



## **Chairman's Speech**

Dear Shareholders,

As you are aware, we are going through extraordinary times with this pandemic affecting the whole world. The COVID-19 pandemic has been disruptive in every conceivable socio-economic sphere. In a crisis of this magnitude, your health and safety is a concern for us hence we are conducting this AGM through Video Conferencing.

The Indian economy witnessed a slump in FY 2019-20 owing to varied macroeconomic factors. Decreasing consumer spending, a slowdown in the agriculture sector and the unprecedented outbreak of COVID-19 adversely impacted the Indian economy. The subsequent lockdowns further hampered growth prospects as businesses came to a standstill.

Many countries, including India, approved favorable fiscal policies and injected monetary stimulus to revive growth. The Indian government also announced a stimulus package of Rs. 20 lakh crores to bring back the economy on track.

The Company has taken various measures to increase the performance while ensuring adequate safety measures for preventing COVID-19. We are following all regulations as set out by the government directives. The operating revenue for Q1 was Rs.146.24 Crores, which is a growth of about 5% over the Q1 of the previous year. The Q1 PAT was Rs.17.07 Crores against previous year of Rs.11.55 Crores, which is a growth of about 47.8% compared to last year. The Company has sold 10864 Nos of Power tillers and 3513 Nos of Tractors for the period ended August 2020 compared to 9341 Nos of power tillers and 3217 Nos of Tractors for the corresponding period last year. The Company has also gained the Compact Tractor & Tiller market shares in Q1 of the Current year.

As informed earlier, we have enhanced the geographical spread of our Tractor & Tiller sales. We have 340 power tiller dealers and 308 tractor dealers spread all over India. During this financial year our aim is to further increase our dealerships in both Tiller and Tractor segment.

Contd.....2

As we plan to scale newer heights of success, we have revisited our vision and mission to set an ambitious target for the future. We aspire to achieve the same on the strength of our product pipeline, our distribution reach and our enthusiasm to explore newer business segments. With our constant focus on empowering farmers with technologically advanced solutions, we continue to work towards the development of new generation tractors and tailored solutions for the compact tractor segment. We also remain poised to further improve our higher horsepower tractors range.

Our relentless efforts to enable growth wouldn't have been possible without the hard work, dedication and sincerity of our team and I would take this opportunity to appreciate our people. I am also grateful to all our shareholders, investors, customers, suppliers, dealers and other stakeholders for their continued support and faith in VST. The company is now prepared to take the next step forward, to transform its vision into reality. I also thank all my colleagues on the Board for their invaluable support in steering the Company forward.

Wish us luck!

Regards,

V K Surendra  
Chairman