#NewBharat #NewVision

Date: December 9, 2025

To,
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra- Kurla Complex,
Bandra (East), Mumbai – 400 051

Symbol: VIESL

Dear Sir/Madam,

Sub: Outcome of Group meeting

In accordance with the applicable requirements and regulations of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, and other applicable Regulations, if any, we wish to inform you about the successful completion of the Group meeting with Hem Securities- Samruddhi 2025- Virtual SME Conclave held on Friday, December 5, 2025. During the session, the Company discussed the following:

Company Overview

Vision Infra Equipment Solutions Limited is identified as a fast-growing infra equipment solution company, and is recognized as India's largest and leading infrastructure equipment service provider. The company offers rentals, refurbishment, and output-based services to over 200 leading EPC players across 26 states. Vision Infra Equipment Solutions is well-positioned to benefit from India’s accelerating infrastructure capital expenditure (capex) cycle, backed by strong margins, a large diversified fleet, and rising global exports.

The company operates as a One-Stop Equipment Solutions provider, capitalizing on the Indian government's significant focus on infrastructure, including an approximate ₹11 lakh crore budget allocation for infrastructure this year. The government is rapidly advancing work across sectors like Express Highways, National Highways, Airports, Railways, and Irrigation, creating substantial opportunities.

Operational resources include a current fleet of approximately 450 equipment units, a techno-commercial team of 350 personnel, and about 1,000 outsourced team members. The company serves approximately 250 reputed clients, including major contractors like L&T, Afcons, Kalpataru, IRB, and Ashoka Buildcon.

Business Verticals and Models

The company operates through two main verticals: **Rental** (45% of revenue) and **Refurbishment** (55% of revenue).

1. **Rental Vertical:** This vertical employs two distinct business models:
   ◦ **Time-Based Model (Fixed Rental):** This charges a fixed monthly rate. This model typically yields lower revenue but results in **better margins**, contributing approximately **45% of the rental revenue**.
   ◦ **Output-Based Model:** Billing is based on per-unit cost (such as per ton, per cubic meter, or per square meter) depending on the equipment's output,. This model achieves significantly **better revenue**, though margins are slightly lower, contributing approximately **55% of the rental revenue**. The company owns nearly all the equipment it rents out.

2**. Refurbishment Vertical:** The company purchases used equipment from various entities (OEMs, NBFCs, banks, manufacturers, dealers, and corporate/mid-corporate clients), refurbishes it, and sells it both domestically and through overseas markets.

A key strength is the **synergy between the Rental and Refurbishment verticals**,, which aids in maintaining a young, healthy fleet, with approximately **90% of the equipment being less than 5 years old**,. However, the refurbishment business requires substantial working capital because the cycle, from purchase to sale, can take between **90 to 120 days**.

Strategic Differentiation and Outlook

Vision Infra Equipment Solutions differentiates itself by leveraging the synergy of its dual business model to ensure better equipment quality and by providing end-to-end services, which is a competitive advantage not commonly utilized by organized players in this sector,. The company focuses on specialized segments such as road maintenance, elevated projects, and concrete roads where organized competition is lower.
Vision Infra owns and operates the largest fleet of asphalt and concrete pavers in India, expanding its capabilities and complementing its equipment rental and leasing portfolio.

- High - Growth Opportunity
- Advanced Paver Technology

Our strategic expansion in concrete paver segment, aimed at enhancing our service offering and strengthening our market position. This expansion enables us to cater to the growing demand for concrete pavers in the region while also exploring new opportunities.

Financial Performance

In the previous year, the company achieved a revenue growth of approximately 45%. For the first half (H1), the company reported revenue of approximately ₹281 crore (45% growth), EBITDA of approximately ₹72 crore (40% growth), and PAT of about ₹21 crore (47% growth).

No unpublished price-sensitive information (UPSI) was shared during the interaction, adhering strictly to regulatory compliance.

Kindly take this outcome on record.

For and on behalf of the Board of Directors of,
VISION INFRA EQUIPMENT SOLUTIONS LIMITED

SACHIN VINOD GANDHI
Digitally signed by SACHIN VINOD GANDHI
Date: 2025.12.09 15:49:21 +05'30'

Sachin Vinod Gandhi
(Managing Director, DIN: 09857165)
Address: Vadgaon Anand at Post,
Alephata, Junnar, Pune, Maharashtra
412411, India.