



ADVANCING
PUBLIC
TRANSPORT



ELECTRIC MOBILITY ALLIANCE

ELECTRIC BUS DEPLOYMENT IN INDIA- A POSITIVE START

Supported by



Local Host



INDIA



UITP – DIMTS Bus Seminar
11-12 May 2018, Delhi

UITP

ELECTRIC MOBILITY ALLIANCE (EMA) HAS ESTABLISHED ITSELF AS A KEY STAKEHOLDER IN POLICY FORMULATION RELATED TO ELECTRIC MOBILITY



ELECTRIC MOBILITY ALLIANCE

It is the thought leadership platform that brings all stakeholders together with singular objective of accelerating adoption of electric mobility in India.



KPIT



BMT
Easy Travel Information Planner



EMA is represented in
National Board on Electric
Mobility (NBEM) & part of
Demand Incentive Review
Committee (DIRC)

*Electric Mobility Alliance Society is a pan India society registered under Societies Registration Act No. XXI 1860

DHI EXTENDED SUBSIDY TO 11 CITIES UNDER THE FAME INDIA FOR THE LAUNCH OF ELECTRIC VEHICLES



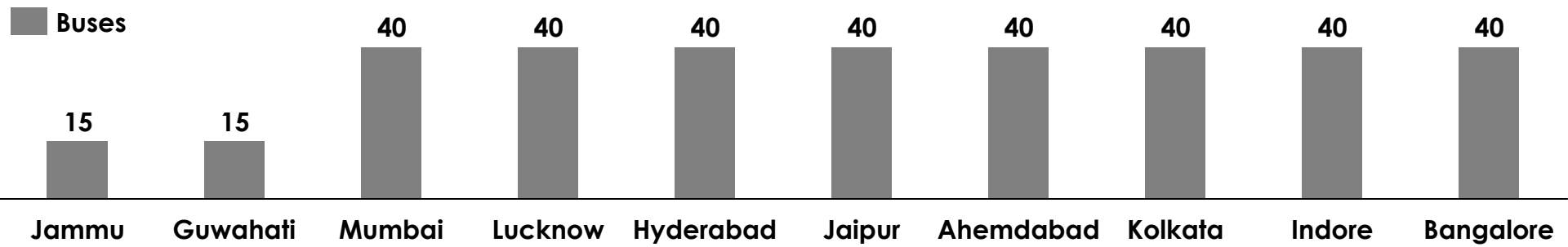
DHI announced INR. 437 crore subsidy to 11 cities under FAME India's pilot project for launching electric buses, taxis and three-wheelers. For electric buses, DHI extended **capital subsidy upto 60% of the bus cost restricted to 1 crore**, whichever is lower.



Priority is given to vehicles being deployed for **multi-modal public transportation**



The subsidy extended for electric buses supported both supply (bus procurement) & Hiring (Gross Cost Contract) Model



*Delhi withdrew from this EOI



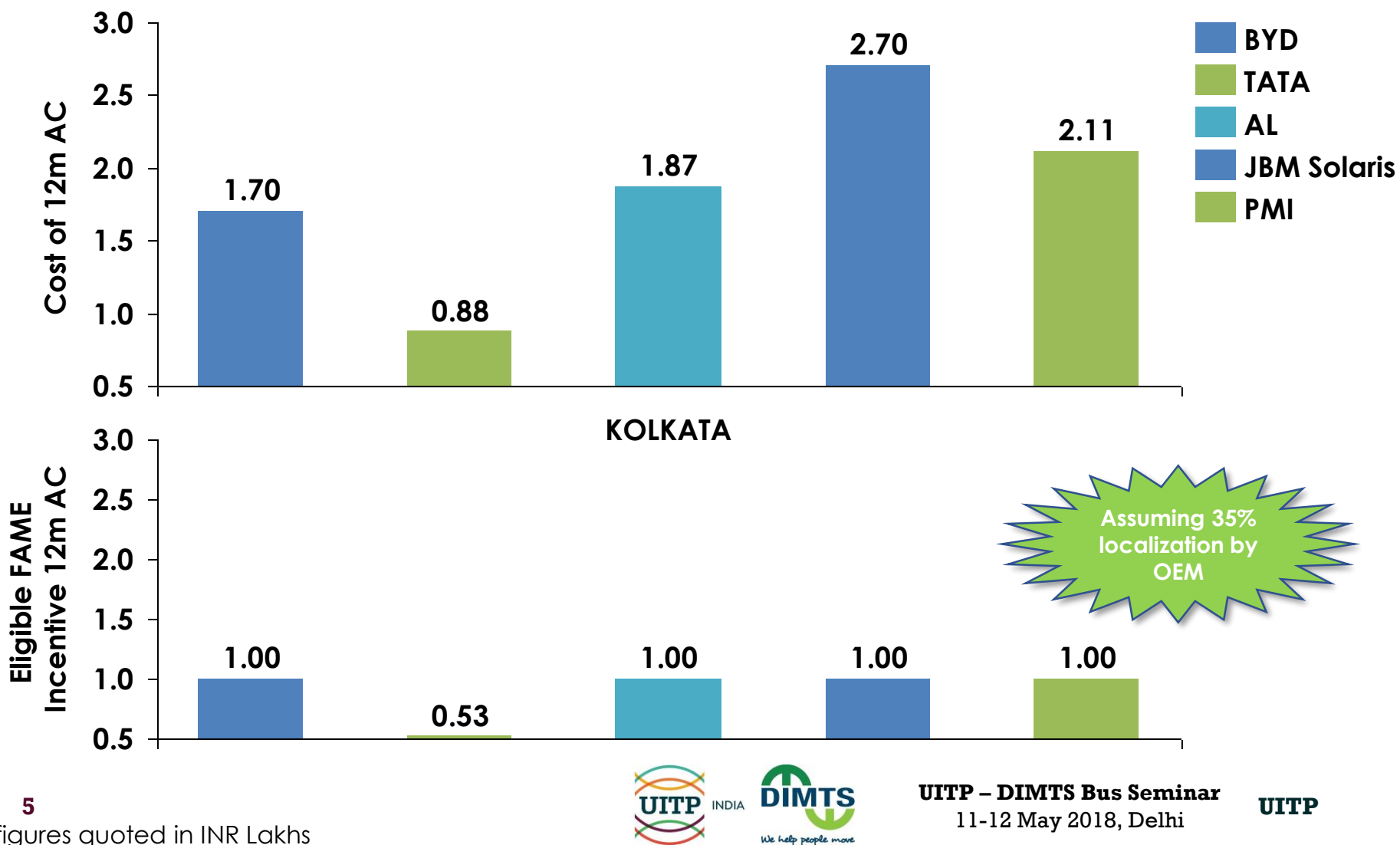
HIRING MODEL & MIDI BUS (9_m) CONFIGURATION DOMINATED THE FIRST ROUND OF GOVERNMENT TENDERS

- 8 out of the 11 shortlisted cities went for 9m AC bus requirement for a total quantity of 290 buses.
- 3 cities went for 12m configuration out of which Bengaluru & Hyderabad went for hiring & Kolkata went for supply.
- 240 quantity of buses out of a total of 390 went for hiring
- It must be noted that FAME incentive for buses in the current policy is agnostic of the length of the bus. So, a 12m and 9m bus would qualify for the same incentive

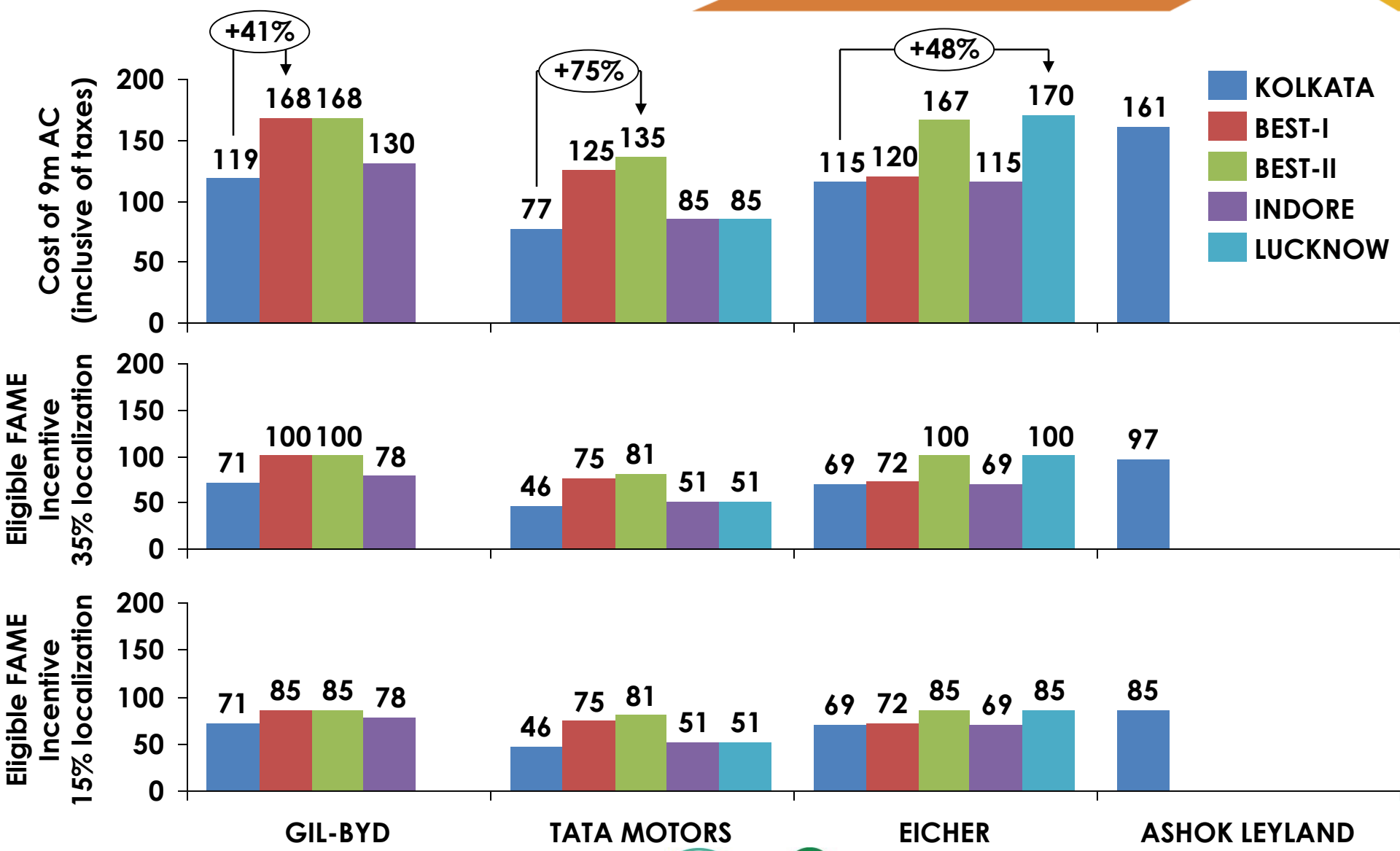
	HIRING	SUPPLY
9m MIDI	160 MUMBAI (T1 & T2), JAIPUR, AHMEDADBAD	130 LUCKNOW, GUWAHATI, JAMMU, KOLKATA, INDORE
12m	80 BANGALORE, HYDERABAD	20 KOLKATA

FIRST ROUND OF TENDERING SAW AGGRESSIVE BIDDING BY OEMs FOR BOTH SUPPLY & HIRING MODEL (12M)

- Our estimate suggests that DHI has saved about INR 91 crore in the 9 cities that have been tendered

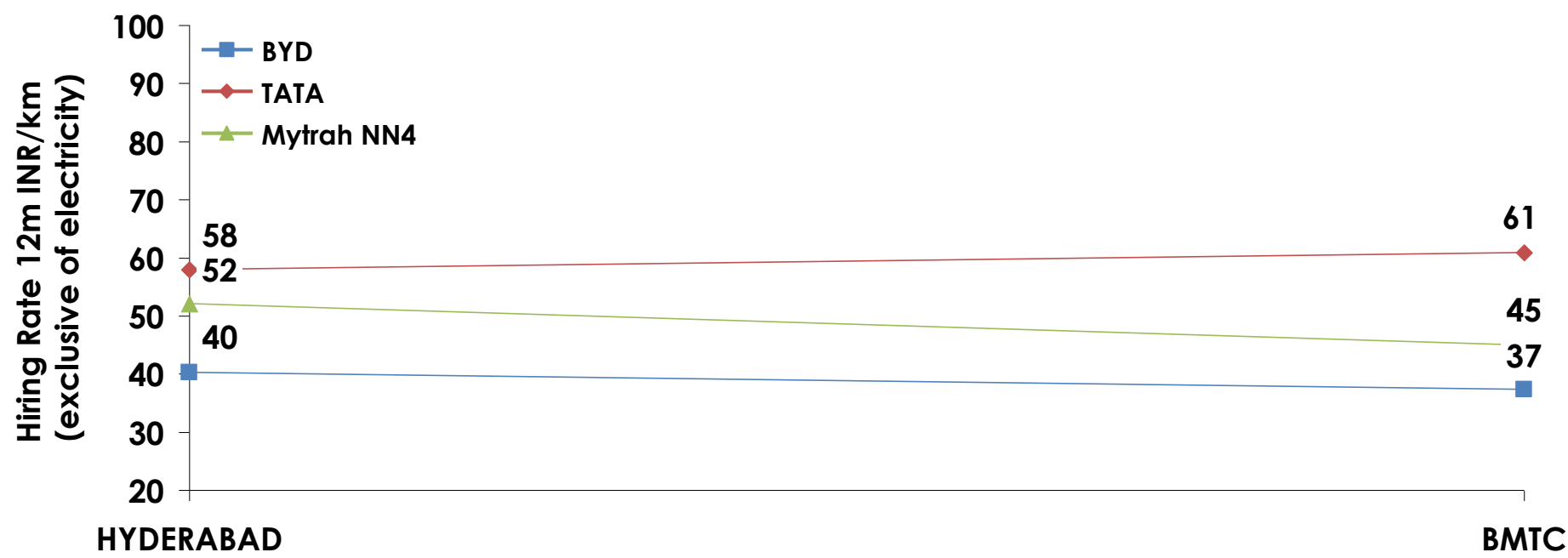


BIDDING FOR 9M BUS TENDERS SAW MANUFACTURERS QUOTING PRICES WITH SIGNIFICANT VARIATION

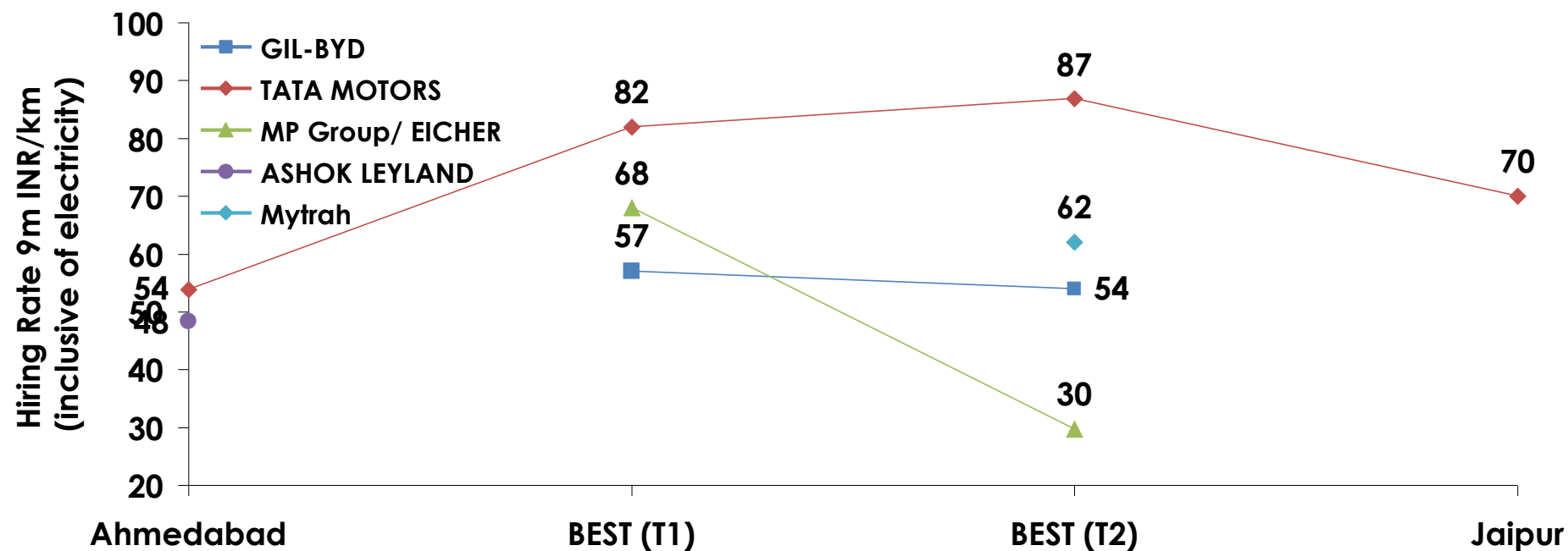


UNDER HIRING MODEL, CITIES FOCUSING ON VEHICLE UTILIZATION & HAVING NON-OEM CENTRIC TENDERS, WERE ABLE TO ATTRACT HIGHER PARTICIPATION & AVAIL MORE COMPETITIVE RATES (12M)

CITIES	DAILY RUN (kms)	FORM FACTOR	OEM required as consortium partner	# of Partners allowed in Consortium	OEM Support Letter for bidding
Bengaluru	200	12m	NO	3	YES
Hyderabad	200	12m	NO	3	YES



CITIES	DAILY RUN (kms)	FORM FACTOR	OEM required as consortium partner	# of Partners allowed in Consortium	OEM Support Letter for bidding
Ahmedabad	200	9m	YES	2	No
Jaipur	150	9m	NO	3	YES
Mumbai	~140	9m	NO	3	NO



KEY TAKEAWAYS FROM FIRST ROUND OF ELECTRIC BUS TENDERING

- **Hiring model was favoured (240 buses) over supply (150 buses).** Since electric buses form a small % of the overall fleet of STU, Hiring allows better focus on operations and performance given limited STU management bandwidth
- **Tenders geared towards operators/operations** – technology agnostic approach & having higher utilization **will attract higher competition translating to competitive rates.**
- Even though sanction was for 40 buses, BMTC and TSRTC went with 150 and 100 electric bus tenders. **Scale deployment of electric buses will further improve electric bus hiring rates.**
- FAME incentive for buses in the current policy is agnostic of the length of the bus. **Linking incentive to length of the bus would help cities prioritize their requirement.**
- DHF also provides charging infrastructure incentive up to 10% of the total demand incentive. **Incentive may be defined including charging infrastructure cost. This would allow operators to plan for optimal solutions i.e. fast chargers**
- Preference should be given to technologies which allow for interoperable charging infrastructure across different OEM products

THANK YOU!!

contact@electricmobilityalliance.org

1002 SAS Tower, Medicity, Sector 38 Gurgaon 122018



UITP – DIMTS Bus Seminar
11-12 May 2018, Delhi

UITP