

Olectra Greentech

17 August 2026

Operator: Ladies and gentlemen, good day and welcome to the Olectra Greentech Ltd. Q1 FY27 earnings conference call hosted by Nomura. As a reminder, all participant lines will be in listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal the operator by pressing star and then zero on your touchtone phone. I now hand the conference over to Mr. Kapil Singh from Nomura. Thank you, and over to you, sir.

Kapil Singh – Nomura: Hi, good evening everyone, and thank you for joining this call. We are pleased to host Olectra Greentech's management, Mr. Mahesh Babu, Managing Director, Mr. Sharat Chandra, CFO, along with the members of the finance team. We will now hand the call over to management for the initial opening remarks, after which we can open the floor for the Q&A session.

Mahesh Babu – MD: Hi, good morning. This is Mahesh Babu, MD of Olectra. I am very pleased to be on the call today after our Q1 results.

First, I will give a brief overview of the industry. As you all know, after the GST cut, the auto industry has been growing at a very healthy rate due to demand. Today, most of the auto industry has no demand issue; it is more of a supply issue across the industry.

If you look at EV penetration in Q1, it has grown from about 5% to 7%, which is a very healthy sign that EV adoption in the e-bus segment is still progressing at a healthy rate. Overall, there are clearly new tenders and EV adoption opportunities coming up. As you all know, the PM e-Bus Sewa tender is live and in the pipeline. That tender is getting delayed; however, there are about 4,000 to 6,000 tenders currently being issued by the Central Government, and there are another 3,000 to 4,000 tenders from the respective State Governments that are under discussion. This clearly indicates that the e-bus segment is growing, and that is the segment in which we operate.

During this period, I am also happy to say that we have delivered the 4,000th electric bus in the recent past. We are the first company in India to deliver 4,000 electric buses to our customers, surpassing our competition and achieving an all-time high in deliveries in the country.

We have also consistently delivered more than 350 buses in each of the last four quarters. This clearly indicates that the new plant, along with its manufacturing rhythm and supply chain, has been set up.

However, I would like to highlight that in this quarter we faced significant turbulence in terms of material cost increases as well as supply chain disruptions due to shipping lines being cancelled, diverted, and delayed. All of this took place due to the Middle East war. Hence, these were specific geopolitical disruptions, which have now slowly eased. The situation is opening up, and the disruptions are going away. Hopefully, this will continue so that we can continue our business without any issues.

In the insulator segment, Q1 has always been challenging because of the orders received at the beginning of the year and the increase in raw material costs. Some of our customers slightly delayed their deliveries because, while the insulator plays an important role in the power line, aluminum prices had also gone up. However, these orders will continue to be delivered in the

Report is AI-generated and may contain inaccuracies.

coming quarters.

Despite these multiple challenges, supported by our strong background, I would say that we had a very strong start to FY27. We had revenue growth of 66% and EBITDA growth of 30%.

As you know, we have increased our capex in both the bus division and the insulator division. In the bus division, we are investing in a new next-generation bus platform as well as a new-generation truck. Development of both products is progressing well.

Similarly, in the insulator, or energy, division, we are expanding into new products, and that work has already started. We are evaluating hollow-core insulators, solid-core insulators, and many other allied products in this area to support the energy and power sector in the country. These capex investments are in progress.

Similarly, our term loan for the capex of our plant has started, and hence we have an impact on profit, PAT, and PBT. I would still say that it is a very good start considering the turmoil, and our growth rate remains protected.

Both divisions are continuing to grow. The bus division achieved the delivery of 4,000 buses and is the first company in India to do so. Similarly, the energy division remains number one with a significant market share.

Due to geopolitical issues, raw material costs, and supply chain disruptions, there were minor challenges in Q1. However, I strongly believe that going forward, Q2 and this financial year will see growth as we have delivered in the past. In fact, we will grow much faster than we have in the past. Thank you. I am now handing over to Mr. Sharat Chandra, CFO of the company.

Sharat Chandra – CFO: Good evening everyone, and thank you for joining us. As our MD has given the initial remarks, we are pleased to report strong operating and financial performance for Q1 FY27, with continued momentum, particularly in our mobility division.

The mobility segment maintained healthy operating margins despite some changes in the product mix. Vehicle deliveries, compared with Q1 of the previous year, increased from 161 units to 358 units, representing 122% volume growth.

The energy segment faced some headwinds during the quarter, primarily due to higher raw material costs arising from geopolitical issues and relatively lower contributions from exports.

At the consolidated level, revenue stood at 525.5 crores, up 66% year-on-year. EBITDA increased to 72.9 crores, representing growth of 30%. PBT at 34.7 crores was up 3%, while PAT at 23.2 crores represented 4% growth.

On a sequential basis, revenue was lower by about 11% compared with Q4, mainly due to lower energy segment revenue and the product mix in mobility. Nevertheless, the year-on-year growth reflects the underlying strength and continued momentum in our business.

With that, I will hand over the call to the Nomura team for the Q&A session.

Olectra Greentech

17 August 2026

Operator: Thank you very much, sir. Ladies and gentlemen, we will now begin the question-and-answer session. Anyone who wishes to ask a question may press star and one on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use handsets while asking a question.

Ladies and gentlemen, we will wait for a moment while the question queue assembles. Our first question comes from the line of Balamurali Krishna with Oman Investment Advisors. Please go ahead.

Balamurali Krishna – Oman Investment Advisors: Hi, good evening, Mahesh and Sharat. First of all, regarding the overall delivery plan for this year, last year we were targeting about 2,500 vehicles but could not achieve that. How is the trend this year, and will we be able to achieve that target?

Mahesh Babu – MD: Thank you for your question. As you said, our budget this year is to deliver 2,500 vehicles. We now have full confidence that we will be able to deliver what is in the pipeline.

As you know, we have been number one since the inception of the 4,000-vehicle program. Not only that, if you look at India's e-bus registrations as of today, we are still number one, with around 490 vehicles registered as of August 12.

We continue to deliver to the market, but I strongly believe that this year the market will be able to absorb more than it did last year. As I have already told you, there was about a 2% increase in adoption in Q1 itself. This clearly indicates that this year the market will be able to absorb a much higher volume, and we will be able to deliver 2,000-plus to 2,500 vehicles in this financial year.

Balamurali Krishna – Oman Investment Advisors: That is good. Regarding the pipeline tenders, do we anticipate any order intake in this financial year from the tenders in which we recently participated?

Mahesh Babu – MD: We already have an order book of about 8,000 vehicles. Last time, we won a tender for 1,085 vehicles in Telangana as part of the CESL tender.

Recently, we became L1 in Rajasthan. Today, we received the letter asking us to attend discussions. It is an outright order for 155 buses, and there were about 4 to 5 participants. I am happy to say that we became L1. This clearly demonstrates Olectra's product quality as well as its competitive cost in the market for outright sales.

This will be our new 9-meter platform, which we are developing for the next generation. As I said, it will be ready by the last quarter of this financial year.

We already have 1,085 plus 155 vehicles under discussion, both for the new platform. For the existing platform, we have about 8,000 vehicles, which will be delivered over the next 2 years.

Balamurali Krishna – Oman Investment Advisors: Regarding the insulator division, I think you mentioned in a media interaction that you were going to scale up the business by 4 to 5 times in the coming years. Will this be achieved only by enhancing capacity, or are we planning new products to scale up that division?

Report is AI-generated and may contain inaccuracies.

Olectra Greentech

17 August 2026

Mahesh Babu – MD: In the energy division, we have held strategy discussions at both the leadership level and the board level. Today, we are number one in polymer insulators.

If you look at the products in the same energy division, we have already approved products including hollow-core insulators, solid-core insulators, and many other allied products in this area to support the energy and power sector in the country.

Management: These two products address an {? IV market ?} close to 500 to 1,000 crore. We have been bringing these products in, and we are also evaluating multiple other products in this category.

Our intention is to achieve 5x growth in Olectra's energy division over the next 3 years. That is the plan, and the team is working toward making it happen. This will involve both new products and capacity enhancement.

Capacity expansion at the plant has already started. We will have another shed of a similar size to the one we have today, with all the equipment in the pipeline. This will enhance capacity to support this vision over the next 3 years.

Balamurali Krishna – Oman Investment Advisors: What is the margin outlook for the energy division? This quarter had higher raw material costs. How do you see Q2 and Q3, and when will EBITDA margins be able to regain the historical levels of the past 1 or 2 years?

Management: We faced a challenge from the increase in raw material costs. The prices of many raw materials used in polymer insulators increased by between 40% and 70%. Hence, we faced a margin challenge this quarter due to the war, higher petroleum prices, and supply constraints during this period.

That situation has now eased. Prices have already fallen by close to 40%; out of the 70% increase, 40% has fallen back. Therefore, if there are no further disruptions, we expect average prices from now on to return closer to the levels that existed before the war. Accordingly, improvements are expected in the coming quarters.

Balamurali Krishna – Oman Investment Advisors: Lastly, regarding bus turnover, we have an 8,000-plus order book along with more than 1,000 {? sub-new platform ?} vehicles. When do you think we will be able to complete this order book? If we receive new orders, they will also require delivery. If we can deliver quickly, that would be good for the company. However, with a backlog of 8,000 buses, would it be risky to take new orders, or would other agencies be concerned about giving us new orders because of the high order-book backlog?

Management: If you look at the auto industry, the top 3 companies have order books of between 5,000 and 8,000 buses. All of these orders are to be delivered over 2 years.

Even the 1,085-order Telangana tender is to be delivered over a 2-year timeline. Therefore, all the orders we are receiving today are for FY28 and FY29. The start of delivery itself will happen by March of the next calendar year.

Report is AI-generated and may contain inaccuracies.

Hence, whatever pipeline we have, we need to fill this pipeline in line with the competition. All these deliveries depend on ecosystem availability, such as power availability, depot infrastructure, and so on.

Therefore, if we have to consistently achieve 2,500 deliveries this year and higher deliveries next year, we need to continue receiving orders as well as improve our delivery, which is our plan.

Balamurali Krishna – Oman Investment Advisors: If that infrastructure hurdle is cleared, can we deliver these 8,000 buses quickly before FY27 and FY28? Is that the right understanding?

Management: The market has to absorb the vehicles. If you look at the last full year, around 5,400 vehicles were registered. If the market is 5,400 vehicles, delivering 8,000 vehicles ourselves would not be prudent or appropriate. It would not be right for us to manufacture the vehicles and keep them in inventory because our working capital would be locked up.

We will have to time production and the supply chain in such a way that the market is able to absorb what we produce.

Similarly, if you look at the first quarter, about 1,400 vehicles were registered. Therefore, we will have to determine how to deliver based on market readiness, rather than producing aggressively. Aggressive production would not generate revenue; the vehicles would simply remain in our inventory if the depots were not ready. We have heard that this has happened with many competitors.

I would say that Olectra is one of the most efficient companies in terms of working capital management. As soon as we produce a vehicle, it is deployed within 30 days, or at most between 30 and 60 days, into the customer's operations.

There are competitors holding vehicles for 3 months for flagging off and depot readiness, and they can afford to lock up their working capital.

I would say, rest assured, we have been number one since inception, and as of today we remain number one in terms of registrations. We are delivering the highest number of vehicles in this segment into the market.

As you rightly said, our intention is to strive to drive the market toward higher adoption, and we will continue to do so.

Operator: Hi, Balan. Are you done with your questions? As there is no response from Balan, we will move forward with the next participant.

Before that, ladies and gentlemen, to ensure that management is able to address all the questions from participants, we request you to limit your questions to 2 per participant. If you have a follow-up question, please rejoin the queue.

Our next question comes from the line of CA Jinesh Chopra with Chopra Capital Partners. Please go ahead.

CA Jinesh Chopra – Chopra Capital Partners: Thank you for the opportunity. I wanted to ask about the insulator division. What is the industry outlook for the next 3 to 5 years? Out of that industry growth, how much of the growth will we be able to capture? Also, how will EBITDA margins look over the next 3 to 5 years specifically for the insulator division?

Management: While there are many predictions, our internal study indicates strong growth in the energy or insulator division. As you know, India is upgrading its power lines, and many of them are being upgraded to 800 kV lines.

Therefore, there is significant potential. As of now, we have close to 300 crore worth of orders in hand, and we are continuing to receive inquiries and deployments over time.

I strongly believe that with the new products we are developing, we will achieve 5x revenue in the insulator division over 3 years, as we have already stated. That is the objective we will work toward.

I strongly believe that we will maintain a market share of more than 30% in this segment. Therefore, we are treating the insulator division as equally important as the mobility division in terms of growth, investment, and new products.

I believe margins will depend on raw material costs as well as the product mix. However, there is no reason to believe that margins will drastically decline to the levels seen in Q1 merely because of the increase in raw material prices.

CA Jinesh Chopra – Chopra Capital Partners: I wanted to know what amount of new capex we are undertaking over the next 3 to 5 years and what ROCE we can expect on this new capex.

Management: It is very difficult to specify capex for 3 to 5 years. All I can say is that this financial year we are planning a new building worth 30–35 crore and equipment worth 15 crore.

We are investing in capacity expansion as well as in the new products that we are entering. These investments have been approved by the board, and we have already started this expansion.

This will provide a path to 5x growth and will provide more than 2x readiness for the next financial year.

CA Jinesh Chopra – Chopra Capital Partners: What is the split of the energy division between exports and domestic business? Is it entirely domestic?

Management: Karthik, would you like to take that?

Karthik: Last year, exports were about 40%; to be precise, they were about 36%. This quarter, the export percentage has come down, which is also one of the changes in the product mix.

We expect overall exports to account for about 35% to 40% of the topline.

CA Jinesh Chopra – Chopra Capital Partners: What are the top 5 customers for the export and domestic divisions?

Olectra Greentech

17 August 2026

Karthik: In terms of exports, we have a large customer known as {? Neptune Power Systems ?} in the US. This is a major customer to whom we make direct exports.

Apart from that, exports have been made through L&T and Tata Projects to the African region through their subsidiaries. We are having discussions with various customers, and we hope the export customer profile will increase in the current year.

That is the position regarding exports. In terms of domestic customers, we have Tata Projects, Kalpataru, Transrail, Sterlite, Adani, L&T, and, of course, Power Grid. These are the major customers.

CA Jinesh Chopra – Chopra Capital Partners: Thank you very much.

Operator: Thank you. Our next question comes from the line of Shivom Kabra with Camelion. Please go ahead.

Shivom Kabra – Camelion: Good afternoon, sir, and thank you for taking my question. Starting with the order book, out of the total order book, how much is attributable to MSRTC and BEST separately?

Management: Could you repeat the question? Your voice was cracking.

Shivom Kabra – Camelion: Hello, am I audible now?

Management: Yes, please go ahead.

Shivom Kabra – Camelion: Starting with the order book, out of the total order book, how much would be attributable to MSRTC and BEST separately?

Management: About 4,000 vehicles will be for MSRTC and about 2,000 vehicles will be for BEST.

Shivom Kabra – Camelion: Could you please provide some color on the aging of the order book? Specifically, out of the roughly 8,000 units in the order book, how many would be older than 2 years, and what challenges are we currently facing in executing these orders?

Management: I do not have the exact details, but all I can tell you is that the orders from both MSRTC and BEST are old orders.

The challenge is that, as you know, sometimes there are gaps between the signed agreement and the actual situation that we have to address. If we wanted to make losses, we could proceed aggressively with such products without resolving these issues, but management would not want to do that.

Management would like to resolve the issues and proceed only when there is a clear understanding between the STUs and us, with benefits for both sides. We will then take this forward.

That is broadly the approach we have been following. That is why we are the only profitable EV company in the country. We will continue to work with all stakeholders by resolving issues and moving forward, rather than moving forward merely for the sake of doing so.

Report is AI-generated and may contain inaccuracies.

Shivom Kabra – Camelion: Earlier, we had also planned to localize our battery-pack assembly system at our new facility. What is the current status of this initiative, and once it is completed, what will be the overall localization level for the company in the OEM division?

Management: If you look at our next-generation buses, earlier we were planning to localize only the battery. We evaluated that project and decided that instead of simply localizing the battery, we would create a next-generation product with the localized battery itself.

That is why I said we are investing in next-generation buses and trucks in which a localized battery will already be integrated. Simply localizing the battery would leave us with the existing products running without improvements.

We have extensive knowledge from more than 700 million-plus kilometers of vehicles running in the country, and we will have to use this knowledge in a next-generation product. Therefore, management decided that instead of simply localizing the battery, we would develop a new-generation bus and truck platform with a local battery integrated into it.

That is how we are proceeding, and that is what I meant when I said that the next-generation electric bus, followed by the electric truck, will be launched by Q4 of this financial year.

Starting from the last quarter, I said that we would launch 1 or 2 products every quarter for the next 4 quarters, beginning in Q4 of this financial year. Our team is working closely on developing these products.

I strongly believe that these are truly next-generation products. They will bring in value, cost reduction, and improved contribution. They will also bring in new features and enable customers to meet new regulations.

There are many new regulations coming in, and the market is moving toward the adoption of several new regulations for buses as well as trucks. These products will meet all the new regulations going forward.

There are also many customer performance, durability, and reliability improvements that we have learned from the market and are incorporating into these products. Therefore, instead of simply localizing the battery, we decided to develop the next-generation product.

Shivom Kabra – Camelion: What is our current localization level?

Management: The new-generation products will meet the PM E-Drive and PM SEVA requirements. All the aggregates will be local, and all the remaining parts except the cell will also be local.

At the current level, there is a transition taking place between the old generation and the new generation. I do not have the exact number for the current level, but apart from the aggregates, many of the components are local. Thank you.

Shivom Kabra – Camelion: What are the capex plans for the company in the OEM division, and when are we expected to reach the planned capacity of 5,000 units in a single shift?

Management: Regarding the capex plan, we have said that we are investing about 450 crore in new programs, covering both tangible and intangible investments in the new platforms. This is for prototyping, design, testing, validation, and productionization of these products. These products will enter the market by Q4.

That investment is about 450 crore. We are also investing about 100 crore in buildings and other equipment to bring both the truck and bus products into production.

For the insulator division, as I have already said, we are investing close to 50 crore in buildings and equipment. This investment will be made over the next 18 months.

Shivom Kabra – Camelion: So, 450 crore is for an 18-month period. Am I right?

Management: Yes.

Shivom Kabra – Camelion: What is the rate at which we borrow through term loans, and what interest rate do we pay for our working capital requirements?

Management: The term loan rate is about 9%. We use a mix of MSME and non-MSME platforms. Our working capital cost is about 7% for the major portion of our working capital.

We also incur significant finance costs toward LCs, which represent a major cost. This will come down going forward, and by Q1 of next year the LC cost will definitely be lower.

Shivom Kabra – Camelion: That is all from my side. Good luck with the remaining questions.

Operator: Thank you. As a reminder to all participants, please restrict your questions to 2 per participant. Our next question comes from the line of Nishita with Sapphire Capital. Please go ahead.

Nishita – Sapphire Capital: Am I audible?

Operator: Yes, Nishita, you are. Please go ahead.

Nishita – Sapphire Capital: I wanted to understand the decline in our margins. You have explained that they declined because of the product-mix change and the raw material price hike. Since the situation has now subsided, can we expect EBITDA margins to return to the previous level of 15% from Q2 onwards?

Management: The moderation in raw material prices and their return to earlier levels is happening now. We will see gradual improvement in the energy segment.

As far as the mobility segment is concerned, we have earned healthy margins. It again depends on the product mix. Hopefully, with the supply constraints no longer being present, we expect healthy operating margins to remain.

We have spoken about this in the past. We are looking at around 12% as the level at which margins will stabilize.

Olectra Greentech

17 August 2026

Nishita – Sapphire Capital: Previously, margins were around 14% to 15%. Why has the expectation changed to 12%? Are we being conservative when we say that we will have 12% margins? Our insulator segment also has very good margins, and that segment is expected to grow 5x over the next 3 years.

Management: There are 2 reasons. One is that the insulator business used to have a high export component. Exports used to have healthy margins, so insulator margins were higher.

However, due to geopolitical issues, shipping challenges, and the current situation regarding Trump tariffs, exports have become somewhat difficult, and we need to understand that situation.

We also wish, like you, that margins would return to the earlier levels. However, we do not expect the Q1 impact to continue. Margins will definitely improve.

Our wish, along with yours, is to return to the same margins. Our intention is to get back to those levels, but this will happen over a period of time because we will have to mitigate the risk by looking beyond exports, determining how to address it, assessing the market, and working accordingly.

What we are saying is that margins will lie between 12% and 15% on a given day, and that is the nature of the market. In fact, if you look at the auto industry, most companies have margins much lower than this, at around 10% to 12%.

While we continue to enjoy the higher percentage, we need to determine how to maintain it. That is the intention of management.

Nishita – Sapphire Capital: Understood. My next question is about our truck sales. Have we already started truck sales?

Management: In the previous quarters, we deployed about 115 trucks. We will continue to deploy another 40–50 trucks.

This is mainly to learn from the market as a pilot for our next-generation truck. The intention behind these trucks is not to generate revenue, but rather to use them as a pilot and seed trucks in various applications so that we can learn and develop our products.

We will continue to do this, but our own truck will come at the end of Q4. Therefore, you will see the impact of truck sales in our financials in the next financial year.

Nishita – Sapphire Capital: Understood. That is all from my end. Thank you very much.

Operator: Thank you. Our next question comes from the line of Preet with InCred Capital. Please go ahead.

Preet – InCred Capital: Thank you for the opportunity, sir. My first question is regarding the EV industry. How do you expect the EV industry, particularly the EV bus industry, to grow over the next 3 to 5 years, and what deliveries do we expect in FY27 and FY28?

Management: If you look at the overall EV industry, adoption in 2-wheelers was close to 9% in the first quarter, compared with about 6.8% in the last full financial year.

Report is AI-generated and may contain inaccuracies.

Olectra Greentech

17 August 2026

Adoption in 3-wheelers is more than 60%. In 4-wheelers, or passenger cars, it is close to 5%. In 4-wheeler goods vehicles, it is around 2% to 3%, and in trucks it is a very small 0.3%.

Bus adoption was around 7% in the first quarter. Last year, it was about 4.7%.

Therefore, we are seeing adoption across all segments from 2-wheelers to buses. We are present in the bus and truck segments.

The truck segment is very nascent. As I said, we are conducting a pilot to learn about it. Major volumes will come over the next 3 to 5 financial years. We are therefore ready and preparing ourselves for the next 5 years of growth in the truck segment.

The bus segment has reached a reasonable point at 7%. This 7% is very critical.

Even if you look at the overall bus market, the 7% is an overall figure. If you look only at 9-meter and 12-meter buses, out of 7,800 buses, almost 1,400-1,500 buses represent EV adoption. Therefore, adoption in that segment is almost 20%.

If you look at STUs, out of the 2,000 buses that STUs ordered or registered in the first quarter, 1,400 were electric. That is substantially close to 70%. Therefore, STU EV adoption in buses is about 70%.

For 9-meter and 12-meter buses, it is about 19% to 20%. Overall, it is about 6%.

This growth is happening particularly after the war. A lot of private inquiries have come in for buses and trucks to adopt EVs. We therefore believe that this segment will grow substantially.

We expect total FY27 TIV to be about 8,000 buses, out of which we expect to deliver about 2,000 to 2,500 buses in this financial year.

Next year, a CAGR of at least 30% to 50% is expected, depending on what happens in the market. That is our prediction regarding bus adoption.

Preet – InCred Capital: We delivered around 350 buses in Q1. Should we therefore expect a run rate of around 700 bus deliveries per quarter? Am I understanding that correctly?

Management: Even if you take the 2,000 vehicles, the run rate in the coming quarters that we are discussing is 500 to 600 vehicles. The exit quarter, when we ramp up and have our own buses in the last quarter, will add to that.

To explain further, we are producing current-generation buses for current orders. We have consistently produced about 350 buses in each of the last 4 quarters. We expect to produce close to 500 this quarter, improving to 600 and 700 in the last quarter. That is what we are looking at.

Preet – InCred Capital: My second question is regarding the insulator business. Could we bifurcate our domestic insulator margins and export insulator margins? We have stated 5x growth over the next 3 years. How much of this growth do we expect from domestic business and how much from exports?

Management: As I told you, the export mix will remain at around 35% to 40% of total topline.

Report is AI-generated and may contain inaccuracies.

Overall, we cannot specify the margin in the domestic and export businesses separately. At the gross margin level, margins were about 45% over the last 2 years. Gross margin is now about 40%.

We expect gross margins to stabilize around 40% to 45% in the near term. Overall, we will again have to factor in external conditions. If there are no external factors such as geopolitical issues and raw material price increases, we hope margins will stabilize around 40% to 45%.

Preet – InCred Capital: I understand that you cannot provide a domestic and export breakup, but could you tell us the margin differential? Would it be around 500 basis points or 700 basis points between domestic and exports? That is my last question. Thank you.

Management: It is again a matter of the product mix. It is not really an apples-to-apples comparison. We have a wide range of products, from 25 kV to 800 kV, so it is very difficult to specify that mix.

Definitely, export margins are better. As you said, the difference is about 5%.

Preet – InCred Capital: Thank you very much, sir.

Operator: Thank you. Our next question comes from the line of Gaurav with {? I-Sec ?}. Please go ahead.

Gaurav – {? I-Sec ?}: Good evening, team. Congratulations on the 4,000 bus orders.

My question is regarding the first BEST order, which was for 1,400 plus a 50% variation, making it 2,100 buses. I wanted to know whether this order has been cancelled or whether we are still in discussions.

I am asking because Switch had a similar issue with BEST, but its pending order for 150 buses has now been reinstated. Are we also expecting this particular order to be reinstated if it has been cancelled?

Management: This order is currently under discussion. It is neither cancelled nor accepted. We are discussing the way forward with the authorities.

Therefore, it remains under discussion, and we are not delivering any more buses under that tender. Once the dispute resolution is completed, we will be able to take it forward, whichever way the outcome is.

Gaurav – {? I-Sec ?}: My second question is regarding the second order. The second order was for 2,400 buses plus a 25% variation, making it 3,000 buses. Are we going to deliver the pending 2,900 buses, or is the pending quantity 2,000 buses?

Management: The pending order is only for 2,000 buses. The variation is applicable only at the end of the order, if the authorities want it and if both sides agree. Only then is the 25% variation allowed.

Management: There are 2,000 more buses under the second order, and we will continue to deliver them.

Olectra Greentech

17 August 2026

Gaurav – {? I-Sec ?}: So, there is scope to extend that by 600 buses if they are interested?

Management: At the end of the contract, yes. After we deliver everything, there is scope for the additional quantity at the end of the contract only if both sides agree.

Right now, we should not treat that as an order. We have only received an LOI, and delivery is for only the quantity specified in the tender, without the increase.

Gaurav – {? I-Sec ?}: Understood. My last question is regarding the medium- to heavy-duty electric, or rather conventional, trucks sold in India. The number is around 3 lakh to 4 lakh. Once our new platform is ready, what volumes are we targeting, particularly for the next financial year?

Management: The 3 lakh 30,000 figure you mentioned is for diesel trucks. If you look at EV trucks, last year there were about 800 vehicles.

In Q1 FY27, EV truck registrations were about 270 vehicles. There is a good level of growth, and the figure will reach close to {? 1,000 plus vehicles ?}, or 1,200-plus vehicles, in this financial year.

We expect the addressable market to be 1,500 to 2,000 vehicles in the next financial year. Out of that, in the first year, we will target at least a 20% to 25% market share and then begin growing from there.

Gaurav – {? I-Sec ?}: Thank you very much for answering all the questions. Thank you, and all the best.

Management: Thank you.

Operator: Our next question comes from the line of Durgesh, an individual investor. Please go ahead.

Durgesh – Individual Investor: Hi, this is Durgesh Amonidi. Am I audible?

Operator: Yes, sir, you are. Please go ahead.

Durgesh – Individual Investor: This is Durgesh Amonidi, an individual investor. My first question has already been answered. My second question is whether you can share the mobility margin percentage.

Management: Overall PBIT margin in the mobility division is about 8.2%. It is about {? 14% ?}.

Durgesh – Individual Investor: Thank you.

Operator: Thank you. Our next question comes from the line of Prithvi, an individual investor. Please go ahead.

Prithvi – Individual Investor: Hello, good evening, sir. Many congratulations on Q1.

My first 2 questions are as follows. My first question is: what is the plan for the GFRP rebar business? My second question is: what is the impact of the Wage Code and Labor Code on the company's financials? These are my 2 questions.

Report is AI-generated and may contain inaccuracies.

Olectra Greentech

17 August 2026

Management: The rebar business is quite competitive, and we are not expecting much in terms of actual margins. Therefore, we have slowed down our efforts and are not pursuing rebar at present.

As far as the wage bill is concerned, we have already factored it in. It is not significantly material for us. It is about 50–70 lakhs, which has been absorbed in the financials.

Prithvi – Individual Investor: Thank you, sir. I have been an investor in Olectra since September 2017, and by next year I will complete 10 years of investing in Olectra. Thank you very much.

Management: Thank you for your continued trust in the company and the management.

Prithvi – Individual Investor: Thank you.

Operator: Thank you very much, sir. Our next question comes from the line of Pankaj from Advent Assets. Please go ahead.

Pankaj – Advent Assets: Thank you for taking my question. When can we see a meaningful increase in the number of vehicles delivered? We have had increased capacity since the January quarter, and it has been almost 8 months, but we have not seen any impact of the increased capacity on our delivery numbers.

Management: As I have already said, over the last 4 quarters, after the plant was installed, we have consistently delivered more than 350 vehicles.

There were multiple challenges. I mentioned the battery supply chain issues, as well as issues related to front-end readiness, deployment, and so on.

We expect the numbers to increase from this quarter. I have already covered this: we are looking to exit at around 600–700 vehicles per quarter, with about 500 vehicles in the coming quarter.

We have done a great deal of work to streamline the capacity. Capacity is not only the capacity at the plant. We also need to streamline the supply chain and prepare the depots to ensure that we can deploy the vehicles without locking up capital.

I strongly believe that all of this has been completed, and you will see a quarter-on-quarter ramp-up in this financial year from now onward.

Pankaj – Advent Assets: Secondly, is there any scope for us to go overseas? Our competitors or peers in India, such as Switch and Tata Motors, are scouting for opportunities in EVs outside India. Is there scope for us to go beyond the domestic market, given that we have tied up with BYD for batteries?

Management: Our new-generation platform vehicles, both buses and trucks, are being prepared for the export market as well. That is one of the reasons we are not simply localizing components but are developing new-generation products.

We will have the potential to export, and we have already started configuring the vehicles to meet export requirements when they are introduced in Q4 of this financial year.

Report is AI-generated and may contain inaccuracies.

Olectra Greentech

17 August 2026

The next financial year will be our opportunity to explore participation in export markets and take our vehicles overseas. So, yes, the answer to your question is yes. With our new-generation products, we will be ready by the end of this financial year.

Pankaj – Advent Assets: Finally, will there be any increase in our margins with an increase in the level of indigenization?

Management: Yes. In our new-generation products, when everything is local, we will have better margins than we do today. That is expected.

I cannot say how much we will realize, but the margins will definitely be better. You will see this from Q4 of this financial year onward.

Pankaj – Advent Assets: Thank you very much, sir.

Operator: Thank you. Anyone who wishes to ask a question may press star and one. As there are no further questions from the participants, I now hand the conference over to management for the closing remarks. Thank you, and over to you, team.

Management: Thank you to all investors for your trust and continued support for Olectra Greentech Ltd. and its management.

As I have said, I strongly believe that we are now in the right position. We are entering new product categories, expanding, preparing ourselves for new regulations and potential exports, and undertaking related initiatives.

These initiatives take time. Although there were multiple challenges due to geopolitical issues and the war, I think our team managed them well, curtailed their impact, and ensured that profitability was maintained. Going forward, we will continue to work toward our objectives.

Management: Thank you very much, sir.

Operator: Ladies and gentlemen, on behalf of Olectra Greentech Ltd., that concludes today's call. Thank you for joining us. You may now disconnect your lines.

Note: {? ... ?} indicates a figure or name where audio clarity was insufficient for confident transcription. Verify against the source audio or the company's published filings.