



1<sup>st</sup> July 2021

BSE Limited – 500495  
National Stock Exchange of India Limited – ESCORTS  
Delhi Stock Exchange Limited – 00012

Dear Sir,

In compliance of the regulation 30, of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the company announcement pertaining to sales volumes of tractors and construction equipment for the month of June 2021.

Kindly take the same on record.

Thanking you.

Yours faithfully,  
For Escorts Limited

A handwritten signature in blue ink, consisting of a stylized 'R' followed by a long horizontal line that ends in a small upward tick.

**Authorized Signatory**

**ESCORTS LIMITED**

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

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Corporate Identification Number L74899HR1944PLC039088



## Company Announcement

### Escorts Agri Machinery grew by 15.5 percent in June 2021 to 12,533 tractors MoM Volume up by 95.1 percent

**Faridabad, July 1<sup>st</sup>, 2021:** Escorts Ltd Agri Machinery Segment (EAM) in June 2021 sold 12,533 tractors, **our highest ever June sales** and registering a growth of 15.5 percent against 10,851 tractors sold in June 2020.

**Domestic tractor sales** in June 2021 was at 11,956 tractors as against 10,623 tractors in June 2020, registering a growth of 12.5 percent. The continued growth in our volumes and that of tractor industry is a testament of resilience of rural and Agri sectors. Despite the challenges posed by the pandemic, the farmers of our country continued to work hard to make sure all of us have food on their plates.

The on-ground situation eased in June as the second wave of pandemic started diluting. Most of the dealerships, except in few pockets, were able to remain open and serve customers, though for limited hours of operation.

Our inventory levels, both with the company and with the channel, continue to be at normal levels. We remain optimistic for the rest of the fiscal year, as timely and expected above-normal monsoon, increase in MSP prices, and record direct procurement by Government is leading to a positive build-up of farmer sentiments. The commercial activity also is expected to gain further momentum in the ensuing months. The enhanced pace of mass vaccinations is further going to help the rural sector.

Inflation however continues unabated beyond industry expectations. While we are trying to offset a part of this through internal cost control measures, we have announced a significant price hike effective 1st July 2021 on all tractors. This is our third consecutive price hike in the last nine months. Despite this, inflation continues to put pressure on the margins.

**Export tractor sales** in June 2021 was at 577 tractors against 228 tractors sold in June 2020, registering a growth of 153.1 percent.

Sales figure are as follows:

Particulars	June			YTD (3M)		
	FY22	FY21	% Change	FY22	FY21	% Change
Domestic	11,956	10,623	12.5%	24,500	17,690	38.5%
Export	577	228	153.1%	1,435	460	212.0%
<b>Total</b>	<b>12,533</b>	<b>10,851</b>	<b>15.5%</b>	<b>25,935</b>	<b>18,150</b>	<b>42.9%</b>

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**About Escorts Limited:**

*Escorts Ltd is one of India's leading engineering conglomerates with over seven decades of experience. It has helped accelerate India's socio-economic development through its presence across the high growth sectors of Agri-machinery, construction & material handling equipment and railway equipment. The company has diversified business in to three different segments. Escorts Agri Machinery (EAM), Escorts Construction Equipment (ECE) & Railway Equipment Division (RED).*

*The company is committed to excellence in engineering, innovation in products, development of market-relevant technologies and the highest of cost efficiencies to create value for its customers and shareholders.*

*For further information, please contact:*

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## Company Announcement

### Escorts Construction Equipment grew by 106.3 percent in June 2021

**Faridabad, July 1<sup>st</sup>, 2021:** Escorts Ltd. Construction Equipment Segment (ECE) in June 2021 sold 262 machines and registering a growth of 106.3 percent against 127 machines sold in June 2020.

As reported earlier, business in April & May was adversely impacted due to Covid 2nd Wave severity and spread, shortage of certain critical items, localized lockdown & scarcity of oxygen (used in fabrication etc.). The on-ground situation eased in June has started to show early signs of recovery due to the weakening of 2nd Wave of pandemic. Most of project sites are now running at 50-75% of the capacity.

Going forward, We expect major construction activities to pick up post monsoon season and industry may witness pent up demand as seen last year. Commodities price rise, however, continues to be a worry.

Sales figure are as follows:

Particular	June			YTD (3M)		
	FY22	FY21	% Change	FY22	FY21	% Change
<b>Total</b>	<b>262</b>	<b>127</b>	<b>106.3%</b>	<b>606</b>	<b>234</b>	<b>159.0%</b>

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