



**PRESS RELEASE**

**ESCORTS FIRST QUARTER NET PROFIT  
AT ₹ 10.86 CRORE**

- **First Quarter sales at ₹ 823 crore**
- **Net sales up 7.8% on sequential basis**

**New Delhi, February 2, 2012:** Escorts Limited today reported a Net Profit of ₹ 10.86 crore for the first quarter of the 2011-12 financial year ending December 31, 2011. Net sales increased 7.8% sequentially to ₹ 823 crore on account of a sequential increase of 9.2% in tractor sales. Escorts Limited follows an October-September fiscal year and the reported quarter is the first quarter of fiscal 2011-12.

The Agri Machinery division recorded revenue of ₹ 772.8 crore. Tractor volumes are up 1.7% to 16,606 units as against 16,333 units in the corresponding quarter. The Auto Parts Division showed a growth of 25% though the postponement of large tenders by the Railways to Q 2 resulted in a decline of 28% in sales of the Railways Division. The impact of inflationary pressures resulted in cost of raw materials going up by 2 per cent over the preceding quarter and by 0.7% over the corresponding quarter. The company has raised prices by ₹ 7,000/- per tractor in January '12 and this along with cost compression measures, will improve profitability in coming quarters.

*Speaking on the results, Chairman and Managing Director Mr. Rajan Nanda said, "Despite a profitable quarter and growth over the immediate preceding quarter, the results reflect the constraints of the current economic environment and the impact of inflation and finance costs. A number of managerial initiatives are underway to meet this challenge. Today, Escorts is embarking on an expansion of its product portfolio, re-gearing product and pricing strategies to meet the aspirations of its customer base with higher-dependency on mechanization and undertaking geographic and capacity expansion."*

**ESCORTS LIMITED**

Corporate Centre: 15/5, Mathura Road, Faridabad-121 003, India  
Tel.: +91-129-2250222 Fax: +91-129-2250009  
Website: [www.escortsgroup.com](http://www.escortsgroup.com)

Registered Office: SCO - 232, 1st Floor, Sector 20, Panchkula - 134109, (Haryana)



*Mr. Nikhil Nanda, Joint Managing Director said.* "Our focus is on building a national market base, providing customers a range of crop solutions and implements, PTO and haulage applications for tractors, product upgrades and improvements as well as targeted marketing for non-agriculture usages. At the crux of our approach to the market is the increasing demand for farm mechanization and the accessorized deployment of tractors for non-farm uses. We believe multi-domain growth drivers along with cost compression measures will enable Escorts to deliver profitable growth."

Escorts Construction Equipment continued to demonstrate strong growth, with a sales turnover of ₹ 206 crore as against ₹ 163 crore in the corresponding quarter of the previous fiscal.


The audited accounts of the first quarter of 2011-12, ending December 31, 2011, has been approved by the Board of Escorts Limited.

**Note for Editors: Escorts Limited follows an October-September fiscal year. The results reported are for the first Quarter of Fiscal October 1, 2011 to September 30, 2012.**

---

For further information kindly contact:

**Shradha Pandey/Tanya Sachdev**  
Torque Communications Pvt Ltd.  
Handphone: 9910163995/9810090758  
E-Mail I-D: [shradha@torquemail.com](mailto:shradha@torquemail.com)/[tanya@torquemail.com](mailto:tanya@torquemail.com)

  
(MR. RAJEEV DASS)  
AVP, CORPORATE AFFAIRS &  
COMMUNICATIONS  
ESCORTS LTD.

**ESCORTS LIMITED**

Corporate Centre: 15/5, Mathura Road, Faridabad-121 003, India  
Tel.: +91-129-2250222 Fax: +91-129-2250009  
Website: [www.escortsgroup.com](http://www.escortsgroup.com)

Registered Office: SCO - 232, 1st Floor, Sector 20, Panchkula - 134109, (Haryana)