

December 3, 2018

Monthly Sales Data for the month of November 2018

1. Maruti Suzuki India Ltd.

Particulars	Nov-18	Nov-17	Y-o-Y
Total Domestic Sales	146018	145300	0%
Total Export Sales	7521	9300	-19%
Total Sales (D+E)	153539	154600	-0.7%

2. Ashok Leyland Ltd.

Particulars	Nov-18	Nov-17	Y-o-Y
M&HCV	8718	10638	-18%
LCV	4403	3819	15%
Total Sales (D+E)	13121	14457	-9%

3. Bajaj Auto Ltd.

Particulars	Nov-18	Nov-17	Y-o-Y
Total Domestic Sales	234818	179835	31%
Total Export Sales	172112	146623	17%
Total Sales (D+E)	406930	326458	25%

4. Eicher Motors Ltd.

Particulars	Nov-18	Nov-17	Y-o-Y
Total Domestic Sales	65026	67776	-4%
Total Export Sales	718	2350	-69%
Total Sales (D+E)	65744	70126	-6%

5. Tata Motors Ltd

Particulars	Nov-18	Nov-17	Y-o-Y
Total Domestic Sales	50470	52464	-4%
Total Export Sales	4604	4927	-7%
Total Sales (D+E)	55074	57391	-4%

6. TVS Motor Company Ltd.

Particulars	Nov-18	Nov-17	Y-o-Y
Total Domestic Sales (2W)	260253	203138	28%
Total Domestic Sales (3W)	12823	8642	48%
Total Exports (2W)	58476	47207	24%
Total Sales (2w+3w)	331552	258987	28%

7. Hero Motocorp Ltd.

Particulars	Nov-18	Nov-17	Y-o-Y
Total Sales	610252	605270	1%

8. M&M

Particulars	Nov-18	Nov-17	Y-o-Y
Total Domestic Sales	25159	21271	18%
Total Export Sales	790	1723	-54%
Total Sales (D+E)	25949	22994	13%

9. Escorts

Particulars	Nov-18	Nov-17	Y-o-Y
Total Domestic Sales	7641	4941	55%
Total Export Sales	364	178	104%
Total Sales (D+E)	8005	5119	56%

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

Automobiles in the segment of passenger vehicles, commercial vehicles and two wheelers all have reported dip in their exports. Escort is the only company to have registered a jump of 100% in its exports for the month of November. Most of these companies experienced a dip in exports on account of goe-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 56% Y-o-Y followed by TVS Motors whose total sales too jumped by 28% Y-o-Y.

Amongst the commercial vehicle space, Ashok Leyland for the first time in the calendar year reported dismal set of numbers by reporting a de-growth of 9% in its monthly sales on a yearly basis. This de-growth was mainly on account of the higher base.

Maruti, which has the largest market-share in the passenger vehicle segment, reported a flattish sales numbers of -0.7% growth on a yearly basis. It is visible that Maruti is unable to maintain its volume growth of 1.5 lakhs on a yearly basis.

With the impetus push given by the present government for infrastructure development, we feel, commercial segment will do a comeback and lead the auto space followed by the two wheeler space. As the rural income picks up the entire Automobile sector will benefit, hence, we continue to remain bullish on stocks like Maruti, Bajaj Auto, M&M and Escorts.

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