



## Chairman's Speech

Dear Shareholders,

It is a pleasure for me to address you at this 53<sup>rd</sup> Annual General Meeting of the Company. As you are aware, we are going through an extraordinary time. The 2<sup>nd</sup> wave of the Covid-19 pandemic has been disruptive in every conceivable socio-economic sphere. In a crisis of this magnitude, your health and safety is of concern to us hence we are conducting this AGM through Video Conferencing.

The Indian economy once again witnessed a slump in FY 2021 owing to varied macroeconomic factors. The year has been marked by multiple headwinds on account of the worldwide pandemic and commodity inflation at the end of the FY21.

We are constantly assessing the rapidly changing circumstances to ensure the safety of our personnel and were able to quickly adopt a coordinated Covid response plan with a primary focus on readiness, mitigation, response, and recovery due to our excellent health and safety culture. We are following all regulations as set out by the government directives.

The operating revenue for Q1 was Rs.193.60 Crores, which is a growth of 32.39% over the Q1 of the previous year. The Q1 PAT was Rs.24.01 Crores against previous year of Rs.17.07 Crores, which is a growth of 40.7% compared to last year. The Company has sold 10312 Nos of Power tillers and 2862 Nos of Tractors for the period ended July 2021 compared to 8226 Nos of power tillers and 2616 Nos of Tractors for the corresponding period last year. The Company has also gained market share in tillers for Q1 of the Current year.

We have enhanced the geographical spread of our Tractor & Tiller sales. We have 512 power tiller dealers and 361 tractor dealers spread all over India. During this financial year our aim is to further increase our coverage in both Tiller and Tractor segment.

VST today is one of the established brands for compact and higher HP tractors, power tillers, weeders and reapers, along with precision components machining. It is also worth noting that VST is the only company in India offering Farm mechanization solutions from 3Hp to 50 Hp.

As we plan to scale newer heights of success, we envision to become a Rs.3000 crore business by FY25. To accomplish this objective, we are relying on four major strategies. We aspire to achieve the same on the strength of our product pipeline, our distribution reach and our enthusiasm to explore newer business segments. Apart from focus on domestic business, we have also scaled up our international business.

In line with our Vision & mission and to keep pace with technological evolution, we have invested in Zimeno Inc, USA which is in the development of electric, driver optional tractor. We have tied-up with Zetor, Czech Republic, to increase our higher HP tractor portfolio and to access new markets. To empower the small & marginal farmers, we have tied up with Pubert, France and MTD India for power weeder and brush cutter.

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, 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.

Thank You.

Regards,

V K Surendra  
Chairman