

2,700^{+E} *Vehicles*
on Indian roads



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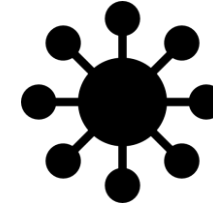
Company Overview



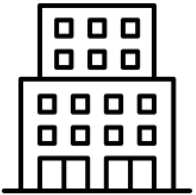
Company
Olectra Greentech



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+



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



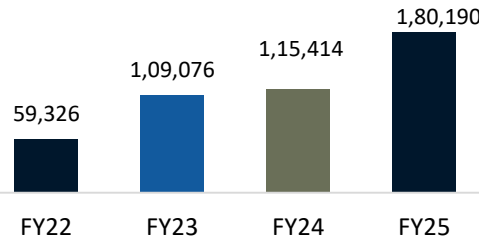
Expansion of product line in the e-mobility segment to electric tipper

Primarily engaged in manufacturing Electric buses and composite polymer insulators

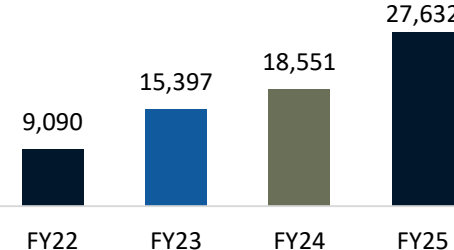
One of the largest manufacturer of electric buses in India

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

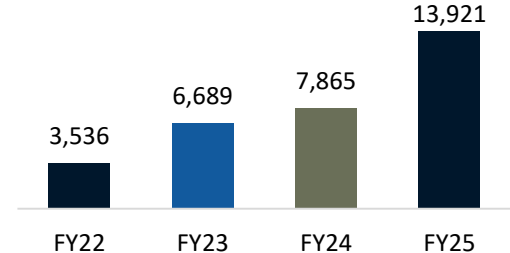
Revenue from Operations
(in INR Lakhs)



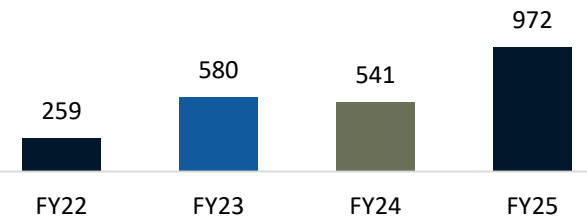
Adjusted EBITDA*
(in INR Lakhs)



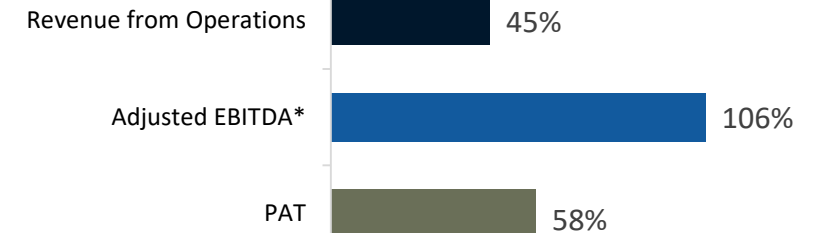
PAT
(in INR Lakhs)



Number of EVs sold



CAGR (FY22-FY25)



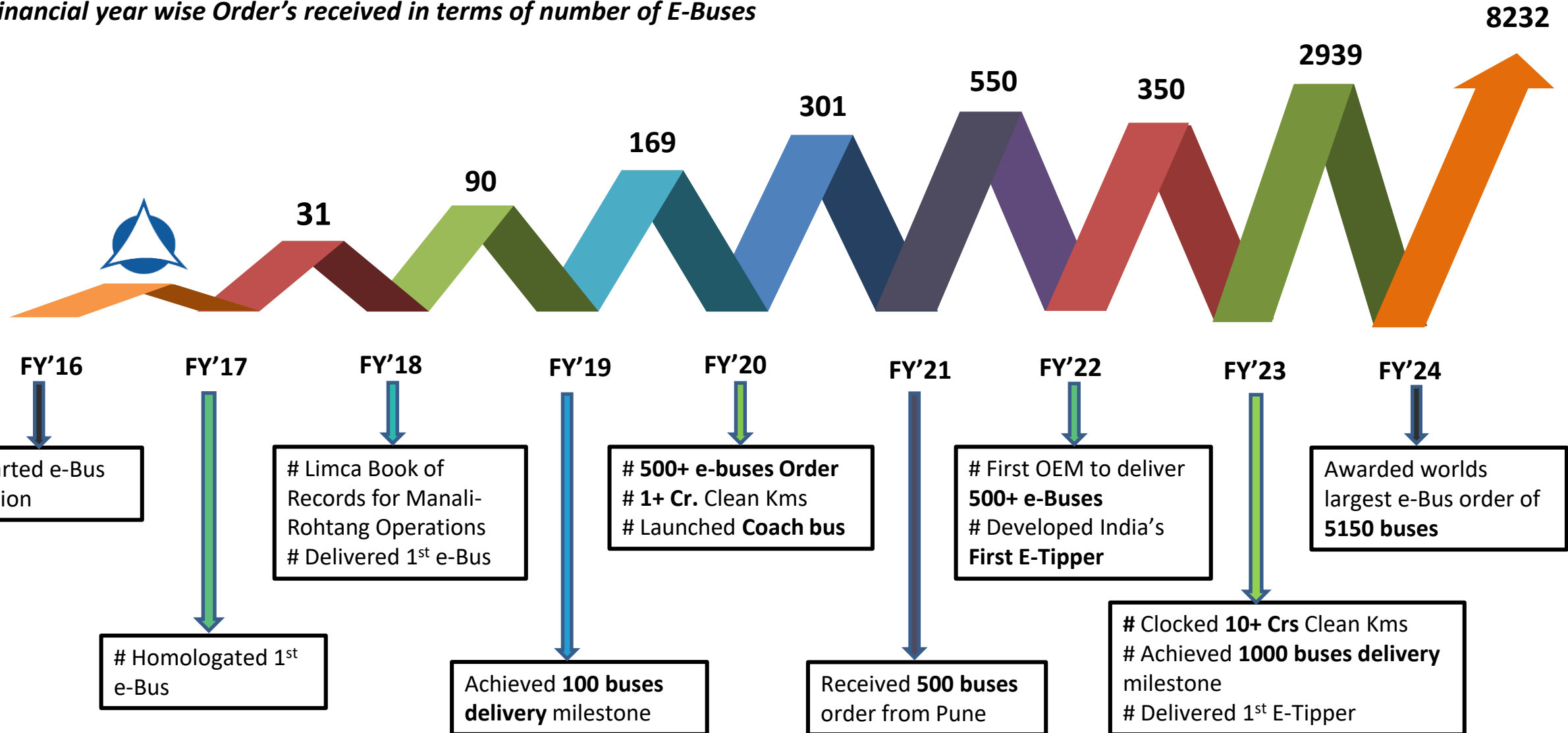
*Adjusted EBITDA= PBT + Depreciation and Amortisation + Finance Costs

^ Includes sales of E Tippers

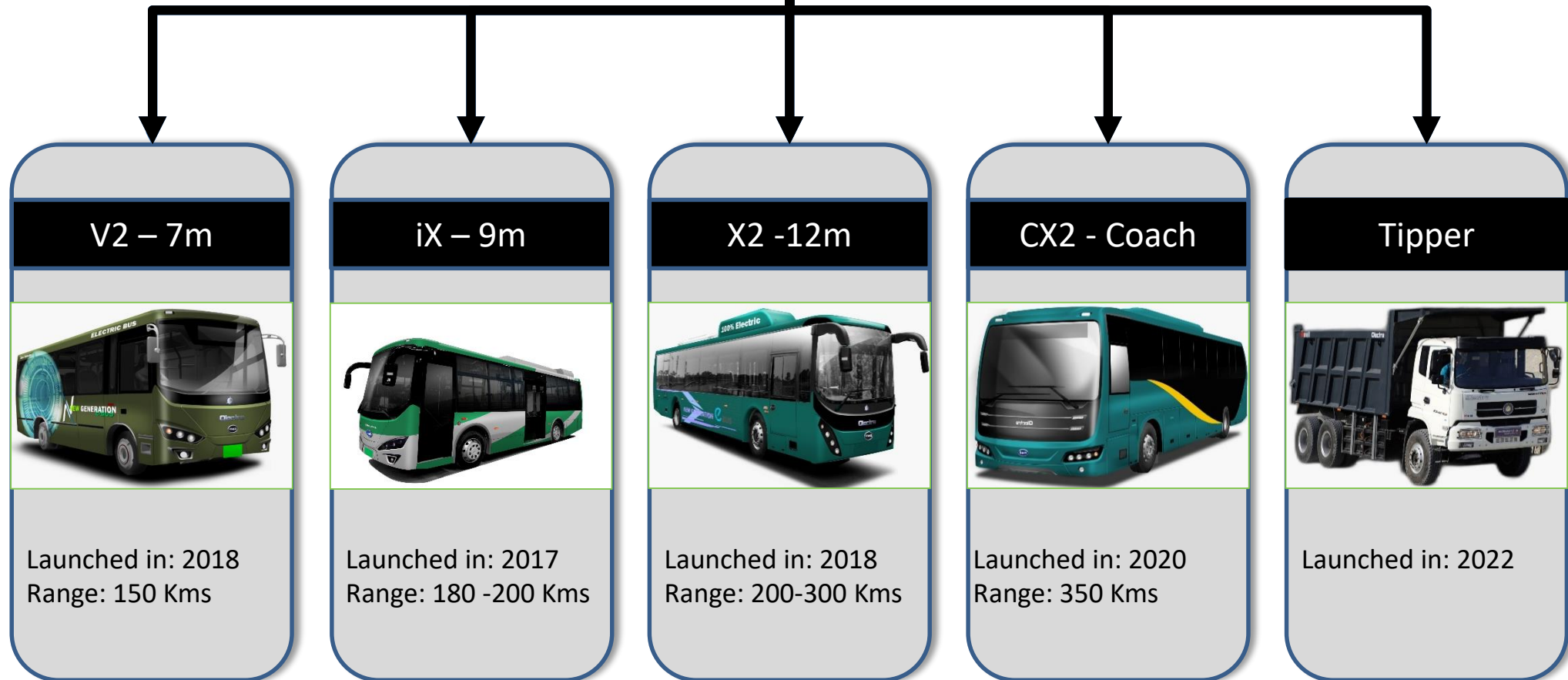
Olectra : Timeline - Company Growth



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



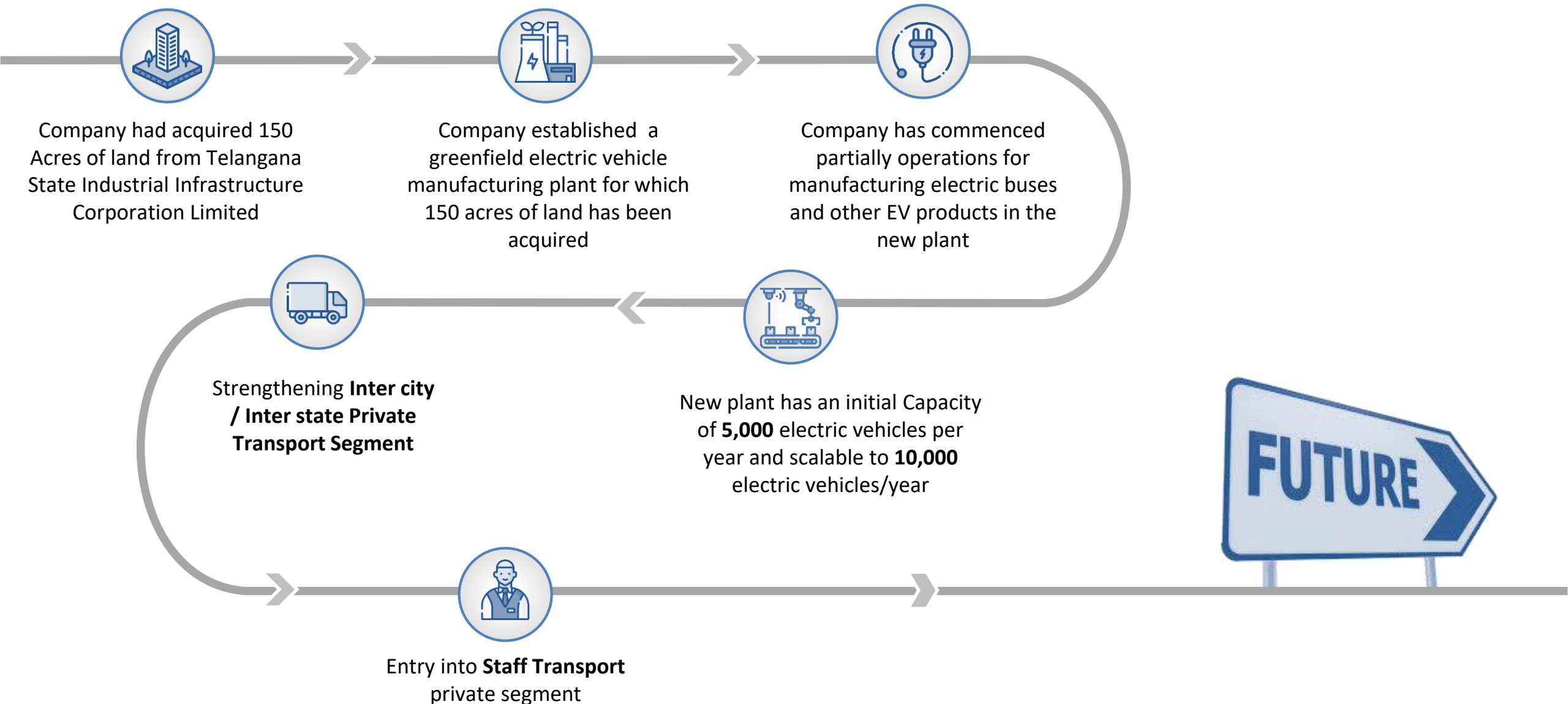
Leveraging technological capabilities and market-share to continue catering to the growing demand for E-Buses



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



Future Road Map...





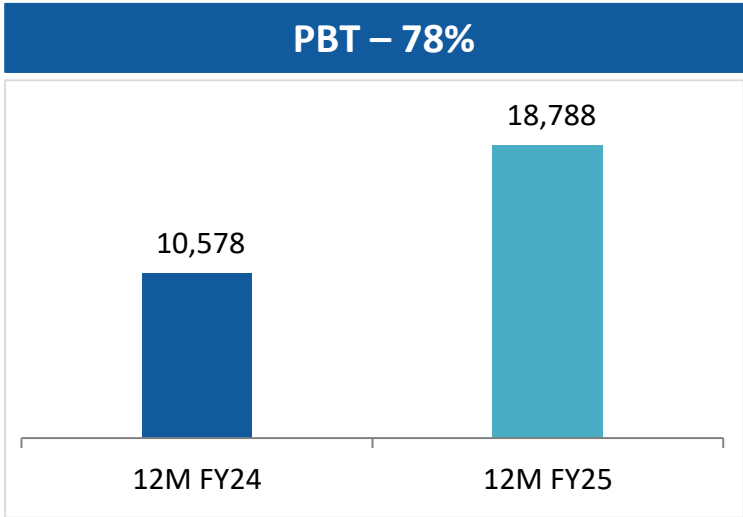
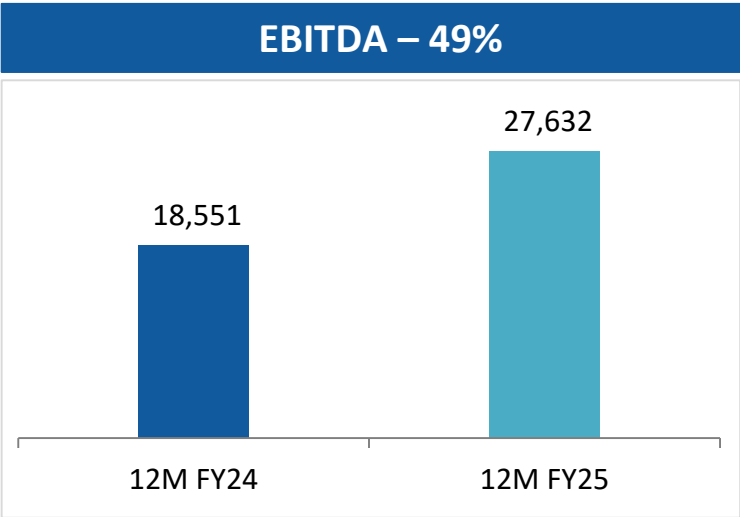
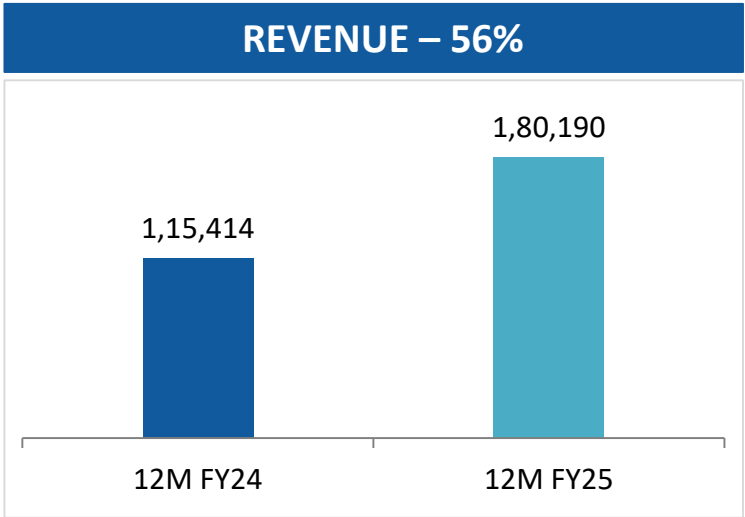
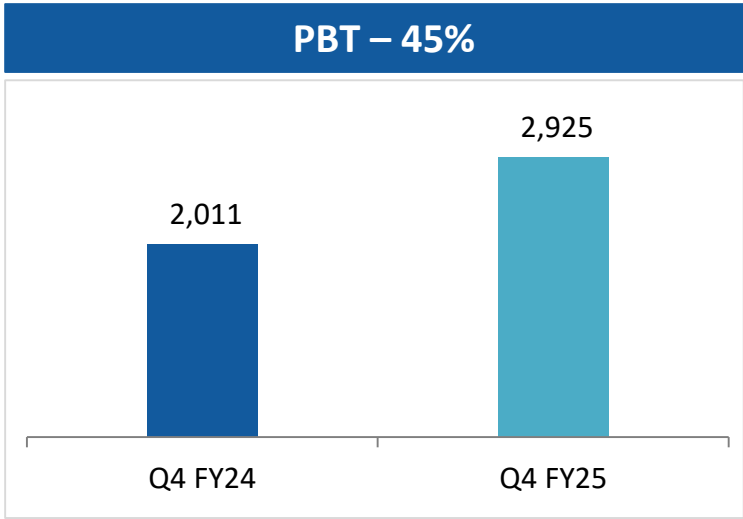
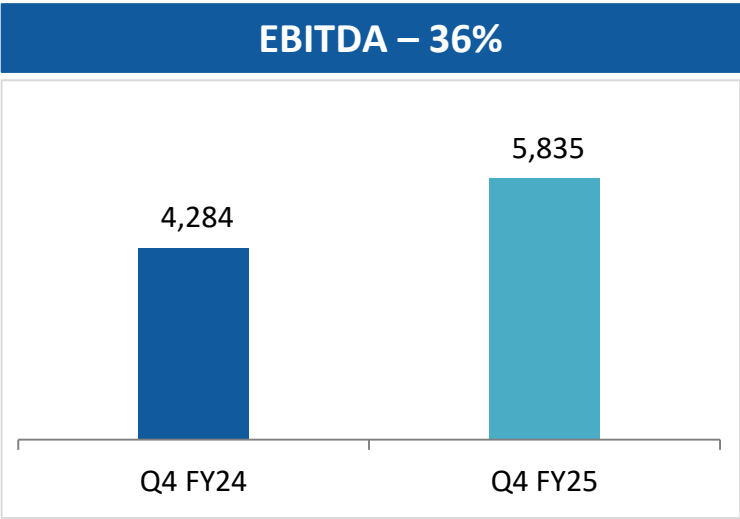
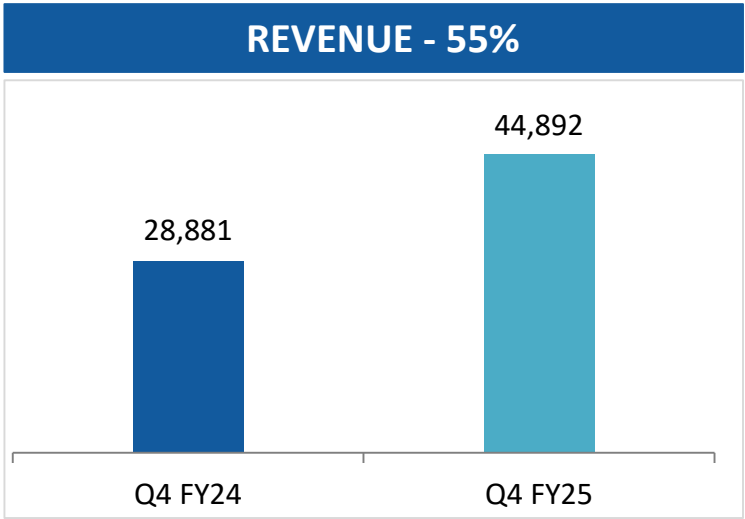
Financial Snapshot



CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2025

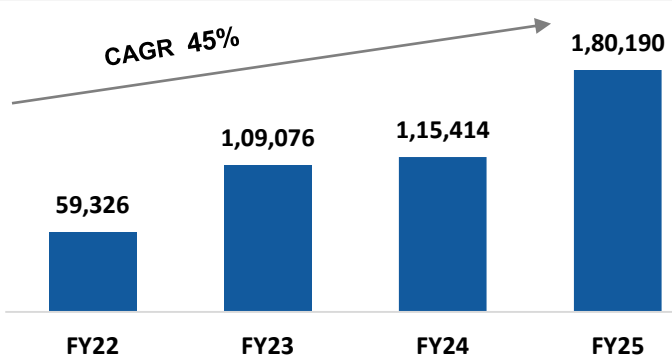


In Rs Lakhs

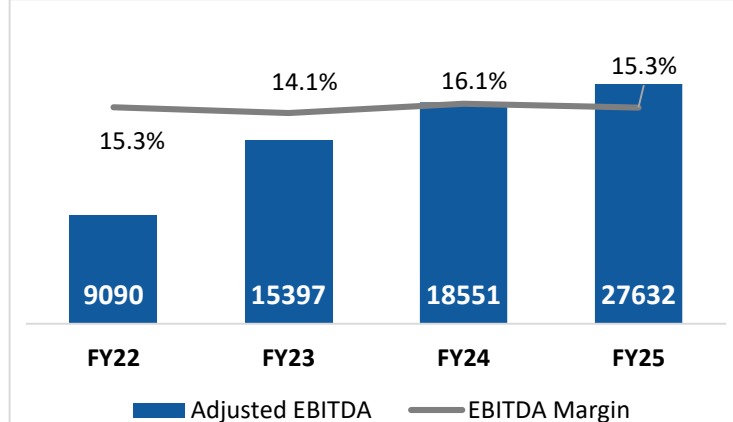


Financial Performance Snapshot

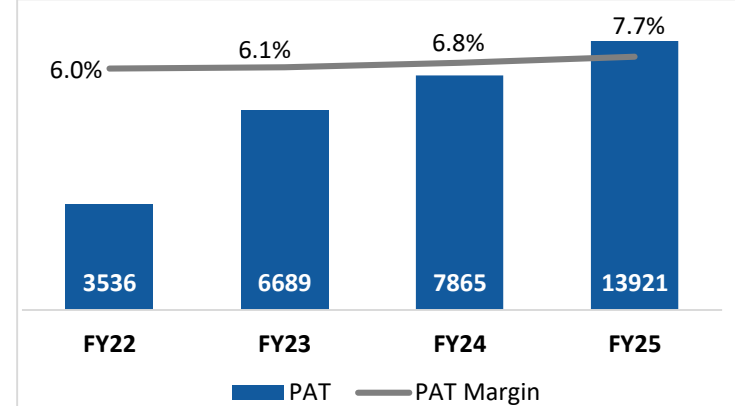
Revenue from Operations (INR Lakhs)



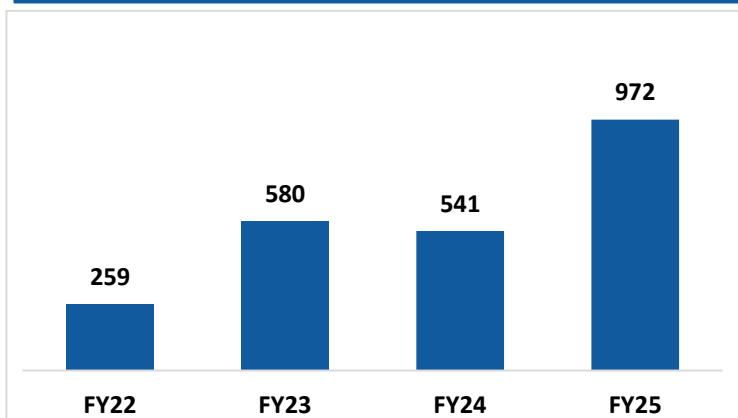
Adjusted EBITDA* (INR Lakhs)



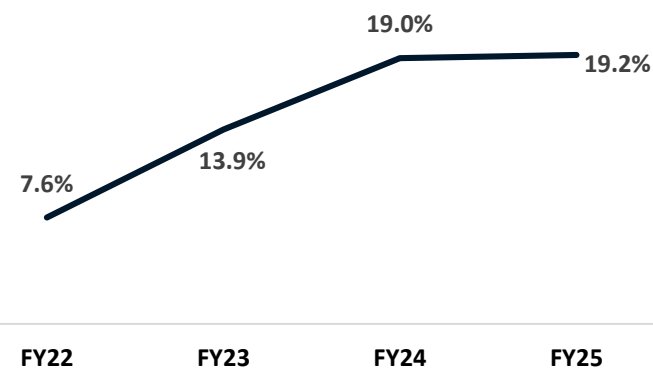
PAT (INR Lakhs)



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)

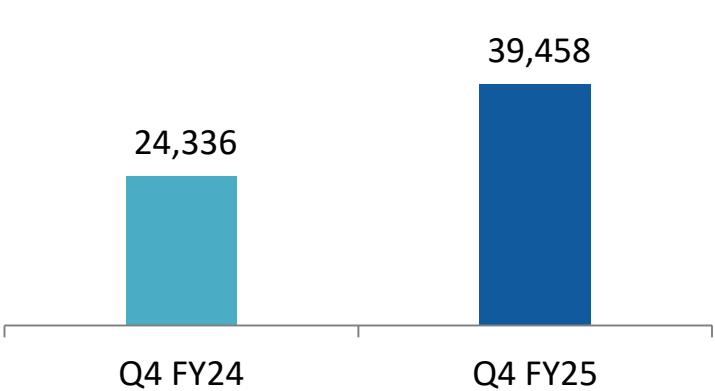
EV CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2025



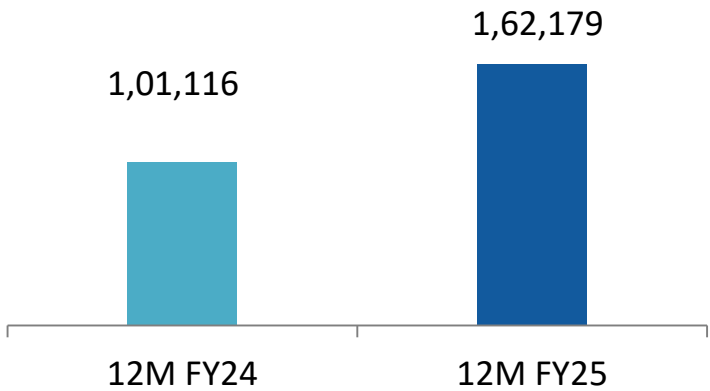
Rs in Lakhs

	Q4 FY24	Q4 FY25	% Change	12M FY24	12M FY 25	% 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%	

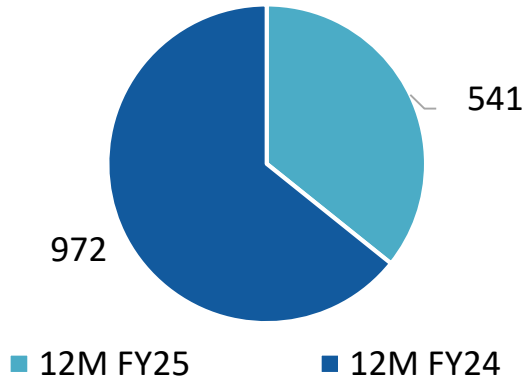
REVENUE



REVENUE



No. of vehicles sold



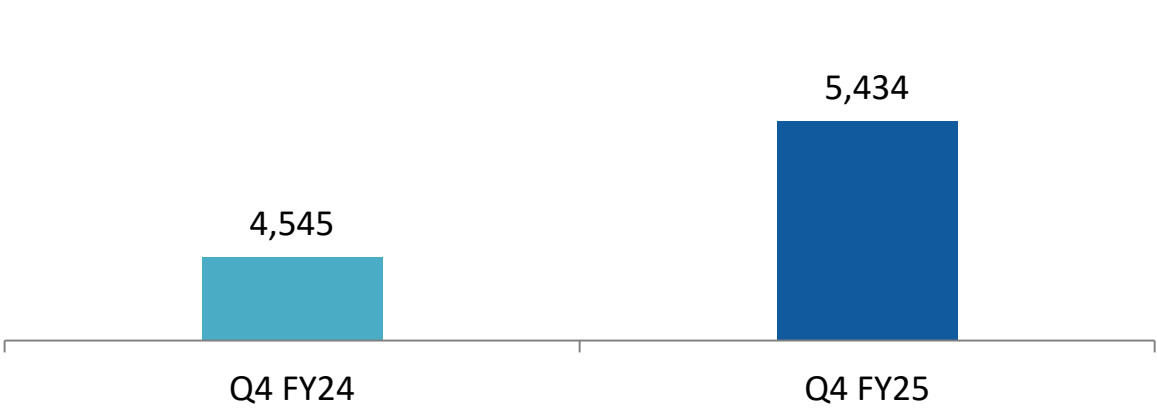
INSULATOR DIVISION RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2025



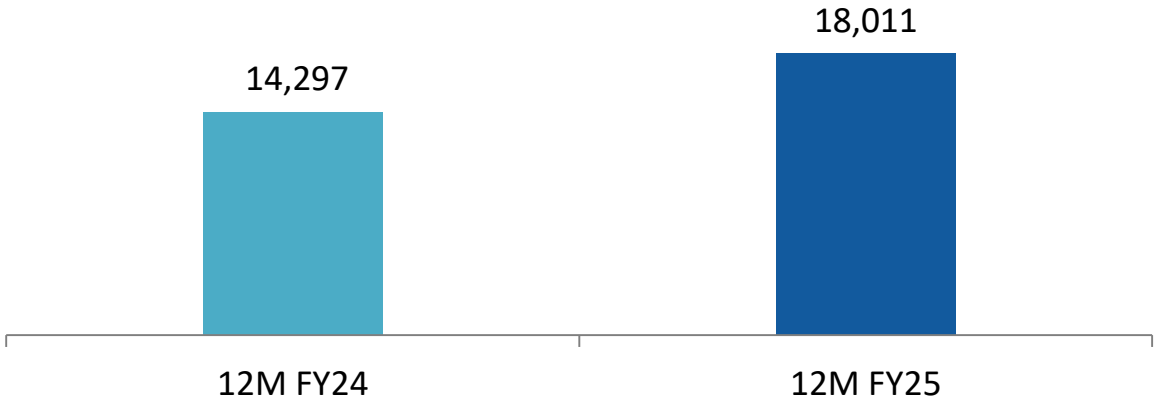
Rs in Lakhs

	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

PMPML – Pune



TGSRTC – Telangana



HRTC - Himachal Pradesh



KSRTC - Kerala



GSRTC - Gujarat



BEST - Mumbai



SSCL - Silvassa



NMC – Nagpur



SMC – Surat



KTCL – Goa



APSRTC – Andhra Pradesh



DSCL – Dehradun



MSRTC – Maharashtra



KSRTC – Karnataka



TTD – Tirumala



TMTU – Thane



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	3 26.8	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-23	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
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

Statement of Cash Flows (2/2)



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
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)
(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
(Investment)/Redemption of Investments/Mutual funds	(169.78)	(929.81)	(6,149.67)
Interest received (finance income)	940.08	866.6	1,060.20
Net cash used in investing activities	(3,783.27)	(8,648.72)	(22,482.59)
III. Cash flows from financing activities			
Proceeds from/(repayment of) long-term borrowings, net	(4,282.96)	(6.76)	13,251.75
Proceeds from/(repayment of) short-term borrowings, net	10,942.52	(1,288.29)	158.17
Interest paid	(3,142.72)	(4,305.32)	(5,115.34)
Net cash used in financing activities	3,516.84	(5,600.37)	8,294.58
Net increase in Cash and cash equivalents (I+II+III)	(1,293.76)	50.77	(120.57)
Cash and cash equivalents at the beginning of the period / year	1,930.09	636.33	687.10
Cash and cash equivalents at the end of the period / year	636.33	687.10	566.53
Notes:			
Cash and cash equivalents comprise:			
Cash on hand	2.81	0.32	0.92
Balances with banks:			
- in current accounts	633.52	686.78	565.61
	636.33	687.10	566.53

THANK YOU