



625 +E Buses
on Indian roads

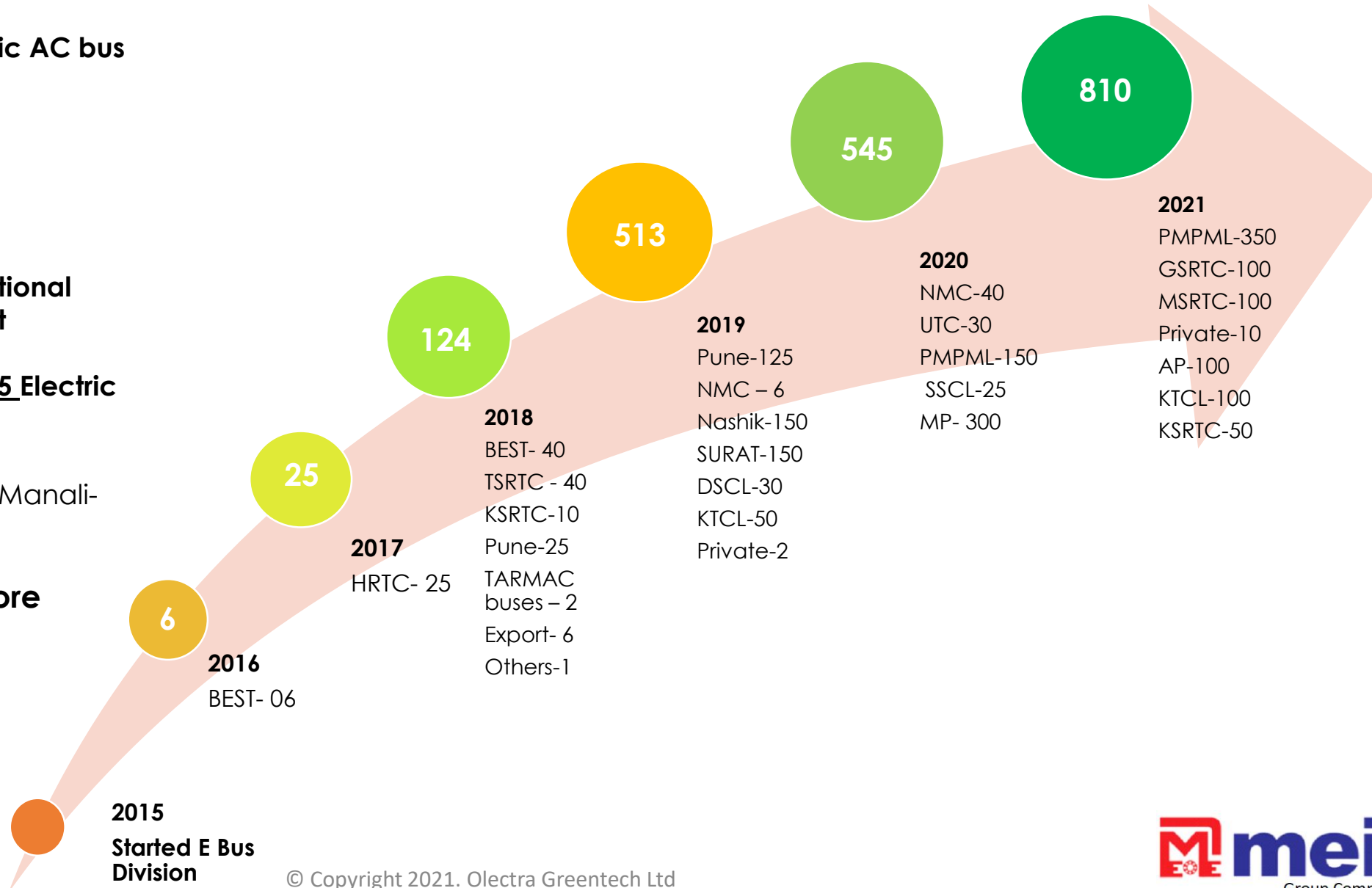
PIONEER IN ELECTRIC MOBILITY IN INDIA

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Olectra : 1st to deliver E-buses in India

- ✓ **First ever 7m,9m,12m Electric AC bus** launched
- ✓ E-Buses for trials - **40 STU's**
- ✓ **1398 Orders On hand**
- ✓ **16 charging stations Operational** and **24 Under Development**
- ✓ Homologated **4 Models** with **135 Electric bus variants**
- ✓ **"Limca Book of Records"** – Manali-Rohtang Operations
- ✓ Covered **more than 5 Crore Electric km** across India.



Olectra Bus Fleet

PMPML – Pune



TSRTC – Hyderabad



HRTC - Himachal Pradesh



KSRTC - Kerala



GSRTC - Gujarat



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

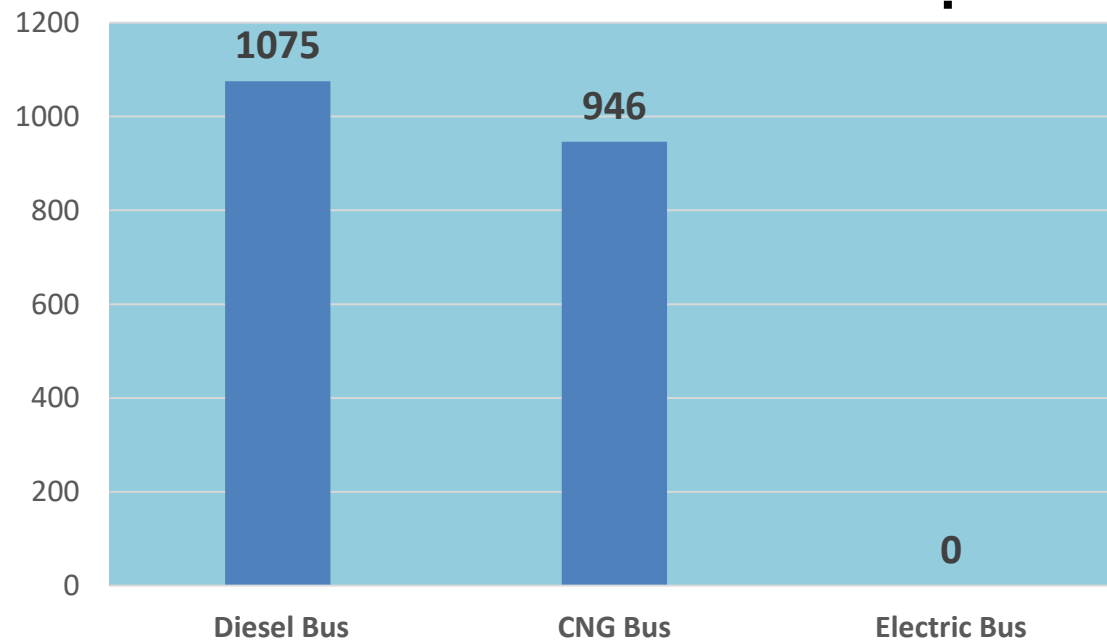
Type I
Type II
Tarmac

Type III

Electric Buses Outperform Fossil Fueled Buses

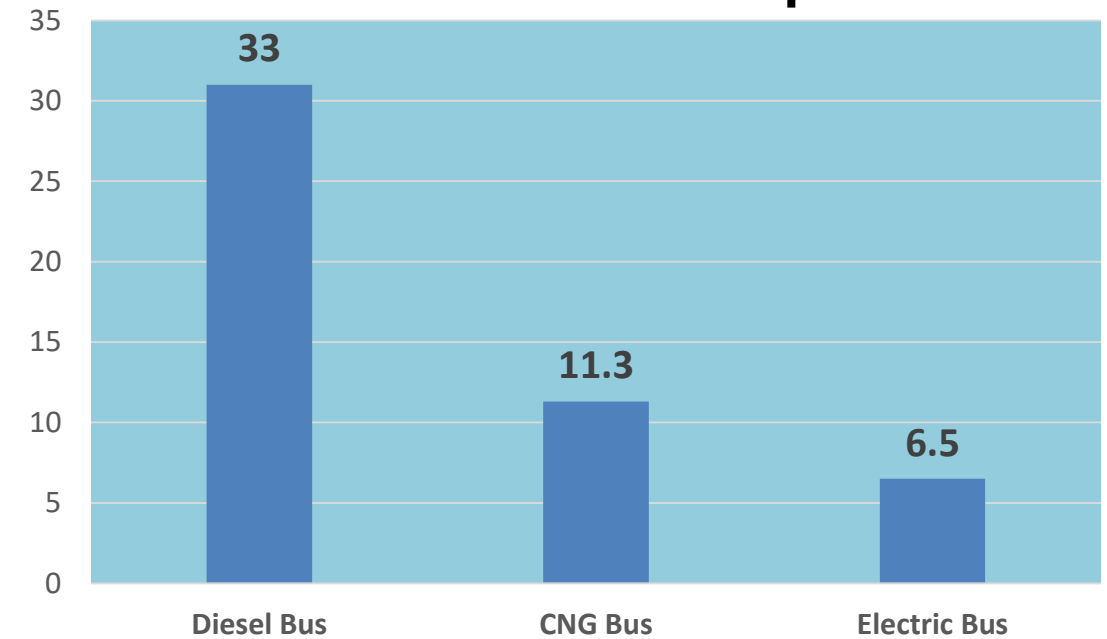
Clean

**Tailpipe Emissions
gCO₂/km**



Affordable

Per KM Fuel Cost



Source: CSE Study



TIV of Bus Industry:

- ❖ The number of buses in India is **18 lakhs+** for population of 138 Crores.
- ❖ Out of which two third of buses are more than 10 years old
- ❖ Every year more than 2 lakh buses are replaced in India

Description		2022	2030 E
Current Number of buses	in Mns	1.8	2.41
Population	in Mns	1,380	1,509
No of Buses per 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	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		1.81
Per Year Requirement	in Mns		0.20

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



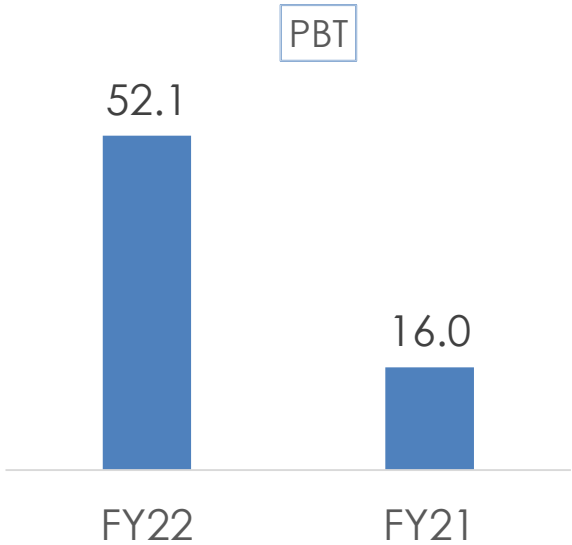
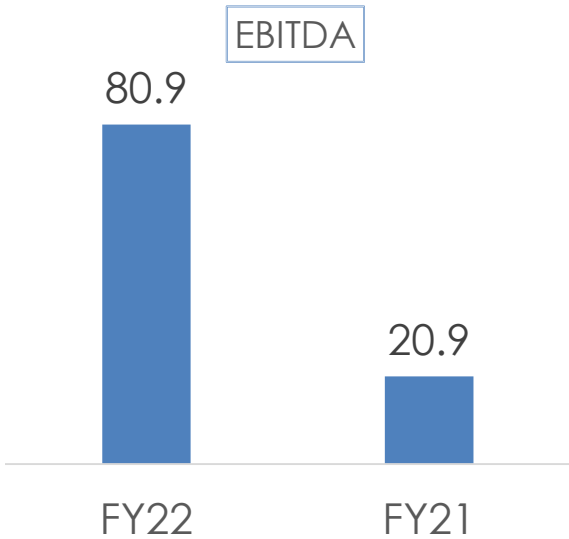
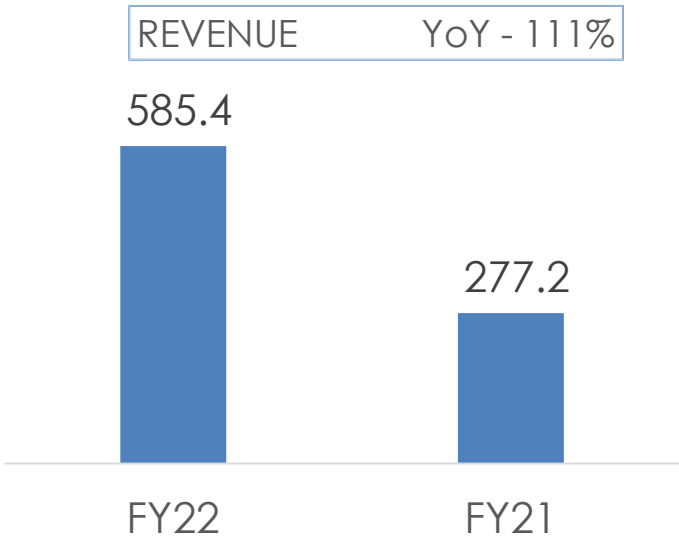
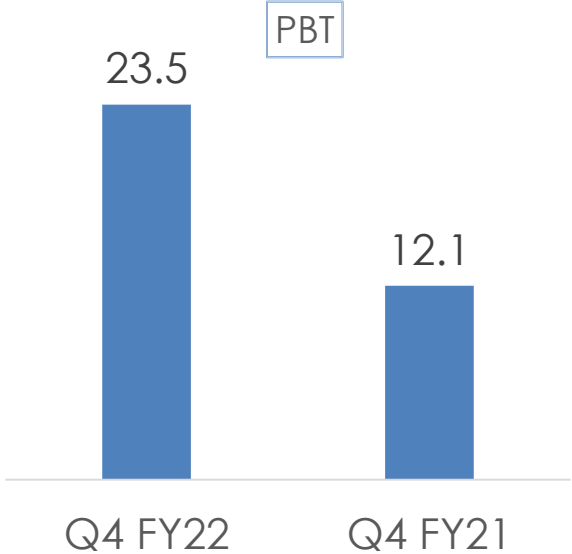
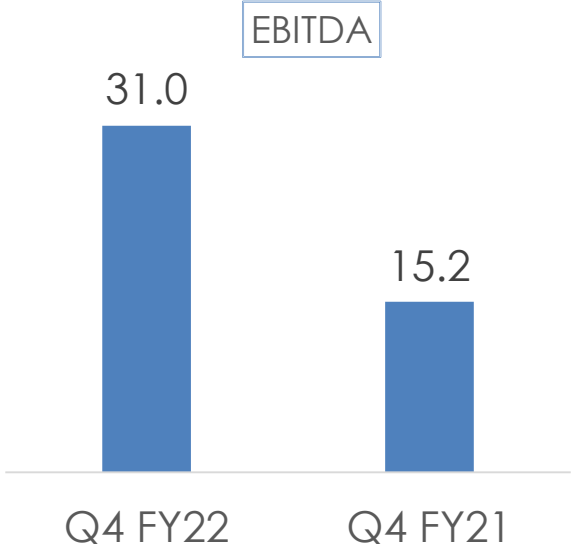
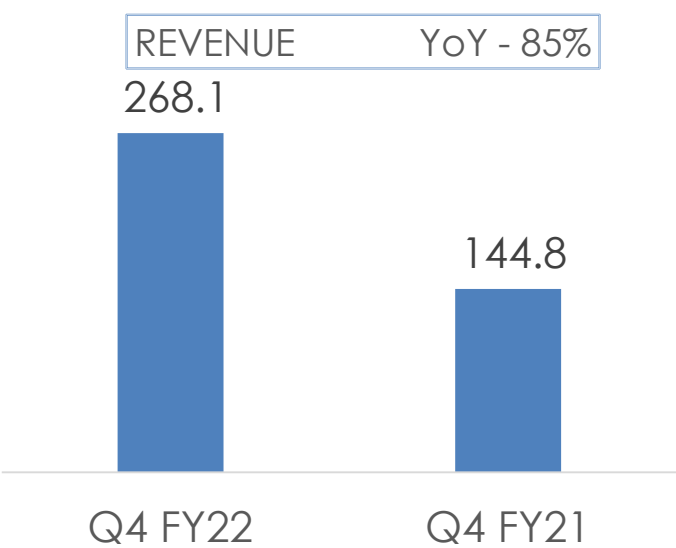
STANDALONE RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2022

Rs in Crs

	Q4 FY22	Q4 FY21	Y-o-Y Change	FY22	FY21	Y-o-Y Change
Revenue	268.1	144.8	85.2%	585.4	277.2	111.2%
EBITDA	31.0	15.2	103.4%	80.9	20.9	287.3%
EBITDA Margin	12%	11%		14%	8%	
EBIT	24.5	11.8	107.5%	56.0	12.0	367.4%
EBIT Margin	9%	8%		10%	4%	
Profit before exceptional items and tax	23.5	12.1	93.6%	54.6	16.0	241.6%
Exceptional items				-2.5		
Profit before tax	23.5	12.1	93.6%	52.1	16.0	225.6%
Profit after tax	17.5	9.0	94.0%	35.7	12.2	192.4%

STANDALONE RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2022

Rs in Crs



CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2022

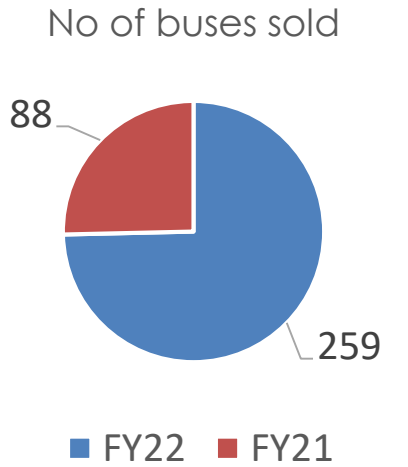
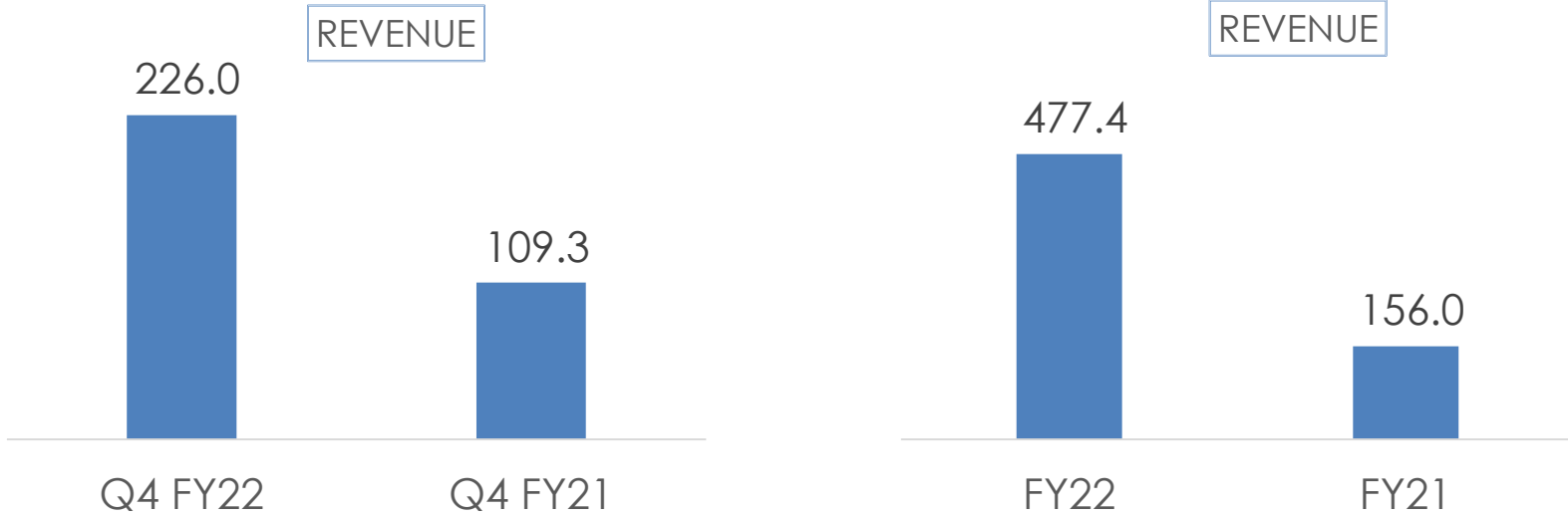
Rs in crs

	Q4 FY22	Q4 FY21	Y-o-Y Change	FY22	FY21	Y-o-Y Change
Revenue	271.3	147.9	83.5%	593.3	281.4	110.8%
EBITDA	32.8	17.5	86.8%	85.7	20.2	324.1%
	12%	12%		14%	7%	
EBIT	25.2	13.0	93.4%	56.4	6.9	718.3%
	9%	9%		10%	2%	
Profit/(loss) before share of profit/(loss) of associates, exceptional items and tax	23.4	13.3	76.5%	53.7	10.8	396.1%
	9%	9%		9%	4%	
Share of profit/(loss) of associates, exceptional items and tax	0.7	0.0	-	1.1	-	
Exceptional items	-	-	-	2.5	-	
Profit before tax	24.1	13.3	81.4%	52.3	10.9	381.0%
Profit after tax	17.8	9.7	84.2%	35.4	8.1	337.9%

E BUS DIVISION RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2022

Rs in Crs

	Q4 FY22	Q4 FY21	Y-o-Y Change	FY22	FY21	Y-o-Y Change
Revenue	226.0	109.3	106.8%	477.4	156.0	206.0%
EBITDA	26.4	10.8	145.9%	66.8	6.5	934.7%
EBITDA Margin	12%	10%		14%	4%	
EBIT	21.1	8.2	155.7%	46.0	1.1	++++
EBIT Margin	9%	8%		10%	1%	
Profit before tax	20.1	9.3	117.3%	45.2	7.7	490.3%

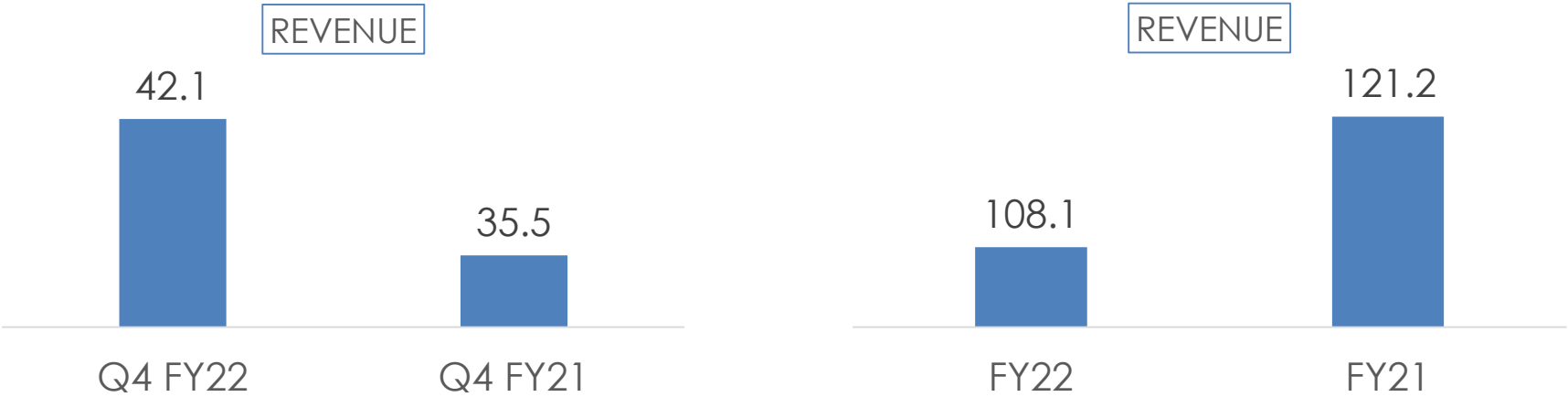


INSULATOR DIVISION RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2022



Rs in Crs

	Q4 FY22	Q4 FY21	Y-o-Y Change	FY22	FY21	Y-o-Y Change
Revenue	42.1	35.5	18.7%	108.1	121.2	-10.9%
EBITDA	4.6	4.5	1.7%	14.0	14.4	-2.7%
EBITDA Margin	11%	13%		13%	12%	
EBIT	3.5	3.6	-3.2%	10.0	10.9	-7.7%
EBIT Margin	8%	10%		9%	9%	
Profit before exceptional items and tax	3.4	2.9	17.6%	9.4	8.3	12.7%
Exceptional items				-2.5		
Profit before tax	3.4	2.9	17.6%	6.8	8.3	-17.9%



- ✓ Highest ever revenues and PBT .
- ✓ Demand remains strong with order book of 1398 electric buses after considering deliveries already made
- ✓ Q4 EBITDA at 12% as compared to 10% in Q4 FY21
- ✓ FY22 EBITDA at 14% as compared to 4% in FY21

Looking ahead

- ✓ The business scenario continues to show significant improvement.

Future Road Map...

- ✓ OGL has acquired 150 Acres of land from Government of Telangana
- ✓ OGL will construct EV manufacturing plant with state of Art technology
- ✓ 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
- ✓ OGL has started trials of **Heavy duty tipper** for launch in the market soon
- ✓ Entry into **Inter-city / Inter-state Private Transport Segment**
- ✓ Entry into **Staff Transport** private segment
- ✓ Establishing **TARMAC** buses in Airports



THANK YOU

