

# Autos: Car sales drop 18% MoM in Apr'22

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## Car sales drop 18% MoM in April' 22 due to Ramadan related slowdown

- As per the data released by PAMA, auto industry volumes witnessed downward trend of 3% MoM during April 2022. With all segment experiencing negative MoM growth.
- In Apr-22, passenger car sales fell 18% MoM, led by HCAR, down 28% MoM (+15% YoY). Major decline is witnessed in City & Civic sales, down 31% MoM (+10% YoY), followed by BR-V sales declining 2% MoM.
- PSMC sales declined by 16% MoM (+47% YoY) to 12,639 units. Alto sales went down by 49% MoM, However the fall in 'Alto' sales were partially offset by the surge in Cultus sales (+470% MoM) due to low base effect. Just to recall, PSMC suspended Cultus booking in preceding month due to supply chain issues. Moreover, company delivered 2,273 newly introduced Swift cars in the month of April, resulting in 47% YoY surge in overall sales volume.
- INDU sales fell 18% MoM (+8% YoY), primarily as a result of higher prices coupled with slowdown in Ramadan.
- Overall Tractor sales declined by 14% MoM during April, mainly on account of decline in MTL volumetric sales, down 27% MoM.

	Apr-21	Mar-22	Apr-22	MoM	YoY	10MFY21	10MFY22	YoY
<b>INDU</b>	<b>5,355</b>	<b>7,068</b>	<b>5,775</b>	<b>-18%</b>	<b>8%</b>	<b>48,025</b>	<b>62,342</b>	<b>30%</b>
Corolla & Yaris	4,324	5,395	4,117	-24%	-5%	39,299	47,812	22%
Fortuner & Hilux	1031	1,673	1,658	-1%	61%	8,726	14,530	67%
<b>HCAR</b>	<b>2,287</b>	<b>3,651</b>	<b>2,629</b>	<b>-28%</b>	<b>15%</b>	<b>23,985</b>	<b>32,639</b>	<b>36%</b>
Civic +City	2,053	3,278	2,265	-31%	10%	20,869	29,095	39%
BRV	234	373	364	-2%	56%	3,116	3,544	14%
<b>PSMC</b>	<b>8,606</b>	<b>15,011</b>	<b>12,639</b>	<b>-16%</b>	<b>47%</b>	<b>74,619</b>	<b>122,058</b>	<b>64%</b>
Alto	4,091	9,814	5,009	-49%	22%	33,129	58,250	76%
WagonR	1,447	2,104	1,823	-13%	26%	10,314	18,739	82%
Cultus	1,312	306	1,745	470%	33%	13,420	19,431	45%
Swift	181	0	2,273	NA	1156%	2,077	2,770	33%
Ravi + Bolan	1,575	2,787	1,789	-36%	14%	15,679	22,868	46%
<b>NML (Hyundai)</b>	<b>896</b>	<b>1306</b>	<b>1287</b>	<b>-1%</b>	<b>44%</b>	<b>4,549</b>	<b>9,551</b>	<b>110%</b>
Elantra	280	357	240	-33%	-14%	326	2526	675%
Tucson	503	576	553	-4%	10%	3,262	3,359	3%
Sonata	0	250	293	17%	NA	0	2,181	NA
Porter	113	123	201	63%	78%	961	1,485	55%
<b>MTL</b>	<b>3,214</b>	<b>3,091</b>	<b>2,245</b>	<b>-27%</b>	<b>-30%</b>	<b>29,141</b>	<b>28,111</b>	<b>-4%</b>
<b>AGTL</b>	<b>1,287</b>	<b>2,560</b>	<b>2,603</b>	<b>2%</b>	<b>102%</b>	<b>12,286</b>	<b>18,340</b>	<b>49%</b>
<b>GHNL</b>	<b>4</b>	<b>25</b>	<b>0</b>	<b>-100%</b>	<b>-100%</b>	<b>186</b>	<b>216</b>	<b>16%</b>
<b>GHNI</b>	<b>164</b>	<b>235</b>	<b>217</b>	<b>-8%</b>	<b>32%</b>	<b>1,590</b>	<b>2,522</b>	<b>59%</b>
Below 1,000cc	4,838	11,109	5,869	-47%	21%	40,374	68,672	70%
1,000cc-1,300cc	2,759	2,410	3,568	48%	29%	23,734	38,170	61%
Above 1,300cc	6,838	9,280	9,188	-1%	34%	62,571	84,395	35%
<b>Total Passenger Cars</b>	<b>14,435</b>	<b>22,799</b>	<b>18,625</b>	<b>-18%</b>	<b>29%</b>	<b>126,679</b>	<b>191,237</b>	<b>51%</b>
Jeeps	1,101	2,622	2,575	-2%	134%	9,191	16,194	76%
Pickups	1,697	1,710	1,170	-32%	-31%	16,081	20,320	26%
Trucks & Buses	615	1,065	451	-58%	-27%	3,547	5,402	52%
Tractors	4,501	5,651	4,848	-14%	8%	41,456	46,451	12%
2/3 Wheelers	161,419	150,652	150,553	0%	-7%	1,599,613	1,529,725	-4%
<b>Industry</b>	<b>183,486</b>	<b>183,999</b>	<b>178,222</b>	<b>-3%</b>	<b>-3%</b>	<b>1,796,567</b>	<b>1,809,329</b>	<b>1%</b>

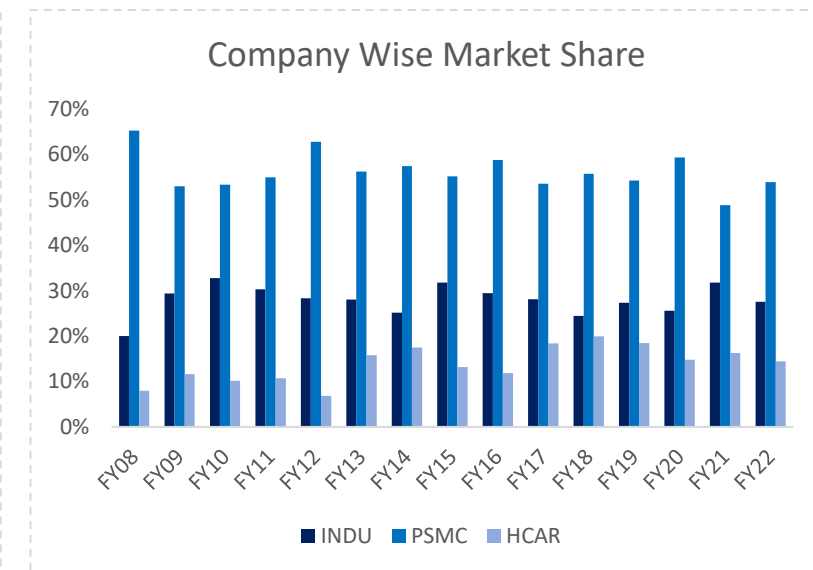
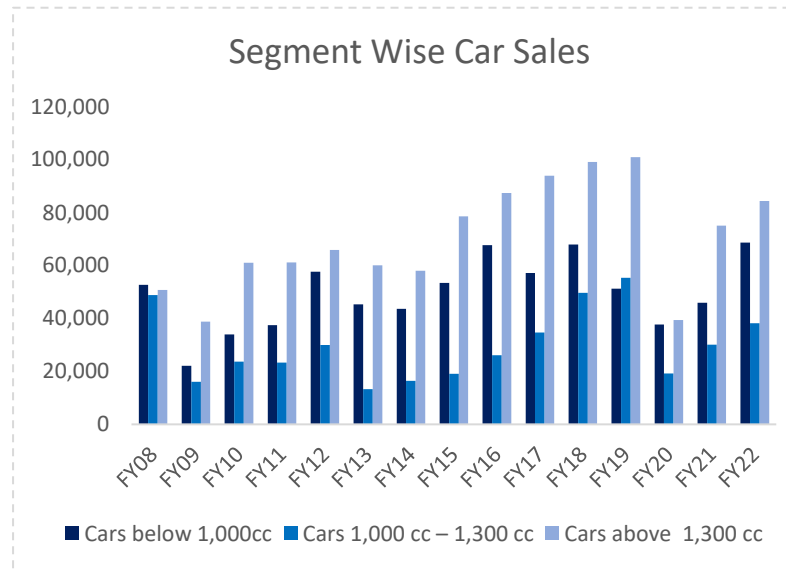
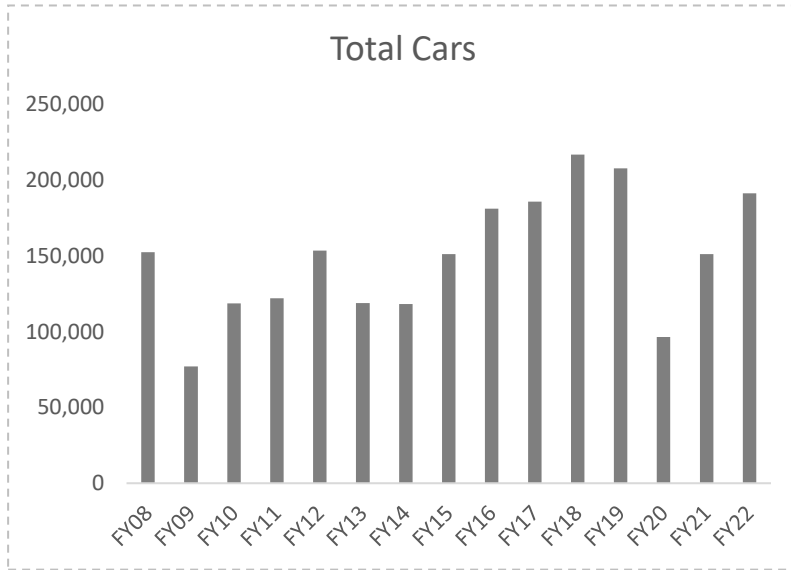
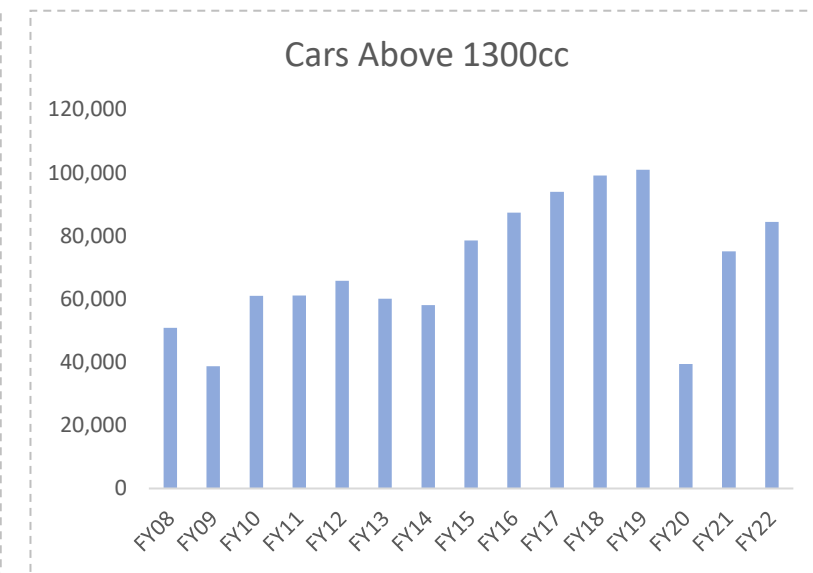
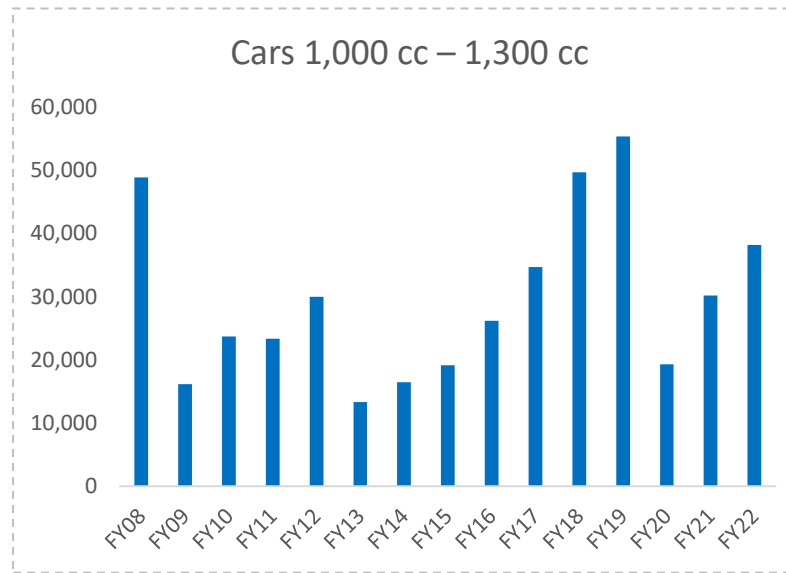
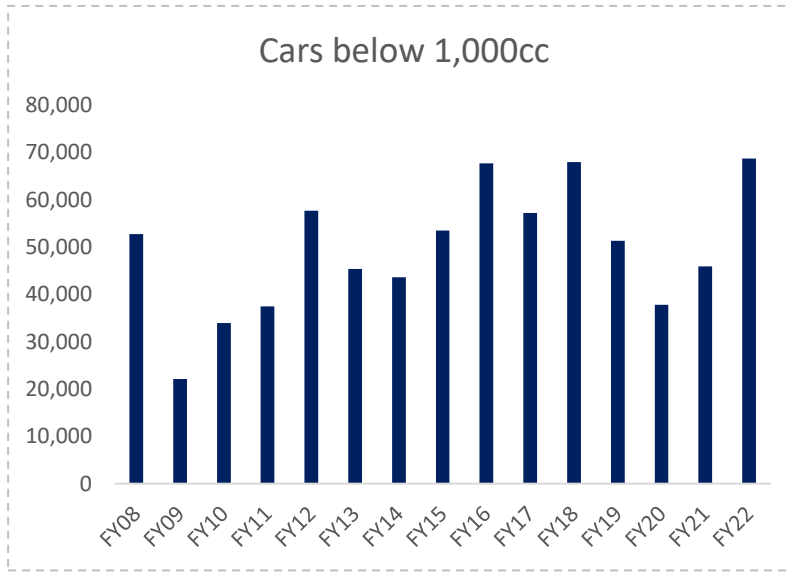
Source: PAMA, Akseer Research

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## Auto industry annual trends

Period	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	10MFY22
<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	47,812
Fortuner + Hilux	4,413	5,094	4,910	5,545	6,525	7,235	11,656	8,679	4,911	10,586	14,530
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>62,342</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	29,095
BRV	-	-	-	-	-	2161	8,684	5,045	2,296	4,015	3,544
<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>32,639</b>
<b>PSMC</b>											
Alto	16,288	-	-	-	-	-	-	1,685	30,916	37,720	58,250
WagonR	-	-	1,621	5,246	9,709	17,671	29,206	32,614	6,984	12,659	18,739
Cultus	13,693	13,308	14,682	13,837	16,450	17,006	20,483	22,763	12,307	17,510	19,431
Swift	7,040	6,096	5,128	3,490	4,143	4,245	4,916	5,050	1,828	2,316	2,770
Ravi	17,015	10,734	12,419	22,815	29,825	17,944	21,506	18,281	6,918	9,631	12,446
Bolan	22,540	12,941	14,088	23,582	30,154	19,245	21,738	17,628	5,159	8,196	10,422
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>122,058</b>
<b>NML (Hyundai)</b>											
Elentra	-	-	-	-	-	-	-	-	-	855	2,526
Sonata	-	-	-	-	-	-	-	-	-	-	2,181
Porter	-	-	-	-	-	-	-	-	334	1,187	1,485
Tuscon	-	-	-	-	-	-	-	-	-	3,748	3,359
<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>9,551</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>28,111</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>18,340</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>2,522</b>

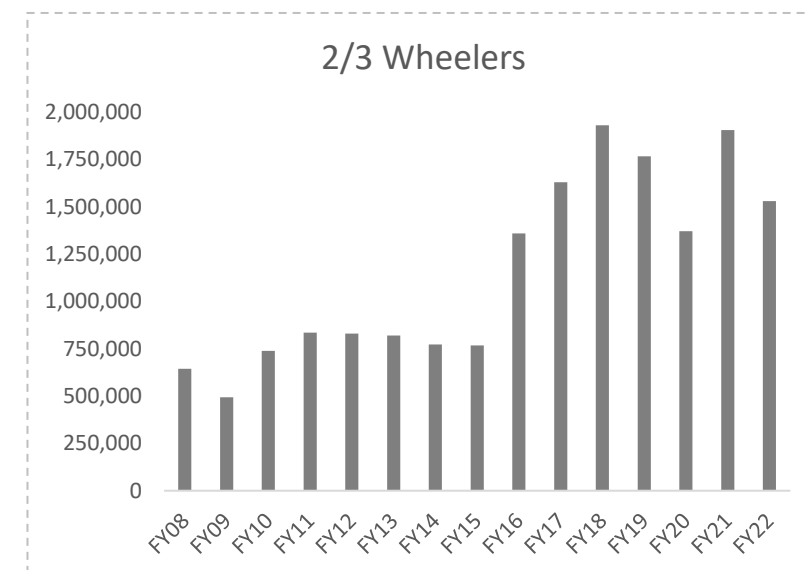
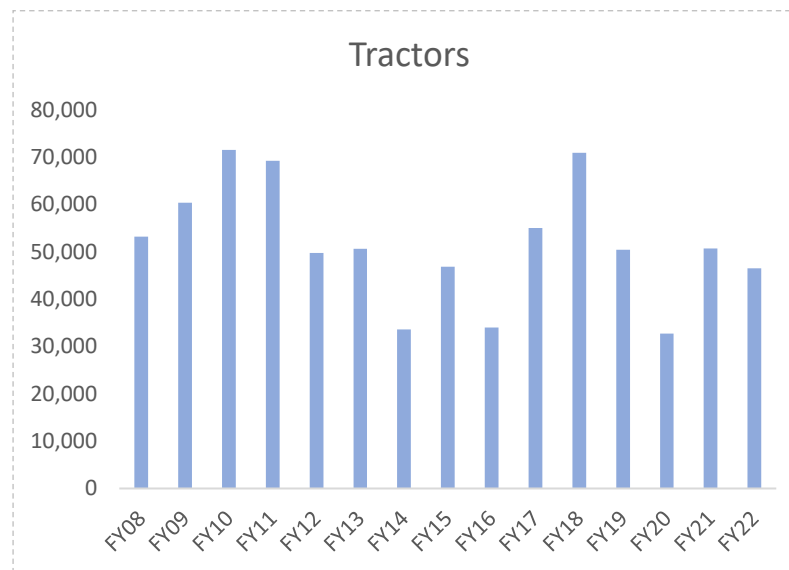
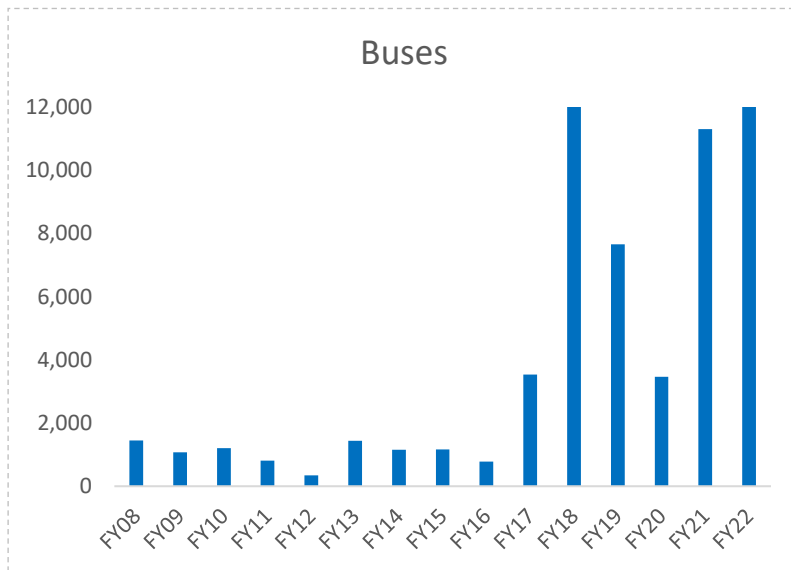
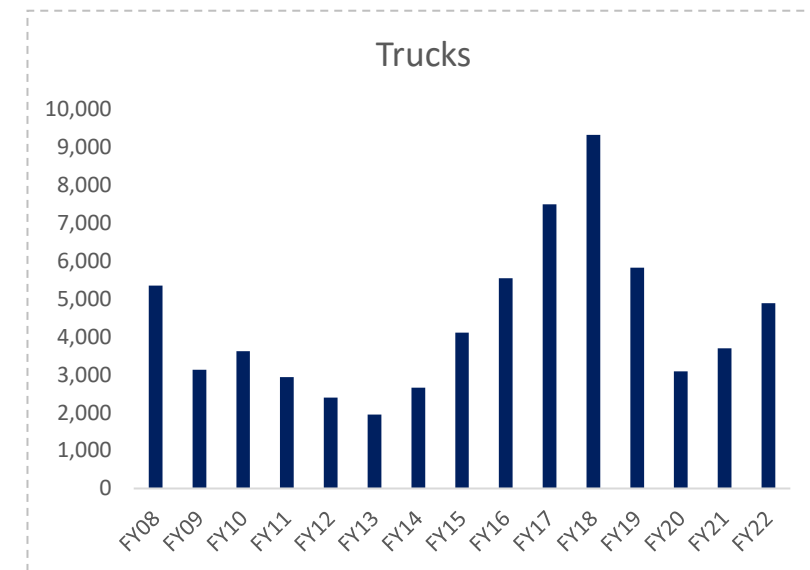
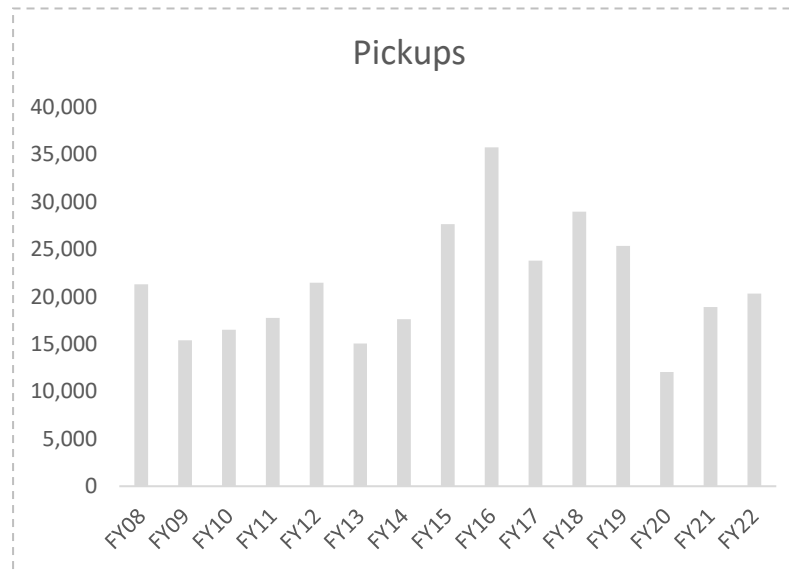
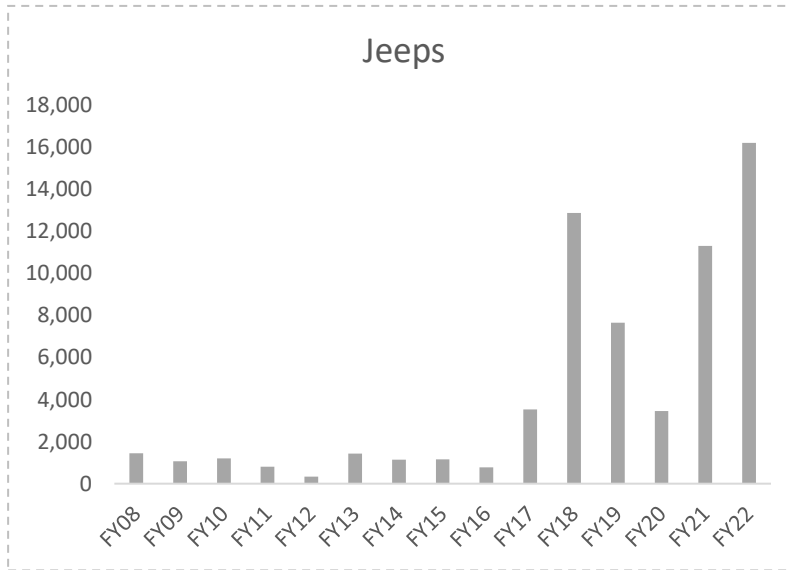
## Category-wise Volumes (1/2)



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



Source: PAMA, Akseer Research  
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