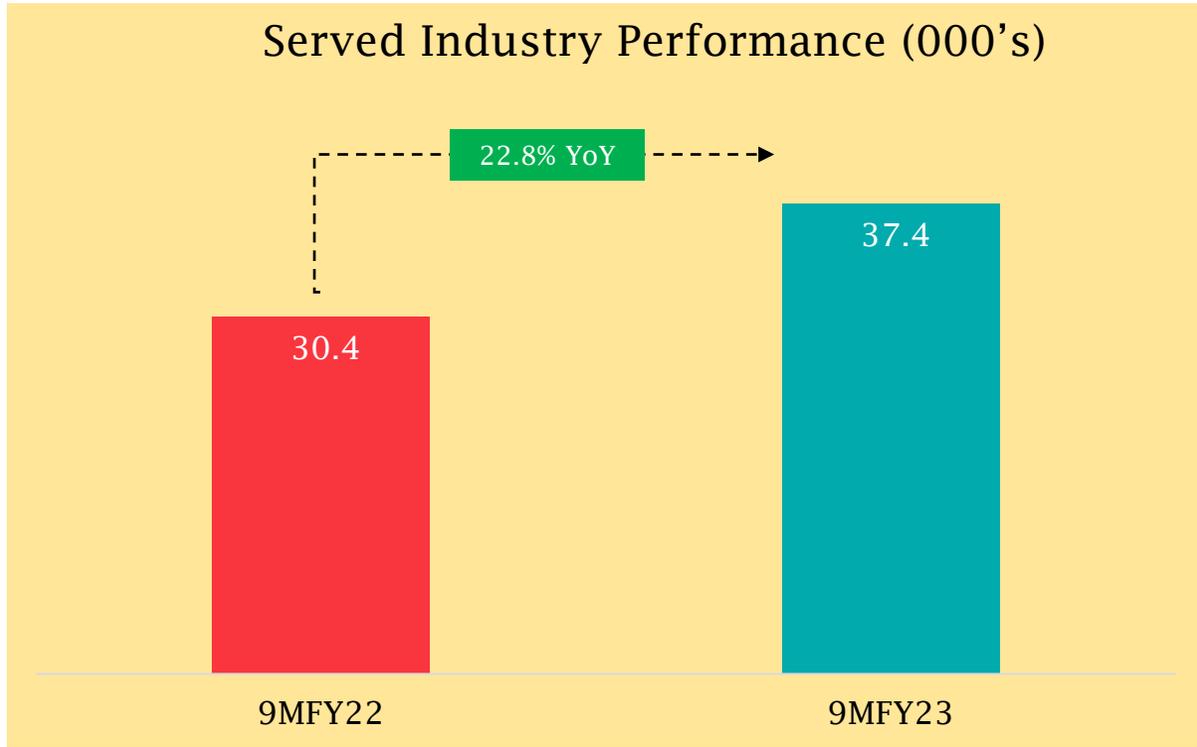
Product wise Market Share



% rounded off to nearest single decimal



9M - Construction Equipment Performance



BHL Industry up by 27% Y-o-Y

PnC Industry up by 23% Y-o-Y

Compactors Industry down by 10% Y-o-Y

Growth

De-Growth

08-02-2023



% rounded off to nearest digit

Construction Equipment Performance at Glance in 9MFY23

₹ 794.1 Crore
Segmental Revenue

 **19.0%**
(Y-o-Y)

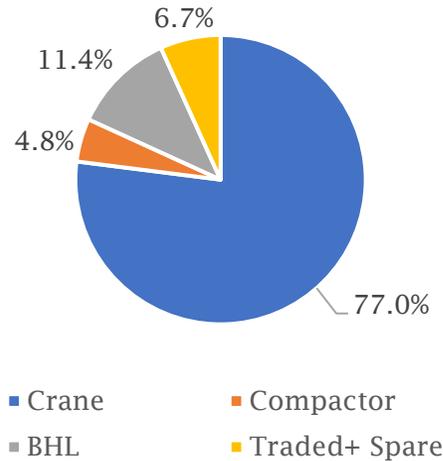
0.4%
EBIT margin

 **-149 bps**
(Y-o-Y)

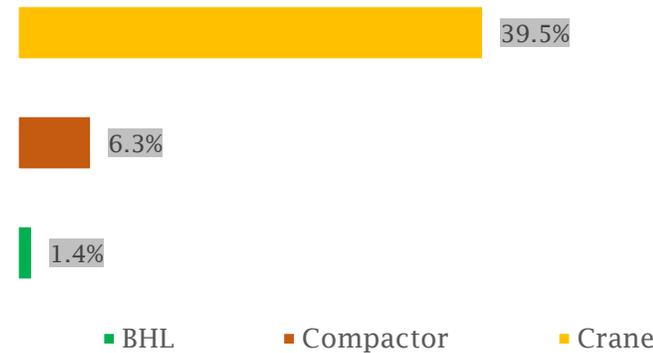
~40%

Capacity Utilization

Revenue Break up



Product wise Market Share



% rounded off to nearest single decimal



Railway Equipment Division



Mobility Solutions
Of the future

ENSURING SAFETY AND COMFORT IN RAIL TRANSPORT

Railway Equipment Division Performance - Q3FY23

₹ 249.3 Crore
Segmental Revenue

 **43.4%**
(Y-o-Y)

 **37.0%**
(Q-o-Q)

13.1%
EBIT margin

 **-121 bps**
(Y-o-Y)

 **-155 bps**
(Q-o-Q)

More than **₹ 1,000 Crore**
Of Order Book

(as of 31st December 2022)

69:31

NPD : conventional Sales Ratio

64:36
(In Q3FY22)

62:38
(In Q2FY23)

38.2%

Return on Capital Employed
(Annualized)



% rounded off to nearest single decimal

Railway Equipment Division Performance - 9MFY23

₹ 604.7 Crore
Segmental Revenue

 **30.5%**
(Y-o-Y)

13.7%
EBIT margin

 **-177 bps**
(Y-o-Y)

More than **₹ 1,000 Crore**
Of Order Book

(as of 31st December 2022)

65:35

NPD : conventional Sales Ratio

64:36
(In 9MFY22)

34.3%

Return on Capital Employed
(Annualized)



% rounded off to nearest single decimal

Shareholding Pattern

Shareholding Trend					
Category	Dec'2021	Mar'2022 [^]	June'2022	Sept'2022	Dec'2022
Promoters	30.3	28.1	72.9	72.9	72.9
Kubota Corporation	10.0	16.4	*	*	*
Escrow Account (open offer)		39.4			
Institutions#	28.7	4.0	11.3	12.4	12.4
Public	28.8	10.3	14.0	13.0	13.0
Non Promoter Non Public	2.2	1.8	1.8	1.7	1.7
Total	100.0	100.0	100.0	100.0	100.0
* Kubota corporation has become a Joint promoter from 11 April 2022.					

FPI/Financial Institutions/ Banks/Insurance Companies/QIB/AIF from March 2022



rounded off to nearest single decimal

Consolidated Q3FY23 at a Glance

Particulars	Unit	Q3FY23	Q3FY22	YoY (Change)	Q2FY23	QoQ (Change)
Revenue from Operations	₹ Cr.	2,291.4	1,998.3	● 14.7%	1,890.8	● 21.2%
Material Cost	%	74.5%	69.5%	● 498 bps	72.4%	● 213 bps
Manpower Cost	%	6.8%	6.8%	● -3 bps	8.0%	● -121 bps
EBIDTA	₹ Cr.	191.3	278.5	● -31.3%	149.4	● 28.0%
EBIDTA Margin	%	8.4%	13.9%	● -559 bps	7.9%	● 45 bps
PBT Before Exceptional items	₹ Cr.	235.6	261.6	● -9.9%	182.9	● 28.9%
PAT	₹ Cr.	180.8	193.7	● -6.7%	98.8	● 83.0%
EPS	₹	16.70	19.74	● -15.4%	9.14	● 82.8%

● Positive ● Neutral ● Negative



% rounded off to nearest single decimal

Consolidated 9MFY23 at a Glance

Particulars	Unit	9MFY23	9MFY22	YoY (Change)
Revenue from Operations	₹ Cr.	6,214.2	5,396.0	● 15.2%
Material Cost	%	73.0%	67.8%	● 523 bps
Manpower Cost	%	7.2%	7.8%	● -58 bps
EBIDTA	₹ Cr.	544.4	747.3	● -27.2%
EBIDTA Margin	%	8.8%	13.8%	● -509 bps
PBT Before Exceptional items	₹ Cr.	610.0	735.4	● -17.0%
PAT	₹ Cr.	420.2	545.6	● -23.0%
EPS	₹	38.85	55.48	● -30.0%

● Positive ● Neutral ● Negative



% rounded off to nearest single decimal

Narrations

- **EKL** - Escorts Kubota Limited
- **FY** - Fiscal Year represents the 12 months period from 1st April to 31st March.
- **Q3FY22** - Represents the 3 months period from 1st Oct 2021 to 31st December 2021.
- **Q2FY23** - Represents the 3 months period from 1st July 2022 to 30th Sept 2022.
- **Q3FY23** - Represents the 3 months period from 1st Oct 2022 to 31st Dec 2022.
- **9MFY22** - Represents the 9 months period from 1st April 2021 to 31st December 2021.
- **9MFY23** - Represents the 9 months period from 1st April 2022 to 31st December 2022.
- **QoQ** - Represents Quarter on Quarter
- **YoY** - Represents Year on Year
- **LY** - Represents Last Year
- **CY** - Represents Current Year

- **BHL** - Backhoe Loader
- **IndAS** - Indian Accounting Standards
- **NPD** - New Product Developed
- **PnC** - Pick & Carry Crane
- **NSE** - National Stock Exchange of India
- **BSE** - Bombay Stock Exchange
- **DSE** - Delhi 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 for the quarter.



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

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**THANK
YOU** |

