

FOR IMMEDIATE RELEASE

FADA concludes 5th Auto Retail Conclave - 'Collaborate-Innovate-Accelerate'.

- FADA felicitates Honda Cars India Ltd for their New Dealer Agreement, as per Model Dealer Agreement draft by FADA.
- Launch of Coffee table book, Golden Dealership in Auto retail Business for 50th Year
- The unveiling of the Auto Dealers Day Logo, in alignment with the theme

New Delhi, September 14, 2023: The Federation of Automobile Dealers Associations (FADA) hosted the fifth edition of the Auto Retail Conclave, focusing on the theme "**Collaborate-Innovate-Accelerate**" immediately after the 59th AGM. The conclave witnessed the presence of prominent figures automobile industry, alongside participation from over 500 dealer members representing various regions of the country.

The Conclave was inaugurated by **Shri Nitin Gadkari, the honorable Union Minister of the Ministry of Road Transport & Highways, Government of India**. Also present on the occasion were **Mr. Vinod Aggarwal, President SIAM, Ms. Shradha Suri Marwah, President ACMA**, along with **Mr. Manish Raj Singhania, President FADA and Mr. C S Vigneshwar, Vice President FADA**.

Hon'ble Chief Guest, Mr. Nitin Gadkari, the esteemed Union Minister of the Ministry of Road Transport & Highways, at the event stated that, "I would like to extend my heartfelt congratulations to the automobile industry for India becoming the third largest automobile manufacturers in the world. However, our aspirations reach even higher—we aim to position ourselves as the world's leading auto manufacturing hub, and this ambition will require a collaborative effort, uniting India's strengths with global brands. The automobile sector holds a pivotal role, contributing a substantial 40% to India's manufacturing GDP.

Furthermore, our initiatives in recycling materials such as Aluminium, Copper, Steel, Rubber, and Plastic components are poised to reduce automobile component prices by a significant margin of 25-30%. To strengthen our industry's competitiveness, we've set up scrapping centres, welcoming dealerships to participate and even establish training centres. The scrappage policy promises to have a profound impact on our manufacturing costs, making us more globally competitive."

Shri Nitin Gadkari further added, I would encourage dealers to take in initiating scrapping centres, fitness centres, and driving training centres. This proactive step not only rejuvenates businesses but also aligns with our broader mission of promoting green mobility. Also, the government is committed to providing all necessary support for these initiatives.



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Furthermore, I would like to extend my heartfelt appreciation to the dedicated dealer fraternity for their unwavering commitment to serving customers and urge OEMs to work closely with dealers to enhance revenue generation, recognizing them as integral components of automobile ecosystem. As our industry evolves and adapts to rapid changes, let us move forward together, with dealers, OEMs, and component suppliers working all together to achieve our goals going forward”.

Welcoming all the members from the entire automotive ecosystem at the Auto Retail Conclave, Mr. Manish Raj Singhania said, “Today, as we gather for the 5th Auto Retail Conclave, it marks a moment for collective aspiration. Our recent 59th Annual General Meeting allowed us to evaluate our growth trajectory. I extend a heartfelt salute to our esteemed minister, Shri Nitin Gadkari ji, for his visionary initiatives that have transformed India's highways into world-class expressways, sparking a surge in vehicle sales. As stewards of road safety, we've launched our 'Buckle Up Campaign' to remind our customers of the crucial importance of safety on the roads.

He further added, Automobile 2Wheeler industry is an important part of the mobility ecosystem, and hence urge the government to reduce the GST rate from 28% to 18% for entry-level 2-wheelers in the 100-125 cc range. This change isn't just a policy adjustment; it's a catalyst for socio-economic progress.

"Mr. Singhania urged the Presidents of SIAM and ACMA to present a unified front for a joint meeting involving SIAM, ACMA, and FADA to discuss issues that require collective attention. The time has arrived for all of us to adopt a more collaborative approach to innovate and accelerate toward a more resilient future."

*Auto retail encompasses more than the sale of vehicles; it encompasses road safety, employment, and sustainability. The Indian Auto Retail isn't merely recovering; it's thriving! In the last fiscal year, we witnessed a resurgence, achieving a record-breaking 21% growth rate with 22.1 million vehicles leaving our showrooms. Two-wheelers surged by 19%, three-wheelers by a staggering 84%, passenger vehicles by 23%, and commercial vehicles by an incredible 33%. Despite this remarkable progress, the 2-wheeler segment remains 20% below pre-Covid levels. **In the last five months Auto sales have grown by 7%.***

The conclave witnessed the unveiling of the **Auto Dealers Day Logo**, which is to be celebrated on the 19th of September. Alongside, a solemn road safety pledge with the honorable ministers underscored the importance of safety on our roads. Further enhancing the significance of the occasion was the launch of a coffee table book titled '**Golden Dealerships in Auto Retail Business**.'

FADA felicitated HCIL for signing this New Dealer Agreement in accordance with FADA's MDA, emphasizing the industry's collaborative and forward-thinking approach. Honda Cars India Ltd. has exemplified its commitment to industry best practices by aligning its new dealership agreement in sync with FADA's Modern Dealership Act draft. This proactive step, recognized and celebrated at the conclave, underscores HCIL's dedication to robust dealer partnerships.



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The conclave witnessed a series of sessions with industry abled leadership sharing their views & vision for the sector & its challenges. The key Power Panel discussion were on **strengths and opportunities in 2-wheelers and 3-wheelers**, followed by **strengths and opportunities in Passenger Vehicles and Commercial Vehicles**.

Panel 1: DSS'23 Strengths & Opportunities in 2-Wheelers and 3-Wheelers

The panel at DSS'23, "Strengths & Opportunities in 2-Wheelers and 3-Wheelers," will discuss the key strengths and emerging opportunities in these industries. This includes affordability, urban mobility solutions, electric and autonomous technologies, and changing consumer preferences. The efficient panelist gave insights into the future potentials of these sectors.

The group business editor of Autocar India and Autocar Professional, Mr. Ketan Thakkar, moderated the panel, which includes Dr Amitabh Saran, CEO, Altigreen Propulsion Labs, Mr. Diego Graffi, Chairman, CEO & Managing Director, Piaggio Vehicles Private Limited, Mr. Ravneet S Phokela, CBO, Ather Energy, Mr. Dharma Teja, Director, Ninestar Motorcycles Bangalore Pt Ltd

MOVE WITH META : Lead Generation Solutions for dealers session, led by industry experts **Ms. Geetika Vig and Ms. Sharanbir Kaur from Meta**, offers insights and strategies to empower dealers with effective lead generation in the digital age, enriching the conclave with cutting-edge expertise. Following this, there will be another session on "**Turbocharge Your Business ROI with Google**" led by **Ms. Deepti Matai, Head of Industry, Auto, Google**.

MoU signing ceremony between FADA and Lawyered

The MoU signing between FADA and Lawyered, in presence of association members and Mr. Himanshu Gupta, Founder and CEO, Lawyered and Mr. Gautam Saraf, Chief Strategy Partner , Lawyered, empowering customers with necessary resources and knowledge to make well informed decisions in regard to issues related to Challans and Vehicle Seizures.

MoU signing ceremony between FADA and Onsurity

The MoU signing between FADA and Onsurity, in presence of association members and Mr. Yogesh Agarwal, Founder & CEO, Onsurity and Mr. Kulin Shah, Co-Founder & COO, Onsurity signifying a crucial step in their collaborative efforts to bring innovative solutions to the automotive sector and its stakeholders.

Panel 2: DSS'23 Strengths & Opportunities in Passenger Vehicles and Commercial Vehicles

The panel discussion was on strengths and opportunities for both the Passenger Vehicles and Commercial Vehicles sectors. The experts will explore the unique qualities and growth prospects in these segments, shedding light on the factors that drive their success in today's dynamic automotive industry.



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The panel will be moderated by Mr. Hormazd Sorabjee, Editor, Autocar India and leading industry expert such as Mr. Amandeep Singh, President LCV, International Operations, Defence, Power Solution Business, Ashok Leyland, Mr. HO Suri, MD & CEO, IFFCO TOKIO General Insurance Co. Ltd, Mr. Nalinikanth Gollagunta, CEO - Automotive Division, Mahindra Group, Mr. Rajesh Kaul, Vice President, Tata Motors Ltd – CVBU, Mr. Tarun Garg, Chief Operating Officer, Hyundai Motor India Ltd, Mr Vikas Pandey, Sr. Executive Vice President HDFC Bank and Mr. Sachin Shah, Director, Sutaria Auto Centre.

FADA Academy

With over 4.5 lakh employees in the dealership industry, FADA aims to strengthen the automotive sector's workforce through the FADA Academy. **Mr. Vinkesh Gulati, Chairman of FADA Academy & Research**, discussed the academy's future plans.

Dealer Satisfaction Study 2023 Presentation of Awards

An award ceremony was conducted to honor the winners of FADA's 2023 Dealer Satisfaction Study, conducted with PremonAsia, a Singapore-based consumer-insight consultancy. The survey spanned diverse industries and regions in India, acknowledging top-performing OEMs in 2W, CV, PV (Mass), PV (Luxury), and elite categories. Also, the conclave featured the prestigious **Golden Dealer Award presentation** alongside felicitation of partners.

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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.