

January 3, 2019

Monthly Sales Data for the month of December 2018

1. Maruti Suzuki India Ltd.

Particulars	Dec-18	Dec-17	Y-o-Y
Total Domestic Sales	121479	119286	2%
Total Export Sales	6859	10780	-36%
Total Sales (D+E)	128338	130066	-1.3%

2. Ashok Leyland Ltd.

Particulars	Dec-18	Dec-17	Y-o-Y
M&HCV	11295	15948	-29%
LCV	4198	3303	27%
Total Sales (D+E)	15493	19251	-20%

3. Bajaj Auto Ltd.

Particulars	Dec-18	Dec-17	Y-o-Y
Total Domestic Sales	180351	149509	21%
Total Export Sales	165848	143038	16%
Total Sales (D+E)	346199	292547	18%

4. Eicher Motors Ltd.

Particulars	Dec-18	Dec-17	Y-o-Y
Total Domestic Sales	56026	65367	-14%
Total Export Sales	2252	1601	41%
Total Sales (D+E)	58278	66968	-13%

5. Tata Motors Ltd

Particulars	Dec-18	Dec-17	Y-o-Y
Total Domestic Sales	50440	54627	-8%
Total Export Sales	3999	6293	-36%
Total Sales (D+E)	54439	60920	-11%

6. TVS Motor Company Ltd.

Particulars	Dec-18	Dec-17	Y-o-Y
Total Domestic Sales (2W)	209906	207739	1%
Total Domestic Sales (3W)	12686	9279	37%
Total Exports (2W)	48803	39852	22%
Total Sales (2w+3w)	271395	256870	6%

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7. Hero Motocorp Ltd.

Particulars	Dec-18	Dec-17	Y-o-Y
Total Sales	453985	472731	-4%

8. M&M

Particulars	Dec-18	Dec-17	Y-o-Y
Total Domestic Sales	36690	36979	-1%
Total Export Sales	3065	2221	38%
Total Sales (D+E)	39755	39200	1%

9. Escorts

Particulars	Dec-18	Dec-17	Y-o-Y
Total Domestic Sales	4212	3476	21%
Total Export Sales	386	130	197%
Total Sales (D+E)	4598	3606	28%

Above are the tables of automobile companies reporting their sales numbers for the month of December 2018. From the above tables we can see that most of the automobile companies including passenger vehicles, commercial vehicles and Tractors have report de-growth in their monthly sales numbers.

Automobiles volumes in the segment of Tractors, commercial vehicles and two wheelers all have reported surge in their exports. Escort is the only company to have retained its above 100% export growth and registered a growth of whopping 195% in its exports for the month of December. Most of these companies experienced a surged in exports on account of settlement of geo-political issues in Sri Lanka.

Escorts, which is into tractor sales, surpassed the industry with very good set of monthly numbers with a growth of 28% Y-o-Y followed by Bajaj Auto whose total sales too jumped by 18% Y-o-Y.

Amongst the commercial vehicle space, Ashok Leyland for the second time in the calendar year reported dismal set of numbers by reporting a de-growth of 20% in its monthly sales on a yearly basis. This de-growth was mainly on account of the higher base. Despite the dismal set of numbers, LCV segment manage to report 27% growth on a yearly basis.

Maruti, which has the largest market-share in the passenger vehicle segment, reported a growth of 1.84% on the domestic front but on account of dip in exports of 36% on a yearly basis, the total sales numbers for Maruti reported a de-growth of 1.3% on a yearly basis.

With the hike in MSP prices and farm loan waiver, we feel two – wheeler segment and tractor segment will lead the automobile segment in the coming months, hence, we continue to remain bullish on stocks like Bajaj Auto, Maruti, M&M and Escorts

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