

# AUTO MONTHLY SALES FEBRUARY 2011

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## Auto Monthly Sales Updates for January 2011

### Maruti Suzuki

| Product                        | Feb-11         | Feb-10        | YoY          | Jan-11         | MoM         | April-Feb 11     | April-Feb 10   | Change %     |
|--------------------------------|----------------|---------------|--------------|----------------|-------------|------------------|----------------|--------------|
| <b>Domestic Sales (a)</b>      |                |               |              |                |             |                  |                |              |
| A1 (Maruti 800)                | 2,712          | 3,178         | -14.7%       | 1,876          | 44.6%       | 23,570           | 30,266         | -22.1%       |
| A2(Alto,wagonR,Zen,Swift,Ritz) | 72,090         | 60,380        | 19.4%        | 72,479         | -0.5%       | 730,092          | 578,427        | 26.2%        |
| A3 (SX4, Swift Dzire)          | 13,024         | 10,254        | 27.0%        | 11,930         | 9.2%        | 117,372          | 88,862         | 32.1%        |
| A4 (Kizashi)                   | 25             | NA            |              | NA             |             | 25               | NA             |              |
| C (Omni,Versa,Eeco)            | 13,536         | 10,668        | 26.9%        | 13,945         | -2.9%       | 146,210          | 90,450         | 61.6%        |
| MUV (Gypsy, Vitara)            | 156            | 285           | -45.3%       | 192            | -18.8%      | 4,890            | 3,255          | 50.2%        |
|                                | 101,543        | 84,765        | 19.8%        | 100,422        | 1.1%        | 1,022,315        | 791,260        | 29.2%        |
| Export Sales (b)               | 10,102         | 11,885        | -15.0%       | 9,321          | 8.4%        | 126,738          | 131,982        | -4.0%        |
| <b>Total Sales (a+b)</b>       | <b>111,645</b> | <b>96,650</b> | <b>15.5%</b> | <b>109,743</b> | <b>1.7%</b> | <b>1,149,053</b> | <b>923,242</b> | <b>24.5%</b> |

- Maruti sold 111,645 vehicles for the month of February 11 as against 96,650 units in February 10 a rise of 15.5% YoY basis.
- The A2 Segment comprising of Alto, Wagon R, and Swift & Ritz grew by 19.4% on a YoY Basis; while on a MoM Basis declined by -0.5% at 72,090 units.
- The A3 category, comprising of SX4 and Swift Dzire's sales showed a robust growth by 27.0% YoY at 13024 units
- During the month, the company launched Luxury Sporty Kizashi Sedan under A4 segment.
- The C segment comprising Omni and Eeco and Versa continued to show a strong growth in the domestic market growing by 26.9% on a YoY basis.
- Exports slide 15% on a YoY basis but were up by 8.4% on a MoM basis at 10,102 units.

## Auto Monthly Sales Updates for January 2011

### Tata Motors

| Product                | Feb-11        | Feb-10        | YoY          | Jan-11        | MoM         | April-Feb 11   | April-Feb 10   | Change %     |
|------------------------|---------------|---------------|--------------|---------------|-------------|----------------|----------------|--------------|
| <b>Domestic Sales</b>  |               |               |              |               |             |                |                |              |
| M&HCV                  | 17,632        | 17,441        | 1.1%         | 16,487        | 6.9%        | 168,730        | 134,290        | 25.6%        |
| LCV                    | 23,498        | 21,764        | 8.0%         | 23,776        | -1.2%       | 228,239        | 196,080        | 16.4%        |
| <b>Cars</b>            |               |               |              |               |             |                |                |              |
| Indica                 | 10,044        | 11,502        | -12.7%       | 10,591        | -5.2%       | 93,433         | 102,797        | -9.1%        |
| Indigo                 | 8,966         | 7,373         | 21.6%        | 8,456         | 6.0%        | 78,203         | 49,097         | 59.3%        |
| Nano                   | 8,262         | 4,105         | 101.3%       | 6,703         | 23.3%       | 53,463         | 21,535         | 148.3%       |
| <b>Total Cars</b>      | <b>27,272</b> | <b>22,980</b> | <b>18.7%</b> | <b>25,750</b> | <b>5.9%</b> | <b>233,361</b> | <b>177,534</b> | <b>31.4%</b> |
| Utility(Safari , Sumo) | 4,637         | 4,005         | 15.8%        | 4,462         | 3.9%        | 37,460         | 29,635         | 26.4%        |
| <b>Domestic Sales</b>  |               |               |              |               |             |                |                |              |
| Domestic Sales         | 73,039        | 66,190        | 10.3%        | 70,475        | 3.6%        | 659,528        | 533,434        | 23.6%        |
| Export Sales           | 4,504         | 3,237         | 39.1%        | 4,948         | -9.0%       | 52,245         | 30,036         | 73.9%        |
| <b>Total Sales</b>     | <b>77,543</b> | <b>69,427</b> | <b>11.7%</b> | <b>75,423</b> | <b>2.8%</b> | <b>711,773</b> | <b>563,470</b> | <b>26.3%</b> |
| Fiat                   | 1,842         | 2,256         | -18.4%       | 2,174         | -15.3%      | 19,936         | 22,654         | -12.0%       |

- Tata Motors reported sales of 77,543 vehicles (including exports) for the month of February 11, an increase of 11.7% YoY and by 2.8% on a MoM basis.
- The M&HCV segment witnessed a growth of 1.1% on a YoY basis, and a growth of 6.9% on a MoM basis at 17,632 units for February 2011. The LCV segment has witnessed a growth of 8% YoY, but declined by 1.2% MoM to 23,498 units.
- The Cars segment showed an uptick on account of improved sales of the Tata Nano. The Nano sales stood at 8262 units compared to 4105 units in February 2010, up by a robust 101.3% YoY.
- Exports grew 39.1% to 4504 units for February 11 on a YoY basis, but declined by 9% MoM.

## Auto Monthly Sales Updates for January 2011

### Ashok Leyland

| Product                   | Feb-11      | Feb-10      | YoY          | Jan-11       | MoM          | April-Feb 11 | April-Feb 10 | Change %   |
|---------------------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|------------|
| <b>Domestic Sales (a)</b> |             |             |              |              |              |              |              |            |
| MDV Passanger             | 1636        | 1621        | 0.9%         | 1,676        | -2.4%        | 18111        | 14142        | 28%        |
| MDV Goods                 | 7316        | 5364        | 36.4%        | 5,154        | 41.9%        | 53792        | 33771        | 59%        |
| LCV                       | 30          | 107         | -72.0%       | 50           | -40.0%       | 585          | 735          | -20%       |
| <b>Total</b>              | <b>8982</b> | <b>7092</b> | <b>26.6%</b> | <b>6,880</b> | <b>30.6%</b> | <b>72488</b> | <b>48648</b> | <b>49%</b> |
| <b>Export Sales (b)</b>   |             |             |              |              |              |              |              |            |
| MDV Passanger             | 498         | 310         | 60.6%        | 420          | 18.6%        | 4385         | 1796         | 144%       |
| MDV Goods                 | 285         | 420         | -32.1%       | 410          | -30.5%       | 4922         | 3141         | 57%        |
| LCV                       | 33          | 47          | NA           | 1            | 3200.0%      | 143          | 274          | -48%       |
| <b>Total</b>              | <b>816</b>  | <b>777</b>  | <b>5.0%</b>  | <b>831</b>   | <b>-1.8%</b> | <b>9450</b>  | <b>5211</b>  | <b>81%</b> |
| <b>Total Sales (a+b)</b>  | <b>9798</b> | <b>7869</b> | <b>24.5%</b> | <b>7711</b>  | <b>27.1%</b> | <b>81938</b> | <b>53859</b> | <b>52%</b> |

- Ashok Leyland reported sales of 9798 units in February 11 as against 7869 units in February 10, an increase of 24.5 % on a YoY basis. On a MoM basis sales were higher by 27.1%.
- Ashok Leyland Domestic sales were higher by 30.6% MoM and higher by 26.6% on YoY basis. Exports were higher by 5% YoY and down by 1.8% MoM and stood at 816.

### Mahindra & Mahindra

| Product                          | Feb-11        | Feb-10        | YoY          | Jan-11        | MoM          | April-Feb 11   | April-Feb 10   | Change %     |
|----------------------------------|---------------|---------------|--------------|---------------|--------------|----------------|----------------|--------------|
| Passenger Uv's                   | 14,288        | 12,813        | 11.5%        | 16,088        | -11.2%       | 152,903        | 136,468        | 12.0%        |
| Logan                            | 1,151         | 537           | 114.3%       | 1,120         | 2.8%         | 8,991          | 4,981          | 80.5%        |
| 4 Wheel pick ups (including Maim | 9,903         | 8,733         | 13.4%        | 10,193        | -2.8%        | 94,068         | 66,408         | 41.7%        |
| 3 Wheelers                       | 5,725         | 3,641         | 57.2%        | 6,177         | -7.3%        | 56,373         | 40,067         | 40.7%        |
| MNAL                             | 900           | 856           | 5.1%         | 1,023         | -12.0%       | 10,198         | 8,845          | 15.3%        |
| <b>Total Domestic</b>            | <b>31,967</b> | <b>26,580</b> | <b>20.3%</b> | <b>34,601</b> | <b>-7.6%</b> | <b>322,533</b> | <b>256,769</b> | <b>25.6%</b> |
| Exports                          | 1,411         | 1,314         | 7.4%         | 2,117         | -33.3%       | 17,008         | 9,813          | 73.3%        |
| <b>Total</b>                     | <b>33,378</b> | <b>27,894</b> | <b>19.7%</b> | <b>36,718</b> | <b>-9.1%</b> | <b>339,541</b> | <b>266,582</b> | <b>27.4%</b> |
| Total Farm Equipment             | 19,041        | 13,921        | 36.8%        | 20,499        | -7.1%        | 193,805        | 158,470        | 22.3%        |
| <b>Total Sales</b>               | <b>52,419</b> | <b>41,815</b> | <b>25.4%</b> | <b>57,217</b> | <b>-8.4%</b> | <b>533,346</b> | <b>425,052</b> | <b>25.5%</b> |

- Mahindra & Mahindra reported total sales of 57,419 units in February 11 as against 41,815 units in the corresponding month last year, a growth of 25.4% YoY basis but declined by 8.4% on a MoM basis.
- The Farm Equipment segment recorded a 36.8% growth on a YoY basis and declined by 7.1 % MoM.

## Auto Monthly Sales Updates for January 2011

### 2-Wheelers

| Company Name              | Feb-11         | Feb-10         | YoY          | Jan-11         | MoM         | April-Feb 11     | April-Feb 10     | Change %     |
|---------------------------|----------------|----------------|--------------|----------------|-------------|------------------|------------------|--------------|
| <b>BAJAJ AUTO</b>         |                |                |              |                |             |                  |                  |              |
| -Motor Cycle              | 286,657        | 234,623        | 22.2%        | 275,622        | 4.0%        | 3,112,629        | 2,262,017        | 38%          |
| -Scooter Geared/Un Geared | -              | 87             |              | -              |             | 27               | 4,790            |              |
| Two Wheeler (a)           | 286,657        | 234,710        | 22.1%        | 275,622        | 4.0%        | 3,112,656        | 2,266,807        | 37%          |
| Three Wheeler (b)         | 40,217         | 33,968         | 18.4%        | 37,961         | 5.9%        | 363,318          | 311,592          | 17%          |
| <b>Total Sales (a+b)</b>  | <b>326,874</b> | <b>268,678</b> | <b>21.7%</b> | <b>313,583</b> | <b>4.2%</b> | <b>3,516,191</b> | <b>2,578,399</b> | <b>36.4%</b> |
| <b>TVS</b>                |                |                |              |                |             |                  |                  |              |
| Domestic Sales            |                |                |              |                |             |                  |                  |              |
| - Motor Cycle             | 71,462         | 63,394         | 12.7%        | 67,721         | 5.5%        | 757,189          | 576,278          | 31%          |
| Scooters/Mopeds           | 101,738        | 77,150         | 31.9%        | 94,004         | 8.2%        | 1,068,429        | 801,469          | 33%          |
| Total Two Wheeler Sales   | 173,200        | 140,544        | 23.2%        | 161,725        | 7.1%        | 1,825,618        | 1,377,747        | 33%          |
| 3 Wheeler Sales           | 4,212          | 2,132          | 97.6%        | 3,427          | 22.9%       | 35,433           | 12,528           | 183%         |
| <b>Total Sales</b>        | <b>177,412</b> | <b>142,676</b> | <b>24.3%</b> | <b>165,152</b> | <b>7.4%</b> | <b>1,861,051</b> | <b>1,390,275</b> | <b>34%</b>   |
| <b>HERO HONDA</b>         |                |                |              |                |             |                  |                  |              |
| Motorcycles               | 472,055        | 382,096        | 23.5%        | 466,524        | 1.2%        | 4,144,237        | 3,803,396        | 9%           |

- Bajaj Auto
  - Bajaj Auto's sales grew by 21.7% on a YoY basis and stood at 326,874 in February 11 as compared to 268,678 in February 10.
  - Its three wheeler segment grew by 18.4% YoY and 5.9% MoM while the two wheeler segment grew by 22.1% YoY and 4% MoM.
- TVS
  - TVS reported sales of 177,412 units in February 11 as against 142,676 units in the corresponding month last year growing by 24.3%.
  - Its 3 Wheeler sales grew by a robust 97.6% Y-o-Y
- Hero Honda
  - Hero Honda's motorcycle sales were up by 23.5% on a YoY basis at 472,055 units in February 11. On a MoM basis sales were higher by 1.2%.

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### NOTE

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