

FOR IMMEDIATE RELEASE

FADA releases February'20 Vehicle Registration Data

- *For the month of February, Auto Registrations ended in green as transitional demand crawled in with 31st March'20 as sunset date for BS-IV vehicles.*
- *On a YoY basis, overall Vehicle Registrations grew by 2.60%. 2-Wheeler was up by 1.52%, 3-Wheeler up by 20.7%, CV up by 13% and Tractors up by 13.52% respectively. Only PV was down by 1.17%.*
- *With less than a month left for complete shift to BS-VI emission norms, FADA shares its concern over high BS-IV inventory in 2W category.*
- *FADA survey reveals a very high number of 2W dealers will not be able to fully liquidate their BS-IV inventory and expressed inadequate support from their OEMs for 100% liquidation of this stock.*
- *Rural demand shows some uptick as Tractor sales in few states show robust growth.*
- *Rural Demand Contributes in Retail Numbers being in Green.*

12th March'20, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the Month of February'20.

February'20 Retail Sales

Commenting on how February'20 performed, FADA President, Mr Ashish Harsharaj Kale said, "February turned Positive for Retail Sales for most of the Segment as the Entire Auto Eco System, Especially Auto Dealers, Focussed on Liquidation of their BS-IV Stocks. Rural sales contributed for Retail Sales turning Green with Tractors also being in Double Digit Growth for 2nd month in a row.

Despite YoY Growth, the Overall Retail Sales were much below Expectations as the Expected Pre-buying for the BS-IV stocks was not seen. Many Customers held onto their purchase decision expecting sweeter deals towards End of March.

On the Inventory Front, 2W inventory of BS-IV Vehicles remains a Very Serious Concern for FADA. With the Hon'ble Supreme Court not Considering Our Application for Sale Extension for BS-IV, FADA seriously Urges Our 2W OEM's to Handhold the Dealers for 100% Liquidation of their BS-IV Stocks. FADA survey reveals a very high number of 2W dealers will not be able to fully liquidate their BS-IV inventory and expressed inadequate support from their OEMs for 100% liquidation of this stock.

With regards to PV and CV Inventory, the Overall Inventory is at a Reasonable Level, but the Challenge Remains in Slow Moving, Non Popular Models as Dealers look for adequate OEM Support for Liquidation of the Same in the month of March. FADA has Already Advocated for Return of Unsold BS-IV Stocks and will be pursuing this for its members, If the Need Arises, as many Dealers Will be Unable to Sustain such Losses.

Outlook for March

With Banks & NBFC's getting into a Cautious Mode with Regards to Financing BS-IV Stocks and many RTO's across the Country prescribing their Own Cut off Dates for Permanent Registration, Retail of 100% of Dealer Inventory of BS-IV Stocks Continue to be a Challenge. Dealers are now Facing a New



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Challenge with Corona Virus Cases being Detected in India and Alarming Drop in Customer Walk-ins in Auto Showrooms. The Overall Uncertainty of the Situation due to Corona Virus and the Huge Drops in the Share Markets, further Contribute to the Already Weakened Sentiment as Purchase Decisions are getting Postponed.

BS-VI Vehicles Supply is also affected due to the Corona Virus Situation in China and an Already Difficult Transition becomes more Difficult due to Unexpected Happenings all around. Due to all this, the Outlook for the Month of March is Negative.

FADA would Once Again Very Seriously Urge the Government to Look Towards a Relief Package for the Auto Industry with Temporary Reduction in GST till Return of Stability and a Financially Attractive Scrapage Policy, which will not just reduce pollution on Roads of Older Vehicles, but will also help in reviving CV Sales which Currently are the Worst Hit.

The Positivity that Revival in Auto Sales Can get, will be Contagious in a Good Way, to Many Other Sectors dependant or Connected to the Auto Eco System and can Trigger the Return to Positivity for the Overall Economy.

Looking at the Current Near Term Situation, FADA will Once Again be Writing to the Hon'ble Prime Minister, Hon'ble Finance Minister and Hon'ble Transport Minister to Consider these Demands for the Auto Industry."

Key Findings from our Online Members Survey

- **Sentiments**
 - 53% Dealers rated it Neutral (54% in January'20)
 - 28% Dealers rated it Bad(25% in January'20)
 - 20% Dealers rated it as Good (21% in January'20)
- **Liquidity**
 - 44% Dealers rated it Neutral(53% in January'20)
 - 33% Dealers rated it Good(25% in January'20)
 - 23% Dealers rated it as Bad (22% in January'20)
- **Expectation in March'20**
 - 43% Dealers rated it De-Growth (80% in case of CV Dealers)
 - 32% Dealers rated it Flat
 - 25% Dealers rated it Growth
- **BS-IV Inventory**
 - Average inventory for PVs ranges from 10 – 12 days
 - Average inventory for 2W ranges from 20– 25 days
 - Average inventory for CV ranges from 10 – 15 days



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

Vehicle Registration Data for February'20

CATEGORY	FEB'20	FEB'19	YoY %
2W	12,85,398	12,66,163	1.52%
3W	65,752	54,474	20.70%
CV	92,805	82,129	13.00%
PV	2,26,271	2,28,959	-1.17%
TRAC	41,485	36,543	13.52%
Total	17,11,711	16,68,268	2.60%

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 09.03.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,226 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 25,000 dealerships including 30 Associations of Automobile Dealers at the Regional, State and City levels accounting for 90% of market share in India. Together we employ over 2.5 million direct employees and another 2.5 million as indirect employees, making it a total of ~5 million people in the country 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.



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Annexure 1

State wise Vehicle Registration Data for the Month of February'20 with YoY comparison

ARUNACHAL PRADESH			
CATEGORY	FEB'20	FEB'19	YoY %
2W	692	805	-14.04%
3W	25	37	-32.43%
CV	157	91	72.53%
PV	410	470	-12.77%
TRAC	-	7	-100.00%
Total	1,284	1,410	-8.94%

ASSAM			
CATEGORY	FEB'20	FEB'19	YoY %
2W	29,973	32,500	-7.78%
3W	2,812	1,828	53.83%
CV	4,308	3,479	23.83%
PV	6,058	5,756	5.25%
TRAC	-	1	-100.00%
Total	43,151	43,564	-0.95%

BIHAR			
CATEGORY	FEB'20	FEB'19	YoY %
2W	90,577	79,887	13.38%
3W	8,135	5,089	59.85%
CV	8,094	4,817	68.03%
PV	6,542	5,340	22.51%
TRAC	382	285	34.04%
Total	1,13,730	95,418	19.19%

CHHATTISGARH			
CATEGORY	FEB'20	FEB'19	YoY %
2W	46,197	49,189	-6.08%
3W	690	677	1.92%
CV	2,620	2,651	-1.17%
PV	3,926	5,203	-24.54%
TRAC	2,396	2,358	1.61%
Total	55,829	60,078	-7.07%



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CHANDIGARH			
CATEGORY	FEB'20	FEB'19	YoY %
2W	1,782	2,786	-36.04%
3W	40	27	48.15%
CV	108	72	50.00%
PV	1,511	2,598	-41.84%
TRAC	-	2	-100.00%
Total	3,441	5,485	-37.27%

DAMAN & DIU			
CATEGORY	FEB'20	FEB'19	YoY %
2W	94	1,208	-92.22%
3W	6	36	-83.33%
CV	134	214	-37.38%
PV	113	422	-73.22%
TRAC	-	23	-100.00%
Total	347	1,903	-81.77%

DELHI			
CATEGORY	FEB'20	FEB'19	YoY %
2W	28,209	32,468	-13.12%
3W	2,351	2,337	0.60%
CV	2,186	1,726	26.65%
PV	12,052	12,967	-7.06%
TRAC	3	2	50.00%
Total	44,801	49,500	-9.49%

GOA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	3,477	3,856	-9.83%
3W	9	7	28.57%
CV	219	195	12.31%
PV	1,203	1,496	-19.59%
TRAC	2	3	-33.33%
Total	4,910	5,557	-11.64%



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GUJARAT			
CATEGORY	FEB'20	FEB'19	YoY %
2W	78,711	84,300	-6.63%
3W	5,452	6,614	-17.57%
CV	5,928	5,902	0.44%
PV	20,413	23,317	-12.45%
TRAC	992	996	-0.40%
Total	1,11,496	1,21,129	-7.95%

HIMACHAL PRADESH			
CATEGORY	FEB'20	FEB'19	YoY %
2W	4,442	4,098	8.39%
3W	102	31	229.03%
CV	1,205	717	68.06%
PV	4,179	3,596	16.21%
TRAC	316	200	58.00%
Total	10,244	8,642	18.54%

HARYANA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	36,186	34,650	4.43%
3W	2,643	1,926	37.23%
CV	5,165	3,521	46.69%
PV	16,915	15,116	11.90%
TRAC	3,758	2,805	33.98%
Total	64,667	58,018	11.46%

JHARKHAND			
CATEGORY	FEB'20	FEB'19	YoY %
2W	39,061	30,921	26.33%
3W	3,140	1,204	160.80%
CV	2,412	1,854	30.10%
PV	4,622	3,889	18.85%
TRAC	-	-	#DIV/0!
Total	49,235	37,868	30.02%



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JAMMU & KASHMIR			
CATEGORY	FEB'20	FEB'19	YoY %
2W	12,144	3,428	254.26%
3W	656	396	65.66%
CV	1,616	714	126.33%
PV	6,735	4,351	54.79%
TRAC	8	204	-96.08%
Total	21,159	9,093	132.70%

KARNATAKA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	87,044	97,692	-10.90%
3W	4,764	3,980	19.70%
CV	6,625	5,647	17.32%
PV	16,883	16,989	-0.62%
TRAC	3,570	3,846	-7.18%
Total	1,18,886	1,28,154	-7.23%

KERALA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	44,351	54,318	-18.35%
3W	2,605	2,733	-4.68%
CV	2,637	3,235	-18.49%
PV	13,437	16,665	-19.37%
TRAC	157	71	121.13%
Total	63,187	77,022	-17.96%

LADAKH			
CATEGORY	FEB'20	FEB'19	YoY %
2W	3	-	#DIV/0!
3W	-	-	#DIV/0!
CV	32	3	966.67%
PV	34	9	277.78%
TRAC	-	-	#DIV/0!
Total	69	12	475.00%



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MAHARASHTRA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	1,25,298	1,21,127	3.44%
3W	7,324	8,551	-14.35%
CV	11,044	10,883	1.48%
PV	21,838	22,233	-1.78%
TRAC	6,104	4,523	34.95%
Total	1,71,608	1,67,317	2.56%

MEGHALAYA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	1,183	1,140	3.77%
3W	88	60	46.67%
CV	476	293	62.46%
PV	1,179	821	43.61%
TRAC	2	-	#DIV/0!
Total	2,928	2,314	26.53%

MANIPUR			
CATEGORY	FEB'20	FEB'19	YoY %
2W	2,046	1,773	15.40%
3W	130	81	60.49%
CV	243	135	80.00%
PV	781	577	35.36%
TRAC	1	2	-50.00%
Total	3,201	2,568	24.65%

MIZORAM			
CATEGORY	FEB'20	FEB'19	YoY %
2W	1,747	1,490	17.25%
3W	27	21	28.57%
CV	346	276	25.36%
PV	380	370	2.70%
TRAC	1	1	0.00%
Total	2,501	2,158	15.89%



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NAGALAND			
CATEGORY	FEB'20	FEB'19	YoY %
2W	623	487	27.93%
3W	119	74	60.81%
CV	1,339	1,535	-12.77%
PV	601	561	7.13%
TRAC	-	1	-100.00%
Total	2,682	2,658	0.90%

ODISHA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	51,133	54,917	-6.89%
3W	1,879	1,724	8.99%
CV	4,445	3,804	16.85%
PV	4,410	4,365	1.03%
TRAC	351	297	18.18%
Total	62,218	65,107	-4.44%

PUNJAB			
CATEGORY	FEB'20	FEB'19	YoY %
2W	42,209	41,397	1.96%
3W	1,249	624	100.16%
CV	2,853	1,866	52.89%
PV	10,129	9,917	2.14%
TRAC	2,115	1,972	7.25%
Total	58,555	55,776	4.98%

PUDUCHERRY			
CATEGORY	FEB'20	FEB'19	YoY %
2W	3,759	4,540	-17.20%
3W	13	18	-27.78%
CV	79	94	-15.96%
PV	597	634	-5.84%
TRAC	9	3	200.00%
Total	4,457	5,289	-15.73%



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RAJASTHAN			
CATEGORY	FEB'20	FEB'19	YoY %
2W	80,503	79,649	1.07%
3W	2,353	1,700	38.41%
CV	5,776	5,928	-2.56%
PV	14,486	15,654	-7.46%
TRAC	6,240	4,843	28.85%
Total	1,09,358	1,07,774	1.47%

SIKKIM			
CATEGORY	FEB'20	FEB'19	YoY %
2W	342	192	78.13%
3W	-	-	#DIV/0!
CV	70	33	112.12%
PV	474	441	7.48%
TRAC	-	-	#DIV/0!
Total	886	666	33.03%

TAMIL NADU			
CATEGORY	FEB'20	FEB'19	YoY %
2W	1,48,171	1,60,844	-7.88%
3W	4,350	4,086	6.46%
CV	7,779	7,511	3.57%
PV	15,712	16,579	-5.23%
TRAC	2,549	2,373	7.42%
Total	1,78,561	1,91,393	-6.70%

TRIPURA			
CATEGORY	FEB'20	FEB'19	YoY %
2W	3,647	4,321	-15.60%
3W	890	148	501.35%
CV	302	190	58.95%
PV	476	430	10.70%
TRAC	-	-	#DIV/0!
Total	5,315	5,089	4.44%



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UTTARAKHAND			
CATEGORY	FEB'20	FEB'19	YoY %
2W	12,140	12,384	-1.97%
3W	735	640	14.84%
CV	737	706	4.39%
PV	3,883	3,433	13.11%
TRAC	310	238	30.25%
Total	17,805	17,401	2.32%

UTTAR PRADESH			
CATEGORY	FEB'20	FEB'19	YoY %
2W	2,16,360	1,93,827	11.63%
3W	10,079	7,007	43.84%
CV	8,055	8,689	-7.30%
PV	28,136	27,143	3.66%
TRAC	11,437	10,789	6.01%
Total	2,74,067	2,47,455	10.75%

WEST BENGAL			
CATEGORY	FEB'20	FEB'19	YoY %
2W	93,294	75,969	22.81%
3W	3,086	2,818	9.51%
CV	5,815	5,348	8.73%
PV	8,156	7,617	7.08%
TRAC	782	698	12.03%
Total	1,11,133	92,450	20.21%