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Quarterly vehicle industry performance – Q2 FY24

Prepared for ACMA

October 2023



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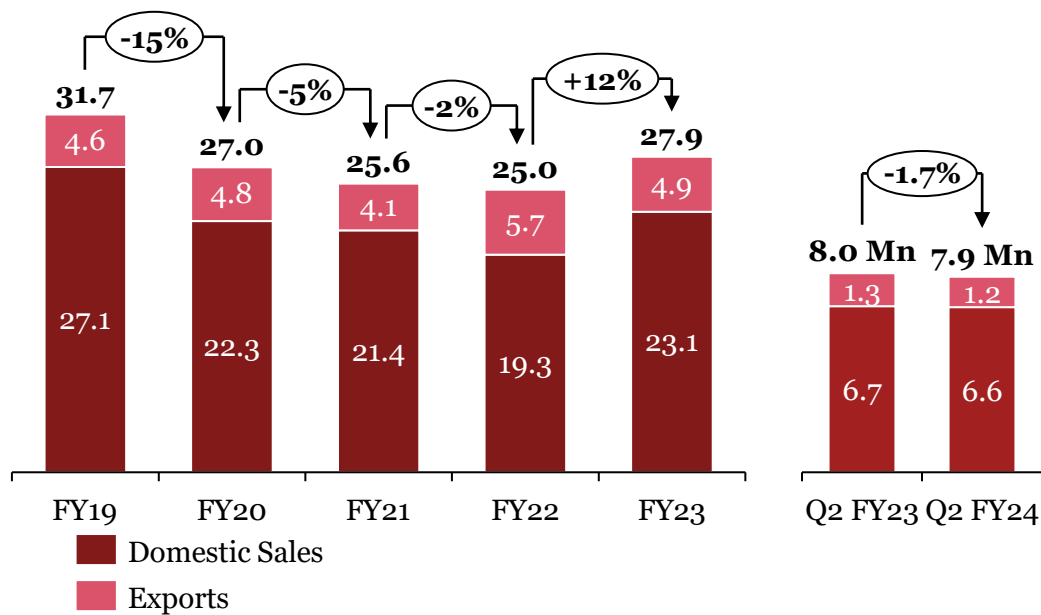
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Executive Summary

Automotive industry performance overview

Q2 FY24

OEM - Domestic sales and exports | million units



Indian automotive domestic sales and exports experienced degrowth at an overall CAGR of 3.28% over the last 5 years.

Y-o-Y domestic sales & exports growth stable

- Upcoming festive season expected to bolster demand
- Exports outlook tentative due to cautionary geopolitical outlook

Vehicle segment	Dom. Sales Y-o-Y Q2 23-Q2 24	Exports Y-o-Y Q2 23-Q2 24
	▼ 2%	▼ 6%
	▲ 5%	▲ 15%
	▲ 7%	▼ 24%
	▼ 16%	▼ 27%
	▲ 64%	▼ 29%
TOTAL	0%	▼ 7%

*This slide includes EV numbers

Key Updates

Past Trends

- In FY23, domestic sales of CV increased as the construction, logistics, and tourism sectors continued to grow post-COVID.
- Exports continued to decrease due to the economic slowdown in European markets, higher inflation rates, and a tentative geopolitical outlook.
- The EV segment continued to rise due to increased consumer demand caused by government policies, increasing awareness, and an overall lower TCO.
- Electric 3W sales almost tripled over the past 1 year, driven by an increase in demand for last-mile mobility
- Two-wheelers and three-wheelers sales failed to surpass pre-covid numbers as consumers preferred EVs

Going Forward

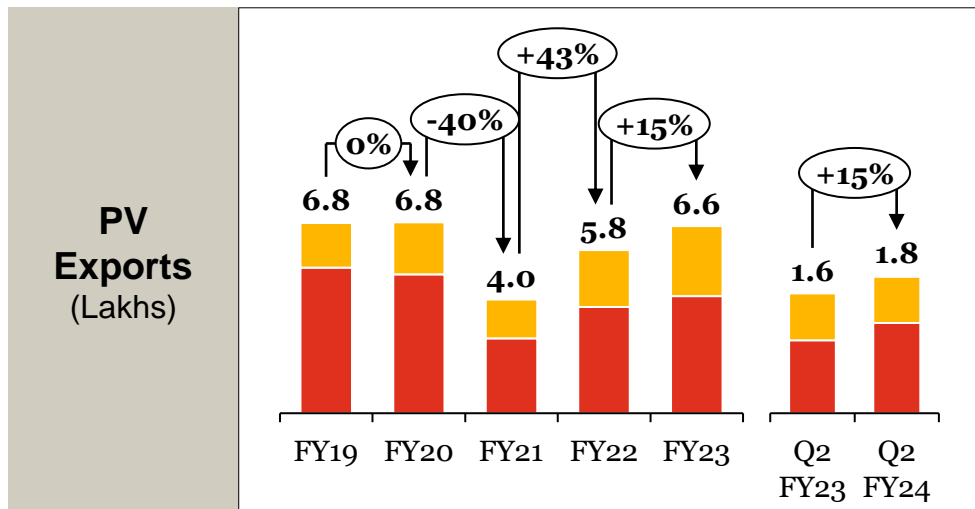
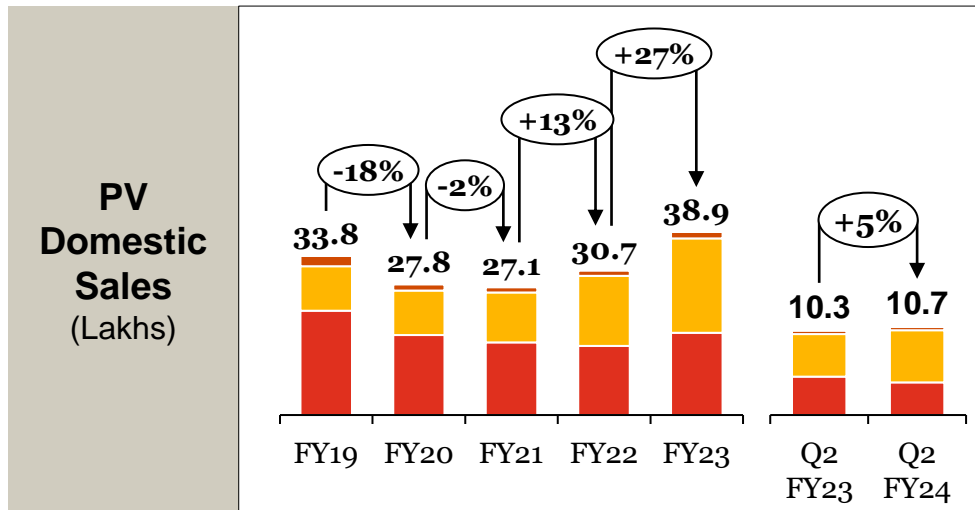
- EV adoption in India over the next five years is expected to be largely driven by the two and three-wheeler segments. However, EV adoption is set to face a hiccup in fiscal 2025 on account of the exhaustion of the FAME subsidy in fiscal 2024
- Demand from key export destinations like North America and Europe to remain under pressure due to the slowdown of the global economy and recessionary pressures
- Mid-level cars and 2-wheelers shall continue to dominate the sales mix as Indian consumers move from cost-consciousness to value-consciousness
- Introduction of more affordable e-PV expected to bolster demand
- Tractor sales may remain muted due to erratic monsoons and unseasonal rains impacting crops

Segment wise Q2 FY24 industry performance

Passenger vehicles

(Internal combustion engine)

■ Passenger Cars ■ Utility Vehicles (UVs) ■ Vans



Market Share Q2 FY24

Maruti Suzuki India Ltd	42.73%
Hyundai Motor India Ltd	14.78%
Tata Motors Ltd**	13.13%
Mahindra & Mahindra Ltd	10.68%
Other	18.67%

Key Trends

- The growth in Passenger vehicle sale can be attributed to a 24% increase in the sale of Utility vehicles.
- The sale of entry-level cars has reduced by 40% as those of UVs have increased by 21% making up half of all passenger vehicle sales in India, doubling their market share in five years

Market Share Q2 FY24

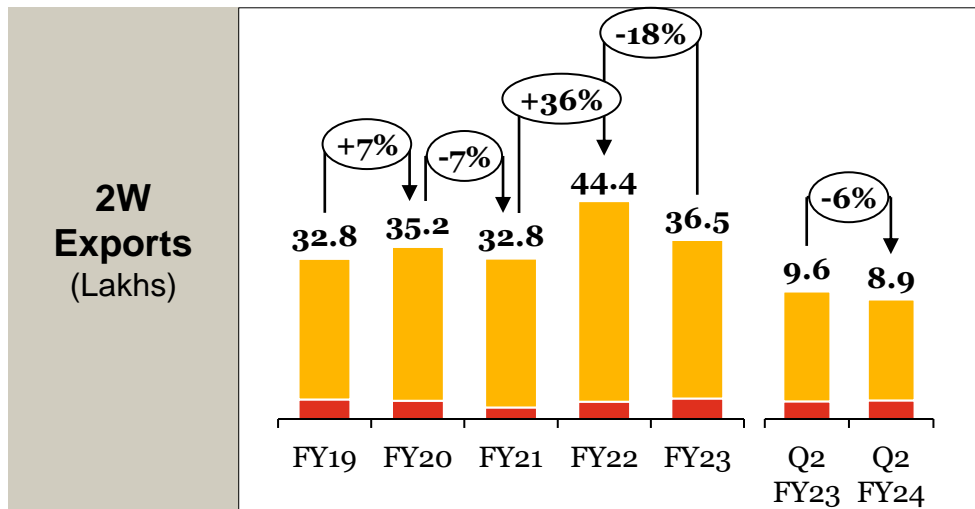
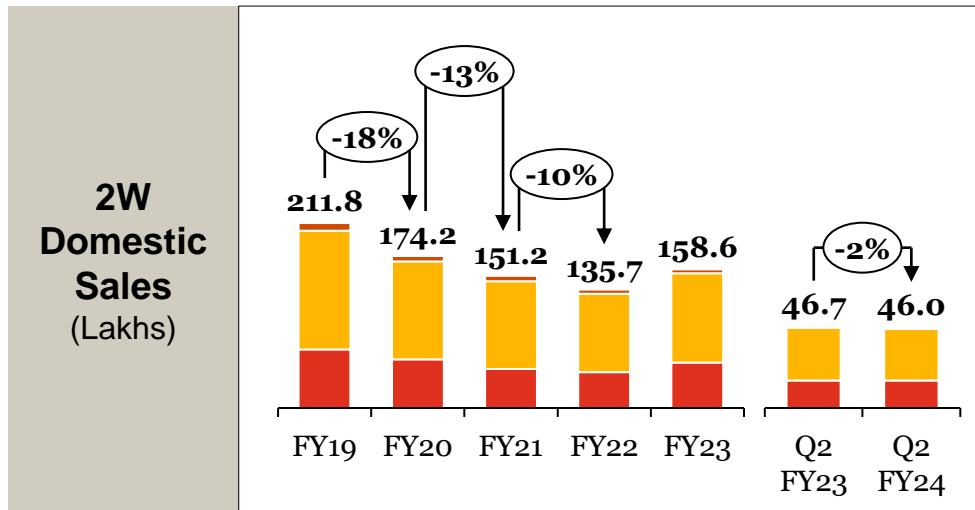
Maruti Suzuki India Ltd	37.21%
Hyundai Motor India Ltd	27.63%
Kia Motors India Pvt Ltd	9.07%
Nissan Motor India Pvt Ltd	7.71%
Other	18.38%

- Passenger Vehicle exports increased by 15% with passenger cars making up more than 65% of volume.
- Export of vans increased by 2665% however it constitutes of only 1% of the total volume
- PVs show growth in exports as some OEMs export to high income countries, as opposed to other segments who majorly export to Latin America, SE Asia, Africa, etc.

2 wheelers

(Internal combustion engine)

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



Market Share Q2 FY24

Hero MotoCorp Ltd	29.68%
Honda Motorcycle & Scooter India Pvt Ltd	27.29%
TVS Motor Company Ltd	17.24%
Bajaj Auto Ltd	10.93%
Other	14.86%

Key Trends

- Rural sales of 2wH were weak due to unseasonal rains, which caused a shortfall in demand
- Demand for the entry-level segment i.e. 70-125 cc continued to remain weak as a result of a 50% price hike over the past 3 years.
- Sale of 2wHs with engine size>200 more than doubled.

Market Share Q2 FY24

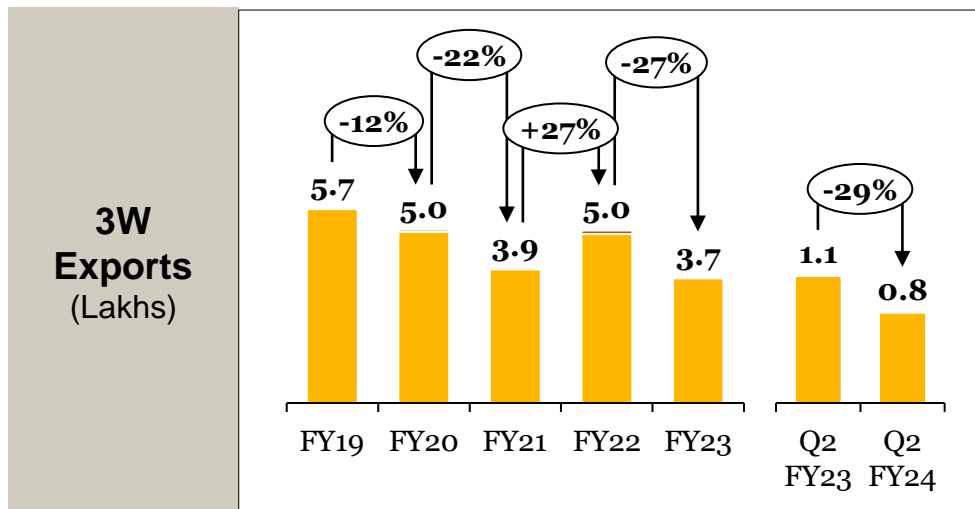
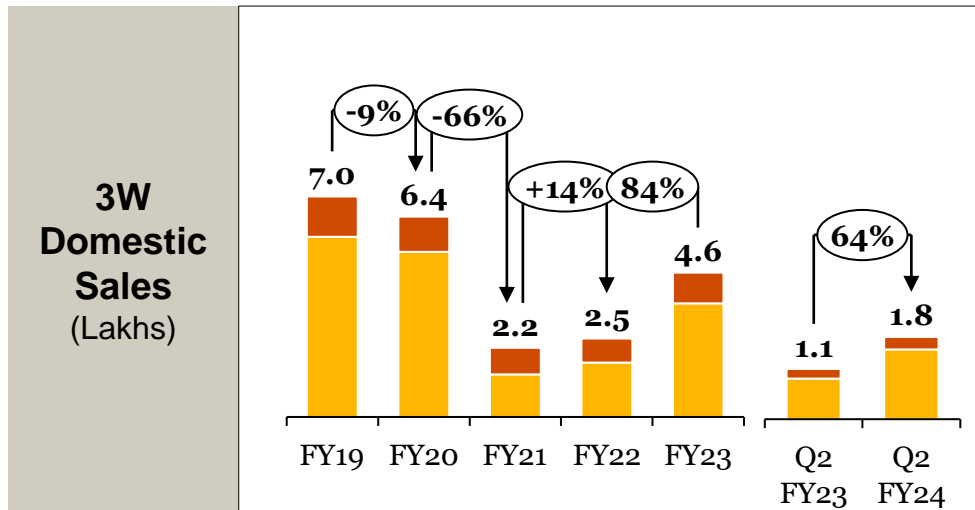
Bajaj Auto Ltd	42.86%
TVS Motor Company Ltd	25.86%
Honda Motorcycle & Scooter India Pvt Ltd	9.79%
Suzuki Motorcycle India Pvt Ltd	7.44%
Other	14.04%

- Motorcycles and Step-throughs constituted 84% of the exports and Scooters constituted 15.5% of the total exports
- Uncertainties over demand in Nigeria and other African countries resulted in lower export production volumes by Indian OEMs

3 wheelers

(Internal combustion engine)

Passenger Carrier Goods Carrier



Market Share Q2 FY24

Bajaj Auto Ltd	67.58%
Piaggio Vehicles Pvt Ltd	14.41%
Mahindra & Mahindra Ltd	10.99%
Atul Auto Ltd	3.49%
Other	3.54%

Market Share Q2 FY24

Bajaj Auto Ltd	51.33%
TVS Motor Company Ltd	44.92%
Force Motors Ltd	3.01%
Piaggio Vehicles Pvt Ltd	0.37%
Other	0.37%

Key Trends

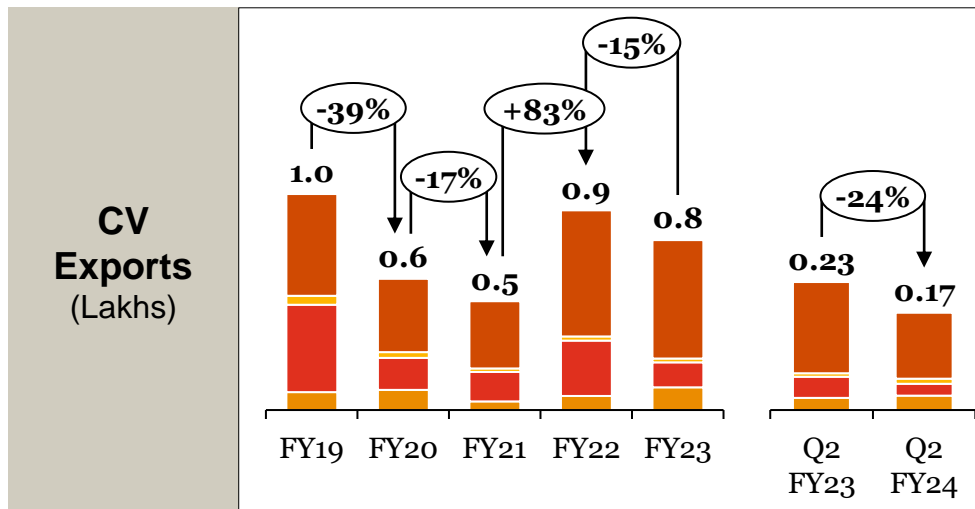
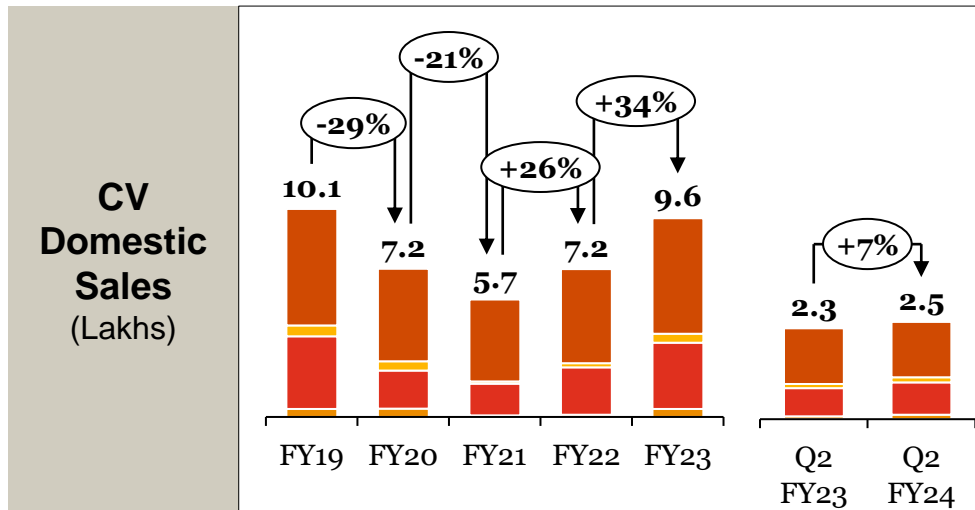
- 3Wh sales saw a 64% spike led by Bajaj auto with a market share of 67% grew more than 80% primarily owing to the previous year's low base effect and positive market sentiment.
- Sales of Passenger Carriers increased by 72% (vs. Q2 FY23) and that of goods carriers by 30%.

- Currency devaluations and monetary crises in Africa and other developing countries led to a decrease of 29% in exports
- The exports of Passenger Carriers declined by 29% and Goods carriers fell by 45% (vs. Q2 FY23)

Commercial vehicles

(Internal combustion engine)

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



Market Share Q2 FY24

Tata Motors Ltd	38.77%
Mahindra & Mahindra Ltd	27.64%
Ashok Leyland Ltd	18.94%
VECV-Eicher	7.24%
Other	7.41%

Market Share Q2 FY24

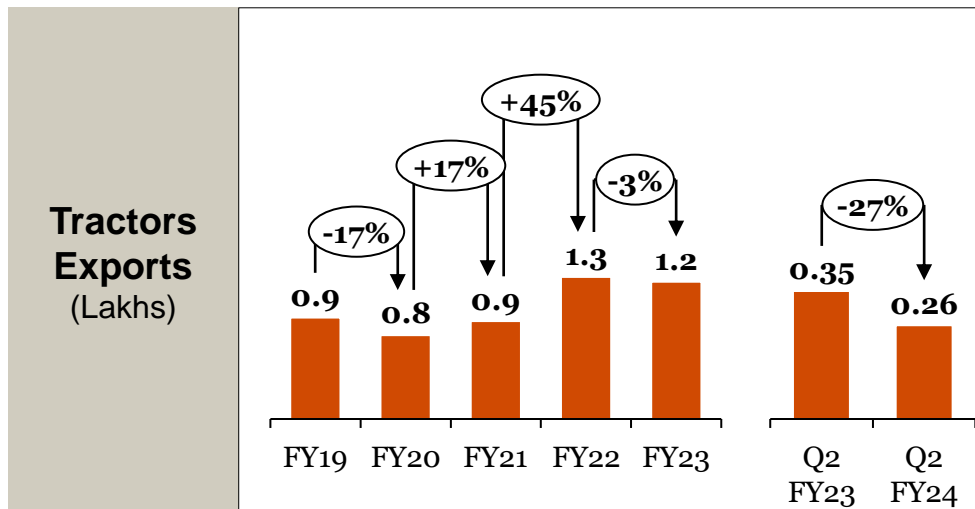
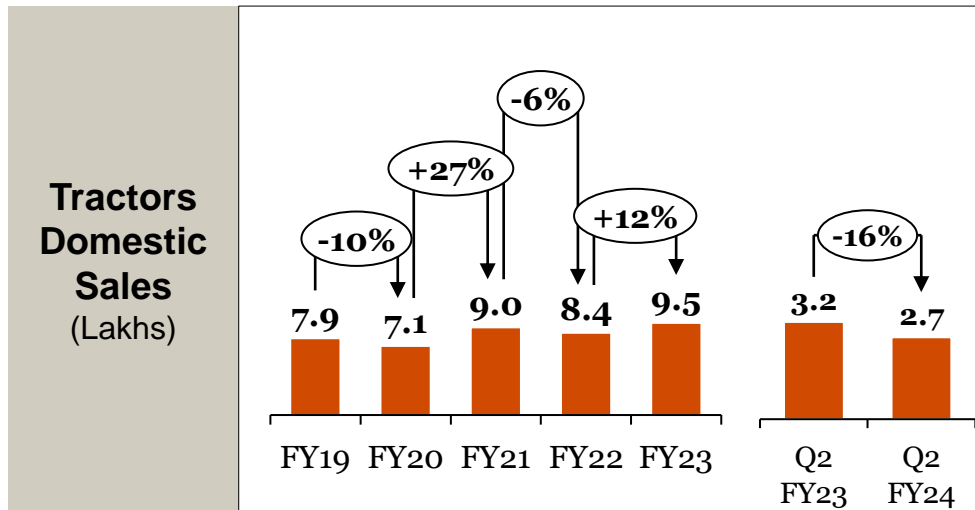
Tata Motors Ltd	28.16%
Mahindra & Mahindra Ltd	23.45%
Isuzu Motors India Pvt Ltd	21.37%
Ashok Leyland Ltd	16.83%
Other	10.20%

Key Trends

- M&HCV sales increased by 18% & LCV sales increased by 4%. The volume of M&HCVs increased in Q2 FY24
- A concern for dealers is the soaring inventory levels, which reached an all-time high of 60-65 days.
- Passenger carrier M&HCV (Buses) sales increased by 46% and those in LCV by 24%

- Exports declined by 24% due to the prevailing economic situation in most overseas markets
- The evolving geopolitical situation, heightened inflation, rising interest rates, and recessionary fears remain to be major concerns for the export market going forward
- Goods carriers' exports in M&HCV and LCV are down by 43% and 28% respectively.

Tractors



Market Share Q2 FY24

Mahindra & Mahindra Ltd.	36.93%
International Tractors Ltd.	19.23%
TAFE	15.84%
Escorts Ltd.	9.50%
Other	18.51%

Market Share Q2 FY24

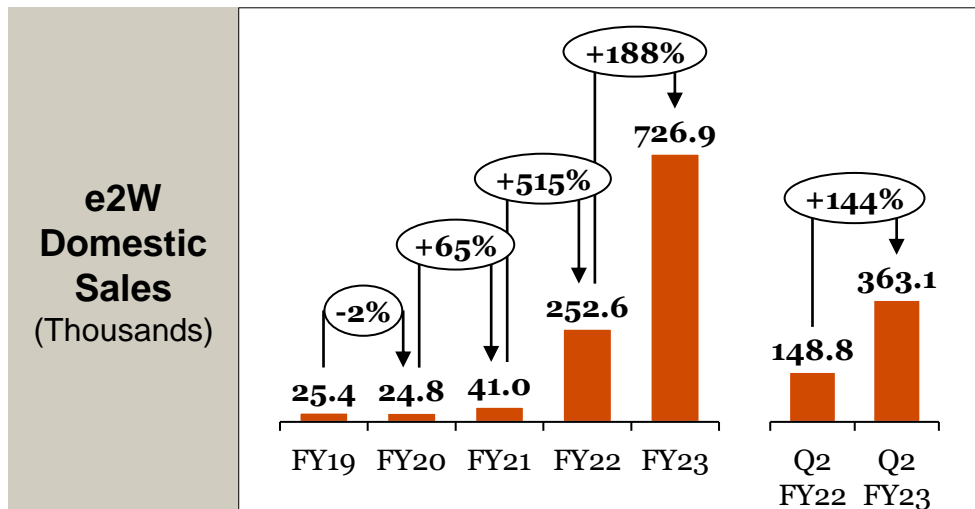
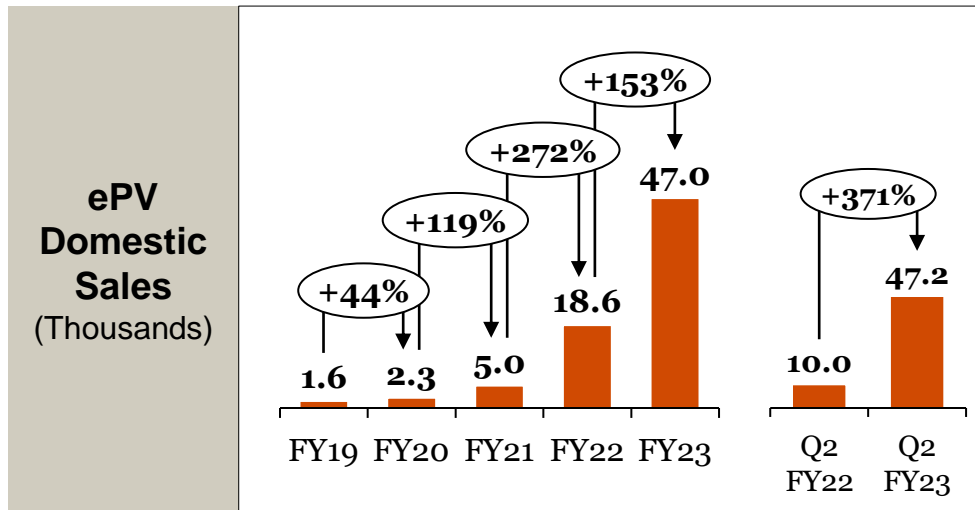
International Tractors Ltd.	37.53%
TAFE	13.90%
Johndeere	13.10%
Mahindra & Mahindra Ltd.	12.42%
Other	23.04%

Key Trends

- Weak Agri sentiment and rural slowdowns led to sluggish tractor sales. The decrease can be attributed to lower production of key crops such as wheat and weak monsoon this year.

- Lower demand from South and North American countries due to rising inflation and delays in providing subsidies by the government in countries like Poland has impacted export numbers.

Electric Vehicles – 2W & PV



Market Share Q2 FY24

Tata Passenger Electric Mobility Ltd	55.83%
Tata Motors Passenger Vehicles Ltd	15.60%
Mg Motor India Pvt Ltd	12.47%
Mahindra & Mahindra Limited	5.63%
Other	10.47%

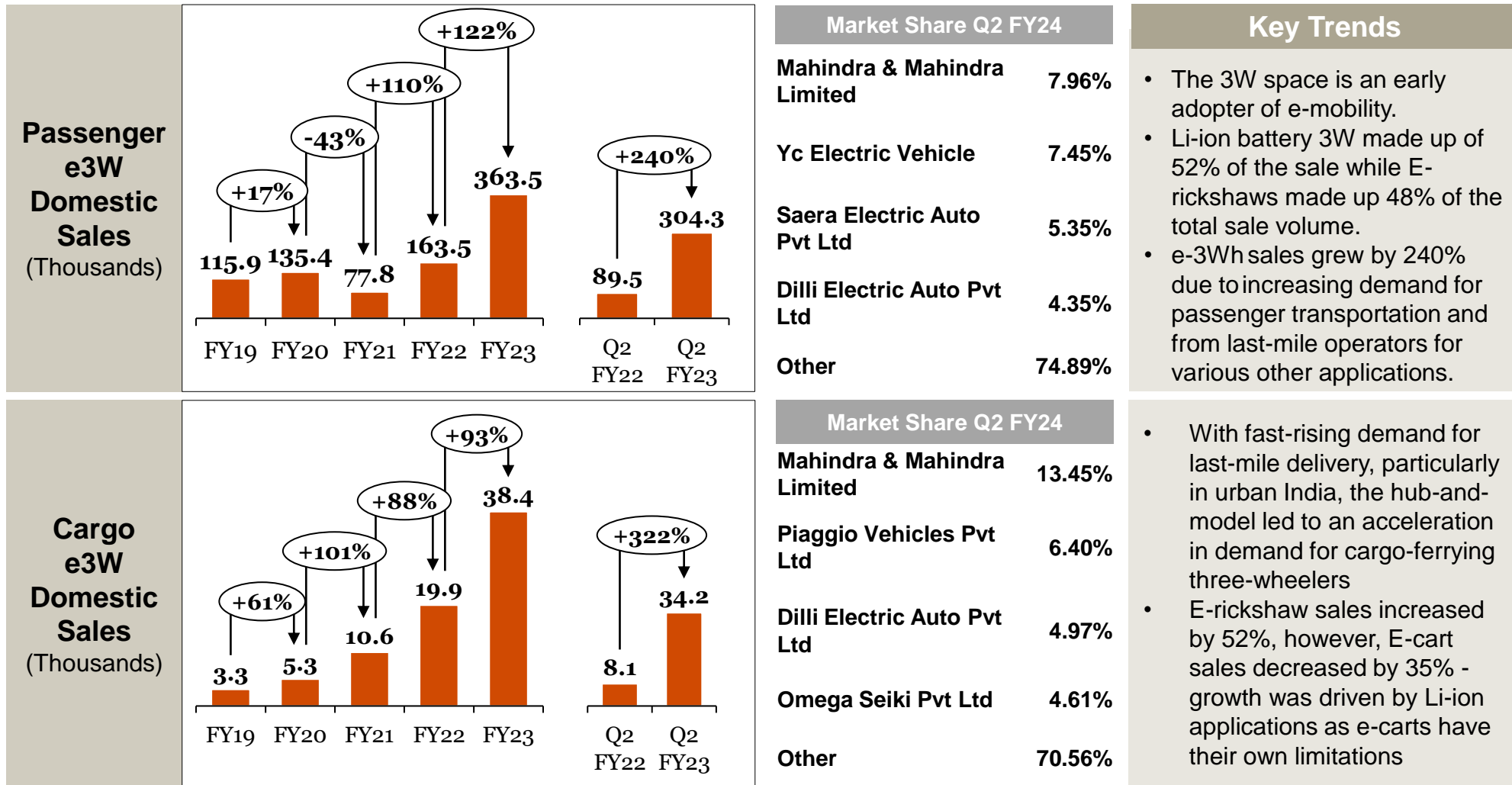
Market Share Q2 FY24

Ola Electric Technologies Pvt Ltd	30.39%
Tvs Motor Company Ltd	20.49%
Ather Energy Pvt Ltd	13.71%
Bajaj Auto Ltd	9.81%
Others	25.59%

- Key Trends**
- e-PV sales increased with new products entering the market, and growing consumer recognition of the benefits of EVs – on their wallets and to the environment
 - This is backed by growing infrastructure to support EVs.
 - With the launch of more affordable models, e-PVs have become an attractive option

- Sales more than doubled Y-o-Y due to enhanced technology features, increased ride comfort & novelty factors
- Favourable government policies and growing awareness amongst consumers also helped boost sales

Electric Vehicles – 3W

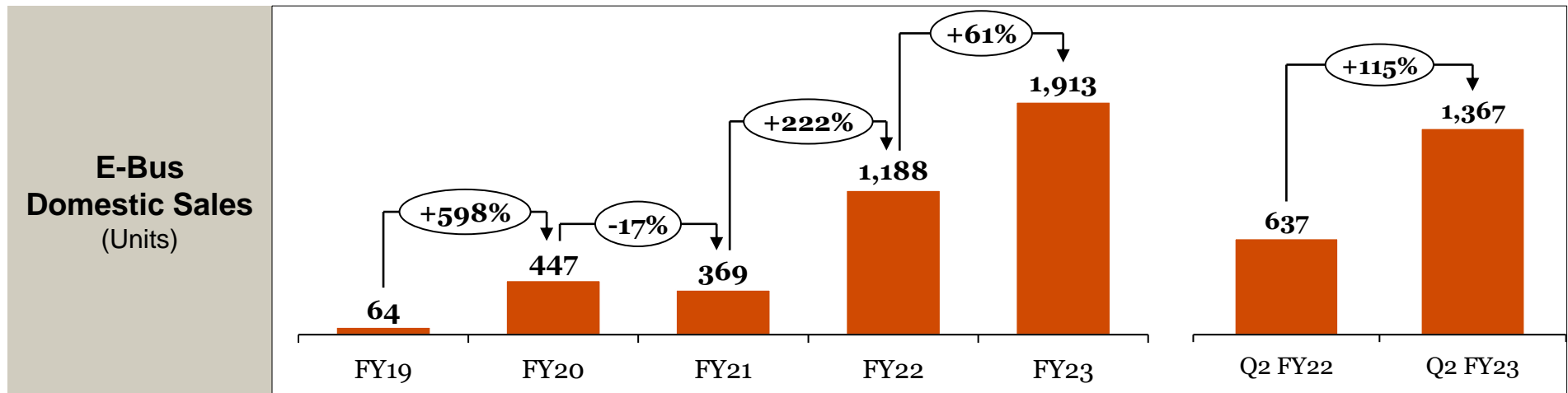


Key Trends

- The 3W space is an early adopter of e-mobility.
- Li-ion battery 3W made up of 52% of the sale while E-rickshaws made up 48% of the total sale volume.
- e-3Wh sales grew by 240% due to increasing demand for passenger transportation and from last-mile operators for various other applications.

- With fast-rising demand for last-mile delivery, particularly in urban India, the hub-and-model led to an acceleration in demand for cargo-ferrying three-wheelers
- E-rickshaw sales increased by 52%, however, E-cart sales decreased by 35% - growth was driven by Li-ion applications as e-carts have their own limitations

Electric Vehicles – Buses



Market Share Q2 FY24

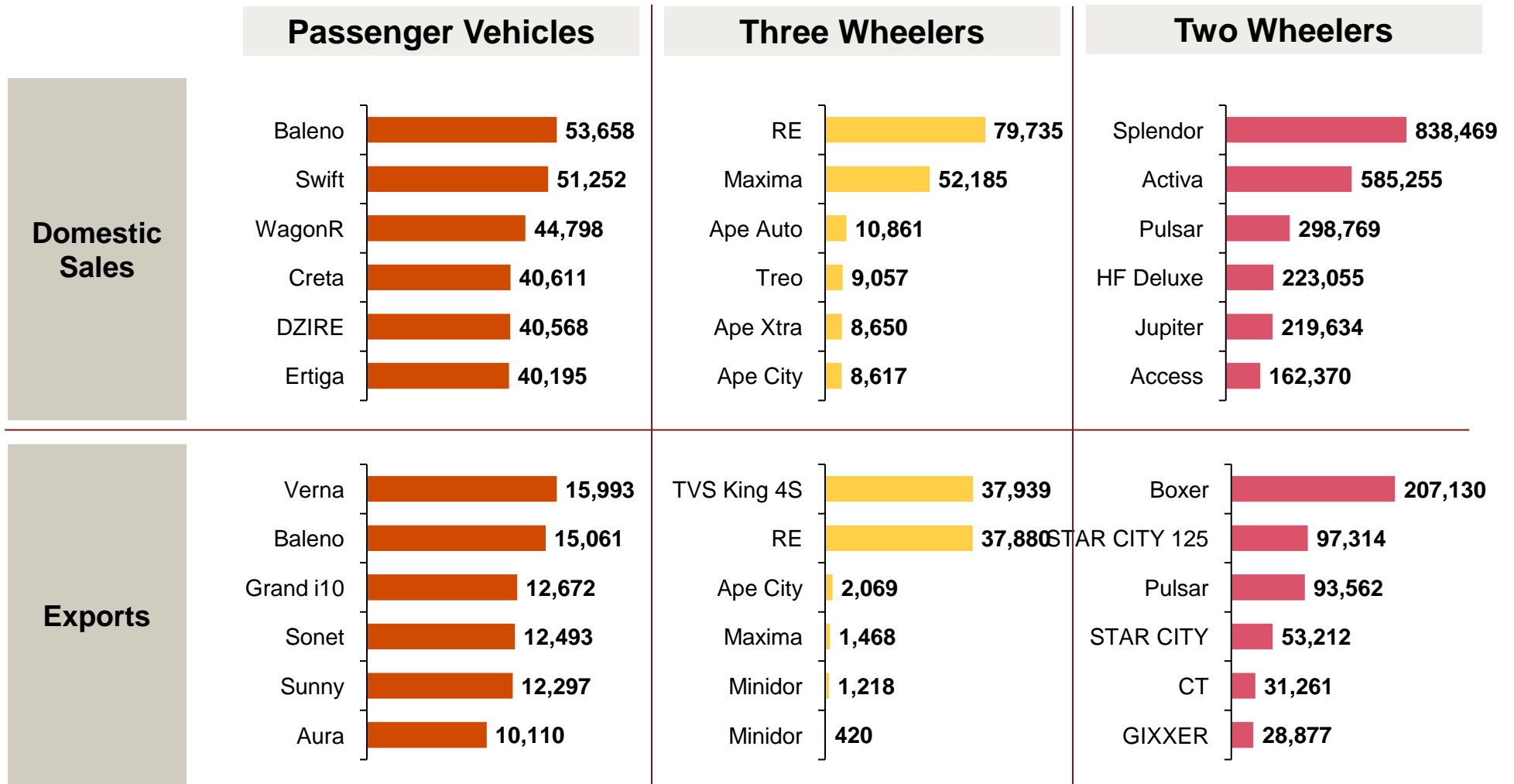
Tata Motors Ltd	55.01%
Pmi Electro Mobility Solutions Private Limited	11.63%
Olectra Greentech Ltd	10.10%
Mytrah Mobility Pvt Ltd	7.32%
Other	15.95%

Key Trends

- Convergence Energy Services Limited (CESL) announced floating a tender for the deployment of 5,690 electric buses
- The central government passed a tender to procure around 3,500 new e-buses for nine cities, each with a population of over 4 million each
- Penetration for e-buses is on the rise in multiple applications like city, intercity, staff, tarmac and school applications – demand aggregation has brought economies of scale into the segment

Q2 FY24 Model-wise Sales

(Internal combustion engine)





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