

**FOR IMMEDIATE RELEASE**

## **FADA releases October'19 Vehicle Registration Data**

- *October Vehicle Registrations finally shows positive momentum with the biggest 2 festivals of Navratri/Dussehra and Diwali being in the same month. Never before seen attractive offers boosted the Overall Positive Mood of the Buyers.*
- *On a YoY basis, overall Vehicle Registrations rise by 4%. 2-Wheeler was up 5%, 3-Wheeler was up 4%, PV was up 11% and CV registered a de-growth of -23%.*
- *On inventory front, PV inventory already being at reasonable levels, saw a further marginal drop reaching the ideal mark. CV inventory also reduced but still remains above comfortable levels heading into the BS6 implementation.*
- *Much needed Respite to 2W dealers with Substantial Inventory Reduction with Retail growth and Regulated wholesale supplies by all OEM's.*
- *FADA remains cautious for the near and mid-term post the Festive seasons as BS VI transition approaches and Rural Demand yet to pick up due to Extended and Excessive monsoon.*
- *Business Appetite of Banks NBFC's seen to be growing and will aid in Demand Recovery in the coming months.*

**19<sup>th</sup> November'19, New Delhi:** The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the Month of October'19.

### **October-19 Retail Sales**

Commenting on October'19 performance FADA President, Mr Ashish Harsharaj Kale said, **"We thank all our principals for taking stock reduction measures.**

FADA specially appreciates the actions taken by our 2W OEM's for delivering on their commitment, of reducing stock with Festival Retail Growth. Although not at FADA recommended levels of 21 days, 2W inventory has reduced from an alarming level. PV inventory already at reasonable levels has further reduced and now almost at the recommended level with all our principals taking strong and positive steps towards stock reduction. CV inventory has also reduced although with retail continuing to be weak, where further wholesale regulation is required to reach FADA's 21 days recommended levels.

Heading into the unknown territory of BS6 transition, more needs to be done towards inventory reduction to avoid dealer losses.

October retails were in the positive giving a much-needed respite to the auto industry and especially our dealer community after months of de-growth. The Festivals saw very good footfalls at dealerships across most of the geographies and the consumer sentiment was positive and purchase decisions were concluded as used to be during the growth years.

Strong Support from Bank's & NBFC's helped Convert the Festive mood of the Consumer into Retails. With Continued Liquidity Easing, Business Appetite of Banks & NBFC's have grown and will surely aid the industry in the path to recovery as the Consumer Sentiment Strengthens in the coming days. FADA requests both Banks and NBFC's to provide more support for a stronger recovery.

As the Complete effect of the positive measures taken by the Government plays out and Banks and NBFC's aggression continuing post the festive season, strengthening of Demand is expected along with bottoming out of the De-growth.

With a New Normal now being more or less set, FADA expects the near term to be stable and Consumer Sentiment changing for the positive as the Economy heads towards recovery with the Governments Strong Focus and Actions towards it.

FADA continues its recommendation to its members to tread with Caution, especially with regards to inventory and Costs during this dynamic time of Fluctuating Consumer Sentiment due to Overall weak economic situation and BS6 transition

FADA will also continue to engage with all the stakeholders for a smooth transition into the BS6 Regime for its members."

#### Key Findings from our Online Members Survey

- **Sentiments**
  - 13% Dealers rated it as Bad (*41% in Septembert'19*)
  - 45% Dealers rated it as Neutral (*41% in September'19*)
- **Liquidity**
  - 41% Dealers rated it as Neutral (*56% in September'19*)
  - 10% Dealers rated it as Bad (*34% in September'19*)
- **Festive Period**
  - 43% Dealers rated it as Growth
  - 30% Dealers rated it as Flat
  - 27% Dealers rated it as De-Growth
- **Expectation in November**
  - 48% Dealers rated it as Flat
  - 33% Dealers rated it as De-Growth
  - 19% Dealers rated it as Growth
- **Inventory**
  - Average inventory for PVs ranges from 25 – 30 days (*30-35 days in September'19*)
  - Average inventory for 2W ranges from 35 – 40 days (*60-65 days in September'19*)
  - Average inventory for CV ranges from 40 – 45 days (*50-55 days in September'19*)



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Charts showing Vehicle Registration Data for October'19 with YoY comparison and 42 Days Festive Period can be found below:

Vehicle Registration Data for October'19

CATEGORY	OCT'19	OCT'18	YoY%
2W	13,34,941	12,70,261	5%
3W	59,573	57,455	4%
CV	67,060	87,618	-23%
PV	2,48,036	2,23,498	11%
<b>Total</b>	<b>17,09,610</b>	<b>16,38,832</b>	<b>4%</b>

42 Days Festival Period

CATEGORY	FESTIVE 2019	FESTIVE 2018	YoY%
2W	18,99,032	19,41,437	-2%
3W	81,377	74,470	9%
CV	94,028	1,14,968	-18%
PV	3,43,319	3,41,561	1%
<b>Total</b>	<b>24,17,756</b>	<b>24,72,436</b>	<b>-2%</b>

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 11.11.19 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,197 out of 1,408 RTOs.
- 4- 42 days festive period ranges from 1st day of Navratri to 15 days post Dhanteras as there is a time lag of 10-12 days between delivery and registration.

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 September-19

ARUNACHAL PRADESH			
Category	OCT'19	OCT'18	YoY (%)
2W	1,082	814	33%
3W	30	16	88%
CV	100	57	75%
PV	575	451	27%
Total	1,787	1,338	34%

ASSAM			
Category	OCT'19	OCT'18	YoY (%)
2W	38,454	34,290	12%
3W	2,766	2,205	25%
CV	2,854	3,817	-25%
PV	8,262	7,386	12%
Total	52,336	47,698	10%

BIHAR			
Category	OCT'19	OCT'18	YoY (%)
2W	74,898	61,892	21%
3W	7,116	4,722	51%
CV	4,944	6,020	-18%
PV	6,583	3,982	65%
Total	93,541	76,616	22%

CHANDIGARH			
Category	OCT'19	OCT'18	YoY (%)
2W	4,740	2,060	130%
3W	45	45	0%
CV	88	97	-9%
PV	2,307	1,220	89%
Total	7,180	3,422	110%



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CHHATTISGARH			
Category	OCT'19	OCT'18	YoY (%)
2W	55,348	39,973	38%
3W	704	425	66%
CV	1,972	2,332	-15%
PV	7,240	3,961	83%
Total	65,264	46,691	40%

DADRA & NAGAR HAVELI			
Category	OCT'19	OCT'18	YoY (%)
2W	580	871	-33%
3W	4	6	-33%
CV	176	202	-13%
PV	350	286	22%
Total	1,110	1,365	-19%

DAMAN & DIU			
Category	OCT'19	OCT'18	YoY (%)
2W	395	343	15%
3W	8	1	700%
CV	35	27	30%
PV	134	136	-1%
Total	572	507	13%

DELHI			
Category	OCT'19	OCT'18	YoY (%)
2W	49,450	41,005	21%
3W	3,174	3,391	-6%
CV	1,828	2,186	-16%
PV	17,335	13,680	27%
Total	71,787	60,262	19%

GOA			
Category	OCT'19	OCT'18	YoY (%)
2W	6,217	5,688	9%
3W	5	3	67%
CV	232	233	0%
PV	2,165	1,937	12%
Total	8,619	7,861	10%



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GUJARAT			
Category	OCT'19	OCT'18	YoY (%)
2W	1,22,722	1,22,067	1%
3W	7,842	7,689	2%
CV	5,815	7,304	-20%
PV	28,800	26,432	9%
Total	1,65,179	1,63,492	1%

HARYANA			
Category	OCT'19	OCT'18	YoY (%)
2W	41,485	41,501	0%
3W	2,443	2,085	17%
CV	3,038	3,420	-11%
PV	13,606	12,282	11%
Total	60,572	59,288	2%

HIMACHAL PRADESH			
Category	OCT'19	OCT'18	YoY (%)
2W	6,251	5,402	16%
3W	29	42	-31%
CV	975	733	33%
PV	4,661	3,642	28%
Total	11,916	9,819	21%

JAMMU & KASHMIR			
Category	OCT'19	OCT'18	YoY (%)
2W	5,537	9,625	-42%
3W	56	352	-84%
CV	316	848	-63%
PV	2,493	5,175	-52%
Total	8,402	16,000	-47%



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JHARKHAND			
Category	OCT'19	OCT'18	YoY (%)
2W	39,814	39,819	0%
3W	1,823	1,762	3%
CV	1,504	3,393	-56%
PV	6,292	5,019	25%
Total	49,433	49,993	-1%

KARNATAKA			
Category	OCT'19	OCT'18	YoY (%)
2W	1,01,911	1,07,251	-5%
3W	4,149	5,284	-21%
CV	4,894	6,501	-25%
PV	20,017	19,182	4%
Total	1,30,971	1,38,218	-5%

KERALA	
Category	OCT'19
2W	63,349
3W	2,933
CV	2,450
PV	18,111
Total	86,843

MAHARASHTRA			
Category	OCT'19	OCT'18	YoY (%)
2W	1,49,164	1,65,020	-10%
3W	7,364	8,612	-14%
CV	11,112	11,587	-4%
PV	35,646	31,743	12%
Total	2,03,286	2,16,962	-6%

MANIPUR			
Category	OCT'19	OCT'18	YoY (%)
2W	2,469	2,063	20%
3W	179	39	359%
CV	124	133	-7%
PV	510	555	-8%
Total	3,282	2,790	18%



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MEGHALAYA			
Category	OCT'19	OCT'18	YoY (%)
2W	1,548	1,423	9%
3W	87	75	16%
CV	389	283	37%
PV	1,231	1,003	23%
Total	3,255	2,784	17%

MIZORAM			
Category	OCT'19	OCT'18	YoY (%)
2W	1,952	1,707	14%
3W	39	44	-11%
CV	238	203	17%
PV	471	432	9%
Total	2,700	2,386	13%

NAGALAND			
Category	OCT'19	OCT'18	YoY (%)
2W	421	732	-42%
3W	81	145	-44%
CV	974	2,147	-55%
PV	601	626	-4%
Total	2,077	3,650	-43%

ODISHA			
Category	OCT'19	OCT'18	YoY (%)
2W	86,215	61,047	41%
3W	2,907	1,964	48%
CV	4,145	3,997	4%
PV	7,597	6,019	26%
Total	1,00,864	73,027	38%



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PUDUCHERRY			
Category	OCT'19	OCT'18	YoY (%)
2W	4,171	4,354	-4%
3W	6	11	-45%
CV	48	92	-48%
PV	647	834	-22%
Total	4,872	5,291	-8%

PUNJAB			
Category	OCT'19	OCT'18	YoY (%)
2W	53,329	52,691	1%
3W	984	653	51%
CV	1,598	2,034	-21%
PV	10,807	9,471	14%
Total	66,718	64,849	3%

RAJASTHAN			
Category	OCT'19	OCT'18	YoY (%)
2W	1,10,965	93,115	19%
3W	1,930	1,733	11%
CV	4,449	7,002	-36%
PV	18,758	15,001	25%
Total	1,36,102	1,16,851	16%

SIKKIM			
Category	OCT'19	OCT'18	YoY (%)
2W	297	192	55%
3W	-	-	0%
CV	19	36	-47%
PV	450	401	12%
Total	766	629	22%

TAMIL NADU			
Category	OCT'19	OCT'18	YoY (%)
2W	1,16,070	1,38,235	-16%
3W	3,393	3,916	-13%
CV	4,953	7,514	-34%
PV	15,439	17,617	-12%
Total	1,39,855	1,67,282	-16%



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TRIPURA			
Category	OCT'19	OCT'18	YoY (%)
2W	4,746	4,379	8%
3W	490	40	1125%
CV	196	153	28%
PV	490	355	38%
Total	5,922	4,927	20%

UTTAR PRADESH			
Category	OCT'19	OCT'18	YoY (%)
2W	1,83,411	1,80,809	1%
3W	9,584	9,451	1%
CV	6,601	9,806	-33%
PV	24,168	22,511	7%
Total	2,23,764	2,22,577	1%

UTTARAKHAND			
Category	OCT'19	OCT'18	YoY (%)
2W	21,291	18,107	18%
3W	632	653	-3%
CV	636	810	-21%
PV	4,318	4,417	-2%
Total	26,877	23,987	12%

WEST BENGAL			
Category	OCT'19	OCT'18	YoY (%)
2W	50,008	33,786	48%
3W	1,703	2,091	-19%
CV	2,807	4,651	-40%
PV	6,083	7,742	-21%
Total	60,601	48,270	26%