



Escorts Kubota Limited

May 10, 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: Intimation of Press Release/ Earning Presentation

Dear Sir/ Ma'am,

Please find enclosed herewith the Press Release and Earning Presentation on the Audited Financial Results (Consolidated and Standalone) for the quarter and year ended March 31, 2023.

Kindly take the same on record.

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



Escorts Kubota Limited

EKL Consolidated Profit up by 13.9% to ₹ 216.5 Crore in Q4FY23

(FY23 Consolidated profit at ₹ 636.7 Crore)

- **Tractor volumes up by 13.1% at 24,765 units.**
- **Construction Equipment volumes up by 18.8% at 1,528 units.**
- **Consolidated EBIDTA at ₹ 233.2 crore.**
- **Consolidated Net Profit up by 13.9% at ₹ 216.5 crore.**
- **Board recommends final dividend of 70%.**

New Delhi, May 10, 2023: Escorts Kubota Limited today reported consolidated net profit for the quarter ended March 2023 at ₹ 216.5 crore as against a profit of ₹ 190.0 crore in corresponding quarter of the previous year representing 13.9% growth year on year and 19.7% growth as against ₹ 180.8 crore in sequential quarter. Consolidated Revenue from operations at ₹ 2,214.5 crores up by 17.4% as against ₹ 1,886.6 crore in corresponding quarter of the previous year. EBIDTA for the quarter ended March 2023, came at ₹ 233.2 crore as against ₹ 248.2 crore in corresponding quarter of the previous year.



Please note: - All numbers are Consolidated | Cr.=Crore | FY= Fiscal Year from April to March | bps = Basis points | YoY = Year on Year

ESCORTS KUBOTA LIMITED
(Formerly Escorts Limited)

Registered Office: 15/5, Mathura Road, Faridabad 121 003, India

Tel.: +91-129-2250222

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

Corporate Identification Number L74899HR1944PLC039088



Escorts Kubota Limited

For the year ended March 2023, consolidated revenue from operations at ₹ 8,428.7 crore was up by 15.7% as against ₹ 7,282.7 crore in the previous year. The consolidated profit before tax and before the exceptional item of ₹ 53.1 crore was at ₹ 887.6 crore against ₹ 992.8 crore in the previous year. Consolidated profit after tax were at ₹ 636.7 crore against ₹ 735.6 Crore in the previous year. EPS reported at ₹ 58.85 as against ₹ 74.06 in the previous year.

For the year ended March 2023, Standalone revenue from operations came at ₹ 8,345.0 crore as against ₹ 7,196.9 crore in the previous year. The profit before tax and before the exceptional items was at ₹ 902.3 crore as against ₹ 1,021.9 crore in the previous year. Net profit after tax came at ₹ 607.0 crore against ₹ 765.6 Crore in the previous year, adversely impacted mainly due to commodity price inflation coupled with exceptional item of ₹ 97.2 crore on account of impairment of investment in the Joint Venture Tadano Escorts India Private Limited and wholly owned subsidiary Escorts Crop solutions limited.

Speaking on the results, Chairman and Managing Director Mr. Nikhil Nanda said, “Our efforts are aligned with our Mid Term Business Plan for achieving the targeted growth in coming years. In agri business, while the retail sales were impacted due to unseasonal rainfall and crop damage in certain regions, however, with better crop prices, improved finance availability and good water reservoir levels, we expect demand momentum to continue across geographies in the coming quarters. We witnessed growth across the construction equipment portfolio towards the second half of this fiscal year across material handling, earth moving as well as road segment. The current market sentiments are positive, and demand is expected to remain buoyant due to the continuous focus of the government towards infrastructure projects. Railway business has also been consistently growing and the focus on rail network and connectivity will further provide impetus to the segment. Our investments in expanding coverage, building capacity, and producing innovative product lines will continue for enhanced customer reach and product experience.”

As per Deputy Managing Director, Mr. Seiji Fukuoka, “We are committed to offer state of the art technology and solutions to our customers for increased productivity and operational efficiency. Our efforts across domestic and export geographies are well mapped to leverage on opportunities across our core business verticals, and we are hopeful that with our strategic initiatives we will be able to achieve desired growth. Quality and performance will be our topmost priority and we will continue to focus on innovation and enhancing customer experience.”

SEGMENT WISE PERFORMANCE

Agri Machinery Products

For the quarter ended March 2023, Tractor volumes at 24,765 units went up by 13.1% as against 21,895 units in the corresponding period last year. Segment revenue went up by 13.6% to ₹ 1,557.5 crore in quarter ended March 2023 as against ₹ 1,370.8 crore in corresponding period last year. EBIT margin for the quarter ended March 2023 came at 9.9% as compared to 15.4% in the

ESCORTS KUBOTA LIMITED

(Formerly Escorts Limited)

Registered Office: 15/5, Mathura Road, Faridabad 121 003, India

Tel.: +91-129-2250222

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

Corporate Identification Number L74899HR1944PLC039088



Escorts Kubota Limited

corresponding period last year and up by 159 bps against 8.3% in Sequential quarter, led by better realization and softening in commodity prices.

For year ended March 2023, tractor volumes went up by 9.6% at 1,03,290 units as compared to 94,228 units last year. Segment revenue also went up by 13.5% to ₹ 6,316.1 crore in year ended March 2023 as against ₹ 5,563.7 crore last year. EBIT margin for the year ended March 2023 came at 9.3% as compared to 15.4% in the corresponding period last year.

Construction Equipment

For the quarter ended March 2023, Construction equipment sales volume at 1,528 machines went up by 18.8% as against 1,286 machines in corresponding period last year. Segment revenues went up by 20.5% at ₹ 384.8 crore in quarter ending March 2023 as against ₹ 319.5 crore in corresponding period last year. EBIT margin was up to 8.1% as against 3.6% in corresponding period last year, led by higher volume, better product mix and softening in commodity prices.

For year ended March 2023, construction equipment volumes went up by 12.2% to 4,620 units as compared to 4,117 units in corresponding period last year. Segment revenue went up by 19.5% to ₹ 1,179.0 crore in year ended March 2023 as against ₹ 986.8 crore last year. EBIT margin for year ended March 2023 came at 2.9% as against 2.4% last year.

Railway Products Division

For the quarter ended March 2023, Revenue for railways product segment came at ₹ 237.2 crore, up by 37.3% as against ₹ 172.8 crore in corresponding period last year. EBIT margin was up to 14.0% in quarter ended March 2023 as against 13.1% in corresponding period last year.

For the year ended March 2023 railways products segment revenue went up by 32.3% at ₹ 841.9 crore, highest ever, as against ₹ 636.2 crore in corresponding period last year. EBIT margin for the year ended March 2023 stood at 13.8% as compared to 14.8% in the corresponding period last year, down due to inflation in commodity prices and adverse product mix.

Order book for the division, at end of March 2023, was more than ₹ 1,050 crore.

The audited accounts for the 12 months ended March 2023 have been approved by the Board of Directors of Escorts Kubota Limited.

For further information, kindly contact:

Bharat Madan

Whole Time Director & Chief Financial Officer

E-mail: bharat.madan@escortskubota.com

ESCORTS KUBOTA LIMITED

(Formerly Escorts Limited)

Registered Office: 15/5, Mathura Road, Faridabad 121 003, India

Tel.: +91-129-2250222

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

Corporate Identification Number L74899HR1944PLC039088



Escorts Kubota Limited

(Formerly Escorts Limited)

Q4 FY23 | EARNING PRESENTATION

10th May 2023

BSE: 500495 | NSE: ESCORTS



CONTENTS

01

**Company
Overview**

02

**Q4/FY23
Standalone
Highlights**

03

**Credit Rating &
Debt Profile**

04

**Management
Message**

05

**Segmental
Performance**

06

**Shareholding
Pattern**

07

**Q4/FY23
Consolidated
Highlights**

08

**Annexure &
Narrations**



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.

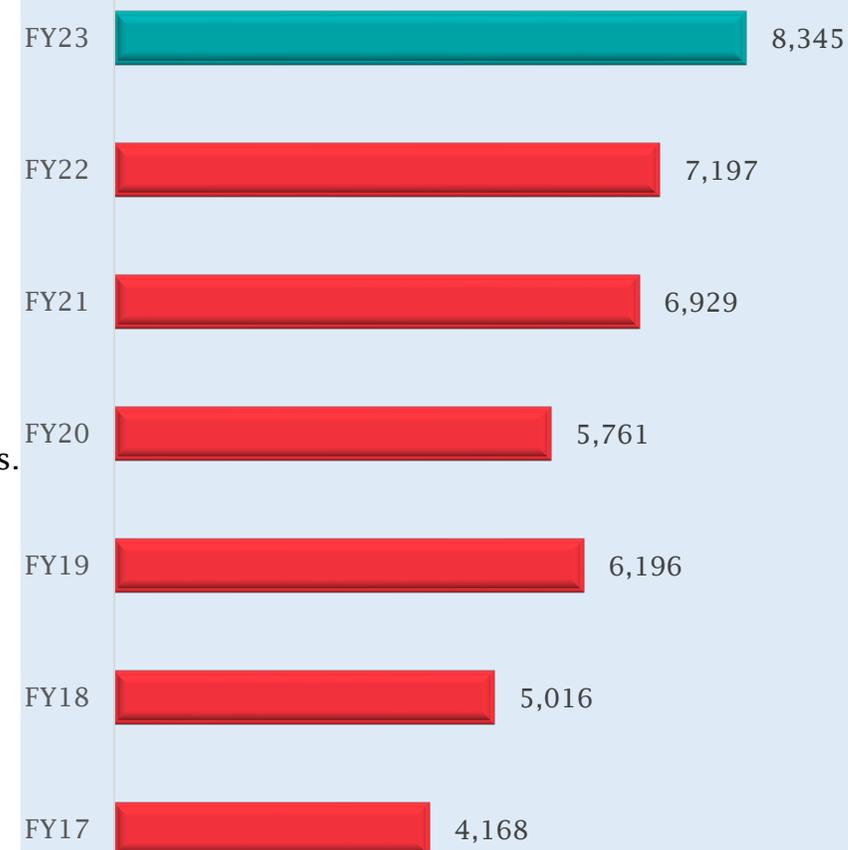
Headquartered In: Faridabad, Haryana, India

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

Exchange Listing# : Listed on NSE and BSE

Market Capitalization: ~ Rs27,420 Crores as on 9th May 2023

Standalone Revenue in ₹. Crore.



Q4FY23 YoY Highlights

Particulars	Industry Growth	EKL Growth	Variance
Domestic Tractor Volume	18.7%	13.9%	● -4.9%
Export Tractor Volume	-22.7%	3.8%	● 26.4%
Total Tractor Volume	12.4%	13.1%	● 0.7%
PNC Volume	27.4%	26.5%	● -0.8%
BHL Volume	30.8%	4.8%	● -25.9%
Compactor Volume	7.4%	-10.0%	● -17.4%
Served Construction Equipment Volume*	28.1%	20.2%	● -7.9%
Railway Segment Revenue		37.3%	

● Positive ● Neutral ● Negative



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

% rounded off to nearest single decimal

Q4FY23 YoY at a Glance

Particulars	Unit	Q4FY23	Q4FY22	Variance
Domestic Tractor Market Share	%	10.9%	11.4%	● -47 bps
Revenue from Operations	₹ Cr.	2,183.0	1,869.6	● 16.8%
Material Cost	%	71.5	70.1	● 142 bps
Manpower Cost	%	7.2	6.4	● 79 bps
EBIDTA	₹ Cr.	235.8	251.5	● -6.2%
EBIDTA Margin	%	10.8	13.5	● -265 bps
Other Income	₹ Cr.	76.3	53.8	● 41.7%
PBT Before Exceptional items	₹ Cr.	271.4	269.5	● 0.7%
PAT	₹ Cr.	185.5	202.2	● -8.3%
EPS	₹	14.27	16.26	● -12.2%

● Positive ● Neutral ● Negative



Q4FY23 YoY at a Glance

24,765
Tractors Volumes

 13.1%

1,528
Construction Equipment's

 18.2%

₹ 237.2 Crore
Revenue from Railway Equipment

 37.3%

₹ 2,183.0 Crore
Revenue From Operations

 16.8%

₹ 235.8 Crore
EBIDTA

 -6.2%

₹ 185.5 Crore
Profit After Tax

 -8.3%

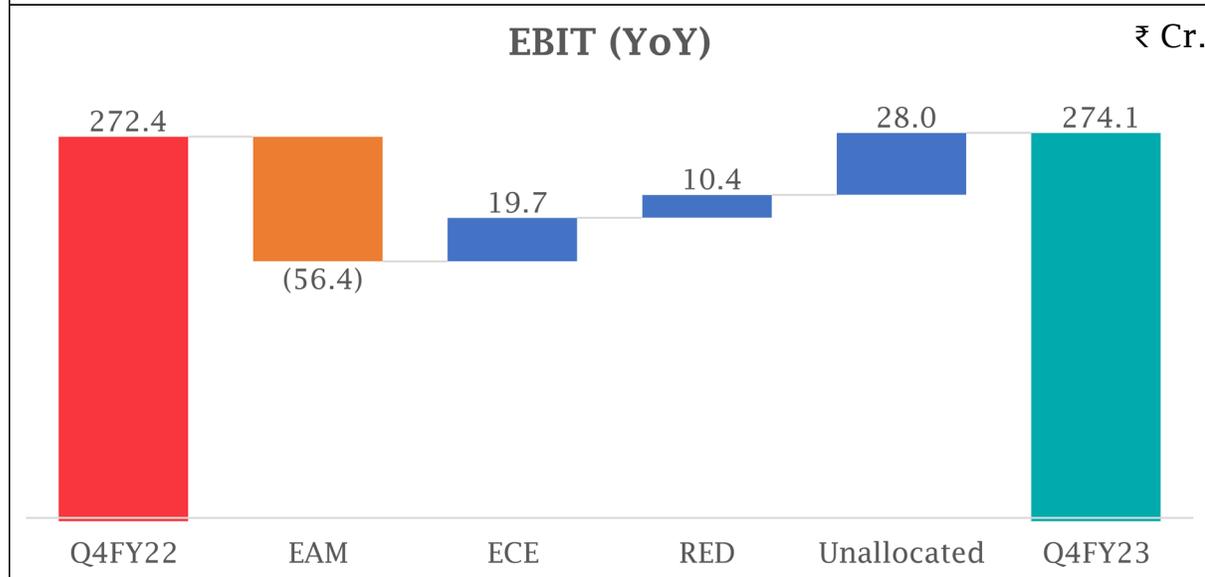
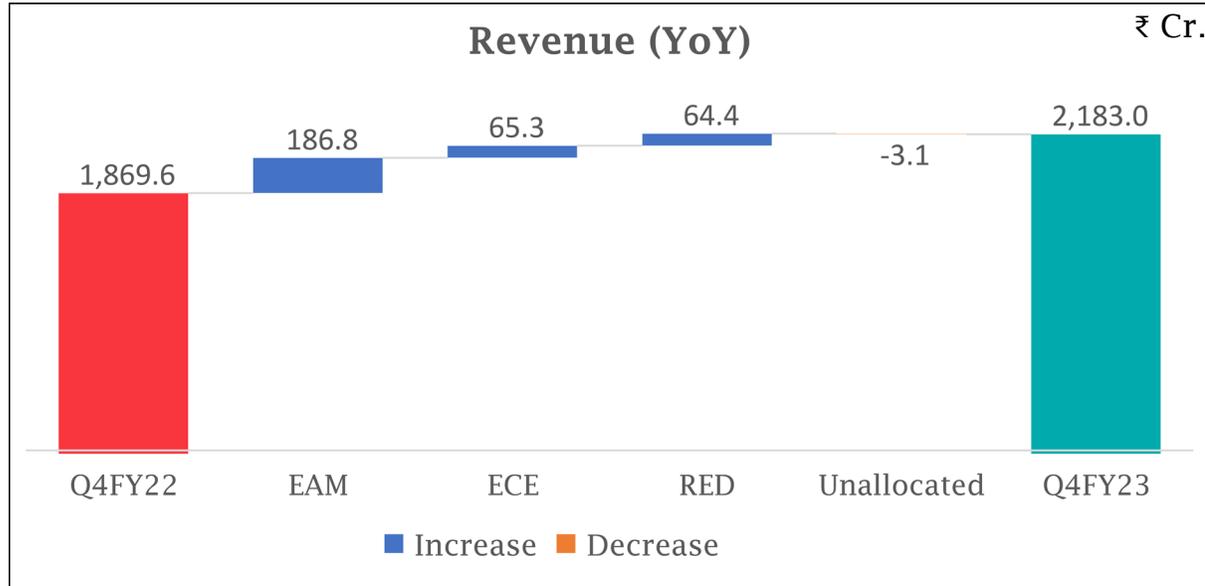
Impacted due to Exception cost provision on account of impairment of investment in the wholly owned subsidiary Escorts Crop Solutions Limited

 Up Year on Year
 Down Year on Year



% rounded off to nearest single decimal

Q4 - YoY Revenue up by 16.8%; EBIT up by 0.6%



Revenue Key Highlights

- Tractor Sales up by 13.1% at 24,765 units
- Construction Equipment Sales up by 18.8% at 1,528 units
- Railway Equipment revenue up by 37.3% at ₹ 237.2 Crore.

EBIT Key Highlights

- Adversely impacted due to
 - Commodity price inflation.
 - Other cost
- Higher non-operating income



Q4FY23 QoQ at a Glance

Particulars	Unit	Q4FY23	Q3FY23	Variance
Domestic Tractor Market Share	%	10.9%	10.6%	● 36 bps
Revenue from Operations	₹ Cr.	2,183.0	2,263.7	● -3.6%
Material Cost	%	71.5	74.5	● -300 bps
Manpower Cost	%	7.2	6.7	● 43 bps
EBIDTA	₹ Cr.	235.8	190.3	● 23.9%
EBIDTA Margin	%	10.8	8.4	● 240 bps
Other Income*	₹ Cr.	76.3	91.3	● -16.4%
PBT Before Exceptional items	₹ Cr.	271.4	241.4	● 12.4%
PAT	₹ Cr.	185.5	186.4	● -0.5%
EPS	₹	14.27	14.37	● -0.7%

● Positive ● Neutral ● Negative

Standalone Financials *In Q3 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

Q4FY23 QoQ at a Glance

24,765
Tractors Volumes

 -11.6%

1,528
Construction Equipment's

 26.4%

₹ 237.2 Crore
Revenue from Railway Equipment

 -4.8%

₹ 2,183.0 Crore
Revenue From Operations

 -3.6%

₹ 235.8 Crore
EBIDTA

 23.9%

₹ 185.5 Crore
Profit After Tax

 -0.5%

Impacted due to Exception cost provision on account of impairment of investment in the wholly owned subsidiary Escorts Crop Solutions Limited

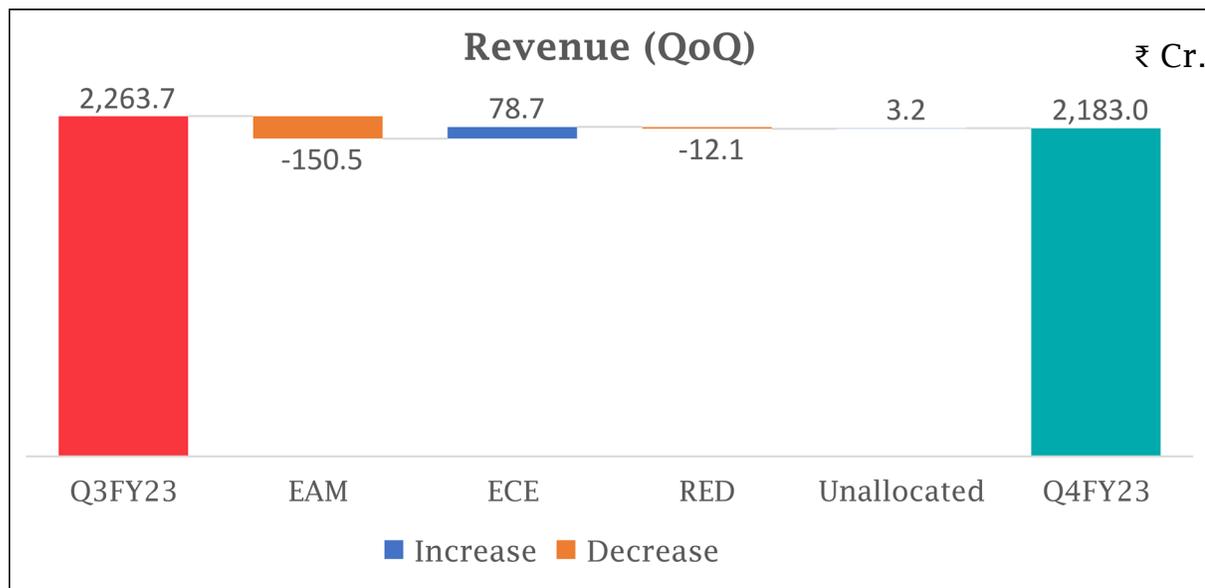
 Up Quarter on Quarter
 Down Quarter on Quarter

Standalone Financials



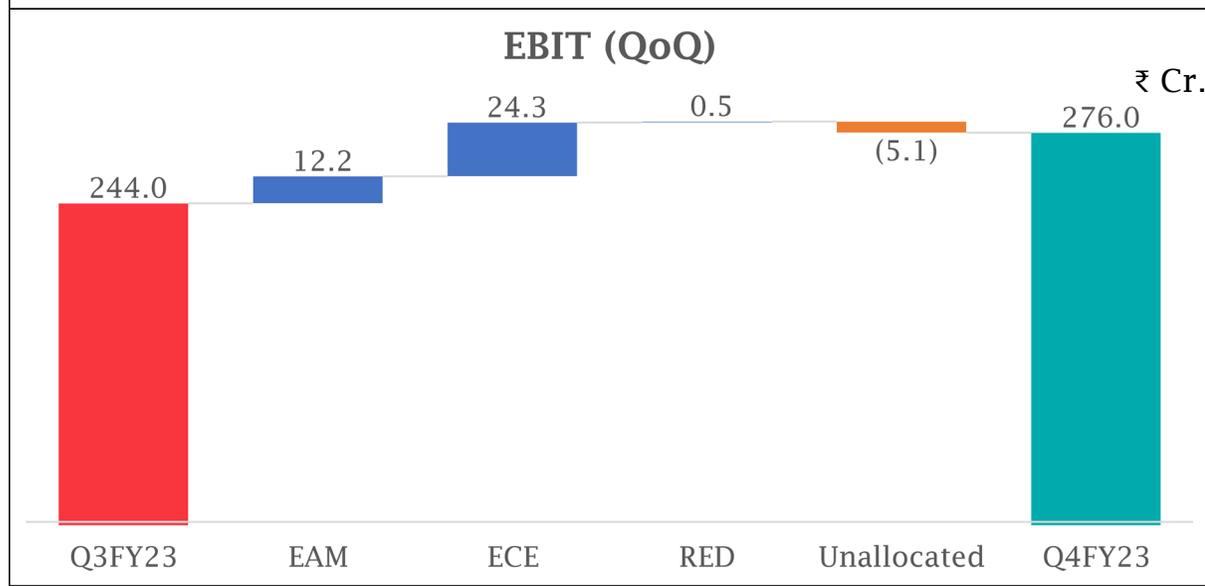
% rounded off to nearest single decimal

Q4 - QoQ Revenue down by 3.6%; EBIT up by 12.3%



Revenue Key Highlights

- Tractor Sales down by 11.8% at 24,765 units
- Construction Equipment Sales up by 26.4% at 1,528 units
- Railway Equipment revenue down by 4.8% at ₹ 237.2 Crore.



EBIT Key Highlights

- Cost Reduction
- Operating leverage across business segment.



Q4FY23 at a Glance

₹ 14.3

Earning Per Share

13.1%

Return on Capital Employed
(Annualized)

8.9%

Return on Equity
(Annualized)

~80%

Capacity Utilization

Agri Machinery

~60%

Capacity Utilization

Construction Equipment

More than **₹ 1,050 Crore**
Of Order Book

Railway Equipment Division
(as of 31st March 2023)



FY23 YoY at a Glance

Particulars	Unit	FY23	FY22	Variance
Domestic Tractor Market Share	%	10.1%	10.3%	● -26 bps
Revenue from Operations	₹ Cr.	8,345.0	7,196.9	● 16.0%
Material Cost	%	72.7	68.5	● 416 bps
Manpower Cost	%	7.1	7.3	● -21 bps
EBIDTA	₹ Cr.	780.4	995.5	● -21.6%
EBIDTA Margin	%	9.4	13.8	● -448 bps
PBT Before Exceptional items	₹ Cr.	902.3	1,021.9	● -11.7%
PAT	₹ Cr.	607.0	765.6	● -20.7%
EPS	₹	46.74	58.91	● -20.7%

● Positive ● Neutral ● Negative



FY23 YoY at a Glance

1,03,290
Tractors Volumes

 9.6%

4,620
Construction Equipment's

 12.2%

₹ 841.9 Crore
Revenue from Railway Equipment

 32.3%

₹ 8,345.0 Crore
Revenue From Operations

 16.0%

₹ 780.4 Crore
EBIDTA

 -21.6%

₹ 607.0 Crore
Profit After Tax

 -20.7%

Impacted due to provision on account of impairment of investment in Tadano Escorts India Private Limited & wholly owned subsidiary Escorts Crop Solutions Limited

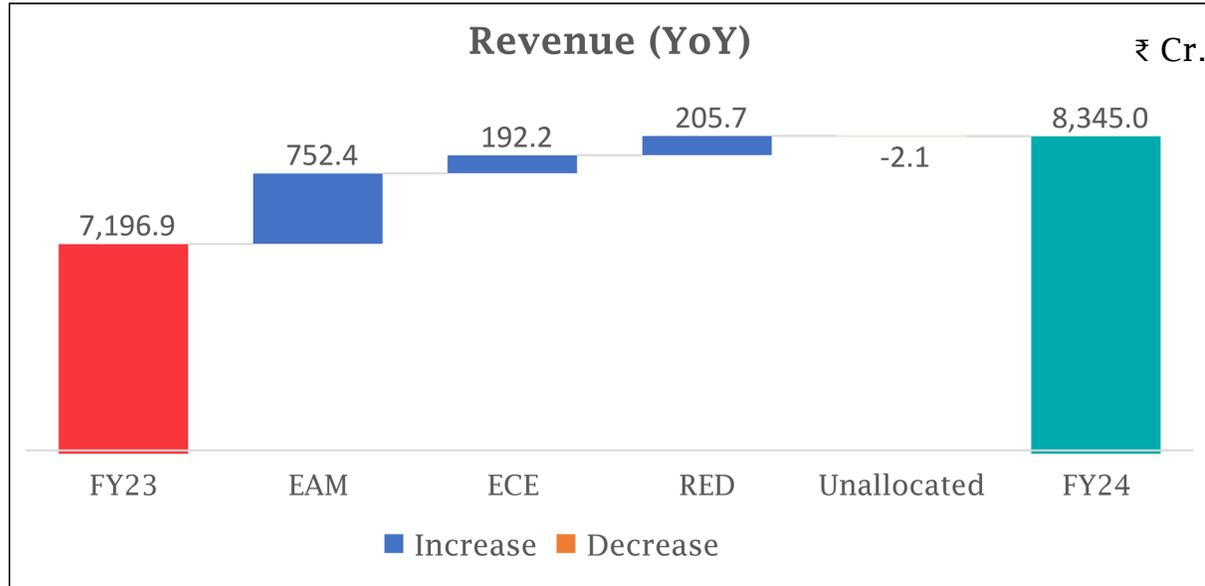


% rounded off to nearest single decimal

 Up Quarter on Quarter
 Down Quarter on Quarter

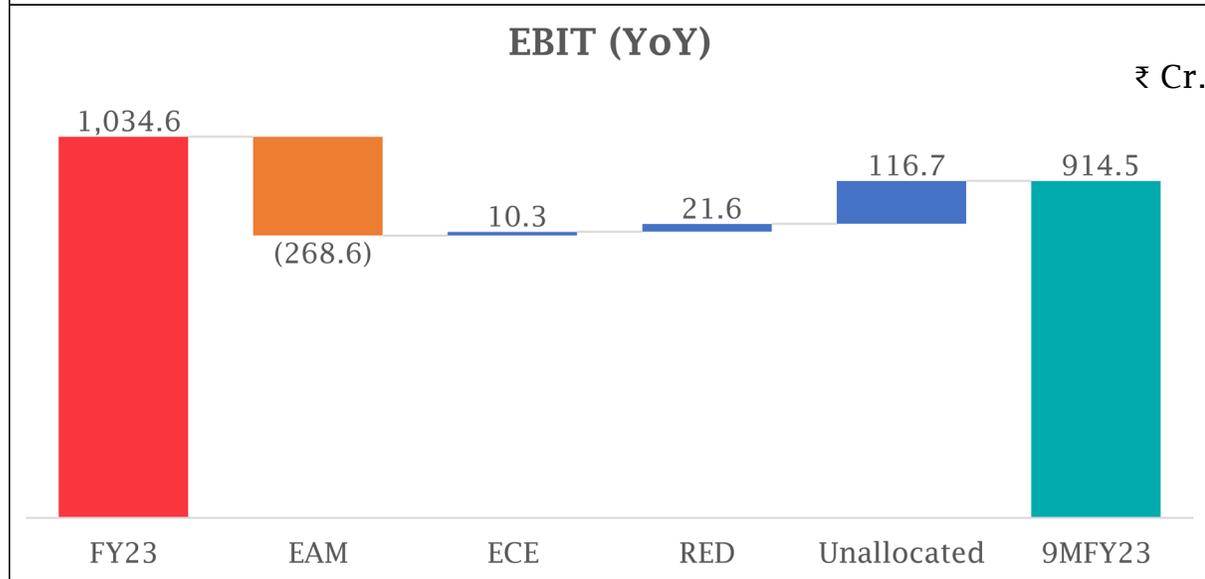
Standalone Financials

FY - YoY Revenue up by 16.0%; EBIT down by 11.8%



Revenue Key Highlights

- Tractor Sales up by 9.6% at 1,03,290 units
- Construction Equipment Sales up by 12.2% at 4,620 units
- Railway Equipment revenue up by 32.3% at ₹ 841.9 Crore.



EBIT Key Highlights

- Adversely impacted due to steep inflation both in commodity prices and other cost.



FY23 at a Glance

₹ 46.7

Earning Per Share

11.2%

Return on Capital Employed
(Annualized)

7.5%

Return on Equity
(Annualized)

~90%

Capacity Utilization

Agri Machinery

~45%

Capacity Utilization

Construction Equipment

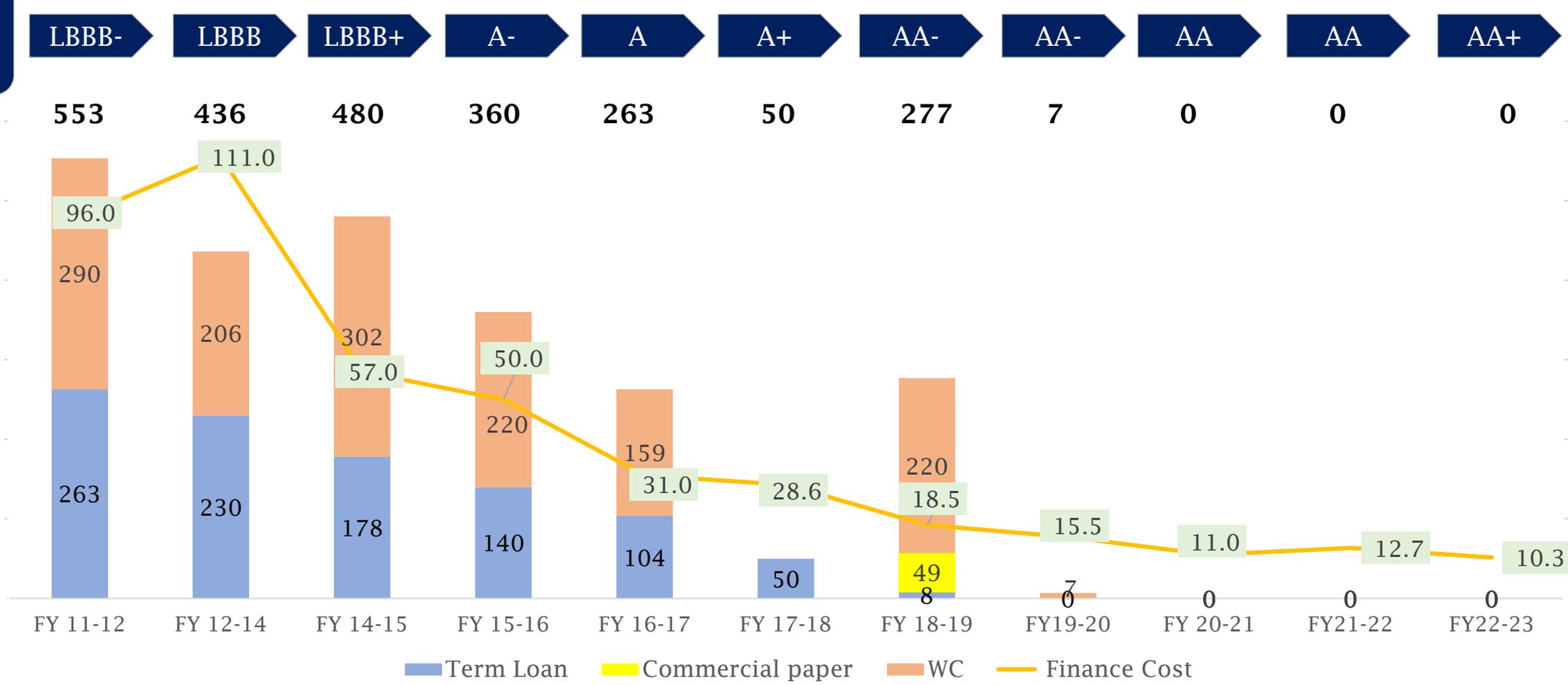
More than **₹ 1,050 Crore**
Of Order Book

Railway Equipment Division
(as of 31st March 2023)



Credit Rating & Debt Profile

Long Term Credit Rating



Please note:-
 1. Nos. from FY 11-12 to FY 14-15 is as per IGAAP.
 2. Finance Cost for FY 12-14 is for 18 months.





Our efforts are aligned with our Mid Term Business Plan for achieving the targeted growth in coming years. In agri business, while the retail sales were impacted due to unseasonal rainfall and crop damage in certain regions, however, with better crop prices, improved finance availability and good water reservoir levels, we expect demand momentum to continue across geographies in the coming quarters. We witnessed growth across the construction equipment portfolio towards the second half of this fiscal year across material handling, earth moving as well as road segment. The current market sentiments are positive, and demand is expected to remain buoyant due to the continuous focus of the government towards infrastructure projects. Railway business has also been consistently growing and the focus on rail network and connectivity will further provide impetus to the segment. Our investments in expanding coverage, building capacity, and producing innovative product lines will continue for enhanced customer reach and product experience.

Nikhil Nanda Chairman and Managing Director

We are committed to offer state of the art technology and solutions to our customers for increased productivity and operational efficiency. Our efforts across domestic and export geographies are well mapped to leverage on opportunities across our core business verticals, and we are hopeful that with our strategic initiatives we will be able to achieve desired growth. Quality and performance will be our topmost priority and we will continue to focus on innovation and enhancing customer experience.



Mr. Seiji Fukuoka, Deputy Managing Director



Segmental Performance



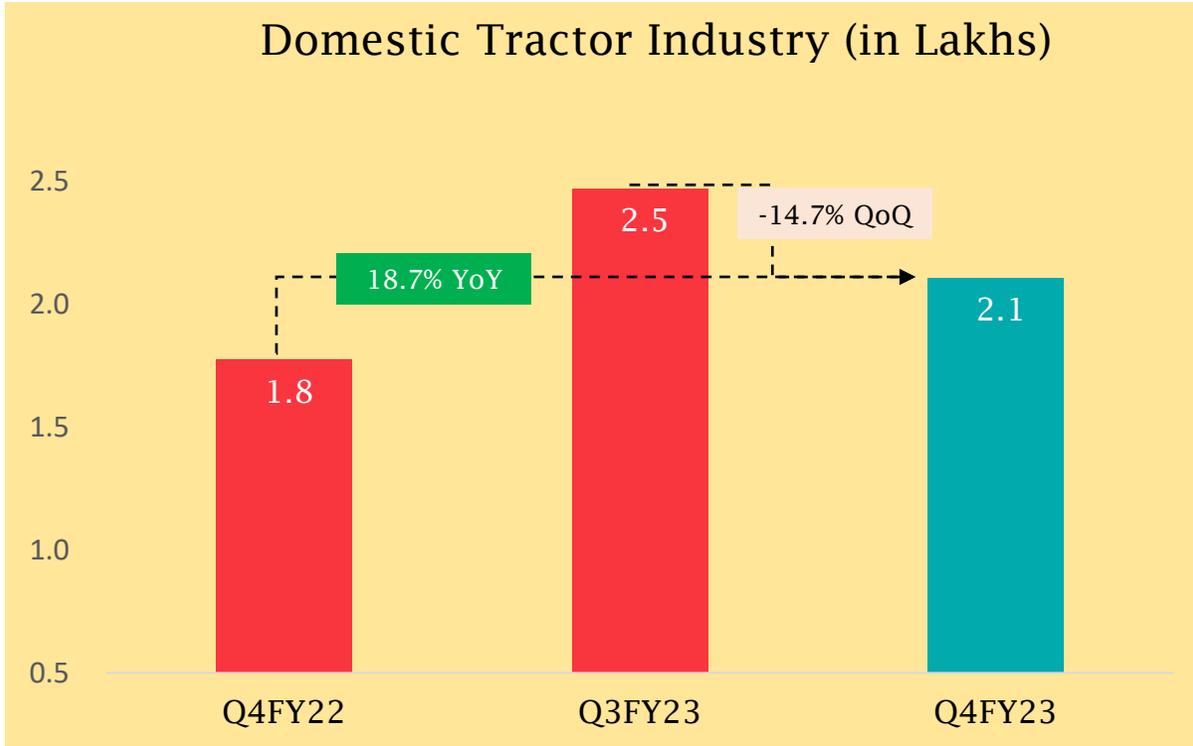
Agri Machinery



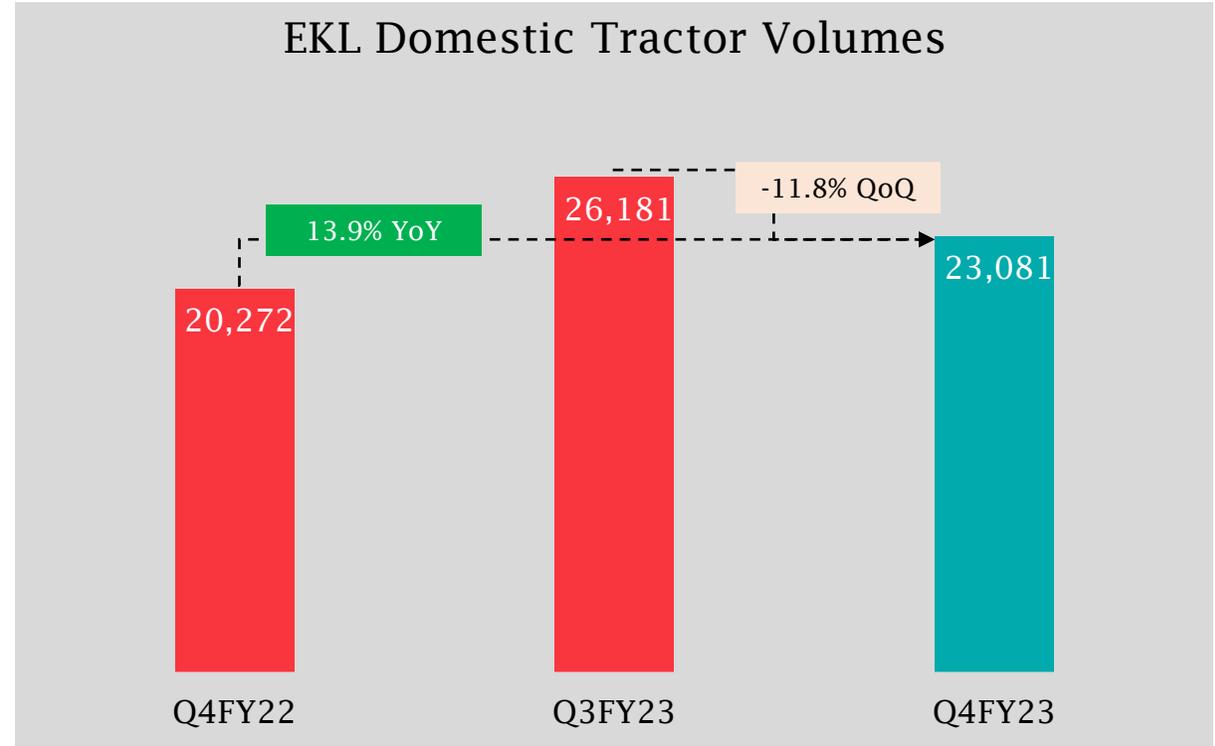
Powering The Dreams Of Farmer

Q4 Agri Machinery Domestic Performance

Domestic Tractor Industry (in Lakhs)



EKL Domestic Tractor Volumes



Industry in Strong Regions grew by 23.2% Y-o-Y

Industry in Rest Region grew by 14.2% Y-o-Y

EKL-Tractor In Strong Region grew by 16.5% Y-o-Y

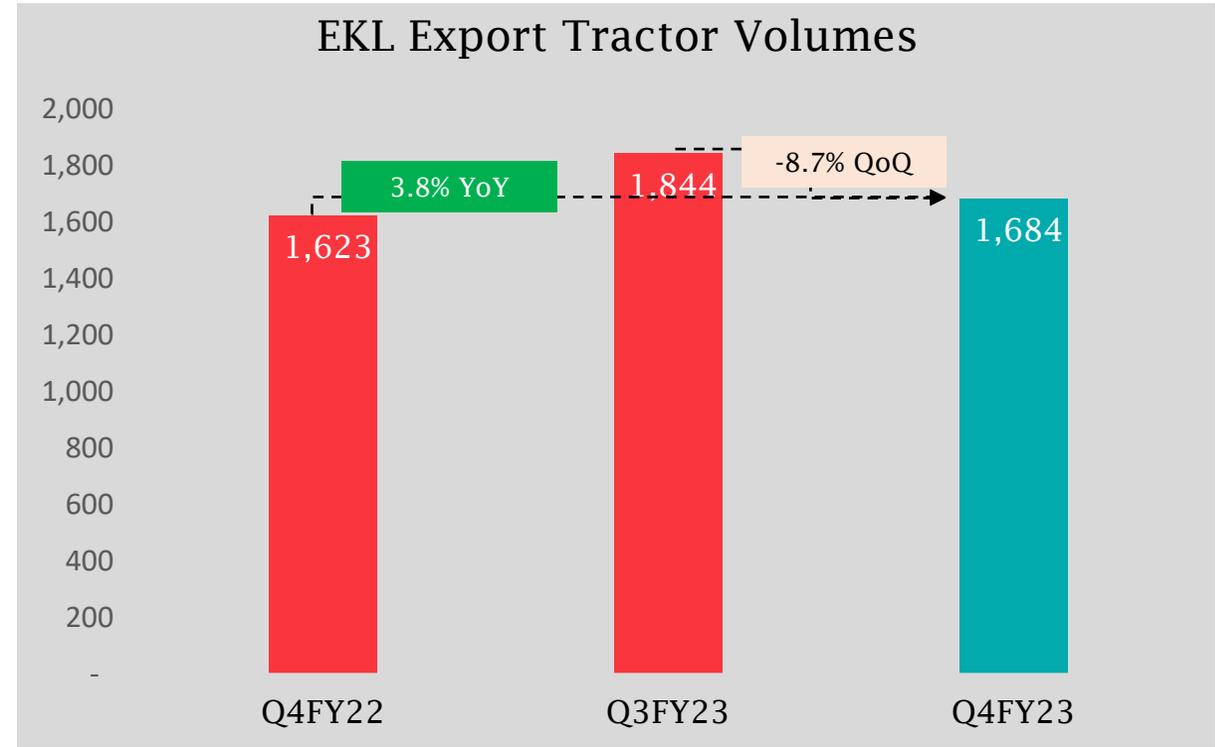
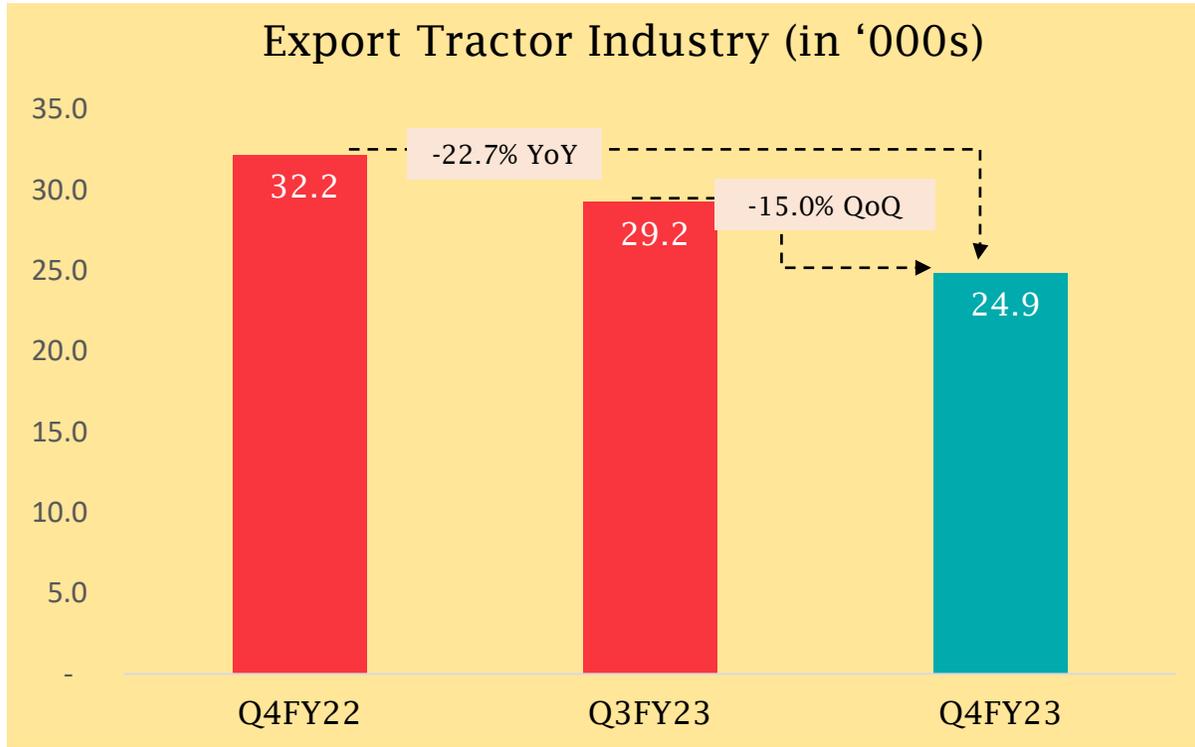
ELK - Tractor In Rest Region grew by 7.6% Y-o-Y

Growth

De-Growth



Q4 Agri Machinery Export Performance



Export through Kubota channel ~40% of total Export volume

6.8% Share of Market in Q4FY23, up by 172 bps Y-o-Y

Growth

De-Growth



% rounded off to nearest single decimal

Agri Machinery Performance at Glance in Q4

₹ 1,557.5 Crore
Segmental Revenue

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

 **-8.8%**
(Q-o-Q)

9.9%
EBIT margin

 **-547 bps**
(Y-o-Y)

 **159 bps**
(Q-o-Q)

~80%

Capacity Utilization

44:56

Farmtrac : Powertrac Sales Ratio*

45:55
(In Q4FY22)

42:58
(In Q3FY23)

34:66

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

39:61
(In Q4FY22)

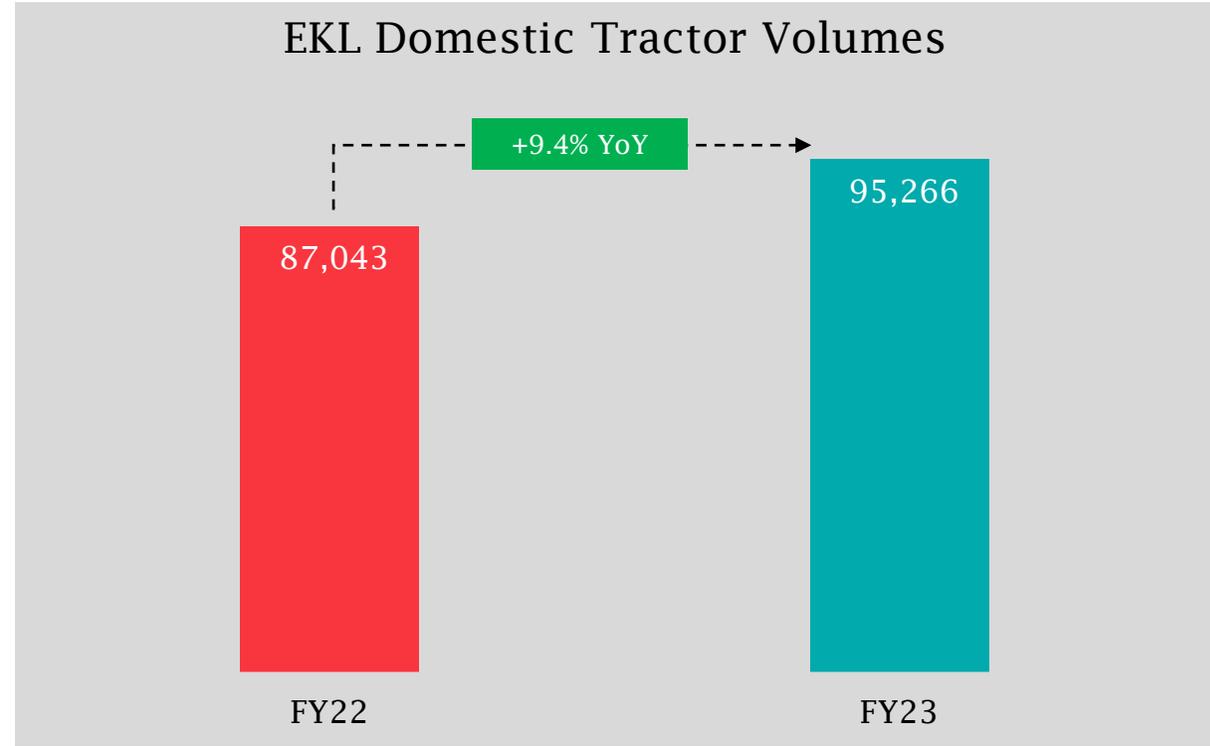
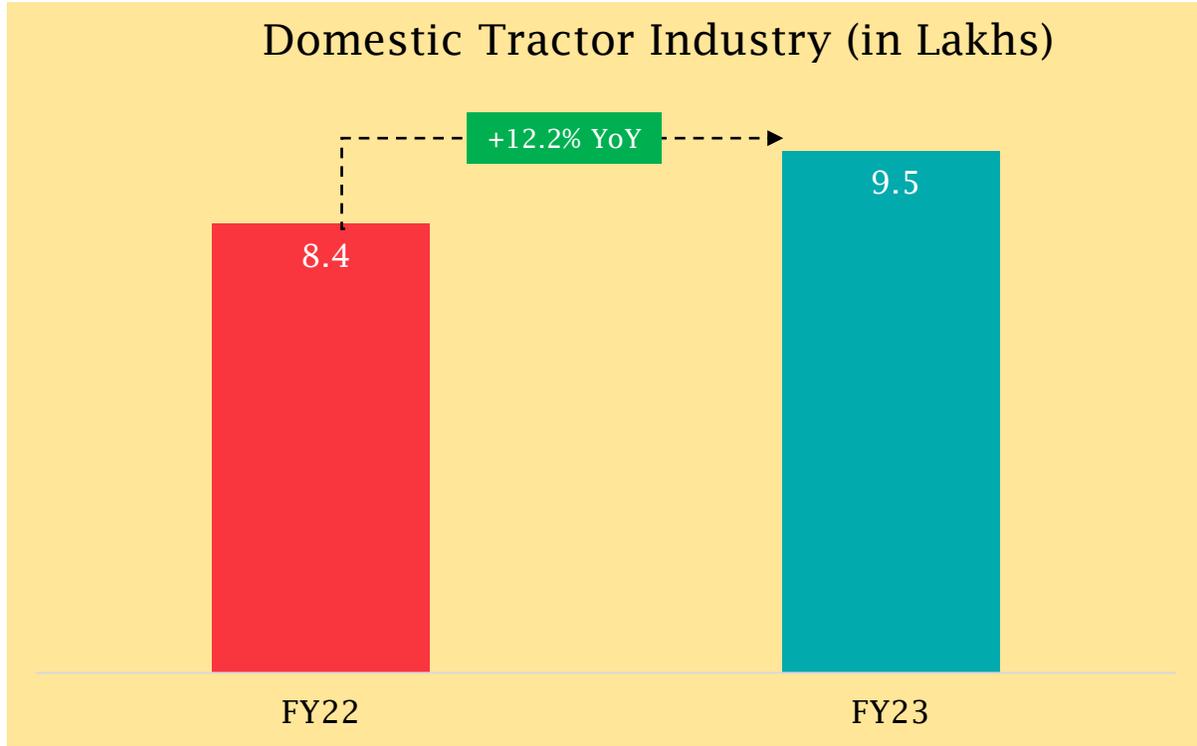
37:63
(In Q3FY23)

25.9%

Return on Capital Employed
(Annualized)



FY Agri Machinery Domestic Performance



Industry in Strong Regions grew by 16.1% Y-o-Y

Industry in Rest Region grew by 8.5% Y-o-Y

EKL-Tractor In Strong Region grew by 11.5% Y-o-Y

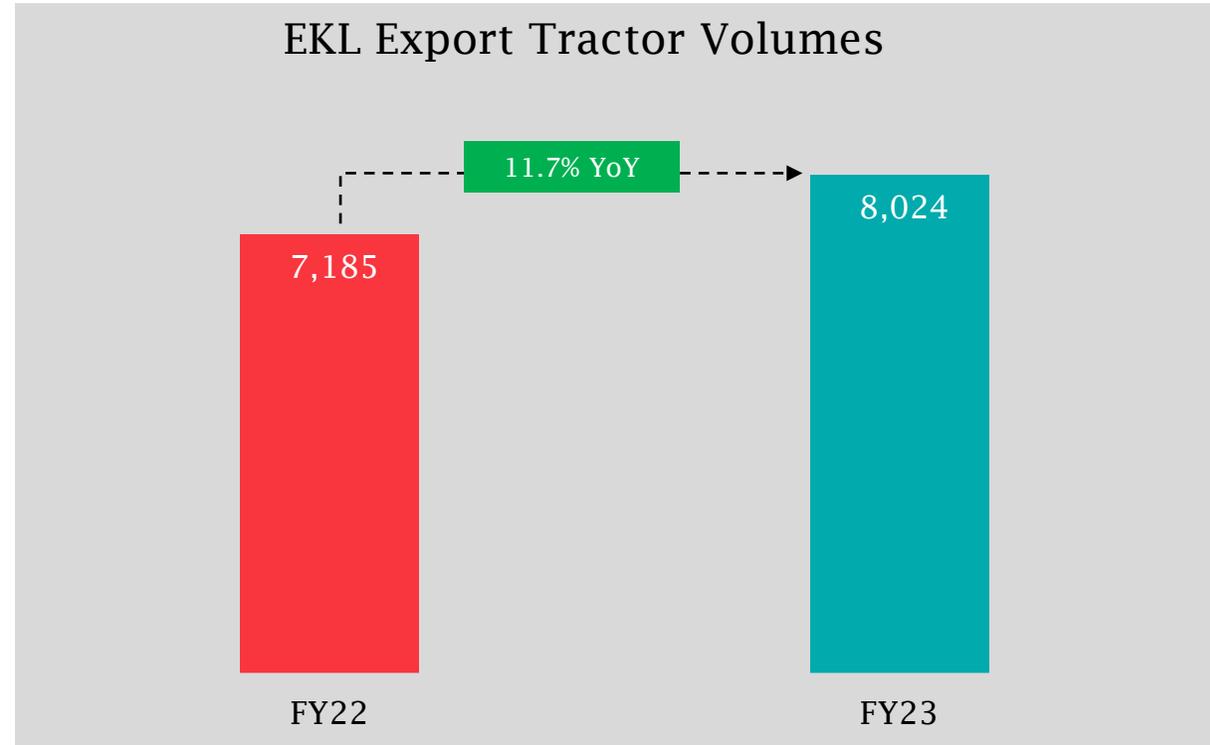
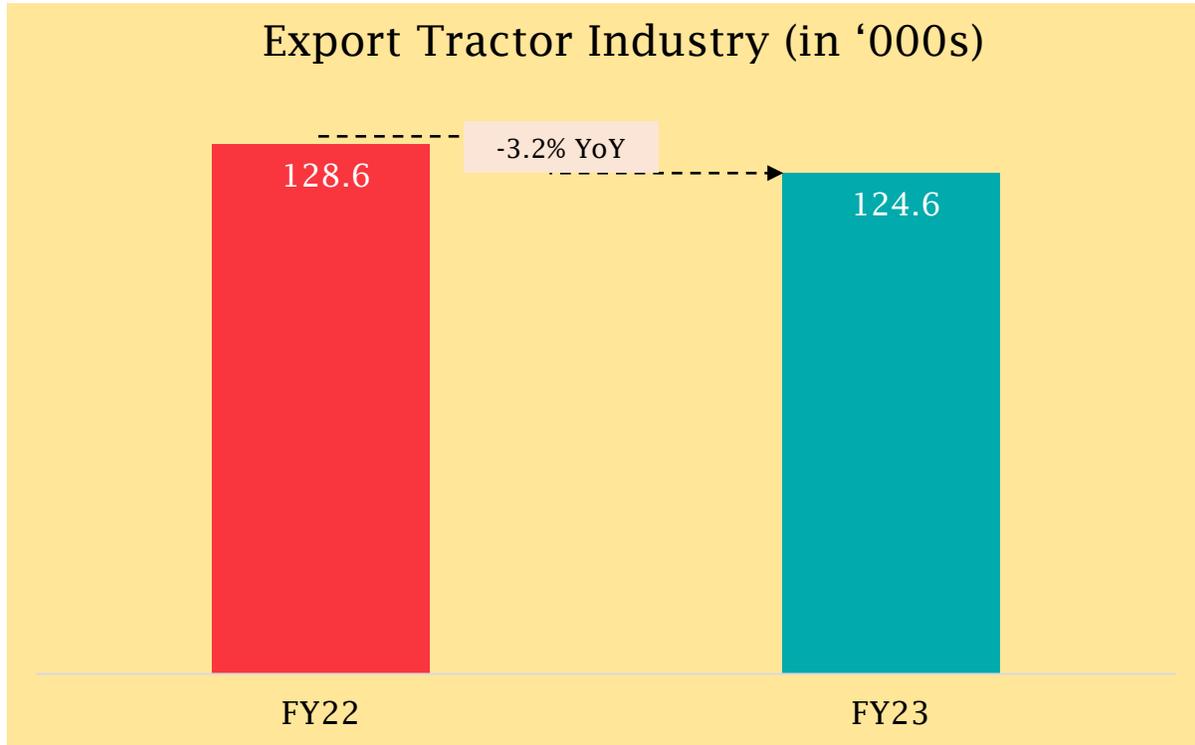
ELK - Tractor In Rest Region down by 5.0% Y-o-Y

Growth

De-Growth



FY Agri Machinery Export Performance



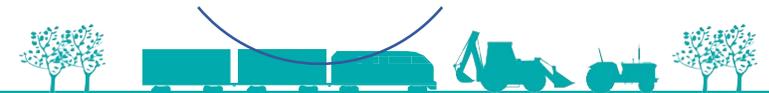
Highest Ever Export Sales

Export through Kubota channel 30%+ of total Export volume

6.4% Share of Market in 9MFY23, up by 86 bps Y-o-Y

Growth

De-Growth



% rounded off to nearest single decimal

Agri Machinery Performance at Glance in FY

₹ 6,316.1 Crore
Segmental Revenue

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

9.3%
EBIT margin

 **-609 bps**
(Y-o-Y)

~90%

Capacity Utilization

42:58

Farmtrac : Powertrac Sales Ratio*

42:58
(In FY22)

37:63

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

38:62
(In FY22)

26.2%

Return on Capital Employed
(Annualized)



* Domestic



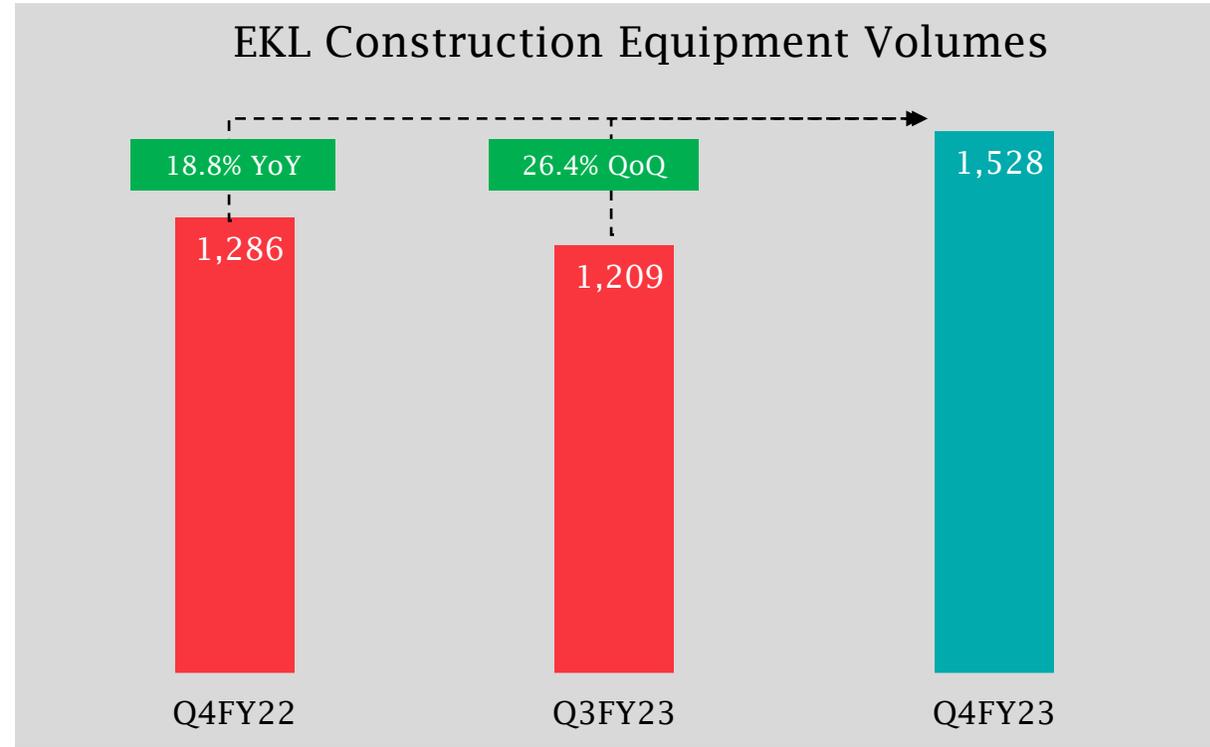
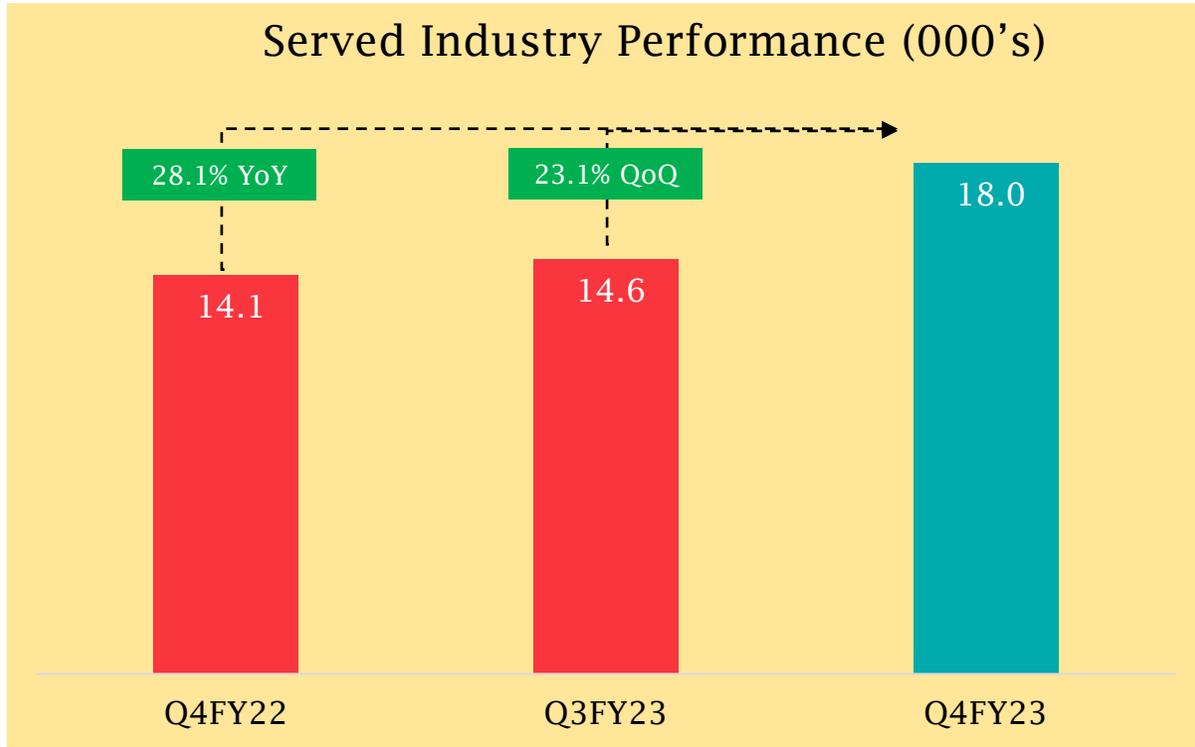
% rounded off to nearest single decimal

Construction Equipment

**Building a
Better Tomorrow**

Preferred Partner In Nation Building

Q4 - Construction Equipment Performance



BHL Industry up by 30.8% Y-o-Y

PnC Industry up by 27.4% Y-o-Y

Compactors Industry up by 7.4% Y-o-Y

Growth

De-Growth



% rounded off to nearest single decimal

Construction Equipment Performance at Glance in Q4FY23

₹ 384.8 Crore
Segmental Revenue

20.5%
(Y-o-Y)

25.7%
(Q-o-Q)

8.1%
EBIT margin

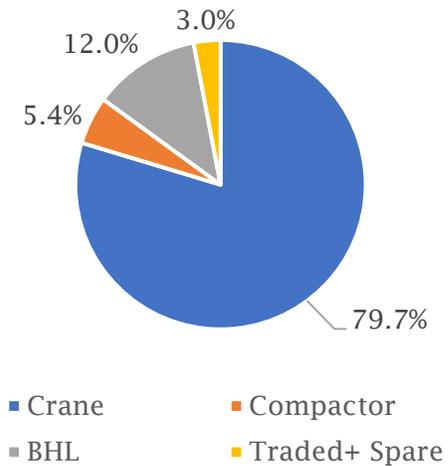
452 bps
(Y-o-Y)

585 bps
(Q-o-Q)

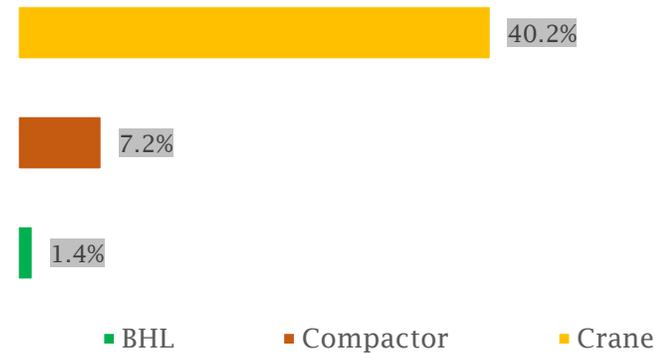
~60%

Capacity Utilization

Revenue Break up

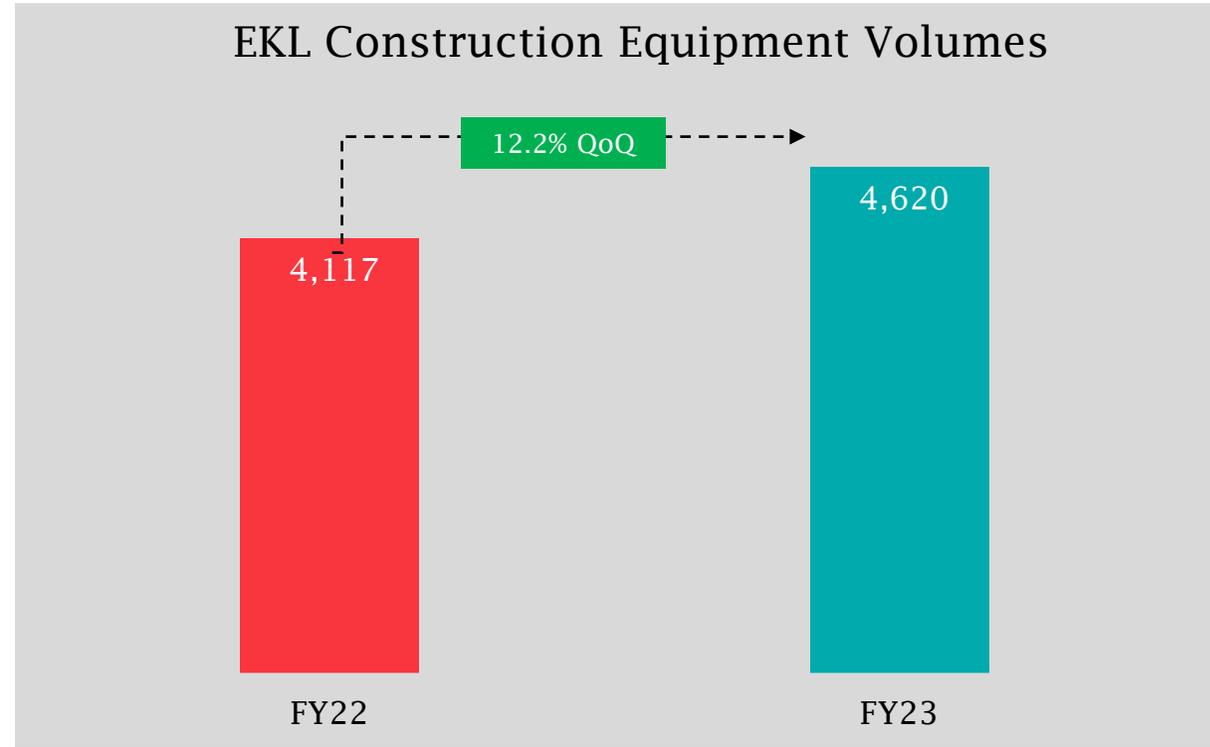
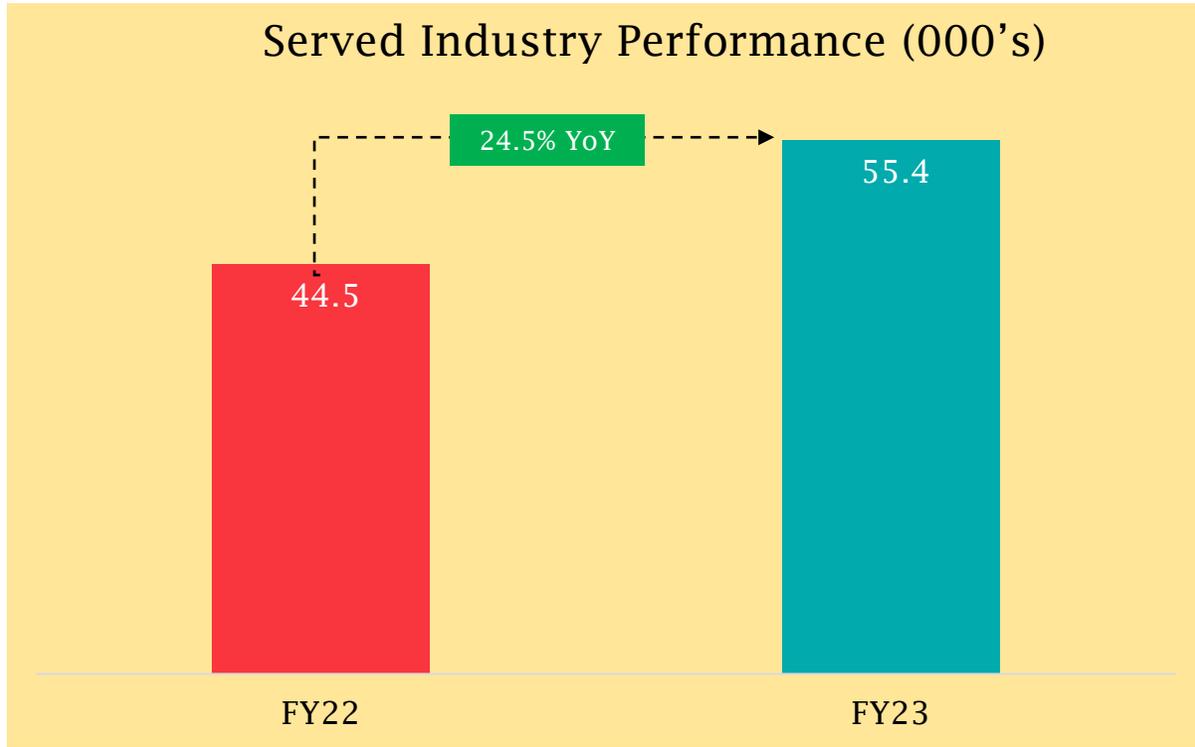


Product wise Market Share



% rounded off to nearest single decimal

FY - Construction Equipment Performance



BHL Industry up by 28.2% Y-o-Y

PnC Industry up by 24.9% Y-o-Y

Compactors Industry down by 4.8% Y-o-Y

Growth

De-Growth



% rounded off to nearest digit

Construction Equipment Performance at Glance in FY

₹ 1,179.0 Crore
Segmental Revenue

19.5%
(Y-o-Y)

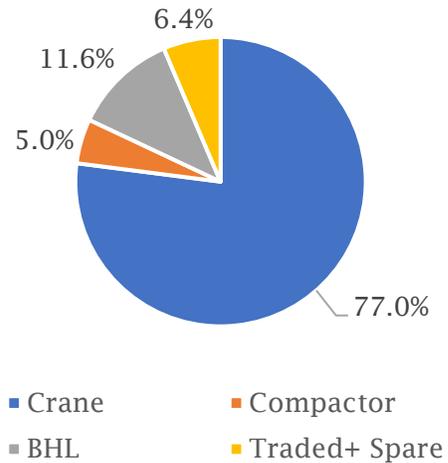
2.9%
EBIT margin

48 bps
(Y-o-Y)

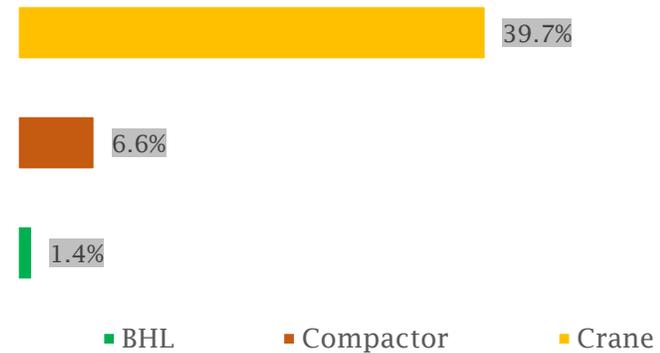
~45%

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 Q4FY23

₹ 237.2 Crore
Segmental Revenue

 **37.3%**
(Y-o-Y)

 **-4.9%**
(Q-o-Q)

14.0%
EBIT margin

 **83 bps**
(Y-o-Y)

 **88 bps**
(Q-o-Q)

More than **₹ 1,050 Crore**
Of Order Book

(as of 31st March 2023)

69:31

NPD : conventional Sales Ratio

67:33
(In Q4FY22)

62:38
(In Q3FY23)

25.8%

Return on Capital Employed
(Annualized)



% rounded off to nearest single decimal

Railway Equipment Division Performance in FY

₹ 841.9 Crore
Segmental Revenue

 **32.3%**
(Y-o-Y)

13.8%
EBIT margin

 **-106 bps**
(Y-o-Y)

More than **₹ 1,050 Crore**
Of Order Book

(as of 31st March 2023)

65:35
NPD : conventional Sales Ratio

65:35
(In FY22)

38.7%

Return on Capital Employed
(Annualized)



% rounded off to nearest single decimal

Shareholding Pattern

Shareholding Trend					
Category	Mar'2022 [^]	June'2022	Sept'2022	Dec'2022	Mar'2023
Promoters	28.1	72.9	72.9	72.9	72.9
Kubota Corporation	16.4	*	*	*	*
Escrow Account (open offer)	39.4				
Institutions#	4.0	11.3	12.4	12.4	12.8
Public	10.3	14.0	13.0	13.0	12.7
Non Promoter Non Public	1.8	1.8	1.7	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 Q4FY23 at a Glance

Particulars	Unit	Q4FY23	Q4FY22	YoY (Change)	Q3FY23	QoQ (Change)
Revenue from Operations	₹ Cr.	2,214.5	1,886.6	● 17.4%	2,291.4	● -3.4%
Material Cost	%	71.6%	70.0%	● 159 bps	74.5%	● 290 bps
Manpower Cost	%	7.2%	6.5%	● 75 bps	6.8%	● 43 bps
EBIDTA	₹ Cr.	233.2	248.2	● -6.0%	191.3	● 21.9%
EBIDTA Margin	%	10.5%	13.2%	● -262 bps	8.4%	● 218 bps
PBT Before Exceptional items	₹ Cr.	277.6	257.5	● 7.8%	235.6	● 17.8%
PAT	₹ Cr.	216.5	190.0	● 13.9%	180.8	● 19.7%
EPS	₹	19.99	18.56	● 7.7%	16.70	● 19.7%

● Positive ● Neutral ● Negative



% rounded off to nearest single decimal

Consolidated FY23 at a Glance

Particulars	Unit	FY23	FY22	YoY (Change)
Revenue from Operations	₹ Cr.	8,428.7	7,282.7	● 15.7%
Material Cost	%	72.6%	68.4%	● 428 bps
Manpower Cost	%	7.2%	7.4%	● -23 bps
EBIDTA	₹ Cr.	777.5	995.4	● -21.9%
EBIDTA Margin	%	9.2%	13.7%	● -444 bps
PBT Before Exceptional items	₹ Cr.	887.6	992.8	● -10.6%
PAT	₹ Cr.	636.6	735.6	● -13.5%
EPS	₹	58.85	74.06	● -20.5%

● 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.
- **Q4FY22** - Represents the 3 months period from 1st Jan 2022 to 31st March 2022.
- **Q3FY23** - Represents the 3 months period from 1st Oct 2022 to 31st Dec 2022.
- **Q4FY23** - Represents the 3 months period from 1st Jan 2023 to 31st March 2023.
- **FY22** - Represents the 12 months period from 1st April 2021 to 31st March 2022.
- **FY23** - Represents the 9 months period from 1st April 2022 to 31st March 2023.
- **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

Contact Details

Escorts Kubota Ltd.

(CIN: L74899HR1944PLC039088)

Corporate Centre

15/5 Mathura Road

Faridabad - 121003

Phone: +91 129 2250222

www.escortsgroup.com

Investor.relation@escortskubota.com

Bharat Madan

(Whole Time Director & CFO)

+91 129 2564837

bharat.madan@escortskubota.com

Prateek Singhal

(Investor Relations & ESG)

+91 129 2564921

prateek.singhal@escortskubota.com





**THANK
YOU** |

