



One Nation | One Association

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

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CIN U74140DL2004PNL130324

FOR IMMEDIATE RELEASE

FADA releases January'20 Vehicle Registration Data

- *Auto Sales continues to de-grow as customers stay away from making purchase decisions.*
- *Budget 2020 although an inclusive one had no direct measures for immediate growth in the Auto Sector.*
- *FADA will co-ordinate with Banks and NBFC's to ensure financing of BS-IV vehicles till the Hon'ble SC mandated deadline of 31st Mar'20 to ensure liquidation of BS-IV stocks.*
- *For the first time, Tractors have been included as a category thereby covering the entire mobility spectrum.*
- *On a YoY basis, overall Vehicle Registrations fell by 7.17%. 2-Wheeler was down by 8.82%, PV was down by 4.62% and CV registered a de-growth of 6.89%. Only 3W and Tractors were up by 9.17% 5.11% respectively.*
- *Top 3 State/UT's with highest growth were Chandigarh (64.62%), Sikkim (43.85%) and Dadra & Nagar Haveli (26.66%).*

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

January-20 Retail Sales

Commenting on how January'20 performed, FADA President, Mr Ashish Harsharaj Kale said, **"Auto sales continue to be in the negative territory in the month of January, except for 3W, with many consumers still not concluding on their decisions. Ongoing Transition of BS-IV to BS-VI is also a factor in delayed purchase decision.**

Overall Weak Economic sentiment continues and even the Budget 2020, although an inclusive budget with growth drivers for the mid to long term, did not have any direct measures nor any immediate growth Spurring initiatives for the Auto Sector.

For the first time FADA has given Registration Figures for the Tractor Segment, thereby covering the entire mobility spectrum. Tractor numbers will also give a brief insight into Rural Demand Situation.

FADA's Appeal in SC for Extension of Sale beyond 31st of March for Dealer stock was not Considered by the Hon'ble Court. With the Weak Demand Situation, Liquidation of Complete BS-IV Inventory is the Top Focus for Us and FADA has already appealed to all OEM's to Switch Over Completely to BS6 Despatches to Dealers.

The last 14 months has seen the one of its toughest times in auto sales. FADA has therefore requested our OEM's through SIAM that any BS-IV Vehicle Billed further which are not against specific customer orders, to be on returnable basis to avoid financial loss to Our Members.



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FADA will also Co-ordinate with Banks and NBFC’s to Ensure Financing of BS-IV Inventory till the SC mandated date of 31st of March to ensure Liquidation of the BS4 Stocks and Smooth Transition to BS6 without any Financial Implication to any stake holder.

With Continued weak consumer sentiment and the overall economic situation, as well as the Upcoming BS-VI Transition, the near-term Demand situation will continue to be dynamic. We appeal to the Government to continue announcing positive measure, specifically for the Auto Industry, as well as for the Overall Economy which will help us return to growth Trajectory at the earliest.”

Key Findings from our Online Members Survey

- **Sentiments**
 - 54% Dealers rated it Neutral (54% in December’19)
 - 25% Dealers rated it Bad (25% in December’19)
 - 21% Dealers rated it as Good (20% in December’19)

- **Liquidity**
 - 53% Dealers rated it Neutral (50% in December’19)
 - 25% Dealers rated it Good (25% in December’19)
 - 22% Dealers rated it as Bad (25% in December’19)

- **Expectation in February’20**
 - 38% Dealers rated it Flat
 - 34% Dealers rated it De-Growth
 - 28% Dealers rated it Growth

- **Inventory**
 - Average inventory for PVs ranges from 15 – 20 days (20 – 25 days in December’19)
 - Average inventory for 2W ranges from 25 – 30 days (30 – 35 days in December’19)
 - Average inventory for CV ranges from 25 – 30 days (30 – 35 days in December’19)

Charts showing Vehicle Registration Data for January’20 with YoY comparison can be found below:

Vehicle Registration Data for January’20

CATEGORY	JAN'20	JAN'19	YoY %
2W	12,67,366	13,89,951	-8.82%
3W	63,514	58,178	9.17%
CV	82,187	88,271	-6.89%
PV	2,90,879	3,04,929	-4.61%
TRAC	46,170	43,924	5.11%
Total	17,50,116	18,85,253	-7.17%

Source: FADA Research

Disclaimer:

- 1- The above numbers do not have figures from AP, AN, MP, LD & TS as all these States/UT’s are not yet on Vahan 4.
- 2- For the first time, Tractors (TRAC) has been included as a new category.
- 3- Since Dec’19, National Comparative figures are including Kerala.
- 4- Online Survey has a limited sample size and reflects an overall trend.



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- 5- Vehicle Registration Data has been collated as on 14.02.20 and in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,223 out of 1,432 RTOs.

State-wise Vehicle Registration Analysis can be found in **Annexure 1, Page No. 04.**

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

About F A D A India

Founded in 1964, Federation of Automobile Dealers Associations (F A D A), 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. F A D A India represents over 15,000 automobile dealers having 25,000 dealerships including 30 Associations of Automobile Dealers at the Regional, State and City levels accounting for 90% of market share in India. Together we employ over 2.5 million direct employees and another 2.5 million as indirect employees, making it a total of ~5 million people in the country at dealerships and service centres.

F A D A 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

State wise Vehicle Registration Data for the Month of November-19 with YoY comparison

ARUNACHAL PRADESH			
CATEGORY	JAN'20	JAN'19	YoY %
2W	855	1,091	-21.63%
3W	23	68	-66.18%
CV	138	86	60.47%
PV	607	644	-5.75%
TRAC	2	1	100.00%
Total	1,625	1,890	-14.02%

ASSAM			
CATEGORY	JAN'20	JAN'19	YoY %
2W	26,739	26,739	0.00%
3W	1,690	1,317	28.32%
CV	2,670	2,719	-1.80%
PV	5,817	6,092	-4.51%
TRAC	-	1	-100.00%
Total	36,916	36,868	0.13%

BIHAR			
CATEGORY	JAN'20	JAN'19	YoY %
2W	69,570	57,940	20.07%
3W	8,250	5,636	46.38%
CV	6,769	4,651	45.54%
PV	5,645	4,476	26.12%
TRAC	577	624	-7.53%
Total	90,811	73,327	23.84%

CHANDIGARH			
CATEGORY	JAN'20	JAN'19	YoY %
2W	1,700	915	85.79%
3W	47	36	30.56%
CV	66	74	-10.81%
PV	1,490	981	51.89%
TRAC	1	1	0.00%
Total	3,304	2,007	64.62%



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CHHATTISGARH			
CATEGORY	JAN'20	JAN'19	YoY %
2W	38,609	49,323	-21.72%
3W	608	614	-0.98%
CV	1,977	2,774	-28.73%
PV	4,665	5,949	-21.58%
TRAC	2,505	2,170	15.44%
Total	48,364	60,830	-20.49%

DADRA & NAGAR HAVELI			
CATEGORY	JAN'20	JAN'19	YoY %
2W	975	742	31.40%
3W	5	4	25.00%
CV	146	142	2.82%
PV	265	211	25.59%
TRAC	1	-	#DIV/0!
Total	1,392	1,099	26.66%

DAMAN & DIU			
CATEGORY	JAN'20	JAN'19	YoY %
2W	287	359	-20.06%
3W	3	2	50.00%
CV	42	20	110.00%
PV	126	136	-7.35%
TRAC	1	1	0.00%
Total	459	518	-11.39%

DELHI			
CATEGORY	JAN'20	JAN'19	YoY %
2W	32,649	41,063	-20.49%
3W	2,806	2,915	-3.74%
CV	1,973	2,000	-1.35%
PV	16,517	16,023	3.08%
TRAC	-	-	#DIV/0!
Total	53,945	62,001	-12.99%



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GOA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	3,450	4,648	-25.77%
3W	9	10	-10.00%
CV	228	227	0.44%
PV	841	2,347	-64.17%
TRAC	5	6	-16.67%
Total	4,533	7,238	-37.37%

GUJARAT			
CATEGORY	JAN'20	JAN'19	YoY %
2W	75,094	90,417	-16.95%
3W	5,710	5,057	12.91%
CV	5,921	5,868	0.90%
PV	24,332	26,401	-7.84%
TRAC	3,646	1,807	101.77%
Total	1,14,703	1,29,550	-11.46%

HARYANA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	39,189	49,994	-21.61%
3W	2,141	2,296	-6.75%
CV	3,655	4,674	-21.80%
PV	22,039	20,971	5.09%
TRAC	3,684	3,957	-6.90%
Total	70,708	81,892	-13.66%

HIMACHAL PRADESH			
CATEGORY	JAN'20	JAN'19	YoY %
2W	4,600	5,161	-10.87%
3W	20	19	5.26%
CV	983	756	30.03%
PV	5,277	5,257	0.38%
TRAC	126	207	-39.13%
Total	11,006	11,400	-3.46%



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JAMMU & KASHMIR			
CATEGORY	JAN'20	JAN'19	YoY %
2W	8,867	6,826	29.90%
3W	319	408	-21.81%
CV	926	762	21.52%
PV	5,248	5,981	-12.26%
TRAC	69	276	-75.00%
Total	15,429	14,253	8.25%

JHARKHAND			
CATEGORY	JAN'20	JAN'19	YoY %
2W	31,632	40,882	-22.63%
3W	2,196	2,145	2.38%
CV	1,941	3,199	-39.32%
PV	4,871	6,954	-29.95%
TRAC	-	2	-100.00%
Total	40,640	53,182	-23.58%

KARNATAKA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	97,897	1,08,990	-10.18%
3W	4,494	4,166	7.87%
CV	6,526	6,083	7.28%
PV	25,773	26,232	-1.75%
TRAC	3,554	3,993	-10.99%
Total	1,38,244	1,49,464	-7.51%

KERALA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	48,709	63,315	-23.07%
3W	2,569	3,092	-16.91%
CV	2,751	3,547	-22.44%
PV	21,916	26,471	-17.21%
TRAC	49	61	-19.67%
Total	75,994	96,486	-21.24%



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LADAKH			
CATEGORY	JAN'20	JAN'19	YoY %
2W	8	4	100.00%
3W	1	-	#DIV/0!
CV	2	28	-92.86%
PV	54	151	-64.24%
TRAC	-	-	#DIV/0!
Total	65	183	-64.48%

MAHARASHTRA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	1,47,380	1,56,637	-5.91%
3W	8,596	9,736	-11.71%
CV	12,925	12,265	5.38%
PV	37,965	38,678	-1.84%
TRAC	6,095	4,816	26.56%
Total	2,12,961	2,22,132	-4.13%

MANIPUR			
CATEGORY	JAN'20	JAN'19	YoY %
2W	1,779	1,621	9.75%
3W	84	69	21.74%
CV	238	148	60.81%
PV	754	620	21.61%
TRAC	-	4	-100.00%
Total	2,855	2,462	15.96%

MEGHALAYA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	1,223	1,061	15.27%
3W	72	81	-11.11%
CV	431	336	28.27%
PV	1,342	1,181	13.63%
TRAC	-	3	-100.00%
Total	3,068	2,662	15.25%



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MIZORAM			
CATEGORY	JAN'20	JAN'19	YoY %
2W	1,948	1,794	8.58%
3W	23	23	0.00%
CV	287	227	26.43%
PV	551	483	14.08%
TRAC	-	1	-100.00%
Total	2,809	2,528	11.12%

NAGALAND			
CATEGORY	JAN'20	JAN'19	YoY %
2W	430	442	-2.71%
3W	17	107	-84.11%
CV	871	1,817	-52.06%
PV	791	742	6.60%
TRAC	1	-	#DIV/0!
Total	2,110	3,108	-32.11%

ODISHA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	49,162	50,244	-2.15%
3W	1,934	1,613	19.90%
CV	4,041	3,656	10.53%
PV	5,278	5,563	-5.12%
TRAC	379	272	39.34%
Total	60,794	61,348	-0.90%

PUDUCHERRY			
CATEGORY	JAN'20	JAN'19	YoY %
2W	4,974	5,389	-7.70%
3W	11	6	83.33%
CV	73	84	-13.10%
PV	903	830	8.80%
TRAC	1	-	#DIV/0!
Total	5,962	6,309	-5.50%



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PUNJAB			
CATEGORY	JAN'20	JAN'19	YoY %
2W	42,755	52,559	-18.65%
3W	965	931	3.65%
CV	1,827	2,126	-14.06%
PV	11,267	12,414	-9.24%
TRAC	2,108	1,812	16.34%
Total	58,922	69,842	-15.64%

RAJASTHAN			
CATEGORY	JAN'20	JAN'19	YoY %
2W	73,683	85,951	-14.27%
3W	2,305	1,947	18.39%
CV	4,807	5,946	-19.16%
PV	16,138	16,682	-3.26%
TRAC	7,060	6,637	6.37%
Total	1,03,993	1,17,163	-11.24%

SIKKIM			
CATEGORY	JAN'20	JAN'19	YoY %
2W	478	245	95.10%
3W	-	-	#DIV/0!
CV	45	32	40.63%
PV	530	455	16.48%
TRAC	-	-	#DIV/0!
Total	1,053	732	43.85%

TAMIL NADU			
CATEGORY	JAN'20	JAN'19	YoY %
2W	1,37,366	1,51,446	-9.30%
3W	3,811	3,687	3.36%
CV	7,104	7,691	-7.63%
PV	23,665	24,540	-3.57%
TRAC	1,722	1,854	-7.12%
Total	1,73,668	1,89,218	-8.22%



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TRIPURA			
CATEGORY	JAN'20	JAN'19	YoY %
2W	3,427	3,992	-14.15%
3W	1,151	76	1414.47%
CV	207	228	-9.21%
PV	461	566	-18.55%
TRAC	-	-	#DIV/0!
Total	5,246	4,862	7.90%

UTTAR PRADESH			
CATEGORY	JAN'20	JAN'19	YoY %
2W	2,41,542	2,00,892	20.23%
3W	10,969	8,865	23.73%
CV	7,576	9,369	-19.14%
PV	32,788	31,912	2.75%
TRAC	13,645	14,227	-4.09%
Total	3,06,520	2,65,265	15.55%

UTTARAKHAND			
CATEGORY	JAN'20	JAN'19	YoY %
2W	12,448	13,639	-8.73%
3W	697	677	2.95%
CV	699	730	-4.25%
PV	4,794	4,393	9.13%
TRAC	182	264	-31.06%
Total	18,820	19,703	-4.48%

WEST BENGAL			
CATEGORY	JAN'20	JAN'19	YoY %
2W	67,941	1,15,630	-41.24%
3W	1,988	2,575	-22.80%
CV	4,342	6,006	-27.71%
PV	8,169	10,593	-22.88%
TRAC	757	927	-18.34%
Total	83,197	1,35,731	-38.70%