

AUTO MONTHLY SALES JANUARY 2011

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Auto Monthly Sales Updates for January 2011

Maruti Suzuki

Product	Jan-11	Jan-10	YoY	Dec-10	MoM	April-Jan 11	April-Jan 10	Change %
Domestic Sales (a)								
A1 (Maruti 800)	1,876	2,494	-24.8%	1,798	4.3%	20,858	27,088	-23.0%
A2(Alto,wagonR,Zen,Swift,Ritz)	72,479	58,540	23.8%	64,492	12.4%	658,002	518,047	27.0%
A3 (SX4, Swift Dzire)	11,930	8,995	32.6%	9,362	27.4%	104,348	78,608	32.7%
C (Omni,Versa,Eeco)	13,945	10,923	27.7%	13,547	2.9%	132,674	79,782	66.3%
MUV (Gypsy, Vitara)	192	135	42.2%	270	-28.9%	4,890	2,970	64.6%
	100,422	81,087	23.8%	89,469	12.2%	920,772	706,495	30.3%
Export Sales (b)								
	9,321	14,562	-36.0%	9,756	-4.5%	116,636	120,097	-2.9%
Total Sales (a+b)	109,743	95,649	14.7%	99,225	10.6%	1,037,408	826,592	25.5%

- Maruti sold 109,743 vehicles for the month of January 11 as against 95,649 units in January 10 a rise of 14.7% YoY basis. The A2 Segment comprising of Alto, Wagon R, and Swift & Ritz grew by 12.4% on a MoM Basis; while on a YoY Basis grew by 23.8% at 72,479 units.
- The C segment comprising Omni and Eeco and Versa continued to show a strong growth in the domestic market growing by 27.7% on a YoY basis.
- The A3 category, comprising of SX4 and Swift Dzire's sales showed a robust growth by 32.6% YoY at 11930 units
- Exports continued to slide and were down 4.5% on a MoM basis and 36% on a YoY basis at 9,321 units.
- During th month, the company' cumulative sales in current fiscal crossed 10 Lakh units at 10,37,408 units within a record period of less than 10 months in this fiscal.
- Maruti Suzuki is the only company to cross one million mark in in production and sales.

Auto Monthly Sales Updates for January 2011

Tata Motors

Product	Jan-11	Jan-10	YoY	Dec-10	MoM	April-Jan 11	April-Jan 10	Change %
Domestic Sales								
M&HCV	16,487	15,702	5.0%	17,368	-5.1%	151,098	116,849	29.3%
LCV	23,776	20,255	17.4%	24,558	-3.2%	204,741	174,316	17.5%
Cars								
Indica	10,591	11,448	-7.5%	5,923	78.8%	83,389	91,295	-8.7%
Indigo	8,456	7,258	16.5%	5,234	61.6%	69,237	41,724	65.9%
Nano	6,703	4,001	67.5%	5,784	15.9%	53,463	21,535	148.3%
Total Cars	25,750	22,707	13.4%	16,941	52.0%	206,089	154,554	33.3%
Utility(Safari , Sumo)	4,462	3,538	26.1%	2,765	61.4%	32,823	25,630	28.1%
Domestic Sales	70,475	62,202	13.3%	61,632	14.3%	594,751	471,349	26.2%
Export Sales	4,948	3,276	51.0%	5,809	-14.8%	47,608	26,799	77.6%
Total Sales	75,423	65,478	15.2%	67,441	11.8%	642,359	498,148	28.9%
Fiat	2,174	2,302	-5.6%	1,007	115.9%	18,094	20,398	-11.3%

- Tata Motors reported sales of 75,423 vehicles (including exports) for the month of January 11, an increase of 11.8% MoM and by 15.2% on a YoY basis.
- The M&HCV segment witnessed a growth of 5% on a YoY basis, but decline by 5% on a MoM basis at 16487 units for January 2011. The LCV segment has witnessed a growth of 17.4% YoY, but declined by 3.2% MoM to 23776 units.
- The Cars segment showed an uptick on account of improved sales of the Tata Nano. The Nano sales stood at 6703 units compared to 4001 units in January 2010, up by 67.5% YoY.
- Exports grew 51% to 4948 units for January 11 on a YoY basis, but declined by 14.8% MoM.

Auto Monthly Sales Updates for January 2011

Ashok Leyland

Product	Jan-11	Jan-10	YoY	Dec-10	MoM	April-Jan 11	April-Jan 10	Change %
Domestic Sales (a)								
MDV Passanger	1676	1601	4.7%	2,001	-16.2%	16475	12521	-84%
MDV Goods	5154	5779	-10.8%	4,353	18.4%	46476	28407	-85%
LCV	50	80	-37.5%	57	-12.3%	555	628	-91%
Total	6880	7460	-7.8%	6,411	7.3%	63506	41556	-85%
Export Sales (b)								
MDV Passanger	420	104	303.8%	518	-18.9%	3887	1486	-65%
MDV Goods	410	307	33.6%	612	-33.0%	4637	2721	-78%
LCV	1	0	NA	27	-96.3%	110	227	-88%
Total	831	411	102.2%	1,157	-28.2%	8634	4434	-74%
Total Sales (a+b)	7711	7871	-2.0%	7568	1.9%	72140	45990	-84%

- Ashok Leyland reported sales of 7711 units in January 11 as against 7871 units in January 10, a decline of 2 % on a YoY basis. On a MoM basis sales were higher by 1.9%.
- Ashok Leyland Domestic sales were higher by 7.3% MoM and by lower 7.8% on YoY basis. Exports were higher by 102.2% YoY and down by 28.2% MoM and stood at 831.

Mahindra & Mahindra

Product	Jan-11	Jan-10	YoY	Dec-10	MoM	April-Jan 11	April-Jan 10	Change %
Passenger Uv's	16,088	14,443	11.4%	14,705	9.4%	138,615	123,655	12.1%
Logan	1,120	555	101.8%	896	25.0%	7,840	4,444	76.4%
4 Wheel pick ups (including Maimi	10,193	8,673	17.5%	10,161	0.3%	84,165	57,675	45.9%
3 Wheelers	6,177	4,516	36.8%	5,928	4.2%	50,648	36,426	39.0%
MNAL	1,023	801	27.7%	856	19.5%	9,298	7,989	16.4%
Total Domestic	34,601	28,988	19.4%	32,546	6.3%	290,566	230,189	26.2%
Exports	2,117	1,161	82.3%	1,516	39.6%	15,597	8,499	83.5%
Total	36,718	30,149	21.8%	34,062	7.8%	306,163	238,688	28.3%
Total Farm Equipment	20,499	16,879	21.4%	16,334	25.5%	174,764	144,549	20.9%
Total Sales	57,217	47,028	21.7%	50,396	13.5%	480,927	383,237	25.5%

- Mahindra & Mahindra reported total sales of 57,217 units in January 11 as against 47,028 units in the corresponding month last year, a growth of 21.7% YoY basis and increased by 13.5% on a MoM basis.
- The Farm Equipment segment recorded a 21.4% growth on a YoY basis and increased by 25.5 % MoM.

Auto Monthly Sales Updates for January 2011

2-Wheelers

Company Name	Jan-11	Jan-10	YoY	Dec-10	MoM	April-Jan 11	April-Jan 10	Change %
BAJAJ AUTO								
-Motor Cycle	275,622	232,939	18.3%	243,675	13.1%	2,825,972	2,027,298	39%
-Scooter Geared/Un Geared	-	110		-		27	4,703	
Two Wheeler (a)	275,622	233,049	18.3%	243,675	13.1%	2,825,999	2,032,001	39%
Three Wheeler (b)	37,961	32,969	15.1%	33,128	14.6%	363,318	277,624	31%
Total Sales (a+b)	313,583	266,018	17.9%	276,803	13.3%	3,189,317	2,309,625	38.1%
TVS								
Domestic Sales								
- Motor Cycle	67,721	54,698	23.8%	61,414	10.3%	685,727	513,424	34%
- 2 Wheeler (Others)	94,004	70,880	32.6%	95,548	-1.6%	961,100	721,208	33%
Total Two Wheeler Sales	161,725	125,578	28.8%	156,962	3.0%	1,646,827	1,234,632	33%
3 Wheeler Sales	3,427	1,710	100.4%	3,431	-0.1%	31,221	10,417	200%
Total Sales	165,152	127,288	29.7%	160,393	3.0%	1,678,048	1,245,049	35%
HERO HONDA								
Motorcycles	466,524	389,802	19.7%	501,111	-6.9%	4,144,237	3,803,396	16%

- **Bajaj Auto**
 - Bajaj Auto's sales grew by 17.9% on a YoY basis and stood at 313,583 in January 11 as compared to 266,018 in January 10.
 - Its three wheeler segment grew by 15.1% YoY and 14.6% MoM while the two wheeler segment grew by 18.3% YoY and 13.1% MoM.
- **TVS**
 - TVS reported sales of 165,152 units in January 11 as against 127,288 units in the corresponding month last year growing by 29.7%.
 - Its 3 Wheeler sales grew by a robust 100.4% Y-o-Y
 - TVS reported decent numbers for January 2011, given, it had a plant shut down.
- **Hero Honda**

Hero Honda's motorcycle sales were up by 19.7% on a YoY basis at 466,524 units in January 11. On a MoM basis sales were lower by 6.9%.

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NOTE

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