



**900** +E Buses

**on Indian roads**

As on 30 Sep, 2022

**PIONEER IN ELECTRIC MOBILITY IN INDIA**

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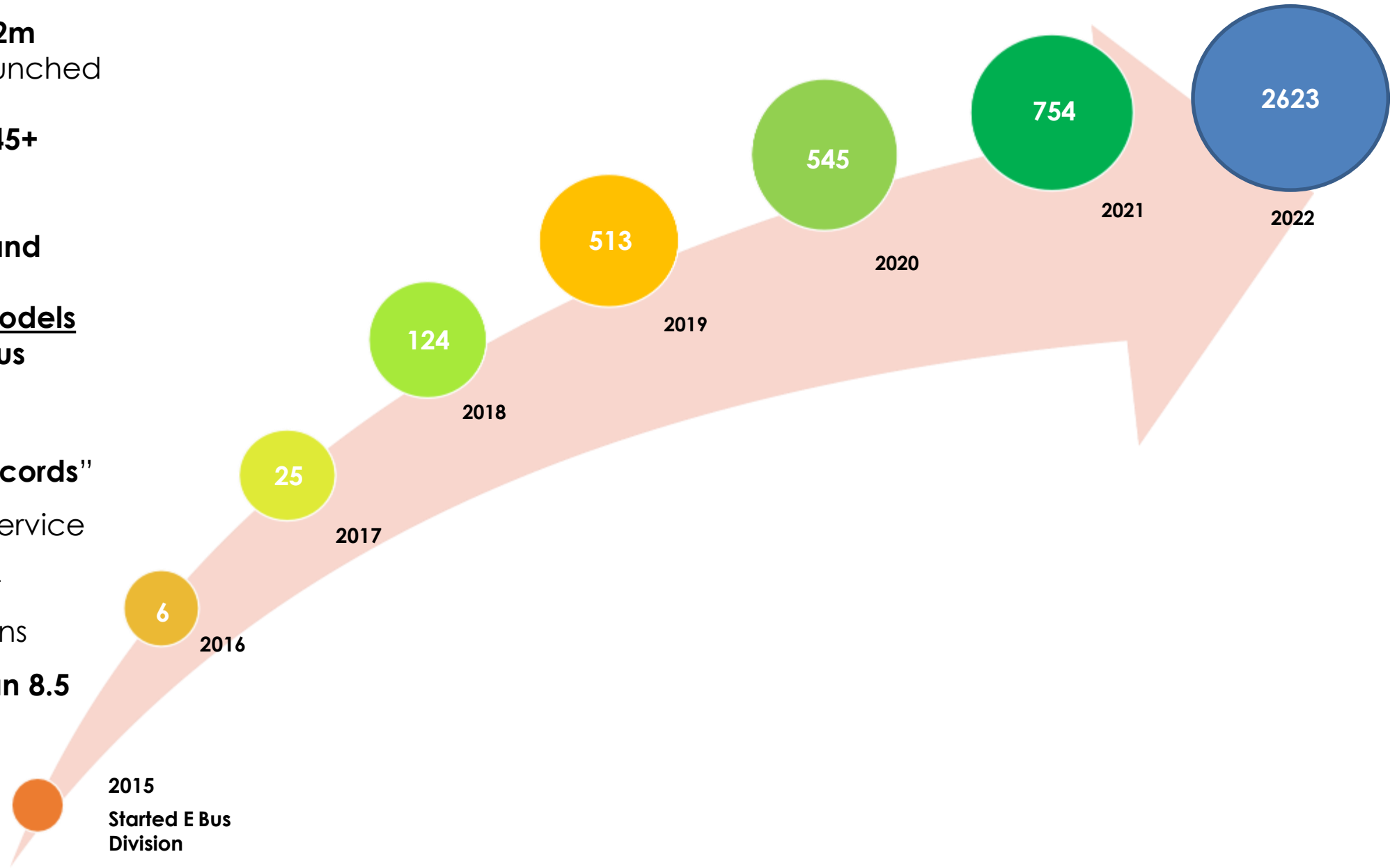
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# Olectra : 1st to deliver E-buses in India

- ✓ **First ever 7m,9m,12m Electric AC bus** launched
- ✓ E-Buses for trials – **45+ STU's**
- ✓ **3360 Orders On hand**
- ✓ Homologated **4 Models** with **135 Electric bus variants**
- ✓ **"Limca Book of Records"**  
–First electric bus service in India for Manali-Rohtang Operations
- ✓ Covered **more than 8.5 Crore Electric km** across India.





# Olectra's Fleet

**Pune**



**Hyderabad**



**Dehradun**



**Mumbai**



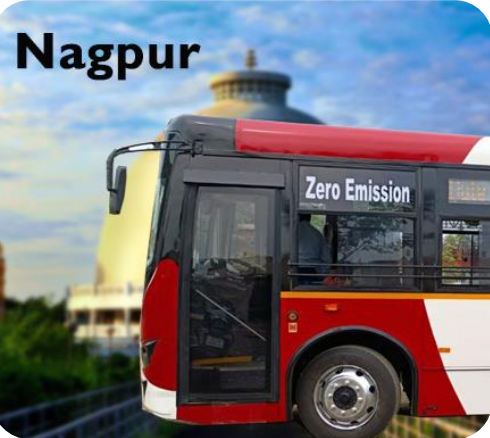
**Surat**



**Silvassa**



# Olectra's Fleet







**Clocked over 8.5 Crs clean kms**



**2.8 Crs Liters of diesel saved**



**76,000 Metric Tons of Co2 avoided**



**Equivalent to planting of 35 Lacs trees**

# Olectra Product Range

**E-Bus - 7m**



**E-Bus - 9m**



**E-Bus - 12m**



**E-Bus - Coach**



**Type I  
Luxe**



**Type I  
Type II**



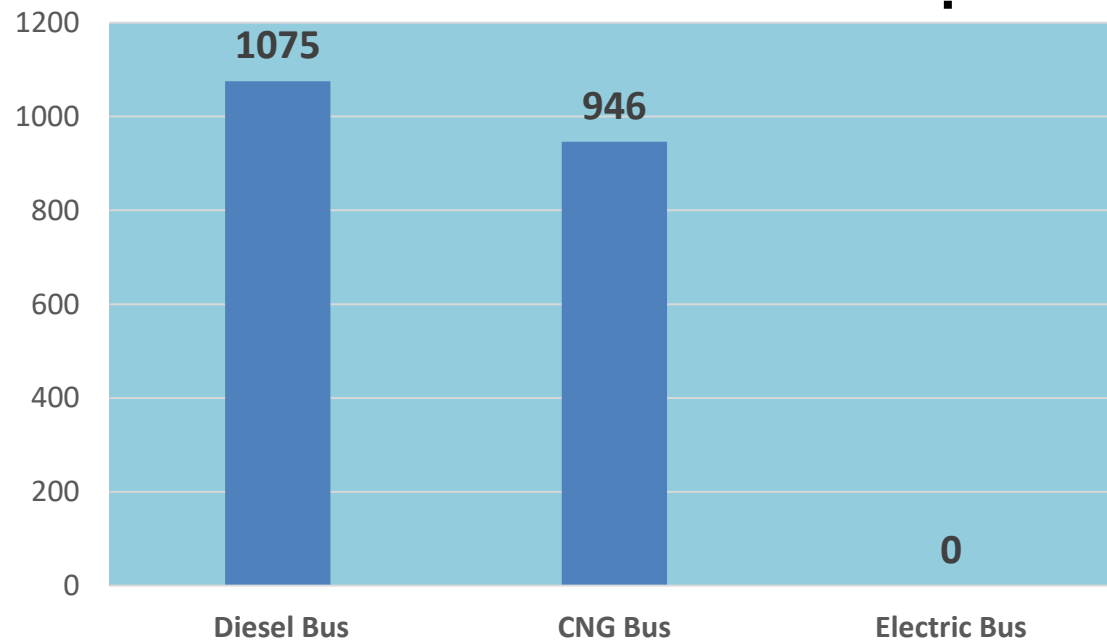
**Type I  
Type II  
Tarmac**

**Type III**

# Electric Buses Outperform Fossil Fueled Buses

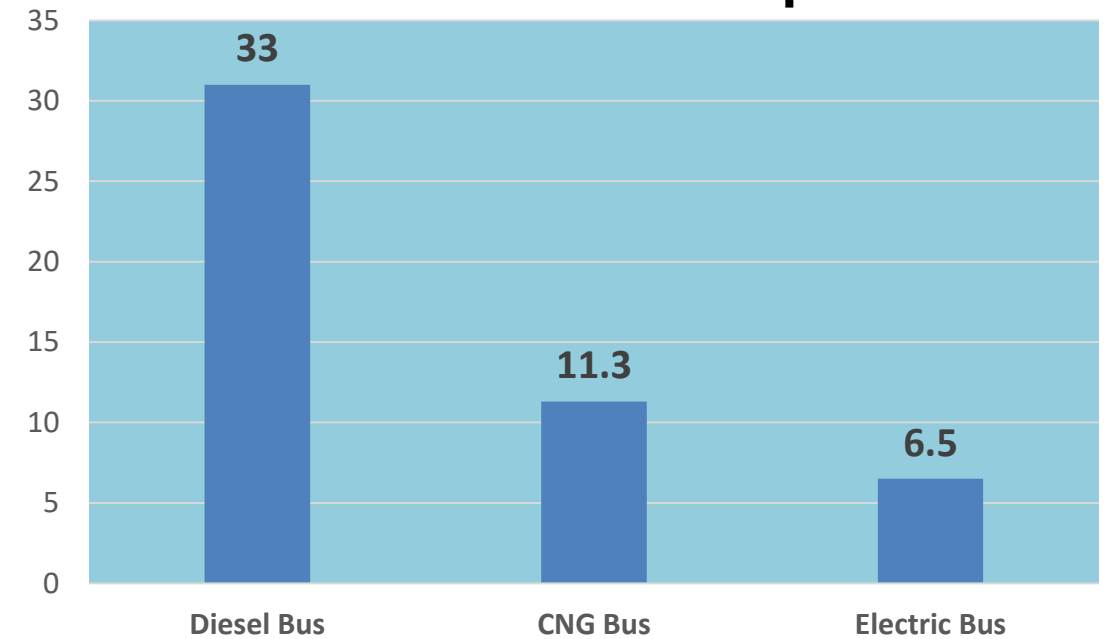
## Clean

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



## Affordable

**Per KM Fuel Cost in Rs.**



Source: CSE Study



## TIV of Bus Industry:

- ❖ The number of buses in India is **18 lacs+** 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 Lacs	18	24.1
Population	in Crs	138	151
No of Buses per 1000 People	In No's	1.30	1.6
No of Buses required per 1000 people	In No's	1.6	1.6
Number of buses Required	in Lacs	22.1	24.1
No of vehicles need to be scrapped	in Lacs		12.0
New buses required to cater in increase in population by 2030	in Lacs		6.1
Total new Buses required by 2030	in Lacs		<b>18.1</b>
Per Year Requirement	in Lacs		<b>2.0</b>



2 Lacs new buses  
required per year

# STANDALONE RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2022

Rs in Crs

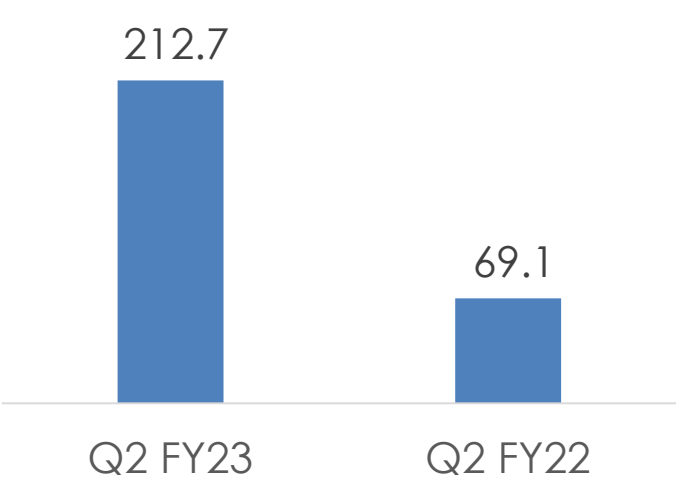
	Q2 FY23	Q2 FY22	% Change	H1 FY23	H1 FY22	% Change
Revenue	212.7	69.1	208.0%	517.4	110.2	369.4%
EBITDA	21.9	14.1	55.2%	58.7	22.8	157.1%
EBITDA Margin	10%	20%		11%	21%	
Profit before exceptional items and tax	14.7	8.2	78.2%	39.4	11.0	258.6%
Exceptional items		-2.5			-2.5	
Profit before tax after exceptional items	14.7	5.7	158.0%	39.4	8.4	367.0%
PBT Margin	7%	8%		8%	7%	
Profit after tax	11.1	3.7	199.6%	29.9	5.7	421.1%
PAT Margin	5%	5%		6%	5%	

STANDALONE RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2022

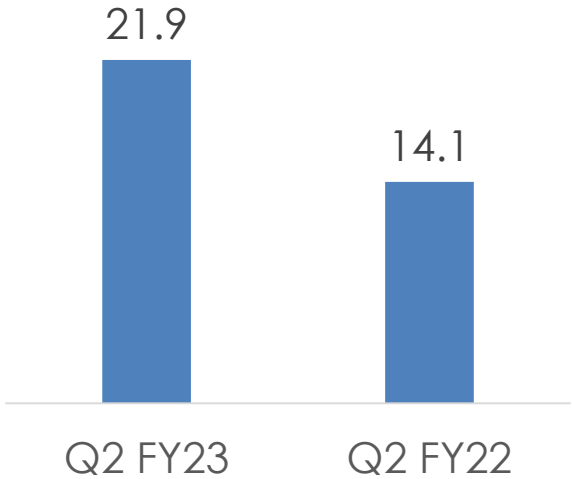


Rs in Crs

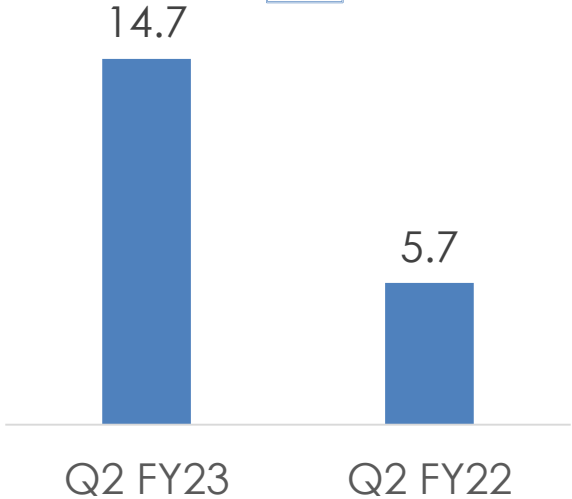
REVENUE - 208%



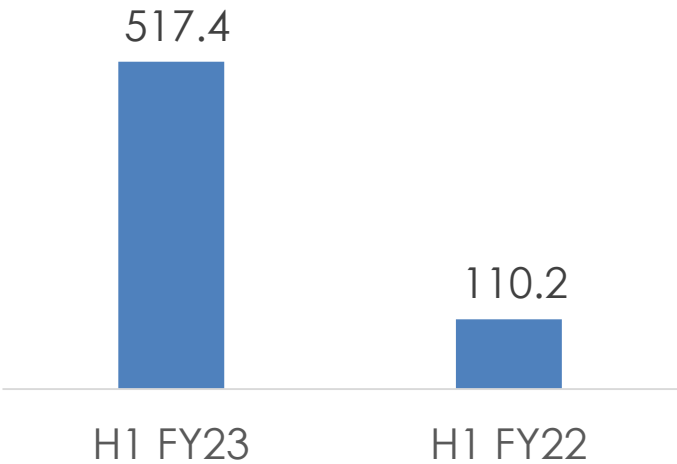
EBITDA



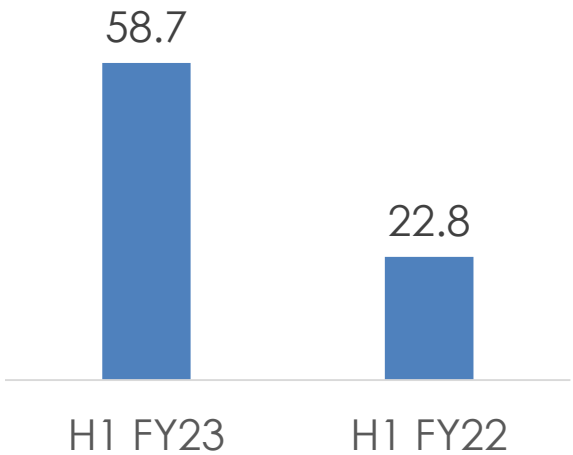
PBT



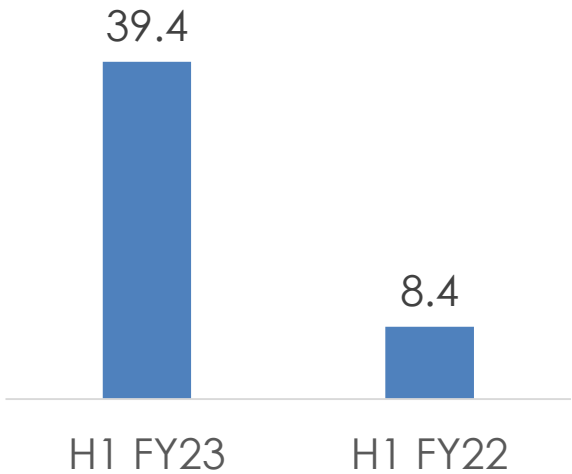
REVENUE - 369%



EBITDA



PBT





# CONSOLIDATED RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2022

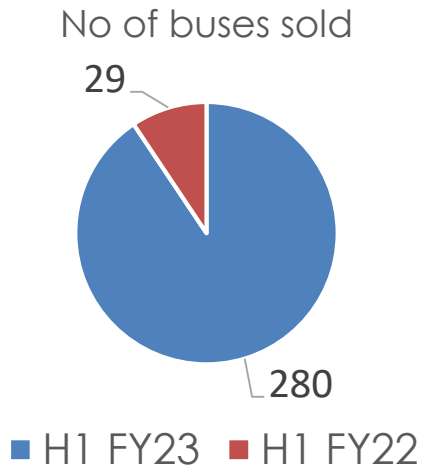
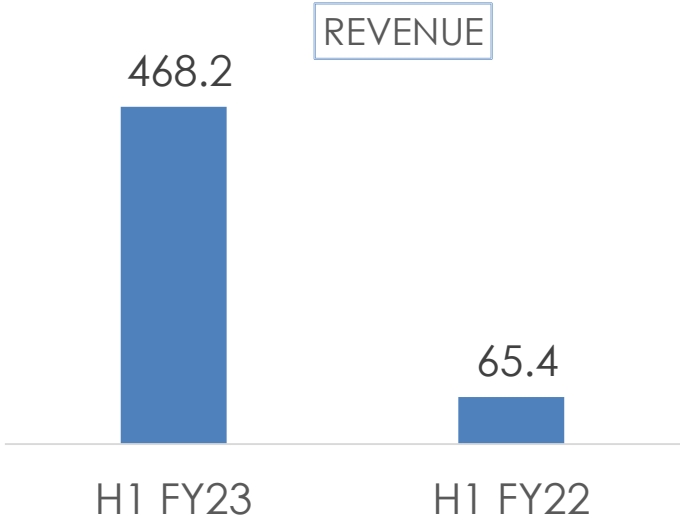
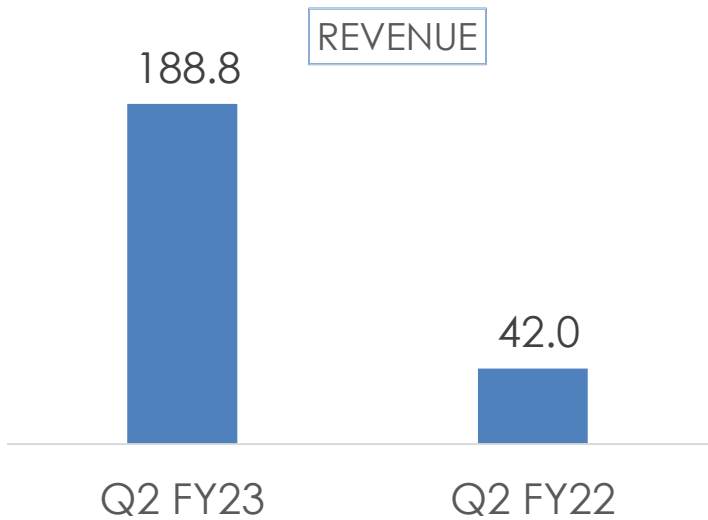
Rs in crs

	Q2 FY23	Q2 FY22	% Change	H1 FY23	H1 FY22	% Change
Revenue	177.3	71.4	148.3%	458.4	113.7	303.2%
EBITDA	20.3	15.3	32.8%	56.7	24.2	134.4%
EBITDA Margin	11%	21%		12%	21%	
Profit/(loss) before share of profit/(loss) of associates, exceptional items and tax	10.7	8.1	32.7%	33.3	9.8	240.5%
Share of profit/(loss) of associates, exceptional items and tax	0.3	0.2	102.2%	0.6	0.2	183.5%
Exceptional items	-	2.5	-	-	2.5	
Profit before tax after exceptional items	11.0	5.7	94.2%	33.9	7.4	355.3%
PBT Margin	6%	8%		7%	7%	
Profit after tax	7.4	3.6	106.0%	24.1	4.9	390.2%
PAT Margin	4%	5%		5%	4%	

# E BUS STANDALONE RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30 SEPTEMBER 2022



	Rs in Crs					
	Q2 FY23	Q2 FY22	% Change	H1 FY23	H1 FY22	% Change
Revenue	188.8	42.0	349.1%	468.2	65.4	615.8%
EBITDA	17.3	9.4	83.3%	50.0	16.2	208.1%
EBITDA Margin	9%	22%		11%	25%	
Profit before tax	11.7	4.6	154.8%	33.6	6.4	424.0%
PBT Margin	6%	11%		7%	10%	

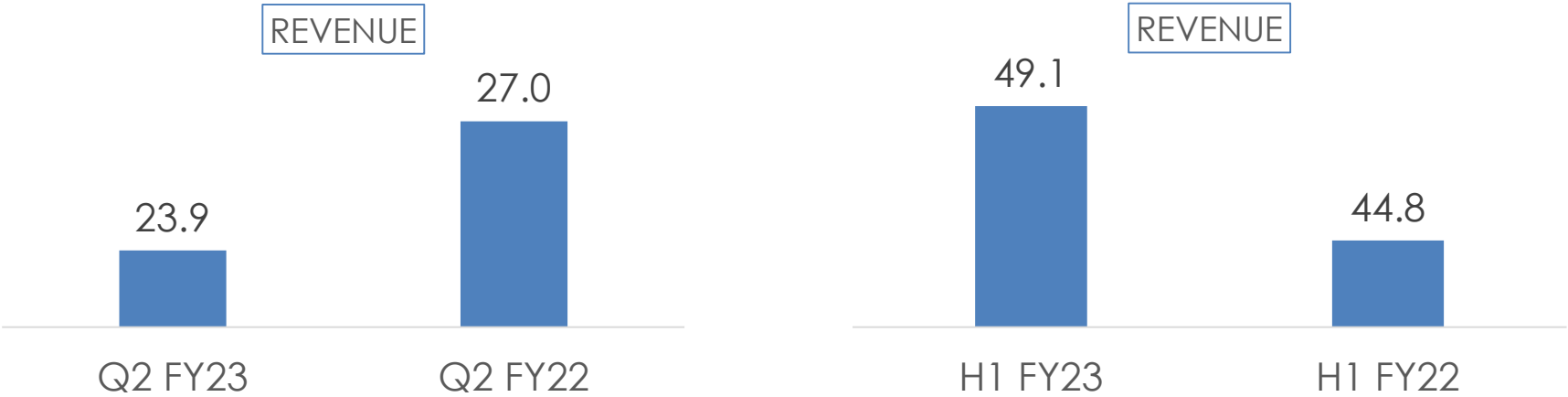


INSULATOR DIVISION RESULTS FOR THE QUARTER AND AND SIX MONTHS ENDED 30 SEPTEMBER 2022



Rs in Crs

	Q2 FY23	Q2 FY22	% Change	H1 FY23	H1 FY22	% Change
Revenue	23.9	27.0	-11.6%	49.1	44.8	9.7%
EBITDA	4.6	4.7	-1.3%	8.7	6.6	32.0%
EBITDA Margin	19%	17%		18%	15%	
Profit before exceptional items and tax	3.0	3.7	-17.7%	5.8	4.6	26.0%
Exceptional items		-2.5			-2.5	
Profit before tax after exceptional items	3.0	1.1	168.8%	5.8	2.0	184.7%
PBT Margin	13%	4%		12%	5%	





- ✓ Recorded Highest Half Yearly Revenues and Profit Margins.
- ✓ Demand remains strong with order book of 3360 electric buses after considering deliveries already made.

## Looking ahead

- ✓ The business scenario continues to show improvement.

# Future Road Map...

- ✓ OGL has acquired 150 Acres of land from Government of Telangana
- ✓ OGL is proposing to construct an EV manufacturing plant with state of Art technology
- ✓ OGL plans to manufacture electric buses, trucks, LCV's and other EV products in new plant
- ✓ With Expanded Capacity of **10,000** buses/trucks & tippers per year
- ✓ OGL has completed 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