



# Olectra Greentech Limited

May 28, 2025

To BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001 <u>Scrip Code; 532439</u>	To National Stock Exchange of India Ltd Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (E), Mumbai-400 051 <u>Symbol; OLECTRA</u>
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Dear Sir/Madam,

**Sub: Submission of Investor presentation on Audited Financial Results for the Year ended March 31, 2025.**

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 and in continuation of intimation given by the Company on May 24, 2025 about the schedule of Conference Call, we are enclosing herewith the Investor Presentation to be made today to the analysts/investors on Audited Financial Results for the year ended March 31, 2025, which have been uploaded on the website of the Company.

Link to access the Investor Presentation:

[https://olectra.com/wp-content/uploads/Investors-Earnings-call-Presentation\\_Q4-FY25.pdf](https://olectra.com/wp-content/uploads/Investors-Earnings-call-Presentation_Q4-FY25.pdf)

This is for your information and records.

Thanking You,

Yours faithfully,

**For Olectra Greentech Limited**



**P Hanuman Prasad**  
**Company Secretary & Compliance Officer**

2,700<sup>+E</sup> Vehicles  
on Indian roads



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Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in Government regulations, tax laws and other statutes and incidental factors. Certain analysis undertaken and represented in this document may constitute an estimate from the Company and may differ from the actual underlying results.





## Company Overview

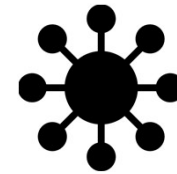
## Olectra : Key Information



**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+

# 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



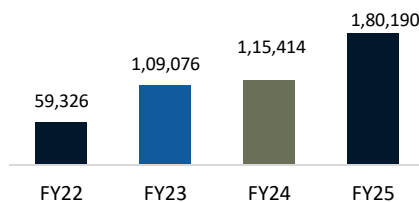
**Expansion of product line** in the e-mobility segment to electric tipper

Primarily engaged in manufacturing Electric buses and composite polymer insulators

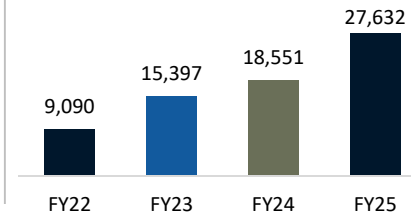
One of the largest manufacturer of electric buses in India

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

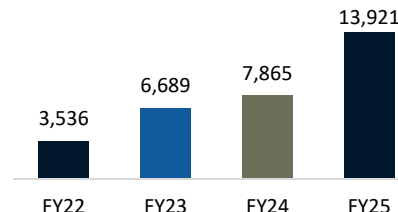
Revenue from Operations  
(in INR Lakhs)



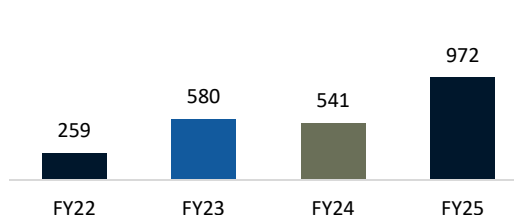
Adjusted EBITDA\*  
(in INR Lakhs)



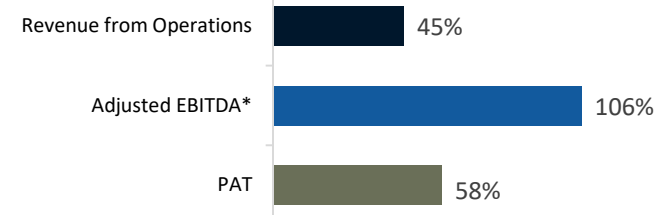
PAT  
(in INR Lakhs)



Number of EVs sold



CAGR (FY22-FY25)



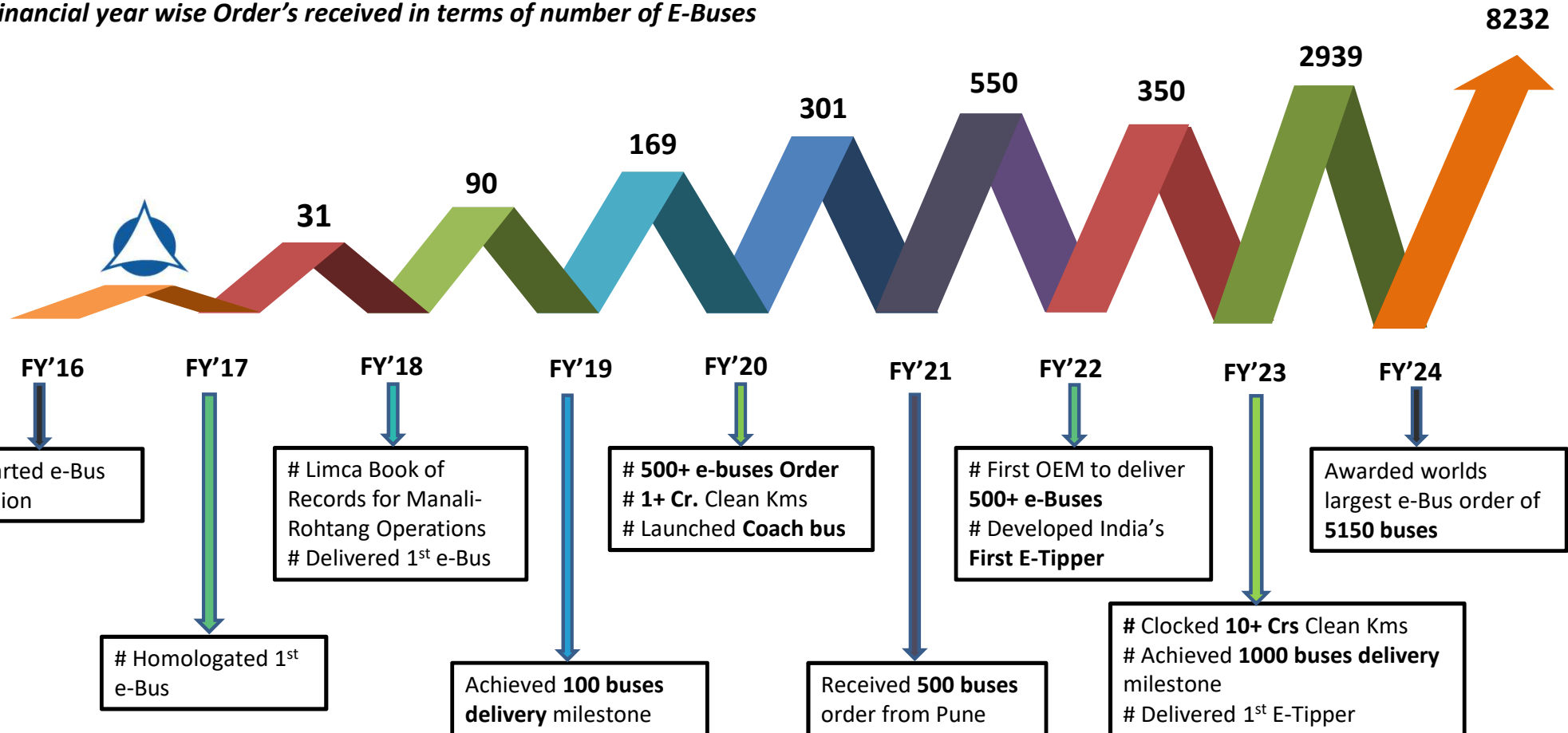
\*Adjusted EBITDA= PBT + Depreciation and Amortisation + Finance Costs

^ Includes sales of E Tippers

# Olectra : Timeline - Company Growth



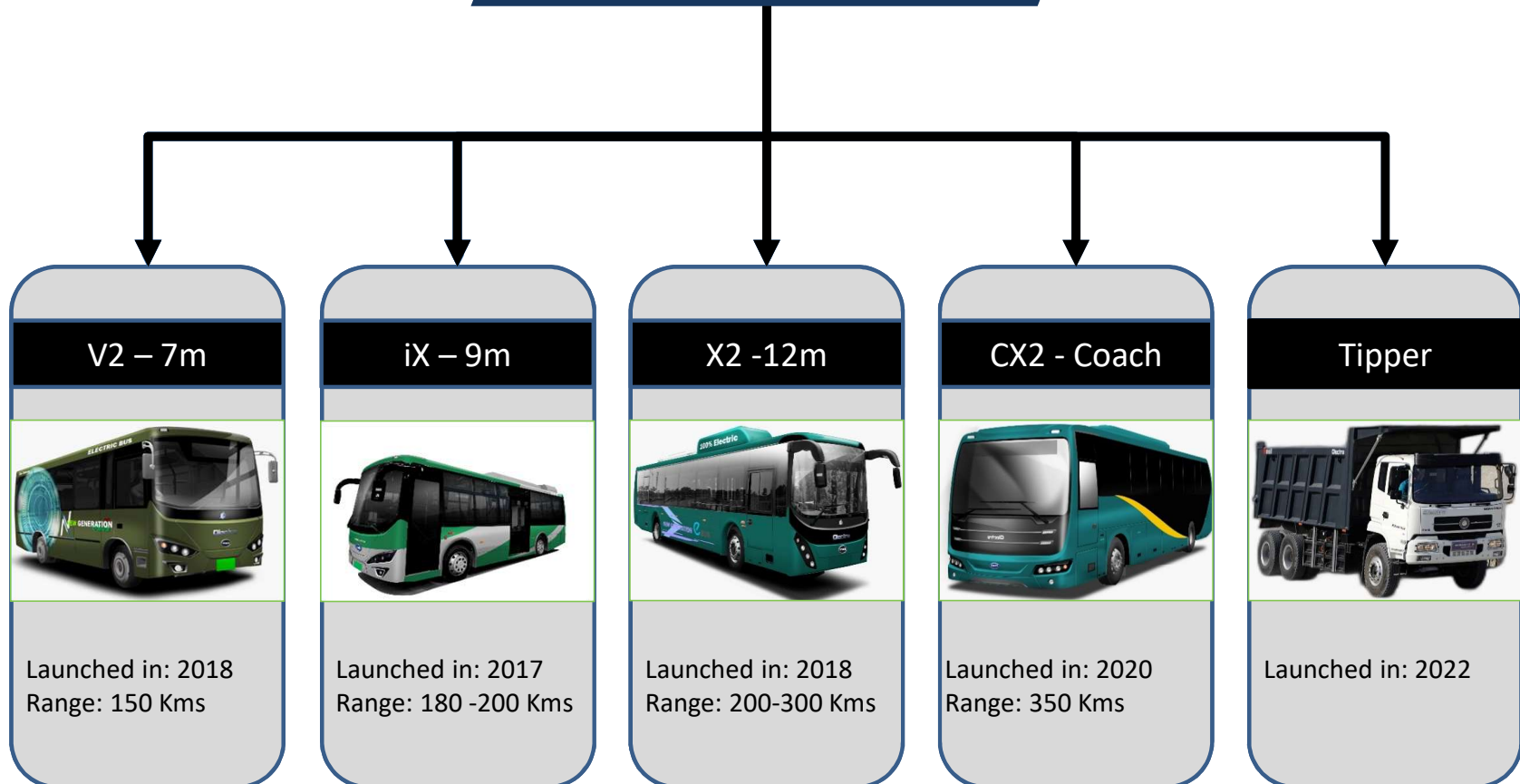
*Financial year wise Order's received in terms of number of E-Buses*



# Olectra E-Bus and E-Tipper Product Range



## Product Portfolio







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## Key Investment Themes

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# 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**



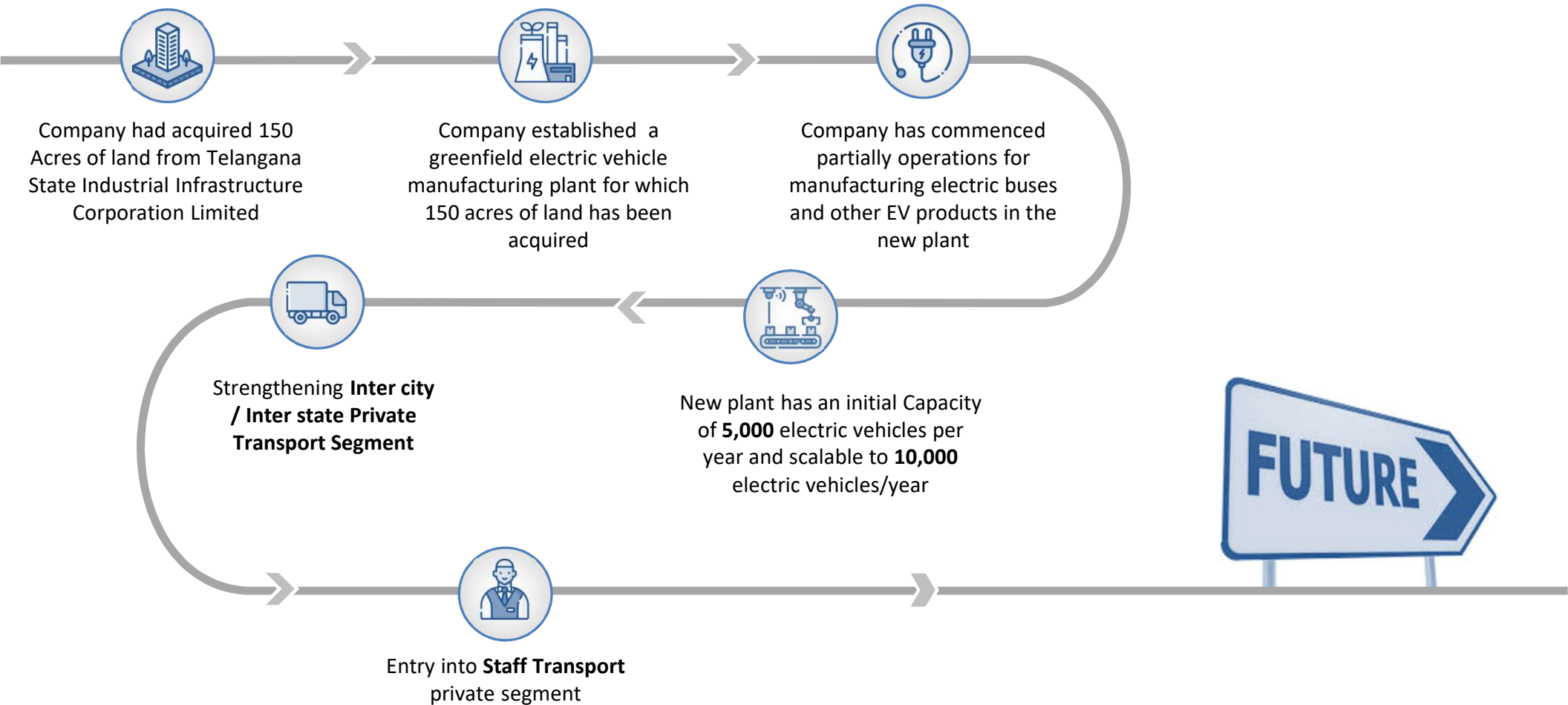
**Leveraging technological capabilities and market-share to continue catering to the growing demand for E-Buses**



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



## Future Road Map...



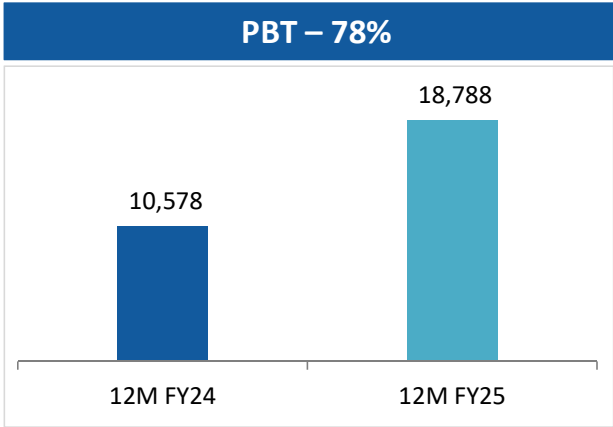
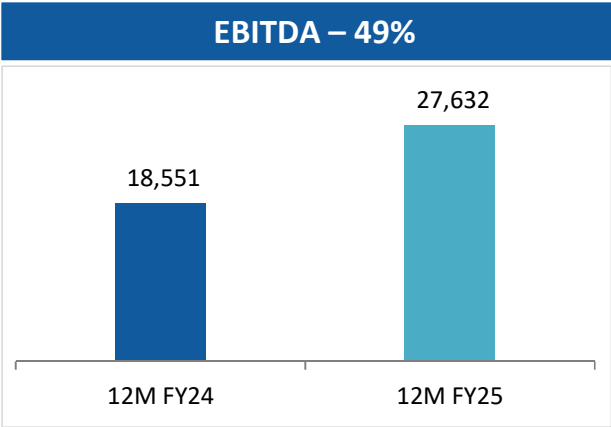
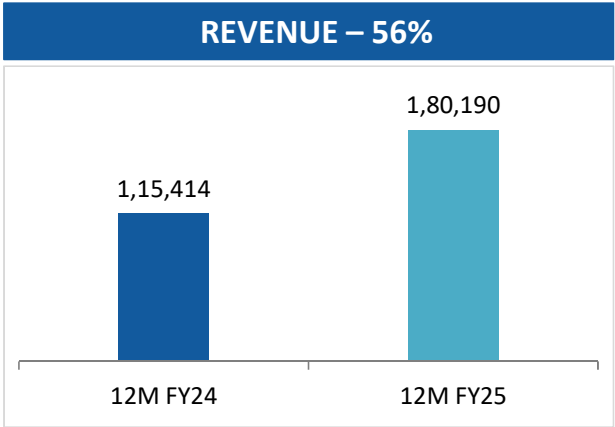
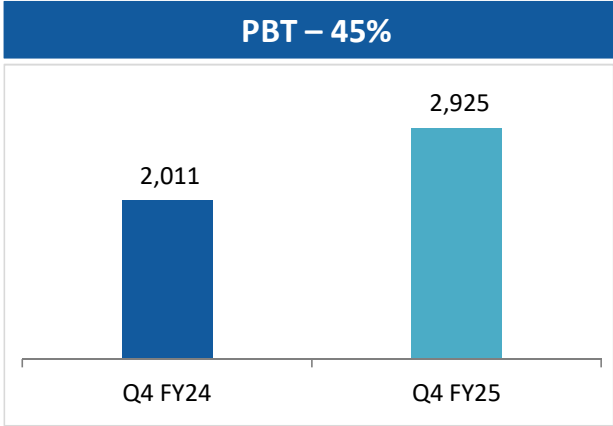
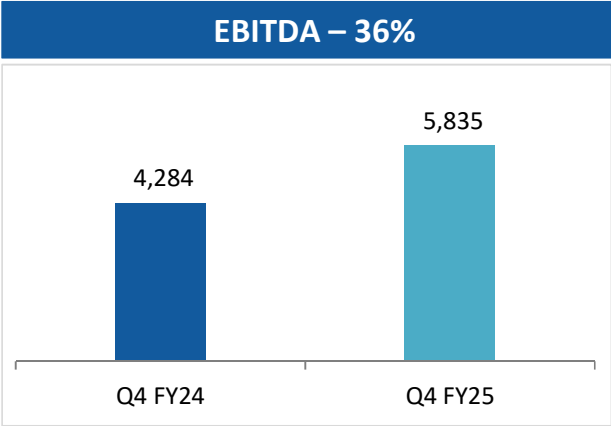
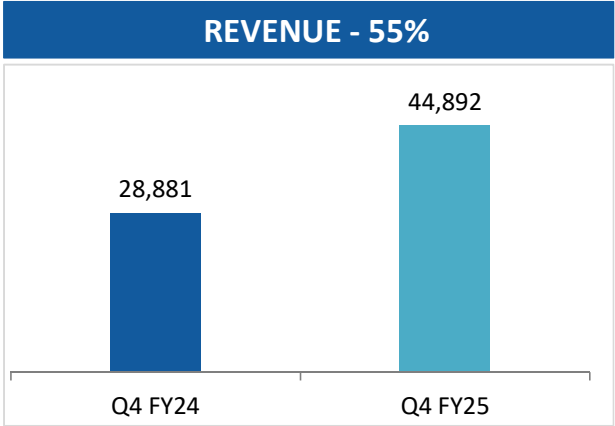


## Financial Snapshot

# CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED 31 MARCH 2025



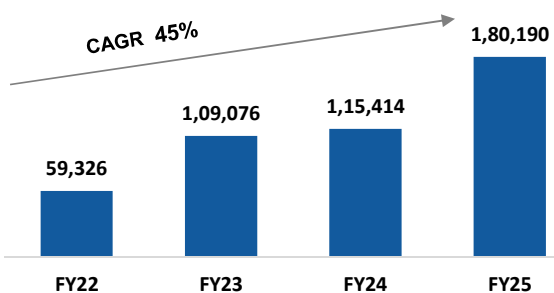
In Rs Lakhs



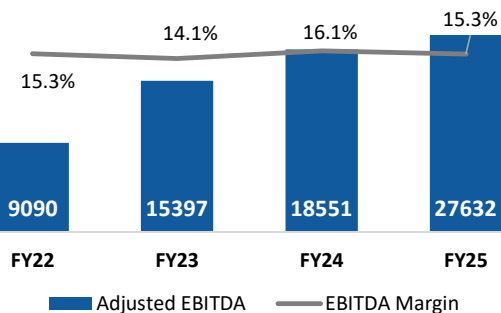


# Financial Performance Snapshot

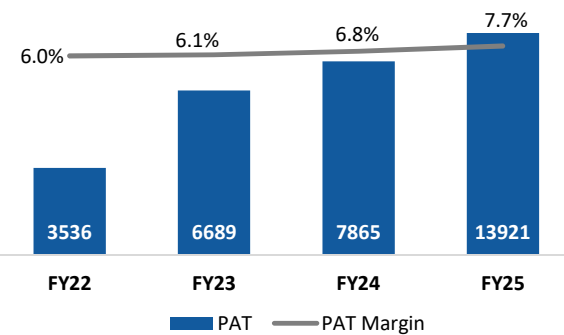
## Revenue from Operations (INR Lakhs)



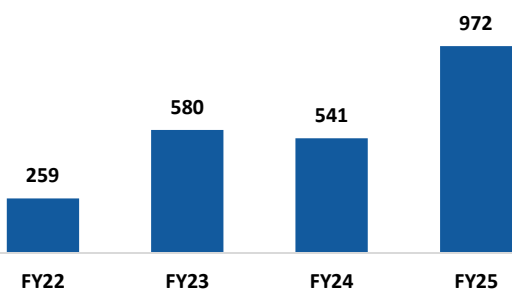
## Adjusted EBITDA\* (INR Lakhs)



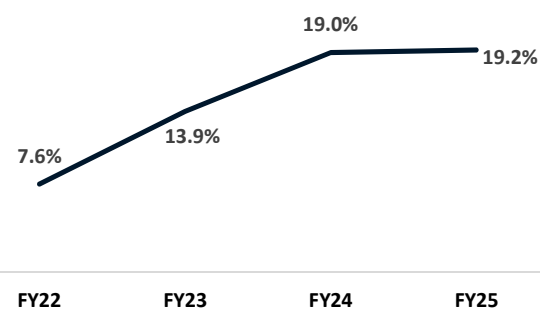
## PAT (INR Lakhs)



## 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)

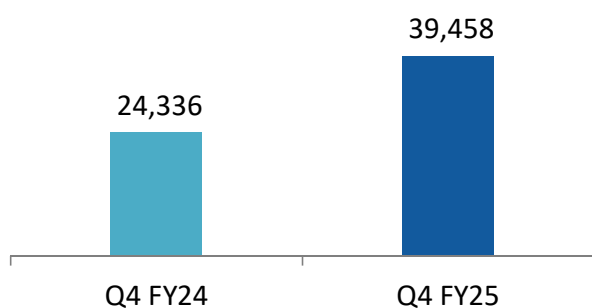
## EV CONSOLIDATED RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2025



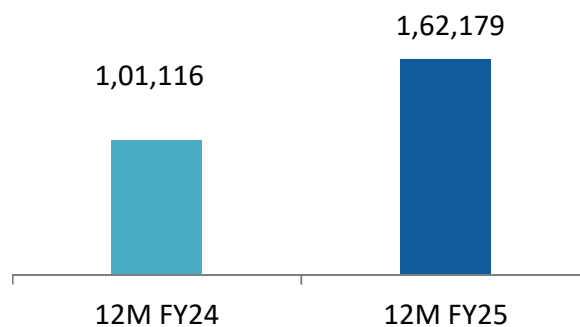
*Rs in Lakhs*

	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%	

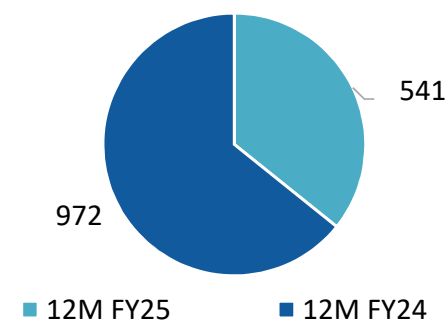
### REVENUE



### REVENUE



### No. of vehicles sold



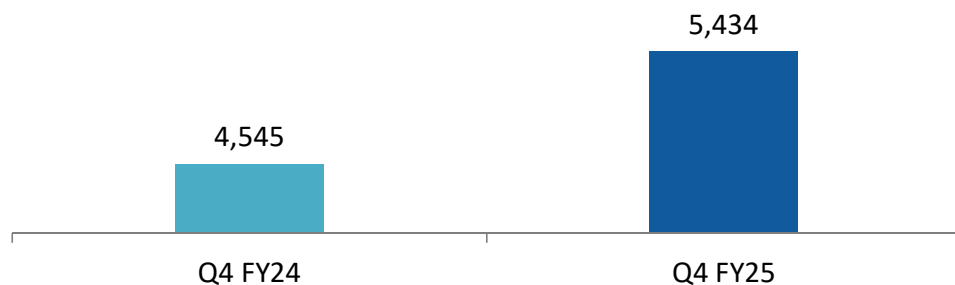
## INSULATOR DIVISION RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2025



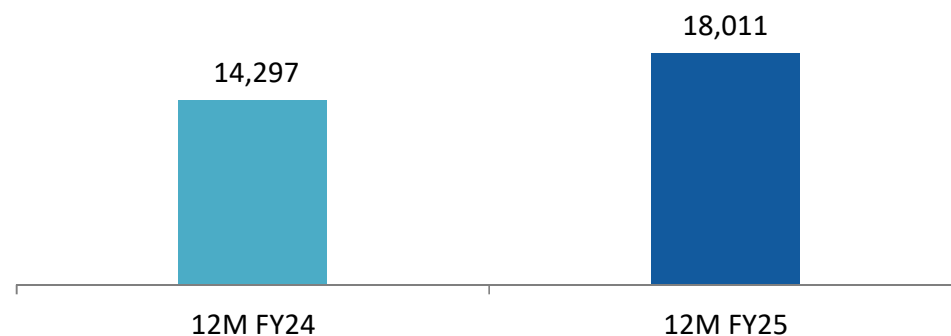
*Rs in Lakhs*

	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
<b>Segmental Revenue</b>						
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%
<b>Profit before interest &amp; tax</b>						
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



# Olectra Bus Fleet



PMPML – Pune



TGSRTC – Telangana



HRTC - Himachal Pradesh



KSRTC - Kerala



GSRTC - Gujarat



BEST - Mumbai



## Olectra Bus Fleet



SSCL - Silvassa



NMC – Nagpur



SMC – Surat



KTCL – Goa



APSRTC – Andhra Pradesh



DSCL – Dehradun





## Olectra Bus Fleet



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
<b>Income</b>					
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
<b>Total income</b>	<b>1,10,082.3</b>	<b>1,16,573.9</b>	<b>1,81,421.4</b>	<b>29,357.8</b>	<b>45,344.4</b>
<b>Expenses</b>					
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
<b>Total expenses</b>	<b>1,01,403.0</b>	<b>1,06,795.5</b>	<b>1,62,972.3</b>	<b>27,708.1</b>	<b>42,148.1</b>
Share of profit/(loss) of associates	263.9	799.4	339.3	361.5	(270.9)
<b>Profit/(Loss) before exceptional items and tax</b>	<b>8,943.3</b>	<b>10,577.8</b>	<b>18,788.4</b>	<b>2,011.2</b>	<b>2,925.4</b>
<b>Exceptional items:</b>					
Employee severance cost	-	-	-	-	-
<b>Profit/(Loss) before tax</b>	<b>8,943.3</b>	<b>10,577.8</b>	<b>18,788.4</b>	<b>2,011.2</b>	<b>2,925.4</b>
<b>Tax expense:</b>					
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
<b>Tax for earlier years</b>			316.6		316.6
<b>Total Tax Expenses</b>	<b>2,254.0</b>	<b>2,712.3</b>	<b>4,867.4</b>	<b>522.1</b>	<b>856.7</b>
<b>Profit/(Loss) for the period</b>	<b>6,689.3</b>	<b>7,865.4</b>	<b>13,921.0</b>	<b>1,489.1</b>	<b>2,068.7</b>
Profit/(Loss) attributable to non controlling interest	129.9	182.1	32.4	118.0	(31.5)
<b>Profit/ (Loss) attributable to owners of the Parent</b>	<b>6,559.5</b>	<b>7,683.3</b>	<b>13,888.7</b>	<b>1,371.2</b>	<b>2,100.2</b>

# 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
<b>ASSETS</b>			
<b>Non-current assets</b>			
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	-	-	-
<b>Total Non-Current Assets</b>	<b>41,048.92</b>	<b>43,566.44</b>	<b>66,035.10</b>
<b>Current assets</b>			
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
<b>Total Current Assets</b>	<b>1,14,640.94</b>	<b>1,15,291.26</b>	<b>1,51,105.15</b>
<b>Total assets</b>	<b>1,55,689.86</b>	<b>1,58,857.70</b>	<b>2,17,140.25</b>



## 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
<b>EQUITY &amp; LIABILITIES</b>			
<b>Equity</b>			
Equity share capital	3,283.23	3,283.23	3,283.23
Other Equity	80,691.58	88,064.53	1,01,643.07
<b>Equity attributable to the owners of the Company</b>	<b>83,974.81</b>	<b>91,347.76</b>	<b>1,04,926.30</b>
Non-controlling interest	130.79	312.87	345.22
<b>Total Equity</b>	<b>84,105.60</b>	<b>91,660.63</b>	<b>1,05,271.52</b>
<b>Non-current liabilities</b>			
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
<b>Total Non - Current liabilities</b>	<b>5,099.25</b>	<b>5,831.82</b>	<b>19,518.52</b>
<b>Current liabilities</b>			
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
<b>Total Current liabilities</b>	<b>66,485.01</b>	<b>61,365.25</b>	<b>92,350.21</b>
<b>Total Liabilities</b>	<b>71,584.26</b>	<b>67,197.07</b>	<b>1,11,868.73</b>
<b>Total Equity and Liabilities</b>	<b>1,55,689.86</b>	<b>1,58,857.70</b>	<b>2,17,140.25</b>

# 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
<b>A. Cash flow from operating activities</b>			
<b>Profit before tax</b>	<b>8,943.29</b>	<b>10,577.76</b>	<b>18,788.38</b>
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
<b>Operating profit before working capital changes</b>	<b>14,477.79</b>	<b>17,708.10</b>	<b>26,596.03</b>
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
<b>Cash generated from operations</b>	<b>808.4</b>	<b>17,063.13</b>	<b>15,574.08</b>
Income taxes paid	(1,835.73)	(2,763.27)	(1,506.64)
<b>Net cash generated from/(used in) operating activities</b>	<b>(1,027.33)</b>	<b>14,299.86</b>	<b>14,067.44</b>

## 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
<b>II. Cash flows from investing activities</b>			
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
<b>Net cash used in investing activities</b>	<b>(3,783.27)</b>	<b>(8,648.72)</b>	<b>(22,482.59)</b>
<b>III. Cash flows from financing activities</b>			
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)
<b>Net cash used in financing activities</b>	<b>3,516.84</b>	<b>(5,600.37)</b>	<b>8,294.58</b>
<b>Net increase in Cash and cash equivalents (I+II+III)</b>	<b>(1,293.76)</b>	<b>50.77</b>	<b>(120.57)</b>
Cash and cash equivalents at the beginning of the period / year	1,930.09	636.33	687.10
<b>Cash and cash equivalents at the end of the period / year</b>	<b>636.33</b>	<b>687.10</b>	<b>566.53</b>
<b>Notes:</b>			
<b>Cash and cash equivalents comprise:</b>			
Cash on hand	2.81	0.32	0.92
Balances with banks:			
- in current accounts	633.52	686.78	565.61
	<b>636.33</b>	<b>687.10</b>	<b>566.53</b>

**THANK YOU**