



**750** +E Buses  
on Indian roads

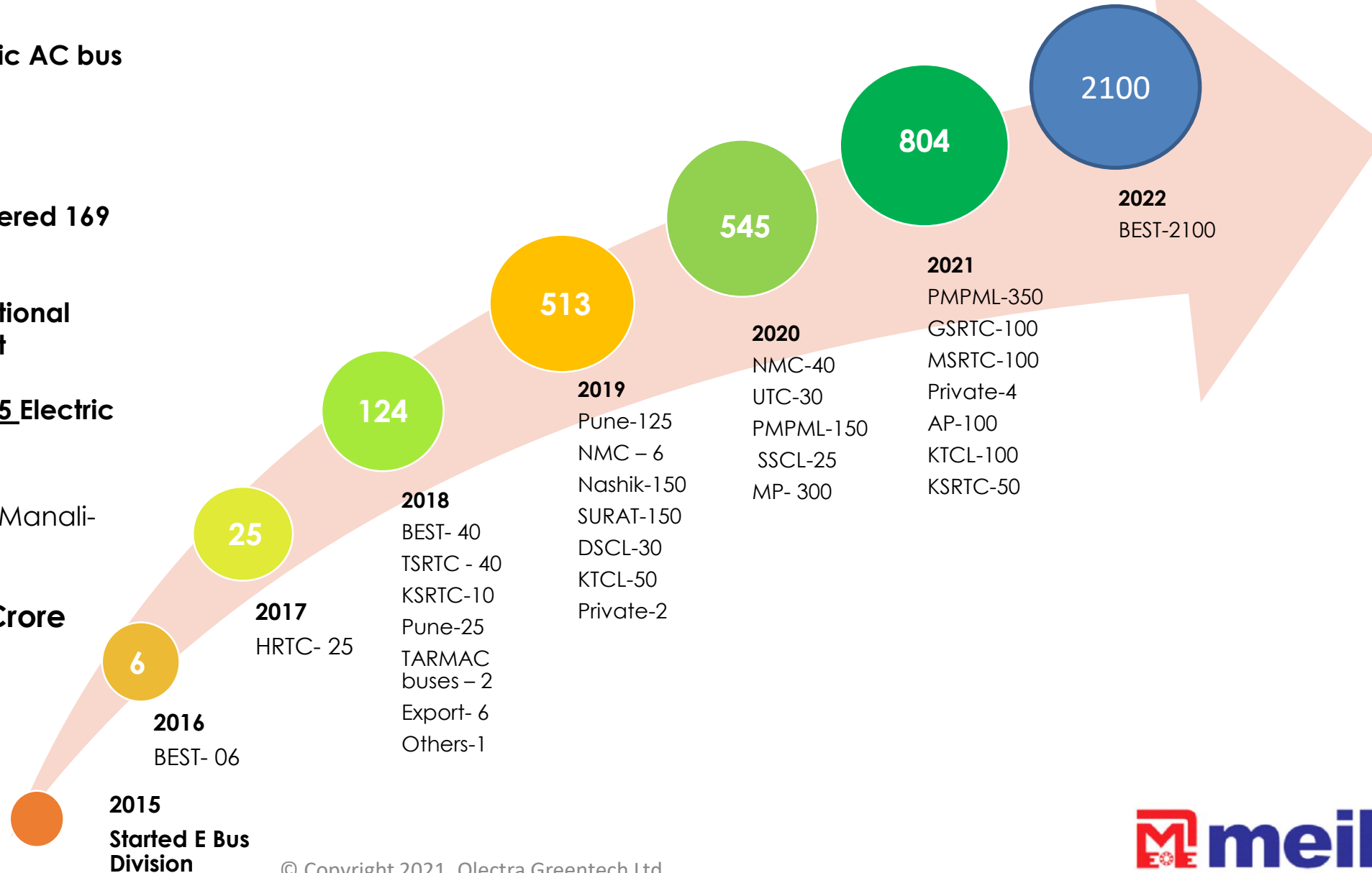
**PIONEER IN ELECTRIC MOBILITY IN INDIA**

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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**
- ✓ **3328 Orders On hand(Delivered 169 buses in Q1 FY 23)**
- ✓ **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 5.5 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 - 7m



E-Bus - 9m



E-Bus - 12m



E-Bus - Coach



Type I  
Luxe



Type I  
Type II



Type I  
Type II  
Tarmac

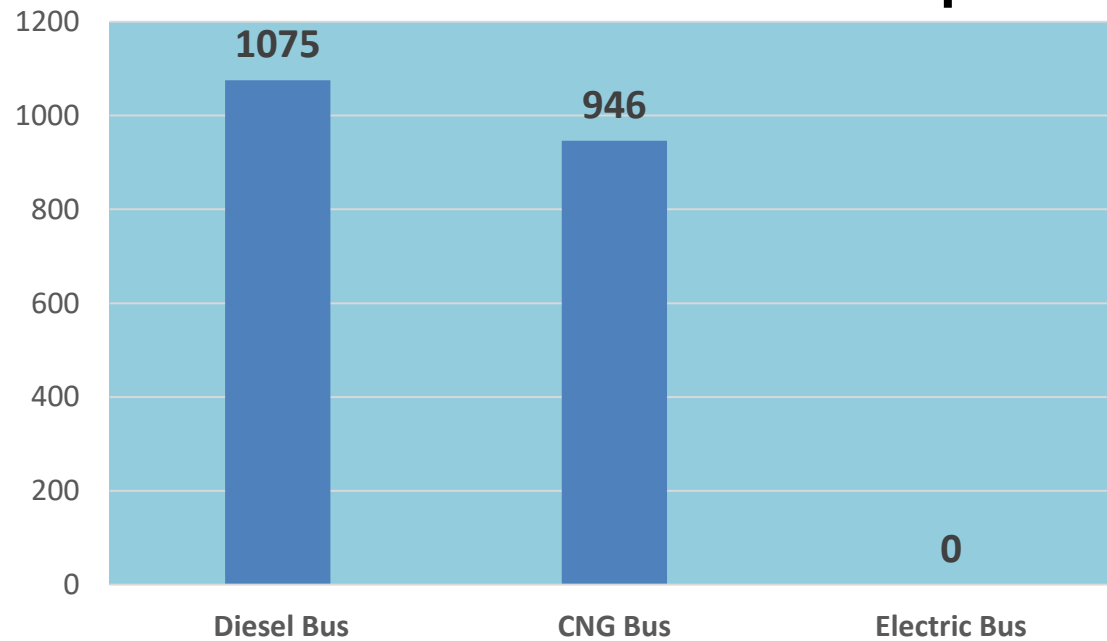
Type III

# Electric Buses Outperform Fossil Fueled Buses

## Clean

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

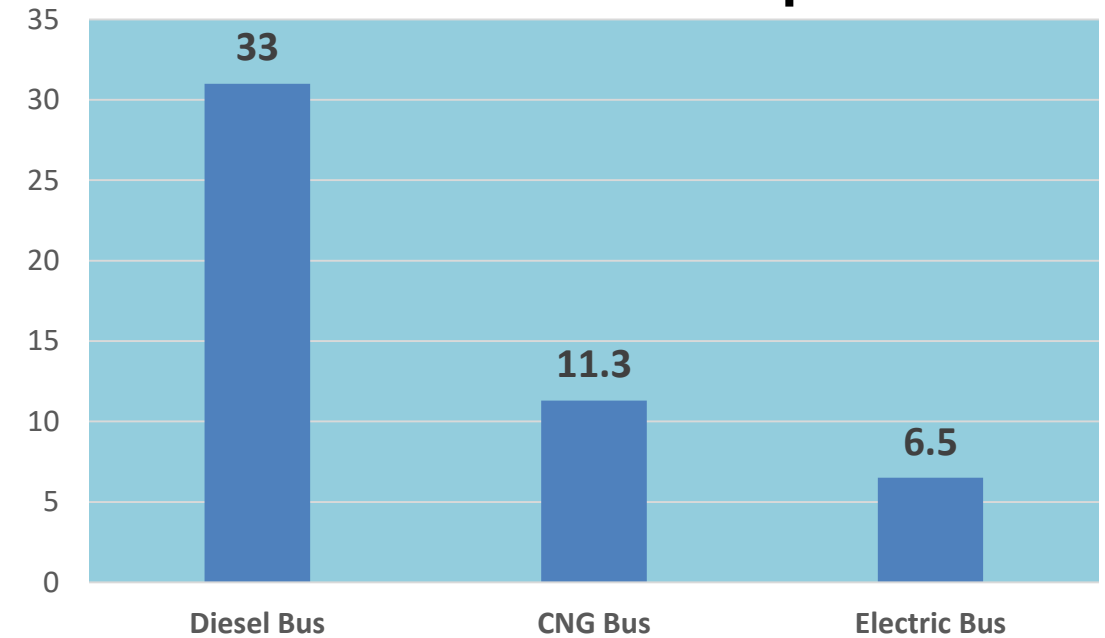
+ ∞%



## Affordable

**Per KM Fuel Cost**

+ 5 X



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		<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



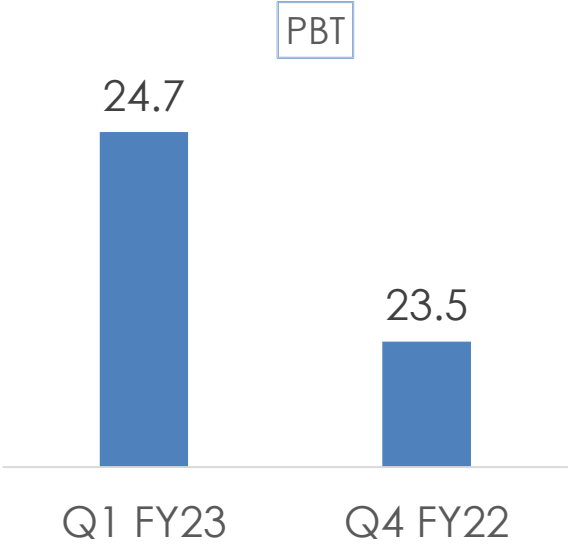
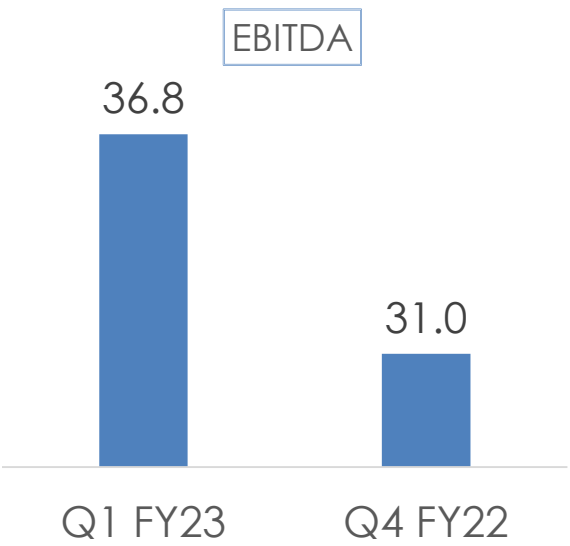
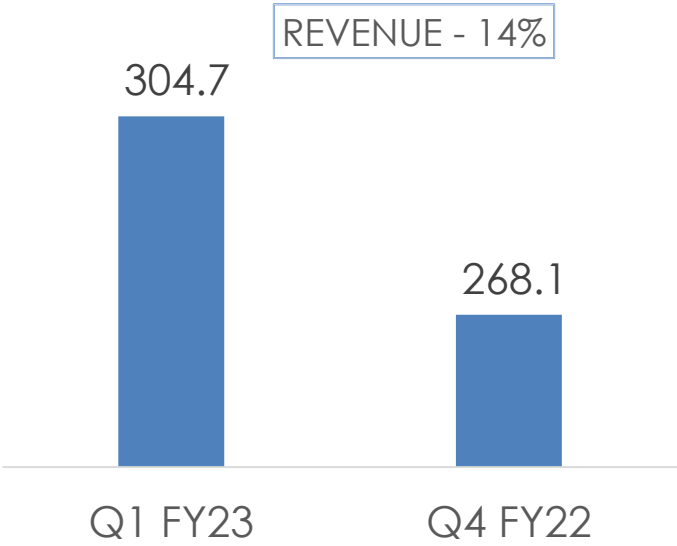
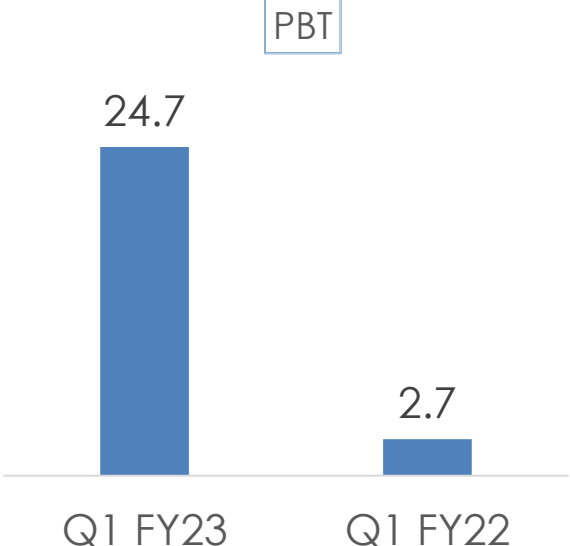
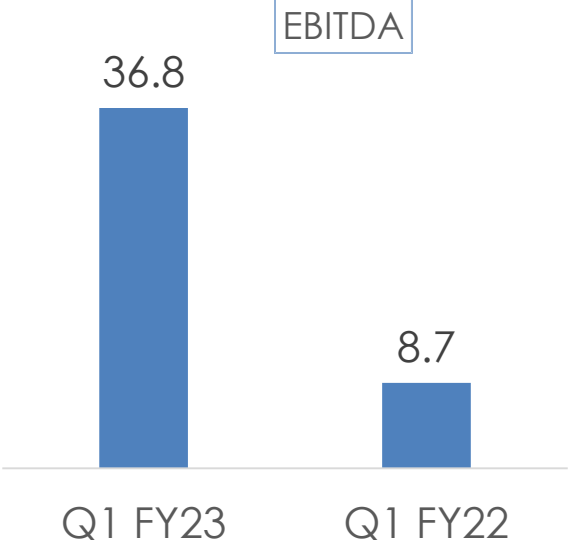
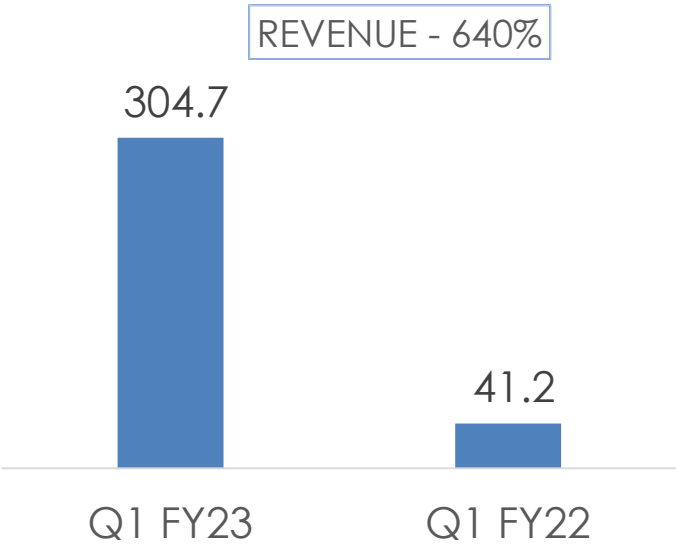
# STANDALONE RESULTS FOR THE QUARTER ENDED 30 JUNE 2022

Rs in Crs

	Q1 FY23	Q1 FY22	% Change	Q1 FY23	Q4 FY22	% Change
Revenue	304.7	41.2	640.4%	304.7	268.1	13.6%
EBITDA	36.8	8.7	322.6%	36.8	31.0	18.7%
EBITDA Margin	12%	21%		12%	12%	
EBIT	30.3	2.7	1034.1%	30.3	24.5	23.6%
EBIT Margin	10%	6%		10%	9%	
Profit before tax	24.7	2.7	799.9%	24.7	23.5	5.1%
PBT Margin	8%	6%		8%	9%	
Profit after tax	18.8	2.0	825.2%	18.8	17.5	7.7%
PAT Margin	6%	5%		6%	6%	

STANDALONE RESULTS FOR THE QUARTER ENDED 30 JUNE 2022

Rs in Crs





# CONSOLIDATED RESULTS FOR THE QUARTER ENDED 30 JUNE 2022

Rs in crs

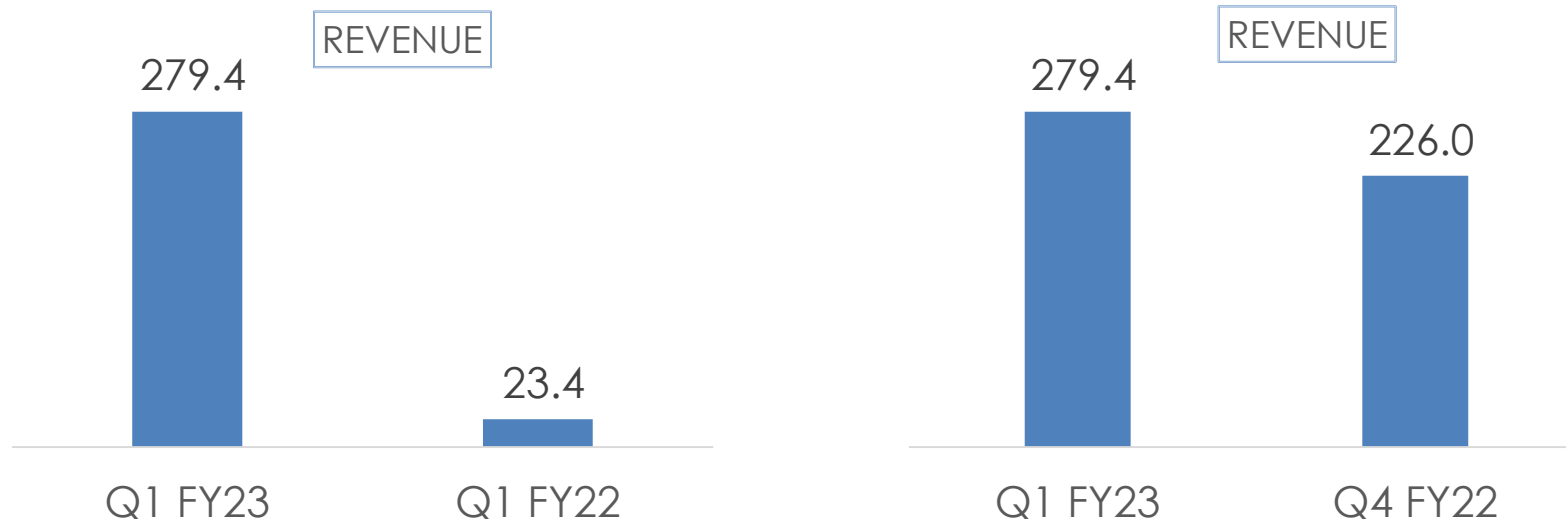
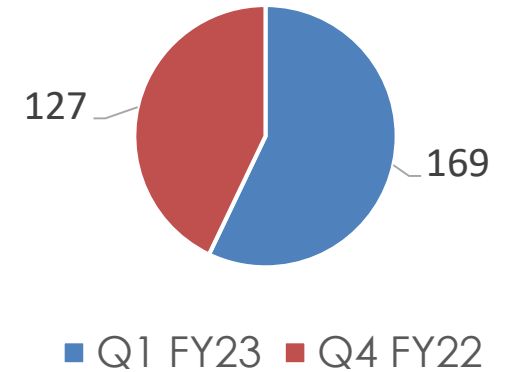
	Q1 FY23	Q1 FY22	% Change	Q1 FY23	Q4 FY22	% Change
Revenue	281.1	42.3	564.9%	281.1	271.3	3.6%
EBITDA	36.4	8.9	309.1%	36.4	32.8	11.1%
	13%	21%		13.0%	12.1%	
EBIT	28.8	1.7	1547.3%	28.8	25.2	14.4%
	10%	4%		10%	9%	
Profit/(loss) before share of profit/(loss) of associates, exceptional items and tax	22.6	1.7	1215.4%	22.6	23.4	-3.5%
	8%	4%		8%	9%	
Share of profit/(loss) of associates, exceptional items and tax	0.3	0.1	432.3%	0.3	0.72	-60.9%
Profit before tax	22.9	1.8	1192.0%	22.9	24.1	-5.2%
Profit after tax	16.7	1.3	1167.1%	16.7	17.8	-6.3%

# E BUS DIVISION RESULTS FOR THE QUARTER ENDED 30 JUNE 2022

Rs in Crs

	Q1 FY23	Q1 FY22	% Change	Q1 FY23	Q4 FY22	% Change
Revenue	279.4	23.4	1095.8%	279.4	226.0	23.6%
EBITDA	32.7	6.8	381.0%	32.7	26.4	23.9%
EBITDA Margin	12%	29%		12%	12%	
Profit before tax	22.0	1.8	1091.6%	22.0	20.1	9.2%
PBT Margin	8%	8%		8%	9%	

No of buses sold

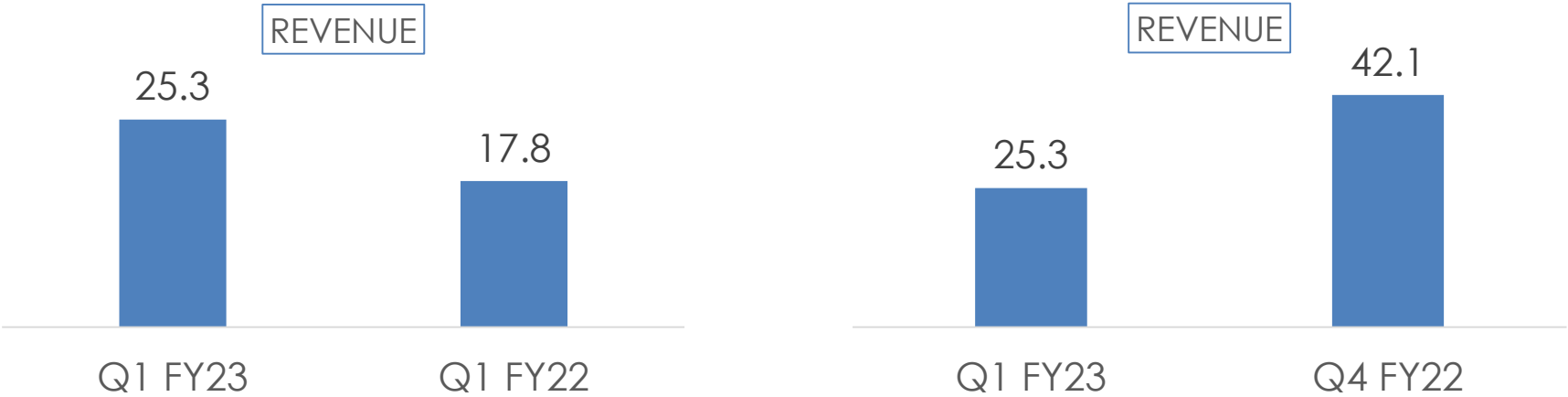


# INSULATOR DIVISION RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2022



Rs in Crs

	Q1 FY23	Q1 FY22	% Change	Q1 FY23	Q4 FY22	% Change
Revenue	25.3	17.8	42.0%	25.3	42.13	-40.0%
EBITDA	4.1	1.9	113.5%	4.1	4.6	-10.6%
EBITDA Margin	16%	11%		16%	11%	
Profit before tax	2.7	0.9	203.6%	2.7	3.4	-19.8%
PBT Margin	11%	5%		11%	8%	





- ✓ Quarterly Highest ever revenues and PBT
- ✓ Demand remains strong with order book of 3328 electric buses after considering deliveries already made
- ✓ Q1 FY23 EBITDA at 12% as compared to similar margin of 12% in Q4 FY22

## 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/trucks & tippers 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

