**Final Conclusion and Insights on EV Sales Dashboard**

**1. Strong Growth in EV Adoption**

The total EV sales have reached **96.85K**, showing a strong shift towards electric mobility in India. With an **average sales growth of 37.11%**, the trend suggests that more people are embracing EVs each year.

**2. Maharashtra Leads the Market**

Among all states, **Maharashtra tops the chart with 4.9K sales**, followed closely by **Karnataka (4.8K) and Uttar Pradesh (4.6K)**. This indicates that these regions have the most developed EV infrastructure and consumer interest.

**3. 2-Wheelers Drive the Majority of Sales**

* **2-wheelers make up 51% of total EV sales**, proving that personal electric vehicles are the preferred choice for many.
* **3-wheelers contribute 45%**, mainly due to their popularity in commercial and shared transport.
* **4-wheelers and buses have minimal adoption (4% and 0%)**, signaling room for growth in these categories.

**4. Steady Increase in EV Sales Over the Years**

The **biggest jump in EV sales happened in 2023 (42.44% growth)**, showing how the market gained momentum. However, **2024 has seen a drop to 3.98%**, which may require attention to maintain growth.

**5. Seasonal Buying Patterns**

* Sales peak in **Q4 (30.66%)**, likely due to festive seasons and year-end offers.
* **Q1 (24.75%) and Q3 (24.43%)** also see steady demand.
* **Q2 (20.17%) has the lowest sales**, possibly due to lower consumer spending during mid-year.

**Business Insights & Recommendations**

* **Boost Awareness in Low-Sales Regions:**  
  Some states like **Ladakh, Andaman & Nicobar, Sikkim, Chandigarh, Mizoram, Tripura, Nagaland** **and Manipur** have low EV adoption. More awareness campaigns, better charging infrastructure, and local dealership **support can help unlock their potential.**
* **Strengthen the 4-Wheeler & Public Transport Market:**  
  Since **4-wheelers and buses have low adoption**, expanding charging stations and offering better financial incentives can encourage more people to switch.
* **Prepare for Seasonal Demand:**  
  Since sales spike in **Q4**, businesses should **increase inventory and marketing efforts during this period** to maximize revenue.
* **Address the Slowdown in 2024:**  
  With sales slowing down this year, it’s important to analyze factors like **policy changes, economic impact, or possible market saturation** and take corrective measures.