



July 27, 2021

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400051	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai – 400051	Delhi Stock Exchange Limited DSE House, 3/1, Asaf Ali Road, New Delhi – 110002
--	---	--

Sub: Presentation at the 75th Annual General Meeting

Dear Sir/ Madam,

We are enclosing herewith a copy of the presentation to be made at the 75th Annual General Meeting of the Company today, i.e. July 27, 2021.

Please also note that the presentation to be viewed along with Chairman and Managing Director speech, link of same will be shared in outcome of the AGM.

The above is for your information and records please.

Thanking you

Yours faithfully,

For Escorts Limited


Satyendra Chauhan
Company Secretary &
Compliance Officer



Encl: As above

ESCORTS LIMITED

Corporate Secretarial & Law

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

Phone : +91- 129-2250222, Fax : +91-129-2250060

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

Corporate Identification Number - L74899HR1944PLC039088

Welcome to the 75th AGM of



ESCORTS

Spreading Prosperity. Impacting Lives.

Board of Directors



Nikhil Nanda



Hardeep Singh



P.H. Ravikumar



Vibha Paul Rishi



Sutanu Behuria



Nitasha Nanda



Shailendra Agrawal



Sunil Kant Munjal



Tanya Dubash



Harish N. Salve



Dai Watanabe



Yuji Tomiyama

Key Executive Team

**Group CFO &
Corporate Head**



Bharat Madan

**CEO - Escorts Agri
Machinery**



Shenu Agarwal

**CEO - Escorts
Construction
Equipment**



Ajay Mandahr

**Group CHRO &
Dy. Corporate Head**



Amit Singhal

**Company Secretary
& Compliance Officer**



Satyendra Chauhan

Walker Chandio & Co LLP

Mr. Jayant Gupta
Practicing Company Secretary

M/s. Ramanath Iyer & Co.



Covid-19 Update



Work From Home



Covid Appropriate Behavior

Daily Thermal Screening, Social distancing, Sanitization, Masks & PPE Kits

**75 सालों का यह विश्वास
कठिन समय में भी आपके साथ**



हम आपके साथ हैं



**घर पर ईलाज होने पर
₹ 15 हज़ार तक की
सहयोग राशि**



**अस्पताल में भर्ती होने
पर ₹ 1.5 लाख तक की
सहयोग राशि**

ओवर 25 मई 2021 से आरंभ | अधिक जानकारी के लिये निकटवर्ती डीलरशिप पर संपर्क करें
*निवृत्त व सर्व लागू।

ज़य किसान हेल्पलाइन: **1800 103 2010** (टोल फ्री)



**अब हमारे योद्धाओं के पास
सुरक्षा का मज़बूत विश्वास**



हम आपके साथ हैं



अगर DSEs, मैकेनिक, हेड मैकेनिक कोविड पॉजिटिव हो जाते हैं तो उन्हें कोविड शील्ड पॉलिसी के तहत एस्कोर्ट्स और EDDAL की ओर से ₹ 20 000 की सहयोग राशि दी जाएगी।

- केवल RT-PCR टेस्ट ही मान्य होंगे एवं इसी की ही रिपोर्ट भेजें। RAPID ANTIGEN टेस्ट मान्य नहीं होगा
- 123 RT-PCR टेस्ट हेतु अपना रजिस्टर्ड नंबर का प्रयोग करें
- टेस्ट कराने के बाद प्राप्त हुए SMS को +91 98212 56261 पर फॉरवर्ड करें
- अपने आधार कार्ड की कॉपी भी संलग्न करें

*निवृत्त एवं सर्व लागू स्थिति में अन्यथा सूचित



Covid Kavach Camps

Mass Vaccination across Escorts Dealerships (pan-India)



V P Deshmukh



Shobha Monterio



Virender Garg



Himanshu Miglani



Mohit Thakur



Arvind Srivastava

COVWINNER

जन साधारण में कोविड-19 वैक्सीन का
महा अभियान

फ्री वैक्सीन (कोविशील्ड)

के लिए vaxyn8 ऐप

(<https://freevaccine.escorts.co.in>)

पर पंजीकरण करायें

कोरोना से सुरक्षा की ओर कदम बढ़ायें।





Continued Serving Farmers during Lockdown

Adopting the New Normal!

Digitization and IT Enablement



75

YEARS

**Spreading Prosperity.
Impacting Lives.**



Visionary Founder



Video



POWERING THE DREAMS OF FARMERS

We will continue to fight against the global food security challenge by helping farmers grow enough food for the entire world.



PREFERRED PARTNER IN NATION BUILDING

We will contribute in building the nation with smart and state-of-the-art construction equipment.



ENSURING SAFETY AND COMFORT IN RAIL TRANSPORT

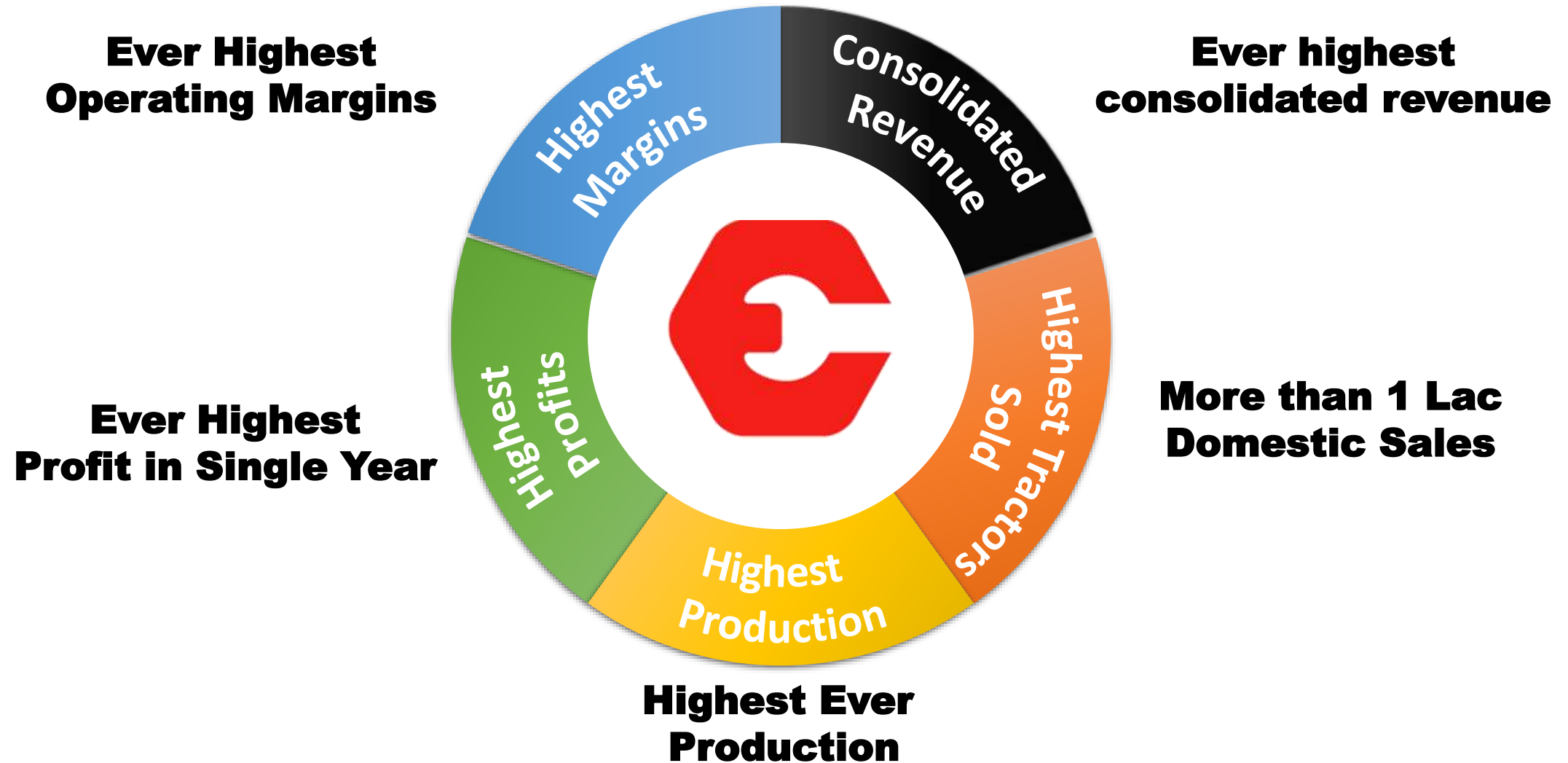
We will create the nation of our dreams by providing safe and comfortable rail transport.





FY 2020-21

YEAR OF RECORDS



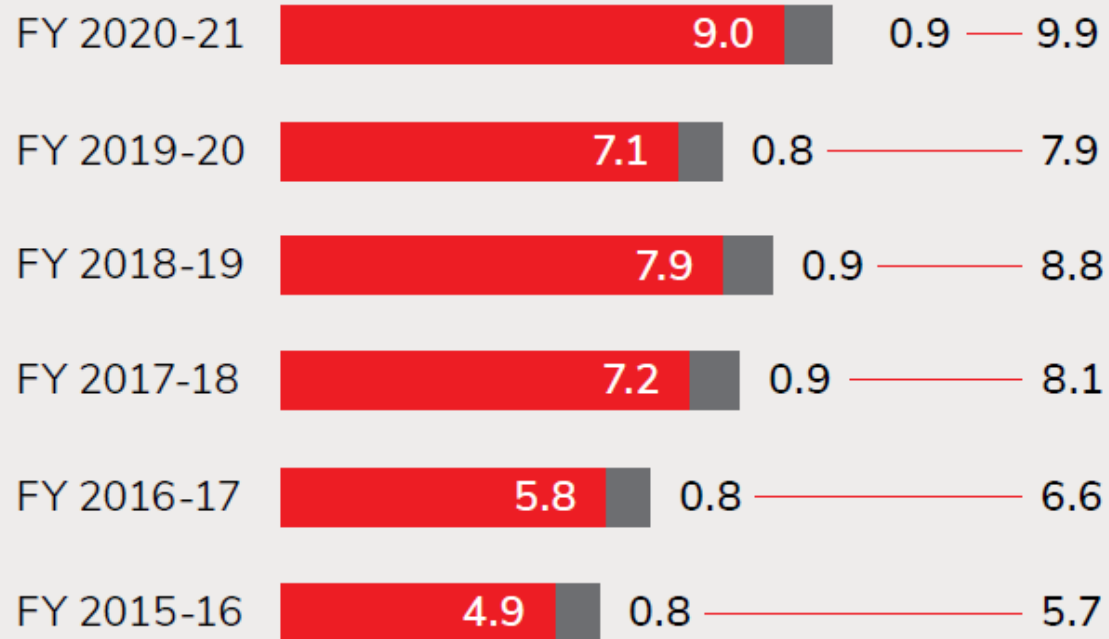
Escorts Agri-Machinery



Tractor Industry

Tractor Industry Performance (in lakh units)

11.6% ↑ 5 year CAGR **25.9%** ↑ y-o-y growth



■ Domestic ■ Exports — Total



INDIA IS THE
WORLD'S
LARGEST
TRACTOR
MANUFACTURER

8.99
LAKHS

Total tractors sold in
India domestic market
in FY 2020-21

EAM Performance

EAM Volumes

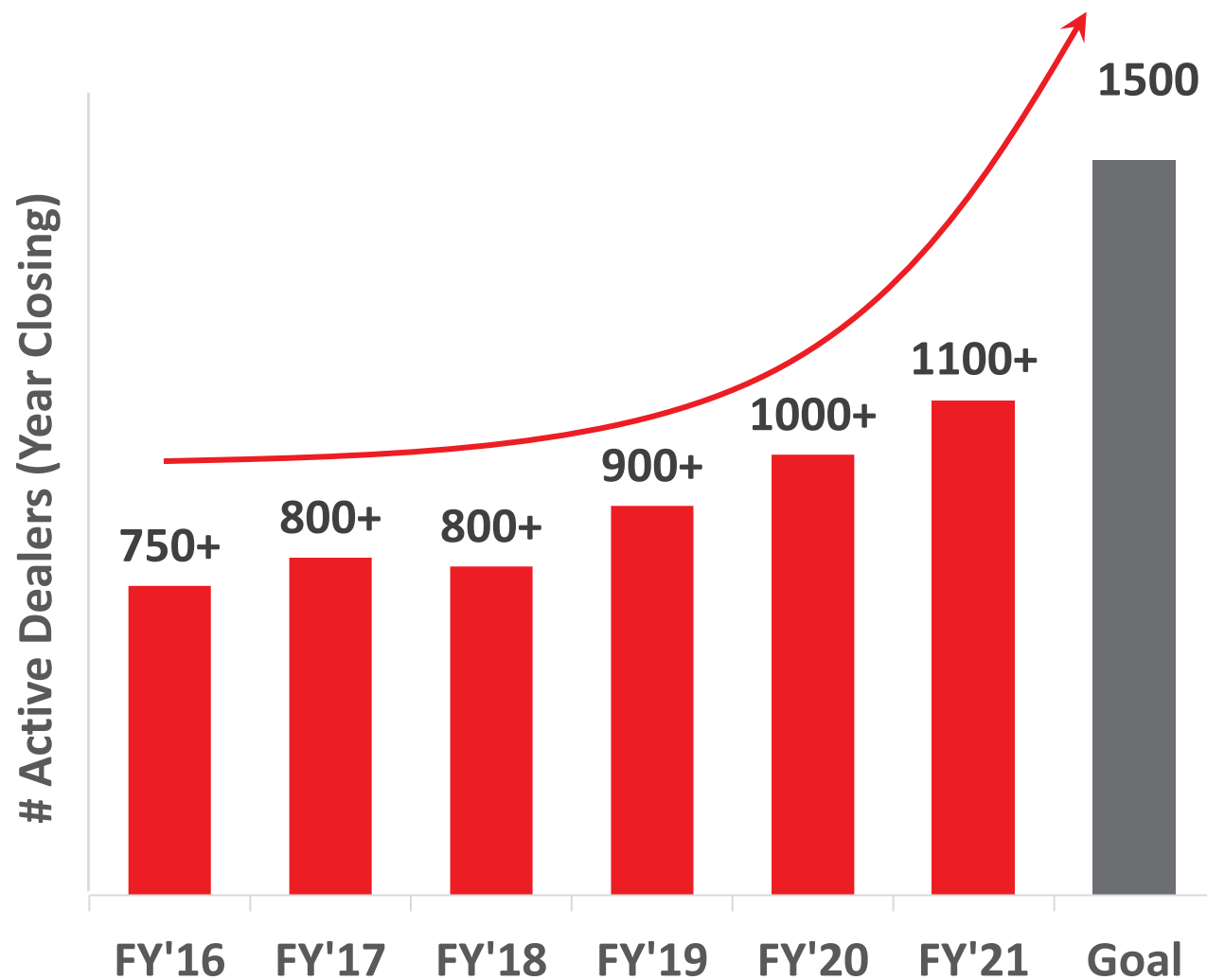
15.7% ↑ 5 year CAGR **24.1%** ↑ y-o-y growth

FY 2020-21	1,01,848	4,893	—	1,06,741
FY 2019-20	82,252	3,766	—	86,018
FY 2018-19	93,323	3,089	—	96,412
FY 2017-18	78,446	1,971	—	80,417
FY 2016-17	62,699	1,087	—	63,786
FY 2015-16	50,698	757	—	51,455

 Domestic  Exports  Total



Stronger Dealer Network

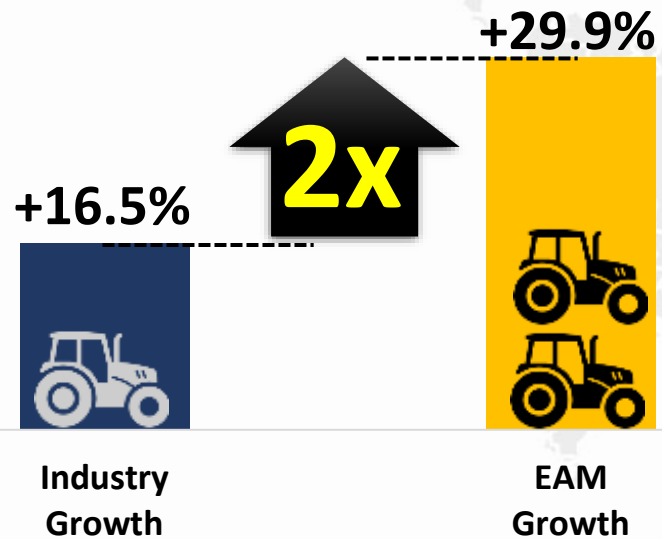
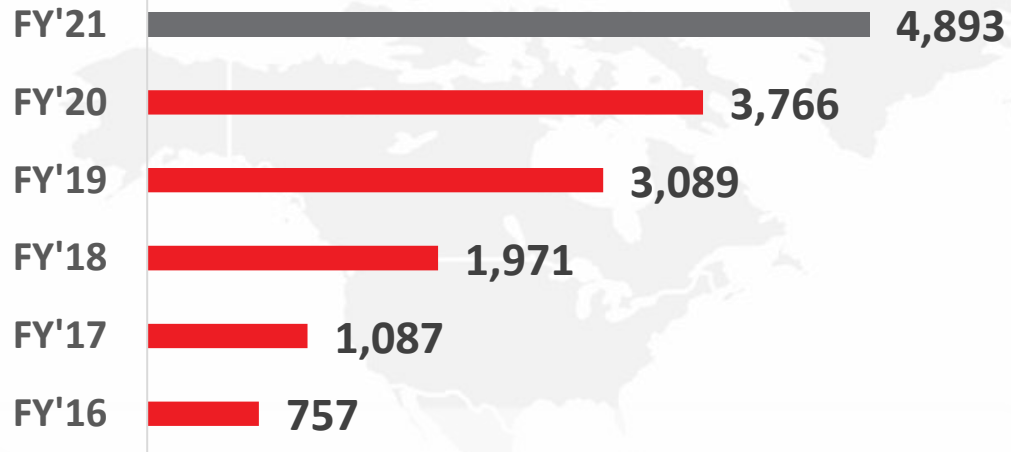


~1,100+

Total number of
dealers in India

Exports from India

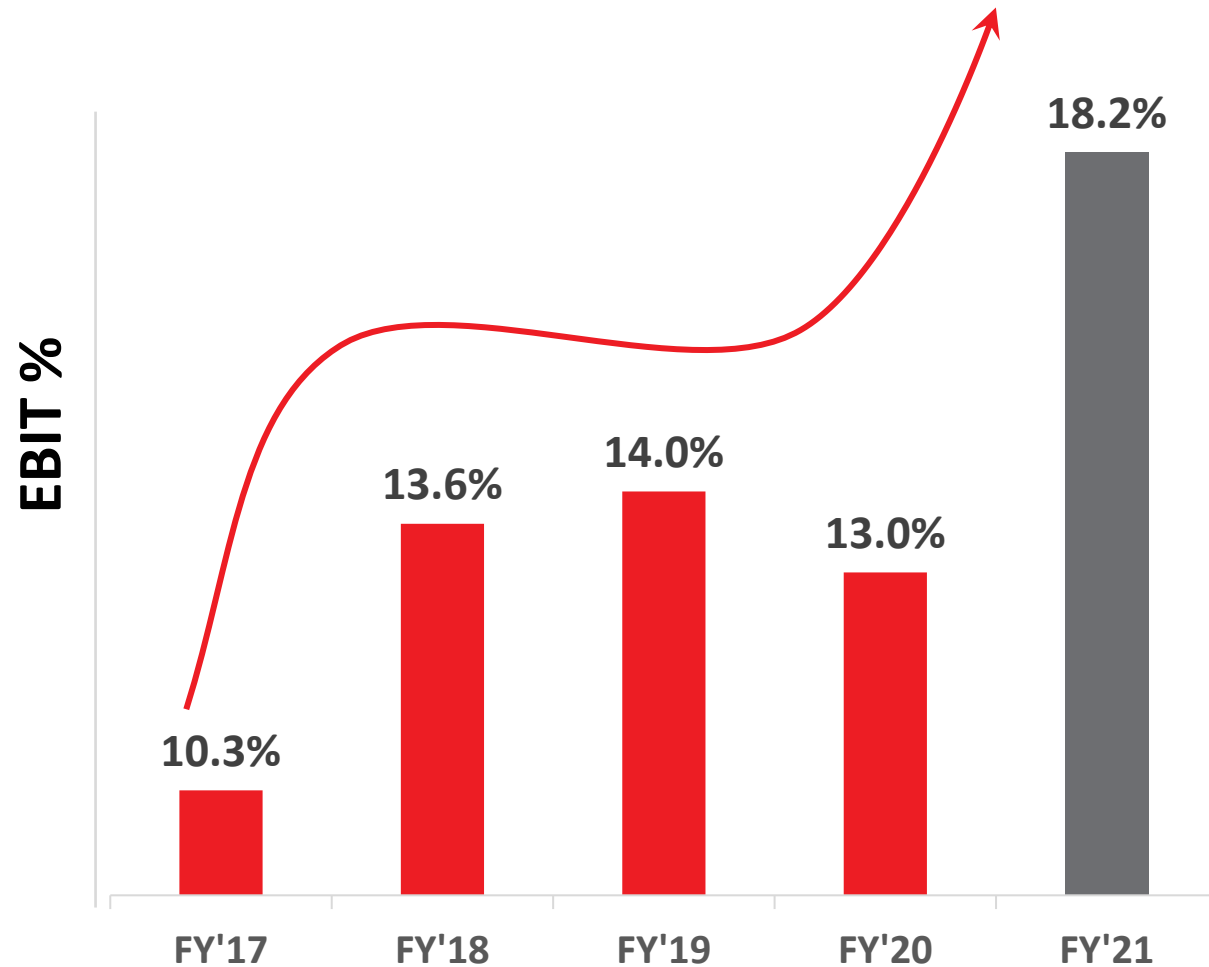
Tractors Sold



Escorts Tractors for Kubota Network



Growing Profitably – Highest Ever EBIT Margins



18.2%

HIGHEST EVER EBIT FOR AGRI BUSINESS

ITOTY AWARD WINNERS 2021

**POWERTRAC
439 RDX
BEST TRACTOR
BETWEEN
(31 - 40 HP)**



**POWERTRAC
EURO NEXT
LAUNCH OF THE
YEAR**



**FARMTRAC 60
POWERMAXX
BEST TRACTOR
FOR
AGRICULTURE**



**FARMTRAC
ELECTRIC TRACTOR
SMART TRACTOR
OF THE YEAR**





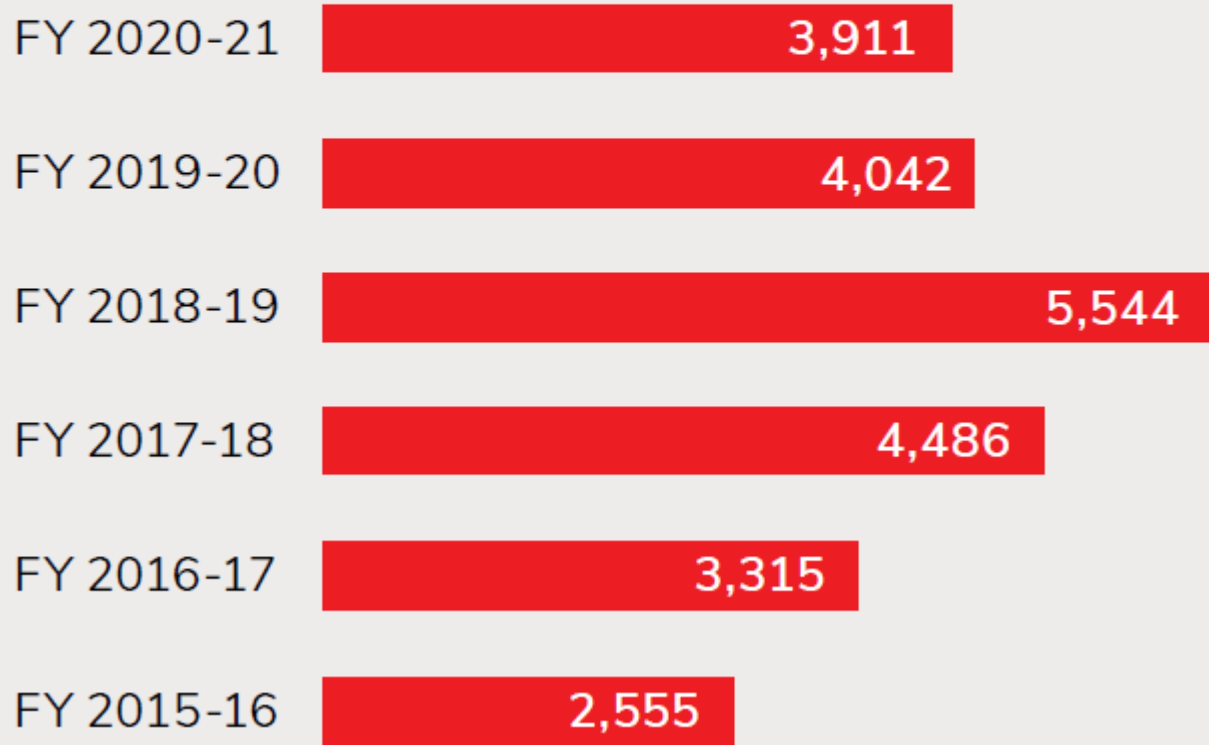
Escorts Construction Equipment



Tremendous recovery in Construction Equipment

ECE Volumes

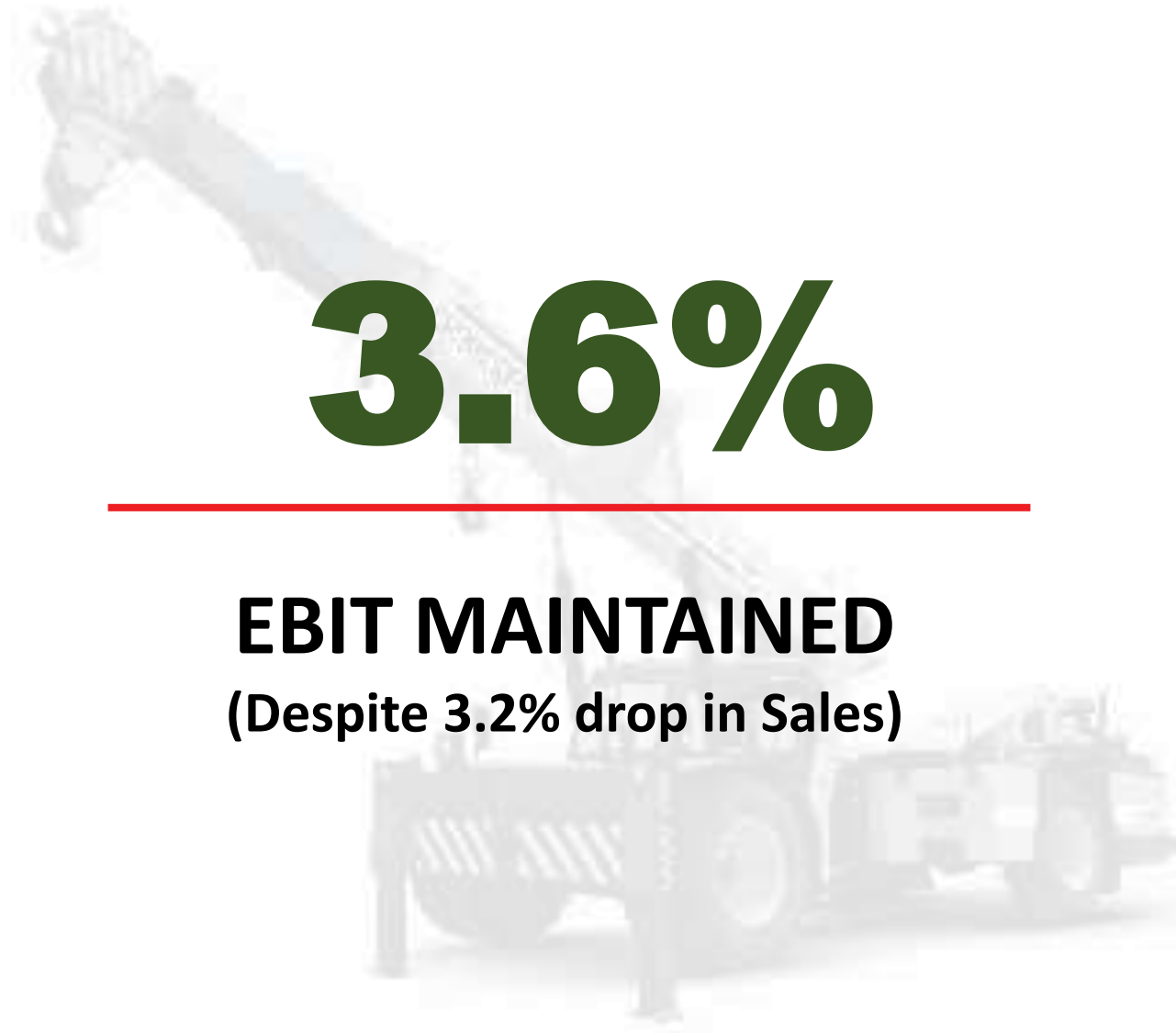
8.9% ↑ 5 year CAGR **3.2%** ↓ y-o-y growth



41%
VOLUME GROWTH
(H2-FY21)

Served Industry **↑+34%**
(H2-FY21)

H1FY21 affected due to Lockdown



3.6%

EBIT MAINTAINED
(Despite 3.2% drop in Sales)

Dual Brand Strategy (Value & Premium)

YELLOW LINE BRAND (VALUE)



Customer Segmentation & Differentiation

WHITELINE BRAND (PREMIUM)



Regaining Technology Leadership

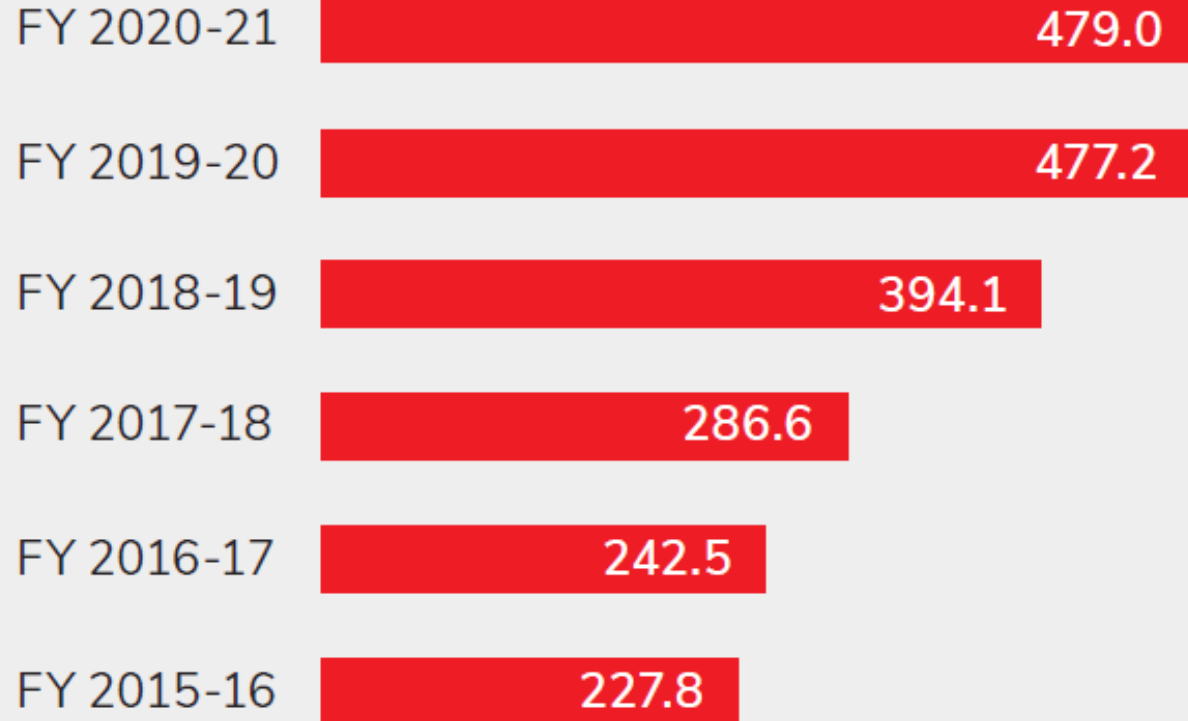


Escorts Railway Equipment

RED Performance

RED Revenue (in ₹ crores)

16.02% ↑ 5 year CAGR **0.4%** ↑ y-o-y growth



+0.4%

SALES MARGINALLY UP

16.0%

EBIT FOR FY21

(Despite Severe Covid Led Disruptions)

59%

SALES FROM NEW PRODUCTS

METRO

ENTRY IN NEW SEGMENTS

Consolidated Highlights FY 2020-21

Key Financial Highlights (Consolidated FY2021)

▲ YoY Change ▼



Recommended Total Dividend of 75% per Equity Share



Our Real Heroes



Vision 2022 Update

**Vision FY2022 was shared in Feb-2018*



1.7x
REVENUE



Exports
4% Plus of Operational
turnover



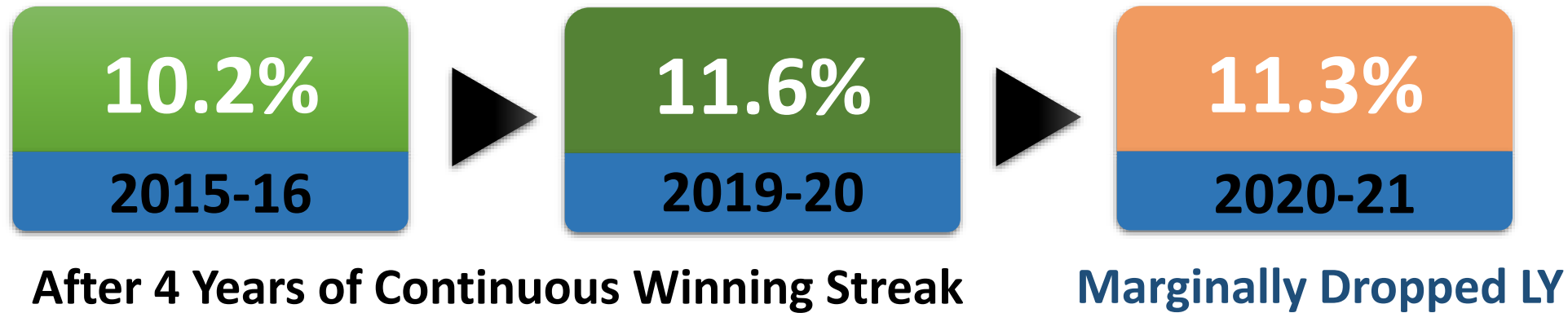
16.3%
EBITDA



26%
ROCE

Vision 2022 Update (Till FY2021)

Our Domestic Market Share



HP Segments	FY 2015-16	FY 2016-17	FY 2017-18	FY 2018-19	FY 2019-20	FY 2020-21
< 30 HP	1.9	2.1	3.5	4.7	6.3	6.7
31-40 HP	12.8	12.6	14.5	16.5	15.2	13.3
41-50 HP	10.9	11.7	10.4	10.8	11.0	11.8
> 50 HP	6.1	6.9	7.9	5.9	6.7	7.1

Market Share Increase in All Product Segments



Mid-Term Business Plan

Strategy Framework

Group Strategic Business Objectives

- > Best in **Industry Profitability**
- > Leveraging **Strategic Partnerships**
- > **Reduction in Carbon Footprint**
- > Enhancing **Shareholder Value**
- > Innovation & Thought Leadership – **Leader in electric tractor**

Divisional Strategic Business Objectives

Agri Machinery

- > **Fastest Growing** in Domestic Market
- > Leadership in **India Led Exports**
- > Tractor>Mechanization>solution
- > **Tech Led Innovation (RNIL*)**

Construction Equipment's

- > **Leadership** in crane business
- > **Double digit operating margin**

Railway Equipment's

- > Leveraging **core strengths to fill gaps in the existing product portfolio**
- > Collaboration with **technology majors for new generation products & new markets**

Functional Strategy

- > **Business led Digital Transformation**
- > Manufacturing **Capacity & MES**
- > Simplification & **Standardization of Product Platforms**
- > **Technology readiness** for emerging customer needs & emission for India and exports
- > People : **High Performance Culture/Gender Diversity**

Strategic Values

Customer Centricity | Excellence | Innovation | Agility

Core Values

Respect for People | Empowerment | Collaboration | Transparency

**Rajan Nanda Innovation Lab*

Model Farm









Narrations

- **EAM** – Escorts Agri Machinery
- **ECE** – Escorts Construction Equipment
- **RED** – Railway Equipment Division
- **FY** – Fiscal Year represents the 12 months period from 1st April to 31st March.
- **FY2020** - Fiscal Year represents the 12 months period from 1st April 2019 to 31st March 2020
- **FY2021** - Fiscal Year represents the 12 months period from 1st April 2020 to 31st March 2021
- **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

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

Contact Details

Escorts Ltd.

(CIN: L74899HR1944PLC039088)

Corporate Centre

15/5 Mathura Road

Faridabad – 121003

Phone: +91 129 2250222

www.escortsgroup.com

investorrelation@escorts.co.in

Investor Relations

+91 129 2564921

investorrelation@escorts.co.in