

SAMIL

NEWSWRAP

VOL. 13

JANUARY 2023

SAMILIANS PLEDGED TO MAKE BEST OF BEST IN JANUARY

Every team and each Samilian have put their best effort to make the best ever December in SAMIL history by churning business of over 409+ Cr. The fact has been proved once again that any number is achievable if Samilians are determined to achieve that. Now, Samilians are further determined to create every best number to date of the FY22-23 is to be crossed in January 2023. They need to follow the guidelines prescribed by our **Visionary Leader, Sameer Malhotra during the CEO Live on January 02, 2023.** Please refer the attachment for details.

SAMIL DIARY AND CALENDAR 2023 LAUNCH



Stepping into the New Year, **SAMIL launched Diary & Calendar for 2023 pan-India at 120+ Automall locations** and with all state business offices across the country simultaneously along with HO where fun-filled New Year Celebrations took place. **Adroit Inspection Services also launched Calendar 2023** to mark the start of the New Year.

KIDS' DAY AT SAMIL



It was a **Kid's Day at SAMIL Head Office** with kids visiting for the day. Samilians brought their kids for a look around their second home, **Fun & Games, Happy Meals, and entertainment.** All the kids interacted with **Sameer Malhotra, Director & CEO - SAMIL, and the employees.**



SAMIL STALL INAUGURATED AT AUTO EXPO 2023



On Media Day today, Team SAMIL along with, **Sameer Malhotra Director & CEO - SAMIL** inaugurated the **SAMIL Stall at Auto Expo 2023**. We had interesting interactions with the Media personnel & a great start to the most exciting show of the Auto industry.

SAMIL STALL AT AUTO EXPO 2023 MEDIA COVERAGE



ADROIT AUTO WITH CHILDREN WITH SPECIAL NEEDS



Adroit Inspection Services make children smile on the eve of **New Year** by spending a day at the school for children with special needs. The officials interacted with the children followed by fun and games and distribution of gifts.

CLIENT INTERACTIONS ON 2ND MEDIA DAY AT AUTO EXPO 2023



On the 2nd Media Day today at Auto Expo 2023, Team SAMIL had various interesting interactions with the Media personnel, **Business Partners & conducts Live Demo auctions**. Among the discussions were our holistic services in the used vehicles & equipment industry, growing demand, digitisation of auction services and future aspects of the market.



SCOOTER SALES SURGE EVEN AS MOTORCYCLES STRUGGLE



In India's predominantly motorcycle-driven market, scooter sales grew faster in December than in previous months this fiscal year. Most two-wheeler manufacturers saw scooter shipments increase from a year ago in the previous month, while motorcycle dispatches declined. Scooter dispatches by Hero MotoCorp, TVS Motor Co. and Suzuki surged last month compared to a year ago, even as motorcycle volumes declined. Motorcycle maker Bajaj Auto also witnessed a sales decline.

GROWTH OF SMALL CAR SALES SET TO TOUCH A 5-YEAR HIGH IN FY2022-23

Small-car sales are projected to rise by a fifth for the first time in nearly five years, indicating a revival in India's entry-level consumer demand that was hit the hardest by the pandemic-spawned economic disruptions and income losses. Healthy GDP growth, an increase in income levels, coupled with introduction of new models, such as Maruti Suzuki Alto K10 and Tata Tiago EV, will likely boost sales of hatchbacks. Industry estimates 1.37 million units to be sold in the segment by March 31



CAR SALES CALENDAR YEAR 2022



Passenger vehicle sales in CY 2022 have been the highest ever registered in India. There was such a surge in demand that total sales in the Jan to Dec 2022 period have broken previous records of 3.34 million units, set in 2018 by a good 45,000 units to 3.8 million units in CY 2022. Maruti maintained its dominance at the top, while Hyundai's No 2 position is safe for yet another year. Tata Motors was behind Hyundai by just 26k units.

AUTO WHOLESALERS IN DECEMBER 2022

During the last month of the year gone by, the vehicle dispatches from the factories to the dealers remained a mixed bag for the automobile industry. Sales for passenger vehicles were stable however reported a drop on a month-on-month (MoM) basis. The two wheeler segment was on a slow pace, commercial vehicles in the green lane and tractor sales at a healthy level.



INDIA BECOMES 3RD LARGEST AUTO MARKET GLOBALLY, SURPASSES JAPAN



India's sales of new vehicles totalled at least 4.25 million units, based on preliminary results, topping the 4.2 million sold in Japan. New vehicles delivered in India totalled 4.13 million between January and November 2022. Adding December's sales volume reported, brings the total to roughly 4.25 million unit. In 2021, China continued to lead the global auto market, with 26.27 million vehicles sold. The US remained second at 15.4 million vehicles, followed by Japan at 4.44 million units.

AUTOMOBILE SECTOR GROWTH TO LEVEL OFF IN FISCAL 2024



Growth across the automobile sector segments will level off next fiscal as the base effect of last fiscal wanes. But it will still be in line with, or above, India's real projected GDP growth for next fiscal. Commercial vehicle sales are expected to drive past pre-pandemic levels next fiscal along with passenger vehicles, which did so this fiscal, and tractors, which recorded an all-time high in pandemic-impacted fiscal 2021. Improving urban sentiments, increased public mobility with reopening of educational institutions and offices and positive rural sentiments backed by a regular monsoon and increased MSP across crops, coupled with improved model availability and demand for electric vehicles (Evs), are expected to drive two-wheeler sales to 21-23% in fiscal 2023.

INDIAN MASS-MARKET PASSENGER VEHICLE INDUSTRY ANALYSIS



Pent-up demand and an easing supply chain shortage have resulted in the highest-ever passenger vehicle sales in 2022, despite several industry-specific headwinds like fuel and car price inflation, a hardening interest rate, and adverse foreign exchange movement. 2022 registered annual sales of 37,84,361 vehicles, a 23% growth over 2021. Growth was further propelled by some exciting new launches and high-level discounts on several products.

ELECTRIC TWO-WHEELER SALES SLOWDOWN IN DECEMBER

Electric two-wheeler registrations fell 16% month-on-month in December to 64,346 units from all-time highs in the festive months of October and November. E-two-wheelers as a percentage of the two-wheeler market was up to 5.7% last month, compared to 4.1% in November. The fall in demand can be attributed to customers opting to postpone their purchasing decisions to 2023, besides some large original equipment manufacturers (OEMs) grappling with suspended government subsidies, as well as potential supply disruptions.

