

SAMIL

NEWSWRAP

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COMMERCIAL VEHICLE SALES TO CROSS 4.35 LAKH UNITS IN FY23



Commercial Vehicle (CV) industry is on the recovery path and likely to see sales crossing 4,35,000 units this fiscal amid rise in replacement demand and revival of the bus segment. From a peak of 5,77,479 commercial vehicles (having more than 3.5 tonnes capacity) sold in 2018-19, including in export markets, the volumes contracted by more than half to 2,34,299 vehicles in 2020-21 owing to various factors. In the fiscal year ended March 2020, when the pandemic hit the country, the industry had retailed a total of 3,34,425 units. The industry volumes in FY22 stood at 3,43,199 units, logging a 47% year-on-year growth.



MAJOR TRENDS IN PRE-OWNED AUTOMOBILE INDUSTRY

SAM^X
#Conversation

Major Trends

In Pre-Owned Automobile Industry



Irrespective of structural changes in Automobile industry and several roadblocks like Covid-19 and the shortage crisis of semiconductor chips, pre-owned Automobile Industry remained poised even during the Covid-19 era. Although, India's Pre-owned Automobile Industry is still nascent stage but it has become equal to the new one if not bigger than that. Watch the video to know more about emerging trends in pre-owned Automobile industry.

Click Here to Watch the Video <https://youtu.be/vKRP8j8HfXQ>

PRE-OWNED PASSENGER VEHICLES: END-TO-END SOLUTION



If you are looking to buy or sell any kind of Cars, Small Cars, Hatchbacks, Compact Sedans, Premium Sedans, Sub-Compact SUVs, Micro-SUVs, Compact SUVs, Large SUVs or Mini cars, then SAMIL is the right place with a wide range of passenger cars and SUVs under a single roof. We offer Luxury car auctions through SAMIL Premium for providing option of pre-owned premium cars to our premium customers. Online auctions can be accessed through bids.samil.in and www.cartradeexchange.com. Our MyBlueJack App offers innovative and efficient buying and selling of pre-owned cars.

Click Here to Watch the Video <https://youtu.be/dANoLVtw42k>

INDIAN EXCAVATOR MARKET HEADING FOR NEW HIGH

Sales of crawler excavators in India rebounded last year following the Covid pandemic. Although 2022 been dogged by the same supply chain issues which have impacted markets around the world, as well as the negative effects of inflation, the excavator market should grow again and reach 25,000 units. That would almost equal the previous high set in 2018. Further growth next year should see a record volume of excavators sold.

The market still has a huge potential, but its rate of growth depends on the government and private investment in these sectors, the speed of planning and execution of infrastructure projects. The long-term future trend remains positive, and demand is expected to grow with a CAGR of 10% during 2022-2026 and reach 30,000 units in 2026 except 2024.



MR SAMEER MALHOTRA INTERACTED WITH STUDENTS IN POORNIMA UNIVERSITY



Mr Sameer Malhotra, Visionary Leader, Industry Veteran, Director and CEO of SAMIL have been invited as a guest of honour by Poornima University, Rajasthan in their inaugural ceremony of orientation program 2022-23. As an expert in the pre-owned automotive industry, Mr Malhotra imparted precious knowledge, from the treasures of his vast experience to the young and energetic minds who would be the leaders of tomorrow.

SHRIRAM AUTOMALL SIGNED AN AGREEMENT WITH INDIAN OVERSEAS BANK

On 26th day of August, 2022, Shriram Automall India Limited (SAMIL) signed agreement with Indian Overseas Bank, Pune Region, Pune State & Mumbai and Goa State for parking, seizing, Valuation & sales for all types of pre-owned vehicles. The agreement signing ceremony took place in the presence Mr. Hemant Vagare (ZBH) and Mr. Vikas Jhadav.



TEAM SAMIL AT 6TH WAFit! SUMMIT



At the 6th edition of WAF IT summit, SAMIL represented as a technologically innovative company in the pre-owned vehicles and equipment industry. Thought leaders from different arms of the automotive industry presented their ideas on the innovation and utilisation of Artificial intelligence, the Internet of Things and Telematics which will empower the vehicles of the future. The thoughtful event was held on 27th August 2022.

RAJASTHAN TEAM MEET AT JAIPUR AUTOMALL

Mr Sameer Malhotra, Director & CEO, SAMIL, met with whole Rajasthan Team at Jaipur Automall where he motivated the Samilians to perform in their best form. The meeting was full of energy and everyone took their part to improve their performance matrix for upcoming auctions.



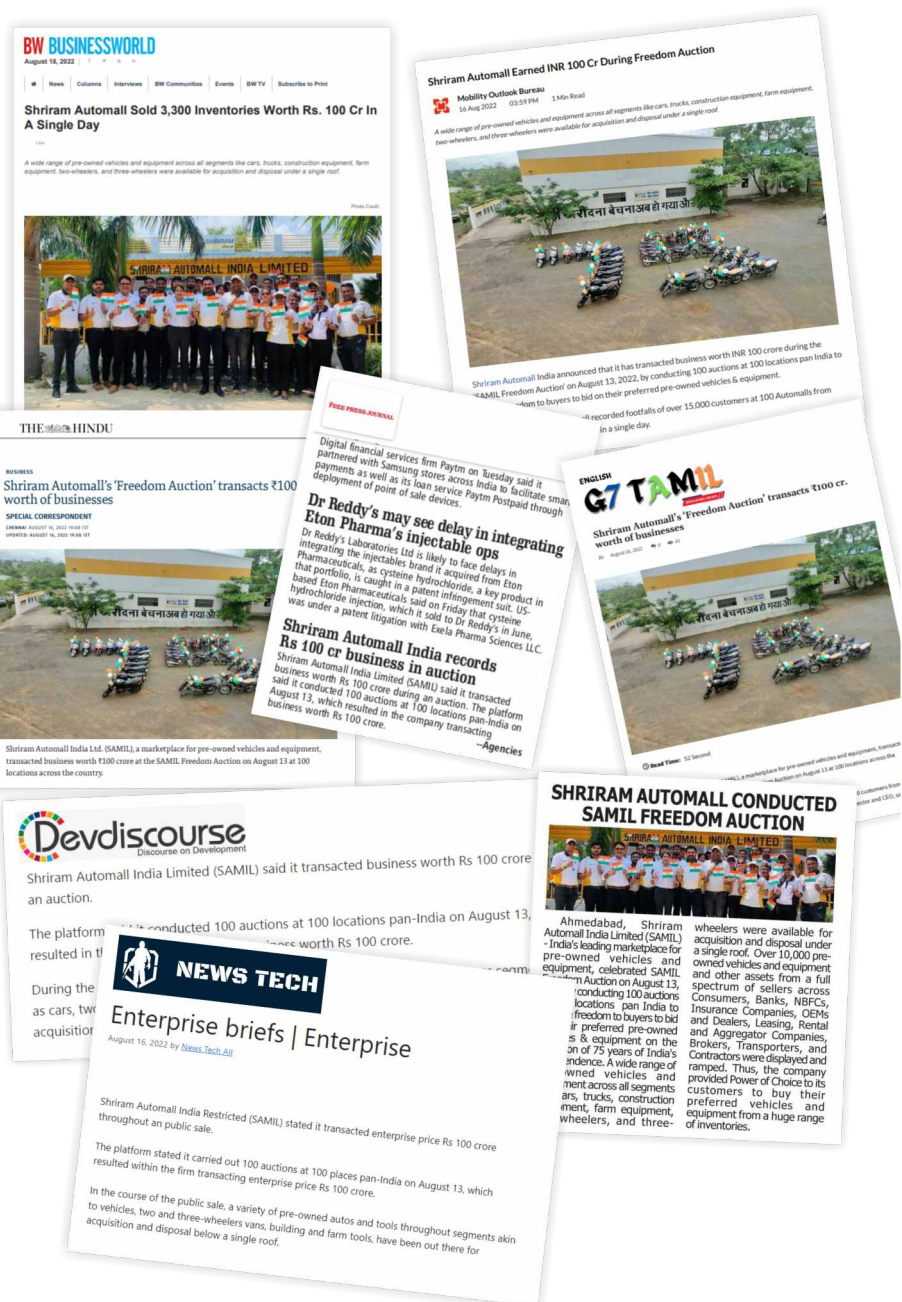
SAMIL FREEDOM AUCTION GENERATES AROUND 100 CR BUSINESS IN A SINGLE DAY - MEDIA COVERAGE

Shriram Automall set another benchmark by conducting 100 Auctions at 100 Locations across India to offer freedom to all the buyers to bid on their preferred pre-owned vehicles & equipment on the occasion of 75 years of India's independence. SAMIL Freedom Auction 2022 achieved around Rs. 100 Cr worth of asset transactions in a single day. Here are the snippets from leading media publications where the grand event was covered and appreciated.

The Hindu: <https://bit.ly/3dGk22c>

Mobility Outlook: <https://bit.ly/3As4Z58>

BW Auto World: <https://bit.ly/3zXECIS>



PRICES OF RAW MATERIALS DIP, GIVE AUTO COMPANIES HOPE



Raw materials costs are starting to melt after practically 20 months of rising relentlessly. This has allowed auto companies, each automobile maker in addition to element producers, to plan for higher margins within the coming quarters. Prices of key materials like metal and aluminium are down and the pattern will proceed. The cost of raw materials account for 65-70% of the total revenue. The prices of key metals used in the manufacturing of vehicles including steel and aluminium have seen a downward trend starting Q1FY23. The average steel prices over June-July have already dropped by more than 9% compared to Q4FY22 average, while the prices of aluminium have declined by over 15%.

OEMS EYE GOVERNMENT BUS BONANZA

India’s bus manufacturers are trying to make the most of a push to green mobility as State Transport Undertakings (STUs) adopt the asset-light GCC (gross cost contract) model in order to cut their losses which trebled from 13,956.77 crores in 2016-17 to Rs 42,143 crores in 2021 as well as go green. The GCC is a public-private partnership (PPP) model under which the operator signs a contract with the transport corporation and is paid on a fixed cost per km basis.



ADROIT AUTO COLLABORATES WITH NAFA

An illustration of two hands shaking, one in a blue sleeve and the other in a red sleeve, symbolizing a partnership or agreement.

The logo for Adroit Auto, featuring a stylized 'A' and the text 'ADROIT AUTO'.

Successfully Signed
FI and RCU agreement with (NAFA)
Netafim Agricultural Financing Agency Pvt. Ltd. Rural Field
Investigation and RCU verification business across the country

Adroit Auto successfully signed agreement with NetafimAgricultural Financing Agency (NAFA) for Pan India rural Field Investigation (FI) and Risk/Fraud Control Unit (RCU) verification services across the country.

INDIAN COMPONENT INDUSTRY CLOCKS HIGHEST EVER TURNOVER IN FY2022, GROWS 23%

The Indian component industry sized up to Rs 4.20 lakh crore registering 23% growth, outpacing its highest ever turnover of Rs 3.95 lakh crore in FY2019. Exports grew by 43% to Rs. 1.41 lakh crore while imports grew by 33% to Rs. 1.36 lakh crore leading to trade surplus of US\$ 700 million. The aftermarket, estimated at Rs 74,203 crore also witnessed a steady growth of 15%. Component sales to OEMs in the domestic market grew by 22% to Rs 3.41 lakh crore.

