Monthly Auto Sales Data

Indiabulls VENTURES

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Automobiles Sales Data for the Month of June 2019

1. Maruti Suzuki India Ltd.

Particulars	Jun-19	Jun-18	Y-o-Y
Total Domestic Sales	114861	135662	-15.33%
Total Export Sales	9847	9319	6%
Total Sales (D+E)	**124708**	**144981**	**-14.0%**

2. Ashok Leyland Ltd.

Particulars	Jun-19	Jun-18	Y-o-Y
M&HCV	7780	9616	-19%
LCV	4305	4475	-4%
Total Sales (D)	**12085**	**14091**	**-14%**
Total Exports	725	1701	-57%
Total Sales (D+E)	**12810**	**15792**	**-19%**

3. Bajaj Auto Ltd.

Particulars	Jun-19	Jun-18	Y-o-Y
Total Domestic Sales	229225	234576	-2%
Total Export Sales	175399	169853	3%
Total Sales (D+E)	**404624**	**404429**	**0%**

4. Eicher Motors Ltd.

Particulars	Jun-19	Jun-18	Y-o-Y
Total Domestic Sales	55082	72588	-24%
Total Export Sales	3257	1889	72%
Total Sales (D+E)	**58339**	**74477**	**-22%**

5. Tata Motors Ltd

Particulars	Jun-19	Jun-18	Y-o-Y
Total Domestic Sales	49073	56773	-14%
Total Export Sales	2702	5246	-48%
Total Sales (D+E)	**51775**	**62019**	**-17%**

6. TVS Motor Company Ltd.

Particulars	Jun-19	Jun-18	Y-o-Y
Total Domestic Sales (2W)	226279	246176	-8%
Total Three wheeler sales	13641	12413	10%
Total Exports (2W)	57182	55025	4%
Total Sales (2w+3w)	**297102**	**313614**	**-5%**

7. **Hero Motocorp Ltd.**

Particulars	Jun-19	Jun-18	Y-o-Y
Total Sales	**616526**	**704562**	**-12%**

8. **M&M**

Particulars	Jun-19	Jun-18	Y-o-Y
Total Domestic Sales	39471	41689	-5%
Total Export Sales	3076	3466	-11%
Total Sales (D+E)	**42547**	**45155**	**-6%**

9. **Escorts**

Particulars	Jun-19	Jun-18	Y-o-Y
Total Domestic Sales	8648	9758	-11%
Total Export Sales	312	225	39%
Total Sales (D+E)	**8960**	**9983**	**-10%**

Above are tables of automobile companies reporting their sales numbers for the month of June 2019. From the above tables we can see that most of the automobile companies including two wheelers, passenger vehicles and commercial vehicles, all have reported dismal set of numbers indicating sluggishness in the demand for automobiles. Most of the companies have continued to maintain a good export which indicates the demand from the international markets is picking up.

Bajaj Auto and Hero Motocorp which is primarily into two wheeler segment too reported disappointing set of numbers and stood along with the industry slowdown as its total sales was 0% and -12% respectively on Y-o-Y basis followed by TVS Motors whose total sales de-grew by -5% Y-o-Y.

Tractor industry which had slowed down before elections are showing signs of improvement where M&M reported total sales de-growth of 6% Y-o-Y followed by Escorts whose total sales de-grew by 10% Y-o-Y. Exports for Escorts continue to outperform the industry and surged by 39% where M&M's export de-grew by 11%.

Amongst the two wheeler companies, Bajaj Auto reported highest volume growth by reporting flat set of numbers as against the entire industry that is facing a slowdown. Exports for TVS reported at good 4% whereas Bajaj Auto's export grew by 3% Y-o-Y.

Maruti, which has the largest market-share in the passenger vehicle segment, reported sales de-growth of 14% Y-o-Y post the general elections.

We feel, tractor industry will gain momentum in the coming months as the current budget gave various benefits to the rural economy in terms of hiking MSP by 50% on all 22 crops thereby working towards doubling farm income by FY2022. Hence we feel, post budget and with expectations of normal monsoon, huge liquidity is under its way for the rural economy as a result tractors and 2 Wheelers companies will be major beneficiaries benefiting companies like Bajaj Auto, Escorts & M&M, which should be accumulated on dips.

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