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FOR IMMEDIATE RELEASE

FADA Releases May'21 Vehicle Retail Data

- ***Total Vehicle Retails for the month of May'21 fell by -54.79% MoM and -70.69% when compared to May'19. All categories on MoM saw bloodbath as 2W, 3W, PV, Tractor and CV fell by -53%, -76%, -59%, -57% and -66% respectively.***
- ***The first 9 days of June saw a better start than expected due to pent up demand. At this pace June'21 may result in almost equivalent sales when compared to June'20.***
- ***Overall demand recovery to be slow as rural markets continue to struggle with post covid effects.***
- ***FADA thanks all OEMs which have announced financial package for Auto Dealers and once again appeals to all those, who are yet to announce a similar financial package like last year.***
- ***FADA also requests the Prime Minister to instruct RBI to grant moratorium for Auto Dealers and release guidelines for relaxation of loan re-payment equivalent to number of days of lockdown each state has been declaring.***

10th June'21, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released Monthly Vehicle Retail Data for May'21.

May'21 Retails

Unlike other months, we can't represent a YoY comparison since India was under complete lockdown in May 2020. Hence, all comparisons for this month have been done with April'21 (MoM) and 2 year back with May'19.

Commenting on how May'21 performed, FADA President, Mr. Vinkesh Gulati said, **"The 2nd wave of covid has left the entire country devastated as there may not be a single household which did not get affected. Apart from urban markets, this time, even rural areas were badly hit. May saw continued lockdown in most of the states.**

Not surprisingly, Auto Retail for the month witnessed bloodbath as sales fell by -55% on MoM basis. Similarly, all categories of vehicles fell by a huge degree with 2W falling by -53%, 3W by -76%, PV by -59%, Tractors by -57% and CV by -66% respectively.

Auto Retail fraternity is in dire need of support. While a handful of OEMs (Tata Motors – CV, Renault, Bharat Benz and HMSI) have announced financial help to their channel partners, others are yet to do so. Hence, FADA humbly requests all those OEMs which have still not announced any financial assistance to kindly do it urgently.

FADA also appeals to the Hon'ble Prime Minister that instead of restructuring, banks should allow a moratorium of 90 days to all categories of dealers without keeping a turnover limit. This is required as Auto Retail Trade works on the principle where dealers get funded from Financial Institutes in terms of inventory funding for a period of 30-45 days (depending from bank to bank) to purchase vehicles from Auto OEMs.

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Since the current lockdown has already lasted well over 30-45 days and is still continuing in South India, revenue for most of the Dealers are negligible as there was minimal sales. Due to this, dealers will not be able to repay their loan tranche payment which is getting due. This will ultimately lead towards default. Since there are no guidelines, extension of tranche is considered as restructuring of loan. This will ultimately have a negative impact on Dealers credit score as their CIBIL rating will get impacted.

Near Term Outlook

The 1st 9 days of June has seen better than expected retails due to pent up demand which was there in the system when states started implementing lockdown. If the trend continues, we may see almost similar sales when compared to June'20 last year.

The monsoons arrived in India almost on time. If Met predictions are to be believed, normal and evenly spread rains may bring an early respite for the rural economy thus pushing demand for vehicles faster than expected.

It may be prudent to say that India may not witness a V – shaped recovery unlike last time. FADA hence continues to remain guarded in its optimism on overall industry recovery for the fiscal FY21-22.

- Inventory at the end of May'21
    - Average inventory for Passenger Vehicles ranges from 20-25 days
    - Average inventory for Two – Wheelers ranges from 25-30 days

Chart showing Vehicle Retail Data

All India Vehicle Retail Data for May'21

CATEGORY	MAY'21	MAY'19	% Change w.r.t MAY'19	APR'21	MoM %
2W	4,10,757	14,20,442	-71.08%	8,65,134	-52.52%
3W	5,215	51,428	-89.86%	21,636	-75.90%
PV	85,733	2,36,157	-63.70%	2,08,883	-58.96%
TRAC	16,616	39,417	-57.85%	38,285	-56.60%
CV	17,534	75,122	-76.66%	51,436	-65.91%
LCV	*9,411*	*43,255*	*-78.24%*	*28,511*	*-66.99%*
MCV	*915*	*5,075*	*-81.97%*	*3,547*	*-74.20%*
HCV	*6,233*	*23,839*	*-73.85%*	*16,062*	*-61.19%*
Others	*975*	*2,953*	*-66.98%*	*3,316*	*-70.60%*
Total	**5,35,855**	**18,22,566**	**-70.60%**	**11,85,374**	**-54.79%**

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 Retail Data has been collated as on 08.06.21 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,294 out of 1,497 RTOs.
3- CV is subdivided in the following manner

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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

May'21 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 May'21 with MoM comparison

Two-Wheeler (2W)				
Two-Wheeler OEM	**MAY'21**	**Market Share (%), MAY'21**	**APR'21**	**Market Share (%), APR'21**
HERO MOTOCORP LTD	1,92,968	46.98%	2,99,576	34.63%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	78,343	19.07%	2,17,832	25.18%
TVS MOTOR COMPANY LTD	57,652	14.04%	1,28,365	14.84%
BAJAJ AUTO LTD	45,550	11.09%	98,041	11.33%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	14,942	3.64%	42,120	4.87%
SUZUKI MOTORCYCLE INDIA PVT LTD	9,468	2.31%	33,699	3.90%
INDIA YAMAHA MOTOR PVT LTD	9,182	2.24%	34,817	4.02%
PIAGGIO VEHICLES PVT LTD	667	0.16%	3,262	0.38%
CLASSIC LEGENDS PVT LTD	643	0.16%	2,036	0.24%
BMW INDIA PVT LTD	144	0.04%	230	0.03%
INDIA KAWASAKI MOTORS PVT LTD	55	0.01%	97	0.01%
ADISHWAR AUTO RIDE INDIA PVT LTD	41	0.01%	141	0.02%
TRIUMPH MOTORCYCLES (INDIA) PVT LTD	23	0.01%	37	0.00%
H-D MOTOR COMPANY INDIA PVT LTD	4	0.00%	19	0.00%
DUCATI INDIA PVT LTD	1	0.00%	14	0.00%
DUCATI MOTOR HOLDING S.P.A	-	0.00%	-	0.00%
Others including EV	1,074	0.26%	4,848	0.56%
Total	**4,10,757**	**100.00%**	**8,65,134**	**100.00%**

Source: FADA Research

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Three-Wheeler (3W)				
Three-Wheeler OEM	**MAY'21**	**Market Share (%), MAY'21**	**APR'21**	**Market Share (%), APR'21**
BAJAJ AUTO LTD	1872	35.90%	7,741	35.78%
PIAGGIO VEHICLES PVT LTD	664	12.73%	3,380	15.62%
MAHINDRA & MAHINDRA LIMITED	379	7.27%	1,356	6.27%
ATUL AUTO LTD	286	5.48%	833	3.85%
YC ELECTRIC VEHICLE	170	3.26%	758	3.50%
TVS MOTOR COMPANY LTD	130	2.49%	493	2.28%
MAHINDRA REVA ELECTRIC VEHICLES PVT LTD	122	2.34%	452	2.09%
Others including EV	1,592	30.53%	6,623	30.61%
Total	**5,215**	**100.00%**	**21,636**	**100.00%**

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	**MAY'21**	**Market Share (%), MAY'21**	**APR'21**	**Market Share (%), APR'21**
TATA MOTORS LTD	7359	41.97%	21,801	42.38%
MAHINDRA & MAHINDRA LIMITED	3366	19.20%	9,773	19.00%
ASHOK LEYLAND LTD	2785	15.88%	8,185	15.91%
VE COMMERCIAL VEHICLES LTD	923	5.26%	3,409	6.63%
MARUTI SUZUKI INDIA LTD	848	4.84%	2,420	4.70%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	639	3.64%	541	1.05%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	445	2.54%	1,247	2.42%
SML ISUZU LTD	122	0.70%	485	0.94%
Others	1,047	5.97%	3,575	6.95%
Total	**17,534**	**100.00%**	**51,436**	**100.00%**

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	**MAY'21**	**Market Share (%), MAY'21**	**APR'21**	**Market Share (%), APR'21**
MARUTI SUZUKI INDIA LTD	36,659	42.76%	96,743	46.31%
HYUNDAI MOTOR INDIA LTD	16,051	18.72%	33,590	16.08%
TATA MOTORS LTD	9,392	10.95%	19,137	9.16%
MAHINDRA & MAHINDRA LIMITED	5,531	6.45%	11,788	5.64%
KIA MOTORS INDIA PVT LTD	5,159	6.02%	11,517	5.51%
TOYOTA KIRLOSKAR MOTOR PVT LTD	2,790	3.25%	8,690	4.16%
RENAULT INDIA PVT LTD	2,492	2.91%	7,124	3.41%
HONDA CARS INDIA LTD	2,240	2.61%	5,342	2.56%
FORD INDIA PVT LTD	1,671	1.95%	4,214	2.02%
MG MOTOR INDIA PVT LTD	1,148	1.34%	2,830	1.35%
NISSAN MOTOR INDIA PVT LTD	1,017	1.19%	2,503	1.20%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	544	0.63%	2,270	1.09%
FIAT INDIA AUTOMOBILES PVT LTD	320	0.37%	738	0.35%
MERCEDES-BENZ INDIA PVT LTD	198	0.23%	524	0.25%
BMW INDIA PVT LTD	152	0.18%	557	0.27%
JAGUAR LAND ROVER INDIA LIMITED	39	0.05%	144	0.07%
VOLVO AUTO INDIA PVT LTD	36	0.04%	86	0.04%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	34	0.04%	167	0.08%
VOLKSWAGEN AG/INDIA PVT. LTD.	25	0.03%	41	0.02%
AUDI AG	22	0.03%	75	0.04%
PORSCHE AG GERMANY	6	0.01%	23	0.01%
MERCEDES -BENZ AG	4	0.00%	12	0.01%
SKODA AUTO INDIA/AS PVT LTD	3	0.00%	16	0.01%
AUTOMOBILI LAMBORGHINI S.P.A	2	0.00%	5	0.00%
FERRARI INDIA PRIVATE LIMITED	2	0.00%	-	0.00%
ROLLS ROYCE	-	0.00%	-	0.00%
BENTLEY MOTORS LTD	-	0.00%	-	0.00%
Others	196	0.23%	747	0.36%
Total	**85,733**	**100.00%**	**2,08,883**	**100.00%**

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	**MAY'21**	**Market Share (%), MAY'21**	**APR'21**	**Market Share (%), APR'21**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	3,803	22.9%	8,067	21.07%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	2,952	17.8%	6,222	16.25%
INTERNATIONAL TRACTORS LIMITED	2,216	13.3%	4,718	12.32%
TAFE LIMITED	1,901	11.4%	4,506	11.77%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	1,738	10.5%	4,542	11.86%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	1,316	7.9%	3,223	8.42%
EICHER TRACTORS	870	5.2%	2,231	5.83%
CNH INDUSTRIAL (INDIA) PVT LTD	597	3.6%	1,823	4.76%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	192	1.2%	619	1.62%
CAPTAIN TRACTORS PVT. LTD.	111	0.7%	161	0.42%
INDO FARM EQUIPMENT LIMITED	89	0.5%	186	0.49%
V.S.T. TILLERS TRACTORS LIMITED	81	0.5%	249	0.65%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	45	0.3%	244	0.64%
Others	705	4.2%	1,494	3.90%
Total	**16,616**	**100.0%**	**38,285**	**100.00%**

Source: FADA Research

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