

# + Electric two-wheeler sales vroom to 2.82 lakh units in last 11 months

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Domestic wholesale (dispatches to dealers) of high-speed electric two-wheelers between April 2022 and February 2023 grew multifold to 2,82,297 units, compared to 91,860 units in the corresponding period the previous year. The top players in the segment include Okinawa Autotech, TVS Motor and Ather Energy.

Gurugram-based Okinawa reported 58 per cent growth in sales to 86,856 units in the 11-month period, compared to 55,071 units in the corresponding period the previous year, according to monthly data shared by the Society of Indian Automobile Manufacturers (SIAM).

According to data shared by the industry body, these

## Domestic sales in AE2 segment (More than 250 W electric scooters)

Company/ Manufacturer	Apr-Feb 2022-23	Apr-Feb 2021-22	% Change
Okinawa Autotech	86,856	55,071	58
TVS Motor	81,290	8,974	806
Ather Energy	80,658	20,634	291
Bajaj Auto	28,359	7,181	295
Hero MotoCorp	744	—	NA
Chetak Technology	4,390	—	NA
<b>Total</b>	<b>2,82,297</b>	<b>91,860</b>	<b>207</b>

Source: SIAM

high-speed vehicles come under the AE2 segment (more than 250 W electric).

"We are aiming to achieve 1.20-1.25 lakh units this fiscal year. Overall, the demand has come from Tier-II and Tier-III cities, especially Tier-II cities, though demand is also growing in the metros ... brand awareness is better now compared to the past," Jeetender Sharma,

Managing Director and Founder, Okinawa Autotech, told *businessline*.

### DEALER NETWORK

Okinawa, with a 550-dealer network across India, has six products in the high-speed segment, including Okhi-90, IPraise+, PraisePro and Dual 100, with pricing starting at around ₹70,000 and going up to ₹1.86 lakh (ex-show-

room). Similarly, Tamil Nadu-based TVS Motor with just one brand – iQube – has sold 81,290 units during the period, 800 per cent higher than the 8,974 units sold in April-February 2021-22.

Ather Energy's domestic sales also grew 291 per cent to 80,658 units (20,634). Bajaj Auto, which has re-entered the scooter market with the electric Chetak, sold 28,359 units (7,181).

According to analysts, FAME-II (Faster Adoption and Manufacturing of Hybrid and Electric Vehicles) has been very effective in driving electric two-wheeler sales in the last two years, and despite a temporary blip in sales numbers due to incidents of fire, timely policy action has helped EV sales recover. According to them, Uttar Pradesh, Maharashtra and Karnataka have reported highest EV sales.