

Piaggio is ready with the range of CNG Products for Patna market

- This includes first of its kind water-cooled range of products in the three wheeler industry

Patna, 18 February, 2019: Piaggio Vehicles Pvt Ltd (PVPL), a 100 % subsidiary of the Italian Piaggio Group (European leader of the 2wh sector) and India's leading manufacturer of small commercial vehicles. Piaggio is ready with its range of CNG vehicle range for the Patna market. This CNG range offers industry's first of its kind water cooled range of products in the three-wheeler passenger category – The *Ape' Auto DX*. The Piaggio range of CNG passengers includes the well renowned *Ape' City*. To serve the cargo customers Piaggio has introduced the industry 1st 6ft. cargo deck 3 wheeler– The *Ape' Xtra LDX+*, and The *Ape' Xtra LDX* equipped with the 395 cc powerful Water-cooled Engine. This entire range will be available at lowest down payment and with attractive finance options at Piaggio touch points in Patna.

The introduction of the new range of CNG vehicles is a strategic initiative from Piaggio to reinforce its commitment of providing path-breaking solutions in the last mile transportation segment for its customers in Bihar. The new CNG *Ape' Auto DX Passenger & Ape' Xtra LDX* and *Ape' Xtra LDX+* with first of its kind water-cooled engine technology offers best in class performance in terms of power, pick-up, mileage & maintenance. With this new CNG range of products, running cost will be substantially lower than normal 3 wheelers with much higher earnability. The new CNG range of vehicles will meet the growing demand for commercial vehicle mobility solutions particularly suited to intra-city travel in Bihar. Government's focus on growing CNG infrastructure will not only lower the operating cost but also increase earnability for the drivers.

Speaking on the occasion, Mr. Saju Nair, EVP & Head of the Commercial Vehicle Business, Piaggio India Pvt. Ltd. said, *"At Piaggio our core philosophy is to provide path breaking solutions in the last mile transportation segment and we are committed to provide best in class offerings to our customers. The alternate fuel technology is growing day by day in our country and hence to cater to the market's changing needs we have introduced this new range of CNG vehicles for the Bihar market. Piaggio is market leader in 3 wheeler category in Bihar and with this new range of vehicles we are confident of maintaining and further strengthening our leadership in the CNG segment as well. For Bihar market we have designed a special exchange schemes for old petrol and diesel auto rickshaws which have completed their legal age."*

Mr. Malind Kapur, Senior Vice President, Marketing and Channel Development, Piaggio Vehicles said, *"First of all, on behalf of Piaggio I would like to thank the government for their emphasis on alternate fuels in Patna. Setting up of CNG stations in Patna under Urja Ganga project will further strengthen the small commercial vehicle industry in Bihar. As far as Piaggio is concerned we have the largest range of CNG 3 wheelers in India. We also have tie-ups with nationalised banks for the benefit of our customers. With this CNG infrastructure, lot of 3 wheelers will now adopt and convert to CNG in a big way in Patna and I see many new opportunities for us in the coming future."*



PRESS RELEASE

About Piaggio Vehicles Pvt. Ltd.

Piaggio Vehicles Pvt. Ltd. is a 100% owned subsidiary of the Piaggio Group. The Company commenced operations in India in 1999 with the launch of the three-wheeler brand Apé, which was an immediate success and has grown from strength to strength over the years. PVPL created the market, grew it, and has sustained a dominant position in the Diesel and Alternate fuel 3 wheeler segments. Piaggio is a leading player in the light transportation industry with a complete range of three and four wheelers in Diesel, Petrol, CNG, LPG fuel variants. The Company's products are not only endorsed by over 2.5 million satisfied customers across India but also exported to more than 50 countries worldwide.

Piaggio has a state-of-the-art manufacturing plant at Baramati in Maharashtra, [with an installed annual production capacity of over 300,000 three-wheelers and 80,000 four-wheelers]. It is also self-reliant in some of the engine categories with the completion of its advanced engine plant on the same campus. Piaggio has an over 3000-strong work force comprising experienced engineers, R&D specialists, plant workers, sales, service and marketing professionals.

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