

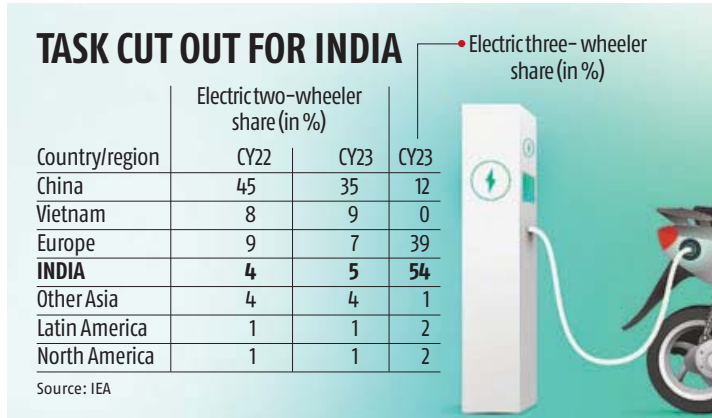
India's e2W penetration lags in EV race

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India may be the second-largest market for electric two-wheelers (e2Ws) globally, having sold 0.9 million vehicles in the calendar year (CY) 2023. However, the situation differs when it comes to e2W penetration. China leads with a 35 per cent market share in CY 2023, followed by Vietnam at 9 per cent, Europe at 7 per cent, and India at 5 per cent, according to data from the International Energy Association (IEA). The 'Other Asia' category — which includes Bangladesh, Singapore, Sri Lanka, Taiwan, Pakistan, Myanmar, Nepal, and Mongolia — collectively holds a 4 per cent share.

India's lower penetration, com-



pared to these countries, is mainly because the e2W revolution, both in India and globally, has been driven by electric scooters. In India,

scooters (both internal combustion engine and electric) account for only 30 per cent of the total two-wheeler market, with the rest dominated by

motorcycles. Only a few manufacturers offer electric motorcycles, with negligible sales volumes.

The good news for India is that it has quietly overtaken China to become the largest electric three-wheeler market in the world, selling 580,000 vehicles in CY 2023 compared to China's 320,000, according to IEA data. In CY 2022, both countries were neck and neck at 350,000 vehicles each, but China has since seen a decline in sales.

As a result, three-wheeler penetration in India surged to 54 per cent in CY 2023, up from just 22 per cent in 2020. Meanwhile, China's penetration dropped to 12 per cent in CY 2023, down from 15 per cent in CY 2020.

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