

FOR IMMEDIATE RELEASE

FADA Releases February'22 Vehicle Retail Data

- *On YoY basis, total vehicle retail for the month of February'22 decreases by -9.21% and -20.65% when compared to February'20 (a regular pre-covid month).*
- *On YoY basis, 3W and CV were up by 16.64% and 7.41%. 2W, PV and Tractors fell by -10.67%, -7.84% and -18.87% respectively.*
- *2-Wheeler category continuous to face the brunt of rural distress and high cost of ownership.*
- *While demand for PV continues to remain strong, the segment is still facing the heat of semiconductor shortage thus impacting supplies.*
- *Infrastructure spending by the Government increases demand for HCV and Tippers.*
- *The ongoing Russia – Ukraine war brings new set of challenges for Indian Auto Retail as raw materials for semiconductor will disrupt supplies and crude breaching US\$ 110 mark will act as a hinderance on customer sentiment.*

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

February'22 Retails

Commenting on how February'22 performed, FADA President, Mr. Vinkesh Gulati said, **“Indian Auto Industry during February continues to remain in red as total retails were down by -9.21% YoY and -20.65% when compared to February'20, a regular pre-covid month.**

The 2-wheeler segment is showing no signs of recovery as *Bharat* continues to play spoil-sport. With cost of acquisition continuously going north, inquiry level remained weak. As corporates and educational institutions continued operating from home, urban demand also took a hit.

Even though the PV segment saw some launches and slight respite in supply due to better production, it was not enough to meet customer demand. Vehicle waiting period thus remains similar to what it was in last few months.

While commercial vehicles are not at similar levels when compared to pre-covid months, slight recovery on yearly basis was visible majorly due to low base effect. This coupled with increase in government's infrastructure spending saw continued traction in HCV and Tipper segments. Fleet operators who were earlier being missed have slowly started purchasing vehicles.”

Near Term Outlook

With omicron passing away without much impact and supplies showing signs of recovery, it looked as if Indian Auto Industry was at the cusp of recovery until Russia invaded Ukraine. This will once again have ripple effects on the global automobile supply chain.

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Russia is one of the largest producers of rare-earth metals especially Palladium, which is an essential metal for semi-conductors. Ukraine on the other hand is one of the biggest producers and exporter of Neon Gas, which is used in the manufacturing of semiconductors. Due the ongoing war, we once again fear the shortage in semi-conductors which will create additional supply side issues for PVs.

With crude breaching US\$ 110 mark, the government will not be able to hold prices of petroleum products for long. Post state election results, oil marketing companies will increase fuel prices by at least Rs. 10-15. While this will act as an obstacle for 2-wheeler sales, with educational institutions and offices now fully open and Gudi Padwa round the corner, we may see some increased interest in 2-wheeler as well as the Bus segment (which has witnessed a long dry spell of almost 2 years).

Till the time Russia – Ukraine conflict doesn't come to an end, FADA changes its outlook from 'neutral' to 'negative'.

Key Findings from our Online Members Survey

- Inventory at the end of February'22
 - Average inventory for Passenger Vehicles ranges from 12 – 15 days
 - Average inventory for Two – Wheelers ranges from 25 – 27 days

- Liquidity
 - Good 45.7%
 - Neutral 35.6%
 - Bad 18.6%

- Sentiment
 - Good 38.8%
 - Neutral 34.0%
 - Bad 27.2%

Chart showing Vehicle Retail Data**All India Vehicle Retail Data for February'22**

CATEGORY	FEB'22	FEB'21	YoY %	FEB'20	% Chg, FEB'20
2W	9,83,358	11,00,754	-10.67%	13,00,588	-24.39%
3W	38,961	33,404	16.64%	66,185	-41.13%
PV	2,38,096	2,58,337	-7.84%	2,29,813	3.60%
TRAC	50,304	62,004	-18.87%	51,623	-2.56%
CV	63,797	59,395	7.41%	83,952	-24.01%
LCV	37,095	35,104	5.67%	51,627	-28.15%
MCV	3,782	3,793	-0.29%	4,518	-16.29%
HCV	19,822	16,419	20.73%	24,440	-18.90%
Others	3,098	4,079	-24.05%	3,367	-7.99%
Total	13,74,516	15,13,894	-9.21%	17,32,161	-20.65%

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.



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- 2- Vehicle Retail Data has been collated as on 02.03.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,391 out of 1,600 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

February'22 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 February'22 with YoY comparison

Two – Wheeler (2W)				
Two-Wheeler OEM	FEB'22	Market Share (%), FEB'22	FEB'21	Market Share (%), FEB'21
HERO MOTOCORP LTD	3,11,097	31.64%	3,52,532	32.03%
HONDA MOTORCYCLE AND SCOOTER INDIA (P) LTD	2,46,504	25.07%	3,00,675	27.32%
TVS MOTOR COMPANY LTD	1,55,040	15.77%	1,67,112	15.18%
BAJAJ AUTO LTD	1,08,682	11.05%	1,21,052	11.00%
SUZUKI MOTORCYCLE INDIA PVT LTD	44,129	4.49%	47,987	4.36%
ROYAL-ENFIELD (UNIT OF EICHER LTD)	44,010	4.48%	53,396	4.85%
INDIA YAMAHA MOTOR PVT LTD	36,384	3.70%	44,671	4.06%
HERO ELECTRIC VEHICLES PVT. LTD	7,356	0.75%	2,194	0.20%
OKINAWA AUTOTECH PVT LTD	5,923	0.60%	1,067	0.10%
AMPERE VEHICLES PRIVATE LIMITED	4,303	0.44%	806	0.07%
OLA ELECTRIC TECHNOLOGIES PVT LTD	3,904	0.40%	0	0.00%
PIAGGIO VEHICLES PVT LTD	3,526	0.36%	4,632	0.42%
CLASSIC LEGENDS PVT LTD	3,391	0.34%	2,230	0.20%
ATHER ENERGY PVT LTD	2,229	0.23%	626	0.06%
PUR ENERGY PVT LTD	1,427	0.15%	408	0.04%
BENLING INDIA ENERGY AND TECHNOLOGY PVT LTD	1,147	0.12%	256	0.02%
REVOLT INTELLICORP PVT LTD	1,128	0.11%	70	0.01%
Others including EV	3,178	0.32%	1,040	0.09%
Total	9,83,358	100.00%	11,00,754	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	FEB'22	Market Share (%), FEB'22	FEB'21	Market Share (%), FEB'21
BAJAJ AUTO LTD	13,301	34.14%	12,310	36.85%
PIAGGIO VEHICLES PVT LTD	3,967	10.18%	5,182	15.51%
YC ELECTRIC VEHICLE	1,836	4.71%	1,148	3.44%
MAHINDRA & MAHINDRA LIMITED	1,297	3.33%	1,386	4.15%
ATUL AUTO LTD	1,225	3.14%	1,345	4.03%
SAERA ELECTRIC AUTO PVT LTD	891	2.29%	418	1.25%
MAHINDRA REVA ELECTRIC VEHICLES PVT LTD	770	1.98%	460	1.38%
CHAMPION POLY PLAST	729	1.87%	418	1.25%
BEST WAY AGENCIES PVT LTD	724	1.86%	276	0.83%
TVS MOTOR COMPANY LTD	723	1.86%	866	2.59%
DILLI ELECTRIC AUTO PVT LTD	711	1.82%	321	0.96%
UNIQUE INTERNATIONAL	579	1.49%	230	0.69%
MINI METRO EV L.L.P	529	1.36%	222	0.66%
TERRA MOTORS INDIA PVT LTD	497	1.28%	286	0.86%
J. S. AUTO (P) LTD	444	1.14%	410	1.23%
Others including EV	10,738	27.56%	8,126	24.33%
Total	38,961	100.00%	33,404	100.00%

Source: FADA Research

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Commercial Vehicle (CV)				
Commercial Vehicle OEM	FEB'22	Market Share (%) FEB'22	FEB'21	Market Share (%) FEB'21
TATA MOTORS LTD	27,500	43.11%	24,837	41.82%
MAHINDRA & MAHINDRA LIMITED	14,038	22.00%	12,042	20.27%
ASHOK LEYLAND LTD	9,602	15.05%	8,855	14.91%
VE COMMERCIAL VEHICLES LTD	3,913	6.13%	3,717	6.26%
MARUTI SUZUKI INDIA LTD	3,277	5.14%	3,281	5.52%
DAIMLER INDIA COMMERCIAL VEHICLES PVT. LTD	1,445	2.26%	1,164	1.96%
SML ISUZU LTD	523	0.82%	466	0.78%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	398	0.62%	662	1.11%
Others	3,101	4.86%	4,371	7.36%
Total	63,797	100.00%	59,395	100.00%

Source: FADA Research

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Passenger Vehicle (PV)				
Passenger Vehicle OEM	FEB'22	Market Share (%), FEB'22	FEB'21	Market Share (%), FEB'21
MARUTI SUZUKI INDIA LTD	1,02,653	43.11%	1,20,896	46.80%
HYUNDAI MOTOR INDIA LTD	35,542	14.93%	44,595	17.26%
TATA MOTORS LTD	32,909	13.82%	21,286	8.24%
MAHINDRA & MAHINDRA LIMITED	16,906	7.10%	14,941	5.78%
KIA MOTORS INDIA PVT LTD	13,259	5.57%	15,190	5.88%
TOYOTA KIRLOSKAR MOTOR PVT LTD	7,382	3.10%	10,312	3.99%
HONDA CARS INDIA LTD	7,605	3.19%	8,346	3.23%
RENAULT INDIA PVT LTD	5,927	2.49%	6,838	2.65%
SKODA AUTO VOLKSWAGEN GROUP	5,333	2.24%	2,826	1.09%
SKODA AUTO VOLKSWAGEN INDIA PVT LTD	5,262	2.21%	2,605	1.01%
VOLKSWAGEN AG/INDIA PVT. LTD.	7	0.00%	144	0.06%
AUDI AG	63	0.03%	51	0.02%
SKODA AUTO INDIA/AS PVT LTD	1	0.00%	26	0.01%
MG MOTOR INDIA PVT LTD	3,462	1.45%	3,735	1.45%
NISSAN MOTOR INDIA PVT LTD	2,905	1.22%	2,500	0.97%
MERCEDES -BENZ GROUP	964	0.40%	690	0.27%
MERCEDES-BENZ INDIA PVT LTD	941	0.40%	651	0.25%
MERCEDES -BENZ AG	18	0.01%	27	0.01%
DAIMLER AG	5	0.00%	12	0.00%
FIAT INDIA AUTOMOBILES PVT LTD	786	0.33%	317	0.12%
BMW INDIA PVT LTD	697	0.29%	663	0.26%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	155	0.07%	184	0.07%
VOLVO AUTO INDIA PVT LTD	95	0.04%	94	0.04%
JAGUAR LAND ROVER INDIA LIMITED	91	0.04%	199	0.08%
FORD INDIA PVT LTD	71	0.03%	3,724	1.44%
PCA AUTOMOBILES INDIA PVT LTD	31	0.01%	0	0.00%
PORSCHE AG GERMANY	28	0.01%	34	0.01%
AUTOMOBILI LAMBORGHINI S.P.A	6	0.00%	4	0.00%
ROLLS ROYCE	1	0.00%	1	0.00%
BENTLEY MOTORS LTD	0	0.00%	3	0.00%
Others	1,288	0.54%	959	0.37%
Total	2,38,096	100.00%	2,58,337	100.00%

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Tractor (TRAC)				
Tractor OEM	FEB'22	Market Share (%), FEB'22	FEB'21	Market Share (%), FEB'21
MAHINDRA & MAHINDRA LIMITED (TRACTOR)	11,360	22.58%	13,662	22.03%
MAHINDRA & MAHINDRA LIMITED (SWARAJ DIVISION)	8,417	16.73%	10,299	16.61%
INTERNATIONAL TRACTORS LIMITED	6,373	12.67%	8,486	13.69%
TAFE LIMITED	5,579	11.09%	6,523	10.52%
ESCORTS LIMITED (AGRI MACHINERY GROUP)	5,039	10.02%	7,157	11.54%
JOHN DEERE INDIA PVT LTD(TRACTOR DEVISION)	4,409	8.76%	5,177	8.35%
EICHER TRACTORS	2,749	5.46%	3,979	6.42%
CNH INDUSTRIAL (INDIA) PVT LTD	2,080	4.13%	2,449	3.95%
KUBOTA AGRICULTURAL MACHINERY INDIA PVT.LTD.	1,333	2.65%	1,115	1.80%
V.S.T. TILLERS TRACTORS LIMITED	416	0.83%	416	0.67%
FORCE MOTORS LIMITED, A FIRODIA ENTERPRISE	380	0.76%	336	0.54%
INDO FARM EQUIPMENT LIMITED	316	0.63%	240	0.39%
CAPTAIN TRACTORS PVT. LTD.	97	0.19%	142	0.23%
Others	1,756	3.49%	2,023	3.26%
Total	50,304	100.00%	62,004	100.00%

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