One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004PNL130324

FOR IMMEDIATE RELEASE

FADA Releases October'20 Vehicle Registration Data

- ***While Vehicle Registrations in October grows by 5.11% MoM, it continues to fall by -24% YoY.***
- ***On YoY, 2-Wheeler degrows by -26.82%, 3-Wheeler by -64.50%, CV by -30.32% and PV by -8.80%. Only Tractor registration continues its positive momentum and grows by 55.53%.***
- ***With only Navratri in October as compared to both Navratri and Diwali in October last year, October registrations did not show positive growth.***
- ***As India enters the last leg of festivities, even though customer walk-in's have improved, healthy conversions are yet to see light of the day.***
- ***Dealer Inventory for both 2W and PV are at its newest highs in this Financial Year. FADA requests all OEMs with a special request to 2W OEMs to assess the on-ground inventory level and curb production accordingly.***

9th November'20, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the Month of October'20.

October'20 Registration

Commenting on how October'20 performed, FADA President, Mr. Vinkesh Gulati said, **"October continues to see positive momentum on monthly basis but on a yearly basis the negative slide continues to increase. The 9 days Navratri period witnessed robust vehicle registrations but could not save October to go in red as compared to last year when both Navratri and Diwali were in the same month.**

While new launches continued to be in demand in Passenger Vehicle segment, entry level motorcycles witnessed a lean demand in 2-Wheeler segment. With supply side mismatch, most of the passenger vehicle dealers ended with limited stock of high selling items and odd variants which did not attract much demand. This coupled with lower discounts, compared to last festivals also played a spoilsport.

While Small Commercial Vehicles are seeing robust demand due to local goods transportation back to pre-covid levels, the Medium and Heavy Commercial Vehicles segment continued to bleed. FADA urges the Government to urgently announce an attractive incentive based Scrappage Policy. It also requests the Government to release funds for infrastructure projects which it has awarded as this will help demand generation and will lead to higher production of vehicles.

The Government's continued procurement of Kharif crops at MSP from farmers is leading to a higher disposable income in rural India. This continues to show robust demand in Tractor segment which grew at a healthy 55% YoY."

Near Term Outlook

As we enter the last leg of festivals and with Covid getting into its 3rd wave in many cities, there is a sense of cautiousness amongst customers. Due to the lockdown announced in few European Countries, procurement of spares will also be a cause of hinderance for smooth supply of vehicles in Indian markets. This will create a supply and demand mismatch thus affecting the passenger vehicle sales.

FADA once again cautions both OEMs and Dealers to keep a check on vehicle inventory as post festivals, demand may remain subdued. Since Inventory levels are at its highest during this Financial Year, it may impact Dealers financial health thus leading closures and job losses.

Key Findings from our Online Members Survey

- Sentiments
  - 43% dealers rated it as Good
  - 42.6% dealers rated it as Neutral
  - 14.3% dealers rated it as Bad

- Liquidity
  - 43.8% dealers rated it as Good
  - 41% dealers rated it as Neutral
  - 15.1% dealers rated it as Bad

- Expectation in November
  - 37.1% dealers rated it as Flat
  - 33.1% dealers rated it as Growth
  - 29.9% dealers rated it as De-growth

- Inventory
  - Average inventory for Passenger Vehicles ranges from 35 – 40 days
  - Average inventory for Two-Wheeler ranges from 50 – 55 days

Chart showing Vehicle Registration Data for October’20 with YoY comparison can be found below:

All India Vehicle Registration Data for October’20

CATEGORY	OCT'20	OCT'19	YoY %
2W	10,41,682	14,23,394	-26.82%
3W	22,381	63,042	-64.50%
CV	44,480	63,837	-30.32%
PV	2,49,860	2,73,980	-8.80%
TRAC	55,146	35,456	55.53%
Total	**14,13,549**	**18,59,709**	**-23.99%**

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 08.11.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,257 out of 1,464 RTOs.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004PNL130324

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

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

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.

One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004PNL130324

Annexure 1

OEM wise Market Share Data for the Month of October'20 with YoY comparison

Two-Wheeler (2W)				
Two-Wheeler OEM	**OCT'20**	**Market Share (%), OCT'20**	**OCT'19**	**Market Share (%), OCT'19**
HERO MOTOCORP LTD	3,33,563	32.02%	4,87,701	34.26%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	2,92,267	28.06%	3,96,996	27.89%
TVS MOTOR COMPANY LTD	1,56,063	14.98%	1,90,991	13.42%
BAJAJ AUTO LTD	1,18,486	11.37%	1,75,022	12.30%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	46,593	4.47%	59,242	4.16%
SUZUKI MOTORCYCLE INDIA PVT LTD	43,361	4.16%	54,280	3.81%
INDIA YAMAHA MOTOR PVT LTD	41,961	4.03%	47,174	3.31%
PIAGGIO VEHICLES PVT LTD	3,643	0.35%	6,090	0.43%
CLASSIC LEGENDS PVT LTD	2,516	0.24%	2,806	0.20%
ADISHWAR AUTO RIDE INDIA PVT LTD	199	0.02%	98	0.01%
H-D MOTOR COMPANY INDIA PVT LTD	120	0.01%	178	0.01%
INDIA KAWASAKI MOTORS PVT LTD	112	0.01%	281	0.02%
BMW INDIA PVT LTD	104	0.01%	218	0.02%
TRIUMPH MOTORCYCLES (INDIA) PVT LTD	72	0.01%	77	0.01%
DUCATI INDIA PVT LTD	9	0.00%	10	0.00%
DUCATI MOTOR HOLDING S.P.A	0	0.00%	8	0.00%
Others including EV	2,613	0.25%	2,222	0.16%
Total	**10,41,682**	**100.00%**	**14,23,394**	**100.00%**

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 08.11.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,257 out of 1,464 RTOs.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004PNL130324

Three-Wheeler (3W)				
Three-Wheeler OEM	**OCT'20**	**Market Share (%), OCT'20**	**OCT'19**	**Market Share (%), OCT'19**
BAJAJ AUTO LTD	8,339	37.26%	29,263	46.42%
PIAGGIO VEHICLES PVT LTD	4,395	19.64%	10,842	17.20%
ATUL AUTO LTD	876	3.91%	3,415	5.42%
TVS MOTOR COMPANY LTD	728	3.25%	996	1.58%
MAHINDRA & MAHINDRA LIMITED	524	2.34%	4,147	6.58%
Others including EV	7,519	33.60%	14,379	22.81%
Total	**22,381**	**100.00%**	**63,042**	**100.00%**

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 08.11.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,257 out of 1,464 RTOs.

Commercial Vehicle (CV)				
Commercial Vehicle OEM	**OCT'20**	**Market Share (%), OCT'20**	**OCT'19**	**Market Share (%), OCT'19**
TATA MOTORS LTD	15,316	34.43%	26,090	40.87%
MAHINDRA & MAHINDRA LIMITED	14,982	33.68%	17,457	27.35%
ASHOK LEYLAND LTD	5,259	11.82%	9,649	15.12%
MARUTI SUZUKI INDIA LTD	2,286	5.14%	2,291	3.59%
VE COMMERCIAL VEHICLES LTD	2,176	4.89%	3,153	4.94%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	847	1.90%	977	1.53%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	439	0.99%	827	1.30%
SML ISUZU LTD	346	0.78%	541	0.85%
Others	2,829	6.36%	2,852	4.47%
Total	**44,480**	**100.00%**	**63,837**	**100.00%**

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 08.11.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,257 out of 1,464 RTOs.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004PNL130324

Passenger Vehicle (PV)				
Passenger Vehicle OEM	**OCT'20**	**Market Share (%), OCT'20**	**OCT'19**	**Market Share (%), OCT'19**
MARUTI SUZUKI INDIA LTD	1,24,261	49.73%	1,35,752	49.55%
HYUNDAI MOTOR INDIA LTD	42,757	17.11%	47,711	17.41%
TATA MOTORS LTD	18,340	7.34%	12,972	4.73%
KIA MOTORS INDIA PVT LTD	16,096	6.44%	8,859	3.23%
MAHINDRA & MAHINDRA LIMITED	12,414	4.97%	17,017	6.21%
HONDA CARS INDIA LTD	7,995	3.20%	11,899	4.34%
RENAULT INDIA PVT LTD	7,319	2.93%	8,433	3.08%
TOYOTA KIRLOSKAR MOTOR PVT LTD	6,888	2.76%	11,023	4.02%
FORD INDIA PVT LTD	4,663	1.87%	6,686	2.44%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	2,467	0.99%	0	0.00%
MG MOTOR INDIA PVT LTD	2,370	0.95%	2,585	0.94%
MERCEDES-BENZ INDIA PVT LTD	822	0.33%	1,185	0.43%
NISSAN MOTOR INDIA PVT LTD	649	0.26%	1,653	0.60%
BMW INDIA PVT LTD	573	0.23%	857	0.31%
FIAT INDIA AUTOMOBILES PVT LTD	558	0.22%	803	0.29%
SKODA AUTO INDIA/AS PVT LTD	254	0.10%	1,247	0.46%
VOLKSWAGEN AG/INDIA PVT. LTD.	251	0.10%	2,618	0.96%
JAGUAR LAND ROVER INDIA LIMITED	151	0.06%	351	0.13%
VOLVO AUTO INDIA PVT LTD	137	0.05%	178	0.06%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	116	0.05%	520	0.19%
MERCEDES -BENZ AG	19	0.01%	0	0.00%
PORSCHE AG GERMANY	19	0.01%	31	0.01%
AUDI AG	6	0.00%	326	0.12%
BENTLEY MOTORS LIMITED	2	0.00%	2	0.00%
ROLLS ROYCE	1	0.00%	4	0.00%
FERRARI INDIA PRIVATE LIMITED	1	0.00%	2	0.00%
AUTOMOBILI LAMBORGHINI S.P.A	1	0.00%	0	0.00%
Others	730	0.29%	1,266	0.46%
Total	**2,49,860**	**100.00%**	**2,73,980**	**100.00%**

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 08.11.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,257 out of 1,464 RTOs.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004PNL130324

Tractor (TRAC)				
Tractor OEM	**OCT'20**	**Market Share (%), OCT'20**	**OCT'19**	**Market Share (%), OCT'19**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	12,466	22.61%	7,881	22.23%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	9,461	17.16%	5,826	16.43%
TAFE LIMITED	7,010	12.71%	4,573	12.90%
INTERNATIONAL TRACTORS LIMITED	6,451	11.70%	4,101	11.57%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	5,496	9.97%	4,021	11.34%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	4,628	8.39%	2,816	7.94%
EICHER TRACTORS	3,563	6.46%	2,442	6.89%
CNH INDUSTRIAL (INDIA) PVT LTD	2,254	4.09%	1,364	3.85%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,025	1.86%	503	1.42%
V.S.T. TILLERS TRACTORS LIMITED	430	0.78%	355	1.00%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	327	0.59%	188	0.53%
CAPTAIN TRACTORS PVT. LTD.	163	0.30%	99	0.28%
INDO FARM EQUIPMENT LIMITED	131	0.24%	110	0.31%
Others	1,741	3.16%	1,177	3.32%
Total	**55,146**	**100.00%**	**35,456**	**100.00%**

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 08.11.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,257 out of 1,464 RTOs.