



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805-806, Surya Kiran, 19, K G Marg

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CIN U74140DL2004PNL130324

FOR IMMEDIATE RELEASE

FADA Releases September'20 Vehicle Registration Data

- *Vehicle Registrations in September continues to grow by 11.45% on MoM basis but falls by -10.24% on YoY basis.*
- *On yearly comparison, 2-Wheeler degrows by -12.62%, 3-Wheeler by -58.86% and CV by -33.65%. PV for the first time grew by 9.81% since unlocking began. Tractor registrations continued its upward journey with a magnificent 80.39% growth.*
- *With social distancing as the new normal, the Government's push to open urban areas and easing of vehicle financing, entry level passenger vehicles saw good demand.*
- *Tractor sales in rural India continues its positive run as Kharif sowing witnessed record progress of area covered till date (1,116.88 lakh Ha area sown compared to 1,066.06 lakh Ha area.)*
- *Dealer Inventory for both 2W and PV are at highest levels in anticipation of a good festive season. Any further increase in inventory coupled with festival dampener will have a catastrophic impact on the health of auto dealerships.*

8th October'20, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the Month of September'20.

September'20 Retail Sales

Commenting on how September'20 performed, FADA President, Mr. Vinkesh Gulati said, **"With the Government's persistent effort to unlock India, the month of September continued to witness Automobile Registrations on a rise as compared to previous months.**

Passenger Vehicles for the first time saw positive growth coming back on YoY basis. With social distancing on customer's mind coupled with government's push to further normalise business conditions and banks becoming more considerate to finance vehicles, entry level passenger vehicles saw good demand thus indicating a preference for personal transportation over public. New Launches & Vehicle availability played their part as catalyst. A lower base during last FY also helped the cause.

Tractor sales continued its dream run as Kharif sowing witnessed record progress of area covered till date when compared to last year. With good Rabi season resulting in good disposable income, rural market also saw its rub off effect on 2-Wheeler, small passenger vehicles and small commercial vehicles. Overall, 2-wheeler, 3-Wheeler, and Commercial Vehicles continued to march ahead on MoM basis and inched up to narrow their gap with last year's sale even though pre-covid levels are yet to be seen across all categories.

While recently, the economic revival was mostly limited to Rural India and impact of Covid-19 was still felt on larger states and urban centres, the top states which makes up half of India's economic output (Maharashtra, Tamil Nadu, Uttar Pradesh, Karnataka, Gujarat and West Bengal) are now showing signs of revival as economic activities in these states are at its peak since lockdown began in March. This has also helped in creating a demand for automobile sales."



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Near Term Outlook

The month of October & November brings with itself the much awaited festival season of Navratri, Durga Puja & Diwali. With no more lockdown as announced by the Central Government, FADA anticipates a high growth period during these two months for Automobile Sales in India.

The Government's consideration to waive off interest on interest during moratorium up to Rs 2 Crores will help in improving customer sentiment thus making them conclude vehicle purchase decision during the festivities.

With Banks and NBFCs also gearing up with various festival offers to woo retail customers, Auto Sales is expected to witness a renewed growth and may close at par with last year. Passenger vehicles and two wheelers are anticipated to lead the way.

As a caveat, with festival season round the corner and elections approaching in Bihar, the risk of Covid spread resurging may play a spoilsport in specific regions. Inventory for 2W stands at 45-50 days and PV stands at 35-40 days. Any dampener in vehicle sales during the upcoming festivals will have a catastrophic impact on Dealers financial health.

FADA thus once again advises extreme caution to both OEMs and the Dealers to avoid building any further inventory as this may lead to a disastrous situation similar to last 2 festive seasons when sales were below the mark.

Chart showing Vehicle Registration Data for September'20 with YoY comparison can be found below:

All India Vehicle Registration Data for September'20

CATEGORY	SEP'20	SEP'19	YoY %
2W	10,16,977	11,63,918	-12.62%
3W	24,060	58,485	-58.86%
CV	39,600	59,683	-33.65%
PV	1,95,665	1,78,189	9.81%
TRAC	68,564	38,008	80.39%
Total	13,44,866	14,98,283	-10.24%

Source: FADA Research

Disclaimer:

- 1- The above numbers do not have figures from AP, MP, LD & TS as all these States/UT's are not yet on Vahan 4.
- 2- Vehicle Registration Data has been collated as on 06.10.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,254 out of 1,461 RTOs.

Category-wise market share can be found in Annexure 1, Page No. 04

State-wise Vehicle Registration Analysis can be found in Annexure 2, Page No. 08.

----- 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 September'20 with YoY comparison

Two-Wheeler (2W)				
Two-Wheeler OEM	SEP'20	Market Share (%), SEP'20	SEP'19	Market Share (%), SEP'19
HERO MOTOCORP LTD	3,42,940	33.72%	3,85,851	33.15%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	2,59,935	25.56%	3,00,954	25.86%
TVS MOTOR COMPANY LTD	1,57,347	15.47%	1,72,742	14.84%
BAJAJ AUTO LTD	1,22,098	12.01%	1,54,092	13.24%
INDIA YAMAHA MOTOR PVT LTD	44,436	4.37%	45,383	3.90%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	41,487	4.08%	49,400	4.24%
SUZUKI MOTORCYCLE INDIA PVT LTD	39,996	3.93%	46,146	3.96%
PIAGGIO VEHICLES PVT LTD	3,343	0.33%	5,281	0.45%
CLASSIC LEGENDS PVT LTD	2,121	0.21%	1,492	0.13%
ADISHWAR AUTO RIDE INDIA PVT LTD	192	0.02%	95	0.01%
H-D MOTOR COMPANY INDIA PVT LTD	168	0.02%	170	0.01%
TRIUMPH MOTORCYCLES (INDIA) PVT LTD	70	0.01%	68	0.01%
INDIA KAWASAKI MOTORS PVT LTD	68	0.01%	246	0.02%
BMW INDIA PVT LTD	42	0.00%	161	0.01%
DUCATI INDIA PVT LTD	7	0.00%	19	0.00%
DUCATI MOTOR HOLDING S.P.A	5	0.00%	4	0.00%
Others including EV	2,722	0.27%	1,814	0.16%
Total	10,16,977	100.00%	11,63,918	100.00%

Source: FADA Research

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Three-Wheeler (3W)				
Three-Wheeler OEM	SEP'20	Market Share (%), SEP'20	SEP'19	Market Share (%), SEP'19
BAJAJ AUTO LTD	9,149	38.03%	25,312	43.28%
PIAGGIO VEHICLES PVT LTD	5,394	22.42%	10,572	18.08%
ATUL AUTO LTD	940	3.91%	2,971	5.08%
TVS MOTOR COMPANY LTD	703	2.92%	1,083	1.85%
MAHINDRA & MAHINDRA LIMITED	468	1.95%	3,476	5.94%
Others including EV	7,406	30.78%	15,071	25.77%
Total	24,060	100.00%	58,485	100.00%

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	SEP'20	Market Share (%), SEP'20	SEP'19	Market Share (%), SEP'19
MAHINDRA & MAHINDRA LIMITED	13,875	35.04%	14,311	23.98%
TATA MOTORS LTD	12,401	31.32%	26,150	43.81%
ASHOK LEYLAND LTD	4,490	11.34%	8,947	14.99%
MARUTI SUZUKI INDIA LTD	2,337	5.90%	2,047	3.43%
VE COMMERCIAL VEHICLES LTD	1,798	4.54%	3,068	5.14%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	605	1.53%	922	1.54%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	570	1.44%	1,085	1.82%
SML ISUZU LTD	262	0.66%	690	1.16%
Others	3,262	8.24%	2,463	4.13%
Total	39,600	100.00%	59,683	100.00%

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	SEP'20	Market Share (%), SEP'20	SEP'19	Market Share (%), SEP'19
MARUTI SUZUKI INDIA LTD	97,640	49.90%	84,927	47.66%
HYUNDAI MOTOR INDIA LTD	35,182	17.98%	31,689	17.78%
TATA MOTORS LTD	15,636	7.99%	9,528	5.35%
MAHINDRA & MAHINDRA LIMITED	11,060	5.65%	12,706	7.13%
KIA MOTORS INDIA PVT LTD	8,021	4.10%	3,080	1.73%
RENAULT INDIA PVT LTD	6,650	3.40%	5,173	2.90%
HONDA CARS INDIA LTD	5,594	2.86%	7,725	4.34%
TOYOTA KIRLOSKAR MOTOR PVT LTD	5,087	2.60%	8,176	4.59%
FORD INDIA PVT LTD	3,322	1.70%	4,418	2.48%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	1,808	0.92%	0	0.00%
MG MOTOR INDIA PVT LTD	1,786	0.91%	1,970	1.11%
NISSAN MOTOR INDIA PVT LTD	751	0.38%	1,617	0.91%
MERCEDES-BENZ INDIA PVT LTD	545	0.28%	772	0.43%
BMW INDIA PVT LTD	467	0.24%	600	0.34%
FIAT INDIA AUTOMOBILES PVT LTD	429	0.22%	633	0.36%
VOLKSWAGEN AG/INDIA PVT. LTD.	241	0.12%	1,799	1.01%
SKODA AUTO INDIA/AS PVT LTD	231	0.12%	924	0.52%
JAGUAR LAND ROVER INDIA LIMITED	135	0.07%	273	0.15%
VOLVO AUTO INDIA PVT LTD	120	0.06%	130	0.07%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	97	0.05%	553	0.31%
Audi AG	38	0.02%	227	0.13%
MERCEDES -BENZ AG	20	0.01%	0	0.00%
PORSCHE AG GERMANY	20	0.01%	30	0.02%
AUTOMOBILI LAMBORGHINI S.P.A	2	0.00%	0	0.00%
ROLLS ROYCE	1	0.00%	1	0.00%
FERRARI INDIA PRIVATE LIMITED	1	0.00%	2	0.00%
BENTLEY MOTORS LIMITED	0	0.00%	4	0.00%
Others	781	0.40%	1,232	0.69%
Total	1,95,665	100.00%	1,78,189	100.00%

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	SEP'20	Market Share (%), SEP'20	SEP'19	Market Share (%), SEP'19
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	15,597	22.75%	8,834	23.24%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	11,466	16.72%	6,116	16.09%
INTERNATIONAL TRACTORS LIMITED	8,778	12.80%	4,714	12.40%
TAFE LIMITED	7,749	11.30%	4,160	10.95%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	7,377	10.76%	4,168	10.97%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	5,065	7.39%	3,033	7.98%
EICHER TRACTORS	4,219	6.15%	2,431	6.40%
CNH INDUSTRIAL (INDIA) PVT LTD	2,887	4.21%	1,671	4.40%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,550	2.26%	528	1.39%
V.S.T. TILLERS TRACTORS LIMITED	848	1.24%	421	1.11%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	513	0.75%	210	0.55%
INDO FARM EQUIPMENT LIMITED	154	0.22%	159	0.42%
CAPTAIN TRACTORS PVT. LTD.	104	0.15%	121	0.32%
Others	2,257	3.29%	1,442	3.79%
Total	68,564	100.00%	38,008	100.00%

Source: FADA Research

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Annexure 2

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

Andaman & Nicobar			
CATEGORY	SEP'20	SEP'19	YoY %
2W	404	547	-26.14%
3W	10	4	150.00%
CV	8	6	33.33%
PV	172	147	17.01%
TRAC	-	-	-
Total	594	704	-15.63%

ARUNACHAL PRADESH			
CATEGORY	SEP'20	SEP'19	YoY %
2W	904	1,588	-43.07%
3W	3	86	-96.51%
CV	81	118	-31.36%
PV	598	583	2.57%
TRAC	28	22	27.27%
Total	1,614	2,397	-32.67%

ASSAM			
CATEGORY	SEP'20	SEP'19	YoY %
2W	29,655	30,470	-2.67%
3W	1,196	2,496	-52.08%
CV	1,421	2,151	-33.94%
PV	6,538	6,722	-2.74%
TRAC	1,255	687	82.68%
Total	40,065	42,526	-5.79%

BIHAR			
CATEGORY	SEP'20	SEP'19	YoY %
2W	70,798	75,655	-6.42%
3W	4,776	7,563	-36.85%
CV	2,117	2,311	-8.39%
PV	5,880	4,654	26.34%
TRAC	5,022	2,725	84.29%
Total	88,593	92,908	-4.64%



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CHHATTISGARH			
CATEGORY	SEP'20	SEP'19	YoY %
2W	22,689	30,070	-24.55%
3W	103	543	-81.03%
CV	653	1,226	-46.74%
PV	2,464	3,165	-22.15%
TRAC	1,987	1,382	43.78%
Total	27,896	36,386	-23.33%

CHANDIGARH			
CATEGORY	SEP'20	SEP'19	YoY %
2W	1,022	1,236	-17.31%
3W	101	38	165.79%
CV	61	96	-36.46%
PV	964	630	53.02%
TRAC	4	3	33.33%
Total	2,152	2,003	7.44%

DADRA & NAGAR HAVELI AND DAMAN & DIU			
CATEGORY	SEP'20	SEP'19	YoY %
2W	815	742	9.84%
3W	3	5	-40.00%
CV	58	197	-70.56%
PV	269	281	-4.27%
TRAC	3	1	200.00%
Total	1,148	1,226	-6.36%

DELHI			
CATEGORY	SEP'20	SEP'19	YoY %
2W	21,074	28,920	-27.13%
3W	926	2,825	-67.22%
CV	920	1,442	-36.20%
PV	8,123	9,795	-17.07%
TRAC	-	1	-100.00%
Total	31,043	42,983	-27.78%



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GOA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	2,153	3,109	-30.75%
3W	1	3	-66.67%
CV	100	157	-36.31%
PV	851	1,080	-21.20%
TRAC	4	2	100.00%
Total	3,109	4,351	-28.55%

GUJARAT			
CATEGORY	SEP'20	SEP'19	YoY %
2W	36,403	68,572	-46.91%
3W	543	5,849	-90.72%
CV	2,277	4,011	-43.23%
PV	14,842	15,276	-2.84%
TRAC	4,085	3,630	12.53%
Total	58,150	97,338	-40.26%

HIMACHAL PRADESH			
CATEGORY	SEP'20	SEP'19	YoY %
2W	6,904	4,765	44.89%
3W	41	29	41.38%
CV	782	1,002	-21.96%
PV	4,729	2,958	59.87%
TRAC	293	119	146.22%
Total	12,749	8,873	43.68%

HARYANA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	29,930	43,240	-30.78%
3W	534	2,486	-78.52%
CV	1,623	3,422	-52.57%
PV	11,317	10,784	4.94%
TRAC	4,387	2,901	51.22%
Total	47,791	62,833	-23.94%



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JHARKHAND			
CATEGORY	SEP'20	SEP'19	YoY %
2W	33,410	30,302	10.26%
3W	964	1,698	-43.23%
CV	755	982	-23.12%
PV	4,647	3,314	40.22%
TRAC	1,721	816	110.91%
Total	41,497	37,112	11.82%

JAMMU & KASHMIR			
CATEGORY	SEP'20	SEP'19	YoY %
2W	13,205	4,888	170.15%
3W	204	112	82.14%
CV	608	520	16.92%
PV	7,222	2,260	219.56%
TRAC	154	174	-11.49%
Total	21,393	7,954	168.96%

KARNATAKA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	78,736	85,711	-8.14%
3W	1,300	4,107	-68.35%
CV	3,226	4,587	-29.67%
PV	15,517	14,444	7.43%
TRAC	3,774	2,449	54.10%
Total	1,02,553	1,11,298	-7.86%

KERALA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	51,979	56,171	-7.46%
3W	1,182	2,600	-54.54%
CV	1,966	2,257	-12.89%
PV	17,934	18,372	-2.38%
TRAC	24	26	-7.69%
Total	73,085	79,426	-7.98%



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LADAKH			
CATEGORY	SEP'20	SEP'19	YoY %
2W	31	3	933.33%
3W	-	-	-
CV	24	3	700.00%
PV	278	19	1363.16%
TRAC	13	-	-
Total	346	25	1284.00%

MAHARASHTRA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	1,10,373	1,11,683	-1.17%
3W	1,890	6,776	-72.11%
CV	5,524	8,994	-38.58%
PV	23,870	19,411	22.97%
TRAC	11,655	3,649	219.40%
Total	1,53,312	1,50,513	1.86%

MEGHALAYA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	1,205	1,561	-22.81%
3W	53	87	-39.08%
CV	301	316	-4.75%
PV	1,015	969	4.75%
TRAC	2	1	100.00%
Total	2,576	2,934	-12.20%

MANIPUR			
CATEGORY	SEP'20	SEP'19	YoY %
2W	653	1,953	-66.56%
3W	2	122	-98.36%
CV	23	138	-83.33%
PV	139	550	-74.73%
TRAC	1	4	-75.00%
Total	818	2,767	-70.44%



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CIN U74140DL2004PNL130324

MIZORAM			
CATEGORY	SEP'20	SEP'19	YoY %
2W	1,364	2,184	-37.55%
3W	131	31	322.58%
CV	134	246	-45.53%
PV	372	448	-16.96%
TRAC	1	-	-
Total	2,002	2,909	-31.18%

NAGALAND			
CATEGORY	SEP'20	SEP'19	YoY %
2W	726	546	32.97%
3W	9	83	-89.16%
CV	209	827	-74.73%
PV	802	498	61.04%
TRAC	-	3	-100.00%
Total	1,746	1,957	-10.78%

ODISHA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	39,193	49,502	-20.83%
3W	984	2,193	-55.13%
CV	1,731	2,360	-26.65%
PV	4,584	4,006	14.43%
TRAC	1,627	1,027	58.42%
Total	48,119	59,088	-18.56%

PUNJAB			
CATEGORY	SEP'20	SEP'19	YoY %
2W	25,202	43,828	-42.50%
3W	275	687	-59.97%
CV	975	1,836	-46.90%
PV	6,429	7,053	-8.85%
TRAC	3,311	1,840	79.95%
Total	36,192	55,244	-34.49%



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PUDUCHERRY			
CATEGORY	SEP'20	SEP'19	YoY %
2W	4,078	3,767	8.26%
3W	11	8	37.50%
CV	50	76	-34.21%
PV	559	491	13.85%
TRAC	3	-	-
Total	4,701	4,342	8.27%

RAJASTHAN			
CATEGORY	SEP'20	SEP'19	YoY %
2W	45,296	63,598	-28.78%
3W	736	1,454	-49.38%
CV	2,337	3,644	-35.87%
PV	8,683	8,130	6.80%
TRAC	8,421	3,649	130.78%
Total	65,473	80,475	-18.64%

SIKKIM			
CATEGORY	SEP'20	SEP'19	YoY %
2W	209	406	-48.52%
3W	-	-	-
CV	10	42	-76.19%
PV	227	621	-63.45%
TRAC	-	-	-
Total	446	1,069	-58.28%

TAMIL NADU			
CATEGORY	SEP'20	SEP'19	YoY %
2W	1,43,990	1,20,117	19.87%
3W	1,634	3,524	-53.63%
CV	5,325	5,564	-4.30%
PV	15,480	14,073	10.00%
TRAC	3,731	1,938	92.52%
Total	1,70,160	1,45,216	17.18%



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TRIPURA			
CATEGORY	SEP'20	SEP'19	YoY %
2W	3,454	3,647	-5.29%
3W	360	271	32.84%
CV	168	175	-4.00%
PV	433	396	9.34%
TRAC	-	1	-100.00%
Total	4,415	4,490	-1.67%

UTTARAKHAND			
CATEGORY	SEP'20	SEP'19	YoY %
2W	9,312	11,490	-18.96%
3W	205	629	-67.41%
CV	366	600	-39.00%
PV	2,617	2,295	14.03%
TRAC	428	156	174.36%
Total	12,928	15,170	-14.78%

UTTAR PRADESH			
CATEGORY	SEP'20	SEP'19	YoY %
2W	1,28,162	1,91,233	-32.98%
3W	3,942	8,650	-54.43%
CV	3,164	6,518	-51.46%
PV	18,138	16,193	12.01%
TRAC	14,017	8,840	58.56%
Total	1,67,423	2,31,434	-27.66%

WEST BENGAL			
CATEGORY	SEP'20	SEP'19	YoY %
2W	1,03,648	92,414	12.16%
3W	1,941	3,526	-44.95%
CV	2,603	3,859	-32.55%
PV	9,972	8,571	16.35%
TRAC	2,613	1,962	33.18%
Total	1,20,777	1,10,332	9.47%