



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

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

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CIN U74140DL2004PNL130324

FOR IMMEDIATE RELEASE

FADA releases December'19 Vehicle Registration Data

- *After 2 months of positive sales during the Festive Period in October and its spillover effect in November, Auto Sales fell once again in December. Despite Robust inquiries and with offers and discounts at its peak, customers did not conclude on their purchase as expected, showing Continued Weakness in Consumer Sentiment.*
- *On a YoY basis, overall Vehicle Registrations fell by 15%. 2-Wheeler was down by 16%, PV was down by 9% and CV registered a de-growth of 21%. Only 3W was up by a mere percent.*
- *With the December De-growth being the Highest in this FY, FADA shares its concern on falling Auto Sales and shifts its stance to Very Cautious for the near and mid-term as we inch towards BS VI transition.*
- *FADA looks forward to Demand Spurring Initiatives in the Union Budget and specific Initiatives for the Auto Industry based on our feedback for Faster Revival of the much-needed Sustainable Growth.*

21st January'20, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the Month of December'19.

December-19 Retail Sales

Commenting on how December'19 performed, FADA President, Mr Ashish Harsharaj Kale said, **"December sales De-growth was not on expected lines as the inquiry levels all through the month were quite robust. Consumer Sentiment Continues to be very weak as Customers did not conclude on the Purchase even after taking the efforts of Inquiring and despite the Best Offers being available.**

The Sharp decline in growth has denied the Dealer Community an opportunity to Reduce its BS-4 Inventory making the transition to BS-6 trickier. With such a weak Consumer Sentiment FADA recommends a Very Cautious approach to its members with serious focus on BS-4 Inventory liquidation.

FADA will work towards seeking relief from the Honourable Supreme Court for the BS-4 Inventory of its members as with such weak consumer demand the near term Retail sales are unpredictable, making it extremely difficult for our members to Continue the Current Business and also ensure a Nil BS-4 Inventory on 31st of March.

On the Inventory Front, although there was a slight reduction across all segments, the CV and 2W inventory still remains a concern, especially looking at the Transition and the Current Weakness in Demand. PV for the first time is in the FADA recommended Range of 3 Weeks and a Shout out of appreciation to our PV OEM's for considering our Recommendation, which benefits the entire ecosystem.

Liquidity still remains a concern for the Dealer Community as well as for the Retail Customer as Banking and Finance Industry continues to be in Cautious mode despite Sufficient Liquidity being Available.



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Along with Government Measures aimed at Increasing Demand, Equal Importance needs to be given to Availability of Reasonably Liberal Credit, especially in a developing Country like ours where the Growth is Driven by First Time Buyers or Individuals and Businesses looking to Expand Beyond their Current Capacity.

Key Findings from our Online Members Survey

- Sentiments
- 54% Dealers rated it Neutral (49% in November'19)
- 25% Dealers rated it Bad (38% in November'19)
- 20% Dealers rated it as Good (13% in November'19)

Liquidity
- 50% Dealers rated it Neutral (53% in November'19)
- 25% Dealers rated it Bad (30% in November'19)
- 25% Dealers rated it as Good (18% in November'19)

Expectation in January
- 43% Dealers rated it Flat
- 28% Dealers rated it De-Growth
- 28% Dealers rated it Growth

Inventory
- Average inventory for PVs ranges from 20 – 25 days (25 – 30 days in November'19)
- Average inventory for 2W ranges from 30 – 35 days (35 – 40 days in November'19)
- Average inventory for CV ranges from 30 – 35 days (35 – 40 days in November'19)

Charts showing Vehicle Registration Data for December'19 with YoY comparison can be found below:

Vehicle Registration Data for December'19

Table with 4 columns: CATEGORY, DEC'19, DEC'18, YoY %. Rows include 2W, 3W, CV, PV, and Total.

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- For the first time National Comparative figures are including Kerala.
3- Online Survey has a limited sample size and reflects an overall trend.
4- Vehicle Registration Data has been collated as on 13.01.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,216 out of 1,427 RTOs.

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



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----- 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 November-19 with YoY comparison

| ARUNACHAL PRADESH | | | |
|-------------------|--------------|--------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 795 | 788 | 1% |
| 3W | 11 | 18 | -39% |
| CV | 90 | 61 | 48% |
| PV | 496 | 537 | -8% |
| Total | 1,392 | 1,404 | -1% |

| ASSAM | | | |
|--------------|---------------|---------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 18,555 | 26,578 | -30% |
| 3W | 1,809 | 1,570 | 15% |
| CV | 2,169 | 5,452 | -60% |
| PV | 4,822 | 6,313 | -24% |
| Total | 27,355 | 39,913 | -31% |

| BIHAR | | | |
|--------------|---------------|---------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 71,675 | 65,292 | 10% |
| 3W | 7,367 | 4,974 | 48% |
| CV | 6,985 | 8,309 | -16% |
| PV | 5,410 | 4,693 | 15% |
| Total | 91,437 | 83,268 | 10% |

| CHANDIGARH | | | |
|--------------|--------------|--------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 1,872 | 2,593 | -28% |
| 3W | 77 | 39 | 97% |
| CV | 84 | 118 | -29% |
| PV | 1,918 | 1,296 | 48% |
| Total | 3,951 | 4,046 | -2% |



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| CHHATTISGARH | | | |
|--------------|---------------|---------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 33,584 | 38,820 | -13% |
| 3W | 595 | 501 | 19% |
| CV | 1,502 | 2,337 | -36% |
| PV | 3,076 | 4,384 | -30% |
| Total | 38,757 | 46,042 | -16% |

| DADRA & NAGAR HAVELI | | | |
|----------------------|------------|--------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 571 | 1,300 | -56% |
| 3W | 7 | 6 | 17% |
| CV | 114 | 144 | -21% |
| PV | 201 | 213 | -6% |
| Total | 893 | 1,663 | -46% |

| DAMAN & DIU | | | |
|--------------|------------|------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 381 | 423 | -10% |
| 3W | 11 | 5 | 120% |
| CV | 18 | 46 | -61% |
| PV | 131 | 122 | 7% |
| Total | 541 | 596 | -9% |

| DELHI | | | |
|--------------|---------------|---------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 20,786 | 25,573 | -19% |
| 3W | 2,611 | 2,569 | 2% |
| CV | 1,518 | 1,797 | -16% |
| PV | 13,762 | 17,873 | -23% |
| Total | 38,677 | 47,812 | -19% |



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| GOA | | | |
|--------------|--------------|--------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 5,465 | 3,514 | 56% |
| 3W | 7 | 10 | -30% |
| CV | 177 | 154 | 15% |
| PV | 4,180 | 1,482 | 182% |
| Total | 9,829 | 5,160 | 90% |

| GUJARAT | | | |
|--------------|-----------------|-----------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 87,214 | 1,20,101 | -27% |
| 3W | 6,001 | 5,859 | 2% |
| CV | 5,290 | 5,996 | -12% |
| PV | 20,150 | 21,510 | -6% |
| Total | 1,18,655 | 1,53,466 | -23% |

| HARYANA | | | |
|--------------|---------------|---------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 45,810 | 67,407 | -32% |
| 3W | 2,782 | 2,310 | 20% |
| CV | 2,950 | 3,569 | -17% |
| PV | 15,457 | 16,146 | -4% |
| Total | 66,999 | 89,432 | -25% |

| HIMACHAL PRADESH | | | |
|------------------|---------------|---------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 7,390 | 8,500 | -13% |
| 3W | 21 | 22 | -5% |
| CV | 927 | 791 | 17% |
| PV | 5,403 | 4,616 | 17% |
| Total | 13,741 | 13,929 | -1% |



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| JAMMU & KASHMIR | | | |
|-----------------|---------------|---------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 6,169 | 8,430 | -27% |
| 3W | 125 | 300 | -58% |
| CV | 394 | 716 | -45% |
| PV | 3,776 | 6,127 | -38% |
| Total | 10,464 | 15,573 | -33% |

| JHARKHAND | | | |
|--------------|---------------|---------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 36,492 | 41,744 | -13% |
| 3W | 2,113 | 2,555 | -17% |
| CV | 1,989 | 3,928 | -49% |
| PV | 4,179 | 7,564 | -45% |
| Total | 44,773 | 55,791 | -20% |

| KARNATAKA | | | |
|--------------|---------------|-----------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 74,646 | 96,734 | -23% |
| 3W | 3,440 | 3,556 | -3% |
| CV | 4,165 | 4,807 | -13% |
| PV | 13,339 | 14,447 | -8% |
| Total | 95,590 | 1,19,544 | -20% |

| KERALA | | | |
|--------------|---------------|---------------|-----------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 37,843 | 35,101 | 8% |
| 3W | 2,282 | 2,080 | 10% |
| CV | 2,323 | 2,264 | 3% |
| PV | 11,880 | 12,086 | -2% |
| Total | 54,328 | 51,531 | 5% |



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| MAHARASHTRA | | | |
|--------------|-----------------|-----------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 1,62,470 | 1,99,969 | -19% |
| 3W | 6,510 | 10,626 | -39% |
| CV | 9,693 | 11,955 | -19% |
| PV | 23,193 | 25,193 | -8% |
| Total | 2,01,866 | 2,47,743 | -19% |

| MANIPUR | | | |
|--------------|--------------|--------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 2,228 | 1,907 | 17% |
| 3W | 93 | 65 | 43% |
| CV | 141 | 118 | 19% |
| PV | 670 | 515 | 30% |
| Total | 3,132 | 2,605 | 20% |

| MEGHALAYA | | | |
|--------------|--------------|--------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 770 | 755 | 2% |
| 3W | 43 | 31 | 39% |
| CV | 215 | 212 | 1% |
| PV | 740 | 790 | -6% |
| Total | 1,768 | 1,788 | -1% |

| MIZORAM | | | |
|--------------|--------------|--------------|-----------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 1,689 | 1,647 | 3% |
| 3W | 32 | 33 | -3% |
| CV | 190 | 157 | 21% |
| PV | 440 | 455 | -3% |
| Total | 2,351 | 2,292 | 3% |



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| NAGALAND | | | |
|--------------|--------------|--------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 300 | 353 | -15% |
| 3W | 89 | 69 | 29% |
| CV | 632 | 974 | -35% |
| PV | 505 | 534 | -5% |
| Total | 1,526 | 1,930 | -21% |

| ODISHA | | | |
|--------------|---------------|---------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 45,382 | 51,549 | -12% |
| 3W | 1,919 | 1,721 | 12% |
| CV | 4,140 | 3,860 | 7% |
| PV | 4,948 | 5,082 | -3% |
| Total | 56,389 | 62,212 | -9% |

| PUDUCHERRY | | | |
|--------------|--------------|--------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 2,430 | 2,749 | -12% |
| 3W | 7 | 9 | -22% |
| CV | 50 | 61 | -18% |
| PV | 585 | 630 | -7% |
| Total | 3,072 | 3,449 | -11% |

| PUNJAB | | | |
|--------------|---------------|---------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 52,617 | 54,040 | -3% |
| 3W | 784 | 757 | 4% |
| CV | 1,899 | 2,113 | -10% |
| PV | 11,322 | 11,900 | -5% |
| Total | 66,622 | 68,810 | -3% |



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| RAJASTHAN | | | |
|--------------|-----------------|-----------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 95,954 | 1,09,007 | -12% |
| 3W | 2,417 | 1,765 | 37% |
| CV | 4,383 | 5,095 | -14% |
| PV | 12,348 | 14,174 | -13% |
| Total | 1,15,102 | 1,30,041 | -11% |

| SIKKIM | | | |
|--------------|--------------|------------|------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 534 | 177 | 202% |
| 3W | NA | NA | NA |
| CV | 35 | 18 | 94% |
| PV | 481 | 332 | 45% |
| Total | 1,050 | 527 | 99% |

| TAMIL NADU | | | |
|--------------|-----------------|-----------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 94,255 | 1,05,636 | -11% |
| 3W | 2,880 | 3,049 | -6% |
| CV | 4,865 | 5,595 | -13% |
| PV | 16,073 | 16,857 | -5% |
| Total | 1,18,073 | 1,31,137 | -10% |

| TRIPURA | | | |
|--------------|--------------|--------------|-------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 2,719 | 4,014 | -32% |
| 3W | 659 | 42 | 1469% |
| CV | 145 | 216 | -33% |
| PV | 308 | 385 | -20% |
| Total | 3,831 | 4,657 | -18% |

| UTTAR PRADESH | | | |
|---------------|----------|----------|-------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 2,64,866 | 2,74,875 | -4% |
| 3W | 10,055 | 10,018 | 0% |
| CV | 5,963 | 8,702 | -31% |
| PV | 25,305 | 25,036 | 1% |



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| | | | |
|--------------|----------|----------|------------|
| Total | 3,06,189 | 3,18,631 | -4% |
|--------------|----------|----------|------------|

| UTTARAKHAND | | | |
|--------------------|---------------|---------------|--------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 12,562 | 21,379 | -41% |
| 3W | 724 | 742 | -2% |
| CV | 583 | 765 | -24% |
| PV | 4,031 | 6,032 | -33% |
| Total | 17,900 | 28,918 | -38% |

| WEST BENGAL | | | |
|--------------------|---------------|-----------------|--------------|
| CATEGORY | DEC'19 | DEC'18 | YoY % |
| 2W | 76,145 | 1,29,590 | -41% |
| 3W | 2,853 | 2,730 | 5% |
| CV | 4,164 | 5,503 | -24% |
| PV | 6,587 | 9,262 | -29% |
| Total | 89,749 | 1,47,085 | -39% |