



2,700+*E* Vehicles on Indian roads



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Sharat Chandra Bolusani
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Company Overview

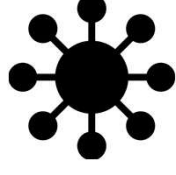
Olectra : Key Information



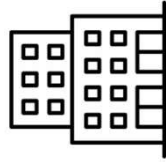
Company
Olectra Greentech



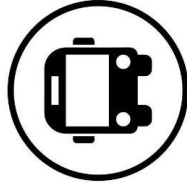
Market Capital
INR 102.3 Billion
(USD 1.2 Billion)



Product Variants
135+



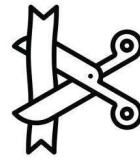
Corporate Office
Hyderabad, India



No. of EVs on Road
2700+



Order Book
10,000+



Founded
2000



Clean KM
40+ Crore
(400+ Million)



No. of Employees
1000+

Olectra Greentech : Company Snapshot



Incorporated in 2000, a leading manufacturer of electric buses in India, and completed homologation of first E-Bus in 2017

More than 8 years of experience in manufacturing and commercialization of E-buses

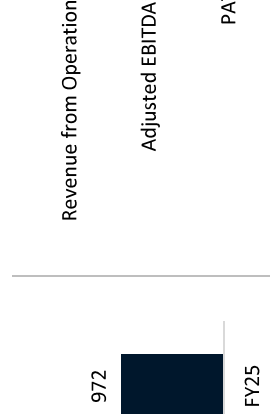
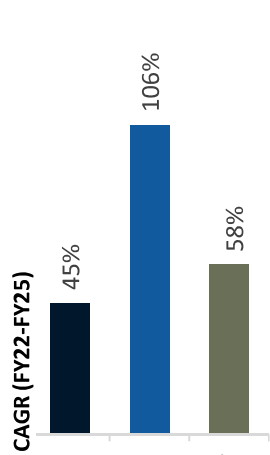
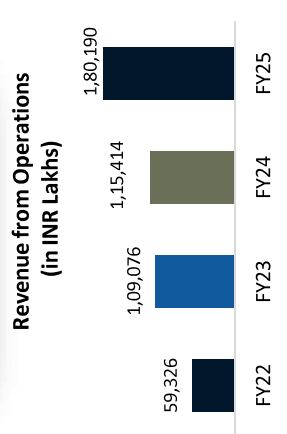
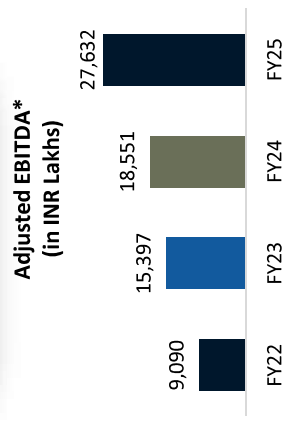
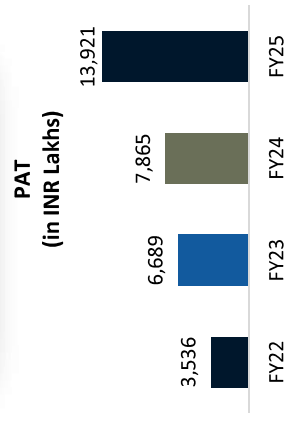
Manufacturers of the seven-meter, nine-meter and twelve-meter models of the electric buses in India

Expansion of product line in the e-mobility segment to electric tipper

Established greenfield State-of-the-Art plant in Hyderabad with capacity of **5,000 units/year** and scalable to **10,000 units/year**

One of the largest manufacturer of electric buses in India

Primarily engaged in manufacturing Electric buses and composite polymer insulators



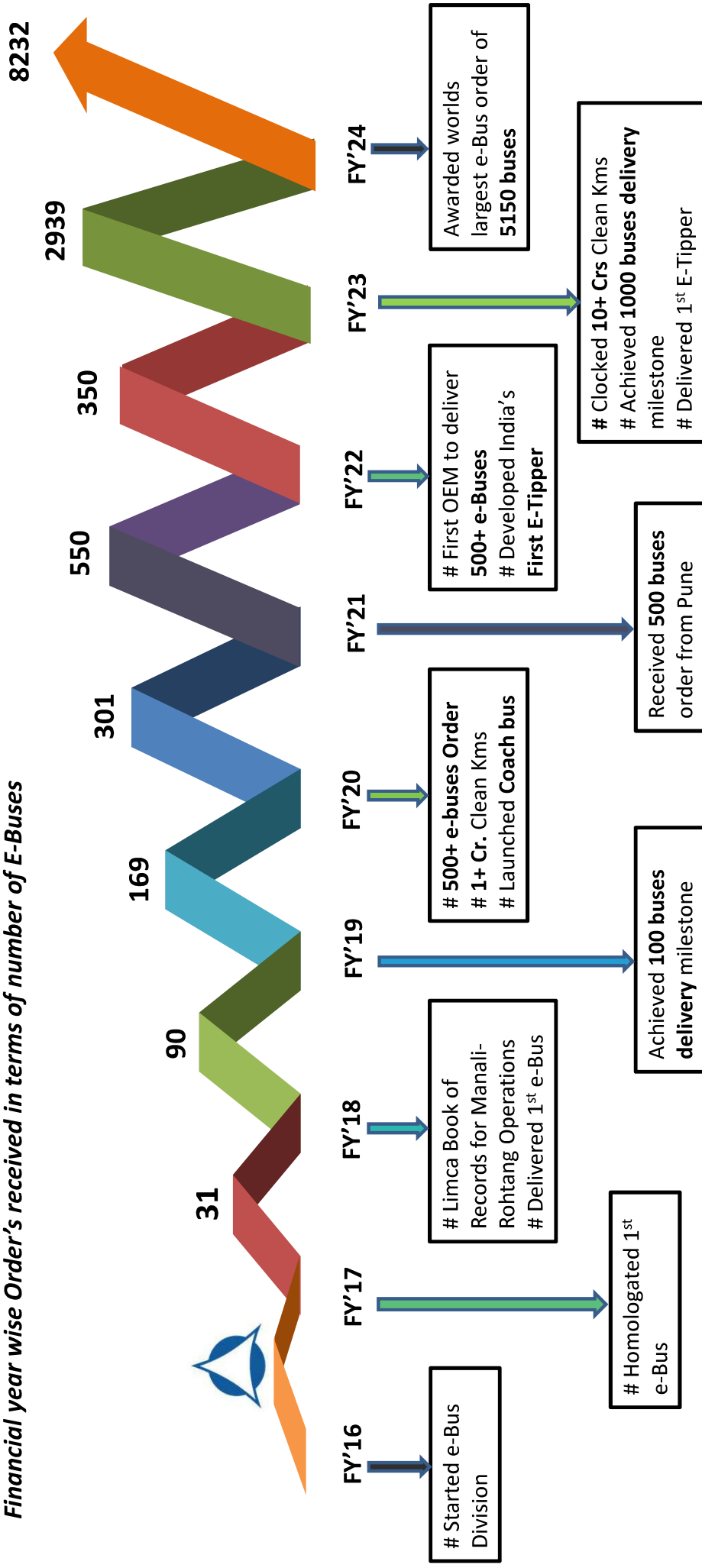
*Adjusted EBITDA= PBT + Depreciation and Amortisation + Finance Costs

^ Includes sales of E-Tippers

Olectra : Timeline - Company Growth



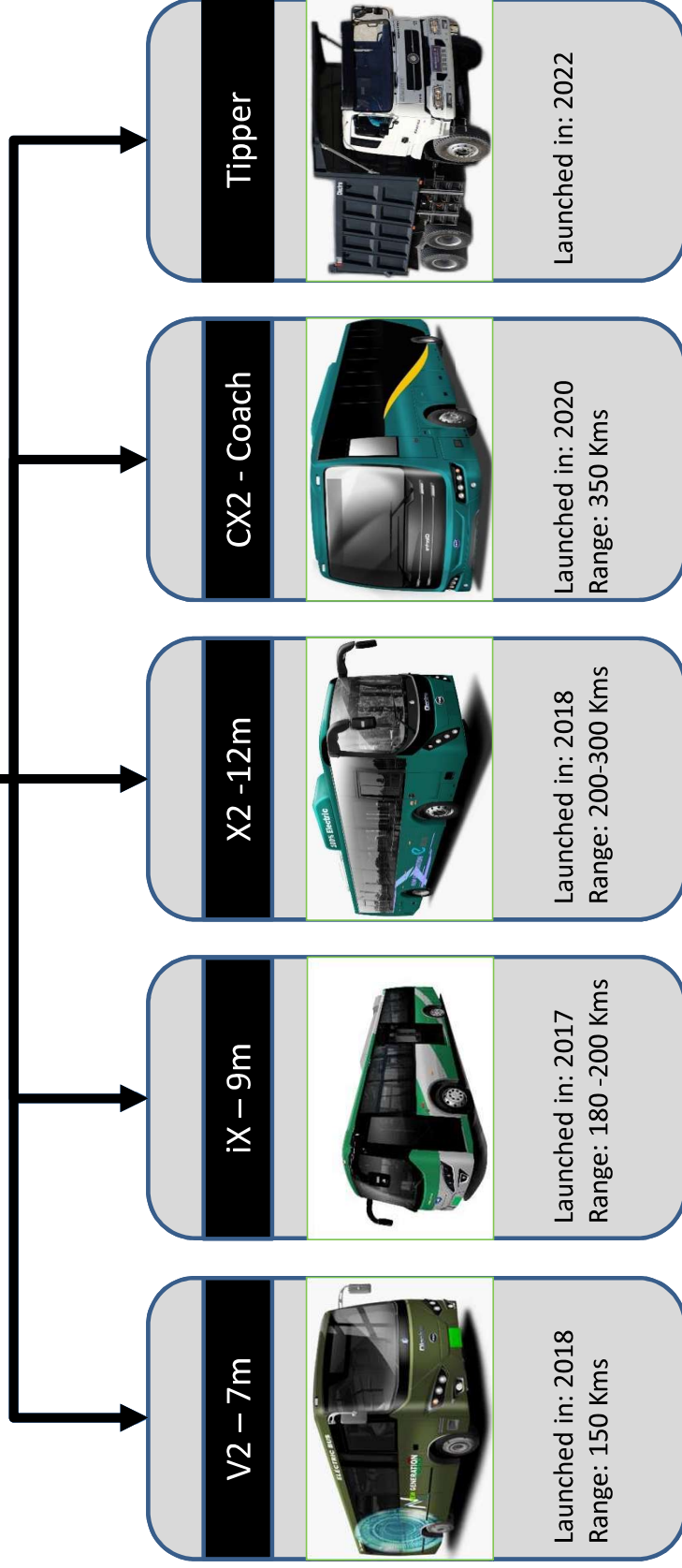
Financial year wise Order's received in terms of number of E-Buses



Olectra E-Bus and E-Tipper Product Range



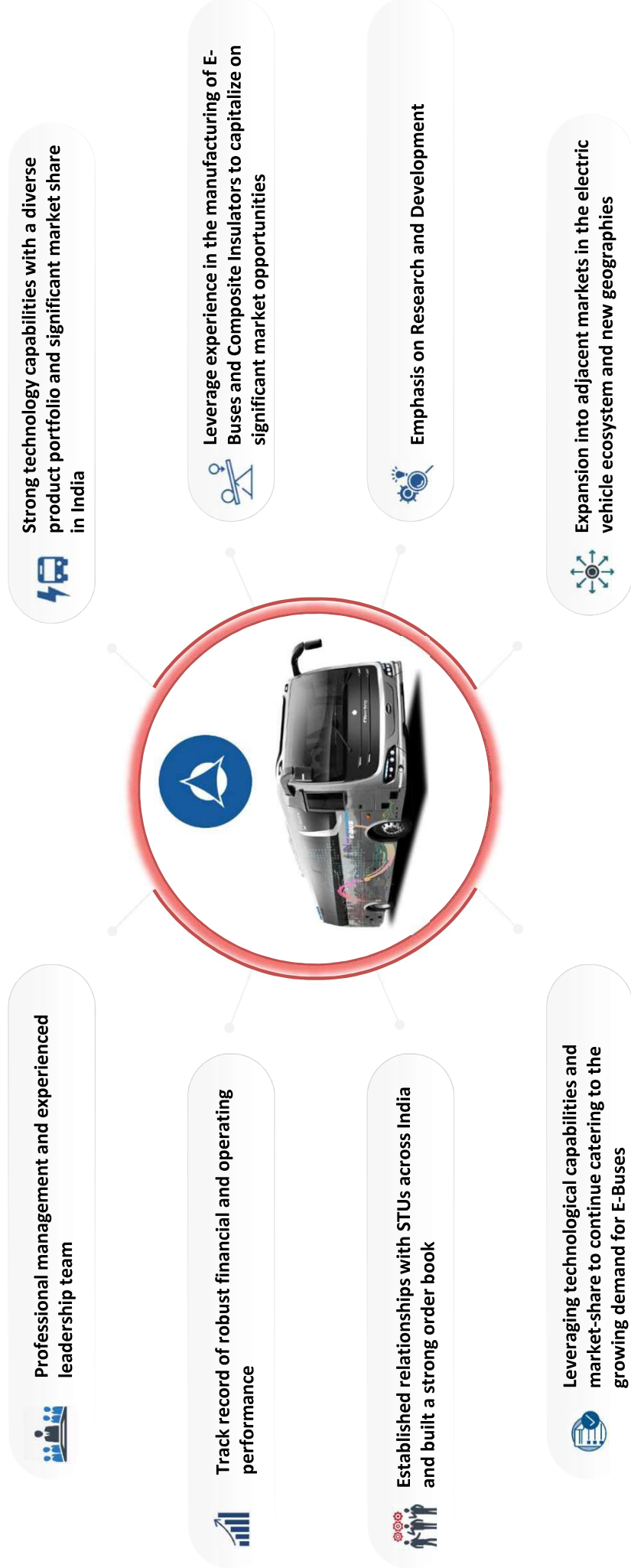
Product Portfolio



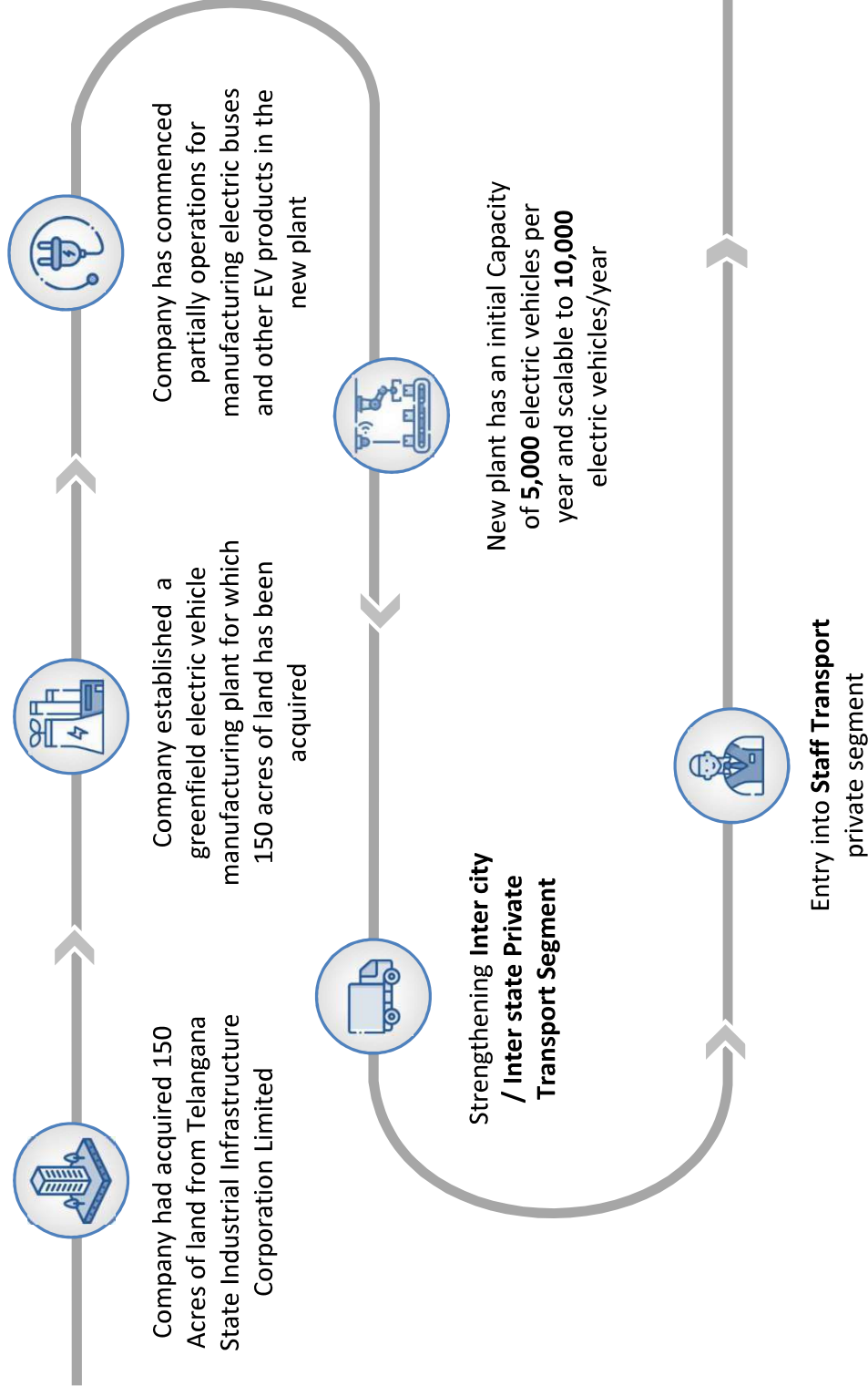


Key Investment Themes

Key Investment Themes



Future Road Map...





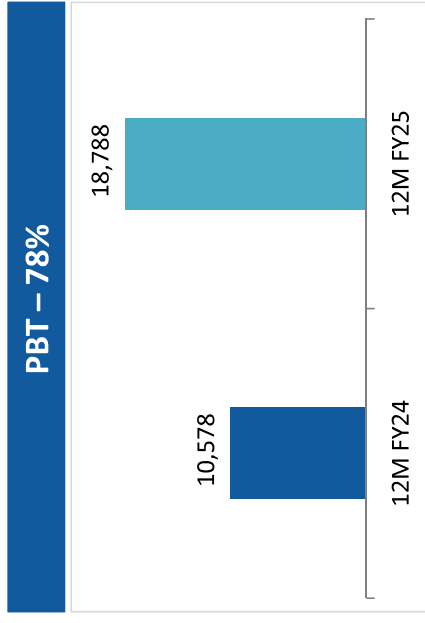
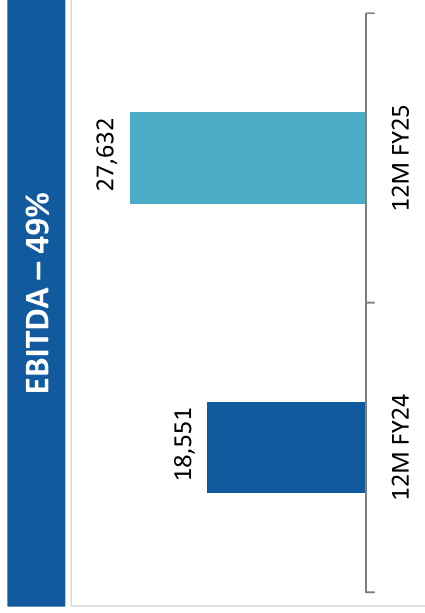
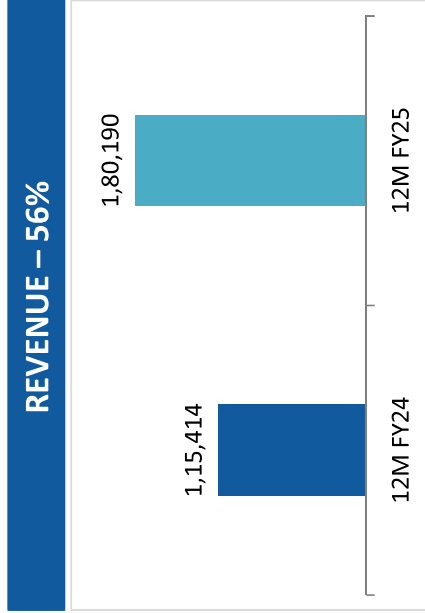
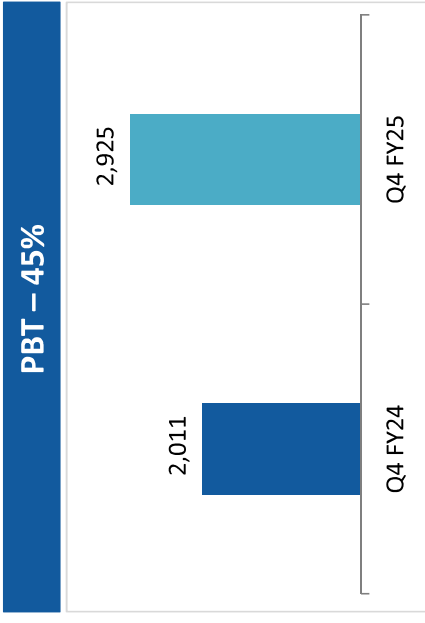
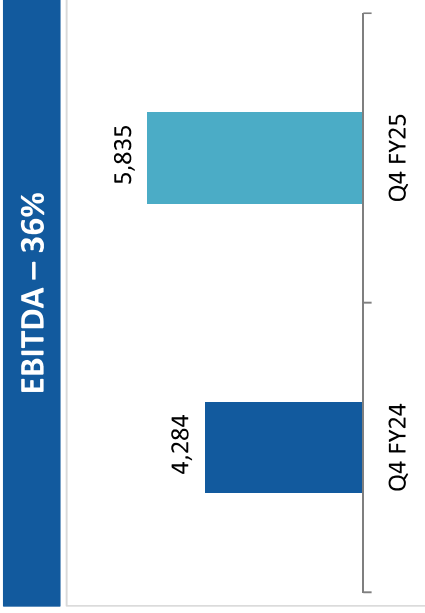
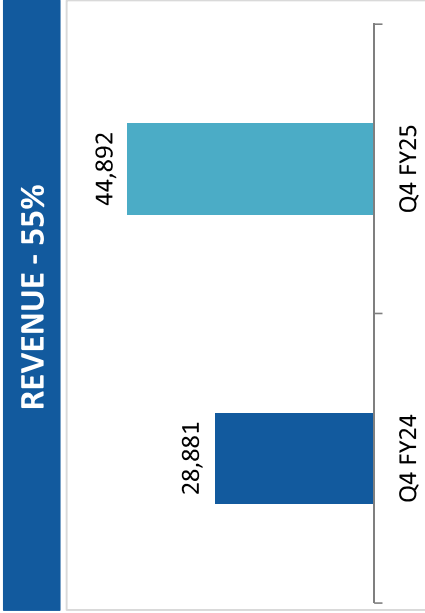
Financial Snapshot



CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2025



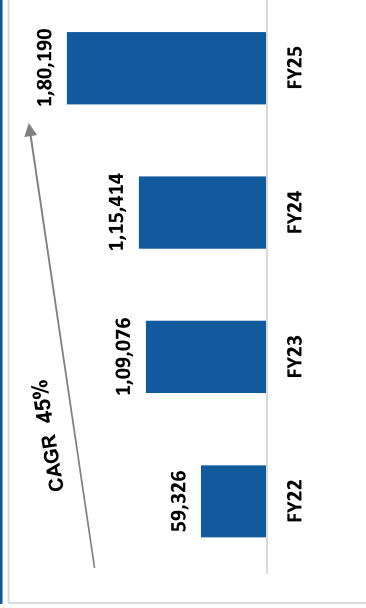
In Rs Lakhs



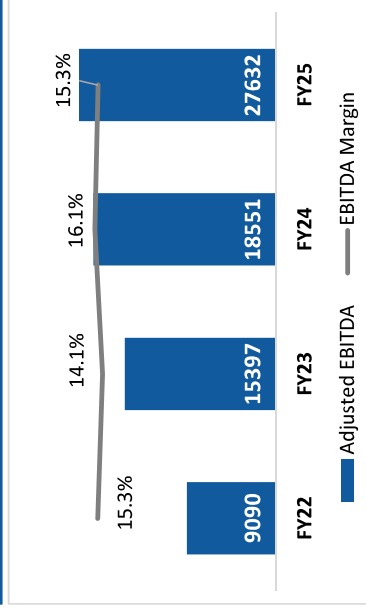
Financial Performance Snapshot



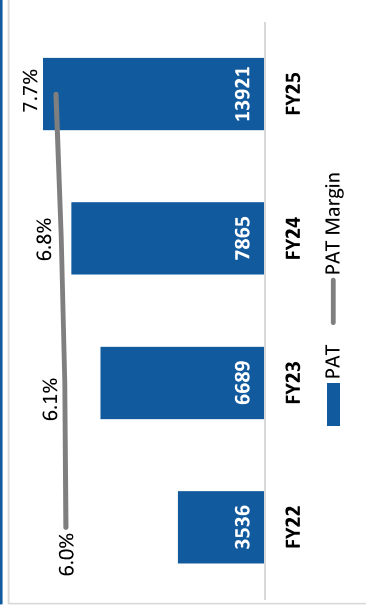
Revenue from Operations (INR Lakhs)



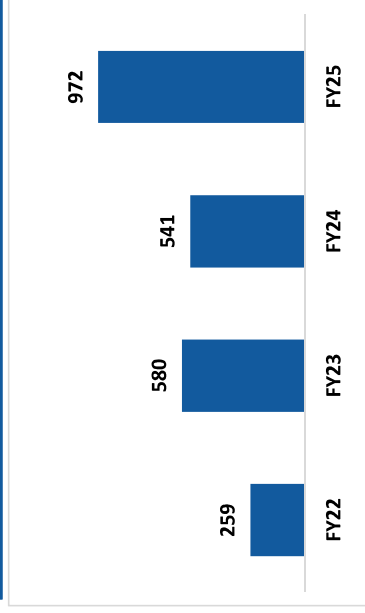
Adjusted EBITDA* (INR Lakhs)



PAT (INR Lakhs)



Number of EV's sold



ROCE^



* Adjusted EBITDA= PBT + Depreciation and Amortization + Finance Costs

^ ROCE= (PBT+ Interest)/ (Total assets -Total Current Liabilities - Cash and Cash equivalents)

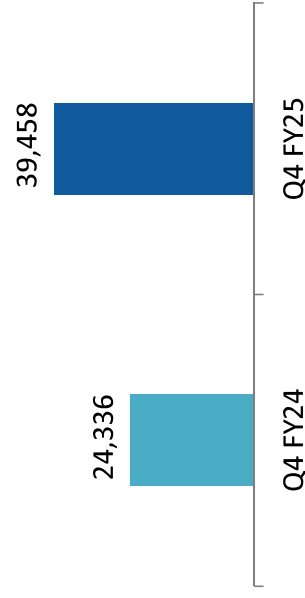
EV CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2025



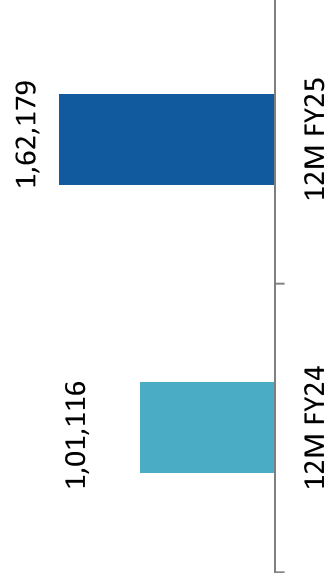
Rs in Lakhs

	Q4 FY24	Q4 FY25	% Change	12M FY24	12M FY25	% Change
Revenue	24,336.0	39,458.1	62.1%	101,116.4	162,178.9	60.4%
EBITDA	3,080.1	4,465.0	45.0%	14,857.9	22,610.3	52.2%
EBITDA Margin	12.7%	11.3%		14.7%	13.9%	
Profit before interest & tax	2,208.4	3,610.2	63.5%	11,560.2	19,265.9	66.7%
PBIT Margin	9.1%	9.1%		11.4%	11.9%	

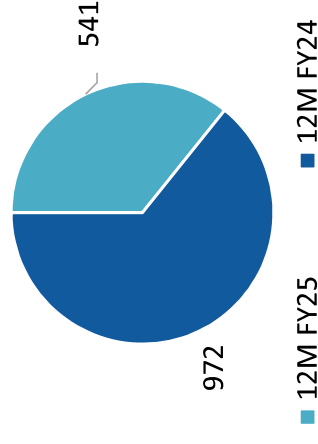
REVENUE



REVENUE



No. of vehicles sold



INSULATOR DIVISION RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2025



Rs in Lakhs

	Q4 FY24	Q4 FY25	% Change	12M FY24	12M FY25	% Change
Revenue	4,545.1	5,433.8	19.6%	14,297.1	18,010.8	26.0%
EBITDA	1,203.9	1,369.6	13.8%	3,692.9	5,021.6	36.0%
EBITDA Margin	26.5%	25.2%		25.8%	27.9%	
Profit before interest & tax	1,100.0	1,266.6	15.1%	3,283.6	4,604.7	40.2%
PBIT Margin	24.2%	23.3%		23.0%	25.6%	

REVENUE



REVENUE

CONSOLIDATED SEGMENTAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2025



Rs in Lakhs

	Q4 FY24	Q4 FY25	% Change	12M FY24	12M FY25	% Change
Segmental Revenue						
a) Insulator Division	4,544.99	5,433.78	19.6%	14,297.12	18,010.83	26.0%
b) e-vehicle division	24,336.03	39,458.11	62.1%	1,01,116.42	162,178.85	60.4%
Profit before interest & tax						
a) Insulator Division	1,099.98	1,266.58	15.1%	3,283.60	4,604.72	40.2%
b) e-vehicle division	2,208.44	3,610.16	63.5%	11,560.20	19,265.18	66.7%

Annexure



Olectra Bus Fleet



Olectra Bus Fleet



Olectra Bus Fleet



Statement of Profit and Loss



Particulars (All amounts in Indian Rupees Lakhs unless otherwise stated)	For the year ended 31-Mar-23	For the year ended 31-Mar-24	For the year ended 31-Mar-25	For the Quarter ended 31-Mar-24	For the Quarter ended 31-Mar-25
Income					
Revenue from operations	1,09,076.1	1,15,413.5	1,80,189.7	28,881.02	44,891.9
Other Income	1,006.3	1,160.4	1,231.7	476.8	452.5
Total income	1,10,082.3	1,16,573.9	1,81,421.4	29,357.8	45,344.4
Expenses					
Cost of materials consumed	84,593.8	85,479.2	1,33,566.9	20,667.4	33,220.0
Changes in inventories of finished goods and work-in-progress	(2,704.8)	(3,056.7)	572.8	(287.1)	349.5
Power & Fuel	477.6	863.8	1,371.0	326.8	295.1
Testing & other operating expenses	3,817.1	5,247.9	5,329.3	1,521.1	1,436.6
Employee benefits expense	5,264.2	6,907.2	9,255.8	1,931.4	2,649.9
Depreciation and amortization expense	3,311.4	3,667.7	3,728.2	967.2	949.5
Finance costs	3,142.7	4,305.3	5,115.3	1,305.7	1,959.7
Other expenses	3,501.0	3,381.2	4,032.9	1,275.7	1,287.9
Total expenses	1,01,403.0	1,06,795.5	1,62,972.3	27,708.1	42,148.1
Share of profit/(loss) of associates	263.9	799.4	339.3	361.5	(270.9)
Profit/(Loss) before exceptional items and tax	8,943.3	10,577.8	18,788.4	2,011.2	2,925.4
Exceptional items:					
Employee severance cost	-	-	-	-	-
Profit/(Loss) before tax	8,943.3	10,577.8	18,788.4	2,011.2	2,925.4
Tax expense:					
Current tax	1,729.5	2,563.4	5,135.0	410.9	440.4
Deferred tax	524.5	149.0	(584.2)	111.2	99.7
Tax for earlier years			316.6		316.6
Total Tax Expenses	2,254.0	2,712.3	4,867.4	522.1	856.7
Profit/(Loss) for the period	6,689.3	7,865.4	13,921.0	1,489.1	2,068.7
Profit/(Loss) attributable to non controlling interest	129.9	182.1	32.4	118.0	(31.5)
Profit/ (Loss) attributable to owners of the Parent	6,559.5	7,683.3	13,888.7	1,371.2	2,100.2

Statement of Assets and Liabilities (1/2)



Particulars (All amounts in Indian Rupees Lakhs unless otherwise stated)

31-Mar-23

31-Mar-24

31-Mar-25

ASSETS

Non-current assets

Property, plant and equipment	34,257.73	31,826.03	34,081.00
Capital work-in-progress	410.31	7,227.11	18,685.67
Intangible assets	1,292.60	1,143.44	1,399.67
Financial assets			
Investments	197.18	1,126.99	7,276.66
Others	3,891.10	1,242.87	2,800.79
Other non-current assets	1,000.00	1,000.00	1,791.31
Deferred tax assets, net	-	-	-

Total Non-Current Assets

41,048.92

43,566.44

66,035.10

Current assets

Inventories	14,199.49	21,618.84	28,995.67
Financial assets			
Trade receivables	63,047.56	51,322.42	69,352.09
Cash and cash equivalents	636.33	687.1	566.53
Other bank balances	16,085.34	16,767.25	16,462.44
Loans	527.57	270.57	270.57
Others	4,498.17	4,999.92	4,892.62
Current tax assets	2,734.76	3,769.46	2,371.63
Other current assets	12,911.72	15,855.70	28,193.60

Total Current Assets

1,14,640.94

1,15,291.26

1,51,105.15

Total assets

1,55,689.86

1,58,857.70

2,17,140.25

Statement of Assets and Liabilities (2/2)



Particulars (All amounts in Indian Rupees Lakhs unless otherwise stated)

31-Mar-24

31-Mar-24

EQUITY & LIABILITIES

Equity

Equity share capital	3,283.23	3,283.23	3,283.23
Other Equity	80,691.58	88,064.53	1,01,643.07
Equity attributable to the owners of the Company	83,974.81	91,347.76	1,04,926.30
Non-controlling interest	130.79	312.87	345.22
Total Equity	84,105.60	91,660.63	1,05,271.52

Non-current liabilities

Financial Liabilities			
Borrowings	924.67	917.91	14,169.66
Provisions	2,403.46	2,987.77	4,000.81
Deferred tax liabilities, net	1,771.12	1,926.14	1,348.05
Total Non - Current liabilities	5,099.25	5,831.82	19,518.52

Current liabilities

Financial Liabilities			
Borrowings	12,445.25	11,156.96	11,315.13
Trade payables	43,806.03	38,941.50	41.16
Other financial liabilities	5,773.55	7,477.53	66,638.47
Provisions	32.92	42.66	7,968.75
Other current liabilities	2,674.20	1,158.76	1,251.73
Current tax liabilities (Net)	1,753.06	2,587.84	5,134.97
Total Current liabilities	66,485.01	61,365.25	92,350.21
Total Liabilities	71,584.26	67,197.07	1,11,868.73
Total Equity and Liabilities	1,55,689.86	1,58,857.70	2,17,140.25

Statement of Cash Flows (1/2)



Particulars (All amounts in Indian Rupees Lakhs unless otherwise stated)

For the year ended
31-Mar-23

For the year ended
31-Mar-24

For the year ended
31-Mar-25

	For the year ended 31-Mar-23	For the year ended 31-Mar-24	For the year ended 31-Mar-25
A. Cash flow from operating activities			
Profit before tax	8,943.29	10,577.76	18,788.38
Adjustments to reconcile profit before tax to net cash flows:			
Depreciation of tangible assets	3,001.48	3,667.66	3,728.17
Amortization of intangible assets	309.87		
Finance income (including fair value change in financial instruments)	(940.08)	(866.6)	(1,060.20)
Finance costs (including fair value change in financial instruments)	3,142.72	4,305.32	5,115.34
Re-measurement losses on defined benefit plans	20.51	23.96	24.34
Operating profit before working capital changes	14,477.79	17,708.10	26,596.03
Changes in working capital:			
Adjustment for (increase)/decrease in operating assets			
Trade receivables	(26,488.25)	11,725.14	(18,029.67)
Inventories	(8,326.29)	(7,419.35)	(7,376.83)
Loans- current	-	257.00	
Other financial assets- current & non current	5,477.05	2,146.48	(1,450.62)
Other assets- current	(5,353.86)	(2,943.98)	(12,337.90)
Other assets – non current	-	-	(791.31)
Adjustment for increase/ (decrease) in operating liabilities			
Trade payables	16,606.56	(4,864.53)	27,696.97
Other financial liabilities – current	1,580.32	1,385.40	161.40
Other current liabilities	2,213.92	(1,515.44)	92.97
Provisions	621.16	584.31	1,013.04
Cash generated from operations	808.4	17,063.13	15,574.08
Income taxes paid	(1,835.73)	(2,763.27)	(1,506.64)
Net cash generated from/(used in) operating activities	(1,027.33)	14,299.86	14,067.44

THANK YOU

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