

Ola logged a mixed 1QFY27, with weak topline (down 45% yoy amid a 43% yoy drop in volume and 11% qoq lower ASPs, mainly on an unfavorable mix) but improving margins. Reported gross margin (GM) declined by 816bps qoq to 30.3% amid elevated commodity costs (industry RM costs up 11% qoq; expects commodity pressure to keep margin range-bound for another 1-2 quarters). EBITDAM loss narrowed to -36% (-106% in 4QFY26), aided by lower opex and one-time Rs550mn penalty provision reversal related to the cell business. While Ola's volume rose 93% qoq to 39.2k units (4QFY26: 20.2k units; down 43% yoy), we maintain a cautious stance wrt to sustainability of this recovery and see volume/share trends as monitorable, given that i) Ola's E-2W market share rise to 8.3% in 1Q (5% in 4QFY26) is seeing a reversal to ~6.5% in Jul-26TD as incumbents (TVS, Bajaj, HMCL) are ramping up capacities; ii) competition to intensify as Ather's AURIC plant comes online in 3Q. While Ola is adopting measures to improve execution, cut costs/conserves cash (guides to Rs3bn quarterly opex; Rs3.8bn in 4QFY26), and improve brand perception (service-related issues now resolving). We believe this could be a difficult, long-drawn-out process, due to greater focus by incumbents + scale-up at Ather. The 13% change in FY27E-28E EPS mainly reflects lower opex/depreciation. We retain SELL/TP of Rs30 at 3.5x EV/S (Auto business) and opt to play the E-2W theme via Ather and TVSL (Yet another mega shift in motion; Ather the frontrunner).

Weak topline; margins under pressure

Revenue fell ~45% yoy, due to decline in volume by 43% yoy and drop in ASPs by 11% qoq. Reported GM declined by 816bps qoq to 30.3%. EBITDAM improved to -36% from -106% in 4QFY26. Net loss stood at Rs3,360mn.

Earnings call KTAs

1) Deliveries rose ~97% qoq to ~39k units; market share moved from 5% in 4QFY26 to 8.3% in 1QFY27 (though this is off a depressed base following the prior reset) and dipped again to ~6.9% in Jul-26. Management did not commit to a specific volume trajectory beyond steady-to-growing. 2) Auto GM upheld at ~30%, but Mgmt flagged that commodity cost pressure will keep margins range-bound for another 1-2 quarters before any improvement. 3) Reduction in EBITDAM loss was aided by a one-time penalty-related provision reversal of Rs550mn; opex is expected to reduce to ~Rs3-3.25bn/quarter. 4) ASP fell sharply qoq; ~90% of this is attributed to product mix; Mgmt expects it to gradually settle at the Rs0.13mn (+/-5%) range. 5) On cells, 6GWh capacity is expected by Sep-26, and scale-up to 20GWh would be via fresh capital only. 6) Only 3 of the 9-10 SKUs currently use 4,680 in-house cells. Ola is facing a production backlog as it stopped production for ~2-3M to expand capacity. 7) Ola is transitioning from a COCO model to a dealer-led distribution one; while dealer confidence in EVs was initially low, it has now changed materially with dealers now comprehending local nuances well; first set of dealership stores will go live by Sep-26; Management expects meaningful scale-up before the festive season. 8) Cell-side revenue contribution is not expected to show up till 3Q/4Q, implying near-term financials still lean heavily on the legacy auto business. 9) Capex guidance is ~Rs500mn, barring capex for expansion of cell plant capacity.

Ola Electric Mobility: Financial Snapshot (Consolidated)

Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Revenue	45,140	22,530	22,675	26,823	30,270
EBITDA	(17,390)	(9,920)	(6,040)	(5,257)	(5,506)
Adj. PAT	(22,530)	(18,290)	(13,255)	(13,484)	(15,516)
Adj. EPS (Rs)	(5.1)	(4.1)	(2.9)	(3.0)	(3.4)
EBITDA margin (%)	(38.5)	(44.0)	(26.6)	(19.6)	(18.2)
EBITDA growth (%)	0	0	0	0	0
Adj. EPS growth (%)	0	0	0	0	0
RoE (%)	(62.9)	(43.1)	(45.1)	(72.8)	(386.6)
RoIC (%)	(71.0)	(45.0)	(31.8)	(28.2)	(29.7)
P/E (x)	(8.0)	(9.9)	(14.1)	(13.9)	(12.0)
EV/EBITDA (x)	(10.5)	(19.6)	(34.5)	(42.2)	(43.6)
P/B (x)	3.5	5.4	7.4	15.9	(49.9)
FCFF yield (%)	(18.4)	(7.7)	(4.6)	(4.4)	(5.5)

Source: Company, Emkay Research

Target Price – 12M	Jun-27
Change in TP (%)	-
Current Reco.	SELL
Previous Reco.	SELL
Upside/(Downside) (%)	(26.8)

Stock Data	OLAELEC IN
52-week High (Rs)	71
52-week Low (Rs)	21
Shares outstanding (mn)	4,628.4
Market-cap (Rs bn)	190
Market-cap (USD mn)	1,996
Net-debt, FY27E (Rs mn)	21,476.0
ADTV-3M (mn shares)	132.4
ADTV-3M (Rs mn)	5,219.0
ADTV-3M (USD mn)	54.8
Free float (%)	63.2
Nifty-50	24,570.7
INR/USD	95.2

Shareholding, Jun-26

Promoters (%)	33.0
FPIs/MFs (%)	4.1/12.2

Price Performance

(%)	1M	3M	12M
Absolute	(3.1)	17.0	2.0
Rel. to Nifty	(3.8)	15.9	2.1

1-Year share price trend (Rs)



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Exhibit 1: 1QFY27 snapshot – Ola reported a 45% yoy decline in revenue; gross margin declined by 816bps; lower other expenses/employee costs qoq

(Rs mn)	1QFY25	2QFY25	3QFY25	4QFY25	1QFY26	2QFY26	3QFY26	4QFY26	1QFY27	yoy (%)	qoq (%)
Revenue	16,440	12,140	10,450	6,110	8,280	6,900	4,700	2,650	4,550	-45.0	71.7
Expenditure	18,490	15,930	15,050	13,060	10,650	8,930	7,410	5,460	6,200	-41.8	13.6
<i>as a % of sales</i>	<i>112.5</i>	<i>131.2</i>	<i>144.0</i>	<i>213.7</i>	<i>128.6</i>	<i>129.4</i>	<i>157.7</i>	<i>206.0</i>	<i>136.3</i>		
Consumption of RM	13,410	9,890	8,510	5,270	6,140	4,770	3,090	1,630	3,170	-48.4	94.5
<i>as a % of sales</i>	<i>81.6</i>	<i>81.5</i>	<i>81.4</i>	<i>86.3</i>	<i>74.2</i>	<i>69.1</i>	<i>65.7</i>	<i>61.5</i>	<i>69.7</i>		
Employee Cost	1,230	1,390	1,020	990	890	550	920	580	480	-46.1	-17.2
<i>as a % of sales</i>	<i>7.5</i>	<i>11.4</i>	<i>9.8</i>	<i>16.2</i>	<i>10.7</i>	<i>8.0</i>	<i>19.6</i>	<i>21.9</i>	<i>10.5</i>		
Other expenditure	3,850	4,650	5,520	6,800	3,620	3,610	3,400	3,250	2,550	-29.6	-21.5
<i>as a % of sales</i>	<i>23.4</i>	<i>38.3</i>	<i>52.8</i>	<i>111.3</i>	<i>43.7</i>	<i>52.3</i>	<i>72.3</i>	<i>122.6</i>	<i>56.0</i>		
EBITDA	(2,050)	(3,790)	(4,600)	(6,950)	(2,370)	(2,030)	(2,710)	(2,810)	(1,650)	-30.4	-41.3
EBITDA margin (%)	(12.5)	(31.2)	(44.0)	(113.7)	(28.6)	(29.4)	(57.7)	(106.0)	(36.3)		
Depreciation	1,260	1,320	1,380	1,700	1,650	1,720	1,700	1,770	1,270	-23.0	-28.2
EBIT	(3,310)	(5,110)	(5,980)	(8,650)	(4,020)	(3,750)	(4,410)	(4,580)	(2,920)	-27.4	-36.2
Other income	740	1,000	1,270	1,170	680	660	340	390	290	-57.4	-25.6
Interest	670	840	930	1,220	940	1,090	800	770	730	-22.3	-5.2
PBT	(3,240)	(4,950)	(5,640)	(8,700)	(4,280)	(4,180)	(4,870)	(4,960)	(3,360)	-21.5	-32.3
Total tax	-	-	-	-	-	-	-	-	-		
Adjusted PAT	(3,240)	(4,950)	(5,640)	(8,700)	(4,280)	(4,180)	(4,870)	(4,960)	(3,360)	-21.5	-32.3
PAT margin (%)	(19.7)	(40.8)	(54.0)	(142.4)	(51.7)	(60.6)	(103.6)	(187.2)	(73.8)		
Exceptional item (expense)/profit	-	-	-	-	-	-	-	-	-		
Reported PAT	(3,240)	(4,950)	(5,640)	(8,700)	(4,280)	(4,180)	(4,870)	(4,960)	(3,360)	-21.5	-32.3
Adjusted EPS (Rs)	(1.4)	(1.1)	(1.3)	(2.0)	(1.0)	(0.9)	(1.1)	(1.1)	(0.8)	-21.5	-32.3

(%)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	1QFY27	yoy (%)	qoq (%)
EBITDAM	(12.5)	(31.2)	(44.0)	(113.7)	(28.6)	(29.4)	(57.7)	(106.0)	(36.3)	-764	6,977
EBITM	(20.1)	(42.1)	(57.2)	(141.6)	(48.6)	(54.3)	(93.8)	(172.8)	(64.2)	-1,563	10,865
PBTM	(19.7)	(40.8)	(54.0)	(142.4)	(51.7)	(60.6)	(103.6)	(187.2)	(73.8)	-2,216	11,332
APATM	(19.7)	(40.8)	(54.0)	(142.4)	(51.7)	(60.6)	(103.6)	(187.2)	(73.8)	-2,216	11,332

Source: Company, Emkay Research

Exhibit 2: Actuals vs estimates

Rs mn	Actual	Emkay Est	Variance %	Consensus	Variance %
Revenues	4,550	5,863	(22.4)	5,675	(19.8)
EBITDA	(1,650)	(1,817)	(9.2)	(1,663)	(0.8)
EBITDA margin (%)	(36.3)	(31.0)	(526) bps	(29.3)	(696) bps
Adj. net income	(3,360)	(4,019)	(16.4)	(3,847)	(12.7)

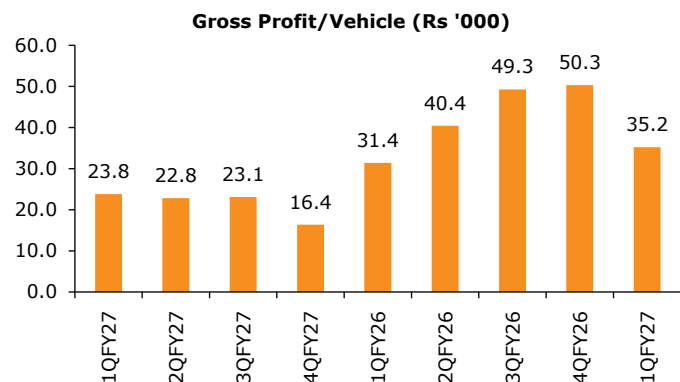
Source: Company, Bloomberg, Emkay Research

Exhibit 3: Segmental 1QFY27 – Auto gross margin declined qoq on elevated commodity pressures; Cell EBITDAM positive, aided by a Rs550mn one-time provision reversal

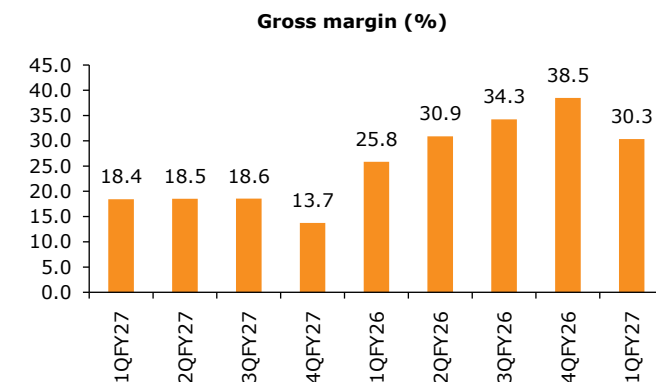
Auto Segment (Rs mn)	3Q FY25	4Q FY25	1Q FY26	2QFY26	3QFY26	4QFY26	1QY27	yoy (%)	qoq (%)
Revenue from Operations	10,450	6,110	8,260	6,880	4,670	2,640	4,550	(44.9)	72.3
ASPs	124,362	118,929	121,129	130,635	142,958	130,332	116,095	(4.2)	(10.9)
Gross Profit	1,940	840	2,120	2,110	1,580	1,010	1,380	(34.9)	36.6
Gross Margin	18.6%	13.7%	25.7%	30.7%	33.8%	38.3%	30.3%		
Operating Expenses	5,330	6,380	3,080	2,580	2,730	2,700	2,800	(9.1)	3.7
Operating EBITDA	-3,390	-5,540	-960	-470	-1,150	-1,690	-1,420		
EBITDA Margin	-32.4%	-90.7%	-11.6%	-6.8%	-24.6%	-64.0%	-31.2%		
Other Income	1,080	970	500	670	320	400	310		
EBITDA	-2,310	-4,570	-460	200	-830	-1,290	-1,110	141.3	(14.0)
EBITDA Margin	-22.1%	-74.8%	-5.6%	2.9%	-17.8%	-48.9%	-24.4%		
PAT	-4,230	-7,050	-2,610	-2330	-2,890	-3,380	-2,330	(10.7)	(31.1)
CFO	-6,940	-1,810	-270	-400	-4,440	2,130	-120	(55.6)	(105.6)
FCF	-8,230	-4,550	-1,070	-1,080	-5,050	-5,050	-1,230	15.0	(75.6)

Cell Segment (Rs mn)	3Q FY25	4Q FY25	1Q FY26	2QFY26	3QFY26	4QFY26	1QY27	yoy (%)	qoq (%)
Revenue from Operations	30	40	30	40	90	40	50	67	25
Gross Profit	20	30	20	20	40	-30	10	(50)	(133)
Gross Margin	66.7%	75.0%	66.7%	50.0%	44.4%	-75.0%	20.0%		
Operating Expenses	340	320	450	520	510	320	-260	(158)	(181)
Operating EBITDA	-320	-290	-430	-500	-470	-350	270		
Operating EBITDA Margin	-1067%	-725%	-1433%	-1250%	-522%	-875%	540%		
Other income	312	287	411	473	80	40	30		
EBITDA	-8	-3	-19	-27	-390	-310	300	(1,679)	(197)
EBITDA Margin	-27%	-8%	-63%	-68%	-433%	-775%	600%		
PAT	-520	-530	-690	-790	-890	-810	-280	(59)	(65)
CFO	-360	-160	-320	-620	-460	-390	-80	(75)	(79)
FCF	-1320	-760	-910	-1430	-1920	-2210	-1,430	57	(35)

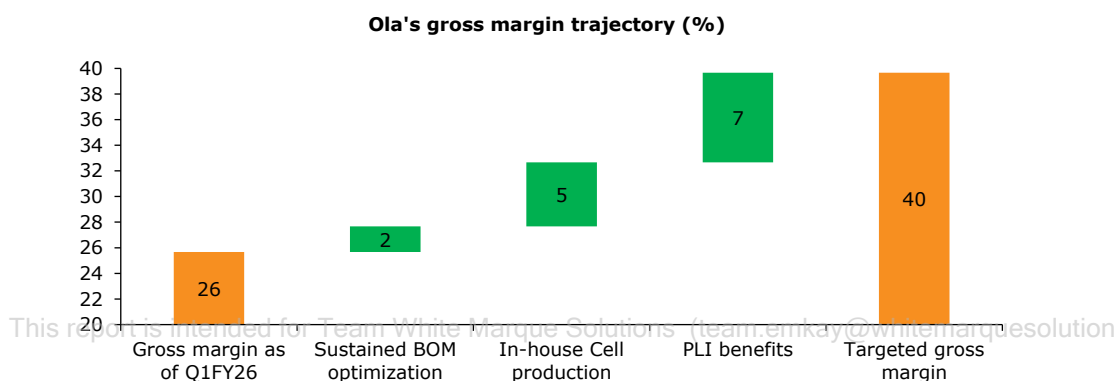
Source: Company, Emkay Research

Exhibit 4: Gross profit/vehicle declined to Rs35k in 1QFY27...

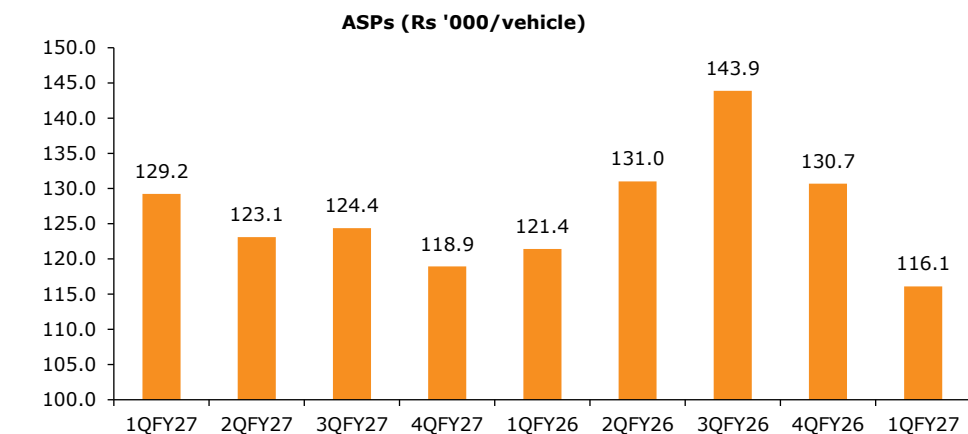
Source: Company, Emkay Research

Exhibit 5: ...with gross margin declining to ~30%

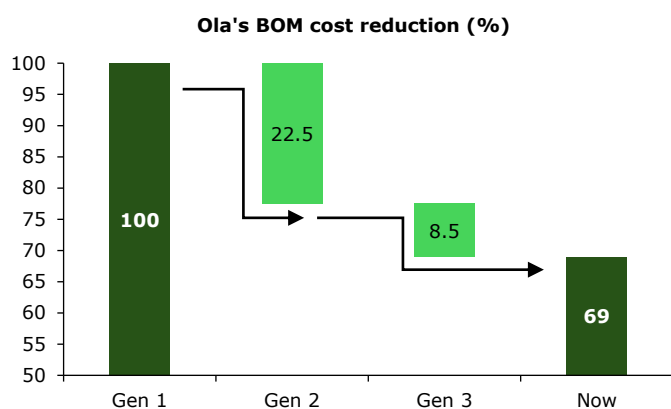
Source: Company, Emkay Research

Exhibit 6: Ola eyes 40% gross margin, led by multiple levers

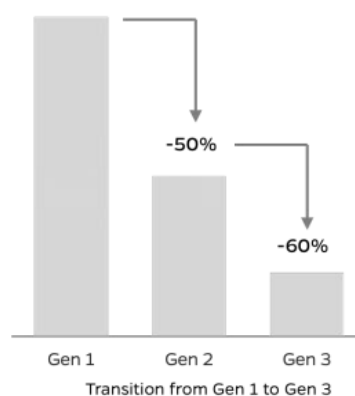
Source: Company, Emkay Research

Exhibit 7: ASP has dipped to ~Rs116k in 1QFY27 owing to unfavorable product mix

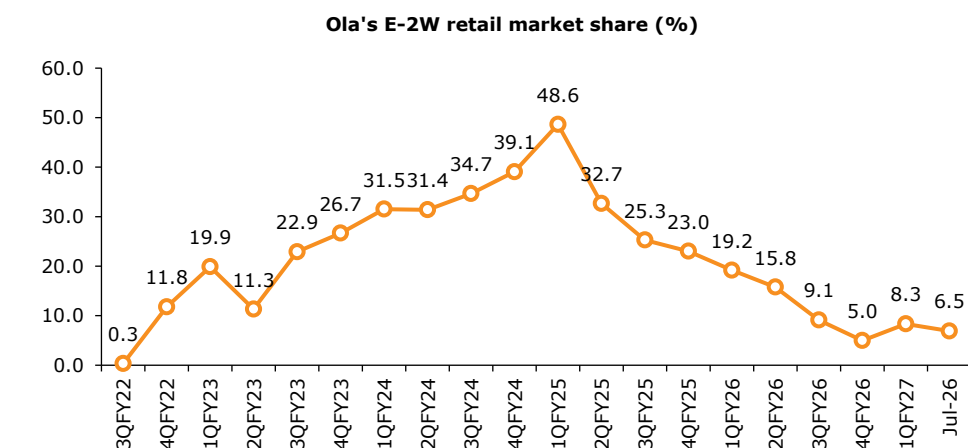
Source: Company, Emkay Research

Exhibit 8: Structurally superior Gen3 has 31% lower BOM cost

Source: Company, Emkay Research

Exhibit 9: Gen3's warranty costs are also 1/4th the cost of Gen1 models

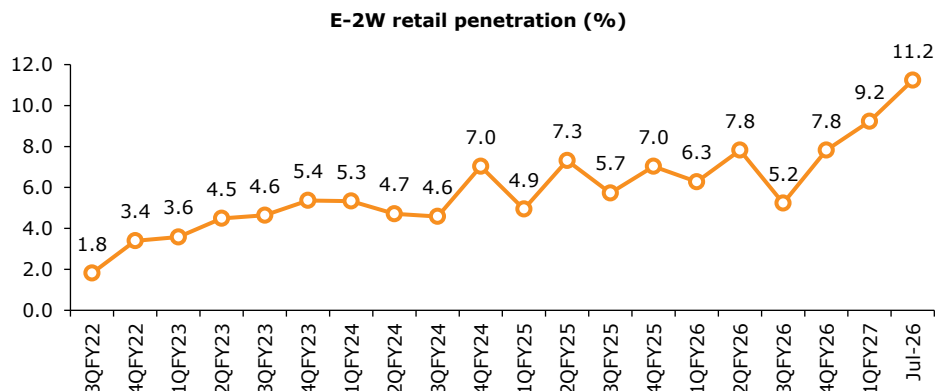
Source: Company, Emkay Research

Exhibit 10: Ola sees uptick in E2W market share in 1QFY27, though a decline in Jul-26

Source: Vahan, Emkay Research

This report is intended for Team White Marquee Solutions (team.emkay@whitemarquesolutions)

Exhibit 11: E-2W penetration has sustained at around 8-9% levels in recent months and crossed an all-time high of ~11% in Jul-26



Source: Vahan, Emkay Research

Exhibit 12: All incumbents and Ather have highlighted that the capacity expansion is being undertaken for meeting the strong demand

OEM	Representative	Management Quote	Source
Ather Energy	Tarun Mehta, Co-founder and CEO	"We're definitely now on the edge...current capacity is designed to do 35,000 a month, and now multiple times we've been at 90% to 95% of that utilization over the last few months...we're definitely running at the edge, and hence any gaps are very unforgiving."	Link
TVS Motor	KN Radhakrishnan, CEO	"If you look at our average was about 32,000. Around 30,000 to 32,000. We have now moved maybe around 40,000 and we will soon move to 50,000 per month...that is the kind of direction we are looking at in EV."	Link
Bajaj Auto	Rakesh Sharma, Executive Director	Chetak, we have not been able to fulfil the demand. But things did come together to some extent towards the end of the Q4. And we have now a capacity of 50,000 units per month. I think we will max that...There is some serious work going on to see how and where we should expand capacity in a quantum manner	Link
Hero MotoCorp	Harshavardhan Chitale, CEO	"In EV, in fact, in a matter of a month, we would double our capacity from where we started last year. And then further down the road in a few quarters, there will be further doubling of capacity as we are seeing great momentum for our VIDA brand."	Link

Source: Company, Emkay Research

Exhibit 13: We build in 7%/6% Auto volume/revenue CAGR over FY26-29E

Volumes (no of units)	FY22	FY23	FY24	FY25	FY26	FY27E	FY28E	FY29E
Domestic E-Scooter Volumes	15,163	160,307	344,472	379,138	171,450	172,249	176,000	192,000
Growth yoy (%)		957.2	114.9	10.1	-54.8	0.5	2.2	9.1
Domestic E-Motorcycles Volumes	0	0	0	0	0	9,000	14,400	14,400
Growth yoy (%)							60.0	0.0
Olas Domestic E-2W Volumes	15,163	160,307	344,472	379,138	171,450	181,249	190,400	206,400
Growth yoy (%)	-	957.2	114.9	10.1	-54.8	5.7	5.0	8.4
Total Volumes	15,163	160,307	344,472	379,138	171,450	181,249	190,400	210,442
Growth yoy (%)		957.2	114.9	10.1	-54.8	5.7	5.0	10.5
Ola's market share (%)								
-- E-2W	5.2	20.8	35.1	31.8	11.5	8.3	6.7	6.2
-- E-Scooters	5.2	20.8	35.1	31.8	11.5	7.9	6.3	5.8
-- E-Commuter Motorcycles	0.0	0.0	0.0	0.0	0.0	100.0	100.0	100.0
ASP (Rs)	169,573	168,378	151,989	125,661	129,646	118,481	129,059	131,804
		-0.7	-9.7	-17.3	3.2	-8.6	8.9	2.1
Auto Revenue	3,734	26,309	50,098	45,140	22,530	21,475	24,573	27,270
Growth yoy (%)		604.5	90.4	-9.9	-50.1	-4.7	14.4	11.0
BESS (no of units)						8,000	15,000	20,000
							87.5	33.3
ASPs (Rs/unit)						150,000	150,000	150,000
							0.0	0.0
BESS Revenue						1,200	2,250	3,000
Growth yoy (%)							87.5	33.3
Total Consol Revenue		26,309	50,098	45,140	22,530	22,675	26,823	30,270
Growth yoy (%)			90.4	-9.9	-50.1	0.6	18.3	12.9
Gross Profit	-1,075	605	6,303	8,060	6,900	7,256	8,852	10,595
Gross margin (%)	-28.8	2.3	12.6	17.9	30.6	33.8	36.0	38.9
Gross Profit Per Vehicle (Rs)	-70,882	3,775	18,298	21,259	40,245	40,032	46,489	51,330
Employee Costs (%)	2,825	4,267	4,389	4,630	2,940	2,089	2,361	2,956
% of Revenue	75.6	16.2	8.8	10.3	13.0	9.7	9.6	10.8
Growth yoy (%)		51.1	2.8	5.5	-36.5	-28.9	13.0	25.2
Other Expenses (%)	4,103	8,862	14,590	20,820	13,880	11,206	11,748	13,145
% of Revenue	109.9	33.7	29.1	46.1	61.6	52.2	47.8	48.2
Growth yoy (%)		116.0	64.6	42.7	-33.3	-19.3	4.8	11.9
EBITDA	-8,003	-12,525	-12,676	-17,390	-9,920	-6,040	-5,257	-5,506
EBITDA margin (%)	-214.3	-47.6	-25.3	-38.5	-44.0	-28.1	-21.4	-20.2
EBITDA Per Vehicle (Rs)	-527,795	-78,128	-36,798	-45,867	-57,859	-33,323	-27,612	-26,675
Depreciation	490	1,671	3,576	5,660	6,840	5,277	5,925	6,527
% of Gross Block	4.5	13.2	15.8	15.3	15.3	10.0	9.4	9.6
EBIT	-8,493	-14,195	-16,252	-23,050	-16,760	-11,317	-11,182	-12,033
EBIT margin (%)	-227.4	-54.0	-32.4	-51.1	-74.4	-52.7	-45.5	-44.1
Interest Expense	176	1079	1866	3660	3600	3098	3544	4909
% of Gross Debt	2.2	8.6	8.5	11.7	11.4	11.2	10.9	10.7
PAT	-7,841	-13,873	-15,848	-22,573	-18,290	-13,255	-13,484	-15,516
PAT margin (%)	-210.0	-52.7	-31.6	-50.0	-41.2	-31.7	-34.9	-35.9
EPS (Rs)	-2.1	-3.7	-3.2	-5.1	-4.1	-2.9	-3.0	-3.4

Source: Company, Emkay Research

Exhibit 14: The 13% change in FY27E and FY28E EPS largely reflects the lower opex/depreciation

Consolidated	FY26		FY27E				FY28E				FY29E	
(Rs mn)	Actual	% yoy	Earlier	Revised	% Change	% yoy	Earlier	Revised	% Change	% yoy	Introduced yoy (%)	
Total no of units (2Ws)	173,781	-51.6	181,249	181,249	0.0	4.3	188,400	190,400	1.1	5.0	206,900	8.7
ASPs (Rs/unit)	129,646	3.2	131,919	118,481	-10.2	-8.6	134,704	129,059	-4.2	8.9	131,804	2.1
Auto Revenue	22,530	-50.1	23,910	21,475	-10.2	-4.7	25,378	24,573	-3.2	14.4	27,270	11.0
Bess (no of units)	0		10,000	8,000	-20.0	Na	25,000	15,000	-40.0	87.5	20,000	33.3
ASPs (Rs/unit)	0		150,000	150,000	0.0	Na	150,000	150,000	0.0	0.0	150,000	0.0
BESS Revenue	0		1,500	1,200	-20.0	Na	3,750	2,250	-40.0	87.5	3,000	33.3
Total Consol Revenue	22,530	-50.1	25,410	22,675	-10.8	0.6	29,128	26,823	-7.9	18.3	30,270	12.9
RM Cost	15,630	-57.8	16,517	15,419	-6.6	-1.4	18,933	17,971	-5.1	16.6	19,676	9.5
Gross Profit	6,900	-14.4	8,894	7,256	-18.4	5.2	10,195	8,852	-13.2	22.0	10,595	19.7
Margin (%)	30.6	1,277 bps	35.0	32.0	(300) bps	137 bps	35.0	33.0	(200) bps	100 bps	35.0	200 bps
Employee Costs	2,940	-36.5	2,318	2,089	-9.9	-28.9	2,771	2,361	-14.8	13.0	2,956	25.2
Other Expenses	13,880	-33.3	12,942	11,206	-13.4	-19.3	13,596	11,748	-13.6	4.8	13,145	11.9
EBITDA	-9,920	-43.1	-6,366	-6,040	-5.1	-39.1	-6,172	-5,257	-14.8	-13.0	-5,506	4.7
Margin (%)	(44.0)	(541) bps	(25.1)	(26.6)	(158) bps	1,739 bps	(21.2)	(19.6)	159 bps	704 bps	(18.2)	(7) bps
Depreciation	6,840	20.8	7,000	5,277	-24.6	-22.8	6,967	5,925	-15.0	12.3	6,527	10.2
EBIT	-16,760	-27.4	-13,366	-11,317	-15.3	-32.5	-13,139	-11,182	-14.9	-1.2	-12,033	7.6
Other income	2,070	-50.5	1,389	1,160	-16.4	-43.9	1,431	1,242	-13.2	7.0	1,425	14.8
Interest Expense	3,600	-1.6	3,193	3,098	-3.0	-13.9	3,878	3,544	-8.6	14.4	4,909	38.5
APAT	-18,290	-19.0	-15,171	-13,255	-12.6	-27.5	-15,586	-13,484	-13.5	1.7	-15,516	15.1
EPS (Rs)	-4.1	-19.0	-3.3	-2.9	-12.6	-29.8	-3.4	-3.0	-13.5	1.7	-3.4	15.1

Source: Company, Emkay Research

Exhibit 15: Valuation matrix – Peers

Company name	Price	Reco	Target Price (Rs)	% Upside / (Downside)	FY26-28E Revenue CAGR	FY26-28E EPS CAGR	PER (x)			PBV (x)			EV/EBITDA (x)			ROE (%)		
	(Rs)						FY26	FY27E	FY28E	FY26E	FY27E	FY28E	FY26	FY27E	FY28E	FY26	FY27E	FY28E
OEMs																		
Ather Energy	1,482	Buy	1,600	8.0	59%	LTP	-109.9	-408.3	138.1	21.9	12.3	11.3	-117.4	-953.1	85.7	-33.4	-3.9	8.6
TVS Motor	4,441	Buy	5,300	19.3	21%	30%	57.7	41.9	34.0	18.8	13.6	10.3	32.3	24.7	20.3	34.6	37.7	34.6
Bajaj Auto	11,662	Buy	13,700	17.5	18%	17%	33.1	26.7	24.1	9.3	8.9	7.8	24.0	18.9	16.6	29.3	33.9	34.7
Eicher Motors	8,020	Buy	9,100	13.5	21%	19%	39.5	32.9	27.8	8.8	7.5	6.5	34.3	26.8	22.1	24.0	24.6	25.1
Hero MotoCorp	5,725	Add	6,700	17.0	10%	8%	21.2	19.7	18.1	5.3	4.9	4.5	14.2	13.2	11.9	26.0	25.9	26.1
Ola Electric	41	Sell	30	-27.0	9%	-	-9.9	-14.1	-13.9	5.4	7.4	15.9	-19.6	-34.5	-42.2	-43.1	-52.5	-114.5
Maruti Suzuki India	14,037	Add	15,500	10.4	14%	14%	30.6	28.2	23.6	4.2	3.8	3.4	17.4	15.2	12.4	14.5	14.2	15.3
Hyundai Motor India	2,201	Buy	2,450	11.3	16%	19%	32.9	30.8	23.2	8.9	7.5	6.2	18.0	16.3	12.3	29.9	26.6	29.2
Mahindra & Mahindra	3,502	Buy	4,100	17.1	15%	9%	26.7	25.5	22.6	5.9	5.0	4.3	17.5	16.3	13.6	23.2	20.5	20.0
Tata Motors PV	347	Add	390	12.4	14%	163%	50.9	10.9	7.4	1.1	1.0	0.9	7.9	4.3	3.2	4.5	9.9	13.2
Tata Motors	453	Buy	700	54.5	16%	16%	23.6	20.2	17.6	12.4	7.7	5.4	16.2	12.6	10.6	64.6	47.1	35.8
Ashok Leyland	178	Buy	240	35.2	14%	19%	26.6	22.4	18.8	8.0	6.4	5.3	16.9	13.6	11.2	31.8	31.7	30.7
Escorts	3,060	Buy	4,000	30.7	10%	10%	25.2	22.6	21.0	2.8	2.6	2.3	18.5	17.5	15.0	11.9	11.7	11.7

Source: Company, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquessolutions)

Ola Electric Mobility: Consolidated Financials and Valuations

Profit & Loss					
Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Revenue	45,140	22,530	22,675	26,823	30,270
Revenue growth (%)	(9.9)	(50.1)	0.6	18.3	12.9
EBITDA	(17,390)	(9,920)	(6,040)	(5,257)	(5,506)
EBITDA growth (%)	0	0	0	0	0
Depreciation & Amortization	5,660	6,840	5,277	5,925	6,527
EBIT	(23,050)	(16,760)	(11,317)	(11,182)	(12,033)
EBIT growth (%)	0	0	0	0	0
Other operating income	-	-	-	-	-
Other income	4,180	2,070	1,160	1,242	1,425
Financial expense	3,660	3,600	3,098	3,544	4,909
PBT	(22,530)	(18,290)	(13,255)	(13,484)	(15,516)
Extraordinary items	0	0	0	0	0
Taxes	0	0	0	0	0
Minority interest	-	-	-	-	-
Income from JV/Associates	-	-	-	-	-
Reported PAT	(22,530)	(18,290)	(13,255)	(13,484)	(15,516)
PAT growth (%)	0	0	0	0	0
Adjusted PAT	(22,530)	(18,290)	(13,255)	(13,484)	(15,516)
Diluted EPS (Rs)	(5.1)	(4.1)	(2.9)	(3.0)	(3.4)
Diluted EPS growth (%)	0	0	0	0	0
DPS (Rs)	0	0	0	0	0
Dividend payout (%)	0	0	0	0	0
EBITDA margin (%)	(38.5)	(44.0)	(26.6)	(19.6)	(18.2)
EBIT margin (%)	(51.1)	(74.4)	(49.9)	(41.7)	(39.8)
Effective tax rate (%)	0	0	0	0	0
NOPLAT (pre-IndAS)	(23,050)	(16,760)	(11,317)	(11,182)	(12,033)
Shares outstanding (mn)	4,411	4,411	4,550	4,550	4,550

Source: Company, Emkay Research

Balance Sheet					
Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
Share capital	44,110	44,110	45,504	45,504	45,504
Reserves & Surplus	7,320	(10,600)	(20,249)	(33,733)	(49,249)
Net worth	51,430	33,510	25,255	11,772	(3,745)
Minority interests	-	-	-	-	-
Non-current liab. & prov.	0	0	0	0	0
Total debt	37,060	29,170	29,270	39,135	56,516
Total liabilities & equity	88,490	62,680	54,525	50,906	52,771
Net tangible fixed assets	16,020	12,290	20,683	20,508	19,980
Net intangible assets	9,620	9,620	9,620	9,620	8,620
Net ROU assets	5,810	5,810	5,810	5,810	5,810
Capital WIP	7,020	10,670	2,000	1,250	1,250
Goodwill	90	90	90	90	90
Investments [JV/Associates]	380	0	0	0	0
Cash & equivalents	35,180	15,420	7,794	4,153	3,249
Current assets (ex-cash)	33,820	19,040	18,690	21,374	23,707
Current Liab. & Prov.	22,260	15,200	15,133	17,780	16,572
NWC (ex-cash)	11,560	3,840	3,557	3,594	7,134
Total assets	88,490	62,680	54,525	50,906	52,771
Net debt	1,880	13,750	21,476	34,982	53,267
Capital employed	88,490	62,680	54,525	50,906	52,771
Invested capital	43,010	31,560	39,670	39,532	41,545
BVPS (Rs)	11.7	7.6	5.6	2.6	(0.8)
Net Debt/Equity (x)	-	0.4	0.9	3.0	(14.2)
Net Debt/EBITDA (x)	(0.1)	(1.4)	(3.6)	(6.7)	(9.7)
Interest coverage (x)	(5.2)	(4.1)	(3.3)	(2.8)	(2.2)
RoCE (%)	(27.5)	(19.4)	(17.3)	(18.9)	(20.5)

Source: Company, Emkay Research

Cash flows					
Y/E March (Rs mn)	FY25	FY26	FY27E	FY28E	FY29E
PBT (ex-other income)	(22,760)	(18,290)	(13,255)	(13,484)	(15,516)
Others (non-cash items)	(2,300)	5,990	0	0	0
Taxes paid	(100)	0	0	0	0
Change in NWC	(8,070)	1,310	261	(663)	(4,060)
Operating cash flow	(23,910)	(7,750)	(4,618)	(4,678)	(8,141)
Capital expenditure	(9,760)	(7,170)	(5,000)	(5,000)	(5,000)
Acquisition of business	(21,070)	24,780	0	0	0
Interest & dividend income	-	-	-	-	-
Investing cash flow	(28,640)	20,020	(5,000)	(5,000)	(5,000)
Equity raised/(repaid)	53,410	0	5,000	0	0
Debt raised/(repaid)	4,350	(8,580)	90	9,581	17,145
Payment of lease liabilities	-	-	-	-	-
Interest paid	(3,470)	(3,430)	(3,098)	(3,544)	(4,909)
Dividend paid (incl tax)	0	0	0	0	0
Others	-	-	-	-	-
Financing cash flow	54,290	(12,010)	1,992	6,038	12,237
Net chg in Cash	1,740	260	(7,626)	(3,641)	(904)
OCF	(23,910)	(7,750)	(4,618)	(4,678)	(8,141)
Adj. OCF (w/o NWC chg.)	(15,840)	(9,060)	(4,879)	(4,015)	(4,080)
FCFF	(33,670)	(14,920)	(9,618)	(9,678)	(13,141)
FCFE	(37,330)	(18,520)	(12,716)	(13,222)	(18,049)
OCF/EBITDA (%)	137.5	78.1	76.5	89.0	147.9
FCFE/PAT (%)	165.7	101.3	95.9	98.1	116.3
FCFF/NOPLAT (%)	146.1	89.0	85.0	86.6	109.2

Source: Company, Emkay Research

Valuations and key Ratios					
Y/E March	FY25	FY26	FY27E	FY28E	FY29E
P/E (x)	(8.0)	(9.9)	(14.1)	(13.9)	(12.0)
P/CE(x)	(10.7)	(15.8)	(23.4)	(24.7)	(20.8)
P/B (x)	3.5	5.4	7.4	15.9	(49.9)
EV/Sales (x)	4.1	8.7	9.2	8.3	7.9
EV/EBITDA (x)	(10.5)	(19.6)	(34.5)	(42.2)	(43.6)
EV/EBIT(x)	(7.9)	(11.6)	(18.4)	(19.8)	(20.0)
EV/IC (x)	4.3	6.2	5.3	5.6	5.8
FCFF yield (%)	(18.4)	(7.7)	(4.6)	(4.4)	(5.5)
FCFE yield (%)	(19.6)	(9.7)	(6.7)	(7.0)	(9.5)
Dividend yield (%)	0	0	0	0	0
DuPont-RoE split					
Net profit margin (%)	(49.9)	(81.2)	(58.5)	(50.3)	(51.3)
Total asset turnover (x)	0.7	0.3	0.4	0.6	0.7
Assets/Equity (x)	1.8	1.6	1.8	2.5	11.5
RoE (%)	(62.9)	(43.1)	(45.1)	(72.8)	(386.6)
DuPont-RoIC					
NOPLAT margin (%)	(51.1)	(74.4)	(49.9)	(41.7)	(39.8)
IC turnover (x)	1.4	0.6	0.6	0.7	0.7
RoIC (%)	(71.0)	(45.0)	(31.8)	(28.2)	(29.7)
Operating metrics					
Core NWC days	93.5	62.2	57.3	48.9	86.0
Total NWC days	93.5	62.2	57.3	48.9	86.0
Fixed asset turnover	1.2	0.5	0.4	0.4	0.4
Opex-to-revenue (%)	56.4	74.7	58.6	52.6	53.2

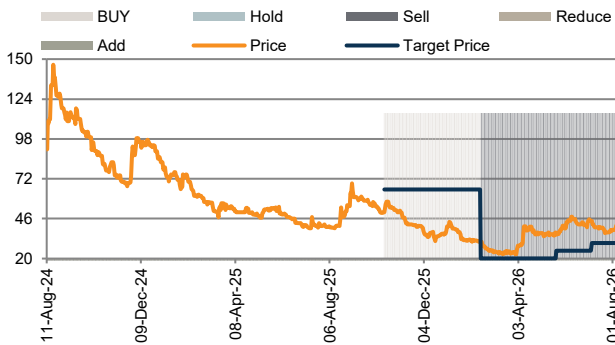
Source: Company, Emkay Research

RECOMMENDATION HISTORY - DETAILS

Date	Closing Price (Rs)	TP (Rs)	Rating	Analyst
05-Jul-26	44	30	Sell	Chirag Jain
21-May-26	36	25	Sell	Chirag Jain
16-Apr-26	39	20	Sell	Chirag Jain
09-Mar-26	23	20	Sell	Chirag Jain
14-Feb-26	31	20	Sell	Chirag Jain
07-Nov-25	47	65	Buy	Chirag Jain
14-Oct-25	50	65	Buy	Chirag Jain

Source: Company, Emkay Research

RECOMMENDATION HISTORY - TREND



Source: Company, Bloomberg, Emkay Research

This report is intended for Team White Marque Solutions (team.emkay@whitemarquesolutions)

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Emkay Rating Distribution

Ratings	Expected Return within the next 12-18 months.
BUY	>15% upside
ADD	5-15% upside
REDUCE	5% upside to 15% downside
SELL	>15% downside

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