



Financial Strategies for Scaling Electric Two-Wheeler and Three-Wheeler Markets



Introduction

The global electric two-wheeler and three-wheeler markets are witnessing unprecedented growth, driven by environmental concerns and government incentives.

Robust financial highlighting the **best EV financing** options are crucial for overcoming barriers to adoption and driving market expansion.

Market Potential

In 2023, electric two-wheeler sales in India reached approximately **1.5 million units**, a 41% increase from the previous year.

The three-wheeler segment saw a **200% increase** in sales, driven by rising demand for eco-friendly transportation solutions.

The market is projected to reach **30 million units** by 2030, representing a CAGR of **30%**.

Leveraging the **best EV financing** methods is essential to capitalize on this potential.

Source: EV Reporter

Key Financial Challenges



High Initial Costs

Average purchase price for electric two-wheelers is approximately **₹1.5 lakh**, compared to **₹70,000** for ICE vehicles.



Access to Affordable Financing

Many consumers face high interest rates, averaging **12-15%** for EV loans compared to **8-10%** for traditional vehicles.



Low Loan-to-Value Ratios

Most lenders offer **70-80% LTV** for EVs, which is lower than for ICE vehicles.



Identifying Solutions

Addressing these challenges is crucial for making the **best EV financing** options accessible.

Source: Clean Mobility Shift | Knowledge At Wharton | Niti Aayog

Innovative Financing Models



Leasing Options

- Leasing reduces upfront costs and allows businesses to manage cash flow better.

Example: Companies like **Revfin** offer lease-to-own models.

Pay-as-you-go Models

- Payments based on usage encourage wider adoption, especially for delivery services.



Crowdfunding and Community Financing

- Engaging local communities can help fund EV purchases and support the **best EV financing** ecosystem.

Risk Mitigation Strategies



Credit Guarantees

Government-backed guarantees can reduce lender risks and make financing more attractive.



Insurance Products

Tailored insurance solutions can cover EV-specific risks, enhancing financial security for consumers.



Data-Driven Assessments

Using analytics to improve credit evaluations can facilitate access to the **best EV financing** options.

EV Loans by Revfin

Revfin empowers fleet owners to scale their electric two-wheeler and three-wheeler operations through:



Tailored Financing

Flexible loan products, including a lease-to-own model, designed to manage upfront costs effectively.



Fast Approval

Streamlined processes ensure quick financing decisions for timely fleet expansion.



Valuable Insights

Access resources on government incentives and fleet management best practices to optimize operations.



Strong Partnerships

Long-term support to help fleet owners achieve growth and sustainability goals.



Diverse Financing Options

Special rates through multiple OEMs provide various choices to fit your needs.



Revlot for Efficient Management

Utilize Revlot for real-time vehicle tracking and data-driven fleet optimization.

Engage with Revfin

Explore innovative and tailored financing solutions for electric vehicles to ensure you have access to the **best EV financing** options

Want to Know More?

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