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OLA ELECTRIC

OLA ELECTRIC MOBILITY LIMITED



Our Company was incorporated as 'Ola Electric Mobility Private Limited' at Bengaluru, Karnataka as a private limited company under the Companies Act, 2013, pursuant to a certificate of incorporation dated February 3, 2017, issued by the Registrar of Companies, Central Registration Centre. Subsequently, our Company was converted to a public limited company and the name of our Company changed to 'Ola Electric Mobility Limited' pursuant to a Shareholders' resolution dated October 5, 2023 and a fresh certificate of incorporation dated November 17, 2023 was issued by the Registrar of Companies, Karnataka at Bengaluru ("RoC"). For further details, see "History and Certain Corporate Matters – Brief History of our Company" on page 227 of the red herring prospectus dated July 26, 2024 filed with the RoC on July 27, 2024 ("RHP" or "Red Herring Prospectus").

Registered Office: Regent Insignia, #414, 3rd Floor, 4th Block, 17th Main, 100 Feet Road, Koramangala, Bengaluru 560 034, Karnataka, India; Tel: +91 80 3544 0050; Website: www.olaelectric.com; Contact person: Pramendra Tomar, Company Secretary and Compliance Officer; E-mail: ipo@olaelectric.com; Corporate Identity Number: U74999KA2017PLC099619

OUR PROMOTER: BHAVISH AGGARWAL

INITIAL PUBLIC OFFERING OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹10 EACH OF OLA ELECTRIC MOBILITY LIMITED (OUR "COMPANY" OR THE "COMPANY") FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE (INCLUDING A PREMIUM OF ₹[●] PER EQUITY SHARE) ("OFFER PRICE") AGGREGATING UP TO ₹[●] MILLION (THE "OFFER") COMPRISING A FRESH ISSUE OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹10 EACH AGGREGATING UP TO ₹55,000 MILLION (THE "FRESH ISSUE") AND AN OFFER FOR SALE OF UP TO 84,941,997 EQUITY SHARES OF FACE VALUE OF ₹10 EACH AGGREGATING UP TO ₹[●] MILLION (THE "OFFER FOR SALE").

THE OFFER INCLUDES A RESERVATION OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹10 EACH, AGGREGATING UP TO ₹55.00 MILLION (CONSTITUTING UP TO [●] % OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL, FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES ("EMPLOYEE RESERVATION PORTION"). THE OFFER LESS THE EMPLOYEE RESERVATION PORTION IS HEREINAFTER REFERRED TO AS THE "NET OFFER". THE OFFER AND THE NET OFFER SHALL CONSTITUTE [●] % AND [●] % OF THE POST-OFFER PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY.

DETAILS OF THE OFFER FOR SALE

The details of the Top 10 selling shareholders are as below:			
NAME OF SELLING SHAREHOLDER	TYPE	NUMBER OF EQUITY SHARES OFFERED/ AMOUNT (₹ IN MILLION)	WEIGHTED AVERAGE COST OF ACQUISITION PER EQUITY SHARE (IN ₹) ^a
Bhavish Aggarwal	Promoter Selling Shareholder	Up to 37,915,211 equity shares of face value of ₹10 each aggregating up to ₹[●] million	Negligible ^a
Indus Trust	Promoter Group Selling Shareholder	Up to 4,178,996 equity shares of face value of ₹10 each aggregating up to ₹[●] million	Nil ^b
Alpha Wave Ventures II, LP	Investor Selling Shareholder	Up to 3,782,883 equity shares of face value of ₹10 each aggregating up to ₹[●] million	62.38
Alpine Opportunity Fund VI, L.P.	Investor Selling Shareholder	Up to 630,336 equity shares of face value of ₹10 each aggregating up to ₹[●] million	111.51
Internet Fund III Pte Ltd	Investor Selling Shareholder	Up to 6,360,891 equity shares of face value of ₹10 each aggregating up to ₹[●] million	11.70
MacRitchie Investments Pte. Ltd.	Investor Selling Shareholder	Up to 1,354,978 equity shares of face value of ₹10 each aggregating up to ₹[●] million	75.11
Matrix Partners India Investments III, LLC	Investor Selling Shareholder	Up to 3,727,534 equity shares of face value of ₹10 each aggregating up to ₹[●] million	8.22
SVF II Ostrich (DE) LLC	Investor Selling Shareholder	Up to 23,857,268 equity shares of face value of ₹10 each aggregating up to ₹[●] million	51.37
Tekne Private Ventures XV, Ltd.	Investor Selling Shareholder	Up to 975,581 equity shares of face value of ₹10 each aggregating up to ₹[●] million	113.12
Ashna Advisors LLP	Investor Selling Shareholder	Up to 601,828 equity shares of face value of ₹10 each aggregating up to ₹[●] million	71.15

^aAs certified by B.B. & Associates, Chartered Accountants, by their certificate dated July 26, 2024. ^cCalculated on a fully diluted basis.

^bThe average cost of acquisition per Equity Share for Bhavish Aggarwal is below ₹0.01.

^cThe average cost of acquisition per Equity Share for Indus Trust is Nil since 728 equity shares of face value of ₹10 each were acquired by way of gift on January 18, 2019 and 141,958,544 equity shares of face value of ₹10 each were acquired pursuant to a bonus issue by our Company on December 23, 2021.

For further details, see "The Offer" beginning on page 79 of the RHP.

We are a pure EV player in India building vertically integrated technology and manufacturing capabilities for EVs and EV components. We manufacture EVs and certain core EV components at the Ola Futurefactory. We have delivered seven products and additionally announced four new products. We operate a direct-to-customer omnichannel distribution network across India, comprising 870 experience centres and 431 service centres as at March 31, 2024, and our Ola Electric website.

The Offer is being made through the Book Building Process in accordance with Regulation 6(2) of the SEBI ICDR Regulations.

QIB Portion: Not less than 75% of the Net Offer | Non-Institutional Portion: Not more than 15% of the Net Offer | Retail Portion: Not more than 10% of the Net Offer

Employee Reservation Portion: Up to [●] Equity Shares of face value of ₹10 each aggregating up to ₹55 million

PRICE BAND: ₹72 TO ₹76 PER EQUITY SHARE OF FACE VALUE OF ₹10 EACH

THE FLOOR PRICE AND THE CAP PRICE ARE 7.2 TIMES AND 7.6 TIMES THE FACE VALUE OF THE EQUITY SHARES RESPECTIVELY

BIDS CAN BE MADE FOR A MINIMUM OF 195 EQUITY SHARES AND IN MULTIPLES OF 195 EQUITY SHARES OF FACE VALUE OF ₹10 EACH THEREAFTER

A DISCOUNT OF ₹7 PER EQUITY SHARE IS BEING OFFERED TO ELIGIBLE EMPLOYEES BIDDING IN THE EMPLOYEE RESERVATION PORTION

SINCE COMPANY HAS INCURRED LOSS IN FINANCIAL YEAR 2023 BASED ON RESTATED IND AS SUMMARY STATEMENTS, THE BASIC AND DILUTED EPS IS NEGATIVE, AND HENCE, THE PRICE TO EARNINGS RATIO IS NOT ASCERTAINABLE

In accordance with the recommendation of Independent Directors of our Company, pursuant to their resolution dated July 27, 2024, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the "Basis for Offer Price" section on page 146 of the RHP vis-a-vis the weighted average cost of acquisition ("WACA") of primary and secondary transaction(s), as applicable, disclosed in the "Basis for Offer Price" section on page 146 of the RHP and provided below in this advertisement.

In making an investment decision, potential investors must only rely on the information included in the RHP and the terms of the Offer, including the risks involved and not rely on any other external sources of information about the Offer available in any manner.

RISKS TO INVESTORS

For details refer to section titled "Risk Factors" on page 29 of the RHP

1. **Losses and negative cash flow from operating activities in the past:** We have incurred losses and negative cash flows from operating activities since our inception, including in Fiscals 2024, 2023 and 2022 as set forth in the following table:

Amount in ₹ million

Particulars	Fiscal 2024	Fiscal 2023	Fiscal 2022
Loss Before Tax	(15,844.00)	(14,720.79)	(7,841.50)
Net cash used in Operating Activities	(6,330.87)	(15,072.71)	(8,849.54)

Our Material Subsidiaries, OET and OCT have continuously incurred losses since its inception.

2. **Limited operating history:** Incorporated in 2017, we delivered our first electric vehicle ("EV") scooter in December 2021. As we have a limited operating history in manufacturing EVs, there is a limited historical basis on which we can make judgments regarding our ability to develop, manufacture, and deliver EVs or their components or our future results of operations, including our ability to achieve profitability in the future. If we fail to address any or all of the risks and challenges pertaining to EV industry, our business may be materially and adversely affected.

3. **Majority portion of our Objects are towards investment into research and development purposes:** We intend to utilize ₹16,000 million out of the Net Proceeds for investment into research and development purposes of our Company, which constitutes a significant portion of the Net Proceeds which we propose to raise pursuant to the Offer. We cannot assure you that such investment into research and development will proceed as planned and result in creation of tangible assets or achieve results as anticipated.

4. **Risk associated with investment in research and development and technology:** We have heavily invested in and plan to continue investing in R&D and technology, including developing our cell manufacturing capabilities through the BIC. There is no assurance that we will realise returns on such investments. The following table sets forth our R&D spend, which comprises intangible assets under development and research costs.

Particulars	Fiscal 2024	Fiscal 2023	Fiscal 2022
	(in ₹ million, except as stated otherwise)		
Additions to intangible assets under development ⁽¹⁾ (A)	3,061.65	4,216.29	1,601.50
Additions to intangible assets under development as a % of total spend on research and product development (%) (D = A/C)	79.50%	83.05%	91.08%
Research cost ⁽²⁾ (B)	789.41	860.82	156.90

Particulars	Fiscal 2024	Fiscal 2023	Fiscal 2022
	(in ₹ million, except as stated otherwise)		
Research cost as a % of total spend on research and product development (%) (E = B/C)	20.50%	16.95%	8.92%
Total spend towards research and product development (C = A+B)	3,851.06	5,077.11	1,758.40
Research and product development as a % of revenue from operations (%)	7.69	19.30	47.09

Notes:

(1) Intangible assets under development are capitalised expenses in the Restated Consolidated Financial Information.

(2) Expenditure on research activities are recognised in the statement of profit and loss of the Restated Consolidated Financial Information. For further details see, "Restated Consolidated Financial Information – Notes forming part of the Restated Consolidated Financial Information – Note 29: Other Expenses" on page 308 of the RHP.

5. **Supply and Pricing risk:** While we manufacture certain EV components, others are sourced from third-party domestic and foreign suppliers. In Fiscals 2024, 2023 and 2022, imported supplies comprised 37.03%, 31.11% and 29.76% of the cost of materials consumed, while domestic supplies comprised 62.97%, 68.89% and 70.24% of the cost of materials consumed. Our Company can experience disruptions in the supply or an increase in prices of components and raw materials, which could result in an increase in the price and impact the delivery timelines.

6. **Ineligibility/ elimination of Government incentives/ subsidiaries:** We benefit from certain government incentives such as the FAME Phase II subsidies, subsidies from the government of Tamil Nadu and goods and services tax reimbursements. Any reduction or elimination of government incentives such as the Electricity Mobility Promotion Scheme, 2024, Automobile PLI Scheme, Cell PLI Scheme, subsidies from the governments, and GST reimbursement or the ineligibility of any of our electric vehicles for such subsidy would increase the retail price of our electric vehicles and could adversely affect customer demand for our electric vehicles and affect our ability to achieve profitability.

7. **Risk related to sourcing of raw materials from China:** We plan to continue to source raw materials from suppliers in China for the purpose of cell manufacturing. We may be exposed to the possibility of product supply disruption and increased costs in the event of changes in the policies, rules and regulations of the Indian or Chinese government, including as a result of any political tensions, which could result in trade tariffs, increased freight charges or prices of cathode active material and anode active material, or a complete halt on imports from China.

8. **Performance and quality related risk:** We design and develop new EV products and certain core EV components in-house, such as the motor and drivetrain, battery packs, electronics and software. We import cells from foreign cell manufacturing companies, and plastic parts, electronic child parts and metal parts from other domestic and foreign suppliers. We cannot guarantee that the components or raw materials sourced will be free from defects or quality issues.

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9. Risks associated to Ola Gigafactory: We intend to utilize ₹ 12,276.41 million of the Net Proceeds to fund our capital expenditure requirements to expand the Ola Gigafactory's manufacturing capacity. We have also relied on the D&B Report, which provides certain risks like risks in relation to obtaining required approvals from governmental authorities in a timely manner, technological risk, time and cost overrun in relation to Phase 1(b) and Phase 2 etc. We may experience cost overruns and face significant delays in completing the remaining phases of the Ola Gigafactory. The Ola Gigafactory will be expanded in phases as set out below:

Sl. No.	Phase	Cumulative capacity*	Expected date of completion and operationalisation*
1.	Phase 1(b)	5 GWh	February 28, 2025
2.	Phase 2	6.40 GWh	April 30, 2025
3.	Further phases	20 GWh	Quarter 2 of Calendar Year 2026

*In terms of the D&B Report

10. Intellectual property rights risk: We regard our trademarks, service marks, patents, domain names, trade secrets, proprietary technologies, and similar intellectual property as critical to our success. We have 88 registered patents and 217 patent applications pending in India under the Patents Act, 1970, as of July 24, 2024. We may not be able to protect our intellectual property rights and prevent the unauthorised use of our intellectual property, which could harm our business and competitive position. Further, we do not own the trademark for our brand name 'Ola'.

11. Product concentration risk: We derive our revenue solely from the sale of limited electric vehicle scooter models. If our electric vehicle scooters are not well-received by the market, our business could be adversely affected. The following table provides a breakdown of the revenue contribution of each of our EV scooter models in the past three Fiscals:

	Fiscal 2024		Fiscal 2023		Fiscal 2022	
	Revenue contribution (₹ million)	Revenue contribution as a percentage of revenue from operations (%)	Revenue contribution (₹ million)	Revenue contribution as a percentage of revenue from operations (%)	Revenue contribution (₹ million)	Revenue contribution as a percentage of revenue from operations (%)
Ola S1 Pro (Gen 1)	16,869.67	33.67%	15,305.84	58.18%	3,177.29	85.09%
Ola S1 Pro (Gen 2)	13,001.22	25.95%	-	-	-	-
Ola S1	1,342.84	2.68%	7,724.05	29.36%	-	-
Ola S1 Air	9,482.67	18.93%	-	-	-	-
Ola S1 X+	5,339.42	10.66%	-	-	-	-

12. Full warranty cycle has not been completed: We are yet to complete a full warranty cycle in respect of our EVs. We could, in the future, become subject to warranty claims, resulting in significant expenses, which would in turn materially and adversely affect our financial condition, results of operations, and prospects. In addition, if we are able to increase our sales volumes and expand our product line, in line with our business strategy, we could experience an increase in the number of warranty claims and be required to increase our warranty provisions.

13. Failure to achieve the Cell PLI Scheme Capacity: Under the Cell PLI Scheme, we are required to manufacture cells as per the committed capacity specified in our bid and the Programme Agreement. Accordingly, we are required to achieve 1 GWh capacity in the first year in Fiscal 2024 which we achieved on March 22, 2024, 5 GWh capacity in the second year, 10 GWh capacity in the third year and 20 GWh capacity by the fourth year. Pursuant to the Programme Agreement, in the case where we fail to achieve the agreed upon capacity, which is assessed on a quarterly basis, the Government of India has the right to deduct twice the shortfall in the committed capacity from the total subsidy payable to us.

14. Competition Risk: In the competitive market in which we operate in, our competitors may be able to source raw materials at lower prices or manufacture their EVs in a more cost-efficient manner. In order to remain competitive in the market, we may be compelled to reduce the prices of our EVs. Such reduction in pricing may in turn adversely impact our ability to achieve profitability as well as our business, prospects and results of operations.

15. Inadequate access to public charger guns: Demand for our EVs will depend in part upon the availability of a public charging infrastructure, as EV users must rely on public charging infrastructure to charge their vehicles while travelling. Inadequate access to public charger guns could cause customers to face difficulties in recharging their EVs, particularly during long distance travels. To the extent we are unable to meet customer expectations or experience difficulties in providing our charging solutions, our reputation and business, prospects, financial condition, results of operations, and cash flows may be materially and adversely affected.

16. Driving range on a single charge of our electric vehicles declines over time: The driving range of our EVs on a single charge declines principally as a function of usage, time, and charging patterns. According to the Redseer Report, a single battery charge provides a range of 70-115 km on average (for lithium-ion batteries) for E2Ws. Since we only commenced delivery of our first scooter model, the Ola S1 Pro, in December 2021, we are unable to accurately assess the actual deterioration of battery life in the long term. Such battery deterioration and the related decrease in range may negatively influence potential customer decisions whether to purchase our EVs, which may harm our ability to market and sell our EVs

17. Since the Company has incurred loss in the Financial Year 2024, the basic and diluted EPS is negative and hence, the Price to Earnings ratio is not ascertainable.

18. Weighted Average Return on Net Worth for Financial Year ended 2024, 2023 and 2022 is (63.62)%

19. The average cost of acquisition per Equity Share acquired by the Promoter and Selling Shareholders, as on the date of the Red Herring Prospectus is:

Name of the Promoter / Selling Shareholders	Number of Equity Shares held	Average cost of acquisition per Equity Share (in ₹)*
Promoter (also the Promoter Selling Shareholder)		
Bhavish Aggarwal	1,361,875,240	Negligible [#]
Promoter Group (also the Promoter Group Selling Shareholder)		
Indus Trust	141,959,272	Nil [§]
Investor Selling Shareholders		
Ab Initio Capital, L.P.	10,037,028	111.51
Alpha Wave Ventures II, LP	128,503,423	62.38
Alpine Opportunity Fund VI, L.P.	21,412,329	111.51
Ashna Advisors LLP	601,828	71.15
Internet Fund III Pte Ltd	222,436,381	11.70
MacRitchie Investments Pte. Ltd.	46,028,218	75.11
Matrix Partners India III AIF Trust	3,023,308	8.22
Matrix Partners India Investments III, LLC	126,623,262	8.22
Nuvama Private Investments Trust-Nuvama Crossover Opportunities Fund – Series III	12,168,907	71.15
Nuvama Private Investments Trust-Nuvama Crossover Opportunities Fund – Series III A	9,464,591	71.15
Nuvama Private Investments Trust-Nuvama Crossover Opportunities Fund – Series III B	9,465,448	74.06
Sarin Family India LLC	8,714,241	8.22
SVF II Ostrich (DE) LLC	810,424,447	51.37
Tekne Private Ventures XV, Ltd.	36,319,597	113.12

As certified by B.B. & Associates, Chartered Accountants pursuant to their certificate dated July 26, 2024.

[#] The average cost of acquisition per Equity Share for Bhavish Aggarwal is below ₹0.01.

[§] The average cost of acquisition per Equity Share for Indus Trust is Nil since 728 equity shares of face value of ₹ 10 each were acquired by way of gift on January 18, 2019 and 141,958,544 equity shares of face value of ₹ 10 each were acquired pursuant to a bonus issue by our Company on December 23, 2021.

20. Weighted average cost of acquisition of all shares transacted in three years, eighteen months and one year immediately preceding the Red Herring Prospectus is as follows:

Period	Weighted Average Cost of Acquisition (in ₹)	Cap Price is 'X' times the Weighted Average Cost of Acquisition	Range of acquisition price: Lowest Price – Highest Price (in ₹)
Last one year	47.00	1.62	Nil**-129.90
Last 18 months	47.00	1.62	Nil**-129.90
Last three years	22.42	3.39	Nil**-129.90

**Acquisition price of Equity Shares acquired pursuant to bonus, gifts and ESOPs is NIL

21. WACA, Floor Price and Cap Price

Past Transactions	Weighted average cost of acquisition (in ₹)*	Floor Price (in times)	Cap Price (in times)
WACA of Equity Shares that were issued by the Company (primary transactions)	47.00	1.53	1.62
WACA of Equity Shares that were acquired or sold by way of secondary transactions	87.83	0.82	0.87

*As certified by B.B. & Associates, Chartered Accountants, by way of their certificate dated July 26, 2024.

22. The 8 BRLMs associated with the issue have handled 80 public issues in the past three years out of which 21 issues closed below the issue price on listing date.

Name of the BRLMs	Total Issues	Issues closed below IPO Price on listing date
Kotak Mahindra Capital Company Limited*	5	2
Citigroup Global Markets India Private Limited*	-	-
BofA Securities India Limited*	-	-
Goldman Sachs (India) Securities Private Limited*	-	-
Axis Capital Limited*	12	3
ICICI Securities Limited*	17	3
SBI Capital Markets Limited*	5	3
BOB Capital Markets Limited*	1	1
Common Issues handled by the BRLMs	40	9
Total	80	21

*Issues handled where there were no common BRLMs

BID/ OFFER PERIOD

ANCHOR OFFER PORTION BID OPEN/CLOSE DATE THURSDAY, AUGUST 1, 2024

BID/OFFER OPENS ON FRIDAY, AUGUST 2, 2024⁽¹⁾

BID/OFFER CLOSES ON TUESDAY, AUGUST 6, 2024⁽²⁾

⁽¹⁾ Our Company, in consultation with the BRLMs, may consider participation by Anchor Investors in accordance with the SEBI/ICDR Regulations. The Anchor Investor Bid/Offer Period shall be one Working Day prior to the Bid/Offer Opening Date.

⁽²⁾ The UPI mandate end time and date shall be at 5.00 p.m. on the Bid/Offer Closing Date.

The Price Band and Offer Price will be determined by our Company, in consultation with the BRLMs, on the basis of assessment of market demand for the Equity Shares offered through the Book Building Process and on the basis of quantitative and qualitative factors as described below. The face value of the Equity Shares is ₹10 each and the Offer Price is [●] times the Floor Price and [●] times the Cap Price, and Floor Price is 7.2 times the face value and the Cap Price is 7.6 times the face value. Investors should also see "Risk Factors", "Summary of Financial Information", "Our Business", "Restated Consolidated Financial Information", and "Management's Discussion and Analysis of Financial Condition and Results of Operations" beginning on pages 29, 81, 187, 259 and 329 of the RHP, respectively, to have an informed view before making an investment decision.

- Qualitative factors**
- Some of the qualitative factors and our strengths which form the basis for computing the Offer Price are as follows:
- Pure EV player with a leadership position in the fast-growing Indian E2W market:
 - a. We were the largest E2W seller in India by number of units registered in Fiscal 2024, accounting for approximately 35.00% of the total E2W registrations in India for such period, according to the Redseer Report.
 - Founder led company supported by a highly experienced and professional leadership team:
 - a. Our Founder, Chairman and Managing Director, Mr. Bhavish Aggarwal, is an entrepreneur who founded our Company, in addition to ANI Technologies Private Limited, also known as Ola Cabs, in 2010; and
 - b. Our Board of Directors and our senior management have experience across a broad range of industries and functions.
 - In-house R&D and technology capabilities:
 - a. We undertake R&D in India, the UK and the US. Our in-house capabilities to develop EV technologies are driven by our focus on R&D where, the efforts are centred around five key technologies: (a) software, (b) electronics, (c) motor and drivetrain, (d) cells and battery packs and (e) manufacturing technology.
 - Manufacturing at scale and supply chain resilience:
 - a. The in-house design, and manufacturing of our core EV components enhance our control over the optimization of EV performance and quality. As of March 31, 2024, the Ola Futurefactory had an installed capacity of one million units per year.
 - Scalable platform-based design and development approach:
 - a. We are able to leverage common elements, such as modular electric powertrain including modular battery pack with BMS and motors, as well as a power electronics module, electronics and software to develop and design new EV models.
 - Direct to customer omnichannel distribution model:
 - a. Our D2C distribution model enables us to directly engage with customers and collect customer feedback which helps us in developing our products and make product upgrades.
 - Eligibility for EV-related government incentives leading to cost advantages:
 - a. We are the only EV manufacturer in India that is a beneficiary of two Government of India PLI schemes: the Automobile PLI Scheme and the Cell PLI Scheme, according to the Redseer Report; and
 - b. In addition, the Government of India's FAME scheme, subsidies from the government of Tamil Nadu, and goods and services tax reimbursement, provides a subsidy to all customers who purchase EVs.
 - Execution excellence:
 - a. We built the Ola Futurefactory in eight months, from the start of construction to manufacturing our first EV scooter at the assembly line in the factory; and
 - b. We have delivered seven products and additionally announced four new products since our first product announcement in August 2021 and have expanded our experience centre network to 870 experience centres as at March 31, 2024.

For details, see "Our Business – Our Competitive Strengths" on page 193 of the RHP.

Quantitative factors

Some of the information presented below relating to our Company is derived from the Restated Consolidated Financial Information. For details, see "Restated Consolidated Financial Information" and "Other Financial Information" beginning on pages 259 and 326 of the RHP, respectively.

Some of the quantitative factors which may form the basis for computing the Offer Price are as follows:

A. Basic and Diluted Earnings Per Equity Share ("EPS") (face value of each Equity Share is ₹10):			
Financial year/period ended	Basic EPS (in ₹)	Diluted EPS (in ₹)	Weight
March 31, 2024	(4.35)	(4.35)	3
March 31, 2023	(3.91)	(3.91)	2
March 31, 2022	(2.23)	(2.23)	1
Weighted Average	(3.85)	(3.85)	6

B. Price/Earning ("P/E") ratio in relation to Price Band of ₹72 to ₹76 per Equity Share:			
Particulars	P/E at the Floor Price (number of times)	P/E at the Cap Price (number of times)	
Based on basic EPS for financial year ended March 31, 2024	N.A.	N.A.	
Based on diluted EPS for financial year ended March 31, 2024	N.A.	N.A.	

Since Basic and Diluted Earnings Per Share for year ended March 31, 2024 is negative, P/E ratio of our Company is not ascertainable.

C. Industry Peer Group P/E ratio		
Particulars	P/E Ratio	
Highest	68.99	
Lowest	28.89	
Industry Composite	41.37	

D. Return on Net Worth ("RoNW")		
Financial Year	RoNW (%)	Weight
March 31, 2024	(78.46)	3
March 31, 2023	(62.47)	2
March 31, 2022	(21.42)	1
Weighted Average	(63.62)	6

E. Net Asset Value ("NAV") per Equity Share		
Particulars	Amount (₹)	
As on March 31, 2024	5.54	
After the completion of the Offer		
- At the Floor Price	16.89	
- At the Cap Price	17.05	
Offer Price	[●]	

The table below sets forth the details of our KPIs that our Company considers to have a bearing for arriving at the basis for Offer Price. All the KPIs disclosed below have been approved by a resolution of our Audit Committee dated July 26, 2024 (copy made available in item no. (i) under "Material Contracts and Documents for Inspection" on page 432 of the RHP), and the Audit Committee has confirmed that the KPIs pertaining to our Company that have been disclosed to earlier investors at any point of time during the three years period prior to the date of filing of the RHP have been disclosed in this section, and also noted that these KPIs have been subject to verification and certification by B.B. & Associates, Chartered Accountants pursuant to certificate dated July 26, 2024.

- In addition to the above, the Audit Committee also noted that other than the below mentioned KPIs:
- there are certain items/ metrics which have not been disclosed in this RHP as the same are not auditable or verifiable and/ or not a performance indicator as such items do not convey any meaningful information to determine performance of our Company, given early stage business;
 - there are certain items/ metrics which are included in the business description, Management Discussion & Analysis or financials in the RHP but not considered to be performance indicators or deemed to have a bearing on the determination of Offer Price. For details, see "Our Business", "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Restated Consolidated Financial Information" on pages 187, 329 and 259 of the RHP, respectively.

Sr. No.	Particulars	As of and for the financial year ended			
		March 31, 2024	March 31, 2023	March 31, 2022	
1.	Deliveries (in thousands)	330	156	21	
2.	Revenue from Operations	50,098.31	26,309.27	3,734.23	
3.	Gross margin	6,303.07	605.18	(1,074.77)	
4.	Gross Margin (%)	12.58%	2.30%	(28.78)%	
5.	Adjusted Gross Margin	8,637.46	2,122.88	(246.40)	
6.	Adjusted Gross Margin (%)	16.47%	7.63%	(5.40)%	
7.	EBITDA	(10,401.91)	(11,970.98)	(7,175.52)	
8.	EBITDA Margin (%)	(19.84)%	(43.02)%	(157.27)%	
9.	E2W Market Share (%)	34.80%	21.00%	5.70%	

*As per restated Ind AS Summary Statements of the Company.

For details of our other operating metrics disclosed elsewhere in the RHP, see "Our Business" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" beginning on pages 187 and 329 of the RHP, respectively.

G. Description on the historic use of the KPIs by our Company to analyze, track or monitor the operational and/or financial performance of our Company

In evaluating our business, we consider and use certain KPIs, as presented above, as a supplemental measure to review and assess our financial and operating performance. The presentation of these KPIs are not intended to be considered in isolation or as a substitute for the Restated Consolidated Financial Information. We use these KPIs to evaluate our financial and operating performance. Some of these KPIs are not defined under Ind AS and are not presented in accordance with Ind AS. These KPIs have limitations as analytical tools. Further, these KPIs may differ from the similar information used by other companies and hence their comparability may be limited. Therefore, these metrics should not be considered in isolation or construed as an alternative to Ind AS measures of performance or as an indicator of our operating performance, liquidity, profitability or results of operation. Although these KPIs are not a measure of performance calculated in accordance with applicable accounting standards, our Company's management believes that it provides an additional tool for investors to use in evaluating our ongoing operating results and trends and in comparing our financial results with other companies in our industry because it provides consistency and comparability with past financial performance, when taken collectively with financial measures prepared in accordance with Ind AS.

Investors are encouraged to review the Ind AS financial measures and to not rely on any single financial or operational metric to evaluate our business. See "Risk Factors – Significant differences exist between Indian accounting standard ("Ind AS") and other accounting principles, such as international financial reporting standards ("IFRS") and United States generally accepted accounting principles ("US GAAP"), which may be material to investors' assessments of our financial condition," on page 71 of the RHP.

Deliveries (in thousands)

We believe that tracking the deliveries helps us to track the year-on-year performance in terms of the number of units sold and market share during the year.

Revenue from Operations

We believe that tracking our revenue from operations enables us to analyze the overall financial and business performance of our Company.

Gross Margin

We believe that tracking Gross Margin enables us to track the profitability year-on-year and provides inputs for our margin profile and price management.

Gross Margin (%)

We believe that tracking Gross Margin % enables us to track the profitability % year-on-year.

Adjusted Gross Margin

We believe that tracking Adjusted Gross Margin enables us to track the profitability year-on-year and provides inputs for our margin profile and price management.

Adjusted Gross Margin (%)

We believe that tracking Adjusted Gross Margin % enables us to track the profitability % year-on-year.

EBITDA

We believe that tracking EBITDA helps us identify underlying trends in our business and facilitates evaluation of year-on-year operating performance of our operations by eliminating items that are variable in nature and not considered by us in the evaluation of ongoing operating performance, and allowing comparison of our recurring core business operating results over multiple periods. We also believe that EBITDA provides useful information about our operating results, enhances the overall understanding of our past performance and future prospects, and allows for greater transparency with respect to key metrics we use for financial and operational decision-making.

EBITDA Margin

We believe that tracking EBITDA margin assists in tracking the margin profile of our business and in understanding areas of our business operations which have scope for improvement.

E2W Market Share

We believe that tracking E2W Market Share helps us identify our market standing vis-à-vis our peers.

H. Comparison with listed industry peers										
Following is a comparison of our accounting ratios with the listed peers:										
Name of the Company	Consolidated	Closing price on July 25, 2024 (₹)	Revenue from operations for the financial year ended March 31, 2024 (in ₹ million)	Face value (₹ per share)	EPS (₹)	Return on Net Worth (%)	NAV (per share) (₹)	P/E	EV/ Revenue from Operations at the Offer Price (x times)	EV / EBITDA (x times)
Company*	Consolidated	NA ¹	50,098.31	10	(4.35)	(4.35)	(78.46)%	5.54	NA	[●]
Listed peers										
TVS Motors	Consolidated	2,449.30	3,91,447.40	1	35.50	35.50	23.68%	158.10	68.99	3.52x
Eicher Motors	Consolidated	4,900.65	1,65,357.80	1	146.18	145.92	22.17%	659.06	33.58	7.83x
Bajaj Auto	Consolidated	9,728.25	4,48,704.30	10	272.70	26.61%	1,037.41	34.02	5.92x	25.39x
Hero MotoCorp	Consolidated	5,403.20	3,77,886.20	2	187.36	187.04	20.98%	892.08	28.89	17.62x

Source: All the financial information for listed industry peers mentioned above is on a consolidated basis (unless otherwise available only on standalone basis) and is sourced from the annual reports / annual results as available of the respective company for the year ended March 31, 2024 submitted to stock exchanges.

For further details, please see "BASIS FOR OFFER PRICE" beginning on page 146 of the RHP.

THE EQUITY SHARES OF OUR COMPANY WILL GET LISTED ON MAIN BOARD PLATFORM OF BSE AND NSE

In case of any revision in the Price Band, the Bid/ Offer Period will be extended by at least one additional Working Day after such revision in the Price Band, subject to the Bid/ Offer Period not exceeding 10 Working Days. In cases of force majeure, banking strike or similar unforeseen circumstances, our Company, may, in consultation with the BRLMs, for reasons to be recorded in writing, extend the Bid/ Offer Period for a minimum of one Working Day, subject to the Bid/ Offer Period not exceeding 10 Working Days. Any revision in the Price Band and the revised Bid/ Offer Period, if applicable, shall be widely disseminated by notification to the Stock Exchanges, by issuing a public notice, and also by indicating the change on the respective websites of the BRLMs and at the terminals of the Syndicate Members and by intimation to the Self-Certified Syndicate Banks ("SCSBs"), other Designated Intermediaries and the Sponsor Banks, as applicable.

This is an Offer in terms of Rule 19(2)(b) of the SCRR read with Regulation 31 of the SEBI ICDR Regulations. This Offer is being made through the Book Building Process in compliance with Regulation 6(2) of the SEBI ICDR Regulations wherein not less than 75% of the Net Offer shall be available for allocation on a proportionate basis to Qualified Institutional Buyers ("QIBs") and such portion the "QIB Portion" provided that our Company in consultation with the BRLMs, may allocate up to 60% of the QIB Portion to Anchor Investors on a discretionary basis in accordance with the SEBI ICDR Regulations ("Anchor Investor Portion"), of which one-third shall be reserved for domestic Mutual Funds, subject to valid Bids being received from domestic Mutual Funds at or above the Anchor Investor Allocation Portion, in accordance with the SEBI ICDR Regulations. In the event of under-subscription or non-allocation in the Anchor Investor Portion, the balance Equity Shares shall be added to the Net QIB Portion. Further, 5% of the Net QIB Portion shall be available for allocation on a proportionate basis to Mutual Funds only and the remainder of the Net QIB Portion shall be available for allocation on a proportionate basis to all QIBs (other than Anchor Investors) including Mutual Funds, subject to valid Bids being received at or above the Offer Price. However, if the aggregate demand from Mutual Funds is less than 5% of the Net QIB Portion, the balance Equity Shares available for allocation in the Mutual Fund Portion will be added to the remaining QIB Portion for proportionate allocation to QIBs. Further, not more than 15% of the Net Offer shall be available for allocation to NIBs of which (a) one third portion shall be reserved for Bidders with application size of more than ₹200,000 and up to ₹1,000,000; and (b) two-thirds of the portion shall be reserved for Bidders with application size of more than ₹1,000,000, provided that the unsubscribed portion in either of such sub-categories may be

Following is a comparison of our KPIs with the listed ICE-based two-wheeler peers:

Particulars	Deliveries (In Thousands)			Revenue from Operations (in ₹ million)			Gross Margin (in ₹ million)		
	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022
Ola Electric	330	156	21	50,098.31	26,309.27	3,734.23	6,303.07	605.18	(1,074.77)
TVS Motors	4,045	3,682	3,310	3,91,447.40	319,739.90	243,553.10	1,47,394.90	111,307.10	80,980.20
Eicher Motors	912	824	595	1,65,357.80	144,421.80	102,978.30	75,551.30	62,302.80	43,421.50
Bajaj Auto	3,728	3,922	4,308	4,48,704.30	364,553.80	331,447.10	1,29,772.00	103,341.30	88,148.90
Hero MotoCorp	5,621	5,329	4,944	3,77,886.20	341,583.80	295,512.80	1,22,791.80	102,143.50	86,309.20

Particulars	Gross Margin (%)			Adjusted Gross Margin (in ₹ million)			Adjusted Gross Margin (%)		
	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022
Ola Electric	12.58%	2.30%	(28.78)%	8,637.46	2,122.88	(246.40)	16.47%	7.63%	(5.40)%
TVS Motors	37.65%	34.81%	33.25%	1,48,453	112,657.10	81,308.90	37.82%	35.09%	33.34%
Eicher Motors	45.69%	43.14%	42.17%	86,310	68,253.90	47,829.70	49.01%	45.39%	44.54%
Bajaj Auto	28.92%	28.35%	26.60%	1,44,132	115,216.50	100,990.30	31.13%	30.61%	29.33%
Hero MotoCorp	32.49%	29.90%	29.21%	1,31,337	107,833.60	91,859.30	33.99%	31.05%	30.51%

Particulars	EBITDA (in ₹ million)			EBITDA Margin (%)			E2W Market Share (%)		
	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022	For Financial Year 2024	For Financial Year 2023	For Financial Year 2022
Ola Electric	(10,401.91)	(11,970.98)	(7,175.52)	(19.84)%	(43.02)%	(157.27)%	34.8%	21.0%	5.7%
TVS Motors	56,057.60	41,846.50	27,899.90	14.28%	12.97%	11.44%	19.3%	11.3%	3.9%
Eicher Motors	58,505.00	43,538.60	26,732.20	33.22%	28.95%	24.89%	-	-	-
Bajaj Auto	1,04,651.70	81,673.40	71,135.90	22.60%	21.70%	20.66%	11.3%	3.9%	2.8%
Hero MotoCorp	60,839.20	46,658.90	38,007.10	15.74%	13.44%	12.62%	1.9%	0.1%	0.0%

For reconciliation of Non-GAAP measures, please see "Other Financial Information – Reconciliation of Non-GAAP Measures" on page 326 of the RHP.

Weighted average cost of acquisition ("WACA"), floor price and cap price

I. Price per share of our Company (as adjusted for corporate actions, including bonus issuances) based on primary issuances of Equity Shares or convertible securities (excluding Equity Shares issued under the ESOP Scheme and issuance of Equity Shares pursuant to a bonus issue) during the 18 months preceding the date of the RHP, where such issuance is equal to or more than 5% of the fully diluted paid-up share capital of our Company (calculated based on the pre-Offer capital before such transaction(s) and excluding ESOPs granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days ("Primary Issuances")

Date of Allotment	Name of allottees	Number of Equity Shares or convertible securities allotted	Transaction as a % of fully diluted capital of the Company (calculated based on the pre-issue capital before such transaction/s)	Price per Equity Share or convertible securities (₹)	Total Cost	Weighted average cost of acquisition based on primary issue of Equity Shares or convertible securities
July 19, 2024	Conversion of Series A CCPS, Series A1 CCPS and Series B CCPS	1,295,205,909	34.40%	34.40	44,552,651,620	47.00
June 17, 2024	Conversion of Series C CCPS, Series C1 CCPS, Series D CCPS, and Series E CCPS	436,416,377	11.59%	84.40	36,835,553,079	

Weighted Average Cost of Acquisition (WACA) (Primary Transactions) (₹ per Equity Share)

¹ Allotment pursuant to conversion of CCPS. For further details see "Capital Structure" beginning on page 95 of the RHP.

J. Price per share of our Company (as adjusted for corporate actions, including bonus issuances) based on secondary sale or acquisition of equity shares or convertible securities (excluding gifts) involving our Promoter, Promoter Group and any of the Selling Shareholders or other shareholders with the right to nominate directors on our Board during the 18 months preceding the date of filing of the RHP, where the acquisition or sale is equal to or more than 5% of the fully diluted paid-up share capital of our Company (calculated based on the pre-Offer capital before such transaction/s and excluding ESOPs granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days ("Secondary Transactions")

There have been no secondary sale/ acquisitions of Equity Shares or CCPS, where the Promoter, members of the Promoter Group, Selling Shareholders, or Shareholder(s) having the right to nominate Director(s) on our Board, are a party to the transaction, during the 18 months preceding the date of the RHP, where either acquisition or sale is equal to or more than 5% of the fully diluted paid up share capital of our Company (calculated based on the pre-Offer capital before such transaction/s and excluding ESOPs granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days.

K. Since there are no such transactions to report under (J) above, therefore, information on the price per equity share for the last five secondary transactions (secondary transactions where our Promoter (also the Promoter Selling Shareholder), or Investor Selling Shareholders or other Shareholder(s) having the right to nominate director(s) to the Board of our Company, are a party to the transaction, not older than three years prior to the date of the RHP irrespective of the size of transactions, is as below:

Date of allotment/ transfer	Name of the allottee/ transferee	Transferor	Number of Equity Shares/ CCPS transacted	Face value of Equity shares / CCPS (₹)	Price per Equity share / CCPS	Nature of Consideration	Nature of transaction	Total Cost (₹)
September 30, 2022	Nuvama Private Investments Trust-Nuvama Crossover Opportunities Fund -Series III B*	Edelweiss Finance & Investments Limited	1,996,065 ¹	10	115.42	Cash	Transfer	230,390,651
September 30, 2022	Nuvama Private Investments Trust-Nuvama Crossover Opportunities Fund -Series III B*	Edelweiss Finance & Investments Limited	4,090,392 ²	10	63.11	Cash	Transfer	258,148,766
September 30, 2022	Nuvama Private Investments Trust-Nuvama Crossover Opportunities Fund -Series III B*	Edelweiss Finance & Investments Limited	3,378,991 ¹	10	62.89	Cash	Transfer	212,512,192
December 12, 2022	MacRitchie Investments Pte. Ltd.	Bhavish Aggarwal	15,792,695	10	95.61	Cash	Transfer	1,510,000,000
December 12, 2022	MacRitchie Investments Pte. Ltd.	Amit Anchal	941,286	10	95.61	Cash	Transfer	90,000,000

Weighted Average Cost of Acquisition (WACA) (Secondary Transactions) (₹ per Equity Share)

¹Number of convertible securities acquired have been mentioned on fully diluted basis

² The erstwhile name of Nuvama Private Investments Trust-Nuvama Crossover Opportunities Fund – Series III B as on the date of transfer was Edelweiss Private Investment Trusts - Edelweiss Crossover Opportunities Fund – Series III B

L. The Floor Price and the Cap Price are 1.53 times and 1.62 times, respectively, of the weighted average cost of acquisition at which the Equity Shares were issued by our Company, and 0.82 times and 0.87 times, respectively, of the weighted average price per share of Equity Shares of our Company that were acquired or sold by way of secondary transactions by our Promoter (also the Promoter Selling Shareholder), or Investor Selling Shareholders or other Shareholder(s) having the right to nominate director(s) to the Board of our Company as below:

Period	Weighted Average Cost of Acquisition (in ₹)	Floor Price is 'X' times the Weighted Average Cost of Acquisition	Cap Price is 'X' times the Weighted Average Cost of Acquisition
Weighted average cost of acquisition (as adjusted for corporate actions, including bonus issuances and split) for primary / new issue of shares (equity / convertible securities), excluding shares issued under an employee stock option plan/employee stock option scheme and issuance of equity shares pursuant to a bonus issue during the 18 months preceding the date of filing of the RHP, where such issuance is equal to or more than five per cent of the fully diluted paid up share capital of our Company (calculated based on the pre-Offer capital before such transaction/s and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days	47.00	1.53	1.62
Weighted average cost of acquisition, where Promoter / promoter group entities or Shareholder(s) having the right to nominate director(s) in our Board are a party to the transaction (excluding gifts) excluding employee stock options granted but not vested during the 18 months preceding the date of filing of the RHP, where such acquisition/sale is equal to or more than five per cent of the fully diluted paid up share capital of our Company (calculated based on the pre-Offer capital before such transaction/s and excluding employee stock options granted but not vested), in a single transaction or multiple transactions combined together over a span of rolling 30 days	N.A.	N.A.	N.A.

Since there are no such transactions to report under (J) above, therefore, information on price per equity share for the last five secondary transactions (secondary transactions our Promoter (also the Promoter Selling Shareholder), or Investor Selling Shareholders or other Shareholder(s) having the right to nominate director(s) to the Board of our Company, are a party to the transaction, not older than three years prior to the date of the RHP irrespective of the size of transactions, is as below:

Based on secondary transactions

M. Justification for Basis of Offer price

The following provides an explanation to the Cap Price being 1.62 and 0.87 times of weighted average cost of acquisition of Equity Shares that were issued by our Company or acquired or sold by the our Promoter, Promoter Group, Selling Shareholders or other shareholders with rights to nominate directors on our Board by way of primary and secondary transactions in the last three full Financial Years preceding the date of the RHP compared to our Company's KPIs for the Financial Years 2024, 2023 and 2022

- We have delivered seven products and additionally announced four new products since our first product announcement in August 2021 and have expanded our experience centre network to 870 experience centres as at March 31, 2024.
- We were the largest E2W seller in India by number of units registered in Fiscal 2024, accounting for approximately 35.00% of the total E2W registrations in India for such period, according to the Redseer Report
- We are the only EV manufacturer in India that is a beneficiary of two Government of India PLI schemes: the Automobile PLI Scheme and the Cell PLI Scheme, according to the Redseer Report
- We built the Ola Futurefactory in eight months, from the start of construction to manufacturing our first EV scooter at the assembly line in the factory;
- Our revenue from operations increased to ₹50,098

...continued from previous page.

CONTENTS OF THE MEMORANDUM OF ASSOCIATION OF OUR COMPANY AS REGARDS ITS OBJECTS: For information on the main objects of our Company, investors are requested to see "History and Certain Corporate Matters" beginning on page 227 of the RHP. The Memorandum of Association of our Company is a material document for inspection in relation to the Offer. For further details, see "Material Contracts and Documents for Inspection" beginning on page 432 of the RHP.

LIABILITY OF THE MEMBERS OF OUR COMPANY: Limited by shares.

AMOUNT OF SHARE CAPITAL OF OUR COMPANY AND CAPITAL STRUCTURE: As on the date of the RHP, the authorised share capital of our Company is ₹ 83,184,998,850 divided into 4,796,626,443 Equity Shares of face value of ₹10 each, 438,162,753 Series A CCPS, 142,544,269 Series A1 CCPS, 847,075,656 Series B CCPS, 240,823,765 Series C CCPS, 45,044,769 Series C1 CCPS, 150,000,000 Series D CCPS, and 1,658,222,230 Series E CCPS. The issued, subscribed and paid-up Equity capital of our Company is ₹ 36,870,722,580 divided into 3,687,072,258 Equity Shares of face value of ₹10 each. For details of the capital structure of our Company, see "Capital Structure" beginning on page 95 of the RHP.

NAMES OF THE INITIAL SIGNATORIES TO THE MEMORANDUM OF ASSOCIATION OF OUR COMPANY AND THE NUMBER OF EQUITY SHARES SUBSCRIBED BY THEM: The names of the initial signatories of the Memorandum of Association of our Company along with their allotment are: Allotment of 9,999 equity shares of face value of ₹10 each to ANI Technologies Private Limited and one Equity Share to Ola Fleet Technologies Private Limited (nominee of ANI Technologies Private Limited). For details of the share capital history and capital structure of our Company see "Capital Structure" beginning on page 95 of the RHP.

LISTING: The Equity Shares to be Allotted through the RHP are proposed to be listed on the Stock Exchanges. Our Company has received 'in-principle' approvals from BSE and NSE for the listing of the Equity Shares pursuant to their letters each dated February 20, 2024. For the purposes of the Offer, the Designated Stock Exchange shall be NSE. A signed copy of the RHP has been delivered and a copy of the Prospectus shall be delivered to the RoC in accordance with Sections 26(4) and 32 of the Companies Act, 2013. For details of the material

contracts and documents available for inspection from the date of the RHP up to the Bid/ Offer Closing Date, see "Material Contracts and Documents for Inspection" beginning on page 432 of the RHP.

DISCLAIMER CLAUSE OF SECURITIES AND EXCHANGE BOARD OF INDIA ("SEBI"): SEBI only gives its observations on the offer documents and this does not constitute approval of either the Offer or the specified securities stated in the Offer Document. The investors are advised to refer to page 368 of the RHP for the full text of the disclaimer clause of SEBI.

DISCLAIMER CLAUSE OF BSE: It is to be distinctly understood that the permission given by BSE Limited should not in any way be deemed or construed that the RHP has been cleared or approved by BSE Limited nor does it certify the correctness or completeness of any of the contents of the RHP. The investors are advised to refer to the page 373 of the RHP for the full text of the disclaimer clause of BSE.

DISCLAIMER CLAUSE OF NSE (the Designated Stock Exchange): It is to be distinctly understood that the permission given by NSE should not in any way be deemed or construed that the Offer Document has been cleared or approved by NSE nor does it certify the correctness or completeness of any of the contents of the Offer Document. The investors are advised to refer to page 373 of the RHP for the full text of the disclaimer clause of NSE.

GENERAL RISKS: Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in the Offer unless they can afford to take the risk of losing their entire investment. Investors are advised to read the risk factors carefully before taking an investment decision in the Offer. For taking an investment decision, investors must rely on their own examination of our Company and the Offer, including the risks involved. The Equity Shares in the Offer have not been recommended or approved by SEBI, nor does SEBI guarantee the accuracy or adequacy of the contents of the RHP. Specific attention of the investors is invited to "Risk Factors" beginning on page 29 of the RHP.

ASBA* Simple, Safe, Smart way of Application!!!

*Applications Supported by Blocked Amount ('ASBA') is a better way of applying to offers by simply blocking the fund in the bank account. For further details, check section on ASBA, **Mandatory in public issues. No cheque will be accepted.**

UPI Now available in ASBA for Retail Individual Investors and Non Institutional Investor applying in public issues where the application amount is up to ₹ 500,000, applying through Registered Brokers, Syndicate, CDPs & RTAs. Retail Individual Investors and Non-Institutional Investors also have the option to submit the application directly to the ASBA Bank (SCSBs) or to use the facility of linked online trading, demat and bank account. Investors are required to ensure that the bank account used for bidding is linked to their PAN. Bidders must ensure that their PAN is linked with Aadhaar and are in compliance with CDDT notification dated February 13, 2020 and press release dated June 25, 2021 read with press release dated September 17, 2021, CDDT Circular No. 7 of 2022 dated March 30, 2022 read with the press release dated March 28, 2023.

ASBA has to be availed by all the investors except Anchor Investors. UPI may be availed by (i) Retail Individual Bidders in the Retail Portion; (ii) Non-Institutional Bidders with an application size of up to ₹ 500,000 in the Non-Institutional Portion. For details on the ASBA and UPI process, please refer to the details given in the Bid Cum Application Form and abridged prospectus and also please refer to the section "Offer Procedure" on page 403 of the RHP. The process is also available on the website of Association of Investment Bankers of India ("AIBI") and Stock Exchanges and in the General Information Document. The Bid Cum Application Form and the Abridged Prospectus can be downloaded from the websites of BSE Limited ("BSE") and National Stock Exchange of India Limited ("NSE"), and together with BSE, the "Stock Exchanges") and can be obtained from the list of banks that is displayed on the website of SEBI at www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmid=35 and <https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmid=43>, respectively as updated from time to time. For the list of UPI apps and banks live on IPO, please refer to the link: www.sebi.gov.in. UPI Bidders Bidding using the UPI Mechanism may apply through the SCSBs and mobile applications whose names appear on the website of SEBI, as updated from time to time. Axis Bank Limited and ICICI Bank Limited have been appointed as the Sponsor Banks for the Offer, in accordance with the requirements of SEBI circular dated November 1, 2018 as amended. For Offer related queries, please contact the Book Running Lead Managers ("BRLMs") on their respective email IDs as mentioned below. For UPI related queries, investors can contact NPCI at the toll free number: 18001201740 and mail ID: ipo.upi@npci.org.in.

 Kotak Mahindra Capital Company Limited 1 st Floor, 27 BKC, Plot No. C – 27 "G" Block, Bandra Kurla Complex Bandra (East), Mumbai 400 051 Maharashtra, India Tel: +91 22 4336 0000 E-mail: olaelectric ipo@kotak.com Website: https://investmentbank.kotak.com Investor Grievance ID: kmccredressal@kotak.com Contact Person: Ganesh Rane SEBI Registration Number: INM000008704	 Citigroup Global Markets India Private Limited 1202, 12th Floor, First International Financial Center G – Block, Bandra Kurla Complex, Bandra (East) Mumbai 400 098 Maharashtra, India Tel: +91 22 6175 9999 E-mail: olaelectric ipo@citi.com Website: www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm Investor Grievance ID: investors.cgmlb@citi.com Contact Person: Harsh Agarwal SEBI Registration Number: INM000010718	 BofA Securities India Limited Ground Floor, "A" Wing, One BKC, "G" Block Bandra Kurla Complex, Bandra (East), Mumbai 400 051 Maharashtra, India Tel : +91 22 6632 8000 E mail : dg.ola_electric_ipo@bofa.com Website : https://business.bofa.com/bofas-india Investor Grievance ID: dg.india_merchantbanking@bofa.com Contact Person: Kumar Karthik Immaneni SEBI Registration Number : INM000011625	 Goldman Sachs (India) Securities Private Limited 951-A, Rational House Appasaheb Marathe Marg, Prabhadevi Mumbai 400 025 Maharashtra, India Tel: +91 22 6616 9000 E-mail: olaevipo@gs.com Website: www.goldmansachs.com Investor Grievance ID : india-client-support@gs.com Contact Person: Rohan Johar / Anant Gupta SEBI Registration Number: INM000011054	 Axis Capital Limited 1st Floor, Axis House, C-2 Wadia International Centre, Pandurang Budhkar Marg, Worli, Mumbai 400 025 Maharashtra, India Tel: +91 22 4325 2183 E-mail: olaelectric ipo@axiscap.in Website: www.axiscapital.co.in Investor Grievance ID: complaints@axiscap.in Contact Person: Pavan Naik SEBI Registration Number: INM000012029	 ICICI Securities Limited ICICI Venture House, Appasaheb Marathe Marg Prabhadevi, Mumbai 400 025 Maharashtra, India Tel: +91 22 6807 7100 E-mail: olaelectric ipo@icicisecurities.com Website: www.icicisecurities.com Investor Grievance ID: customercare@icicisecurities.com Contact Person: Ashik Joisar / Gaurav Mittal SEBI Registration Number: INM000011179
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 SBICAPS Complete Investment Banking Solutions SBICaps Capital Markets Limited 1501, 15th floor, A & B Wing, Parinee Crescenzo, G Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051 Maharashtra, India Tel: +91 22 4006 9807. E-mail: olaelectric ipo@sbicaps.com Website: www.sbicaps.com . Investor Grievance ID: investor.relations@sbicaps.com Contact Person: Sambit Rath / Karan Savardekar SEBI Registration Number: INM000003531	 BOB Capital Markets Limited 1704, B Wing, 17th Floor, Parinee Crescenzo, Plot No. C – 38/39, G Block, Bandra Kurla Complex, Bandra (East) Mumbai 400 051 Maharashtra, India Tel : +91 22 6138 9353; E-mail: olaelectric ipo@bobcaps.in Website: www.bobcaps.in Investor Grievance ID: investorgrievance@bobcaps.in Contact Person: Nivedika Chavan; SEBI Registration Number: INM000009926	 Link Intime India Private Limited C-101, 1st Floor, 247 Park, L.B.S. Marg, Vikhroli West, Mumbai 400 083 Maharashtra, India Tel: +91 810 811 4949; E-mail: olaelectric ipo@linkintime.co.in Website: www.linkintime.co.in Investor Grievance ID: olaelectric ipo@linkintime.co.in Contact Person: Shanti Gopalkrishnan; SEBI Registration Number: INR000004058	COMPANY SECRETARY AND COMPLIANCE OFFICER Pramendra Tomar Regent Insignia, #414, 3rd Floor, 4th Block, 17th Main 100 Feet Road, Koramangala Bengaluru 560 034 Karnataka, India Tel: +91 80 3544 0050; E-mail: ipo@olaelectric.com Website: www.olaelectric.com Bidders can contact the Company Secretary and Compliance Officer, the Book Running Lead Managers or the Registrar to the Offer in case of any pre-Offer or post-Offer related problems, such as non-receipt of letters of Allotment, non-credit of Allotted Equity Shares in the respective beneficiary account, non-receipt of refund orders or non-receipt of funds by electronic mode.
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AVAILABILITY OF THE RHP: Investors are advised to refer to the RHP and the "Risk Factors" beginning on page 29 of the RHP before applying in the Offer. A copy of the RHP shall be available on the website of SEBI at www.sebi.gov.in and shall be available on the websites of the BRLMs, Kotak Mahindra Capital Company Limited at <https://investmentbank.kotak.com>, Citigroup Global Markets India Private Limited at www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm, BofA Securities India Limited at <https://business.bofa.com/bofas-india>, Goldman Sachs (India) Securities Private Limited at www.goldmansachs.com, Axis Capital Limited at www.axiscapital.co.in, ICICI Securities Limited at www.icicisecurities.com, SBI Capital Markets Limited at www.sbicaps.com and BOB Capital Markets Limited at www.bobcaps.in respectively, the website of the Company, OLA Electric Mobility Limited at www.olaelectric.com and the websites of the Stock Exchanges, for BSE Limited at www.bseindia.com and for National Stock Exchange of India Limited at www.nseindia.com.

AVAILABILITY OF THE ABRIDGED PROSPECTUS: A copy of the abridged prospectus shall be available on the website of the Company, the BRLMs and the Registrar to the offer at www.olaelectric.com, <https://investmentbank.kotak.com>, www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm, <https://business.bofa.com/bofas-india>, www.goldmansachs.com, www.axiscapital.co.in, www.icicisecurities.com, www.sbicaps.com, www.bobcaps.in and www.linkintime.co.in.

AVAILABILITY OF BID CUM APPLICATION FORM: Bid cum Application Form can be obtained from the Registered Office of our Company, OLA ELECTRIC MOBILITY LIMITED: Tel: +91 80 3544 0050; BRLMs: Kotak Mahindra Capital Company Limited, Tel: +91 22 4336 0000; Citigroup Global Markets India Private Limited, Tel: +91 22 6175 9999; BofA Securities India Limited, Tel: +91 22 6632 8000; Goldman Sachs (India) Securities Private Limited, Tel: +91 22 6616 9000; Axis Capital Limited, Tel: +91 22 4325 2183; ICICI Securities Limited, Tel: +91 22 6807 7100; SBI Capital Markets Limited, Tel: +91 22 4006 9807 and BOB Capital Markets Limited, Tel: +91 22 6138 9353 and **Syndicate Members:** Kotak Securities Limited, Tel: +91 22 6218 5410; Investec Capital Services (India) Private Limited, Tel: +91 22 6849 7465 and SBICAP Securities Limited, Tel: +91 22 4227 3446 and at selected locations of Sub-Syndicate Members (as given below), Registered Brokers, SCSBs, Designated RTA Locations and Designated CDP Locations for participating in the Offer. Bid cum Application Forms will also be available on the websites of the Stock Exchanges at www.bseindia.com and www.nseindia.com and at all the Designated Branches of SCSBs, the list of which is available on the websites of the Stock Exchanges and SEBI.

OLA ELECTRIC MOBILITY LIMITED is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to undertake an initial public offer of its Equity Shares and has filed the RHP with the RoC. The RHP shall be available on the website of the SEBI at www.sebi.gov.in as well as on the websites of the Stock Exchanges i.e. BSE and NSE at www.bseindia.com and www.nseindia.com, respectively, on the website of the Company at www.olaelectric.com and the BRLMs i.e., Kotak Mahindra Capital Company Limited at <https://investmentbank.kotak.com>, Citigroup Global Markets India Private Limited at www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm, BofA Securities India Limited at <https://business.bofa.com/bofas-india>, Goldman Sachs (India) Securities Private Limited at www.goldmansachs.com, Axis Capital Limited at www.axiscapital.co.in, ICICI Securities Limited at www.icicisecurities.com, SBI Capital Markets Limited at www.sbicaps.com and BOB Capital Markets Limited at www.bobcaps.in. Any potential investor should note that investment in equity shares involves a high degree of risk and for details relating to such risks, please see the section titled "Risk Factors" beginning on page 29 of the RHP. Potential investors should not rely on the DRHP filed with SEBI for making any investment decision but can only rely on the information included in the RHP.

The Equity Shares have not been and will not be registered under the United States Securities Act of 1933, as amended ("U.S. Securities Act") or any state securities laws in the United States, and unless so registered, may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable U.S. state securities laws. Accordingly, the Equity Shares are being offered and sold (a) in the United States solely to "qualified institutional buyers" (as defined in Rule 144A under the U.S. Securities Act) in transactions exempt from the registration requirements of the U.S. Securities Act and (b) outside the United States in offshore transactions in reliance on Regulation S of the U.S. Securities Act and the applicable laws of each jurisdiction where such offers and sales are made.

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AUCTION OF STATE GOVERNMENT SECURITIES

The following State Governments have offered to sell stock by way of auction, for an aggregate amount of **₹29,500/- crore** (Face Value).

Sr. No.	State/UT	Amount to be raised (₹Cr)	Additional Borrowing (Greenshoe) option (₹Cr)	Tenure (in years)	Type of auction
1.	Andhra Pradesh	1,000	-	15	Yield Basis
		1,000	-	20	Yield Basis
		1,000	-	25	Yield Basis
2.	Haryana	1,500	-	12	Yield Basis
3.	Jammu & Kashmir	500	-	22	Yield Basis
4.	Kerala	2,000	-	28	Yield Basis
5.	Maharashtra	1,500	-	10	Yield Basis
		1,500	-	14	Yield Basis
		1,500	-	15	Yield Basis
		1,500	-	20	Yield Basis
6.	Punjab	1,500	-	08	Yield Basis
		1,000	-	11	Yield Basis
7.	Rajasthan	1,000	-	10	Yield Basis
		1,500	-	21	Yield Basis
		1,500	-	25	Yield Basis
8.	Tamil Nadu	1,000	-	6	Yield Basis
		1,000	-	8	Yield Basis
		3,000	-	30	Yield Basis
9.	Telangana	1,000	-	26	Yield Basis
10.	West Bengal	2,000	-	16	Yield Basis
		2,000	-	19	Yield Basis
Total		29,500			

The auction will be conducted on Reserve Bank of India Core Banking Solution (E-Kuber) in multiple-price format on **July 30, 2024 (Tuesday)**. Individual investors can also place bids as per the non-competitive scheme through the Retail Direct portal (<https://rbiretaildirect.org.in>). For further details please refer to RBI press release dated **July 26, 2024 (Friday)** on RBI website www.rbi.org.in

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ASIRVAD MICRO FINANCE LIMITED
Subsidiary of MANAPPURAM FINANCE LTD.
Small Loans...Big Dreams...

CIN: U65923TN2007PLC064550
Regd Office: 9th Floor, No.9,
Club House Road, Anna Salai, Chennai - 600002

Statement of Audited Standalone Financial Results for the quarter ended 30 June 2024				
[Regulation 52(8), read with Regulation 52(4) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015]				
(All amounts in Rs. lakhs unless otherwise stated)				
Sl. No.	Particulars	Quarter ended 30 June 2024	Quarter ended 30 June 2023	For the year ended 31 March 2024
		(Audited)	(Unaudited)	(Audited)
1	Total Income from Operations	75,303.00	63,706.33	2,68,131.44
2	Net profit/ (loss) for the period (before Tax, Exceptional and/or Extraordinary items#)	13,397.24	16,068.93	62,163.48
3	Net profit/ (loss) for the period before Tax (After Exceptional and/ or Extraordinary items#)	13,397.24	16,068.93	62,163.48
4	Net profit/ (loss) for the period after Tax (After Exceptional and/ or Extraordinary items#)	10,003.92	11,118.16	45,830.37
5	Total Comprehensive Income for the period [Comprising Profit/ (Loss) for the period (after tax) and Other Comprehensive Income (after tax)]	10,049.15	10,851.77	45,518.06
6	Paid-up Equity Share Capital (Face Value of Rs. 10/- per share)	20,028.34	6,676.11	20,028.34
7	Reserves (excluding Revaluation Reserves)	Not applicable	Not applicable	1,94,881.60
8	Securities Premium Account	81,113.74	94,465.96	81,113.74
9	Net Worth	2,24,954.80	1,80,097.25	2,14,909.94
10	Paid up Debt Capital/Outstanding Debt	9,70,662.46	7,18,185.85	9,04,435.50
11	Outstanding Redeemable Preference shares	-	-	-
12	Debt Equity Ratio	4.31	3.99	4.21
13	Earnings per Share (of Rs. 10/-each) (for continuing and discontinued operations) -			
	1. Basic:	4.99	17.74	23.24
	2. Diluted:	4.99	17.74	23.24
14	Capital Redemption Reserve	500.00	500.00	500.00
15	Debenture Redemption Reserve	-	-	-
16	Debt Service coverage Ratio	Not applicable	Not applicable	Not applicable
17	Interest Service coverage Ratio	Not applicable	Not applicable	Not applicable

- Exceptional and/or Extraordinary items adjusted in the Statement of Profit and Loss in accordance with Ind AS Rules.

Note:

1) The above is an extract of the detailed format of quarterly / annual financial results filed with the Stock Exchanges under Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the quarterly/annual financial results are available on the websites of the Stock Exchange (www.bseindia.com) and the company (www.asirvadmicrofinance.co.in/results).

2) For the other line items referred in Regulation 52 (4) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the pertinent disclosures have been made to the Stock Exchange (BSE Limited) and can be accessed on the URL www.bseindia.com.

Place: Valapad
Date : 26 July 2024

B N Raveendra Babu
Managing Director
DIN: 00043622