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FEDERATION OF AUTOMOBILE DEALERS ASSOCIATIONS

804-805-806, Surya Kiran, 19, K G Marg

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CIN U74140DL2004PNL130324

## 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%
<b>Total</b>	<b>10,15,702</b>	<b>100.00%</b>	<b>9,31,654</b>	<b>100.0%</b>

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 September'22.
- 2- Vehicle Retail Data has been collated as on 02.10.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,339 out of 1,411 RTOs.
- 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%
<b>Total</b>	<b>63,915</b>	<b>100.00%</b>	<b>37,172</b>	<b>100.00%</b>

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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%
<b>Total</b>	<b>71,233</b>	<b>100.00%</b>	<b>59,927</b>	<b>100.00%</b>

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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%
<b>Total</b>	<b>2,60,556</b>	<b>100.00%</b>	<b>2,37,502</b>	<b>100.00%</b>

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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%
<b>Total</b>	<b>52,595</b>	<b>100.00%</b>	<b>53,392</b>	<b>100.00%</b>

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