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One year on, India's first CNG bike sells just over 60,000 units

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One year on, India's first CNG bike sells just over 60,000 units

Limited numbers of CNG stations affect the adoption of CNG motorcycles, say vehicle dealers and experts

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After a year of its launch, India's first Compressed Natural Gas (CNG) bike has sold only a little over 60,000 units, the slow uptake due to fewer-than-required CNG fuelling stations and the long wait times at outlets.

Pune-based Bajaj Auto had launched the Bajaj Freedom 125 in July 2024.

According to Vahan data — which tracks vehicle registrations in India — 63,196 units of Bajaj Freedom 125 were registered between July 2024 and July 8, 2025.

Dealers and experts have pointed out that limited numbers of CNG stations have impacted the penetration of the CNG motor-

cycle. To compare, Bajaj Auto's refreshed Pulsar NS125 launched last May sells over 70,000 units monthly, according to industry estimates.

The company is in talks with CNG operators nationwide to make CNG supplies available at the pumps and dedicated two-wheeler CNG lines.

PUMPING STATIONS

"Consumers have particularly raised anxiety with the CNG bike on a limited number of pumping stations, making it difficult for long-distance riders," said a Bajaj Auto dealer based in Maharashtra.

"We are encountering two issues in the scaling up of Freedom. The number one issue is the anxiety of not having enough pumps.



Therefore, we are finding a very clear correlation between those spaces," Rakesh Sharma, Executive Director, Bajaj Auto, said during the company's earnings call.

He added, "For example, Bihar may have a lot of pumps. But the density of pumps is what is more important. If the pumps have spread out over a large area, the customer gets anxious about being stranded in an area that does not have a

pump. We are finding that adoption is very slow in these areas. But in Kerala and Delhi, the pump density is good. We are finding that Freedom is acquiring 6 per cent to 11 per cent penetration in these areas."

LIMITED ADOPTION

Experts have pointed the penetration of the CNG bike is limited to urban areas.

"CNG two-wheelers seemed like a promising idea, especially with rising fuel prices. But in reality, their adoption has been quite limited. For most people, access to CNG stations is still a challenge. They're concentrated in a few urban pockets, and even there, long queues and limited pump availability make daily refuelling a

hassle. Then there's the issue of practicality," Nikhil Dhaka, Vice-President, Primus Partners, told *businessline*.

"The second issue, which we are encountering, is the filling pressure. This is a 2 kg pump tank, and it's supposed to deliver about 200 km under full conditions. But some of these pumps do not have the right kind of pressure, as a result of which the tank is under-filled and the range gets compromised, and that becomes an issue with long-distance riders.

"We now, through experience, know which areas which has got the right pump density and have started to calibrate our resources in terms of engaging with customers," added Sharma.