



May 14, 2021

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 051  <b>BSE – 500495</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051  <b>NSE - ESCORTS</b>	<b>Delhi Stock Exchange Limited</b> DSE House, 3/1, Asaf Ali Road, New Delhi – 110002  <b>DSE - 00012</b>
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**Subject: Earning Presentation for Q4 & FY21 Results**

Dear Sir,

In compliance of the Regulation 30(6) read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached Earning Presentation for Q4 & FY21 results.

Further please note that the said presentation is being made available on our website @ <http://www.escortsgroup.com/investor-information.html> pursuant to Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The above is for your kind information and records.

Thanking you.

Yours faithfully,  
For **Escorts Limited**

**Satyendra Chauhan**  
Company Secretary  
& Compliance Officer



Encl: A/a

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



# Q4 FY21 | EARNING PRESENTATION

14<sup>th</sup> May 2021

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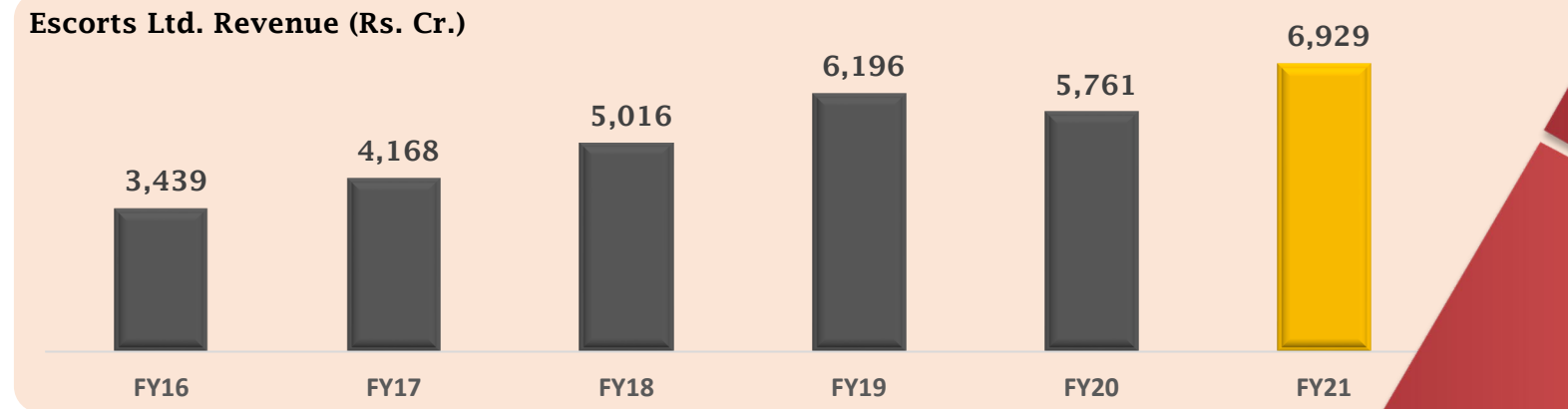
- Escorts Ltd. An Overview
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# Escorts Limited: An Overview



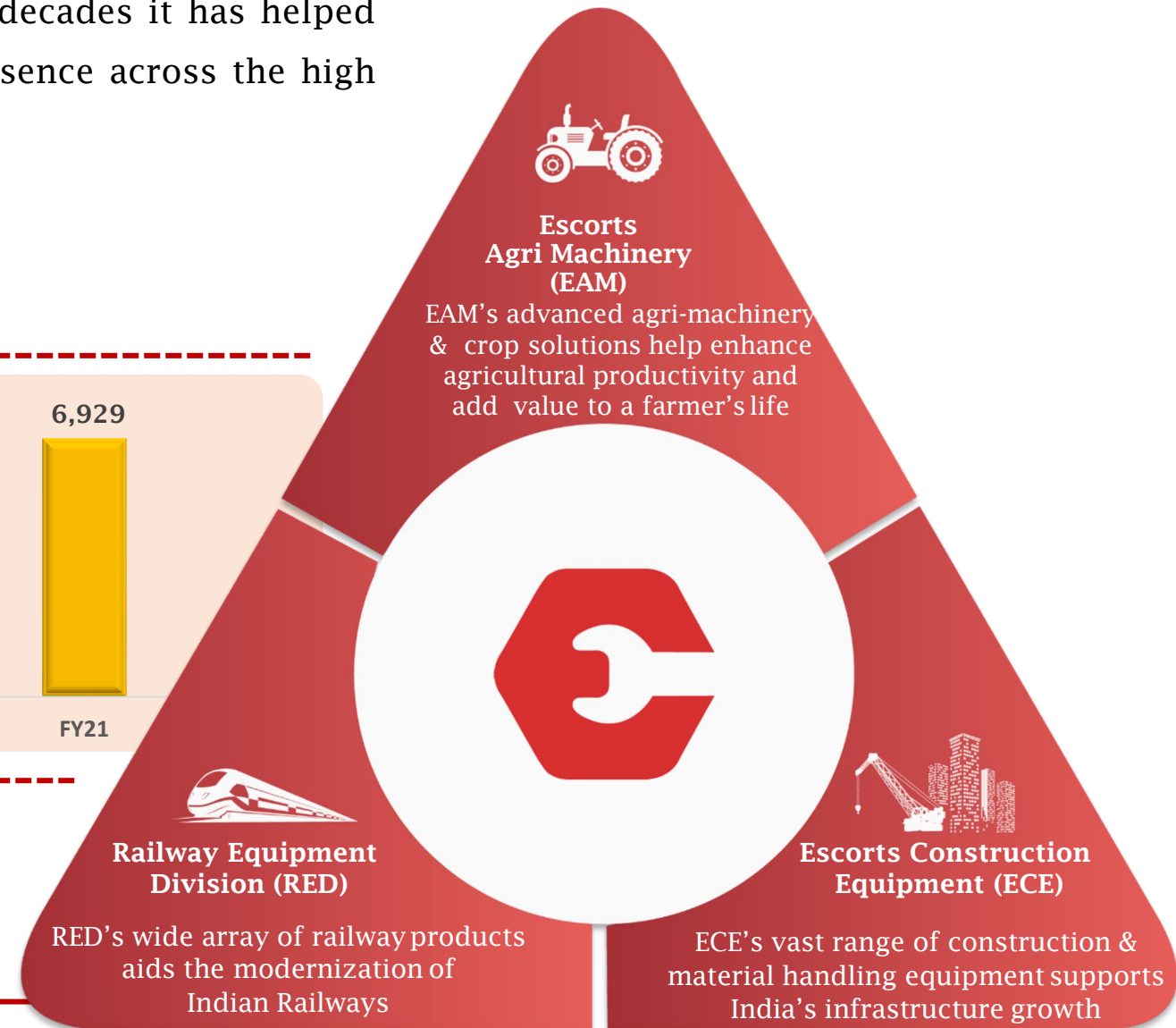
India's leading engineering conglomerates and for over Seven decades it has helped accelerate India's socio-economic development through its presence across the high growth sectors of

- **Agri-machinery**
- **Construction & Material Handling Equipment**
- **Railway Equipment.**



## Exchange listing

- Listed on NSE, BSE and DSE
- Market cap of ~ Rs. 15,770 Crores (12<sup>th</sup> May 2021)



# Escorts Ltd. Q4 FY21 at a Glance



Particulars (YoY)	Industry Growth	Escorts Ltd. Growth	Variance
Domestic Tractor Volume	63.4%	61.8%	● -1.6%
Export Tractor Volume	65.4%	68.2%	● 2.8%
<b>Total Tractor Volume</b>	<b>63.6%</b>	<b>62.1%</b>	● <b>-1.5%</b>
PNC Volume	49.7%	62.3%	● 12.5%
BHL Volume	54.0%	108.3%	● 54.3%
Compactor Volume	37.8%	23.0%	● -14.8%
<b>Served Construction Equipment Volume</b>	<b>52.1%</b>	<b>64.6%</b>	● <b>12.5%</b>
<b>Railway Segment Revenue</b>		<b>35.6%</b>	

\*Served construction industry include- Cranes, Backhoe loaders and Compactors

# Standalone Q4FY21 YoY at a Glance



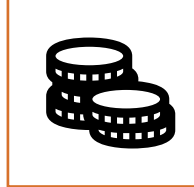
Escorts Ltd. Particulars	Unit	Q4FY21	Q4FY20	Variance
Domestic Tractor Market Share	%	12.9	13.1	● -13 bps
Revenue from operations	₹ Cr.	2,210.5	1,380.7	● 60.1%
Material Cost	%	68.5	62.2	● 627 bps
Manpower Cost	%	6.6	9.4	● -273 bps
EBIDTA	₹ Cr.	344.7	194.4	● 77.3%
EBIDTA Margin	%	15.6	14.1	● 151 bps
PAT	₹ Cr.	271.3	140.4	● 93.2%
EPS	₹	20.6	11.8	● 75.1%

# Standalone Q4FY21 Highlights YoY



## Volume & Sales

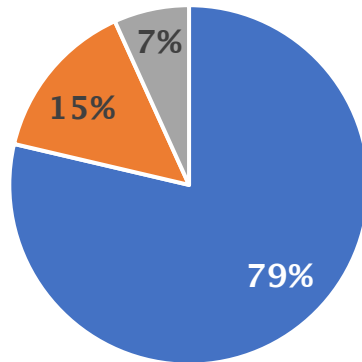
- **EAM** at 32,588  
• YoY up by 62.1%
- **ECE** at 1,604  
• YoY up by 62.7%
- **RED** at ₹ 146.5 Cr.  
• YoY up by 35.6%



## Revenue

- **Q4:** ₹ 2,210.5 Cr.  
• YoY up by 60.1%

### Division Wise Revenue Split



■ EAM ■ ECE ■ RED

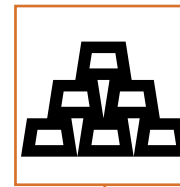
**ROCE\* : 27%**



## EBIDTA

- **Q4:** ₹ 344.7 Cr.
- Margin at 15.6%
- YoY margin up by 151 bps
- **Due to**
  - Operating leverage
  - Better Product Mix
  - Cost reduction and leaner operations

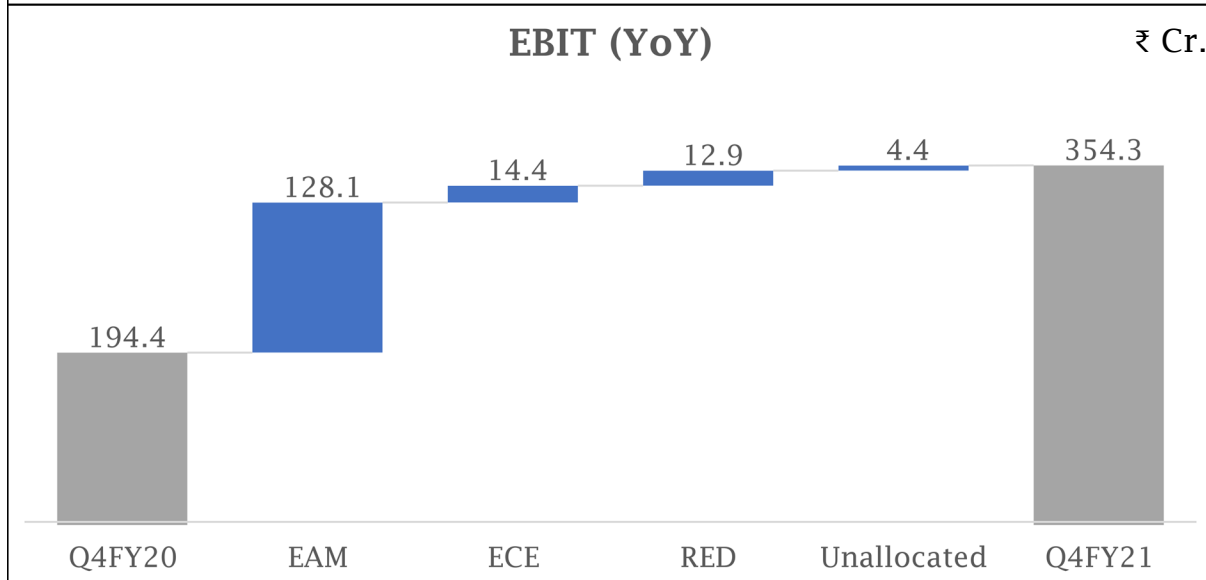
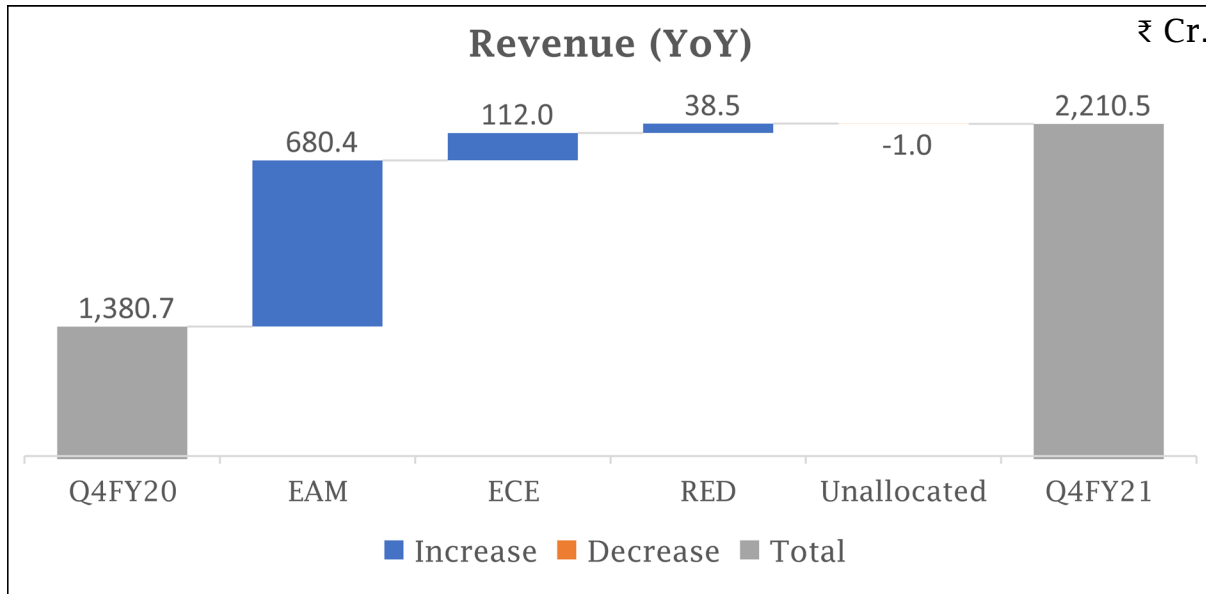
**ROE\* :20.7%**



## Profit

- **Q4**
- **PAT:** ₹ 271.3 Cr.
- Margin at 12.3%
- YoY PAT up by 93.3%
- YoY margin up by 211 bps.
- **EPS :** ₹ 20.6
- YoY up by 75.1%

# Q4 - YoY Revenue grew by 60.1%; EBIT up by 82.2%



## Q4 Revenue Key Highlights (YoY)

- Tractor Sales up by 62.1% at 32,588 units
- Construction Sales up by 62.7% at 1,604 units
- Railway division revenue up by 35.6%

## Q4 EBIT Key Highlights

- Operating leverage in all divisions.
- Lower sales promotion expenses
- Adverse commodity prices
- Cost reduction across divisions



# Standalone Q4FY21 QoQ at a Glance



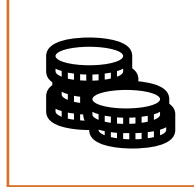
Escorts Ltd. Particulars	Unit	Q4FY21	Q3FY21	Variance
Domestic Tractor Market Share	%	12.9	11.6	● 132 bps
Revenue from operations	₹ Cr.	2,210.5	2,017.4	● 9.6%
Material Cost	%	68.5	65.7	● 285 bps
Manpower Cost	%	6.6	6.7	● -9 bps
EBIDTA	₹ Cr.	344.7	364.1	● -5.3%
EBIDTA Margin	%	15.6	18.0	● -245 bps
PAT	₹ Cr.	271.3	280.7	● -3.3%
EPS	₹	20.6	21.3	● -3.3%

# Standalone Q4FY21 Highlights QoQ



## Volume & Sales

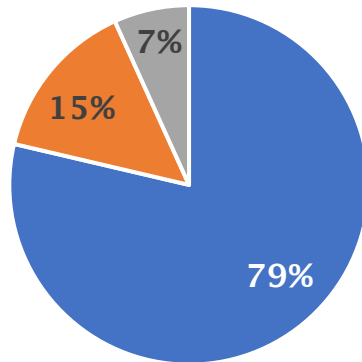
- **EAM** at 32,588  
• QoQ up by 3.3%
- **ECE** at 1,604  
• QoQ up by 27.9%
- **RED** at ₹ 146.5 Cr.  
• QoQ up by 24.8%



## Revenue

- **Q4:** ₹ 2,210.5 Cr.  
• QoQ up by 9.6%

### Division Wise Revenue Split



■ EAM ■ ECE ■ RED

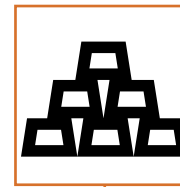
**ROCE\* : 27%**



## EBIDTA

- **Q4:** ₹ 344.7 Cr.
- Margin at 15.6%
- QoQ margin down by 245 bps
- Adverse commodity prices

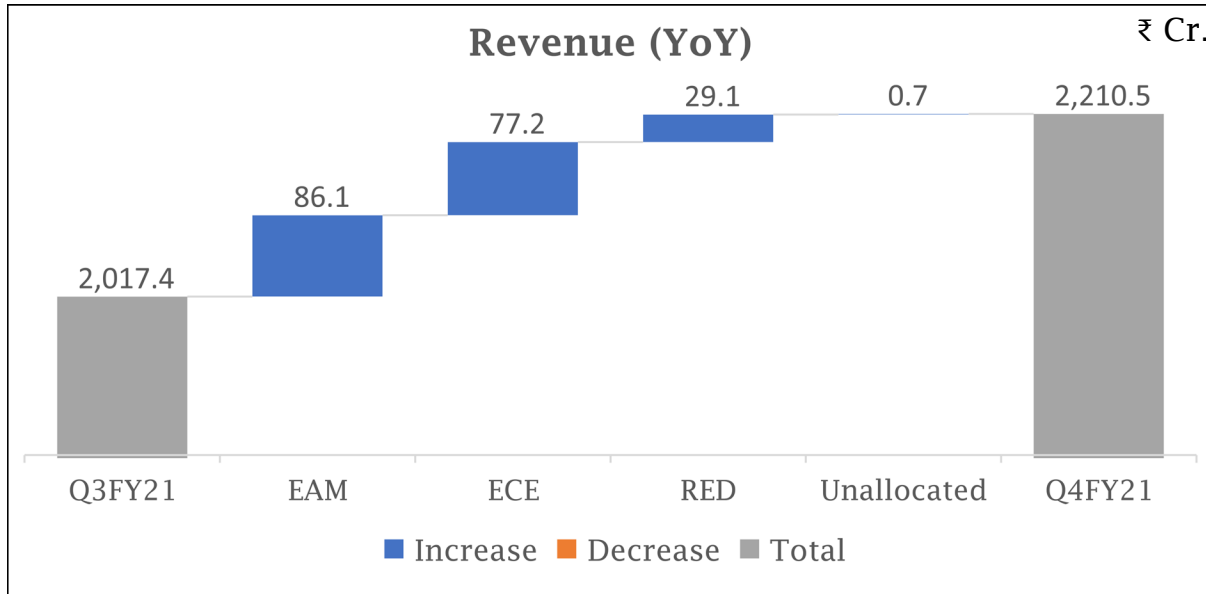
**ROE\* :20.7%**



## Profit

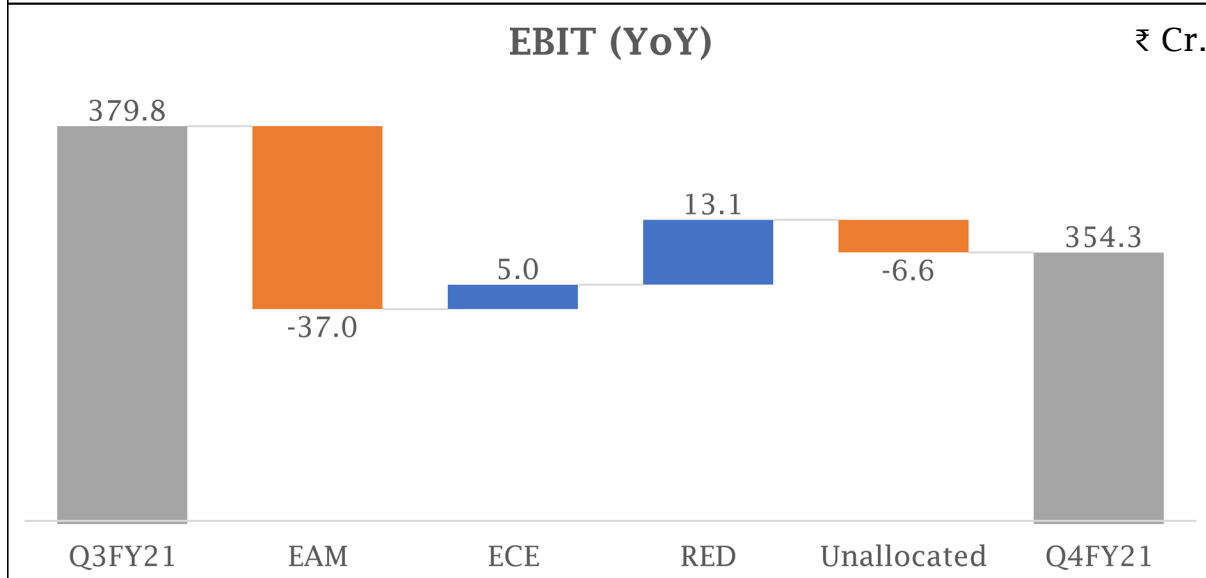
- **Q4**
- **PAT:** ₹ 271.3 Cr.
- Margin at 12.3%
- QoQ PAT down by 3.3%
- QoQ margin down by 163 bps.
- **EPS :** ₹ 20.6
- QoQ down by 3.3%

# Q4 - QoQ Revenue grew by 9.6%; EBIT down by 6.7%



## Q4 Revenue Key Highlights (QoQ)

- Tractor Sales up by 3.3% at 32,588 units
- Construction Sales up by 27.9% at 1,604 units
- Railway division sale up by 24.8%



## Q4 EBIT Key Highlights

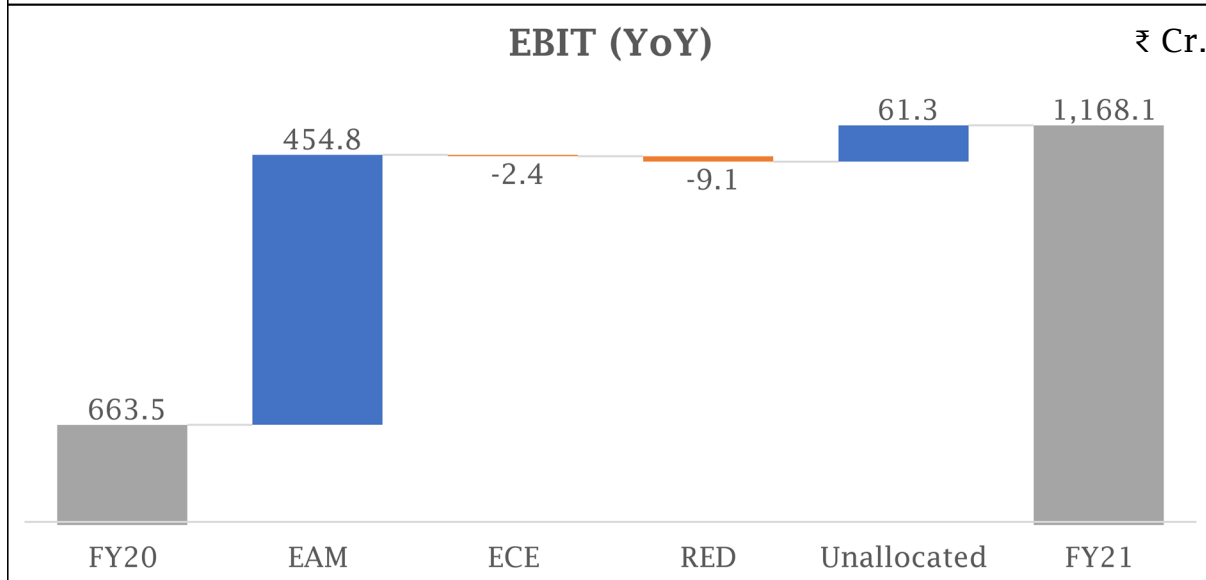
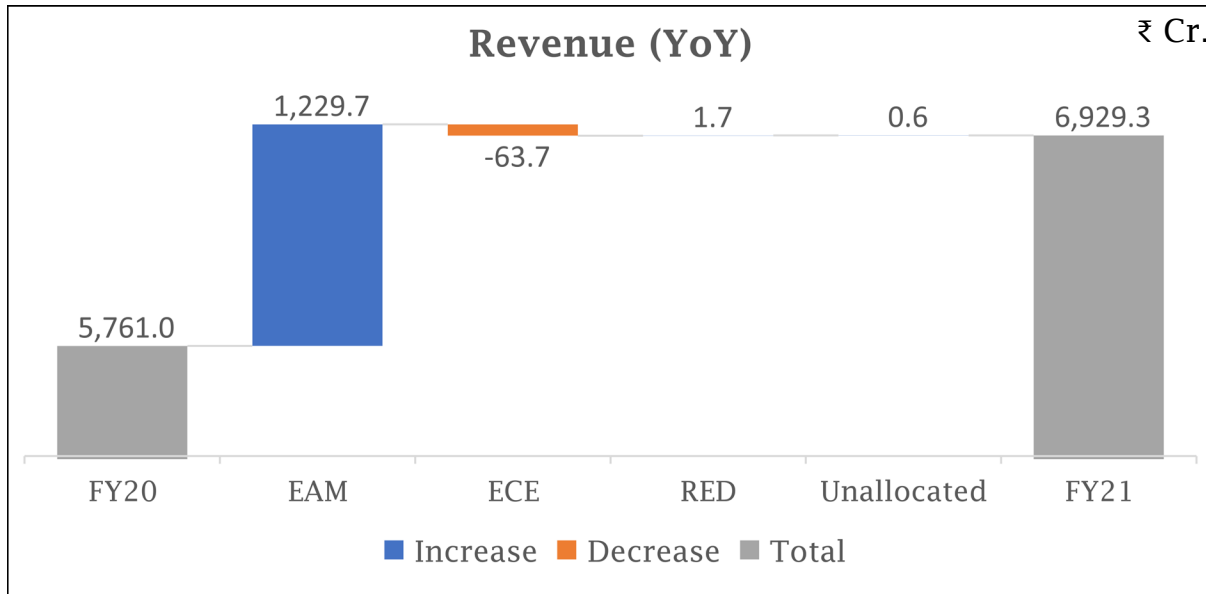
- Operating leverage in both Construction and railway equipment division.
- Adverse commodity prices

# Standalone FY21 at a Glance



Escorts Ltd. Particulars	Unit	FY21	FY20	Variance
Domestic Tractor Market Share	%	11.3	11.6	● -28 bps
Revenue from operations	₹ Cr.	6,929.3	5,761.0	● 20.3%
Material Cost	%	66.3	66.3	● -1 bps
Manpower Cost	%	7.7	8.9	● -114 bps
EBIDTA	₹ Cr.	1,129.3	675.8	● 67.1%
EBIDTA Margin	%	16.3	11.7	● 457 bps
PAT	₹ Cr.	874.1	485.5	● 80.0%
EPS	₹	68.1	40.6	● 67.7%

# FY - YoY Revenue grew by 20.3%; EBIT up by 76%



## FY Revenue Key Highlights (YoY)

- Tractor Sales up by 24.1% at 1,06,741 units
- Construction Sales down by 3.2% at 3,913 units
- Railway division sale marginally up by 0.4%

## FY EBIT Key Highlights

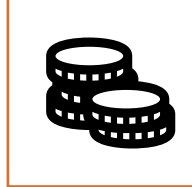
- Operating leverage in Agri Machinery Business.
- NPD contribution in railway up to 59.1% as against 38.8% last year.
- Cost reduction across divisions

# Standalone FY21 Highlights



## Volume & Sales

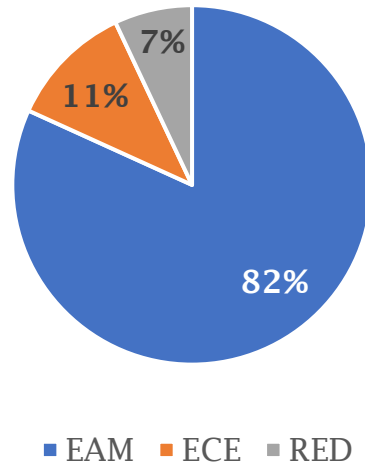
- **EAM** at 1,06,741  
• YoY up by 24.1%
- **ECE** at 3,913  
• YoY down by 3.2%
- **RED** at ₹ 479.0 Cr.  
• YoY up by 0.4%



## Revenue

- FY: ₹ 6,929.3 Cr.  
• YoY up by 20.3%

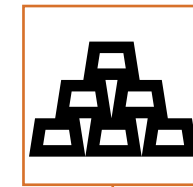
### Division Wise Revenue Split



## EBIDTA

- FY: ₹ 1,129.2 Cr.
- Margin at 16.3%
- YoY margin up by 457 bps

- **Due to**
  - Operating leverage in Agri machinery segment
  - Cost control



## Profit

- **FY**
- **PAT:** ₹ 874.1 Cr.
- Margin at 12.6%
- YoY margin up by 419 bps.
- **EPS :** ₹ 68.1  
• YoY up by 67.7%

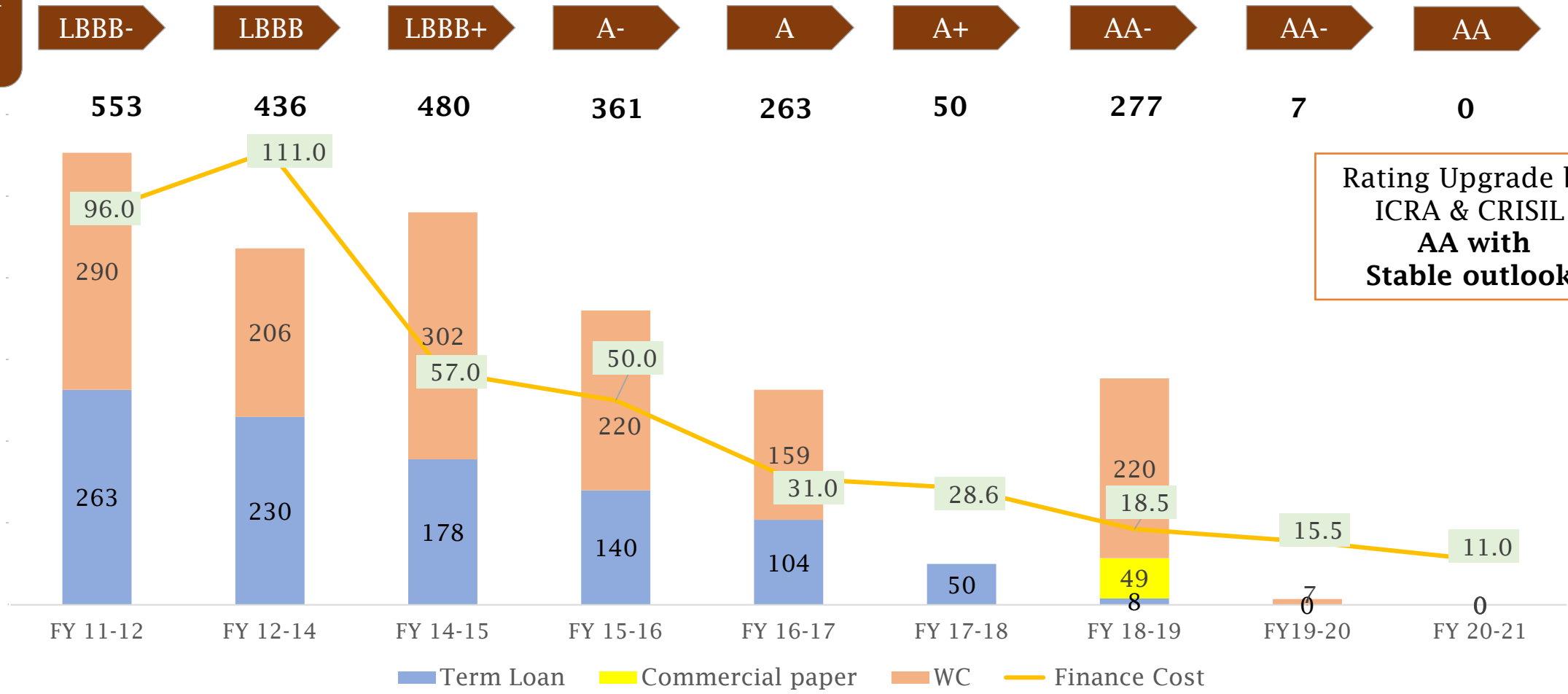
**ROCE\* : 26.1%**

**ROE\* : 19.5%**

# Credit Rating & Debt Profile



Long Term  
Credit  
Rating  
(₹ Crs.)



Rating Upgrade by  
ICRA & CRISIL  
AA with  
Stable outlook

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

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

\*FY19-20 is excluding lease liability

# Management Message



“The entire country is under a severe impact of second wave of pandemic. This time it has impacted the rural geographies as well affecting our core customer base. Escorts topmost priority at this time is safety and well-being of our customers, dealers, suppliers and our employees. We are taking all possible measures to support all our stakeholders to sail through these challenging times. Escorts, and the sectors we operate in, proved their resilience during the first wave. We are sure we will overcome this wave too with collective strength and safeguards.

Agri machinery industry remained buoyant in Q4 of FY21 owing to positive macro-economic factors and pent-up demand from first and second quarters of the year. Escorts did well in this space by registering significantly higher share of market in Q4 than our average market share of the year. While currently the demand is subdued and various state lockdowns are impacting supply chain, we believe this is a temporary phase which shall soon be over. Following all government guidelines, we are making all efforts to ensure that farming communities are well served in the upcoming sowing season.

While we witnessed some positive developments in the construction equipment & railway equipment space, we might see impact of the current environment going ahead. While the nation is fighting the pandemic, we are sure that with ongoing government initiatives, vaccination drive and supportive measures, safety will prevail for all & the economy will be back on strength.”

**Nikhil Nanda**

**Chairman and Managing  
Director**



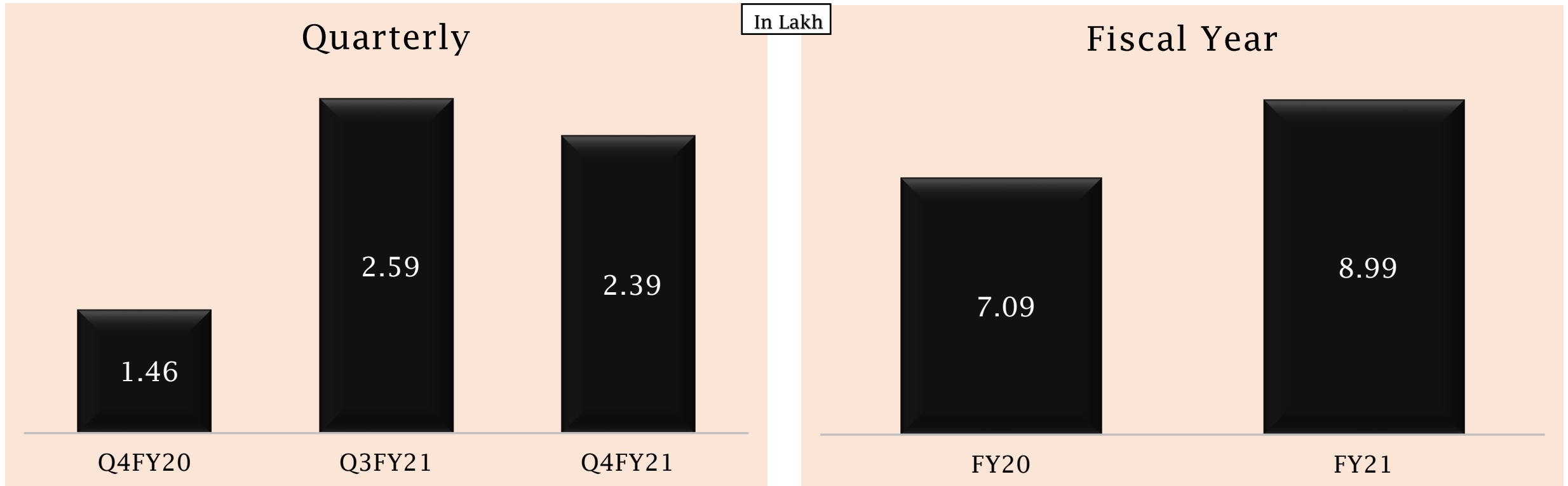
**Segment Performance : EAM**



# **Harvesting Smiles; Enriching Lives**

**Powering The Dreams Of Farmer**

# Domestic Tractor Industry Overview



- In Q4FY21 on Y-o-Y domestic Industry up by ~63.4%.
- Industry in Q4FY21 on Y-o-Y basis in North and central region grew by 78%, whereas industry grew by 50.3% in South and west region.

# Q4FY21 Segment Highlights : EAM



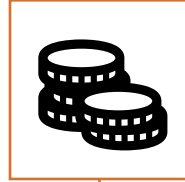
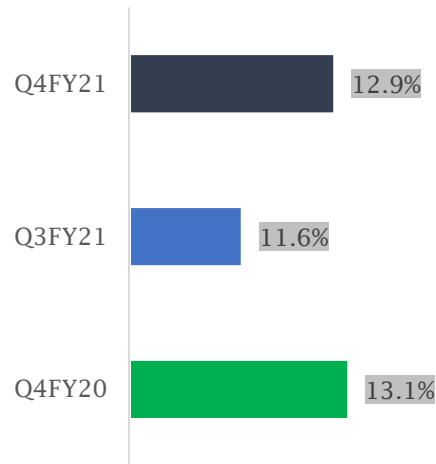
## Volume

- **Domestic** at 30,930
  - YoY up by 61.8%
  - QoQ up by 2.9%
- **Export** at 1,658
  - YoY up by 68.2%
  - QoQ up by 11.3%
- **Total** at 32,588
  - YoY up by 62.1%
  - QoQ up by 3.3%



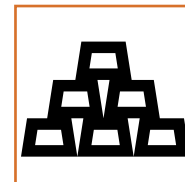
## Domestic Market Share

- Market Share at 12.9%
- YoY down by 13 bps
- QoQ up by 132 bps



## Revenue

- **At ₹ 1,738.8 Cr.**
  - YoY up by 64.3%
  - QoQ up by 5.2%
- **Farmtrac : Powertrac sales ratio 42:58**
  - as against 41:59 YoY
  - as against 39:61 QoQ
- **Ratio of less than 40 HP : 40 HP Plus ratio at 39:61**
  - as against 42:58 YoY
  - as against 39:61 QoQ



## EBIT

- **Q4: ₹ 295.8 Cr.**
  - YoY up by 76.4%
  - QoQ down by 11.1%
- **Margin at 17%**
  - YoY up by 117 bps
  - QoQ down by 312 bps

Capacity utilization ~100%

ROCE\* : 92.8%

# FY21 Segment Highlights : EAM



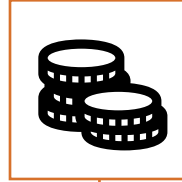
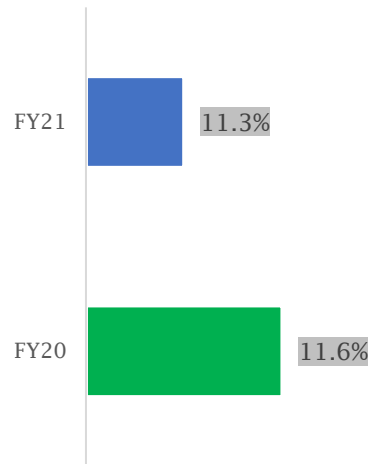
Volume

- **Domestic** at 1,01,848  
· YoY up by 23.8%
- **Export** at 4,893  
· YoY up by 29.9%
- **Total** at 1,06,741  
· YoY up by 24.1%



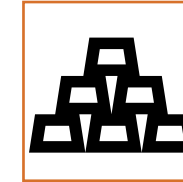
Domestic Market Share

- Market Share at 11.3%
- YoY down by 28 bps



Revenue

- **At ₹ 5,667.3 Cr.**  
· YoY up by 27.7%
- **Farmtrac : Powertrac sales ratio 41:59**  
· as against 41:59 YoY
- **Ratio of less than 40 HP : 40 HP Plus ratio at 38:62**  
· as against 49:51 YoY



EBIT

- FY: ₹ 1,031.2 Cr.  
· YoY up by 78.9%
- **Margin at 18.2%**  
· YoY up by 521 bps

Capacity utilization ~90%

ROCE\* : 77.7%

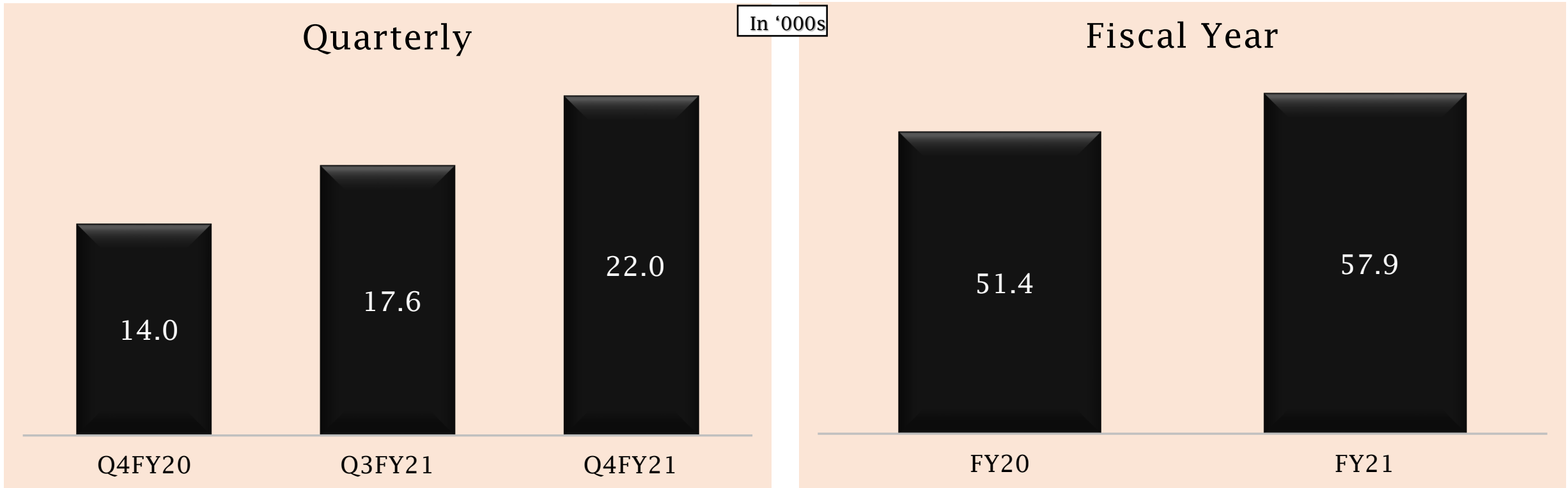
# Segment Performance : ECE



**Building a  
Better Tomorrow**

**PREFERRED PARTNER IN NATION BUILDING**

# Served-Construction Equipment Industry Overview



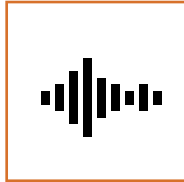
- Served industry (Backhoe Loaders, Pick n carry crane and Compactors) went up by 52.1% in Q4FY21 wrt to LY.
- In Q4FY21 BHL industry up by 54%, compactor up by 38% and Cranes industry up by 50%.

# Q4FY21 Segment Highlights : ECE



Volume

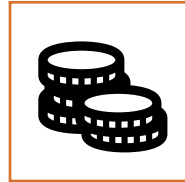
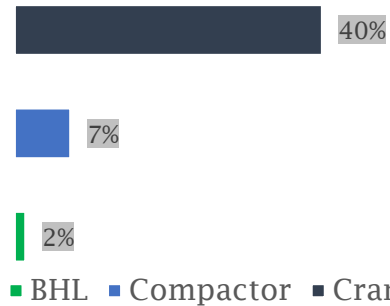
- **ECE at 1,604**
  - YoY up by 62.7%
  - QoQ up by 27.9%
- **Key Highlight**
  - Served industry up by 52.1% in Q4FY21 wrt to LY.
  - **YoY**
    - **BHL** industry up by 54%.
    - **Crane** industry up by 50%
    - **Compactors** industry up by 38%.



Served industry Market Share

- **Q4:** Carne market Share 40%
- YoY flat
- QoQ up by 253 bps

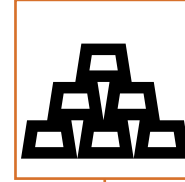
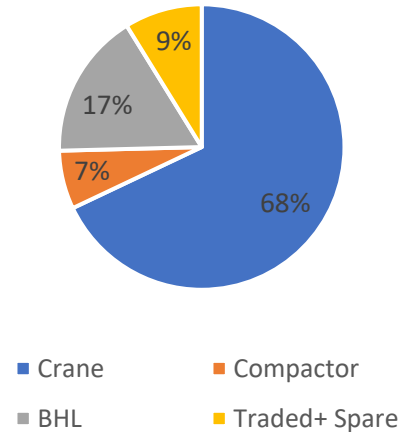
### Product wise Market Share



Revenue

- **Q4: ₹ 322.0 Cr.**
  - YoY up by 53.3%
  - QoQ up by 31.6%

### Revenue Break up



EBIT

- **Q4: ₹ 23.4 Cr.**
  - YoY up by 160.4%
  - QoQ up by 26.8%
- **Margin at 7.3%**
  - YoY up by 299 bps
  - QoQ down by 27 bps
- Operating leverage
- Better product mix, price increase and cost optimization.

Capacity utilization ~50%

ROCE\* : 93.4%

# FY21 Segment Highlights : ECE



Volume

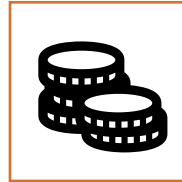
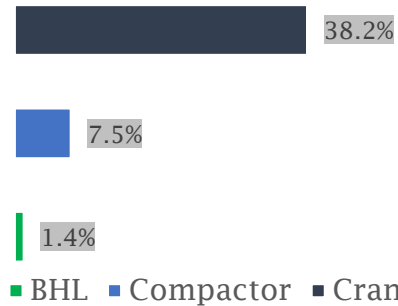
- **ECE at 3,913**
  - YoY down by 3.2%
- **Key Highlight**
- **Served industry up** by 11% in FY21 wrt to LY.
- **YoY**
  - **BHL** industry up by 15%.
  - **Crane** industry down by 8%
  - **Compactors** industry up by 9.5%.



Served industry Market Share

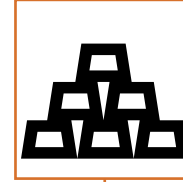
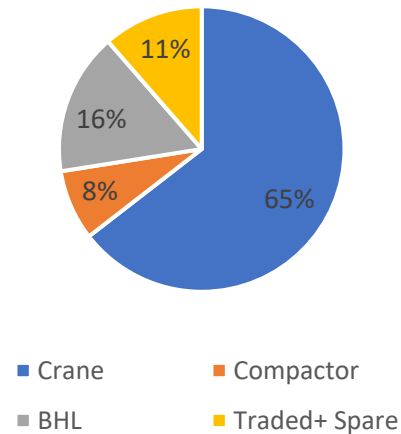
- **FY: Carne market Share 38.2%**
- YoY down by ~28 bps

### Product wise Market Share



Revenue

- **FY: ₹ 776.1 Cr.**
- YoY down by 7.6%
- **Revenue Break up**



EBIT

- **FY: ₹ 27.8 Cr.**
- YoY down by 8%
- **Margin at 3.6%**
- YoY down by 2 bps

Capacity utilization ~35%

ROCE\* : 22.4%



Segment Performance : RED



**Mobility Solutions**  
Of the future

**ENSURING SAFETY AND COMFORT IN RAIL TRANSPORT**

# Q4FY21 Segment Highlights : RED

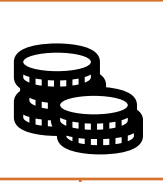


Order Book

- As of March'21 more than ₹ 340 Cr.
- Execution time 6~8 Months

### · Key Highlight

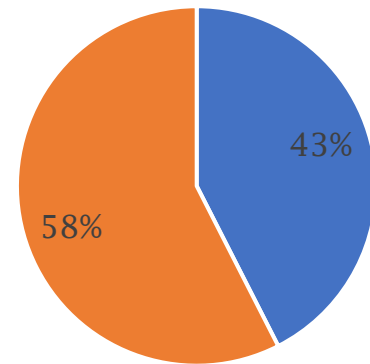
Indian Railways is still not running its full operations, due to unprecedented COVID-19 pandemic situation and has done revision in the production plan, affecting fresh order tendering and order inflow.



Revenue

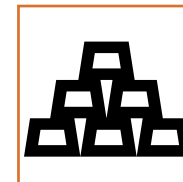
- Q4: ₹ 146.5 Cr.
- YoY up by 35.6%
- QoQ up by 24.8%

### · Breakup



■ Conventional ■ NPD

ROCE\* : 57.1%



EBIT

- Q4: ₹ 28.0 Cr.
- YoY up by 85.2%
- QoQ up by 88.3%

- **Margin** at 19.1%
- YoY up by 511 bps
- QoQ up by 644 bps

# FY21 Segment Highlights : RED

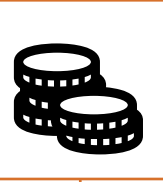


Order Book

- As of March'21 more than ₹ 340 Cr.
- Execution time 6~8 Months

### · Key Highlight

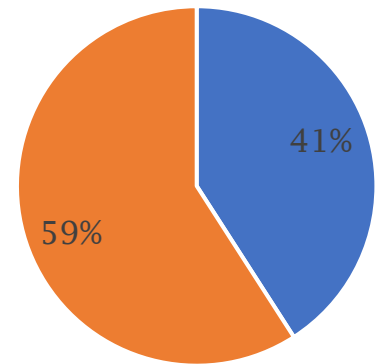
Indian Railways is still not running its full operations, due to unprecedented COVID-19 pandemic situation and has done revision in the production plan, affecting fresh order tendering and order inflow.



Revenue

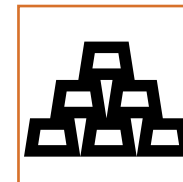
- FY: ₹ 479 Cr.
- YoY up by 0.4%

### · Breakup



■ Conventional ■ NPD

ROCE\* : 38.3%

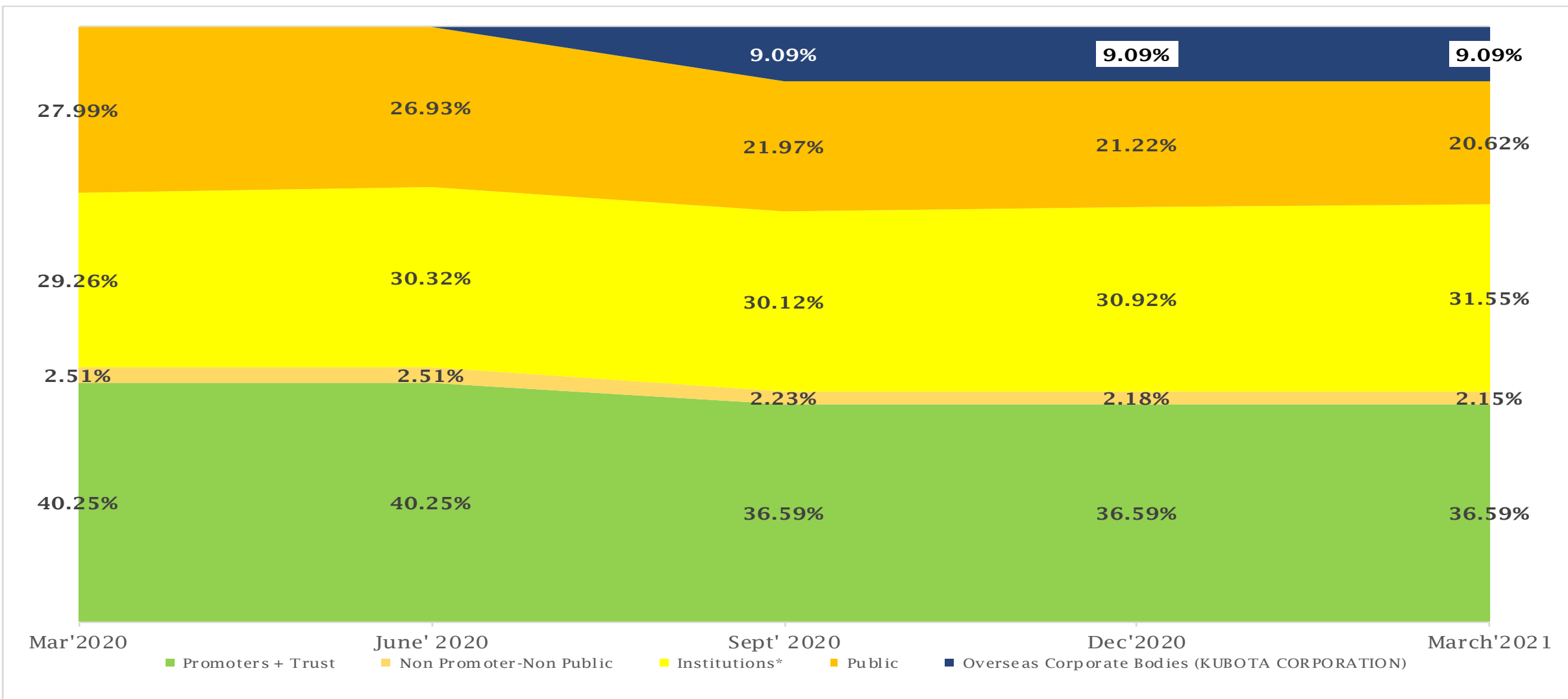


EBIT

- FY: ₹ 76.8 Cr.
- YoY down by 11%
- **Margin at 16%**
- YoY down by 196bps

· Impacted due Covid lockdown and high share of NPD products with lower margin.

# ↑ SHAREHOLDING PATTERN



\* FPI/Financial Institutions/ Banks/Insurance Companies

As of quarter ended

# Consolidated Q4FY21 at a Glance



Escorts Ltd. Particulars	Unit	Q4FY21	Q4FY20	YoY	Q3FY21	QoQ
Revenue from operations	₹ Cr.	2,228.8	1,385.7	● 60.8%	2,042.2	● 9.1%
Material Cost	%	68.5%	62.1%	● 632 bps	65.5%	● 298 bps
Manpower Cost	%	6.7%	9.6%	● -280 bps	6.8%	● -6 bps
EBIDTA	₹ Cr.	343.8	182.1	● 88.8%	362.9	● -5.3%
EBIDTA Margin	%	15.4%	13.1%	● 229 bps	17.8%	● -234 bps
PAT	₹ Cr.	346.2	179.2	● 93.2%	382.5	● -9.5%
EPS	₹	27.03	14.91	● 81.3%	29.21	● -7.5%

# Consolidated FY21 at a Glance



Escorts Ltd. Particulars	Unit	FY21	FY20	YoY
Revenue from operations	₹ Cr.	7,014.4	5,810.1	● 20.7%
Material Cost	%	66.2%	66.1%	● 10 bps
Manpower Cost	%	7.8%	9.0%	● -116 bps
EBIDTA	₹ Cr.	1,126.8	662.4	● 70.1%
EBIDTA Margin	%	16.1%	11.4%	● 466 bps
PAT	₹ Cr.	1,154.8	625.3	● 84.7%
EPS	₹	92.15	55.04	● 67.4%

# Narrations



- **EAM** - Escorts Agri Machinery
- **ECE** - Escorts Construction Equipment
- **RED** - Railway Equipment Division
- **FY** - Fiscal Year represents the 12 months period from 1<sup>st</sup> April to 31<sup>st</sup> March.
- **Q4FY21** - Represents the 3 months period from 1<sup>st</sup> January 2021 to 31<sup>st</sup> March 2021.
- **Q3FY21** - Represents the 3 months period from 1<sup>st</sup> October 2020 to 31<sup>st</sup> December 2020.
- **Q4FY20** - Represents the 3 months period from 1<sup>st</sup> January 2020 to 31<sup>st</sup> March 2020.
- **FY21** - Represents the 12 months period from 1<sup>st</sup> April 2020 to 31<sup>st</sup> March 2021.
- **FY20** - Represents the 12 months period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> March 2020.
- **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



# SAFE HARBOR



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.

**Accounting standard:** Financials in presentation are as per IndAS

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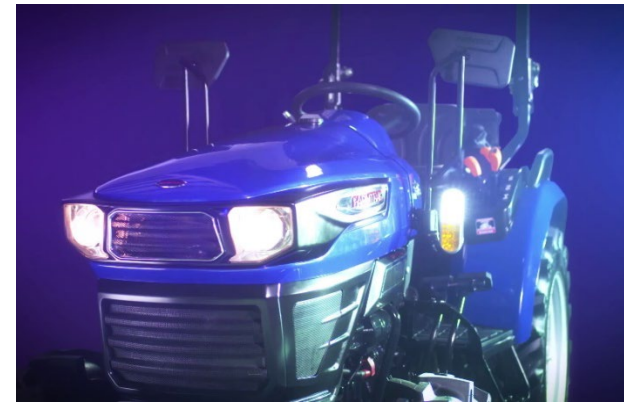
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# Thank You