

Asia Pacific Used Two-Wheeler Market By Vehicle Type (Scooters/Moped, Motorcycle), By Propulsion (ICE, Electric), By Country, Competition, Forecast & Opportunities, 2020-2030F

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Abstracts

Market Overview:

Asia Pacific Used Two-Wheeler Market was valued at USD 613.61 Million in 2024 and is expected to reach USD 954.93 Million by 2030 with a CAGR of 7.65% during the forecast period. The Asia Pacific used two-wheeler market is witnessing steady growth due to increased affordability, evolving consumer preferences, and the growing prominence of digital marketplaces. The rising cost of new two-wheelers has led many consumers to seek pre-owned alternatives that provide similar utility at a significantly lower cost. As disposable incomes remain modest for a large segment of the population, the appeal of reliable second-hand scooters and motorcycles continues to grow. Alongside this, rising fuel efficiency awareness and an inclination toward economical transportation solutions have made used two-wheelers an attractive option for both daily commuters and rural users. The expansion of organized dealerships and certified resale programs has further enhanced consumer confidence, facilitating transparent transactions with warranties and quality assurance.

Several trends are shaping the dynamics of the used two-wheeler ecosystem. The integration of online platforms and mobile apps has revolutionized the way buyers and sellers interact, with AI-driven pricing tools, real-time listings, and vehicle history checks creating a more transparent marketplace. Subscription-based ownership models and buy-back programs are also gaining momentum, allowing flexibility and reducing long-term commitment for users. The growing emphasis on sustainability has made used vehicle ownership more socially acceptable, reducing stigma and promoting a circular

economy mindset. An increasing number of youth buyers are entering the market seeking affordable, stylish rides, while older consumers are focusing on utility and value. Financing options and microloan availability for second-hand vehicles are further encouraging adoption, especially among first-time buyers.

Despite the encouraging landscape, several challenges hinder the market's seamless growth. Fragmented supply chains, lack of standard valuation methods, and inconsistent vehicle documentation remain significant obstacles, particularly in unorganized segments. Quality verification continues to be a concern, with limited access to professional inspection services in remote areas. Fraudulent listings and odometer tampering still affect buyer trust, even as digital verification systems are improving. Limited after-sales service support for older models adds to maintenance concerns, making longevity unpredictable for certain buyers. Regulatory inconsistencies around resale documentation, ownership transfers, and local taxation policies also contribute to inefficiencies. Addressing these barriers through better regulation, standardization, and investment in infrastructure will be critical to unlocking the market's full potential in the years ahead.

Market Drivers

Rising Fuel Prices Driving Shift to Fuel-Efficient Used Two-Wheelers

The consistent increase in fuel prices is influencing a shift in consumer preference toward two-wheelers that are both fuel-efficient and cost-effective. Used two-wheelers, especially smaller displacement scooters and motorcycles, offer better mileage than many larger vehicles, making them an attractive option for cost-conscious consumers. This economic advantage positions used two-wheelers as a practical alternative to cars or public transport. Buyers are becoming more fuel-conscious, especially in urban and semi-urban settings, where daily commutes can become costly. The ability to acquire a well-maintained, fuel-efficient two-wheeler at a fraction of the cost of a new vehicle is encouraging widespread adoption. Rising fuel costs are expected to sustain demand for economical mobility solutions, where used vehicles are positioned favorably.

Key Market Challenges

Lack of Standardized Pricing Mechanisms

Pricing inconsistencies across the used two-wheeler market lead to challenges in both buying and selling decisions. Without a unified benchmark, buyers often pay more than

market value while sellers struggle to determine fair prices. The subjective valuation of vehicles based on mileage, brand, condition, and model year causes wide variation in pricing, eroding consumer trust. Platforms and dealerships attempting to introduce algorithm-based pricing models face resistance due to the fragmented nature of the market. Without standard valuation tools or official guides, price discovery remains inefficient and opaque, limiting scalability and institutional investment.

Key Market Trends

Rise of Certified Pre-Owned (CPO) Programs

Certified Pre-Owned (CPO) programs are gaining traction across the used two-wheeler segment, introducing greater professionalism and structure to a traditionally informal market. These programs offer multi-point inspection, refurbishment, warranty coverage, and roadside assistance, replicating the experience of buying a new vehicle.

Consumers are increasingly drawn to these offerings due to the reduced risk of post-purchase issues and the perceived quality assurance associated with certification.

Dealers and digital platforms are investing in CPO frameworks to differentiate their offerings and build customer loyalty. The ability to command a premium for certified vehicles also incentivizes sellers to participate. As more players enter the market with standardized procedures, CPO adoption is likely to become a defining trend, elevating buyer trust and reducing hesitation in the second-hand two-wheeler purchase journey.

Key Market Players

OLX Group

Girnar Software Pvt. Ltd. (BikeDekho.com)

Fifth Gear Ventures Ltd.

Droom Technology Limited

Mobil123

Carmudi Philippines Inc.

Incredible Technologies Pvt. Ltd. (CREDR)

Carousell-PH, Inc.

Carmudi.com.ph

Baht&Sold

Report Scope:

In this report, the Asia Pacific Used Two-Wheeler Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

Asia Pacific Used Two-Wheeler Market, By Vehicle Type:

Scooters/Moped

Motorcycle

Asia Pacific Used Two-Wheeler Market, By Propulsion:

ICE

Electric

Asia Pacific Used Two-Wheeler Market, By Country:

China

India

Japan

Indonesia

Thailand

South Korea

Australia

Competitive Landscape

Company Profiles: Detailed analysis of the major companies presents in the Asia Pacific Used Two-Wheeler Market.

Available Customizations:

Asia Pacific Used Two-Wheeler Market report with the given market data, TechSci Research offers customizations according to the company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional market players (up to five).

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