

HMSI to Roll Out Around Six New Two-wheeler Models Next Fiscal

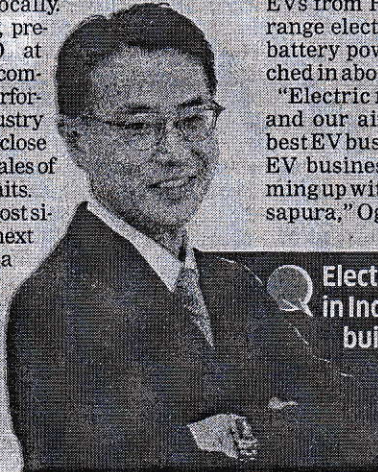
Expects to close this fiscal with sales of over 4 m units, says CEO Ogata

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New Delhi: The country's second largest two-wheeler maker, Honda Motorcycle & Scooter India (HMSI), will launch about half-a-dozen models in the upcoming financial year, including two electric vehicles (EVs), to expand volumes locally.

Atsushi Ogata, president & CEO at HMSI, said the company has outperformed the industry and expects to close this fiscal with sales of over 4 million units.

"We expect to post similar growth next fiscal. We have a few launches planned over the next few months, which include a 125 cc scooter, and 160 cc and 350 cc motorcycles."



Ogata said, "We will commence production and dispatches of our electric two-wheelers in March next year."

HMSI expects to expand volumes by 21% this fiscal, compared with 16% increase in two-wheeler sales in the broader industry.

The company is in the process of readying an exclusive facility to manufacture electric two-wheelers at its existing site in Narsapura, Karnataka. The first two EVs from HMSI — a fixed battery mid-range electric scooter and a swappable battery powered model — will be launched in about a year.

"Electric mobility is growing in India and our aim is to build the country's best EV business structure. To fulfil our EV business requirements we are coming up with a dedicated factory in Narsapura," Ogata said.

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CEO, HMSI

At peak capacity, the company expects to produce 1 million EVs at this unit annually by 2030. The company is working on localising the battery, motor and PCU to control costs. Ogata said, "It is very important to reduce costs of the battery system to increase affordability of EVs. Unless battery prices reduce, it will be very difficult to grow sales of EVs sustainably."

Ogata said the company will utilise its existing sales network of around 6,000 touchpoints to set up charging stations for electric two-wheeler buyers. HMSI also plans to leverage the overall ecosystem, including battery-swapping stations at petrol pumps, metro stations, and other locations, to provide convenient battery-swapping solutions for EV users.

Ogata added while the company is working in line with Honda Motor Company's global direction to increase sales ratio of electric as well as fuel cell vehicles to 100% by 2040, HMSI for now will continue to improve the efficiency of ICE engines with the introduction of flex-fuel engines.

The company aims to follow government direction for use of alternate fuels while expanding electrification of models and ecosystems.