

SAMIL

NEWSWRAP

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TWO-WHEELER SALES H1, FY2022-23 SALES GROWTH

In a surprise upset, Honda Scooter & Motorcycles India (HMSI) has pipped Hero MotoCorp's market leadership to emerge as India's Number One two-wheeler maker. Six months overall sales of Top 6 2W are: Hero MotoCorp: 5,07,690 units, HMSI: 4,88,924 units, Bajaj Auto: 3,61,036 units, TVS Motor Company: 313,678 units, Suzuki Motorcycle India: 72,012 units and Royal Enfield: 73646 units.

ELECTRIC TWO-WHEELER SALES CHARGE PAST 275,000 UNITS IN H1 FY2022-23

India's electric two-wheeler growth story is getting better, month on month. If overall retail sales crossed the 50,000-unit mark for the first time in a month to 50,506 units in August 2022, then September retails have done better with 51,784 units, up 2.53%, and a 16% improvement over July's 44,614 units. Place this performance in perspective to year-ago numbers: April-September 2021 cumulative retails were 55,147 units, albeit in a pandemic-impacted time.



EVOLUTION OF THE PRE-OWNED AUTOMOBILE INDUSTRY



Pre-owned Automobile Industry in India started to move towards organized trade practices with the emergence of internet and technology in the early 2000s. Compared to developed countries, Indian Pre-owned Automobile Industry is still in a nascent stage but Indian pre-owned car industry has become larger than the new one in volumes. Today 1.5 used cars are being sold for every new car sold in India. Regarding other segments, there is not much study but they have also become equal to the market size (in volume) of new one if not bigger than that. Market share of organized players is likely to be around 20% today against unorganized players. Market share of organized players have become double from just 10% a decade ago.

Watch Video here <https://youtu.be/B01XWJmB2QM>

PRIMED FOR NEW CHALLENGES HALF YEARLY STRATEGIC MEET 2022



Shriram Automall is continuously striving to improve the customer experience and set new benchmarks in the pre-owned automobile industry! The Management Team of SAMIL group of companies met to review the H1 performance and drafted an action plan H2 2022-23. We are primed for new challenges that are set to come in the future with focus determination and enthusiasm.

SAMIL DID IT ONCE AGAIN! BAGS COMPANY OF THE YEAR 2022 AWARD IN PRE OWNED AUTOMOBILE INDUSTRY SECTOR



Another prestigious award in our portfolio! Shriram Automall India Limited bagged the Company of the Year in Pre-owned Automobile Industry by The Business Leadership Awards 2022. This award is evidence of our holistic services under a single roof, transparent processes, best-in-industry reward program, customer-centric services for hassle-free transactions and excellent customer satisfaction through state-of-the-art Phygital, Online and Physical Auction platforms.

SHRIRAM AUTOMALL'S 'ONE INDIA ONE CLICK' INITIATIVE IS CONNECTING BUYERS & SELLERS ACROSS INDIA



Being India's Largest Phygital Marketplace for Pre-owned Vehicles and Equipment, Shriram Automall has introduced several innovations and solutions to meet the constantly changing requirements of customers. In a bid to take the business of pre-owned vehicles & equipment to a whole new level by providing holistic solutions to our esteemed customers, we at Shriram Automall have introduced One India One Click concept recently. At present, buying, selling and registering pre-owned vehicles & equipment from different states in India is quite challenging as one cannot easily find required vehicles of their choice, a fair priced deal or support services like finance and logistics. In a bid to provide holistic solutions in the pre-owned vehicles & equipment industry across the length and breadth of the country, Shriram Automall India Limited (SAMIL), has presented **One India One Click concept.**

WORLD BANK AND SIDBI LAUNCHES FUND AGAINST LOAN DEFAULT FOR e2W & 3W



The government, World Bank and Small Industries Development Bank of India (SIDBI) are set to launch a \$1 billion fund to provide guarantees against loan default to lenders financing purchase of electric two- and three-wheelers. SIDBI and the World Bank have started interacting with financial institutions and manufacturers to understand how to enhance commercial financing availability for electric two and three wheelers and develop a risk sharing program for financial institutions interested in this market. This process is facilitated by a Korean grant secured by the World Bank that was signed on September 26, 2022 with SIDBI.

AUTO WHOLESALAS IN SEPTEMBER 2022

Halfway through the current financial year, the automobile sales graph is looking promising owing to the low base of final year, easing of semiconductor scarcity, narrowing supply- demand hole, thrilling new launches and the keenness of a COVID-free festive season after two years. While all of the segments have been inline, tractor gross sales have been above estimates. Passenger car (PV) wholesales doubled year-on-year resulting from easing of chip shortages and powerful demand. Commercial automobiles (CVs) proceed to develop on growing financial actions & excessive capability utilization. CV cycle to maintain its momentum. The two wheeler segment demand hinges on the festive season, which seems to have received an encouraging start.

INCREASED REPO RATE BY RBI BIG DAMPENER FOR AUTO INDUSTRY

The hike in key interest rate by RBI is a big dampener for the automobile industry particularly for the price sensitive entry-level two-wheelers and passenger vehicles segments. Two-wheeler makers have already hiked prices of their vehicles five times in the past one year due to higher input costs. The Reserve Bank of India (RBI) raised the key interest rate by 50 basis points, the fourth straight increase since May with more hikes expected to rein in inflation. Hike will further make customers shy away from buying their products during this auspicious period.

CV INDUSTRY SHIFTS GEAR INTO GROWTH MODE IN SEPTEMBER

The tailwinds of positive change are blowing firmly behind the Indian commercial vehicle (CV) sector, mirroring the trend in the passenger vehicle industry. With the country back into work mode, macroeconomic improvement, increased government spend in infrastructure development and the massive boom in the e-commerce industry along with the hugely successful last-mile hub-and-spoke delivery model across the country, the CV sector is heading into good times. Commercial vehicle customers are back into purchase mode as they go about replacing older vehicles and also invest in future business operations. As per the numbers released by four leading CV manufacturers, cumulative September 2022 wholesales are 77,269 units, which constitute 44% YoY growth. Importantly, the demand is coming for all sub-segments of the industry: M&HCVs, LCVs and SCVs. It could be better for ILCVs though.



ELECTRIC CAR SALES IN INDIA REGISTER 268% GROWTH TO CROSS 18,000 UNITS IN H1 FY2023

Not a day goes by without news electric mobility, be it about electric vehicles, new technology advances or sales numbers. Demand and sales of electric two and three-wheelers the 'low-hanging fruit' of the Indian EV industry have been on the upswing for quite some time now. While the electric car sector's numbers are nowhere near that volume given their substantially higher pricing, the fact is that demand is on the rise. The first six months of FY2023 have crossed 18,000 units. At 18,142 units, this sub-segment of the EV industry has registered a 268% year-on-year growth in H1 FY2022.

TOP 10 PASSENGER VEHICLES IN H1 FY2022-23

During the first six months of the current financial year, Maruti Suzuki contributed over 70% share in the Top 10 passenger vehicles (PVs) list. However, standing strong amid the market leader's domination in Top 5 is Tata Motors' Nexon, which also emerged as the bestselling vehicle in the SUV category during this period. Selling over a lakh models within the April-September interval, Maruti Suzuki's tallboy hatch WagonR emerged because the best-selling automobile in India for the primary six months of the present monetary year. It took the crown place in 4 out of six months, with the exceptions being Baleno in August and Alto in September.



AUTO SALES SOAR BY 57% IN NAVRATRI 2022



India Auto Inc's retail sales in September 2022 hit a new high with 1.47 million units, then October numbers are set to better that. That's because sales have jumped 57% year-on-year during the festive Navratri season across the country. Overall vehicle sales across five sub-segments were 539,227 units, up 57% YoY (Navratri 2021: 342,459 units), albeit demand a year ago continued to be impacted to some extent by the Covid-19 pandemic. Compared to pre-Covid Navratri 2019, Navratri 2022 numbers are a 16% increase.

COMPACT SUV SALES SEP 2022

Compact SUV sales strive with 35,044 units sold registering 48.68% YoY growth and 37.23% MoM growth. Topping the list is Hyundai Creta which sold 12,806 units and registered 56.30% YoY growth and 1.82% MoM growth. Kia Seltos takes 2nd spot with 11,000 units sold and registered 14.79% YoY growth and 27.14% MoM growth. Maruti Suzuki Grand Vitara stood on the 3rd spot in list with sales of 4,769 units in September 2022. Fourth to tenth spot is taken by Skoda Kushaq, Volkswagen Taigun, Toyota HyRyder, MG Astor, Nissan Kicks, Maruti Suzuki S-Cross and Renault Duster respectively.



SEPTEMBER BEST MONTH EVER FOR CAR MAKERS IN INDIA



Passenger vehicle sales in India have banished the blues of the past two years and are back to pre-Covid levels. In fact, September 2022 wholesale numbers have set a new monthly benchmark: 355,946 units, which constitute 26% month-on-month growth 281,210 in August 2022. Here we are looking at 11 out of 16 PV OEMs' wholesales – which total 344,822 units last month. Five carmakers – Renault India, FCA India, PCA Motors India, Force Motors and Isuzu Motor India have yet to release their September 2022 sales. Suffice it to say that the balance 11,124 units belong to these players who in August 2022 had accounted for 9,235 units between them.

ANOTHER PLI SCHEME IN OFFING FOR EXTRA SUPERIOR EV BATTERY TECH

In a bid to encourage analysis on new applied sciences and improvements, the central authorities is more likely to notify one other Production Linked Incentive (PLI) scheme for extra superior EV battery applied sciences. The scheme will help know-how gamers who couldn't take part within the present ACC PLI Scheme. It will even concentrate on the development applied sciences that will come to market 5 years or later, together with strong state battery know-how. Unlike the present PLI scheme, the brand new scheme will not be anticipated to have any minimal funding parameter to encourage startups and firms with monetary limitations