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FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

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FOR IMMEDIATE RELEASE

FADA Vyapar Bengal - Egiye Bangla: Bengal Surges Ahead

11th March'25, Kolkata, India: The Federation of Automobile Dealers Associations (FADA) inaugurates the 2nd edition of Vyapar Bengal Conclave in Kolkata. Following the success of its inaugural edition, Vyapar Bengal returns with renewed energy and vision. The edition was themed on the **"Egiye Bangla: Bengal Surges Ahead,"** highlighting the state's progress in **innovation, sustainability, and inclusive growth.**

The event gathers over **400 industry leaders** to discuss key advancements in automotive retail, showcasing West Bengal's dedication to technology, infrastructure, and green mobility. The inaugural session was led by our esteemed guests, **Shri Shrawan Kumar, Chief Commissioner at the Customs & GST Department, Ministry of Finance, Govt of India,** and **Shri Snehasis Chakraborty, Hon'ble Cabinet Minister for Transport, Govt of West Bengal.** The session was also featured by senior leadership from FADA, including **Mr. Rohit Chowdhury, Chairperson, FADA West Bengal; Mr. C S Vigneshwar, President, FADA; Mr. Pradeep Agarwal, Treasurer, FADA and Chairperson, FADA Two-Wheeler Vertical; and Mr. Saharsh Damani, CEO, FADA.**

On the occasion, **Mr. C S Vigneshwar, President, FADA, said, "We are proud to bring Vyapar Bengal 2025 to Kolkata, the very city where the first-ever edition of Vyapar was held back in 2018. Reiterating the success of that milestone event, we are excited to host another edition that underscores West Bengal's dynamic growth in the automotive industry. With the theme 'Egiye Bangla: Bengal Surges Ahead,' this conclave reflects the region's commitment to innovation, sustainability, and progressive retail practices. The overwhelming response strengthens our resolve to create more such platforms that empower dealers, foster collaboration, and address industry challenges. As the automotive sector navigates market dynamics, I encourage all stakeholders to remain customer-focused, adaptable, and forward-thinking. FADA remains steadfast in its commitment to empowering the dealer fraternity and shaping a robust, future-ready auto retail ecosystem across the nation, West Bengal being an integral part of this movement."**

Commenting on Vyapar Bengal, **FADA West Bengal State Chairperson, Mr Rohit Chowdhury** said, *"Vyapar Bengal 2025 marks a significant milestone in West Bengal's automotive retail journey, bringing together industry leaders to address emerging challenges and opportunities. The state's evolving consumer base and infrastructural advancements present immense growth potential. This conclave is not just a platform for discussions but a strategic initiative to equip dealers with the insights and tools needed to navigate a rapidly changing landscape. By fostering collaboration and sharing best practices, we aim to strengthen the retail ecosystem, enhance customer experiences, and drive sustainable business growth. As West Bengal continues its transformation, Vyapar Bengal will play a crucial role in shaping the future of auto retail in the region."*

Vyapar Bengal 2025 will feature five highly engaging sessions, led by distinguished industry experts, focusing on key developments in the automotive retail sector. Discussions will cover the **Future of Auto Retail, Regulatory Updates on CMV Rules, SME IPO Opportunities, Financial Strategies for Two-Wheeler Dealerships, and the GST Amnesty Scheme, offering valuable insights for industry stakeholders.**

Inaugural Session

The event opened with the National Anthem and Lamp Lighting Ceremony, followed by a Welcome Address from **Mr. Rohit Chowdhury, Chairperson, FADA West Bengal,** emphasized Vyapar Bengal's role in shaping the region's auto retail sector. **Mr. C S Vigneshwar, President, FADA,** outlined the industry advancements, while a Representative from Rosmerta Technologies will discuss digital innovations. **Special Guest Shri**



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Shrawan Kumar, Chief Commissioner at the Customs & GST Department, Ministry of Finance, Govt of India and Chief Guest Mr. Snehasis Chakraborty, Hon'ble Cabinet Minister for Transport, Government of West Bengal, highlighted government's policies supporting auto retail growth. The session conclude with a Vote of Thanks, acknowledging industry leaders and stakeholders who contribute to the sector's continued success and evolution.

Panel Discussion: Demystifying New CMV Rules, 1989

This session will provide a comprehensive understanding of recent amendments to the Central Motor Vehicle (CMV) Rules, 1989, discussing their impact on the auto industry. **Dr. Saumitra Mohan, IAS, Secretary, Department of Transport, West Bengal**, will offer regulatory insights, while **Mr. Avijit Bhowmik, Senior Director (IT), NIC, West Bengal**, will discuss digital compliance. **Mr. Siddharth Bhandari, Director, Bhandari Automobiles Pvt Ltd**, will present a dealership perspective on adapting to these changes. Moderated by **Mr. Saharsh Damani, CEO, FADA**, the discussion will explore solutions to regulatory challenges and how businesses can align with evolving industry norms for seamless operations.

SME IPO Session

This session will explore how SME Initial Public Offerings (IPOs) can help businesses expand and access capital. **Mr. Avik Gupta, Senior Manager, Primary Markets Relationships, National Stock Exchange**, will highlight how IPOs provide financial strength. **Mr. Ajay Agarwal, Chairperson, FADA Delhi and Director, GO Auto Pvt Ltd**, will share real-world experiences of leveraging IPOs for growth, while **Mr. Prakash Agarwal (FCA, LLB), Director, Business Bulls**, will provide expert advice on structuring IPOs effectively. The session aims to equip auto entrepreneurs with knowledge on how IPOs can drive scalability and long-term success.

Mastering Profitability: Financial Management for Two-Wheeler Dealers

Two-wheeler dealerships face unique financial challenges, and this session will focus on strategies to enhance profitability and financial efficiency. Led by **Mr. Hemal N Thakkar, Senior Practice Leader & Director, CRISIL Ltd**, the discussion will cover key financial metrics, cost optimization, inventory management, and revenue enhancement techniques. Participants will gain actionable insights on financial planning, risk mitigation, and long-term business sustainability. This session will provide valuable tools for dealers to maximize profitability, improve cash flow, and strengthen financial resilience in a dynamic market landscape.

GST Amnesty Scheme

This session will provide a deep dive into the GST Amnesty Scheme, helping businesses navigate tax compliance and dispute resolution. **Mr. Shrawan Kumar, Chief Commissioner, GST & Customs Department, Ministry of Finance, Government of West Bengal**, will outline the scheme's benefits, eligibility criteria, and procedural framework. The discussion will focus on how dealers can leverage amnesty provisions to reduce past tax liabilities, avoid penalties, and ensure seamless compliance. This session will be crucial for auto dealers looking to optimize their tax strategies while maintaining regulatory adherence.

Inspirational Session: Winners Don't Do Different Things, They Do Things Differently

Renowned motivational speaker **Mr. Shiv Kherra** will deliver an impactful session on leadership, success strategies, and the power of mindset in achieving excellence. Drawing from real-life examples and his best-selling books, he will inspire attendees to embrace innovative thinking, resilience, and a results-driven approach in business. This session aims to empower auto industry professionals with the confidence, vision, and determination needed to thrive in a competitive and evolving landscape, ensuring sustainable growth and long-term success.

Felicitation of Special Guests & Partners



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The event will conclude with the felicitation of distinguished guests, key partners, and contributors who have played an integral role in making Vyapar Bengal 2025 a success. This segment will recognize industry leaders, government representatives, and corporate partners for their contributions to the growth and development of the automotive sector in West Bengal. The ceremony will serve as a token of appreciation and encouragement for continued collaboration in advancing industry excellence.

West Bengal Vehicle Retail Data for Feb'25

WEST BENGAL			
CATEGORY	FEB'25	FEB'24	YoY %
2W	70,851	73,993	-4.25%
3W	3,751	1,810	107.24%
CV	2,965	3,042	-2.53%
PV	8,131	8,718	-6.73%
TRAC	1,840	1,584	16.16%
Total	87,538	89,147	-1.80%

Source: FADA Research

WEST BENGAL				WEST BENGAL – EV			
CATEGORY	CY'24	CY'23	YoY %	CATEGORY	CY'24	CY'23	YoY %
2W	990,885	832,684	19.00%	2W	22,904	11,410	100.74%
3W	27,626	12,947	113.38%	3W	19,130	7,272	163.06%
CV	34,810	33,059	5.30%	CV	195	151	29.14%
PV	112,466	107,838	4.29%	PV	3,395	2,598	30.68%
TRAC	18,088	14,896	21.43%	Total	45,624	21,431	112.89%
Total	1,183,875	1,001,424	18.22%				

WEST BENGAL				WEST BENGAL - Sales Contribution			
CATEGORY	CY'24	CY'23	YoY %	CATEGORY	CY'24	CY'23	YoY %
MV Tax (Cr.)	2,990	2,640	13.26%	Contribution	4.53%	4.19%	8.35%

WEST BENGAL - EV penetration		
CATEGORY	CY'24	CY'23
2W	2.31%	1.37%
3W	69.25%	56.17%
CV	0.56%	0.46%
PV	3.02%	2.41%
Total	3.91%	2.17%

Chart showing Vehicle Retail Data for YTD FY'25 and February'25



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All India Vehicle Retail Data for YTD FY'25 (April'24 to Feb'25)

CATEGORY	YTD FY'25	YTD FY'24	Growth %
2W	1,73,62,194	1,59,91,622	8.57%
3W	11,21,607	10,62,622	5.55%
CV	9,13,322	9,18,004	-0.51%
PV	37,91,855	36,30,618	4.44%
TRAC	8,09,107	8,13,921	-0.59%
Total	2,39,98,085	2,24,16,787	7.05%

Source: FADA Research

All India Vehicle Retail Data for February'25

CATEGORY	Feb'25	Jan'25	Feb'24	MoM%	YoY%
2W	13,53,280	15,25,862	14,44,674	-11.31%	-6.33%
3W	94,181	1,07,033	96,020	-12.01%	-1.92%
<i>E-RICKSHAW(P)</i>	32,361	38,830	36,548	-16.66%	-11.46%
<i>E-RICKSHAW WITH CART (G)</i>	6,401	5,760	4,442	11.13%	44.10%
<i>THREE - WHEELER (GOODS)</i>	10,829	12,036	11,030	-10.03%	-1.82%
<i>THREE - WHEELER (PASSENGER)</i>	44,522	50,322	43,932	-11.53%	1.34%
<i>THREE - WHEELER (PERSONAL)</i>	68	85	68	-20.00%	0.00%
PV	3,03,398	4,65,920	3,38,390	-34.88%	-10.34%
TRAC	65,574	93,381	76,693	-29.78%	-14.50%
CV	82,763	99,425	90,551	-16.76%	-8.60%
<i>LCV</i>	45,742	56,410	49,370	-18.91%	-7.35%
<i>MCV</i>	6,212	6,975	6,561	-10.94%	-5.32%
<i>HCV</i>	26,094	30,061	29,483	-13.20%	-11.49%
<i>Others</i>	4,715	5,979	5,137	-21.14%	-8.21%
Total	18,99,196	22,91,621	20,46,328	-17.12%	-7.19%

Source: FADA Research

Disclaimer:

- 1- The All India numbers above do not have figures from TS & LD.
- 2- Vehicle Retail Data has been collated as on 04.03.25 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,378 out of 1,438 RTOs.

About FADA India

Founded in 1964, Federation of Automobile Dealers Associations (FADA), is the apex national body of Automobile Retail Industry in India engaged in the sale, service and spares of 2 & 3 Wheelers, Passenger Cars, UVs, Commercial Vehicles (including buses and trucks) and Tractors. FADA India represents over 15,000 Automobile Dealerships having over 30,000 dealership outlets including multiple Associations of Automobile Dealers at the Regional, State and City levels representing the entire Auto Retail Industry. Together we employ ~5 million people at dealerships and service centres.

FADA India, at the same time also actively networks with the Industries and the authorities, both at the Central & State levels to provide its inputs and suggestions on the Auto Policy, Taxation, Vehicle Registration Procedure, Road Safety and Clean Environment, etc. to sustain the growth of the Automobile Retail Trade in India.