



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

**FOR IMMEDIATE RELEASE**

## **FADA Releases May'20 Vehicle Registration Data**

- ***Vehicle Registration for the Month of May plummets by -88.87% as Country continues to battle with Covid-19 and Nationwide lockdown.***
- ***On a YoY basis, all vehicle categories register unprecedented de-growth. 2-Wheeler de-grows by -88.8%, 3-Wheeler by -96.34%, CV by -96.63%, PV by -86.97% and Tractors registrations fall by -75.58% respectively.***
- ***Demand Trend in first 10 days of June shows extremely weak consumer sentiment. Fear of Covid-19's community spread and a 2<sup>nd</sup> lockdown keeps customers away from purchases.***
- ***No Direct Covid-19 support for Dealership Community as MSME Status still under consideration***
- ***FADA once again earnestly appeals to the Government to stimulate demand in the short term and support Auto Industry and millions of jobs which it provides.***

**11<sup>th</sup> May'20, New Delhi:** The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the Month of May'20.

### **May'20 Retail Sales**

Commenting on how May'20 performed, FADA President, Mr Ashish Harsharaj Kale said, **“For the first time in history, the month of April witnessed Zero Retails. While lockdown was gradually relaxed beginning May, Auto Dealerships and workshops opened for the first time after 40 days in many cities.**

**At the end of May, out of 26,500 outlets about 60% showrooms and 80% workshops were operational across the country.**

**May registrations are hence not indicative of the demand situation as the Lockdown still continued in many parts.**

**First 10 days of June witnesses extremely low demand despite most dealerships which are now open for business. Weak consumer confidence especially in urban areas continue to haunt as customers stay away from concluding their purchase due to threat of community spread and return of complete lockdown persists.**

**With 7.6% of GDP, a workforce of several millions and a multiplier effect for many supporting sectors, Auto Industry can be the driving force in boosting consumer confidence and improving sentiment, if supported with short term stimulus to revive demand as return to normalcy seems very difficult till the festive season.**

**Mobility still being a necessity and not luxury in a growing country like ours, demand stimulus along with credit support can bring Auto Sales back in positive zone within 30-60 days and help shore up consumer confidence.”**



One Nation | One Association

**FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS**

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

**T** +91 11 6630 4852, 2332 0095, 4153 1495

**E** [fada@fada.in](mailto:fada@fada.in)

**CIN** U74140DL2004PNL130324

### **Outlook for June**

With an assumption of no further lockdown and continued reopening measures, there will be substantial pick up in Auto Retail in comparison to May, but the overall outlook continues to be grim with projected sales to witness a de-growth upwards of 25% YoY.

Urban Demand will continue to face challenges ahead with Covid-19 uncertainty. On the flipside, the Government's push for Infrastructure spending and the recent positive measures announced for Agriculture sector will help support rural demand. It will further strengthen with the normal spread of monsoon which will help Tier 2 and 3 Dealers face lesser de-growth compared to their urban colleagues.

### **Dealer Sentiment**

A projected annual de-growth of 35% by SIAM on top of the 18% de-growth faced last year, the Dealership Community faces its toughest years ever as volumes are estimated to half in a span of 20 months.

With no direct support as business community, except for the moratorium extension given to all businesses, the Dealership Community looks forward to an early recognition as an MSME to avail Government support for the survival and for its 40 lakh workforce.

With cost cutting having its limitations due to the nature of the Business, FADA is strongly pursuing with all our Principals to correct the long pending anomaly of low sales margin and revise it upwards to 7% to get it at par at least at the lower band of global dealer margin which ranges from 7%-14%.

Lakhs of jobs and hundreds of dealers survival is at stake if demand de-growth predictions hold true and operating economics remain unchanged. FADA will strongly continue the campaign for higher business margins for survival of its members in these uncertain times as it will also help us in self sustenance as many more disruptions will come in future in a globally connected world.

### **Inventory**

Due to the Lockdown situation, Inventory analysis with regards to current retail will not depict a realistic scenario and hence will be resumed from June onwards.



One Nation | One Association

**FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS**

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

Charts showing Vehicle Registration Data for May'20 with YoY comparison can be found below:

**Vehicle Registration Data for May'20**

CATEGORY	MAY'20	MAY'19	YoY %
2W	1,59,039	14,19,842	-88.80%
3W	1,881	51,430	-96.34%
CV	2,711	80,392	-96.63%
PV	30,749	2,35,933	-86.97%
TRAC	8,317	34,053	-75.58%
<b>Total</b>	<b>2,02,697</b>	<b>18,21,650</b>	<b>-88.87%</b>

Source: FADA Research

**Disclaimer:**

- 1- The above numbers do not have figures from AP, AN, MP, LD & TS as all these States/UT's are not yet on Vahan 4.
- 2- Online Survey has a limited sample size and reflects an overall trend.
- 3- Vehicle Registration Data has been collated as on 08.06.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,225 out of 1,435 RTOs.

State-wise Vehicle Registration Analysis can be found in **Annexure 1, Page No. 04.**

----- End of Press Release -----

***About F A D A India***

Founded in 1964, Federation of Automobile Dealers Associations (F A D A), 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. F A D A India represents over 15,000 automobile dealers having 26,500 dealerships including 27 Associations of Automobile Dealers at the Regional, State and City levels representing the entire Auto Retail Industry. Together we employ ~4 million people at dealerships and service centres.

F A D A 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.



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

Annexure 1

State wise Vehicle Registration Data for the Month of May-20 with YoY comparison

ARUNACHAL PRADESH			
CATEGORY	MAY'20	MAY'19	YoY %
2W	174	1,790	-90.28%
3W	-	157	-100.00%
CV	6	125	-95.20%
PV	120	663	-81.90%
TRAC	-	3	-100.00%
<b>Total</b>	<b>300</b>	<b>2,738</b>	<b>-89.04%</b>

ASSAM			
CATEGORY	MAY'20	MAY'19	YoY %
2W	7,848	37,384	-79.01%
3W	190	2,610	-92.72%
CV	1,121	3,229	-65.28%
PV	1,923	6,881	-72.05%
TRAC	-	1	-100.00%
<b>Total</b>	<b>11,082</b>	<b>50,105</b>	<b>-77.88%</b>

BIHAR			
CATEGORY	MAY'20	MAY'19	YoY %
2W	9,601	1,16,042	-91.73%
3W	97	3,513	-97.24%
CV	324	3,938	-91.77%
PV	740	5,090	-85.46%
TRAC	22	132	-83.33%
<b>Total</b>	<b>10,784</b>	<b>1,28,715</b>	<b>-91.62%</b>

CHHATTISGARH			
CATEGORY	MAY'20	MAY'19	YoY %
2W	7,633	44,352	-82.79%
3W	28	576	-95.14%
CV	84	1,851	-95.46%
PV	1,016	4,378	-76.79%
TRAC	764	2,036	-62.48%
<b>Total</b>	<b>9,525</b>	<b>53,193</b>	<b>-82.09%</b>



One Nation | One Association

**FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS**

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

CHANDIGARH			
CATEGORY	MAY'20	MAY'19	YoY %
2W	466	2,111	-77.93%
3W	-	26	-100.00%
CV	-	89	-100.00%
PV	239	1,308	-81.73%
TRAC	-	-	#DIV/0!
<b>Total</b>	<b>705</b>	<b>3,534</b>	<b>-80.05%</b>

DADRA & NAGAR HAVELI AND DAMAN & DIU			
CATEGORY	MAY'20	MAY'19	YoY %
2W	15	838	-98.21%
3W	1	10	-90.00%
CV	-	178	-100.00%
PV	34	340	-90.00%
TRAC	-	4	-100.00%
<b>Total</b>	<b>50</b>	<b>1,370</b>	<b>-96.35%</b>

DELHI			
CATEGORY	MAY'20	MAY'19	YoY %
2W	7,113	38,006	-81.28%
3W	95	2,061	-95.39%
CV	-	1,740	-100.00%
PV	1,836	13,343	-86.24%
TRAC	-	-	#DIV/0!
<b>Total</b>	<b>9,044</b>	<b>55,150</b>	<b>-83.60%</b>

GOA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	1,678	3,729	-55.00%
3W	2	13	-84.62%
CV	20	161	-87.58%
PV	693	1,471	-52.89%
TRAC	1	1	0.00%
<b>Total</b>	<b>2,394</b>	<b>5,375</b>	<b>-55.46%</b>



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

GUJARAT			
CATEGORY	MAY'20	MAY'19	YoY %
2W	2,793	93,966	-97.03%
3W	3	6,033	-99.95%
CV	116	5,522	-97.90%
PV	790	22,735	-96.53%
TRAC	22	1,052	-97.91%
<b>Total</b>	<b>3,724</b>	<b>1,29,308</b>	<b>-97.12%</b>

HIMACHAL PRADESH			
CATEGORY	MAY'20	MAY'19	YoY %
2W	344	5,289	-93.50%
3W	-	25	-100.00%
CV	2	1,153	-99.83%
PV	353	4,372	-91.93%
TRAC	8	110	-92.73%
<b>Total</b>	<b>707</b>	<b>10,949</b>	<b>-93.54%</b>

HARYANA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	1,847	39,708	-95.35%
3W	28	1,654	-98.31%
CV	16	4,302	-99.63%
PV	1,168	14,233	-91.79%
TRAC	353	2,954	-88.05%
<b>Total</b>	<b>3,412</b>	<b>62,851</b>	<b>-94.57%</b>

JHARKHAND			
CATEGORY	MAY'20	MAY'19	YoY %
2W	594	45,604	-98.70%
3W	5	1,410	-99.65%
CV	19	1,821	-98.96%
PV	253	4,816	-94.75%
TRAC	-	-	#DIV/0!
<b>Total</b>	<b>871</b>	<b>53,651</b>	<b>-98.38%</b>



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

JAMMU & KASHMIR			
CATEGORY	MAY'20	MAY'19	YoY %
2W	-	9,640	-100.00%
3W	-	574	-100.00%
CV	-	1,527	-100.00%
PV	101	7,082	-98.57%
TRAC	-	321	-100.00%
<b>Total</b>	<b>101</b>	<b>19,144</b>	<b>-99.47%</b>

KARNATAKA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	29,392	1,07,527	-72.67%
3W	336	3,971	-91.54%
CV	260	5,391	-95.18%
PV	5,847	17,489	-66.57%
TRAC	1,041	2,874	-63.78%
<b>Total</b>	<b>36,876</b>	<b>1,37,252</b>	<b>-73.13%</b>

KERALA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	11,545	56,267	-79.48%
3W	221	2,482	-91.10%
CV	54	2,785	-98.06%
PV	3,282	16,569	-80.19%
TRAC	15	86	-82.56%
<b>Total</b>	<b>15,117</b>	<b>78,189</b>	<b>-80.67%</b>

LADAKH			
CATEGORY	MAY'20	MAY'19	YoY %
2W	-	27	-100.00%
3W	-	-	#DIV/0!
CV	-	45	-100.00%
PV	-	96	-100.00%
TRAC	-	3	-100.00%
<b>Total</b>	<b>-</b>	<b>171</b>	<b>-100.00%</b>



One Nation | One Association

**FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS**

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

MAHARASHTRA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	3,045	1,51,203	-97.99%
3W	52	8,518	-99.39%
CV	39	10,628	-99.63%
PV	1,875	28,687	-93.46%
TRAC	646	4,904	-86.83%
<b>Total</b>	<b>5,657</b>	<b>2,03,940</b>	<b>-97.23%</b>

MEGHALAYA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	49	1,687	-97.10%
3W	5	99	-94.95%
CV	3	444	-99.32%
PV	87	966	-90.99%
TRAC	1	1	0.00%
<b>Total</b>	<b>145</b>	<b>3,197</b>	<b>-95.46%</b>

MANIPUR			
CATEGORY	MAY'20	MAY'19	YoY %
2W	-	1,805	-100.00%
3W	-	98	-100.00%
CV	-	149	-100.00%
PV	3	416	-99.28%
TRAC	-	2	-100.00%
<b>Total</b>	<b>3</b>	<b>2,470</b>	<b>-99.88%</b>

MIZORAM			
CATEGORY	MAY'20	MAY'19	YoY %
2W	985	2,130	-53.76%
3W	8	6	33.33%
CV	16	252	-93.65%
PV	180	398	-54.77%
TRAC	-	-	#DIV/0!
<b>Total</b>	<b>1,189</b>	<b>2,786</b>	<b>-57.32%</b>



One Nation | One Association

**FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS**

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

NAGALAND			
CATEGORY	MAY'20	MAY'19	YoY %
2W	110	551	-80.04%
3W	7	182	-96.15%
CV	-	1,549	-100.00%
PV	91	515	-82.33%
TRAC	-	-	#DIV/0!
<b>Total</b>	<b>208</b>	<b>2,797</b>	<b>-92.56%</b>

ODISHA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	13,288	56,524	-76.49%
3W	140	1,477	-90.52%
CV	371	3,360	-88.96%
PV	1,136	3,828	-70.32%
TRAC	155	277	-44.04%
<b>Total</b>	<b>15,090</b>	<b>65,466</b>	<b>-76.95%</b>

PUNJAB			
CATEGORY	MAY'20	MAY'19	YoY %
2W	4,875	43,620	-88.82%
3W	-	782	-100.00%
CV	5	2,462	-99.80%
PV	1,557	8,066	-80.70%
TRAC	116	1,858	-93.76%
<b>Total</b>	<b>6,553</b>	<b>56,788</b>	<b>-88.46%</b>

PUDUCHERRY			
CATEGORY	MAY'20	MAY'19	YoY %
2W	1,399	4,438	-68.48%
3W	-	8	-100.00%
CV	-	87	-100.00%
PV	117	678	-82.74%
TRAC	2	9	-77.78%
<b>Total</b>	<b>1,518</b>	<b>5,220</b>	<b>-70.92%</b>



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

RAJASTHAN			
CATEGORY	MAY'20	MAY'19	YoY %
2W	9,542	99,608	-90.42%
3W	26	1,640	-98.41%
CV	48	5,242	-99.08%
PV	2,062	14,849	-86.11%
TRAC	2,815	6,469	-56.48%
<b>Total</b>	<b>14,493</b>	<b>1,27,808</b>	<b>-88.66%</b>

SIKKIM			
CATEGORY	MAY'20	MAY'19	YoY %
2W	67	274	-75.55%
3W	-	-	#DIV/0!
CV	-	15	-100.00%
PV	90	378	-76.19%
TRAC	-	-	#DIV/0!
<b>Total</b>	<b>157</b>	<b>667</b>	<b>-76.46%</b>

TAMIL NADU			
CATEGORY	MAY'20	MAY'19	YoY %
2W	30,092	1,31,027	-77.03%
3W	25	3,369	-99.26%
CV	77	7,525	-98.98%
PV	2,227	16,597	-86.58%
TRAC	370	2,094	-82.33%
<b>Total</b>	<b>32,791</b>	<b>1,60,612</b>	<b>-79.58%</b>

TRIPURA			
CATEGORY	MAY'20	MAY'19	YoY %
2W	1,138	3,837	-70.34%
3W	264	81	225.93%
CV	1	237	-99.58%
PV	121	441	-72.56%
TRAC	-	-	#DIV/0!
<b>Total</b>	<b>1,524</b>	<b>4,596</b>	<b>-66.84%</b>



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805, Surya Kiran, 19, K G Marg

New Delhi - 110 001 (INDIA)

T +91 11 6630 4852, 2332 0095, 4153 1495

E [fada@fada.in](mailto:fada@fada.in)

CIN U74140DL2004PNL130324

UTTARAKHAND			
CATEGORY	MAY'20	MAY'19	YoY %
2W	733	17,261	-95.75%
3W	5	604	-99.17%
CV	1	907	-99.89%
PV	148	4,098	-96.39%
TRAC	-	263	-100.00%
<b>Total</b>	<b>887</b>	<b>23,133</b>	<b>-96.17%</b>

UTTAR PRADESH			
CATEGORY	MAY'20	MAY'19	YoY %
2W	11,829	2,36,691	-95.00%
3W	259	7,647	-96.61%
CV	66	9,018	-99.27%
PV	2,622	27,840	-90.58%
TRAC	1,986	8,098	-75.48%
<b>Total</b>	<b>16,762</b>	<b>2,89,294</b>	<b>-94.21%</b>

WEST BENGAL			
CATEGORY	MAY'20	MAY'19	YoY %
2W	844	66,906	-98.74%
3W	84	1,804	-95.34%
CV	62	4,660	-98.67%
PV	38	7,310	-99.48%
TRAC	-	501	-100.00%
<b>Total</b>	<b>1,028</b>	<b>81,181</b>	<b>-98.73%</b>