

SAMIL

NEWSWRAP

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RETAIL TRACTOR SALES REGISTERED 28% DROP IN JULY 2022

The irregular monsoon and delay in Kharif affected July retail tractor sales. As a result, the sales registered 59,573 units in July 2022 against 82,419 units in July 2021, showing a downward trend in tractor sales this month by 27.72%. The top five tractor manufacturers in July 2022 were Mahindra, M & M Swaraj Division, Sonalika, TAFE, Escorts respectively. Further, John Deere, Eicher and New Holland also posted good sales numbers.

CAR SALES IN JULY 2022

Car sales in July 2022 stood at 3,41,302 units, up 17.10% when compared to 2,91,464 units sold in July 2021. This was a 49,838 unit volume growth. MoM sales also increased by 6.38 % from 3,20,846 units sold in June 2022 leading to a 20,456 unit volume growth. The top five automakers in India are Maruti Suzuki, Hyundai, Tata, Mahindra and Kia respectively.



ThePriceX

UNMATCHED PLATFORM, UNMATCHED FEATURES



On this episode of SamX, our visionary leader and industry veteran, Mr Sameer Malhotra talks about ThePriceX. ThePriceX is an advanced price prediction engine. It is aimed at solving a major problem of vague and distorted value of vehicles and equipment which overshadows the pre-owned marketplace in the country. It is already being used by all the leading banks, insurance companies, NBFC's as well as OEM's. ThePriceX is a scientific & insightful approach towards price discovery. Users get the data driven results on basis of lakhs of successfully transacted vehicles over the past 11 years. To learn more about SAMIL's price prediction engine please visit <https://youtu.be/OPfEppluBrU>

SAMIL FREEDOM AUCTION GENERATES BUSINESS OF 100+ CRORES ON INDEPENDENCE DAY 2022



Shriram Automall set another benchmark by conducting 100 auctions at 100 locations pan India to provide freedom to buyers to bid on their preferred pre-owned vehicles and equipment on the occasion of 75 years of India's independence. Over 10,000 pre-owned vehicles and equipment were displayed and ramped and over 15,000 customers participated. Overall, SAMIL Freedom Auction 2022 achieved over INR 100 Cr worth of asset transactions in a single day.

CV SALES IN UPTICK MODE IN JULY' 22

The Commercial Vehicle (CV) segment remained in an uptrend mode in July with most CV manufacturers witnessing positive sales growth albeit on a low base effect of last year due to the second wave of Covid19. Tata Motors, CV segment recorded a total of 31,473 units in July 2022, a 44% growth over July last year when it had clocked 21,796 units. Ashok Leyland reported that its domestic sales during July 2022 stood at 12,715 units, up 56% over 8,129 units in July 2021.

For Mahindra & Mahindra (M&M) within its various CV categories, sales of those LCV under two tonnes stood at 3693 units in July 2022, a 3% drop over corresponding period last year when it reported 3793 units.

Lastly for VE Commercial Vehicles (A Volvo Group and Eicher Motors joint venture), Eicher branded trucks and buses saw sales of 5360 units in July 2022 as compared to 3553 units in July 2021, a growth of 50.9%. The Volvo Trucks and Volvo Buses, on other hand, have recorded sales of 121 units in July 2022 as compared to 78 units in July 2021, representing a growth of 55.1%

SAMIL INSTALLED 100+ WATER COOLERS AND PURIFIERS FOR MILLION SMILES



Under the initiative of SAMIL Muskan, we at **Shriram Automall** have installed **100+ water coolers and purifiers across 100+ locations in India.** For us, it's not just social service, it is the joy of giving back to society in such a way that brings smiles to the faces of millions.



SHRIRAM AUTOMALL SIGNED AN AGREEMENT WITH SREI EQUIPMENT FINANCE LTD.



We at Shriram Automall India Limited (SAMIL) have signed an agreement with Srei Equipment Finance Ltd. Our multi-auction platforms will enable Srei Equipment Finance Ltd. to dispose their pre-owned construction equipment pan India with optimal resale value and hassle-free processes.

AUTO INDUSTRY EXPECTS CAR SALES ON FAST LANE IN FESTIVE SEASON



The auto industry expects car sales to be on the fast lane this festive season on the back of new launches and improved production but is cautiously optimistic on the road ahead once the festivities peter out. The festive season, which usually witnesses a spike in automobile sales, begins this year on August 11 with Rakshabandhan stretching up to Diwali on October 25, 2022. Expecting the festive season this year to be the best in terms of passenger vehicle sales on the back of new launches and improved production activity. The industry has been rolling out over 3 lakh units on an average in the past 4-5 months which is helping in retails.

AUTO SALES IN JULY 2022

The first month of the second half of this year reflected a mixed bag of sales. On a year-on-year basis, domestic sales for all the segments during July 2022 remained in the green, barring the tractors. In July 2022, two wheeler volumes grew 2% year-on-year, passenger vehicles by 18%, commercial vehicles by 44% and three wheelers by 4% but tractors declined 15%. PVs and CVs were in line, while two wheelers and tractors were below estimates. OEMs are focusing on increasing production in August owing to the beginning of festive season.



PASSENGER VEHICLE SALES IN 2022 SET TO BEAT RECORD ESTIMATES

India's passenger vehicle sales this year are anticipated to be a few quarters of 1,000,000 models greater than the preliminary projections that have been themselves for record excessive volumes. Sales of vehicles, utility automobiles and vans in calendar year 2022 are actually anticipated to be 3.6-3.7 million models, 17-20% increase in contrast with final year's sales. Every month, whatever sell, automakers get 5-10% more bookings which add on to the backlog. The business had its greatest year up to now in 2018, with sales of 3.39 million models. Sales of passenger automobiles had been hit arduous on the onset of the pandemic and fell to 2.43 million models in 2020.



ELECTRIC VEHICLE SALES NEED TO GO UP TO ACHIEVE 2030 TARGET



There's a need to accelerate electric vehicle (EV) sales in India, and also to set up more charging stations, else India will fall short of 40% of its 2030 sales projection. The report released, showed that under the current wave of electric mobility policies, the country may only be able to reach 5 crore EV sales by 2030. India had set a target of EV sales penetration of 30% of private cars, 70% of commercial cars, 40% of buses and 80% of two and three-wheelers by 2030. In absolute numbers, this amounts to having 8 crore electric vehicles on the road by 2030. The report estimated that India needs to have at least 39 lakh cumulative charging stations between 2022 and 2030, to support 8 crore Evs.

This is based on eight EVs per charging station. This is much higher than the charging stations planned so far in this period. India has started on the right foot on e-mobility, with an enabling policy landscape and sales growing rapidly in some segments. But we need more coordinated efforts between states and centre in defining targets and incentives that align with national ambition, not to miss much greater focus on charging infrastructure and financial solutions for funding EVs.



NUMBER OF ELECTRIC VEHICLES IN INDIA STANDS AT 13,92,265



A total of 13,92,265 Electric Vehicles (EVs) are being used on the roads of India as on 3rd August 2022. The highest number of electric vehicles in India is three-wheeler. The total number of three-wheeler stands at 7,93,370.

Total number of two-wheeler stands at 5,44,643. The number of four-wheeler and above stands at 54,252 as on 3rd August 2022. Sale of EVs in FY 2021-22 has gone up over three times as compared to sale of EVs in FY 2020-21 from to 1,34,460. Electric Vehicles are eligible for incentives under PLI scheme for Automobile and auto Components, which was approved on 15th September 2021 with a budgetary outlay of Rs 25,938 crore for a period of five years. GST on electric vehicles has been reduced from 12% to 5%; GST on chargers/ charging stations for electric vehicles has been reduced from 18% to 5%.

