

AUTO MONTHLY SALES MARCH 2011

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Auto Monthly Sales Updates for March 2011

Maruti Suzuki

Product	Mar-11	Mar-10	YoY	Feb-11	MoM	April-Mar 11	April-Mar 10	Change %
Domestic Sales (a)								
A1 (Maruti 800)	2,915	2,762	5.5%	2,712	7.5%	26,485	33,028	-19.8%
A2(Alto,wagonR,Zen,Swift,Ritz)	78,460	54,763	43.3%	72,090	8.8%	808,552	633,190	27.7%
A3 (SX4, Swift Dzire)	13,910	10,453	33.1%	13,024	6.8%	131,282	99,315	32.2%
A4 (Kizashi)	103	NA		25		128	NA	
C (Omni,Versa,Eeco)	14,416	10,875	32.6%	13,536	6.5%	160,626	101,325	58.5%
MUV (Gypsy, Vitara)	620	677	-8.4%	156	297.4%	5,666	3,932	44.1%
	110,424	79,530	38.8%	101,543	8.7%	1,132,739	870,790	30.1%
Export Sales (b)	11,528	15,593	-26.1%	10,102	14.1%	138,266	147,575	-6.3%
Total Sales (a+b)	121,952	95,123	28.2%	111,645	9.2%	1,271,005	1,018,365	24.8%

- Maruti sold 121,952 vehicles for the month of March 11 as against 95,123 units in March 10, a rise of 28.2% YoY basis.
- The A2 Segment comprising of Alto, Wagon R, and Swift & Ritz grew by 43.3% on a YoY Basis; while on a MoM Basis increased by 8.8% at 78,460 units.
- The A3 category, comprising of SX4 and Swift Dzire's sales showed a robust growth by 33.1% YoY at 13,910 units.
- The C segment comprising Omni and Eeco and Versa continued to show a strong growth in the domestic market growing by 32.6% on a YoY basis.
- Exports slide 26.1% on a YoY basis but were up by 14.1% on a MoM basis at 11,528 units.

Auto Monthly Sales Updates for March 2011

Tata Motors

Product	Mar-11	Mar-10	YoY	Feb-11	MoM	April-Mar 11	April-Mar 10	Change %
Domestic Sales								
M&HCV	23,337	20,847	11.9%	17,632	32.4%	192,067	155,137	23.8%
LCV	26,416	22,438	17.7%	23,498	12.4%	254,655	218,518	16.5%
Cars								
Indica	6,937	11,618	-40.3%	10,044	-30.9%	100,370	114,415	-12.3%
Indigo	7,197	7,537	-4.5%	8,966	-19.7%	85,400	56,634	50.8%
Nano	8,707	4,710	84.9%	8,262	5.4%	70,432	30,350	132.1%
Total Cars	22,841	23,865	-4.3%	27,272	-16.2%	256,202	201,399	27.2%
Utility(Safari , Sumo)	4,837	3,896	24.2%	4,637	4.3%	42,297	33,531	26.1%
Domestic Sales	77,431	71,046	9.0%	73,039	6.0%	745,221	608,585	22.5%
Export Sales	5,932	4,105	44.5%	4,504	31.7%	58,044	34,141	70.0%
Total Sales	83,363	75,151	10.9%	77,543	7.5%	803,265	642,726	25.0%
Fiat	1,865	2,107	-11.5%	1,842	1.2%	21,801	24,761	-12.0%

- Tata Motors reported sales of 83,363 vehicles (including exports) for the month of March 11, an increase of 10.9% YoY and by 7.5% on a MoM basis.
- The M&HCV segment witnessed a growth of 11.9% on a YoY basis, and a growth of 32.4% on a MoM basis at 23,337 units for March 2011. The LCV segment has witnessed a growth of 17.7% YoY and increased by 12.4% MoM to 26,416 units.
- The Cars segment showed a decline of 4.3% YoY to 22,841 units which was mainly due to 40.3% decline in sales of Tata Indica. Indica sales declined 40.3% to 6,937 units. However, there was an improved sales of Tata Nano. The Nano sales stood at 8,707 units compared to 4,710 units in March 2010, up by a robust 84.9% YoY.
- Exports grew 44.5% to 5,932 units for March 11 on a YoY basis, up 31.7% MoM.

Auto Monthly Sales Updates for March 2011

Ashok Leyland

Product	Mar-11	Mar-10	YoY	Feb-11	MoM	April-Mar 11	April-Mar 10	Change %
Domestic Sales (a)								
MDV Passenger	2,312	2,263	2%	1,636	41%	18,111	16,405	10%
MDV Goods	8,884	6,959	28%	7,316	21%	53,792	40,730	32%
LCV	116	77	51%	30	287%	585	812	-28%
Total	11,312	9,299	22%	8,982	26%	72,488	48,648	49%
Export Sales (b)								
MDV Passenger	416	281	48%	498	-16%	4,385	2,077	111%
MDV Goods	412	475	-13%	285	45%	4,922	3,616	36%
LCV	28	12	NA	33	-15%	143	286	-50%
Total	856	768	11%	816	5%	9,450	5,979	58%
Total Sales (a+b)	12,168	10,067	21%	Oct-26	24%	81,938	54,627	50%

- Ashok Leyland reported total sales of 12,168 units in March 11 as against 10,067 units in March 10, an increase of 21% on a YoY basis. On a MoM basis sales were higher by 24%.
- Ashok Leyland Domestic sales were higher by 26% MoM and higher by 22% on YoY basis. Exports were higher by 11% YoY and by 5% MoM and stood at 856.

Mahindra & Mahindra

Product	Mar-11	Mar-10	YoY	Feb-11	MoM	April-Mar 11	April-Mar 10	Change %
Passenger Uv's	16,302	14,258	14.3%	14,288	14.1%	169,205	150,726	12.3%
Logan	1,018	351	190.0%	1,151	-11.6%	10,009	5,332	87.7%
4 Wheel pick ups (including Maim	11,520	9,979	15.4%	9,903	16.3%	105,588	76,387	38.2%
3 Wheelers	5,769	4,372	32.0%	5,725	0.8%	62,142	44,439	39.8%
MNAL	879	984	-10.7%	900	-2.3%	11,077	9,829	12.7%
Total Domestic	35,488	29,944	18.5%	31,967	11.0%	358,021	286,713	24.9%
Exports	2,034	1,754	16.0%	1,411	44.2%	19,042	11,567	64.6%
Total	37,522	31,698	18.4%	33,378	12.4%	377,063	298,280	26.4%
Total Farm Equipment	19,848	16,164	22.8%	19,041	4.2%	213,653	174,634	22.3%
Total Sales	57,370	47,862	19.9%	52,419	9.4%	590,716	472,914	24.9%

- Mahindra & Mahindra reported total sales of 57,370 units in March 11 as against 47,862 units in the corresponding month last year, a growth of 19.9% YoY basis and increased by 9.4% on a MoM basis.
- The Farm Equipment segment (Domestic + Exports) recorded a 22.8% growth on a YoY basis and increased by 4.2 % MoM.
- Farm Equipment Sector reached a new pinnacle by recording Highest Domestic Sales ever and crossed 200,000 mark.

Auto Monthly Sales Updates for March 2011

2-Wheelers

Company Name	Mar-11	Mar-10	YoY	Feb-11	MoM	April-Mar 11	April-Mar 10	Change %
BAJAJ AUTO								
Two Wheeler (a)	274,389	244,870	12%	286,657	-4%	3,387,040	2,506,791	35%
Three Wheeler (b)	33,349	29,345	14%	40,217	-17%	436,884	340,937	28%
Total Sales (a+b)	307,738	274,277	12%	326,874	-5.9%	3,516,191	2,847,728	23.5%
TVS								
Domestic Sales								
- Motor Cycle	79,642	64,147	24.2%	67,721	17.6%	836,911	640,938	31%
Scooters/Mopeds	107,139	82,616	29.7%	94,004	14.0%	1,169,897	881,024	33%
Total Two Wheeler Sales	186,781	146,763	27.3%	161,725	15.5%	2,006,808	1,521,962	32%
3 Wheeler Sales	4,427	2,431	82.1%	3,427	29.2%	39,860	14,980	166%
Total Sales	191,208	149,194	28.2%	165,152	15.8%	2,046,668	1,536,942	33%
HERO HONDA								
Motorcycles	515,852	414,638	24.4%	472,055	9.3%	5,402,444	4,599,640	17%

- **Bajaj Auto**
 - Bajaj Auto's sales grew by 12% on a YoY basis and stood at 307,738 in March 11 as compared to 274,277 in March 10. However, on a MoM basis sales declined 5.9%.
 - Its three wheeler segment grew by 14% YoY but declined -17% MoM. While the two wheeler segment grew by 12% YoY and declined 4% MoM.
- **TVS**
 - TVS reported two wheeler sales of 186,781 units in March 11 as against 146,763 units in the corresponding month last year growing by 27.3%.
 - Its 3 Wheeler sales grew by a robust 82.1% Y-o-Y
- **Hero Honda**
 - Hero Honda's motorcycle sales were up by 24.4% on a YoY basis at 515,852 units in March 11. On a MoM basis sales were higher by 9.3%.

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NOTE

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