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Quarterly vehicle industry performance – Q1 FY23

Prepared for ACMA

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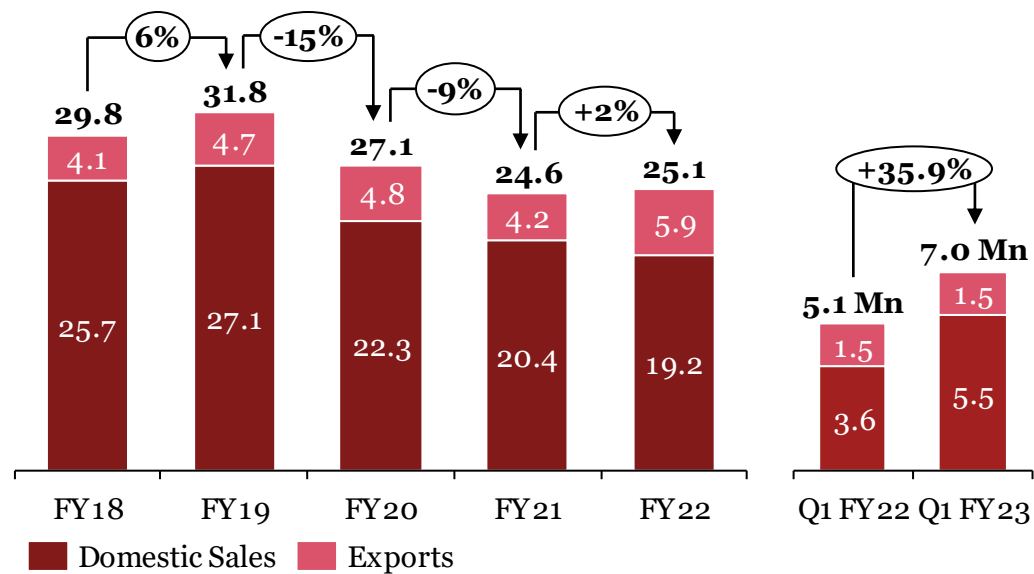
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Executive Summary

Automotive industry performance overview

Q1-FY23

OEM - Domestic sales and exports | million units



Indian automotive domestic sales and exports grew at an overall CAGR of 2% over last 5 years.

Rebound in domestic demand following relaxation of COVID-19 restrictions

- Pent-up demand from lockdown
- Improving consumer sentiment.

Vehicle segment	Dom. Sales Q-o-Q Q1 22-Q1 22	Exports Q-o-Q Q1 22-Q1 22
	▲ 54%	▲ 1%
	▲ 41%	▲ 26%
	▲ 112%	▲ 22%
	▲ 16%	▲ 32%
	▲ 202%	▼ 29%
TOTAL	▲ 52%	▲ 1%

Key Updates

Past Trends

- In FY 22, Passenger and Commercial vehicle sales rose, as improvement in demand from consumers and industries.
- All the segments have seen a increase in exports; two-wheelers achieved their highest ever exports.
- Increase in exports worldwide is known for their quality, cost and performance.
- EV segment saw a high growth largely driven by attractive central and state subsidies.
- Last mile mobility drives the growth of electric 3w largely as it is emerging as convenient and eco-friendly mode of transportation.
- The central government slashes fuel taxes by ₹8 for petrol and ₹6 for each litre of diesel.
- Later, in H2-FY22 easing supply side constraints of semiconductor; driven the sales slightly

Going Forward

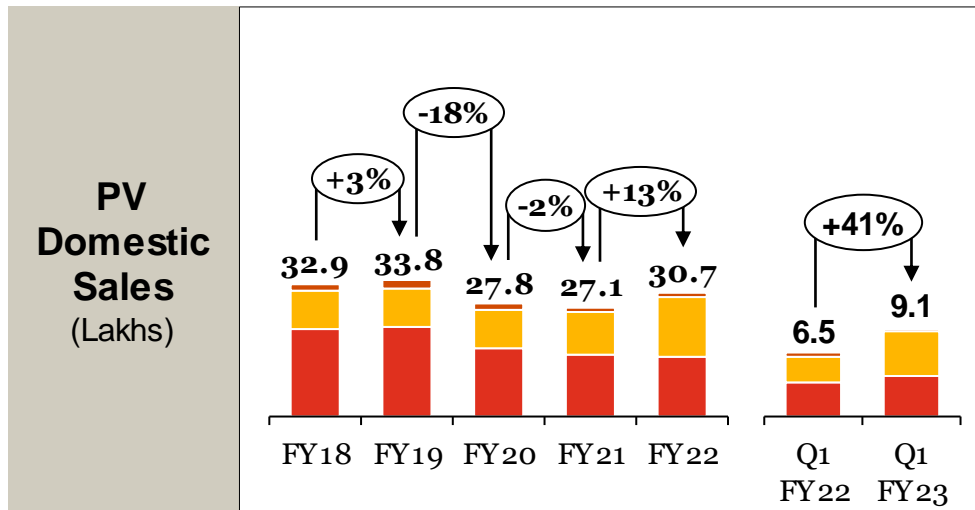
- Moving ahead, the market structure is tends change more towards SUVs and MPV.
- **Increase in connectivity of vehicle:** Decade driven by technology, the use of artificial intelligence, virtual reality and Internet of Things (IOT) will make a shift in connectivity and better experience to customers.
- EV sector being disruptive innovation to India automotive sector; continuous support from government and increasing charging stations will increase sales in coming years.
- Green charging to be in play at charging stations to achieve net-zero emission.
- Automotive dealerships are expected to become smaller, more digital and move increasingly to a D2C business sales model.
- Strong agricultural incomes are expected to continue helping grow the rural market.
- Electrification of public transport is expected to grow in next 10 years

Segment wise Q1 FY23 industry performance

Passenger vehicles

(Internal combustion engine)

Passenger Cars Utility Vehicles(UVs) Vans

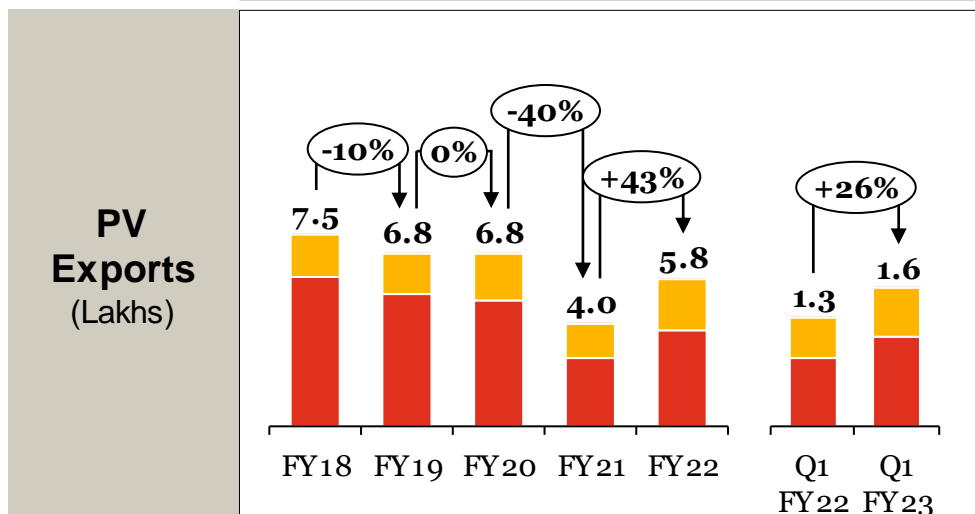


Market Share Q1 FY23

Maruti Suzuki India Ltd	40.55%
Hyundai Motor India Ltd	14.86%
Tata Motors Ltd	14.49%
Mahindra & Mahindra Ltd	8.38%
Other	21.71%

Key Trends

- PV domestics sales saw a growth of 41% Y-o-Y.
- Softening of commodity prices and improvement in chip availability opened doors for high order value.
- Sales of SUVs rose by 62.4%, while hatchbacks and small cars saw only increase off 22%.



Market Share Q1 FY23

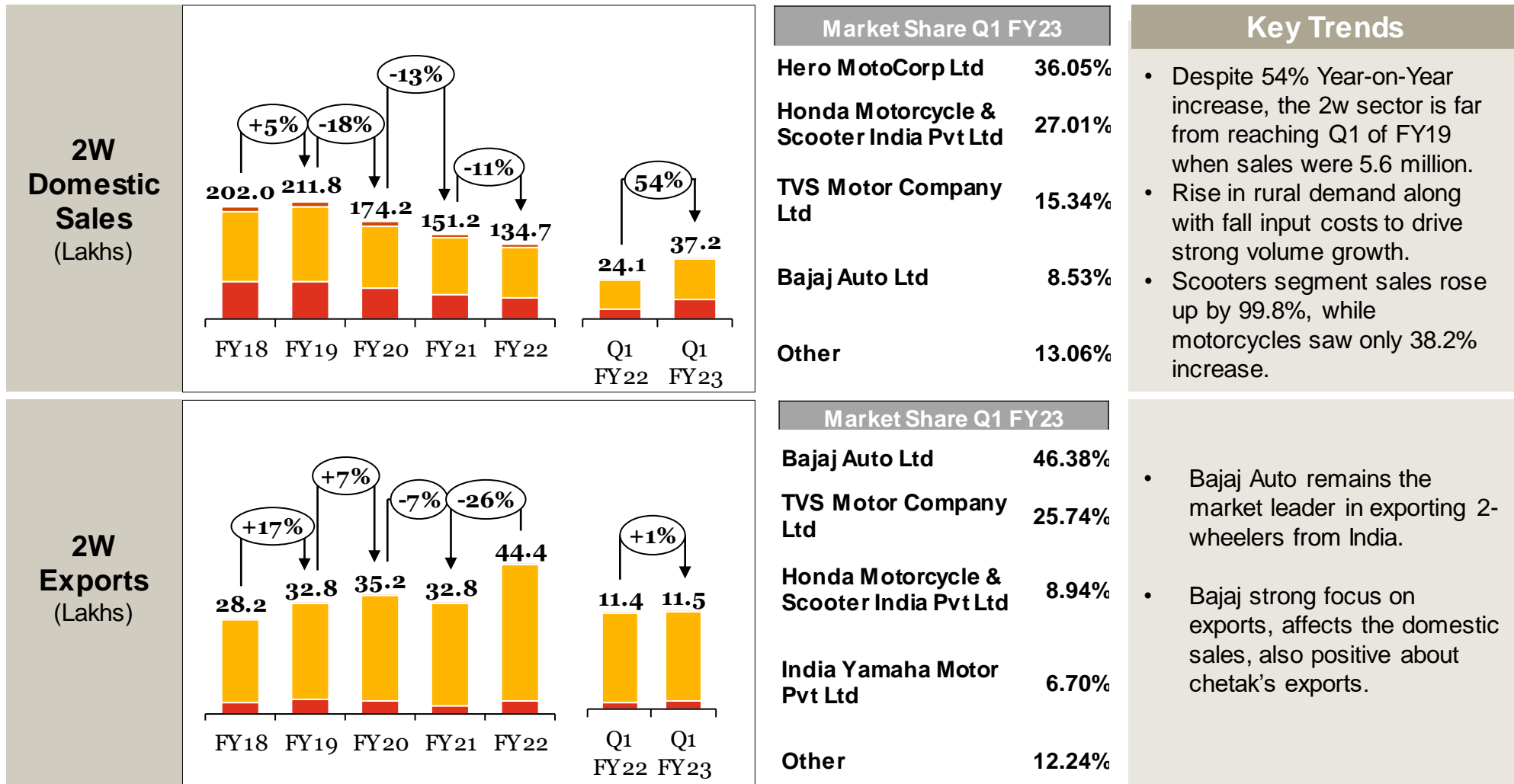
Maruti Suzuki India Ltd	43.05%
Hyundai Motor India Ltd	21.54%
Kia motors India Pvt Ltd	13.39%
Volkswagen India Pvt Ltd	4.46%
Other	17.57%

- Exports saw a growth of 26% year-on-year.
- Latin America and Africa has been highest penetration in exports of PV segment.
- Cost competitiveness and build quality – key factors for higher exports.

2 wheelers

(Internal combustion engine)

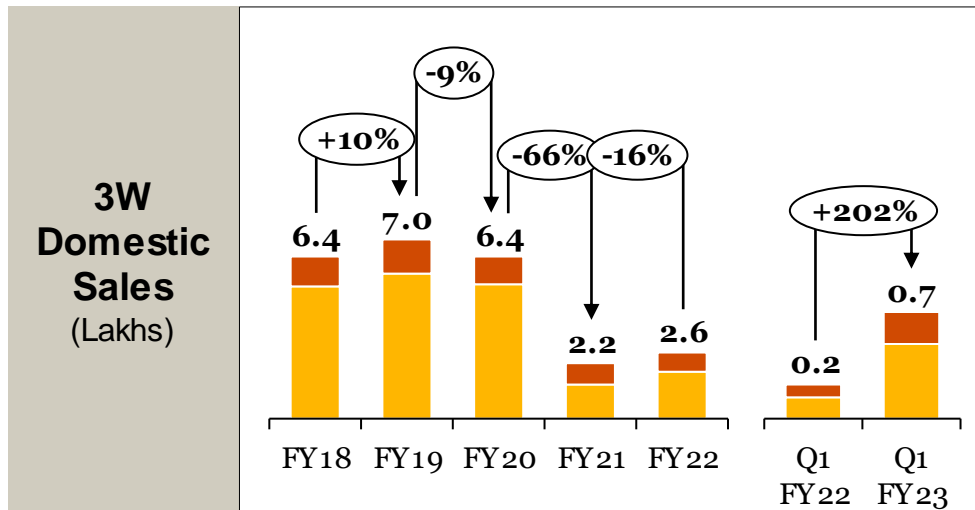
■ Scooter/Scooterette ■ Motor cycles/Step- Throughs ■ Mopeds



3 wheelers

(Internal combustion engine)

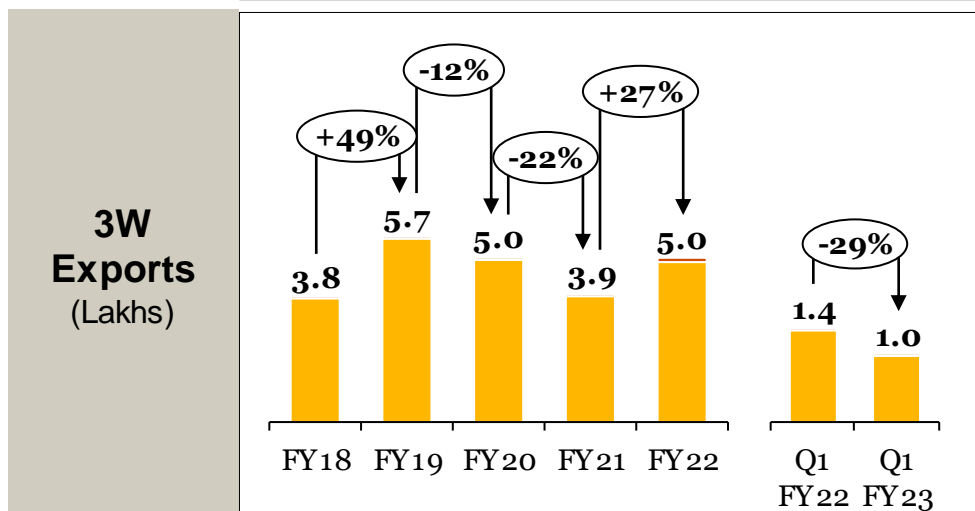
Passenger Carrier Goods Carrier



Market Share Q1 FY23

Bajaj Auto Ltd	50.04%
TVS Motor Company Ltd	25.70%
Piaggio Vehicles Pvt Ltd	14.04%
Mahindra & Mahindra Ltd	5.85%
Other	4.37%

- ### Key Trends
- Increase in last-mile logistics and industrial activities post covid led to higher sales.
 - Reopening of schools, public places boosted short-distance travel.
 - E3W outsells ICE, registering 1,77,874 sales in FY22.



Market Share Q1 FY23

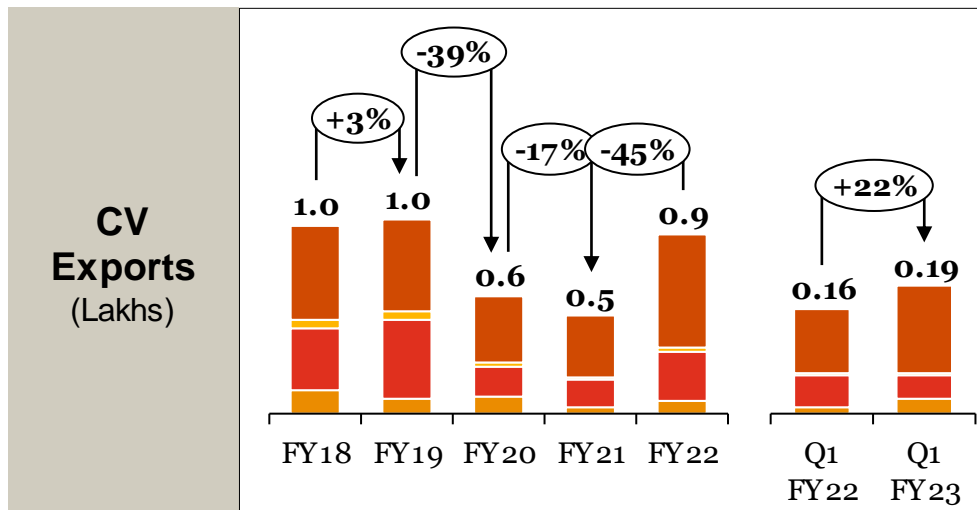
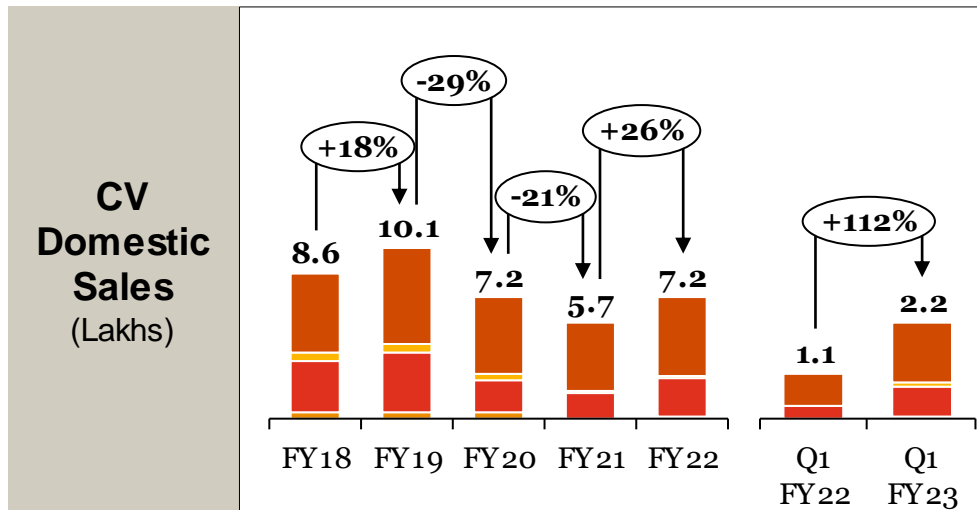
Bajaj Auto Ltd	49.03%
TVS Motor Company Ltd	43.64%
Piaggio Vehicles Pvt Ltd	6.01%
Atul Auto Ltd	0.83%
Other	0.41%

- Bajaj Auto remains the largest player with around 50% market share.
- Bajaj compact RE, TVS king 4S, Ape City remains top export models.
- Fear of recession hurts Indian exports.

Commercial vehicles

(Internal combustion engine)

■ M&HCV Passenger
 ■ M&HCV Goods
 ■ LCV Passenger
 ■ LCV Goods



Market Share Q1 FY23

Tata Motors Ltd	41.90%
Mahindra & Mahindra Ltd	26.32%
Ashok Leyland Ltd	16.57%
Maruti Suzuki India Ltd	4.83%
Other	10.38%

Key Trends

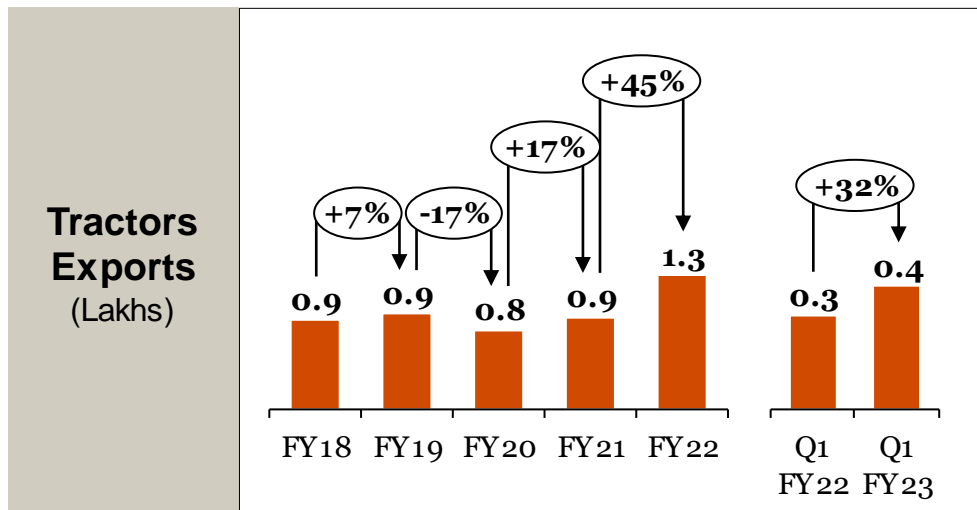
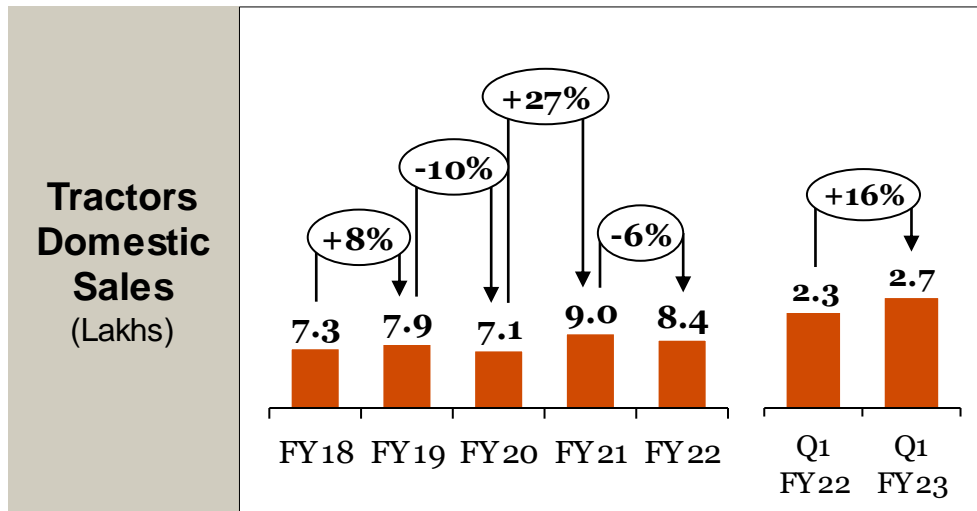
- Increase activity of construction, mining and agriculture.
- Opening of schools, tourist places ramped the CV sales.
- CV sales grows on back of increase in government spending on infrastructure projects.

Market Share Q1 FY23

Mahindra & Mahindra Ltd	28.36%
Tata Motors Ltd	26.69%
Isuzu Motors India Pvt Ltd	20.41%
Ashok Leyland Ltd	12.97%
Other	11.57%

- The increase in exports was due to relaxation covid outbreak and reoperation of manufacturing plants and infrastructure projects.

Tractors



Market Share Q1 FY23

Mahindra & Mahindra Ltd.	41.78%
TAFE	18.40%
International Tractors Ltd.	11.71%
Escorts Ltd.	10.68%
Other	17.43%

Market Share Q1 FY23

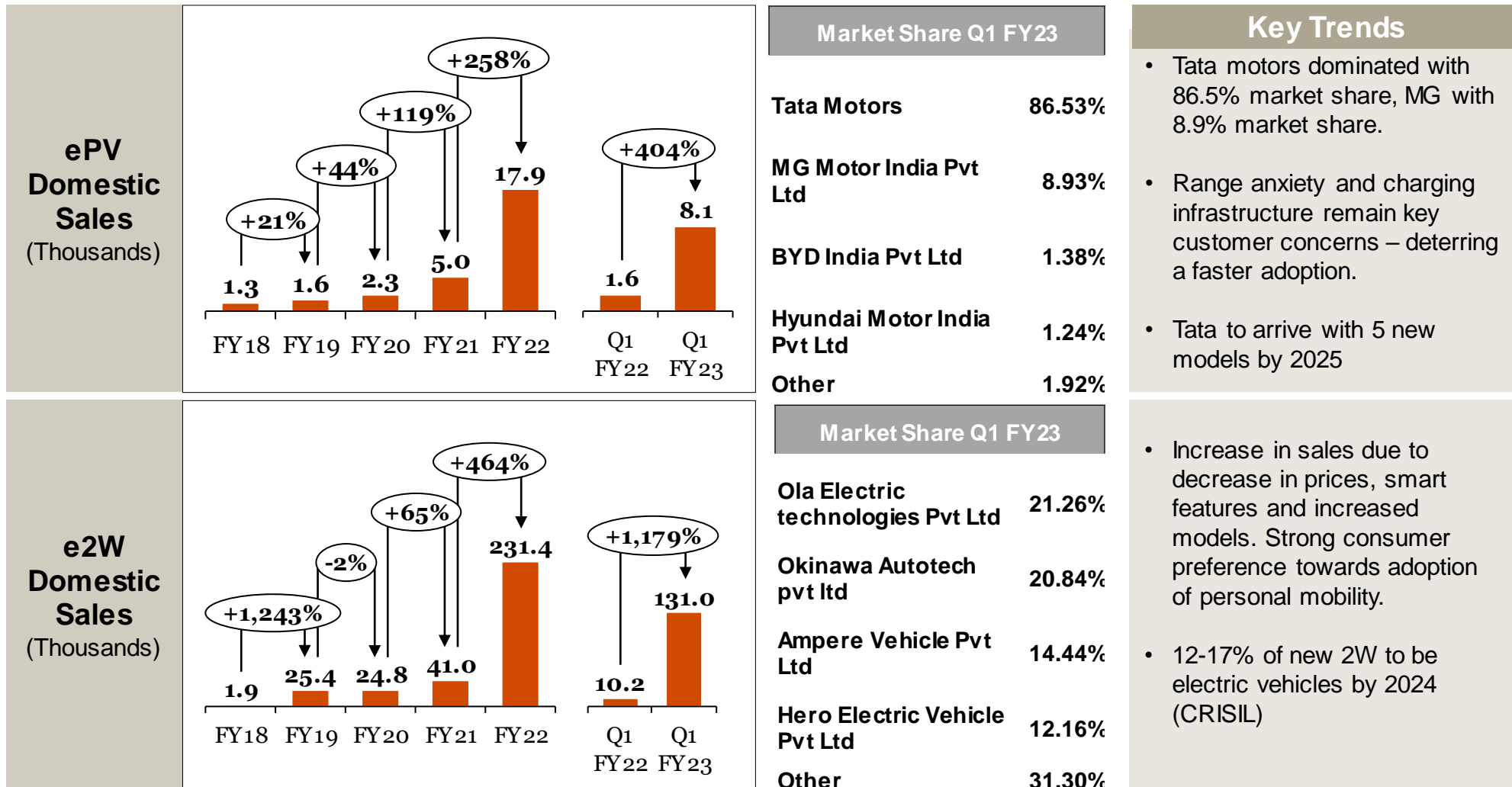
International Tractors Ltd.	23.46%
New Holland India	19.43%
Johndeere	17.43%
Mahindra & Mahindra Ltd	14.58%
Other	25.08%

Key Trends

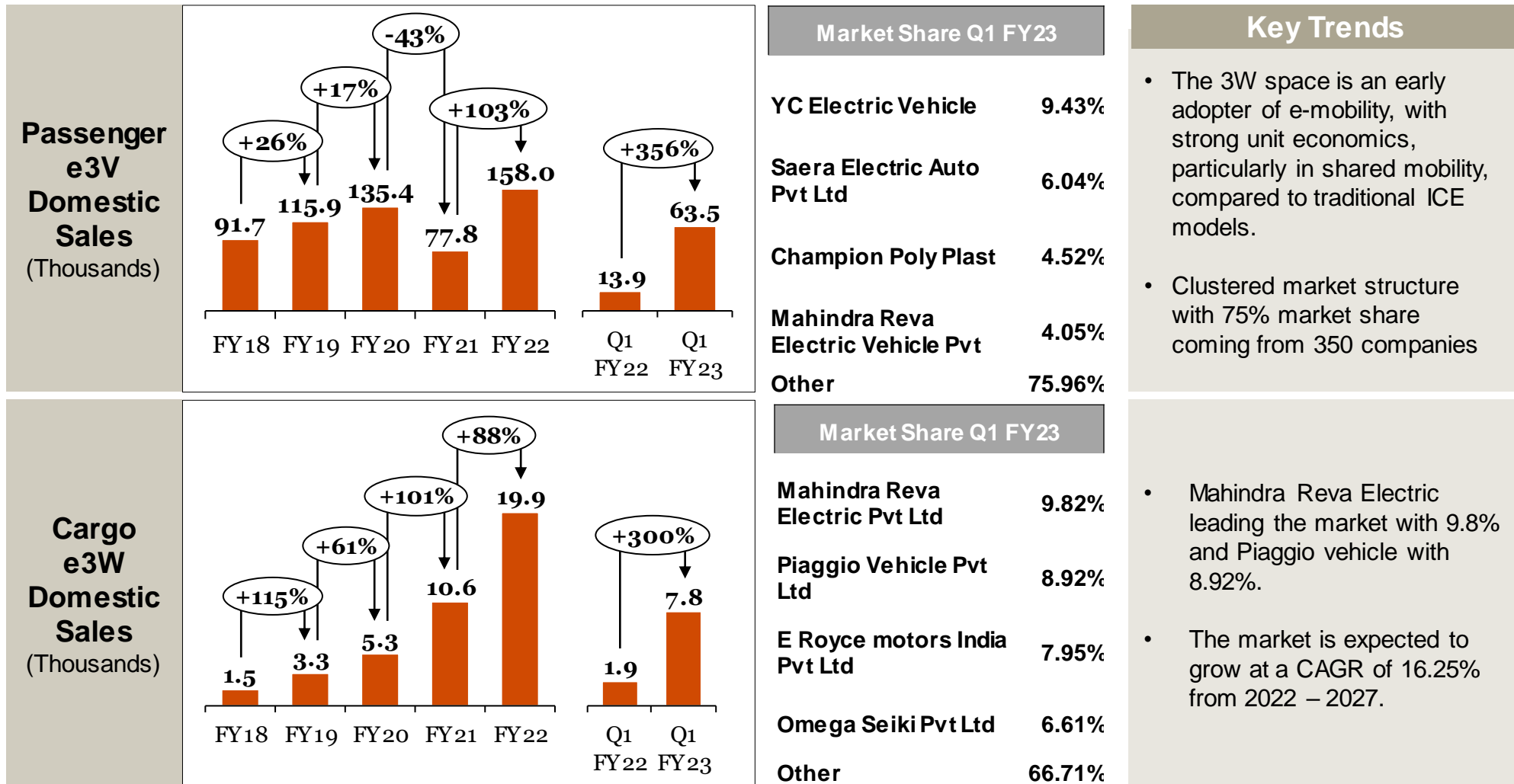
- Benefits of farmers from open market wheat sales aid to increase in tractor sales.
- Consistent increase in minimum support price by government and arrival of monsoon in the country will boost sales further.

- Tractor exports have grown as agricultural production has remained unaffected by COVID-19 lockdowns and restrictions globally.
- Growth of export numbers majorly contributed from **Above 51 hp** segment.

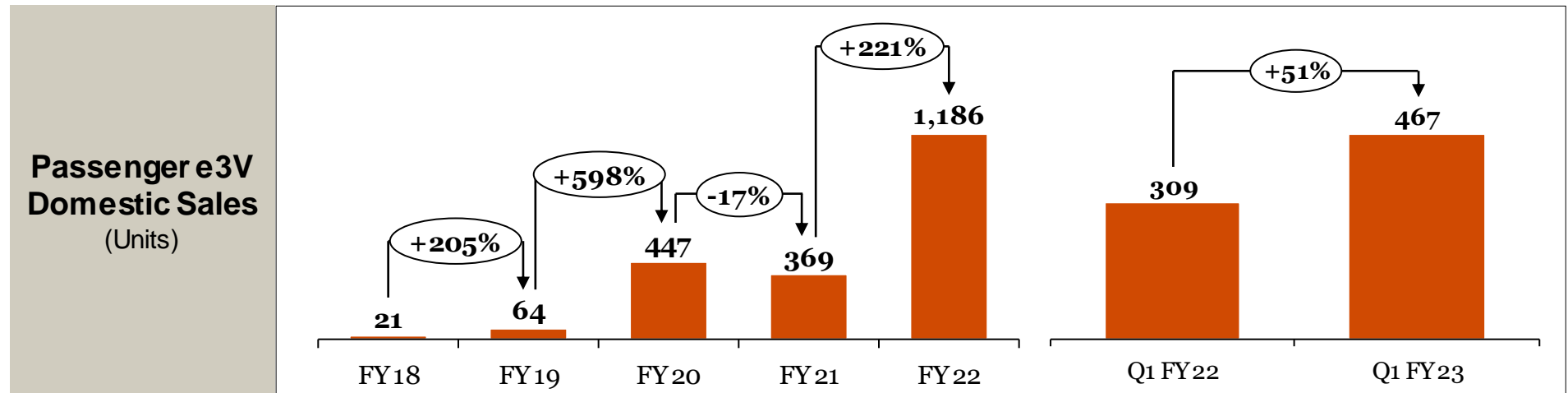
Electric Vehicles – 2W & PV



Electric Vehicles – 3W



Electric Vehicles – Buses



Market Share Q1 FY23

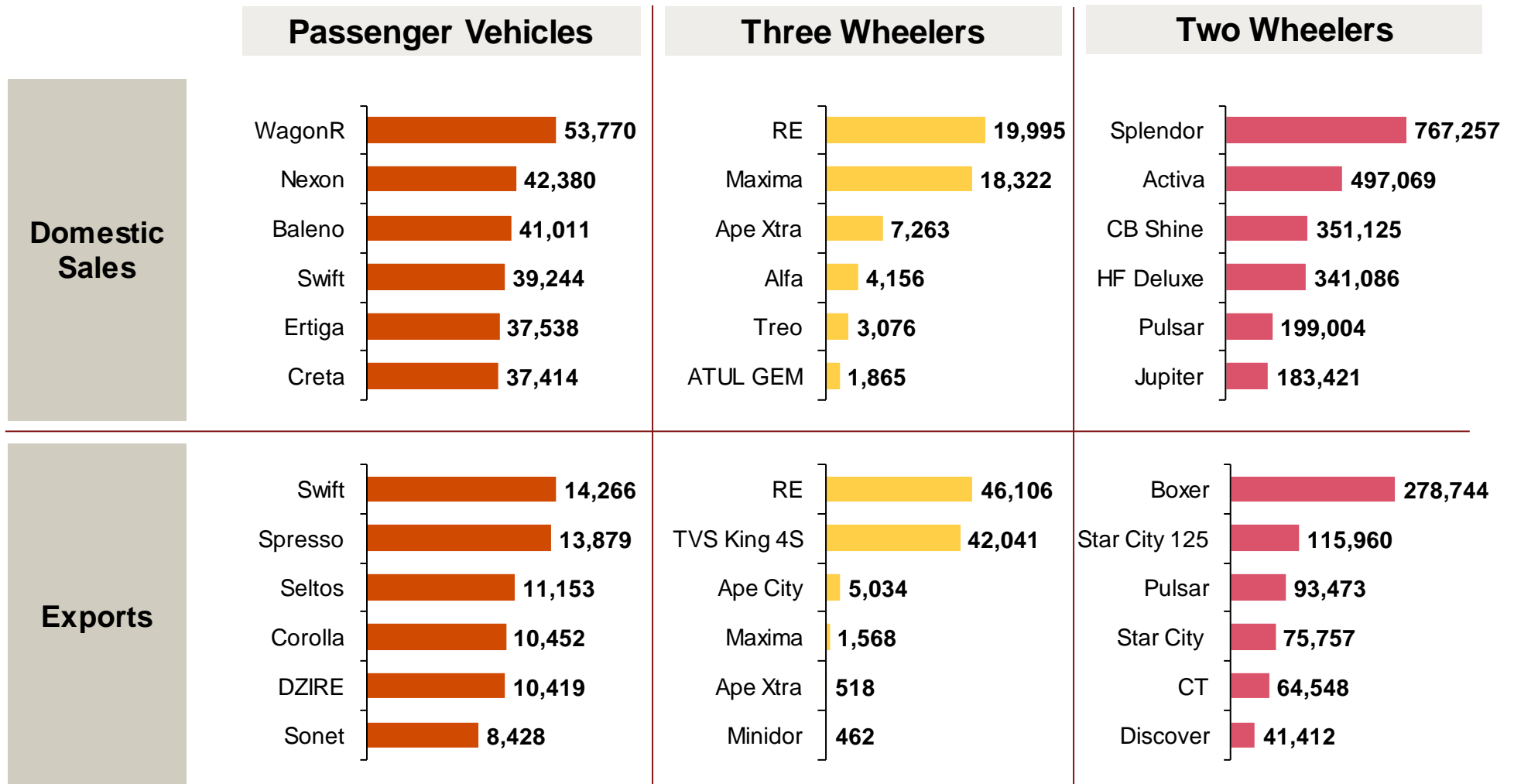
Olectra Greentech Ltd	30.62%
PMI electro mobility Pvt Ltd	26.98%
JBM Auto Ltd	21.63%
Mytrah Mobility Pvt Ltd	18.63%
Other	2.14%

Key Trends

- Increase in public transport and relaxation covid-19 restrictions.
- Central & state government strong push towards electrification of public transport.
- Recent: CESL is planning to tender for 50,000 electric buses, with total sum of \$10 billion.
- With increase in demand, the domestic production of electric buses is expected to grow in tandem with demand.

Q3 FY21 Model-wise Sales

(Internal combustion engine)





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