

May 4, 2018

Monthly Sales Data for the month of April 2018

1. Maruti Suzuki India Ltd.

Particulars	Apr-18	Apr-17	Y-o-Y
Total Domestic Sales	164978	144492	14%
Total Export Sales	8008	6723	19%
Total Sales (D+E)	160598	139763	15%

2. Ashok Leyland Ltd.

Particulars	Apr-18	Apr-17	Y-o-Y
M&HCV	8968	4532	98%
LCV	3709	2558	45%
Total Sales (D+E)	12677	7090	79%

3. Bajaj Auto Ltd.

Particulars	Apr-18	Apr-17	Y-o-Y
Total Domestic Sales	229464	177887	29%
Total Export Sales	185704	151913	22%
Total Sales (D+E)	415168	329800	26%

4. Eicher Motors Ltd.

Particulars	Apr-18	Apr-17	Y-o-Y
Total Domestic Sales	74627	58564	27%
Total Export Sales	1560	1578	-1%
Total Sales (D+E)	76187	60142	27%

5. Tata Motors Ltd

Particulars	Apr-18	Apr-17	Y-o-Y
Total Domestic Sales	53511	28844	86%
Total Export Sales	3010	2140	41%
Total Sales (D+E)	56521	30984	82%

6. TVS Motor Company Ltd.

Particulars	Apr-18	Apr-17	Y-o-Y
Total Domestic Sales (2W)	241604	205522	18%
Total Domestic Sales (3W)	11377	5303	115%
Total Exports (2W)	61798	40221	54%
Total Sales (2w+3w)	304795	246310	24%

7. Hero Motocorp Ltd.

Particulars	Apr-18	Apr-17	Y-o-Y
Total Sales	694022	595706	17%

8. M&M

Particulars	Apr-18	Apr-17	Y-o-Y
Total Domestic Sales	45217	37889	19%
Total Export Sales	2880	1528	88%
Total Sales (D+E)	48097	39417	22%

9. Escorts

Particulars	Apr-18	Apr-17	Y-o-Y
Total Domestic Sales	6094	4760	28%
Total Export Sales	92	139	-34%
Total Sales (D+E)	6186	4899	26%

Above are the tables of automobile companies reporting their sales numbers for the month of April 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 April. Most of the companies have continued to maintain a good export which indicates the demand from the international markets is also strong.

Tata Motors, which is now diversifying into commercial vehicle, posted very good set of monthly numbers with a growth of 82% Y-o-Y followed by Ashok Leyland whose total sales too jumped by good 79% Y-o-Y.

Exports of most of the automobile companies have risen across sector with M & M exports grew by 88% Y-o-Y followed by strong exports from TVS Motors of 54% Y-o-Y.

Amongst the two wheeler companies, Eicher Motors sales number surpassed the industry by reporting total sales growth of 27% Y-o-Y followed by Bajaj Auto whose total sales grew by 26% Y-o-Y and TVS Motors whose total sales grew by 24% Y-o-Y.

Maruti, which has the largest market-share in the passenger vehicle segment, reported good sales growth of 15% 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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