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Quarterly vehicle industry performance – Q1 FY23 Prepared for ACMA

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July 2022





Contents

Executive Summary	
Segment wise Q1 FY23 industry performance	

To navigate this report on-screen (in pdf format)

 $From \, any \, page-click \, on \, the \, section \, title \, in \, the \, header \, navigation \, bar$

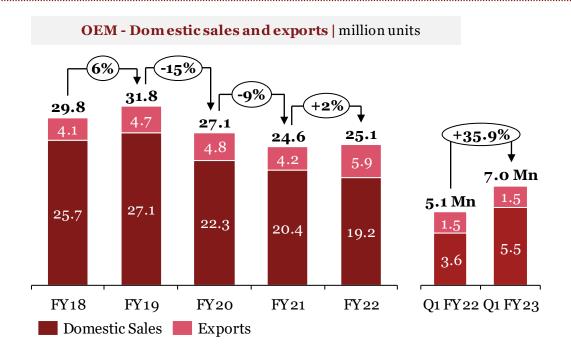
From this Contents page – click on the title of the section or sub-section

From the contents listing on any section divider – click on the title of the sub-section

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Executive Summary

Automotive industry performance overview Q1-FY23



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-0-Q Q1 22-Q1 22	Exports Q-0-Q Q1 22-Q1 22
24.je	▲ 54%	1 %
	4 1%	▲ 26%
-	▲ 112%	▲ 22%
6	▲ 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

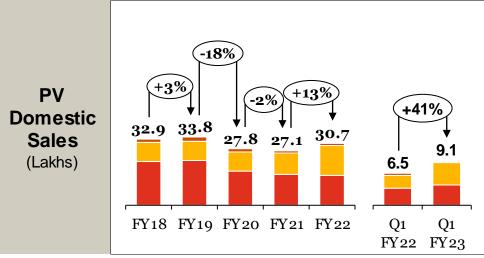
- Moving ahead, the market structure is tends change more towards SUVs and MPV.
- **Increase in connectivity of vehicle:** Decade driven by technology, the use of artificial intelligence, virtual reality and Internet of Things (IOT) will make a shift in connectivity and better experience to customers.
- 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)



	ľ
6 0.7 +41%	ŀ
6.5	7
Y22 Q1 Q1 FY22 FY23	(

+43% PV 6.8 6.8 **Exports** 1.6 1.3 4.0 (Lakhs) FY18 FY19 FY20 FY21 FY22 Q1 Q1 FY22 FY23

Warker Shale QTF	- 1 23
Maruti Suzuki India Ltd	40.55%
Hyundai Motor India Ltd	14.86%

Tata Motors Ltd 14.49%

Mahindra	& Mahindra	8.38%
Ltd		

21.71% Other

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%.

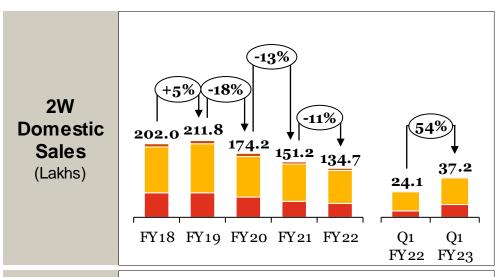
Maruti Suzuki India Ltd	43.05%
Hyundai Motor India Ltd	21.54%
Kia motors India Pvt Ltd	13.39%
Volkswagen India Pvt Ltd	4.46%
Other	17.57%

- 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/Scooterettee Motor cycles/Step-Throughs Mopeds



Market Share & Fr	1 20
Hero MotoCorp Ltd	36.05%
Honda Motorcycle & Scooter India Pvt Ltd	27.01%
TVS Motor Company Ltd	15.34%
Bajaj Auto Ltd	8.53%
Other	13.06%

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nita	5/10/-	Vaar-on-Va

- Despite 54% Year-on-Year increase, the 2w sector is far from reaching Q1 of FY19 when sales were 5.6 million.
- Rise in rural demand along with fall input costs to drive strong volume growth.
- Scooters segment sales rose up by 99.8%, while motorcycles saw only 38.2% increase.

2W Exports (Lakhs)	+17% -7% -26% 44.4 +1% 28.2 32.8 35.2 32.8 11.4 11.5
	FY18 FY19 FY20 FY21 FY22 Q1 Q1 FY22 FY23

Market Share Q1 F	Y23
Bajaj Auto Ltd	46.38%
TVS Motor Company Ltd	25.74%
Honda Motorcycle & Scooter India Pvt Ltd	8.94%
India Yamaha Motor Pvt Ltd	6.70%
Other	12.24%

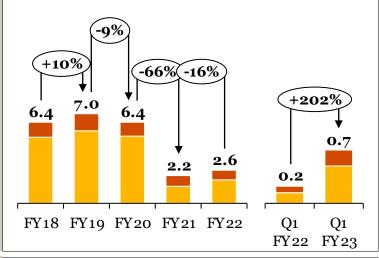
- Bajaj Auto remains the market leader in exporting 2-wheelers from India.
- Bajaj strong focus on exports, affects the domestic sales, also positive about chetak's exports.

3 wheelers

(Internal combustion engine)

Passenger Carrier Goods Carrier

3W Domestic Sales (Lakhs)



3W Exports (Lakhs) FY18 FY19 FY20 FY21 FY22 Q1 Q1 FY22 FY23

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%

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

4.37%

Other

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)

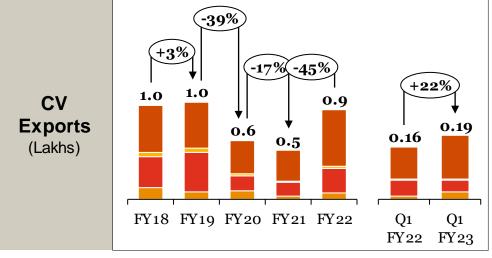


+26% +18% CV -21% +112% 10.1 **Domestic** 8.6 Sales 7.2 **5.**7 (Lakhs) 1.1 FY18 FY19 FY20 FY21 FY22 Q1 Q1 FY 22 FY2

	Market Share Q1 F
	Tata Motors Ltd
	Mahindra & Mahindra Ltd
2	Ashok Leyland Ltd
_	Maruti Suzuki India Ltd
3	Other

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%

hare Q1 FY23

41.90%

26.32%

16.57%

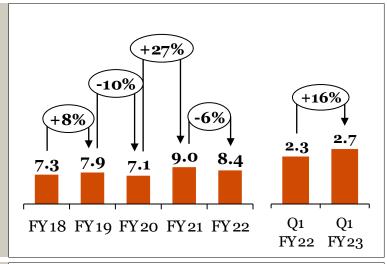
4.83%

10.38%

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

Tractors

Tractors Domestic Sales (Lakhs)



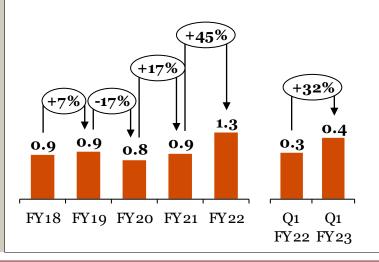
Market Share Q1 FY23

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

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 ales further.

Tractors Exports (Lakhs)

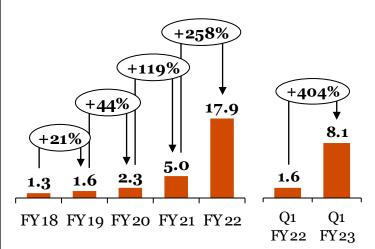


International Tractors Ltd.	23.46%
New Holland India	19.43%
Johndeere	17.43%
Mahindra & Mahindra Ltd	14.58%
Other	25.08%

- 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

ePV **Domestic** Sales (Thousands)



+464% +65% +1,179% 231.4 +1,243% 41.0 25.4 24.8 10.2 FY18 FY19 FY20 FY21 FY22 Q1

Market Share Q1 FY23

Tata Motors	86.53%
MG Motor India Pvt Ltd	8.93%
BYD India Pvt Ltd	1.38%
Hyundai Motor India Pvt Ltd	1.24%
Other	1.92%

Market Share Q1 FY23

Ola Electric technologies Pvt Ltd	21.26%
Okinawa Autotech pvt ltd	20.84%
Ampere Vehicle Pvt Ltd	14.44%
Hero Electric Vehicle Pvt Ltd	12.16%
Other	31.30%

Key Trends

- Tata motors dominated with 86.5% market share, MG with 8.9% market share.
- · Range anxiety and charging infrastructure remain key customer concerns - deterring a faster adoption.
- Tata to arrive with 5 new models by 2025
- · Increase in sales due to decrease in prices, smart features and increased models. Strong consumer preference towards adoption of personal mobility.
- 12-17% of new 2W to be electric vehicles by 2024 (CRISIL)

Domestic Sales (Thousands)

e2W

Quarterly vehicle industry performance - Q1 FY23 Pw C

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131.0

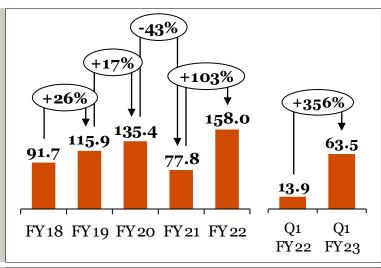
Q1

FY22 FY23

July 2022

Electric Vehicles – 3W

Passenger e3V Domestic Sales (Thousands)



+88% +101% 19.9 Cargo +300% +61% e3W 10.6 **Domestic** (+115% 7.8 Sales **5.3** (Thousands) 1.9 1.5 FY18 FY19 FY20 FY21 FY22 Q1 Q1 FY22 FY23

Market Share Q1 FY23

YC Electric Vehicle	9.43%
Saera Electric Auto Pvt Ltd	6.04%
Champion Poly Plast	4.52%
Mahindra Reva Electric Vehicle Pvt	4.05%
Other	75.96%

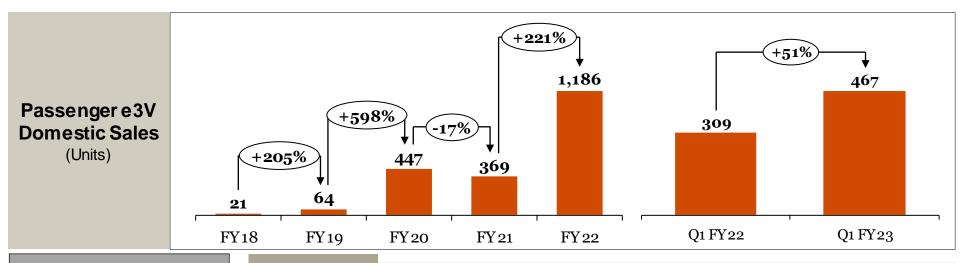
Key Trends

- The 3W space is an early adopter of e-mobility, with strong unit economics, particularly in shared mobility, compared to traditional ICE models.
- Clustered market structure with 75% market share coming from 350 companies

Mahindra Reva Electric Pvt Ltd	9.82%
Piaggio Vehicle Pvt Ltd	8.92%
E Royce motors India Pvt Ltd	7.95%
Omega Seiki Pvt Ltd	6.61%
Other	66.71%

- Mahindra Reva Electric leading the market with 9.8% and Piaggio vehicle with 8.92%.
- The market is expected to grow at a CAGR of 16.25% from 2022 – 2027.

Electric Vehicles – Buses



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Mari	ket Sh	are G	21 F	Y 23

Olectra Greentech Ltd 30.62%

PMI electro mobility
Pvt Ltd
26.98%

JBM Auto Ltd 21.63%

Mytrah Mobility Pvt Ltd 18.63%

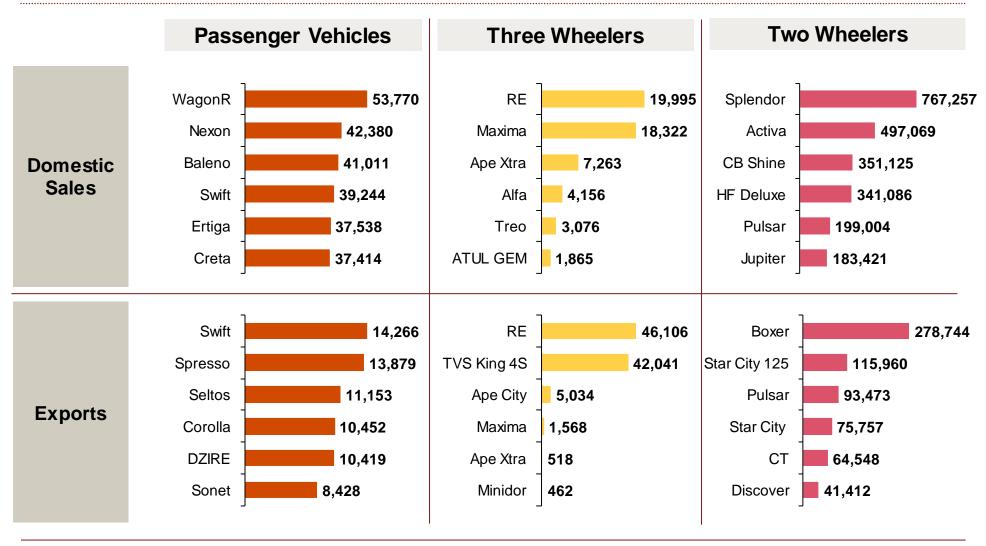
Other 2.14%

- 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.

Key Trends

Q3 FY21 Model-wise Sales

(Internal combustion engine)





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