



# EVNEXT

Guiding India on the Future of E-mobility

*Highlights of EVNext's Strategic Consulting, Market Research & Market Development Assistance for India's E-Mobility Sector*

*January*  
**2024**

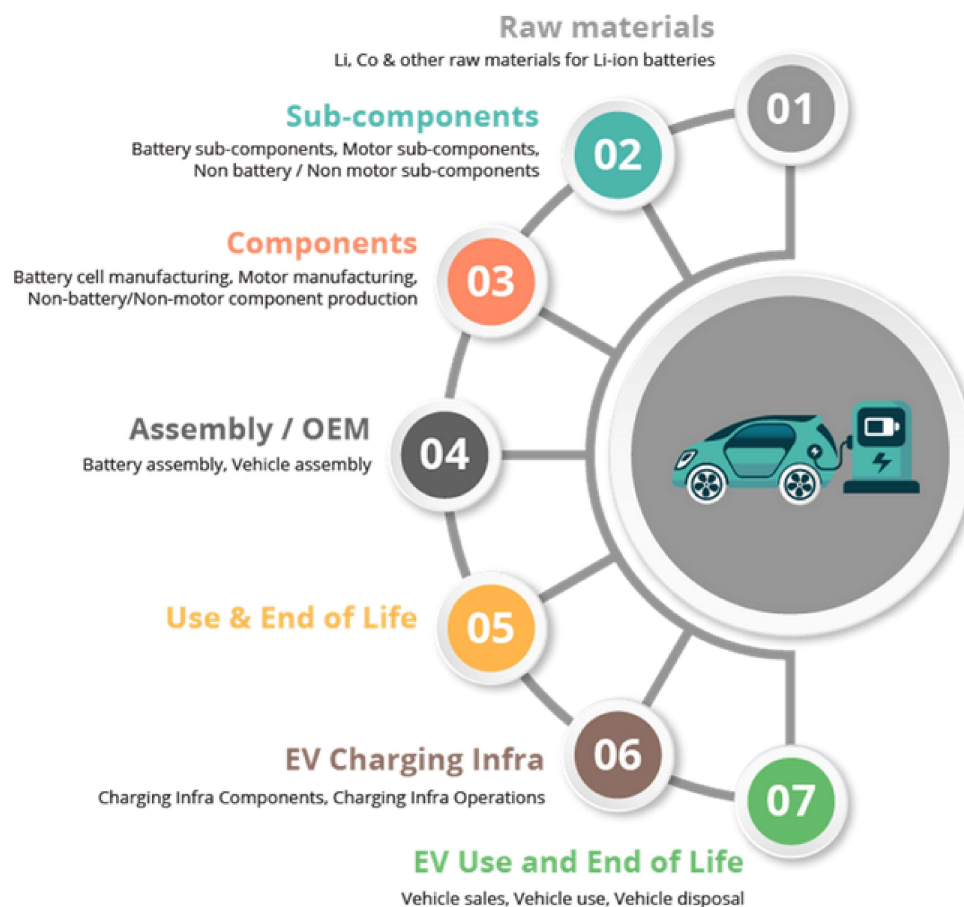


[www.eai.in](http://www.eai.in)



EVNext is a division of Energy Alternatives India (EAI), India's leading climate-tech business consulting group.

## Our assistance across the entire EV ecosystem



# OUR CONSULTING OFFERING

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EVNext provides assistance on the following dimensions, customized to your firm's aspirations and objectives:



**Opportunity  
Identification**



**Business  
Potential  
Analysis**



**Technical  
and Market  
Feasibility**



**Go-To  
Market  
Strategy**

# OUR CLIENTS

## Toyota Kirloskar - Market Study of Electric Vehicles & CNG



Toyota Kirloskar

**Client profile:** Indian JV of the world's largest car company.

**Our assistance:** Detailed strategic analysis on India's emerging sustainable transportation ecosystem, with a focus on CNG vs. EV markets and their interlinked growth paths.

## Suzhou Chunxing - India Electric Bicycle and Scooter Market Study

**Client profile:** An international manufacturer of high precision aluminum alloy parts for various applications



**Our assistance:** Delivered comprehensive insights into India's electric bike market for informed strategic investment decisions.

## EV market research & business development assistance



**Ampere Vehicles** – Electric scooter & electric 3-wheeler maker.

- Assistance in market promotion/visibility

TRONX MOTORS

**Tronx Motors** - An E-bicycle manufacturer

- Assistance in market promotion/visibility.



**Earth Energy** - Maker of E-motorcycles and Li-ion battery packs.

- Assistance in providing market understanding of the India EV market for motorcycles.

# OUR CLIENTS

## UL Solutions - Evaluating the Indian EV Battery Quality Ecosystem



**Client profile:** A global leader in safety standards and certifications.

**Our assistance:** Provided detailed insights on the current and evolving Indian trends in safety and performance for batteries used in electric vehicles.

## TP Energy - Evaluating the Indian Market Potential for Lithium Sourcing for Li-ion Batteries

**Client profile:** An international firm with large assets in Lithium, Nickel and Manganese, focused on providing the raw materials for EVs and RE.

**Our assistance:** Provided insight into India's growing Li-ion battery market, including detailed profiles of over 50 potential client customers for metal sourcing



## Magenta Power - Market & Business Development Assistance for EV Charging Stations



**Client profile:** A prominent provider for AC and DC charging solutions for the Indian electric vehicle segment.

**Our assistance:** Supported client's market and business growth by aiding in securing financial investments and generating qualified B2B leads.

# OUR CLIENTS

## **Graphite India - Techno Commercial Proposal For Detailed Market Study Of Li-ion Battery And Use Of Graphite As Anode**



Graphite India

**Client Profile:** Pioneer and leading Indian manufacturer of graphite electrodes, and carbon and graphite speciality products.

**Our assistance:** Provided insight of the market potential and technical feasibility for a new producer of graphite for use in Li-ion batteries.

## **Autofit – Diversification Options for an Auto Ancillary Company**

**Client profile:** A prominent manufacturer of automobile seats and fittings, based out of Gurgaon.

**Our assistance:** We identified diversification opportunities for the client that align with their strengths and the dynamic EV market in the country.



## **Marelli Motori – Strategic Study of the Indian EV Sector for an International Electric Motor Maker**



**Client profile:** An international manufacturer of electric motors for diverse applications.

**Our assistance:** We supplied targeted market data and strategic insights on India's EV sector, tailored for an electric motor manufacturer

# OUR CLIENTS

## Bharat Electronics Ltd. – Providing Clarity on the Opportunities along the Indian EV Value Chain & Li-ion Battery Value Chain



**Client profile:** A Navratna company delivering advanced electronics solutions for government, defense, and aerospace applications

**Our assistance:** We offered BEL's top management a clear overview of the EV value chain and in-depth insights into the Li-ion battery manufacturing ecosystem.

## Wasan Toyota – Evaluating the Indian EV 2-wheeler & 3-wheeler Market Trends and Potential

**Client profile:** A prominent dealer for Toyota in Maharashtra.

**Our assistance:** We assisted the promoters of the group to evaluate select EV 2-wheeler and 3-wheeler markets in India for their diversification efforts



## Assistance through E-mobility Reports & White Papers



**EV Value Chain  
Opportunities – A Guide for  
Indian Corporates (2019)**



**India EV Innovations  
Startups for  
LetsVenture (2019):**



**Evolution or reEvolution –  
Strategizing for EV Growth in  
India (2018)**



**India  
EV Database**



**CLIMAFIX  
Snapshots**



**India EV Expert  
Guide (2018)**

## Prominent Report Buyers



**Ashok Leyland**



**J.P.Morgan**



**NITI Aayog**





# OTHER E-MOBILITY ECOSYSTEM SUPPORT



## Policies and Regulations Intelligence

### Regularly worked with multiple state and central governments.

- **TN State Government** - Assisted in organizing REnergy exhibition and conference from 2012-2014.
- **Maharashtra State Govt** - Assisted them in Renewable Energy events and provided policy insights.
- **Karnataka State Govt** - Assisted in an in-depth analyses of the solar policies in all Indian states.
- **Uttar Pradesh** - Assisted them in Renewable Energy events and provided policy insights.
- **Central Government** - International Solar Alliance, REInvest - assisted these nodal organizations with our solar industry research reports

Explored policies such as the **FAME India scheme** and **TN Incentives** for Two-wheelers as part of the market research for the Suzhou Chunxing, a Chinese manufacturer.



## Support for EV Standards and Procedures

### EV Battery Standards Research

- Underwriter's Laboratories Solutions
  - *Sector: Certification & standards*
  - *Assistance in: Detailed analysis of the quality ecosystem of batteries in India for e-mobility and solar power sectors.*
- Interactions with a Homologation bodies such as ARAI and GARC
- Regular interactions with IESA continuous works with IESA on a number of projects and events.



## Events and Workshops

- CLIMAFIX 2022 & 2023 - India's No.1 Climatech Summit - Chennai.
- Power2Drive by InterSolar 2019, Bengaluru.
- India EV Summit 2018, Chennai, Aug 2018
- EVREX 2018 – Hyderabad, Jan 2018
- EVNext 2023- Chennai

# About EAI

## Strategy Consulting & Market Intelligence

Assistance that has benefitted over 250 firms - including global leaders (GE, Exxon Mobil, GSK, Amway, Toyota, Bill & Melinda Gates Foundation...) as well as dozens of small, innovative startups.

## In-Depth Market Reports

2500+ companies, Indian as well as international, have benefitted from our industry research reports in the fields of solar power, biofuels, bio-based materials and electric mobility..

## Diverse Events and Workshops

30+ events organised by EAI in climate-tech in the past decade across India - comprising national & international conferences, workshops, and networking events. These events were organized either by EAI on its own or in partnership with state governments (Tamil Nadu, UP, Kerala), or with corporates, organisations & institutes (UL, IITs, InterSolar...)

## Our Network

In addition to our deep knowledge of specific climate tech verticals, EAI has one of the largest professional networks for climate tech in India. Our network comprises of over 5000 professional and industrial contacts across India.



E - Mobility



Solar Energy



Bio-Energy



Green Hydrogen

1500+ Solution Providers

500+ Large End Users & Corporates

1000+ Startups

200+ Investors

1000+ Research & Academic Professionals

100+ Government Officials & Bureaucrats

# OUR CLIENTS





# Contact Us



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