

Autos: Passenger car sales grew 104% YoY in June-22

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PSMC and INDU posted all time high sales in FY22

- During the month Jun-22, auto industry volumes excluding two & three wheelers grew 91% YoY to reach 37k. Two & three wheelers segment declined 4% during the month. Overall volume clocked in at 179k, up 2%.
- During FY22 auto industry volumes excluding two & three wheelers grew 46% to reach 345k. Two & three wheelers segment declined 4% during the year. Overall volume clocked in at 2.16mn, up 1%.
- Passenger car sales grew by 21% YoY in Jun-22, with PSMC volumes recording an increase of 214%. In FY22 Passenger car sales reached 234K (up 55%), with PSMC and INDU posting highest ever yearly sales of 150k and 74.5k, respectively.
- PSMC saw highest number of monthly sales units in Jun -22 up (2x YoY) mainly due to a 5x and 3x increase in sales of “Alto” and “Ravi & Bolan”. In FY22, PSMC also posted highest ever yearly sales of 150k on the back of growth in “Alto” and “Cultus” up (89% and 83% YoY) respectively.
- Hyundai also recorded its highest number of sales unit in June of 1,871 units, This was due to record sales of “Tucson” (up 2.88x YoY).
- INDU sales climbed 39% YoY, with “Corolla & Yaris” sales growing 39% YoY and “Fortuner & Hilux” 133% YoY, overall during FY22, INDU posted highest ever annual sales number of 74k units, up 30%.
- HCAR sales increased by 18% YoY in June, with combined City and Civic sales increasing by 21% YoY.

	Jun-21	May-22	Jun-22	MoM	YoY	FY21	FY22	YoY
INDU	4,535	5,882	6,309	7%	39%	57,236	74,533	30%
Corolla & Yaris	3,738	4,263	4,453	4%	19%	46,650	56,528	21%
Fortuner & Hilux	797	1,619	1,856	15%	133%	10,586	18,005	70%
HCAR	3,305	2,910	3,903	34%	18%	29,291	39,452	35%
Civic +City	2,826	2,681	3,421	28%	21%	25,276	35,197	39%
BRV	479	229	482	110%	1%	4,015	4,255	6%
PSMC	5,106	12,212	16,009	31%	214%	88,032	150,279	71%
Alto	1,216	5,461	7,487	37%	516%	37,720	71,198	89%
WagonR	854	2,258	2,134	-5%	150%	12,659	23,131	83%
Cultus	2,270	1,270	2,468	94%	9%	17,510	23,169	32%
Swift	208	1,744	1,676	-4%	706%	2,316	6,190	167%
Ravi + Bolan	558	1,479	2,244	52%	302%	17,827	26,591	49%
NML (Hyundai)	604	1,710	1,871	9%	210%	5,790	13,132	127%
Elantra	270	594	490	-18%	81%	855	3,610	322%
Tucson	231	639	897	40%	288%	3,748	4,895	31%
Sonata	-	400	201	-50%	NA	-	2,782	NA
Porter	103	77	283	268%	175%	1,187	1,845	55%
MTL	3,476	2,505	4,389	75%	26%	35,527	35,005	-1%
AGTL	1,542	2,401	3,201	33%	108%	15,129	23,942	58%
GHNL	21	27	25	-7%	19%	223	289	30%
GHNI	205	220	274	25%	34%	2,020	3,016	49%
Below 1,000cc	1,403	6,184	8,703	41%	520%	45,916	83,559	82%
1,000cc-1,300cc	3,124	3,528	4,602	30%	47%	30,169	46,300	53%
Above 1,300cc	7,042	9,683	10,242	6%	45%	75,097	104,321	39%
Total Passenger Cars	11,569	19,395	23,547	21%	104%	151,182	234,180	55%
Jeeps	1,122	1,590	2,236	41%	99%	11,306	16,850	49%
Pickups	1,059	1,908	2,596	36%	145%	18,909	28,237	49%
Trucks & Buses	405	486	589	21%	45%	4,347	6,498	49%
Tractors	5,018	4,906	7,590	55%	51%	50,685	58,947	16%
2/3 Wheelers	156,590	148,002	142,629	-4%	-9%	1,903,932	1,821,866	-4%
Industry	175,763	176,287	179,187	2%	2%	2,140,361	2,166,578	1%

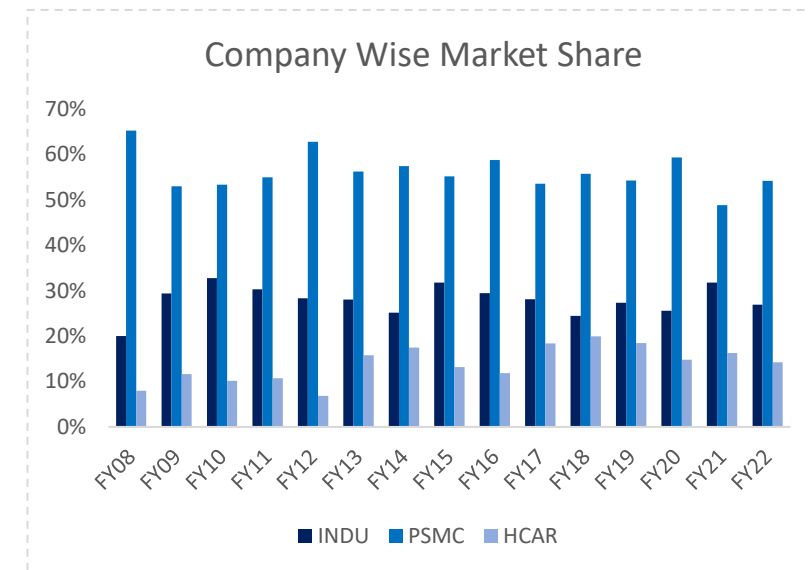
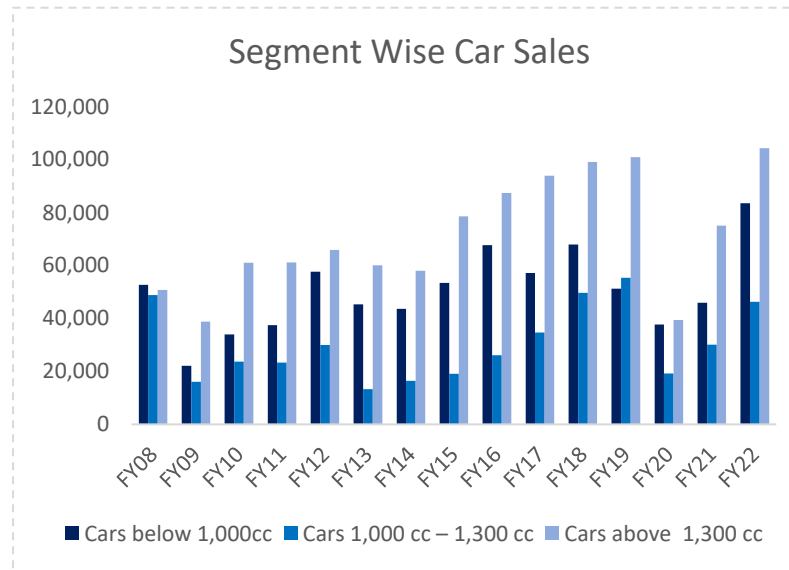
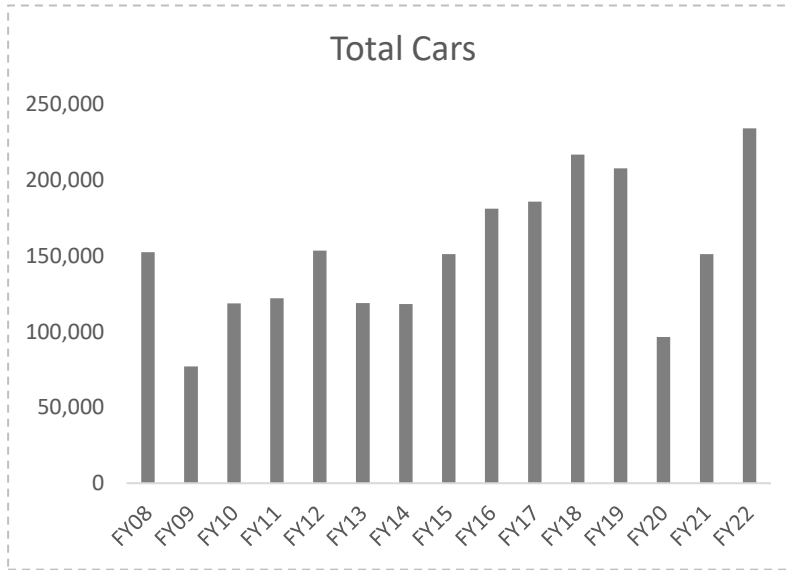
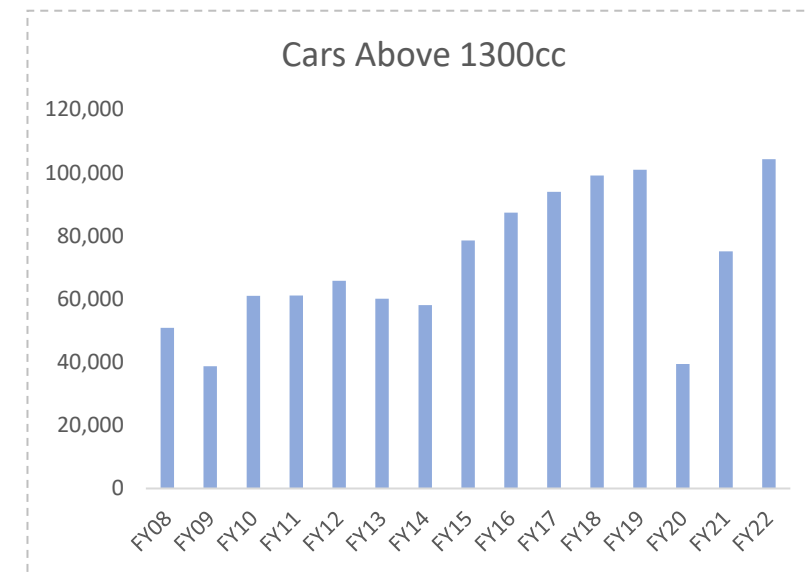
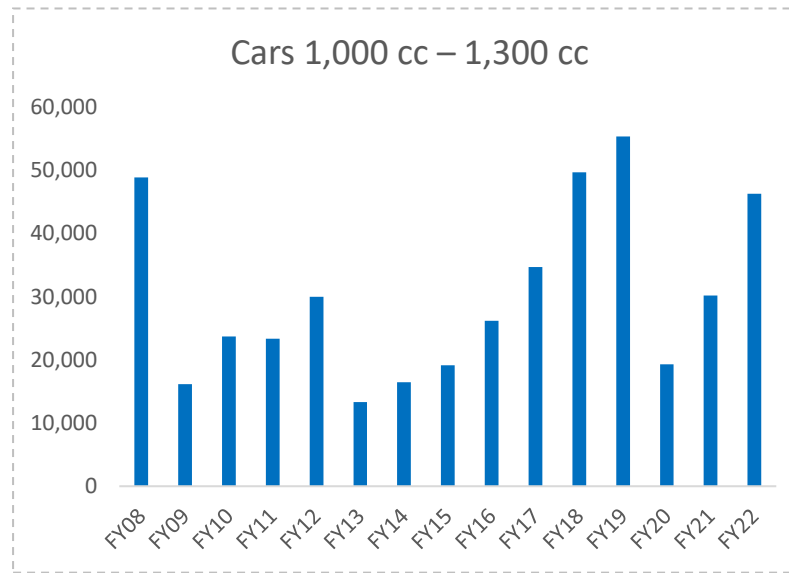
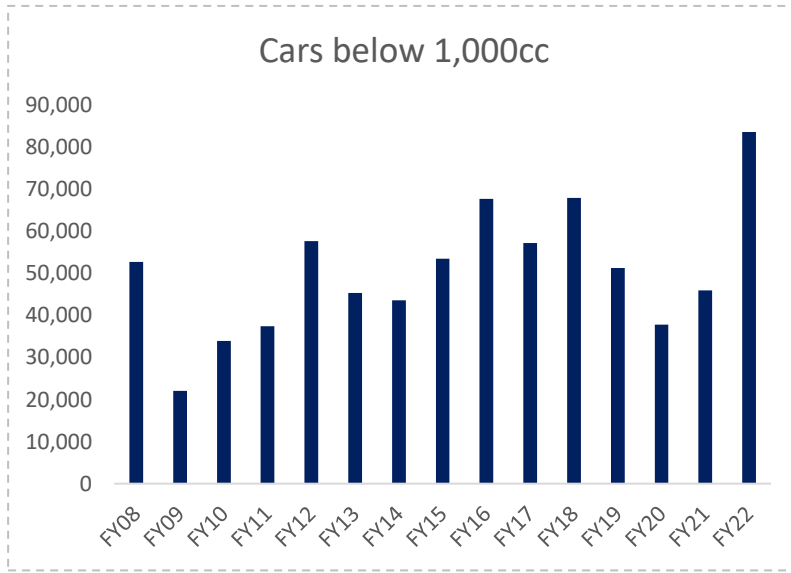
Source: PAMA, Akseer Research

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Auto industry historical trend

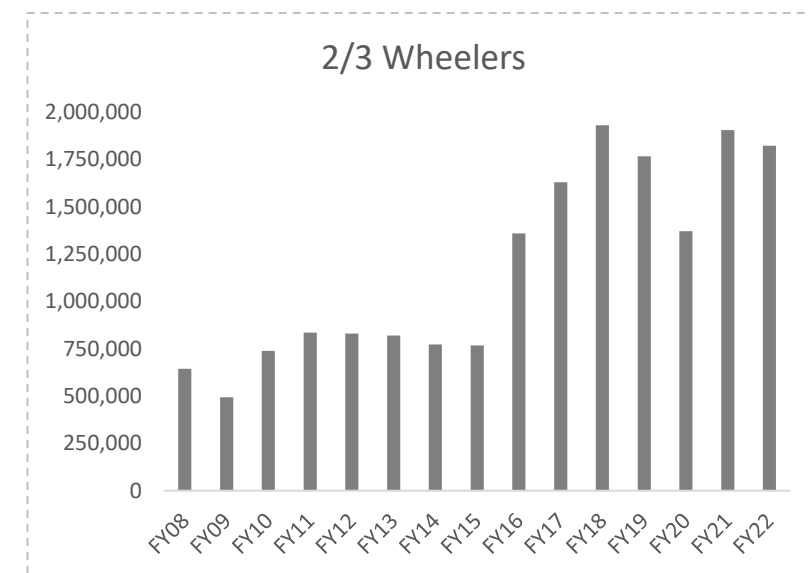
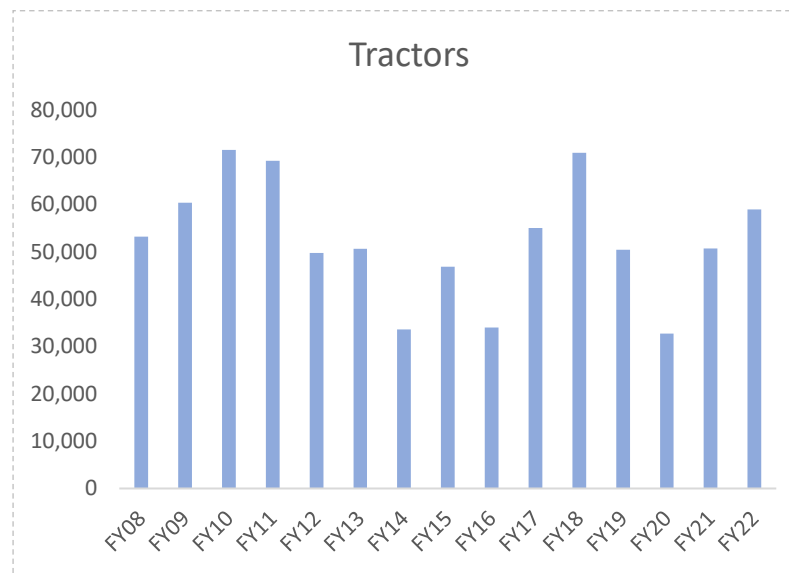
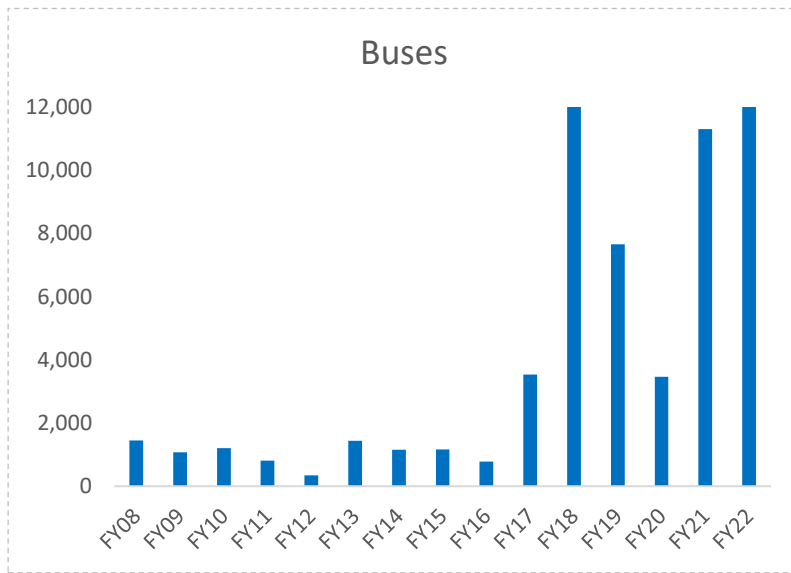
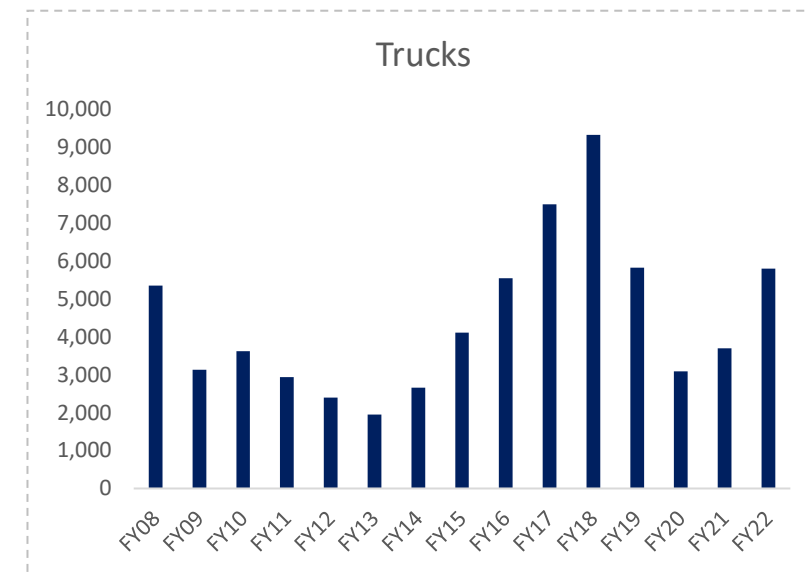
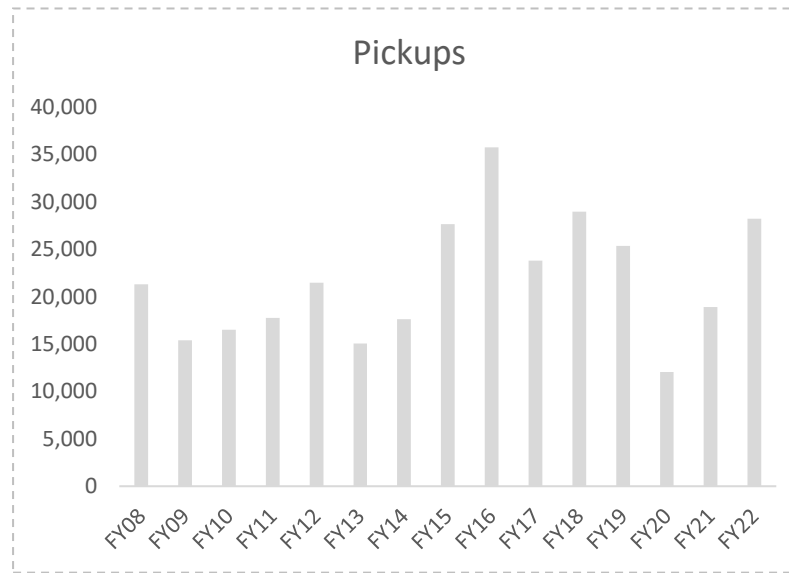
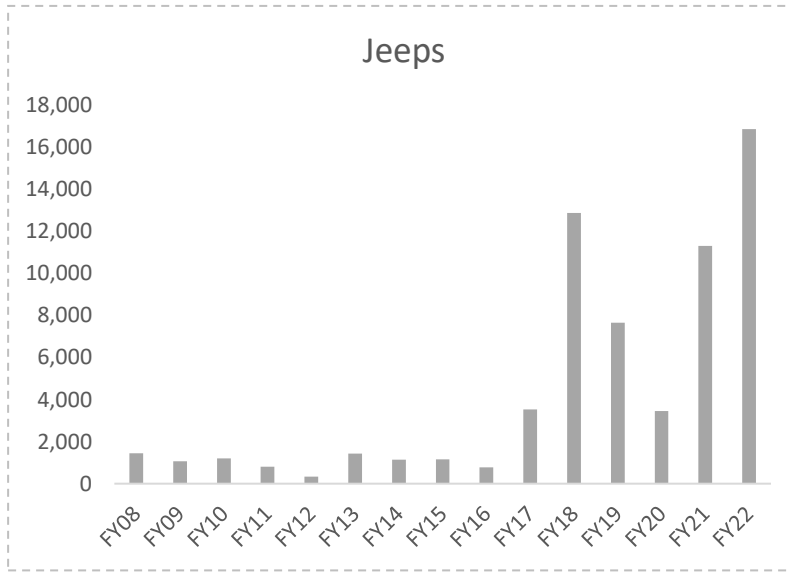
Period	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
INDU											
Corolla + Yaris	46,207	32,608	29,087	51,398	57,452	52,651	51,412	56,720	23,467	46,650	56,528
Fortuner + Hilux	4,413	5,094	4,910	5,545	6,525	7,235	11,656	8,679	4,911	10,586	18,005
Cuore	3,857	71	-	-	-	-	-	-	-	-	-
Total	54,477	37,773	33,997	56,943	63,977	59,886	63,068	65,399	28,378	57,236	74,533
HCAR											
Civic +City	12,119	21,235	23,674	23,622	25,726	37,004	42,811	39,189	14,091	25,276	35,197
BRV	-	-	-	-	-	2161	8,684	5,045	2,296	4,015	4,255
Total	12,119	21,235	23,674	23,622	25,726	39,165	51,495	44,234	16,387	29,291	39,452
PSMC											
Alto	16,288	-	-	-	-	-	-	1,685	30,916	37,720	71,198
WagonR	-	-	1,621	5,246	9,709	17,671	29,206	32,614	6,984	12,659	23,131
Cultus	13,693	13,308	14,682	13,837	16,450	17,006	20,483	22,763	12,307	17,510	23,169
Swift	7,040	6,096	5,128	3,490	4,143	4,245	4,916	5,050	1,828	2,316	6,190
Ravi	17,015	10,734	12,419	22,815	29,825	17,944	21,506	18,281	6,918	9,631	14,230
Bolan	22,540	12,941	14,088	23,582	30,154	19,245	21,738	17,628	5,159	8,196	12,361
Mehran	35,131	32,407	29,509	29,886	37,504	37,933	46,161	31,981	1,703	-	-
Liana	450	164	161	23	-	-	-	-	-	-	-
Total	112,157	75,650	77,608	98,879	127,785	114,044	144,010	130,002	65,815	88,032	150,279
NML (Hyundai)											
Elentra	-	-	-	-	-	-	-	-	-	855	3,610
Sonata	-	-	-	-	-	-	-	-	-	-	2,782
Porter	-	-	-	-	-	-	-	-	334	1,187	1,845
Tuscon	-	-	-	-	-	-	-	-	-	3,748	4,895
Total	-	-	-	-	-	-	-	-	334	5,790	13,132
MTL	32,005	32,046	21,040	28,711	20,479	34,506	42,707	32,018	20,706	35,527	35,005
AGTL	17,740	18,547	11,608	17,078	12,755	19,833	27,839	17,993	11,825	15,129	23,942
GHNL	230	226	384	852	804	702	18	-	44	223	289
GHNI	404	393	650	1,020	1,566	2,903	4,000	3,020	1,702	2,020	3,016

Category-wise Volumes (1/2)



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



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