

Monthly Auto Sales - February 2018



Automobiles

Almost all automakers posted a healthy vehicle sales for the month of February 2018. In 2W space, BAL reported 31% in total sales while overall domestic sales increased 35%. RE, TVSL and HMCL reported a growth of 25%, 33.5% and 20% respectively. In the CV space, ASHLEY recorded 29% increase in total sales. M&M and TAMO reported 28% and 36% growth in CV sales during the month, fuelled by robust infrastructural developments, fresh tenders in car carriers, coal movement and the petroleum sector. In PV space, continuing the growth momentum, domestic sales of MSIL grew 13%. The compact car segment comprising the Swift, Baleno, Ignis, Celerio and Dzire models led the sales blitz up 39%. The new Swift had received 40,000 bookings before its rollout early February and along with the earlier model sold 14,445 units during the month ranking fourth in the pecking order in the Top 10 list of cars sold during the month. The Baleno has already been a frontrunner model for the carmaker selling 17770 units during the month. With the Swift production being shifted to Gujarat, the Baleno has more production capacity available at the Manesar facility. Its waiting is down to 8-12 weeks easing pressure at dealerships as well. The utility vehicle segment came next with an upswing of 14%. The Mini growth however remained flat at 2%. The Ciaz sedan continues to de-grow at 17%. A reason for this is the high GST rate enforced on hybrid cars. Tata Motors' domestic sales of PV were up 45%. This uptick came on the back of its new models - the Tiago, Tigor, Nexon and the Hexa that have been raking the numbers. Its passenger car segment posted a growth of 17% while the UV segment faced a step up of 165%. M&M remained laggard in the industry with sales growing 8%.

Automobile Sales - February 2018

Name of the company	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Maruti Suzuki	148572	149940	-1%	130144	14%	1610355	1428244	13%
Tata Motors	63761	64341	-1%	47573	34%	562108	485323	16%
M&M- Vehicles	51127	52048	-2%	42826	19%	486388	450955	8%
M&M- Tractors	20483	21875	-6%	15007	36%	286133	243655	17%
Ashok Leyland	18181	18101	0%	14067	29%	152378	126387	21%
Hero Motocorp	629597	641501	-2%	524766	20%	6852384	6053952	13%
Bajaj Auto	357883	353147	1%	273513	31%	3672443	3393753	8%
Eicher Motors	73077	77878	-6%	58439	25%	744136	606377	23%
Escorts	6462	5316	22%	4247	52%	68627	56707	21%
TVS Motors	290673	271801	7%	211470	37%	3139451	2670939	18%
HMSI	519735	517732	0%	370122	32%	6436467	4874424	32%
Hyundai India	55422	56216	-1%	52734	5%	488232	630226	-23%

Segment-wise sales

Segments	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Total Two-Wheelers*	1800865	1789042	1%	1404532	28%	20184043	17117497	18%
Total Passenger Vehicles**	280369	287836	-3%	254890	10%	2890766	2780578.5	4%
Total Commercial Vehicles#	87052	85112	2%	66356	31%	990120	624094.56	59%
Total Three-Wheelers@	78859	81761	-4%	40066	97%	747602	564813	32%
Total Industry Sales	2247145	2243751	0%	1765844	27%	24812531	21086983	18%

* - Includes Hero Motocorp, Bajaj Auto, TVS Motors & Eicher Motors

** - Includes Maruti, Hyundai India, M&M, Tata Motors, Honda Cars & Ford India

- Includes Tata Motors, Ashok Leyland, M&M & VECV

@ - Includes Bajaj Auto, TVS Motors, M&M & Atul Auto

Other information

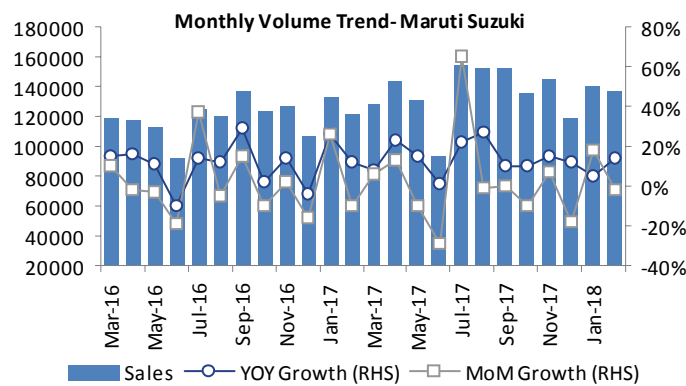
- Threatened with a 10% drop in capacity utilisation in tyre production in the current quarter due to the continuing crunch in carbon black, Automotive Tyre Manufacturers Association (ATMA) members have offered to pick up the entire stock available in the country. The statement from Atma came in the wake of carbon black manufacturers' assertion that there was no shortage and production was in surplus of domestic demand. ATMA has asked the carbon black manufacturers body to reveal the stock that is available for offtake.
- The Indian tyre industry has asked the government to allow tyre industries to import carbon black on duty free basis, waive the anti-dumping duty on import of the product from China and regulate exports to overcome its shortage in the market.

The crunch in domestic availability of carbon black has reached such an extent that several domestic tyre companies have been forced to shut down units in the recent past, the Automotive Tyre Manufacturers Association (ATMA) has stated.

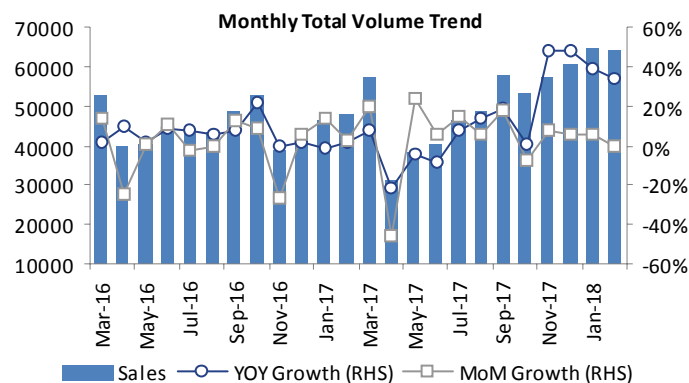
- Tractor sales in India will hit a record in the current fiscal but moderate in 2018-19, according to a report by India Ratings and Research (Ind-Ra). The industry has already recorded strong volume growth of 16.6 per cent with total domestic volumes sales of 6,59,170 tractors in the April-January period of 2017-18, the credit rating agency said.
- Electric vehicle (EV) sales in India are expected to witness a double-digit growth till 2020, fuelled by government measures for the sector and reducing battery prices, among others, says a report by Assocham and global advisory services firm EY.

Company-wise Performance
Maruti Suzuki

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Mini	33789	33316	1%	33079	2%	389672	383008	2%
Compact	65213	67868	-4%	47002	39%	679590	524151	30%
Mid size	4897	5062	-3%	5886	-17%	54592	59530	-8%
Uvs	20324	20693	-2%	17863	14%	230995	177430	30%
Vans	12425	12250	1%	14195	-12%	141448	140381	1%
Domestic PV Sales	136648	139189	-2%	120599	13%	1496297	1315946	14%
Exports	11924	10751	11%	9545	25%	114058	112298	2%
Total Sales (Excl LCV)	148572	149940	-1%	130144	14%	1610355	1428244	13%


Tata Motors

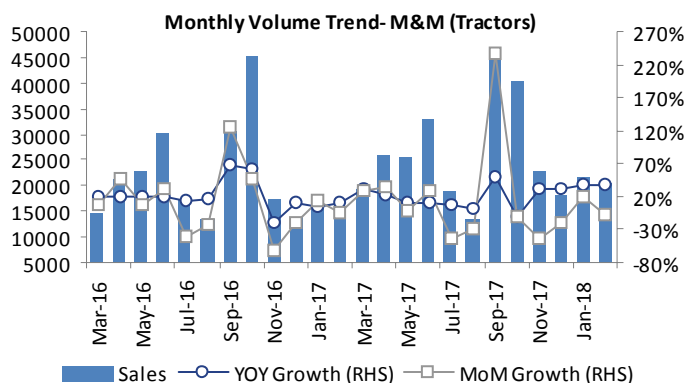
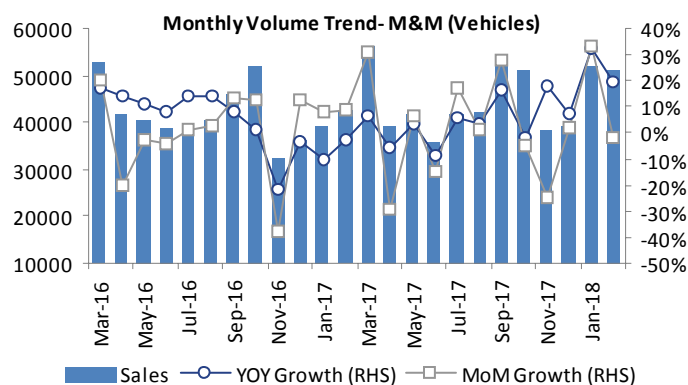
Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
CVs	41222	39386	5%	30407	36%	350161	289027	21%
PVs	17771	20055	-11%	12272	45%	167055	137730	21%
Total Domestic Sales	58993	59441	-1%	42679	38%	517216	426757	21%
Exports	4768	4900	-3%	4894	-3%	44892	58566	-23%
Total Sales	63761	64341	-1%	47573	34%	562108	485323	16%



M&M

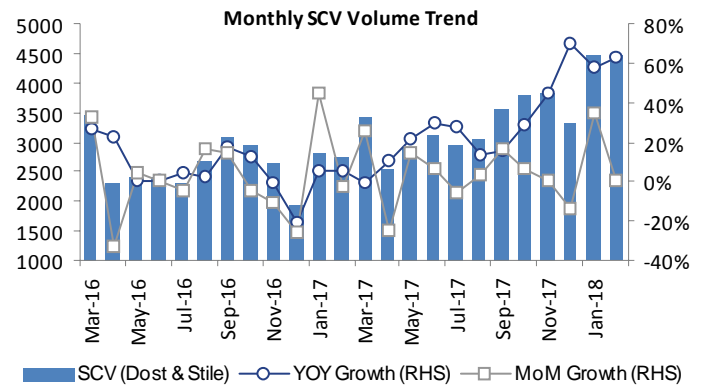
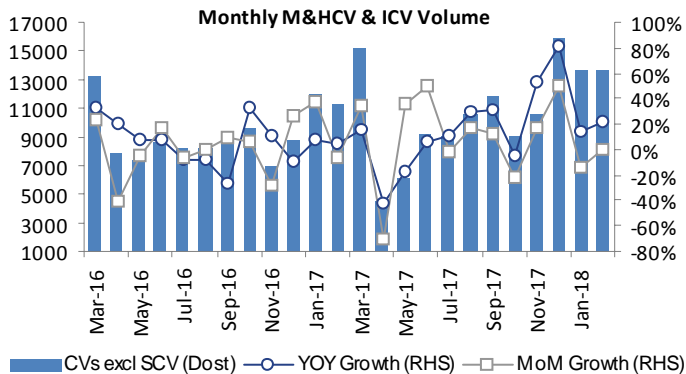
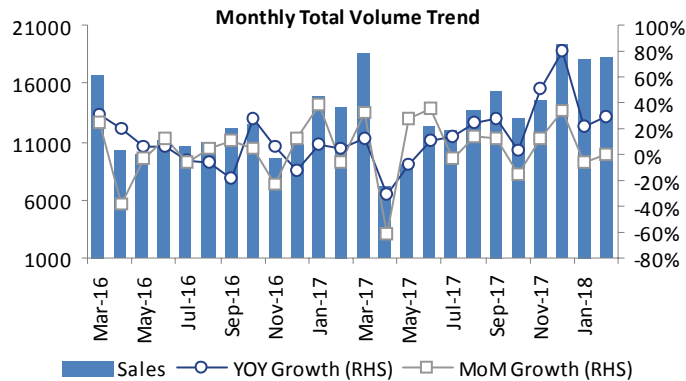
Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Vehicles								
Passenger vehicles	22389	23686	-5%	20717	8%	222460	211119	5%
CVs	20946	21002	0%	16383	28%	191302	158040	21%
3 wheelers	5138	4744	8%	3426	50%	48023	47244	2%
Domestic Sales	48473	49432	-2%	40526	20%	461785	416403	11%
Exports	2654	2616	1%	2300	15%	24603	34552	-29%
Total Sales	51127	52048	-2%	42826	19%	486388	450955	8%
Tractors								
Domestic Sales	19280	20647	-7%	13834	39%	272057	230436	18%
Exports	1203	1228	-2%	1173	3%	14076	13219	6%
Total Sales	20483	21875	-6%	15007	36%	286133	243655	17%

- Mahindra & Mahindra which plans to invest Rs 800 crore towards product development and capacity expansion in its electric vehicle business, aims to double its portfolio and bring on road at least four new models in the segment in the next three years. Given that incentives under the FAME (Faster Adoption and Manufacturing of Electric Vehicles) Scheme are expected to be there for the duration, the company is predicting massive potential to grow electric vehicle sales.

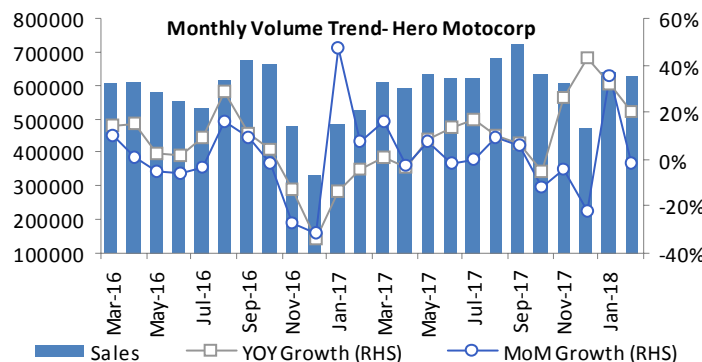


Ashok Leyland

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
M&HCVs and LCVs	13726	13643	1%	11329	21%	114333	98041	17%
SCVs	4455	4458	0%	2738	63%	38045	28346	34%
Total Sales	18181	18101	0%	14067	29%	152378	126387	21%

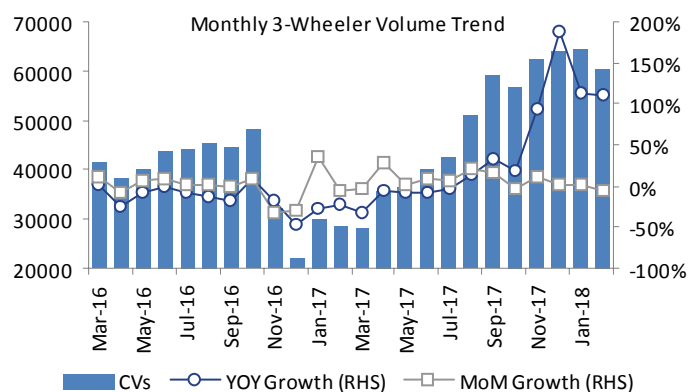
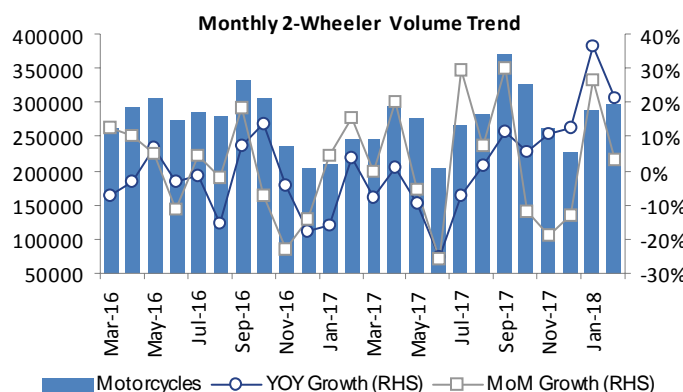
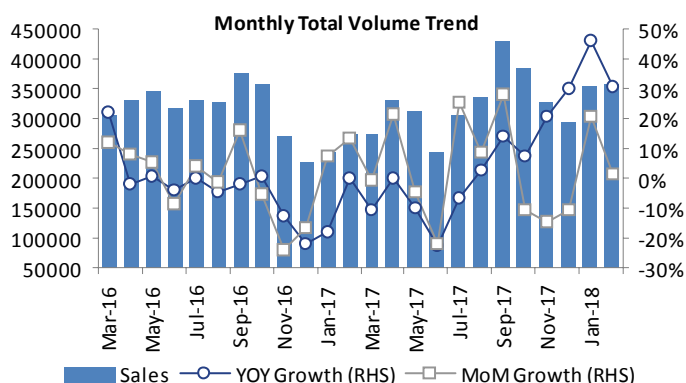

Hero Motocorp

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Total Sales	629597	641501	-2%	524766	20%	6852384	6053952	13.2%

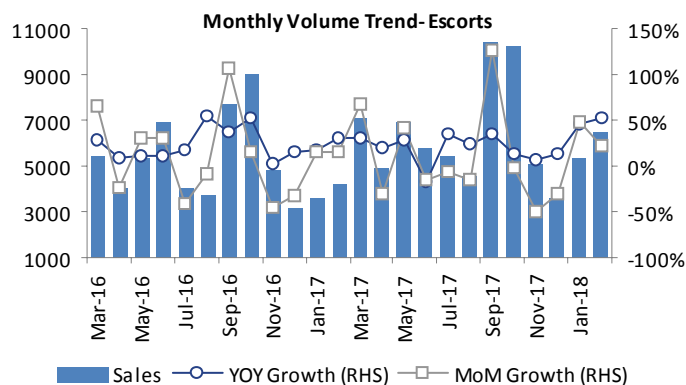


Bajaj Auto

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Motorcycles	297514	288936	3%	244958	21%	3099395	2975697	4%
3 Wheelers	60369	64211	-6%	28555	111%	573048	418056	37%
Total Sales	357883	353147	1%	273513	31%	3672443	3393753	8%
Exports	143860	150954	-5%	114404	26%	1531829	1308415	17%

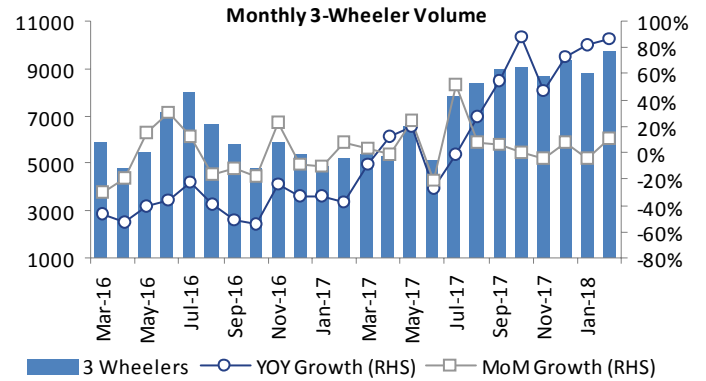
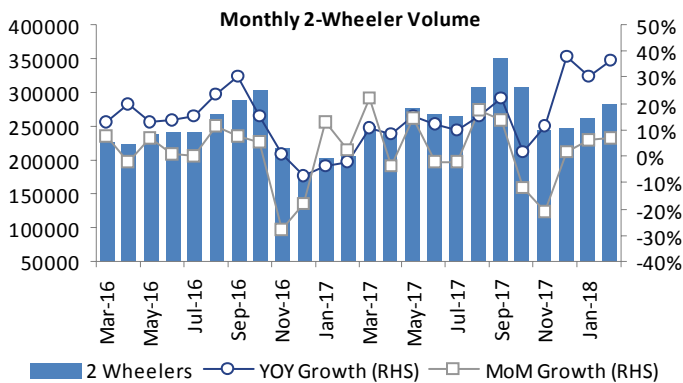
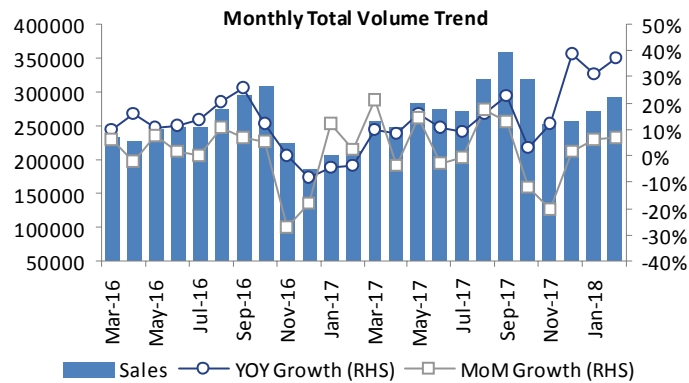

Escorts

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Domestic Sales	6295	5160	22%	4104	53%	66889	55685	20%
Exports	167	156	7%	143	17%	1738	1022	70%
Total Sales	6462	5316	22%	4247	52%	68627	56707	21%



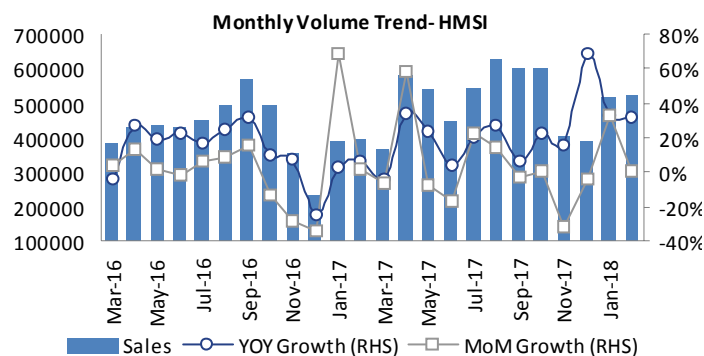
TVS Motors

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
2 Wheelers	280942	262995	7%	206247	36%	3051661	2607047	17%
3 Wheelers	9731	8806	11%	5223	86%	87790	63892	37%
Total Sales	290673	271801	7%	211470	37%	3139451	2670939	18%
Exports	58564	42802	37%	38215	53%	514587	386497	33%

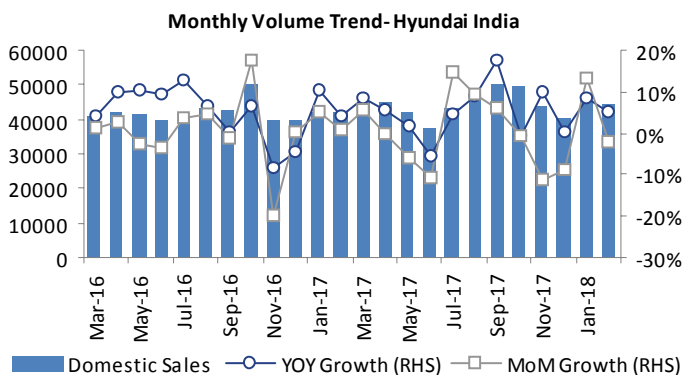


HMSI

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Domestic	489591	488809	0%	370122	32%	6102104	4618529	32%
Exports	30144	28923	4%	23520	28%	334363	255895	31%
Total Sales	519735	517732	0%	393642	32%	6436467	4874424	32%

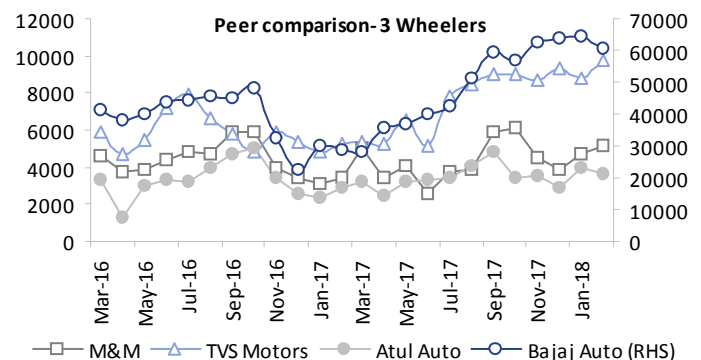
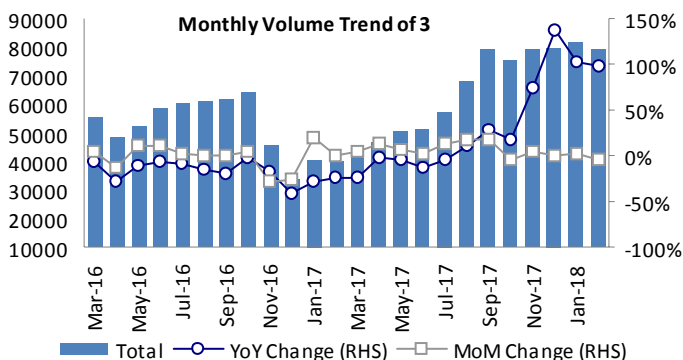
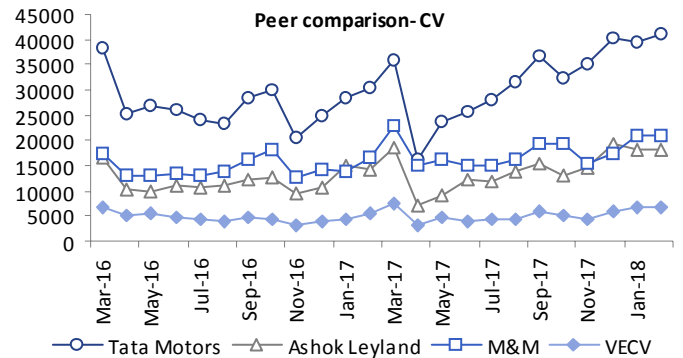
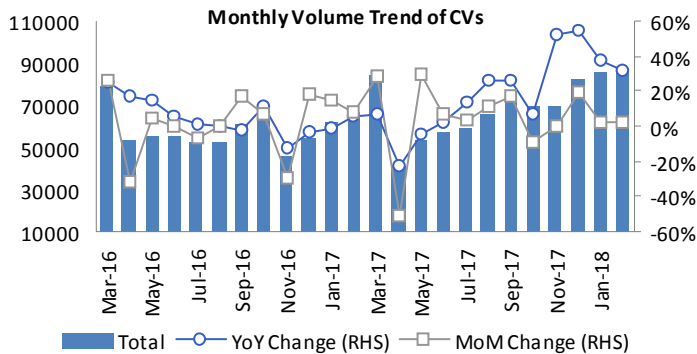
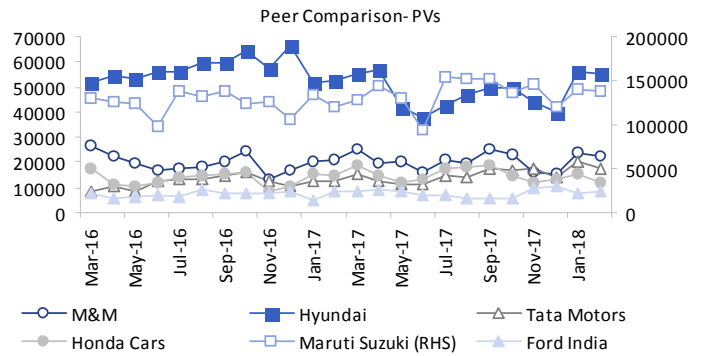
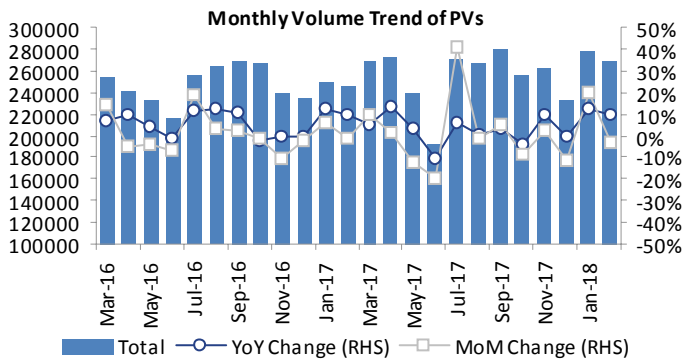
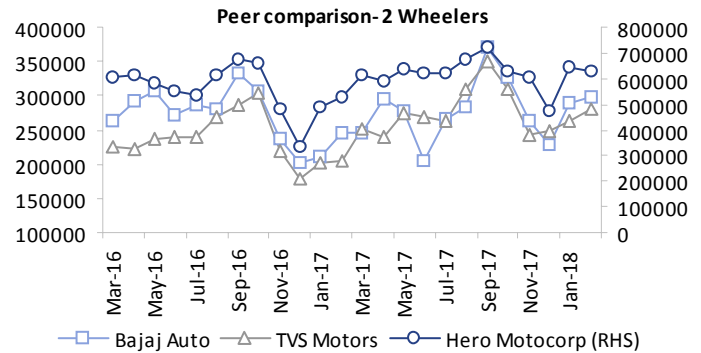
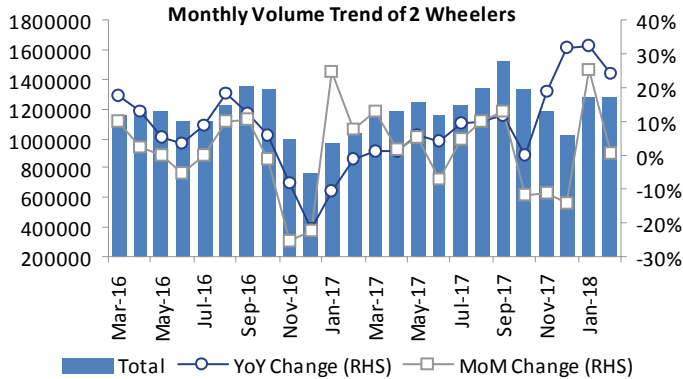

Hyundai India

Particulars	Feb-18	Jan-18	% MoM	Feb-17	% YoY	YTD FY18	YTD FY17	% YoY
Domestic Sales	44505	45508	-2%	42327	5%	488232	464950	5%



Automobiles

Segment-wise growth over the last 24 months



* - Includes Hero Motocorp, Bajaj Auto, TVS Motors & Eicher Motors

** - Includes Maruti, Hyundai India, M&M, Tata Motors, Honda Cars & Ford India

- Includes Tata Motors, Ashok Leyland, M&M & VECV

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Sharad Avasthi

Head - Equity Research

sharad.avasthi@spasec.in

Tel.: +91-022-4289 5600

Ext.205

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