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FOR IMMEDIATE RELEASE

FADA Releases January'22 Vehicle Retail Data

- ***On YoY basis, total vehicle retail for the month of January'22 decreases by -10.70% and 18% when compared to January'20 (a regular pre-covid month)***
- ***On YoY basis, 3W and CV were up by 30% and 20.5%. 2W, PV and Tractors fell by -13%, -10% and -10% respectively.***
- ***Non availability of Passenger Vehicles due to semi-conductor shortage continues to play spoilsport.***
- ***While CV and especially HCVs continue to perform well in pockets, 2W continues to show weak performance due to rural India remaining in distress.***
- ***PV inventory continues to remain at historic low of 8-10 days while 2W inventory reduces from alarming levels to 25-30 days.***
- ***With the Government's plan for developing 25,000 kms of new highways, it will further build traction in India's infrastructure spending and have a positive effect for CV segment.***

7th February'22, New Delhi: The Federation of Automobile Dealers Associations (FADA) today released Vehicle Retail Data for January'22.

January'22 Retails

Commenting on how January'22 performed, FADA President, Mr. Vinkesh Gulati said, **"The month of January continues to show weak performance as overall retails on a YoY basis, fell by -10.7%. While 3W and CV continues to remain in green with a growth of 30% and 20.5%, 2-Wheeler, PV and Tractors closed in negative with degrowth of -13%, -10% and -10% respectively. Auto retails weak performance of -18.4% compared to January'20 (a pre-covid month) continues to show that India is yet to recover from the covid effect which gripped the world 2 years ago.**

In spite of good demand, Passenger Vehicle continues to face the brunt of semi-conductor shortage resulting in void of a healthy inventory. Coming to 2-Wheeler category, the rural distress coupled with price rise and omicron wave played a villain's role for this segment.

With the revival in economy, CV segment continues to show YoY growth especially in HCV category. With increased infrastructure spending by Central as well as State Governments, overall CV segment remains in momentum.

In fact, 55% dealers in our internal survey said that they lost 10% + sales due to the Omicron wave."

Near Term Outlook

As India gets back on its feet post the 3rd wave of Covid, we expect that Auto Retail will slowly turn positive. Semi-conductor shortage is also showing some signs of easing as many PV OEMs assure of better dispatch. We hence expect vehicle availability to improve going further.

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Union Budget’22 stressed on developing 25,000 kms of new highways. This will further push infrastructure spending, thus resulting in an increase in Commercial Vehicle sales. Added to this, some traction is also being witnessed in replacement demand after a period of two years.

Rural India has generally been a key driver for 2-Wheeler and entry level passenger vehicle segment. With Government’s plan for 2.3 lakh crore direct payment as MSP to farmers, it may work as a booster for 2-Wheeler, Tractor & entry level PV sales. The upcoming marriage season will also trigger some demand revival for the 2-Wheeler segment.

Overall, FADA changes its outlook from ‘negative – neutral’ to ‘neutral’ for the next couple of months.

Key Findings from our Online Members Survey

- Inventory at the end of January’22
  - Average inventory for Passenger Vehicles ranges from 8 – 10 days
  - Average inventory for Two – Wheelers ranges from 25 – 30 days

- Liquidity
  - Good 37%
  - Neutral 37%
  - Bad 26%

- Sentiment
  - Neutral 38%
  - Good 31%
  - Bad 31%

- Expectation in February
  - Growth 40%
  - Flat 36%
  - De-growth 25%

Chart showing Vehicle Retail Data

All India Vehicle Retail Data for January’22

CATEGORY	JAN'22	JAN'21	YoY %	JAN'20	% Chg, JAN'20
2W	10,17,785	11,75,832	-13.44%	12,76,616	-20.27%
3W	40,449	31,162	29.80%	63,805	-36.61%
PV	2,58,329	2,87,424	-10.12%	2,94,955	-12.42%
TRAC	55,421	61,485	-9.86%	54,679	1.36%
CV	67,763	56,227	20.52%	74,636	-9.21%
LCV	*40,343*	*34,640*	*16.46%*	*48,049*	*-16.04%*
MCV	*4,093*	*3,495*	*17.11%*	*4,030*	*1.56%*
HCV	*20,279*	*14,370*	*41.12%*	*19,564*	*3.65%*
Others	*3,048*	*3,722*	*-18.11%*	*2,993*	*1.84%*
Total	**14,39,747**	**16,12,130**	**-10.69%**	**17,64,691**	**-18.41%**

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 05.02.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,386 out of 1,597 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

November'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 January'22 with YoY comparison

Two – Wheeler (2W)				
Two-Wheeler OEM	**JAN'22**	**Market Share (%), JAN'22**	**JAN'21**	**Market Share (%), JAN'21**
HERO MOTOCORP LTD	3,12,999	30.75%	3,98,988	33.93%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	2,57,984	25.35%	3,06,940	26.10%
TVS MOTOR COMPANY LTD	1,64,072	16.12%	1,77,854	15.13%
BAJAJ AUTO LTD	1,19,198	11.71%	1,31,689	11.20%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	45,882	4.51%	55,431	4.71%
SUZUKI MOTORCYCLE INDIA PVT LTD	44,506	4.37%	47,731	4.06%
INDIA YAMAHA MOTOR PVT LTD	39,884	3.92%	44,753	3.81%
HERO ELECTRIC VEHICLES PVT. LTD	7,763	0.76%	1,680	0.14%
OKINAWA AUTOTECH PVT LTD	5,613	0.55%	725	0.06%
AMPERE VEHICLES PRIVATE LIMITED	4,218	0.41%	938	0.08%
PIAGGIO VEHICLES PVT LTD	4,026	0.40%	4,556	0.39%
CLASSIC LEGENDS PVT LTD	2,346	0.23%	2,333	0.20%
ATHER ENERGY PVT LTD	1,880	0.18%	606	0.05%
PUR ENERGY PVT LTD	1,690	0.17%	272	0.02%
OLA ELECTRIC TECHNOLOGIES PVT LTD	1,102	0.11%	0	0.00%
BENLING INDIA ENERGY AND TECHNOLOGY PVT LTD	1,062	0.10%	169	0.01%
Others including EV	3,560	0.35%	1,167	0.10%
Total	**10,17,785**	**100.00%**	**11,75,832**	**100.0%**

Source: FADA Research

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

Three-Wheeler (3W)				
Three-Wheeler OEM	**JAN'22**	**Market Share (%), JAN'22**	**JAN'21**	**Market Share (%), JAN'21**
BAJAJ AUTO LTD	14,794	36.57%	11,560	37.10%
PIAGGIO VEHICLES PVT LTD	3,872	9.57%	5,375	17.25%
YC ELECTRIC VEHICLE	1,676	4.14%	1,173	3.76%
MAHINDRA & MAHINDRA LIMITED	1,390	3.44%	1,405	4.51%
ATUL AUTO LTD	1,221	3.02%	1,327	4.26%
SAERA ELECTRIC AUTO PVT LTD	907	2.24%	406	1.30%
MAHINDRA REVA ELECTRIC VEHICLES PVT LTD	901	2.23%	355	1.14%
TVS MOTOR COMPANY LTD	894	2.21%	798	2.56%
CHAMPION POLY PLAST	747	1.85%	425	1.36%
DILLI ELECTRIC AUTO PVT LTD	737	1.82%	304	0.98%
BEST WAY AGENCIES PVT LTD	663	1.64%	272	0.87%
UNIQUE INTERNATIONAL	651	1.61%	274	0.88%
J. S. AUTO (P) LTD	543	1.34%	425	1.36%
TERRA MOTORS INDIA PVT LTD	476	1.18%	290	0.93%
MINI METRO EV L.L.P	467	1.15%	245	0.79%
THUKRAL ELECTRIC BIKES PVT LTD	451	1.11%	343	1.10%
Others including EV	10,059	24.87%	6,185	19.85%
Total	**40,449**	**100.00%**	**31,162**	**100.00%**

Source: FADA Research

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3- Others include OEMs accounting less than 1% Market Share.

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	**JAN'22**	**Market Share (%), JAN'22**	**JAN'21**	**Market Share (%), JAN'21**
TATA MOTORS LTD	30,079	44.39%	21,965	39.06%
MAHINDRA & MAHINDRA LIMITED	14,306	21.11%	13,742	24.44%
ASHOK LEYLAND LTD	9,921	14.64%	8,394	14.93%
VE COMMERCIAL VEHICLES LTD	4,358	6.43%	3,214	5.72%
MARUTI SUZUKI INDIA LTD	3,789	5.59%	3,049	5.42%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	1,149	1.70%	1,131	2.01%
SML ISUZU LTD	530	0.78%	410	0.73%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	518	0.76%	345	0.61%
Others	3,113	4.59%	3,977	7.07%
Total	**67,763**	**100.00%**	**56,227**	**100.00%**

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	**JAN'22**	**Market Share (%), JAN'22**	**JAN'21**	**Market Share (%), JAN'21**
MARUTI SUZUKI INDIA LTD	1,20,944	46.82%	1,41,182	49.12%
HYUNDAI MOTOR INDIA LTD	35,140	13.60%	49,364	17.17%
TATA MOTORS LTD	32,408	12.55%	23,719	8.25%
MAHINDRA & MAHINDRA LIMITED	18,638	7.21%	15,241	5.30%
TOYOTA KIRLOSKAR MOTOR PVT LTD	10,799	4.18%	8,649	3.01%
KIA MOTORS INDIA PVT LTD	9,710	3.76%	14,937	5.20%
RENAULT INDIA PVT LTD	7,346	2.84%	9,906	3.45%
HONDA CARS INDIA LTD	6,984	2.70%	8,887	3.09%
SKODA AUTO VOLKSWAGEN GROUP	5,668	2.19%	3,059	1.06%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	*5,496*	*2.13%*	*2,750*	*0.96%*
VOLKSWAGEN AG/INDIA PVT. LTD.	*10*	*0.00%*	*225*	*0.08%*
AUDI AG	*156*	*0.06%*	*46*	*0.02%*
SKODA AUTO INDIA/AS PVT LTD	*6*	*0.00%*	*38*	*0.01%*
MG MOTOR INDIA PVT LTD	3,257	1.26%	3,479	1.21%
NISSAN MOTOR INDIA PVT LTD	3,116	1.21%	1,855	0.65%
MERCEDES -BENZ GROUP	999	0.39%	899	0.31%
MERCEDES-BENZ INDIA PVT LTD	*980*	*0.38%*	*857*	*0.30%*
MERCEDES -BENZ AG	*18*	*0.01%*	*30*	*0.01%*
DAIMLER AG	*1*	*0.00%*	*12*	*0.00%*
FIAT INDIA AUTOMOBILES PVT LTD	868	0.34%	451	0.16%
BMW INDIA PVT LTD	861	0.33%	732	0.25%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	201	0.08%	177	0.06%
FORD INDIA PVT LTD	150	0.06%	3,418	1.19%
JAGUAR LAND ROVER INDIA LIMITED	143	0.06%	221	0.08%
VOLVO AUTO INDIA PVT LTD	135	0.05%	116	0.04%
PCA AUTOMOBILES INDIA PVT LTD	55	0.02%	0	0.00%
PORSCHE AG GERMANY	53	0.02%	46	0.02%
AUTOMOBILI LAMBORGHINI S.P.A	5	0.00%	5	0.00%
ROLLS ROYCE	3	0.00%	7	0.00%
BENTLEY MOTORS LTD	1	0.00%	1	0.00%
Others	845	0.33%	1,073	0.37%
Total	**2,58,329**	**100.00%**	**2,87,424**	**100.00%**

Source: FADA Research

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Tractor (TRAC)				
Tractor OEM	**JAN'22**	**Market Share (%), JAN'22**	**JAN'21**	**Market Share (%), JAN'21**
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	12,986	23.43%	13,652	22.20%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	9,321	16.82%	10,339	16.82%
INTERNATIONAL TRACTORS LIMITED	7,600	13.71%	8,721	14.18%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	5,457	9.85%	6,957	11.31%
TAFE LIMITED	5,430	9.80%	6,332	10.30%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	4,879	8.80%	4,849	7.89%
EICHER TRACTORS	3,602	6.50%	3,864	6.28%
CNH INDUSTRIAL (INDIA) PVT LTD	2,214	3.99%	2,467	4.01%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,313	2.37%	1,055	1.72%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	425	0.77%	309	0.50%
V.S.T. TILLERS TRACTORS LIMITED	404	0.73%	522	0.85%
INDO FARM EQUIPMENT LIMITED	296	0.53%	159	0.26%
CAPTAIN TRACTORS PVT. LTD.	162	0.29%	186	0.30%
Others	1,332	2.40%	2,073	3.37%
Total	**55,421**	**100.00%**	**61,485**	**100.00%**

Source: FADA Research

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