



**Ref: VTTL/SEC/SE/2024-25**

**May 09, 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  
PH: 022-26598235

The Manager Listing,  
BSE Ltd.,  
Floor 25, P.J. Towers,  
Dalal Street,  
MUMBAI – 400 001  
PH: 022-22721234

Dear Sir/Madam,

**Sub: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 – Presentation to be made to the Investors.**

In pursuance of Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, please find attached, the Presentation on the Financial Results.

This is for your information and records.

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

Chinmaya Khatua  
Company Secretary  
M NO: 21759



**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](mailto:vstgen@vsttractors.com)  
[www.vsttractors.com](http://www.vsttractors.com)

*Grow with us*



# Investor Presentation

9<sup>th</sup> May 2024

*Grow with us*

## Safe Harbor

Certain statements in this release concerning our future growth prospects, or our future financial or operating performance, are forward-looking statements intended to qualify for the 'safe harbor' under the Private Securities Litigation Reform Act of 1995, which involve a number of risks and uncertainties that could cause actual results or outcomes to differ materially from those in such forward-looking statements.



## Financials

- ☐ Highlights
- ☐ Sales Volume Q4
- ☐ Q4 Results
- ☐ Sales Volume FY24
- ☐ FY 24 Results



## Others

- ☐ US Entry
- ☐ VST Zetor product launch

## KEY HIGHLIGHTS FOR FY 24



**Net profit of Rs 121.51 Cr**

Highest ever Net profit

**EPS <sub>(basic)</sub> Rs 140.64 per share**

Highest ever for any year

**Cash flow from operations Rs 48.61 Cr**

Beter cash flow compared to previous year

**Export of 1680 tractors**

Growth of 16% over last year

# Sales Volume for SFM & Tractor – Q4

(No's) 

| Product      | Q4 FY 24 | Q4 FY23 | Growth % |
|--------------|----------|---------|----------|
| Power Tiller | 11,566   | 12,813  | -10%     |
| Tractor      | 960      | 1,349   | -29%     |
| Power Weeder | 1,385    | 1,078   | 28%      |
| Reaper       | 115      | 329     | -65%     |

# Profit & Loss Statement – Q4

(Rs. Cr)



| Particular                  | Q4 FY24       | Q4 FY23       |
|-----------------------------|---------------|---------------|
| Revenue from Operations     | 273.44        | 322.61        |
| Total Expenses              | 233.61        | 268.06        |
| EBITDA                      | 50.22         | 59.78         |
| <i>EBITDA %</i>             | <i>17.69%</i> | <i>18.23%</i> |
| Operational EBITDA          | 39.83         | 54.55         |
| <i>Operational EBITDA %</i> | <i>14.57%</i> | <i>16.91%</i> |
| PBT                         | 43.03         | 52.58         |
| <i>PBT %</i>                | <i>15.16%</i> | <i>16.04%</i> |
| PAT                         | 35.12         | 40.15         |
| <i>PAT %</i>                | <i>12.37%</i> | <i>12.25%</i> |

# Sales Volume for SFM & Tractor – FY 24

(No's)



| Product      | FY 24  | FY23   | Growth % |
|--------------|--------|--------|----------|
| Power Tiller | 36,480 | 38,249 | -5%      |
| Tractor      | 5,388  | 6,874  | -22%     |
| Power Weeder | 4,567  | 3,392  | 35%      |
| Reaper       | 1,964  | 1,434  | 37%      |

# Profit & Loss Statement – FY24

(Rs. Cr)



| Particular                  | FY24          | FY23          |
|-----------------------------|---------------|---------------|
| Revenue from Operations     | 968.05        | 1006.43       |
| Total Expenses              | 843.86        | 879.22        |
| EBITDA                      | 184.77        | 152.16        |
| <i>EBITDA %</i>             | <i>17.96%</i> | <i>14.75%</i> |
| Operational EBITDA          | 124.19        | 127.21        |
| <i>Operational EBITDA %</i> | <i>12.83%</i> | <i>12.64%</i> |
| PBT                         | 155.61        | 123.95        |
| <i>PBT %</i>                | <i>15.13%</i> | <i>12.02%</i> |
| PAT                         | 121.51        | 92.37         |
| <i>PAT %</i>                | <i>11.81%</i> | <i>8.96%</i>  |



## Financials

- ☐ Highlights
- ☐ Sales Volume Q4
- ☐ Q4 Results
- ☐ Sales Volume FY24
- ☐ FY24 Results



## Others

- ☐ Launch of VST Zetor Tractors
- ☐ Update on US Entry



Launched 3  
models:  
VST ZETOR  
5011,  
4511,  
4211

in the 41- 50  
HP segment

1. The Company has on April 25, 2024 incorporated a Wholly Owned Subsidiary in the name of VST Americas Inc in the United States, to inter-alia assist the Company in augmenting the growth opportunities by catering to the needs of the US market in tractor and farm machineries segment.
2. Further, VST Americas INC, a Wholly Owned Subsidiary of the Company has on April 25, 2024 incorporated a Limited Liability Company (“LLC”) in the name of VST FIELDTRAC LLC in the United States.



# Thank You



## **VST TILLERS TRACTORS LTD.**

CIN- L34101KA1967PLC001706

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## **Mr. Nitin Agrawal**

Chief Financial Officer  
[nitin.agrawal@vsttractors.com](mailto:nitin.agrawal@vsttractors.com)

## **Mr. Chinmaya Khatua**

Company Secretary  
[chinmaya@vsttractors.com](mailto:chinmaya@vsttractors.com)