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FOR IMMEDIATE RELEASE

FADA Releases August'22 Vehicle Retail Data

- *On YoY basis, total vehicle retail for the month of August'22 saw a growth of 8%.*
- *Except tractors which decreased by -32%, all the other categories were in green. 2W, 3W, PV and CV were up by 8.5%, 83%, 6.5% and 24% respectively.*
- *When compared with August'19, a pre-covid month, total vehicle retails continued to fall by -7%. While PV showed a double-digit healthy growth of 41%, growth in CV also turned positive by 6%. All the other categories were in red with 2W, 3W and Tractors falling by -16%, -1% and -7% respectively.*
- *Good monsoon fails to ignite festive spirits thus impacting Ganpati festive demand.*
- *As semi-conductor supply continues to ease, Auto Retail and PV segment especially, geared up to have the best festive season in a decade.*

8th September'22, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released Vehicle Retail Data for August'22.

August'22 Retails

Commenting on how August'22 performed, FADA President, Mr. Manish Raj Singhania said, "**Auto Retail for the month of August'22 saw an overall growth of 8%. August opens the door for festival season to kick in. While Dealers anticipated good Ganesh Chaturthi in August, the results thus far has not been encouraging. In spite of good monsoons, festive season began with a dampener during Ganpati.**

When compared with August'19, a pre-covid month, total vehicle retails fell by -7%. While PV outperformed handsomely by growing 41%, CV also turned positive by growing 6% and thus came out of the covid blues. All the other segments were in red with 2W, 3W and Tractors falling by -16%, -1% and -7% respectively.

While the 2W segment has grown by 8.5% YoY, it continues to face covid blues due to underperformance of Bharat and is still not above 2019 levels. This coupled with price hikes has made the 2W product out of reach for most entry level customers. With erratic monsoon, the crop realisation has been low and flood like situation has restricted customer movement.

The 3W space continues its healthy double digit growth (grows 83% YoY) when compared YoY. It has now also equalled 2019 sales for the first time. Electrification is also the highest in this category as e-Rickshaw leading the way. There is a clear indication that customers are now preferring electric vehicles over ICE vehicles as ICE 3W continues to see double digit de-growth when compared to pre-covid levels.

The CV segment continues to witness an upswing in economic activities post monsoon and saw a growth of 24% YoY. This along with government's infrastructure push, new launches by OEMs and better conversion in fleet operations has kept the segment in green. Apart from this, the Passenger Carrier segment is also showing good demand due to increased buying from Educational Institutions.

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The PV segment continues to be on a bull run (grows 6.5% YoY) as demand for all sub categories of vehicles except entry level remained strong. This is also aided by new feature rich launches which OEMs are doing since last few months. With semi-conductor shortage slowly becoming a passe, vehicle availability has definitely improved but waiting period continues to remain due to high demand in higher feature rich variants."

Near Term Outlook

While the month of September brings with itself Onam and Navratri, it also brings the 15-days period of Shraadh, generally considered as an inauspicious period for buying vehicles. With easing of supply, PV segment will definitely see the best ever festivities (Navratri and Diwali) in last 1 decade. Along with this, if vehicle prices continue to remain stable and there is no more health related threats, we may see an uptick in the much awaited 2W space which has not shown the required growth since last festivals.

With Government's continuous push in infrastructure spending, we will also see an uptick in CV space.

Overall, FADA changes its stance from 'cautiously optimistic' to 'optimistic' as it enters the festive period.

Key Findings from our Online Members Survey

- **Inventory at the end of August'22**
  - Average inventory for Passenger Vehicles ranges from 30 – 35 days
  - Average inventory for Two – Wheelers ranges from 30 – 33 days

- **Liquidity**
  - Good 47.9%
  - Neutral 37.2%
  - Bad 14.9%

- **Sentiment**
  - Good 46.3%
  - Neutral 40.5%
  - Bad 13.2%

- **Expectation from September**
  - Growth 61.2%
  - Flat 27.3%
  - De-growth 11.6%

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Chart showing Vehicle Retail Data

All India Vehicle Retail Data for August'22

CATEGORY	AUG'22	AUG'21	YoY %	AUG'20	% Change w.r.t AUG'20	AUG'19	% Change w.r.t AUG'19
2W	10,74,266	9,89,969	**8.52%**	9,31,241	**15.36%**	12,76,681	**-15.85%**
3W	56,313	30,748	**83.14%**	17,142	**228.51%**	56,686	**-0.66%**
E-RICKSHAW(P)	*28,306*	*11,133*	***154.25%***	*5,093*	***455.78%***	*10,909*	***159.47%***
E-RICKSHAW WITH CART (G)	*1,383*	*911*	***51.81%***	*601*	***130.12%***	*336*	***311.61%***
THREE WHEELER (GOODS)	*6,012*	*6,073*	***-1.00%***	*3,865*	***55.55%***	*7,018*	***-14.33%***
THREE WHEELER (PASSENGER)	*20,557*	*12,582*	***63.38%***	*7,548*	***172.35%***	*38,322*	***-46.36%***
THREE WHEELER (PERSONAL)	*55*	*49*	***12.24%***	*35*	***57.14%***	*101*	***-45.54%***
PV	2,74,448	2,57,672	**6.51%**	1,84,477	**48.77%**	1,94,165	**41.35%**
TRAC	49,305	72,208	**-31.72%**	68,460	**-27.98%**	53,112	**-7.17%**
CV	67,158	54,107	**24.12%**	27,452	**144.64%**	63,259	**6.16%**
LCV	*41,311*	*35,243*	***17.22%***	*21,753*	***89.91%***	*38,361*	***7.69%***
MCV	*4,320*	*2,980*	***44.97%***	*752*	***474.47%***	*4,008*	***7.78%***
HCV	*18,996*	*12,627*	***50.44%***	*2,451*	***675.03%***	*18,299*	***3.81%***
Others	*2,531*	*3,257*	***-22.29%***	*2,496*	***1.40%***	*2,591*	***-2.32%***
Total	**15,21,490**	**14,04,704**	**8.31%**	**12,28,772**	**23.82%**	**16,43,903**	**-7.45%**

Source: FADA Research

Disclaimer:

1- The above numbers do not have figures from MP, LD & TS. Even though MP is now on Vahan, due to unavailability of previous year's figure, we have not taken them in our comparison for August'22.
2- Vehicle Retail Data has been collated as on 06.09.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,337 out of 1,410 RTOs.
3- CV is subdivided in the following manner
   a. LCV – Light Commercial Vehicle (incl. Passenger & Goods Vehicle)
   b. MCV – Medium Commercial Vehicle (incl. Passenger & Goods Vehicle)
   c. HCV – Heavy Commercial Vehicle (incl. Passenger & Goods Vehicle)
   d. Others – Construction Equipment Vehicles and others
4- 3W is sub-divided in the following manner
   a. E-Rickshaw – Passenger
   b. E-Rickshaw – Goods
   c. 3-Wheeler – Goods
   d. 3-Wheeler – Passenger
   e. 3-Wheeler – Personal

August'22 Category-wise market share can be found in Annexure 1, Page No. 05

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

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About FADA India

Founded in 1964, Federation of Automobile Dealers Associations (FADA), 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. FADA India represents over 15,000 automobile dealers having 26,500 dealerships including multiple 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.

FADA 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

OEM wise Market Share Data for the Month of August'22 with YoY comparison

Two – Wheeler (2W)				
Two-Wheeler OEM	**AUG'22**	**Market Share (%), AUG'22**	**AUG'21**	**Market Share (%), AUG'21**
HERO MOTOCORP LTD	3,02,787	28.19%	3,15,336	31.85%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	2,86,792	26.70%	2,48,288	25.08%
TVS MOTOR COMPANY LTD	1,81,282	16.87%	1,50,374	15.19%
BAJAJ AUTO LTD	1,04,772	9.75%	1,25,921	12.72%
SUZUKI MOTORCYCLE INDIA PVT LTD	54,125	5.04%	45,056	4.55%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	49,415	4.60%	36,886	3.73%
INDIA YAMAHA MOTOR PVT LTD	46,148	4.30%	40,882	4.13%
HERO ELECTRIC VEHICLES PVT. LTD	10,390	0.97%	5,174	0.52%
OKINAWA AUTOTECH PVT LTD	8,490	0.79%	2,855	0.29%
AMPERE VEHICLES PRIVATE LIMITED	6,327	0.59%	797	0.08%
ATHER ENERGY PVT LTD	5,261	0.49%	1,612	0.16%
OLA ELECTRIC TECHNOLOGIES PVT LTD	3,351	0.31%	-	0.00%
PIAGGIO VEHICLES PVT LTD	3,206	0.30%	3,712	0.37%
CLASSIC LEGENDS PVT LTD	3,159	0.29%	2,398	0.24%
REVOLT INTELLICORP PVT LTD	1,632	0.15%	853	0.09%
BENLING INDIA ENERGY AND TECHNOLOGY PVT LTD	1,029	0.10%	294	0.03%
Others including EV	6,100	0.57%	9,531	0.96%
Total	**10,74,266**	**100.00%**	**9,89,969**	**100.0%**

Source: FADA Research

Disclaimer:

1- The above numbers do not have figures from MP, LD & TS. Even though MP is now on Vahan, due to unavailability of previous year's figure, we have not taken them in our comparison for August'22.

2- Vehicle Retail Data has been collated as on 06.09.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,337 out of 1,410 RTOs.

3- Others include OEMs accounting less than 0.1% Market Share.

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Three-Wheeler (3W)				
Three-Wheeler OEM	**AUG'22**	**Market Share (%), AUG'22**	**AUG'21**	**Market Share (%), AUG'21**
BAJAJ AUTO LTD	16,764	29.77%	11,242	36.56%
PIAGGIO VEHICLES PVT LTD	4,788	8.50%	3,891	12.65%
MAHINDRA & MAHINDRA LIMITED	2,392	4.25%	1,112	3.62%
YC ELECTRIC VEHICLE	1,977	3.51%	1,187	3.86%
SAERA ELECTRIC AUTO PVT LTD	1,879	3.34%	606	1.97%
ATUL AUTO LTD	1,437	2.55%	1,134	3.69%
CHAMPION POLY PLAST	1,407	2.50%	567	1.84%
MAHINDRA REVA ELECTRIC VEHICLES PVT LTD	1,383	2.46%	616	2.00%
DILLI ELECTRIC AUTO PVT LTD	1,323	2.35%	443	1.44%
MINI METRO EV L.L.P	983	1.75%	311	1.01%
UNIQUE INTERNATIONAL	971	1.72%	382	1.24%
J. S. AUTO (P) LTD	873	1.55%	344	1.12%
TVS MOTOR COMPANY LTD	798	1.42%	605	1.97%
TERRA MOTORS INDIA PVT LTD	688	1.22%	230	0.75%
ENERGY ELECTRIC VEHICLES	669	1.19%	279	0.91%
SKS TRADE INDIA PVT LTD	645	1.15%	157	0.51%
VANI ELECTRIC VEHICLES PVT LTD	572	1.02%	335	1.09%
Others including EV	16,764	29.77%	7,307	23.76%
Total	**56,313**	**100.00%**	**30,748**	**100.00%**

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	**AUG'22**	**Market Share (%), AUG'22**	**AUG'21**	**Market Share (%), AUG'21**
TATA MOTORS LTD	27,482	40.92%	20,991	38.80%
MAHINDRA & MAHINDRA LIMITED	16,625	24.76%	13,407	24.78%
ASHOK LEYLAND LTD	10,183	15.16%	7,191	13.29%
VE COMMERCIAL VEHICLES LTD	4,218	6.28%	3,189	5.89%
MARUTI SUZUKI INDIA LTD	2,665	3.97%	3,754	6.94%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	1,208	1.80%	768	1.42%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	999	1.49%	867	1.60%
SML ISUZU LTD	842	1.25%	463	0.86%
Others	2,936	4.37%	3,477	6.43%
Total	**67,158**	**100.00%**	**54,107**	**100.00%**

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	**AUG'22**	**Market Share (%), AUG'22**	**AUG'21**	**Market Share (%), AUG'21**
MARUTI SUZUKI INDIA LTD	1,07,517	39.18%	1,09,354	42.44%
HYUNDAI MOTOR INDIA LTD	43,188	15.74%	44,820	17.39%
TATA MOTORS LTD	37,725	13.75%	25,930	10.06%
MAHINDRA & MAHINDRA LIMITED	21,686	7.90%	16,663	6.47%
KIA MOTORS INDIA PVT LTD	19,348	7.05%	14,061	5.46%
TOYOTA KIRLOSKAR MOTOR PVT LTD	14,873	5.42%	10,969	4.26%
SKODA AUTO VOLKSWAGEN GROUP	6,550	2.39%	4,547	1.76%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	*6,539*	*2.38%*	*4,276*	*1.66%*
VOLKSWAGEN AG/INDIA PVT. LTD.	*3*	*0.00%*	*168*	*0.07%*
AUDI AG	*35*	*0.01%*	*100*	*0.04%*
SKODA AUTO INDIA/AS PVT LTD	*1*	*0.00%*	*3*	*0.00%*
HONDA CARS INDIA LTD	6,314	2.30%	6,506	2.52%
RENAULT INDIA PVT LTD	5,942	2.17%	7,811	3.03%
MG MOTOR INDIA PVT LTD	3,253	1.19%	3,387	1.31%
NISSAN MOTOR INDIA PVT LTD	2,568	0.94%	3,619	1.40%
FIAT INDIA AUTOMOBILES PVT LTD	1,069	0.39%	1,061	0.41%
MERCEDES -BENZ GROUP	989	0.36%	1,108	0.43%
MERCEDES-BENZ INDIA PVT LTD	*955*	*0.35%*	*1,033*	*0.40%*
MERCEDES -BENZ AG	*34*	*0.01%*	*65*	*0.03%*
DAIMLER AG	*0*	*0.00%*	*10*	*0.00%*
BMW INDIA PVT LTD	828	0.30%	729	0.28%
PCA AUTOMOBILES INDIA PVT LTD	517	0.19%	41	0.02%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	318	0.12%	321	0.12%
JAGUAR LAND ROVER INDIA LIMITED	162	0.06%	242	0.09%
VOLVO AUTO INDIA PVT LTD	107	0.04%	142	0.06%
PORSCHE AG GERMANY	59	0.02%	45	0.02%
FORD INDIA PVT LTD	13	0.00%	3,633	1.41%
AUTOMOBILI LAMBORGHINI S.P.A	3	0.00%	8	0.00%
BENTLEY MOTORS LTD	1	0.00%	5	0.00%
ROLLS ROYCE	1	0.00%	3	0.00%
Others	1,417	0.52%	2,667	1.04%
Total	**2,74,448**	**100.00%**	**2,57,672**	**100.00%**

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	**AUG'22**	**Market Share (%), AUG'22**	**AUG'21**	**Market Share (%), AUG'21**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	11,605	23.54%	15,921	22.05%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	8,135	16.50%	11,552	16.00%
TAFE LIMITED	6,447	13.08%	8,626	11.95%
INTERNATIONAL TRACTORS LIMITED	5,709	11.58%	8,252	11.43%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	4,882	9.90%	7,526	10.42%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	3,740	7.59%	5,457	7.56%
EICHER TRACTORS	2,713	5.50%	4,301	5.96%
CNH INDUSTRIAL (INDIA) PVT LTD	1,925	3.90%	2,800	3.88%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,340	2.72%	1,663	2.30%
V.S.T. TILLERS TRACTORS LIMITED	380	0.77%	1,202	1.66%
INDO FARM EQUIPMENT LIMITED	311	0.63%	285	0.39%
CAPTAIN TRACTORS PVT. LTD.	283	0.57%	1,637	2.27%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	278	0.56%	408	0.57%
Others	1,557	3.16%	2,578	3.57%
Total	**49,305**	**100.00%**	**72,208**	**100.00%**

Source: FADA Research

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