

3,200^{+E} Vehicles
on Indian roads



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Company Overview

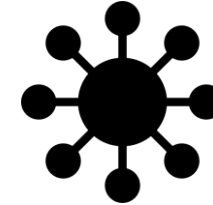
Olectra : Key Information



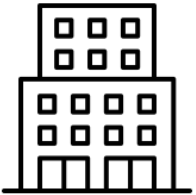
Company
Olectra Greentech



Market Capitalization
INR 127+ Billion
(USD 1.43 Billion)



Product Variants
135+



Corporate Office
Hyderabad, India



No. of EVs on Road
3,000+



Order Book
9,818



Founded
2000



Clean KM
48+ Crore
(480+ Million)



No. of Employees
1,000+

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



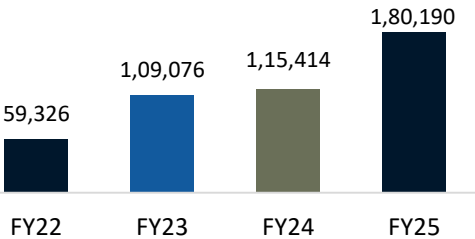
Expansion of product line in the e-mobility segment to electric tipper

Primarily engaged in manufacturing Electric Buses, Tippers and composite Polymer Insulators

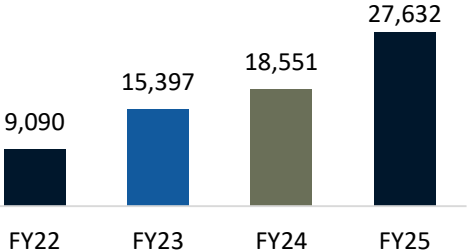
One of the largest manufacturer of Electric Buses in India

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

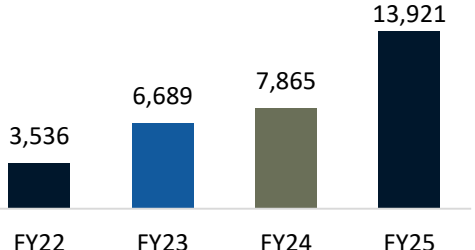
Revenue from Operations
(in INR Lakhs)



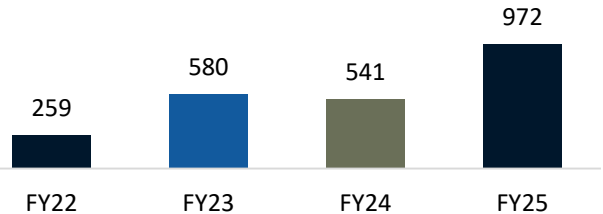
Adjusted EBITDA*
(in INR Lakhs)



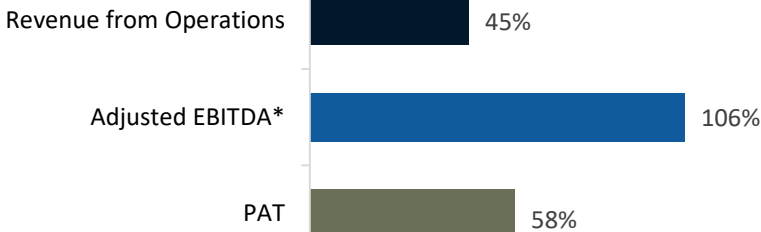
PAT
(in INR Lakhs)



Number of EVs sold



CAGR (FY22-FY25)



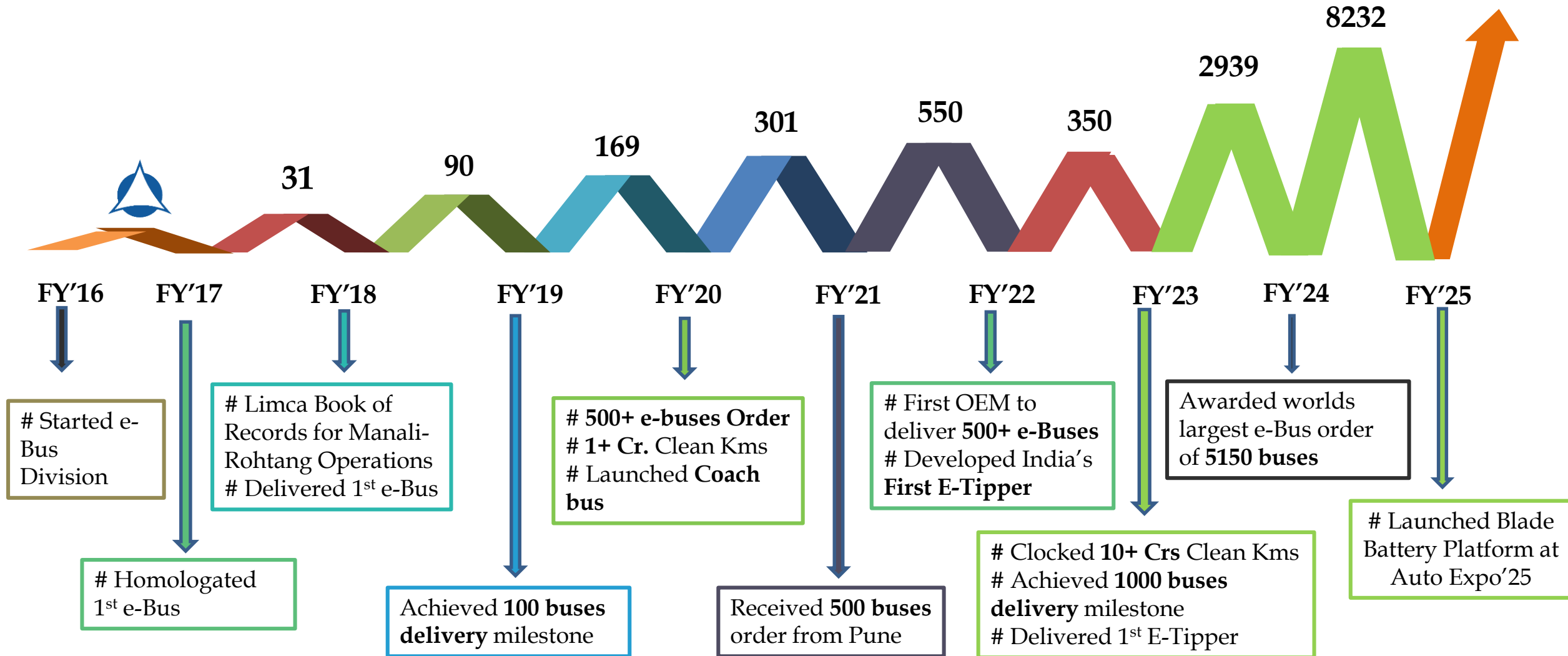
*Adjusted EBITDA= PBT + Depreciation and Amortisation + Finance Costs

^ Includes sales of E Tippers

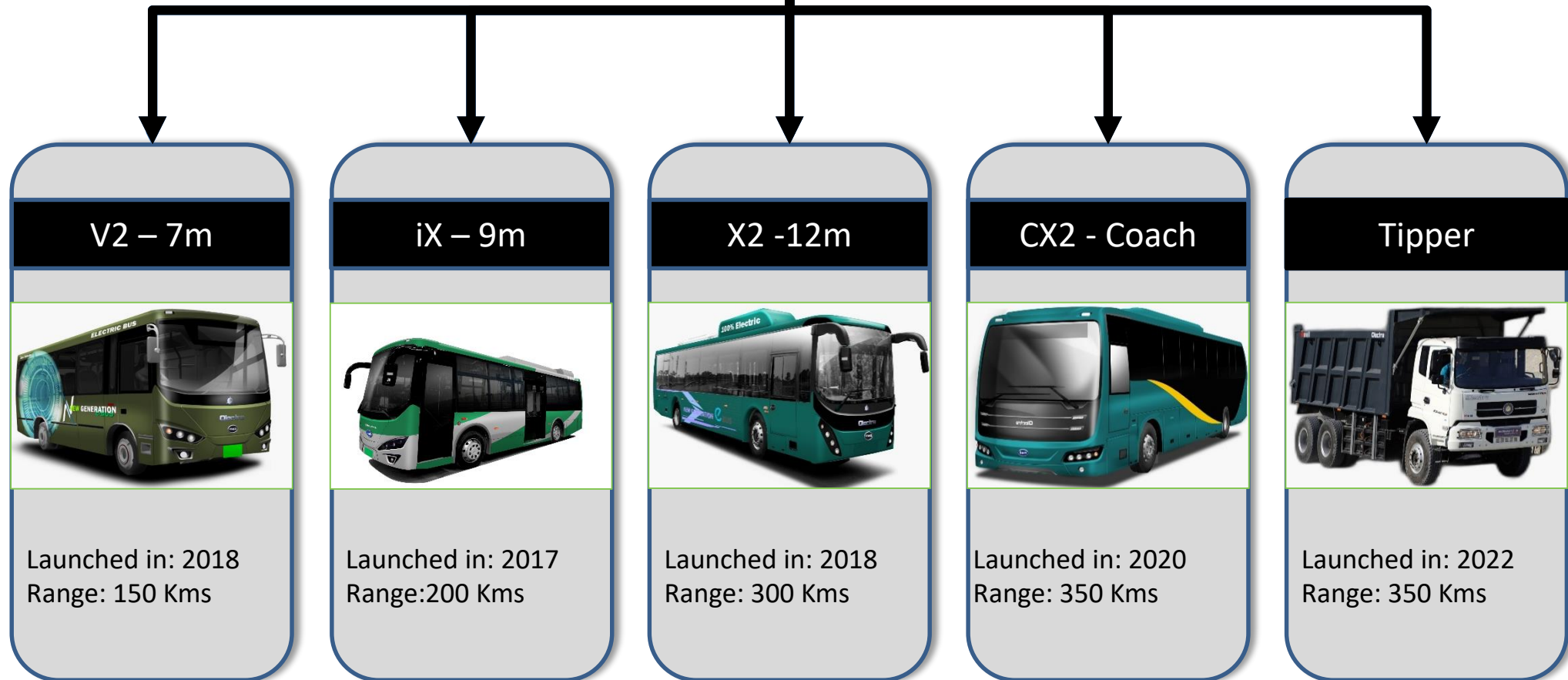
Olectra : Timeline - Company Growth



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



Product Portfolio





Key Investment Themes

Key Investment Themes



Professional management and experienced leadership team



Strong technology capabilities with a diverse product portfolio and significant market share in India



Track record of robust financial and operating performance



Leverage experience in the manufacturing of E-Buses and Composite Insulators to capitalize on significant market opportunities



Established relationships with STUs across India and built a strong order book



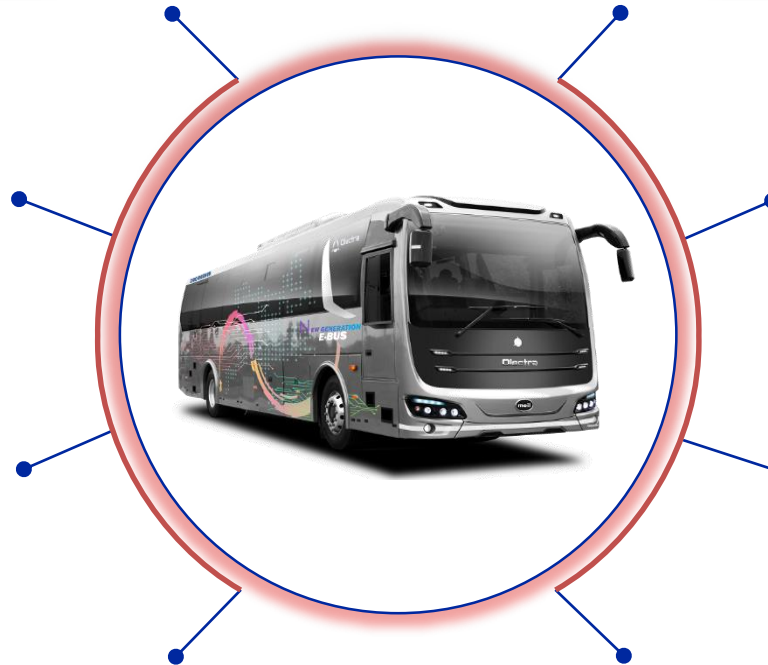
Emphasis on Research and Development



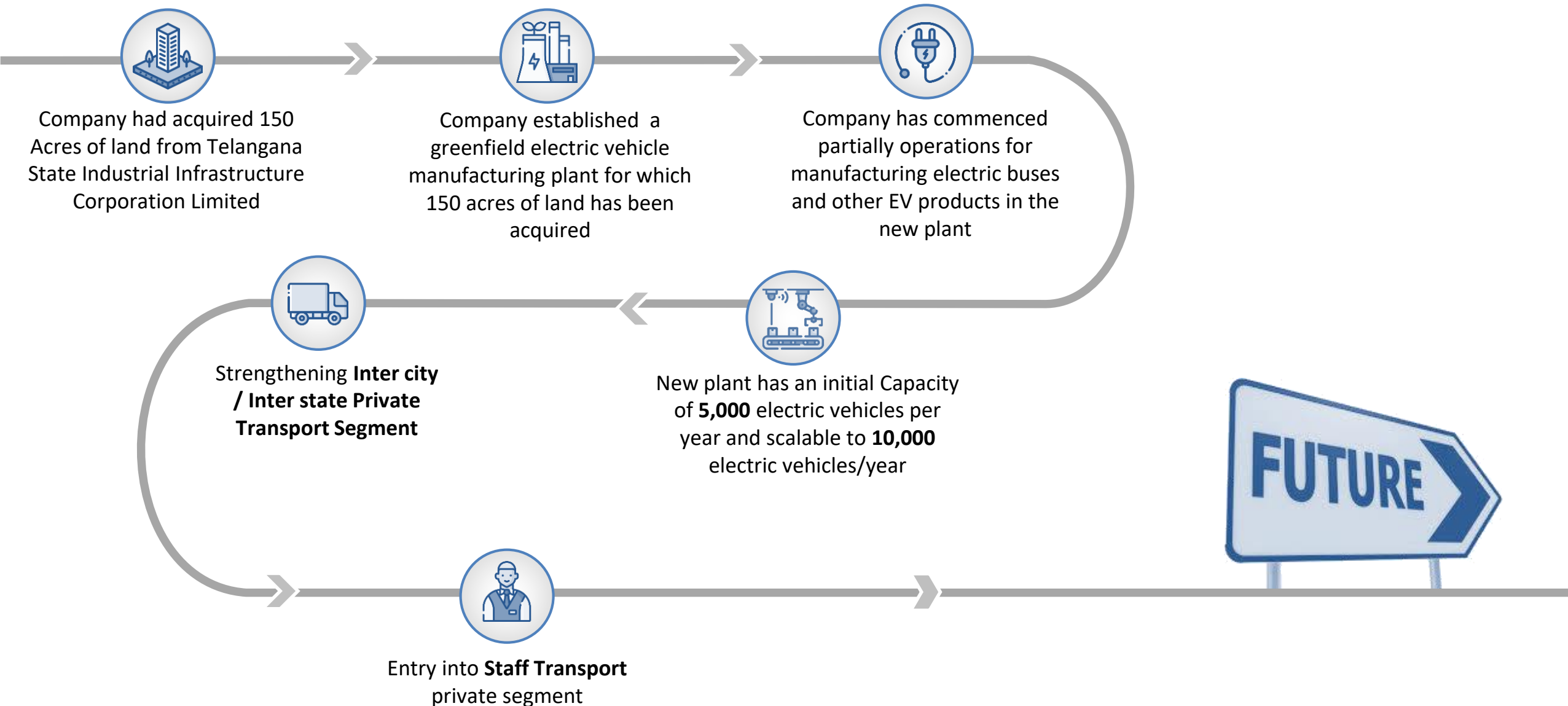
Leveraging technological capabilities and market-share to continue catering to the growing demand for E-Buses



Expansion into adjacent markets in the electric vehicle ecosystem and new geographies



Future Road Map...





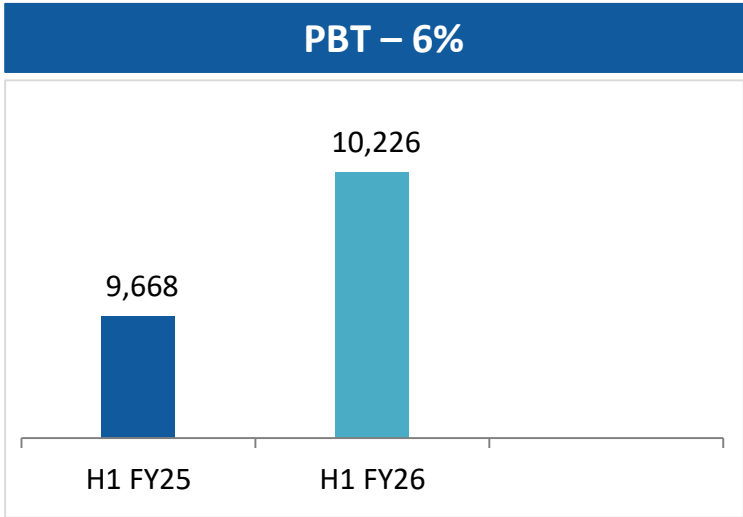
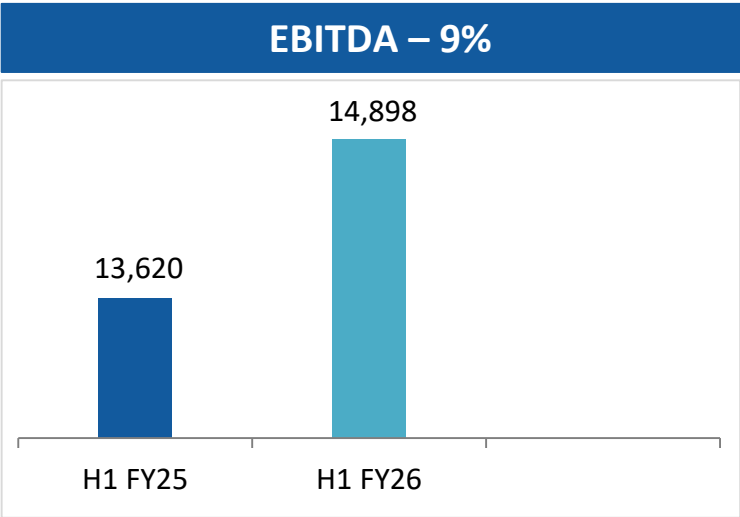
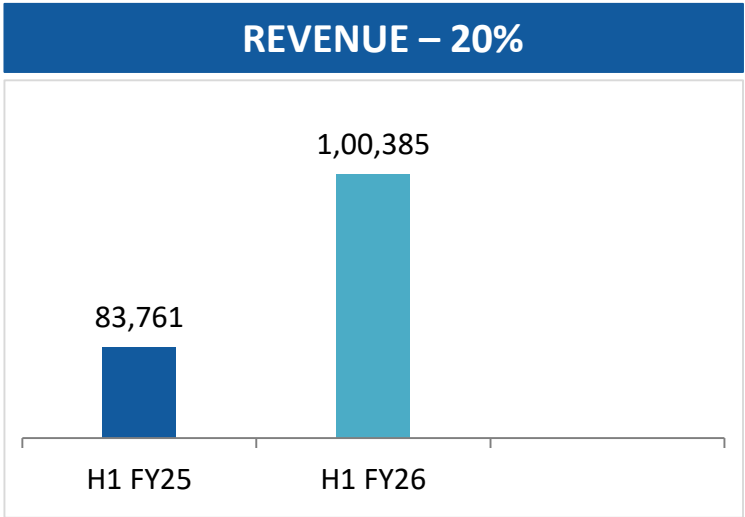
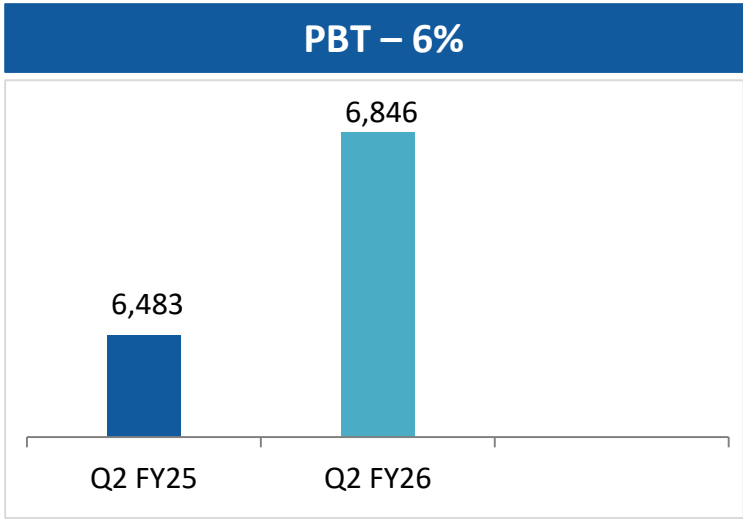
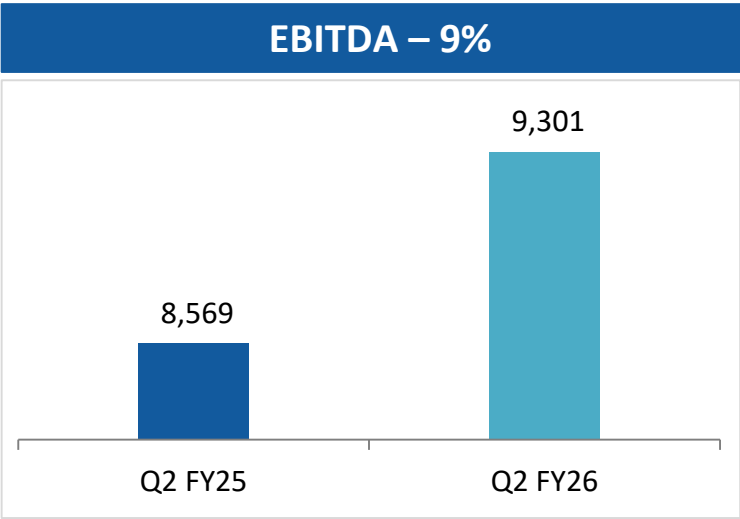
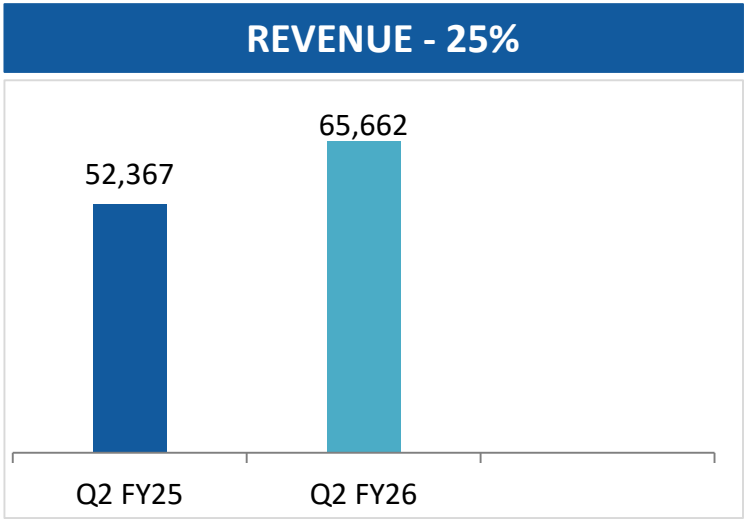
Financial Snapshot



CONSOLIDATED RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2025



In Rs Lakhs



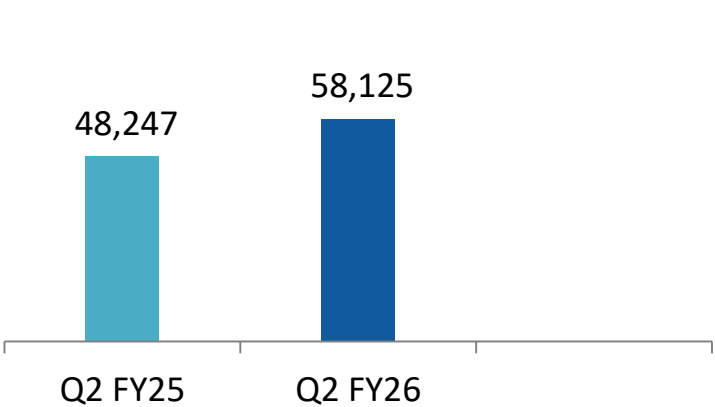
EV CONSOLIDATED RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2025



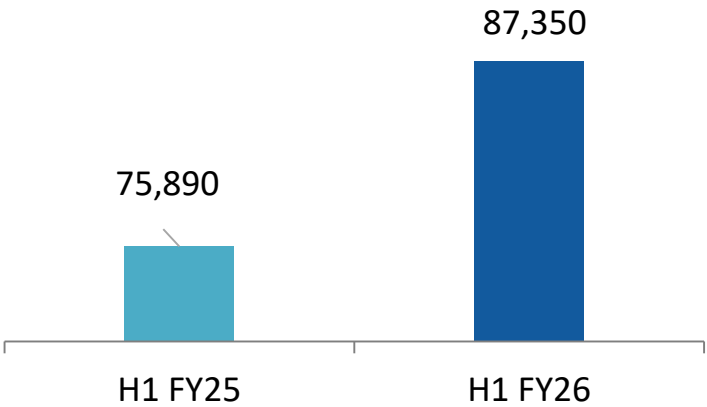
Rs in Lakhs

	Q2 FY25	Q2 FY26	% Change	H1 FY25	H1 FY 26	% Change
Revenue	48,247.0	58,125.5	20.5%	75,889.6	87,349.6	15.1%
EBITDA	7,394.8	6,643.1	-10.2%	11,298.1	10,337.2	-8.5%
EBITDA Margin	15.3%	11.4%		14.9%	11.8%	
Profit before interest & tax	6,525.5	5,714.0	-12.4%	9,617.5	8,466.3	-12.0%
PBIT Margin	13.5%	9.8%		12.7%	9.7%	

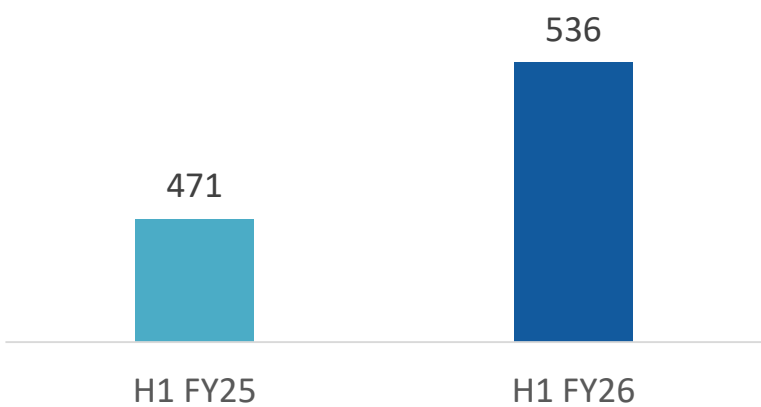
REVENUE



REVENUE



No. of vehicles sold



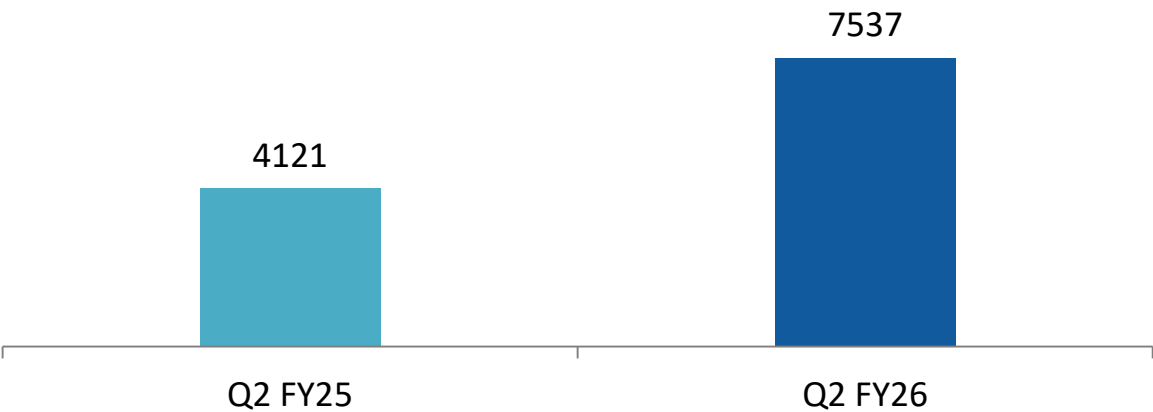
INSULATOR DIVISION RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2025



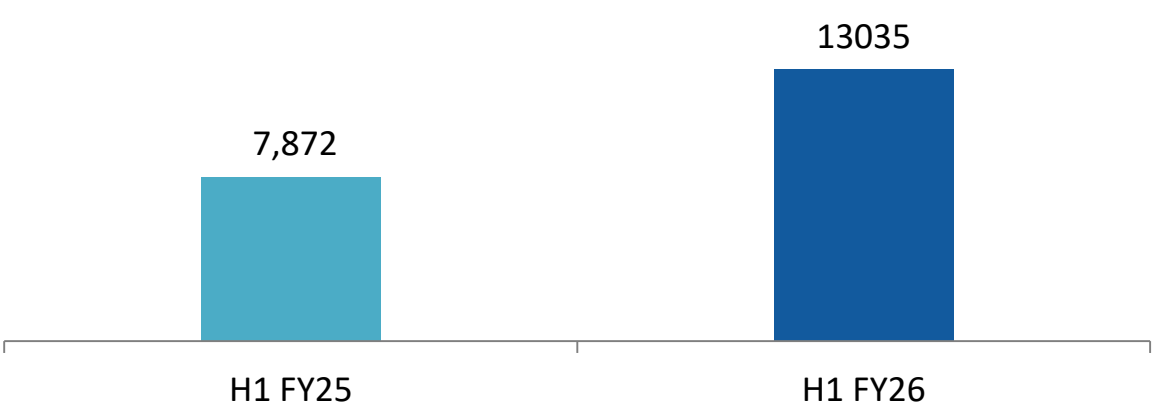
Rs in Lakhs

	Q2 FY25	Q2 FY26	% Change	H1 FY25	H1 FY26	% Change
Revenue	4,120.5	7,536.9	82.9%	7,871.5	13,035.1	65.6%
EBITDA	1,174.1	2,657.5	126.3%	2,322.2	4,560.7	96.4%
EBITDA Margin	28.5%	35.3%		29.5%	35.0%	
Profit before interest & tax	1,070.1	2,514.5	135.0%	2,113.8	4,333.2	105.0%
PBIT Margin	26.0%	33.4%		26.9%	33.2%	

REVENUE



REVENUE



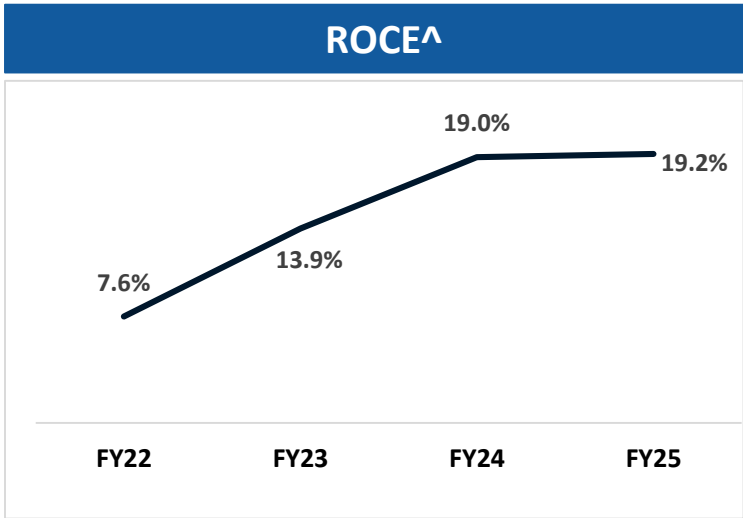
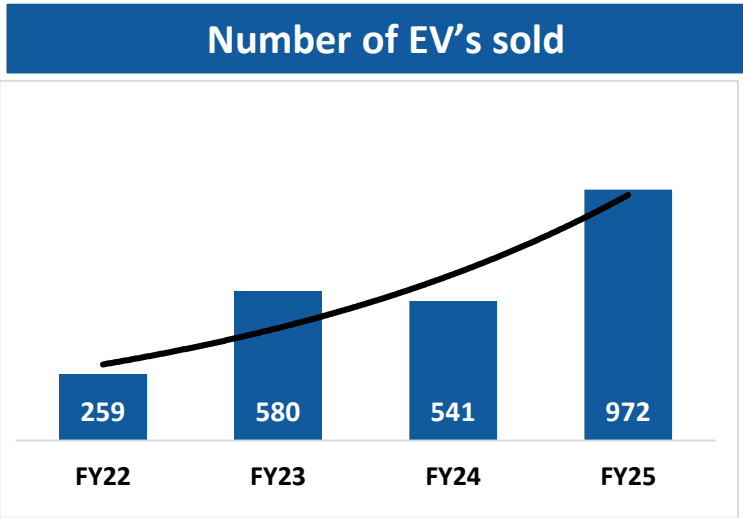
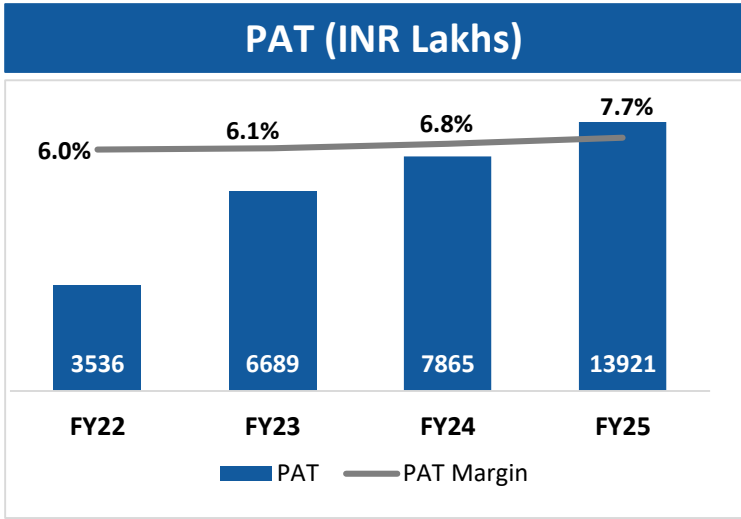
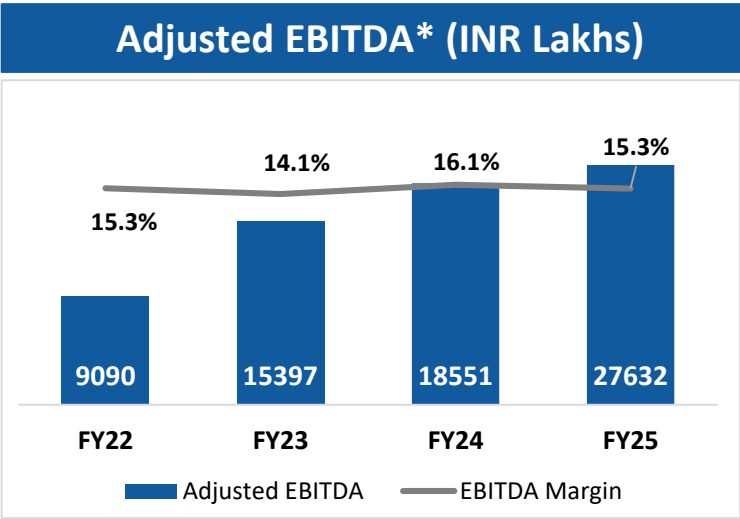
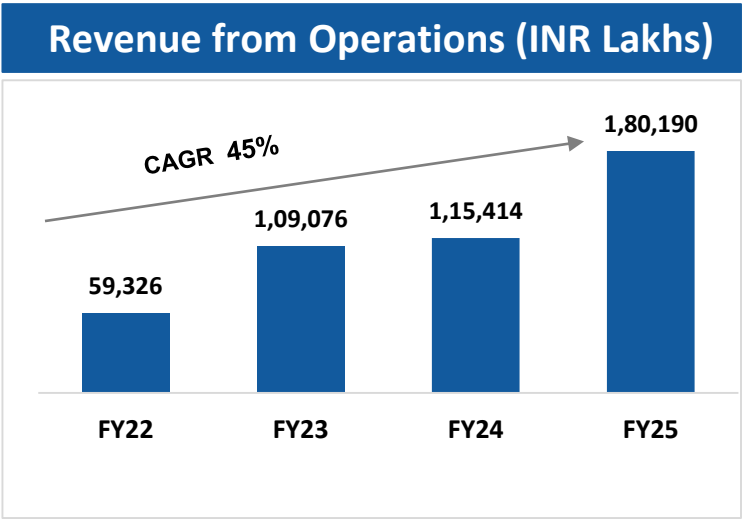
CONSOLIDATED SEGMENTAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2025



Rs in Lakhs

	Q2 FY25	Q2 FY26	% Change	H1 FY25	H1 FY26	% Change
Segmental Revenue						
a) Insulator Division	4,120.50	7,536.88	82.9%	7,871.53	13,035.07	65.6%
b)e-vehicle division	48,246.98	58,125.46	20.5%	75,889.62	87,349.62	15.1%
Total	52,367.48	65,662.34	25.4%	83,761.15	100,384.69	19.8%
Profit before interest & tax						
a) Insulator Division	1,070.07	2,514.47	135.0%	2,113.79	4,333.16	105.0%
b)e-vehicle division	6,525.49	5,713.99	-12.4%	9,617.47	8,466.35	-12.0%
Total	7,595.56	8,228.46	8.3%	11,731.26	12,799.51	9.1%

Financial Performance Snapshot



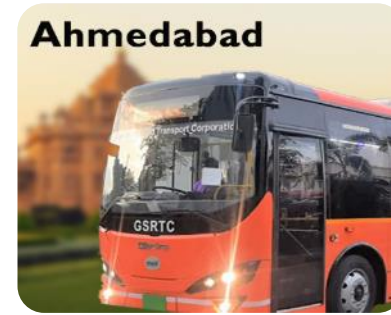
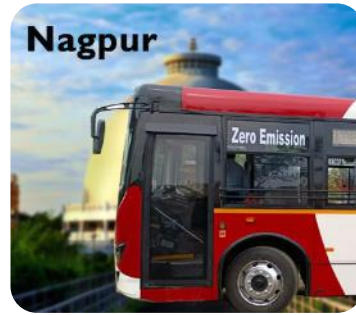
*Adjusted EBITDA= PBT + Depreciation and Amortization + Finance Costs

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



Annexure

Olectra e-Bus Deliveries: Pan-India



Statement of Profit and Loss



Rs in Lakhs

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 six months ended 30-sept-24	For the Six months ended 30-sept-25
Income					
Revenue from operations	1,09,076.1	1,15,413.5	1,80,189.7	83,761.2	1,00,384.7
Other Income	1,006.3	1,160.4	1,231.7	557.3	965.6
Total income	1,10,082.3	1,16,573.9	1,81,421.4	84,318.5	1,01,350.3
Expenses					
Cost of materials consumed	84,593.8	85,479.2	1,33,566.9	63,662.7	75,822.3
Changes in inventories of finished goods and work-in-progress	(2,704.8)	(3,056.7)	572.8	(1,900.8)	(231.2)
Power & Fuel	477.6	863.8	1,371.0	709.6	721.5
Testing & other operating expenses	3,817.1	5,247.9	5,329.3	2,561.9	2,860.8
Employee benefits expense	5,264.2	6,907.2	9,255.8	4,310.0	5,575.4
Depreciation and amortization expense	3,311.4	3,667.7	3,728.2	1,872.1	2,089.9
Finance costs	3,142.7	4,305.3	5,115.3	2,080.5	2,582.3
Other expenses	3,501.0	3,381.2	4,032.9	1,903.1	1,934.9
Total expenses	1,01,403.0	1,06,795.5	1,62,972.3	75,199.2	91,355.9
Share of profit/(loss) of associates	263.9	799.4	339.3	548.4	231.3
Profit/(Loss) before exceptional items and tax	8,943.3	10,577.8	18,788.4	9,667.7	10,225.6
Exceptional items:					
Employee severance cost	-	-	-	-	-
Profit/(Loss) before tax	8,943.3	10,577.8	18,788.4	9,667.7	10,225.6
Tax expense:					
Current tax	1,729.5	2,563.4	5,135.0	2,547.2	2,841.2
Deferred tax	524.5	149.0	(584.2)	(70.1)	(161.6)
Tax for earlier years			316.6	-	-
Total Tax Expenses	2,254.0	2,712.3	4,867.4	2,477.1	2,679.6
Profit/(Loss) for the period	6,689.3	7,865.4	13,921.0	7,190.6	7,546.1
Profit/(Loss) attributable to non controlling interest	129.9	182.1	32.4	34.8	(11.5)
Profit/ (Loss) attributable to owners of the Parent	6,559.5	7,683.3	13,888.7	7,155.8	7,557.6

Statement of Assets and Liabilities (1/2)



Rs in Lakhs

Particulars (All amounts in Indian Rupees Lakhs unless otherwise stated)	31-Mar-23	31-Mar-24	31-Mar-25	30-sep-24	30-sep-25
ASSETS					
Non-current assets					
Property, plant and equipment	34,257.73	31,826.03	34,081.00	30,671.51	39,050.66
Capital work-in-progress	410.31	7,227.11	18,685.67	12,167.65	20,652.97
Intangible assets	1,292.60	1,143.44	1,399.67	1,125.86	1,195.77
Financial assets					
Investments	197.18	1126.99	7,276.66	2,843.38	9,153.30
Others	3,891.10	1,242.87	2,800.79	1,236.91	8,440.38
Other non-current assets	1,000.00	1,000.00	1,791.31	1,000.00	2,158.74
Deferred tax assets, net	-	-	-	-	-
Total Non-Current Assets	41,048.92	43,566.44	66,035.10	49,045.31	80,651.82
Current assets					
Inventories	14,199.49	21,618.84	28,995.67	30,208.85	40,938.88
Financial assets					
Trade receivables	63,047.56	51,322.42	69,352.09	73,935.68	67,340.48
Cash and cash equivalents	636.33	687.10	566.53	764.24	1,022.06
Other bank balances	16,085.34	16,767.25	16,462.44	21,108.92	11,494.40
Loans	527.57	270.57	270.57	270.57	270.57
Others	4,498.17	4,999.92	4,892.62	4,399.52	4,997.95
Current tax assets	2,734.76	3,769.46	2,371.63	4,162.70	2,417.50
Other current assets	12,911.72	15,855.70	28,193.60	21,373.29	27,286.86
Total Current Assets	1,14,640.94	1,15,291.26	1,51,105.15	1,56,223.77	1,55,768.70
Total assets	1,55,689.86	1,58,857.70	2,17,140.25	2,05,269.08	2,36,420.52

Statement of Assets and Liabilities (2/2)



Rs in Lakhs

Particulars (All amounts in Indian Rupees Lakhs unless otherwise stated)	31-Mar-23	31-Mar-24	31-Mar-25	30-Sept-24	30-Sept-25
EQUITY & LIABILITIES					
Equity					
Equity share capital	3,283.23	3,283.23	3,283.23	3,283.23	3,283.23
Other Equity	80,691.58	88,064.53	1,01,643.07	94,892.04	1,08,942.12
Equity attributable to the owners of the Company	83,974.81	91,347.76	1,04,926.30	98,175.27	1,12,225.35
Non-controlling interest	130.79	312.87	345.22	347.65	333.70
Total Equity	84,105.60	91,660.63	1,05,271.52	98,522.92	1,12,559.05
Non-current liabilities					
Financial Liabilities					
Borrowings	924.67	917.91	14,169.66	2,576.88	21,672.46
Provisions	2,403.46	2,987.77	4,000.81	3,453.68	3,541.01
Deferred tax liabilities, net	1,771.12	1,926.14	1,348.05	1,856.02	1,209.92
Total Non - Current liabilities	5,099.25	5,831.82	19,518.52	7,886.58	26,423.39
Current liabilities					
Financial Liabilities					
Borrowings	12,445.25	11,156.96	11,315.13	16,095.07	14,956.27
Trade payables	43,806.03	38,941.50	66,638.47	64,036.59	67,122.94
Other financial liabilities	5,773.55	7,477.53	7,968.75	12,510.80	4,672.49
Provisions	32.92	42.66	41.16	42.66	52.49
Other current liabilities	2,674.20	1,158.76	1,251.73	1,039.50	2,657.76
Current tax liabilities (Net)	1,753.06	2,587.84	5,134.97	5,134.96	7,976.13
Total Current liabilities	66,485.01	61,365.25	92,350.21	98,859.58	97,438.08
Total Liabilities	71,584.26	67,197.07	1,11,868.73	1,06,746.16	1,23,861.47
Total Equity and Liabilities	1,55,689.86	1,58,857.70	2,17,140.25	2,05,269.08	2,36,420.52

Statement of Cash Flows (1/2)



Rs in Lakhs

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 six months ended 30-Sept-24	For the six months ended 30-Sept-25
A. Cash flow from operating activities					
Profit before tax	8,943.29	10,577.76	18,788.38	9,667.69	10,225.64
Adjustments to reconcile profit before tax to net cash flows:					
Depreciation of tangible assets	3,001.48	3,667.66	3,728.17	1,872.08	2,089.93
Amortization of intangible assets	309.87	-			
Finance income (including fair value change in financial instruments)	-940.08	-866.60	(1,060.20)	(557.33)	(722.44)
Finance costs (including fair value change in financial instruments)	3,142.72	4,305.32	5,115.34	2,080.53	2,582.30
Re-measurement losses on defined benefit plans	20.51	23.96	24.34	-	93.24
Operating profit before working capital changes	14,477.79	17,708.10	26,596.03	13,062.97	14,268.67
Changes in working capital:					
Adjustment for (increase)/decrease in operating assets					
Trade receivables	-26,488.25	11,725.14	(18,029.67)	(22,613.26)	2,011.61
Inventories	-8,326.29	-7,419.35	(7,376.83)	(8,590.01)	(11,943.21)
Loans- current	-	257.00			
Other financial assets- current & non current	5,477.05	2,146.48	(1,450.62)	606.36	(5,744.92)
Other assets- current	-5,353.86	-2,943.98	(12,337.90)	(5,517.59)	906.74
Other assets – non current	-		(791.31)	-	(367.43)
Adjustment for increase/ (decrease) in operating liabilities					
Trade payables	16,606.56	-4,864.53	27,696.97	25,095.09	484.47
Other financial liabilities – current	1,580.32	1,385.40	161.40	4,704.95	(3,613.25)
Other current liabilities	2,213.92	-1515.44	92.97	(119.26)	1,406.03
Provisions	621.16	584.31	1,013.04	465.91	(459.80)
Cash generated from operations	808.4	17,063.13	15,574.08	7,095.16	(3,051.09)
Income taxes paid	-1,835.73	-2763.27	(1,506.64)	(393.32)	(45.87)
Net cash generated from/(used in) operating activities	-1,027.33	14,299.86	14,067.44	6,701.84	(3,096.96)

Statement of Cash Flows (2/2)



Rs in Lakhs

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 six months ended 30-Sept-24	For the six months ended 30-Sept-25
II. Cash flows from investing activities					
Purchase of property, plant and equipment and intangibles (including capital work in progress)	-6,450.71	-7,903.60	(17,697.93)	(5,640.52)	(8,822.99)
(Investments in)/ redemption of bank deposits (having original maturity of more than three months and less than 1 year) – net	1,897.14	-681.91	304.81	(4,341.67)	4,968.04
(Investment)/Redemption of Investments/Mutual funds	-169.78	-929.81	(6,149.67)	(1,716.39)	(1,876.64)
Interest received (finance income)	940.08	866.60	1,060.20	557.33	722.44
Net cash used in investing activities	-3,783.27	-8,648.72	(22,482.59)	(11,141.25)	(5,009.15)
III. Cash flows from financing activities					
Proceeds from/(repayment of) long-term borrowings, net	-4,282.96	-6.76	13,251.75	1,658.97	7,502.80
Proceeds from/(repayment of) short-term borrowings, net	10,942.52	-1,288.29	158.17	4,938.11	3,641.14
Interest paid	-3,142.72	-4,305.32	(5,115.34)	(2,080.53)	(2,582.30)
Net cash used in financing activities	3,516.84	-5,600.37	8,294.58	4,516.55	8,561.64
Net increase in Cash and cash equivalents (I+II+III)	-1,293.76	50.77	(120.57)	77.14	455.53
Cash and cash equivalents at the beginning of the period / year	1,930.09	636.33	687.10	687.10	566.53
Cash and cash equivalents at the end of the period / year	636.33	687.10	566.53	764.24	1,022.06
Notes:					
Cash and cash equivalents comprise:					
Cash on hand	2.81	0.32	0.92	0.77	0.98
Balances with banks:					
- in current accounts	633.52	686.78	565.61	763.47	1,021.08
	636.33	687.10	566.53	764.24	1,022.06



Thank You

www.olectra.com

info@olectra.com

040 - 4698 9999