

# Car sales accelerate to best-ever February at over 335,000 units

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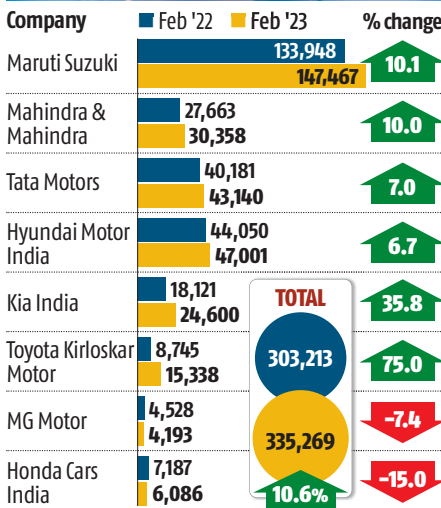
The domestic passenger vehicle (PV) industry remained on a steady growth path in February, recording a 10.6 per cent year-on-year (YoY) rise in sales. The wholesale figure of 335,269 units was the best ever for the month of February; it was 303,213 units a year ago. At the retail level, too, the industry posted 9.6 per cent YoY growth, indicating that strong consumer demand continued in February.

PV retail numbers came at 301,900 units in February 2023, against 275,400 units a year ago. The cumulative sales figure for April-February (2022-23) stood at 3.55 million, against 2.74 million during the corresponding year-ago period — up 29.3 per cent. Shashank Srivastava, senior executive officer, marketing and sales of Maruti Suzuki India (MSIL), said the network stock in the beginning of February was around 184,000 units, which increased to 218,000 units by the end of the month. Roughly, there is stock for three weeks now.

MSIL's domestic sales in February were 150,823 units, against 137,950 a year ago — growth of 10.1 per cent. It sold 147,467 PVs in the domestic market last month, against 133,948 units in February 2022. "Until February, MSIL's total sales number was 1,508,089 units, against 1,227,712 units last year — which is growth of 22.8 per cent," Srivastava said. The top six highest-selling PV models in the industry in February were all from the MSIL stable," Srivastava claimed. They were: The Baleno, Swift, Alto, WagonR, Dzire, and Brezza.

"Our overall enquiries growth was about 12 per cent in February and bookings growth was about 5 per cent," he added.

Tata Motors, during the month under review, sold 43,140 units of PVs (including electric vehicles), registering 7 per cent YoY growth. Its key competitor Mahindra and Mahindra (M&M) posted a 10 per cent rise in PV sales to



Source: Companies

30,358 units in February, and 63 per cent growth for the April-February period to 323,256 units.

"In the utility vehicles segment, Mahindra sold 30,221 vehicles in February 2023, despite disruptions in the supply chain of crash sensors and airbag electronic control units due to unavailability of semiconductors," the firm said. Veejay Nakra, president, automotive division, M&M, said: "We continue our trend of selling more than 30,000 SUVs per month and February saw growth of 10 per cent in the segment."