

Atliq Motors

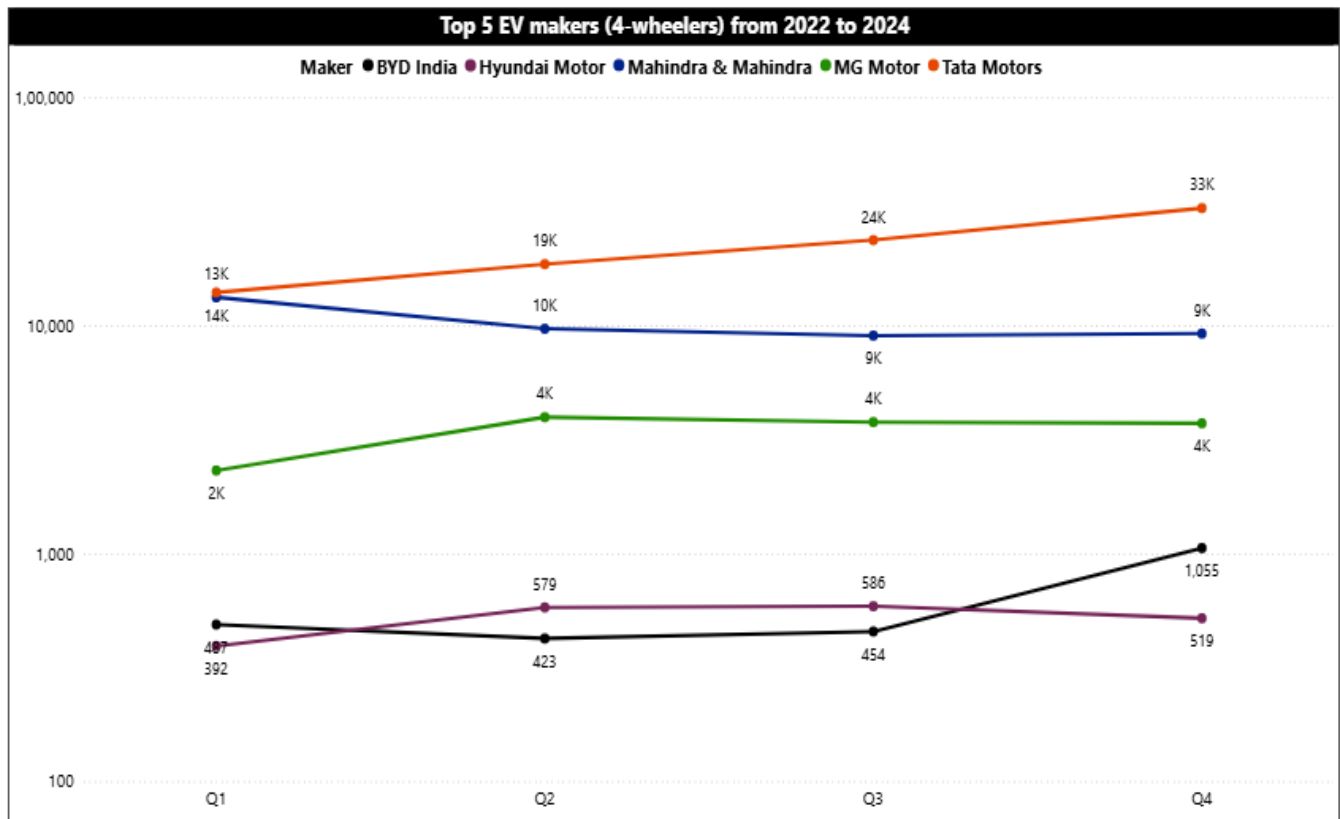
Q1- List the top 3 and bottom 3 makers for the fiscal years 2023 and 2024 in terms of the number of 2-wheelers sold.

- Top 3 "2-Wheelers" Makers for 2024 are Ola Electric, TVS and Ather with 0.32M, 0.18M and 0.11M of vehicles sold respectively.
- Bottom 3 "2-Wheelers" Makers for 2024 are Battre Electric, Revolt and Kinetic Green with 9.6K, 7.3K and 4.8K of vehicles sold respectively.
- Top 3 "2-Wheelers" Makers for 2023 are Ola Electric, Okinawa and Hero Electric with 153K, 97K and 89K of vehicles sold respectively.
- Bottom 3 "2-Wheelers" Makers for 2023 are Jitendra, Being, Pure EV with 11.6K, 11K and 8.6K of vehicles sold respectively.

Q2- Identify the top 5 states with the highest penetration rate in 2-wheeler and 4-wheeler EV sales in FY 2024.

- Top 5 states with the highest penetration rate in 2-wheeler EV sales for FY 2024 are Goa, Kerala, Karnataka, Maharashtra and Delhi with 17.99%, 13.52%, 11.57%, 10.07% and 9.40% of penetration rate respectively.
- Top 5 states with the highest penetration rate in 4-wheeler EV sales for FY 2024 are Kerala, Chandigarh, Delhi, Karnataka and Goa with 5.76%, 4.50%, 4.29%, 4.26% and 4.25% of penetration rate respectively.

Q3- What are the quarterly trends based on sales volume for the top 5 EV makers (4-wheelers) from 2022 to 2024?



Tata Motors: Shows a consistent upward trend in sales volume across the quarters, starting at approximately 13K in Q1 and reaching 33K in Q4. This indicates a strong and steady growth in sales volume throughout the period.

Mahindra & Mahindra: Starts with a relatively high sales volume of 14K in Q1, then experiences a decline to 10K in Q2. It further decreases to 9K in Q3 and remains stable at 9K in Q4. This suggests an initial strong performance followed by a decrease and then stabilization in sales volume.

MG Motor: Exhibits an overall increasing trend in sales volume, starting at 2K in Q1 and reaching 4K in Q4. There is a noticeable jump from Q1 to Q2, with a slower but steady increase in the subsequent quarters.

BYD India: Shows a significant upward trend in sales volume throughout the quarters, beginning at a lower volume of 487 in Q1 and reaching 1,055 in Q4. This indicates substantial growth in sales volume, although from a smaller initial base compared to other makers.

Hyundai Motor: Displays a relatively stable sales volume with some fluctuations across the quarters. It starts at 392 in Q1, increases to 579 in Q2, slightly increases to 586 in Q3, and then decreases to 519 in Q4. Overall, the sales volume remains within a relatively narrow range compared to the other top maker.

Q4- How do the EV sales and penetration rates in Delhi compare to Karnataka for 2024?

- Delhi- 46700 EV's Sold in 2024
Karnataka- 161,000 EV's Sold in 2024

Karnataka has sold approximately 3.4 times more electric vehicles than Delhi in 2024, demonstrating a significantly larger EV market in terms of volume.

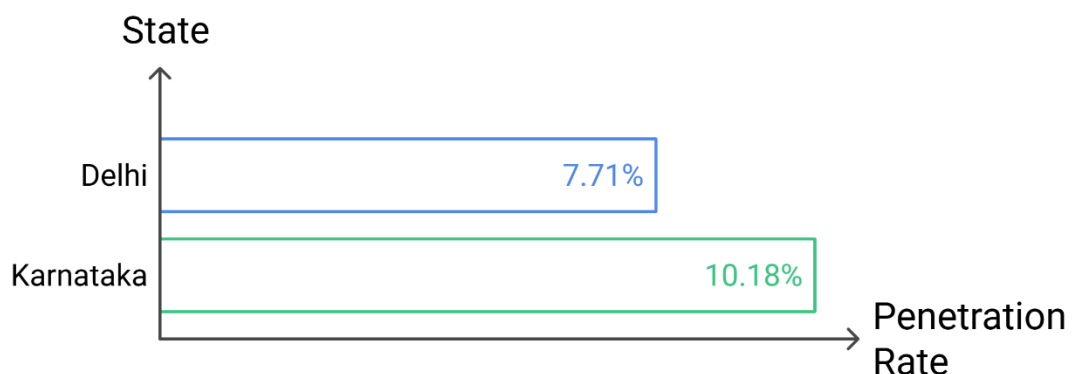
EV Sales in 2024

State	Sales Volume
 Delhi	46,700
 Karnataka	161,000

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- Delhi- 7.71% penetration
Karnataka- 10.18% penetration

This indicates that EVs make up a larger proportion of the total vehicles in Karnataka compared to Delhi.



EV Penetration % Delhi vs Karnataka (2024)

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Q5- List down the compounded annual growth rate (CAGR) in 4-wheeler units for the top 5 makers from 2022 to 2024.

Brand	CAGR % (2022–2024)
BMW India	1140.97%
Volvo Auto India	971.21%
BYD India	566.52%
Hyundai Motor	255.48%
Mercedes-Benz AG	234.55%

Q6- List down the top 10 states that had the highest compounded annual growth rate (CAGR) from 2022 to 2024 in total vehicles sold.

State	CAGR %
Meghalaya	28.47%
Goa	27.41%
Karnataka	25.28%
Delhi	22.88%
Rajasthan	21.50%
Gujarat	20.55%
Assam	20.13%
Mizoram	18.77%
Arunachal Pradesh	18.30%
Haryana	17.68%

Q7- What are the peak and low season months for EV sales based on the data from 2022 to 2024?

- Peak Selling Month is March with total of 291.6K of EV's sold from 2022 to 2024.
- Least Selling Month is June with total of 106.7K of EV's sold from 2022 to 2024.

Q8- What is the projected number of EV sales (including 2-wheelers and 4-wheelers) for the top 10 states by penetration rate in 2030, based on the compounded annual growth rate (CAGR) from previous years?

- The projected number of EV sales for the top 10 states by penetration rate in 2030, based on the compounded annual growth rate (CAGR) is 40.26M.

Q9- Estimate the revenue growth rate of 4-wheeler and 2-wheelers EVs in India for 2022 vs 2024 and 2023 vs 2024, assuming an average unit price for 2-Wheelers = 85,000 and for 4-Wheelers = 15,00,000.

- Revenue Growth 2022-2024 (2-Wheelers) - 269.28%
- Revenue Growth 2022-2024 (4- Wheelers) - 367.79%
- Revenue Growth 2023-2024 (2- Wheelers) - 28.13%
- Revenue Growth 2023-2024 (4- Wheelers) – 83.08%