



ESCORTS LIMITED
Unaudited Financial Results
For The Quarter Ended 31st December, 2011

Sl. No.	Particulars	For the Quarter ended			For the Three Months ended		(Rs. in Lakhs)
		31/12/11	30/09/11	31/12/10	31/12/11	31/12/10	Previous year ended
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	a. Net Sales/Income from Operations	82,307.85	76,356.54	82,778.15	82,307.86	82,778.15	321,015.36
	b. Other Operating Income	669.47	879.37	996.00	669.47	996.00	4,133.93
	Total Net Operating Income	82,977.33	77,235.91	83,774.15	82,977.33	83,774.15	325,149.31
2	Expenditure						
	a. (Increase)/decrease in stock in trade and work in progress	(1,795.10)	(3,933.31)	(1,039.02)	(1,795.10)	(1,039.02)	(3,487.12)
	b. Consumption of Raw Materials	58,189.86	54,485.08	52,595.08	58,189.86	52,595.08	211,035.00
	c. Purchase of Traded Goods	4,260.38	4,049.53	8,863.53	4,260.38	8,863.53	23,993.88
	d. Employees Cost	9,266.90	7,711.98	8,005.71	9,266.90	8,005.71	32,702.60
	e. Depreciation & Amortisation	973.20	973.89	996.51	973.20	996.51	3,891.29
	f. Other Expenditure	9,736.74	11,052.19	10,965.72	9,736.74	10,965.72	43,361.65
	Total Expenditure	80,611.98	74,339.36	80,387.53	80,611.98	80,387.53	311,567.30
3	Profit from Operations before Other Income, Interest, Exceptional Items & Tax (1-2),	2,365.35	2,896.55	3,386.62	2,365.35	3,386.62	13,562.01
4	Other Income	-	-	-	-	-	-
5	Profit before Interest, Exceptional Items & Tax (3-4)	2,365.35	2,896.55	3,386.62	2,365.35	3,386.62	13,562.01
6	Interest, Bank and Finance Charges (Net)	1,142.07	798.08	369.18	1,142.07	369.18	2,551.04
7	Profit after Interest but before Exceptional Items & Tax (5-6)	1,223.28	2,100.57	3,017.44	1,223.28	3,017.44	11,010.97
8	Exceptional Items (Net)	183.80	369.73	(59.52)	183.80	(59.52)	949.00
9	Profit (+) from Ordinary Activities before tax (7-8)	1,039.48	1,110.84	3,076.96	1,039.48	3,076.96	10,061.97
10	Tax Expense	(47.00)	295.00	527.87	(47.00)	527.87	(1,946.81)
11	Net Profit (+) Loss (-) from ordinary activities after tax (9-10)	1,086.48	815.84	2,549.09	1,086.48	2,549.09	12,008.78
12	Extraordinary Item (net of tax expense)	-	-	-	-	-	-
13	Net Profit (+) Loss (-) for the period (11-12)	1,086.48	815.84	2,549.09	1,086.48	2,549.09	12,008.78
14	Paid-up equity share capital (Face Value Rs. 10/- each)	10,561.80	10,561.80	10,561.80	10,561.80	10,561.80	10,561.80
	Less: Amount recoverable from Escorts-Employees Benefit & Welfare Trust	331.36	331.36	331.36	331.36	331.36	331.36
15	Reserves excluding Revaluation Reserves	10,230.44	10,230.44	10,230.44	10,230.44	10,230.44	10,230.44
16	Earnings Per Share (EPS)						164,157.04
	a. Basic EPS (not annualized) (Rs.)	1.06	0.80	2.49	1.06	2.49	11.74
	b. Diluted EPS (not annualized) (Rs.)	1.06	0.80	2.48	1.06	2.46	11.66
17	Public shareholding						
	- Number of shares	76,392,725	76,499,288	77,346,038	76,392,725	77,346,038	78,499,288
	- Percentage of shareholding (%)	72.83	72.43	73.23	72.33	73.23	72.43
18	Promoters and Promoter Group Shareholding						
a)	Pledged / Encumbered						
	Number of shares	5,600,000	5,600,000	5,600,000	5,600,000	5,600,000	5,600,000
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	19.16	19.23	19.61	19.16	19.81	19.23
	- Percentage of shares (as a % of the total share capital of the company)	5.30	5.30	5.30	5.30	5.30	5.30
(b)	Non - encumbered						
	Number of shares	23,625,311	23,518,748	22,671,998	23,625,311	22,671,998	23,518,748
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	80.84	80.77	80.19	80.84	80.19	80.77
	- Percentage of shares (as a % of the total share capital of the company)	22.37	22.27	21.47	22.37	21.47	22.27

Notes :

- The above results have been subjected to limited review by the statutory auditors. After review by the Audit committee, these results have been approved and taken on record by the Financial Results Committee of the Board of Directors at its meeting held on 2nd February 2012.
- At the beginning and end of the quarter there were no investor complaint pending for disposal. During the quarter, the Company received 3 complaints from investors, which were disposed off within the quarter itself.
- Previous year figures have been regrouped/re-arranged wherever necessary.

Place : Delhi
 Date : 02/02/2012



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

For ESCORTS LIMITED

(RAJAN NANDA)
 CHAIRMAN



ESCORTS LIMITED
Segment Wise Revenue, Results And Capital Employed,
For The Quarter Ended 31st December, 2011

Sl. No.	Particulars	For the Quarter ended			For the Three Months ended		(Rs. In Lakhs)
		31/12/11	30/09/11	31/12/10	31/12/11	31/12/10	Previous year ended
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Segment Revenue:						
	a) Agri Machinery Products	77,283.64	69,191.62	77,300.07	77,283.64	77,300.07	295,117.85
	b) Auto Ancillary Products	3,109.11	2,974.89	2,495.07	3,109.11	2,495.07	12,304.04
	c) Railway Equipments	3,033.76	5,523.61	4,234.57	3,033.76	4,234.57	19,226.53
	d) Unallocable	125.40	60.70	112.87	125.40	112.87	459.66
	Total	83,551.91	77,750.82	84,142.58	83,551.91	84,142.58	327,108.08
	Less: Inter Segment Revenue	574.58	512.81	368.43	574.58	368.43	1,958.77
	Net sales/Income From Operations	82,977.33	77,238.01	83,774.15	82,977.33	83,774.15	325,149.31
2	Segment Results:						
	a) Agri Machinery Products	4,482.64	3,772.38	4,814.95	4,482.64	4,814.95	17,656.11
	b) Auto Ancillary Products	(496.53)	(559.82)	(547.58)	(496.53)	(547.58)	(1,724.29)
	c) Railway Equipments	(63.42)	1,079.82	295.13	(63.42)	295.13	2,414.65
	Total	3,922.69	4,292.38	4,562.50	3,922.69	4,562.50	18,346.47
	Less :						
	- Interest, Bank and Finance charges (Net)	1,142.07	798.08	369.18	1,142.07	369.18	2,551.04
	- Exceptional Items	183.80	989.73	(59.52)	183.80	(59.52)	949.00
	- Other unallocated expenditure (Net of unallocated income)	1,557.34	1,393.73	1,175.88	1,557.34	1,175.88	4,784.46
	Profit Before Tax	1,039.48	1,110.84	3,076.96	1,039.48	3,076.96	10,061.97
3	Capital Employed (Segment assets – Segment Liabilities)						
	a) Agri Machinery Products	98,062.21	98,199.63	100,835.03	98,062.21	100,835.03	98,199.63
	b) Auto Ancillary Products	6,464.75	4,827.52	4,574.21	6,464.75	4,574.21	4,527.52
	c) Railway Equipments	8,882.65	9,729.85	9,441.22	8,882.65	9,441.22	9,729.85
	d) Unallocable	102,114.45	104,348.35	91,169.45	102,114.45	91,169.45	104,348.35
	Total	215,524.06	217,105.35	206,019.91	215,524.06	206,019.91	217,105.35



Place : Delhi
Date : 02/02/2012

For ESCORTS LIMITED

(Signature)
(RAJAN NANDA)
CHAIRMAN

S.N.Dhawan & CO

Chartered Accountants

**The Board of Directors,
Escorts Limited
15/5, Mathura Road,
Faridabad**

We have reviewed the accompanying statement of unaudited financial results of Escorts Limited for the quarter ended December 31, 2011 except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. This statement is the responsibility of the Company's Management and has been approved by the Financial Results Committee of the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Engagements to Review Financial Statements issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For S.N.Dhawan & Company
Chartered Accountants
(Firm Regn. No. 000050N)**



Sd/-

**(Vijay Dhawan)
Partner
M.No.: 12565**

Place: New Delhi
Dated: February 2, 2012



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

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:

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

ESCORTS LIMITED

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