

Date: November 08, 2024

To,  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051  
NSE Scrip Symbol: OLAELEC

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai- 400001  
BSE Scrip Code: 544225

**Subject: KPI Data book for Q2 2025**

Dear Sir/ Ma'am,

Please find attached the KPI Data book for Q2 2025

Kindly take the same on record.

**Thanking You,**

**For Ola Electric Mobility Limited**

**Harish Abichandani**  
**Chief Financial Officer**

**Encl.: as above**

**OLA** ELECTRIC

## **KPI data Book**

**Q2 FY25 results**

# Ola Electric Mobility Limited

## KPI Databook

### 1. Key Metrics

Particulars	Units	FY22	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Deliveries	#	20,957	156,089	70,575	56,813	86,775	115,386	125,198	98,619
Premium	#	20,957	156,089	70,575	56,813	83,396	65,682	75,977	42,074
Mass	#	0	0	0	0	3,379	49,704	49,221	56,545

### 2. Consolidated financials

Particulars	Units	FY22	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Revenue*	₹ Cr	398	2,663	1,253	896	1,336	1,641	1,687	1,240
Gross Margin**	₹ Cr	(82)	93	144	74	248	283	346	251
<i>Gross margin (% of Revenue)</i>	%	-20.6%	3.5%	11.5%	8.2%	18.6%	17.3%	20.5%	20.3%
Operating Expenses	₹ Cr	693	1,313	351	486	509	552	508	604
EBITDA**	₹ Cr	(775)	(1,220)	(208)	(412)	(261)	(269)	(162)	(353)
<i>EBITDA margin (% of Revenue)</i>	%	-194.7%	-45.8%	-16.6%	-46.0%	-19.5%	-16.4%	-9.6%	-28.4%
PAT	₹ Cr	(784)	(1,472)	(268)	(524)	(377)	(417)	(347)	(495)

### 3. Automotive segment financials

Particulars	Units	FY22	FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Revenue*	₹ Cr	398	2,663	1,253	896	1,336	1,655	1,691	1,246
Gross Margin**	₹ Cr	(82)	93	143	73	248	297	350	257
<i>Gross margin (% of Revenue)</i>	%	-20.6%	3.5%	11.4%	8.1%	18.6%	18.0%	20.7%	20.6%
Operating Expenses	₹ Cr	693	1,313	275	392	416	451	415	480
EBITDA**	₹ Cr	(775)	(1,220)	(132)	(321)	(169)	(154)	(65)	(223)
<i>EBITDA margin (% of Revenue)</i>	%	-194.7%	-45.8%	-10.6%	-35.9%	-12.6%	-9.3%	-3.8%	-17.9%

### 4. Cell segment financials

Particulars	Units	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Revenue*	₹ Cr	0	0	0	3	3	1
Gross Margin**	₹ Cr	0	0	0	1	3	0
Operating Expenses	₹ Cr	11	5	7	40	22	18
EBITDA**	₹ Cr	(11)	(5)	(7)	(39)	(19)	(18)

Notes:

In order to be consistent with the broader market, our key metrics have been changed as follows:

\* Revenue = Total Income - Interest income - TN incentive.

Total Income would be available in the statutory financials

\*\* Gross Margin and EBITDA excludes Interest Income and TN Incentive