



July 27, 2019

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 051 BSE – 500495	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051 NSE - ESCORTS	Delhi Stock Exchange Limited DSE House, 3/1, Asaf Ali Road, New Delhi – 110002 DSE - 00012
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Subject: Outcome of the Board Meeting of Escorts Limited pursuant to Regulation 30 & Unaudited Financial Results (Provisional) pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir,

Pursuant to Regulation 30 and 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please note that the Board in its meeting held today i.e. July 27, 2019 has approved the Unaudited Financial Results (Standalone & Consolidated) for the quarter ended June 30, 2019 and Limited Review Report thereon.

Please find enclosed herewith the following:

1. Unaudited Financial Results (Standalone & Consolidated) for the quarter ended June 30, 2019;
2. Limited Review Report;
3. Press Release;
4. Earning Presentation

We further wish to inform you that the Board Meeting held today commenced at 12:30 p.m. and concluded at 3:42 p.m.

Kindly take the same on record.

Thanking you.

Yours faithfully,
For Escorts Limited

Ajay Sharma
Group General Counsel
& Company Secretary

Encl: A/a

ESCORTS LIMITED

Corporate Secretarial & Law

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E-mail : corpsl@escorts.co.in, Website : www.escortsgroup.com

Corporate Identification Number - L74899HR1944PLC039088



Escorts Limited

Statement of Standalone & Consolidated Unaudited Financial Results for the quarter ended June 30, 2019

Particulars	Rs. in Crores							
	Standalone results				Consolidated results			
	3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended	3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended
	30/06/19	31/03/19	30/06/18	31/03/19	30/06/19	31/03/19	30/06/18	31/03/19
Unaudited	Audited*	Unaudited	Audited	Unaudited	Refer note 3	Refer note 3	Audited	
Income								
Revenue from operations	1,422.97	1,631.66	1,511.29	6,196.36	1,440.45	1,649.08	1,529.01	6,262.02
Other income	16.70	17.34	16.98	80.85	17.93	19.64	17.66	92.40
Total income	1,439.67	1,649.00	1,528.27	6,277.21	1,458.38	1,668.72	1,546.67	6,354.42
Expenses								
Cost of materials consumed	749.07	993.20	1,016.02	4,040.28	757.73	1,003.88	1,026.02	4,077.48
Purchases of stock-in-trade	77.52	92.17	88.94	403.99	77.52	92.17	88.94	403.99
Changes in inventories of finished goods, work-in-progress and stock-in-trade	155.12	37.30	(83.03)	(203.62)	155.32	36.53	(83.26)	(204.54)
Employee benefits expense	122.57	118.03	121.06	471.74	124.92	122.63	123.38	484.73
Finance costs	5.86	7.47	2.87	18.48	6.24	7.85	3.96	19.54
Depreciation & amortisation expense	24.11	21.81	20.57	85.37	24.75	22.47	20.84	87.21
Other expenses	176.28	201.19	182.76	750.68	182.56	208.96	187.35	775.83
Total expenses	1,310.53	1,471.17	1,349.19	5,566.92	1,329.04	1,494.49	1,367.23	5,544.24
Profit from continuing operations before share of net profit of investment accounted for using the equity method, exceptional items and tax	129.14	177.83	179.08	710.29	129.34	174.23	179.44	710.18
Share of profit / (loss) of investments accounted for using equity method	-	-	-	-	0.02	(1.42)	(0.08)	(1.96)
Profit from continuing operations before exceptional items and taxes	129.14	177.83	179.08	710.29	129.36	172.81	179.36	708.22
Exceptional items (refer note 5)	-	-	-	10.91	-	-	-	5.56
Profit from continuing operations before tax	129.14	177.83	179.08	721.20	129.36	172.81	179.36	713.78
Tax expense								
Current tax	42.88	45.91	51.38	198.63	42.88	45.91	51.38	198.63
Deferred tax charge / (credit)	(1.23)	10.57	8.14	38.89	(1.18)	10.48	8.04	38.48
Total tax expense	41.65	56.48	59.52	237.52	41.70	56.39	59.42	237.11
Net profit from continuing operations after tax	87.49	121.35	119.56	483.68	87.66	116.42	119.94	476.67
Profit from discontinued operations before tax	-	-	1.74	1.89	-	-	1.74	1.89
Tax expense of discontinued operations	-	-	0.61	0.66	-	-	0.61	0.66
Net profit from discontinued operations after tax	-	-	1.13	1.23	-	-	1.13	1.23
Net profit for the period	87.49	121.35	120.69	484.91	87.66	116.42	121.07	477.90
Other comprehensive income								
Items that will not be reclassified to profit and loss								
Net changes in fair values of equity instruments carried at fair value through other comprehensive income	(0.09)	4.21	(0.01)	4.03	(0.09)	4.21	(0.01)	4.03
Re-measurements of defined employee benefit plans	-	(2.01)	-	(1.74)	-	(1.99)	-	(1.72)
Income tax relating to items that will not be reclassified to profit or loss	0.01	5.80	-	5.73	0.01	5.79	-	5.72
Items that will be reclassified to profit or loss								
Exchange differences on translation of foreign operations	-	-	-	-	(0.43)	0.28	(0.31)	0.28
Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-	-	-
Total other comprehensive income	(0.08)	8.00	(0.01)	8.02	(0.51)	8.29	(0.32)	8.31
Total comprehensive income	87.41	129.35	120.68	492.93	87.15	124.71	120.75	486.21
Profit attributable to:								
a) Owners of the parent	-	-	-	-	87.74	116.70	121.26	478.93
b) Non-controlling interests	-	-	-	-	(0.08)	(0.28)	(0.19)	(1.03)
Other comprehensive income attributable to:								
a) Owners of the parent	-	-	-	-	(0.51)	8.28	(0.33)	8.29
b) Non-controlling interests	-	-	-	-	-	0.01	0.01	0.02
Total comprehensive income attributable to:								
a) Owners of the parent	-	-	-	-	87.23	124.98	120.93	487.22
b) Non-controlling interests	-	-	-	-	(0.08)	(0.27)	(0.18)	(1.01)
Earnings per share (for continuing operation) of Rs. 10 each :								
(a) Basic (Rs.)	7.32	10.15	10.01	40.48	10.23	13.60	14.00	55.68
(b) Diluted (Rs.)	7.32	10.15	10.01	40.48	10.23	13.60	14.00	55.68
Earnings per share (for discontinued operation) of Rs. 10 each :								
(a) Basic (Rs.)	-	-	0.09	0.10	-	-	0.13	0.14
(b) Diluted (Rs.)	-	-	0.09	0.10	-	-	0.13	0.14
Earnings per share (for discontinued & continuing operation) of Rs. 10 each :								
(a) Basic (Rs.)	7.32	10.15	10.10	40.58	10.23	13.60	14.13	55.82
(b) Diluted (Rs.)	7.32	10.15	10.10	40.58	10.23	13.60	14.13	55.82
Paidup equity share capital, equity share of ₹ 10/- each	122.58	122.58	122.58	122.58	122.58	122.58	122.58	122.58
Other equity	-	-	-	2,900.28	-	-	-	2,550.91

* Refer note 2

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ESCORTS LIMITED

Segment wise revenue, results and capital employed for the quarter ended June 30, 2019

Sl. No	Particulars	Rs. in Crores							
		Standalone				Consolidated			
		3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended	3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended
		30/06/19	31/03/19	30/06/18	31/03/19	30/06/19	31/03/19	30/06/18	31/03/19
Unaudited	Audited*	Unaudited	Audited	Unaudited	Refer note 3	Refer note 3	Audited		
1	Segment revenue:								
	a) Agri machinery products	1,092.03	1,230.89	1,177.21	4,743.97	1,105.71	1,244.75	1,193.21	4,798.51
	b) Construction equipments	212.20	293.03	245.00	1,054.07	212.20	293.03	245.00	1,054.07
	c) Railway equipments	118.10	103.49	88.08	394.07	118.10	103.49	88.08	394.07
	d) Unallocated	0.64	4.25	-	4.25	4.44	7.81	2.14	15.90
	Total	1,422.97	1,631.66	1,511.29	6,196.36	1,440.45	1,649.08	1,529.43	6,262.55
	Less: Inter segment revenue	-	-	-	-	-	-	0.42	0.53
	Net segment revenue	1,422.97	1,631.66	1,511.29	6,196.36	1,440.45	1,649.08	1,529.01	6,262.02
2	Segment results:								
	a) Agri machinery products	118.97	161.82	166.64	666.49	119.84	160.99	168.38	666.04
	b) Construction equipments	5.36	20.75	5.89	37.81	5.36	20.75	5.89	37.81
	c) Railway equipments	23.62	15.63	22.30	78.32	23.62	15.63	22.30	78.32
	d) Auto ancillary products (discontinued operation)	-	-	1.74	1.89	-	-	1.74	1.89
	Total	147.95	198.20	196.57	784.51	148.82	197.37	198.31	784.06
	Less:								
	Finance costs	5.86	7.47	2.87	18.48	6.24	7.85	3.96	19.54
	Exceptional items (refer note 5)	-	-	-	(10.91)	-	-	-	(5.56)
	Other unallocable expenditure (Net of unallocable income)	12.95	12.90	12.88	53.85	13.22	16.71	13.25	54.41
	Total profit before tax	129.14	177.83	180.82	723.09	129.36	172.81	181.10	715.67
3	Segment assets								
	a) Agri machinery products	2,741.88	2,974.62	2,435.49	2,974.62	2,762.67	3,005.26	2,447.90	3,005.26
	b) Construction equipments	402.65	420.54	388.68	420.54	402.65	420.54	388.68	420.54
	c) Railway equipments	253.89	214.69	184.35	214.69	253.89	214.69	184.35	214.69
	d) Auto ancillary products (discontinued operation)	1.14	1.10	1.08	1.10	1.14	1.10	1.08	1.10
	e) Unallocated	1,372.42	1,385.99	1,515.25	1,385.99	1,048.90	1,066.60	1,204.74	1,066.60
	Total	4,771.98	4,996.94	4,524.85	4,996.94	4,469.25	4,708.19	4,226.75	4,708.19
4	Segment liabilities								
	a) Agri machinery products	1,149.05	1,405.79	1,278.36	1,405.79	1,165.01	1,431.76	1,285.01	1,431.76
	b) Construction equipments	245.34	277.09	299.05	277.09	245.34	277.09	299.05	277.09
	c) Railway equipments	101.77	80.70	97.77	80.70	101.77	80.70	97.77	80.70
	d) Auto ancillary products (discontinued operation)	7.53	7.56	7.76	7.56	7.53	7.56	7.76	7.56
	e) Unallocated	156.67	202.94	173.12	202.94	181.99	231.95	200.85	231.95
	Total	1,660.36	1,974.08	1,856.06	1,974.08	1,701.64	2,029.08	1,890.44	2,029.08

* Refer note 2

Notes:

- The above standalone and consolidated financial results for the quarter ended June 30, 2019 were reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meetings held on July 27, 2019.
- In standalone results figures for the quarter ended March 31, 2019 are the balancing figures between audited figures in respect of the full financial year and published year to date figures upto the third quarter of the year ended March 31, 2019.
- The figures in the consolidated financial results for the preceding quarter ended March 31, 2019 and corresponding quarter ended June 30, 2018 have been approved by the Company's Board of Directors, but have not been subjected to audit or review.
- The Group has adopted Ind AS 116 "Leases" effective April 1, 2019, as notified by the Ministry of Corporate Affairs (MCA) in the Companies (Indian Accounting Standards) Amendment Rules, 2019, using modified retrospective method. The adoption of this standard did not have any material impact on the profit of the current quarter.
- Exceptional items of Rs 10.91 crores (in standalone results) and Rs 5.56 crores (in consolidated results) during year ended March 31, 2019 represent income from transfer of Rough Terrain Cranes business to the newly formed Joint Venture with M/s Tadiano Limited on a slump sale basis.
- Previous period figures have been re-grouped / reclassified wherever necessary, to conform to current period's classification.

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Place Faridabad
Date 27/07/2019



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For Escorts Limited

NIKHIL Nanda
(Chairman and Managing Director)

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

To the Board of Directors of Escorts Limited

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of Escorts Limited ('the Company') for the quarter ended 30 June 2019, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the Securities and Exchange Board of India ('SEBI') from time to time.
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'), SEBI Circular CIR/CFD/FAC/62/2016 dated 5 July 2016, (hereinafter referred to as 'the SEBI Circular'), and other accounting principles generally accepted in India. 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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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, the SEBI Circular, 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

Siddharth Talwar

Siddharth Talwar

Partner

Membership No: 512752

UDIN: 19512752 AAAABJ9702



Place: Faridabad

Date: 27 July 2019

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Independent Auditor's Review Report on Consolidated Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of Escorts Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of 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 30 June 2019 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), including relevant circulars issued by the Securities and Exchange Board of India ('SEBI') from time to time. Attention is drawn to the fact that the consolidated figures for the preceding quarter and corresponding quarter ended 30 June 2018 as reported in the Statement have been approved by the Holding Company's Board of Directors, but have not been subjected to audit or review.
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'), SEBI Circular CIR/CFD/FAC/62/2016 dated 5 July 2016, (hereinafter referred to as 'the SEBI Circular'), and other accounting principles generally accepted in India. 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.

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 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), to the extent applicable.



Chartered Accountants

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4. Based on our review conducted and procedures performed as stated in paragraph 3 above and upon consideration of the review report of the 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 recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, the SEBI Circular(s) 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 financial results of one subsidiary included in the Statement, whose financial information reflects total revenue of ₹ Nil, total net profit after tax of ₹ 0.12 crores and total comprehensive income of ₹ 0.12 crores, for the quarter ended on 30 June 2019, as considered in the Statement. These financial results have been reviewed by other auditors whose review report has 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 this subsidiary is based solely on the review report of such other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion is not modified in respect of this matter.

6. The Statement includes the interim financial information of five subsidiaries, which have not been reviewed/audited, whose interim financial information reflect total revenues of ₹ 25.14 crores, net loss after tax of ₹ 0.42 crores and total comprehensive loss of ₹ 0.86 crores for the quarter ended 30 June 2019 as considered in the Statement, which have not been reviewed by their auditors, and have been furnished to us by the Holding Company's management. The Statement also includes the Group's share of net profit after tax of ₹ 0.02 crores and total comprehensive income of ₹ 0.02 crores for the quarter ended on 30 June 2019, in respect of one associate and three joint ventures, based on their interim financial information, which have not been reviewed by their auditors, and have been furnished to us by the Holding Company's management. Our conclusion on the Statement, and our report in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), read with SEBI Circular, in so far as it relates to the aforesaid subsidiaries, associate and joint ventures, are based solely on such unreviewed/unaudited interim financial information. According to the information and explanations given to us by the management, these interim financial information are not material to the Group.

Our conclusion is not modified in respect of this matter.

For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

Siddharth Talwar

Siddharth Talwar

Partner

Membership No. 512752

UDIN : 19512752 AAAABK4105



Place : Faridabad

Date : 27 July 2019

Annexure 1

List of entities included in the Statement

Subsidiaries:

1. Escorts Securities Limited
2. Farmtrac Tractors Europe Sp. Z.o.o.
3. Escorts Crop Solutions Limited
4. Baba Chadaneswar Agri Services LLP (dissolved on 22 March 2019)
5. Pancha Sakha Agri Services LLP (dissolved on 22 March 2019)
6. Jay Jagannath Agri Services LLP (dissolved on 22 March 2019)
7. Revanpalli Raytu Sangam Agri Services LLP (dissolved on 22 March 2019)
8. Haritha Raithu Mithra Agri Services LLP (dissolved on 22 March 2019)
9. Escorts Finance Limited
10. Escorts Benefit and Welfare Trust
11. Escorts Benefit Trust

Associate:

1. Escorts Consumer Credit Limited

Joint venture:

1. Adico Escorts Agri Equipment Private Limited
2. Tadano Escorts India Private Limited
3. Escorts Kubota India Private Limited



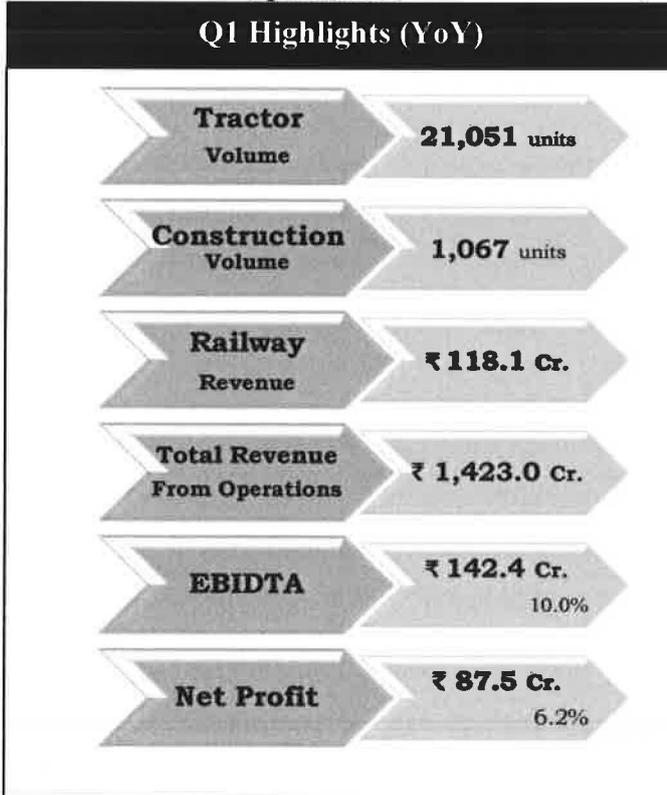


Escorts Ltd. Q1 Profit at ₹ 87.5 cr.

- **Tractor volumes at 21,051 units**
- **Construction Equipment volumes at 1,067 units**
- **EBIDTA at ₹ 142.4 crore**
- **Profit at ₹ 87.5 crore**
- **EPS at ₹ 7.32**

New Delhi, July 27, 2019: Escorts Limited today reported net profit of ₹ 87.5 crore in quarter ended June 30, 2019 as against a profit of ₹ 120.7 crore in corresponding quarter of the previous fiscal and as against ₹ 121.4 crore in sequential quarter.

Revenue from operations came at ₹. 1,423 crores as against ₹ 1,511.3 cores in



corresponding quarter. EBIDTA for the quarter ended June 30, 2019 was at ₹ 142.4 crore against ₹ 185.5 crore in quarter ending June 2018. EPS reported at ₹ 7.32 as against ₹ 10.10 in corresponding quarter.

Speaking on the results, Mr. Nikhil Nanda, Chairman and Managing Director, said, “Escorts has been trading aligned to expectations across Agri Machinery, Construction and Railway businesses. Tractor industry has been slowing down since last few months, thus our endeavor is to keep revenue and profitability intact with strategic initiatives and elimination of waste and inefficiencies. We will continue to invest in critical new products and technologies, efficient and diversified distribution which will enable us to increase our market

share across domestic & export markets.”

ESCORTS LIMITED

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Corporate Identification Number I748991IR1944PLC039088



SEGMENT WISE PERFORMANCE

Escorts Agri Machinery (EAM)

Tractor sales volume for the quarter ended June 2019 were 21,051 tractors as against 24,494 tractors in quarter ended June 2018. Segmental revenues came at ₹ 1,092.0 crore in quarter ending June 2019 as against ₹ 1,177.2 crore in quarter ended June 2018. EBIT margin stood at 10.9% for quarter ended June 2019.

Escorts Construction Equipment (ECE)

Construction equipment sales volume for the quarter ended June 2019 were 1,067 machines as against 1,345 machines in quarter ended June 2018. Segmental revenues came at ₹ 212.2 crore in quarter ending June 2019 as against ₹ 246.0 crore in quarter ended June 2018. EBIT margin correspondingly up by 13 bps, stood at 2.5% for quarter ended June 2019.

Railway Products Division (RED)

Railway division sales in the quarter ended June 2019 correspondingly went up by 34.1% at ₹118.1 crore as against ₹ 88.1 crore in quarter ended June 2018 and sequentially up by 14.1% against ₹ 103.5 crore in quarter ended March 2019. This quarter we have better product mix, higher spare sales sequentially, that resulted in EBIT margin moving up by 491 bps, now stood at 20.0% for quarter ended June 2019. Current order book as of 30th June 2019 is around ₹ 400 crore that will be executed in the next 13-15 months.

The reviewed accounts of the quarter ending June 2019 has been approved by the Board of Escorts Limited.

For further information, kindly contact:

Bharat Madan

Group CFO & Corporate Head

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Corporate Identification Number L748991IR1944PLC039088



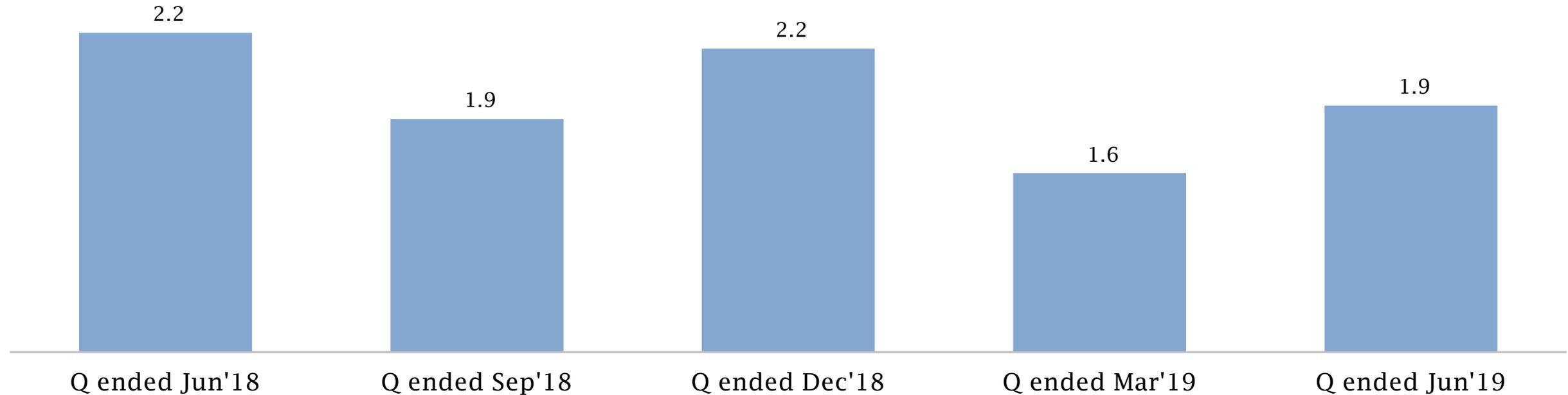
Earning Presentation

Q1FY20

-  Highlights
 -  Tractor Industry
 -  Construction Industry
-  Escorts Ltd
 -  Q1FY20
 -  Credit Rating & Debt profile
-  Management Message
-  Segments Highlights
 -  Q1FY20
-  Recent Development
-  Share Holding Pattern
-  Annexure

Domestic Tractor Industry Overview

Quarterly

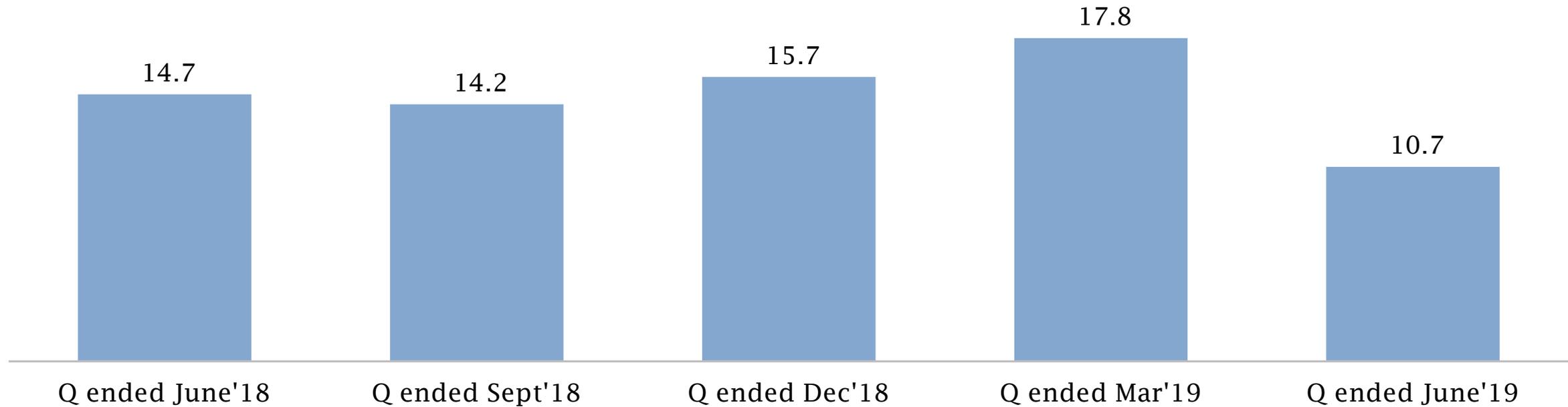


- In Q1FY20 on Y-o-Y domestic Industry down by 15%.
- Industry in Q1FY20 on Y-o-Y basis in North and central region de-grew by 2%, whereas industry de-grew by 31% in South and west region.
- The long term growth fundamentals of industry are strong with lowering of the replacement cycle, but the pace of monsoon and the central & state Government's policy roll out would govern the short term industry performance.

Served-Construction Industry Overview



Quarterly



- Served industry (Backhoe Loaders, PnC and Compactors) went down by 27.1% in Q1FY20 wrt to LY.
- BHL industry down by 30.9% in Q1FY19 followed by crane with 16.5% degrowth and Compactors industry by 14.8%.

*Served industry include- Cranes, Backhoe loaders and Compactors

Escorts Ltd. Q1FY20 at a Glance



Particulars (YoY)	Industry Growth	Escorts Ltd. Growth	Comments
Domestic Tractor Volume	-14.7%	-15.9%	 -1.2%
Export Tractor Volume	-30.0%	67.4%	 97.4%
Construction Served Industry Volume	-27.1%	-20.7%	 6.4%
Railway Segment Revenue		 34.1%	

...Escorts Ltd. Q1FY 20 at a Glance



Escorts Ltd. Particulars (YoY)*	Q1FY20	Q1FY19	Comments
Domestic Tractor Market Share	10.5%	10.7%	16 bps
Revenue	₹ 1,423.0 Cr.	₹ 1,511.3 Cr.	-5.84%
Material Cost	68.9%	67.6%	137 bps
Manpower Cost	8.6%	8.0%	60 Bps
EBIDTA	₹ 142.4 Cr.	₹ 185.5 Cr.	-23.3%
EBIDTA Margin	10.0%	12.3%	-227 bps
PAT	₹ 87.5 Cr.	₹ 120.7 Cr.	-27.5%
EPS	₹ 7.32	₹ 10.10	-27.5%

...Escorts Ltd. Q1FY 20 at a Glance



Escorts Ltd. Particulars (QoQ)*	Q1FY20	Q4FY19	Comments
Domestic Tractor Market Share	10.5%	15.0%	-448 bps
Revenue	₹ 1,423.0 Cr.	₹ 1,631.7 Cr.	-12.8%
Material Cost	68.9%	68.8%	20 bps
Manpower Cost	8.6%	7.2%	138 Bps
EBIDTA	₹ 142.4 Cr.	₹ 189.8 Cr.	-25.0%
EBIDTA Margin	10.0%	11.6%	-162 bps
PAT	₹ 87.5 Cr.	₹ 121.4 Cr.	-27.9%
EPS	₹ 7.32	₹ 10.16	-27.9%

Escorts Ltd. Highlights Q1FY20

21,051 Units



Tractor Volume

-14.1%

Q1FY19
to Q1FY20

-16.3%

Q4FY19
to Q1FY20

1,067 Units



Construction Volume

-20.7%

Q1FY19
to Q1FY20

-26.7%

Q4FY19
to Q1FY20

₹ 1,423.0 Cr.



Revenue

-5.8%

Q1FY19
to Q1FY20

-12.8%

Q4FY19
to Q1FY20

₹ 142.4 Cr.



EBIDTA

-23.4%
(-227 bps)

Q1FY19
to Q1FY20

10.0% to sales



-25.0%
(-162 bps)

Q4FY19
to Q1FY20

₹ 87.5 Cr.



Net Profit

-27.5%
(-184 bps)

Q1FY19
to Q1FY20

6.2% to sales

-27.9%
(-129 bps)

Q4FY19
to Q1FY20

₹ 7.32



EPS

-27.5%

Q1FY19
to Q1FY20

-27.9%

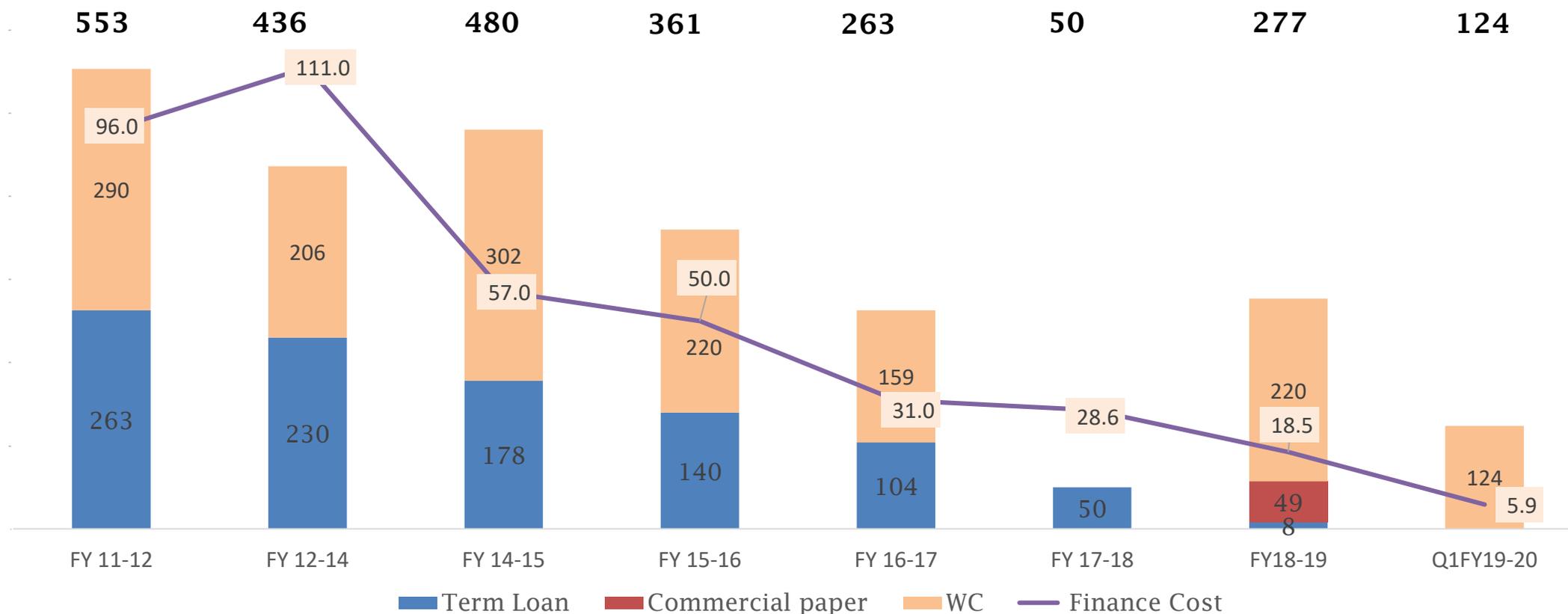
Q4FY19
to Q1FY20

Credit Rating & Debt profile

External
Credit
Rating



(₹ Crs.)



*Nos. from FY 11-12 to FY 14-15 is as per IGAAP.

*Finance Cost for FY 12-14 is for 18 months.

Nikhil Nanda, Chairman and Managing Director

“Escorts has been treading aligned to expectations across Agri Machinery, Construction and Railway businesses. Tractor industry has been slowing down since last few months, thus our endeavor is to keep revenue and profitability intact with strategic initiatives and elimination of waste and inefficiencies. We will continue to invest in critical new products and technologies, efficient and diversified distribution which will enable us to increase our market share across domestic & export markets.”



Highlights



Q 1FY20

EAM (Escorts Agri Machinery) Q1 Segment Highlights



20,122 Units



Domestic Volume

-15.9%

Q1FY19
to Q1FY20

-16.6%

Q4FY19
to Q1FY20

929 Units



Export Volume

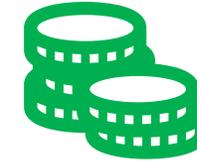
+67.4%

Q1FY19
to Q1FY20

-9.4%

Q4FY19
to Q1FY20

₹ 1,092.0 Cr.



Revenue

-7.2%

Q1FY19
to Q1FY20

-11.3%

Q4FY19
to Q1FY20

10.5%



Domestic SOM

-16 bps

Q1FY19
to Q1FY20

-448 bps

Q4FY19
to Q1FY20

₹ 119.0 Cr.



EBIT

-28.6%
(-326bps)

Q1FY19
to Q1FY20

10.9%



-26.5%
(-225 bps)

Q4FY19
to Q1FY20

ECE (Escorts Construction Equipment) Q1 Segment Highlights



ESCORTS

1,067 Units



Volume

-20.7%

Q1FY19
to Q1FY20

-26.7%

Q4FY19
to Q1FY20

₹ 212.2 Cr.



Revenue

-13.7%

Q1FY19
to Q1FY20

-27.6%

Q4FY19
to Q1FY20

₹ 5.4 Cr.



EBIT

-9.1%

+13 bps
Q1FY19
to Q1FY20

2.5%



-74.2%

-456 bps
Q4FY19
to Q1FY20

RED (Railway Equipment Division) Q4 Segment Highlights

Approx. ₹ 400 Cr.



Order Book

As of 30th June 2019

₹ 118.1 Cr.



Revenue

+34.1%

Q1FY19
to Q1FY20

+14.1%

Q4FY19
to Q1FY20

₹ 23.6 Cr.



EBIT

+5.93%
(-532 bps)

Q1FY19
to Q1FY20

20.0%



51.2%
(+491 bps)

Q4FY19
to Q1FY20

Escorts Agri Machinery (EAM)



India's first autonomous
concept tractor



NETS (70-90 HP)
(New Escorts Tractor Series)

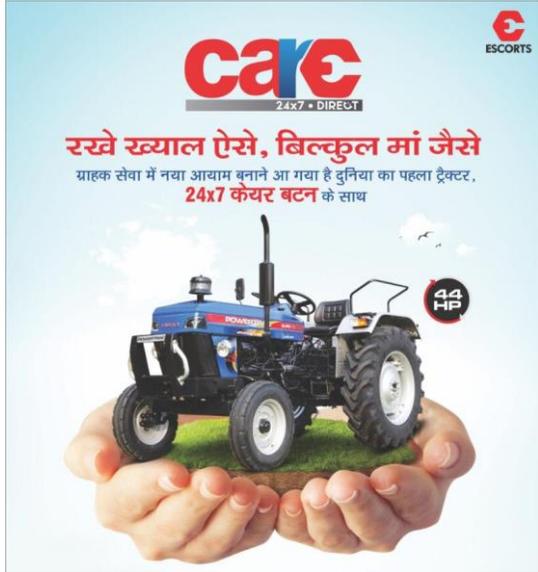
- Global portfolio of tractors for the export market
- CRDi engine



Atom Series

- Domestic Market
- (21-30 HP)
- Orchard and Vineyard

Collaborated with seven technology giants namely- Microsoft, Reliance Jio, Trimble, Samvardhana Motherson Group, WABCO, Bosch and AVL



 **CARE - 24X7**

Escorts Construction Equipment (ECE)



Tadano Escorts

EC 5511

Compactor in 11- ton class

- Highest gradeability
- Sturdy

Hydra NXT

Next generation Hydra Pick-n-Carry Crane

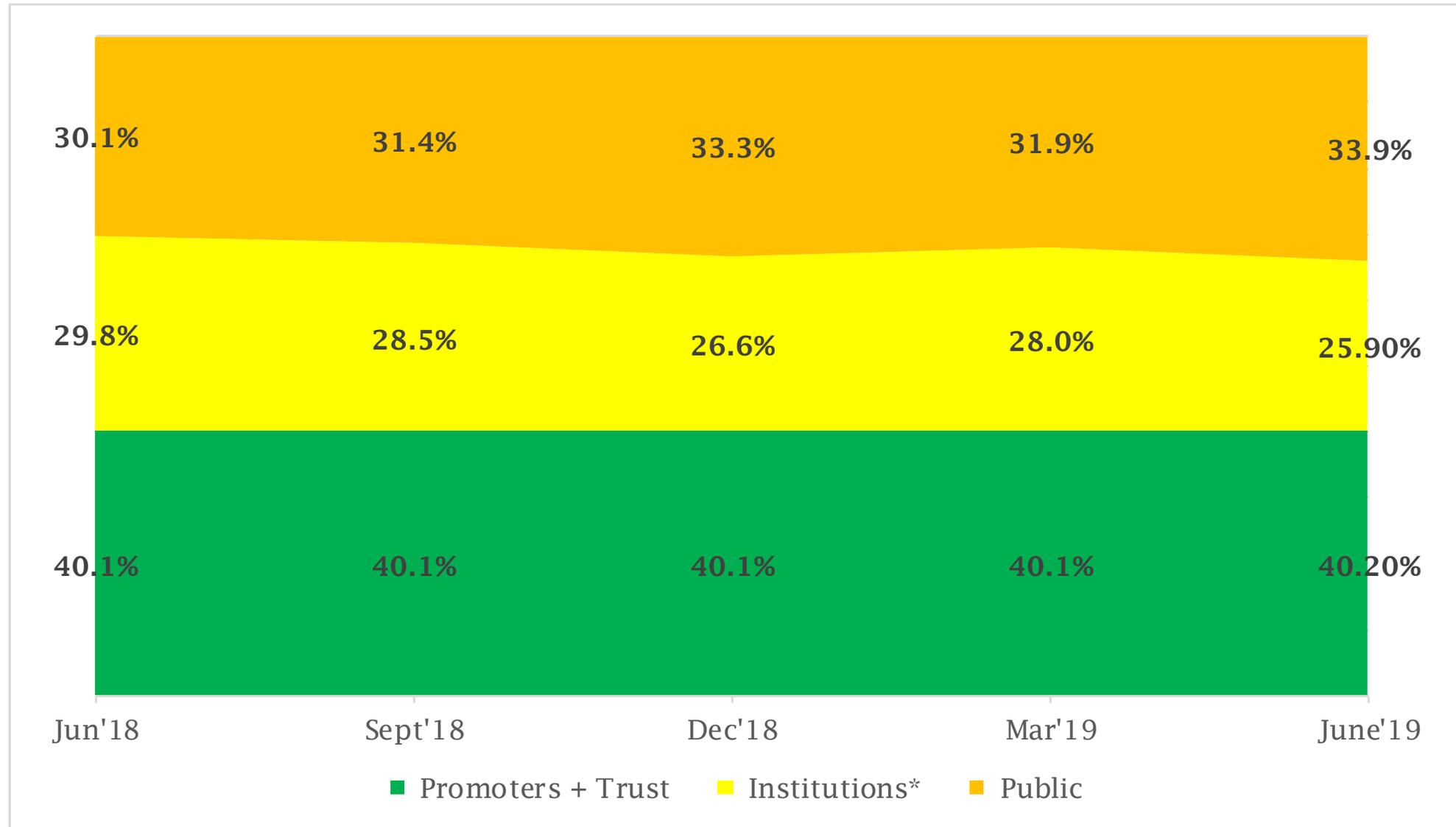
- Better Maneuverability
- High Stability
- Deck Utility
- Better visibility

CTI-500XL

50 Ton Slew Crane

- 5 section full power partially synchronized telescoping boom

Share Holding Pattern



* FPI/Financial Institutions/ Banks/Insurance Companies

As of quarter ended

Annexure

Quarter June'19 results



Escorts Limited



ESCORTS

Statement of Standalone & Consolidated Unaudited Financial Results for the quarter ended June 30, 2019

Particulars	Rs. in Crores							
	Standalone results				Consolidated results			
	3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended	3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended
	30-06-2019	31-03-2019	30-06-2018	31-03-2019	30-06-2019	31-03-2019	30-06-2018	31-03-2019
Unaudited	Audited*	Unaudited	Audited	Unaudited	Refer note 3	Refer note 3	Audited	
Income								
Revenue from operations	1,422.97	1,631.66	1,511.29	6,196.36	1,440.45	1,649.08	1,529.01	6,262.02
Other income	16.70	17.34	16.98	80.85	17.93	19.64	17.66	92.40
Total income	1,439.67	1,649.00	1,528.27	6,277.21	1,458.38	1,668.72	1,546.67	6,354.42
Expenses								
Cost of materials consumed	749.07	993.20	1,016.02	4,040.28	757.73	1,003.88	1,026.02	4,077.48
Purchases of stock-in-trade	77.52	92.17	88.94	403.99	77.52	92.17	88.94	403.99
Changes in inventories of finished goods, work-in-progress and stock-in-trade	155.12	37.30	(83.03)	(203.62)	155.32	36.53	(83.26)	(204.54)
Employee benefits expense	122.57	118.03	121.06	471.74	124.92	122.63	123.38	484.73
Finance costs	5.86	7.47	2.87	18.48	6.24	7.85	3.96	19.54
Depreciation & amortisation expense	24.11	21.81	20.57	85.37	24.75	22.47	20.84	87.21
Other expenses	176.28	201.19	182.76	750.68	182.56	208.96	187.35	775.83
Total expenses	1,310.53	1,471.17	1,349.19	5,566.92	1,329.04	1,494.49	1,367.23	5,644.24
Profit from continuing operations before share of net profit of investment accounted for using the equity method, exceptional items and tax	129.14	177.83	179.08	710.29	129.34	174.23	179.44	710.18
Share of profit / (loss) of investments accounted for using equity method	-	-	-	-	0.02	(1.42)	(0.08)	(1.96)
Profit from continuing operations before exceptional items and taxes	129.14	177.83	179.08	710.29	129.36	172.81	179.36	708.22
Exceptional items (refer note 5)	-	-	-	10.91	-	-	-	5.56
Profit from continuing operations before tax	129.14	177.83	179.08	721.20	129.36	172.81	179.36	713.78

Annexure

Quarter June'19 results

Tax expense						
Current tax	42.88	45.91	51.38	198.63	42.88	45.91
Deferred tax charge / (credit)	(1.23)	10.57	8.14	38.89	(1.18)	10.48
Total tax expense	41.65	56.48	59.52	237.52	41.70	56.39
Net profit from continuing operations after tax	87.49	121.35	119.56	483.68	87.66	116.42
Profit from discontinued operations before tax	-	-	1.74	1.89	-	-
Tax expense of discontinued operations	-	-	0.61	0.66	-	-
Net profit from discontinued operations after tax	-	-	1.13	1.23	-	-
Net profit for the period	87.49	121.35	120.69	484.91	87.66	116.42
Other comprehensive income						
Items that will not be reclassified to profit and loss						
Net changes in fair values of equity instruments carried at fair value through other comprehensive income	(0.09)	4.21	(0.01)	4.03	(0.09)	4.21
Re-measurements of defined employee benefit plans	-	(2.01)	-	(1.74)	-	(1.99)
Income tax relating to items that will not be reclassified to profit or loss	0.01	5.80	-	5.73	0.01	5.79
Items that will be reclassified to profit or loss						
Exchange differences on translation of foreign operations	-	-	-	-	(0.43)	0.28
Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
Total other comprehensive income	(0.08)	8.00	(0.01)	8.02	(0.51)	8.29
Total comprehensive income	87.41	129.35	120.68	492.93	87.15	124.71

Annexure

Quarter June'19 results

Profit attributable to:							
a) Owners of the parent	-	-	-	-	87.74	116.70	
b) Non-controlling interests	-	-	-	-	(0.08)	(0.28)	
Other comprehensive income attributable to:							
a) Owners of the parent	-	-	-	-	(0.51)	8.28	
b) Non-controlling interests	-	-	-	-	-	0.01	
Total comprehensive income attributable to:							
a) Owners of the parent	-	-	-	-	87.23	124.98	
b) Non-controlling interests	-	-	-	-	(0.08)	(0.27)	
Earnings per share (for continuing operation) of Rs. 10 each :							
(a) Basic (Rs.)	7.32	10.15	10.01	40.48	10.23	13.60	
(b) Diluted (Rs.)	7.32	10.15	10.01	40.48	10.23	13.60	
Earnings per share (for discontinued operation) of Rs. 10 each :							
(a) Basic (Rs.)	-	-	0.09	0.10	-	-	
(b) Diluted (Rs.)	-	-	0.09	0.10	-	-	
Earnings per share (for discontinued & continuing operation) of Rs. 10 each :							
(a) Basic (Rs.)	7.32	10.15	10.10	40.58	10.23	13.60	
(b) Diluted (Rs.)	7.32	10.15	10.10	40.58	10.23	13.60	
Paidup equity share capital, equity share of ? 10/- each	122.58	122.58	122.58	122.58	122.58	122.58	
Other equity	-	-	-	2,900.28	-	-	

* Refer note 2

Annexure

Quarter June'19 results



ESCORTS LIMITED



ESCORTS

Segment wise revenue, results and capital employed for the quarter ended June 30, 2019

		Rs. in Crores							
Sl. No.	Particulars	Standalone				Consolidated			
		3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended	3 Months ended	Preceding 3 months ended	Corresponding 3 months ended in the previous year	For the year ended
		30-06-2019	31-03-2019	30-06-2018	31-03-2019	30-06-2019	31-03-2019	30-06-2018	31-03-2019
		Unaudited	Audited*	Unaudited	Audited	Unaudited	Refer note 3	Refer note 3	Audited
1	Segment revenue:								
	a) Agri machinery products	1,092.03	1,230.89	1,177.21	4,743.97	1,105.71	1,244.75	1,193.21	4,798.51
	b) Construction equipments	212.20	293.03	246.00	1,054.07	212.20	293.03	246.00	1,054.07
	c) Railway equipments	118.10	103.49	88.08	394.07	118.10	103.49	88.08	394.07
	d) Unallocated	0.64	4.25	-	4.25	4.44	7.81	2.14	15.90
	Total	1,422.97	1,631.66	1,511.29	6,196.36	1,440.45	1,649.08	1,529.43	6,262.55
	Less: Inter segment revenue	-	-	-	-	-	-	0.42	0.53
	Net segment revenue	1,422.97	1,631.66	1,511.29	6,196.36	1,440.45	1,649.08	1,529.01	6,262.02
2	Segment results:								
	a) Agri machinery products	118.97	161.82	166.64	666.49	119.84	160.99	168.38	666.04
	b) Construction equipments	5.36	20.75	5.89	37.81	5.36	20.75	5.89	37.81
	c) Railway equipments	23.62	15.63	22.30	78.32	23.62	15.63	22.30	78.32
	d) Auto ancillary products (discontinued operation)	-	-	1.74	1.89	-	-	1.74	1.89
	Total	147.95	198.20	196.57	784.51	148.82	197.37	198.31	784.06
	Less :								
	- Finance costs	5.86	7.47	2.87	18.48	6.24	7.85	3.96	19.54
	- Exceptional items (refer note 5)	-	-	-	(10.91)	-	-	-	(5.56)
	- Other unallocable expenditure (Net of unallocable income)	12.95	12.90	12.88	53.85	13.22	16.71	13.25	54.41
	Total profit before tax	129.14	177.83	180.82	723.09	129.36	172.81	181.10	715.67

Annexure

Quarter June'19 results



3 Segment assets									
a) Agri machinery products	2,741.88	2,974.62	2,435.49	2,974.62	2,762.67	3,005.26	2,447.90	3,005.26	
b) Construction equipments	402.65	420.54	388.68	420.54	402.65	420.54	388.68	420.54	
c) Railway equipments	253.89	214.69	184.35	214.69	253.89	214.69	184.35	214.69	
d) Auto ancillary products (discontinued operation)	1.14	1.10	1.08	1.10	1.14	1.10	1.08	1.10	
e) Unallocated	1,372.42	1,385.99	1,515.25	1,385.99	1,048.90	1,066.60	1,204.74	1,066.60	
	4,771.98	4,996.94	4,524.85	4,996.94	4,469.25	4,708.19	4,226.75	4,708.19	
4 Segment liabilities									
a) Agri machinery products	1,149.05	1,405.79	1,278.36	1,405.79	1,165.01	1,431.76	1,285.01	1,431.76	
b) Construction equipments	245.34	277.09	299.05	277.09	245.34	277.09	299.05	277.09	
c) Railway equipments	101.77	80.70	97.77	80.70	101.77	80.70	97.77	80.70	
d) Auto ancillary products (discontinued operation)	7.53	7.56	7.76	7.56	7.53	7.56	7.76	7.56	
e) Unallocated	156.67	202.94	173.12	202.94	181.99	231.95	200.85	231.95	
Total	1,660.36	1,974.08	1,856.06	1,974.08	1,701.64	2,029.06	1,890.44	2,029.06	

* Refer note 2

Notes :

- The above standalone and consolidated financial results for the quarter ended June 30, 2019 were reviewed by the Audit Committee and approved by the Board of Directors of the Company at their meetings held on July 27, 2019.
- In standalone results figures for the quarter ended March 31, 2019 are the balancing figures between audited figures in respect of the full financial year and published year to date figures upto the third quarter of the year ended March 31, 2019.
- The figures in the consolidated financial results for the preceding quarter ended March 31, 2019 and corresponding quarter ended June 30, 2018 have been approved by the Company's Board of Directors, but have not been subjected to audit or review.
- The Group has adopted Ind AS 116 "Leases" effective April 1, 2019, as notified by the Ministry of Corporate Affairs (MCA) in the Companies (Indian Accounting Standards) Amendment Rules, 2019, using modified retrospective method. The adoption of this standard did not have any material impact on the profit of the current quarter.
- Exceptional items of Rs 10.91 crores (in standalone results) and Rs 5.56 crores (in consolidated results) during year ended March 31, 2019 represent income from transfer of Rough Terrain Cranes business to the newly formed Joint Venture with M/s Tadano Limited on a slump sale basis.
- Previous period figures have been re-grouped / reclassified wherever necessary, to conform to current period's classification.

For Escorts Limited

Place : Faridabad
Date : 27/07/2019

Nikhil Nanda
(Chairman and Managing Director)

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E-mail: corpsect@ndb.vsnl.net.in, Website: www.escortsgroup.com
Registered Office : 15/5, Mathura Road, Faridabad – 121 003, Haryana
CIN - L74899HR1944PLC039088

Certain statements in this document include forward-looking comments and information concerning the company's plans and projections for the future, including estimates and assumptions with respect to economic, political, technological, weather, market acceptance and other factors that impact our businesses and customers. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Escorts 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.

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Engineering the Fundamentals of Growth

