

MARCH 2023 CAR SALES IN INDIA



Around 3.36 Lakh passenger cars were sold in the Indian market in March 2023. The sales increased by over 4% when compared to March last year and the industry marginally increased by 0.5% in comparison to February 2023. The PV volumes crossed 3 Lakh units for the third month in succession in CY2023 and for the ninth time in FY2022-23! This led the PV Industry to record the highest-ever sales for the month of March and also an all-time high FY volume in FY2023.

COMMERCIAL VEHICLE FINANCING TO BOUNCE BACK ON THE BACKDROP OF PICK UP IN SALES

On the backdrop of growth in commercial vehicle (CV) sales, CV financing is also expected to bounce back. Interestingly, the used CV segment, largely dominated by Non-Banking Finance Companies (NBFCs), can clock a stable growth rate despite headwinds in the last few years. The expected 22% volume growth in the commercial vehicle (CV) industry in FY23, along with the revival of CV sales volumes, is likely to lead to a rebound in the growth of CV financing.

SHRIRAM AUTOMALL ENDED THE FINANCIAL YEAR 2022-23 WITH 500+ CRORES MARCH



Shriram Automall India Limited (SAMIL), India's Largest Phygital Marketplace for Vehicles and Equipment closed the Financial Year 2022-23 high on accomplishments with a business of **INR 500 Crores in March 2023**. We whole heartedly thank our esteemed customers who trusted in our services and showcased their patronage towards SAMIL. SAMIL is grateful for your support in last financial year 2022-23.

SAMIL ANNUAL STRATEGY MEET 2023-24



Shriram Automall India Limited (SAMIL) and its group companies meet up for **The Annual Strategy Meet 2023-24**. The leadership teams of **Shriram Automall, CarTradeExchange, Adroit Inspection Services Private Limited, Augeo Asset Management and BlueJack** have charted out a path for a triumphant journey in the new financial year 2023-24. This year, SAMIL is all set to tackle new challenges and set new benchmarks in the Indian used vehicles, equipment and asset industry.

SANKALP 2023 AWARD CEREMONY AND GALA NIGHT



It's been a joyous night where the **Samilians were awarded** and recognised for their sheer hardwork to bring SAMIL where it stands today in the Indian used vehicles and equipment industry.

SAMIL IS PRIMED UP FOR NEW CHALLENGES



During the ongoing **Annual Strategy Meet 2023-24, Sameer Malhotra, Director and CEO - SAMIL**, interacted with all the Zonal Business Heads and charted out a plan of action to tackle the challenges faced by the business in their respective regions. He motivated the Samilians and reflected on their capacity, which can take SAMIL to greater heights in the new financial year and beyond.



BEST PERFORMING EMPLOYEES OF SAMIL IN FY 2022-23



Shriram Automall India Limited (SAMIL) never lets down its top performers, who help keep SAMIL at the apex of the industry. On the **3rd Night of SANKALP 2023** awards were conferred to the **Best-performing Employees** for the financial year 2022-23.

Watch the Video:

https://youtu.be/_M47lpKcWxM



**EV SALES IN INDIA HIT
1.17 MILLION UNITS IN FY23**



Fiscal year 2023 has ended and sales of electric vehicles (EVs) in India have scaled a new high, charging past the 100,000-units mark for the sixth month in a row. What's more, they have crossed the million-unit milestone over the past 12 months.

**CONSTRUCTION EQUIPMENT
INDUSTRY GROWS BY 25%
IN FY2023, COULD RISE
15-20% IN FY2024**

The Indian construction equipment (CE) industry, which aspires to become the world's second largest by 2030, is believed to have grown by 25% year on year in FY2023, surpassing 100,000-unit sales for the second year in a row. Speedy road and infrastructure development across the country, driven by the massive governmental spend as well as private sector programmes, power CE industry growth.



**PV, TRACTOR SALES HIT RECORD
HIGH IN FY23 DESPITE MARCH DIP**



Sales of passenger vehicles and tractors set new records in FY23, with leading carmakers Maruti Suzuki, Hyundai Motor India and Tata Motors reporting their highest-ever sales, despite a marginal dip in March for some companies. Tractor volumes surged 12% from the previous year to reach 944,000 units, a record high. Aided by strong demand for sports utility vehicles (SUVs), overall passenger vehicle sales rose 27% to touch 3.89 million.

**ELECTRIC 2 WHEELER SALES IN INDIA
RISE OVER TWO-AND-HALF FOLD TO
8,46,976 UNITS IN FY23**



Two-wheeler sales in India rose over two-and-half-fold to 8,46,976 units in 2022-23 over the previous fiscal. Total sales of e-two-wheelers (E2W) were at 3,27,900 units in 2021-22. FY23 saw sales of 1.2 lakh low-speed (LS) e-scooters with a top speed of less than 25 km/hr.

TOP 10 SAFEST CARS IN INDIA
WITH GLOBAL NCAP RATING



Car safety is becoming increasingly an important parameter in India for prospective purchasing decisions, thanks to the growing awareness among people. In recent years, Global NCAP has been actively promoting the adoption of safer cars in India. Top 10 Safest Cars in India with a Global NCAP rating.

LUXURY VEHICLES SELLING
LIKE HOT CAKES IN 2023



Steady domestic economic growth amid signs of moderating inflation, coupled with strong corporate earnings, are fuelling demand at the higher end of the market and supporting sales of luxury vehicles. Within luxury, too, demand was stronger for top-end vehicles priced upward of ₹1 crore. Sales of top-end models, in fact, more than doubled in the first quarter. As per industry estimates, more than 9,500 luxury vehicles were sold in the country in the first three months of the year, an increase of nearly 10% over the same period last year.

INDIA'S AUTO INDUSTRY
MAY SLIDE DOWN TO A LOW
SINGLE-DIGIT GROWTH IN FY24



With the period of high growth over, India's auto industry growth is likely to slow down to low single digits in the new financial year 2023-24, in contrast, overall retail grew by 21% in FY23. High inflationary pressures, routine price hikes and regulatory changes in addition to geopolitical challenges, may take the auto industry down a slippery slope.

CAR AND SUV SALES
ACCELERATE TO 3.88M
UNITS IN FY2023



India Passenger Vehicle Inc has just gone and upped the sales bar for the industry. Three months after it clocked near-3.8 million units (37,92,356) in CY2022, FY2023's 12-month domestic market sales are expected to surpass that by another 90,000-odd units to an estimated 38,88,155 units, clocking 27% year-on-year growth (FY2022: 30,69,499 units).