FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004NPL130324

One Nation | One Association

FOR IMMEDIATE RELEASE

FADA Releases December'21 Vehicle Retail Data

- ***On YoY basis, total vehicle retails for the month of December'21 decreases by -16%. When compared to December'19 (a regular pre-covid month), overall retails continue to fall by -6%.***
- ***On YoY basis, 3W and CV were up by 59% and 14%. 2W, PV and Tractors fell by -20%, -11% and -10% respectively.***
- ***PV sales continue to face the brunt of semi-conductor shortage with consistent long waiting period***
- ***2W sales show no sign of recovery as customers continue to remain cautious with rising 3rd wave of Covid and bad rural sentiments.***
- ***M&HCV segments continue healthy growth with low base of last year and bring CV sales at almost pre-covid levels.***
- ***India once again starts facing the heat of Delta/Omicron wave with many states now starting to put movement restrictions thus which will further impact sales.***

5th January'22, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released Vehicle Retail Data for December'21.

December'21 Retails

Commenting on how December'21 performed, FADA President, Mr. Vinkesh Gulati said, **"The month of December is usually seen as a high sales month where OEMs continue to offer best discounts to clear the inventory due to change of year. It was however not the case this time around as retail sales continued to disappoint thus wrapping up an underperforming calendar year.**

With semi-conductor shortage continuing to play spoil-sport, PV sales in spite of huge bookings, in December closed in red. Dealers however saw slight ease in vehicle supply thus giving some hope of improvement.

The 2W segment however was on a different trajectory when compared to PV. High cost of ownership, bad rural sentiment, work from home and the latest threat of omicron continued to impact sales.

CV segment continues to rise with M&HCV outshining LCV's. The government's push for infrastructure spending especially Road infrastructure, better freight rates, price hike announcement in Jan and a low base helped the overall segment close in positive double digits."

Near Term Outlook

As mentioned in our last Press Release, India is once again under the grip of Covid with Delta/Omicron affecting people at an ultra-fast pace. This has also ignited the 3rd wave.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004NPL130324

One Nation | One Association

Various state governments have once again announced covid restrictions. Work and education from home have resumed and will have a negative effect for auto retail. With the fear of health care expenses rising again, the customers are shying away from closing their purchase decisions.

With IIT Kanpur predicting the peak of omicron sometimes in 1st week of February, FADA hence remains extremely cautious over the next 2-3 months.

Key Findings from our Online Members Survey

- Inventory at the end of December'21
  - Average inventory for Passenger Vehicles ranges from 8 – 10 days
  - Average inventory for Two – Wheelers ranges from 30 – 32 days

- Liquidity
  - Good = 45.1%
  - Neutral = 29.5%
  - Bad = 25.4%

- Sentiment
  - Good = 36.4%
  - Neutral = 32.9%
  - Bad = 30.6%

- Expectation in January
  - Flat = 39.3%
  - De-growth = 31.2%
  - Growth = 29.5%

Chart showing Vehicle Retail Data

All India Vehicle Retail Data for December'21

CATEGORY	DEC'21	DEC'20	YoY %	DEC'19	% Chg, DEC'19
2W	11,48,732	14,33,334	-19.86%	12,75,501	-9.94%
3W	44,288	27,766	59.50%	58,657	-24.50%
PV	2,44,639	2,74,605	-10.91%	2,18,881	11.77%
TRAC	62,250	69,415	-10.32%	51,024	22.00%
CV	58,847	51,749	13.72%	59,517	-1.13%
LCV	*36,047*	*34,167*	*5.50%*	*38,268*	*-5.80%*
MCV	*4,099*	*2,499*	*64.03%*	*3,014*	*36.00%*
HCV	*16,066*	*11,278*	*42.45%*	*15,385*	*4.43%*
Others	*2,635*	*3,805*	*-30.75%*	*2,850*	*-7.54%*
Total	**15,58,756**	**18,56,869**	**-16.05%**	**16,63,580**	**-6.30%**

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 03.01.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,379 out of 1,590 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

December’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.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004NPL130324

One Nation | One Association

Annexure 1

OEM wise Market Share Data for the Month of December'21 with YoY comparison

Two-Wheeler (2W)				
Two-Wheeler OEM	**DEC'21**	**Market Share (%), DEC'21**	**DEC'20**	**Market Share (%), DEC'20**
HERO MOTOCORP LTD	3,96,278	34.50%	5,61,873	39.20%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	2,84,837	24.80%	3,52,394	24.59%
TVS MOTOR COMPANY LTD	1,73,993	15.15%	2,05,568	14.34%
BAJAJ AUTO LTD	1,43,538	12.50%	1,61,713	11.28%
SUZUKI MOTORCYCLE INDIA PVT LTD	42,609	3.71%	45,332	3.16%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	40,102	3.49%	51,489	3.59%
INDIA YAMAHA MOTOR PVT LTD	37,621	3.28%	43,080	3.01%
OKINAWA AUTOTECH PVT LTD	6,098	0.53%	613	0.04%
HERO ELECTRIC VEHICLES PVT. LTD	6,058	0.53%	1,545	0.11%
AMPERE VEHICLES PRIVATE LIMITED	3,343	0.29%	872	0.06%
PIAGGIO VEHICLES PVT LTD	3,291	0.29%	3,820	0.27%
CLASSIC LEGENDS PVT LTD	2,467	0.21%	2,796	0.20%
ATHER ENERGY PVT LTD	1,809	0.16%	535	0.04%
PUR ENERGY PVT LTD	1,684	0.15%	170	0.01%
Others including EV	5,004	0.44%	1,534	0.11%
Total	**11,48,732**	**100.00%**	**14,33,334**	**100.0%**

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 03.01.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,379 out of 1,590 RTOs.
3- Others include OEMs accounting less than 0.1% Market Share.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004NPL130324

One Nation | One Association

Three-Wheeler (3W)				
Three-Wheeler OEM	**DEC'21**	**Market Share (%), DEC'21**	**DEC'20**	**Market Share (%), DEC'20**
BAJAJ AUTO LTD	13,844	31.26%	9,601	34.58%
PIAGGIO VEHICLES PVT LTD	4,033	9.11%	5,045	18.17%
YC ELECTRIC VEHICLE	2,290	5.17%	1,067	3.84%
MAHINDRA & MAHINDRA LIMITED	1,635	3.69%	1,213	4.37%
ATUL AUTO LTD	1,476	3.33%	1,192	4.29%
CHAMPION POLY PLAST	1,074	2.43%	374	1.35%
SAERA ELECTRIC AUTO PVT LTD	1,070	2.42%	508	1.83%
BEST WAY AGENCIES PVT LTD	852	1.92%	288	1.04%
DILLI ELECTRIC AUTO PVT LTD	838	1.89%	311	1.12%
MAHINDRA REVA ELECTRIC VEHICLES PVT LTD	796	1.80%	307	1.11%
TVS MOTOR COMPANY LTD	773	1.75%	792	2.85%
UNIQUE INTERNATIONAL	673	1.52%	228	0.82%
MINI METRO EV L.L.P	604	1.36%	208	0.75%
J. S. AUTO (P) LTD	563	1.27%	275	0.99%
THUKRAL ELECTRIC BIKES PVT LTD	553	1.25%	224	0.81%
VANI ELECTRIC VEHICLES PVT LTD	508	1.15%	318	1.15%
ENERGY ELECTRIC VEHICLES	473	1.07%	149	0.54%
TERRA MOTORS INDIA PVT LTD	447	1.01%	224	0.81%
Others including EV	11,786	26.61%	5,442	19.60%
Total	**44,288**	**100.00%**	**27,766**	**100.00%**

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 03.01.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,379 out of 1,590 RTOs.
3- Others include OEMs accounting less than 1% Market Share.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004NPL130324

One Nation | One Association

Commercial Vehicle (CV)				
Commercial Vehicle OEM	**DEC'21**	**Market Share (%), DEC'21**	**DEC'20**	**Market Share (%), DEC'20**
TATA MOTORS LTD	26,030	44.23%	19,236	37.17%
MAHINDRA & MAHINDRA LIMITED	12,191	20.72%	15,184	29.34%
ASHOK LEYLAND LTD	7,876	13.38%	6,604	12.76%
MARUTI SUZUKI INDIA LTD	3,709	6.30%	2,490	4.81%
VE COMMERCIAL VEHICLES LTD	3,530	6.00%	2,648	5.12%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	1,137	1.93%	930	1.80%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	566	0.96%	348	0.67%
SML ISUZU LTD	559	0.95%	345	0.67%
Others	3,249	5.52%	3,964	7.66%
Total	**58,847**	**100.00%**	**51,749**	**100.00%**

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 03.01.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,379 out of 1,590 RTOs.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004NPL130324

One Nation | One Association

Passenger Vehicle (PV)				
Passenger Vehicle OEM	**DEC'21**	**Market Share (%), DEC'21**	**DEC'20**	**Market Share (%), DEC'20**
MARUTI SUZUKI INDIA LTD	1,04,057	42.53%	1,32,018	48.08%
HYUNDAI MOTOR INDIA LTD	38,736	15.83%	46,919	17.09%
TATA MOTORS LTD	30,941	12.65%	19,908	7.25%
MAHINDRA & MAHINDRA LIMITED	17,890	7.31%	15,959	5.81%
KIA MOTORS INDIA PVT LTD	12,186	4.98%	18,304	6.67%
TOYOTA KIRLOSKAR MOTOR PVT LTD	11,117	4.54%	7,711	2.81%
RENAULT INDIA PVT LTD	7,623	3.12%	9,065	3.30%
HONDA CARS INDIA LTD	6,946	2.84%	9,556	3.48%
SKODA AUTO VOLKSWAGEN GROUP	5,059	2.07%	2,500	0.91%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	*4,879*	*1.99%*	*2,218*	*0.81%*
AUDI AG	*144*	*0.06%*	*42*	*0.02%*
VOLKSWAGEN AG/INDIA PVT. LTD.	*33*	*0.01%*	*188*	*0.07%*
SKODA AUTO INDIA/AS PVT LTD	*3*	*0.00%*	*52*	*0.02%*
NISSAN MOTOR INDIA PVT LTD	3,091	1.26%	725	0.26%
MG MOTOR INDIA PVT LTD	2,647	1.08%	3,130	1.14%
MERCEDES -BENZ GROUP	988	0.40%	853	0.31%
MERCEDES-BENZ INDIA PVT LTD	954	0.39%	798	0.29%
MERCEDES -BENZ AG	28	0.01%	41	0.01%
DAIMLER AG	6	0.00%	14	0.01%
FIAT INDIA AUTOMOBILES PVT LTD	961	0.39%	603	0.22%
BMW INDIA PVT LTD	803	0.33%	633	0.23%
FORD INDIA PVT LTD	263	0.11%	4,888	1.78%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	172	0.07%	150	0.05%
JAGUAR LAND ROVER INDIA LIMITED	154	0.06%	194	0.07%
VOLVO AUTO INDIA PVT LTD	117	0.05%	126	0.05%
PCA AUTOMOBILES INDIA PVT LTD	61	0.02%	0	0.00%
PORSCHE AG GERMANY	47	0.02%	32	0.01%
ROLLS ROYCE	4	0.00%	2	0.00%
AUTOMOBILI LAMBORGHINI S.P.A	1	0.00%	2	0.00%
BENTLEY MOTORS LTD	1	0.00%	3	0.00%
Others	774	0.32%	1,324	0.48%
Total	**2,44,639**	**100.00%**	**2,74,605**	**100.00%**

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 03.01.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,379 out of 1,590 RTOs.

FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS
804-805-806, Surya Kiran, 19, K G Marg
New Delhi - 110 001 (INDIA)
T +91 11 6630 4852, 2332 0095, 4153 1495
E fada@fada.in
CIN U74140DL2004NPL130324

One Nation | One Association

Tractor (TRAC)				
Tractor OEM	**DEC'21**	**Market Share (%), DEC'21**	**DEC'20**	**Market Share (%), DEC'20**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	14,923	23.97%	16,474	23.73%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	10,475	16.83%	11,735	16.91%
INTERNATIONAL TRACTORS LIMITED	7,690	12.35%	9,409	13.55%
TAFE LIMITED	7,351	11.81%	8,082	11.64%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	6,259	10.05%	7,175	10.34%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	4,801	7.71%	5,274	7.60%
EICHER TRACTORS	3,994	6.42%	4,425	6.37%
CNH INDUSTRIAL (INDIA) PVT LTD	2,235	3.59%	2,603	3.75%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,355	2.18%	1,055	1.52%
V.S.T. TILLERS TRACTORS LIMITED	481	0.77%	452	0.65%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	425	0.68%	297	0.43%
INDO FARM EQUIPMENT LIMITED	346	0.56%	160	0.23%
CAPTAIN TRACTORS PVT. LTD.	181	0.29%	288	0.41%
Others	1,734	2.79%	1,986	2.86%
Total	**62,250**	**100.00%**	**69,415**	**100.00%**

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 03.01.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,379 out of 1,590 RTOs.