



# Autos: Car sales surged 26% MoM in Mar'22

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## Car sales growth back in double digit, led by INDU with 53% MoM increase in volumes

- As per the data released by PAMA, auto industry volumes witnessed increase of 12% MoM during March 2022. except Trucks and Buses, all segment recorded growth.
- Passenger car sales climbed by 26% MoM, led by INDU, up 53% MoM (-1% YoY) in Mar-22. This increase is primarily due to the low base effect as in February company's plant remained closed for one week owing to maintenance.
- PSMC sales increased 18% MoM (+48% YoY), led by 'Alto,' which grew 37% MoM (+107% YoY). Cultus sales decreased by 81% MoM as the company supplied just 806 units in Mar-22 due to supply chain concerns. HCAR sales increased by 33% MoM (+16% YoY), due to higher demand for newer generation City and Civic Variants.
- Jeep and Pickup segment volumes have increased by 16% MoM and 27% MoM, respectively in Mar-22 led by 'Fortuner and Hilux' sales which depicted a growth of 70% MoM to 1,673 units.
- Tractor volumes grew 25% MoM (+2%). The increase could be attributed to pre-purchases of Tractors for the kharif agricultural sowing season, which begins in May and June.

	Mar-21	Feb-22	Mar-22	MoM	YoY	9MFY21	9MFY22	YoY
<b>INDU</b>	<b>6,695</b>	<b>4,630</b>	<b>7,068</b>	<b>53%</b>	<b>6%</b>	<b>42,670</b>	<b>56,567</b>	<b>33%</b>
Corolla & Yaris	5,443	3,646	5,395	48%	-1%	34,975	43,695	25%
Fortuner & Hilux	1252	984	1,673	70%	34%	7,695	12,872	67%
<b>HCAR</b>	<b>3,153</b>	<b>2,747</b>	<b>3,651</b>	<b>33%</b>	<b>16%</b>	<b>21,698</b>	<b>30,010</b>	<b>38%</b>
Civic +City	2,603	2,286	3,278	43%	26%	18,816	26,830	43%
BRV	550	461	373	-19%	-32%	2,882	3,180	10%
<b>PSMC</b>	<b>10,161</b>	<b>12,668</b>	<b>15,011</b>	<b>18%</b>	<b>48%</b>	<b>66,013</b>	<b>109,419</b>	<b>66%</b>
Alto	4,745	7,175	9,814	37%	107%	29,038	53,241	83%
Wagon R	1,259	1,646	2,104	28%	67%	8,867	16,916	91%
Cultus	1,637	1,692	306	-82%	-81%	12,108	17,686	46%
Swift	355	-	-	NA	-100%	1,896	497	-74%
Ravi + Bolan	2165	2155	2787	29%	29%	14,104	21,079	49%
<b>NML (Hyundai)</b>	<b>723</b>	<b>1469</b>	<b>1306</b>	<b>-11%</b>	<b>81%</b>	<b>3,653</b>	<b>8,264</b>	<b>126%</b>
Elantra	46	312	357	14%	676%	46	2286	4870%
Tucson	613	774	576	-26%	-6%	2,759	2,806	2%
Sonata	-	226	250	11%	NA	-	1,888	NA
Porter	64	157	123	-22%	92%	848	1,284	51%
<b>MTL</b>	<b>3,519</b>	<b>2,505</b>	<b>3,091</b>	<b>NA</b>	<b>NA</b>	<b>25,927</b>	<b>25,866</b>	<b>0%</b>
<b>AGTL</b>	<b>2,012</b>	<b>2,002</b>	<b>2,560</b>	<b>28%</b>	<b>27%</b>	<b>10,999</b>	<b>15,737</b>	<b>43%</b>
<b>GHNL</b>	<b>19</b>	<b>17</b>	<b>25</b>	<b>47%</b>	<b>32%</b>	<b>182</b>	<b>216</b>	<b>19%</b>
<b>GHNI</b>	<b>325</b>	<b>276</b>	<b>235</b>	<b>-15%</b>	<b>-28%</b>	<b>1,426</b>	<b>2,305</b>	<b>62%</b>
Below 1,000cc	5,762	8,245	11,109	35%	93%	35,536	62,803	77%
1,000cc-1,300cc	2,896	3,338	2,410	-28%	-17%	20,975	34,602	65%
Above 1,300cc	8,447	6,471	9,280	43%	10%	55,733	75,207	35%
<b>Total Passenger Cars</b>	<b>17,105</b>	<b>18,054</b>	<b>22,799</b>	<b>26%</b>	<b>33%</b>	<b>112,244</b>	<b>172,612</b>	<b>54%</b>
Jeeps	1,671	2,261	2,622	16%	57%	8,090	13,619	68%
Pickups	2,037	1,349	1,710	27%	-16%	14,384	19,150	33%
Trucks & Buses	1083	1,047	565	-46%	-48%	3,214	4,951	54%
Tractors	5,531	4,507	5,651	25%	2%	36,955	41,603	13%
2/3 Wheelers	170,350	136,527	148,741	9%	-13%	1,438,194	1,377,261	-4%
<b>Industry</b>	<b>197,269</b>	<b>163,244</b>	<b>182,088</b>	<b>12%</b>	<b>-8%</b>	<b>1,613,081</b>	<b>1,629,196</b>	<b>1%</b>

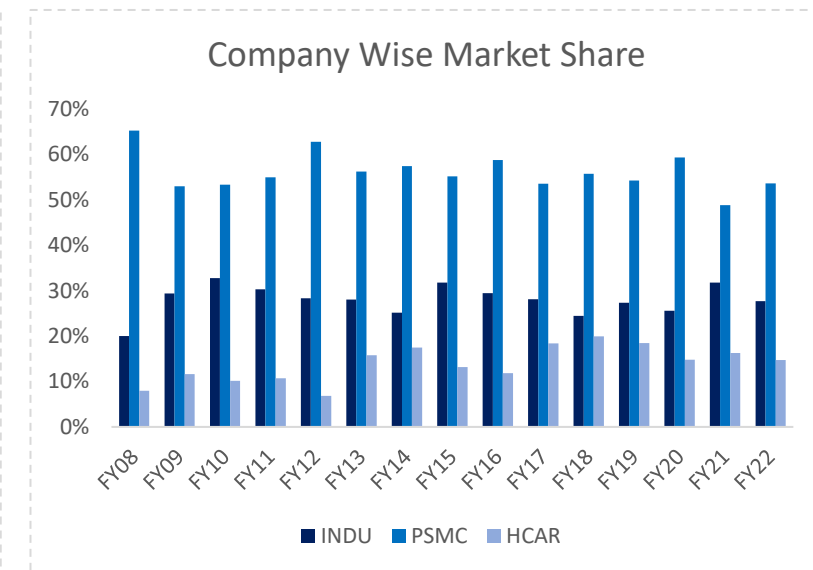
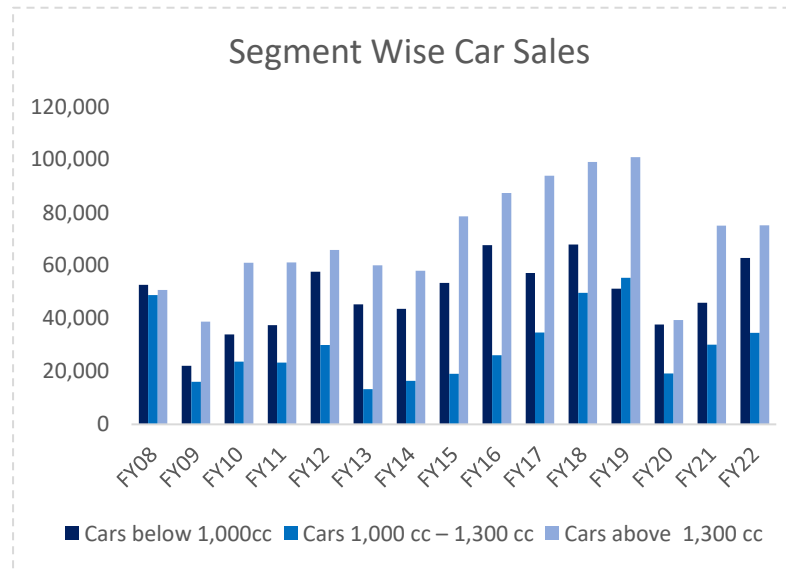
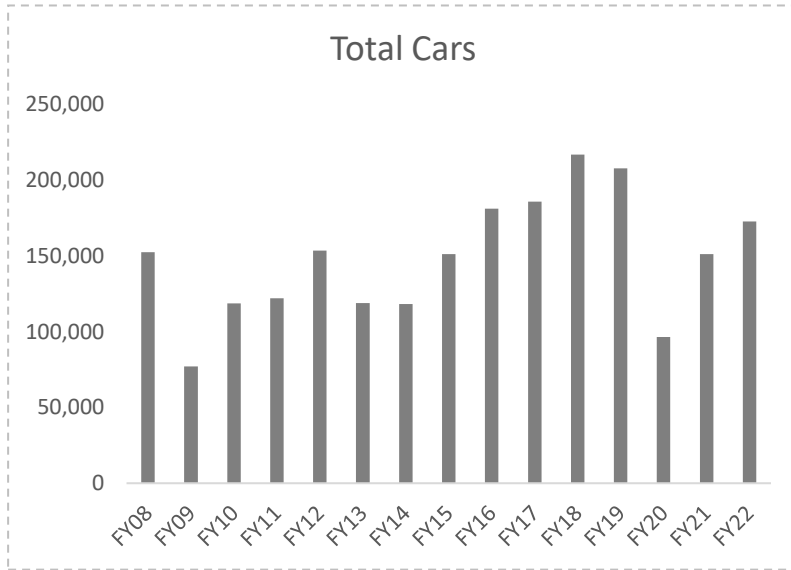
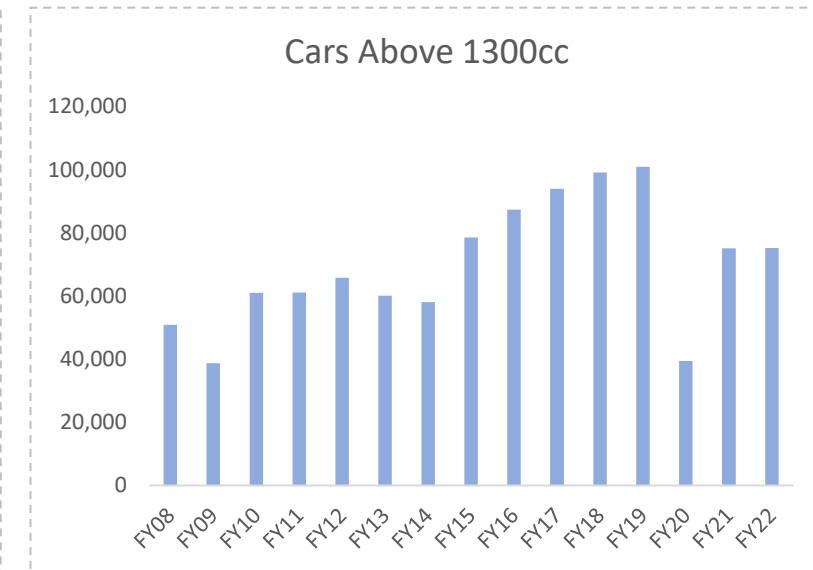
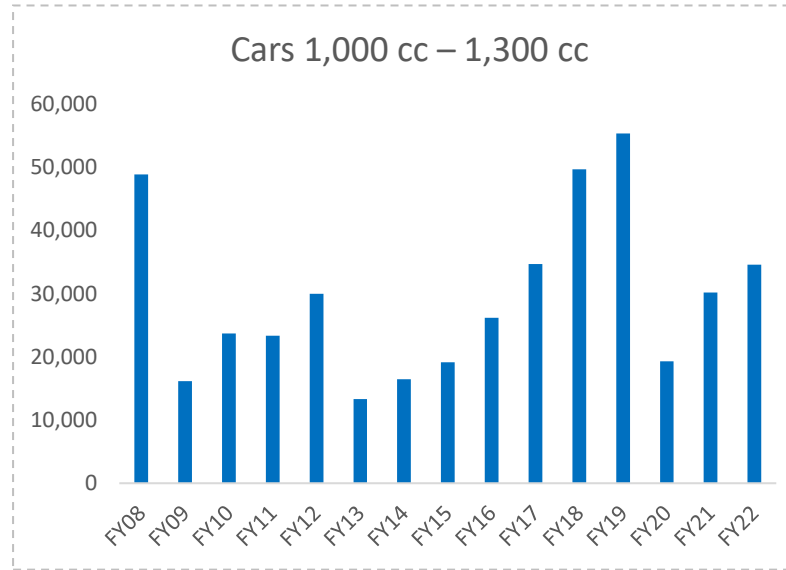
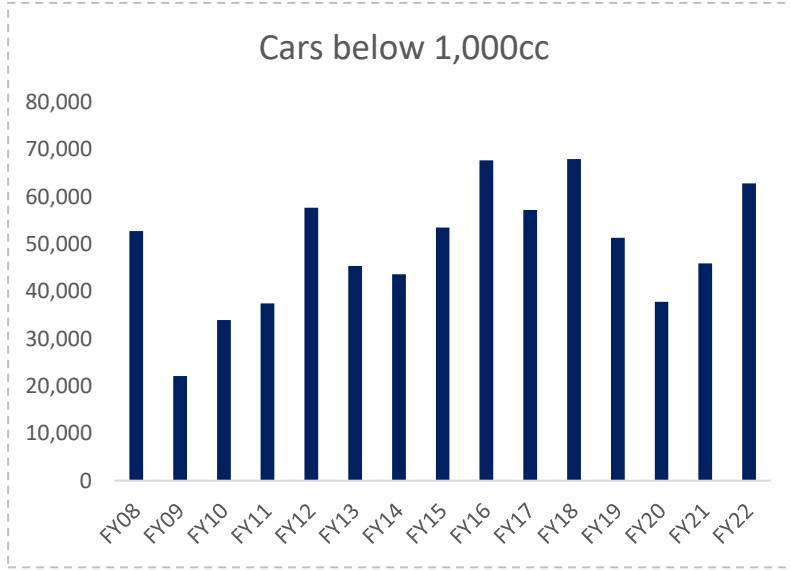
Source: PAMA, Akseer Research

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## Auto industry annual trends

Period	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	9MFY22
<b>INDU</b>											
Corolla + Yaris	46,207	32,608	29,087	51,398	57,452	52,651	51,412	56,720	23,467	46,650	43,695
Fortuner + Hilux	4,413	5,094	4,910	5,545	6,525	7,235	11,656	8,679	4,911	10,586	12,872
Cuore	3,857	71	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>54,477</b>	<b>37,773</b>	<b>33,997</b>	<b>56,943</b>	<b>63,977</b>	<b>59,886</b>	<b>63,068</b>	<b>65,399</b>	<b>28,378</b>	<b>57,236</b>	<b>56,567</b>
<b>HCAR</b>											
Civic +City	12,119	21,235	23,674	23,622	25,726	37,004	42,811	39,189	14,091	25,276	26,830
BRV	-	-	-	-	-	2161	8,684	5,045	2,296	4,015	3,180
<b>Total</b>	<b>12,119</b>	<b>21,235</b>	<b>23,674</b>	<b>23,622</b>	<b>25,726</b>	<b>39,165</b>	<b>51,495</b>	<b>44,234</b>	<b>16,387</b>	<b>29,291</b>	<b>30,010</b>
<b>PSMC</b>											
Alto	16,288	-	-	-	-	-	-	1,685	30,916	37,720	53,241
WagonR	-	-	1,621	5,246	9,709	17,671	29,206	32,614	6,984	12,659	16,916
Cultus	13,693	13,308	14,682	13,837	16,450	17,006	20,483	22,763	12,307	17,510	17,686
Swift	7,040	6,096	5,128	3,490	4,143	4,245	4,916	5,050	1,828	2,316	497
Ravi	17,015	10,734	12,419	22,815	29,825	17,944	21,506	18,281	6,918	9,631	11,517
Bolan	22,540	12,941	14,088	23,582	30,154	19,245	21,738	17,628	5,159	8,196	9,562
Mehran	35,131	32,407	29,509	29,886	37,504	37,933	46,161	31,981	1,703	-	-
Liana	450	164	161	23	-	-	-	-	-	-	-
<b>Total</b>	<b>112,157</b>	<b>75,650</b>	<b>77,608</b>	<b>98,879</b>	<b>127,785</b>	<b>114,044</b>	<b>144,010</b>	<b>130,002</b>	<b>65,815</b>	<b>88,032</b>	<b>109,419</b>
<b>NML (Hyundai)</b>											
Elentra	-	-	-	-	-	-	-	-	-	855	2,286
Sonata	-	-	-	-	-	-	-	-	-	-	1,888
Porter	-	-	-	-	-	-	-	-	334	1,187	1,284
Tuscon	-	-	-	-	-	-	-	-	-	3,748	2,806
<b>Total</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>334</b>	<b>5,790</b>	<b>8,264</b>
<b>MTL</b>	<b>32,005</b>	<b>32,046</b>	<b>21,040</b>	<b>28,711</b>	<b>20,479</b>	<b>34,506</b>	<b>42,707</b>	<b>32,018</b>	<b>20,706</b>	<b>35,527</b>	<b>25,866</b>
<b>AGTL</b>	<b>17,740</b>	<b>18,547</b>	<b>11,608</b>	<b>17,078</b>	<b>12,755</b>	<b>19,833</b>	<b>27,839</b>	<b>17,993</b>	<b>11,825</b>	<b>15,129</b>	<b>15,737</b>
<b>GHNL</b>	<b>230</b>	<b>226</b>	<b>384</b>	<b>852</b>	<b>804</b>	<b>702</b>	<b>18</b>	<b>-</b>	<b>44</b>	<b>223</b>	<b>216</b>
<b>GHNI</b>	<b>404</b>	<b>393</b>	<b>650</b>	<b>1,020</b>	<b>1,566</b>	<b>2,903</b>	<b>4,000</b>	<b>3,020</b>	<b>1,702</b>	<b>2,020</b>	<b>2,305</b>

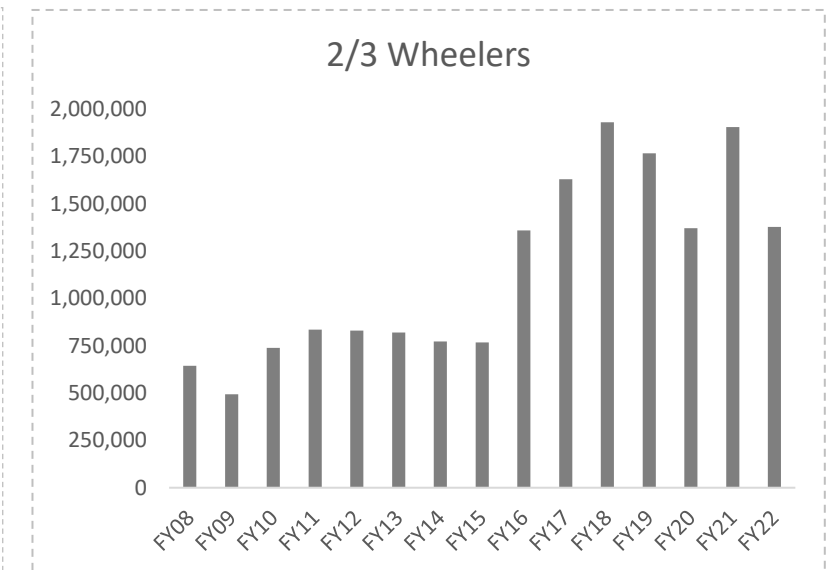
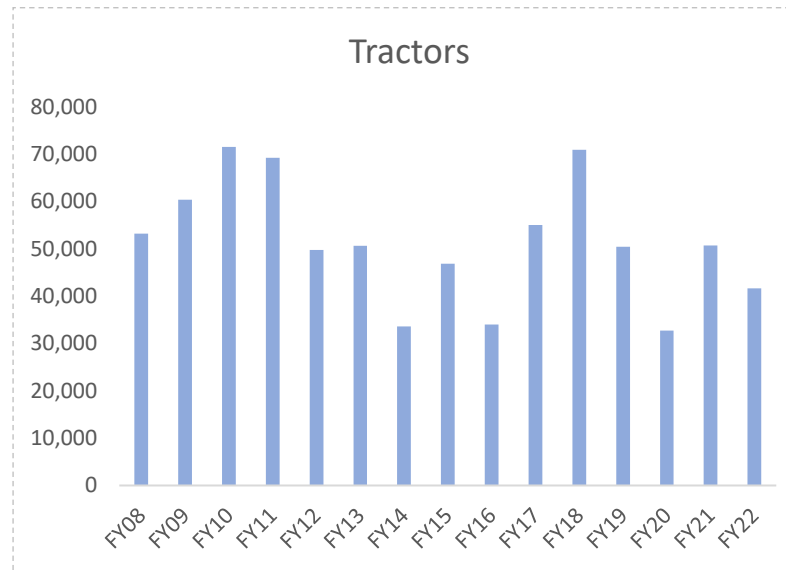
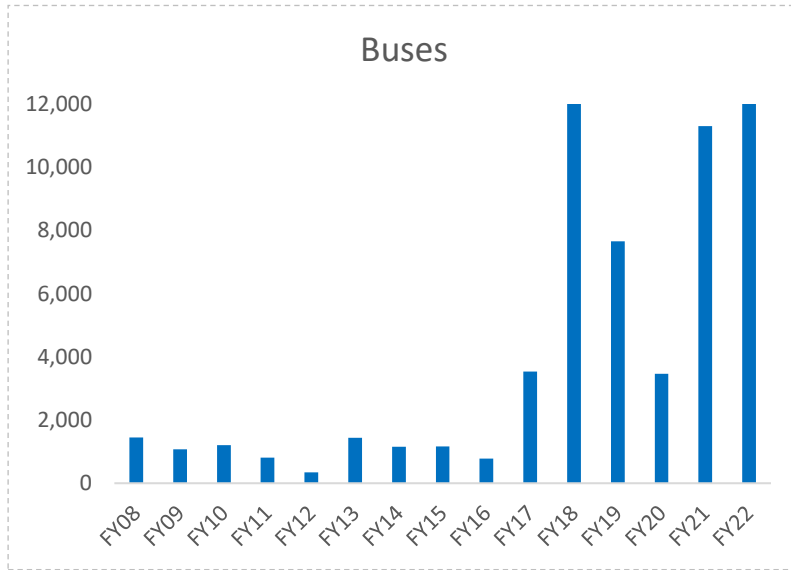
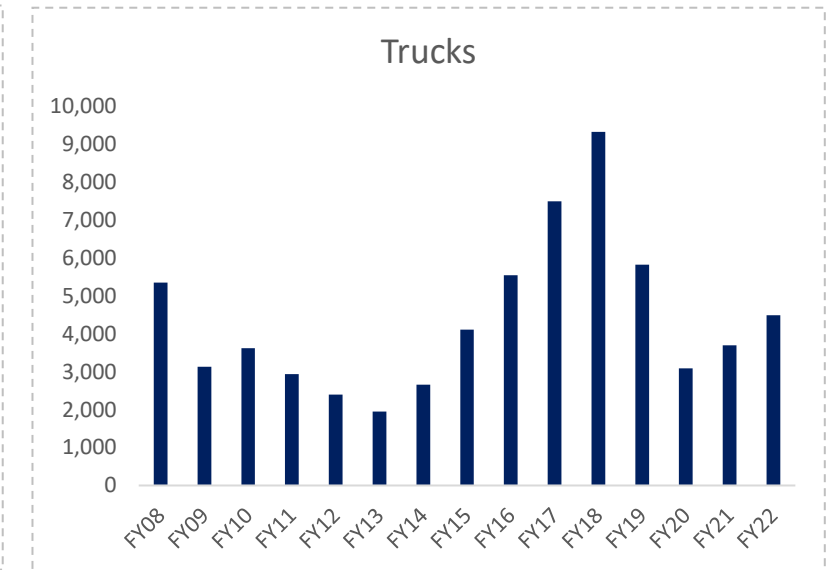
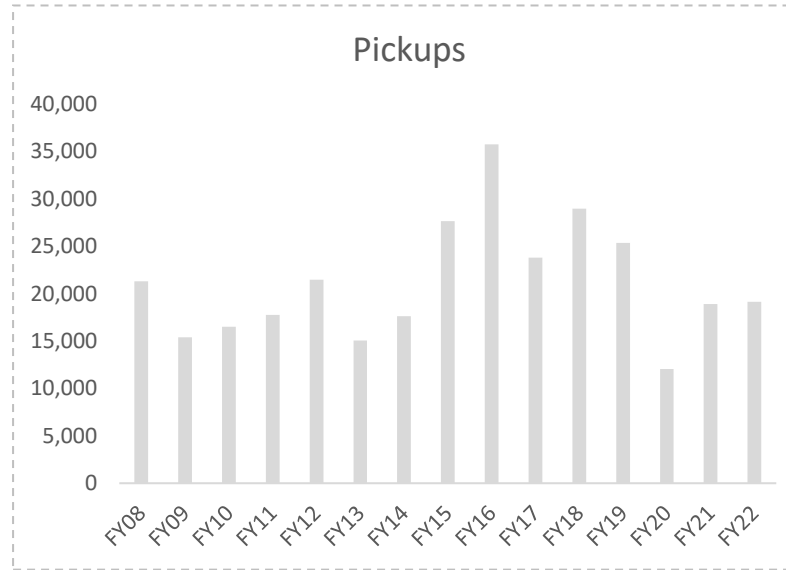
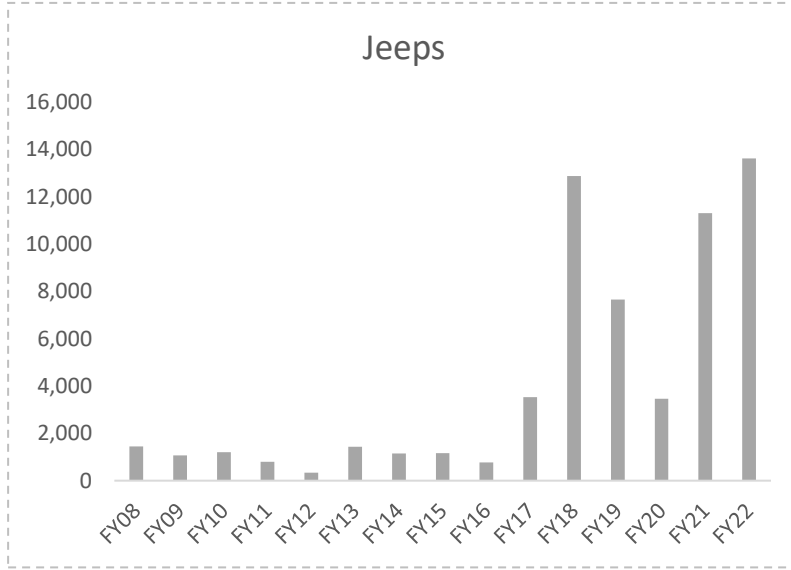
## Category-wise Volumes (1/2)



Source: PAMA, Akseer Research  
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## Category-wise Volumes (2/2)



Source: PAMA, Akseer Research  
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