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FOR IMMEDIATE RELEASE

FADA Releases November'20 Vehicle Registration Data

- ***Tractors and PVs kept the festive spirits going by registering a growth of 48.7% and 13.6% but a bigger drop in 2W, CV and 3W by -6.31%, -22.29% and -60.27% pulled down the registrations by -4.74% during the 42-days festive period.***
- ***While Vehicle Registrations in November continued to grow by 29.32% on MoM basis, it fell by 19.29% on YoY basis.***
- ***For the month of November, Tractors and PV grew by 8.47% and 4.17% YoY. 2W, CV and 3W continued to fall by -21.4%, -31.22% and -64.98% YoY respectively.***
- ***While inventory level for PVs (25-30 days) is now closer to FADA recommended range of 21 days, 2W inventory continues to be in high range of 45-50 days.***
- ***PV Dealers continues to face supply side issues***
- ***FADA once again requests the Government to increase Infra Spending (including timely payment) and urgently announce an attractive Incentive based Scrappage Policy to revive M&HCV segment.***

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

November'20 Registration

Commenting on how November'20 performed, FADA President, Mr. Vinkesh Gulati said, **"Automobile Industry has seen one of the best recovery rates since unlocking began as November continues to see positive momentum by growing 29.32% on MoM basis. On YoY basis, the negative slide continues with degrowth of -19.29%.**

The 42-days festive period saw good traction in the current pandemic hit world as overall degrowth of -4.74% was much less than expectation. While registrations during Navratri were tepid, people came out in good numbers to purchase their dream vehicles during the Dhanteras – Diwali period. Tractor segment continued to gallop ahead. The fear of pandemic leading to safer means of travel for the entire family saw good sales in Passenger vehicles as it grew in double digits at 13.6%.

New launches and specially compact SUV's continued to show good demand in PV segment. The focus in 2W continued its shift from 100cc to 125 cc and above category due to good harvesting coupled with Dhanteras-Diwali and Marriage Season.

Small Goods Commercial Vehicles continued to see good demand with increased level of transportation and last mile connectivity needs. With safer means of travel in customer's mind and schools and colleges continued to remain closed, demand of Bus remains weak. Similarly, M&HCV segment continues to play spoilsport with excessive capacity, high prices of BS-6 models, finance issues and higher fuel prices.

FADA once again urges our Government to increase infrastructure spending including timely payment to vendors and introduce attractive incentive based scrappage policy to revive the M&HCV segment."

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Near Term Outlook

With festive season now over, heavy rains in certain parts of the country leading to crop damage and pent-up demand almost negligible, demand revival now solely depends on exciting year end schemes. If the supply chain issues in PV segment is controlled, we may see continued growth in December.

FADA once again cautions 2W OEMs and Dealers to keep a check on vehicle inventory as post festivals, demand may remain subdued.

Key Findings from our Online Members Survey

- Sentiments
    - 44.6% dealers rated it as Good
    - 41.6% dealers rated it as Neutral
    - 13.8% dealers rated it as Bad

- Liquidity
    - 45.2% dealers rated it as Good
    - 42.2% dealers rated it as Neutral
    - 12.6% dealers rated it as Bad

- Expectation in December
    - 39% dealers rated it as Flat
    - 36.1% dealers rated it as De-Growth
    - 24.9% dealers rated it as Growth

- Inventory
    - Average inventory for Passenger Vehicles ranges from 25 – 30 days
    - Average inventory for Two-Wheeler ranges from 45 – 50 days

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

All India Vehicle Registration Data for November’20

CATEGORY	NOV'20	NOV'19	YoY %
2W	14,13,378	17,98,201	-21.40%
3W	24,185	69,056	-64.98%
CV	50,113	72,863	-31.22%
PV	2,91,001	2,79,365	4.17%
TRAC	49,313	45,462	8.47%
Total	**18,27,990**	**22,64,947**	**-19.29%**

Source: FADA Research

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42 Days Festival Period

CATEGORY	Festival 2020	Festival 2019	YoY %
2W	19,06,490	20,34,999	-6.31%
3W	34,328	86,394	-60.27%
CV	69,838	89,869	-22.29%
PV	4,31,597	3,79,924	13.60%
TRAC	73,003	49,094	48.70%
Total	**25,15,256**	**26,40,280**	**-4.74%**

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 06.12.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,265 out of 1,472 RTOs.
3- 42 days festival period in 2020: 17-10-20 till 28-11-20
4- 42 days festival period in 2019: 29-09-19 till 09-11-19

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.

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Annexure 1

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

Two-Wheeler (2W)				
Two-Wheeler OEM	**NOV'20**	**Market Share (%), NOV'20**	**NOV'19**	**Market Share (%), NOV'19**
HERO MOTOCORP LTD	5,24,986	37.14%	6,83,591	38.02%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	3,80,088	26.89%	4,59,774	25.57%
TVS MOTOR COMPANY LTD	1,95,559	13.84%	2,42,824	13.50%
BAJAJ AUTO LTD	1,52,965	10.82%	2,21,063	12.29%
SUZUKI MOTORCYCLE INDIA PVT LTD	51,194	3.62%	60,694	3.38%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	48,881	3.46%	64,368	3.58%
INDIA YAMAHA MOTOR PVT LTD	47,208	3.34%	51,581	2.87%
PIAGGIO VEHICLES PVT LTD	4,722	0.33%	6,201	0.34%
CLASSIC LEGENDS PVT LTD	3,203	0.23%	3,842	0.21%
BMW INDIA PVT LTD	427	0.03%	263	0.01%
ADISHWAR AUTO RIDE INDIA PVT LTD	176	0.01%	151	0.01%
INDIA KAWASAKI MOTORS PVT LTD	109	0.01%	293	0.02%
H-D MOTOR COMPANY INDIA PVT LTD	69	0.00%	212	0.01%
TRIUMPH MOTORCYCLES (INDIA) PVT LTD	59	0.00%	68	0.00%
DUCATI INDIA PVT LTD	4	0.00%	23	0.00%
DUCATI MOTOR HOLDING S.P.A	1	0.00%	2	0.00%
Others including EV	3,727	0.26%	3,251	0.18%
Total	**14,13,378**	**100.00%**	**17,98,201**	**100.00%**

Source: FADA Research

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Three-Wheeler (3W)				
Three-Wheeler OEM	**NOV'20**	**Market Share (%), NOV'20**	**NOV'19**	**Market Share (%), NOV'19**
BAJAJ AUTO LTD	8,795	36.37%	30,711	44.47%
PIAGGIO VEHICLES PVT LTD	4,492	18.57%	12,076	17.49%
ATUL AUTO LTD	1,065	4.40%	4,079	5.91%
MAHINDRA & MAHINDRA LIMITED	988	4.09%	4,468	6.47%
TVS MOTOR COMPANY LTD	658	2.72%	1,119	1.62%
Others including EV	8,187	33.85%	16,603	24.04%
Total	**24,185**	**100.00%**	**69,056**	**100.00%**

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	**NOV'20**	**Market Share (%), NOV'20**	**NOV'19**	**Market Share (%), NOV'19**
TATA MOTORS LTD	17,584	35.09%	29,902	41.04%
MAHINDRA & MAHINDRA LIMITED	16,876	33.68%	20,932	28.73%
ASHOK LEYLAND LTD	6,060	12.09%	9,934	13.63%
VE COMMERCIAL VEHICLES LTD	2,578	5.14%	3,216	4.41%
MARUTI SUZUKI INDIA LTD	2,231	4.45%	2,672	3.67%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	850	1.70%	968	1.33%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	475	0.95%	1,035	1.42%
SML ISUZU LTD	369	0.74%	608	0.83%
Others	3,090	6.17%	3,596	4.94%
Total	**50,113**	**100.00%**	**72,863**	**100.00%**

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	**NOV'20**	**Market Share (%), NOV'20**	**NOV'19**	**Market Share (%), NOV'19**
MARUTI SUZUKI INDIA LTD	1,43,554	49.33%	1,35,272	48.42%
HYUNDAI MOTOR INDIA LTD	47,162	16.21%	49,565	17.74%
TATA MOTORS LTD	21,835	7.50%	13,514	4.84%
KIA MOTORS INDIA PVT LTD	18,262	6.28%	10,572	3.78%
MAHINDRA & MAHINDRA LIMITED	15,951	5.48%	18,945	6.78%
HONDA CARS INDIA LTD	9,685	3.33%	10,646	3.81%
TOYOTA KIRLOSKAR MOTOR PVT LTD	9,072	3.12%	10,620	3.80%
RENAULT INDIA PVT LTD	9,001	3.09%	9,752	3.49%
FORD INDIA PVT LTD	5,856	2.01%	6,613	2.37%
MG MOTOR INDIA PVT LTD	3,043	1.05%	2,460	0.88%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	2,781	0.96%	7	0.00%
MERCEDES-BENZ INDIA PVT LTD	865	0.30%	1,223	0.44%
NISSAN MOTOR INDIA PVT LTD	801	0.28%	1,853	0.66%
BMW INDIA PVT LTD	728	0.25%	954	0.34%
FIAT INDIA AUTOMOBILES PVT LTD	719	0.25%	828	0.30%
VOLKSWAGEN AG/INDIA PVT. LTD.	209	0.07%	2,658	0.95%
JAGUAR LAND ROVER INDIA LIMITED	199	0.07%	317	0.11%
VOLVO AUTO INDIA PVT LTD	169	0.06%	196	0.07%
SKODA AUTO INDIA/AS PVT LTD	164	0.06%	1,192	0.43%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	158	0.05%	634	0.23%
MERCEDES -BENZ AG	32	0.01%	0	0.00%
PORSCHE AG GERMANY	27	0.01%	33	0.01%
AUDI AG	27	0.01%	260	0.09%
AUTOMOBILI LAMBORGHINI S.P.A	4	0.00%	1	0.00%
ROLLS ROYCE	1	0.00%	4	0.00%
FERRARI INDIA PRIVATE LIMITED	1	0.00%	3	0.00%
BENTLEY MOTORS LIMITED	0	0.00%	3	0.00%
Others	695	0.24%	1,240	0.44%
Total	**2,91,001**	**100.00%**	**2,79,365**	**100.00%**

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	**NOV'20**	**Market Share (%), NOV'20**	**NOV'19**	**Market Share (%), NOV'19**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	11,966	24.27%	11,406	25.09%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	8,510	17.26%	7,311	16.08%
INTERNATIONAL TRACTORS LIMITED	5,747	11.65%	5,320	11.70%
TAFE LIMITED	5,609	11.37%	4,952	10.89%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	4,753	9.64%	5,008	11.02%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	4,238	8.59%	3,539	7.78%
EICHER TRACTORS	3,067	6.22%	3,293	7.24%
CNH INDUSTRIAL (INDIA) PVT LTD	2,060	4.18%	1,688	3.71%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	768	1.56%	601	1.32%
V.S.T. TILLERS TRACTORS LIMITED	392	0.79%	372	0.82%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	259	0.53%	225	0.49%
CAPTAIN TRACTORS PVT. LTD.	178	0.36%	198	0.44%
INDO FARM EQUIPMENT LIMITED	126	0.26%	159	0.35%
Others	1,640	3.33%	1,390	3.06%
Total	**49,313**	**100.00%**	**45,462**	**100.00%**

Source: FADA Research

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