

June 07, 2025

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001
BSE Symbol: INDOFARM
BSE Scrip Code: 544328

To,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No. C/1, "G" Block
Bandra-Kurla Complex
Bandra (E), Mumbai – 400 051
NSE Symbol: INDOFARM

Dear Sir/Madam,

Subject: Investor Presentation.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation of the Company.

The same is also being made available on the website of the Company at www.indofarm.in.

We request you to take the above on record.

Thanking you,
Yours faithfully,
For **Indo Farm Equipment Limited**

Navpreet Kaur
Company Secretary & Compliance Officer

Encl: As above



INVESTOR PRESENTATION
MARCH, 2025

An ISO 9001:2015 Certified Company Manufacturing
World Class Tractors, Cranes And Other Farm
Equipments

INTRODUCTION

Indo Farm Equipment Limited, established in **1994** and headquartered in **Chandigarh**, is a leading manufacturer of **construction machinery** and **agricultural equipment** in India. The company operates a state-of-the-art **manufacturing facility in Baddi, Himachal Pradesh**, where it produces a wide range of products including tractors (ranging from 16 HP to 110 HP), and pick-and-carry cranes. These products are marketed under the “**Indo Farm**” and “**Indo Power**” brands, serving both domestic and international markets.

Over the years, Indo Farm has built a strong presence across key Indian states such as Punjab, Haryana, Uttar Pradesh, Maharashtra, Gujarat, and Rajasthan through an extensive dealer network. The company is also actively **expanding its global footprint**, exporting machinery to countries like Bhutan, Jordan, Yemen, Bangladesh, Nepal, Mexico, and Sudan.

With a focus on innovation, quality, and customer satisfaction, Indo Farm continues to strengthen its position in the agricultural and infrastructure equipment industry through strategic growth, operational efficiency, and plans for future expansion.



MISSION

To offer **high quality multi featured fuel-efficient** agricultural, industrial and construction equipment at optimum cost and deliver world-class performance, backed by excellent after-sales service.

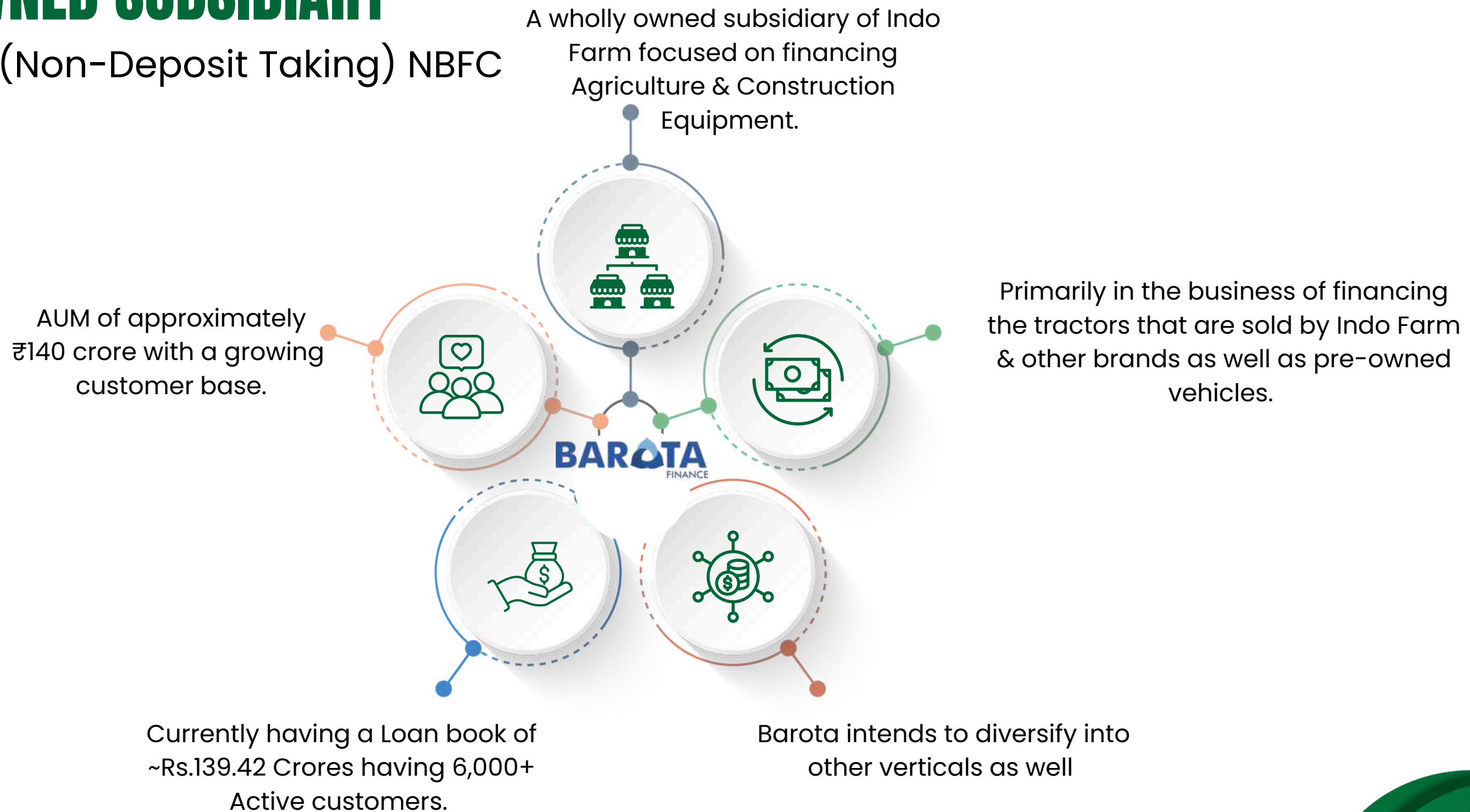
VISION

To be the most **reliable, trustworthy and socially responsible** agricultural and construction equipment manufacturer in the world.

BAROTA FINANCE LTD

WHOLLY OWNED SUBSIDIARY

RBI-registered (Non-Deposit Taking) NBFC



KEY FACTS AND FIGURES

Operational Snapshot

100+ Existing & upcoming
acres Manufacturing
Facilities

30+ Export Countries

Dealers

15+ Crane
dealers

150+ Tractor
dealers

Installed Capacity per annum

1,280 Cranes

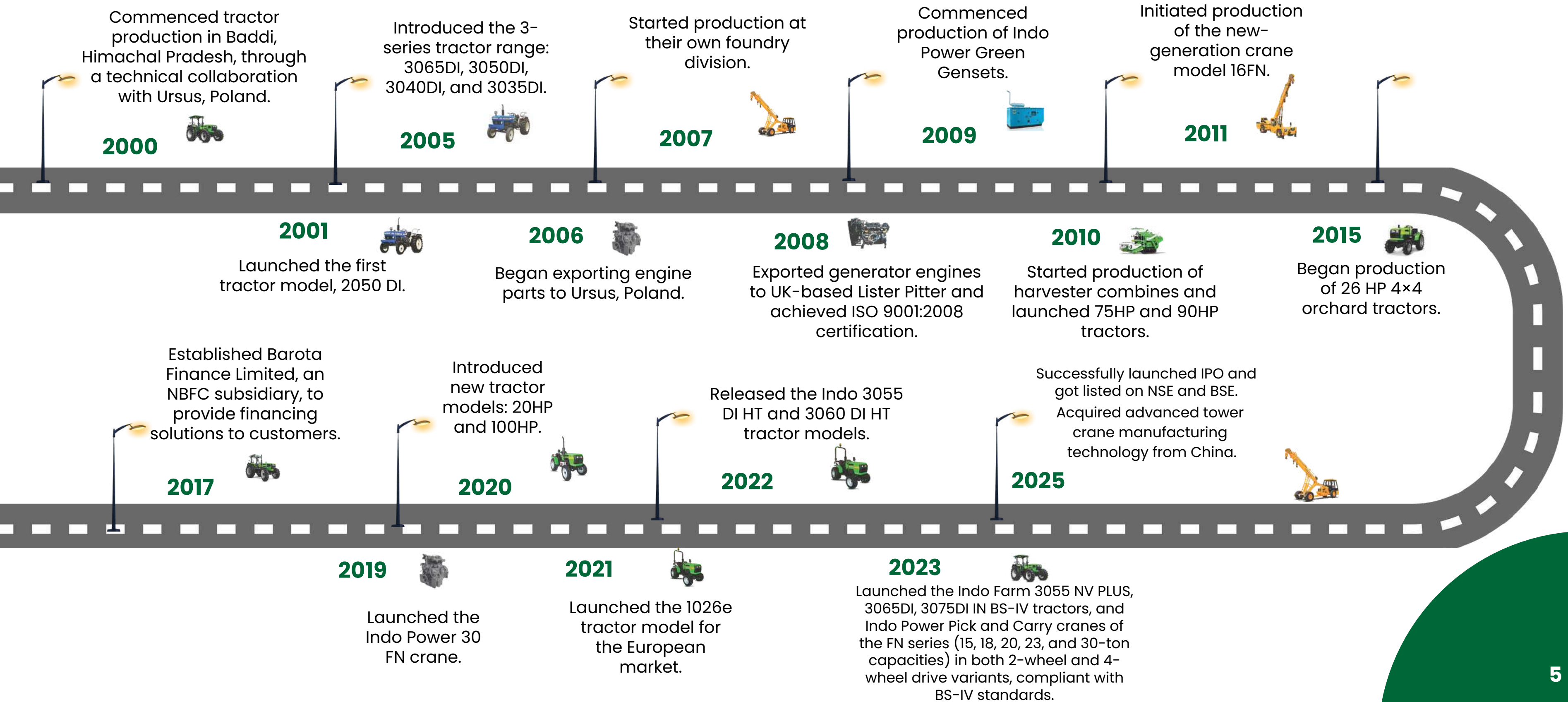
12,000 Tractors

Financial metrics for FY 24-25

₹ 38,718.92 Lakhs
Revenue from Operations

₹ 2,354.68 Lakhs
Profit After Tax

TIMELINE



PRODUCT PORTFOLIO

Hydraulic Mobile Cranes



Key Features of the Pick & Carry Cranes

- CABIN WITH BETTER ERGONOMICS
- FOUR SIDE MORE VISIBILITY CABIN
- HEAVY DUTY WINCH & HEAVY DUTY DRAG WINCH
- HIGH GROUND CLEARANCE
- HIGH TORQUE ENGINES
- HEAVY DUTY TRANSMISSION
- LESS MAINTENANCE AND FUEL CONSUMPTION
- AIR BRAKES
- SAFE LOAD INDICATOR
- HYDRAULIC OUTRIGGER

Agricultural tractors



Key Features of the Tractors

- EFFICIENT ENGINE
- HIGH BACK-UP TORQUE
- HIGH PULLING POWER
- CONSTANT MESH GEAR BOX
- OIL EMERGED BREAKS
- HIGH CAPACITY HYDRAULIC LIFT



INDUSTRIES WE SERVE



Agriculture



**Construction and
infrastructure**



**Rural & Infrastructure
Equipment Finance**

GEOGRAPHICAL FOOTPRINT

Indo Farm exports its products to over **30 countries**

Within India, Indo Farm operates through a comprehensive network comprising:

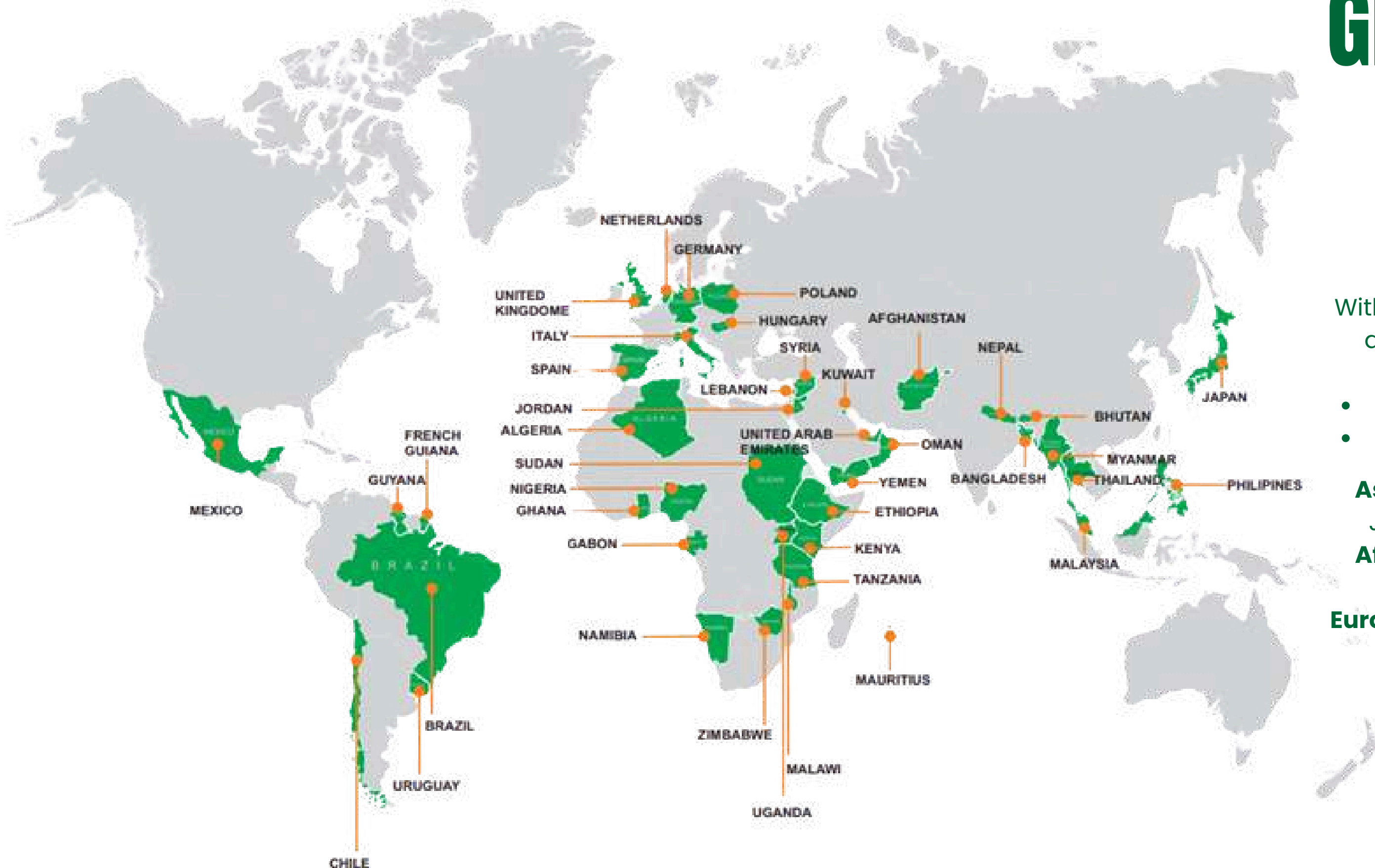
- **6 regional offices**
- **173 dealers**

Asia: Afghanistan, Bangladesh, Bhutan, Jordan, Kuwait, Myanmar, Nepal, Syria

Africa: Algeria, Ethiopia, Gabon, Ghana, Kenya, Mauritius, Sudan

Europe: Belgium, Germany, Hungary, Italy

South America: Brazil, Chile



REPUTED SUPPLIERS



HAPPY FORGINGS LIMITED



BOSCH



VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE



Steel Strips Wheels Limited

CK BIRLA GROUP



**KANSAI
NEROLAC**
PAINTS LIMITED



CARRARO



The Ashok Minda Group

KEY BUSINESS STRENGTHS



Favorable Industry Landscape

India's farm mechanization is growing rapidly. The tractor market is set to grow at 8–9% CAGR, while construction equipment is expected to grow at 6–7% CAGR.



Integrated Manufacturing Facility

Indo Farm's plant manufactures key components like engines and hydraulics in-house. It produces 40% of tractor and 60% of crane components by value internally.



Strong Product Portfolio

Indo Farm offers a complete range of tractors and pick & carry cranes. Offers almost 100% of product range and approx. 80% of global market



Experienced Leadership

The company is led by a first-generation promoter, with the second generation handling operations. A skilled management team supports growth.



R&D and Innovation

The in-house R&D team develops new products and technologies. The company uses Ursus engine tech and exports to Lister Pitter. It also partners with Zeto globally.



Diverse Product Range

Indo Farm makes tractors from 20 to 100 HP in 2WD and 4WD. It also manufactures construction equipment (9–30 tons), tillers, and harvesters.

MANUFACTURING UNIT



Deep Backward Integration

Key Parts of Cranes- Major components manufactured in-house~ 65%+ in value terms.

- Engine Block
- Engine Head
- Rear transmission housing
- Front transmission housing
- Transmission Gears
- Fabricated components
- Clutch housing
- Crane cabin
- Chassis, Yoke, Counter- weight
- Hydraulic Cylinder
- Winch

Key Parts of Tractors- major components manufactured in-house ~40% in value terms

- Engine Block & Engine Head
- Rear transmission housing
- Front transmission housing
- Transmission Gears
- Hydraulic housing & components
- Clutch housing
- Front axle bracket
- Fenders & Bonnet- Complete Sheet Metal
- Front axle beam, axle tubes
- Flywheel housing & Flywheel

MANUFACTURING FACILITY



**Foundry Division- Casting
Line**



**Cylinder Block Machining
Centre**



Gear Shop



Assembly Line- Tractor



Assembly Line- Crane



Sheet Metal Shop



**Pre-Delivery Inspection-
Tractors**



**Pre-Delivery Inspection-
Cranes**

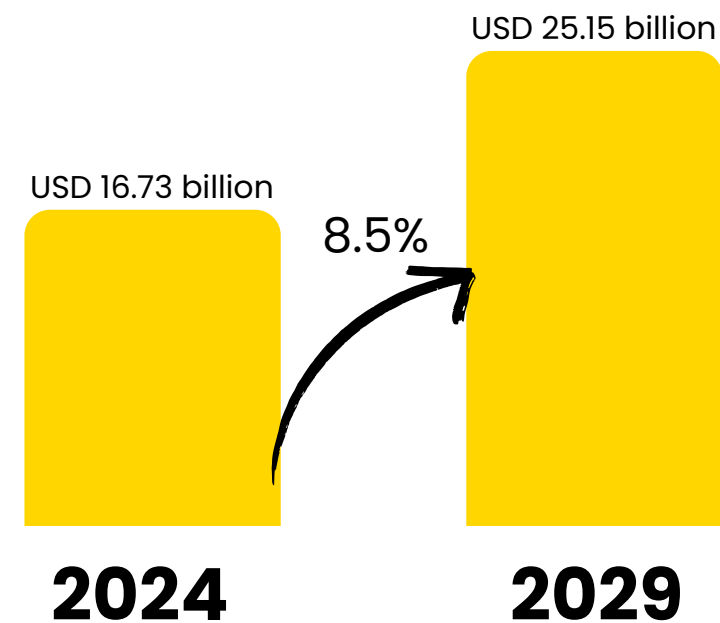
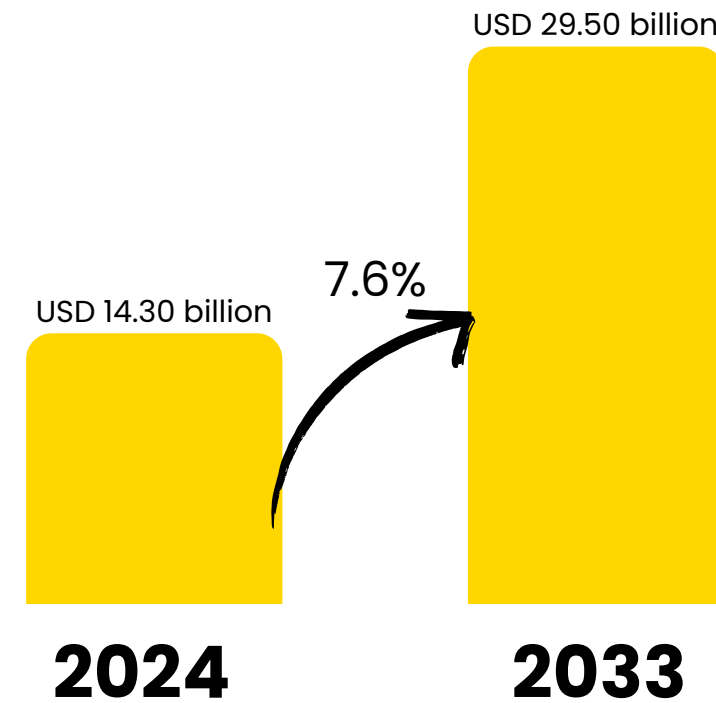
CONSTRUCTION EQUIPMENT SECTOR

The Indian construction equipment (CE) industry is experiencing robust growth, driven by infrastructure investments, government initiatives like the National Infrastructure Pipeline (NIP) and Gati Shakti, and technological advancements such as AI, IoT, and automation. Valued at approximately **USD 14.3 billion** in **2024**, the industry is projected to reach **USD 29.5 billion** by **2033**, growing at a **CAGR of 7.6%**. **Earthmoving equipment** dominates the market with a **72% share**, while **material handling equipment**, including cranes—a key product for Indo Farm Equipment Limited—accounts for **14%**.

AGRICULTURAL EQUIPMENT SECTOR

The Indian agricultural machinery market is valued at approximately **USD 16.73 billion** in **2024** and is projected to grow to **USD 25.15 billion** by **2029**, reflecting a **CAGR of 8.5%**. **Tractors** dominate this sector, accounting for **86.9% of the market share**. The growth is driven by factors such as increasing mechanization, government initiatives, and the need for enhanced productivity in agriculture.

INDUSTRY OVERVIEW



Source: IMARC Group



ENVIRONMENTAL INITIATIVES

Eco-Friendly Tractors

Indo Farm designs tractors with lower emissions and optimized fuel consumption to reduce their carbon footprint. Indo Farm products are meeting all the emission norms of the country.

Community Engagement

The company promotes environmental awareness through campaigns like Earth Day and encourages sustainable farming practices among the agricultural community.

Sustainable Manufacturing

The company integrates environmentally conscious practices into its manufacturing processes, including modern waste handling technologies to minimize environmental impact.

Focused R&D

Indo Farm invests in research and development to create technology solutions tailored to various terrains and climates, aiming for greener operations.



PROFIT & LOSS (CONSOLIDATED)

(₹ in Lakhs)

Particulars	FY 2024-25 (Audited)	FY 2023-24 (Audited)
Revenue from Operations	38,718.92	37,523.17
Other Income	262.17	72.13
Total Income	38,981.09	37,595.30
Total Expenditure	32,891.80	31,343.72
EBITDA	6,089.29	6,251.58
Depreciation	1,081.48	1,031.37
Interest	2391.27	2,830.92
Profit before Tax	2,616.54	2,389.29
Tax	261.86	829.81
PAT	2,354.68	1,559.48
EPS	5.70	4.15

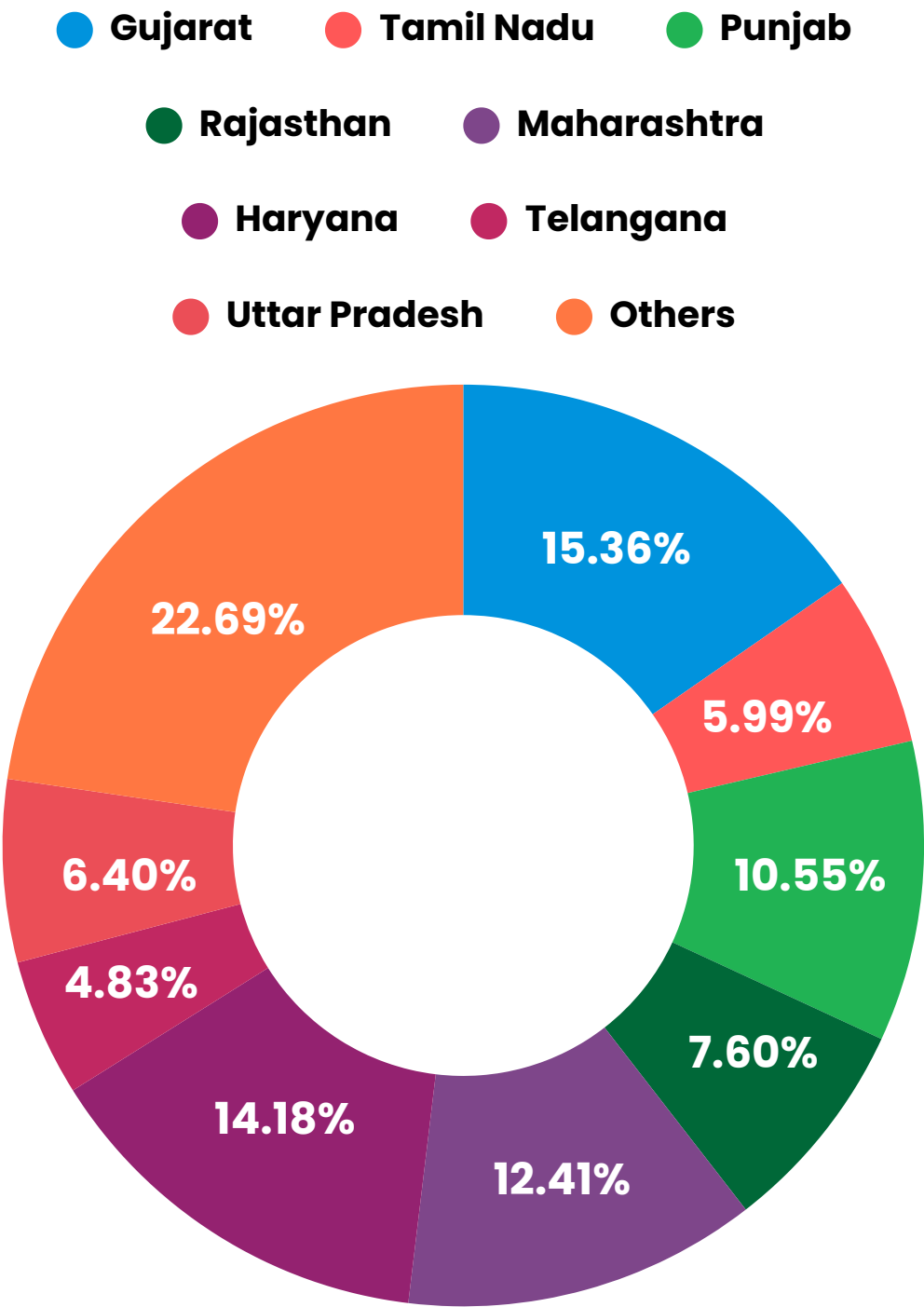
BALANCE SHEET (CONSOLIDATED)

(₹ in Lakhs)

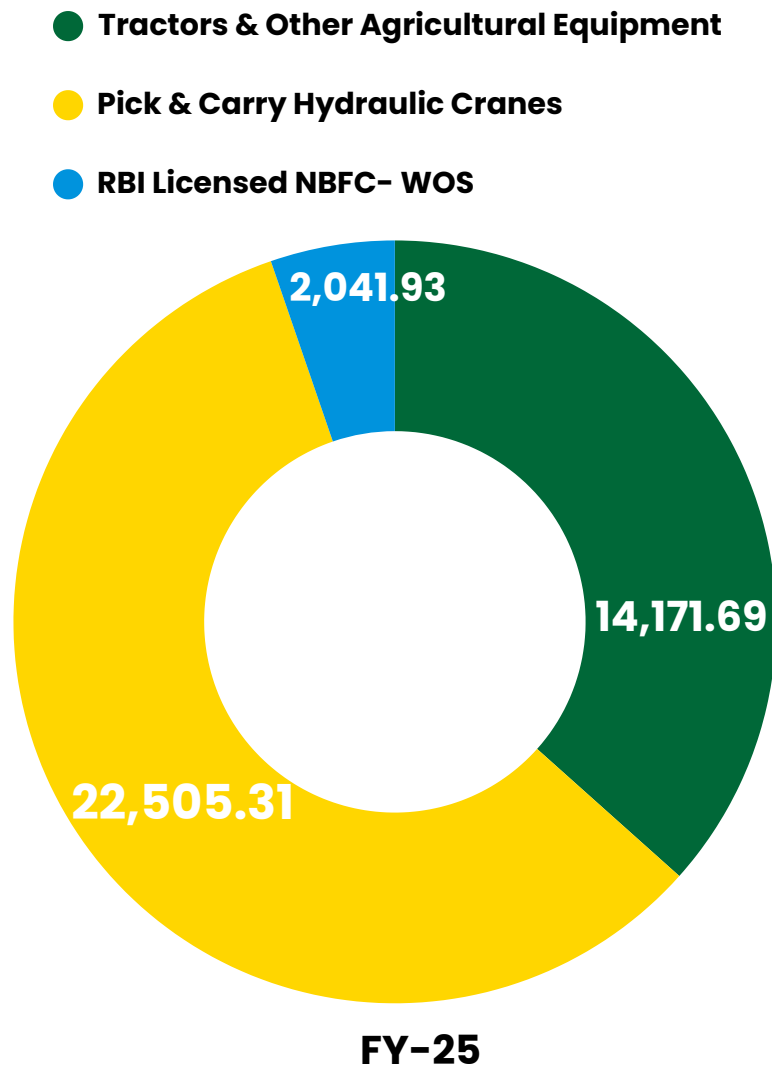
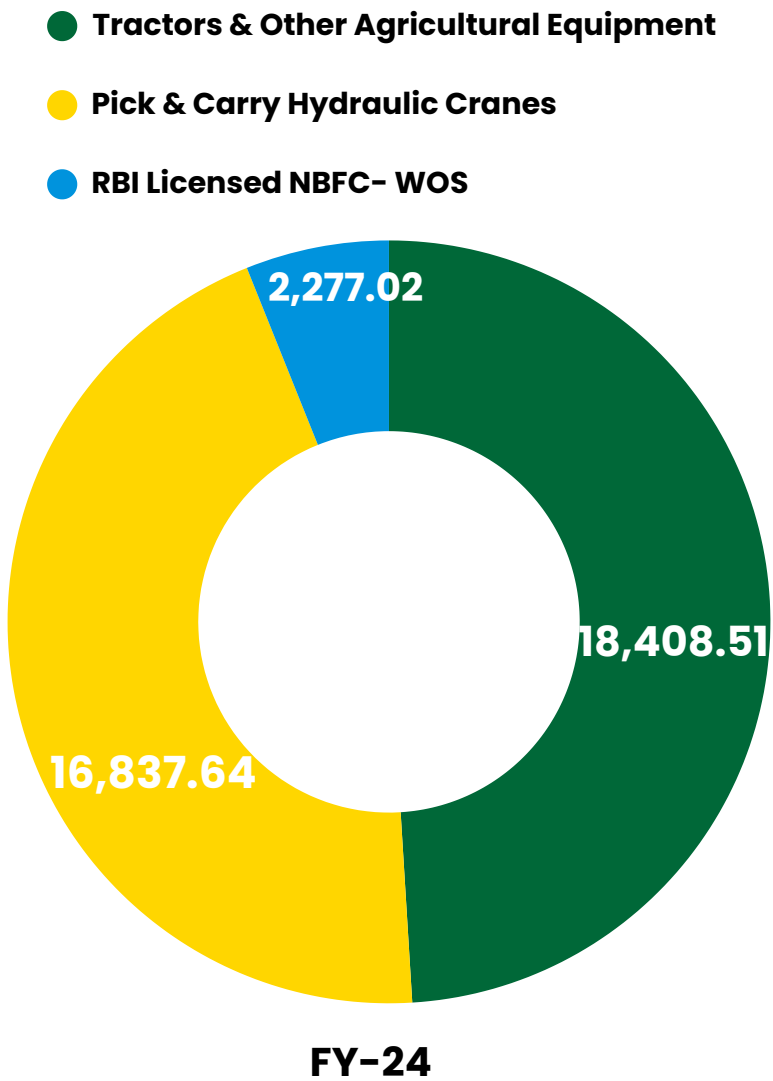
Particulars	FY 2024-2025	FY 2023-2024
Equity Capital	4,805.17	3,755.16
Reserves	48,329.56	27,951.08
Borrowings	17,197.78	27,053.86
Other Liabilities	5,856.71	6,034.84
Total Liabilities	76,189.22	64,794.94
Fixed Assets	20,682.55	19,670.41
CWIP	918.19	510.75
Intangible Assets	672.49	496.28
Other Non Current Assets	7,799.43	8,559.58
Other Current Assets	46,116.56	35,557.92
Total Assets	76,189.22	64,794.94

REVENUE BREAKUP

On the Basis of States



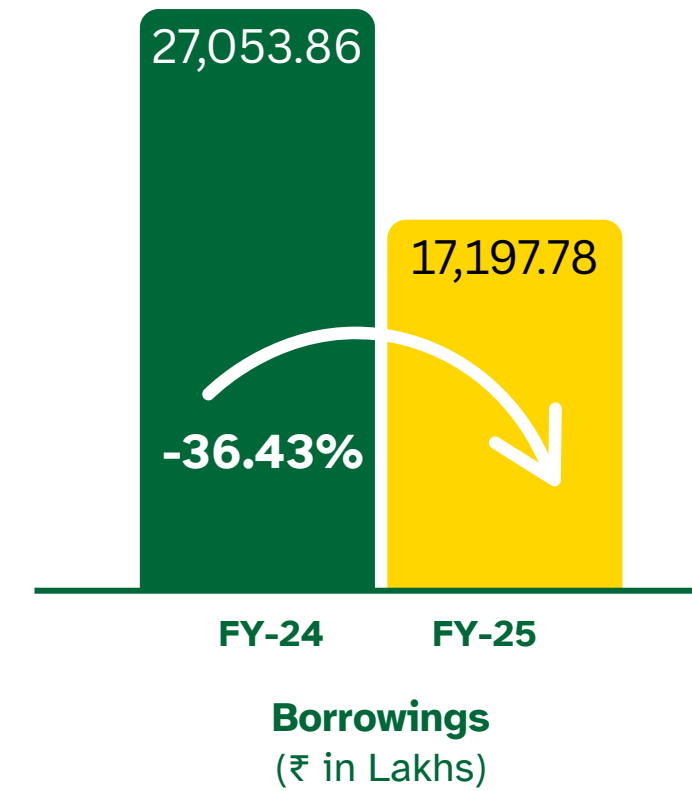
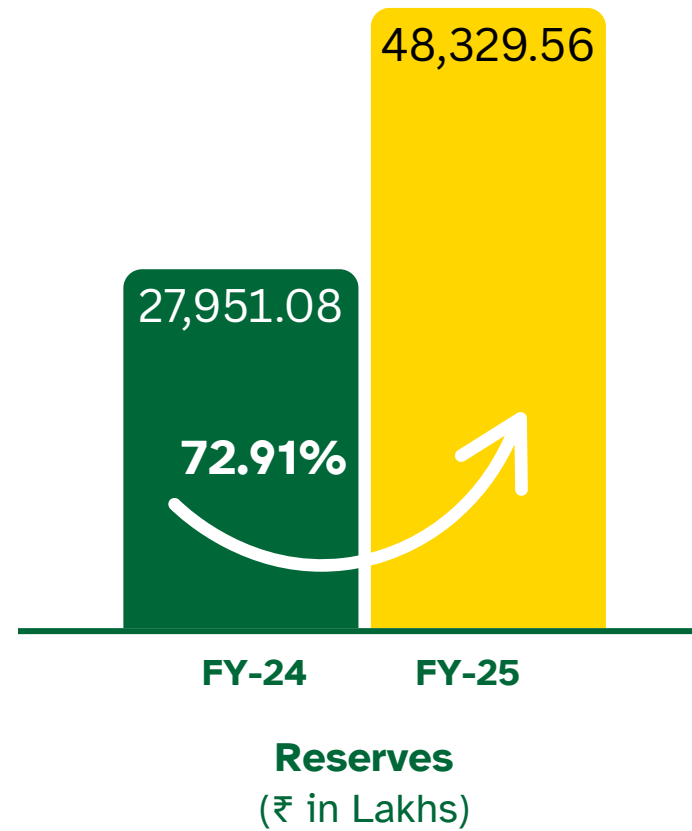
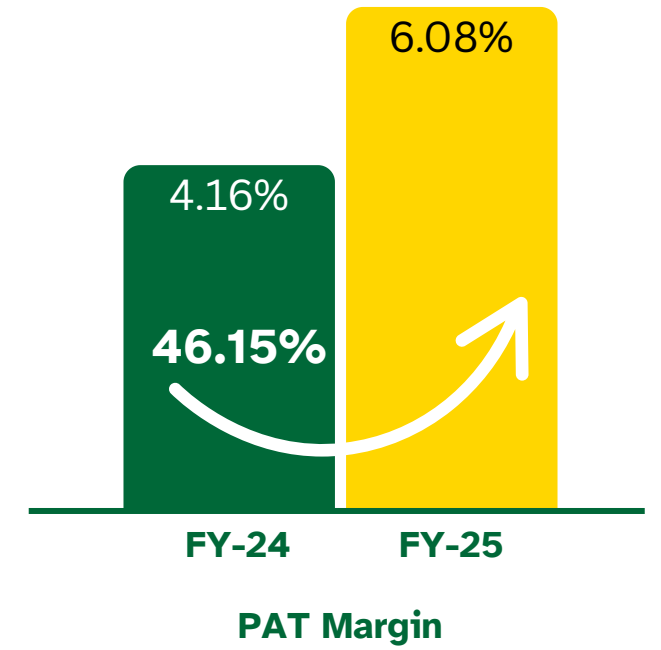
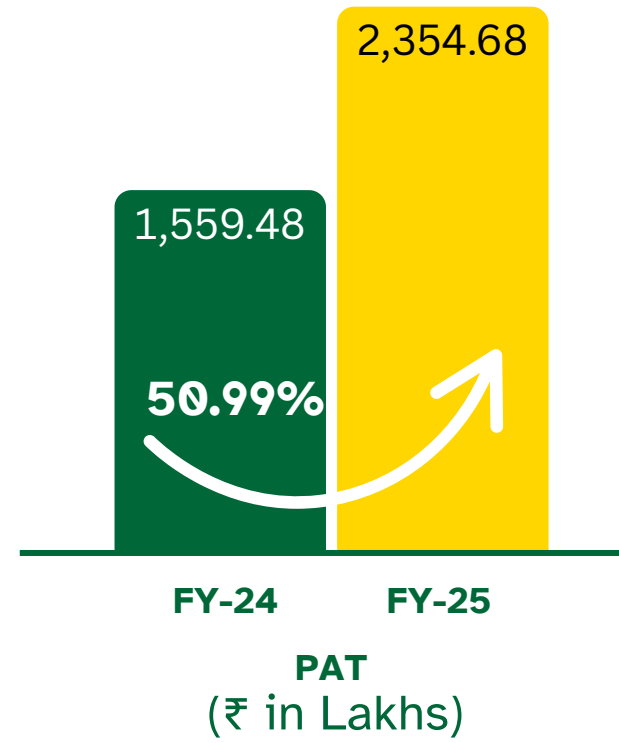
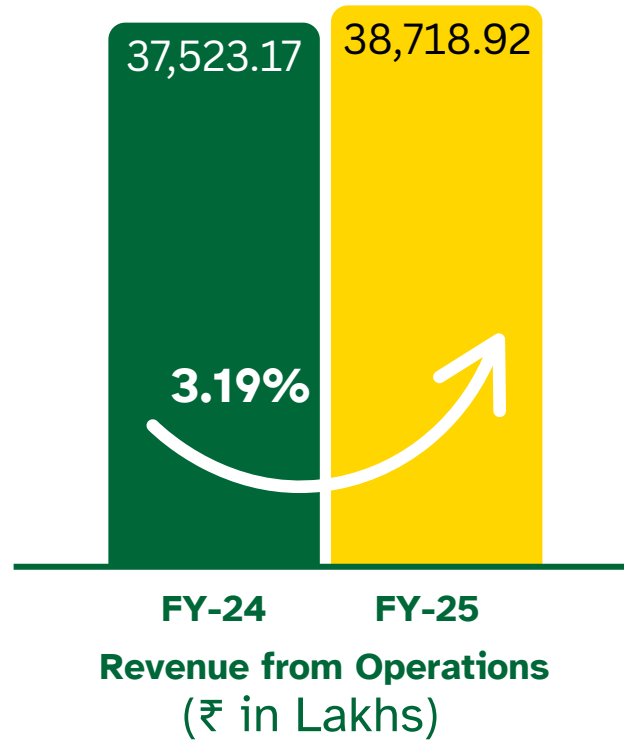
On the Basis of Products (₹ in Lakhs)



In **FY-24**, the revenue distribution between Tractors & Other Agricultural Equipment (₹18,408.51 Lakhs) and Pick & Carry Hydraulic Cranes (₹16,837 Lakhs) was **nearly balanced**, indicating a diversified product focus. However, in **FY-25**, there's a **clear shift** — **revenue from Cranes surged to ₹22,505 Lakhs**, significantly outpacing Tractors at ₹14,171.69 Lakhs.

This highlights a **strategic move** or **growing market preference** toward Pick & Carry Hydraulic Cranes, showing our **increased focus and alignment with demand trends** in that segment.

KEY RATIOS



FINANCIAL ANALYSIS

Revenue Momentum	Finance Cost Reduction	PAT
<p>A 3.19% increase in Revenue from Operations (₹37,523.17 lakhs in FY24 to ₹38,718.92 lakhs in FY25) reflects strong market positioning and demand. This growth emphasizes our ability to scale effectively.</p>	<p>A 15.53% reduction in Finance Costs reflects an efficient capital structure and lower interest burden, a key factor in enhancing profitability.</p>	<p>PAT grew by 50.99%, from ₹1559.48 Lakhs in FY24 to ₹2354.68 Lakhs in FY25, marking net profit growth aligned with business expansion and signaling overall financial health.</p>
Strengthened Equity Base	Borrowings	
<p>Reserves increased from ₹27,951.08 lakhs in FY24 to ₹48,329.56 lakhs in FY25, reflecting strong retained earnings and a solid equity position, which bolsters the company's financial stability.</p>	<p>A 36.43% drop in borrowings points to reduced debt reliance, improving the overall financial health and lowering interest burden.</p>	



Indo Farm Equipment Limited is in the process of setting up **a new manufacturing unit dedicated to the production of Pick & Carry Cranes**. The facility is being established near its existing plant in Baddi, Himachal Pradesh, with an **investment of ₹71.13 crore** funded through the proceeds of its recent IPO.

The new unit is expected to become **operational in Q3 of FY 2025–26**.

KEY GROWTH DRIVERS

Setting up new Dedicated Unit for Expansion of our Pick & Carry Cranes Manufacturing Capacity

- Proposed Addition
- Existing Capacity

3600 Units

1280 Units

4880 Total Units

The new unit is designed to enhance the company's crane manufacturing capacity by **3,600 units annually**, taking the total installed capacity to **4,880 units per year**.



Indo Farm Equipment Limited has acquired proven technology from **Sichuan Hongsheng Heavy Machinery Co. Ltd**, China, for the manufacturing of tower cranes. This strategic collaboration has been facilitated through Beida Commercial & Trade Company.

STRATEGIC COLLABORATIONS



Sichuan Hongsheng, with over **40–50 years of industry experience**, is a well-established name in the crane technology space.

The technology includes **advanced mechanical systems** and **jib designs** that allow for **higher lifting capacities** and **longer horizontal reach**, which are critical for modern construction needs.

The senior management team has onboarded **seasoned professionals** with experience in the manufacturing of tower cranes, aiming to strengthen operational capabilities and drive growth in this specialized sector.






THANK YOU

 **INDO FARM
EQUIPMENT LIMITED**
An ISO 9001:2015 Certified Company

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Export Promotion Industrial Park, Phase-II,
Baddi - 173 205, District Solan, H.P. (India)

Registered Office :
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Chandigarh-Kalka Road, Chandigarh-160
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