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FOR IMMEDIATE RELEASE

FADA Releases October'22 & 42 Days Festive Period Vehicle Retail Data

- ***On YoY basis, total vehicle retail for the month of October'22 saw a growth of 48%. All the categories closed in green. 2W, 3W, PV, Trac and CV were up by 51%, 66%, 41%, 17% and 25% respectively.***
- ***When compared with October'19, a pre-covid month, total vehicle retails for the first time closed in green with an increase of 8%. Except 3W which saw a marginal dip of -0.6%, all the other categories were in green with 2W, PV, Trac and CV growing by 6%, 18%, 47% and 13%.***
- ***During the 42 days festive period, total vehicle retails were up 28% YoY. All categories were in green with 2W, 3W, PC, Trac and CV growing by 26%, 66%, 28%, 33% & 28% respectively.***
- ***As anticipated earlier, this turns out to be the best festive period for PV segment which showed an increase of 2% when compared to 2020 festivals, the earlier best.***
- ***When compared to pre-covid festive of 2019, overall retails were up by 6%. All the categories were in green with 2W, 3W, CV, PV and Trac growing by 2%, 2%, 14%, 18% and 55% respectively.***
- ***2022 Festive season turned out to be the best in last 4 years.***

7th November'22, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released Vehicle Retail Data for October'22 and 42 days festive period.

October'22 and Festive Period Retails
Commenting on how October'22 and Festive Period performed, FADA President, Mr. Manish Raj Singhania said, **"Auto Retail for the month of October'22 saw an overall growth of 48%. With most of the month under festive period, the sentiments were extremely positive across all categories of Dealership outlets.**

Even when compared to pre-covid month of 2019, overall retails for the first time closed in green by growing 8%. Except 3W, which saw a marginal dip of -0.6% all the other categories like 2W, PV, Trac and CV grew by 6%, 18%, 47% and 13% respectively.

Festive'22 brings cheers to the Auto Industry as for the first time customers of every category came out in good numbers and took part in festive purchases thus making it the best in last 4 years. As anticipated earlier, PV segment saw the best year in a decade by outgrowing 2020 numbers by 2%. When compared to pre-covid festive of 2019, overall retails were up by 6%. All the categories were in green with 2W, 3W, CV, PV and Trac growing by 2%, 2%, 14%, 18% and 55% respectively.

The 2W segment showed a huge growth of 51% YoY and for the first time, 6% compared to Oct'19, a pre-covid year. With both Navratri and Deepawali majorly falling in a single month, the month of October saw double foot fall at Dealerships. Dealers say that sentiments have also started improving at the rural level but the same needs to sustain for at least next 3-4 months. Apart from this, new launches and good customer schemes also played a pivotal role in helping revival in demand.

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The 3W segment showed a massive growth of 66% YoY but was marginally below the red line in 2019 by de-growing -0.6%. The sub-category figures clearly show that shift is happening towards EV adoption while ICE vehicles are no more favourites. In few pockets due to permit issues, new vehicle sales have taken a hit during the month.

The PV segment showed a growth of 41% YoY and 18% when compared to 2019. PV segment continues to see extremely high demand especially in SUV and Compact SUV segments including higher variants in most of the product categories. With better vehicle availability coupled with new launches, the segment also witnessed the best Festive Period in a decade by surpassing 2020 festival sale by 2%.

The CV segment continues to come back on track by growing 25% YoY and 13% compared to 2019. Festivities ignited better fleet sales. With Mining and Infrastructure projects increasing in various regions, demand has been keeping well and is also coming back on track."

Near Term Outlook

With festivities ending, the immediate next month generally witnesses a certain amount of softness in sales. While farmers will start receiving their crop realisations, the overall sentiment continues to show some headwinds especially in the 2W rural segment. For auto retails to show strength, the 2W segment will have to grow for at least 3-4 months over pre-covid months to come out of the woods.

The CV segment is anticipated to see continued demand due to rising infra projects and government spending. While the PV segment continues to outperform, demand in entry level segment continues to show some softness.

Most of the OEMs will now start migrating towards manufacturing OBD-2 norms vehicles. This will definitely see a steep price increase across all categories of vehicles as and when they hit the market. Also with year-end coming close, many customers wait for vehicles manufactured in the new year.

FADA hence remains cautious as the Auto Industry approaches the year end period.

Key Findings from our Online Members Survey

- **Inventory at the end of October'22**
    - Average inventory for Passenger Vehicles ranges from 35 – 40 days
    - Average inventory for Two – Wheelers ranges from 40 – 45 days

- **Liquidity**
    - Good 45.9%
    - Neutral 35.9%
    - Bad 18.2%

- **Sentiment**
    - Good 44.1%
    - Neutral 37.1%
    - Bad 18.8%

- **Expectation from November**
    - Growth 42.4%
    - Flat 32.9%
    - De-growth 24.7%

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Chart showing Vehicle Retail Data for October and 42 days Festive Period

All India Vehicle Retail Data for October'22

CATEGORY	OCT'22	OCT'21	YoY %	OCT'20	% Change OCT'20	OCT'19	% Change OCT'19
2W	15,71,165	10,39,845	51.10%	11,11,785	41.32%	14,85,240	5.79%
3W	66,763	40,251	65.87%	23,871	179.68%	67,160	-0.59%
E-RICKSHAW(P)	*30,519*	*15,991*	*90.85%*	*6,942*	*339.63%*	*12,531*	*143.55%*
E-RICKSHAW WITH CART (G)	*1,949*	*1,198*	*62.69%*	*654*	*198.01%*	*457*	*326.48%*
THREE WHEELER (GOODS)	*6,912*	*6,402*	*7.97%*	*5,313*	*30.10%*	*8,711*	*-20.65%*
THREE WHEELER (PASSENGER)	*27,337*	*16,618*	*64.50%*	*10,906*	*150.66%*	*45,320*	*-39.68%*
THREE WHEELER (PERSONAL)	*46*	*42*	*9.52%*	*56*	*-17.86%*	*141*	*-67.38%*
PV	3,28,645	2,33,822	40.55%	2,62,274	25.31%	2,78,867	17.85%
TRAC	53,362	45,445	17.42%	56,938	-6.28%	36,266	47.14%
CV	74,443	59,363	25.40%	46,360	60.58%	65,951	12.88%
LCV	*44,896*	*36,578*	*22.74%*	*34,353*	*30.69%*	*42,399*	*5.89%*
MCV	*4,475*	*4,286*	*4.41%*	*2,797*	*59.99%*	*4,021*	*11.29%*
HCV	*22,858*	*16,564*	*38.00%*	*7,541*	*203.12%*	*18,338*	*24.65%*
Others	*2,214*	*1,935*	*14.42%*	*1,669*	*32.65%*	*1,193*	*85.58%*
Total	**20,94,378**	**14,18,726**	47.62%	**15,01,228**	39.51%	19,33,484	8.32%

Source: FADA Research

42 Days Festival Period

CATEGORY	Festive'22	Festive'21	YoY % (2021)	Festive'20	YoY % (2020)	Festive'19	YoY % (2019)
2W	21,55,311	17,05,456	26.38%	20,15,745	6.92%	21,08,790	2.21%
3W	93,239	55,435	68.20%	36,193	157.6%	91,482	1.92%
CV	1,05,566	81,676	29.25%	72,669	45.3%	92,536	14.08%
PV	4,56,413	3,39,780	34.33%	4,46,984	2.11%	3,86,421	18.11%
TRAC	77,602	59,792	29.79%	75,578	2.68%	50,109	54.87%
Total	**28,88,131**	**22,42,139**	28.81%	**26,47,169**	9.10%	**27,29,338**	5.82%

Source: FADA Research

Disclaimer:

1- The above numbers do not have figures from MP, LD & TS. Even though MP is now on Vahan, due to unavailability of previous year's figure, we have not taken them in our comparison for October'22.

2- Vehicle Retail Data has been collated as on 04.11.22 & 07.11.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,340 out of 1,412 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

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

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    d. 3-Wheeler – Passenger
    e. 3-Wheeler – Personal

5- 42 days festive period ranges from 1st day of Navratri to 15 days post Dhanteras as there is a time lag of 10-12 days
    a. Festival 2022 - Numbers mentioned above are as of 26th Sep 2022 to 6th Nov 2022
    b. Festival 2021 - Numbers mentioned above are as of 7th Oct 2021 to 17th Nov 2021
    c. Festival 2020 - Numbers mentioned above are as of 17th Oct 2020 to 28th Nov 2020
    d. Festival 2019 - Numbers mentioned above are as of 29th Sep 2019 to 9th Nov 2019

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

----- 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 October'22 with YoY comparison

Two – Wheeler (2W)				
Two-Wheeler OEM	**OCT'22**	**Market Share (%), OCT'22**	**OCT'21**	**Market Share (%), OCT'21**
HERO MOTOCORP LTD	5,07,587	32.31%	3,16,159	30.40%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	4,10,580	26.13%	2,75,116	26.46%
TVS MOTOR COMPANY LTD	2,49,671	15.89%	1,61,127	15.50%
BAJAJ AUTO LTD	1,50,684	9.59%	1,22,536	11.78%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	68,305	4.35%	29,689	2.86%
SUZUKI MOTORCYCLE INDIA PVT LTD	63,525	4.04%	47,877	4.60%
INDIA YAMAHA MOTOR PVT LTD	48,510	3.09%	40,259	3.87%
OLA ELECTRIC TECHNOLOGIES PVT LTD	15,250	0.97%	-	0.00%
OKINAWA AUTOTECH PVT LTD	14,400	0.92%	4,085	0.39%
AMPERE VEHICLES PRIVATE LIMITED	9,432	0.60%	1,046	0.10%
HERO ELECTRIC VEHICLES PVT. LTD	8,283	0.53%	6,367	0.61%
ATHER ENERGY PVT LTD	7,202	0.46%	2,648	0.25%
CLASSIC LEGENDS PVT LTD	3,496	0.22%	2,621	0.25%
PIAGGIO VEHICLES PVT LTD	3,387	0.22%	4,467	0.43%
OKAYA EV PVT LTD	1,742	0.11%	-	0.00%
Others Including EV	9,111	0.58%	25848	2.49%
Total	**15,71,165**	**100.00%**	**10,39,845**	**100.00%**

Source: FADA Research

Disclaimer:

1- The above numbers do not have figures from MP, LD & TS. Even though MP is now on Vahan, due to unavailability of previous year's figure, we have not taken them in our comparison for October'22.
2- Vehicle Retail Data has been collated as on 04.11.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,340 out of 1,412 RTOs.
3- Others include OEMs accounting less than 0.1% Market Share.

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Three-Wheeler (3W)				
Three-Wheeler OEM	**OCT'22**	**Market Share (%), OCT'22**	**OCT'21**	**Market Share (%), OCT'21**
BAJAJ AUTO LTD	23,808	36%	14905	37.03%
PIAGGIO VEHICLES PVT LTD	4,863	7%	4287	10.65%
YC ELECTRIC VEHICLE	3,151	5%	1746	4.34%
MAHINDRA & MAHINDRA LIMITED	2,393	4%	1285	3.19%
SAERA ELECTRIC AUTO PVT LTD	1,904	3%	878	2.18%
ATUL AUTO LTD	1,570	2%	1401	3.48%
MAHINDRA REVA ELECTRIC VEHICLES PVT LTD	1,566	2%	758	1.88%
DILLI ELECTRIC AUTO PVT LTD	1,521	2%	738	1.83%
CHAMPION POLY PLAST	1,295	2%	805	2.00%
MINI METRO EV L.L.P	1,197	2%	422	1.05%
TVS MOTOR COMPANY LTD	1,160	2%	702	1.74%
UNIQUE INTERNATIONAL	790	1%	452	1.12%
J. S. AUTO (P) LTD	728	1%	552	1.37%
TERRA MOTORS INDIA PVT LTD	717	1%	386	0.96%
ENERGY ELECTRIC VEHICLES	684	1%	399	0.99%
SKS TRADE INDIA PVT LTD	675	1%	293	0.73%
Others including EV	18,741	28%	10242	25.45%
Total	**66,763**	**100%**	**40,251**	**100%**

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	**OCT'22**	**Market Share (%), OCT'22**	**OCT'21**	**Market Share (%), OCT'21**
TATA MOTORS LTD	27,467	36.90%	26,236	44.20%
MAHINDRA & MAHINDRA LIMITED	20,083	26.98%	10,324	17.39%
ASHOK LEYLAND LTD	12,077	16.22%	8,139	13.71%
VE COMMERCIAL VEHICLES LTD	4,937	6.63%	4,086	6.88%
MARUTI SUZUKI INDIA LTD	3,677	4.94%	3,804	6.41%
JCB INDIA LIMITED	1,682	2.26%	1,018	1.71%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	1,195	1.61%	1,169	1.97%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	887	1.19%	1,010	1.70%
Others	2,438	3.27%	3,577	6.03%
Total	**74,443**	**100.00%**	**59,363**	**100.00%**

Source: FADA Research

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Passenger Vehicle (PV)				
PV OEM	**OCT'22**	**Market Share (%), OCT'22**	**OCT'21**	**Market Share (%), OCT'21**
MARUTI SUZUKI INDIA LTD	136700	41.60%	92000	39.35%
HYUNDAI MOTOR INDIA LTD	47783	14.54%	39716	16.99%
TATA MOTORS LTD	46566	14.17%	26329	11.26%
MAHINDRA & MAHINDRA LIMITED	29399	8.95%	14073	6.02%
KIA MOTORS INDIA PVT LTD	21324	6.49%	14357	6.14%
TOYOTA KIRLOSKAR MOTOR PVT LTD	13164	4.01%	10774	4.61%
RENAULT INDIA PVT LTD	7384	2.25%	8661	3.70%
HONDA CARS INDIA LTD	7331	2.23%	8584	3.67%
SKODA AUTO VOLKSWAGEN GROUP	7254	2.21%	4995	2.14%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	*7222*	2.20%	*4732*	2.02%
VOLKSWAGEN AG/INDIA PVT. LTD.	*0*	0.00%	*149*	0.06%
AUDI AG	*31*	0.01%	*110*	0.05%
SKODA AUTO INDIA/AS PVT LTD	*1*	0.00%	*4*	0.00%
MG MOTOR INDIA PVT LTD	3564	1.08%	2792	1.19%
NISSAN MOTOR INDIA PVT LTD	2736	0.83%	2820	1.21%
MERCEDES -BENZ GROUP	1195	0.36%	1014	0.43%
MERCEDES-BENZ INDIA PVT LTD	*1166*	0.35%	*968*	0.41%
MERCEDES -BENZ AG	*28*	0.01%	*38*	0.02%
DAIMLER AG	*1*	0.00%	*8*	0.00%
FIAT INDIA AUTOMOBILES PVT LTD	1037	0.32%	1180	0.50%
BMW INDIA PVT LTD	966	0.29%	793	0.34%
PCA AUTOMOBILES INDIA PVT LTD	735	0.22%	56	0.02%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	466	0.14%	121	0.05%
JAGUAR LAND ROVER INDIA LIMITED	153	0.05%	179	0.08%
VOLVO AUTO INDIA PVT LTD	140	0.04%	123	0.05%
ISUZU MOTORS INDIA PVT LTD	54	0.02%	53	0.02%
PORSCHE AG GERMANY	49	0.01%	25	0.01%
AUTOMOBILI LAMBORGHINI S.P.A	6	0.00%	4	0.00%
BENTLEY MOTORS LTD	2	0.00%	2	0.00%
ROLLS ROYCE	2	0.00%	0	0.00%
Others	635	0.19%	5171	2.21%
Total	**3,28,645**	**100%**	**2,33,822**	**100%**

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	**OCT'22**	**Market Share (%), OCT'22**	**OCT'21**	**Market Share (%), OCT'21**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	12,144	22.76%	10,387	22.86%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	8,800	16.49%	6,988	15.38%
TAFE LIMITED	7,751	14.53%	5,102	11.23%
INTERNATIONAL TRACTORS LIMITED	5,793	10.86%	5,091	11.20%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	4,966	9.31%	4,188	9.22%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	4,264	7.99%	4,326	9.52%
EICHER TRACTORS	3,124	5.85%	2,625	5.78%
CNH INDUSTRIAL (INDIA) PVT LTD	2,066	3.87%	1,772	3.90%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,269	2.38%	1,099	2.42%
CAPTAIN TRACTORS PVT. LTD.	626	1.17%	215	0.47%
V.S.T. TILLERS TRACTORS LIMITED	522	0.98%	410	0.90%
ADICO ESCORTS AGRI EQUIPMENTS PVT. LTD.	361	0.68%	131	0.29%
INDO FARM EQUIPMENT LIMITED	278	0.52%	242	0.53%
Others	1,398	2.62%	2,869	6.31%
Total	**53,362**	**100.00%**	**45,445**	**100.00%**

Source: FADA Research

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