



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 November'19 Vehicle Registration Data

- *Vehicle Registrations in November and for 2 consecutive months remain in Green with Commercial Vehicles being the Exception, as CV Sales Continue to face Strong Headwinds.*
- *On a YoY basis, overall Vehicle Registrations rise by 2%. 2-Wheeler was up 3%, 3-Wheeler was up 20%, PV was up 1% and CV registered a de-growth of -8%.*
- *On inventory front, both PV & 2W inventory remains in similar range as reported last month though CV inventory continues to fall.*
- *FADA continues to remain cautious for the near and mid-term as we Head into the BS VI transition.*

11th December'19, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the Month of November'19.

November-19 Retail Sales

Commenting on how November'19 performed, FADA President, Mr Ashish Harsharaj Kale said, **“With Strong Spill over Demand post the Festive Season, the month of November gave extended Cheer to the Dealer Community with Retails registering a Slight Growth YoY in all segments except CV’s, where Demand still continues to be Quite Weak.**

Agriculture Produce Now Trickling into the markets after the extended Monsoon which Delayed the Crop also Contributed to the Uptick in the Semi Urban and Rural Markets. Along with this, effects of the Positive Measures taken by the Government is also playing its part.

With slight positivity in November, Dealers inventory remained more or less at the same levels in both 2W and PV Categories. Dealers though got an Opportunity to further Reduce their Inventory in CV category by ~5 days.

Once again Appreciating the Efforts of all our OEM’s in regulating Wholesale Supplies, FADA is quite Confident that the Inventory in all the three categories, viz. 2W, PV and CV will soon be in the range of Our recommended and requested Optimum range of 3 weeks.

Going ahead, with our OEM’s further reducing wholesale billing, the Probabilities of Negative Financial Impact further reduces for the Dealer Community as the Indian Auto Industry heads into the Technology Leap of BS4 to BS6 in such an uncertain and Dynamic Demand Situation.

Although Better than what the Situation was Pre-Festivals, Liquidity and Credit Confidence both for Retail Customers as well as Dealers is Still Not Near the Normal levels required for Sustained Growth with the Banking and Finance Industry still at the Cross roads of Business Aggression and Business Caution, despite Strong advocacy of Retail Credit Growth by the Government.

December is the month of Model Change and a month of Attractive Offers. This coupled with Continued Government Focus on Improving the Overall Economic Situation and Especially



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Automobiles sales which is considered the Barometer of a Country's Economic Situation, along with the Continued Strong Advocacy by the Government for Aggressive Retail Credit by the BFSI's, FADA is hopeful of a 3rd month of Positive Retail Growth in December and Further Inventory Reduction, to end the Calendar Year on a Positive Note.

FADA continues its recommendation to its members to tread with Caution, especially with regards to inventory and Costs during these dynamic times of Fluctuating Consumer Sentiment and the Upcoming BS6 transition.

FADA will continue to engage with all the stakeholders for a smooth transition into the BS6 Regime for its members and will explore all Avenues available to it, to ensure Zero Financial loss to its members in such Challenging Times."

Key Findings from our Online Members Survey

- **Sentiments**
 - 49% Dealers rated it Neutral (*45% in October'19*)
 - 38% Dealers rated it Bad (*13% in October'19*)
- **Liquidity**
 - 53% Dealers rated it Neutral (*41% in October'19*)
 - 30% Dealers rated it Bad (*10% in October'19*)
- **Expectation in December**
 - 43% Dealers rated it Flat
 - 34% Dealers rated it De-Growth
 - 23% Dealers rated it Growth
- **Inventory**
 - Average inventory for PVs ranges from 25 – 30 days (*25 – 30 days in October'19*)
 - Average inventory for 2W ranges from 35 – 40 days (*35 – 40 days in October'19*)
 - Average inventory for CV ranges from 35 – 40 days (*40 – 45 days in October'19*)



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

Vehicle Registration Data for November'19

CATEGORY	NOV'19	NOV'18	YoY %
2W	17,05,495	16,60,082	3%
3W	65,348	54,639	20%
CV	77,394	84,040	-8%
PV	2,57,271	2,55,535	1%
Total	21,05,508	20,54,296	2%

Source: FADA Research

Disclaimer:

- 1- The above numbers do not have figures from 352 RTOs mainly from states of AP, KL, MP & TS. AP, MP & TS are not yet on Vahan and KL comparative fig. for Oct'18 is not available, hence it has not been taken for Comparative Calculation.
- 2- Online Survey has a limited sample size and reflects an overall trend.
- 3- Vehicle Registration Data has been collated as on 09.12.19 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,206 out of 1,418 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 November-19 with YoY comparison

ARUNACHAL PRADESH			
CATEGORY	NOV'19	NOV'18	YoY %
2W	945	710	33%
3W	22	26	-15%
CV	133	70	90%
PV	520	457	14%
Total	1,620	1,263	28%

ASSAM			
CATEGORY	NOV'19	NOV'18	YoY %
2W	32,863	34,120	-4%
3W	2,891	2,051	41%
CV	3,454	4,249	-19%
PV	6,741	6,266	8%
Total	45,949	46,686	-2%

BIHAR			
CATEGORY	NOV'19	NOV'18	YoY %
2W	1,14,504	1,06,481	8%
3W	6,958	5,073	37%
CV	6,306	6,626	-5%
PV	7,644	6,494	18%
Total	1,35,412	1,24,674	9%

CHANDIGARH			
CATEGORY	NOV'19	NOV'18	YoY %
2W	1,882	2,941	-36%
3W	42	30	40%
CV	66	61	8%
PV	1,081	1,592	-32%
Total	3,071	4,624	-34%



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CHHATTISGARH			
CATEGORY	NOV'19	NOV'18	YoY %
2W	72,882	64,116	14%
3W	718	579	24%
CV	2,190	2,743	-20%
PV	4,278	5,263	-19%
Total	80,068	72,701	10%

DADRA & NAGAR HAVELI			
CATEGORY	NOV'19	NOV'18	YoY %
2W	802	497	61%
3W	2	8	-75%
CV	179	118	52%
PV	360	264	36%
Total	1,343	887	51%

DAMAN & DIU			
CATEGORY	NOV'19	NOV'18	YoY %
2W	407	472	-14%
3W	16	3	433%
CV	38	48	-21%
PV	169	207	-18%
Total	630	730	-14%

DELHI			
CATEGORY	NOV'19	NOV'18	YoY %
2W	44,063	62,711	-30%
3W	3,192	2,694	18%
CV	1,970	1,803	9%
PV	12,384	15,278	-19%
Total	61,609	82,486	-25%



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GOA			
CATEGORY	NOV'19	NOV'18	YoY %
2W	4,524	5,892	-23%
3W	8	7	14%
CV	207	214	-3%
PV	2,419	1,955	24%
Total	7,158	8,068	-11%

GUJARAT			
CATEGORY	NOV'19	NOV'18	YoY %
2W	1,09,534	1,40,072	-22%
3W	7,259	6,798	7%
CV	5,378	6,402	-16%
PV	23,427	29,909	-22%
Total	1,45,598	1,83,181	-21%

HARYANA			
CATEGORY	NOV'19	NOV'18	YoY %
2W	77,419	52,781	47%
3W	3,246	1,708	90%
CV	3,545	3,180	11%
PV	21,326	14,818	44%
Total	1,05,536	72,487	46%

HIMACHAL PRADESH			
CATEGORY	NOV'19	NOV'18	YoY %
2W	9,063	9,668	-6%
3W	22	46	-52%
CV	1,075	765	41%
PV	7,318	5,959	23%
Total	17,478	16,438	6%



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JAMMU & KASHMIR			
CATEGORY	NOV'19	NOV'18	YoY %
2W	4,601	8,478	-46%
3W	35	293	-88%
CV	123	677	-82%
PV	2,849	5,323	-46%
Total	7,608	14,771	-48%

JHARKHAND			
CATEGORY	NOV'19	NOV'18	YoY %
2W	50,483	56,406	-11%
3W	2,186	1,644	33%
CV	1,698	2,604	-35%
PV	5,852	7,141	-18%
Total	60,219	67,795	-11%

KARNATAKA			
CATEGORY	NOV'19	NOV'18	YoY %
2W	99,684	1,16,297	-14%
3W	4,721	5,197	-9%
CV	5,438	6,488	-16%
PV	19,838	20,396	-3%
Total	1,29,681	1,48,378	-13%

KERALA	
CATEGORY	NOV'19
2W	46,874
3W	2,661
CV	2,372
PV	14,897
Total	66,804



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MAHARASHTRA			
CATEGORY	NOV'19	NOV'18	YoY %
2W	2,13,791	1,94,933	10%
3W	8,278	9,445	-12%
CV	13,476	13,170	2%
PV	36,187	34,078	6%
Total	2,71,732	2,51,626	8%

MANIPUR			
CATEGORY	NOV'19	NOV'18	YoY %
2W	2,615	1,921	36%
3W	129	55	135%
CV	202	106	91%
PV	718	491	46%
Total	3,664	2,573	42%

MEGHALAYA			
CATEGORY	NOV'19	NOV'18	YoY %
2W	1,352	1,366	-1%
3W	78	107	-27%
CV	406	359	13%
PV	1,242	994	25%
Total	3,078	2,826	9%

MIZORAM			
CATEGORY	NOV'19	NOV'18	YoY %
2W	2,222	1,615	38%
3W	55	34	62%
CV	275	180	53%
PV	551	418	32%
Total	3,103	2,247	38%



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NAGALAND			
CATEGORY	NOV'19	NOV'18	YoY %
2W	461	471	-2%
3W	91	84	8%
CV	777	1,274	-39%
PV	719	551	30%
Total	2,048	2,380	-14%

ODISHA			
CATEGORY	NOV'19	NOV'18	YoY %
2W	56,638	72,221	-22%
3W	2,392	2,051	17%
CV	4,236	3,958	7%
PV	5,338	6,068	-12%
Total	68,604	84,298	-19%

PUDUCHERRY			
CATEGORY	NOV'19	NOV'18	YoY %
2W	3,486	3,824	-9%
3W	17	5	240%
CV	70	58	21%
PV	550	677	-19%
Total	4,123	4,564	-10%

PUNJAB			
CATEGORY	NOV'19	NOV'18	YoY %
2W	78,393	83,274	-6%
3W	1,137	567	101%
CV	1,784	1,505	19%
PV	9,373	10,664	-12%
Total	90,687	96,010	-6%



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RAJASTHAN			
CATEGORY	NOV'19	NOV'18	YoY %
2W	1,88,711	1,69,101	12%
3W	2,608	1,785	46%
CV	5,032	6,365	-21%
PV	17,754	20,336	-13%
Total	2,14,105	1,97,587	8%

SIKKIM			
CATEGORY	NOV'19	NOV'18	YoY %
2W	505	240	110%
3W	-	-	0%
CV	35	35	0%
PV	797	437	82%
Total	1,337	712	88%

TAMIL NADU			
CATEGORY	NOV'19	NOV'18	YoY %
2W	1,44,692	1,42,538	2%
3W	3,872	3,136	23%
CV	5,084	5,383	-6%
PV	16,505	15,647	5%
Total	1,70,153	1,66,704	2%

TRIPURA			
CATEGORY	NOV'19	NOV'18	YoY %
2W	4,303	5,357	-20%
3W	509	38	1239%
CV	228	206	11%
PV	412	466	-12%
Total	5,452	6,067	-10%



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UTTAR PRADESH			
CATEGORY	NOV'19	NOV'18	YoY %
2W	2,63,877	2,21,036	19%
3W	10,939	8,961	22%
CV	8,206	9,448	-13%
PV	36,383	29,359	24%
Total	3,19,405	2,68,804	19%

UTTARAKHAND			
CATEGORY	NOV'19	NOV'18	YoY %
2W	23,989	22,737	6%
3W	719	493	46%
CV	687	767	-10%
PV	4,679	5,142	-9%
Total	30,074	29,139	3%

WEST BENGAL			
CATEGORY	NOV'19	NOV'18	YoY %
2W	96,804	77,806	24%
3W	3,206	1,721	86%
CV	5,096	5,178	-2%
PV	9,857	8,885	11%
Total	1,14,963	93,590	23%