

## FOR IMMEDIATE RELEASE

### FADA Releases Navratri'22 Vehicle Retail Data

**10<sup>th</sup> October'22, New Delhi:** The Federation of Automobile Dealers Associations (FADA) today released Vehicle Retail Data for Navratri'22.

#### Navratri'22 Retails

Commenting on how Navratri'22 performed, FADA President, Mr. Manish Raj Singhania said, **"For the first time, FADA is releasing Navratri Auto Retail figures. Overall retails increased by a massive 57% compared to Navratri'21. All categories also showed extremely high growth with 2W, 3W, CV, PV and Tractors increasing by 52.%, 115%, 48%, 70% and 58% respectively.**

**When compared to Navratri'19 (which was prior to covid), total retails increased by 16%. Here too, all categories showed positive momentum with 2W, 3W, CV, PV and Tractors growing by 4%, 31%, 37%, 59% and 90% respectively.**

**Navratri retails clearly shows that customers were back in showrooms with all guns blazing after a gap of 3 years. In fact, 2W category which was continuously showing weakness when compared to pre-covid months, also registered single digit growth.**

**We now hope that this trend continues till Deepawali, so that apart from PV Dealers who will see a decade high during this festive, the 2W Dealers also have a good season and hence helps them liquidate their stock which they have built in anticipation of a good festive."**

#### Chart showing Vehicle Retail Data for Navratri'22

CATEGORY	Navratri'22	Navratri'21	Navratri'20	YoY % (2021)	YoY % (2020)	Navratri'19	YoY % (2019)
2W	3,69,020	2,42,213	3,07,903	52.35%	19.85%	3,55,851	3.70%
3W	19,809	9,203	5,952	115.25%	232.8%	15,082	31.34%
CV	22,437	15,135	11,142	48.25%	101.4%	16,365	37.10%
PV	1,10,521	64,850	86,380	70.43%	27.95%	69,657	58.66%
TRAC	17,440	11,062	14,387	57.66%	21.22%	9,177	90.04%
<b>Total</b>	<b>5,39,227</b>	<b>3,42,459</b>	<b>4,25,761</b>	<b>57.46%</b>	<b>26.65%</b>	<b>4,66,128</b>	<b>15.68%</b>

Source: FADA Research

#### Disclaimer:

- The above numbers do not have figures from AP, MP, LD & TS. Even though AP & MP are now on Vahan, due to unavailability of previous year's figure, we have not taken them in our comparison.
- Vehicle Retail Data has been collated as on 07.10.22 in collaboration with Ministry of Road Transport & Highways, Government of India and has been gathered from 1,339 out of 1,411 RTOs.
- Navratri dates:
  - 2022 – 26<sup>th</sup> Sept – 5<sup>th</sup> Oct
  - 2021 – 6<sup>th</sup> Oct – 15<sup>th</sup> Oct
  - 2020 – 16<sup>th</sup> Oct – 25<sup>th</sup> Oct
  - 2019 – 29<sup>th</sup> Sept – 8<sup>th</sup> Oct

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#### **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.