

NGV INDIA SUMMIT

FUEL OF FUTURE IS GAS

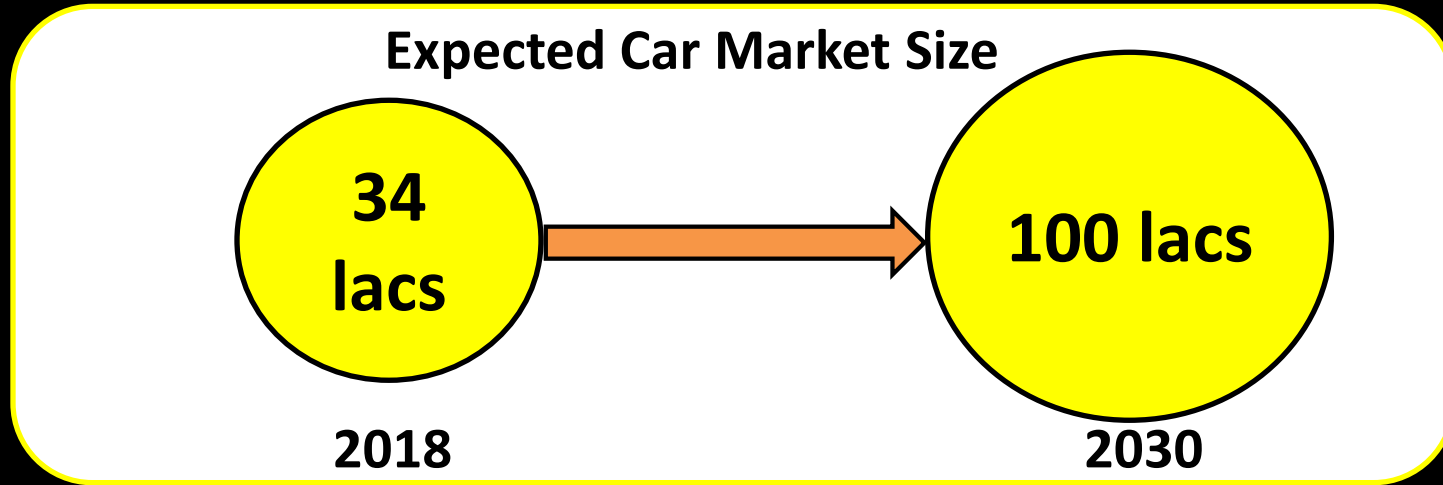
Ashish Chutani

Government & Policy Affairs, Maruti Suzuki India Ltd

9th May 2019, New Delhi

Need to maintain fine balance b/w Growth & Sustainability

- Projected growth rate for Passenger Vehicles : 9 ~ 12% (AMP 2016-26)



- Responsibility towards society
 - Oil Import Reduction
 - Emissions Reduction

MSIL Committed to E-Mobility

Maruti Suzuki Showcases New WagonR-Based Electric Vehicle Prototype: Launch In 2020

The prototypes, which were built at Maruti's Gurugram facility, will be tested across India

10 SEPTEMBER 2018

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Exclusive - Electric Maruti Suzuki Wagon R Spotted Testing Ahead of Launch Next Year

The electric Maruti Suzuki Wagon R was seen on test in New Delhi.

Abhinav Jaihar | News18.com | Updated: January 10, 2019, 10:29 AM IST



Electric Maruti Suzuki Wagon R seen on test. (image: Abhinav Jaihar/News18.com)

Maruti Suzuki is set to launch the all-new Wagon R in India on January 23, 2019. In lieu of this development, a lot of **spy shots and images** which have emerged online, showcasing the look of the much talked about tall-boy hatchback. Primarily, the new Wagon R will rival the likes of the Hyundai

Maruti WagonR electric spied in Kufri - Testing in snow, sub 0 temperature

Maruti WagonR electric will launch in India next year. Hat tip to automotive enthusiast Souvik Kar, for sharing exclusive spy shots.

by Yashwant Patel | Jan 20, 2019

Maruti Suzuki India Limited has just launched the new generation **2019 WagonR** at Rs.4.19 lakhs. But this one, is only offered with a petrol engine. They are also actively testing the electric version of the WagonR, which is scheduled to be launched in early 2020.

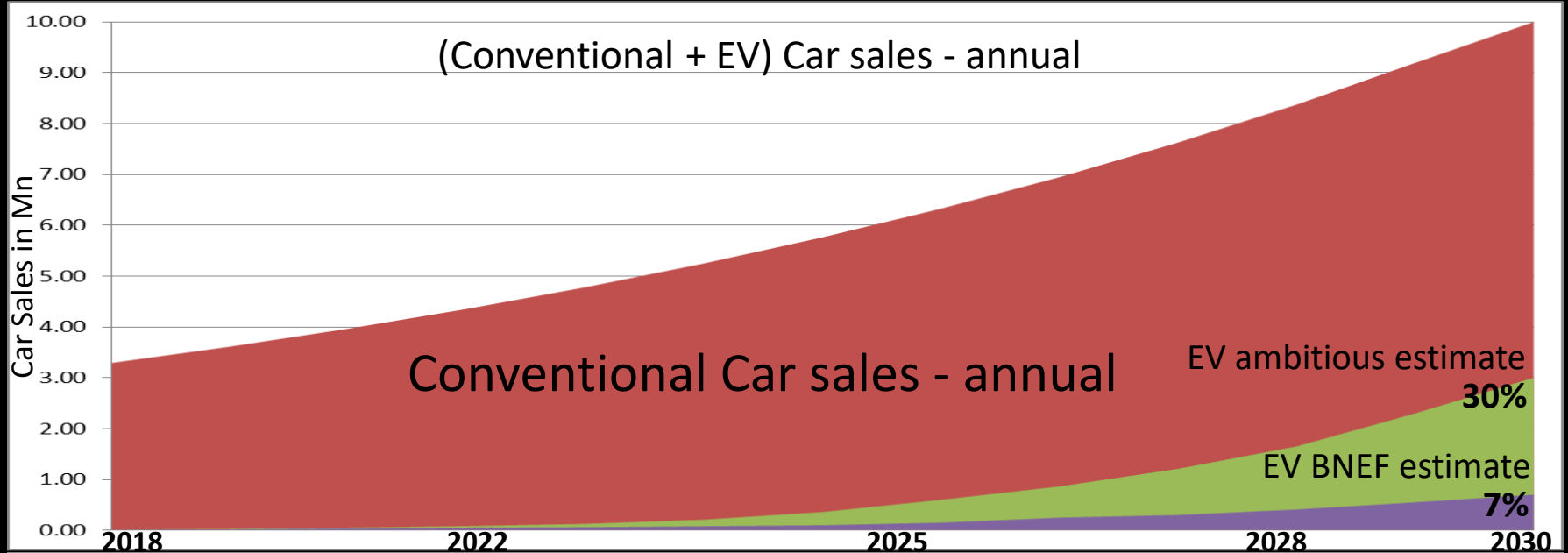


MSIL Committed to EV Ecosystem Development



PM Narendra Modi & Japanese PM Shinzo Abe inaugurating India's 1st Li-Ion Cell & Battery Manufacturing Plant in Gujarat

E-Mobility in Indian Context



Total (Conventional + EV) Car sales : PV market assumed to be of 10Mn in 2030

Cumulative All-car sales = 7.9 crore (next 12 years)

• CUMULATIVE NON-EV CAR SALES

- As per Bloomberg EV estimate (7% penetration by 2030) = 7.68 crores (97%)
- As per an ambitious scenario (30% penetration by 2030) = 6.90 crores (87%)

A large volume of Non-EV car sales of 87% ~ 97% needs to be kept in mind

CNG: An Excellent Opportunity

Good for consumer

- Additional Cost : CNG 60k, Diesel 100K, EV 700K
- Lowest Running Cost
- Sales Penetration Wagon R CNG in CNG cities > 60%

Good for Environment

- Insignificant Particulate Matter emission
- 15~30% CO₂ reduction

Good for India

Scenario	Fuel Savings FY 19 to FY 30 (Bn Litres)	CO2 Reduction FY 19 to FY 30 (Mn Tonnes)
EV Only	19	40
EV + CNG	71	68

❖ Additionally, NGV investments will help create 4-5 lac additional jobs.

Maruti Suzuki Committed to CNG Products

ALTO



CELERIO



WAGON R



DZIRE TOUR



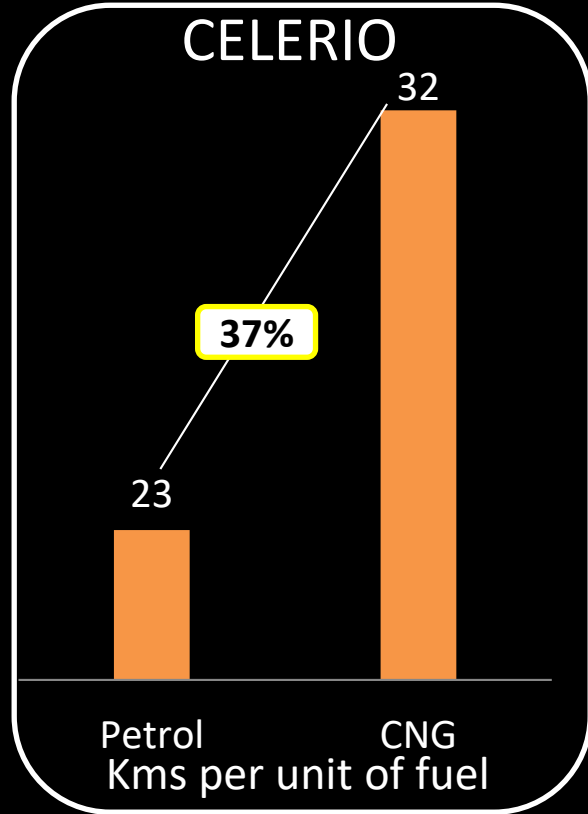
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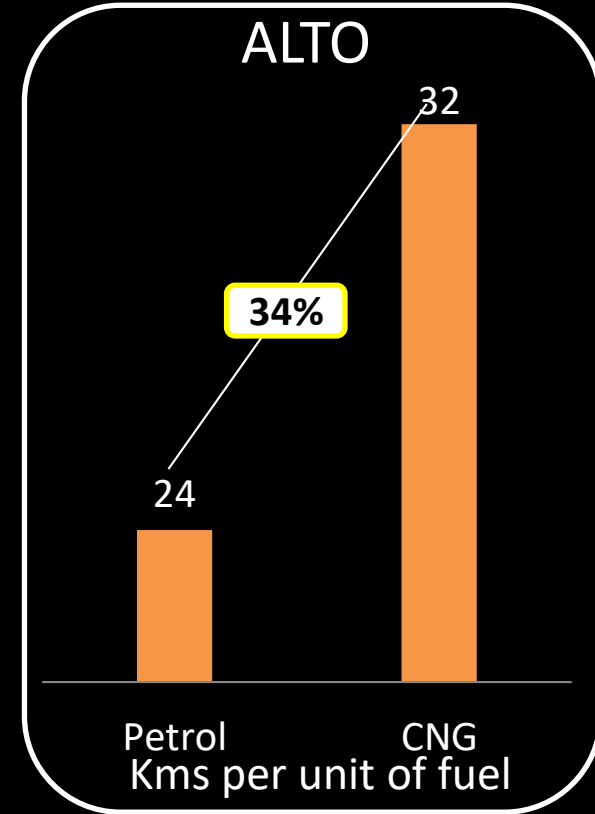
SUPER CARRY



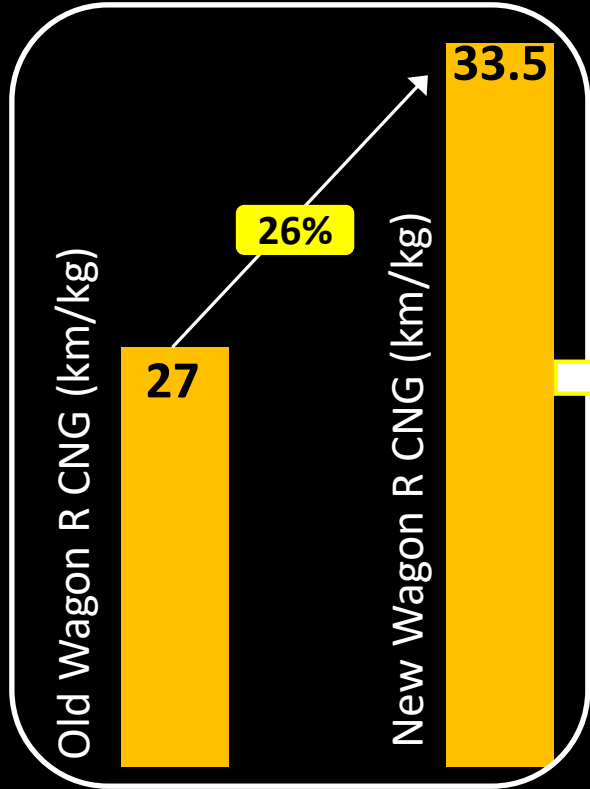
Maruti Suzuki Committed to CNG Technology



कितना देती है



New Wagon-R CNG



More Safety
More Power
More Features
@ < Rs 5 lacs



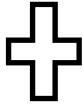
Similarly many other OEMs like M&M, Ford, Hyundai etc. are bringing CNG products

Infrastructure Roadmap 2030

11 का शगुन

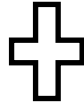
9th Round

4,600
stations



10th Round

3,500
stations



Expansion in
Existing areas

2,900
stations



2030

11,000
stations

Way forward : Implementing 11,000 CNG Stations

REQUEST TO INDUSTRY

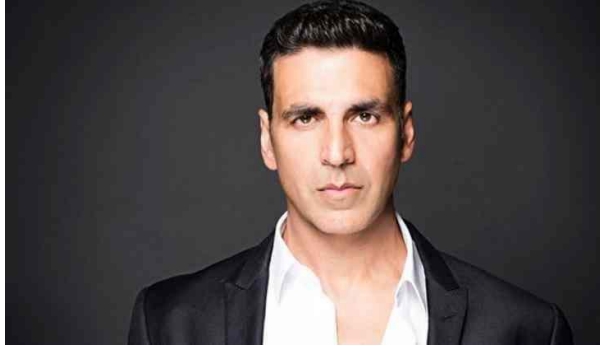
- ✓ More CNG products
- ✓ Customer awareness

REQUEST TO POLICY MAKERS

- ✓ Empowered Monitoring Committee
- ✓ Level playing field for OEMs
- ✓ CNG its due in policy making

Way forward : Brand CNG

ANALOGY



RESULT

Does 2-3 movies more than his contemporaries.

Already delivering maximum when compared to any other alternative (Best positioned)

COST EFFECTIVE

Earns highest return for the producer

Most cost effective alternative to reduce emissions and oil imports

IMAGE

Yet under-rated compared to Khans

Under-rated compared to alternatives

Given India's context, combination of technology solutions (EVs + CNG) would help maximize benefits for India

Key thing required is implementation of 11,000 CNG stations

