

June 4, 2018

Monthly Sales Data for the month of May 2018

## 1. Maruti Suzuki India Ltd.

Particulars	May-18	May-17	Y-o-Y
Total Domestic Sales	163200	130676	25%
Total Export Sales	9312	6286	48%
<b>Total Sales (D+E)</b>	<b>172512</b>	<b>136962</b>	<b>26%</b>

## 2. Ashok Leyland Ltd.

Particulars	May-18	May-17	Y-o-Y
M&HCV	10421	6143	70%
LCV	3238	2932	10%
<b>Total Sales (D+E)</b>	<b>13659</b>	<b>9075</b>	<b>51%</b>

## 3. Bajaj Auto Ltd.

Particulars	May-18	May-17	Y-o-Y
Total Domestic Sales	224625	174047	29%
Total Export Sales	182419	139709	31%
<b>Total Sales (D+E)</b>	<b>407044</b>	<b>313756</b>	<b>30%</b>

## 4. Eicher Motors Ltd.

Particulars	May-18	May-17	Y-o-Y
Total Domestic Sales	72510	58647	24%
Total Export Sales	2187	2049	7%
<b>Total Sales (D+E)</b>	<b>74697</b>	<b>60696</b>	<b>23%</b>

## 5. Tata Motors Ltd

Particulars	May-18	May-17	Y-o-Y
Total Domestic Sales	54295	34461	58%
Total Export Sales	3699	3900	-5%
<b>Total Sales (D+E)</b>	<b>57994</b>	<b>38361</b>	<b>51%</b>

## 6. TVS Motor Company Ltd.

Particulars	May-18	May-17	Y-o-Y
Total Domestic Sales (2W)	298135	275426	8%
Total Domestic Sales (3W)	11730	6581	78%
Total Exports (2W)	62218	40617	53%
<b>Total Sales (2w+3w)</b>	<b>304795</b>	<b>246310</b>	<b>24%</b>

### 7. Hero Motocorp Ltd.

Particulars	May-18	May-17	Y-o-Y
<b>Total Sales</b>	<b>706365</b>	<b>633884</b>	<b>11%</b>

### 8. M&M

Particulars	May-18	May-17	Y-o-Y
Total Domestic Sales	43818	40710	8%
Total Export Sales	3031	1293	134%
<b>Total Sales (D+E)</b>	<b>46849</b>	<b>42003</b>	<b>12%</b>

### 9. Escorts

Particulars	May-18	May-17	Y-o-Y
Total Domestic Sales	8087	6770	19%
Total Export Sales	238	116	105%
<b>Total Sales (D+E)</b>	<b>8325</b>	<b>6886</b>	<b>21%</b>

Above are the tables of automobile companies reporting their sales numbers for the month of May 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 May. 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 for the second time in a row surpassed the industry with very good set of monthly numbers with a growth of 51% Y-o-Y followed by Ashok Leyland whose total sales too jumped by good 51% Y-o-Y.

Exports of most of the automobile companies have risen across sector with M & M exports surged by whopping 134% Y-o-Y followed by strong exports from Escorts of 105% Y-o-Y.

Amongst the two wheeler companies, Bajaj Auto sales number surpassed the industry by reporting total sales growth of 30% Y-o-Y followed by TVS Motors whose total sales grew by 24% Y-o-Y and Eicher Motors whose total sales grew by 23% Y-o-Y.

Maruti, which has the largest market-share in the passenger vehicle segment, reported for the first time in 6 months with exceptionally good sales growth of 26% Y-o-Y and exports growth of 48% 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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