

FOR IMMEDIATE RELEASE

FADA Releases December'20 Vehicle Registration Data

- *December registrations for the first time in FY20-21 witnesses' positive growth of 11% (YoY) largely due to festival spill over demand and pre-buying due to announcement of price hike in January'21.*
- *2W, PV and Tractor categories grow by 11.8%, 24% and 35.5% (YoY) while CV and 3W continues to degrow by -13.5% and -52.7% (YoY).*
- *To bring further clarity in CV registrations, FADA for the first time is releasing a split in CV category by introducing LCV, MCV and HCV wise registrations.*
- *Dealer Inventory continues to fall with PV inventory ranging from 15-20 days and 2W inventory at 30-35 days.*
- *PV dealers continue to face supply side issues for the 2nd straight month leading to higher waiting period as high as 8 months.*
- *FADA looks forward to demand spurring initiatives in the upcoming Union Budget and specific initiatives for Auto Industry to continue Auto Sales in higher gear.*

11th January'21, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released the Monthly Vehicle Registration Data for the month of December'20.

December'20 Registration

Commenting on how December'20 performed, FADA President, Mr. Vinkesh Gulati said, **"Automobile registrations for the first time witnessed YoY growth in this Financial Year by growing 11% in the month of December. A good crop season, better offers in 2W segment, new launches both in PV as well as 2W and a fear of price increase in the month of January kept the demand going. Supply side issues in passenger vehicles continued for the 2nd straight month thus making waiting period as high as 8 months in select OEM vehicles.**

The CV segment continues to see demand pressure even though on YoY basis the segment fell by 13.5% due to lower base. Increased intra-city goods movement continued to help SCV's outperform M&HCV segment as Axle load norms, increased fuel & vehicle cost and higher freight rates continued to play spoilsport.

Tractor continues to outshine supply for 6 straight months further confirming the fact that Bharat carries on to lead India's economic recovery."

The Commercial Vehicle Segment

With an aim to continuously bring transparency in Auto Retail, FADA for the first time is releasing a further split in vehicle registration data by introducing Small, Medium and Heavy Commercial Vehicle registration details under the Commercial Vehicle category.



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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

This will not only help in understanding Commercial Vehicle data better but will also help all the stakeholders viz., Suppliers, OEMs, Banks/NBFC and Dealers get real time demand status thus helping them in better planning.

Near Term Outlook

While December saw good spill over demand continuing from festive season and pre-buying due to price hike announcement, demand for vehicles in January looks to be bleak. PV may witness growth if demand supply mismatch is resolved. With recent hikes announced by all OEMs, FADA expects a temporary blip in demand as customers will take time to absorb the same.

India's new vaccination program is now in place. This will help Indians in increasing their mobility, restoring life back to normalcy and business as usual. With gradual opening up of educational institutes/colleges, organic demand for 2-wheelers should slowly start coming back.

The government's approval for Rs. 12,000 crore infrastructure projects will see its positive effects in the CV space, though full recovery is only expected in all the segments of the industry from April'21 onwards.

With no further price hike shocks, demand spurring budget by the Central Government, Covid vaccine's effectiveness to fight the current and the new strain of virus with no/minimal side effects, FADA remains guarded in its optimism for Auto Sales during last quarter of this fiscal year.

Key Findings from our Online Members Survey

- Sentiments
 - 44% dealers rated it as Good
 - 39.3% dealers rated it as Neutral
 - 16% dealers rated it as Bad
- Liquidity
 - 45.9% dealers rated it as Good
 - 38.1% dealers rated it as Neutral
 - 16% dealers rated it as Bad
- Expectation in January
 - 45.5% dealers rated it as Growth
 - 37.4% dealers rated it as Flat
 - 17.1% dealers rated it as De-growth
- Inventory
 - Average inventory for Passenger Vehicles ranges from 15 – 20 days
 - Average inventory for Two-Wheeler ranges from 30 – 35 days



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

All India Vehicle Registration Data for December'20

CATEGORY	DEC'20	DEC'19	YoY %
2W	14,24,620	12,73,318	11.88%
3W	27,715	58,651	-52.75%
PV	2,71,249	2,18,775	23.99%
TRACTOR	69,105	51,004	35.49%
CV	51,454	59,497	-13.52%
LCV	33,986	38,280	-11.22%
MCV	2,528	3,018	-16.24%
HCV	11,212	15,361	-27.01%
Others	3,728	2,838	31.36%
Total	18,44,143	16,61,245	11.01%

Source: FADA Research

Disclaimer:

- 1- The above numbers do not have figures from AP, MP, LD & TS as they are not yet on Vahan 4.
- 2- Vehicle Registration Data has been collated as on 09.01.21 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,270 out of 1,477 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

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 December'20 with YoY comparison

Two-Wheeler (2W)				
Two-Wheeler OEM	DEC'20	Market Share (%) , DEC'20	DEC'19	Market Share (%) , DEC'19
HERO MOTOCORP LTD	5,59,118	39.25%	4,93,266	38.74%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	3,49,686	24.55%	3,11,529	24.47%
TVS MOTOR COMPANY LTD	2,04,482	14.35%	1,79,176	14.07%
BAJAJ AUTO LTD	1,60,912	11.30%	1,52,374	11.97%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	51,003	3.58%	48,057	3.77%
SUZUKI MOTORCYCLE INDIA PVT LTD	44,758	3.14%	43,201	3.39%
INDIA YAMAHA MOTOR PVT LTD	42,881	3.01%	34,797	2.73%
PIAGGIO VEHICLES PVT LTD	3,782	0.27%	4,588	0.36%
CLASSIC LEGENDS PVT LTD	2,764	0.19%	3,061	0.24%
BMW INDIA PVT LTD	396	0.03%	226	0.02%
ADISHWAR AUTO RIDE INDIA PVT LTD	148	0.01%	142	0.01%
INDIA KAWASAKI MOTORS PVT LTD	110	0.01%	192	0.02%
TRIUMPH MOTORCYCLES (INDIA) PVT LTD	74	0.01%	61	0.00%
H-D MOTOR COMPANY INDIA PVT LTD	45	0.00%	201	0.02%
DUCATI INDIA PVT LTD	2	0.00%	25	0.00%
DUCATI MOTOR HOLDING S.P.A	-	0.00%	4	0.00%
Others including EV	4,459	0.31%	2,418	0.19%
Total	14,24,620	100.00%	12,73,318	100.00%

Source: FADA Research

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Three-Wheeler (3W)				
Three-Wheeler OEM	DEC'20	Market Share (%), DEC'20	DEC'19	Market Share (%), DEC'19
BAJAJ AUTO LTD	9,570	34.53%	24,347	41.51%
PIAGGIO VEHICLES PVT LTD	5,037	18.17%	10,260	17.49%
MAHINDRA & MAHINDRA LIMITED	1,212	4.37%	3,893	6.64%
ATUL AUTO LTD	1,187	4.28%	3,955	6.74%
TVS MOTOR COMPANY LTD	790	2.85%	1,042	1.78%
Others including EV	9,919	35.79%	15,154	25.84%
Total	27,715	100.00%	58,651	100.00%

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	DEC'20	Market Share (%), DEC'20	DEC'19	Market Share (%), DEC'19
TATA MOTORS LTD	19,172	37.26%	25,212	42.38%
MAHINDRA & MAHINDRA LIMITED	15,128	29.40%	15,480	26.02%
ASHOK LEYLAND LTD	6,583	12.79%	8,070	13.56%
VE COMMERCIAL VEHICLES LTD	2,637	5.12%	2,698	4.53%
MARUTI SUZUKI INDIA LTD	2,430	4.72%	2,234	3.75%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	922	1.79%	987	1.66%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	349	0.68%	986	1.66%
SML ISUZU LTD	344	0.67%	487	0.82%
Others	3,889	7.56%	3,343	5.62%
Total	51,454	100.00%	59,497	100.00%

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	DEC'20	Market Share (%), DEC'20	DEC'19	Market Share (%), DEC'19
MARUTI SUZUKI INDIA LTD	1,30,772	48.21%	1,00,893	46.12%
HYUNDAI MOTOR INDIA LTD	46,382	17.10%	39,306	17.97%
TATA MOTORS LTD	19,669	7.25%	11,032	5.04%
KIA MOTORS INDIA PVT LTD	17,913	6.60%	10,339	4.73%
MAHINDRA & MAHINDRA LIMITED	15,773	5.81%	14,291	6.53%
HONDA CARS INDIA LTD	9,411	3.47%	8,214	3.75%
RENAULT INDIA PVT LTD	9,002	3.32%	8,343	3.81%
TOYOTA KIRLOSKAR MOTOR PVT LTD	7,572	2.79%	8,200	3.75%
FORD INDIA PVT LTD	4,821	1.78%	5,307	2.43%
MG MOTOR INDIA PVT LTD	3,057	1.13%	2,419	1.11%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD*	2,140	0.79%	9	0.00%
MERCEDES-BENZ INDIA PVT LTD	767	0.28%	1,058	0.48%
NISSAN MOTOR INDIA PVT LTD	722	0.27%	1,492	0.68%
BMW INDIA PVT LTD	604	0.22%	885	0.40%
FIAT INDIA AUTOMOBILES PVT LTD	587	0.22%	658	0.30%
JAGUAR LAND ROVER INDIA LIMITED	183	0.07%	310	0.14%
VOLKSWAGEN AG/INDIA PVT. LTD.*	181	0.07%	2,705	1.24%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	147	0.05%	536	0.25%
VOLVO AUTO INDIA PVT LTD	123	0.05%	145	0.07%
SKODA AUTO INDIA/AS PVT LTD*	48	0.02%	1,247	0.57%
AUDI AG*	41	0.02%	286	0.13%
MERCEDES -BENZ AG	38	0.01%	-	0.00%
PORSCHE AG GERMANY	24	0.01%	32	0.01%
BENTLEY MOTORS LIMITED	3	0.00%	2	0.00%
ROLLS ROYCE	2	0.00%	3	0.00%
AUTOMOBILI LAMBORGHINI S.P.A	1	0.00%	2	0.00%
FERRARI INDIA PRIVATE LIMITED	1	0.00%	-	0.00%
Others	1,265	0.47%	1,061	0.48%
Total	2,71,249	100.00%	2,18,775	100.00%

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	DEC'20	Market Share (%), DEC'20	DEC'19	Market Share (%), DEC'19
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	16,385	23.71%	12,660	24.82%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	11,668	16.88%	8,274	16.22%
INTERNATIONAL TRACTORS LIMITED	9,380	13.57%	5,743	11.26%
TAFE LIMITED	8,022	11.61%	5,727	11.23%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	7,162	10.36%	6,075	11.91%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	5,271	7.63%	3,461	6.79%
EICHER TRACTORS	4,410	6.38%	3,707	7.27%
CNH INDUSTRIAL (INDIA) PVT LTD	2,593	3.75%	1,895	3.72%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,049	1.52%	794	1.56%
V.S.T. TILLERS TRACTORS LIMITED	446	0.65%	463	0.91%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	296	0.43%	243	0.48%
CAPTAIN TRACTORS PVT. LTD.	288	0.42%	218	0.43%
INDO FARM EQUIPMENT LIMITED	159	0.23%	169	0.33%
Others	1,976	2.86%	1,575	3.09%
Total	69,105	100.00%	51,004	100.00%

Source: FADA Research

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