

July 4, 2018

Monthly Sales Data for the month of June 2018

1. Maruti Suzuki India Ltd.

Particulars	Jun-18	Jun-17	Y-o-Y
Total Domestic Sales	135662	93263	45%
Total Export Sales	9319	13131	-29%
Total Sales (D+E)	144981	106394	36%

2. Ashok Leyland Ltd.

Particulars	Jun-18	Jun-17	Y-o-Y
M&HCV	11257	9205	22%
LCV	4534	3128	45%
Total Sales (D+E)	15791	12333	28%

3. Bajaj Auto Ltd.

Particulars	Jun-18	Jun-17	Y-o-Y
Total Domestic Sales	234576	126975	85%
Total Export Sales	169853	117903	44%
Total Sales (D+E)	404429	244878	65%

4. Eicher Motors Ltd.

Particulars	Jun-18	Jun-17	Y-o-Y
Total Domestic Sales	72588	61671	18%
Total Export Sales	1889	1489	27%
Total Sales (D+E)	74477	63160	18%

5. Tata Motors Ltd

Particulars	Jun-18	Jun-17	Y-o-Y
Total Domestic Sales	56773	36836	54%
Total Export Sales	5246	3504	50%
Total Sales (D+E)	62019	40340	54%

6. TVS Motor Company Ltd.

Particulars	Jun-18	Jun-17	Y-o-Y
Total Domestic Sales (2W)	301201	268638	12%
Total Domestic Sales (3W)	12413	5153	141%
Total Exports (2W)	55025	40120	37%
Total Sales (2w+3w)	313614	246310	27%

7. Hero Motocorp Ltd.

Particulars	Jun-18	Jun-17	Y-o-Y
Total Sales	704562	624185	13%

8. M&M

Particulars	Jun-18	Jun-17	Y-o-Y
Total Domestic Sales	41689	33904	23%
Total Export Sales	3466	1855	87%
Total Sales (D+E)	45155	35759	26%

9. Escorts

Particulars	Jun-18	Jun-17	Y-o-Y
Total Domestic Sales	9758	5669	72%
Total Export Sales	225	107	110%
Total Sales (D+E)	9983	5776	73%

Above are the tables of automobile companies reporting their sales numbers for the month of June 2018. From the above tables we can see that most of the automobile companies including two wheelers, passenger vehicles and commercial vehicles, all have continued to report good set of numbers in the month of June. Most of the companies have continued to maintain a good export which indicates the demand from the international markets is also strong.

Escorts, which is chiefly into tractor sales, surpassed the industry with very good set of monthly numbers with a growth of 73% Y-o-Y followed by Bajaj Auto whose total sales too jumped by good 65% Y-o-Y.

Exports of all the automobile companies except Maruti has risen across sector with Escorts exports surged by whopping 110% Y-o-Y followed by strong exports from M&M of 87% Y-o-Y. This is the second consecutive month where the tractor exports have surpassed the industry.

Amongst the two wheeler companies, Bajaj Auto sales number surpassed the industry by reporting total sales growth of 65% Y-o-Y followed by TVS Motors whose total sales grew by 27% Y-o-Y and Eicher Motors whose total sales grew by 18% Y-o-Y.

Maruti, which has the largest market-share in the passenger vehicle segment, reported for the first time in 7 months with exceptionally good sales growth of 36% Y-o-Y, However, exports de-grew by 29% Y-o-Y.

With the impetus push given by the present government for infrastructure development, we feel, commercial segment will continue to lead in the auto space followed by the tractor companies. Hence we have a buy on dips approach for Tata Motors, Ashok Leyland, Escorts, M&M and Bajaj Auto.

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