



# Olectra Greentech Limited

10<sup>th</sup> November, 2021

To BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street Mumbai-400 001	To National Stock Exchange of India Ltd Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (E) Mumbai-400 051
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Dear Sir/Madam,

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Ref:   Scrip Code on BSE                                 :       532439**  
      **Scrip ID on NSE                                     :       OLECTRA**  
      **Name of the Scrip                                 :       Olectra Greentech Limited**

In line with the intimation given by the Company on 09.11.2021 about the schedule of Conference Call, we hereby inform you that the management of the Company today had a Conference Call with the investors/analysts.

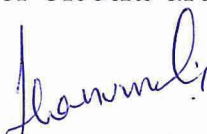
Further copy of the investor presentation is attached herewith and has also been uploaded on the website of the Company [www.olectra.com](http://www.olectra.com).

This is for your information and records.

Thanking You,

Yours faithfully,

**For Olectra Greentech Limited**

  
**P Hanuman Prasad**  
**Company Secretary**





**400** +E Buses  
on Indian roads

**PIONEER IN ELECTRIC MOBILITY IN INDIA**

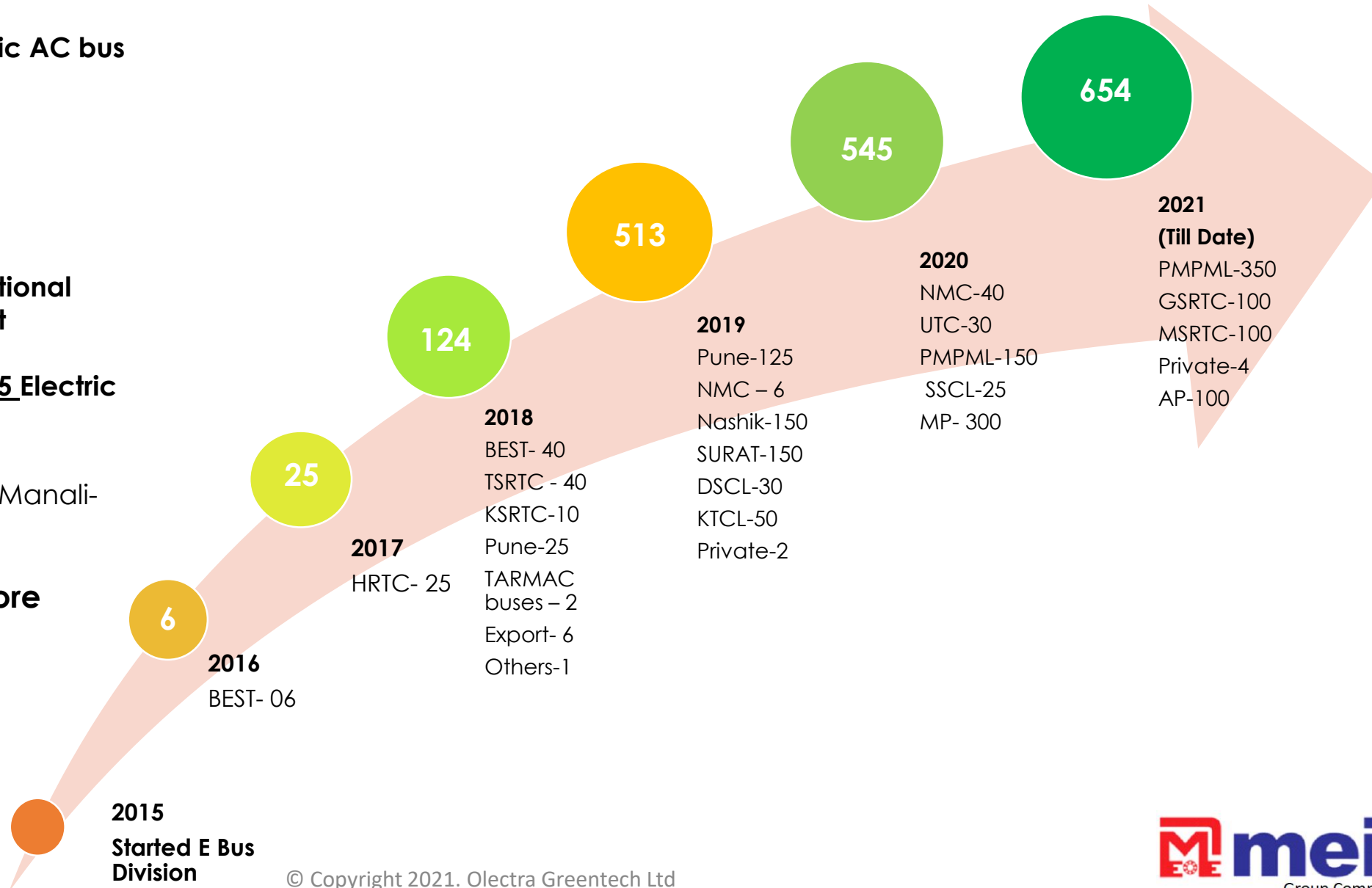


Statements in this presentation describing the objectives, projections, estimates and expectations of Olectra Greentech Limited (the “Company”) may be “forward-looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors. Certain analysis undertaken and represented in this document may constitute an estimate from the Company and may differ from the actual underlying results.



# Olectra - BYD : 1st to deliver E-buses in India

- ✓ **First ever 7m,9m,12m Electric AC bus** launched
- ✓ E-Buses for trials - **40 STU's**
- ✓ **1475 Orders On hand**
- ✓ **16 charging stations Operational** and **24 Under Development**
- ✓ Homologated **4 Models** with **135 Electric bus variants**
- ✓ **"Limca Book of Records"** – Mandali-Rohtang Operations
- ✓ Covered **more than 4 Crore Electric km** across India.



# Olectra Bus Fleet

PMPML – Pune



HRTC - Himachal Pradesh



TSRTC – Hyderabad



KSRTC - Kerala



BEST - Mumbai





# Olectra Bus Fleet



# Olectra Product Range

E-Bus - K6 (7m)



E-Bus - K7 (9m)



E-Bus - K9 (12m)



E-Bus - C9 (12m)



Type I  
Luxe



Type I  
Type II

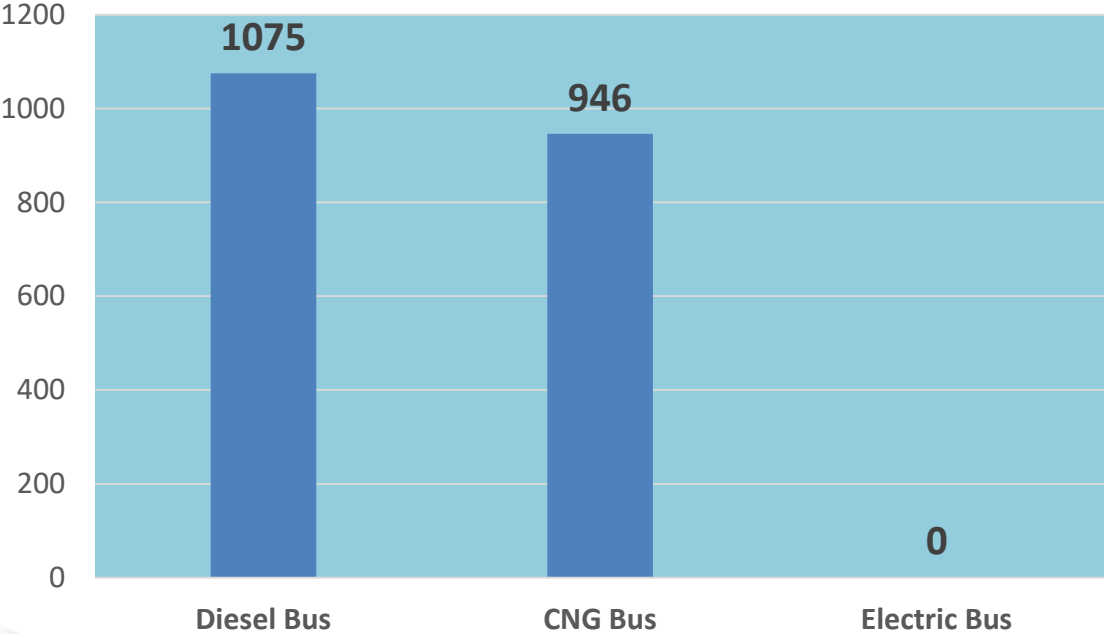
Type I  
Type II  
Tarmac

Type III

# Electric Buses Outperform Fossil Fueled Buses

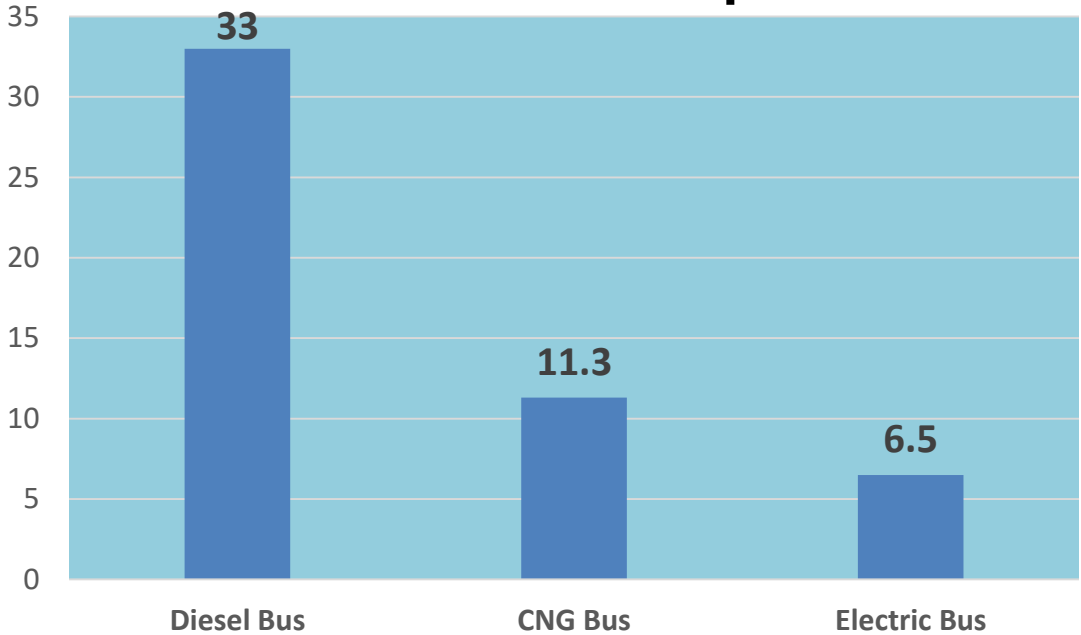
## Clean

Tailpipe Emissions  
gCO<sub>2</sub>/km



## Affordable

Per KM Fuel Cost



Source: CSE Study



## TIV of Bus Industry:

- ❖ The number of buses in India are **1.8 mn** for population of 1380 mn.
- ❖ Out of which two third of buses are more than 10 years old
- ❖ Going forward yearly with recent scrappage policy more than 2 lakh buses are replaced in India

Description		2021	2030 E
Current Number of buses	in Mns	1.8	2.41
Population	in Mns	1,380	1,509
No of Buses available for 1000 People	In No's	1.30	1.60
No of Buses required per 1000 people	In No's	1.60	1.60
Number of buses Required as per 1.6 ratio	in Mns	2.21	2.41
No of vehicles need to be scrapped	in Mns		1.20
New buses required to cater in increase in population by 2030	in Mns		0.61
Total new Buses required by 2030	in Mns		<b>1.81</b>
Per Year Requirement	in Mns		<b>0.20</b>

200K new buses  
required per year



## OLECTRA's Commitment to Market:

Each Customer is unique, his demands are so as well. At Olectra we ensure that such latent requirements are catered to.

Vehicle	Initial Spec	Additional Variants
7-9M Range	Base Variant : 150 KM	Variant 2 : 200 Km
12M Range	Range : 350 km	Variant 2 : 250 Km Variant 3 : 170 Km



- ❖ **Feeder Bus** /Last Mile connectivity 7m Electric Bus
- ❖ **Intercity Coach** Bus launched
- ❖ **2x3 layout** 12m Electric Bus launched
- ❖ **2x2 Type II** 9m E Bus launched
- ❖ **BRT** 12m and 9m Electric Buses designed and launched
- ❖ **Feature** Rich Products



# STANDALONE RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2021

Rs in Crs

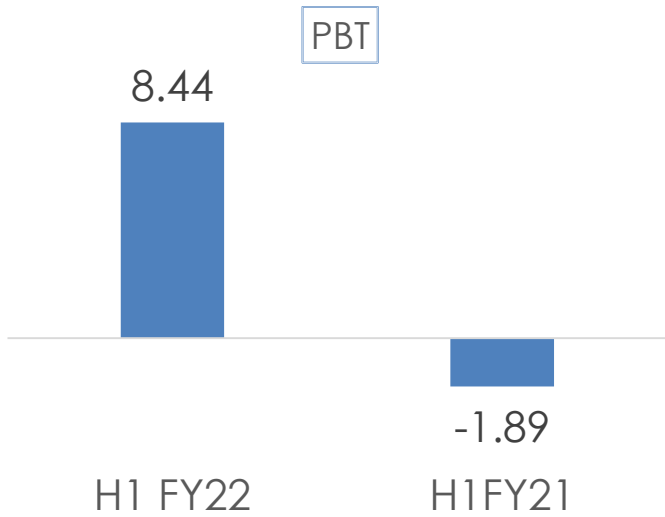
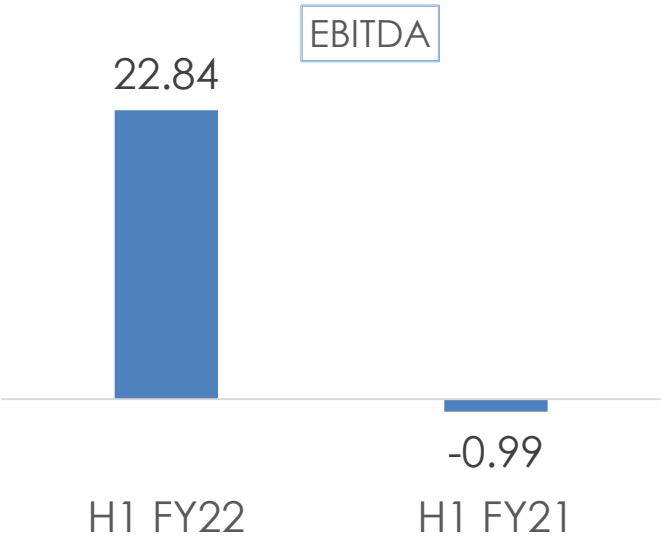
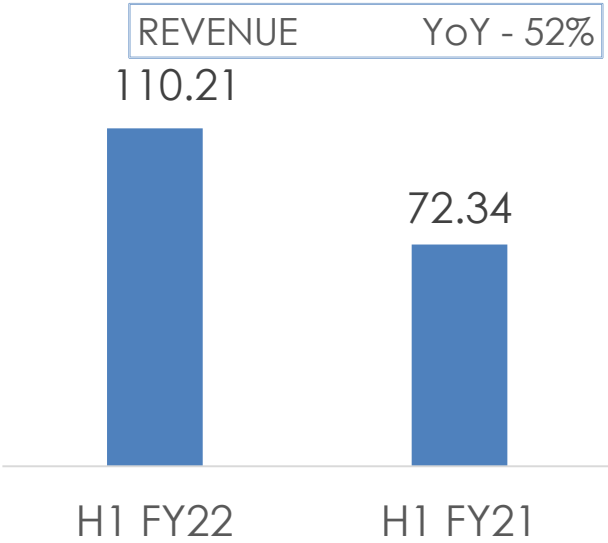
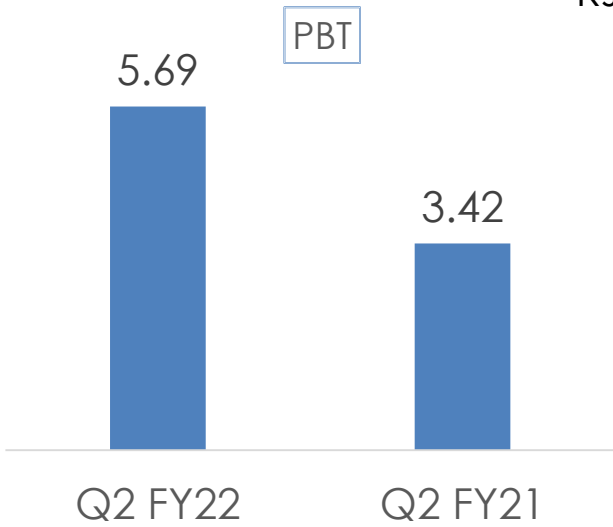
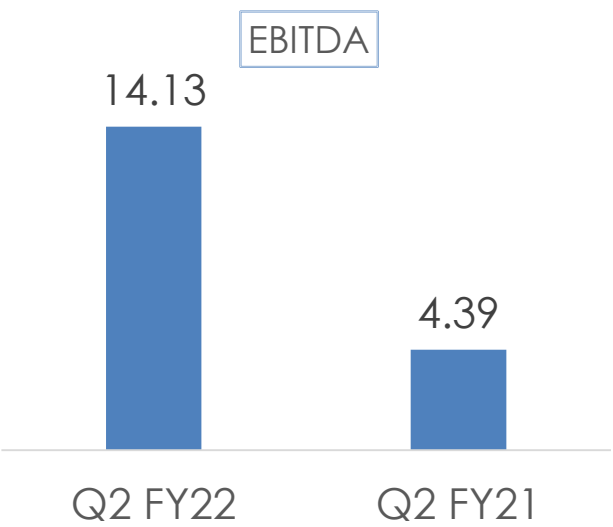
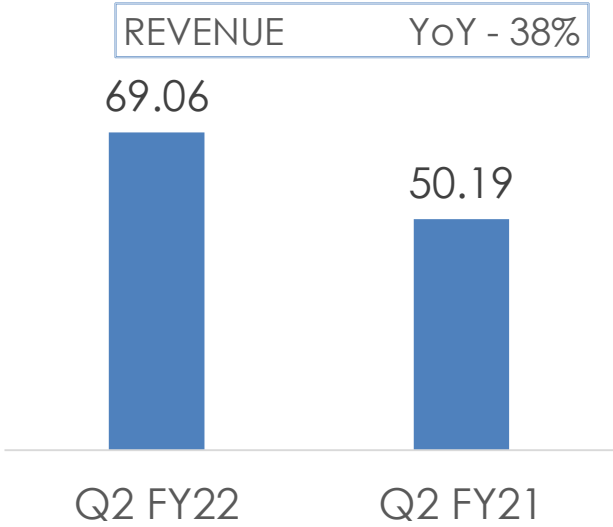
	Q2 FY22	Q2 FY21	Y-o-Y Change	H1 FY22	H1 FY21	Y-o-Y Change
Revenue	69.06	50.19	37.6%	110.21	72.34	52.3%
EBITDA	14.13	4.39		22.84	-0.99	
EBITDA Margin	20%	9%		21%	-1%	
EBIT	8.12	2.48		10.79	-4.80	
EBIT Margin	12%	5%		10%	-7%	
Profit before exceptional items and tax	8.24	3.42		10.98	-1.89	
Exceptional items	-2.55			-2.55		
Profit before tax	5.69	3.42		8.44	-1.89	
Profit after tax	3.71	2.26		5.74	-1.37	



STANDALONE RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2021



Rs in Crs



# CONSOLIDATED RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2021



Rs in crs

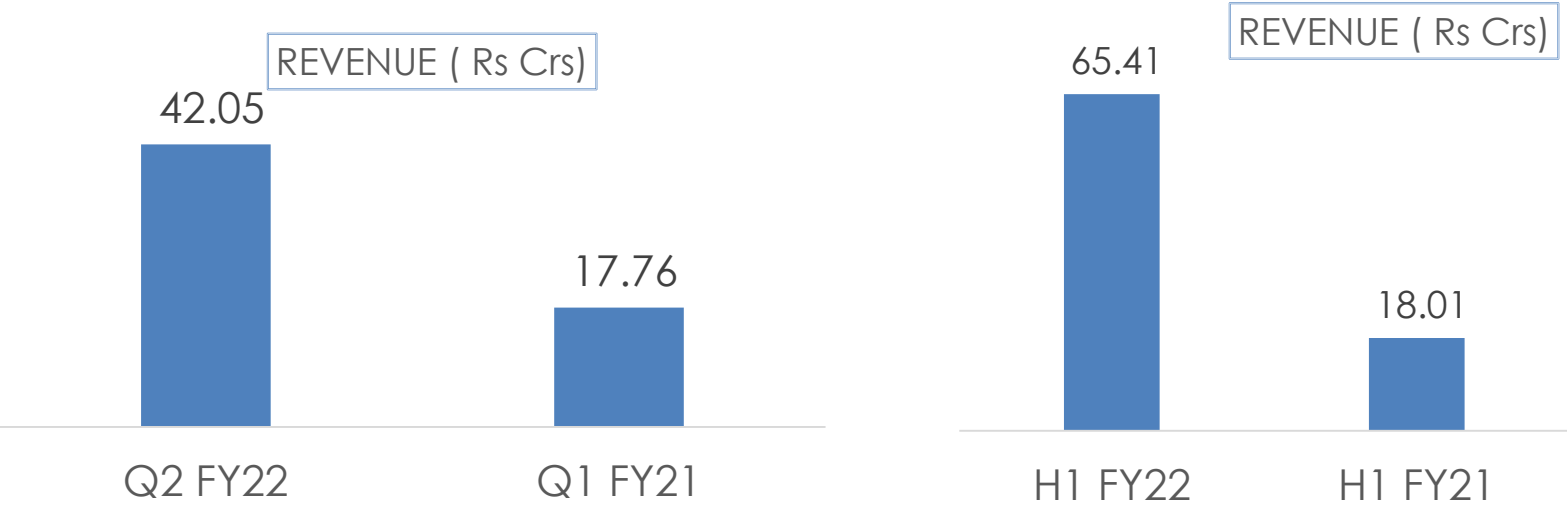
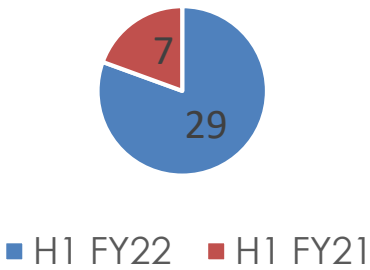
	Q2 FY22	Q2 FY21	Y-o-Y Change	H1 FY22	H1 FY21	Y-o-Y Change
Revenue	71.43	50.24	42.2%	113.70	72.39	57.1%
EBITDA	15.14	2.93		23.99	-3.49	
EBIT	8.00	-0.09		9.69	-9.53	
Profit/(loss) before share of profit/(loss) of associates, exceptional items and tax	8.06	0.85	-	9.78	-6.58	
share of profit/(loss) of associates, exceptional items and tax	0.16	-	-	0.22	-	
Exceptional items	2.55	-	-	2.55	-	
Profit before tax	5.68	0.85	-	7.45	-6.58	
Profit after tax	3.60	0.51		4.92	-4.58	

# E BUS DIVISION RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2021

Rs in Crs

	Q2 FY22	Q2 FY21	Y-o-Y Change	H1 FY22	H1 FY21	Y-o-Y Change
Revenue	42.05	17.76	136.8%	65.41	18.01	263.3%
EBITDA	9.43	0.01		16.31	-6.93	
EBITDA Margin	22%	0.08%		25%	-38%	
EBIT	4.33	-1.00		6.07	-12.21	
EBIT Margin	10%	-6%		9%	-68%	
Profit before tax	4.57	0.50		4.66	-8.19	

No of buses sold



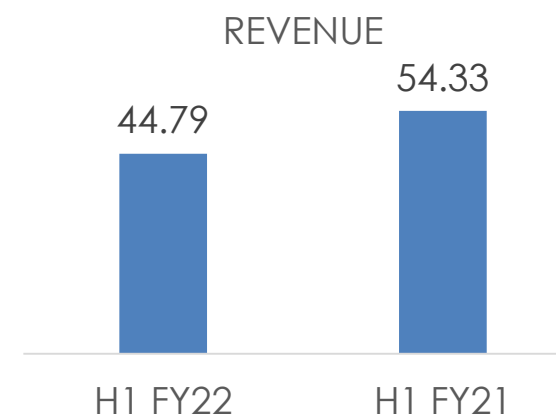
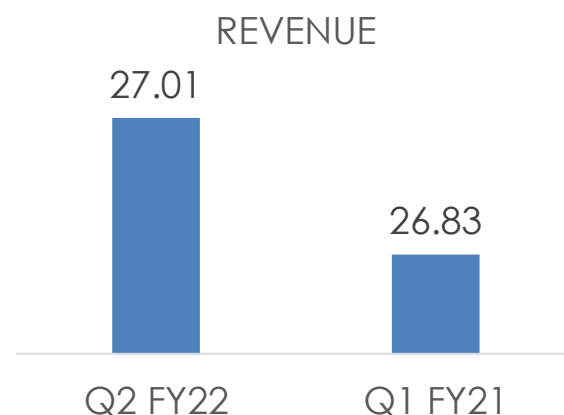


# INSULATOR DIVISION RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2021



Rs in Crs

	Q2 FY22	Q2 FY21	Y-o-Y Change	H1 FY22	H1 FY21	Y-o-Y Change
Revenue	27.01	32.44	-16.7%	44.79	54.33	-17.6%
EBITDA	4.70	4.37		6.54	5.94	
EBITDA Margin	17%	13%		15%	11%	
EBIT	3.79	3.48		4.72	7.41	
EBIT Margin	14%	11%		11%	14%	
Profit before exceptional items and tax	3.67	2.92		6.33	6.31	
Exceptional items	-2.55			-2.55		
Profit before tax	1.12	2.92		3.78	6.31	



- ✓ Significant improvement in revenues as compared to a year ago.
- ✓ Demand remains strong with order book of 1475 electric buses
- ✓ Q2 EBITDA at 22% as compared to 0.08% in Q2 FY21
- ✓ H1 EBITDA at 25% as compared to -38% in H1FY21

## Looking ahead

- ✓ The business scenario continues to show significant improvement.
- ✓ Sequential improvement in performance is expected with the execution of the orders from Q3 onwards
- ✓ Additionally, the company has been allotted with 150 Acres of land for setting up of green field factory which after completion will increase the volumes.

# Future Road Map...

- ✓ Government of Telangana has allotted 150 Acres of land to OGL
- ✓ OGL will construct EV manufacturing plant with state of Art technology in coming 12-18 months time
- ✓ OGL plans to manufacture electric buses, trucks, LCV's, 3-wheelers and other EV products in new plant
- ✓ With Expanded Capacity of **10,000** buses per year
- ✓ Entry into **Inter-city / Inter-state Private Transport Segment**
- ✓ Entry into **Staff Transport** private segment
- ✓ Establishing **TARMAC** buses in Airports





# THANK YOU

