

# **AUTO SALES UPDATE**

**for the month of January 2021**



PVs showed a sustained upturn, Exports drive two-wheelers sales, CVs see green shoot.

## Passenger Vehicles Sales for major players

Particulars	January			December	
	2021	2020	YoY%	2020	MoM%
Maruti Suzuki India (Ex - Exports)	148,307	144,499	2.6	140,754	5.4
M&M (Ex - Exports)	20,634	19,797	4	16,182	27.5
Hyundai Motor India (Ex - Exports)	52,005	42,002	23.8	47,400	9.7

Source: Company, SMIFS Research

## 2W Sales for major players

Particulars	January			December	
	2021	2020	YoY%	2020	MoM%
Hero Moto	485,889	501,622	-3.1	447,335	8.6
Bajaj Auto	384,936	332,342	16	372,532	3.3
TVS Motor	2,94,596	2,20,439	33.6	258,239	14.1

Source: Company, SMIFS Research

## CV Sales for major players

Particulars	January			December	
	2021	2020	YoY%	2020	MoM%
Ashok Leyland	13,126	11,850	11	12,762	2.9
Eicher Motors	5,673	5,544	2.3	4,892	16.0

Source: Company, SMIFS Research

## Comments

“At Mahindra we have witnessed a growth of 5% in Utility Vehicles for the month of January. We have also seen strong bookings fueled by continued demand. Supply shortage of micro-processor semiconductors continues to be a serious challenge for the Auto Industry. Going forward we are working with our supplier partners to gear up our supply chain and meet the market demand.” - **Veejay Nakra, Chief Executive Officer, Automotive Division, M&M Ltd.**

“While driving farm mechanisation, our aim is to increase customer productivity significantly without increasing total cost of product ownership. The performance is powered by our heavy duty product portfolio which now includes the versatile Sikander DLX Potato Special series especially designed for potato farmers.” - **Raman Mittal, executive director, Sonalika Group.**

## Maruti Suzuki India Ltd.

### MSIL SALES VOLUMES (In Units)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
Mini	25,153	25,885	-2.8	177,547	204,289	-13.1
Compact	76,935	84,340	-8.8	556,929	677,263	-17.8
Mini + Compact	102,088	110,225	-7.4	734,476	881,552	-16.7
Mid-Size	1,347	835	61.3	10,714	20,851	-48.6
<b>Total Passenger Cars</b>	<b>103,435</b>	<b>111,060</b>	<b>-6.9</b>	<b>745,190</b>	<b>902,403</b>	<b>-17.4</b>
Utility vehicles	23,887	16,460	45.1	176,043	200,790	-12.3
Vans	11,680	12,324	-5.2	81,643	101,211	-19.3
LCV	3,602	2,406	49.7	23,519	20,594	14.2
<b>Total Domestic (PV +LCV)</b>	<b>142,604</b>	<b>142,250</b>	<b>0.2</b>	<b>1,026,395</b>	<b>1,224,998</b>	<b>-16.2</b>
Other OEM	5,703	2,249	153.6	26,927	20,199	33.3
<b>Total Domestic (Domestic + OEM)</b>	<b>148,307</b>	<b>144,499</b>	<b>2.6</b>	<b>1,053,322</b>	<b>1,245,197</b>	<b>-15.4</b>
Total Export	12,445	9,624	29.3	73,056	87,198	-16.2
<b>Total Sales (Domestic + Export)</b>	<b>160,752</b>	<b>154,123</b>	<b>4.3</b>	<b>1,126,378</b>	<b>1,332,395</b>	<b>-15.5</b>

Source: Company, SMIFS Research

## Mahindra & Mahindra Ltd.

### M&M Sales Volumes (In Units) (Automotive)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
<b>Passenger Vehicles</b>	<b>20,634</b>	<b>19,797</b>	<b>4</b>	<b>125,125</b>	<b>172,656</b>	<b>-28</b>
Utility Vehicles	20,498	19,455	5	123,507	165,619	-25
Cars + Van	136	342	-60	1,618	7,037	-77
<b>Commercial Vehicles</b>	<b>18,515</b>	<b>32,749</b>	<b>-43.5</b>	<b>1,57,976</b>	<b>2,63,510</b>	<b>-40.0</b>
LCV<2T	991	4,518	-78	20,973	35,201	-40
LCV 2T—3.5T	11,846	17,317	-32	105,971	135,433	-22
<b>LCV&gt; 3.5T + MHCV</b>	<b>551</b>	<b>1016</b>	<b>-46</b>	<b>2,897</b>	<b>10,320</b>	<b>-72</b>
<b>3W</b>	<b>2,841</b>	<b>8,137</b>	<b>-65</b>	<b>13,707</b>	<b>57,923</b>	<b>-76</b>
<b>Total Export</b>	<b>2,286</b>	<b>1,761</b>	<b>30</b>	<b>14,428</b>	<b>24,633</b>	<b>-41</b>

Source: Company, SMIFS Research

### M&M Sales Volumes (In Units) (Tractors)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
<b>Domestic Tractors</b>	<b>22,329</b>	<b>33,562</b>	<b>50</b>	<b>286,846</b>	<b>256,606</b>	<b>12</b>
Exports Tractors	1,216	787	55	8,536	9,135	7
<b>Total Tractors Sales</b>	<b>34,778</b>	<b>23,116</b>	<b>50</b>	<b>295,382</b>	<b>265,741</b>	<b>11.2</b>

Source: Company, SMIFS Research

## Ashok Leyland

### Ashok Leyland Sales Volumes

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
M&HCV Trucks	6,399	4,837	32	27,746	47,661	-42
M&HCV Bus	440	2,112	-79	1,282	15,517	-92
Total M&HCV	6,839	6,949	-2	29,028	63,178	-54
LCV	5,520	3,901	42	35,149	40,756	-14
<b>Total Domestic</b>	<b>12,359</b>	<b>10,850</b>	<b>14</b>	<b>64,177</b>	<b>103,934</b>	<b>-38</b>
M&HCV Trucks Domestic + Exports	6,554	5,072	29	29,242	49,458	-41
M&HCV Bus Domestic + Exports	820	2,682	-69	3,662	19,950	-82
Total M&HCV Domestic + Exports	7,374	7,754	-5	32,904	69,408	-53
Total LCV Domestic Exports	5,752	4,096	40	36,877	42,191	-13
<b>Total Sales (Domestic + Exports)</b>	<b>13,126</b>	<b>11,850</b>	<b>11</b>	<b>69,781</b>	<b>111,599</b>	<b>-37</b>

Source: Company, SMIFS Research

## Eicher Motors Ltd.

### Eicher Sales Volumes (In Units)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
<b>Total Trucks &amp; Buses</b>	<b>5,519</b>	<b>5,388</b>	<b>2.4</b>	<b>27,982</b>	<b>41,693</b>	<b>-32.9</b>
Domestic	4,964	4,871	1.9	24,283	37,756	-35.7
Exports	555	517	7.4	3,699	3,937	-6.0
Volvo Trucks & Buses	154	156	-1.3	791	937	-15.6
<b>VECV Total</b>	<b>4,673</b>	<b>5,544</b>	<b>2.3</b>	<b>28,773</b>	<b>42,630</b>	<b>-32.5</b>

Source: Company, SMIFS Research

## Other Players

### Sales Volumes (In Units)

Particulars	January		
	2021	2020	YoY%
Tata Motors	26,980	13,893	94.2
Hyundai Motor Domestic	52,005	42,002	23.8
Toyota	11,126	5,084	92
Honda Cars	11,320	5,299	114
Sonalika Tractor Domestic + Exports	10,158	7,220	40.7

Source: Company, SMIFS Research

## Hero MotoCorp

### Hero MotoCorp Sales Volumes (In Units)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
Motorcycles	449,037	494,432	-9.2	4,345,126	5,205,198	-16.5
Scooters	36,852	7,190	412.5	363,988	371,632	-2.1
<b>Total sales (domestic + export)</b>	<b>485,889</b>	<b>501,622</b>	<b>-3.1</b>	<b>4,709,114</b>	<b>5,576,830</b>	<b>-15.6</b>

Source: Company, SMIFS Research

## TVS Motor Company Ltd.

### TVS Sales Volumes (In Units)

Particulars	January			YTD		
	2021	2020	YoY	FYTD21	FYTD20	YoY%
Motorcycles	1,36,790	94,367	45.0	9,07,575	10,54,471	-13.9
Scooters	98,319	72,383	35.8	6,57,005	8,61,708	-23.8
Mopeds	59,487	53,689	10.8	4,48,549	5,11,801	-12.4
<b>Total 2W</b>	<b>2,94,596</b>	<b>2,20,439</b>	<b>33.6</b>	<b>20,14,783</b>	<b>24,18,769</b>	<b>-16.7</b>
Total 3W	12,553	14,481	-13.3	79,318	1,29,324	-38.7
<b>Total Sales</b>	<b>3,07,149</b>	<b>2,34,920</b>	<b>30.7</b>	<b>21,66,116</b>	<b>26,04,879</b>	<b>-16.8</b>
Total Exports	1,00,926	70,784	42.6	5,73,525	6,36,175	-9.8
2W exports	89,380	57,432	55.6	4,89,617	5,15,003	-4.9

Source: Company, SMIFS Research

## Bajaj Auto Ltd.

### BAJAJ Sales Volumes (In Units)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
2W Domestic	157,404	157,796	-	1,479,048	1,833,060	-19
2W Exports	227,532	174,546	30	1,464,149	1,593,310	-8
<b>Total 2W</b>	<b>384,936</b>	<b>332,342</b>	<b>16</b>	<b>2,943,197</b>	<b>3,426,370</b>	<b>-14</b>
CV Domestic	13,353	35,076	-62	76,257	325,759	-77
CV Exports	26,910	27,055	-1	208,995	265,595	-21
<b>Total CV</b>	<b>40,263</b>	<b>62,131</b>	<b>-35</b>	<b>285,252</b>	<b>591,354</b>	<b>-52</b>
Total 2W + CV Domestic	170,757	192,872	-11	1,555,305	2,158,819	-28
<b>Total 2W + CV Exports</b>	<b>254,442</b>	<b>201,601</b>	<b>26</b>	<b>1,673,144</b>	<b>1,858,905</b>	<b>-10</b>
<b>Total sales (domestic + export)</b>	<b>425,199</b>	<b>394,473</b>	<b>8</b>	<b>3,228,449</b>	<b>4,017,724</b>	<b>-20</b>

Source: Company, SMIFS Research

## Eicher Motors (Motorcycles)

### Eicher Sales Volumes (In Units)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
Upto 350 cc	64,248	59,200	9	435,321	532,234	-18
Above 350 cc	4,639	4,320	7	41,312	64,375	-36
<b>Total Motorcycles</b>	<b>68,887</b>	<b>63,520</b>	<b>8</b>	<b>476,633</b>	<b>596,609</b>	<b>-20</b>
Motorcycles export (included in total above)	4,515	2,228	103	28,192	33,776	-17

Source: Company, SMIFS Research

## Escorts

### Escort Sales Volumes (In Units)

Particulars	January			YTD		
	2021	2020	YoY%	FYTD21	FYTD20	YoY%
Domestic	8,510	5,845	45.6	79,428	68,975	15.2
Exports	511	218	134.4	3,746	2,998	24.9
<b>Total sales (domestic + export)</b>	<b>9,021</b>	<b>6,063</b>	<b>48.8</b>	<b>83,174</b>	<b>71,973</b>	<b>15.6</b>

Source: Company, SMIFS Research

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