

Maruti Suzuki

Product	May-10	May-09	YoY	April-10	MoM	April -May 10	April -May 09	Change %
Domestic Sales (a)								
A1 (Maruti 800)	2,558	2,336	9.5%	2,258	13.3%	4,816	4,681	2.9%
A2(Alto,wagonR,Zen,Swift,Ritz)	62,679	53,760	16.6%	56,416	11.1%	119,095	100,577	18.4%
A3 (SX4, Swift Dzire)	10,883	6,782	60.5%	9,994	8.9%	20,877	13,848	50.8%
C (Omni,Versa,Eeco)	12,953	7,619	70.0%	10,654	21.6%	23,607	15,343	53.9%
MUV (Gypsy, Vitara)	968	288	236.1%	712	36.0%	1,680	1,193	40.8%
	90,041	70,785	27.2%	80,034	12.5%	170,075	135,642	25.4%
Export Sales (b)	12,134	9,087	33.5%	13,024	-6.8%	25,158	15,978	57.5%
TOTAL(a+b)	102,175	79,872	27.9%	93,058	9.8%	195,233	151,620	28.8%

- Maruti sold 102,175 vehicles in May 10 as against 79,872 units in May 09 a rise of 27.9% YoY basis and a 9.8% increase on a MoM basis. Maruti became the first manufacturer in India to clock sales of 100,000 units in a month.
- The A2 Segment comprising of Alto, Wagon R, and Swift & Ritz grew 16.6% on a YoY basis and 11.1 % on a MoM basis despite increased competition in this segment.
- The C segment comprising Omni and Eeco showed a robust growth in the domestic market and grew 70.0% on a YoY basis; and 21.6% on a MoM basis, primarily driven by demand for the Eeco.
- The MUV segment which comprises Gypsy, Grand Vitara etc, registered a gain of 236.1% during the month compared to sales in May 09 and by 36% on a MoM basis.
- In the A3 category comprising of SX4 and Swift Dzire there was a rise of 60.5% on a YoY basis while on a MoM basis sales grew by 8.9% on back of continued demand for the Swift Dzire.
- Exports were up by 33.5% on a YoY basis at 12,134 units in May 10 against 9,087 units in May 09. However, on a MoM basis export sales was down 6.8% in May 2010. Europe constitutes a major part of the company's overall exports and the post scrappage incentives have been withdrawn in Europe have affected the overall sales in the region.
- Maruti is expected to launch a new small car by July or Early August. The 1 litre engine car is expected to have a price range between Rs 2.75-3.25lakhs.

Tata Motors

Product	May-10	May-09	YoY	April-10	MoM	April -May 10	April -May 09	Change %
Domestic Sales (a)								
M&HCV	13,860	8,624	60.7%	13,157	5.3%	27,017	16,677	62.0%
LCV	17,615	14,380	22.5%	17,806	-1.1%	35,421	29,174	21.4%
Cars	18,618	12,838	45.0%	19,577	-4.9%	38,195	24,040	58.9%
Utility	2,708	2,550	6.2%	3,525	-23.2%	6,233	4,758	31.0%
	52,801	38,392	37.5%	54,065	-2.3%	106,866	74,649	43.2%
Export Sales (b)	3,978	1,804	120.5%	3,137	26.8%	7,115	3,065	132.1%
TOTAL(a+b)	56,779	40,196	41.3%	57,202	-0.7%	113,981	77,714	46.7%

- Tata Motors reported sales of 56,779 vehicles (including exports) for the month of May 10, a growth of 41.3% as compared to 40,196 vehicles sold in May 09. We saw a marginal decline of 0.7% on MoM basis.
- The M&HCV segment was the only segment growing both on a YoY & MoM basis growing by 60.7% on a YoY basis from 8,624 units in May 09 to 13,860 units in May 10.
- The Cars segment witnessed a growth of 45% at 18,618 units for May 10; however a decline of 4.9% was seen on a MoM basis.
- The sales in the LCV segment has witnessed a growth of 22.5% on a YoY basis to 17,615 units in May 10 from 12,838 units in May 09 but fell 1.1% on a MoM basis.
- The sales of Utility vehicles grew 37.5% in the month of May 10 to 2708 units from 2550 units in May 09; however saw a decline of 23.2% on a MoM basis.
- Exports grew 120.5% to 3,978 units for May 10 on a YoY basis & 26.8% on a MoM basis.

Ashok Leyland

Product	May-10	May-09	YoY	April-10	MoM	April -May 10	April -May 09	Change %
Domestic Sales (a)								
MDV Passanger	1213	599	102.5%	1176	3.1%	2389	1195	-1.6%
MDV Goods	4677	1044	348.0%	4774	-2.0%	9451	2039	134.1%
LCV	83	54	53.7%	40	107.5%	123	78	-48.7%
	5973	1697	252.0%	5990	-0.3%	11963	3312	80.9%
Export Sales (b)								
MDV Passanger	223	108	106.5%	272	-18.0%	495	144	88.9%
MDV Goods	281	150	87.3%	227	23.8%	508	249	-8.8%
LCV	25	22	13.6%	11	127.3%	36	22	-50.0%
	529	280	88.9%	510	3.7%	1039	415	22.9%
TOTAL(a+b)	6502	1977	228.9%	6500	0.0%	13002	3727	74.4%

- Ashok Leyland reported sales of 6,502 units in May 10 as against 1,977 units in May 09, a continued growth of 228.9% on a YoY basis. However, on a MoM basis sales were flat as compared to 6,500 units in April 10.
- An overall growth was witnessed in the domestic sales across all the segments which were up by 252% on a YoY basis. The exports witnessed growth of 88.9% on a YoY basis; however on a MoM basis the growth stood at 3.7%.

Mahindra & Mahindra

Product	May-10	May-09	YoY	April-10	MoM	April -May 10	April -May 09	Change %
Uvs	18,940	12,620	50.1%	17,998	5.2%	36,938	31,067	18.9%
Logan	450	427	5.4%	303	48.5%	753	977	-22.9%
LCVs	1,007	831	21.2%	860	17.1%	1,867	1,479	26.2%
Total 4 wheelers	20,397	13,878	47.0%	19,161	6.5%	39,558	33,523	18.0%
3-wheelers	6,641	2,703	145.7%	5,876	13.0%	12,517	5,675	120.6%
Farm Equipment	16,608	12,870	29.0%	15,699	5.8%	32,307	24,152	33.8%
	23,249	15,573	49.3%	21,575	7.8%	44,824	29,827	50.3%
Total(Dom.)Vehicles	43,646	29,451	48.2%	40,736	7.1%	84,382	63,350	33.2%
Exports	1,716	915	87.5%	1,461	17.5%	3177	1661	91.3%
TOTAL(Dom.+Exp)	45,362	30,366	49.4%	42,197	7.5%	87,559	65,011	34.7%

- Mahindra & Mahindra reported total sales of 45,362 units in May 10 as against 30,366 units in the corresponding month last year, a growth of 49.4% YoY basis and a 7.5% increase on a MoM basis.
- Exports for the month of May 10 stood at 1,716 units as against 915 units in May 09, a growth of 87.5% on a YoY basis. On a MoM basis the exports grew by 17.5%.
- The Farm Equipment sales showed a growth 29% on a YoY basis and 5.8% on a MoM basis. We saw the Logan register a growth of 48.5 % on a MoM basis at 450 units for May 10.

2-Wheelers

Company Name	May-10	May-09	YoY	April-10	MoM	April -May 10	April -May 09	Change %
BAJAJ AUTO								
-Motor Cycle	269488	165049	63.3%	276095	-2.4%	545583	314782	73.3%
-Scooter Geared/Un Geared	0	648		27		27	1167	
Two Wheeler (a)	269488	165697	62.6%	276122	-2.4%	545610	315949	72.7%
Three Wheeler (b)	29954	19644	52.5%	37350	-19.8%	67304	38511	74.8%
TOTAL(a + b)	299442	185341	61.6%	313472	-4.5%	612914	354460	72.9%
TVS								
Domestic Sales								
- Motor Cycle	67906	53495	26.9%	66000	2.9%	133906	106730	25.5%
- 2 Wheeler	66402	53237	24.7%	59471	11.7%	125873	102101	23.3%
- 3 Wheeler	2313	707	227.2%	2483	-6.8%	4796	1413	239.4%
	136621	107439	27.2%	127954	6.8%	264575	210244	25.8%
Export Sales	18046	11135	62.1%	19218	-6.1%	37264	21449	73.7%
TOTAL	154667	118574	30.4%	147172	5.1%	301839	231693	30.3%
HERO HONDA								
Motorcycles	435,933	382,000	14.1%	371,652	17.3%	807,585	753,253	7.2%

Bajaj Auto

- Bajaj Auto's two wheeler sales grew by 62.6% at 299,442 units in May 10 as against 185,341 units in May 09 and on a MoM basis it was down by 2%.
- The Pulsar (28%) & Discover (40%) contributed 68% of the motorcycle sales. The newly launched **Discover 150** sold 12,377 units.
- The three-wheeler segment registered a growth of 52.5% on a YoY basis, however on a MoM basis sales were down by 20%.

TVS

- TVS reported sales of 154,667 in May 10 as against 118,574 units in the corresponding month last year which shows a growth of 30.4%.
- Its motor cycle segment sales increased by 26.9% YoY and 2 wheelers sales figures showed an increase of 24.7% YoY. On a Q-Q basis the Motorcycle segment & 2 wheelers sales grew 2.9% and 11.7% respectively.
- The exports grew from 11,135 units to 18,046 units up 62.1% on a YoY basis, however declined 6.1% on a MoM basis
- The company's 3-wheeler continued to grow registering a growth of 227.2% on a YoY basis at 2,313 units for May 10. On a MoM basis we saw a decline of 6.8%.

Hero Honda

- Hero Honda's motorcycle sales were up by 14.1% on a YoY basis at 435,933 units in May 10. On a MoM basis we witnessed a growth of 17.3% as expected given the fact that in the month of April around 50,000 Bikes were awaiting dispatches because of unavailability of batteries due to supply issues from Exide.

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