

Revenue rise helps Ather Energy taper Q3 net loss to ₹85 cr

Our Bureau
Bengaluru

Ather Energy reported a sharp improvement in its financial performance for the December quarter, as higher volumes, stronger pricing and rising software-led revenues helped narrow losses and improve margins.

The company's net loss for Q3 FY26 fell 57 per cent year-on-year (y-o-y) to ₹84.6 crore from ₹197.5 crore in the year-ago period, and narrowed sequentially from ₹154.1 crore in the September quarter.

Revenue from operations rose 50 per cent year-on-year to ₹953.6 crore, compared

businessline.

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with ₹634.9 crore in Q3 FY25, driven by higher scooter deliveries and better realisations. Total income stood at ₹995.7 crore for the quarter. Ather sold 67,851 units during the period, capturing a pan-India market share of 18.8 per cent, aided by strong festive demand and deeper geographic penetration.

The improvement in profitability was underpinned by a sharp expansion in margins.

Adjusted gross margin climbed 111 per cent y-o-y to ₹251.3 crore, while margins excluding incentives improved to 23 per cent, up nearly 1,100 basis points. EBITDA margin narrowed significantly to (-3 per cent), with EBITDA loss reducing to ₹29.9 crore, underscoring the benefits of scale, disciplined cost management and value engineering initiatives.

TOPLINE GROWTH

Ather's non-vehicle revenue streams continued to gain traction, rising to 14 per cent of total revenue.



FACTORS. Revenue from operations rose 50 per cent y-o-y to ₹953.6 crore, driven by higher scooter deliveries and better realisation REUTERS

Software subscriptions, charging services, accessories, spares and service revenues increasingly contributed to topline growth, helping diversify the business beyond vehicle sales.

Adoption of AtherStack Pro remained strong, with 91 per cent of customers opting for the software package.

South India remained Ath-

er's strongest market with a 24.4 per cent share, supported by deep brand recall and a dense retail footprint. Central India emerged as a key growth driver, with market share nearly doubling to 17.4 per cent from 8.8 per cent a year earlier, led by Gujarat, Maharashtra, Madhya Pradesh and Odisha. In northern India and emerging markets, market share rose to 12.6 per cent.

BEYOND INDIA

The company added 76 new experience centres during the quarter, taking its national network to 600 outlets. Its fast-charging network under Ather Grid expanded to 4,357 charging points across India, Nepal and Sri Lanka.

Ather's management said the quarter marked its strongest revenue and EBITDA performance so far, driven by robust festive demand and improving unit economics, positioning the company for more sustainable growth even as competition intensifies.