



Ref: VTTL/SE/2024-25

May 29, 2024

The General Manager – Listing,
National Stock Exchange of India Ltd
Plot No. C/1, G Block,
Bandra – Kurla Complex,
Bandra (E), MUMBAI – 400 051

The Manager Listing,
BSE Ltd.,
Floor 25, P.J. Towers,
Dalal Street,
MUMBAI – 400 001

Dear Sir/Madam,

**Sub: SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015-
Presentation(s) made to the Analyst/Institutional Investor Meeting.**

With reference to our letter dated May 21, 2024, we wish to inform that the Company today participated in B & K Securities, 14th Annual Global Conference.

Please note that all the discussions were held with reference to publicly available information. The investor presentation made at the meeting is enclosed herewith for your record.

This is for your kind information.

Thank you,
Yours truly,
for V.S.T. Tillers Tractors Ltd,

Chinmaya Khatua
Company Secretary
M No: 21759
Encl: a/a



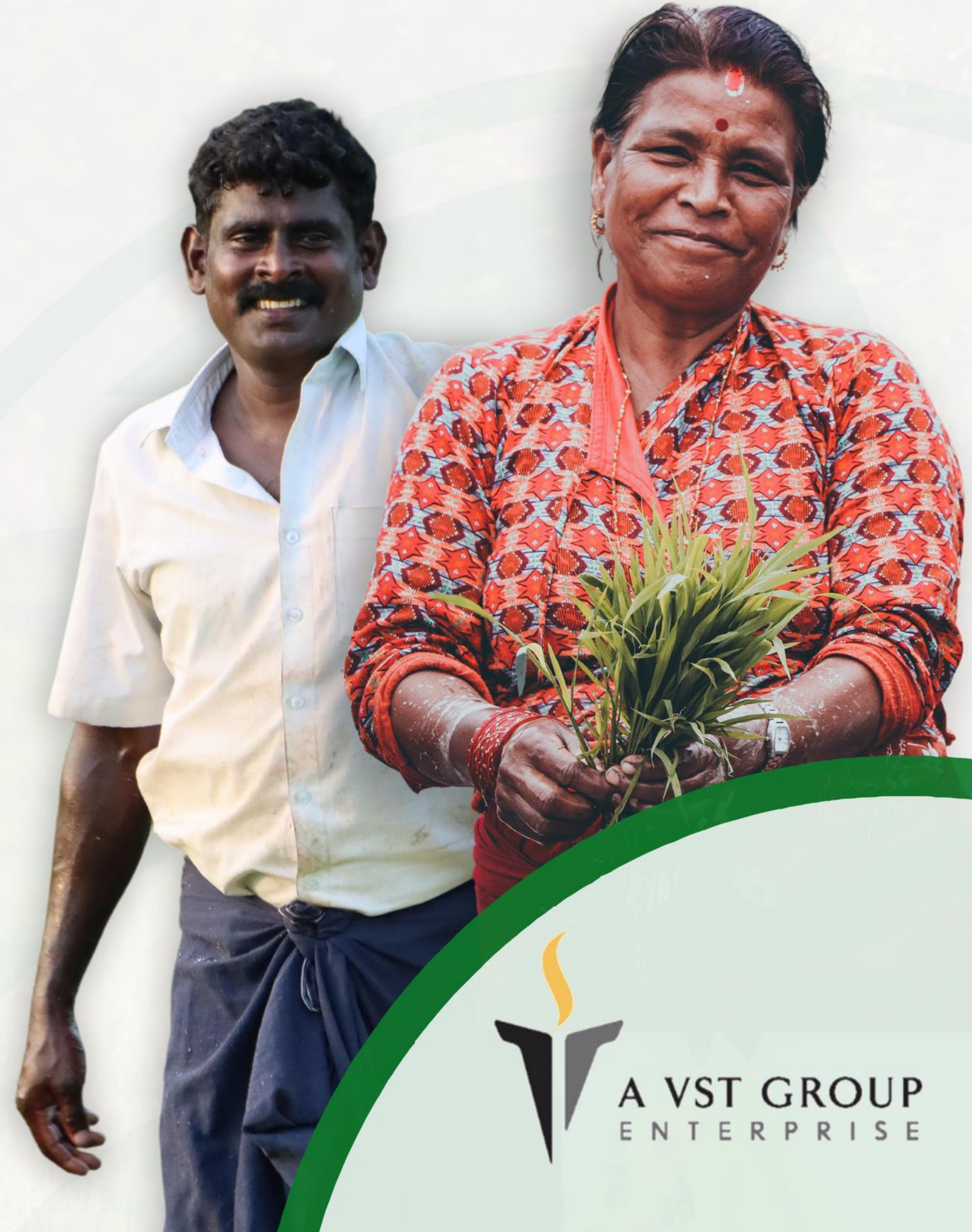
V.S.T. TILLERS TRACTORS LIMITED CIN-L34101KA1967PLC001706
Plot No.1 Dyavasandra Indl. Layout, Whitefield Road, Mahadevapura Post, Bengaluru-560048, India
Phone: 91-80-67141111 Toll Free: 1-800-4190136 Email: vstgen@vsttractors.com
www.vsttractors.com

Grow with us



VST
Grow with us

Analyst meet



A VST GROUP
ENTERPRISE

ABOUT US

Welcome to



- Founded in 1967
- One of the fastest-growing brands in the agriculture segment
- Leadership position in power tillers and 4WD compact tractors.



ABOUT VTTL

- Manufacturer of farm equipment including power tillers, tractors, diesel engines, and other precision agricultural and automotive components.
- Tractors are marketed under VST brand in the domestic market and FIELDTRAC brand in various markets of the European Union meeting the latest EU standards.



OUR VISION AND MISSION

Building a Sustainable Future

5X Vision*:

We will be a **3000 cr** global brand in diversified farm mechanization products and solutions by 2025

Mission:

We will accomplish our Vision with undivided and undeterred commitment towards innovative quality products through Inspired Individuals, Simplified Systems, and 5X Leadership.

*Targeting revenue of Rs. 3000 crores by FY'26, with current visibility at Rs. 2000 plus crores



GO-TO PROVIDER

Of industry-leading, smart farming solutions.

By putting farmers at the forefront of our operations, we are driving positive change in the agricultural landscape.

CORE VALUES



Customer Centricity

Make every interaction count, even the smallest one



Integrity

Doing the right thing, even when no one is watching



Synergy

Together we achieve more



Speed

It's not the big, but the fast that wins



Stretch

Go the extra mile, it is never crowded



Go Green

Conserve to serve

TRAITS

VST's Behavioural Traits: 3F

Fast - Swift Responses and Actions

Adapted to changes in technology, market demands, and customer requirements.

Frugal - Bang with a buck

Start Up mentality with complete focus on customer requirement.

Future Ready - Thriving in Tomorrow's World

Investment in a 100-crore project to establish a global tech centre for enhanced R&D Capabilities.



Our Highlights

With a rich legacy and commitment to farmer empowerment, VST has become a trusted brand in the agricultural equipment industry. Our partnership with Mitsubishi Heavy Industries and our cutting-edge manufacturing facilities have enabled us to maintain a leadership position in both domestic and international markets.



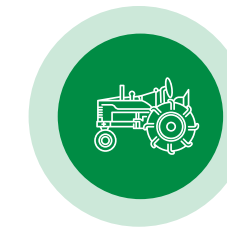
Market Share

Over **75% market share*** in India for power tillers.



Growth

Rapid Growth in last 4 years despite COVID and other disruptions



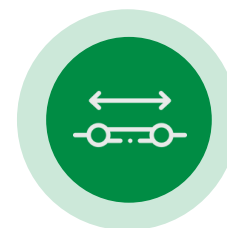
Compact Tractors

Pioneers in introducing **4WD compact tractors.**



Cultivating Trust

Trust of **> 5 Lakh Farmers**,
Legacy of **> 50 Years**



Product Range

(2 HP to 50 HP)



Global Presence

Presence in more than **40 countries worldwide.**

*Team analysis

TRANSFORMATION

Enhancing value through effective strategies

By streamlining and optimizing operations, VST has been able to achieve substantial growth.

Pathway to vision

CLEANING TO GROW

Optimising Inventory, Policies, Processes, Technology, and Product

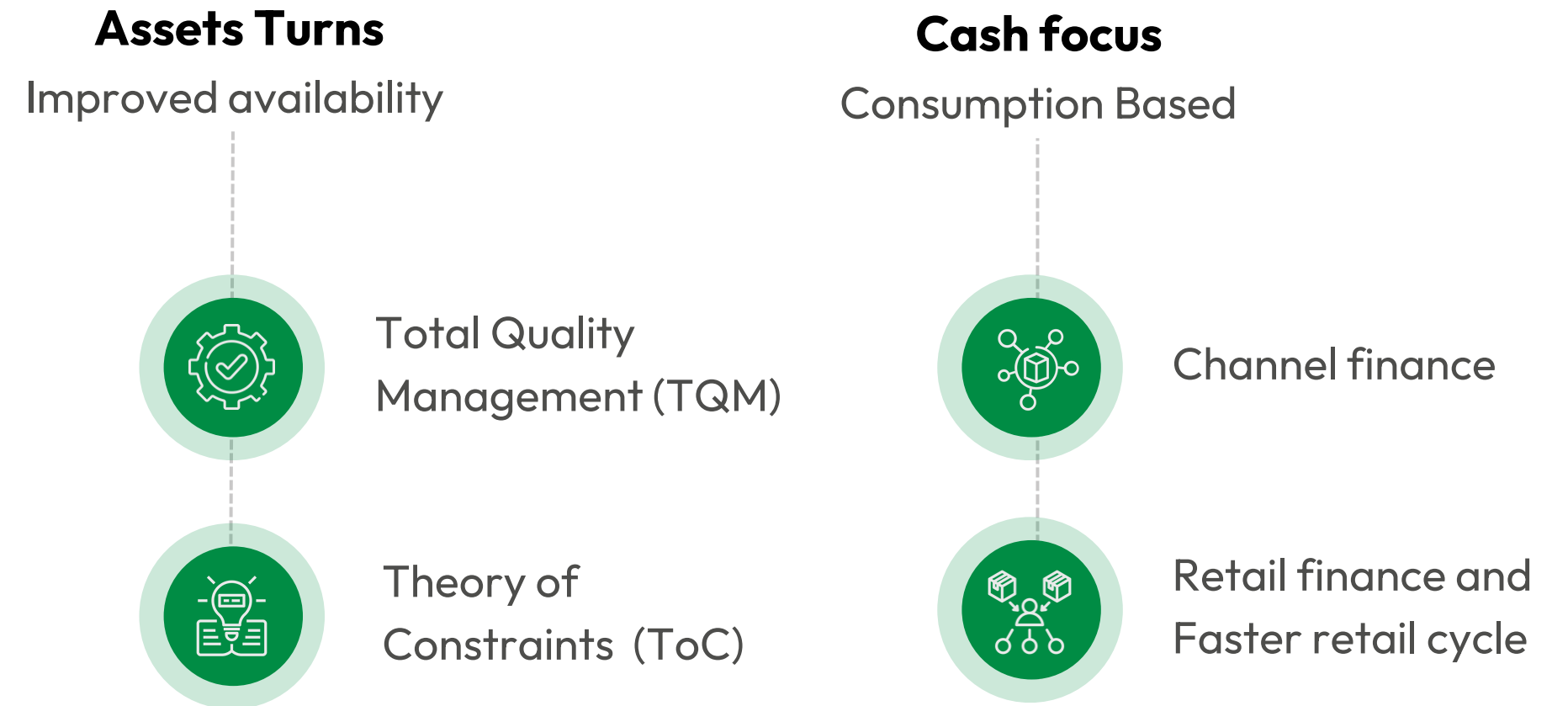
GEARING TO GROW

Systems Implementation, PC-wise Focus, Organizational Transformation, Growth Projects, and Brand Transformation.

EXPONENTIAL GROWTH

Leveraging Growth Projects, Inorganic Expansion, Global Opportunities, New Capacity Planning, and Brand Promotion.

Building blocks



PATHWAY TO VISION

Exponential Growth

Strategic Directions



Evolve Power Tillers
To Small Farm Machines
and going Global.



Leadership
Leadership in Compact
Tractor Segment



HHP Tractor
HHP Tractor –Maximize
capacity Utilization.



Implements
Promote Precision
Implements (PCD)




Technology Evolutions
Participate in technology evolutions
(electric/ autonomous tractor)



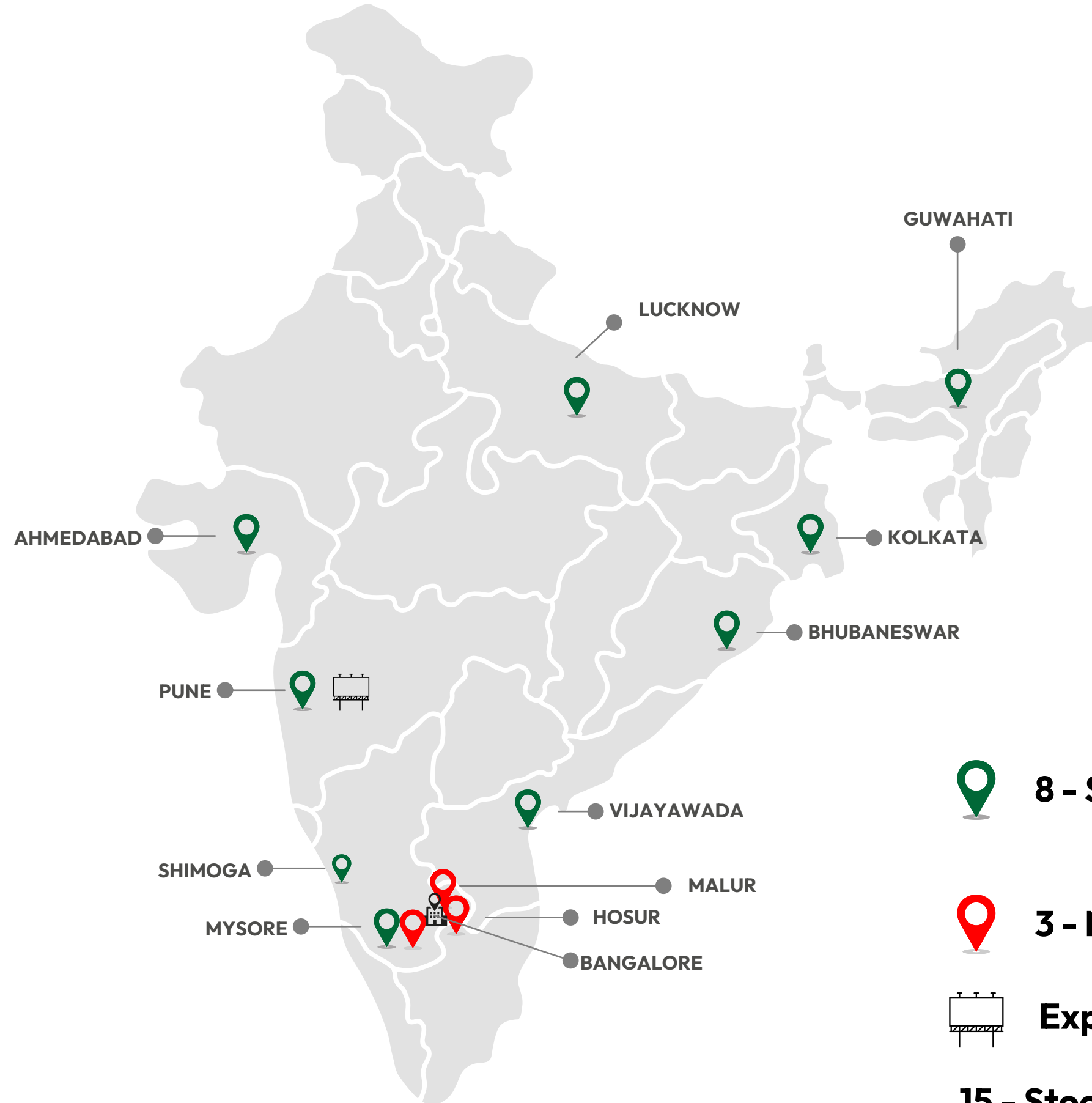
Rural Distribution
Exploring Opportunities

OUR PRESENCE

Our Presence in India



HEAD OFFICE
Bangalore, Karnataka



 **8 - SALES OFFICES**

 **3 - MANUFACTURING UNITS**

 **Experience center located at Pune**

15 - Stock yards across India

Geographical Footprints

40+ countries



- AMERICA
- EUROPE
- AFRICA
- ASIA

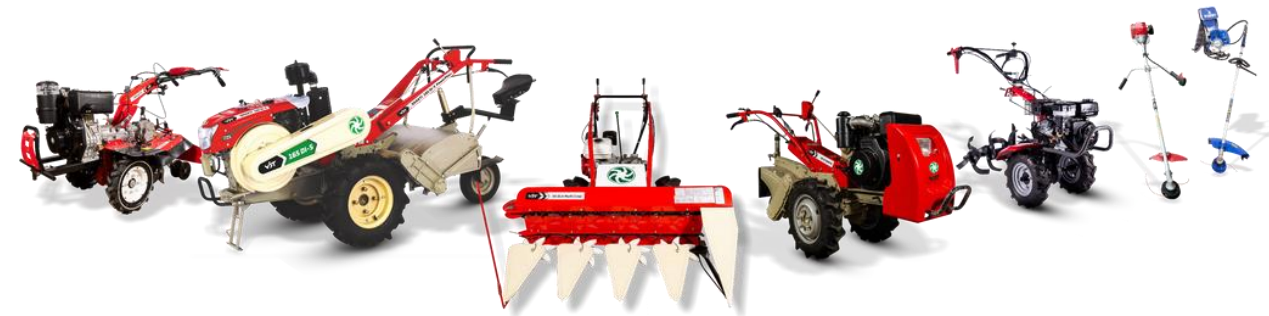
PORTFOLIO

Global Fields of **GROWTH**

TRACTORS



SMALL FARM MACHINES



DISTRIBUTION



INTERNATIONAL BUSINESSES



PRECISION IMPLEMENTS



EV SOLUTIONS





HIGHLIGHTS

FY 24 Overall Performance

₹ **121.5 Cr**

Highest Net **Profit**

₹ **140.6 per share**

Highest **EPS**(basic)

₹ **48.61 Cr**

Improved cash flow from
Operations

12.83 %

Operational EBITDA, better than
previous year

1,680 Nos

Highest International sales of
Tractors

Electric pump ₹ 10 Cr

In the 2nd year of Operations

VST Zetor Product Launch

Three models launched in May'24 in the
HHP segment (40-50HP)

US Entry

Established a wholly owned subsidiary VST Americas
Inc., VST Fieldtrac LLC in April'24

FY 24 Awards and Certifications

IMexI- Hosur and Malur



Silver Medallion

QCFI Competition



100% Elimination of Oil leakage in Chain case

CII State Competition



Received 'Best Themes' Trophy

CII Quality circle



Re-Certification



ISO 14001 & ISO 45001



Reduction in Rejection of Trem Camshaft Rough Cam



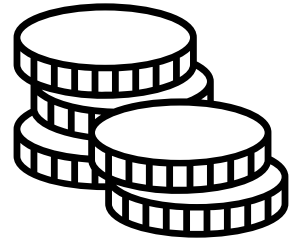
Best Supplier Award from MHI - Mysore



Key Priorities in the next 2 years

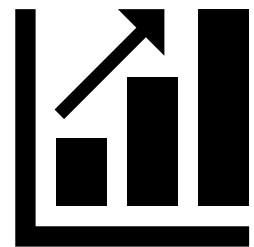


Financials



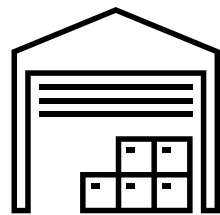
1. Targeting revenue of Rs. 3,000 Crs by FY'26, with current visibility at Rs. 2,000 Crs
2. Operational EBITDA guidance @ 11% to 13% despite investments for growth

Expanding business: Evolve PT to SFM



1. Tiller business to grow by 15-20%
2. Planning to start manufacturing Power weeders from this financial year.
3. Bangladesh entry with SFM range of products

Expanding business: Rural distribution



1. Electric pump business scale-up
2. Explore other opportunities

Key Priorities in the next 2 years

Leadership in Compact segment:

- a) Core business, tractor to grow by 10% to 15%
- b) US Entry (Product launch in FY 2026)
- c) Continue Global Expansion – Europe (Nordic), South America



Maximize capacity utilization

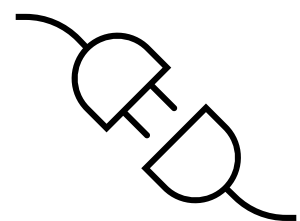
VST Zetor, Volume scaleup of HHP tractors



Technology evolution

Products are at different stage of development in both ICE and Electric for Domestic and International:

- Tractor range- Compact and HHP – Readiness for Stage 5
- SFM range- Power Tiller, Weeder – Readiness for Electric





Disclaimer: This Release/Communication contains historical information and forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability and input costs. The Company, therefore, cannot guarantee that the forward looking statements made herein shall be realized. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

Thank You!