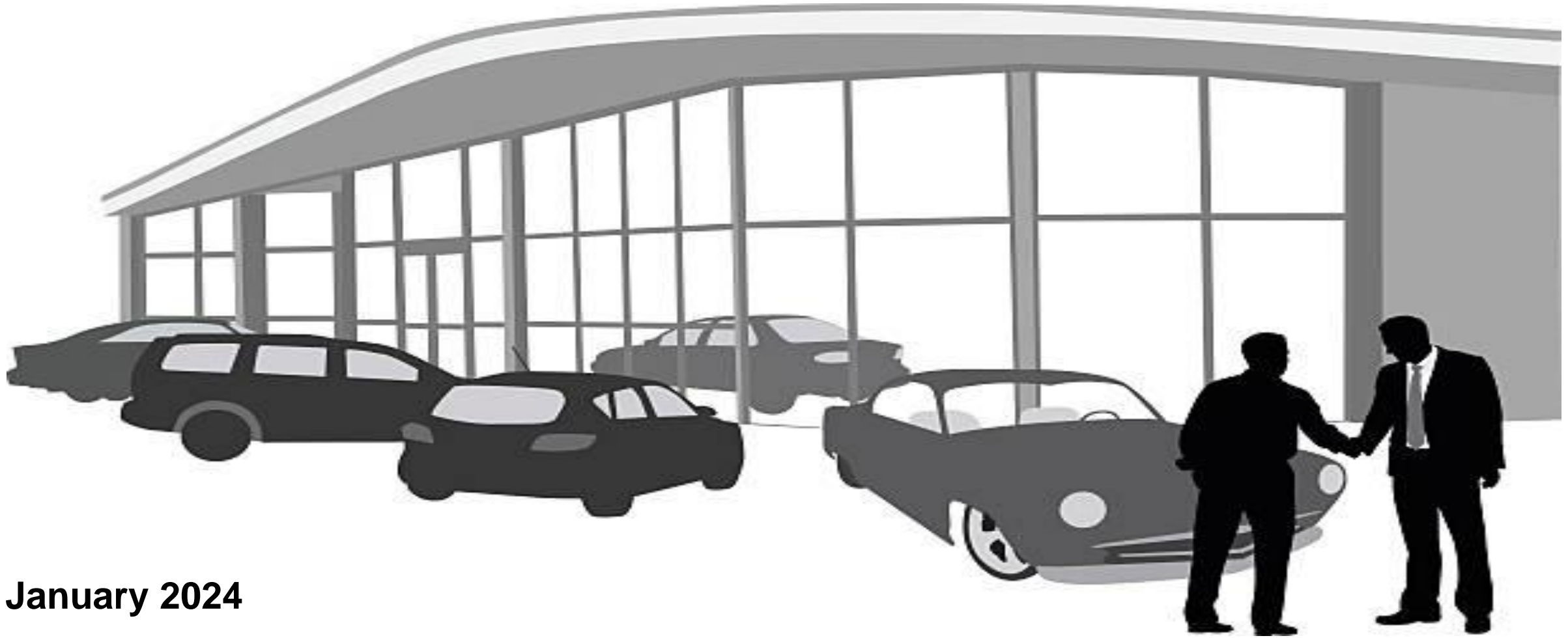


Monthly trend – Retail versus off-take

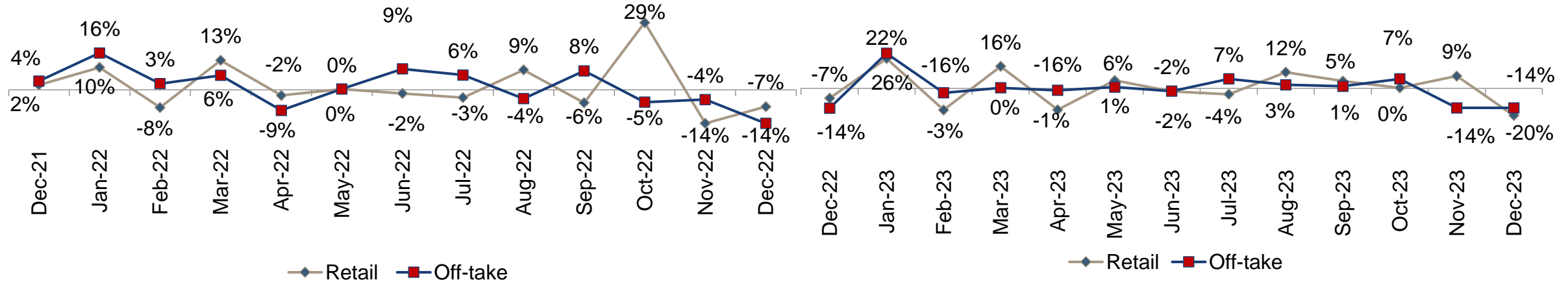


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January 2024

PV: Sequential drop in retails and oftakes in December

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



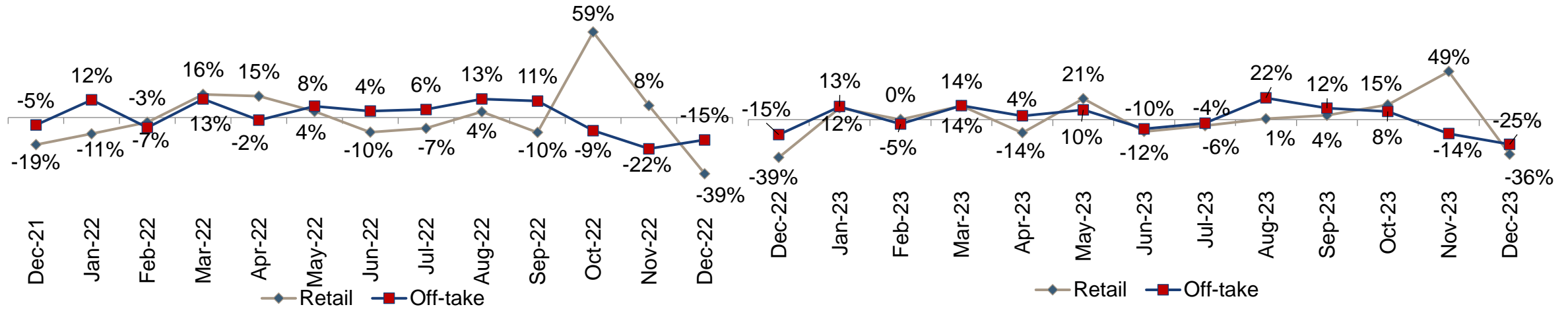
Source – MoRTH, SIAM, Tata Motors, CRISIL MI&A

- PV retails contracted 20% m-o-m in December after the festive demand
- Compared to last December, retails clocked a 3% growth; this growth was primarily led by aggressive year end promotions and prebuying amidst price hike from Jan.
- Offtake declined 14% m-o-m with inventory correction post festive built up in September ,October and November.
- Significant concern was the high inventory levels, after the festive season.
- Offtakes also witnessed 4% growth compared to last year

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2W: Offtakes and retails contracted post festive season

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

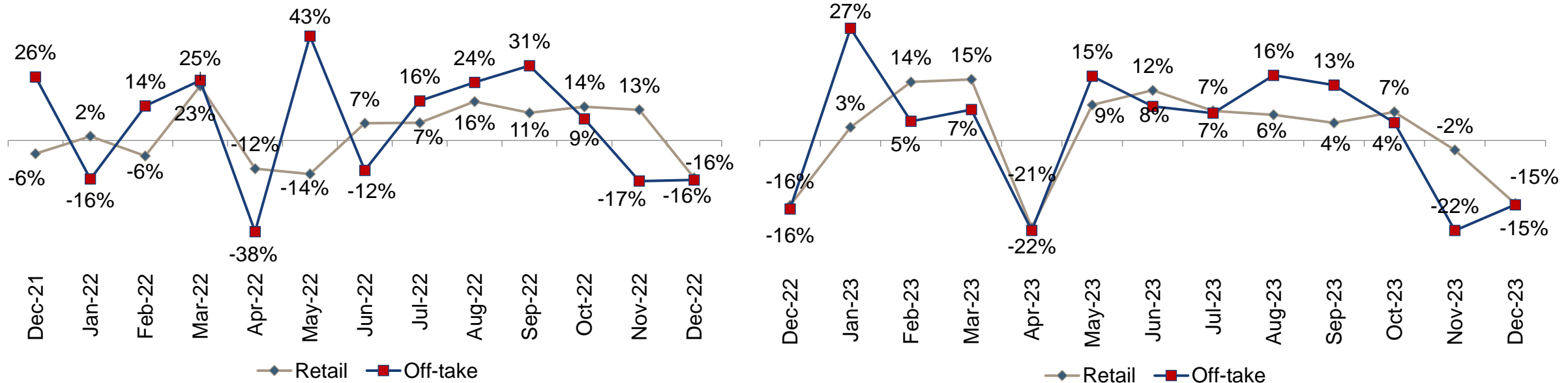


Source – MoRTH, SIAM, CRISIL MI&A

- Retails witnessed a significant drop of 36% m-o-m in the month of December post festival. 2W industry witnessed healthy festive demand during the year.
- Lucrative financial option coupled with the anticipation of price increases in Jan 2024 supported retail momentum in December.
- Retails rose 29% y-o-y from a low base of last year
- Offtakes declined 25% m-o-m to normalize inventory level.
- However, compared to last year, offtakes witnessed a sizable 16% growth accelerated by scooter segment which clocked 37% growth and motorcycle segment with 6% growth.

3W: Sequential drop in offtakes as well as retails in December

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

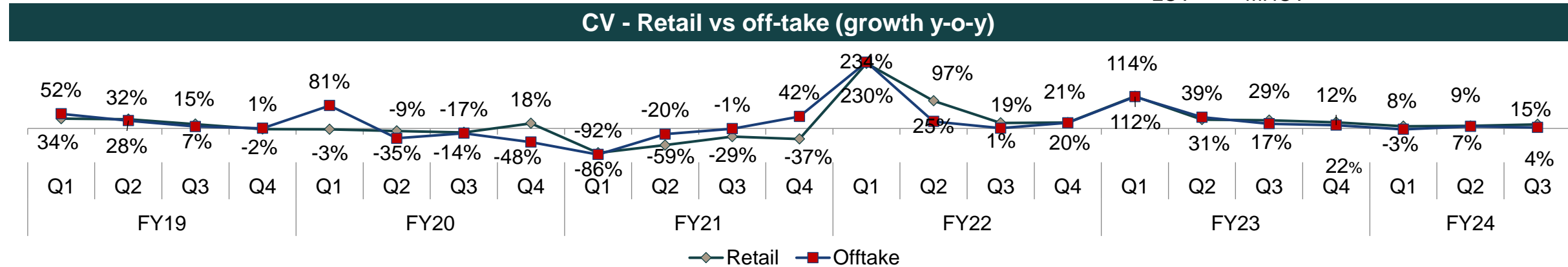
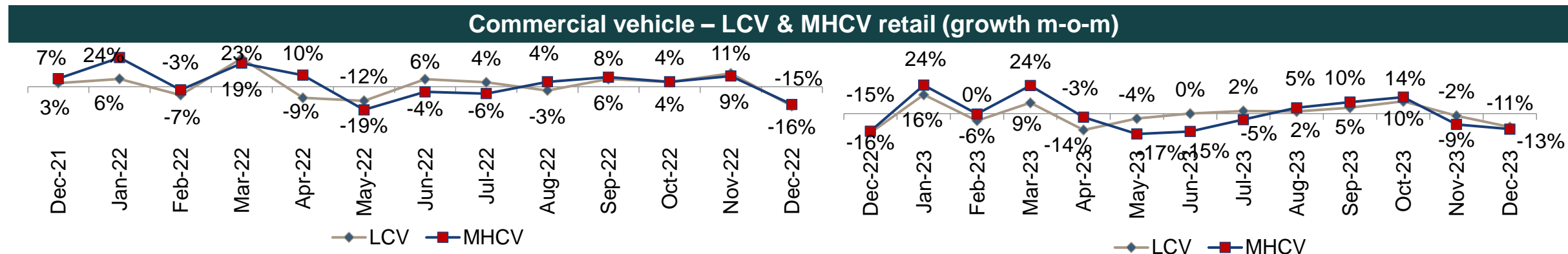


Note: E rickshaw segment has not been covered on the analysis
 Source – MoRTH, SIAM, CRISIL MI&A

- 3W offtake contracted by 15% during December to minimize year end stock level
- However, on a y-o-y basis, offtakes grew 34% primarily contributed by the passenger segment with 37% growth while goods segment witnessed 25% growth on the back of increased demand for last mile connectivity.
- Continued demand and improved supply of E Autos provided an added boost .
- Retails declined 15% m-o-m during December owing to consecutively high retails during festive season.

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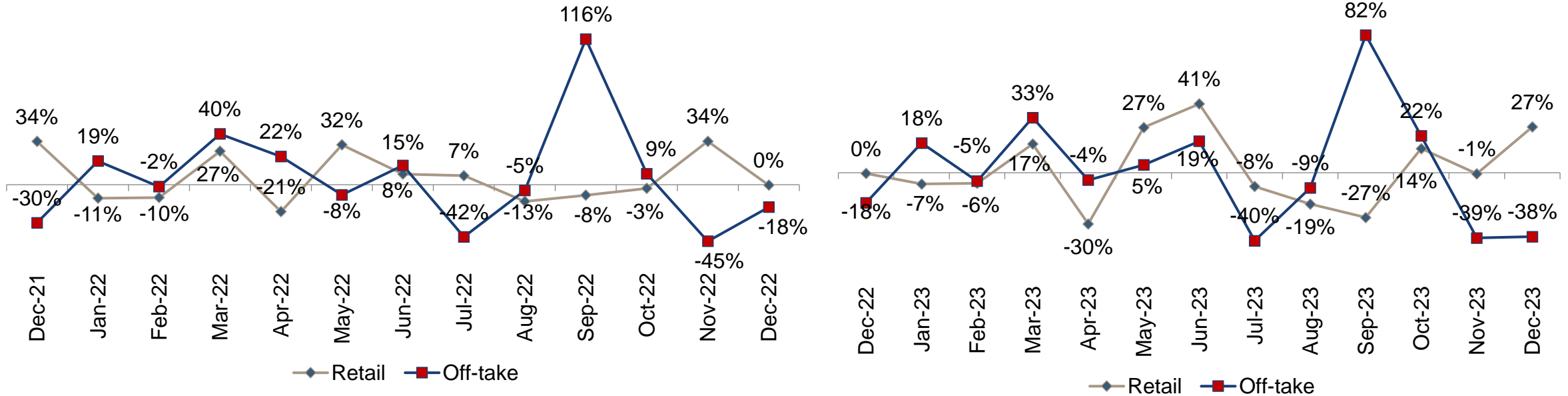
CV: Contraction in retails during December



- LCV retails contracted by 11% in December owing to consecutively high base of previous months. MHCV segment retails declined 13% compared to last month.
- For the total CV industry, retails contracted by 12% in December post positive festive traction. However, compared to last year retails witnessed 4% growth.
- Growth was majorly driven by increased industrial activity and infrastructure development especially for MHCV segment
- Bus segment also saw a rise particularly in transportation and tourism aided by orders from various state transport departments
- Offtake grew 4% on year during Q3 amidst the festive built up and retails improved 15% compared to Q3 last year.

Tractor: Sequential growth in retails; offtake contracted in December

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



Source – MoRTH, Industry, CRISIL MI&A

- Retail grew 27% in December owing to availability of cashflow with the farmers and increase in subsidy in few states
- Retail were rangebound compared to last year.
- Sharp decline of 38% in December offtakes amidst the high stock levels at the end of festive period
- Offtakes levels were 20% lower than the last year's offtake.

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