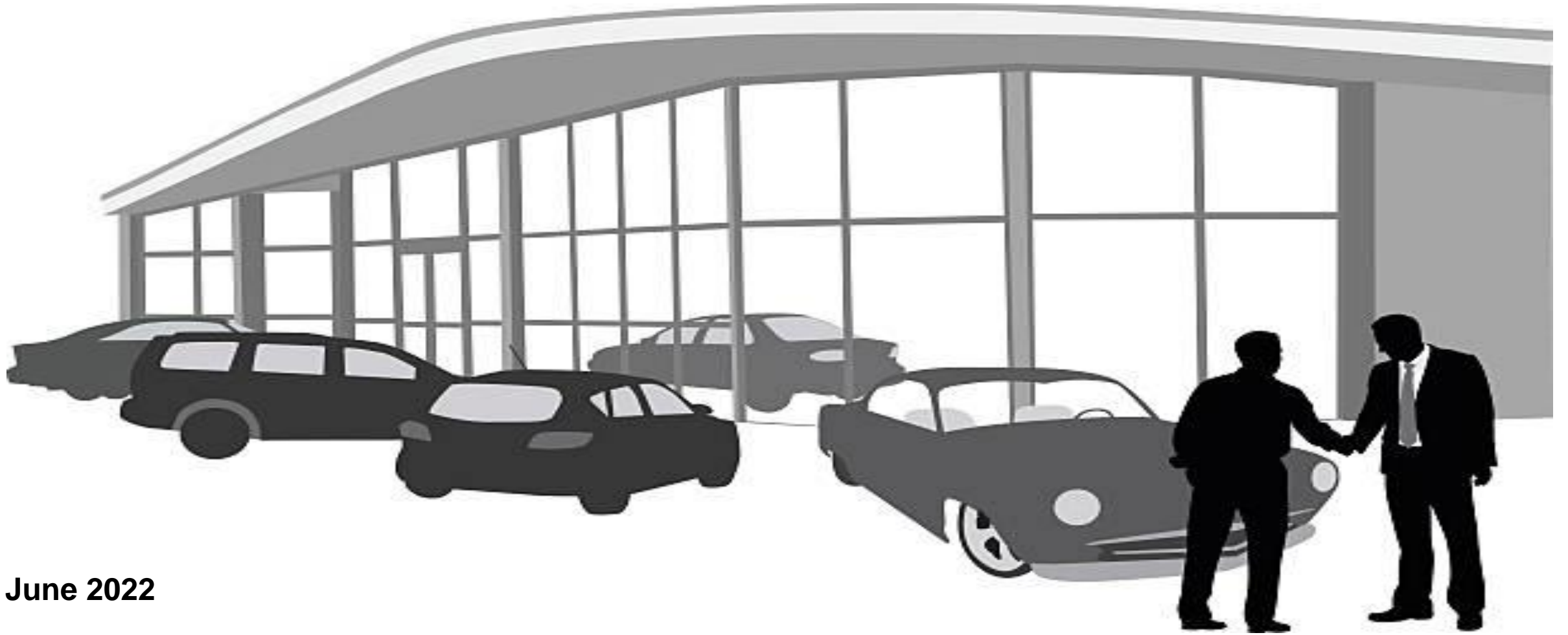


# Monthly trend – Retail versus off-take

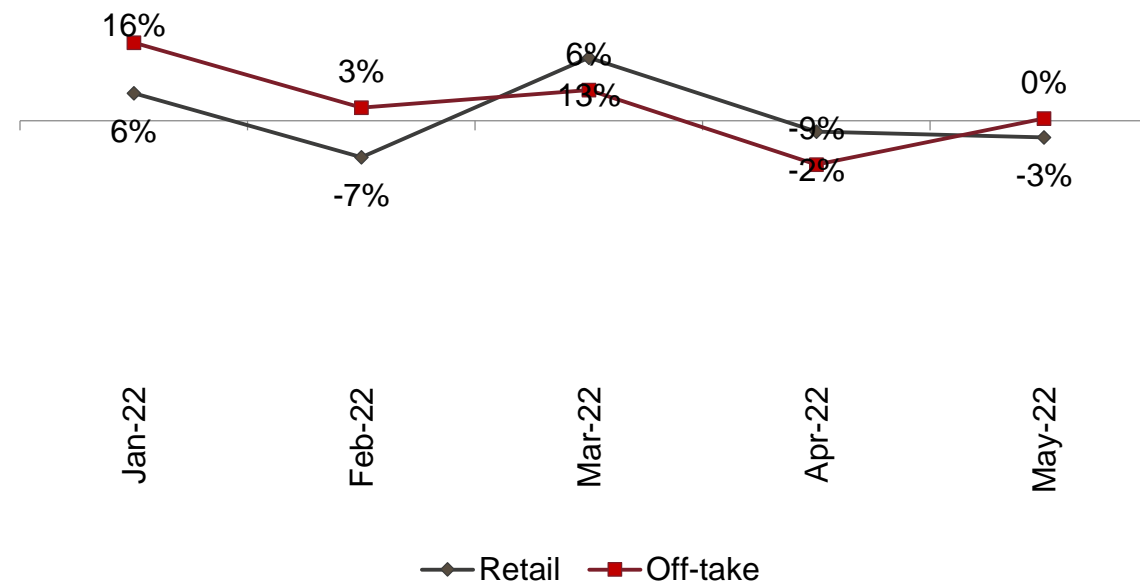
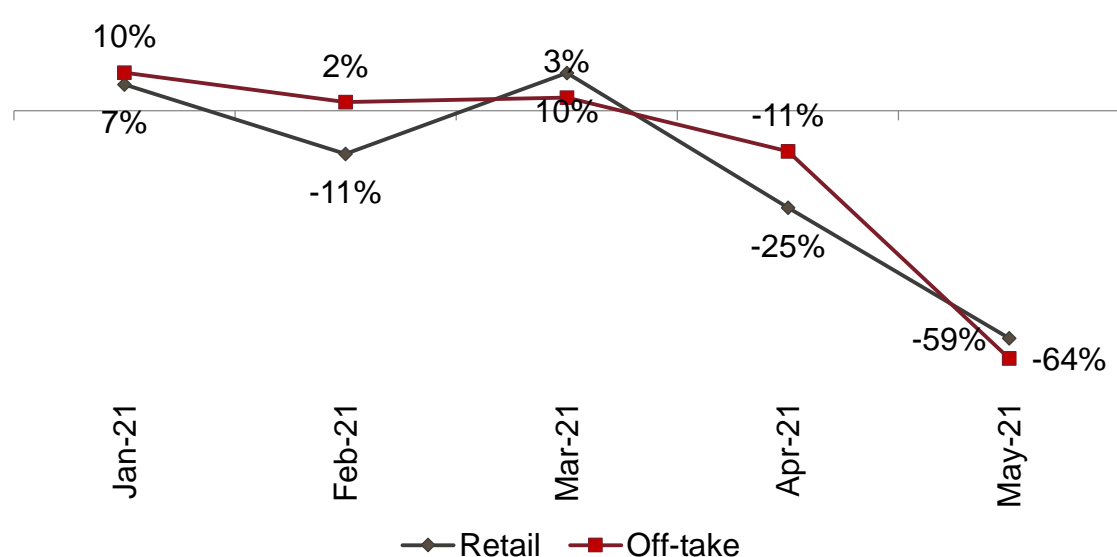


June 2022

Research

# Wholesale volumes grew by 0.3% m-o-m

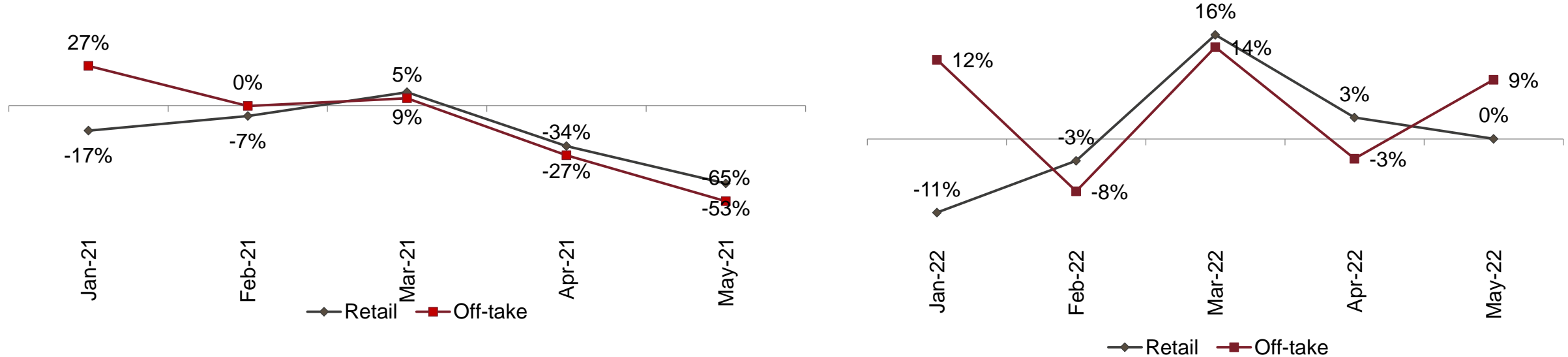
Passenger vehicle - Retail vs off-take (growth m-o-m)



- The passenger vehicle industry is estimated to have witnessed a flat growth of ~0.3% m-o-m and 19% y-o-y in May 2022 due to increased supply owing to better availability of semiconductor.
- Dealer inventory is currently estimated to be at 16-21 days as of May 2022.
- Retail registrations in May 2022 are estimated to have fallen by 3% m-o-m.

# Two-wheeler wholesale volumes is estimated to have witnessed 9% sequential growth in May 2022

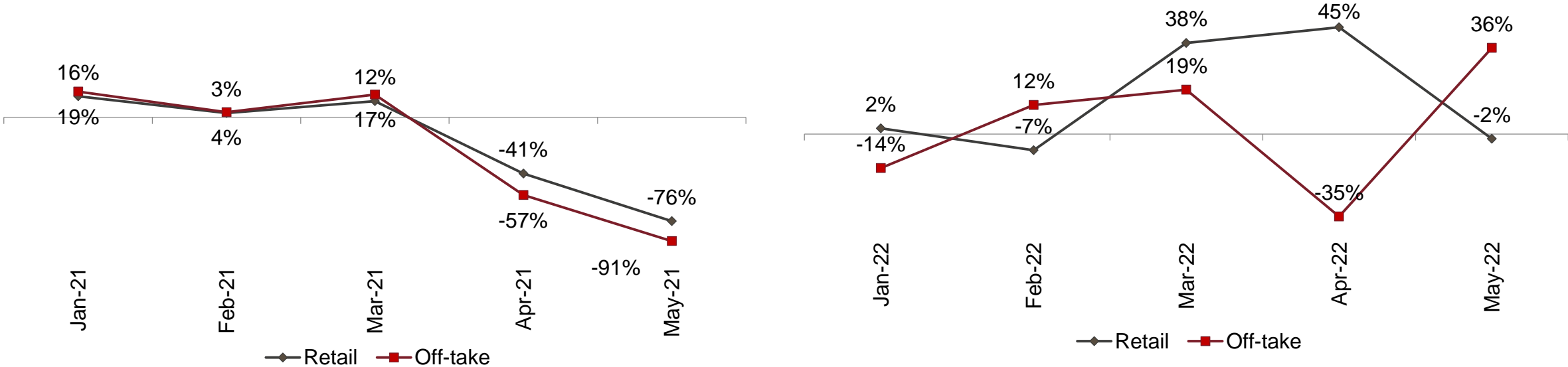
Two-wheeler - Retail vs off-take (growth m-o-m)



- Wholesale offtake of leading two-wheeler improved by 9% on-year remained flat sequentially in May 2022.
- Dealer level inventory stood at 35-40 days driving wholesales. Also, footfalls at dealerships have increased marginally in the month of May 2022.
- Reduction of excise duty on petrol is expected to have a positive impact on the two-wheeler market.
- There is a hike in third-party insurance premium for two-wheelers from June 1, 2022. However, this hike is applicable only for >150cc premium two-wheelers .

# Three-wheeler off-take continues to grow on a low base

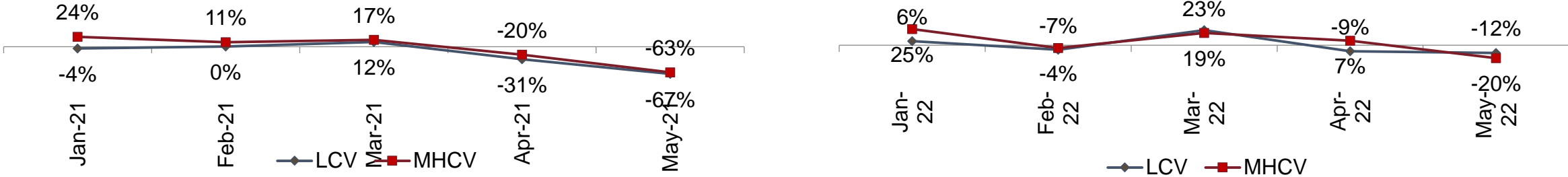
Three-wheeler - Retail vs off-take (growth m-o-m)



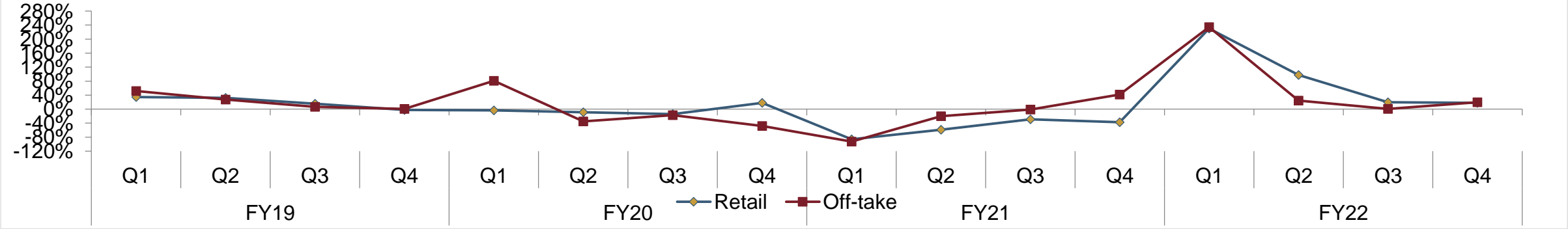
- May 2022 off take grew by 36%.
- With vaccination pace improving remarkably, usage of public transport is expected to increase.
- As schools, colleges and workplaces are opening, demand for three-wheeler is also gradually increasing.

# Industrial volumes sequentially recovered in May 2022

Commercial vehicle – LCV & MHCV retail (growth m-o-m)



CV - Retail vs off-take (growth y-o-y)



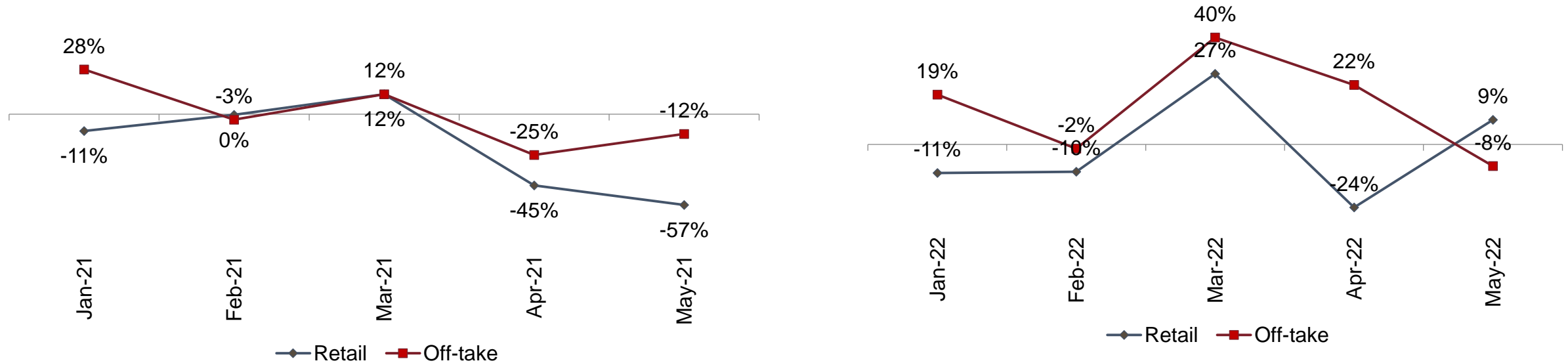
- Wholesale offtake of goods carrying commercial vehicle in the month of May 2022 is estimated to have grown by 226-231%.
- Retail sales declined by ~12-19% m-o-m; however, increased by 292-297% y-o-y over a low base.
- Sales are also expected to be improve on a sequential basis due to improving economic activity.

NOTE: Monthly off-take numbers are not reported by CV players from fiscal 2021 onwards

Source – MoRTH, SIAM, CRISIL Research

# Domestic tractor volumes rose sharply in May 2022

Tractor - Retail vs off-take (growth m-o-m)



- Domestic tractor sales is estimated to have risen by 47% on-year in May 2022 after registering a 41% on-year increase in April'22.
- After remaining subdued for most parts of fiscal 2022, tractor sales picked up from the beginning of the current fiscal.
- Tractor demand remained healthy through the month on the back of government schemes (such as Raytu Bharosa Kendra Scheme, Kisan Anudan Yojana, Dalit Bandhu Scheme, etc) and positive retail sentiments owing to healthy prices for crops.

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