

All India EV

EDUCATE | AWARE | PROMOTE

December-2025



India's First Multi-Brand
EV Charger Listing Platform

An Initiative by All India EV



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GREAVES
3 WHEELERS













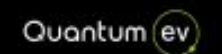








AMPERE





GREAVES
ELECTRIC
MOBILITY

Electric 2W Sales - Dec & CY 2025

Top 20	Company Name	Dec 2025 Sales	M-o-M Growth / Decline	Total Sales - CY 2025
	TVS Motor	25,074	-18.05%	298,955
	Bajaj Auto	18,818	-26.80%	269,871
	Ather Energy	17,072	-16.74%	200,831
	Hero MotoCorp	10,708	-12.77%	109,184
	Ola Electric	9,021	6.92%	199,319
	Greaves Electric Mobility	4,752	-17.64%	56,487
	BGauss Auto	2,188	-14.83%	22,883
	River Mobility	1,797	-1.48%	15,265
	E-Sprinto Green Energy	1,324	97.02%	8,418
	Pur Energy	665	-37.97%	17,847
	Kinetic Green	639	-52.31%	12,611
	Simple Energy	614	-14.84%	6,038
	Quantum Energy	593	133.46%	2,221
	Revolt Intellicorp	524	-49.86%	11,018
	Lectrix EV	446	-4.70%	5,336
	Motovolt Mobility	327	-37.83%	2,893
	KLB Komaki	295	-20.70%	2,993
	Honda Motorcycle & Scooter India	271	-29.06%	3,451
	Wardwizard Innovations & Mobility	225	-18.77%	4,530
	Odysse Electric Vehicles	224	-53.33%	2,629

Data as of Dec 31st 2025

Electric 2W Sales Analysis

The narrative around the electric vehicle market is one of explosive, unstoppable growth.

Every week, it seems, a new headline declares the dawn of an electric revolution, fueled by disruptive startups and eager consumers.

The general consensus is that the future is electric, and the transition is happening at lightning speed. But when you push past the hype and look at the raw annual sales data, a more complex and fascinating story emerges.

The numbers reveal a market that is less a steady rocket launch and more a chaotic, unpredictable battleground.

The Market is Dominated by a Two-Tier System

While media attention often focuses on high-profile disruptors, the data reveals the market is controlled by a dominant duo of established players.

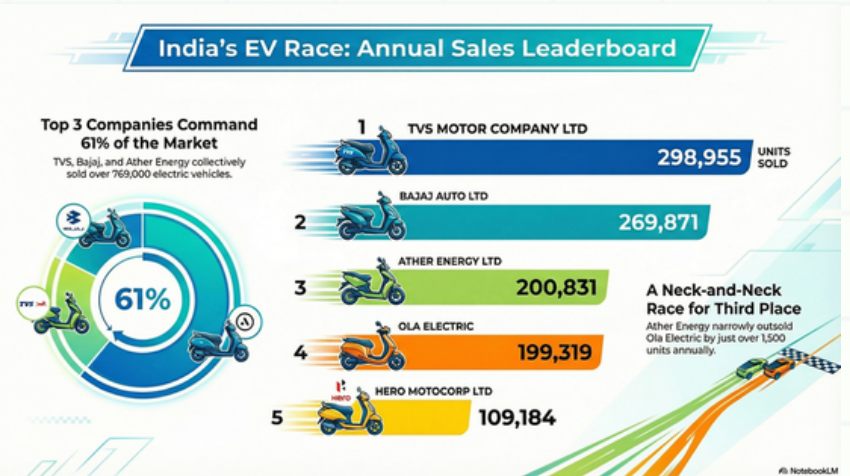
TVS Motor Company leads the pack with 2,98,955 units sold, but Bajaj Auto is a formidable second, with 2,69,871 units.

With a lead of over 29,000 units, TVS is the clear king, but the real story is the two-tier structure they've created at the top.

The structural insight is in the gap: the chasm between the top two and the rest of the field is immense.

Bajaj, in second place, sold nearly 70,000 more vehicles than third-place Ather Energy.

This data reframes the entire market narrative. The real battle isn't about one quiet leader versus loud startups; it's about two legacy players creating a dominant tier that has left everyone else far behind.



The Battle for Third Place Was Decided by a Whisker

While TVS (2,98,955 units) and Bajaj Auto (2,69,871 units) firmly secured the top two spots, the fight for the final podium position was a nail-biter.

The data reveals an incredibly close race between Ather Energy and OLA Electric, showcasing the intense competition brewing in the middle of the pack.

Ather Energy ultimately secured third place with 2,00,831 units sold. OLA Electric was right on their heels, finishing the year with 1,99,319 units.

The final gap was a mere 1,512 vehicles—an astonishingly small margin in a year-long national sales race, equivalent to just a few days of sales for either company.

This photo finish signals that no position is safe and that the middle-tier of the market is where some of the fiercest rivalries will be forged in the coming years.

Annual Totals Hide a Story of Monthly Chaos

Looking at a company's year-end sales total can give a misleading impression of smooth, upward momentum.

The month-to-month data, however, tells a story of extreme volatility. OLA Electric's performance is the most dramatic example of this market turbulence.

The company started the year strong with an impressive 24,412 units sold in January, only to see its sales plummet to 8,675 units in February.

This pattern of peaks and valleys continued throughout the year, with another low point of just 8,437 units in November.

While OLA's figures are particularly stark, this instability was a market-wide theme. Bajaj, for example, saw its sales nearly triple from 11,831 in August to 31,447 in October, showing that even the top players are navigating a turbulent landscape.

OLA Electric's sales plummeted by over 64% between January and February alone, showcasing the market's extreme volatility.

These wild swings suggest that the market is highly sensitive to factors beyond simple consumer demand, such as supply chain issues, policy changes, or shifting company strategies. The road to growth is anything but a straight line.

Legacy Titans Are Still on the Starting Line

In the traditional automotive world, names like Honda are giants. In the new EV battlefield, however, they are just getting started.

The sales data shows that brand recognition from the internal combustion engine era does not guarantee immediate success in the electric space.

Legacy powerhouse Honda Motorcycle and Scooter India sold a surprisingly low 3,451 units for the entire year.

Their sales report shows they sold zero vehicles in January, indicating they only entered the market as the year was already underway. More tellingly, despite its legacy status, Hero Motocorp finished in fifth place (1,09,184 units), notably trailing not only TVS and Bajaj, but also the newer EV-focused players Ather and OLA.

This highlights that the EV market is a new frontier where established players are having to prove themselves all over again.



What the Numbers Tell Us About Tomorrow

The annual sales figures paint a clear picture: the electric vehicle market is far more nuanced, competitive, and volatile than the simple headlines suggest.

It's a landscape where a dominant duo of established players has quietly secured the top, the battle for every other position is fierce, monthly performance is chaotic, and legacy giants are still finding their way.




















The data doesn't just tell us about the year that was; it poses a crucial question for the future. As the market matures, will the steady players maintain their lead, or will the volatile disruptors finally find their stride?



Ankitt Sharrma
Co-founder & Editor: All India EV

E-Rickshaw Sales - Dec & CY 2025











Top 20

	Company Name	Sales in Dec 25	Total Sales in CY 25
	Zeniak	4,069	13,388
	Hooghly Motors	2,742	8,003
	YC Electric Vehicles	2,710	40,747
	Aahana Commerce	2,057	8,179
	Dilli electric Auto	1,975	20,445
	Fede Industries	1,808	5,671
	Jajodia Commodities	1,693	4,811
	Terra Motors	1,560	10,357
	Saera electric	1,436	23,256
	Vani electric	1,348	6,564
	Big Bull Trader	1,202	5,082
	Mini Metro EV	1,090	12,870
	Move Stone Services	1,062	5,270
	J. S. Auto	1,022	11,584
	Energy Electric Vehicles	958	12,795
	R3 Enterprise	929	2,845
	Apsara Enterprise	858	3,410
	DYS Impex	781	1,595
	Unique International	763	11,225
	Adidev Technoa	731	2,712

Data as of Dec 31st 2025

E-3W Goods - Dec & CY 2025

Top 10











	Company	Sales in Dec 25	Total Sales in CY 25
	Mahindra Last Mile Mobilty	540	6,552
	Bajaj Auto Ltd	450	5,282
	Omega Seiki	317	3,781
	Euler Motors	251	3,060
	YC Electric Vehicles	236	410
	Atul Auto Ltd	235	1,161
	Green Evolve	125	702
	3EV Industries	95	596
	E Royce Motors	87	1,502
	Piaggio Vehicles	87	1,502



Data as of Dec 31st 2025

E-3W Passenger - Dec & CY25

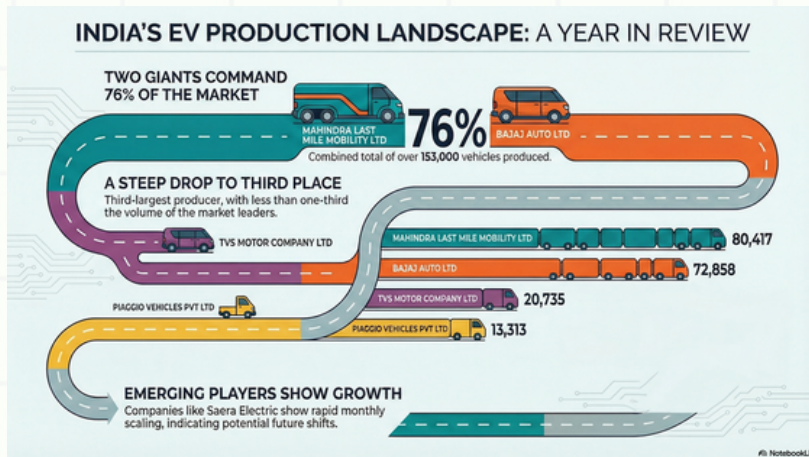
Top 10

	Company	Sales in Dec 25	Total Sales in CY 25
	Bajaj Auto	6,916	72,858
	Mahindra last Mile Mobility	6,645	80,417
	TVS Motor	2,824	20,735
	Piaggio Vehicles	1,234	13,313
	TI Clean Mobility	638	6,498
	Omega Seiki	440	2,908
	Saera electric	408	1,387
	Euler Motors	149	932
	Atul Greentech	145	1,544
	Dilli Electric	143	1,039



Data as of Dec 31st 2025

E-3W Passenger - Market Analysis



The electric vehicle sector is a constant barrage of press releases touting revolutionary battery tech and billion-dollar factory plans.

But press releases don't build market share. Production lines do. The real, unvarnished story of the industry is written in the hard numbers of actual output.

By looking past the noise and focusing on the vehicles that rolled off the line, we can uncover four counter-intuitive and impactful truths about who is really winning, where the true competitive gaps lie, and what the future of this dynamic market might hold.

The Market Is Dominated by Just Two Giants

While many companies are vying for a piece of the EV market, the production data reveals that it is fundamentally a two-horse race.

Two manufacturers—Mahindra Last Mile Mobility Ltd and Bajaj Auto Ltd—overwhelmingly dominate the landscape.

Their annual production totals eclipse the rest of the field, with Mahindra producing 80,417 units and Bajaj producing 72,858 units.

Together, these two companies manufactured a combined 153,275 vehicles, representing approximately 76% of the total production from the ten manufacturers listed.

This level of dominance allows the leaders to leverage economies of scale in component sourcing, command dealer network loyalty, and absorb supply chain shocks in ways smaller competitors cannot, creating a formidable competitive moat.

A Steep Cliff Separates the Top Tier from Everyone Else

The data doesn't just show a gap between the top and the bottom; it reveals a veritable grand canyon between the second and third positions. This chasm highlights a clear division between the established titans and the rest of the challengers.

Consider the annual production of the #2 manufacturer, Bajaj Auto Ltd (72,858 units), compared to the #3 manufacturer, TVS Motor Company Ltd (20,735 units).

The difference between them is over 52,000 units. To put that in perspective, the gap alone is more than double TVS's entire yearly output.

This isn't just a tiered market; it's a two-level system, with the giants operating on a plateau the challengers can't yet see.



One Challenger's Growth Story Is a Sign of What's Possible











Buried within the dominance of the leaders is a remarkable story of disciplined growth from a challenger: TVS Motor Company Ltd. While its annual total places it a distant third, its production trajectory tells a story of relentless, methodical execution.

TVS's story is not one of a few good quarters, but of a relentless, methodical climb. Starting at a mere 133 units in January, the company increased its output nearly every single month, culminating in 2,824 units by December.

This unwavering ramp-up signals a mastery of production scaling that is exceedingly rare and suggests their challenge to the top tier is both serious and sustainable.

Electric 4W Sales - Dec & CY25

Top 10

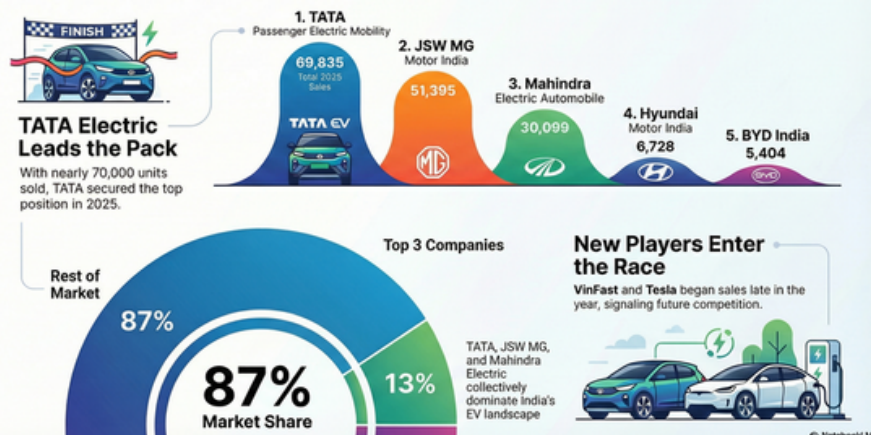
	Company	Sales in Dec-25	Growth / Decline (MoM)	Total Sales
	Tata Passenger Electric Mobility	6,473	0.75%	69,835
	JSW MG Motor India	3,579	-7.09%	51,395
	Mahindra Electric Automobile	2,900	-2.13%	30,099
	Hyundai Motor India	265	-31.70%	6,728
	BYD India	238	-46.03%	5,404
	Mahindra & Mahindra Ltd	202	27.85%	3,434
	Kia India	316	-33.89%	2,734
	BMW India	345	23.21%	3,194
	VinFast Auto India	377	22.40%	827
	Tesla India Motors & Energy	69	43.75%	226



Data as of Dec 31st 2025

Electric 4W Sales - Market Analysis

India's 2025 Electric Vehicle Market Leaders



The buzz around India's electric vehicle (EV) market has reached a fever pitch, with headlines heralding a new era of sustainable mobility.

But a closer look at the complete 2025 sales data reveals a story that's far more complex than the general hype suggests.

The numbers paint a picture of unexpected twists, absolute dominance by a few key players, and surprising stumbles from global automotive titans. Here are the five most significant takeaways from the data.

It's Tata's Market, and Everyone Else Is Just Driving In It

One of the most counter-intuitive findings is the lackluster performance of established global brands. HYUNDAI MOTOR INDIA LTD sold just 6,728 units, while KIA INDIA PRIVATE LIMITED sold a mere 2,734 units throughout 2025.

When contrasted with the market leaders, their numbers appear even smaller. The third-place company, MAHINDRA ELECTRIC AUTOMOBILE LTD, sold nearly five times more EVs than Hyundai.

This lag suggests a potential mismatch between their global EV platforms and the specific price sensitivity and feature requirements of the Indian consumer, or perhaps a strategic underestimation of the market's pace.

Global Automotive Giants Are Still in the Slow Lane

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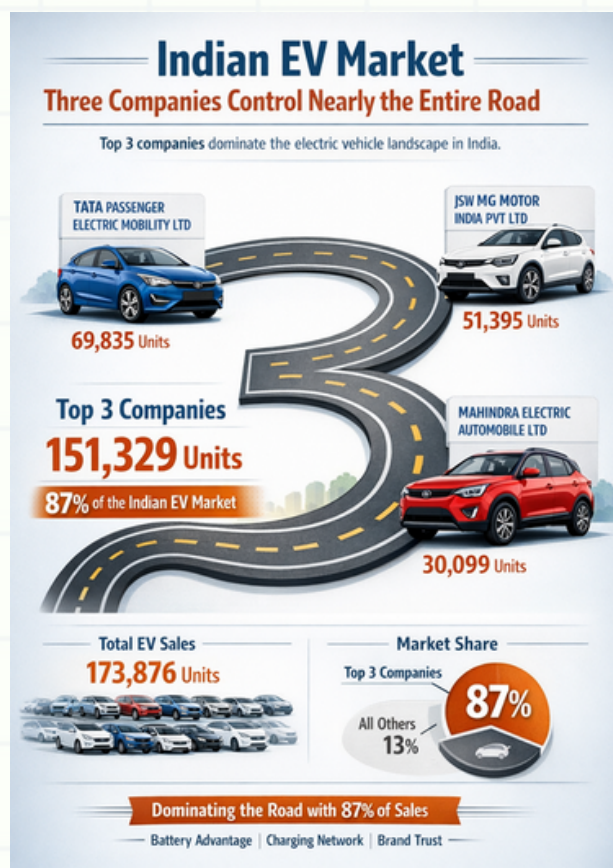
This lag suggests a potential mismatch between their global EV platforms and the specific price sensitivity and feature requirements of the Indian consumer, or perhaps a strategic underestimation of the market's pace.



Three Companies Control Nearly the Entire Road

The Indian EV market is currently a top-heavy landscape. The combined sales of the top three manufacturers—TATA PASSENGER ELECTRIC MOBILITY LTD (69,835), JSW MG MOTOR INDIA PVT LTD (51,395), and MAHINDRA ELECTRIC AUTOMOBILE LTD (30,099)—amount to a massive 151,329 units.

Data as of Dec 31st 2025



Based on the total sales of 173,876 units across all listed manufacturers, this means these three companies alone account for approximately 87% of the entire Indian EV market.

This level of market concentration suggests that early advantages in battery sourcing, charging network development, and brand trust have created formidable moats that new entrants will struggle to cross.

The Tesla Twist—A Global Titan's Tiny Footprint

Perhaps the most shocking statistic in the entire dataset belongs to the world's most recognized EV pioneer. TESLA INDIA MOTORS AND ENERGY PVT LTD recorded total 2025 sales of just 226 units.

While the data shows that the company's sales only began in the final months of the year, indicating a very recent and limited market entry, the initial numbers are remarkably low for a brand of its stature.

This likely reflects a CBU (Completely Built Unit) import strategy that results in prohibitive pricing for all but the wealthiest buyers, compounded by the lack of a widespread charging and service infrastructure at launch.

The Newcomers to Watch

While the market is concentrated at the top, new challengers are already making their presence felt. VINFAST AUTO INDIA PVT LTD demonstrated a particularly aggressive launch, going from zero sales for most of the year to selling 827 units in the final quarter alone.

Even more established is the threat from China's BYD, which has not only gained a foothold but has surpassed global legacy brands like Kia and BMW in the Indian market with its 5,404 units sold.

Interestingly, the data reveals a clear split in Mahindra's EV strategy, with the dedicated 'MAHINDRA ELECTRIC AUTOMOBILE LTD' entity (30,099 units) vastly outselling the legacy 'MAHINDRA & MAHINDRA LIMITED' brand (3,434 units) in the EV space. This suggests a focused corporate structure is paying dividends.

These aggressive new entrants prove that while the market is currently dominated by a few, the competitive landscape is still evolving and far from settled.

“

The 2025 sales data reveals an Indian EV market defined by decisive domestic dominance, surprising struggles from global giants, and the bold first steps of new challengers.

It's a landscape that is both more concentrated and more dynamic than many observers believed.

As global players ramp up production and new brands fight for market share, will 2026 see this landscape completely redrawn, or will the current champions solidify their reign?

Data as of Dec 31st 2025

Electric Bus Sales - Dec & CY25

SWITCH

Switch
Mobility
175

Total Sales 950



JBM Group
Our milestones are touchstones

JBM Auto
Limited
134

Total Sales 692



PMI
Driving a greener tomorrow

PMI electro
Mobility
127

Total Sales 1,041



Olectra

Olectra
greentech
97

Total Sales 990



PINNACLE INDUSTRIES

Pinnacle
Mobility
10

Total Sales 310



TATA MOTORS

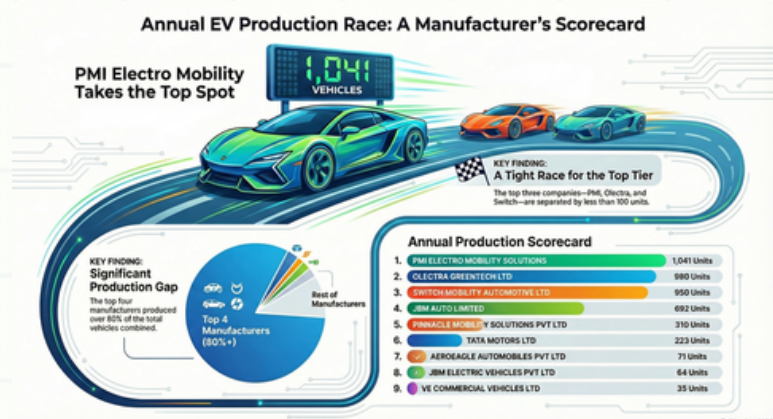
Tata
Motors
9

Total Sales 223



Data as of Dec 31st 2025

Electric Bus Sales - Market Analysis



The public conversation around electric vehicles is often dominated by a few household names and flashy consumer models.

However, a closer look at the annual production statistics reveals a far more complex and surprising story.

The data shows that the race to manufacture EVs at scale isn't being won by the companies you might expect. This analysis breaks down the most unexpected takeaways from the numbers.

The Leaders You've Probably Never Heard Of

The top of the production leaderboard is not occupied by traditional automotive giants or global brands. Instead, the companies shipping the most units are highly specialized firms focused squarely on the electric vehicle sector. The top three producers for the year were:

- PMI Electro Mobility Solutions: 1,041 units
- Olectra Greentech Ltd: 990 units
- Switch Mobility Automotive Ltd: 950 units

This is a significant finding, as it suggests that smaller, more agile EV-native companies are currently outmaneuvering larger, more established brands in this specific manufacturing segment.

The Curious Case of the Quiet Giant

One of the most counter-intuitive findings in the data is the relatively low production volume from Tata Motors Ltd., a major name in the global automotive industry.

Their total annual production was just 223 units. To put this figure into perspective, it is less than what Pinnacle Mobility produced in just two strong months (June and November combined for 234 units).

This low volume, compounded by inconsistent monthly output that included producing zero units in

November, raises the question: does this reflect a deliberate, phased strategy, or is the company facing unique challenges in this market segment?

A deep chasm exists between a handful of top producers and the rest of the field, indicating a highly concentrated market.

The data shows that the top four manufacturers (PMI Electro Mobility, Olectra Greentech, Switch Mobility, and JBM Auto) collectively produced 3,673 units over the year. In stark contrast, the remaining five manufacturers listed in the data combined produced only 701 units.

This means the top four firms command an overwhelming 84% of the market's total production, leaving the other five to compete for the remaining 16%. It's also noteworthy that the data lists two separate 'JBM' entities.

While JBM Auto is the fourth-largest producer on its own, the presence of a second, smaller JBM-branded firm raises questions about corporate structure and go-to-market strategy within the same brand family.

The annual production data makes one thing clear: the electric vehicle manufacturing landscape is far more nuanced and unpredictable than mainstream headlines suggest.

Data as of Dec 31st 2025

Charge Quickly - Pay Less - Drive Confident

₹17 /kWh + (GST)



**SAVE
TIME**

Get back on the
road in minutes, not
hours



**SAVE
MONEY**

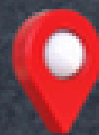
Our competitive rates
are consistently lower
than local stations



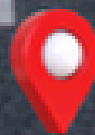
**CHARGE
SMARTER**

Reliable high-speed
power ensures you get
maximum miles for
your Rupee

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Mart



Sharda
University



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Park



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diode

Greening Bharat

Integency Energy & Mobility

Mr. Prabhat Padhi

Founder: Diode EV



DiodeEV is poised to play a significant role in accelerating EV adoption in India alongside government initiatives.

What inspired you to start DiodeEV and dive into the electric mobility space?

The inspiration behind it likely stems from the growing need for sustainable transportation and the increasing adoption of electric vehicles in India. Being part of DiodeEV means contributing to India's sustainability goals and promoting green mobility. It's a chance to drive change and be part of the electric revolution.

Can you share the early challenges you faced while building DiodeEV's first charging network, and how you overcame them?

Yes there was some early hurdles included:

- Identifying prime locations for charging stations
- Navigating regulatory approvals
- Ensuring reliable infrastructure

To overcome these, the team focused on:

- Collaborating with property owners and businesses
- Working closely with local authorities
- Investing in robust technology and maintenance

Looking back to 2017 when DiodeEV was founded in Bhubaneswar, what were the key milestones that validated your belief in rapid EV charging adoption in India?

While I don't have specific details on DiodeEV's 2017 milestones, India's EV landscape has seen significant growth driven by government incentives, increasing fuel costs, and rising environmental awareness. Key factors likely include:

- Growing EV sales and adoption
- Expansion of charging infrastructure
- Supportive policies for EV manufacturers

DiodeEV's presence in Bhubaneswar, a city embracing smart mobility, suggests they've tapped into these trends.



Your website highlights DiodeEV as a fast, reliable, and accessible charging infrastructure brand committed to “Greening Bharat.” How has this mission shaped your product strategy across different EV segments (2W, 3W, 4W, commercial)?

Key aspects of DiodeEV's strategy include:

- **Interoperability:** Ensuring charging stations are compatible with multiple EV models and networks, making it convenient for users.
- **Smart Charging:** Implementing intelligent charging systems that optimize energy usage, manage power loads, and predict peak usage times.
- **Grid Integration:** Developing Vehicle-to-Grid (V2G) technology to support grid stability and provide revenue streams for EV owners.
- **Accessibility:** Strategically locating charging stations in high-footfall areas, residential complexes, and along highways.

DiodeEV's efforts align with India's EV policy goals, such as the PM E-DRIVE scheme, which aims to deploy 72,000 fast chargers by FY25-26.

How has customer feedback influenced the evolution of your charging solutions — especially in terms of uptime, reliability, and user experience?

- **Uptime and Reliability:** Customers highlighted the need for consistently operational charging stations. DiodeEV responded by implementing proactive maintenance and monitoring systems to minimize downtime.
- **User Experience:** Feedback led to the development of user-friendly mobile apps, real-time station availability, and seamless payment integration.
- **Charging Speed and Options:** Customers requested faster charging and diverse connector types. DiodeEV upgraded stations with high-power chargers and multiple connector options.
- **Location and Accessibility:** Users suggested strategic locations. DiodeEV expanded to high-traffic areas, ensuring convenient access.

By listening to customers, DiodeEV has refined its offerings, enhancing overall satisfaction and trust in their brand.

EV charging in India has seen rapid growth — over 29,000 public charging stations installed in the last 5 years. How does DiodeEV differentiate itself in such a competitive ecosystem?

- **Reliability Focus:** DiodeEV prioritizes uptime and reliability, ensuring their chargers are IP54-certified, monsoon-proof, and IoT-enabled for remote monitoring.
- **Strategic Locations:** They partner with high-traffic locations like malls, restaurants, and dhabas to create integrated charging hubs, enhancing user convenience.
- **Advanced Technology:** DiodeEV invests in solar-based charging, AI-driven fast and slow chargers, and advanced battery health monitoring systems.
- **User-Centric Approach:** Their focus on user experience includes features like real-time station availability and seamless payment integration.
- **Partnerships:** Collaborations with property owners, businesses, and local authorities help expand their network efficiently.

What are the biggest opportunities you see for DiodeEV in the next 3-5 years — both in terms of technology and market expansion?

- The global automotive diode market is projected to grow at a CAGR of 6.8% from 2025 to 2033, reaching USD 1.5 billion by 2033.
- The diode market is expected to grow at a CAGR of 6.2% from 2021 to 2028, reaching USD 19 billion by 2028.



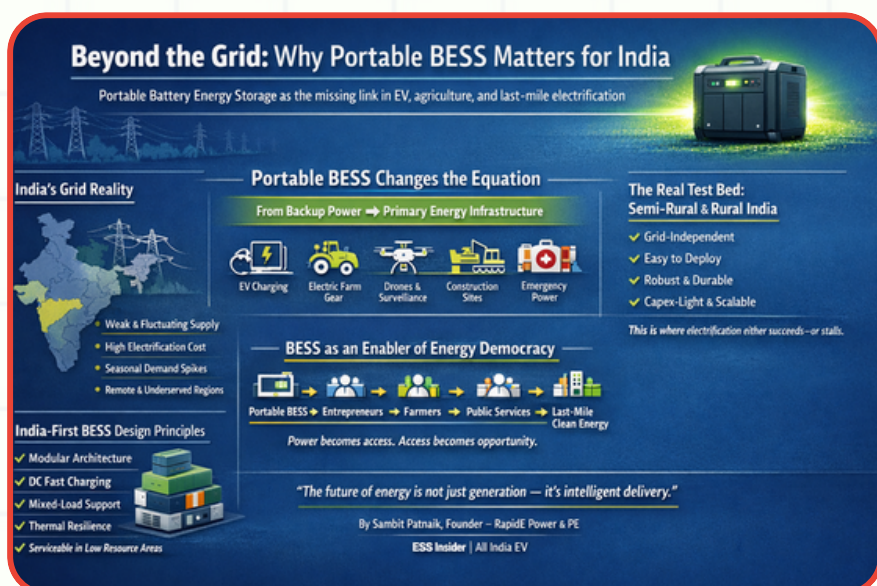
Beyond the Grid: Why Portable BESS Will Define the Next Phase of India's EV & Clean Energy Transition

Mr. Sambit Patniak

Founder & Director RapidE Power & Mobility Solutions



As India scales renewables and EVs, the next phase of innovation will be about flexibility, decentralization, and reliability. Portable and grid-free BESS solutions will sit at the intersection of these three forces.



The Grid-Centric Assumption Needs Re-thinking

Most EV infrastructure planning assumes a strong, accessible grid. In reality, large parts of India operate with:

- Weak or fluctuating grid supply
- High last-mile electrification costs
- Seasonal demand spikes (agriculture, logistics, emergency services)
-

This challenge is even more pronounced for electric farm equipment, last-mile EVs, drones, and mobility services in underserved or remote regions.

Waiting for perfect grid penetration risks slowing down adoption where electrification is needed the most.

This is where grid-free BESS solutions change the narrative, from dependence to resilience.

Portable BESS: From Backup to Primary Infrastructure

Traditionally, battery storage has been viewed as backup. However, portable power stations with in-built BESS are now capable of acting as primary energy nodes, enabling:

- On-demand EV charging without fixed infrastructure
- Field-based charging for electric farm equipment
- Reliable power for drones used in agriculture, surveillance, mapping, and disaster response
- Temporary or mobile energy hubs for construction sites, rural enterprises, and emergency relief

In essence, portable BESS transforms energy from a location-bound utility into a movable asset.



Why Underserved Areas Are the Real Test Bed

Urban EV adoption is accelerating, but underserved and semi-rural regions will ultimately define the success of India's electrification story. These regions demand solutions that are:

- Grid-independent
- Easy to deploy and relocate
- Robust under harsh operating conditions
- Economically viable without heavy capex

Grid-free portable power stations, when designed specifically for Indian conditions, can leapfrog traditional infrastructure limitations, much like mobile telecom did two decades ago.

Designing for India, Not Importing Assumptions

One of the key learnings from building indigenous solutions is that BESS cannot be copy-pasted from global markets. Indian use cases require:

- Modular architectures
- Compatibility with DC fast charging and mixed loads
- Thermal and environmental resilience
- Serviceability in low-resource settings

At RapidE Power & PE, our focus has been on engineering-first, use-case-driven BESS platforms, rather than adapting consumer-grade power products for industrial realities.

BESS as an Enabler of Energy Democracy

Perhaps the most powerful aspect of portable BESS is its role in democratizing access to energy. When power becomes mobile:

- Entrepreneurs can operate without waiting for infrastructure
- Farmers gain autonomy over electric equipment
- Public services become more reliable
- Clean energy reaches the last mile faster

This is not just an EV story, it is a livelihood, productivity, and resilience story.

As India scales renewables and EVs, the next phase of innovation will be about flexibility, decentralization, and reliability.

Portable and grid-free BESS solutions will sit at the intersection of these three forces.

The future of energy will not only be about how much power we generate, but how intelligently, inclusively, and flexibly we deliver it.

And in that future, batteries won't just store energy they will unlock possibilities.



Scan. Pay. Charge. Repeat: The Thinking Behind ACS Energy's UPI-Led EV Charging Model

Mr. Jash Seth
Co-Founder: Ayka Control System



In EV charging infrastructure, payments and network reliability are non-negotiable, if either fails, charging fails.

What inspired the founding of ACS Energy and how did the idea first come to life?

ACS Energy was born at the intersection of my experience in the nuclear energy space and India's rapid shift toward electrification.

Working in nuclear schools taught one fundamental lesson: energy systems must be safe, reliable, simple, and built for scale. There is no room for ambiguity, user error, or system failure. Energy, at its core, is a utility, not a tech gimmick.

EV adoption was accelerating, but charging infrastructure was becoming over-engineered: multiple apps, logins, wallets, inconsistent settlements, and poor first-time user experiences.

The key question that sparked ACS was simple: If India already pays for everything with UPI, why should EV charging be any different?

ACS Energy was founded to build mass-market charging infrastructure that is:

- simple to use (no apps, no friction),
- reliable like core energy infrastructure,
- and economically viable for site owners.

That belief led to a UPI-first approach, making EV charging intuitive, trusted, and ready for scale, just like electricity itself.

Who are the founders of ACS Energy and what experiences did they bring into building this company?

ACS Energy was founded by Mihir Bhanushali and me. Before starting ACS, I spent a significant part of my career working in the nuclear power sector, where I learned what it truly means to design energy systems that are safe, reliable, and built for scale.

There is very little tolerance for failure or ambiguity in that environment, and that discipline has deeply influenced how I think about infrastructure.

What makes ACS Energy's UPI-enabled EV charging system different from other charging tech?

Unlike conventional charging systems that rely on apps, subscriptions, or closed digital wallets, ACS Energy is built for instant use. With UPI-based payments at the core, users can simply scan, pay, and charge, eliminating onboarding, delays, and friction.

By tightly integrating intelligent hardware with a robust software ecosystem, ACS delivers smart charging, real-time monitoring, transparent settlements, and instant refunds.

The result is an EV charging experience that is efficient for operators, effortless for users, and fundamentally aligned with how India already transacts—simple, reliable, and built for scale.

How did the team tackle the key challenges in EV charging infrastructure development?

In EV charging infrastructure, payments and network reliability are non-negotiable, if either fails, charging fails.

That's why ACS Energy mandates a compulsory on-charger display across all deployments. When a fault occurs, users and technicians can instantly see what's wrong, power, network, or safety, without relying on apps or backends.

This simple standard cuts downtime, speeds up fixes, and keeps chargers operational in the real world.

Can you share the story of ACS Energy's funding journey — from prototyping support to pre-seed investment?

We began building our first prototypes in mid-2022, driven by equal parts curiosity and conviction.

The early days were hands-on and experimental, supported by RIIDL, a few crucial grants, and our own capital, funds we had carefully accumulated through previous ventures.

As the prototypes evolved, so did our confidence. We started seeing real traction, strong validation from the market, and clear proof that the technology not only worked but could scale.

That momentum marked a turning point for us, eventually leading to the successful raise of our pre-seed round, an important milestone that reinforced our belief in what we were building.

What went into securing the pre-seed investment led by Inflection Point Ventures, and what does it mean for the company?

Well our investment process was pretty long - where we got clarity on what it will take to build a venture scalable business.

Having IPV trust us in this round gives us the conviction to build our platform and products at world class scale.

What were the biggest obstacles the team faced in building a scalable EV charging solution, and how were they overcome?

One of the biggest obstacles in building a scalable EV charging solution was hesitation from real estate developers, driven by unclear ROI, low early utilisation, safety concerns, space constraints, and the fear of ongoing operational responsibility.

This was compounded by weak enforcement, which reduced urgency and allowed EV infrastructure decisions to be repeatedly deferred.

We overcame this by repositioning EV charging as a managed infrastructure asset with clear ownership, predictable economics, and minimal burden on developers, supported by pilot deployments and real usage data that demonstrated long-term value and viability.

What's next for ACS Energy: product roadmap, expansion plans, and how the company sees the future of EV charging in India?

We are now doubling down on the real estate segment for EV charging infrastructure, with focused expansion planned across India's metro cities.

As residential and commercial developments increasingly adopt electric mobility, we see this sector playing a pivotal role in shaping sustainable charging ecosystems.

The future of EV charging in India is promising, especially for companies that can remain lean, disciplined, and resilient.



From Pilots to Procurement: How 2025 Redefined India's ESS/BESS Playbook

Mr. Rohit Gupta
Industry Expert Battery for Mobility & ESS/BESS

India didn't "install" its way into a storage market in 2025. It tendered its way into one.

That difference is not semantics, it's strategy. When a country moves from pilots to GWh-scale procurement, it's no longer asking whether storage works. It's deciding who carries the peak, who absorbs renewable volatility, and who gets paid for flexibility.

So the right question for 2025 isn't "How many MWh did we commission?"

It's: Did India lock in the mechanisms that make storage bankable, repeatable, and grid-relevant?

The highlights below map that shift, from policy levers like VGF to the auction volumes that effectively turned ESS into a planning resource rather than a renewable sidecar.

Policy + Regulatory Pivot

2025 was the year policy stopped treating storage like a "nice-to-have" and started treating it like grid infrastructure.

The focus moved to making BESS tariffs workable, defining use-cases clearly, and embedding storage into national planning logic.

In short: regulations began reducing uncertainty for DISCOMs and developers.

- **Storage became central to national planning**

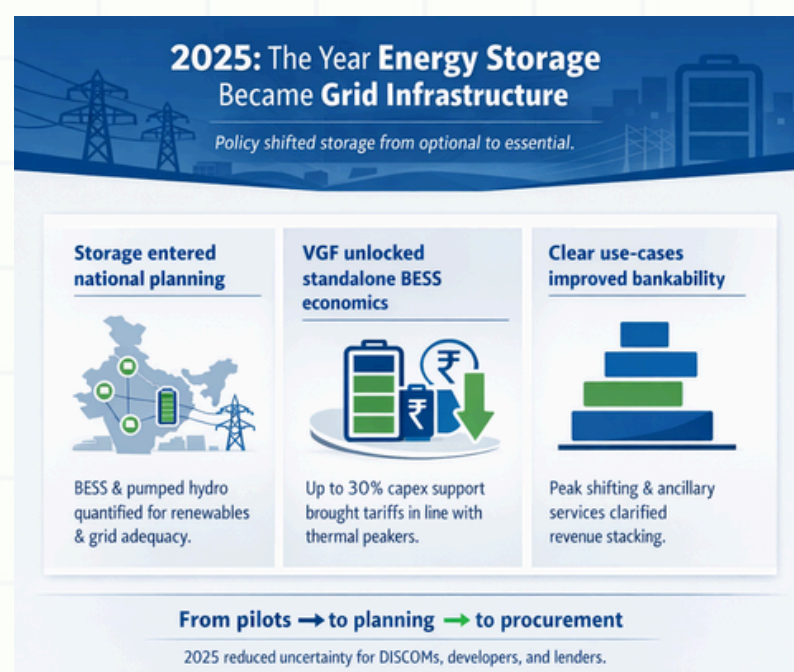
Planning frameworks increasingly quantified BESS and pumped hydro needs as a near-term requirement for renewable integration and resource adequacy.

- **VGF for standalone BESS became the key market lever**

A central viability gap funding (VGF) scheme supported standalone BESS economics with support up to ~30% of capex (capped per MWh), helping tariffs move closer to thermal peakers for peak demand.

- **Use-case clarity improved bankability**

Regulatory direction around peak shifting, ancillary services, and distribution-level use-cases helped stakeholders structure "revenue stacks" more confidently instead of betting on a single tariff line.



Market Size, Demand + Outlook

The story of 2025 wasn't just "how much got installed" but "how big the requirement has become." Market estimates pointed to rapid growth, while long-term projections started talking in hundreds of GWh. The install numbers looked modest, but the demand signal was loud.

- **Market size in 2025: ~\$386-390 million**

The India BESS market in 2025 was estimated around USD 386-390 million, with projections of ~26% CAGR to cross USD 1.2 billion by 2030 across grid-scale, C&I, and behind-the-meter segments.

- **Long-term storage requirement entered the "400+ GWh" conversation**

Projections increasingly referenced total storage needs in the 400+ GWh range by the early 2030s, including estimates pointing to ~74 GW / ~411 GWh by 2032 alongside a large pumped hydro pipeline.

- **Installations slowed in 1H 2025, but the context matters**

After a sharp jump in 2024 (over 340 MWh installed vs ~50 MWh in 2023), 1H 2025 saw ~48 MWh of new installations. This was widely read as an execution pause before the tender pipeline converts into on-ground projects.

Tenders + Allocations

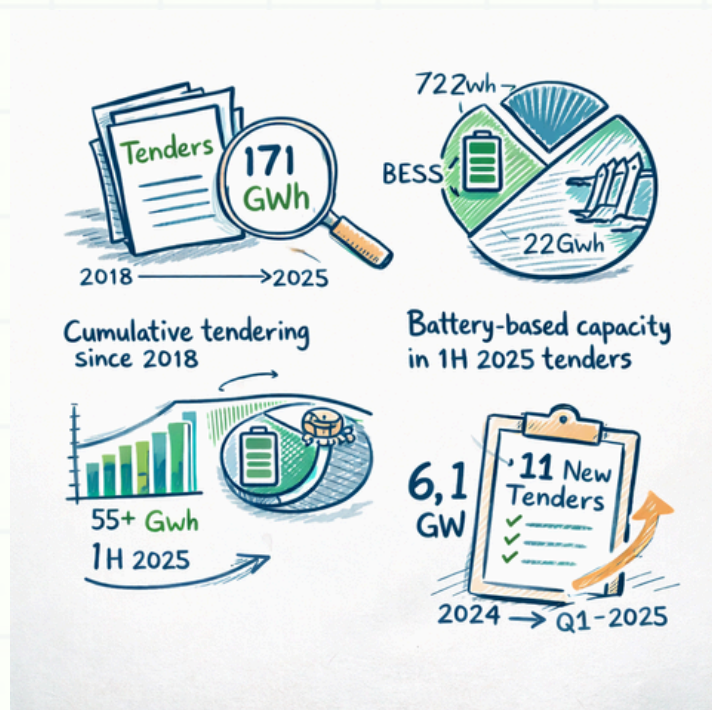
If 2025 had one defining signature, it was tender volume. India effectively used auctions as the market-making mechanism, pushing GWh into bid pipelines at record pace. This changed the center of gravity from "pilot deployments" to "procurement-led scale-up."

- **Cumulative tendering hit ~171 GWh since 2018**

By mid-2025, India had launched tenders for around 171 GWh of energy storage capacity since 2018, including 55+ GWh in just the first half of 2025.

- **Battery-based capacity formed a meaningful slice of new bids**

Within the 1H 2025 tender volume, roughly 22 GWh was directly battery-based, showing a clear tilt towards BESS even as pumped hydro remained a major component.



Big Utility + SECI Moves

Two forces shaped the market narrative: central agencies (especially NTPC and SECI) and state-led procurement models. The key trend was scale and standardisation, with tenders getting larger, more repeatable, and more aligned with peak-demand needs rather than generic "storage add-ons."

- **NTPC emerged as the most active BESS tendering agency**

NTPC issued around six BESS tenders totalling ~5.75 GW since 2022, and remained a lead actor through 2025 in standalone and RE+storage rounds.

- **SECI scaled ESS-linked procurement and FDRE designs**

SECI advanced large tenders including 1000 MW / 4000 MWh ESS-linked structures, and FDRE frameworks such as 1,200 MW RE with peak dispatch obligations of ~4,800 MWh.

- **States stepped up with large, location-specific procurement**

States like Maharashtra, Gujarat, Chhattisgarh, and Uttar Pradesh floated or advanced large standalone BESS and solar+storage RfPs. Maharashtra, notably, distributed 2,000 MW / 4,000 MWh of standalone BESS across substations under a VGF-backed structure.

Technology, applications + Investment Themes

In 2025, the storage conversation matured from “what is BESS useful for?” to “which grid problem are we buying BESS to solve?”

Use-cases solidified around peak, reliability, and grid-support services. Investment narratives also widened from annual tender numbers to decade-scale opportunity.

- **Use-cases consolidated around peak and grid services**

Peak shaving, renewable firming, and ancillary services became the dominant themes, with grid planners and market designers explicitly discussing BESS for frequency regulation, voltage support, and T&D deferral.

- **Storage became a planning resource, not a sidecar**

National and industry narratives increasingly treated BESS and pumped storage as co-equal instruments for resource adequacy, rather than bolt-ons attached to solar or wind projects.

- **The opportunity narrative widened to “multi-decade capex”**

Analyst commentary pegged the broader Indian BESS opportunity at \$30B+ by 2030, implying that even with fast build-out, supply may lag the flexibility needed to balance rising renewable output, keeping space open for global tech and capital.

The cleanest way to read 2025 is this: India’s storage story moved from technology validation to market design stress-test.

The headline numbers (171 GWh launched to bid since 2018, 55+ GWh in 1H 2025, 6.1 GW standalone in Q1) are not just scale metrics, they are a signal that the grid is trying to “buy time” in the form of flexible capacity. But tenders are the easy part.

Execution is where narratives get audited.

If 2026 becomes a year of delayed commissioning, underpriced tariffs, and fragile O&M, India risks building a storage market that looks cheap on spreadsheets but expensive in reliability.

The more durable path is clear: procure storage like infrastructure, enforce performance like power supply, and structure revenue like a grid service not a one-time EPC event.

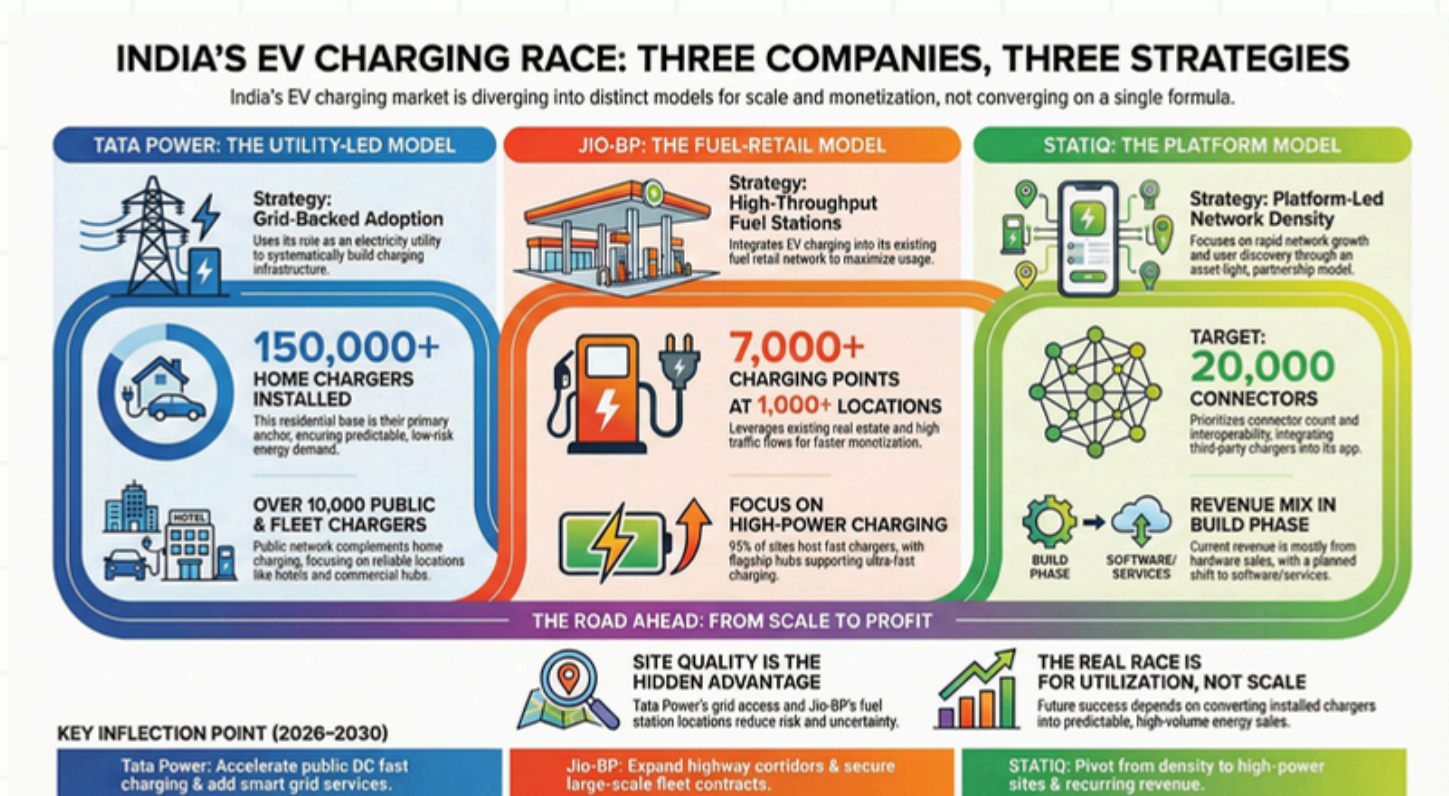
Because in a high-RE grid, storage isn’t a product category. It’s the difference between renewables being “installed” and renewables being “usable.”





India's EV Charging Market at the 2025 Inflection Point: How Three CPO Models Are Reshaping the Next Decade

Mr. Amit Singh
Founder: Radical Enertech



Why 2025 Marks a Structural Shift in India's EV Charging Market?

Strategic and Technical Dissection of Three Divergent CPO Models

As India closes 2025, the EV charging sector has entered a decisive phase where leadership is no longer defined by scale alone.

The market's centre of gravity has shifted toward utilisation quality, grid readiness, and durable business models.

India's EV charging landscape is no longer moving toward a single, uniform model. Instead, it is breaking into clearly defined paths shaped by who builds, who owns, and who monetises charging infrastructure.

At the center of this shift are three Charge Point Operators—Tata Power, Jio-BP, and STATIQ—each scaling rapidly, yet in fundamentally different ways. This year-end analysis looks beyond charger counts or press releases.

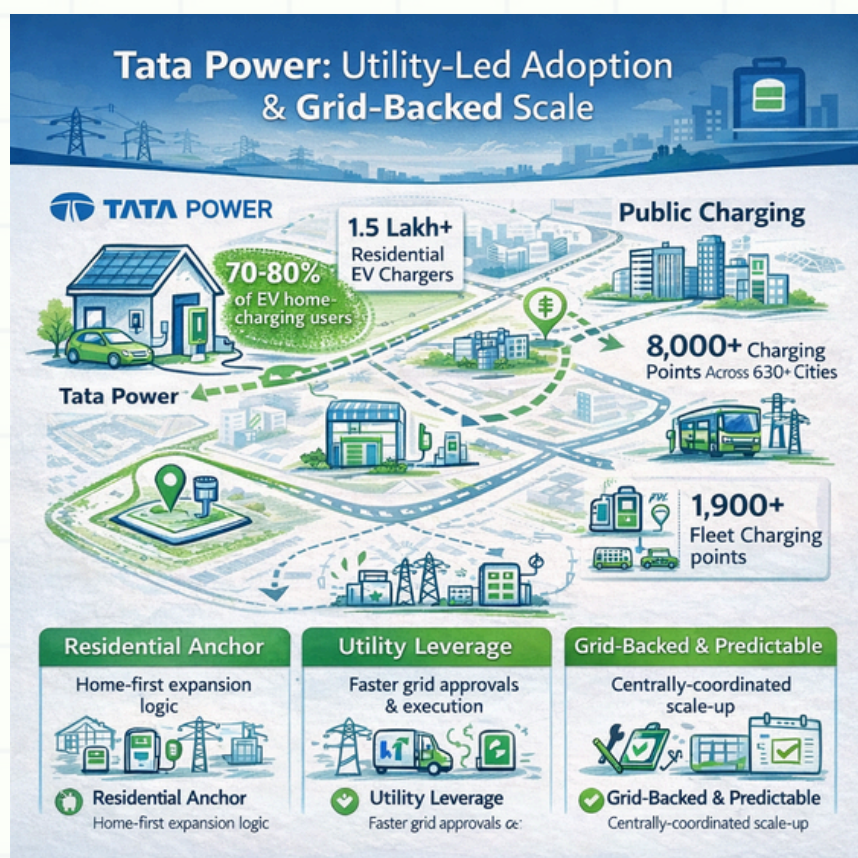
It examines charging portfolios—the total deployed and integrated charging assets—to decode how a utility-led approach, a fuel-retail throughput model, and a platform-driven urban network are each responding to India's electrification moment.

By unpacking their 2025 milestones, deployment logic, and business-model architectures, this piece turns scale into execution-level insight for those shaping the next decade of EV charging in India.

Three Diverging Models, Not One Winning Formula

- **Tata Power:** energy-services stack monetising customer lifetime value; behaves closer to regulated infrastructure with growth optionality.
- **Jio-BP:** mobility services and fuel-transition hedge; monetises charging through cross-sell and throughput.
- **STATIQ:** network orchestrator decoupling access from assets; monetises scale later via software, data, and subscriptions.

Network Scale & Deployment Footprint



Tata Power: Utility-Led Adoption and Grid-Backed Scale

By late 2025, Tata Power has further consolidated its position as India's largest integrated EV charging network operator, scaling both residential and public infrastructure well beyond early-year benchmarks.

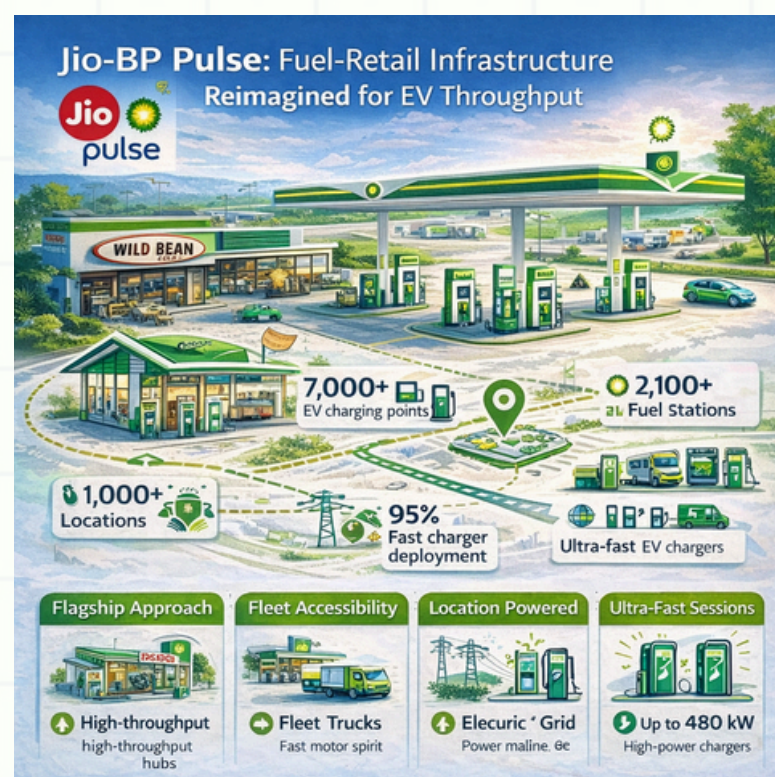
The company has crossed the 1.5 lakh (150,000+) residential home charger milestone, a data point that is strategically central rather than incidental. These installations serve an estimated 70-80% of India's EV home-charging users, making residential charging Tata Power's largest, most predictable, and lowest-risk utilisation pool.

This residential anchor fundamentally shapes Tata Power's expansion logic. Instead of relying on public charging to drive EV adoption, Tata Power uses home charging as the primary adoption enabler, ensuring that the bulk of daily charging demand is absorbed off-network.

Public charging, in this model, plays a complementary role.

Parallely, Tata Power's public and semi-public charging network has expanded to 8,000+ charging points, up from ~5,500 in mid-2025, deployed across 630+ cities and towns nationwide.

Beyond public access charging, Tata Power has also scaled 1,200+ dedicated e-bus charging points and 700+ fleet charging points, taking its non-residential energised charging base to over 10,000 points.



Jio-BP Pulse: Fuel-Retail Infrastructure Reimagined for EV Throughput

Jio-BP Pulse is the dedicated EV charging brand operated by Jio-BP (Reliance-BP JV).

It represents the public-facing EV charging network, spanning highway corridors, urban forecourts, and flagship mobility hubs, and is designed to function as future transport fuel infrastructure, not a standalone charger business.

In contrast to Tata Power, Jio-BP has scaled a fuel-retail-anchored charging network optimised for throughput rather than adoption enablement.

As of late 2025, Jio-BP reports 7,000+ live EV charging points deployed across ~1,000 locations, including 32 major operational hubs—its flagship, high-capacity EV charging sites.

This footprint is embedded within a rapidly expanding 2,100+ fuel-station retail estate, where EV charging is positioned as a core mobility service alongside HSD (high-speed diesel), MS (motor spirit), ATF (aviation turbine fuel), fleet services, and customer amenities such as Wild Bean Café, BP's global convenience retail and café brand integrated into fuel stations.

The network architecture prioritises high-throughput forecourt locations, not convenience-led parking assets.

Approximately 95% of sites host at least one fast charger, and select hubs support ultra-fast charging up to ~480 kW, among the highest publicly available power levels in India.

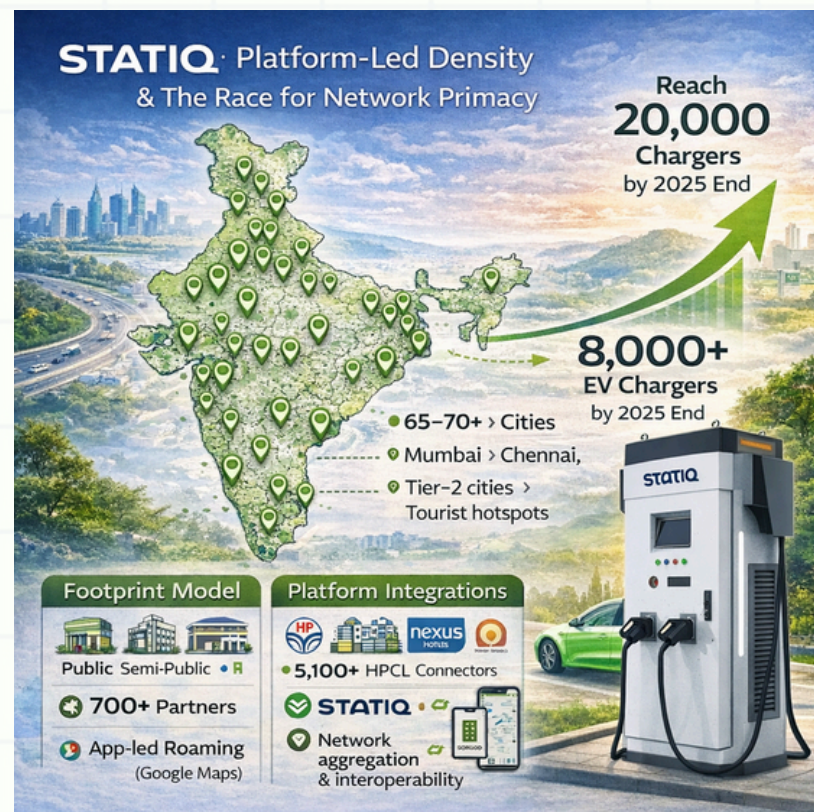
Recent flagship hubs like the one in Devanahalli, Bengaluru (launched October 2025), feature 28 charge points dispensing up to 360kW.

Operationally, Jio-BP emphasises reliability, reporting ~96% charger uptime, a critical metric for fleets and inter-city users.

This is not incidental engineering. Forecourt locations provide pre-secured land, known electrical envelopes, and predictable traffic flows, enabling Jio-BP to convert charging infrastructure into repeat, high-energy sessions faster than mall- or parking-led CPO models.

- **Execution Takeaway:** Jio-BP's charging footprint demonstrates a structurally advantaged throughput model, where utilisation is engineered upfront through fuel-retail anchoring rather than discovered post-deployment.

By leveraging forecourt real estate, high-power electrical headroom, and existing fleet traffic, Jio-BP converts charging infrastructure into repeat, high-kWh sessions faster than parking- or mall-led networks—positioning it as India's most execution-ready charging platform for fleets, highways, and long-distance mobility.



STATIQ: Platform-Led Density and the Race for Network Primacy

STATIQ has expanded its platform-centric charging footprint while retaining a discoverability-first expansion logic.

The company officially crossed 8,000 charging points in early 2025 and has articulated an aggressive target of reaching 20,000 chargers by year-end, signalling its intent to scale connector density ahead of full monetisation.

STATIQ's network spans 65-70+ cities, covering metros such as Mumbai, Bengaluru, and Chennai, alongside tier-2 cities and high-footfall tourist destinations.

Its asset mix comprises public, semi-public, and partner-hosted chargers, anchored by partnerships with 700+ luxury hotel properties, large retail formats such as Nexus Malls, and oil marketing companies including HPCL.

A critical technical nuance remains central: STATIQ reports connectors (individual AC/DC points), not unique sites. This distinction is not cosmetic—it reflects STATIQ's platform-centric growth thesis, where value is created through network aggregation and interoperability, rather than exclusive asset ownership.

Its EVLinq platform integrates substantial third-party capacity, including 5,100+ HPCL chargers, and is tightly coupled with app-led discovery and roaming integrations such as Google Maps.

From a revenue standpoint, STATIQ's current mix—~70% hardware sales and ~30% software and energy services—reflects a network-build phase, with a strategic shift underway toward recurring, service-led revenues as utilisation matures.

This represents deliberate sequencing, with hardware-led expansion used to seed network effects rather than indicating margin weakness.

- **Execution Takeaway:** STATIQ's late-2025 evolution confirms its role as India's largest platform-oriented charging network layer, optimised for interoperability, visibility, and rapid connector deployment.

The execution inflection now lies in translating connector scale into higher-power utilisation and recurring service revenues, rather than further expanding headline charger counts.

What the Numbers Actually Mean: Utilisation, Risk, and Economics?

1. Scale does not mean Monetisation Readiness

Connector count alone is misleading. Tata Power and Jio-BP convert scale into kWh throughput more predictably because of grid control (utility) and site quality (fuel forecourts) respectively. STATIQ's connector-dense model builds reach rapidly but delays revenue maturity unless power density and utilisation rise.

2. Residential vs Throughput Trade-off

Tata Power's residential bias accelerates EV adoption and stickiness, but monetisation ramps steadily. Jio-BP's forecourt bias enables earlier cash-flow via DC-heavy, fleet-friendly sites. STATIQ's urban density wins user discovery, not immediate throughput.

3. Site Quality Is the Hidden Moat

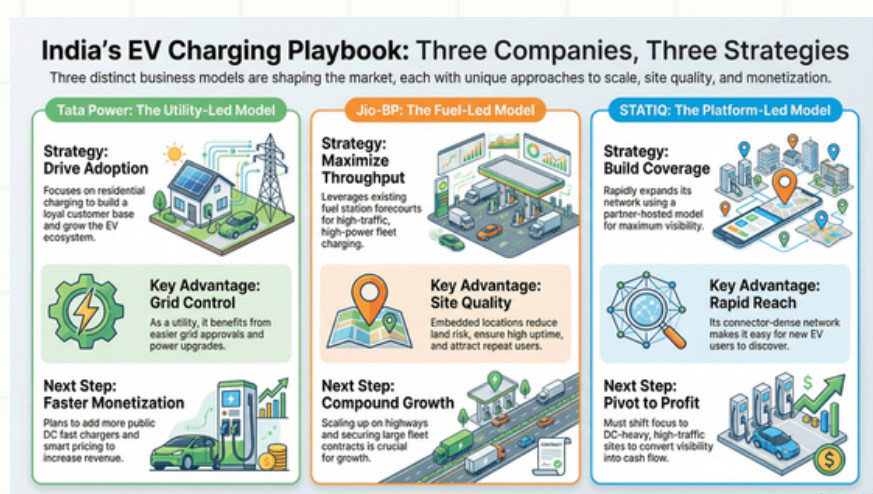
Jio-BP's embedded locations reduce land and grid risk, driving higher uptime and repeat usage. Tata Power's DISCOM adjacency eases approvals and upgrades. STATIQ's partner-hosted sites vary widely in power headroom and footfall, creating utilisation variance.

4. Data Interpretation Matters for Investors

Reporting connectors vs sites materially changes utilisation math. STATIQ's footprint appears largest by connectors, but site-level economics favour Tata Power and Jio-BP.

5. Next-Phase Inflection Points

- Tata Power: public DC densification + smart charging (ToD) unlocks faster monetisation
- Jio-BP: corridor scale-up and fleet contracts compound throughput
- STATIQ: pivot to DC-heavy, high-traffic sites is essential to translate visibility into cash flow



The period between 2026 and 2030 will determine whether India's charging networks transition from infrastructure-heavy balance sheets to utilisation-led, cash-generative platforms.

The key inflection will not be charger additions, but the ability to convert installed capacity into predictable kWh throughput, grid-aligned expansion, and recurring revenue.

- Tata Power: The inflection is converting its massive residential base into grid-optimised revenue through DC densification, smart tariffs, and storage-backed charging, without adding balance-sheet risk.
- Jio-BP: The next phase is about locking in highway and fleet throughput via ultra-fast corridor hubs, with uptime and power reliability emerging as the real execution test.
- STATIQ: The make-or-break moment is shifting from pure density to platform monetisation, where subscriptions, roaming, and enterprise integrations must outgrow hardware-led income.

Milestones

EV Sales Surge 61% YoY in November, Even as Many Carmakers See Monthly Declines

India's electric passenger vehicle (e-PV) segment registered strong 61% year-on-year (YoY) growth in November 2025, with 14,739 units sold, marking the fifth-best month of the year. Tata Motors continued its commanding lead with a 42% market share, while JSW MG Motor and Mahindra maintained their positions among the top three EV manufacturers.



Tata Motors Crosses 2.5 Lakh Electric Vehicle Milestone in India

Tata Motors has crossed a major milestone in India's electric mobility journey, with over 2.5 lakh TATA.ev cars now running on Indian roads. The achievement reinforces Tata Motors' leadership in the country's rapidly expanding electric passenger vehicle segment, at a time when EVs are increasingly being adopted by mainstream consumers beyond early adopters.

New Product Launched



Hero MotoCorp's Vida introduces the Dirt.E K3, an electric motorcycle specifically designed for young riders

Vida brand was created to reimagine mobility for a new generation. The Dirt.E series aims to offer structured and responsible early riding experiences, and that the K3 is designed to evolve with young riders as they gain skills and confidence.

Made-in-India meets the future: Ola Electric's S1 Pro goes live with indigenous Bharat Cell power

The S1 Pro+ (5.2kWh) is equipped with a 13 kW motor delivering brisk acceleration of 0-40 kmph in 2.1 seconds and an IDC-certified range of 320 km in DIY mode.



ZIEL Drives the Future with South India's First Intercity EV Bus Platform

Intercity travel is going green! Ziel has officially launched its dedicated electric vehicle platform, bringing sustainable, high-tech bus travel to high-demand routes across South India. Under the initial rollout, electric buses on the Ziel platform will be operated by GEMS, while ElectriGo will lease the first batch of vehicles.





Youdha Launches Trevo L5 Electric Cargo Three-Wheeler for Last-Mile Logistics

Youdha has expanded its electric commercial vehicle portfolio with the launch of the Trevo, a heavy-duty L5 electric cargo three-wheeler aimed at last-mile delivery and intra-city logistics applications.

Charge Sphere Launched: Tecell's Interoperable EV Charging Network for Seamless Cross-Network Access

The company stated the platform uses open protocols including OCPI and OCPP to enable integration between different charging networks. Charge Sphere allows EV drivers to access charging stations across multiple networks through a single application, according to the announcement.



Taiwan's Foxtron First Global Export EV is Here: Meet the Foxtron Bria

Taiwan's Foxtron Vehicle Technologies, a joint venture between Foxconn and Yulon Motor, has launched its first electric vehicle (EV), Bria, priced between US\$28,600 and US\$36,540, Reuters reported

Joint ventures & Partnerships



LG Energy Solution has sealed a staggering \$1.4 billion deal to supply electric vehicle batteries to Mercedes-Benz Group AG

The battery supply deal will run from March 1, 2028, to June 30, 2035, covering deliveries to North America and Europe. The company said the contract value and duration could change depending on further discussions with the customer.

Panasonic Energy and Zook have sealed a multi-year deal for Panasonic to supply its high-performance 2170 lithium-ion battery cells

Panasonic Energy said its 2170 cells deliver the energy density, safety, and reliability that Zook's high-performance vehicles require. The company added that these cylindrical cells have proven themselves in a range of electric vehicles and maintain a strong safety record.



Indofast Energy and Quantum Energy have joined forces to launch the affordable, battery-swappable 'Bziness XS' electric scooter

India's battery-swapping leader Indofast Energy has joined forces with Quantum Energy to launch the Bziness XS electric scooter, marking a significant push toward making electric mobility more accessible to Indian consumers and businesses.



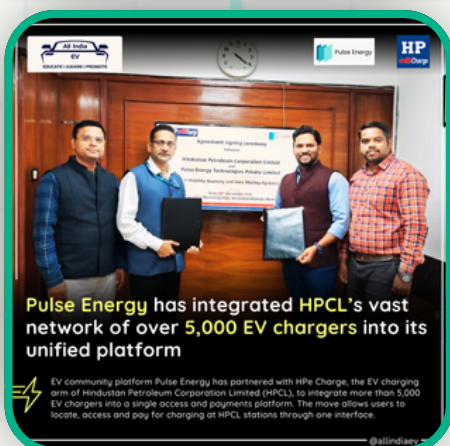


Renault, Ford Announce Strategic Partnership to Co-Develop EVs, Explore LCV Alliance in Europe

Renault and Ford have announced a major strategic partnership to co-develop two new Ford-branded electric cars on the Ampere platform, while also exploring joint production of selected light commercial vehicles in Europe.

Esysoft e-Mobility and Park+ have joined forces to deploy 10,000 EV charging points across India over the next three years

Esysoft e-Mobility and Park+, a community and corporate mobility platform, have announced a partnership to deploy 10,000 electric vehicle charging points across India over the next three years, marking an investment of ₹100 crore to expand public and semi-public charging infrastructure.

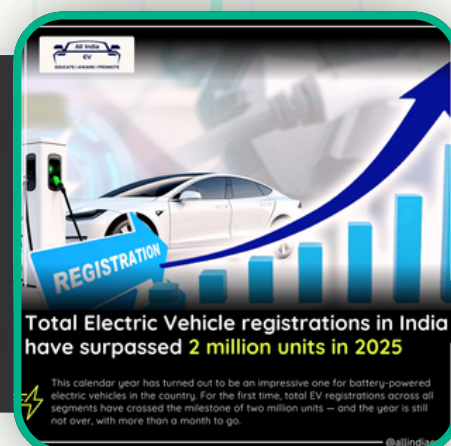


Pulse Energy Integrates HPCL EV Chargers on Single Access Platform

With HPCL joining the platform, Pulse Energy now provides access to chargers operated by Shell, ChargeZone, BESCO, Thunderplus, and other major networks, strengthening its nationwide charging ecosystem.

Hubej has partnered with Numocity to roll out the global "Plug & Charge" standard across India, the APAC region, and the Middle East.

The partnership strengthens both companies' positions in key growth markets by implementing Plug&Charge capabilities across Numocity's software platform, which currently powers leading CPO networks across growth markets.





HIVE and global software giant KPIT Technologies have launched a state-of-the-art LEV Engineering Centre in Delhi-NCR

The partnership aims to create end-to-end capabilities for the LEV segment, covering areas such as vehicle platform development, software and systems integration, and manufacturing enablement.

Mindra Group Strategic Collaboration with China's Tier 1 Giant REPT BATTERO: 1 GWh Exclusive Partnership for India's BESS Market

It represents a significant milestone in accelerating India's indigenous battery manufacturing capabilities and supporting the nation's ambitious mobility electrification goals.



Bijliride has teamed up with BGauss to scale its electric vehicle fleet to 10,000 units by December 2026

This collaboration will see BGauss providing high-performance electric scooters, intended to enhance Bijliride's rental and enterprise fleet significantly. Bijliride plans to expand its fleet by adding 7,000 additional electric scooters to its current 3,000 vehicles, aiming for a total of 10,000 electric vehicles (EVs) by December 2026.



Kinetic Watts & Volts is teaming up with Jio Things to bring cutting-edge Voice-Connected Technology to its upcoming electric vehicles

As part of the collaboration, KWV will deploy Jio's Internet of Things ecosystem to offer features such as voice-enabled vehicle interaction, smart digital instrument clusters, connected diagnostics, telematics and cloud-based analytics.





Zipbolt Launches AI-Powered ZeFlash.App for EV Battery Diagnostics Across 100+ CharjKaro Charging Stations

The deployment is being expanded to Dehradun, Agra, and other emerging EV hubs, strengthening the intelligence layer of India's charging infrastructure.

India's Belrise Industries has partnered with Israel's Plasan Sasa to jointly manufacture specialised EV components for military vehicles in India

As per PTI, under the agreement, the two companies will focus on introducing and adapting Plasan's ATEMM (All-Terrain Electric Mission Module) platform for Indian defence requirements.



Honda acquires LG Energy's Ohio EV battery plant for \$2.9B

Honda is set to buy out LG Energy Solutions' facilities and other assets from their joint battery plant in Ohio for roughly 4.2 trillion won (\$2.9 billion). The transaction, scheduled to close by the end of February, is aimed at improving operational efficiency amid a cooling U.S. EV market.

JBM Group signs exclusivity pact to buy Fortum's EV charging business in India

JBM Group is drawn to GLIDA's 850 charging points across 29 cities and 25 highways in 17 states amid India's green-mobility push that depends on the expansion of an effective EV charging network.



Who Got Funded?



Ultraviolette Raises \$45 Million from Zoho and Ferrari-owner Exor's Lingotto to Scale EV Bike Operations

Indian electric motorcycle maker Ultraviolette has secured \$45 million in fresh funding from Zoho Corporation and Italy-based investment firm Lingotto, a part of Exor NV — the parent company of Ferrari — as part of its ongoing investment round.

IFC is investing \$50 million in GFCL EV to build India's first fully integrated battery-materials facility in Gujarat

The investment, routed through compulsorily convertible instruments, will support large-scale production of lithium hexafluorophosphate (LiPF₆), electrolyte formulations, lithium iron phosphate (LFP) cathode materials, and PVDF/PTFE binders used in electric vehicles and energy-storage systems.



KETO Motors has signed an MoU with the Government of Telangana to establish a major electric bus manufacturing facility in Jadcherla

Announced at the Telangana Rising Global Summit 2025 in Bharat Future City, the project involves an investment of ₹300 crore and is expected to generate more than 2,000 direct jobs over the next three years





Propel Industries is set to invest ₹300 crore over the next three years to ramp up production of Electric Vehicles significantly

"Of the total annual turnover of ₹1,750 crore, nearly ₹175 crore comes from electric vehicles. We expect the revenue from EV trucks to double this year with higher volume of vehicles sold. We sell about 230 vehicles a year and it is expected to grow to 250 or 300 this fiscal."

Oben Electric has successfully secured ₹85 Crore in a Pre-Series B round, led by prominent Indian-American family offices, targets COGS breakeven by March 2026

With this infusion, Oben Electric's total funding to date has reached ₹285 crore. The fresh capital will be used to scale distribution, increase brand visibility and accelerate new product launches.



Bengaluru-based Entuple E-Mobility has successfully raised ₹13 crore in its pre-Series A funding round, led by Varanium Capital

According to the company, the investments are aimed at deepening its indigenous technology stack and improving efficiency, reliability and performance for original equipment manufacturer customers

VinFast is deepening its commitment to India, investing \$500 million to expand its manufacturing footprint in Thoothukudi, Tamil Nadu

VinFast, which has been aggressively building an EV ecosystem spanning manufacturing, distribution, charging and battery recycling, is positioning Tamil Nadu as a strategic export and supply-chain hub.





Vietnamese EV maker VinFast is investing an additional \$500 million to significantly expand its manufacturing facility in Thoothukudi, Tamil Nadu

VinFast and the government of Tamil Nadu signed an MOU to allocate approximately 200 hectares of land in the SIPCOT Industrial Park in Thoothukudi to support the development of the company's existing facility.

Vingroup has signed a historic MoU with the Government of Telangana for a proposed USD \$3 billion multi-sector investment


As per the MoU, both parties will collaborate to explore strategic opportunities across key sectors such as smart urban development, electric mobility solutions, healthcare, education, tourism, renewable energy, and charging infrastructure across 2,500 hectares in Telangana, it said in a statement



BESS / ESS Highlights of the month

ESS Insider is the backbone section of All India EV Magazine for anyone tracking how India's grid, renewables, and EV ecosystem will actually scale. Every month, we decode the most important ESS/BESS moves: project awards, tenders, policy and regulatory shifts, pricing cues, cell-to-system tech upgrades, and major partnerships.

This is where headlines turn into signals. What's getting deployed, what's getting delayed, and why it matters for costs, bankability, and timelines. If storage is becoming the new infrastructure layer of energy, ESS Insider is your monthly map of where the market is moving next.



CATL
宁德时代

The ESS Insider

CATL has begun large-scale shipments of its next-generation 587-Ah high-capacity cells, revolutionizing utility-scale energy storage

The systems will be developed on a build-own-operate basis by six selected bidders. Potanaji Ayurved secured the largest allocation of 250 MW/1,000 MWh, while Ultravibrant Solar Energy, Rama Reflection India, Mecpower Solutions, Bhagwati Lacto Vegetarian Exports, and Diwakar Renewable & Infra each won 50 MW/200 MWh. All winning bids were quoted at a uniform tariff of Rs 285,000 per MW per month. The selected developers will sign 15-year power purchase agreements with RVUNL.



The ESS Insider

LINEAGE POWER

Pace Digitek's Lineage Power has bagged a ₹997.10 million order for a new Lithium Iron Phosphate BESS from Advait Greenergy

Lineage Power specialises in advanced DC power systems and battery energy storage solutions built on lithium iron phosphate technology. The company has recently secured several large-scale BESS projects, including containerised LiFePO4 storage systems for utility-scale applications, showcasing its capability to handle complex, high-capacity storage deployments.



The ESS Insider

MCL

Mahanadi Coalfields Ltd is inviting bids to deploy a massive 60 MWh Battery Energy Storage System in Odisha to stabilize and integrate renewable energy

Mahanadi Coalfields Limited (MCL), a subsidiary of Coal India Limited, has issued an Expression of Interest (EOI) for the deployment of a high-capacity Battery Energy Storage System (BESS) in Odisha. This initiative forms a part of MCL's broader strategy to achieve net-zero emissions by integrating BESS technology with its existing and planned solar power plants.



The ESS Insider

SJVN

SJVN has launched a tender for a huge 250 MW / 500 MWh Battery Energy Storage System at the Panipat Thermal Power Station


According to the tender guidelines, the scope of work includes setting up the projects, enabling demand-based charging and discharging of the BESS, and building the transmission network and buy up to the interconnection point. It also requires identifying and allocating land for the projects.


 The ESS Insider



Reliance Power, through its new platform **Reliance Nu Energies**, has unveiled an ambitious pipeline of **4 GW of solar capacity and 6.5 GWh of grid-scale BESS**

Reliance Power, part of the Anil Ambani led Reliance Group, has outlined an ambitious clean energy expansion anchored by a 4 GW solar and 6.5 GWh battery energy storage system (BESS) project pipeline under its new platform, Reliance Nu Energies.

 The ESS Insider



Exicom and EONEX Energy are partnering to deploy massive, **MWh-scale Battery Energy Storage Systems across South India**

The partnership positions both companies to jointly deploy high-performance battery energy storage solutions tailored for commercial, industrial and renewable-integrated applications, said Nitin Singhal, Head - BESS Solutions, Exicom, in a social media post.


 The ESS Insider




India requires a monumental investment of ₹1.4 lakh crores to successfully build its targeted Battery Energy Storage System capacity by 2030: ICRA

Based on prevailing battery costs, the levelised storage cost using BESS for 2 hours to 4 hours of storage is estimated to be relatively high in the range of Rs. 4.0-7.0 per unit against Rs. 5.0 per unit in case of PSP projects.




 The ESS Insider



Solarworld Energy Solutions has secured a massive **₹806 Crore** contract from **Gujarat Urja Vikas Nigam** to deploy a critical **BESS in Gujarat**

Gujarat Urja Vikas Nigam has awarded the contract to Solarworld for building 200 MW/400 MWh Battery Energy Storage Systems in Gujarat. The company signed the Battery Energy Storage Purchase Agreement with Gujarat Urja on December 8.



 The ESS Insider



NTPC has issued a massive EPC tender to **install 2,670 MWh of Battery Energy Storage Systems across nine of its thermal power stations**

NTPC Limited, a Government of India Enterprise, has invited online bids for an EPC (Engineering, Procurement, and Construction) Package for BESS implementation at nine of its thermal power stations under Lot-2. This domestic competitive bidding process aims to integrate a substantial 2,670 MWh of Battery Energy Storage Systems into the national grid infrastructure.



 The ESS Insider



TNERC has approved TNGECL's purchase of power from a massive 1,000 MWh Battery Energy Storage System network

The Tamil Nadu Electricity Regulatory Commission has approved a significant initiative by the Tamil Nadu Transmission Corporation Limited (TANTRANSCO) to lease substation land to developers for a nominal fee of Re. 1 per project per year.



Naxion Energy has launched India's first **Sodium-Ion energy storage systems** and is investing **₹200 Crore** to build a **cell manufacturing facility in Hyderabad**

Speaking on the occasion, Naxion Energy India CEO Abishek Reddy said the investment will primarily be used to establish a high-capex sodium-ion cell manufacturing unit. At the same time, assembly operations are expected to begin by the end of next year.

Power Ministry Approves Massive ₹5,400 Cr to Strengthen India's Energy Storage

With increased demand for reliable, stable grid-balancing solutions, in June 2025, the Ministry approved a second, larger VGF scheme for the implementation of Battery Energy Storage Systems (BESS).

Powering the Future: PTC India & NLC India Form Mega 2,000 MW Green Energy JV

A new era for sustainable energy is here! PTC India and NLC India Renewables (NIRL) have officially joined forces to develop up to 2,000 MW of renewable power.

Powering the Future: 5 Government Initiatives Boosting BESS in India

1. Direct Fund-based support
2. Support Through Tax & Duty Relief
3. Manufacturing Incentives:
4. Regulatory measures
5. Demand Generation

Vikram Solar is diversifying its portfolio with a massive ₹4,371 crore investment into Battery Energy Storage Systems

Vikram Solar has received board approval for a ₹4,371.00 crore capital expenditure to launch the first phase of its Battery Energy Storage System roadmap through subsidiary VSL Powerhive.

Powergrid has invited bids to select a pre-bid partner for NVVN's ambitious 500 MWh Battery Energy Storage System tender

A standalone 250 MW / 500 MWh system designed to provide reliable, high-capacity energy storage. Set to be installed at the Brahmapuram substation in Kochi, Kerala, directly supporting the regional grid.

The ESS Insider HIRA GODAWARI POWER & ISPAT



Godawari New Energy to Invest ₹16.25 Billion in Massive 40 GWh Battery Storage Plant

Godawari Power & Ispat is making a bold leap into the future of clean energy! Its subsidiary, Godawari New Energy, has just approved a four-fold expansion of its Battery Energy Storage System (BESS) project



The ESS Insider HTHIUM

为AI+而生 智算中心全时长储能解决方案
Born for AI+: Full-duration energy storage solutions for AIDC



Hithium Unveils 8-Hour Battery Storage for Long-Duration Energy

The energy transition just got a massive boost. HITHIUM has officially unveiled the «Power8» — a 6.9MW/55.2MWh system and the first battery storage solution specifically engineered for 8-hour discharge cycles



REPT 瑞浦兰钧 The ESS Insider MINDRA REPT BATTERO

Welcome MINDRA GROUP REPT BATTERO!



Mindra Group Strategic Collaboration with China's Tier 1 Giant REPT BATTERO: 1 GWh Exclusive Partnership for India's BESS Market

This exclusive 1 GWh partnership signed By Mr. Dhairya Shah - Founder & CEO of Mindra Group, and Mr. Lance Zhang - Chief Strategic Officer - REPT BATTERO. It represents a significant milestone in accelerating India's indigenous battery manufacturing capabilities and supporting the nation's ambitious mobility electrification goals.



The ESS Insider



Saudi Arabia has officially completed the grid connection for its 7.8 GWh Battery Energy Storage System

Saudi Arabia has completed grid connection of its 7.8 GWh energy storage system, set to become the world's largest operational battery. The project supports renewable integration, powers 400,000 homes annually, and supports the Kingdom's Vision 2030 clean energy targets.



The ESS Insider geon



GEON introduces an all-in-one backup solution for homes and small businesses that includes an integrated inverter

The launch strengthens GEON's presence in the fast-growing integrated inverter segment and targets India's over four crore households and small businesses that depend on backup power for daily operations and continuity.



The ESS Insider paathya



Taj Exotica Goa & Tata Power announce clean energy storage clinic

Taj Exotica Resort & Spa, Goa has successfully implemented one of the hospitality sector's most advanced Battery Energy Storage Systems (BESS), establishing a new benchmark in sustainable energy management for luxury hotels. With an approximate storage capacity of 2 MW, this initiative is a pivotal step in IHCL's commitment to decarbonisation under Paathya and the Tata Group's Aalingana vision.

SECI has invited tenders to set up 125 MW / 500 MWh of Standalone Battery Energy Storage Systems in Odisha

Solar Energy Corporation of India (SECI) Ltd proposes to select Battery Energy Storage System Developers for setting up 6 Nos. of Projects of Standalone Battery Energy Storage Systems of cumulative capacity of 500 MWh (125 MW x 4 Hrs.) in Odisha with VGF supported through PSDF for "on Demand" usage under Tariff-based Competitive Bidding.

**Kerala's Power Play:
KSEB Greenlights ₹6,478 Cr Future-Ready Energy Plan**

The Kerala State Electricity Board (KSEB) has approved a Capital Investment Plan (CIP) with a total outlay of INR 6,478.41 crore for the 2026-27 fiscal year. The plan allocates INR 848.79 crore for power generation, INR 1,175.48 crore for transmission, and INR 1,669 crore for distribution activities.

HG Infra Engineering and GUVNL sign a landmark BESPA for a 300 MW / 600 MWh standalone BESS project in Gujarat

HG Infra Engineering has signed a battery energy storage purchase agreement with Gujarat Urja Vikas Nigam to develop a 300 MW/600 MWh standalone BESS project in Gujarat.

Other EV News



India's high-profile effort to build large-scale domestic manufacturing capacity for advanced chemistry cells (ACCs)—a critical component for electric vehicles and energy storage—may undergo major changes as deadlines slip and approved companies struggle to meet targets.



Meghalaya is moving decisively towards cleaner urban mobility, with plans to transition its auto-rickshaw fleet to EVs well before the National Games 2027.



The Tirumala Tirupati Devasthanams (TTD) has taken a significant step toward sustainable transportation by initiating a transition to electric vehicles (EVs) for mobility within the Tirumala temple ecosystem.



Ola Electric has announced a comprehensive nationwide overhaul of its service operations as it looks to reinforce customer confidence amid a sharp rise in scooter deliveries across India.



India's transition to clean public transport has received a significant boost with the government disbursing ₹1,634 crore under the PM e-Drive electric bus scheme



India and Germany are deepening their strategic cooperation to fast-track the country's transition to electric mobility, marking a significant step in global climate and clean-transport collaboration.



Ola Electric has taken a significant step toward battery self-reliance with the launch of its S1 Pro electric scooter equipped with the indigenously developed 4680 Bharat Cell. This move reinforces India's push toward localized EV manufacturing and reduced dependence on imported battery technology.



NLC India Ltd is undergoing a major transformation as it prepares for a future driven by sustainability, energy security, and technological resilience. The public sector enterprise is now repositioning itself as a diversified energy and mining company aligned with India's clean energy goals.



India has now installed 39,485 public EV charging stations under the PM E-DRIVE Scheme, according to data shared by Bharat Heavy Electricals Ltd (BHEL), the scheme's implementation agency.



The Government of India has disbursed ₹1,350 crore under the Production Linked Incentive (PLI) scheme, giving a strong boost to domestic automobile and auto component manufacturers.



Lithium-ion battery pack prices have continued their long-term decline, reinforcing the structural shift toward electric mobility and energy storage, even as raw material markets remain volatile. At the same time, manufacturers are using less material per kilowatt-hour, improving cell chemistry and design



Vietnamese conglomerate Vingroup has taken a major step toward expanding its global footprint by signing a Memorandum of Understanding (MoU) with the Government of Telangana for a proposed USD 3 billion multi-sector investment



Electric intercity mobility in India is gaining momentum as NueGo continues to expand its electric bus operations across multiple states. NueGo is strengthening its footprint by adding new long-distance routes that connect key urban and regional hubs with zero-emission transport solutions.



Maxvolt Energy has expanded its manufacturing footprint with the inauguration of a new battery production facility in Duhai, Uttar Pradesh, marking a significant step in the company's long-term growth strategy.



MSRTC is set to significantly strengthen its public transport network with the induction of around 8,000 new buses by 2026, according to State Transport Minister Pratap Sarnaik. The move is aimed at improving service reliability, and operational efficiency across urban and rural routes in the state.



Ola Electric has taken a significant step in strengthening India's electric vehicle ecosystem by launching Hyperdelivery for its vehicles powered by the indigenously developed 4680 Bharat Cell. The initiative is designed to dramatically shorten delivery timelines.



Ather Energy has taken a significant step toward its future product roadmap by unveiling a new design patent for its upcoming EL platform electric scooter. The patent hints at a more advanced, scalable architecture that could underpin Ather's next wave of electric two-wheelers in India.



Stellantis and China's battery giant CATL have officially begun construction of a large-scale lithium iron phosphate (LFP) battery plant in Zaragoza, Spain, marking a major step in Europe's transition toward cost-effective electric mobility.



Uttar Pradesh's ambition to emerge as a national hub for clean energy, electric mobility, and advanced manufacturing received a significant boost following high-level discussions between Chief Minister Yogi Adityanath and Tata Group leadership.



In a strategic move to reduce import dependence and strengthen its clean-technology ecosystem, the Government of India has unveiled a ₹7,280-crore incentive scheme aimed at establishing domestic manufacturing capacity for rare earth magnets.



India's electric mobility ecosystem is gaining momentum as Evera announces plans to significantly expand its electric vehicle (EV) fleet to 4,500 vehicles by 2026, responding to rapidly growing demand from corporate, logistics, and urban mobility segments.



Tesla has taken a significant step toward establishing its electric mobility ecosystem in India by commissioning its first EV charging station in Gurugram, Haryana.



India's electric vehicle (EV) market is showing renewed momentum, even as direct purchase subsidies are scaled back. The PM E-Drive programme is emerging as a key catalyst, shifting the focus from consumer incentives to ecosystem-level support and long-term demand creation.



Punjab is set to make electric vehicles (EVs) a cornerstone of its industrial growth strategy, as the state prepares to roll out a revamped industrial policy aimed at attracting fresh investments in clean and future-ready manufacturing sectors.



Electric two-wheeler maker Ather Energy is set to broaden its business footprint by entering the auto insurance distribution space, marking a strategic move beyond vehicle manufacturing. The company plans to establish a wholly owned subsidiary to offer insurance-related services, according to regulatory filings



Ghaziabad has taken another step toward sustainable urban mobility with the launch of an electric bus service aimed at improving last-mile connectivity from the Hindon Civil Terminal



The parliamentary panel has recommended placing an annual ceiling on the registration of new non-electric vehicles (non-EVs) in Delhi-NCR, calling it a crucial regulatory step to curb worsening air pollution and traffic congestion in the region.



India's ambition to enter the era of urban air mobility gained momentum as Bengaluru-based startup Sarla Aviation initiated ground testing of its electric vertical take-off and landing (eVTOL) aircraft.



Ola Electric has strengthened its position in India's electric mobility landscape by securing incentives worth ₹36,678 crore under the Production Linked Incentive (PLI) Scheme for Automobiles and Auto Components for FY25.



EDUCTAE | AWARE | PROMOTE



Community
of 60K+



2000+ hours
of watch
time



5 Million+
Organic
Global
Impressions

Grow your business with
All India EV



EDUCATE | AWARE | PROMOTE

All India EV is India's fastest growing EV Industry based media and market research platform.

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