

# SAMIL

# NEWSWRAP

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## AUTO INDUSTRY SALES PERFORMANCE IN H1, 2022-23

After two consecutive challenging years, all vehicle segments have registered Y-o-Y growth in H1, 2022-23 due to gradual improvement in semiconductor supplies, festive season demand and a low base of the last year. Compared to the year 2019, the commercial vehicle sales grew by 21%, passenger vehicles sales grew by massive 45% whereas the sales of three wheelers and two wheelers declined by 41% and 13% respectively.

## INDIAN LUXURY CAR MARKET

The luxury car market has lost track with respect to the overall passenger vehicle market growth path. The impact of the COVID-19 pandemic was much harsher on the luxury car market than on the mass market, as the former's share dipped to 0.8%. At times, higher taxes in India were believed to be a major impediment to the Indian luxury car market's growth. Indian GDP per capita growth has a very long way to go, and so does the size of the Indian luxury car market. Local annual assembly capacity is close to 60,000 units, of which 66% was utilized at its peak in 2018.



## ADROIT AUTO: END-TO-END SOLUTIONS FOR INSPECTION, VALUATION AND VERIFICATION



**Adroit Inspection Services Private Limited** has become one of India's most prominent service providers in **Inspection & Valuation Industry**. It provides diverse services like inspection through Insta Inspect, valuations through ValueXpert, Certification and Verification through Verisure within the stipulated timeframe maintaining the highest degree of quality checks by professionals during the last 15 years makes us the most prominent name in the industry.

Watch Full Video at: <https://youtu.be/GIAPBqq754Y>



## SAMIL MEGA DIWALI AUCTION WEEK ACHIEVED 145 CR GAP



Shriram Automall India Limited (SAMIL) - **India's Largest Phygital Marketplace** for used vehicles and equipment celebrated Diwali festivities with **Mega Diwali Auction Week** that was organised from **17th October to 22nd October 2022**. Over 120 auctions were conducted in the week-long celebrations at 120+ locations panIndia to let customer bid for their choice of used vehicles & equipment and bring home brand new happiness for a prosperous Diwali. The week-long event recorded footfalls of over 17,000 customers at 120+ Automalls from tier I, II, and III cities across India. Overall, **SAMIL Mega Diwali Auction Week 2022 achieved Rs. 145+ Cr worth of transactions.**

## SAMIL IN THE INNOVATIVE 100 AT CIO 100 AWARDS



**SAMIL**  
IN THE INNOVATIVE  
100 AT CIO  
100 AWARDS

SAMIL brought Live Auction Broadcast of Physical Auction environment using BidLive (Live Streaming) on MySAMIL app. Thus, local Physical Auction has gone nationwide wide more competitive bids coming across the country. With this **'One India One Click,'** concept, any customer can purchase a used vehicle or equipment from anywhere in India across 100+ Automalls right from the comfort of their home. Congratulations to the whole SAMIL team & Chief Technology Officer (CTO) who can be awarded as **'The Innovative 100' at CIO 100 Awards** organised by Foundry, for demonstrating innovation while building and adopting technology products.

## TRANSPORTER MEET IN TRUCK MELA AT SANJAY GANDHI TRANSPORT NAGAR, DELHI



**TRANSPORTER  
MEET IN TRUCK  
SANJAY GANDHI  
TRANSPORT NAGAR**

SAMIL successfully concluded transporter meet during **Truck Mela Event at Sanjay Gandhi Transport Nagar, Delhi**. Company officials were engaged with the potential customers in the hub, with various customer-centric activities. We strive to offer holistic services and the best customer satisfaction in the used commercial vehicles business across **120+ locations pan-India**.

## ELECTRIC SCOOTER SALES SEPTEMBER 2022



The battery-powered two-wheeler sales chart for September saw Ola Electric emerge on top, with 9,649 units. Okinawa and Hero Electric fixed their spots second and third respectively. Total sales of electric 2W crossed 51,784 units, YOY growth of 210%. Ampere is holding the fourth position with 6188 units but won't last long as Ather Energy is steadily gaining numbers and is expected to overtake Ampere in the coming months.

## OCTOBER 2022 CARS SALES TO HIT NEW PEAK OF 3.85 LAKH UNITS

With the peak festivities of Navratri and Diwali both falling in the month of October, the Indian passenger vehicle industry bettered its previous peak of 3.82 lakh retails in December 2018. 3.85 lakh cars were sold in October 2022, a 28% increase over the 3 lakh vehicles retailed in October 2021 and 40% higher than the previous month. There has been an all-around growth in dispatches, retails and bookings. If not for part shortage, some of the high in-demand products could have seen higher deliveries. The booking momentum too has been sustained for the most part of the season, capping off a good festive month for the industry. Despite a few zero production days during the Diwali holidays, the dispatches for October 2022 are also expected to be amongst top three-monthly dispatches recorded by the industry at 3.4-3.45 lakh units. October was the first month in the current financial year, wherein retail sales were higher than dispatches as the retail network across the country had geared up for a bumper festive season.



## COMMERCIAL VEHICLE SALES TO SURPASS FY2018's 850,000 UNITS

India Auto Inc, which has entered the second half of the ongoing fiscal on a strong note with overall sales of over 11 million units and 32% YoY growth in April-September 2022, is driving towards a big-number-laden FY2023. There's more reason for the bullish growth outlook the revival of demand in the commercial vehicle industry. The CV industry, which is judged as the barometer of the country's economy and sees cyclical growth, is back in positive territory after a torrid two years.

From a high of over a million units in FY2019 (10,07,219 units), the double whammy of a slowdown and the pandemic ensured that demand slid hugely in FY2020 (717,593 units / -29%) and in FY2021 (568,559 units / -21%). But with the country back on the move in FY2021, demand for CVs improved to 716,566 units, up 26%.

FY2023 clearly is set to better that. At 456,199 units and 68% YoY growth, CV sales in April-September 2022 are already 63% of total sales in FY2022. And it helps that the growth is coming across both the M&HCV and LCV sub-segments, albeit the industry hopes the pace of increase could be better.



## SAMIL BOLSTER RELATIONSHIPS WITH CORPORATE MEET AT VIJAYAWADA



### BOLSTERING RELATIONSHIPS SAMIL CORPORATE CLIENT MEET VIJAYAWADA

Shriram Automall bolsters relationships with existing clients through the SAMIL Corporate Client Meet at Vijayawada. The event was held on **21st October 2022** and was attended by 110+ heads of Banks and NBFCs. **Company COO, Zonal Business Heads, National Functional Heads and State Business Heads** hosted the client meet and made it successful. SAMIL strives to strengthen ties in the industry for greater business opportunities.

## CONSTRUCTION EQUIPMENT Q2 SALES HIGHEST IN THREE YEARS

Construction equipment industry clocked the highest second quarter sales in three years with 22,941 units, up from 21,323 units in FY22 and 20,538 units in FY21. The Q2FY23 sales were up 8% year-on-year. The industry witnessed a strong rebound in September, with sales recording 45% growth over August 2022. The growth was mainly driven by the earthmoving segment, accounting for nearly three-fourth of the total sales, which witnessed 46% jump in sales during September over August 2022. This was followed by concrete equipment witnessing 62% growth and material handling equipment clocking 33% uptick. The CE industry sold 4,036 units of backhoe loaders and 2632 units of crawler excavators in September 2022, an increase of 52% and 43% YoY respectively.





## COMMERCIAL VEHICLE SALES SEPTEMBER 2022



CV retail sales for the month of Sep 2022 stood at 71,233 units, registered 18.87% YoY growth. Tata Motors pushed out 28,615 units last month, up from 24,822 units sold in same month last year. Even with this growth, Tata's market share in CV segment stood at 40.17%, down from 41.42% in Sep 2021. On the second spot is Mahindra who managed to deliver 17,483 units with a massive growth of 49.71%. Ashok Leyland stay strong on the third position with 11,284 units achieving 33.13% growth.

## FESTIVE SEASON 2022 FIRES UP CAR REGISTRATIONS

Vehicle gross sales which peak in the course of the festive season account for about 40% of annual gross sales. For 2022, the registrations turned out to be higher than the final two COVID-hit years however nonetheless have a protracted technique to go to achieve the excessive of 2019. As per business estimates, ranging from Navratri (Sept 26) until Diwali (Oct 24) this year, the passenger car (PV) gross sales have been up 45% to about 4 lakh vehicles, rising from about 2.75 lakh final year. However, when in comparison with the pre-COVID festive season, the numbers are nonetheless low.



## PV, CV SALES STRONG BUT TWO-WHEELER DEMAND MUTED



All segments except for the tractors posted a growth in sales year-on-year though two-wheelers sales remained below pre-pandemic levels. Sales numbers highlight a 10% year-on-year plus jump in overall vehicle sales to 14,64,001 units from 13,19,647 vehicles. This number is nearly 4% below the 2019 September sales levels.

## MINISTRY ISSUES ALERT ON DEALERS SELLING LOW-SPEED 2W

An influx of higher battery capacity vehicles with speeds as high as 40-50 km per hour being sold as low-speed two-wheelers across the country has resulted in the union ministry of Road, Transport, and Highways (MORTH) red flagging this development. In a notification issued to various state governments, MORTH said that these high battery low-speed vehicles contravene the Central Motor Vehicles Rules (CMVR Act), 1989 and under specific provisions mandated by the CMVR Act appropriate action must be taken against dealers found guilty of doing so. They (dealers) are selling these vehicles without taking any type of approval, factoring in vehicle identification norms and insurance, and even tampering with the verification undertaken by the testing agencies.

