



The following points were discussed during the con call with Stewart Investors on 27/07/2020:

VST Tillers Tractors Limited (VST) is working on long term vision to achieve by 2020-25.

VST has some growth project line up and production capacity utilization plan. The Company has signed MOU with Zetor Tractors of Czech Republic for higher HP Tractors. After successful completion of product development, there is a proposal to form a JV to sell those products in India and International markets. There is also a scope of using their channel in Europe, especially in Eastern Europe. Higher HP facility we have put up at Hosur will be ready by Q4 of this year.

The Company had launched 30 HP compact tractor, a new variant in the 27 HP for high torque and also 17 HP compact tractor. Further, the Company has launched 16 HP Power Tiller recently.

In power tiller segment we are looking for capacity utilisation, the company tied-up with Pubert for selling power weeder in India. There is a possibility of inhouse manufacture of power weeder once the volume increases. Also, Company is planning to launch a subsidy neutral product because dependency for subsidy is very high for Power Tiller.

The company has created separate channel for power tiller and tractor. Since last year, we have added about 60 to 70 dealers for both the channels and we will continue to expand the network and also similarly in the power weeder segment.

Further we would like to inform that the Company has gained positive growth and market share in month of April and May 2020.

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