

# SAMIL

# NEWSWRAP

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## IN THE NEWS: SAMIL IS GPTW FOR THIRD TIME IN A ROW

Shriram Automall India Limited (SAMIL), India's Largest Phygital Marketplace for used Vehicles and Equipment, has crafted itself for being an excellent workplace and has been recognised as **Great Place to Work® Institute (India) Certified company for the third time in a row**. This news has been covered by national print and digital media.

**Transtopics Page 14:** <http://bit.ly/3YD2s17>

**AutoGuide:** <http://bit.ly/40Kaw1S>

## SAMEER MALHOTRA PRESENTED THE SAMIL VISION 2023



**Sameer Malhotra, Director & CEO - SAMIL presented the Vision 2023** in which we see SAMIL keeping the apex position in the Pre-owned Vehicles & Equipment market by building a diversified and resilient business model. Samilians pledged to work together for making SAMIL a future-ready company through technological advancements, Expansion of physical presence and enhancing the value of all the stakeholders.

**Watch Vision 2023 video:**

<https://www.youtube.com/watch?v=MEjMJs1nwKE>

## SAMIL IS GREAT PLACE TO WORK® THIRD TIME IN A ROW



SAMIL is delighted to receive **Great Place to Work® Certification for the third time in a row**. Numerous innovative and unique initiatives have made **SAMIL a High-Trust and High-Performance Work Culture®**. These initiatives target the psychological needs, soft skills and hard skills improvement of our employees. Our initiatives regarding employee excellence, women safety, interactions with the CEO, Transparency of information have created an environment of openness, recognition, high trust, friendly and contentment which in turn brought us this esteemed certification.



CEO'S VIEWS ON  
THE UNION BUDGET 2023

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**Sameer Malhotra, Director & CEO - SAMIL**, talks about the **Union Budget 2023** and how it will positively affect the Indian Automotive sector in the next financial year.

Boosting consumption by increasing the disposable income of taxpayers, increasing spending on infrastructure development, additional fund allocation to vehicle scrapping policy and ease of doing business is expected to drive further both the new and used automobile industry.

**Support for MSMEs** will enhance the buying power resulting in a boost to Light and Medium Commercial Vehicle segments. **Electric Vehicles are also expected to get cheaper** as Government extends concessional tax on EV Batteries.

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TOP SELLING SEDANS  
IN JANUARY 2023



Sedan sales in India dipped 7.51% YoY in January 2023 to 31,737 units, down from 34,314 units sold in January 2022. It was also a MoM de-growth of 5.74% when compared to 33,669 units sold in December 2022. Each time it was the Maruti Dzire that topped sales charts. In January 2023 too, Maruti Dzire sales scaled over every other entrant on this list by a significant margin despite a YoY and MoM de-growth. Top 5 sedans are – Dzire, Amaze, Aura, Tigor and City.

TOP HATCHBACK SALES  
JANUARY 2023

Hatchback sales in India grew both on a YoY and MoM basis. Sales in the past month stood at 1,23,795 units, up 20.79% from 1,02,484 units sold in January 2021. This was a 21,311 unit volume growth. MoM sales also improved significantly by 44.58% from 85,622 units sold in December 2022. Top 10 Hatchbacks are Alto, WagonR, Swift, Baleno, Tiago, i10 NIOS, i20, Ignis, Altroz and S-presso.





## GOVT TO USE ELECTRIC, ALTERNATIVE FUEL VEHICLES TO REPLACE SCRAPPED ONES



Government vehicles to be scrapped under the Centre's vehicle scrappage policy will be replaced with cleaner mobility technology vehicles, road transport and highways minister. There is also a demand for about 1 million buses which should be converted to electric buses as they offer a far superior operating cost while also reducing pollution.

## SUB 4M SUV SALES JANUARY 2023

Sub-compact SUVs, which fall in the sub 4 meter segment. Total sales in this segment stood at 59,444 units in Jan 2023, up 5.80% over 56,187 units sold in Jan 2022. It was also a MoM growth of 27.47% over 46,635 units sold in Dec 2022.



## WOMEN LEADERS OF SAMIL RECOGNISED WITH INDIA PRIME WOMEN ICON AWARD 2023



We are honoured that Top Women Leaders of SAMIL Group of companies have been conferred with **India Prime Women Icon Award 2023** in recognition of their perseverance and for being role models by instilling faith in the community. Among the awardees are **Jyoti Jain, Chief Executive Officer - Adroit Inspection Services, Phalguni Hari Pillai, Chief Sales Officer - CarTradeExchange and Vibha Sarin Prabhakar, Chief Experience Officer - SAMIL**, for their outstanding professional accomplishments in the industry.

## SAMIL WON BEST FINANCIAL CUSTOMER STRATEGY OF THE YEAR 2023 IN THE PRE-OWNED AUTOMOBILE INDUSTRY



We are extremely happy to announce that **Shriram Automall India Limited (SAMIL)** has been conferred with Best Financial Customer Strategy of the Year 2023 in the Pre-owned Automobile Industry at **8th CFO Vision & Innovation Summit & Awards 2023**. We received this award for our Financial Assistance services including Short-term Loans (STL) and Dealer Assistance Program (DAP) to fulfil the financial needs of buyers, retailers and dealers helping them expand their businesses.



# COMPACT SUV SALES JANUARY 2023



The SUV segment has overtaken sales of hatchbacks and sedans in the Indian market. Such is its demand, that more than one in every two passenger vehicles sold is now a utility vehicle. In the SUV segment, it is the compact SUV segment that is registering good growth. Total sales in this segment stood at 42,789 units in Jan 2023. This was a 39.26% YoY growth from 30,726 units sold in Jan 2021 relating to a 12,063 unit volume growth. MoM sales also improved by 29.13% over 33,136 units sold in Dec 2022.

# MID-SIZE SUV SALES JANUARY 2023



Mid-size SUV sales in the past month stood at 21,837 units, up 23.88% when compared to 17,627 units sold in Jan 2022. This related to a 4,210 unit volume growth. It was also a MoM growth of 9.44% from 19,954 units sold in Dec 2022. Volume growth stood at 1,883 units. Top Mid-size SUVs are – Scorpio N, XUV 700, Harrier/Safari, Hector/Plus, Alcazar, Compass, Tucson, Tiguan and C5 Aircross.



# HERO MOTOCORP FAST-TRACKS EV PLANS

Hero MotoCorp, India's largest two-wheeler maker, has set sights on an accelerated product plan for its electric vehicle (EV) business under the Vida brand. The company aims to develop a new range of EVs in the next 18-20 months to expand its portfolio and cater to different segments of the electric two-wheeler market, including more affordable or "mainstream" products.



# GOVT NEARLY DOUBLES ALLOCATION UNDER FAME-2 SUBSIDY SCHEME

Reinforcing its push towards green mobility, the government has nearly doubled its budgetary allocation for the FAME (faster adoption and manufacturing of electric vehicles) scheme to subsidise the purchase of electric vehicles. As per the budget document, the subsidy under the FAME scheme for fiscal 2024 is projected at Rs 5,172 crore, compared with the revised estimate of Rs 2,897 crore in the current fiscal year. This is the highest allocation under the scheme since its launch in 2020.