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FOR IMMEDIATE RELEASE

FADA Releases September'22 Vehicle Retail Data

- ***On YoY basis, total vehicle retail for the month of September'22 saw a growth of 11%.***
- ***Except tractors which decreased by -1.5%, all the other categories were in green. 2W, 3W, PV and CV were up by 9%, 72%, 10% and 19% respectively.***
- ***When compared with September'19, a pre-covid month, total vehicle retail continued to be lower by -4%. PV segment sustained its healthy run by growing 44%. Similarly, growth in 3W, Tractor and CV also closed in green by increasing 6%, 37% and 17% respectively. It is only the 2W segment which continues to be a drag as the same fell by -14%.***
- ***Rural India in states like HP, HR, UK, UP and JH showed weakness with lower contribution to Auto Retail especially in entry level 2W and PV category.***
- ***While overall retail in PV will be at a decade high during this festive season, it is the 2W category where Auto Industry continues to pin its hope for showing healthy growth.***

4th October'22, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released Vehicle Retail Data for September'22.

September'22 Retails
Commenting on how September'22 performed, FADA President, Mr. Manish Raj Singhania said, **"Auto Retail for the month of September'22 saw an overall growth of 11%. September witnessed both, the inauspicious period of Shradh *(a.k.a Pitru Paksha)* from 10-25th September and festive period which began with Navratri on 26th September. Due to this, the full potential for the month was not realised as it should have been.**

When compared with September'19, a pre-covid month, total vehicle retails continue to fall by -4% but narrowed the gap from previous months. PV segment continues to show extremely healthy figures by growing 44%. 3W, Tractor and CV also closed in green with an increase of 6%, 37% and 17% respectively. The 2W segment is yet to show signs of any revival as it remains a drag by falling as much as -14%.

The 2W segment showed a growth of 9% YoY but fell by -14% from Sept'19. Due to increased input costs, 2W companies raised prices by 5 times in past one year. Apart from this, RBIs fight with inflation saw rate hikes which continued to make vehicle loans expensive. While India is showing revival signs, Bharat is yet to perform. 2W especially entry level vehicles are finding extremely less buyers thus dragging the entire segment.

The 3W segment continues to see structural shift from ICE to EV. This is also reflected in extremely healthy growth rate of e-rickshaw's. Apart from better availability of vehicles with full range products including alternate fuels, customers have started using public transport and rickshaw service thus fuelling demand in this segment.

While the CV segment grew by 19%, it is the HCV segment which showed a healthy growth of 40% YoY. Reasons like better availability of vehicles, festivities, bulk fleet purchase and Government's continued push for infrastructure development made this segment shine.

The PV segment continued its 'Bolt' run by showing a growth of 10% YoY and 44% when compared to Sept'19, a pre-covid month. Better availability due to easing semi-conductor supply, new launches and feature rich products kept customers glued to dealerships for getting their favourite vehicles during the auspicious period. The waiting period continues to range between 3 months to 24 months especially for SUVs and compact SUVs which have become the absolute choice for today's customers."

Near Term Outlook

The month of October will see Auto Retail on high grounds with 24 days of festive season out of the total 31 days. Dealers anticipate this to be the best festive in a decade for PV segment as we anticipate even higher sales during the month. While semi-conductor supply continues to ease, FADA requests OEMs to match supply as per the demand so that PV sales can further receive a nitro-boost.

The enquiry level in 2W segment is showing positive movement. If this segment, especially entry level 2W also performs well improving its growth to low double digits, overall Auto Retail will see higher growth compared to last 2 festivals but may still lag pre-covid numbers of October'19.

Overall, FADA continues to remain optimistic for the month of October due to the ongoing festive season.

Key Findings from our Online Members Survey

- **Inventory at the end of September'22**
    - Average inventory for Passenger Vehicles ranges from 40-45 days
    - Average inventory for Two – Wheelers ranges from 45-50 days

- **Liquidity**
    - Good 51.2%
    - Neutral 36.2%
    - Bad 12.6%

- **Sentiment**
    - Good 56.7%
    - Neutral 34.6%
    - Bad 08.7%

- **Expectation from October**
    - Growth 70.1%
    - Flat 21.3%
    - De-growth 08.7%

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Chart showing Vehicle Retail Data

All India Vehicle Retail Data for September'22

CATEGORY	SEP'22	SEP'21	YoY %	SEP'20	% Change w.r.t SEP'20	SEP'19	% Change w.r.t SEP'19
2W	10,15,702	9,31,654	**9.02%**	10,56,997	**-3.91%**	11,81,668	**-14.05%**
3W	63,915	37,172	**71.94%**	24,766	**158.08%**	60,565	**5.53%**
E-RICKSHAW(P)	*32,153*	*14,227*	*126.00%*	*6,884*	***367.07%***	*13,622*	***136.04%***
E-RICKSHAW WITH CART (G)	*1,720*	*1,190*	*44.54%*	*630*	***173.02%***	*367*	***368.66%***
THREE WHEELER (GOODS)	*6,033*	*6,415*	*-5.95%*	*5,395*	***11.83%***	*7,279*	***-17.12%***
THREE WHEELER (PASSENGER)	*23,960*	*15,282*	*56.79%*	*11,796*	***103.12%***	*39,195*	***-38.87%***
THREE WHEELER (PERSONAL)	*49*	*58*	*-15.52%*	*61*	***-19.67%***	*102*	***-51.96%***
PV	2,60,556	2,37,502	**9.71%**	2,03,300	**28.16%**	1,80,347	**44.47%**
TRAC	52,595	53,392	**-1.49%**	70,140	**-25.01%**	38,374	**37.06%**
CV	71,233	59,927	**18.87%**	41,084	**73.38%**	60,939	**16.89%**
LCV	*43,076*	*37,536*	*14.76%*	*31,246*	***37.86%***	*38,377*	***12.24%***
MCV	*4,847*	*4,549*	*6.55%*	*2,396*	***102.30%***	*4,163*	***16.43%***
HCV	*21,318*	*15,271*	*39.60%*	*5,487*	***288.52%***	*17,316*	***23.11%***
Others	*1,992*	*2,571*	*-22.52%*	*1,955*	***1.89%***	*1,083*	***83.93%***
Total	**14,64,001**	**13,19,647**	**10.94%**	**13,96,287**	**4.85%**	**15,21,893**	**-3.80%**

Source: FADA Research

Disclaimer:

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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

4- 3W is sub-divided in the following manner
   a. E-Rickshaw – Passenger
   b. E-Rickshaw – Goods
   c. 3-Wheeler – Goods
   d. 3-Wheeler – Passenger
   e. 3-Wheeler – Personal

September'22 Category-wise market share can be found in Annexure 1, Page No. 05

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

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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.

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Annexure 1

OEM wise Market Share Data for the Month of September'22 with YoY comparison

Two – Wheeler (2W)				
Two-Wheeler OEM	**SEP'22**	**Market Share (%), SEP'22**	**SEP'21**	**Market Share (%), SEP'21**
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	2,84,160	27.98%	2,40,640	25.83%
HERO MOTOCORP LTD	2,50,246	24.64%	2,78,630	29.91%
TVS MOTOR COMPANY LTD	1,70,796	16.82%	1,42,801	15.33%
BAJAJ AUTO LTD	1,05,914	10.43%	1,18,918	12.76%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	55,415	5.46%	33,063	3.55%
SUZUKI MOTORCYCLE INDIA PVT LTD	54,256	5.34%	45,653	4.90%
INDIA YAMAHA MOTOR PVT LTD	43,390	4.27%	40,710	4.37%
OLA ELECTRIC TECHNOLOGIES PVT LTD	9,432	0.93%	-	0.00%
OKINAWA AUTOTECH PVT LTD	8,172	0.80%	3,266	0.35%
HERO ELECTRIC VEHICLES PVT. LTD	7,880	0.78%	6,293	0.68%
AMPERE VEHICLES PRIVATE LIMITED	6,073	0.60%	786	0.08%
ATHER ENERGY PVT LTD	6,150	0.61%	2,175	0.23%
PIAGGIO VEHICLES PVT LTD	3,063	0.30%	3,957	0.42%
CLASSIC LEGENDS PVT LTD	2,813	0.28%	2,400	0.26%
Others including EV	7,942	0.78%	12,362	1.33%
Total	**10,15,702**	**100.00%**	**9,31,654**	**100.0%**

Source: FADA Research

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3- Others include OEMs accounting less than 0.1% Market Share.

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Three-Wheeler (3W)				
Three-Wheeler OEM	**SEP'22**	**Market Share (%), SEP'22**	**SEP'21**	**Market Share (%), SEP'21**
BAJAJ AUTO LTD	19,474	30.47%	13,849	37.26%
PIAGGIO VEHICLES PVT LTD	5,116	8.00%	4,138	11.13%
YC ELECTRIC VEHICLE	2,564	4.01%	1,413	3.80%
MAHINDRA & MAHINDRA LIMITED	2,454	3.84%	1,150	3.09%
SAERA ELECTRIC AUTO PVT LTD	2,149	3.36%	730	1.96%
MAHINDRA REVA ELECTRIC VEHICLES PVT LTD	1,694	2.65%	775	2.08%
ATUL AUTO LTD	1,437	2.25%	1,263	3.40%
DILLI ELECTRIC AUTO PVT LTD	1,416	2.22%	672	1.81%
CHAMPION POLY PLAST	1,316	2.06%	711	1.91%
TVS MOTOR COMPANY LTD	1,229	1.92%	756	2.03%
MINI METRO EV L.L.P	1,166	1.82%	376	1.01%
UNIQUE INTERNATIONAL	1,006	1.57%	437	1.18%
TERRA MOTORS INDIA PVT LTD	800	1.25%	324	0.87%
J. S. AUTO (P) LTD	750	1.17%	455	1.22%
ENERGY ELECTRIC VEHICLES	675	1.06%	375	1.01%
ALLFINE INDUSTRIES PVT LTD	667	1.04%	182	0.49%
THUKRAL ELECTRIC BIKES PVT LTD	648	1.01%	438	1.18%
Others including EV	19,354	30.28%	9,128	24.56%
Total	**63,915**	**100.00%**	**37,172**	**100.00%**

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	**SEP'22**	**Market Share (%), SEP'22**	**SEP'21**	**Market Share (%), SEP'21**
TATA MOTORS LTD	28,615	40.17%	24,822	41.42%
MAHINDRA & MAHINDRA LIMITED	17,483	24.54%	11,678	19.49%
ASHOK LEYLAND LTD	11,284	15.84%	8,476	14.14%
VE COMMERCIAL VEHICLES LTD	4,638	6.51%	3,808	6.35%
MARUTI SUZUKI INDIA LTD	3,036	4.26%	3,912	6.53%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	1,162	1.63%	1,254	2.09%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	984	1.38%	861	1.44%
SML ISUZU LTD	725	1.02%	585	0.98%
Others	3,306	4.64%	4,531	7.56%
Total	**71,233**	**100.00%**	**59,927**	**100.00%**

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	**SEP'22**	**Market Share (%), SEP'22**	**SEP'21**	**Market Share (%), SEP'21**
MARUTI SUZUKI INDIA LTD	1,03,912	39.88%	99,276	41.80%
HYUNDAI MOTOR INDIA LTD	39,118	15.01%	41,416	17.44%
TATA MOTORS LTD	36,435	13.98%	23,866	10.05%
MAHINDRA & MAHINDRA LIMITED	22,351	8.58%	14,957	6.30%
KIA MOTORS INDIA PVT LTD	18,151	6.97%	13,403	5.64%
TOYOTA KIRLOSKAR MOTOR PVT LTD	12,610	4.84%	10,582	4.46%
SKODA AUTO VOLKSWAGEN GROUP	5,972	2.29%	4,148	1.75%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	*5,953*	*2.28%*	*3,898*	*1.64%*
VOLKSWAGEN AG/INDIA PVT. LTD.	*1*	*0.00%*	*142*	*0.06%*
AUDI AG	*18*	*0.01%*	*107*	*0.05%*
SKODA AUTO INDIA/AS PVT LTD	*0*	*0.00%*	*1*	*0.00%*
HONDA CARS INDIA LTD	5,883	2.26%	7,345	3.09%
RENAULT INDIA PVT LTD	5,728	2.20%	8,047	3.39%
MG MOTOR INDIA PVT LTD	2,956	1.13%	2,890	1.22%
NISSAN MOTOR INDIA PVT LTD	2,209	0.85%	2,903	1.22%
FIAT INDIA AUTOMOBILES PVT LTD	1,031	0.40%	1,018	0.43%
MERCEDES -BENZ GROUP	1,004	0.39%	1,168	0.49%
MERCEDES-BENZ INDIA PVT LTD	*972*	*0.37%*	*1,083*	*0.46%*
MERCEDES -BENZ AG	*32*	*0.01%*	*70*	*0.03%*
DAIMLER AG	*0*	*0.00%*	*15*	*0.01%*
BMW INDIA PVT LTD	852	0.33%	842	0.35%
PCA AUTOMOBILES INDIA PVT LTD	717	0.28%	46	0.02%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	390	0.15%	103	0.04%
JAGUAR LAND ROVER INDIA LIMITED	162	0.06%	218	0.09%
VOLVO AUTO INDIA PVT LTD	112	0.04%	154	0.06%
PORSCHE AG GERMANY	64	0.02%	43	0.02%
AUTOMOBILI LAMBORGHINI S.P.A	7	0.00%	8	0.00%
FORD INDIA PVT LTD	6	0.00%	1,917	0.81%
BENTLEY MOTORS LTD	3	0.00%	1	0.00%
ROLLS ROYCE	2	0.00%	1	0.00%
Others	881	0.34%	3,150	1.33%
Total	**2,60,556**	**100.00%**	**2,37,502**	**100.00%**

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	**SEP'22**	**Market Share (%), SEP'22**	**SEP'21**	**Market Share (%), SEP'21**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	12,050	22.91%	11,770	22.04%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	8,429	16.03%	8,695	16.29%
TAFE LIMITED	6,664	12.67%	6,130	11.48%
INTERNATIONAL TRACTORS LIMITED	6,206	11.80%	6,481	12.14%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	5,114	9.72%	5,473	10.25%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	4,267	8.11%	4,739	8.88%
EICHER TRACTORS	3,049	5.80%	2,791	5.23%
CNH INDUSTRIAL (INDIA) PVT LTD	2,099	3.99%	2,186	4.09%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,388	2.64%	1,337	2.50%
V.S.T. TILLERS TRACTORS LIMITED	533	1.01%	503	0.94%
CAPTAIN TRACTORS PVT. LTD.	516	0.98%	229	0.43%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	344	0.65%	346	0.65%
INDO FARM EQUIPMENT LIMITED	204	0.39%	342	0.64%
Others	1,732	3.29%	2,370	4.44%
Total	**52,595**	**100.00%**	**53,392**	**100.00%**

Source: FADA Research

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