

## Auto Sector Monthly Update for April 2010

### Maruti Suzuki

Product	Apr'10	Apr'09	YoY	Mar'10	MoM
<b>Domestic Sales (a)</b>					
A1 (Maruti 800)	2258	2345	-3.7%	2762	-18.2%
A2(WagonR,Swift,A-star,Ritz)	56416	46817	20.5%	54763	3.0%
A3 (SX4, Esteem, Dezire)	9994	7066	41.4%	10453	-4.4%
C (Omni,Eeco)	10654	7724	37.9%	10875	-2.0%
MUV (Gypsy, Grand Vitara)	712	905	-21.3%	677	5.2%
	<b>80034</b>	<b>64857</b>	<b>23.4%</b>	<b>79530</b>	<b>0.6%</b>
<b>Export Sales (b)</b>	<b>13024</b>	<b>6891</b>	<b>89.0%</b>	<b>15593</b>	<b>-16.5%</b>
<b>TOTAL(a+b)</b>	<b>93058</b>	<b>71748</b>	<b>29.7%</b>	<b>95123</b>	<b>-2.2%</b>

- Maruti sold 93,058 vehicles in April 10 as against 71,748 units in April 09 a rise of 29.7% YoY basis and a 2.2% decline on a MoM basis.
- The A2 Segment was the only segment which grew both on a MoM by 3% & YoY by 20.5% primarily on back of strong demand for Ritz.
- The C segment comprising Omni and Eeco showed a robust growth in the domestic market and grew by 37.9% on a YoY basis; however fell 2% on a MoM basis.
- Though the overall sales of the company showed a decent increase, the MUV segment which comprises Gypsy, Grand Vitara etc, registered a gain of 5.2% during the month compared to sales in April 09 and fell about 21.3% on a MoM basis.
- In the A3 category comprising of SX4 and Swift Desire there was a rise of 41.4% YoY in the sales numbers while on a MoM basis sales declined 4.4%.
- Exports were up by 89% on a YoY basis at 13,024 units in April 10 against 6891 units in April 09. The company's exports were mainly driven by A- Star and Ritz in Europe. However, on a MoM basis export sales was down 16.5% in April 2010.

## Auto Sector Monthly Update for April 2010

### Tata Motors

Product	Apr'10	Apr'09	YoY	Mar'10	MoM
<b>Domestic Sales (a)</b>					
M&HCV	13157	8053	63.4%	20847	-36.9%
LCV	17806	14794	20.4%	22438	-20.6%
Cars	19577	11202	74.8%	23865	-18.0%
Utility	3525	2208	59.6%	3896	-9.5%
	<b>54065</b>	<b>36257</b>	<b>49.1%</b>	<b>71046</b>	<b>-23.9%</b>
<b>Export Sales (b)</b>	<b>3137</b>	<b>1261</b>	<b>148.8%</b>	<b>4105</b>	<b>-23.6%</b>
<b>TOTAL(a+b)</b>	<b>57202</b>	<b>37518</b>	<b>52.5%</b>	<b>75151</b>	<b>-23.9%</b>

- Tata Motors reported sales of 57,202 vehicles (including exports) for the month of April 10, a growth of 52.5% as compared to 37,518 vehicles sold in April 09. We saw a decline of 23.9% on MoM basis.
- A major growth was witnessed in the Cars segment growing 74.8% at 19,577 units for April 10; however a decline of 18.0% was witnessed on a MoM basis.
- The M&HCV segment grew by 63.4% on a YoY basis from 8,053 units in April 09 to 13,157 units in April 10.
- The sales in the LCV segment has witnessed a growth of 20.4% on a YoY basis to 17,806 units in April 10 from 14,794 units in April 09 but fell 20.6% on a MoM basis.
- The sales of Utility vehicles grew by 59.6% in the month of April 10 to 3525 units from 2208 units in April 09 and a saw a decline of 9.5% on a MoM basis.
- Exports grew 148.8% to 3,137 units for April 10 on a YoY basis but fell by 23.6% on a MoM basis.

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### Ashok Leyland

Product	Apr'10	Apr'09	YoY	Mar'10	MoM
<b>Domestic Sales (a)</b>					
MDV Passanger	1176	596	97.3%	2263	-48.0%
MDV Goods	4774	995	379.8%	6959	-31.4%
LCV	40	24	66.7%	77	-48.1%
	<b>5990</b>	<b>1615</b>	<b>270.9%</b>	<b>9299</b>	<b>-35.6%</b>
<b>Export Sales (b)</b>					
MDV Passanger	272	36	655.6%	281	-3.2%
MDV Goods	227	99	129.3%	475	-52.2%
LCV	11	0	-	12	-8.3%
	<b>510</b>	<b>135</b>	<b>277.8%</b>	<b>768</b>	<b>-33.6%</b>
<b>TOTAL(a+b)</b>	<b>6500</b>	<b>1750</b>	<b>271.4%</b>	<b>10067</b>	<b>-35.4%</b>

- Ashok Leyland reported sales of 6500 units in April 10 as against 1750 units in April 09, a magnificent growth of 271.4% on a YoY basis. However, on a MoM basis it declined 35.4% in April 2010.
- An overall growth was witnessed in the domestic sales across all the segments which were up by 270.9% on a YoY basis. The exports witnessed rose 271.4% on a YoY basis but declined 33.6% on a MoM basis.

### Mahindra & Mahindra

Product	Apr'10	Apr'09	YoY	Mar'10	MoM
Uvs	17998	18447	-2.4%	20914	-13.9%
Logan	303	550	-44.9%	351	-13.7%
LCVs	860	648	32.7%	984	-12.6%
<b>Total 4 wheelers</b>	<b>19161</b>	<b>19645</b>	<b>-2.5%</b>	<b>22249</b>	<b>-13.9%</b>
3-wheelers	5876	2972	97.7%	7695	-23.6%
Farm Equipment	15699	11282	39.2%	15039	4.4%
	21575	14254	51.4%	22734	-5.1%
<b>Total(Dom.)Vehicles</b>	<b>40736</b>	<b>33899</b>	<b>20.2%</b>	<b>44983</b>	<b>-9.4%</b>
<b>Exports</b>	<b>1611</b>	<b>745</b>	<b>116.2%</b>	<b>2879</b>	<b>-44.0%</b>
<b>TOTAL(Dom.+Exp)</b>	<b>42347</b>	<b>34644</b>	<b>22.2%</b>	<b>47862</b>	<b>-11.5%</b>

- Mahindra & Mahindra reported total sales of 42,347 units in April 10 as against 34,644 units in the corresponding month last year, a growth of 22.8% YoY basis and an 11.5% decline on a MoM basis.
- Exports for the month of April 10 stood at 1611 units as against 745 units in April 09, a robust growth of 116.2% on a YoY basis, however a sharp decline of 44% on a MoM basis.
- The Farm Equipment sales showed a growth 39.2% on a YoY basis and 4.4% on a MoM basis. (Only segment growing on MoM basis)

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### 2-Wheelers

Company Name	Apr'10	Apr'09	YoY	Mar'10	MoM
<b>BAJAJ AUTO</b>					
-Motor Cycle	276095	149733	84.4%	244828	12.8%
-Sccoter Geared/Un Geared	27	519	-94.8%	61	-55.7%
Two Wheeler (a)	276122	150252	83.8%	244889	12.8%
Three Wheeler (b)	37350	18867	98.0%	29344	27.3%
<b>TOTAL(a + b)</b>	<b>313472</b>	<b>169119</b>	<b>85.4%</b>	<b>274233</b>	<b>14.3%</b>
<b>TVS</b>					
Domestic Sales					
- Motor Cycle	66000	53235	24.0%	64120	2.9%
- 2 Wheeler	59471	49750	19.5%	62549	-4.9%
- 3 Wheeler	2483	706	251.7%	2431	2.1%
	127954	103691	23.4%	129100	-0.9%
<b>Export Sales</b>	<b>19218</b>	<b>10134</b>	<b>89.6%</b>	<b>20067</b>	<b>-4.2%</b>
<b>TOTAL</b>	<b>147172</b>	<b>113825</b>	<b>29.3%</b>	<b>149167</b>	<b>-1.3%</b>
<b>HERO HONDA</b>					
Motorcycles	371652	370575	0.3%	414638	-10.4%

#### Bajaj Auto

- Bajaj Auto's two wheeler sales grew by 85.4% at 313,472 units in April 10 as against 169,119 units in March 09 and on a MoM basis it was up by 14.3%.
- The three-wheeler segment registered a growth of 98% on a YoY basis and 27.3% on a MoM basis.

#### TVS

- TVS reported sales of 147,172 in April 10 as against 113,825 units in the corresponding month last year which shows a growth of 29.3%.
- Its motor cycle segment sales increased by 24% YoY and 2 wheelers sales figures showed an increase of 19.5% YoY. On a Q-Q basis 2 wheelers sales declined by 4.9%, however the Motorcycle segment grew by 2.9%.
- The exports grew from 10,134 units to 19,218 units up 89.6% on a YoY basis, however declined 1.3% on a MoM basis
- The company's 3-wheeler sales have been gearing up rapidly. The company sold 2483 units in April 10 as against 706 units in April 09 a growth of 251.7% on a YoY basis and 2.1% on a MoM basis.

#### Hero Honda

- Hero Honda's motorcycle sales were up by 0.3% on a YoY basis at 371,652 units in April 10 and a decline of 10.4% on a MoM basis.
- At the end of April around 50000 Bikes were awaiting dispatches because of unavailability of batteries due to supply issues from Exide.

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